# The Qtel Group Q1 2012 Results



# Disclaimer

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  this document state Qtel management's intentions, hopes, beliefs, expectations, or predictions of the future and, as such, are forward-looking
  statements.
- Qtel management wishes to further caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. Actual results may differ materially from those projected as a result of risks and uncertainties including, but not limited to:
  - Our ability to manage domestic and international growth and maintain a high level of customer service
  - 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 Q1 2012 highlights

### Positive start to 2012 with healthy financial results

- Increases in Revenue of 7.6%, EBITDA of 8.0% and Net Profit attributable to Qtel shareholders of QAR 711.4 million, down 12.2%.
- Net Profit during the period adversely impacted by movement in the Indonesian Rupiah: excluding this impact underlying operational growth strong at 9.1%.

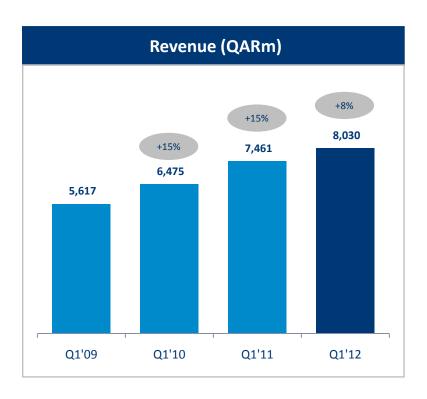
### **Group performance remained strong**

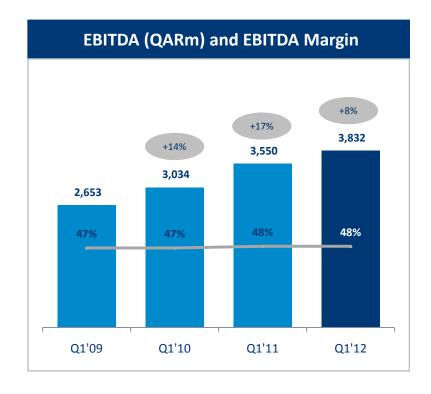
- Sustained performance from Iraq, Qatar, Algeria and Tunisia.
- Post-period approval of 40 percent rights issue at a price of QAR 75.00 per share after distribution of bonus shares, at 2011 Annual General Assembly.
- Indosat agreed to the sale and leaseback of approximately 25 percent of its tower portfolio, for a total potential consideration of US\$ 519 million.



# Group results<sup>1</sup>

### **Revenue and EBITDA**



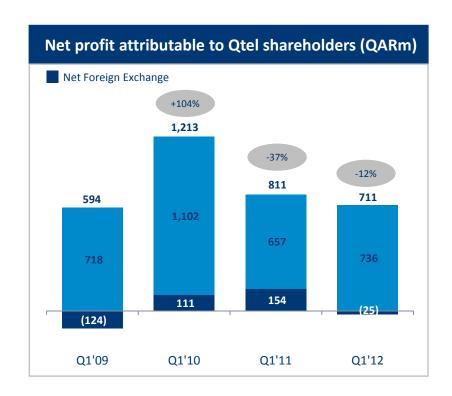


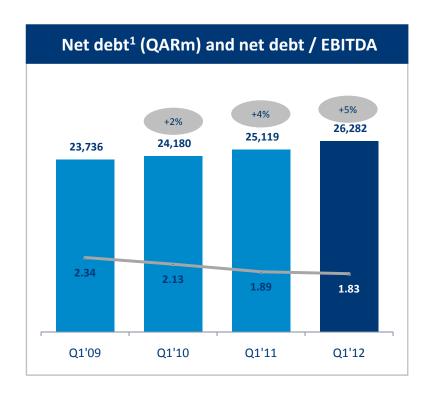
### Positive Revenue and EBITDA growth

Note: (1) All Indosat results as reported adhere to IFRS which may in some instances differ from INDOGAAP Tunisiana is 50% consolidated up to December 2010 and fully consolidated from 2011



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



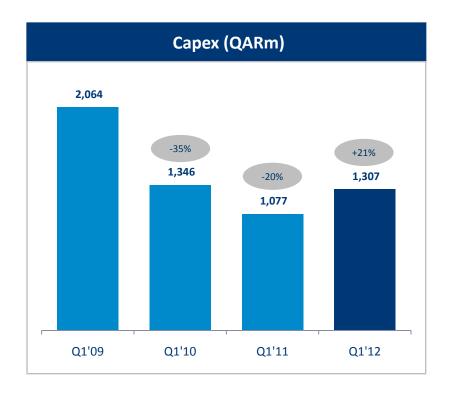


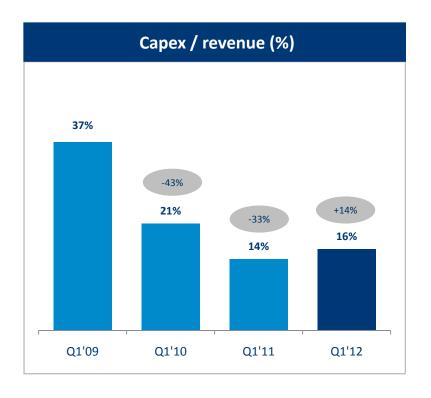
### Foreign Exchange impacts in period - underlying operational performance strong





