The Qtel Group Foundation Now in Place – Taking the Group to the Next Level



Full Year 2010 Results



Disclaimer

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 - 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



Key 2010 developments

Solid and consistent financial results

- Increases in Revenue of 13%, EBITDA of 11% and Net Profit attributable to Qtel shareholders of 2% when comparing year over year
- 2010 guidance exceeded

Successful execution of portfolio and financial strategies

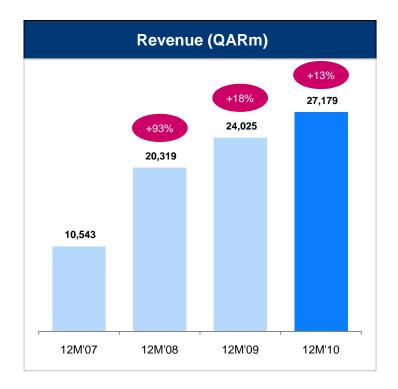
- Completion of two subsidiary IPOs in difficult market environments: Nawras in Oman and Wataniya in Palestine
- Acquisition of a consolidating shareholding in Tunisiana to 75% (post-period)
- Excellent demand from global capital and loan markets with bond issuance of US\$ 2.75 billion and US\$ 2.0 billion syndicated loan facility

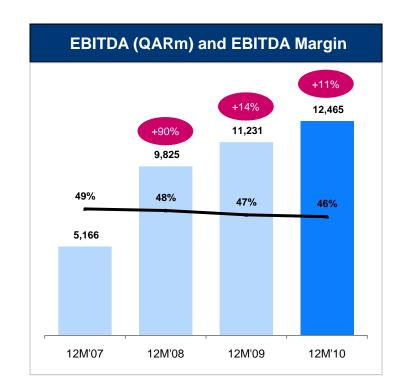
Strong operational performances across the Group

- Good annual performances in Qatar and Indonesia despite an increase in competitive pressure in Q4
- Quarterly growth trends continue in Iraq and Algeria
- Solid, stable performances in Tunisia, Kuwait and Oman



Group results¹ Revenue and EBITDA



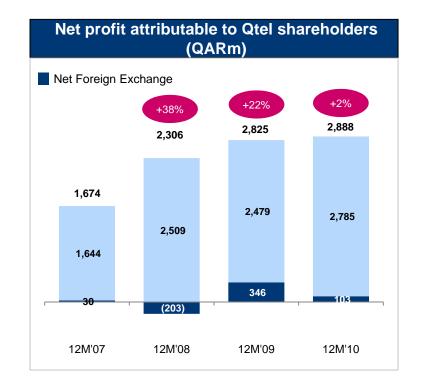


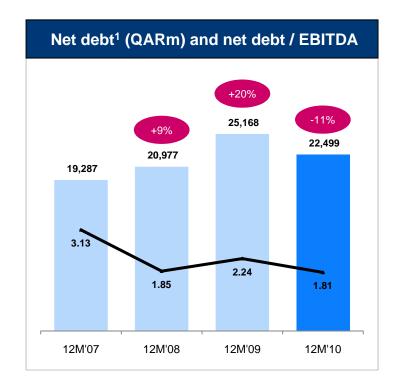
Healthy top line and EBITDA growth

Note: (1) All Indosat results as reported adhere to IFRS which may in some instances differ from INDOGAAP; 12M'07 and 12M'08 post-acquisition results

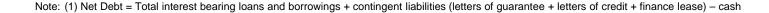
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Net profit and net debt¹



