# Vodafone Qatar P.Q.S.C.

Investor Presentation

Financial Performance:
Half year ended 30 June 2026

Together we can
vodafone

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Hamad Al-Thani

Chief Executive Officer

# Performance Highlights

# Key Highlights

## Profitable Growth

- Service Revenue grew 9.3% YoY in FY26H1; Total Revenue reached QR 1,802m (+3.1% YoY)
- Net Profit at QR 401m (+22.0% YoY)

## Continued Pursuit to Deliver World Class Telecom Experience

- Network coverage expansion / upgrades remain on track
- Digitization + Innovative Offerings (e.g. Fixed & Mobile Portfolio revamp, innovative GTM) are contributing to growth & profitability

## Business & Operational Resilience

- Business and Operational Resilience were well-tested in H1
- Business Continuity measures enabled running of business without significant disruptions

## Next Orbit of Growth

- New growth ideas underway:
  - Telecom – growth & efficiency
  - Diversification
- Largescale Telecom Transformation underway

# Financial Performance

Masroor Anjum

Chief Financial Officer

# Key Highlights

### Topline Growth Continues

- **9.3% growth** in service revenue
- **3.1% increase** in total revenue

### Strong Cost Discipline and Operating Leverage

- Operating leverage improved as revenue growth outpaced increase in expenses
- **21.6% OPEX intensity**; improved **0.5 ppts** v/s FY25

### Continuing Profitability growth

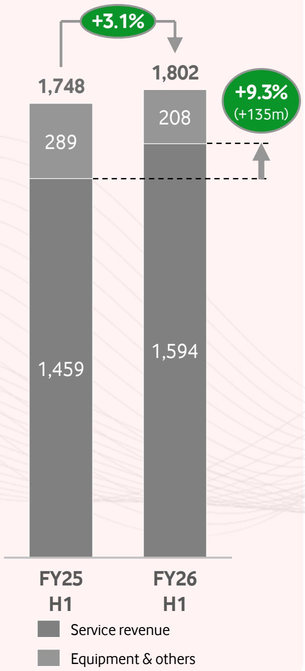
- **10.6% growth** in EBITDA
- **EBITDA Margin** of 44.9%
- **22% growth** in Net profits

### Robust Cash flow Generation

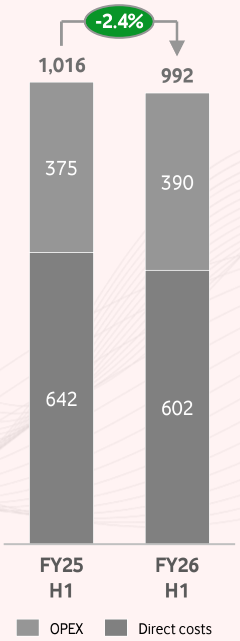
- **14.7% growth** in underlying operating free cashflows
- **QR 139m reduction** in reported net debt compared to last year

# H1 Year on Year Performance : Sustained Topline and Profitability Growth

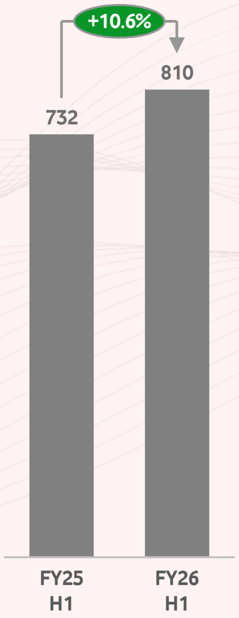
**Revenue***



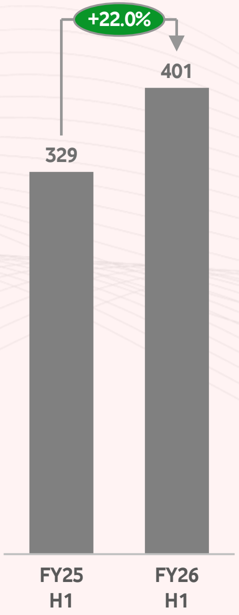

**Expenses***




**EBITDA**




**Net Profit**



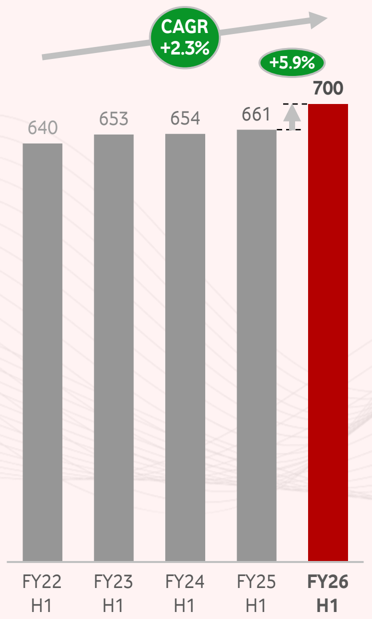

- Total revenue grew by QR 53m (+3.1%), driven by growth across all core service revenue segments
- Non-service revenue declined by QR 81m due to reduced handset shipments; amid the prevailing geopolitical environment
- Expenses decreased 2.4% as a result of lower equipment volumes offset by increase in revenue related costs
- OPEX for the year includes additional resiliency costs relating to incremental international leased-line capacity secured to strengthen network redundancy
- EBITDA grew 10.6%, driven by strong service revenue growth
- Net profit increased by 22%, reflecting EBITDA flow through