# **Capital expenditure**

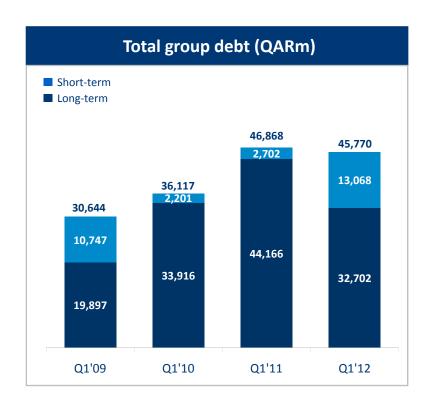


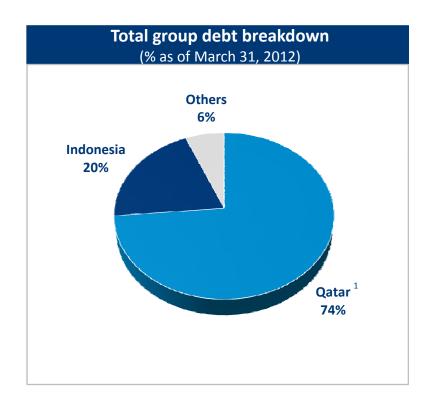


### Capital expenditure program trending to plan



### Total group debt breakdown





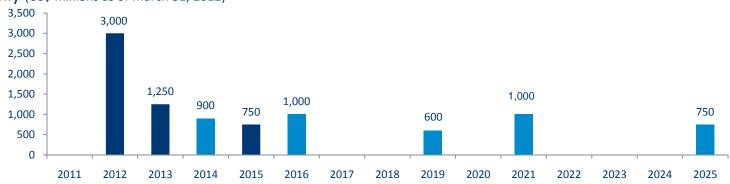
No change from prior period - current liabilities covered by available cash

Note: (1) Includes Qtel International Finance Limited



### **Debt profile**

Qtel Q.S.C. Only (US\$ millions as of March 31, 2012)



Loan Type (in US\$ millions)	Amount	Drawn	LIBOR Plus Rate <sup>1</sup>	Repayment
Syndicate Term Loan	3,000	3,000	0.30%	29 Aug 2012
Dual Tranche Revolving Credit Facility	1,250	1,250	1.15% - 1.45%	26 May 2013
	750	750	1.13% - 1.45%	26 May 2015

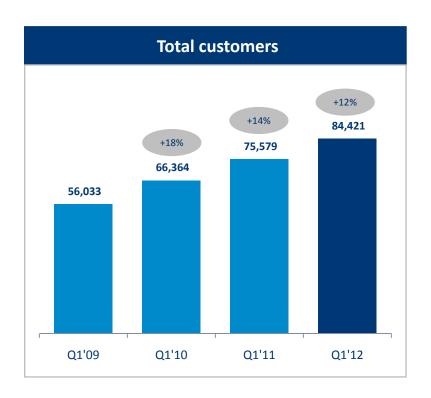
Bonds Issued (in US\$ millions)	Issue Amount	Fixed Rate	Maturity
Guaranteed Fixed Rate Bonds due 2014	900	6.5%	10 June 2014
Guaranteed Fixed Rate Bonds due 2016	1,000	3.375%	14 October 2016
Guaranteed Fixed Rate Bonds due 2019	600	7.875%	10 June 2019
Guaranteed Fixed Rate Bonds due 2021	1,000	4.75%	16 February 2021
Guaranteed Fixed Rate Bonds due 2025	750	5.0%	19 October 2025
Total Outstanding Debt as at 31 March 2012			US\$9,250 million

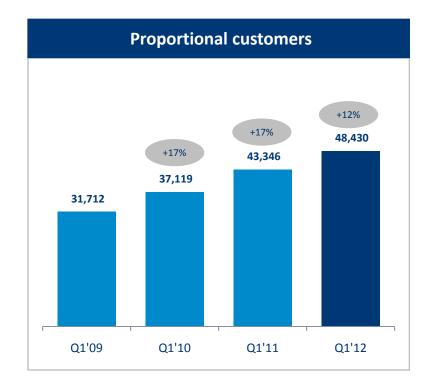
### Smooth maturity profile after debt repayment due this year

Note: (1) Qtel Q.S.C. committed lines bear floating interest rates at the respective Libor plus applicable margins



# **Total and proportional customers**





### Targeted customer growth with a focus on retention



### 2012 Q1 performance summary

QAR Millions	3 months ended March 2012	Change Q1 2012 / Q1 2011	2012 Qtel Group Annual Guidance
Consolidated revenue	8,030	+8%	+4 - 9%
EBITDA	3,832	+8%	+3 - 8%
Net profit attributable to Qtel shareholders	711	-12%	-
Earnings per share (in Qatari Riyals)	3.11	-12% <sup>1</sup>	-
Market capitalization (as of 31 March 2012)	30,888	+29%	-
Capital Expenditure (QAR Billions)	1.3	+21%	7.3 – 8.0

### Positive Group outlook reflected in 2012 targets

Note: (1) Earnings per share have been adjusted as a result of the issuance of 20 percent bonus shares in Q1 2011 and 30 percent bonus shares in Q1 2012



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# The Qtel Group strategy: Drive



# **Differentiate** on customer experience

- "Know" our customers
- Embrace customer experience mindset and culture
- Stand out from the competition



### **Strengthen** our foundations

- Work smarter and work better together
- Increase productivity
- Scale profitable mobile data



### *Invest* in new growth

- Grow B2B & IT services
- Move into fiber in selected markets
- Explore new opportunities, such as TV, finance, and health

Our Vision: "Enriching People's Lives as a Leading International Communications Company"



