

## PRESS RELEASE

### VODAFONE ACHIEVES FIRST EVER QUARTER OF POSITIVE DISTRIBUTABLE PROFITS

**Doha, 16 January 2013:** Vodafone Qatar Q.S.C. ("Vodafone Qatar" or "The Company") announces its financial results for the nine months ended 31 December 2012.

Vodafone Qatar's revenue for the nine-months to December 2012 grew by 20% year-on-year resulting in the Company achieving positive quarterly Distributable Profits for the first time in its history. When the Company has achieved Distributable Profits for a full financial year it will be able to pay a dividend to its shareholders.

"Having positive Distributable Profits has been a clear target for us and so achieving this milestone after only three years of operations is a great achievement for us all and should give our shareholders confidence that the business is moving in the right direction," said Richard Daly, Vodafone Qatar's Chief Executive Officer.

#### **Nine-Month Operational Highlights:**

- 1,004,767 mobile customers as at 31 December; this is an increase of 26% compared to December 2011
- Total revenue of QR 1.09 billion for the nine months to 31 December 2012; 20% growth over the same period last year
- Mobile average revenue per user (ARPU) increased to QR 121; this is growth of 8.4% year-on-year
- Earnings before interest, tax, depreciation and amortisation (EBITDA) reached QR 182 million for the nine months to 31 December 2012; this is an improvement of 78% year-on-year
- Distributable Profits of QR (25)m for the nine months to 31 December 2012; this is an improvement of 56% compared to the same period last year, QR 14 million positive Distributable Profits for the three month period to 31 December 2012

#### **December Quarter Summary**

"The third quarter is seasonally very strong for Vodafone Qatar. Achieving 1 million Customers enabled a 15% improvement in Revenue over the quarter, and with continued focus on costs, our EBITDA profits grew 56%. This achievement helped us to reach the crucial milestone of generating our first ever quarter of positive Distributable Profits." commented Steve Walters, Vodafone Qatar's Chief Financial Officer.

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#### **Trade mark notice**

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## **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.

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

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