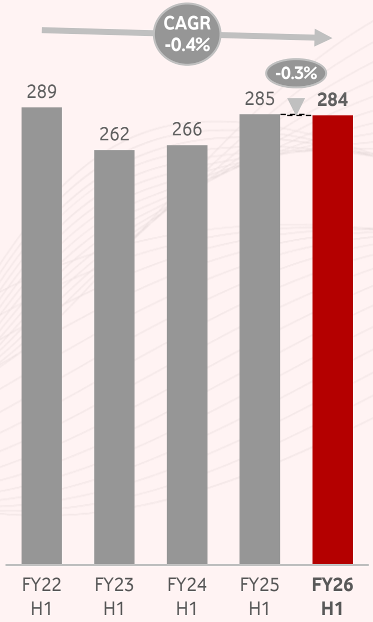
All amounts are in QAR millions unless otherwise stated
* The previously reported revenue and direct costs for FY25 H1 are reclassed for a revenue presented net off costs as per IFRS, however, without any impact on EBITDA or Net Profits

# Service Revenue : Growth momentum continues across core segments

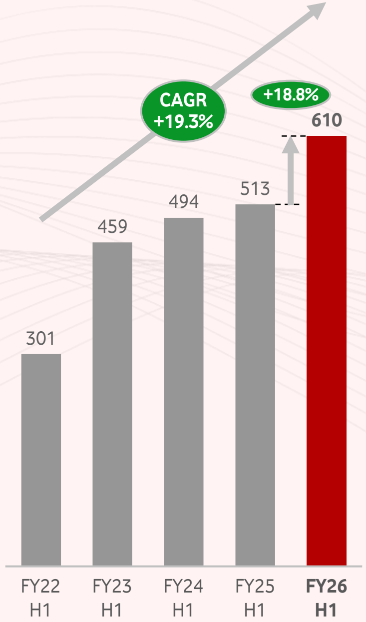
## Postpaid*



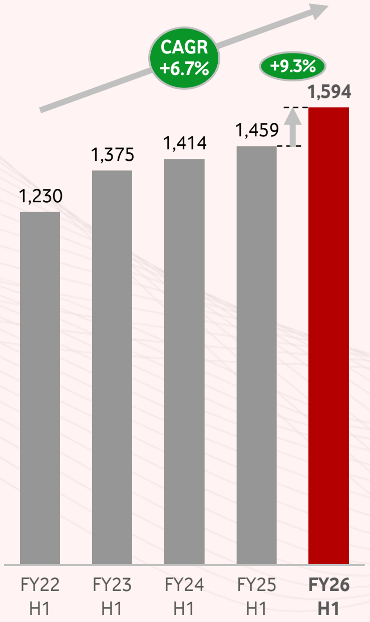

## Prepaid*




## Wholesale, Mgd. Services & Fixed




## Service Revenue



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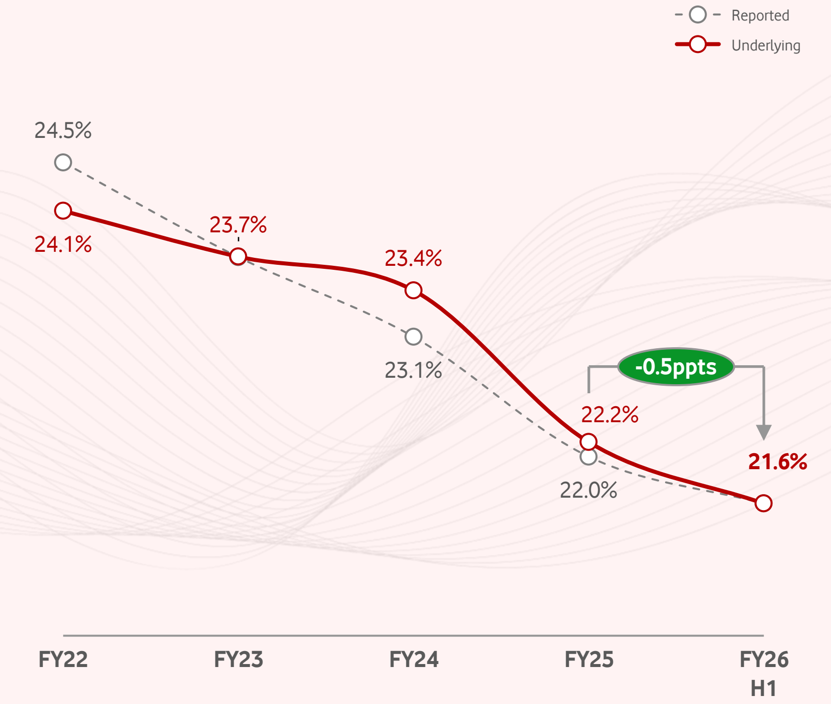
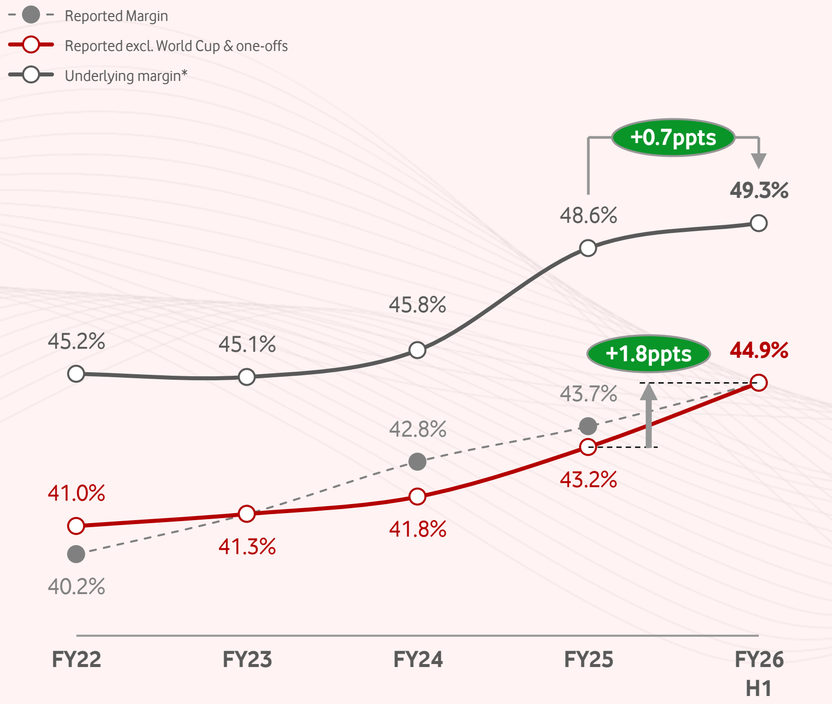
* The previously reported segment revenue for FY25 H1 are reclassed for a revenue presented net off costs as per IFRS