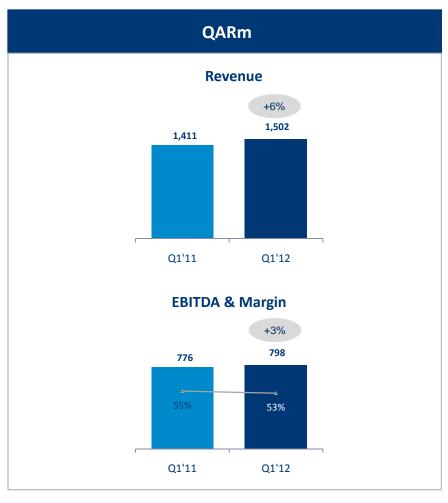
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**Qtel - Qatar** 

- Record quarterly revenue driven by growth in both wireless and wireline
- EBITDA and EBITDA margin performance a result of revenue growth and reduced in period marketing spend
- Qtel Fibre to the Home project commercially launched in select areas
- Management re-structuring designed to further increase efficiency and deliver superior customer experience
- Qatar National Broadband Network (QNBN) discussions ongoing



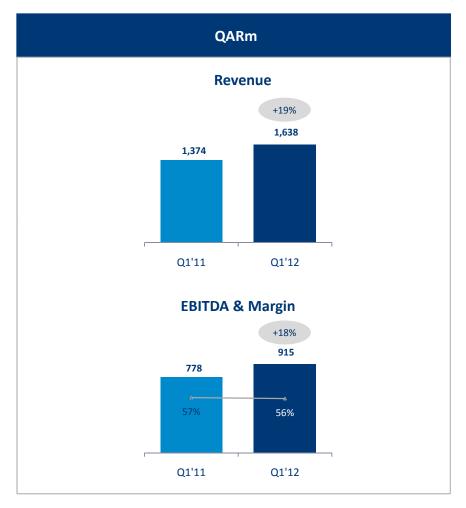
• 1 US\$ = 3.64 Qatari Riyal (QAR)1





Asiacell - Iraq

- Revenue increase driven by:
  - Subscriber and ARPU growth
  - Continued on-net and international usage
- EBITDA margin more indicative of normalised operational performance
- Iraq IPO process ongoing



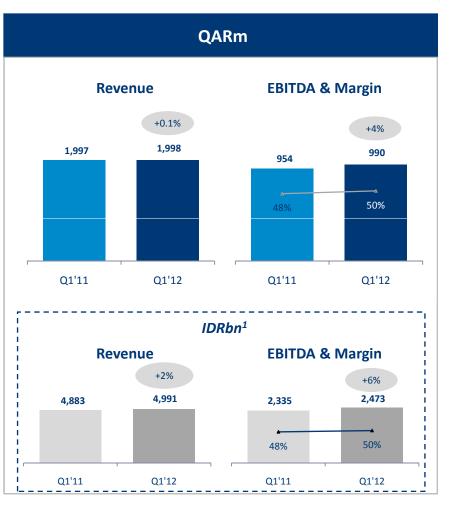
• 1 US\$ = 1,185 Iraqi Dinar (IQD)1





### **Indosat - Indonesia**

- Sector growth continued to moderate: Data growth in nascent stages
- Revenue, EBITDA and EBITDA margin growth over
   previous year: Opex control gaining traction in spite of slower top line growth
- Operating expense increase primarily driven by higher cost of service, depreciation and amortization: offset by lower personnel cost
- Tower agreement announcement with Tower Bersama

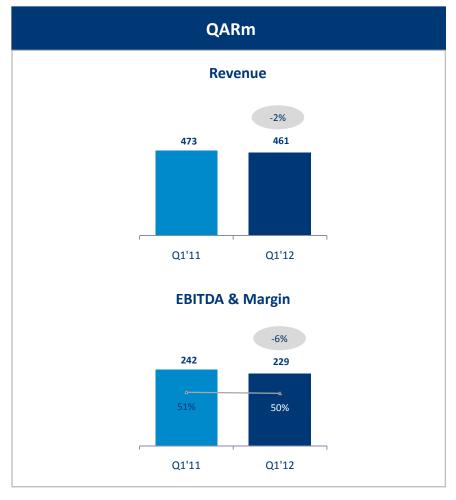


• 1 US\$ = 9,094 Indonesia Rupiah (IDR)<sup>2</sup>



### **Nawras - Oman**

- Mobile customer base growing in line with market
- Revenue impacted by:
  - MVNO competitive dynamics
  - Lower SMS usage partially offset by increasing data growth
  - VoIP promotion resulted in increased international traffic: resulting ARPU impact
- Fixed customer growth in both retail and corporate sectors including home broadband
- US\$ 149 million refinancing completed in March
- LTE trial completed



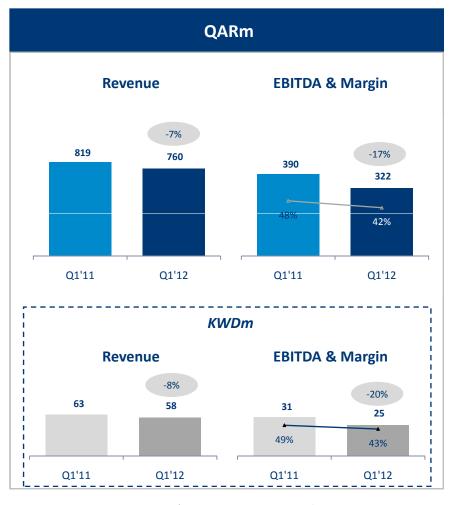
• 1 US\$ = 0.38463 Omani Rial (OMR)1





### Wataniya - Kuwait

- Market growth slowed: government stimulus in same period in 2011
- ARPU impacted by:
  - Lower roaming revenues due to GCC regulation
  - More handset bundling promotions
- Implementation of new billing platform allows for more innovative and targeted service offerings
- Data usage customers doubled year on year
- First to offer customer care services through social media (Facebook and Twitter)



