

PRESS RELEASE

VODAFONE QATAR CONTINUES STRONG GROWTH

Doha, 3 June 2013: Vodafone Qatar Q.S.C. (“Vodafone Qatar” or “The Company”) announced its financial results today for the year ending 31 March 2013.

Annual Financial Highlights:

- Continued customer growth of 30% over the last year to 1,084,000 mobile customers at 31 March.
- Vodafone’s mobile customer market share increased to 31.8% as at 31 March.
- This has helped to deliver a 25% increase in revenue year on year to QR 1.53 billion
- Full year revenue market share closed at 27.4% and achieved 30.4% by the end of the final quarter an increase of 5.9ppt over last year
- Average revenue per user (ARPU) improved 8% to QR 121 for the year ended 31 March.
- EBITDA margin improved 7ppts to 19% with earnings before interest, tax, depreciation and amortisation (EBITDA) for the full financial year ending at QR 284 million, a 97% improvement over last year.

Summary

Richard Daly commented: “We continued to deliver solid growth in our third full year of operations with strong revenue growth of 25% over the year to reach QR 1.5 billion driven primarily from the mobile business. As a result, our share of the mobile revenue in Qatar grew to 27.4% for the year, up from 24.5% last year. This growth provided a solid foundation for improving our profitability this year. This has led to an improvement in our EBITDA margin of seven percentage points over the year to reach 19%. In turn this has enabled us to achieve the very important milestone of our first full year of positive Distributable Profit of QR 2 million.”

“Our strong financial performance can be attributed to four key factors:

- A growth in customer numbers to 1.084 million driven by continued population growth and further gains in market share
- Substantial growth in the uptake of mobile data services driven by huge smartphone usage on our superfast mobile network
- The launch of our Post-paid services allowing us to welcome large numbers of high value customers to the family
- The expansion of our international roaming footprint to cover 190 markets with great value services”

“In 2012, Vodafone connected its first fixed line customers offering both voice and high speed broadband capabilities. We serve many residents of Barwa City and also a number of businesses in West Bay and within Qatar Foundation. We are very proud to be partnering with Qnbn supporting the Government’s initiative to provide superfast broadband to 95% of households by 2015. Our range of services is now ready to be rolled out and we look forward to Qnbn expanding their ‘last-

mile' network throughout 2013 to enable us to provide a competitive offering to many more households and companies across the country.

Key Priorities for the Coming Year

Our partnership with Qnbn will enable us to expand our fixed network coverage across West Bay and other key parts of the country. This last mile coverage will connect with Vodafone's global network and enable us to offer international connectivity services together with our local enterprise solutions.

We will promote our capabilities as a business services provider through a wide-reaching marketing programme and we will constantly strive to deliver the most innovative and tailored solutions to our customers whilst ensuring that their costs are well managed.

Additionally, our relentless pursuit of network excellence continues, as we plan further capacity and coverage improvements and the roll out of 4G services, continuing to push the boundaries for our customers to ensure they have a great Vodafone experience.

Annual General Assembly Meeting

Vodafone Qatar will be holding its Annual Ordinary General Meeting and Extraordinary General Meeting on Tuesday 19 June at 6:30pm at Silia 3 Ballroom, Grand Hyatt Hotel. Registration starts at 6pm. Proxy voting forms and full details of the agenda are available on Vodafone Qatar's website www.vodafone.qa/AGM-EN

-ENDS-

About Vodafone Qatar Q.S.C.

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

Vodafone's objective is to be the most admired brand in Qatar and the Company is committed to providing world class telecommunications infrastructure to support His Highness The Emir's Qatar National Vision 2030.

Please visit www.vodafone.qa for more details.

For press enquiries, please contact:

Lana Khachan

E-mail: ana.khachan@vodafone.com

For investor relations enquiries, please contact:

Khalid Barzak

E-mail: khalid.barzak@vodafone.com