### The Qtel Group Solid Performance in Key Markets Driving Balanced Growth



9M 2010 Results



### Disclaimer

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  - Future sales growth
  - Market acceptance of our product and service offerings
  - Our ability to secure adequate financing or equity capital to fund our operations
  - Network expansion
  - Performance of our network and equipment
  - Our ability to enter into strategic alliances or transactions
  - Cooperation of incumbent local exchange carriers in provisioning lines and interconnecting our equipment
  - Regulatory approval processes
  - Changes in technology
  - Price competition
  - Other market conditions and associated risks
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### Contents

### **Results review**

### • Strategy review

• Operations review



#### **Group results** Key 9M 2010 developments

#### Solid financial results

 Increases in Revenue of 14%, EBITDA of 15% and Net Profit attributable to Qtel shareholders of 4% when comparing year over year

#### Balanced operational performance across key markets

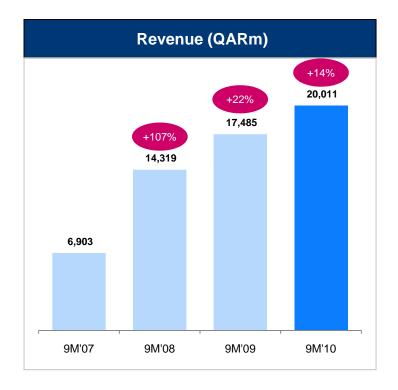
- Indonesia delivers both good market and financial results
- Qatar maintains revenue share as competitive activities increase
- Positive competitive performance continue in Kuwait, Tunisia and Oman
- Iraq and Algeria remain key engines in overall Group growth

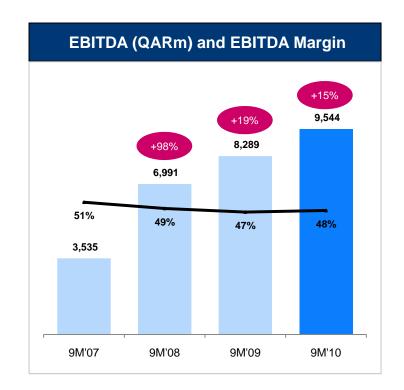
#### Capital market success a further validation of Qtel Group strategy

- Successful Indosat US\$650 million 10 year bond issue
- Post period GMTN issuances of US\$2.75 billion received overwhelming global response



### **Group results<sup>1</sup>** Revenue and EBITDA



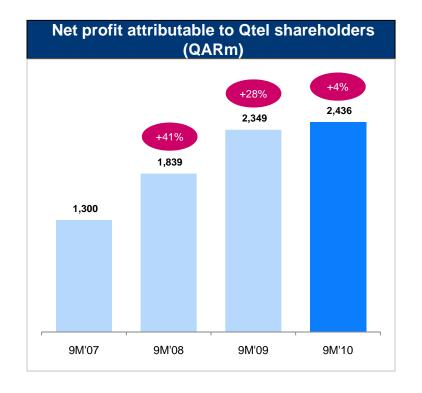


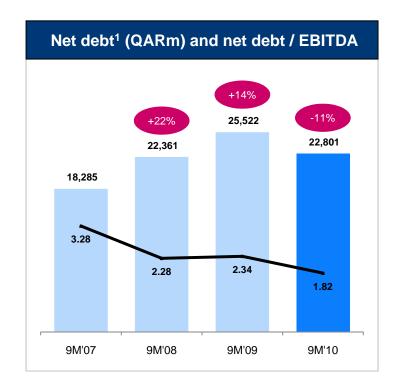
#### Continuing to extract positive performance from the existing portfolio

Note: (1) All Indosat results as reported adhere to IFRS which may in some instances differ from INDOGAAP; 9M'07 and 9M'08 post-acquisition results

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Net profit and net debt<sup>1</sup>



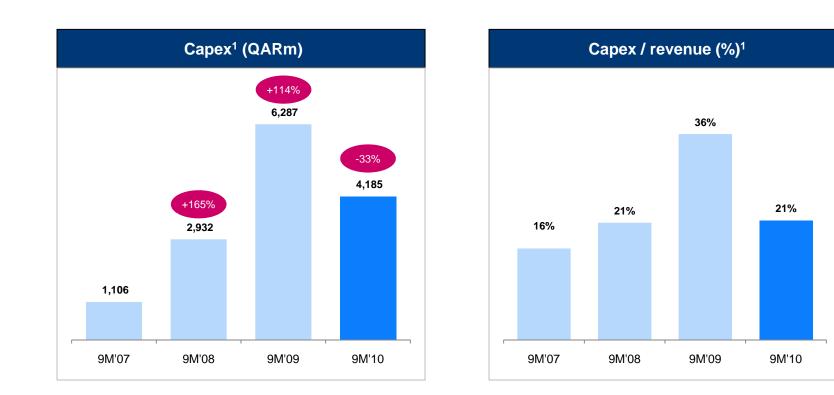


#### Steady returns to shareholders, with reduced gearing



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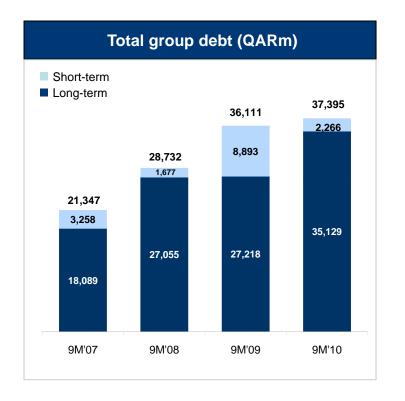
Capital expenditure and intensity