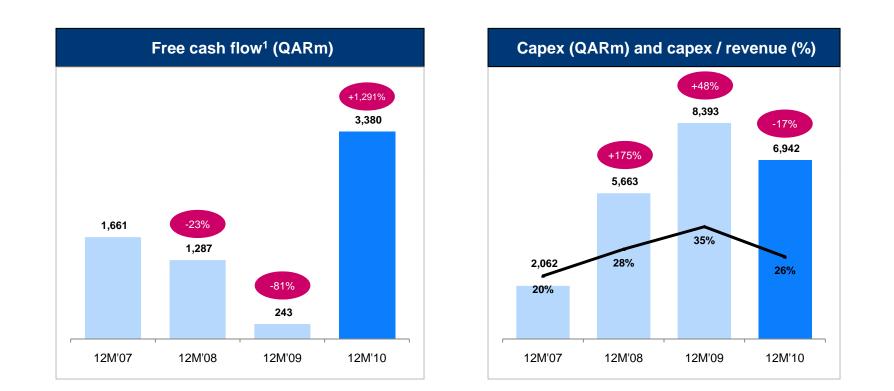


Increasing shareholder returns and reduction in debt leverage



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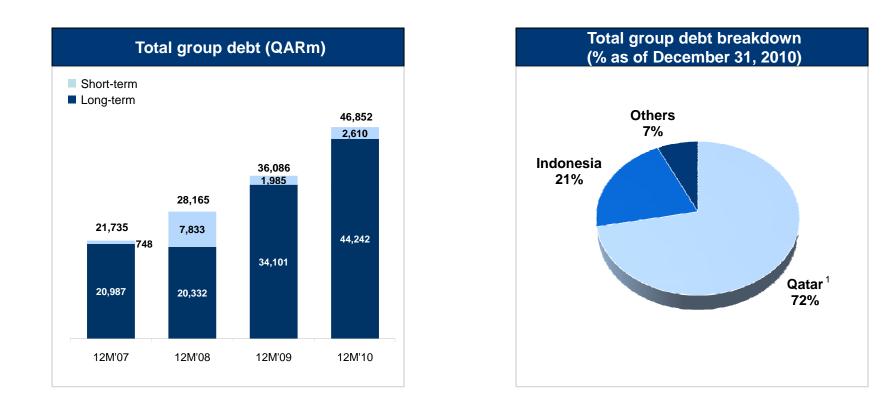
Cash flow and capital expenditure



Excellent free cash flow generation while capex synergies are extracted



Total group debt breakdown

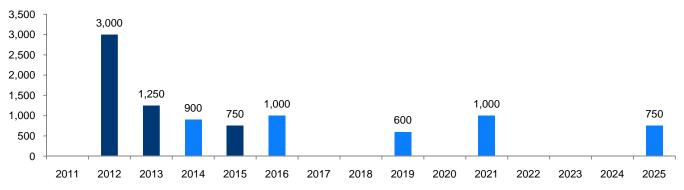


Capital structure significantly improved on Group and Indosat level via 2010 bond issues



Debt profile





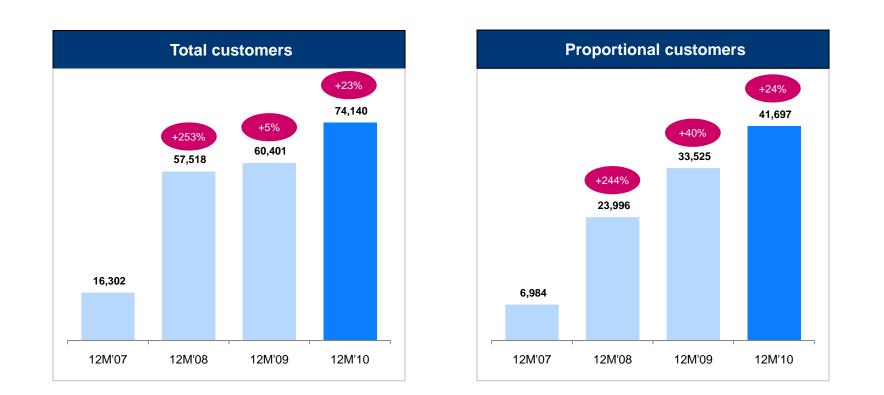
Loan Type (in US\$ millions)	Amount	Drawn	LIBOR Plus Rate ¹	Repayment
Syndicate Term Loan	3,000	3,000	30	29 Aug 2012
Dual Trancha Boughuing Credit Facility	1,250	1,250	115 - 145	26 May 2013
Dual Tranche Revolving Credit Facility	750	750	115 - 145	26 May 2015

