



Vodafone Qatar Q.S.C Financial Results

Third Quarter ended 31 December 2013
29 January 2014

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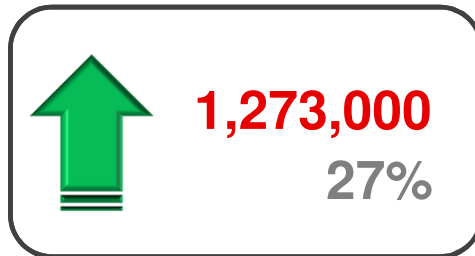


Financial Highlights

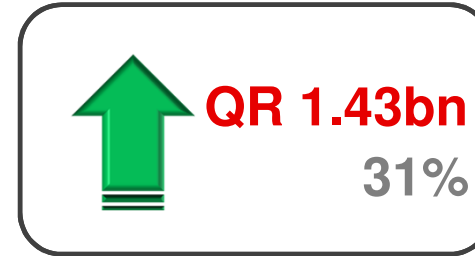
Financial Highlights

For the 9 months ended 31 December 2013

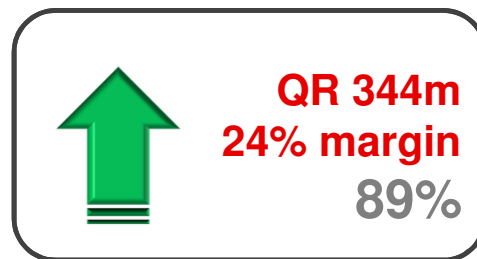
Mobile Customers



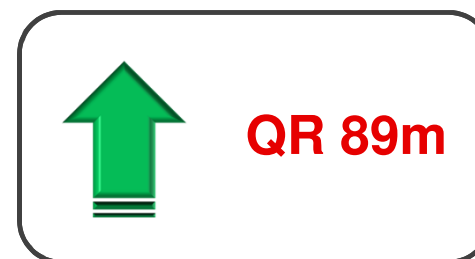
Total Revenue



EBITDA



Distributable Profits

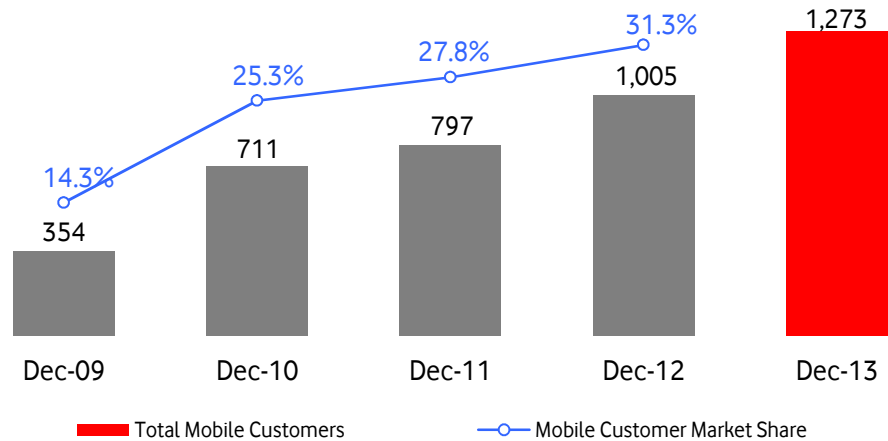




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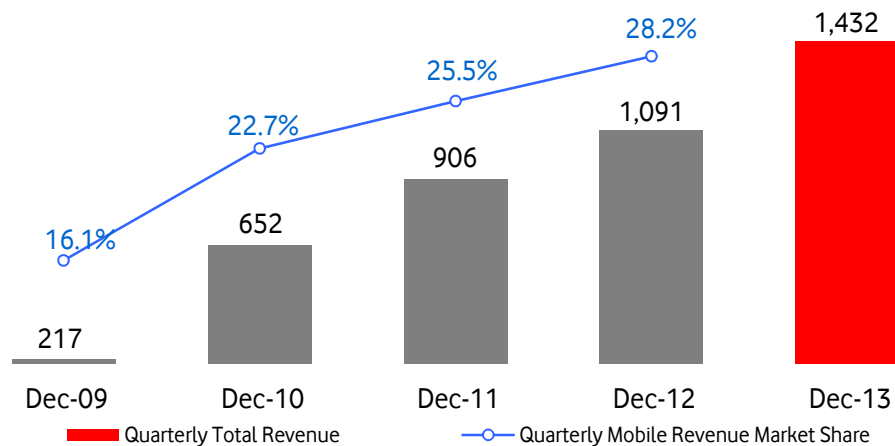
**Q3 FY14
Financial Review**