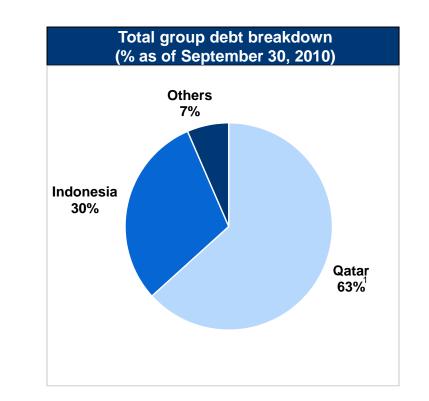


#### Tangible benefits from Group initiatives on capital expenditure



Total group debt breakdown

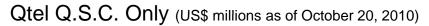


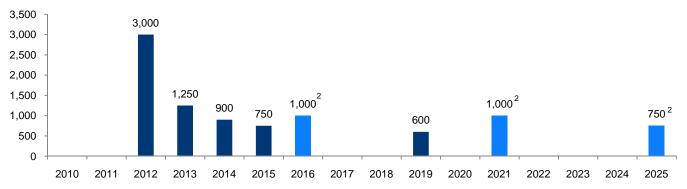


#### Debt position remains consistent



Debt profile





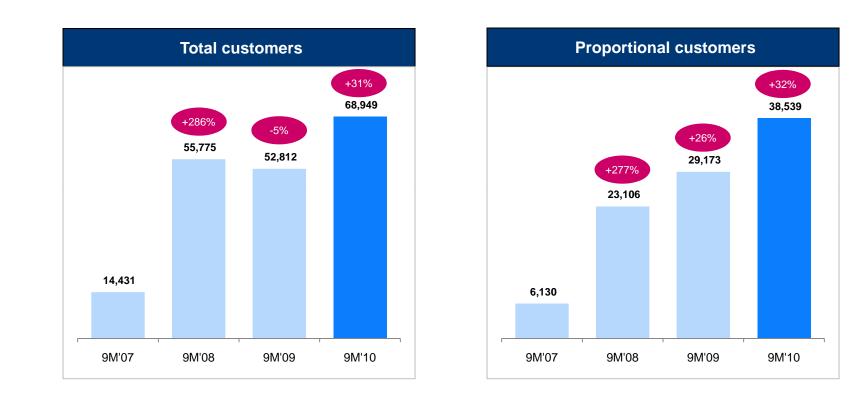
Loan Type (in US\$ millions)	Amount	Drawn	LIBOR Plus Rate <sup>1</sup>	Repayment
Syndicate Term Loan	3,000	3,000	37.5	29 Aug 2012
Duel Treache Develuing Credit Feellitu	1,250	1,250	445 445	26 May 2013
Dual Tranche Revolving Credit Facility	750	750	115 - 145	26 May 2015

Bonds Issued (in US\$ millions)	Issue Amount	Interest Rate	Maturity
Guaranteed Fixed Rate Bonds due 2014	900	6.5%	10 June 2014
Guaranteed Fixed Rate Bonds due 2016 <sup>2</sup>	1,000	3.375%	14 October 2016
Guaranteed Fixed Rate Bonds due 2019	600	7.875%	10 June 2019
Guaranteed Fixed Rate Bonds due 2021 <sup>2</sup>	1,000	4.75%	16 February 2021
Guaranteed Fixed Rate Bonds due 2025 <sup>2</sup>	750	5.0%	19 October 2025

Post period issuances further extend the Group's profile and address medium term needs



Total and proportional customers



Steady performance from key growth markets of Indonesia, Iraq and Algeria

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2010 9M performance summary

QAR Millions	9 months ended September 2010	Change 9M 2010 /  9M 2009
Consolidated revenue	20,011	+14%
EBITDA	9,544	+15%
Net profit attributable to Qtel shareholders	2,436	+4%
Earnings per share (in Qatari Riyals)	16.61	+4%
Market capitalization (as of 30 September 2010)	25,667	+17%

Balanced operational performance and financial results across key markets



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#### Strategy

Key developments and focus

Operational Performance	Operational & financial synergies
	Innovation
	Management
Portfolio Development	Acquire/Merge
	Manage minorities
	Carve-outs
Capital Markets	Funding
	Liquidity

