

## PRESS RELEASE

### VODAFONE DELIVERS STRONG GROWTH IN PROFITABILITY

**Doha, 14 November 2012:** Vodafone Qatar Q.S.C. ("Vodafone Qatar" or "The Company") announces its financial results for the six months ended 30 September 2012.

Vodafone Qatar's revenue for the half-year grew by 18% year-on-year, driven by a combination of continued customer growth and a strong ARPU performance which resulted in a 57% EBITDA improvement over the same period last year.

#### Half-Year Operational Highlights:

- 936,300 mobile customers as at 30 September; this is an increase of 15% compared to September 2011
- Total revenue of QR 696 million for the six months to 30 September 2012; 18% growth over the same period last year
- Mobile average revenue per user (ARPU) increased to 118; this is a 7% year-on-year growth
- Earnings before interest, tax, depreciation and amortisation (EBITDA) achieved QR 102 million for the six months to 30 September 2012; this is an improvement of 57% year-on-year

Net Loss of QR 240m for the six months to 30 September 2012; this is an underlying improvement of 8.5%\* compared to the same period last year

#### September Financial Summary

Richard Daly, Vodafone Qatar's Chief Executive Officer commented "During the first half of the year we launched a number of new products into the market. Post-paid services was our biggest launch since start-up and something that all of us at Vodafone are incredibly proud of. Early customer feedback has been positive, particularly amongst our Qatari customers."

"Our mobile network quality has also continued to improve with sufficient capacity to accommodate both our significant customer growth and the soaring data volumes we have seen. This increased demand has not stopped us from improving customer experience and call completion rates have continued to improve, now exceeding or on par with international benchmarks. This is in part thanks to our newly developed fibre network.

"We will continue to develop this fibre network and in partnership with Q.NBN and use it to launch innovative new services such as superfast Fixed Broadband and converged Enterprise offerings in the second half of this year."

-ENDS-

---

\* Net loss for the six months to 30 September 2011 adjusted for the positive impact of a one-off accounting adjustment of QR 25 million for a like for like comparison

**Trade mark notice**

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

**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.

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

**For further information, please contact:****Media Relations**

Lana Khachan

E-mail: [Lana.khachan@vodafone.com](mailto:Lana.khachan@vodafone.com)

**Investor Relations**

Rachael Mayo-Smith

E-mail: [Rachael.mayo-smith@vodafone.com](mailto:Rachael.mayo-smith@vodafone.com)

Khalid Barzak

E-mail: [khalid.barzak@vodafone.com](mailto:khalid.barzak@vodafone.com)