# Key Ratios : Driving margin expansion through operational excellence

## OPEX Intensity




## EBITDA Margin

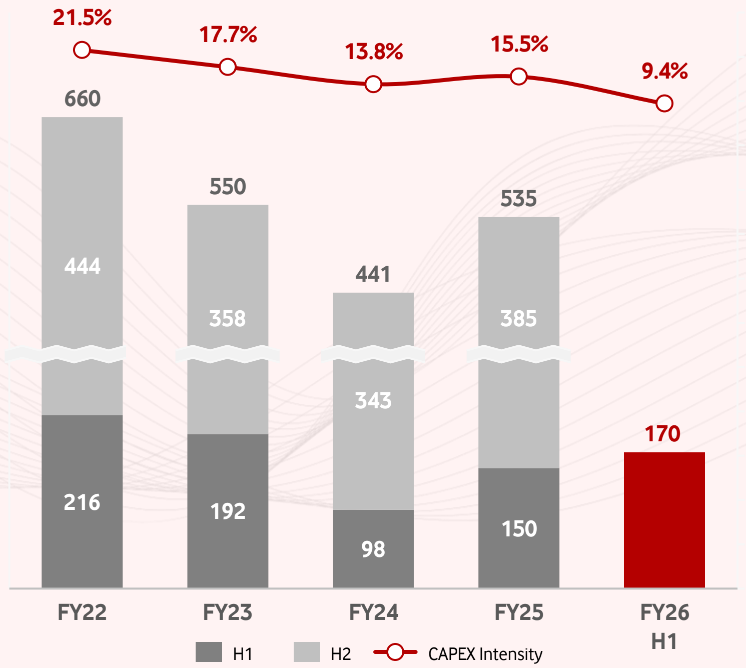




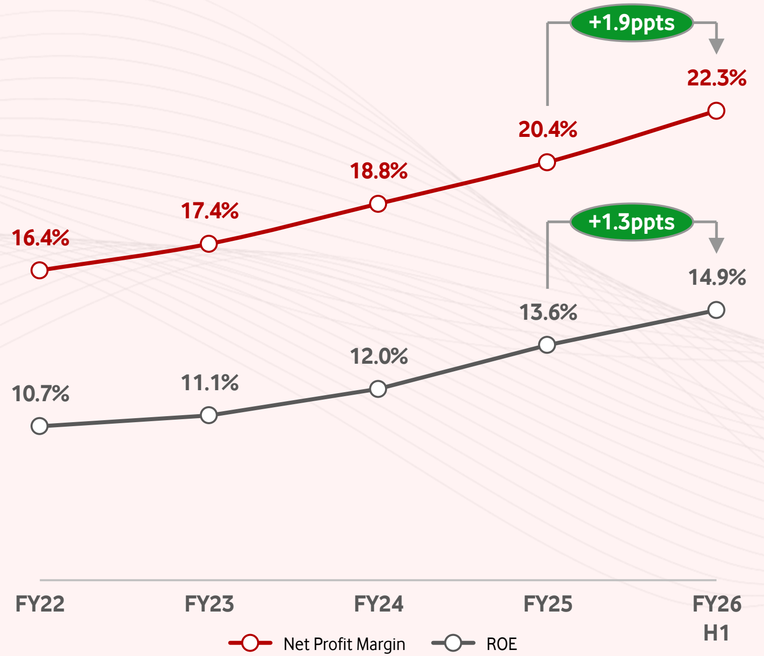

* Underlying EBITDA margin is excluding equipment and one-off

# Capital Expenditure & Returns : Investments driving profitable growth

## Capital expenditure (CAPEX)




## Net Profit Margin and Return on Equity (ROE*)



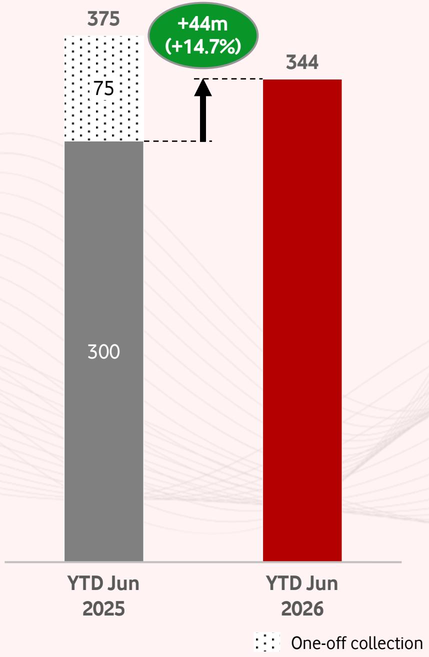



All amounts are in QAR millions unless otherwise stated

