



PRESS RELEASE

VODAFONE QATAR REPORTS 29% INCREASE IN NET PROFIT TO QR 185 MILLION FOR 2020

Board recommends distribution of a cash dividend of 5% of the nominal share value

Doha, Qatar, 2 February 2021: Vodafone Qatar P.Q.S.C. (“Vodafone Qatar” or the “Company”) announced its financial results for the full year ended 31 December 2020, which reflect the Company’s success in maintaining its growth trajectory.

Key Highlights – Financial Year 2020 compared to Financial Year 2019

- Service revenue increased by 3.7% surpassing QR 2 billion
- Total Revenue increased by 3.5% to QR 2.2 billion
- EBITDA increased by 14% to QR 808 million
- Net Profit increased by 29% to QR 185 million
- Total Mobile customers stood at 1.7 million
- Board of Directors recommends distribution of a cash dividend of 5% of the nominal share value

Financial Summary

The Company reported its highest-ever Net Profit of QR 185 million, a 29% increase compared to the previous year mainly driven by EBITDA growth, despite the impact of COVID-19.

Total revenue for the year increased by 3.5% to reach QR 2.2 billion due to higher demand for the Company’s fixed broadband services (GigaHome) and continued growth in Postpaid. Service Revenue grew by 3.7% to QR 2 billion and the mobile customer base stood at 1.7 million.

EBITDA stood at QR 808 million reflecting strong growth of QR 99 million or 14% compared to last year, positively impacted by the higher service revenue and the continued cost optimisation programme. Consequently, EBITDA Margin improved by 3.4 percentage points to reach 36.7%, the highest in the Company’s history.

Based on Vodafone Qatar’s commitment to enhance shareholder value and the strong financial performance, the Board of Directors have recommended the distribution of a cash dividend of 5% of the nominal share value, i.e. QR 0.05 per share, which will be presented at the Company’s next Annual General Assembly for approval.



Commenting on the results, Vodafone Qatar’s Chairman, H.E. Mr. Abdulla Nasser Al Misnad, said, “For many businesses, 2020 was an exceptionally difficult year laden with challenges. Nonetheless, we remained focused on executing Vodafone’s defined corporate strategy, which has provided a strong platform contributing to our profitable growth. From the onset of the global pandemic, we put great effort into providing vital connectivity to our customers, government, education and healthcare and supporting businesses. The focus and resilience demonstrated reflect in the robust performance we delivered this year. This of course could not have been possible without the relentless effort and dedication of our employees and suppliers who I would like to thank on behalf of the Board and management.”

Mr. Rashid Fahad Al Naimi, Vodafone Qatar Managing Director added, “Vodafone Qatar finished 2020 with twelve consecutive quarters of higher year-on-year revenue, despite global telecommunications industry headwinds that continue to erode overall market value. Strengthening and growing our core business and implementing strategic plans that are dynamic in meeting with the sweeping changes in the ICT sector, while driving operational efficiencies is enabling us to deliver consistent strong results. With this, we are confident in our ability to continue to deliver profitable and responsible growth to our shareholders.”

H.E Sheikh Hamad Abdulla Jassim Al Thani, CEO, Vodafone Qatar, elaborated, “Fundamental to our long-term ability to sustain our current growth momentum lies in the importance of Vodafone to be at the forefront of technological advances. In 2020, we accelerated investments in both our wireless and fixed network infrastructure in addition to modernising our IT systems. These investments have enabled us to continue diversifying our revenue mix such as the acceleration of our home broadband and TV entertainment service for our consumer segment. Within the enterprise segment, we have extended beyond connectivity with a portfolio of managed services and smart solutions such as the Internet of Things and Big Data that some of the country’s biggest entities have adopted. Looking forward, the focus will remain on executing all pillars of our Digital 2023 strategy, in particular driving digital transformation and innovation in advanced technologies.”

In QR million (unless otherwise stated)	Yearly Analysis		
	12 months ended		YoY Growth (%)
	31-Dec-2020	31-Dec-2019	
Total Revenue	2,200	2,125	3.5%
Service Revenue	2,021	1,949	3.7%
EBITDA	808	709	14.0%
EBITDA Margin (%)	36.7%	33.4%	3.4pp
Net Profit	185	144	28.8%
Total Mobile Customers (000)	1,662	1,737	-4.3%

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About Vodafone Qatar P.Q.S.C

Vodafone Qatar P.Q.S.C. ("Vodafone Qatar") provides a comprehensive range of services including voice, messaging, data, fixed communications, IoT and ICT managed services in the State of Qatar, for both consumers and businesses alike. The Company commenced commercial operations in 2009 and has 1.7 million mobile customers as of 31 December 2020. Its state-of-the-art network infrastructure is expanding to cover key locations in the country with fibre connectivity and 5G, along with an extensive digital ecosystem, which will contribute to Qatar's continued growth and prosperity. Vodafone Qatar's vision is deeply rooted in its mission to connect today's ideas with the technologies of tomorrow by pioneering digital innovation and becoming people's first choice in telecom and digital services. Please visit www.vodafone.qa for more details.

For press enquiries, please contact:

Lana Khachan
Head of Communications, Vodafone Qatar
E-mail: lane.khachan@vodafone.com

For Investor Relations enquiries, please contact:

Email: investorrelationsqatar@vodafone.com