

Q1 2010 Fact Sheet (all data as of March 31, 2010)

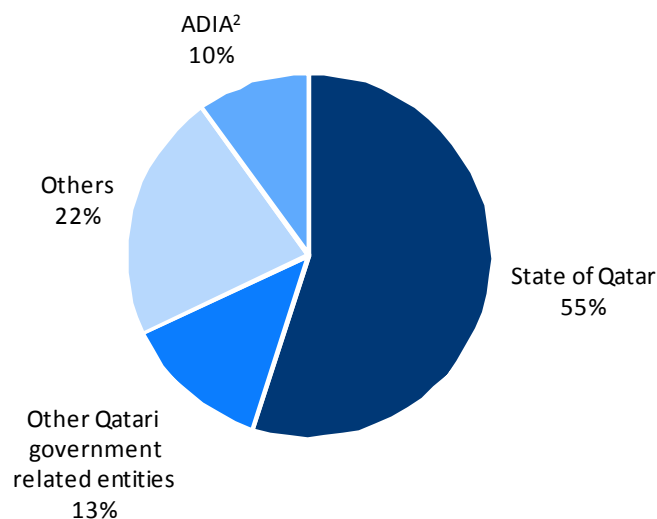
Company Vision

"To Be Among the Top 20 Telecommunications Companies in the World by 2020¹"

Company Description

- Qtel is a leading fixed and mobile telecommunications operator principally operating in Qatar, Indonesia, Kuwait and Iraq
- Customer base of over 67mn
- Presence in 17 countries with operations in 16 countries and 1 further license
- Focused on 3 regions:
 - Middle East & North Africa
 - Asian Subcontinent
 - South East Asia
- Incorporated in 1987 and listed on the Qatar Exchange (Doha Securities Market) in 1998:
 - Current market capitalization of QAR 22.0bn
- Strategic backing by the Qatari government (directly and indirectly)

Company Ownership Profile



Company Highlights

Clear Strategic Path

- To be among the top 20 telecommunications companies globally (by Enterprise Value) by 2020
- Three business lines - consumer mobile, consumer broadband, and corporate managed services
- Three geographies - MENA, the Asian Subcontinent and South East Asia

Cash-Generating Assets in Mature Markets

- Cash-generating positions in Qatar, Kuwait, Tunisia and Oman

Growth Assets in Emerging Markets

- Growing positions in Indonesia, Iraq, Algeria and Palestine
- First Middle Eastern 'consolidator' in Asia
- Development of consumer broadband offering in Jordan, Pakistan and Philippines

Solid Financials

- Strong top line growth
- High and stable EBITDA margins
- Strong credit rating
- Successful initial bond issuance

Top Management Team

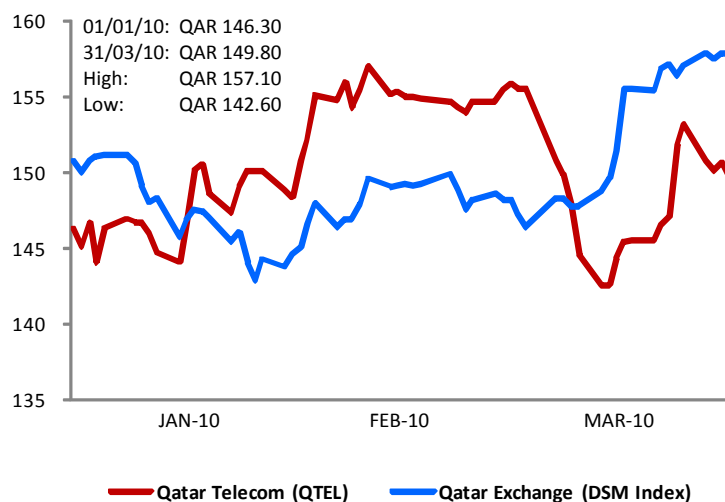
- Experienced management team with proven track record
- Consistent strategy and execution / extraction of synergies and value
- Corporate governance in line with international standards