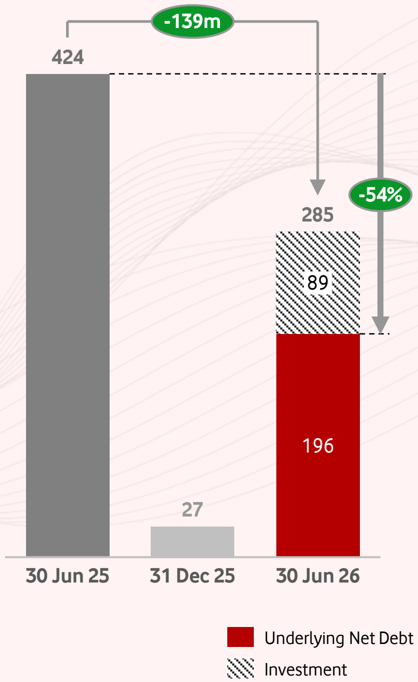
* ROE calculated as: Net Profit as a percentage of average Equity on annualised net profit

# Cash Flow : Robust operational cash flows

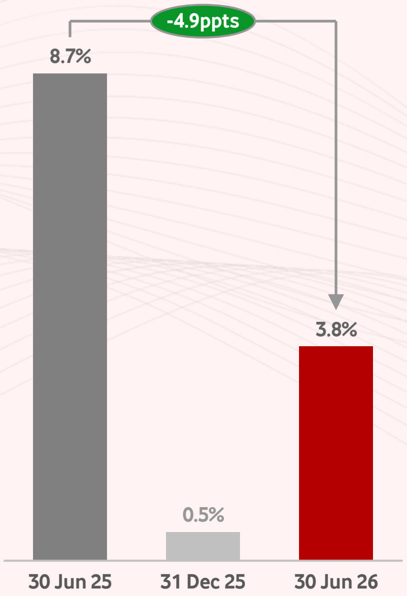
**Free Cash flow**




**Net Debt***




**Net Debt* to Equity**



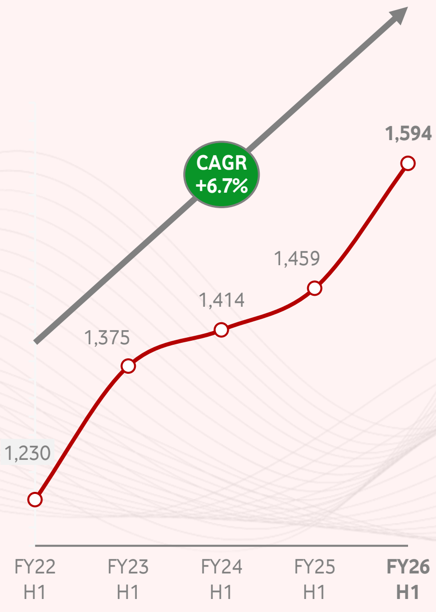

- Underlying free cash flow increased 14.7% reflecting strong collections
- Despite dividend pay-out for FY25, net debt decreased significantly YoY due to strong free cash flows
- Net debt to Equity ratio decreased 4.9ppts YoY