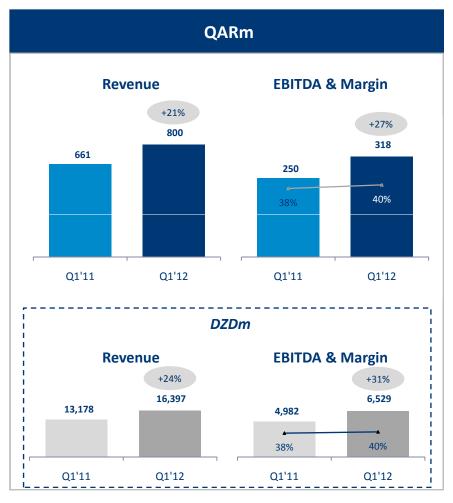
• 1 US\$ = 0.277 Kuwait Dinar<sup>1</sup>





### Nedjma - Algeria

- Overall market decrease due to seasonality sequentially
- Strong Revenue and EBITDA growth:
  - Focus on higher value retail customers delivering
  - Targeting higher value corporate segment
- Market share maintained:
  - Market leading position in central region for first time
- Accelerated network roll out ongoing
- 3G license process awaits clarity



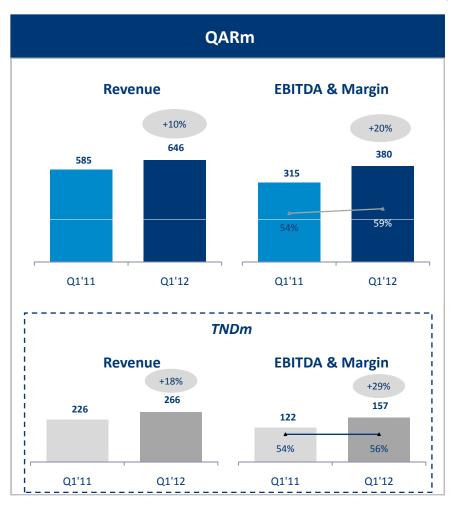
• 1 US\$ = 74.7 Algerian Dinar (DZD)<sup>1</sup>





### **Tunisiana - Tunisia**

- Macro economic environment remains challenging:
  - Roaming revenue still far below historic levels due to reduced tourism
- Growth of subscribers, Revenue and EBITDA over same period last year
- Market leading position maintained
- Impact of refugee dynamic abating
- 3G and fixed license in process



• 1 US\$ = 1.50 Tunisian Dinar (TND)

Note: (1) Three month average rate January – March 2012

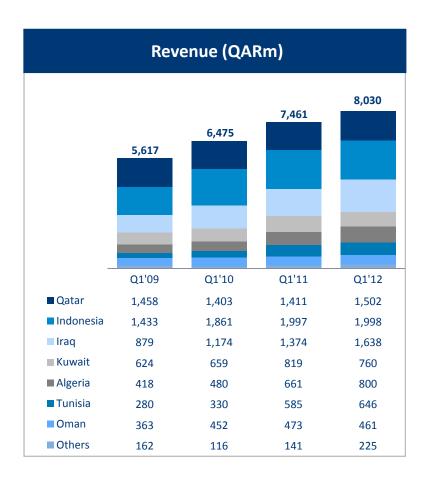


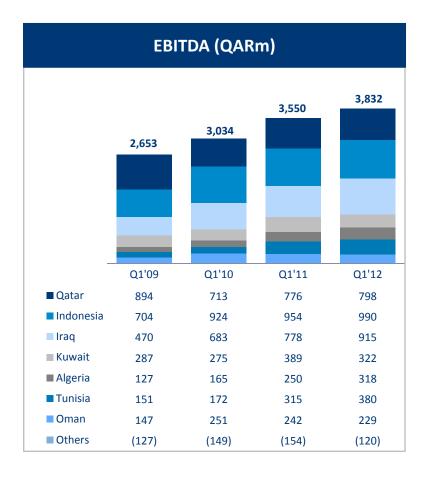
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- Additional information



### **Key operations importance to Group**

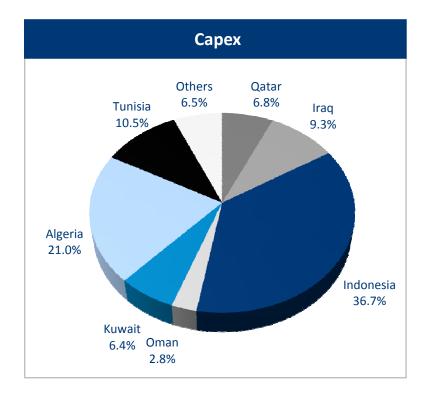




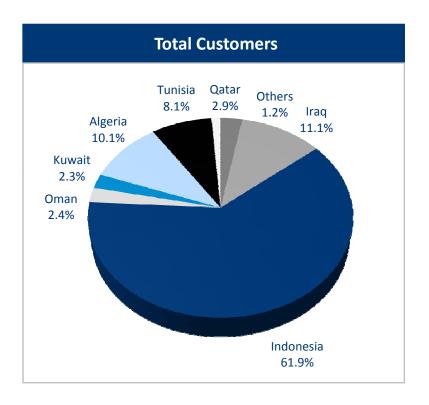
Note: Tunisiana is 50% consolidated up to December 2010 and fully consolidated from 2011