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	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

Group's debt profile and fixed rate interest exposure conservatively managed



Total and proportional customers



Indonesia and Iraq continue to be key growth markets for the Group

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2010 FY performance summary

QAR Millions	12 months ended December 2010	Change FY 2010 / FY 2009	2010 Qtel Group Guidance	
Consolidated revenue	27,179	+13%	+5-10%	
EBITDA	12,465	+11%	+5-10%	
Net profit attributable to Qtel shareholders	2,888	+2%	-	
Earnings per share (in Qatari Riyals)	19.69	+2%	-	
Market capitalization (as of 31 December 2010)	26,209	+23%	-	
Capital Expenditure (QAR Billions)	6.9	-17%	+2-7%	

Solid 2010 performance, guidance exceeded



Contents

Results review

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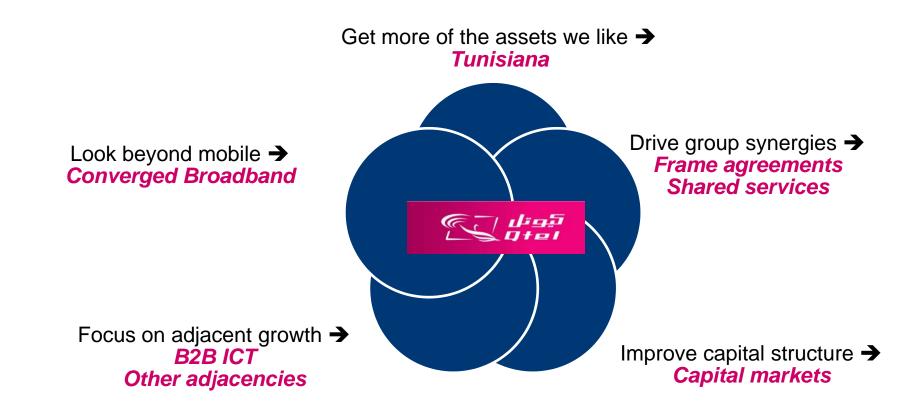
Strategy Key developments and focus



A consistent yet evolving strategic focus



Strategy Value and Growth Focus



A clear focus on long-term value creation



Contents

- Results review
- Strategy review

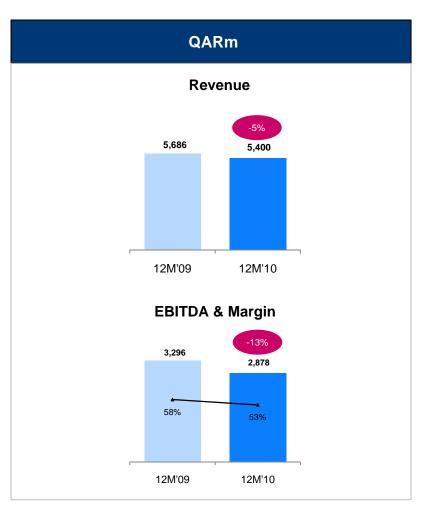
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Operations review



Group operations Qtel - Qatar

- Market growth continues but at a reduced rate
- Maintained market leadership as competitive dynamics continue to be intense
- Competitive mobile pricing continued in fourth quarter
- First trial phase of FTTH project completed
- Strong growth in Mobile broadband and IPTV (Mosaic)

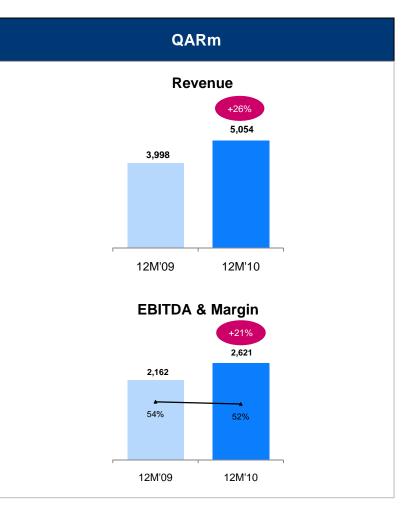


• 1 \$US = 3.65 Qatari Riyal (QAR)¹



Asiacell - Iraq

- Strong full year 2010 revenue and EBIDTA growth
- Ongoing customer registration requirements continue to have an impact on subscriber numbers
- Increased (and retroactive to 2008) spectrum fee charged in Q4