Our strategy and focus remain unchanged



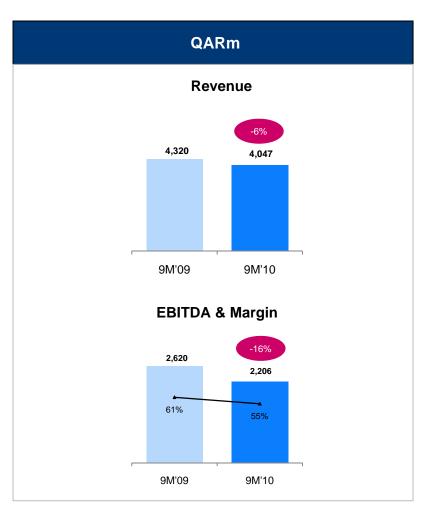
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#### **Group operations** Qtel - Qatar

- Maintained market leadership position as competitive dynamics intensified
- Revenue impacted by seasonality, summer holiday period and Ramadan/Eid
- Subscriber market share down marginally while revenue share constant - first full year of competition
- Successful implementation of 8 digit number plan
- Fibre to the Home (FTTH) project progressing
- Mobile broadband increasingly a growth segment
- Continued growth in triple play (Mosaic)

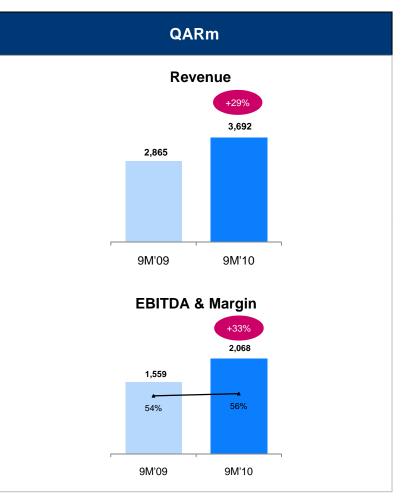


• 1 \$US = 3.6415 Qatari Riyal (QAR)<sup>1</sup>



Asiacell - Iraq

- Strong revenue growth continued:
  - Traditionally seasonally low period
  - Increased competitive dynamics
  - Ongoing customer registration requirements had a negative effect on subscriber
    - numbers
- Billing regime changes completed and now fully reflected
- EBITDA growth continues

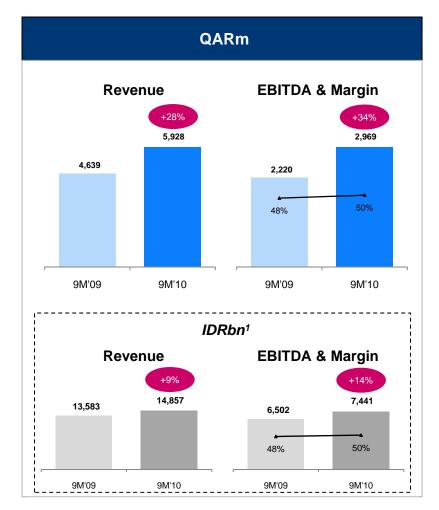


• 1 \$US = 1,182 Iraqi Dinar (IQD)<sup>1</sup>



Indosat - Indonesia

- Solid year on year revenue growth:
  - Core wireless revenue growth continues to drive positive results
- Fifth consecutive quarter of subscriber growth
- Modernization of network ongoing
- Frame negotiations and rationalization of number of vendors contributing to increased CAPEX efficiency
- Strong operational performance assisted by the continued strengthening of the Rupiah



• 1 \$US = 9,133 Indonesia Rupiah (IDR)<sup>2</sup>



Nawras - Oman

- Continued progress in customer, revenue and EBITDA growth
- First full quarter of fixed line operation
- Increase in competitive activity in period
- IPO process initiated

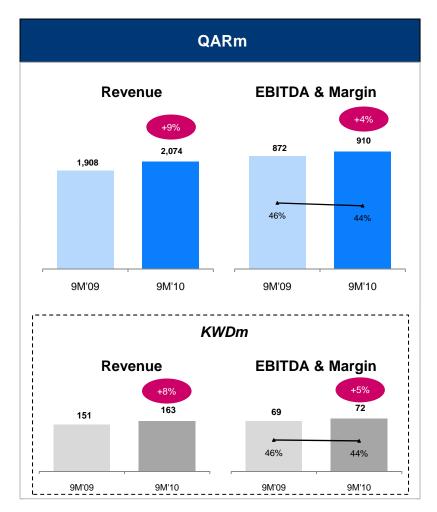


• 1 \$US = 0.38463 Omani Rial (OMR)<sup>1</sup>



Wataniya - Kuwait

- Maintained steady market share with subscriber
   and topline growth
- Strong postpaid subscription growth
- New exclusive dealer agreement (Eurotelecom) increasing brand presence
- Stable competitive environment
- No regulatory update
- Ongoing focus on growth market segments

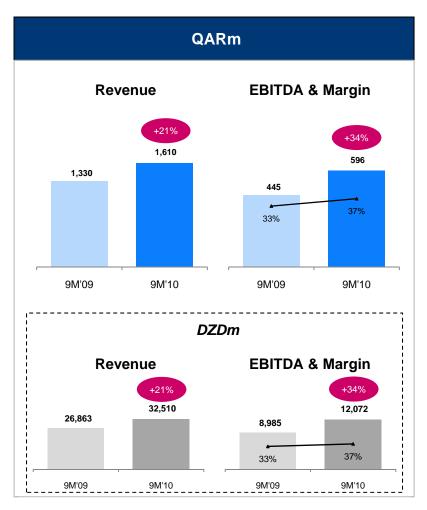


• 1 \$US = 0.287 Kuwait Dinar<sup>1</sup>



Nedjma - Algeria

- Substantial increase in revenue and EBITDA
- Maintained market share with increase in customer base and associated revenue
- Regulatory landscape evolving