### **Key operations importance to Group**



Q1 2012 Capex = QAR 1,307m

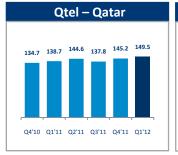


Q1 2012 Total Customers = 84.4m

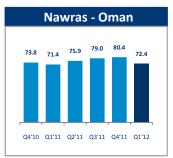


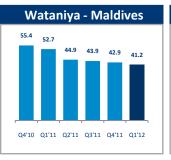
### **Blended ARPU development (QAR)**



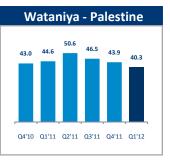




























Nedjma - Algeria





**Qtel - Qatar** 

### **Key developments**

- Record quarterly revenue driven by growth in both wireless and wireline
- EBITDA and EBITDA margin performance a result of revenue growth and reduced in period marketing spend
- Qtel Fibre to the Home project commercially launched in select areas
- Management re-structuring designed to further increase efficiency and deliver superior customer experience
- Qatar National Broadband Network (QNBN) discussions ongoing

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

Customers: 2.9%; Revenue: 18.7%; EBITDA: 20.8%; Capex: 6.8%

Qatar



Pop : 1.8M (2012 est.)
Pop growth: 4.0%

Mob. penetration: 162%

GDP: US\$ 194.3 bn

GDP per capita: US\$ 109,881

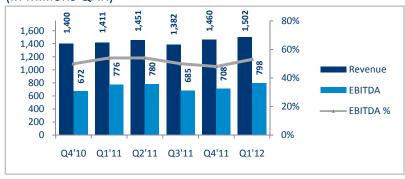
Operation: Integrated<sup>1</sup> Qtel Stake: 100% Position: 1/2

3M Blended (wireless) ARPU: 149.5

QAR

#### **Revenue & EBITDA**

(in millions QAR)



### **Customer growth**

Q1 2010

(in '000s)

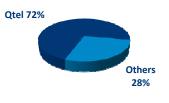
2,435

2,373

2,410

Q1 2011

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



	Q1′11	Q1′12
Qtel	71%	72%
Others	29%	28%

Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA, WiMAX, fixed telephony & internet, international gateway

(2) Subscriber market share



Q1 2012

### **Asiacell - Iraq**

### **Key developments**

- Revenue increase driven by:
  - Subscriber and ARPU growth
  - Continued on-net and international usage
- EBITDA margin more indicative of normalised operational performance
- Iraq IPO process ongoing

### Operator importance to group

Customers: 11.1%; Revenue: 20.4%; EBITDA: 23.9%; Capex: 9.3%

Iraq

Asiacell



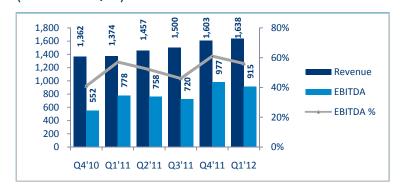
Pop: 33.6M (2012 est.)
Pop growth: 2.5%
Mob. penetration: 78%
GDP: US\$ 108.4 bn
GDP per capita: US\$ 3,301

Operation: Mobile<sup>1</sup> Qtel Stake: 30% Position: 2/3

3M Blended ARPU: 59.4 QAR

### Revenue & EBITDA

(in millions QAR)



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

# Customer growth (in '000s)

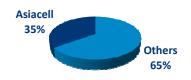
Q1 1010

7,741 8,306

Q1 2011

Q1 2012

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



	Q1'11	Q1'12
Asiacell	35%	35%
Others	65%	65%



#### **Indosat - Indonesia**

### **Key developments**

- Lower overall mobile industry growth continued
- Revenue, EBITDA and EBITDA margin growth over previous year
- Operating expense increase primarily driven by higher cost of service, depreciation and amortization: offset by lower personnel cost
- Tower agreement announcement with Tower Bersama

### **Operator importance to group**

Customers: 61.9%; Revenue: 24.9%; EBITDA: 25.8%; Capex: 36.7%

Indonesia

Indosat



Pop : 243.4M (2012 est.)
Pop growth: 1.3%
Moh. penetration: 97%

Mob. penetration: 97% GDP: US\$ 822.6 bn

GDP per capita: US\$ 3,465

F/X 3M '12 vs. 3M '112: -2.1%

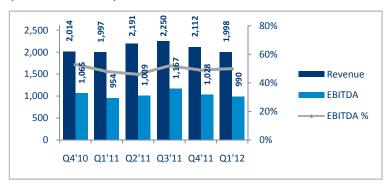
Operation: Integrated<sup>1</sup> Qtel Stake: 65%

Position: 2/10

3M Blended ARPU: 10.0 QAR

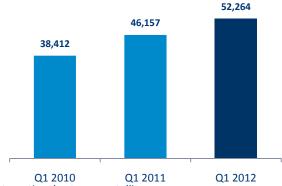
### Revenue & EBITDA

(in millions QAR)

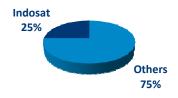


### Customer growth

(in '000s)



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



	Q1'11	Q1′12
Indosat	25%	25%
Others	75%	75%

Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA, CDMA, fixed telephony & internet, international gateway, satellite

(2) Three month average compared to USD; (3) Subscriber market share





#### **Nawras - Oman**

### **Key developments**

- Mobile customer base growing in line with market
- Revenue impacted by:
  - MVNO competitive dynamics
  - Lower SMS usage partially offset by increasing data growth
  - VoIP promotion resulted in increased international traffic : resulting ARPU impact
- Fixed customer growth in both retail and corporate sectors including home broadband
- US\$ 149 million refinancing completed in March
- LTE trial completed