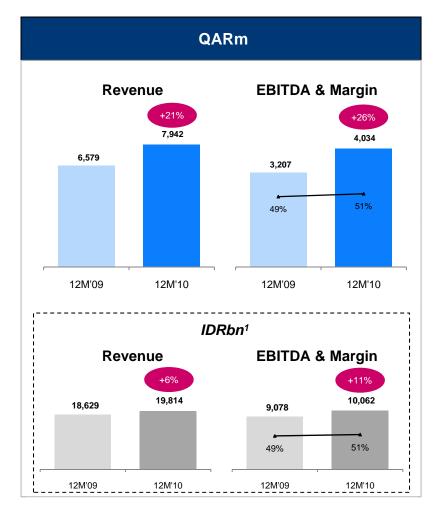


• 1 \$US = 1,185 Iraqi Dinar (IQD)¹



Indosat - Indonesia

- Impact of fourth quarter seasonality in addition to broader industry competitive challenges
- Solid year on year revenue growth driven by strong Cellular revenue growth
- Cost efficiency programs continue to drive
 EBITDA margin improvements
- Further solidifying of capital structure early repayment of existing facilities
- Strong operational performance assisted by the continued strengthening of the Rupiah

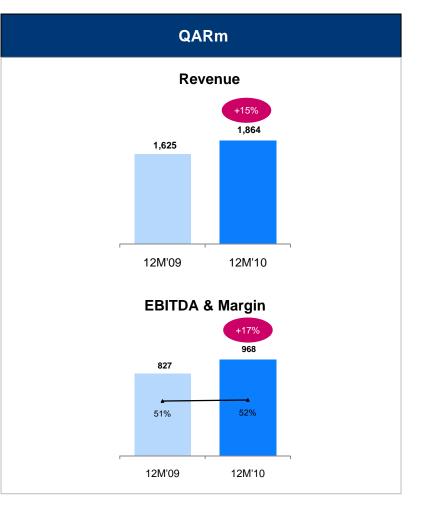


^{• 1 \$}US = 9,091 Indonesia Rupiah (IDR)²



Nawras - Oman

- Continued progress in customer, revenue and EBITDA growth
- Fixed line and International Gateway now operational and basis for fully integrated business solutions
- Focus on broadband and enterprise segments
- IPO successfully completed in difficult market conditions; good secondary trading performance

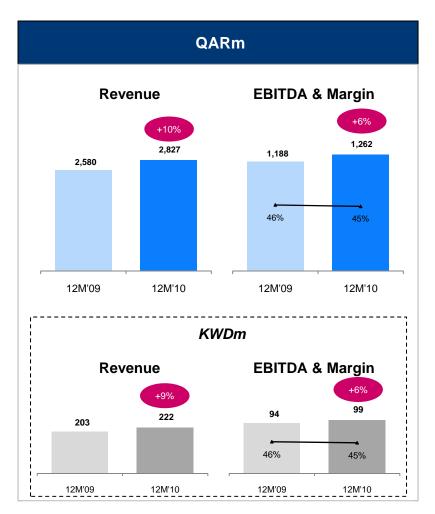


• 1 \$US = 0.38463 Omani Rial (OMR)¹



Wataniya - Kuwait

- Stable competitive environment
- Maintained steady market share with subscriber and top line growth
- Ongoing focus on growth market segments
- No update on regulatory situation
- Launch of loyalty/rewards program and brand refresh and realignment