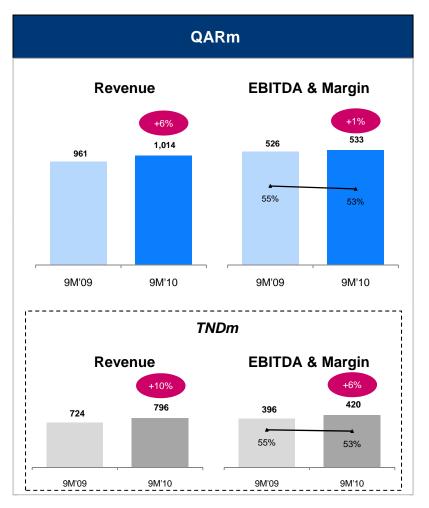


• 1 \$US = 73.49 Algerian Dinar (DZD)<sup>1</sup>



Tunisiana - Tunisia

- Maintained market leadership position with slight increase in market share
- Limited market impact to date from third operator
- Increased investment in marketing in response to changing market dynamics



• 1 \$US = 1.43 Tunisian Dinar (TND)







# Thank-you



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Additional information



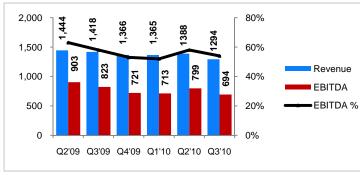
#### Qtel - Qatar

#### **Key developments**

- Maintained market leadership position as competitive dynamics intensified
- Revenue impacted by seasonality, summer holiday period and Ramadan/Eid
- Subscriber market share down marginally while revenue share constant - first full year of competition
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- Fibre to the Home (FTTH) project progressing
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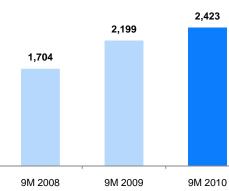
#### **Revenue & EBITDA**

(in millions QAR)



# (in '000s) 2,199 1,704

# **Customer growth**



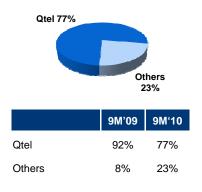
#### **Operator importance to group**

#### Customers: 3.5%; Revenue: 20.2%; EBITDA: 23.1%; Capex: 11.4%

2,423



Market share evolution<sup>2</sup>





Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA, WiMAX, fixed telephony & internet, international gateway (2) Subscriber market share Source: Economist Intelligence Unit, Qtel

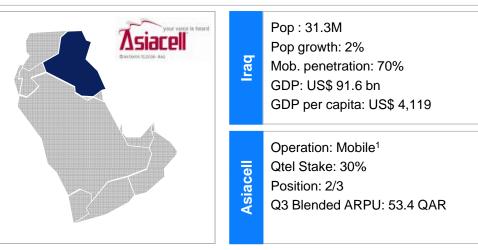
#### Asiacell - Iraq

#### Key developments

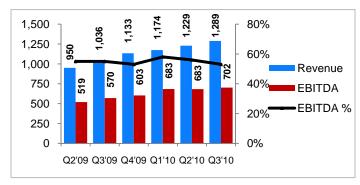
- Strong revenue growth continued:
  - Traditionally seasonally low period
  - Increased competitive dynamics
  - Ongoing customer registration requirements
     had a negative effect on subscriber numbers
- Billing regime changes completed and now fully reflected
- EBITDA growth continues

#### **Operator importance to group**

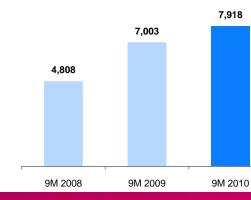
Customers: 11.5%; Revenue: 18.4%; EBITDA: 21.7%; Capex: 23.9%



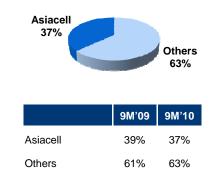
**Revenue & EBITDA** (in millions QAR)



### **Customer growth** (in '000s)



#### Market share evolution<sup>2</sup>





Note: (1) GSM, GPRS, EDGE; holds license for CDMA yet to be launched (2) Subscriber market share Source: Economist Intelligence Unit, Qtel

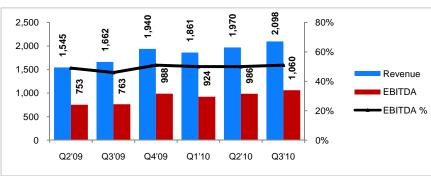
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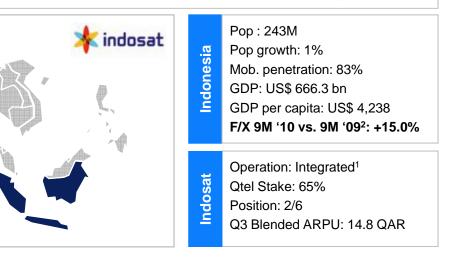
#### Revenue & EBITDA

