

# Vodafone Qatar Q.S.C Financial Results

Year ended 30 June 2013

Press Presentation



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# Financial Highlights

For the Quarter ended 30 June 2013

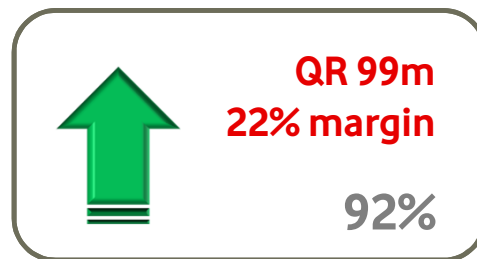
## Mobile Customers



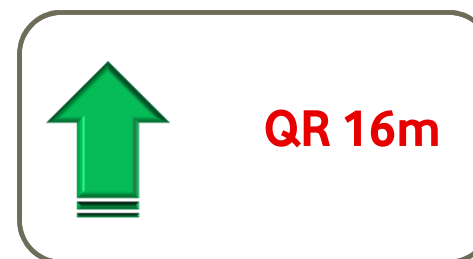
## Total Revenue



## EBITDA



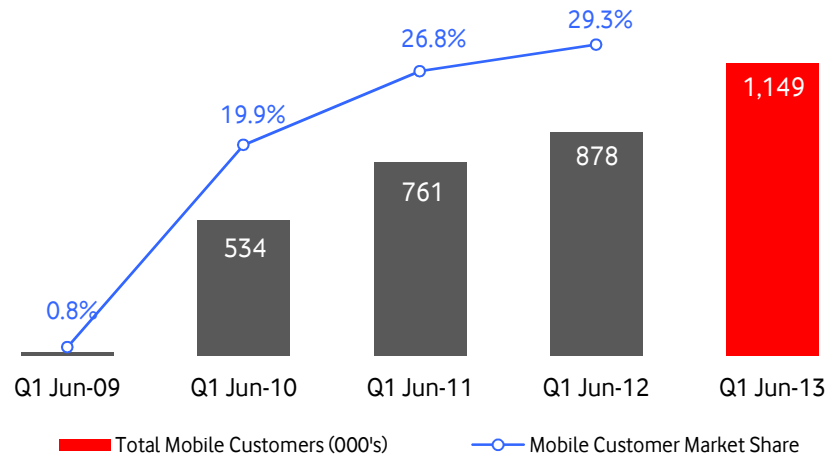
## Distributable Profits



# Q1 FY14 Financial Review

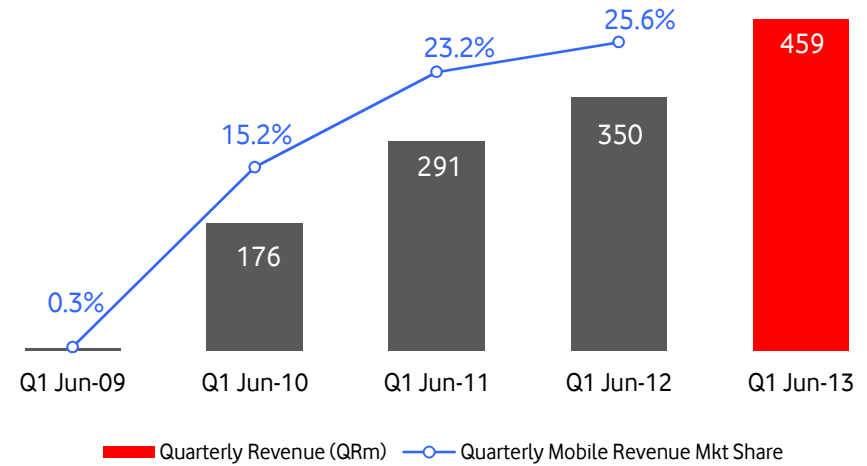


# Mobile Customers



- **31% growth** in customers (YoY) – 268k new customers
- 11% increase in population, **60%** now using our services each month
- Postpaid base **growing well**

# Total Revenue

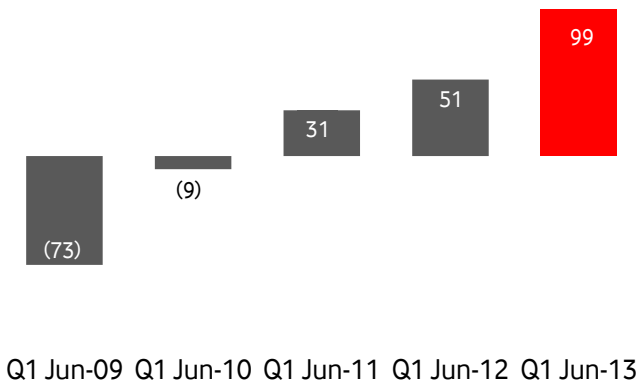


ARPU 53      104      116      122      123

- **31% YoY improvement** from growing customer base, stable ARPU and stronger handset sales
- **Growth continues** on all products, particularly data and segment-wise from postpaid services