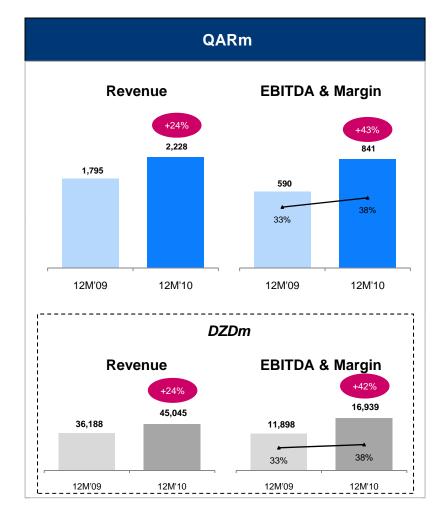


• 1 \$US = 0.286 Kuwait Dinar¹



Nedjma - Algeria

- Strong financial performance:
 - Revenue
 - EBITDA
 - EBITDA Margin
- Maintained market share with increase in customer base
- Regulator mandated subscriber base clean up ongoing
- Corporate focus yielding strong quarterly increase in segment customers
- Youth segment success driven by loyalty program

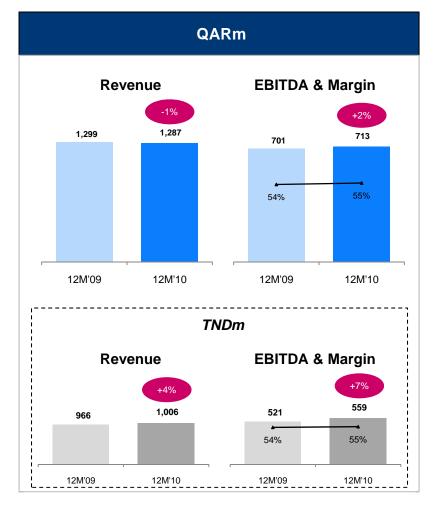


• 1 \$US = 73.56 Algerian Dinar (DZD)¹



Tunisiana - Tunisia

- Increased ownership position to 75% with full management and Board control (post-period)
- Ongoing discussions with Government and Regulatory authorities as to revised partnership agreement
- Maintained market leadership position with slight increase in market share compared to 2009
- Market impact of third operator remains muted
- Restatement of treatment of State Telecom tax



• 1 \$US = 1.42 Tunisian Dinar (TND)