¹By Enterprise Value; ²Abu Dhabi Investment Authority

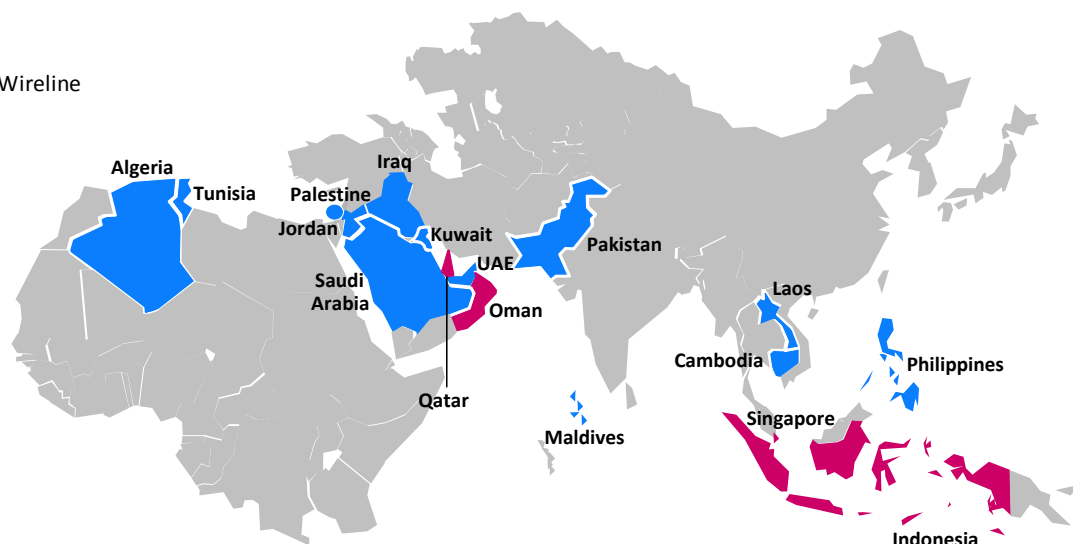
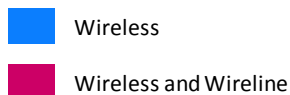
Financial Results

(QARmn)	3M 2007	3M 2008	3M 2009	3M 2010
Consolidated revenue	1,452	3,554	5,617	6,417
EBITDA	837	1,794	2,653	3,034
Net profit attributable to Qtel shareholders	475	525	594	1,213
Earnings per share (QAR)	4.32	4.59	4.05	8.27

Share Price Performance

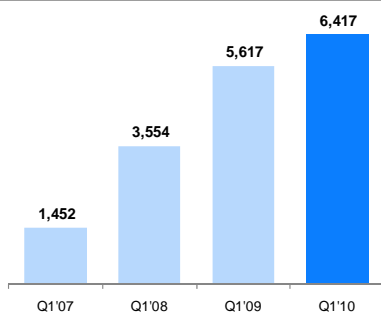


Worldwide Presence

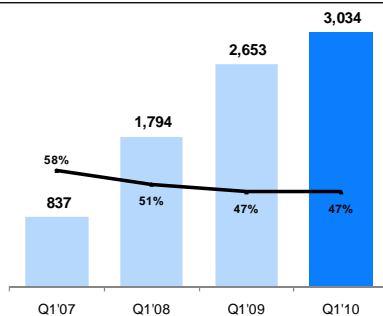


Performance Profile

Revenue (QARmn)

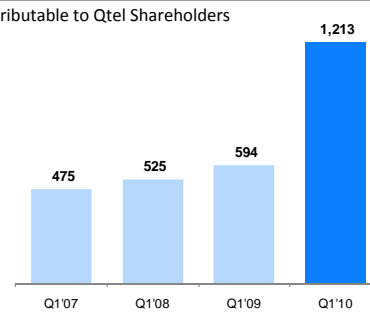


EBITDA & EBITDA % (QARmn)

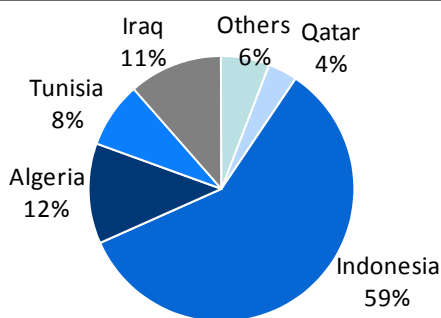


Net Profit¹ (QARmn)

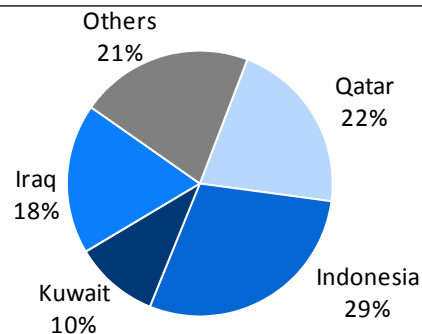
¹Attributable to Qtel Shareholders



Customer Base Breakdown (% of total)



Consolidated Revenue Breakdown (% of total)



Key Milestones

1987	Qtel established	2007	Successful Asiacell (Iraq) bid for 15-year licence
1998	Qtel listed on Doha Securities Exchange	2007	Investment in Asia Mobile Holdings (Singapore)
2005	Nawras (Oman) launched	2007	wi-tribe property acquisition
2006	NavLink equity partnership with AT&T	2008	Initial investment in Indosat (Indonesia)
2007	Wataniya Group acquisition	2009	Ownership stake in Indosat increased to 65%

Contact Information

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