### **Operator importance to group**

Customers: 2.4%; Revenue: 5.7%; EBITDA: 6.0%; Capex: 2.8%



Pop: 3.2M (2012 est.) Pop growth: 3.4%

Mob. penetration: 172%

GDP: US\$ 66.0 bn

GDP per capita: US\$ 21,421

Nawras

Oman

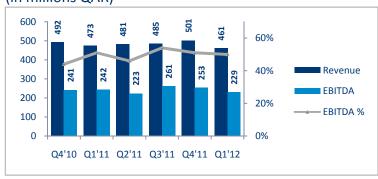
Operation: Integrated<sup>1</sup>

Qtel Stake: 55% Position: 2/2

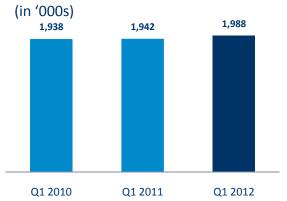
3M Blended ARPU: 72.4 QAR

#### **Revenue & EBITDA**

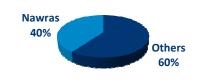
(in millions QAR)



#### **Customer growth**



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



	Q1′11	Q1′12
Nawras	43%	40%
Others	57%	60%

Note: (1) Current network: GSM, GPRS, EDGE, WCDMA, & HSDPA, WiMAX, fixed telephony & internet, international gateway



Source: IMF, Wireless Intelligence, Qtel



### Wataniya - Kuwait

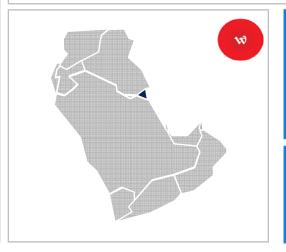
### **Key developments**

- Market growth slowed: government stimulus in same period in 2011
- ARPU impacted by:
  - Lower roaming revenues due to GCC regulation
  - More handset bundling promotions
- Implementation of new billing platform allows for more innovative and targeted service offerings
- Data usage customers doubled year on year
- First to offer customer care services through social media (Facebook and Twitter)

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

Customers: 2.3%; Revenue: 9.5%; EBITDA: 8.4%; Capex: 6.4%

Kuwait



Pop : 3.8M (2012 est.)
Pop growth: 2.0%

Mob. penetration: 138% GDP: US\$ 172.8 bn

GDP per capita: US\$ 46,970

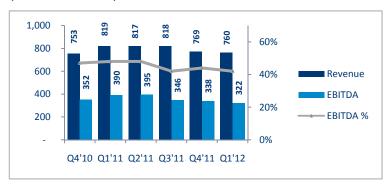
F/X 3M '12 vs. 3M '11<sup>2</sup>: -0.4%

Operation: Mobile<sup>1</sup>
Otel Stake: 52.5%
Position: 2/3
3M Blended ARPU:

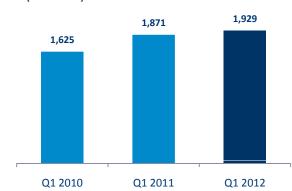
3M Blended ARPU: 113.7 QAR

#### **Revenue & EBITDA**

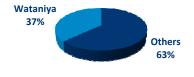
(in millions QAR)



Customer growth (in '000s)



Market share evolution<sup>3</sup>



	Q1'11	Q1′12
Wataniya	42%	37%
Others	58%	63%

(3) Subscriber market share





### Nedjma - Algeria

#### **Key developments**

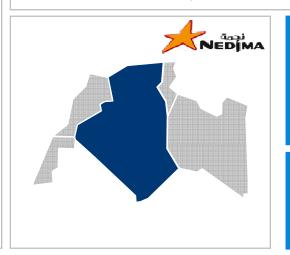
- Overall market decrease due to seasonality sequentially
- Strong Revenue and EBITDA growth:
  - Focus on higher value retail customers delivering
  - Targeting higher value corporate segment
- Market share maintained:
  - Market leading position in central region for first time
- Accelerated network roll out ongoing
- 3G license process awaits clarity

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

Customers: 10.1%; Revenue: 10.0%; EBITDA: 8.3%; Capex: 21.0%

Algeria

Nedjma



Pop: 37.2M (2012 est.) Pop growth: 1.5% Mob. penetration: 76% GDP: US\$ 192.4 bn

GDP per capita: US\$ 5,245 F/X 3M '12 vs. 3M '112: -2.8%

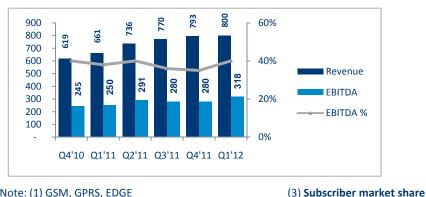
Operation: Mobile<sup>1</sup>

Qtel Stake: 46.3% Position: 2/3

3M Blended ARPU: 31.0 QAR

#### **Revenue & EBITDA**

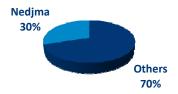
(in millions QAR)



**Customer growth** 

(in '000s) 8.517 8,276 8,076 Q1 2010 Q1 2011 Q1 2012

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



	Q1′11	Q1′12
Nedjma	30%	30%
Others	70%	70%

Note: (1) GSM, GPRS, EDGE

(2) Three month average compared to USD

Source: IMF, Wireless Intelligence, Qtel



#### **Tunisiana - Tunisia**

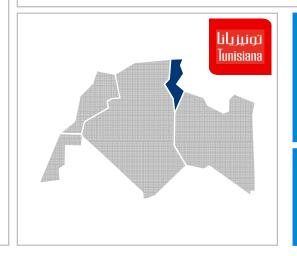
#### **Key developments**

- Macro economic environment remains challenging:
  - Roaming revenue still far below historic levels due to reduced tourism
- Growth of subscribers, Revenue and EBITDA over same period last year
- Market leading position maintained
- Impact of refugee dynamic abating
- 3G and fixed license in process