Thank-you



Contents

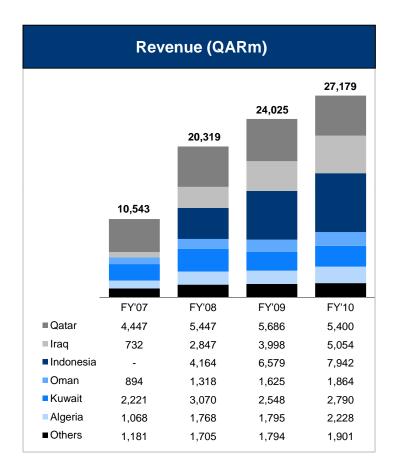
- The Qtel Group
- Results review

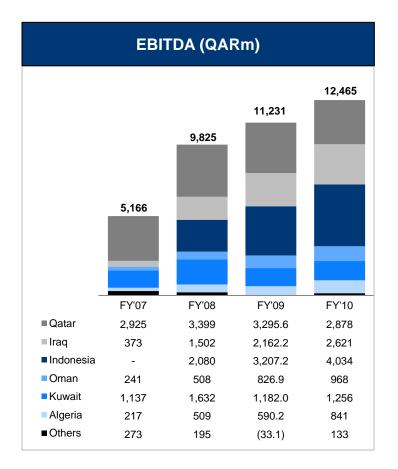
• Operations review

Additional information



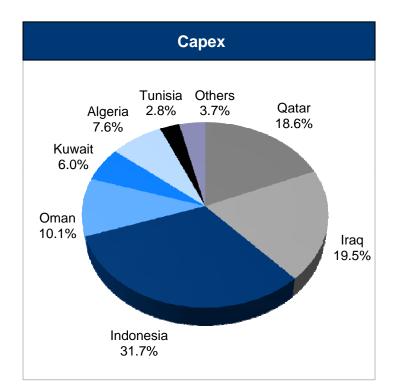
Key operations importance to Group



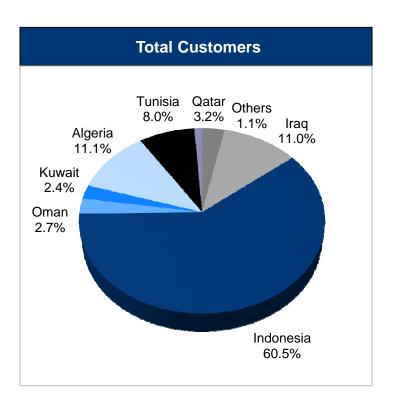




Key operations importance to Group



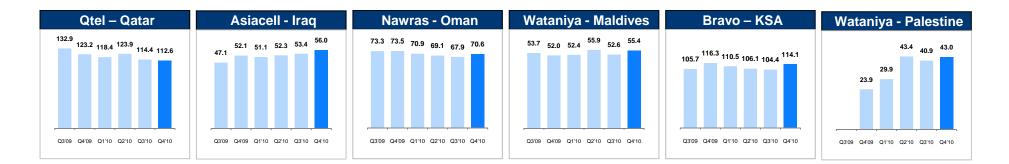
FY 2010 Capex = QAR 6,942m



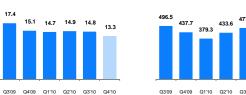
2010 Total Customers = 74.14m



Blended ARPU development (QAR)



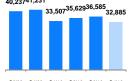






Q3'09 Q4'09 Q1'10 Q2'10 Q3'10 Q4'10





^{11.3} 10.5 10.4 10.4 10.2 10.1

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



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

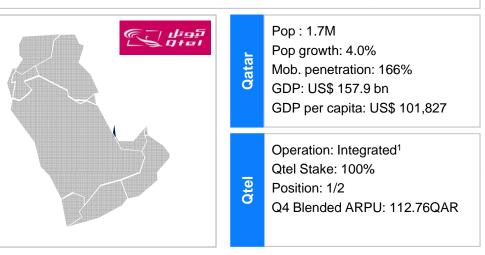
Qtel - Qatar

Key developments

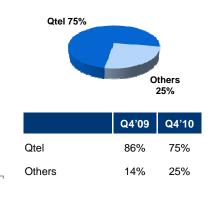
- Market growth continues but at a reduced rate
- Maintained market leadership as competitive dynamics continue to be intense
- Competitive mobile pricing continued in fourth quarter
- First trial phase of FTTH project completed
- Strong growth in Mobile broadband and IPTV (Mosaic)

Operator importance to group

Customers: 3.2%; Revenue: 19.9%; EBITDA: 23.1%; Capex: 18.6%

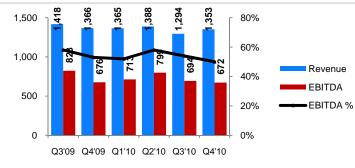


Market share evolution²

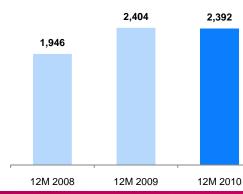




Revenue & EBITDA (in millions QAR)



Customer growth (in '000s)



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

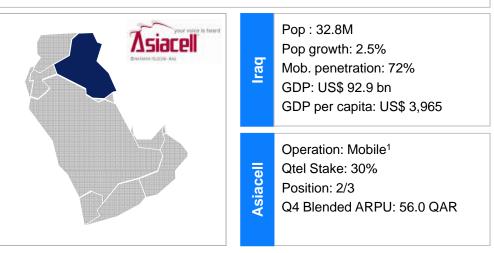
Asiacell - Iraq

Key developments

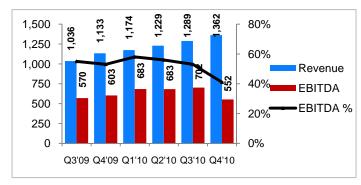
- Strong full year 2010 revenue and EBIDTA growth
- Ongoing customer registration requirements continue to have an impact on subscriber numbers
- Increased (and retroactive to 2008) spectrum fee charged in Q4