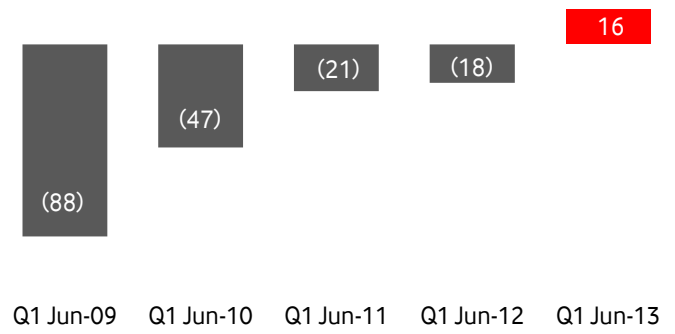
# EBITDA



EBITDA Margin %	Q1 Jun-09	Q1 Jun-10	Q1 Jun-11	Q1 Jun-12	Q1 Jun-13
	n/a	-5%	11%	15%	22%

- **EBITDA growth continues** with a **92% improvement YoY**
- **EBITDA margin increases to 22%** driven by continuing sales mix improvement and opex leverage

# Distributable Profits



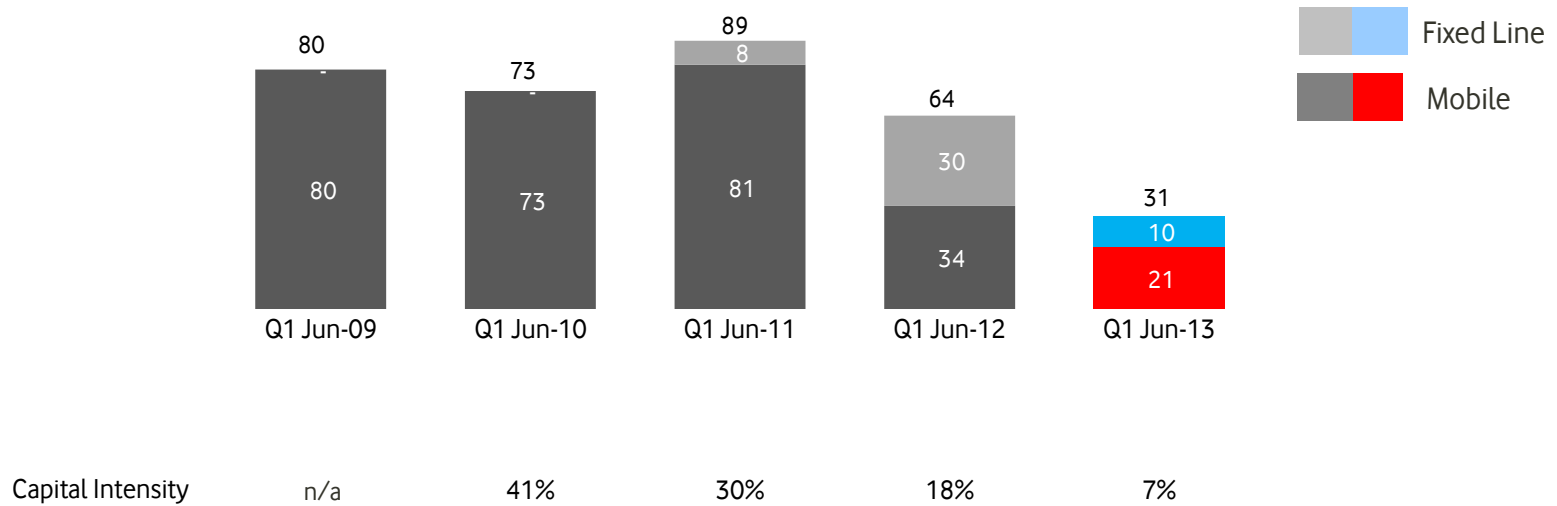
Net Loss	Q1 Jun-09	Q1 Jun-10	Q1 Jun-11	Q1 Jun-12	Q1 Jun-13
	(152)	(148)	(122)	(118)	(85)

Distributable Profit is defined in the Company's Articles as Net Profit for the Financial Year plus licence amortization for that year

- **Positive** Distributable Profit of **QR 16m** for the quarter driven by EBITDA growth
- **Growth in depreciation** reflects continued network and IT investment



# Capitalised Fixed Asset Additions



- **Mobile** – continued Investment for capacity & coverage (4 sites in quarter) and to improve customer experience
- **Fixed Line** – investment in infrastructure for local & international traffic
- **Capital Intensity** continues to decrease



# Contact Details

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