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

Customers: 8.1%; Revenue: 8.0%; EBITDA: 9.9%; Capex: 10.5%

Tunisia



Pop: 10.8M (2012 est.) Pop growth: 1.1%

Mob. penetration: 113%

GDP: US\$ 46.6 bn

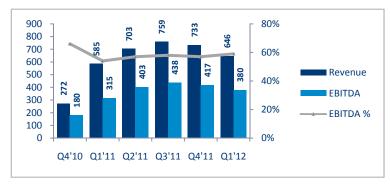
GDP per capita: US\$ 4,376 F/X 3M '12 vs. 3M '112: -6.5%

Operation: Mobile<sup>1</sup> **Tunisiana Qtel Stake: 39.38%** 

Position: 1/3

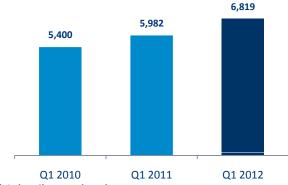
3M Blended ARPU: 30.7 QAR

#### Revenue & EBITDA (50% consolidated prior to Q1 2011) (in millions QAR)



Note: (1) GSM, GPRS, EDGE; holds WiMAX license, yet to be launched (2) Three month average compared to USD

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



(3) Subscriber market share

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



	Q1'11	Q1′12
Tunisiana	54%	57%
Others	46%	43%



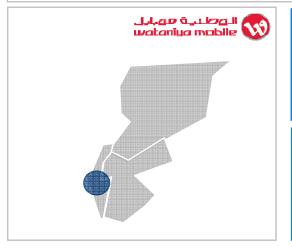
### **Wataniya Mobile - Palestine**

### **Key developments**

- Milestone of more than 500k customers achieved
- Market share continues to increase
- In-period currency fluctuation impacted profitability

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

Customers: 0.6%; Revenue: 0.9%; EBITDA: 0.1%; Capex: 4.2%



Pop<sup>1</sup>: 4.04M

Pop growth: 3% Mob. penetration<sup>2</sup>: 76%

GDP3: US\$ 6.5 bn

GDP per capita: US\$ N/A

Wataniya

**Palestine** 

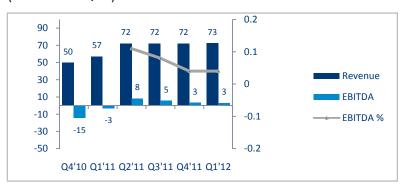
Operation: Mobile Qtel Stake: 25.5%

Position: 2/2

3M Blended ARPU: 40.3 QAR

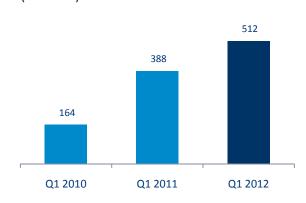
### **Revenue & EBITDA**

(in millions QAR)

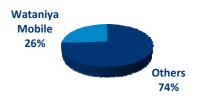


### **Customer growth**

(in '000s)



#### Market share evolution4



	Q1'11	Q1'12
Wataniya Mobile	22%	26%
Others	78%	74%

Note: (1) 2009 estimate; (2) West Bank only; (3) 2008 figure; (4) Revenue market share Source: Economist Intelligence Unit, Wireless Intelligence, Qtel



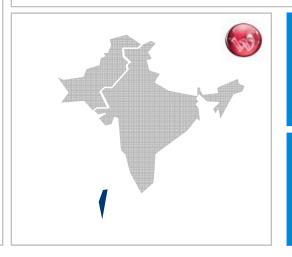
### **Wataniya - Maldives**

### **Key developments**

- Roaming and off-net traffic helping drive growth
- Further market share gains
- Currency devaluation by the government impacted results

### **Operator importance to group**

Customers: 0.2%; Revenue: 0.4%; EBITDA: 0.2%; Capex: 0.7%



Pop: 0.325M (2011 est.)

Pop growth: 1.6%

Mob. penetration: 128%

GDP: US\$ 2.1 bn

GDP per capita: US\$ 6,336

Wataniya

Maldives

Operation: Mobile<sup>1</sup> & submarine

cable<sup>2</sup>

Qtel Stake: 52.5%

Position: 2/2

3M Blended ARPU: 41.2 QAR

### Revenue & EBITDA

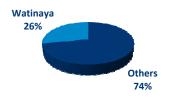
(in millions QAR)



### **Customer growth**

Q1 2010 Q1 2011 Q1 2012

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



	Q1′11	Q1′12
Wataniya	23%	28%
Others	77%	72%

Note: (1) GSM, GPRS, EDGE,WCDMA; (2) JV with FLAG telecom for submarine cable and landing station

(3) Revenue market share

Source: IMF, Wireless Intelligence, Qtel



**Bravo - KSA** 

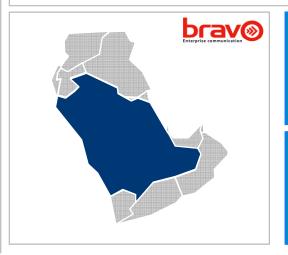
### **Key developments**

- Revenue decrease due to fewer subscribers
- Stake in Bravo increased to 52.5% during period