Operator importance to group

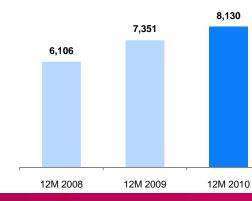
Customers: 11.0%; Revenue: 18.6%; EBITDA: 21.0%; Capex: 19.5%



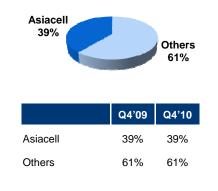
Revenue & EBITDA (in millions QAR)



Customer growth (in '000s)



Market share evolution²





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

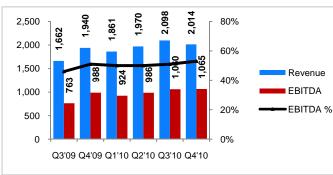
Indosat - Indonesia

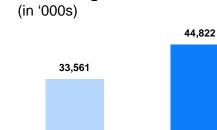
Key developments

- Impact of fourth quarter seasonality in addition to broader industry competitive challenges
- Solid year on year revenue growth driven by strong
 Cellular revenue growth
- Cost efficiency programs continue to drive EBITDA margin improvements
- Further solidifying of capital structure early repayment of existing facilities
- Strong operational performance assisted by the continued strengthening of the Rupiah

Revenue & EBITDA

(in millions QAR)





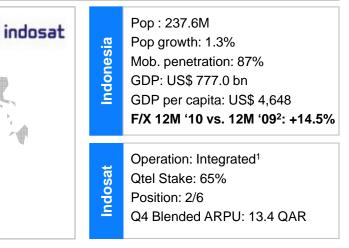
Customer growth

12M 2009

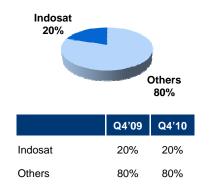
12M 2010

Operator importance to group

Customers: 60.5%; Revenue: 29.2%; EBITDA: 32.4%; Capex: 31.7%



Market share evolution²



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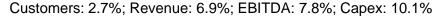
Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA, CDMA, fixed telephony & internet, international gateway, satellite
 (2) Nine month average compared to USD
 Source: IMF, Wireless intelligence; Qtel

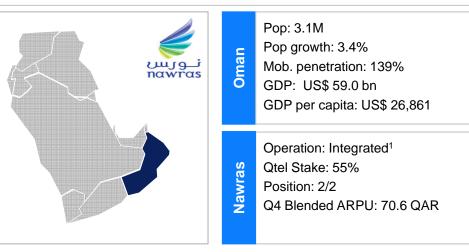
Nawras - Oman

Key developments

- · Continued progress in customer, revenue and EBITDA growth
- Fixed line and International Gateway now operational and basis for fully integrated business solutions
- Focus on broadband and enterprise segments
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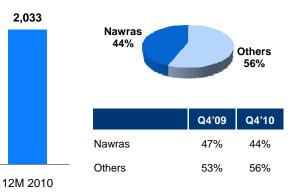
Operator importance to group





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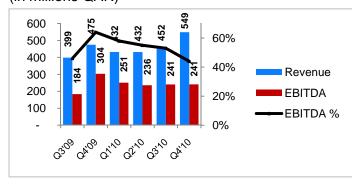
Market share evolution²





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

Revenue & EBITDA (in millions QAR)





12M 2009

12M 2008

Wataniya - Kuwait

63° 64° 61' 62' 63' 64'

