



## **PRESS RELEASE**

### **VODAFONE QATAR CONTINUES TO DELIVER STRONG GROWTH IN REVENUES AND PROFITABILITY**

**Doha, 14 November 2013:** Vodafone Qatar Q.S.C. ("Vodafone Qatar" or "The Company") announced its financial results for the six months ended 30 September 2013, following the Board meeting chaired by H.E Dr Sheikh Khalid Bin Thani Al Thani, Chairman of the Board.

Vodafone Qatar's revenue for the half-year grew by 33% year-on-year from a combination of excellent customer growth and an improving ARPU which resulted in more than a doubling of EBITDA over the same period last year.

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

- 1,188,000 mobile customers as at 30 September; this is an increase of 27% compared to September 2012
- Total revenue of QR 925m for the six months to 30 September 2013; 33% growth over the same period last year
- Mobile average revenue per user (ARPU) increased by 5% to QR124
- Earnings before interest, tax, depreciation and amortisation (EBITDA) achieved QR 210m for the six months to 30 September 2013; an improvement of 105% year-on-year
- Reduction in Net Loss to QR 160m for the six months to 30 September 2013 from QR 240m in the previous period
- Distributable profit of QR 41m for the six months to 30 September 2013, compared to a loss of QR39m in the same period last year (Distributable profits represent the net profits or losses of the Company plus amortization of the license, for the financial period)

#### **September Financial Summary**

Vodafone Qatar Chairman, H.E Dr Sheikh Khalid Bin Thani Al Thani commented "During the first half of the year we saw excellent growth in our customer base due to the growing population and our attractive offers and services. This coupled with a healthy increase in our Postpaid base has driven really strong top line performance."

"Also during the first half of this year, we launched a comprehensive range of enterprise grade fixed products including Corporate Voice, Internet and Data Network solutions. We now have several notable new enterprise customers and our residential services in The Pearl and Barwa City are growing rapidly."



"Significant investment in our infrastructure is ongoing. We continue to upgrade our 3G network to support the fastest data speeds. We also rolled out additional cell sites to increase coverage and enhance capacity together with the installation of dedicated indoor cells to improve coverage within residential and retail properties."

"Our obsession with outstanding customer service has been recognised with notable awards. In addition to our increasing retail footprint offering a wide range of exciting products and services, we've introduced innovations including dedicated VIP and Enterprise servicing in our Villaggio store, self care on mobiles and a 2 hour response time commitment for our customers who use our Twitter channel as a care platform. We will continue to strive for new and innovative ways of offering our customers differentiated services"

"Our partnership with Qnbn is going from strength to strength as we work closely to rapidly expand our fixed coverage. In the second half of the year, this partnership will enable a significant number of new enterprise and consumer customers in the West Bay area to have a choice for their fixed services with innovative and exciting solutions"

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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.

Vodafone Qatar switched on its mobile network on 1 March 2009 and shortly after started delivering great value to its customers with a range of exciting products and services.

Having built a world class converged IP network, Vodafone launched fibre-based consumer and enterprise fixed-line services commercially in October 2012 and is expanding its fibre services in conjunction with Qnbn deployment of Fibre to Homes and Corporates.

Vodafone's objective is to be one of the most admired brands in Qatar and the Company is committed to providing world class telecommunications infrastructure to support Qatar National Vision 2030. Please visit [www.vodafone.qa](http://www.vodafone.qa) for more details.

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