(in millions QAR)

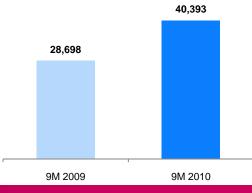


#### **Operator importance to group**

Customers: 58.6%; Revenue: 29.6%; EBITDA: 31.1%; Capex: 32.3%



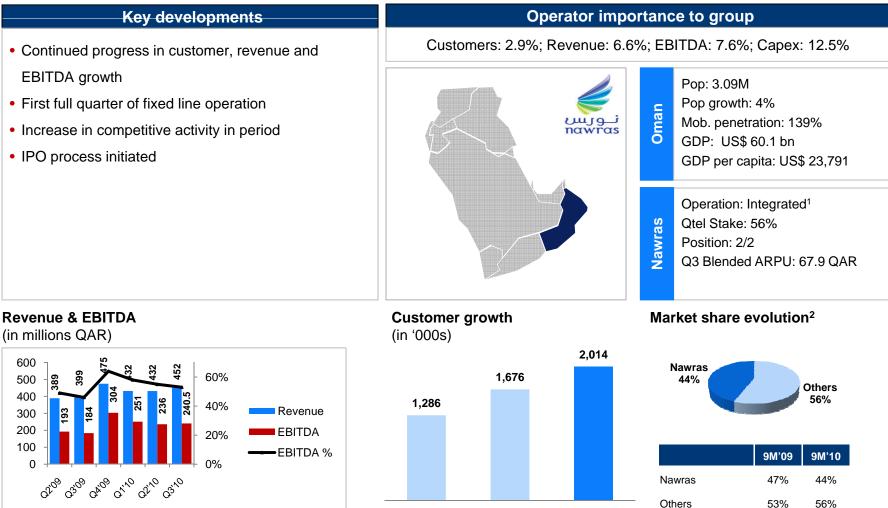
**Customer growth** (in '000s)





Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA, CDMA, fixed telephony & internet, international gateway, satellite
 (2) Nine month average compared to USD
 Source: Economist Intelligence Unit, Wireless intelligence; Qtel

#### Nawras - Oman



9M 2008

9M 2009

9M 2010



Note: (1) Current network: GSM, GPRS, EDGE, WCDMA, & HSDPA, WiMAX, fixed telephony & internet, international gateway (2) Subscriber market share Source: Economist Intelligence Unit, Qtel

#### Wataniya - Kuwait

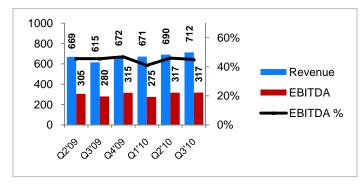
#### **Key developments** · Maintained steady market share with subscriber and topline growth Pop : 3.6M WATANIYA TELECOM Strong postpaid subscription growth Pop growth: 3% Kuwait Mob. penetration: 126% New exclusive dealer agreement (Eurotelecom) GDP: US\$ 150.1 bn increasing brand presence GDP per capita: US\$ 41,707 F/X 9M '10 vs. 9M '09<sup>2</sup>: +0.7% Stable competitive environment No regulatory update Wataniya Ongoing focus on growth market segments

#### **Operator importance to group**

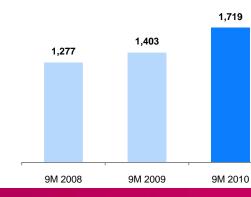
Customers: 2.5%; Revenue: 10.2%; EBITDA: 9.5%; Capex: 6.3%

Operation: Mobile<sup>1</sup> Qtel Stake: 52.5% Position: 2/3 Q3 Blended ARPU: 129.4 QAR

**Revenue & EBITDA** (in millions QAR)



**Customer growth** (in '000s)



#### Market share evolution<sup>3</sup>





Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA (2) Nine month average compared to USD Source: Economist Intelligence Unit, Qtel

(3) Subscriber market share

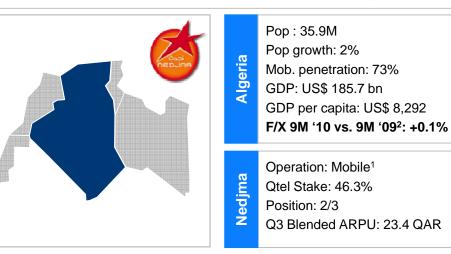
#### Nedjma - Algeria

#### **Key developments**

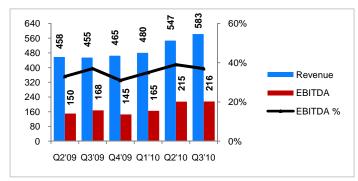
- Substantial increase in revenue and EBITDA
- Maintain market share with strong increase in customer base and associated revenue
- Regulatory landscape evolving

#### **Operator importance to group**

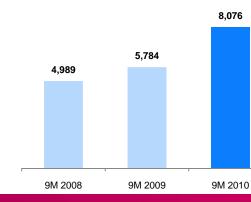
Customers: 11.7%; Revenue: 8.0%; EBITDA: 6.2%; Capex: 6.4%



