



## PRESS RELEASE

### VODAFONE QATAR RELEASES FINANCIAL RESULTS FOR THE YEAR ENDED 31 MARCH 2012

#### VODAFONE REPORTS IT FIRST FULL YEAR OF EBITDA PROFITABILITY

**Doha, 7 June 2012:** Today Vodafone Qatar Q.S.C. ("Vodafone Qatar" or "The Company") announces its financial results for the year ended 31 March 2012.

#### Annual Financial Highlights:

- Continued customer growth of 11% over the last year to 837, 233 mobile customers at 31 March.
- Vodafone's mobile customer market share increased to 28.5% as at 31 March.
- This has helped us to deliver a 31% increase in revenue year on year to QR 1.2 billion
- Full year revenue market share closed at 24.5%, an increase of 4.5ppts over last year
- Average revenue per user (ARPU) was broadly flat at QR 112 for the year ended 31 March.
- EBITDA margin improved 15 ppts on last year with earnings before interest, tax, depreciation and amortisation (EBITDA) for the full financial year ending at QR 144 million.
- Net Loss improved 19% year on year to QR 486m

#### Summary

Richard Daly commented: "We are very pleased with our performance this year and the solid growth achieved. Now almost half of the population of Qatar are actively using our services. This has helped us to deliver a 31% increase in revenue, improve our market share and enabled the Company to report its first full year of EBITDA profitability.

"The main priority in the year has been the completion of our mobile network deployment. We now have nationwide coverage, excellent voice quality and a very impressive experience for customers accessing the internet on their Vodafone mobiles. The challenging start-up phase is now behind us and we are looking forward to welcoming even more customers to our network.

"It has been one of our objectives to build very strong bridges with the Qatari community and we have been working hard to achieve this. We continue to increase the number of Qataris in our workforce and now have 14% overall. During the year, we opened a call centre in Doha with a fantastic team of young Qataris dedicated to serving our local customers. We also made the first appointment of a Qatari, onto our Executive team with more to follow. Our CSR activity increasingly focuses on the Qatari community and we are now localising our brand and advertising. We will continue to make every effort to develop this part of our role in Qatar."



## Key Priorities for the Coming Year

Vodafone Qatar has many exciting initiatives that will take the Company into new areas of the fast-growing Qatari Telecommunications market.

Richard Daly further elaborated "Vodafone Qatar will soon launch a Post-paid billing service enabling it to meet the needs of its most discerning customers and allowing it to effectively serve the business community. The Company will provide a high quality service and unprecedented value for money to these important segments. Vodafone welcomes the introduction of Mobile Number Portability later on this year which will help improve customer choice across the market.

"Perhaps the most exciting development for us in the year ahead will be our full entry into the fixed line market. We are excited to be partnering with Qatar National Broadband Network to provide high speed broadband services over a state of the art fibre optic network and we are dedicated to offering our customers a new standard of customer care in this area."

## Annual General Assembly Meeting

Vodafone Qatar will be holding its annual general meeting on Tuesday 24 July at 9.00pm at Al Silia Ballroom, Grand Hyatt Hotel. Registration starts at 8.30pm. Proxy voting forms and full details of the agenda are available on Vodafone Qatar's website

[www.vodafone.qa/AGM-EN](http://www.vodafone.qa/AGM-EN)

-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 31 March):	464,970,000 shares
Reuters ticker symbol:	VFQS.QA
Listing:	Qatar Exchange
Market Capitalisation (as of 31 March):	QAR 6,323,592,000

## Results Publication

The Financial Statements for the year ended 31 March 2012 are available on the Vodafone Qatar website, [www.vodafone.qa/go/en/investorrelations](http://www.vodafone.qa/go/en/investorrelations) and the Qatar Exchange website, [www.qe.qa](http://www.qe.qa)

## 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 Licence in the State of Qatar.

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



**For further information, please contact:**

**Investor Relations**

Jay Odedra

E-mail: [jay.odedra@vodafone.com](mailto:jay.odedra@vodafone.com)

Khalid Barzak

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

**Media Relations**

Maryam Al-Khalaf

E-mail: [maryam.al-khalaf@vodafone.com](mailto:maryam.al-khalaf@vodafone.com)