Mobile Customers (000's)



- 11% increase in population to 2.045m
- **27% growth** in Customers to 1,273m
 - 268k customers gained
- **Continued** Postpaid base growth

Total Revenue (QRm)

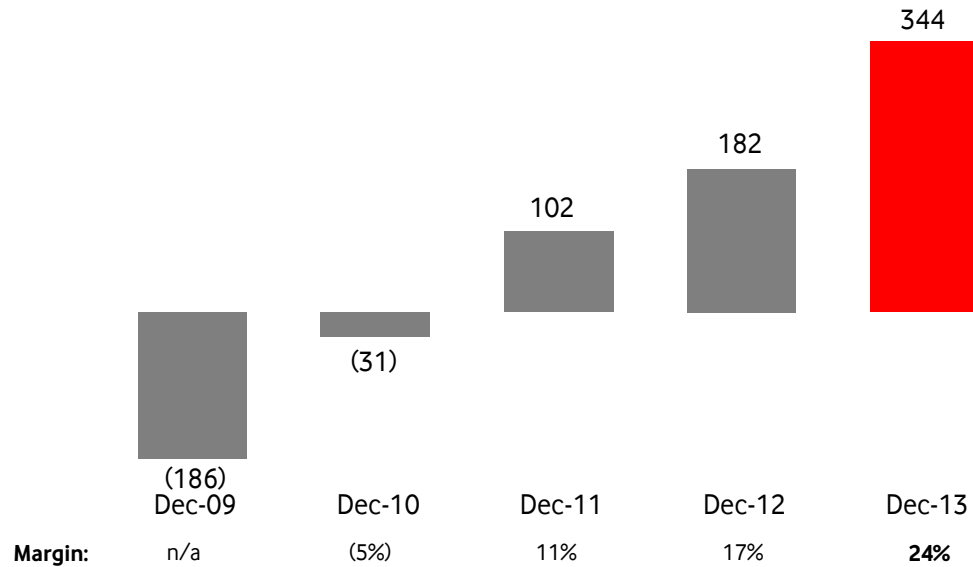


- **31% improvement** in Revenue:
 - Customer base growth
 - Higher ARPUs
- Significant growth delivered by Postpaid

ARPU	Dec-09	Dec-10	Dec-11	Dec-12	Dec-13
	n/a	1113	111	121	125

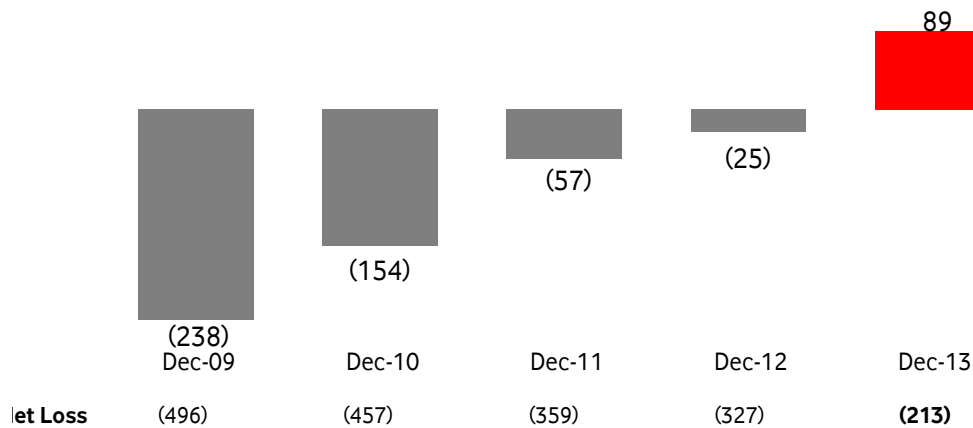


EBITDA (QRm)