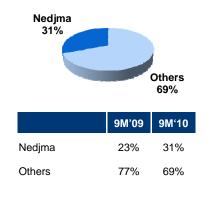
**Revenue & EBITDA** (in millions QAR)



**Customer growth** (in '000s)



Market share evolution<sup>3</sup>





Note: (1) GSM, GPRS, EDGE (2) Nine month average compared to USD Source: Economist Intelligence Unit, Qtel

(3) Subscriber market share

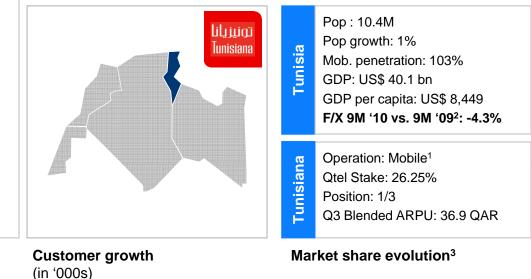
#### Tunisiana - Tunisia

#### **Key developments**

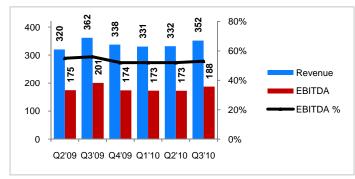
- Maintained market leadership position with slight increase in market share
- Limited market impact to date from third operator
- Increased investment in marketing in response to changing market dynamics

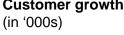
#### **Operator importance to group (Revenue and EBITDA @ 50%)**

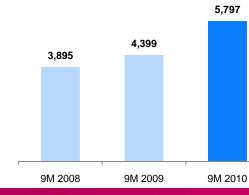
Customers: 8.4%; Revenue: 5.1%; EBITDA: 5.6%; Capex: 2.5%

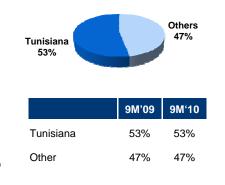










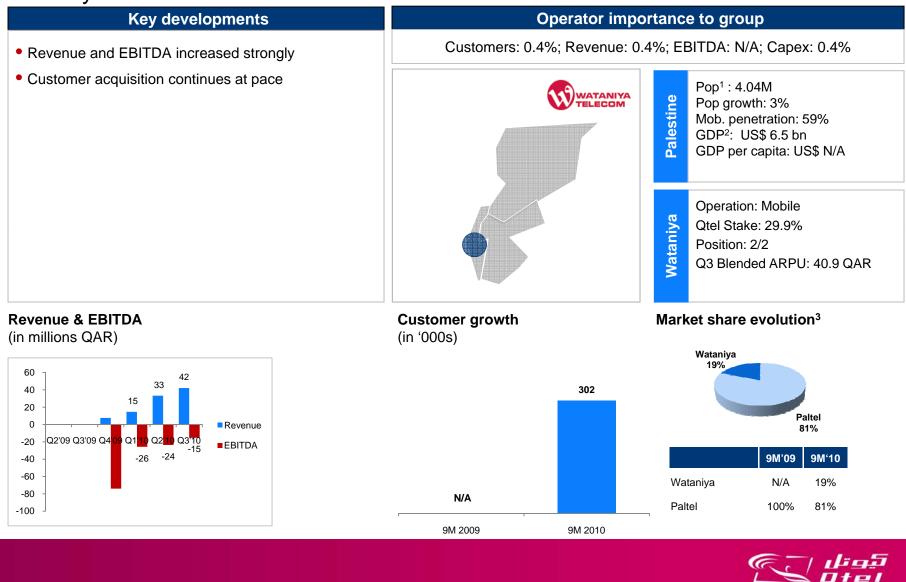




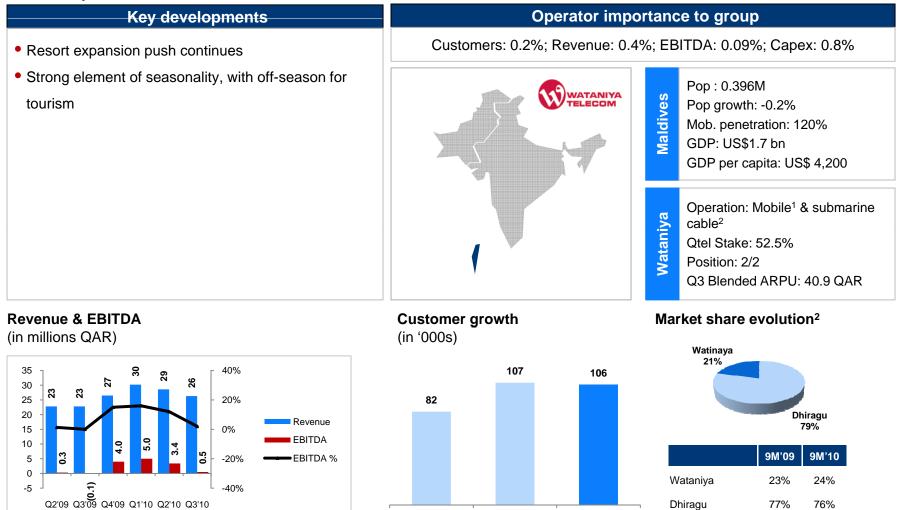
Note: (1) GSM, GPRS, EDGE; holds WiMAX license, yet to be launched (2) Nine month average compared to USD Source: Economist Intelligence Unit, Qtel