### **Operator importance to group**

Customers: 0.2%; Revenue: 0.7%; EBITDA: N/A; Capex: N/A

Bravo



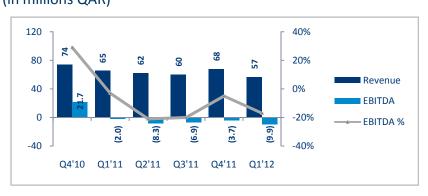
Pop: 28.8M (2012 est.)
Pop growth: 2.2%
Mob. penetration: 202%
GDP: US\$ 578.6 bn

GDP per capita: US\$ 21,685

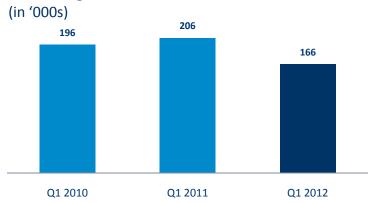
Operation: PTT (iDen) Qtel Stake: 52.5%

3M Blended ARPU: 112.6 QAR

# Revenue & EBITDA (in millions QAR)



#### **Customer growth**



Source: IMF, Wireless Intelligence, Qtel



#### wi-tribe - Pakistan

### **Key developments**

- WiMAX-based service with commercial launch end of June 2009
- Fixed wireless customer base at the end of 3M 2012 at 178.8K compared to 91.0K same period 2011

### **Operator importance to group**

Customers: 0.2%; Revenue: 0.37%; EBITDA: N/A; Capex: 0.70%



Pop: 169.4M (2012 est.) Pop growth: 1.7% GDP: US\$ 202.8 bn

GDP per capita: US\$ 1,197

Operation: WiMAX Qtel Stake: 78%

3M Blended ARPU: 33.3 QAR

### wi-tribe - Philippines

### **Key developments**

- WiMAX-based service with commercial launch June 2010
- Fixed wireless customer base at the end of 3M 2012 at
   78.4K compared to 45.0K same period 2011

### Operator importance to group

Customers: 0.1%; Revenue: N/A; EBITDA: N/A; Capex: N/A



Pop: 95.8M (2012 est.) Pop growth: 1.9% GDP: US\$ 202.9 bn

GDP per capita: US\$ 2,117

Operation: WiMAX Qtel Stake: 40%

3M Blended ARPU: 53.2 QAR

Source: IMF, Qtel



### wi-tribe - Jordan

### **Key developments**

- WiMAX-based service with commercial launch June 2008
- Fixed wireless customer base at the end of 3M 2012 at 20.4K compared to 20.4K for same period 2011

### **Operator importance to group**

Customers: 0.02%; Revenue: 0.06%; EBITDA: N/A; Capex: 0.11%

Jordan



Pop: 6.3M (2012 est.) Pop growth: 2.3% GDP: US\$ 30.0 bn

GDP per capita: US\$ 4,788

Operation: WiMAX

Qtel Stake: 78%

3M Blended ARPU: 69.3 QAR

Source: IMF, Qtel



### **Statutory corporate tax rates**

	Statutory tax rate	Losses c/fwd allowed	Losses c/back allowed	Notes
Algeria	25%	5 years	-	
Bahrain	-	-	-	
Indonesia	25%	5 years	-	
Iraq	15%	5 years	-	Deduction of losses c/fwd limited to 50% of taxable income for each year
Jordan	24%	Indefinitely	-	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
Kuwait	15%	3 years	-	NIL tax rate for GCC companies (including NMTC). 4.5% Zakat, KFAS & Labour Support Tax applicable on group profits
Maldives	15%	5 years	-	
Oman	<b>12</b> %	5 years	-	
Pakistan	35%	6 years	-	10% tax rate applicable on dividend income
Palestine	15%	5 years	-	Wataniya Telecom Palestine enjoys a 5 year tax exemption from commencement of operations under Palestinian Law for Encouragement of Investment
Philippines	30%	3 years	-	
Qatar	10%	3 years	-	1) NIL tax rate for Qatari owned companies and listed companies
KSA	20%	Indefinitely	-	
Singapore	17%	Indefinitely	1 year	1) No c/fwd of losses allowed if substantial shareholding and same business test; 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**

2011 (est.)		Algeria	Indonesia	Iraq	Kuwait	Maldives	Oman	Qatar	KSA	Tunisia
GDP real growth % (2010)		<b>2.9</b> (3.3)	<b>6.4</b> (6.1)	<b>9.6</b> (0.8)	<b>5.7</b> (3.4)	<b>6.5</b> (7.1)	<b>4.4</b> (4.1)	<b>18.7</b> (16.6)	<b>6.5</b> (4.1)	- (3.1)
Consumer prices % (2010)		<b>4.5</b> (4.5)	<b>5.0</b> (7.0)	<b>5.0</b> (3.3)	<b>6.2</b> (4.1)	<b>15.0</b> (5.1)	<b>3.3</b> (4.2)	<b>2.3</b> (0.4)	<b>6.2</b> (5.4)	<b>3.5</b> (4.1)
Population (millions)	2010	36.1	237.6	32.0	3.6	0.32	3.0	1.7	27.6	10.5
	2012	37.2	243.4	33.6	3.8	0.33	3.2	1.8	28.8	10.8
GDP/Capita US\$		<b>\$5,001</b> (\$4,366)	<b>\$3,469</b> (\$2,974)	<b>\$3,306</b> (\$2,531)	\$46,461 (\$37,009)	\$6,499 (\$6,773)	<b>\$21,681</b> (\$19,405)	\$9 <b>7,967</b> (\$74,901)	\$19,890 (\$16,267)	<b>\$4,593</b> (\$4,199)

Source: IMF September 2011



Any further questions?

### **Qtel Group Investor Relations Department**

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Upcoming events

2012 1H/Q2 Results – TBA