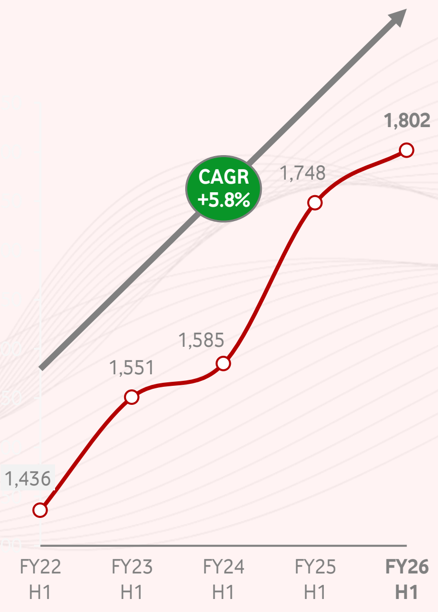
All amounts are in QAR millions unless otherwise stated
* Cash includes the investment made during the quarter

# Key Financial Performance Indicators : Trends

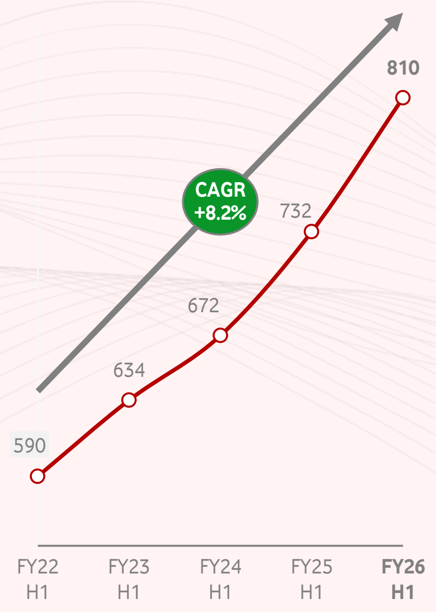
## Service Revenue*



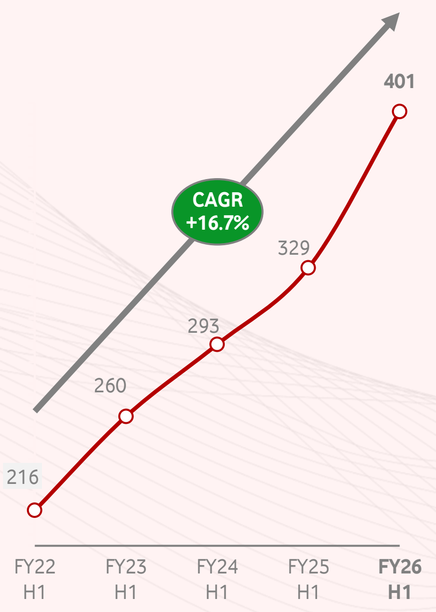

## Total Revenue*




## EBITDA




## Net Profit



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# Consolidated Statement of Income Summary

| QR millions (unless otherwise stated) | 30 Jun 26 | 30 Jun 25 | YoY |
|---|---|---|---|
| Consumer revenue | 1,071 | 941 | 130 |
| Enterprise, equipment and other revenues | 731 | 807 | (76) |
| **Total revenue** | **1,802** | **1,748** | **53** |
| Direct costs | (602) | (642) | 39 |
| Operational expenses | (390) | (375) | (15) |
| Depreciation and amortisation | (357) | (349) | (8) |
| Finance costs | (12) | (14) | 2 |
| Other income/financing costs (net) | 5 | (6) | 9 |
| **Profit before tax related fees** | **445** | **363** | **82** |
| Tax related fees | (44) | (34) | (10) |
| **Profit for the period** | **401** | **329** | **72** |
| **Basic and diluted earnings per share (in QR)** | **0.095** | **0.078** | **0.017** |

- Total revenue increased QR 53m (+3.1%), driven by growth across all core revenue segments
- Expenses decreased 2.4% as a result of lower equipment volumes offset by increase in revenue related costs
- Higher depreciation and amortisation is driven by CAPEX investments and accelerated depreciation from assets modernization
- Net profit increased by 22%, reflecting EBITDA flow through


The reported numbers and YoY variances are rounded to the nearest millions

# FY26 Guidance : Maintaining the guidance

| Financial KPIs | FY25 Results | FY26 Guidance |
|---|---|---|
| Total revenue | QR 3,447m | + Mid single digits % YoY |
| EBITDA Margin | U/L 43.2% | **> 43.5%** |
| Net Profit | U/L QR 715m | + Mid-teens % YoY |
| CAPEX intensity | 15.5% | **14.5% - 15.5%** |