(3) Subscriber market share

#### Wataniya - Palestine



#### Wataniya - Maldives



9M 2008

9M 2009

9M 2010

76%

77%

Dhiragu

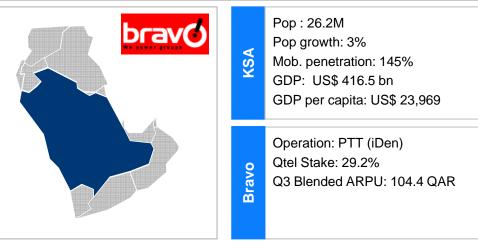
#### Bravo - KSA

#### **Key developments**

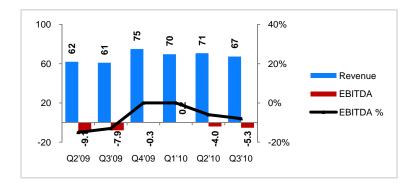
- Customers additions up 8% over 2009
- Revenue increase of 15% with strong EBITDA growth over last year

#### **Operator importance to group**

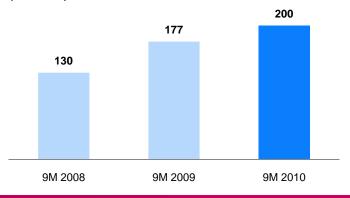
Customers: 0.3%; Revenue: 1.0%; EBITDA: N/A; Capex: 0.04%



### **Revenue & EBITDA** (in millions QAR)



### **Customer growth** (in '000s)





wi-tribe - Pakistan

Key developments	Operator importance to group				
• WiMAX-based service with commercial launch end of	Customers: N/A; Revenue: 0.15%; EBITDA: N/A; Capex: 0.83%				
June 2009 • Fixed wireless customer base at the end of Q3 2010 at 51.7K	Pop : 185.5M Pop growth: 2% GDP: US\$ 174.9 bn GDP per capita: US\$ 2,495				
	Operation: WiMAX Qtel Stake: 78% Q3 Blended ARPU: 45.2 QAR				

#### wi-tribe - Philippines

Key developments	Operator importance to group				
<ul> <li>WiMAX-based service with commercial launch June 2010</li> <li>Fixed wireless customer base at the end of Q3 2010</li> </ul>	Customers: N/A; Revenue: N/A; EBITDA: N/A; Capex: N/A Pop : 99.9M Pop growth: 2% GDP: US\$ 167.9 bn GDP per capita: US\$ 3.377				
at 37.6K	GDP per capita: US\$ 3,377 GDP per capita: US\$ 3,377 Operation: WiMAX Qtel Stake: 78% Q3 Blended ARPU: 69.6 QAR				



wi-tribe - Jordan

Key developments	Operator importance to group					
<ul> <li>WiMAX-based service with commercial launch June 2008</li> <li>Fixed wireless customer base at the end of Q3 2010 at 18.4K</li> </ul>	Customers: N/A; Revenue: 0.09%; EBITDA: N/A; Capex: 0.06%					
	Operation: WiMAXQtel Stake: 78%Q3 Blended ARPU: 115.6 QAR					





