



## **PRESS RELEASE**

### **VODAFONE QATAR CONTINUES PROFITABLE TREND REPORTING EBITDA OF QR 65 MILLION**

**Doha, 2 November 2011:** Today Vodafone Qatar Q.S.C. ("Vodafone Qatar" or "The Company") announces its financial results for the six months ended 30 September 2011.

#### **Half-Year Operational Highlights:**

- Profit before interest, tax, depreciation and amortisation (EBITDA) reached QR 65 million for the six months ended 30 September 2011; this compares to a loss of QR 32 million for the same period last year.
- 814,000 mobile customers as at 30 September 2011; this is an increase of 35% year-on-year.
- Total revenue of QR 590 million for the six months to 30 September 2011; this is a 53% increase compared to the same period last year.
- Mobile revenue market share for the quarter ended 30 September 2011 is 24.7%.
- Mobile average revenue per user (ARPU) for the six-months ended 30 September 2011 has increased 2% year-on-year to QR 111.

#### **Half Year Summary**

"Vodafone Qatar has grown its mobile customer base significantly over the year to deliver strong financial results to our shareholders, transforming EBITDA from a loss of QR 32 million in the same period last year to a profit of QR 65 million for the six-month period ended 30 September 2011. The recent appointment of CEO Richard Daly with his extensive experience in the telecommunications sector will continue to lead Vodafone Qatar from strength to strength, delivering sound financial results to our shareholders" said H.E. Sheikh Abdulrahman bin Saud Al-Thani, Chairman of Vodafone Qatar.

"Vodafone Qatar has reported an increase of 53% in half-yearly total revenue compared to the same period last year. This is a direct result of growing its mobile customer base and has ultimately led to strong profitability at the EBITDA level. Achieving continued EBITDA success is very important as this is a key factor in our ability to pay dividends to our shareholders" explained John Tombleson, Vodafone Qatar's Chief Financial Officer.

Richard Daly, Vodafone Qatar CEO commented "I am looking forward to leading Vodafone Qatar through the next phase of its journey. Qatar has a fast growing and progressive telecommunications sector and Vodafone is committed to providing a quality experience and innovative services which meet the needs of all of our customers. My immediate focus will be to ensure that our mobile voice and data network is of the very highest quality and that our post pay and roaming services are delivered in a way that delights our premium consumers and businesses. As we enter 2012 our fixed line



network and expanded range of services will see us enter a number of new revenue generating market segments.”

-ENDS-

#### **Trade mark notice**

Vodafone and the Vodafone logo are trade marks of the Vodafone Group.

#### **Summary Information**

Authorised Capital:	QAR 8,454,000,000
Paid-in Capital:	QAR 8,454,000,000
Number of Shares:	845,400,000
Free Float (as of 30 September):	338,160,000 shares
Reuters ticker symbol:	VFQS.QA
Listing:	Qatar Exchange
Market Capitalisation (as of 30 September):	QAR 6,441,948,000

#### **About Vodafone Qatar Q.S.C.**

Vodafone Qatar Q.S.C. ("Vodafone Qatar") is the holder of the Second Public Mobile Telecommunications Networks and Services license and the Second Public Fixed Networks and Services Licence in the State of Qatar.

Vodafone Qatar's purpose is to "Make a World of Difference for All People in Qatar" by aiming to become "the most admired company in Qatar."

Please visit [www.vodafone.com.qa](http://www.vodafone.com.qa) for more details.

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