- **89% increase in EBITDA**
- Significant margin improvement to 24%:
 - Strong data performance, offset by higher cost of voice
 - Scale benefit and cost management

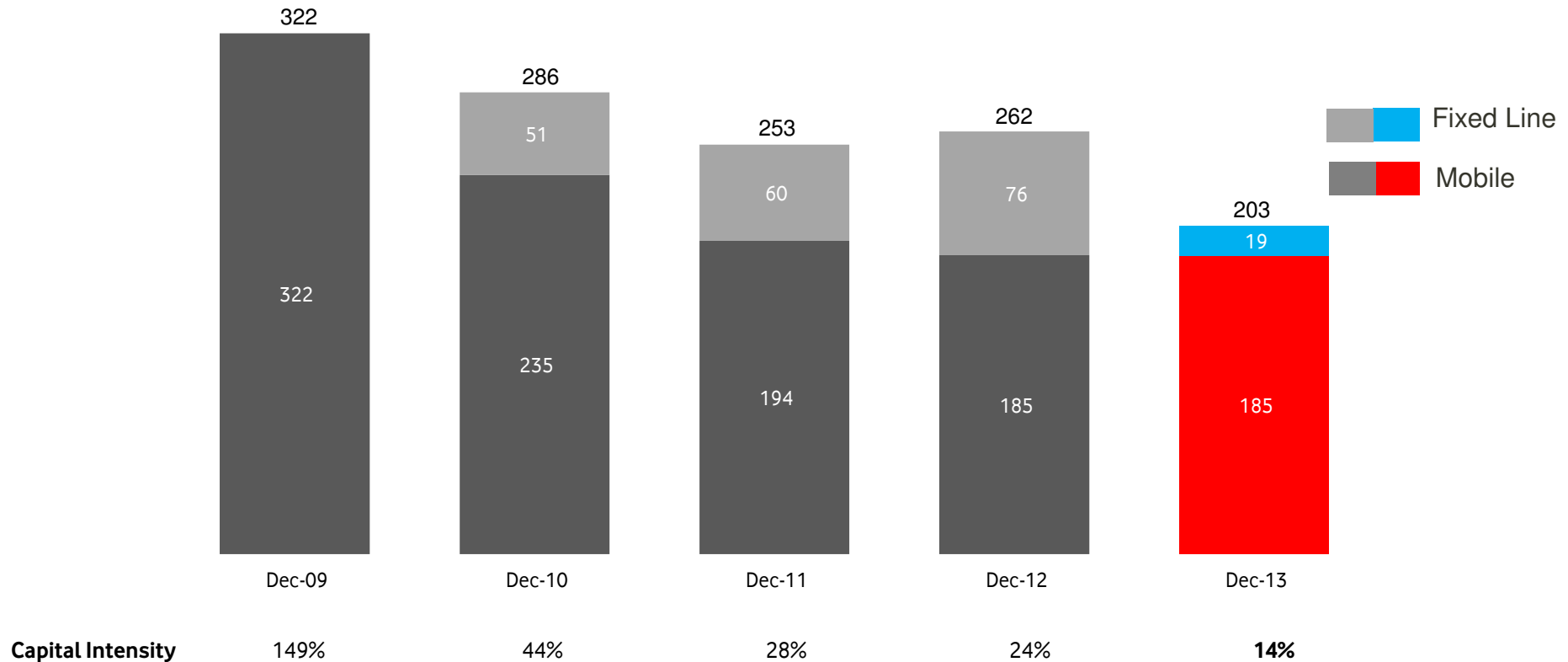
Distributable Profits (QRm)



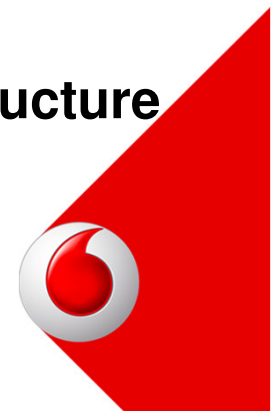
- **Continued growth in Distributable Profits** driven by growth in EBITDA
- **Net loss improved by 35%**



Capital Expenditure (QRm)



- Continued investment towards **strengthening network infrastructure to faster data speeds & integrated billing solution**
- Significant increase in investment planned for Q4





Thank you

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