40,23741,231 36,968

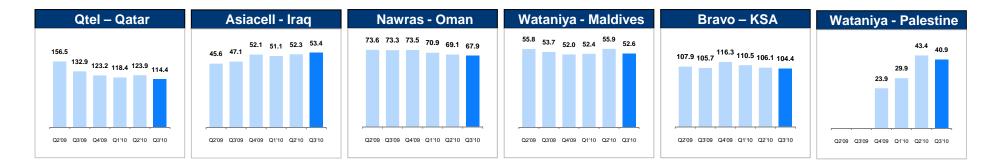
33,507<sup>35,62936,585</sup>

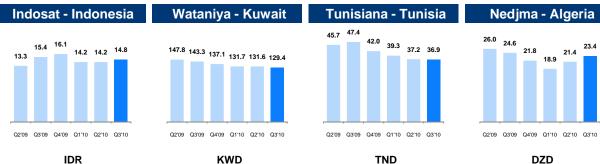
Q2'09 Q3'09 Q4'09 Q1'10 Q2'10 Q3'10

11.7 11.3

10.5 10.4 10.4 10.2

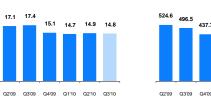
Q2'09 Q3'09 Q4'09 Q1'10 Q2'10 Q3'10





17.1 17.4

15.1





Q2'09 Q3'09 Q4'09 Q1'10 Q2'10 Q3'10



Statutory corporate tax rates

	Statutory tax rate	Losses c/fwd allowed	Losses c/back allowed	Notes
Algeria	25%	5 years	-	30% tax rate applies to oil companies (exemption/reduction rates of duty)
Bahrain	-	-	-	
Indonesia	25%	5 years	-	1) 28% tax rate was applicable in 2009; 2) C/fwd 8 or 10 years for specific types of business, covered by the Minister of Finance - mainly in mining
Iraq	15%	5 years	-	Deduction of losses c/fwd limited to 50% of taxable income for each year
Jordan	24%	Indefinitely	-	1) 30% applicable to banks; 24% applicable to for telecommunication, insurance, financial intermediation companies (including exchange and finance leasing companies); and 14% applicable to all other companies; 2) 25% tax rate was applicable for telecommunication companies in 2009
Kuwait	15%	3 years	-	1) NIL tax rate for GCC companies (including NMTC). 4.5% Zakat, KFAS & Labour Support Tax applicable on group profits; 2) 15% tax rate for periods starting 4 Feb 2008 applicable to foreign owned companies (Kuwaiti or Gulf owned companies are exempted) 0-55% tax rate applicable for prior years; 3) C/fwd period for losses applies to tax periods starting on or after 04 February 2008. For previous tax periods, losses may be carried forward indefinitely.
Maldives	-	-	-	
Oman	12%	5 years	-	
Pakistan	35%	6 years	-	10% tax rate applicable on dividend income
Palestine	15%	5 years	-	5 year tax exemption from commencement of operations under Palestinian Law for Encouragement of Investment
Philippines	30%	3 years	-	No c/fwd of losses allowed if substantial change in ownership occurs
Qatar	10%	3 years	-	1) NIL tax rate for Qatari owned companies; 2) 10% tax rate applicable to applicable to profits attributable to foreign shareholders (Law No.21 of 2009; 3) 35% maximum tax rate applicable in 2009 on profits attributable to foreign shareholders)
KSA	20%	Indefinitely	-	
Singapore	17%	Indefinitely	1 year	1) No c/fwd of losses allowed if substantial change in ownership occur (50% or more); 2) Up to S\$100,000 is allowed for carry back
Tunisia	35%	4 years	-	1) 30% is the standard tax rate; 2) 35% tax rate applies to oil companies, banks, financial institutions including insurance companies and telecommunication companies
UAE	-	-	-	

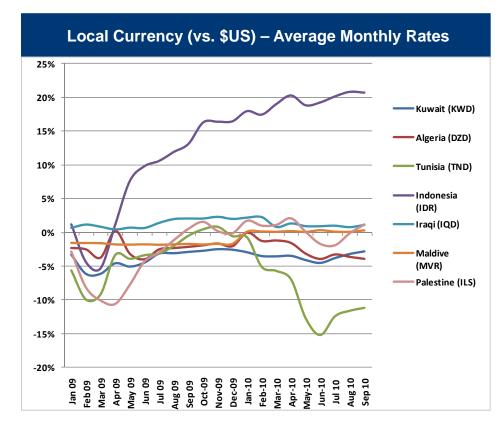


Key operating country statistics

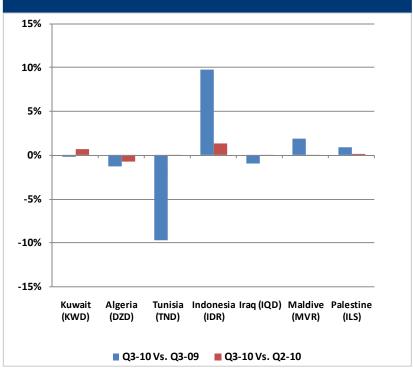
2010		Algeria	Indonesia	Iraq	Kuwait	Oman	Palestine	Qatar	KSA	Tunisia
GDP real growth (2009)	า %	<b>4.6</b> (2.6)	5.5 (4.6)	6.2 (5.0)	<b>3.7</b> (-1.7)	3.9 (2.7)	N/A (-2.3)	23.3 (9.5)	3.2 (0.1)	<b>2.7</b> (1.3)
Consumer price (2009)	es %	<b>5.3</b> (5.6)	<b>6.7</b> (2.8)	<b>6.1</b> (-2.6)	<b>3.6</b> (4.3)	N/A	N/A (2.8)	<b>2.7</b> (-1.9)	<b>3.5</b> (5.0)	<b>3.3</b> (3.7)
Population	2009	35.3	240.3	30.7	3.5	2.98	4.04	1.6	25.5	10.3
forecast (millions)	2011	36.3	245.6	32.1	3.7	3.21	N/A	1.8	26.8	10.5
GDP/Capita USD at PPP (2009)		<b>\$8,292</b> (\$7,980)	\$4,238 (\$4,011)	<b>\$4,119</b> (\$3,912)	<b>\$41,707</b> (\$40,933)	<b>\$23,791</b> (\$23,477)	<b>N/A</b> (N/A)	\$73,083 (\$62,063)	<b>\$23,969</b> (\$23,518)	<b>\$8,449</b> (\$8,223)



#### Foreign exchange







#### **Constant \$US Pegged Currencies**

- Qatari Riyal (QAR) = 0.2747 \$US
- Omani Rial (OMR) = 2.60 \$US
- Saudi Riyal (SAR) = 0.267 \$US

