



## PRESS RELEASE

### VODAFONE QATAR P.Q.S.C. REPORTS FIRST-EVER NET PROFIT 25% GROWTH IN POSTPAID CUSTOMER NUMBERS

**Doha, Qatar, 30 April 2018:** Vodafone Qatar P.Q.S.C. (“Vodafone Qatar” or the “Company”) today announced its financial results for the three months ended 31 March 2018, with the first-ever quarterly net profit reported.

#### Financial Highlights:

- First-ever quarterly net profit
- Total Revenue up 2.8% to QAR 532 million
- EBITDA up 2.9% to QAR 135 million
- Customer numbers at 1.4 million

(In QRm unless otherwise stated)	3 months ended		YoY Growth (%)
	31 March 2018 (Unaudited)	31 March 2017 (Unaudited)	
Total Customers (000)	1,410	1,501	(6.1%)
Total Revenue	532	517	2.8%
Service Revenue	473	481	(1.6%)
EBITDA	135	131	2.9%
EBITDA Margin (%)	25.3%	25.3%	-
Net Profit (Excl Amortisation)	38	26	45.2%
Net Profit / (Loss)	17	(74)	N/A

#### Financial Summary

Total revenue for the three months ended 31 March 2018 stood at QAR 532 million representing an increase of 2.8% compared to the same period last year led by growth in Postpaid subscribers and handset sales.

EBITDA for the reported period improved by 2.9% year-on-year to reach QAR 135 million supported by an increase in Postpaid subscribers coupled with disciplined cost management and a resulting decrease in operating expenses. EBITDA Margin stood at 25.3%, flat year-on-year.



The Mobile Telecommunication Licence of the Company has been extended by an additional 40 years to 2068, resulting in an amortisation benefit of QAR 80 million per quarter. Due to this saving and higher EBITDA, the Company reported a profit of QAR 17 million, the first ever profitable quarter representing a significant improvement from the loss of QAR 74 million from the same period last year.

By the end of 31 March 2018, the total mobile customers were 1.4 million, in part due to a strong growth in Postpaid subscribers at 25% year-on-year, led by the popularity of Vodafone Qatar's FLEX and Enterprise plans.

Commenting on the strong results, Sheikh Hamad Abdulla Jassim Al Thani, CEO, Vodafone Qatar said: "The structural changes made to the Company has positively impacted the financial results. I am pleased to see the Company reporting its first ever quarterly net profit. These results clearly indicate the significant improvement in the Company's operations and the encouraging impact of the licence extension. Looking ahead, we remain focused on delivering our clear strategic objectives of world class customer experience, digital and innovative products and solutions and accelerated investment in fixed services to deliver strong shareholder value in the long term".

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#### **About Vodafone Qatar P.Q.S.C**

Vodafone Qatar P.Q.S.C. ("Vodafone Qatar") provides a range of services including voice, messaging, data and fixed communications in the State of Qatar. Vodafone Qatar commenced commercial operations in Qatar on 1 March 2009 with around 1.4 million customers now actively using Vodafone's services supported by the Company's state of the art network. Having built a converged IP network, in October 2012 Vodafone Qatar launched a comprehensive range of fibre-based enterprise grade and residential fixed products and services. Through this fibre connectivity, Vodafone Qatar is set to become a total communications provider contributing to the country's digital agenda. Vodafone Qatar's mission and purpose is to help its customers and communities to adapt and prosper as new trends and technologies reshape the world. Please visit [www.vodafone.qa](http://www.vodafone.qa) for more details.

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