# Q&A

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# Appendix

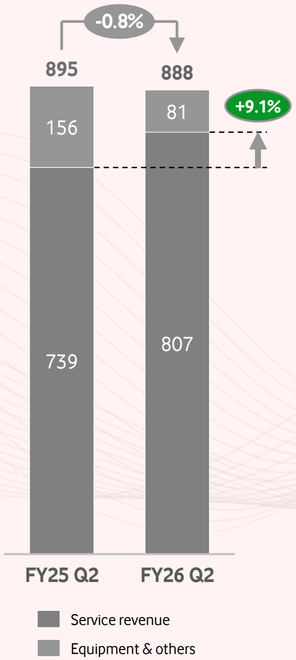
**For more information visit our website:**
www.vodafone.qa/en/investor-relations

**Or email us:**
InvestorRelationsQatar@vodafone.qa

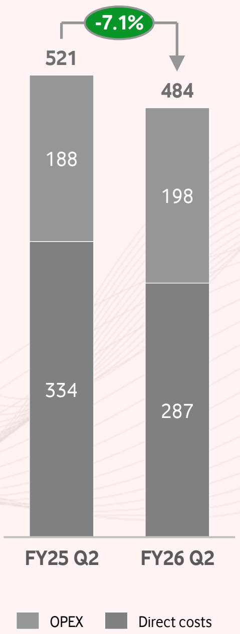
# Financial Performance

# Q2 Year on Year Performance : Growth momentum continues

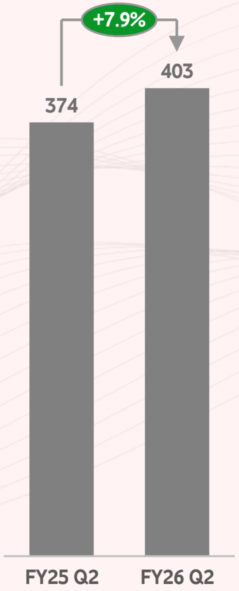
## Revenue*



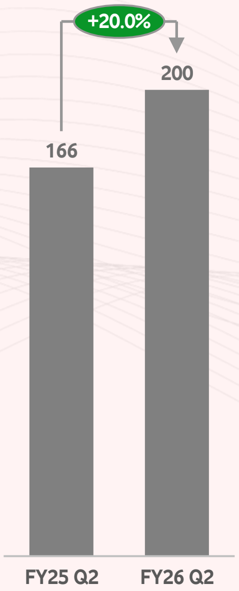

## Expenses*




## EBITDA




## Net Profit




- Service revenue grew 9.1% YoY driven by growth in postpaid, wholesale and fixed
- Expenses decreased as a result of lower equipment volumes offset by increase in revenue related costs
- EBITDA increased 7.9% following higher service revenue
- Net profit grew 20% resulting from higher EBITDA



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# Consolidated Statement of Income

| QR m (unless otherwise stated) | Three months ended 30 June 2026 | Three months ended 30 June 2025 | Six months ended 30 June 2026 | Six months ended 30 June 2025 | YoY |
|---|---|---|---|---|---|
| Revenue | 888 | 895 | 1,802 | 1,748 | 53 |
| Interconnection and other direct expenses | (276) | (322) | (579) | (622) | 43 |
| Network and other operational expenses | (117) | (108) | (234) | (227) | (7) |
| Employees' salaries and benefits | (81) | (79) | (156) | (148) | (8) |
| Expected credit losses | (11) | (12) | (24) | (20) | (4) |
| Other operating income | 4 | 2 | 8 | 4 | 4 |
| **Operating profit before depreciation and amortization** | **407** | **376** | **817** | **736** | **82** |
| Depreciation of property, plant and equipment | (108) | (104) | (209) | (197) | (11) |
| Amortisation of intangible assets | (42) | (49) | (94) | (97) | 3 |
| Depreciation of right-of-use assets | (27) | (28) | (54) | (55) | 1 |
| **Operating profit** | **231** | **196** | **460** | **386** | **74** |
| Income from bank deposits | 2 | 1 | 6 | 2 | 4 |
| Share of profit of equity-accounted investee | 1 | - | 2 | - | 2 |
| Dividend income | 1 | - | 1 | - | 1 |
| **Profit before financing and Tax related fees** | **235** | **197** | **469** | **388** | **81** |
| Finance costs | (7) | (8) | (12) | (14) | 2 |
| Other financing costs | (6) | (5) | (12) | (11) | (1) |
| **Profit before tax related fees** | **222** | **184** | **445** | **363** | **82** |
| Tax related fees | (22) | (17) | (44) | (34) | (10) |
| **Profit for the period** | **200** | **166** | **401** | **329** | **72** |
| **Basic and diluted earnings per share (in QR)** | **0.047** | **0.039** | **0.095** | **0.078** | **0.017** |


