



PRESS RELEASE

VODAFONE QATAR ANNOUNCES HALF YEAR RESULTS

Doha, Qatar, 12 November 2015: Vodafone Qatar Q.S.C. ("Vodafone Qatar" or "The Company") today announced its financial results for the six months ended 30 September 2015.

Half-Year Operational Highlights for the six months to 30 September 2015:

- 1,486,000 mobile customers; this is an increase of 8% compared to September 2014
- Total revenue of QR 1,066 million; 7% decline over the same period last year
- Mobile average revenue per user (ARPU) was QR 111; this is a 13% year-on-year drop, but stable compared to the previous quarter to 30 June 2015
- EBITDA achieved QR 211 million for the period; 29% lower year-on-year, and representing an EBITDA margin of 20%
- Net Loss of QR 213m for the period; while loss per share is QR (0.25)

Half Year Financial Summary

H.E Sheikh Dr Khalid Bin Thani Al Thani, Vodafone Qatar's Chairman commented, "On a year on year basis, Vodafone Qatar's performance for the half-year reflects the full impact of the aggressive price competition on our customer ARPUs and revenue. However, in the quarter to September, we are seeing positive trends and expect stronger results in the second half of the year. For instance, our Postpaid customers have grown by nearly 50% thanks to our network enhancements and competitive Postpaid portfolio, including Qatari Red, 10 times more data on all Red plans, and the best roaming pack in Qatar that were all launched during this half year."

"During the period, we have invested more than QR150 million in our network infrastructure which has included the continued upgrade of all our network sites making them at the forefront of technology. We improved our 3G and 4G coverage and further



increased capacity which has produced a significantly better customer experience on both voice and data services. A special focus has been on increasing the capacity in the most populated areas in Qatar and in time for the desert camping season, 21 sites have been activated in the most popular camping areas. We are committed to continually investing in Qatar's ICT sector which will play a key role in realizing Qatar National Vision 2030."

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About Vodafone Qatar Q.S.C

Vodafone Qatar Q.S.C. ("Vodafone Qatar"), part of one of the world's largest telecommunications group, the Vodafone Group, is the holder of the Second Public Mobile and Fixed Telecommunications Networks and Services License in the State of Qatar. Vodafone Qatar switched on its mobile network on 1 March 2009 and shortly after started delivering great value to its customers with a range of exciting products and services. Having built a world class converged IP network, Vodafone launched fibre-based consumer and enterprise fixed-line services commercially in October 2012.

Vodafone's objective is to be one of the most admired brands in Qatar and the Company is committed to providing world class telecommunications infrastructure to support Qatar National Vision 2030.

Effective January 2015, Vodafone Qatar became fully compliant with Islamic Sharia practices throughout its business, including commercial and financial operations. Please visit www.vodafone.qa for more details.

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