The reported numbers and YoY variances are rounded to the nearest millions

# Consolidated Statement of Financial Position

| QR m (unless otherwise stated) | 30 Jun 26 | 31 Dec 25 | Var |
|---|---|---|---|
| Property, plant and equipment | 1,903 | 1,959 | (56) |
| Intangible assets | 3,744 | 3,819 | (75) |
| Right-of-use assets | 366 | 386 | (20) |
| Equity-accounted investee | 7 | 5 | 2 |
| Financial assets at fair value | 89 | - | 89 |
| Trade and other receivables | 197 | 223 | (26) |
| **Total non-current assets** | **6,306** | **6,392** | **(86)** |
| Trade and other receivables | 652 | 597 | 55 |
| Inventories | 23 | 62 | (39) |
| Contract costs | 34 | 34 | 0 |
| Restricted bank balances | 155 | 103 | 52 |
| Cash and cash equivalents | 456 | 415 | 42 |
| **Total current assets** | **1,320** | **1,211** | **109** |
| **Total assets** | **7,626** | **7,603** | **23** |
| Share capital | 4,227 | 4,227 | - |
| Legal reserve | 253 | 231 | 22 |
| Retained earnings | 638 | 776 | (138) |
| Hedging reserve | 0 | 2 | (2) |
| **Total equity** | **5,118** | **5,236** | **(118)** |
| Lease liabilities | 269 | 257 | 12 |
| Loans and borrowings | 740 | 65 | 675 |
| Provisions | 128 | 119 | 9 |
| **Total non-current liabilities** | **1,137** | **442** | **696** |
| Lease liabilities | 111 | 135 | (24) |
| Loans and borrowings | 2 | 377 | (375) |
| Tax related fees payable | 50 | 74 | (25) |
| Trade and other payables | 1,208 | 1,339 | (131) |
| **Total current liabilities** | **1,370** | **1,925** | **(554)** |
| **Total equity and liabilities** | **7,626** | **7,603** | **23** |

## Assets

- Property, plant & equipment and intangible assets decreased by QR 131m mainly due to depreciation and amortization of QR 303m offset by CAPEX of QR 170m
- Right of use assets decreased by QR 20m due to depreciation of QR 54m offset by new leases QR 20m and modifications & terminations QR 14m
- Financial assets at fair value of QR 89m relates to investments made during the year
- Trade and other receivables QR 29m higher due to higher equipment related receivables
- Inventories QR 39m lower due to lower shipment of handsets and billing of project equipment

## Equity

- Equity decreased by QR 118m due to dividend payment QR 507m and social & sports fund contribution QR 10m partially offset by profit for the period QR 401m

## Liabilities

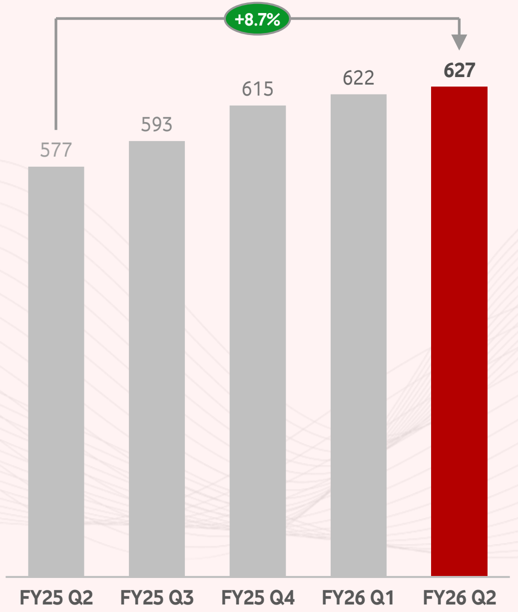
- Lease liabilities decreased QR 12m due to settlements QR 55m partially offset by new leases QR 20m and interest unwinding QR 9m and modifications & terminations QR 14m
- Loans and borrowings QR 300m higher due to drawdown for dividend payments
- Trade and other payables decreased by QR 131m due to timing of regulatory & vendor payments



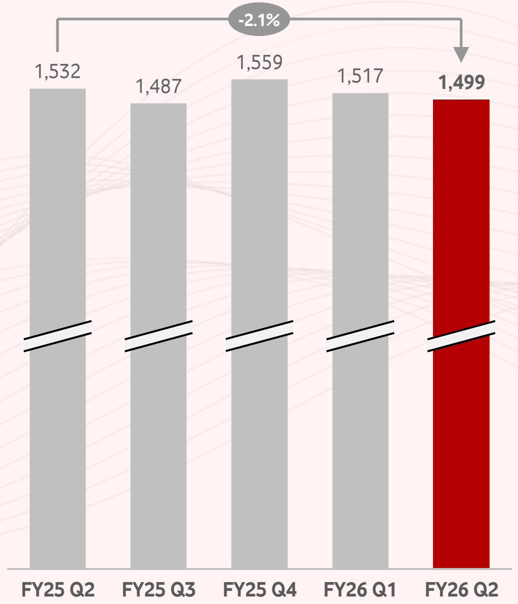
The reported numbers and YoY variances are rounded to the nearest millions

# Mobility Subscribers

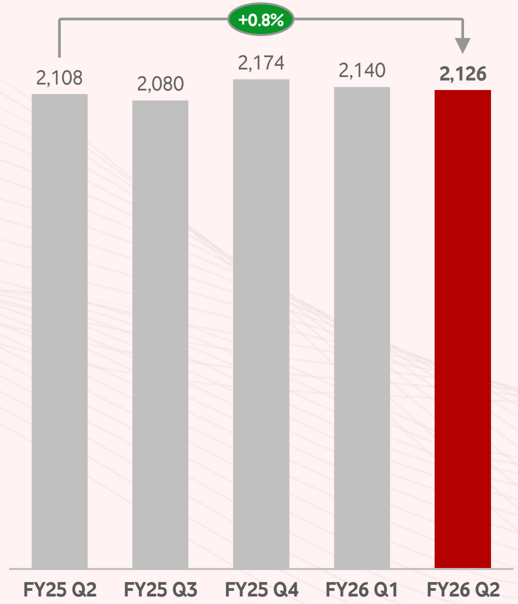
## Postpaid




## Prepaid




## Total Mobility

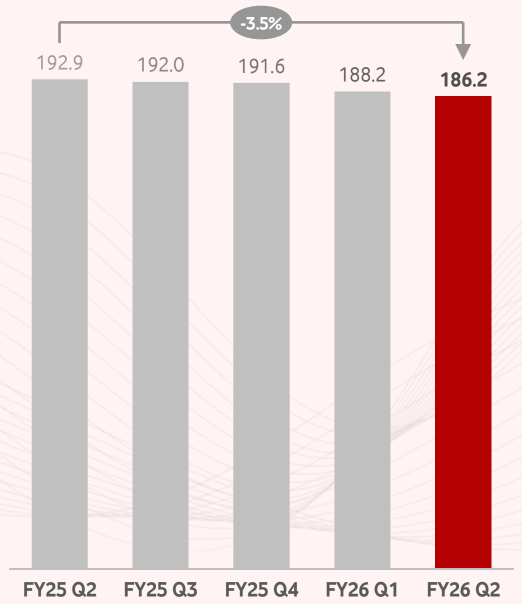




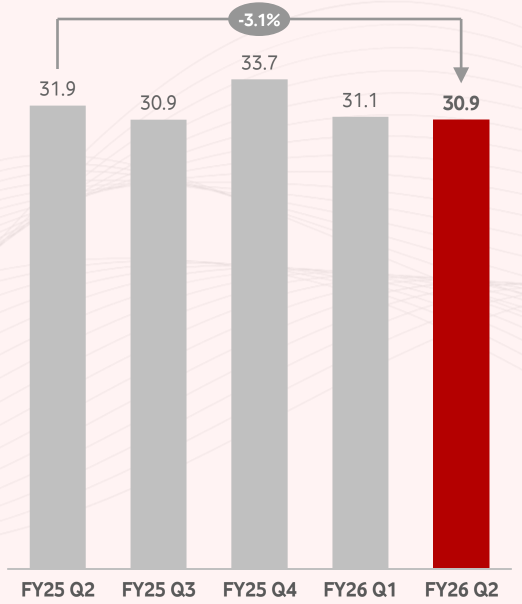

All numbers in thousands

# Mobility ARPU

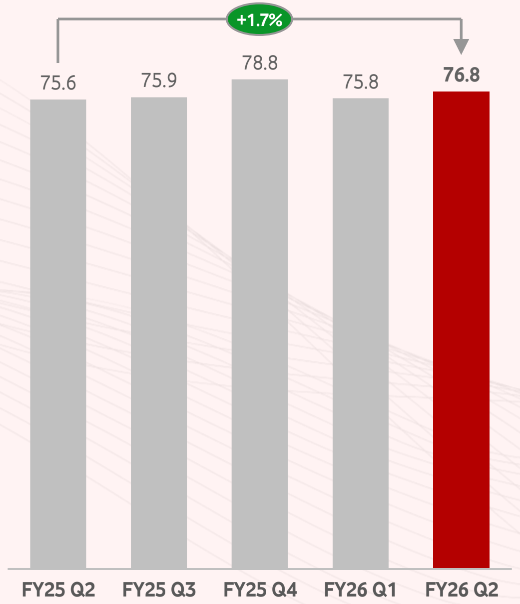
## Postpaid




## Prepaid




## Total Mobility




ARPU is reported in Qatari Riyals based on monthly average subscribers

# Thank you !