(2) Nine month average compared to USD

Source: IMF, Qtel

Key developments Operator importance to group Customers: 2.4%; Revenue: 10.3%; EBITDA: 10.1%; Capex: 6.0% Stable competitive environment · Maintained steady market share with subscriber and Pop : 3.7M WATANIYA TELECOM top line growth Pop growth: 2.0% Kuwait Mob. penetration: 125% Ongoing focus on growth market segments GDP: US\$ 127.8 bn No update on regulatory situation GDP per capita: US\$ 39,684 F/X 12M '10 vs. 12M '09²: +0.5% Launch of loyalty/rewards program and brand refresh and realignment Operation: Mobile¹ Wataniya Qtel Stake: 52.5% Position: 2/3 Q4 Blended ARPU: 131.6 QAR **Customer growth Revenue & EBITDA** Market share evolution³ (in millions QAR) (in '000s) 1,779 Wataniya 1,000 53 712 41% 690 1,538 60% 571 315 800 1,314 600 40% Revenue 400 EBITDA 20% 200



EBITDA %

(3) Subscriber market share

12M 2008

12M 2009

12M 2010

32

Others

59%

Q4'10

41%

59%

Q4'09

39%

61%

Wataniya

Others

Nedjma - Algeria

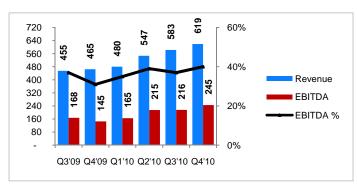
Key developments

- Strong financial performance:
 - -Revenue
 - -EBITDA

-EBITDA Margin

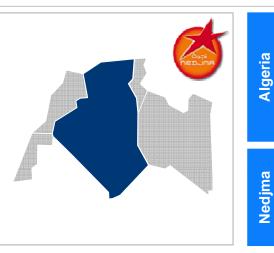
- Maintained market share with increase in customer base
- Regulator mandated subscriber base clean up ongoing
- Corporate focus yielding strong quarterly increase in segment customers
- Youth segment success driven by loyalty program

Revenue & EBITDA (in millions QAR)

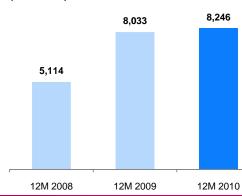


Operator importance to group

Customers: 11.1%; Revenue: 8.2%; EBITDA: 6.7%; Capex: 7.6%



Customer growth (in '000s)



Market share evolution³

Pop: 36.0M

Pop growth: 1.5%

Mob. penetration: 74%

GDP per capita: US\$ 7,368

F/X 12M '10 vs. 12M '09²: -0.2%

Q4 Blended ARPU: 24.7 QAR

GDP: US\$ 171.6 bn

Operation: Mobile¹

Qtel Stake: 46.3% Position: 2/3





Note: (1) GSM, GPRS, EDGE (2) Nine month average compared to USD Source: IMF, Qtel (3) Subscriber market share

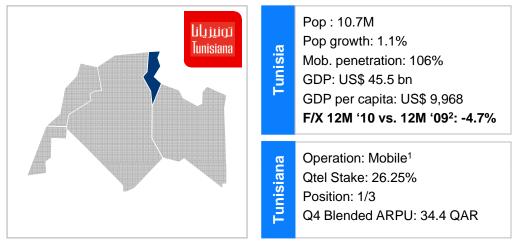
Tunisiana - Tunisia

Key developments

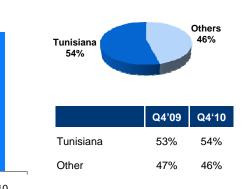
- Increased ownership position to 75% with full management and Board control (post-period)
- Ongoing discussions with Government and Regulatory authorities as to revised partnership agreement
- Maintained market leadership position with slight increase in market share compared to 2009
- Market impact of third operator remains muted
- Restatement of treatment of State Telecom tax

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

Customers: 8.0%; Revenue: 4.7%; EBITDA: 5.7%; Capex: 2.8%

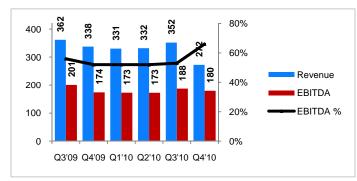


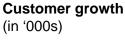
Market share evolution³

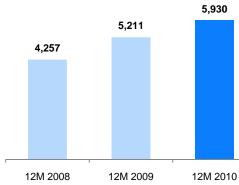




Revenue & EBITDA (in millions QAR)

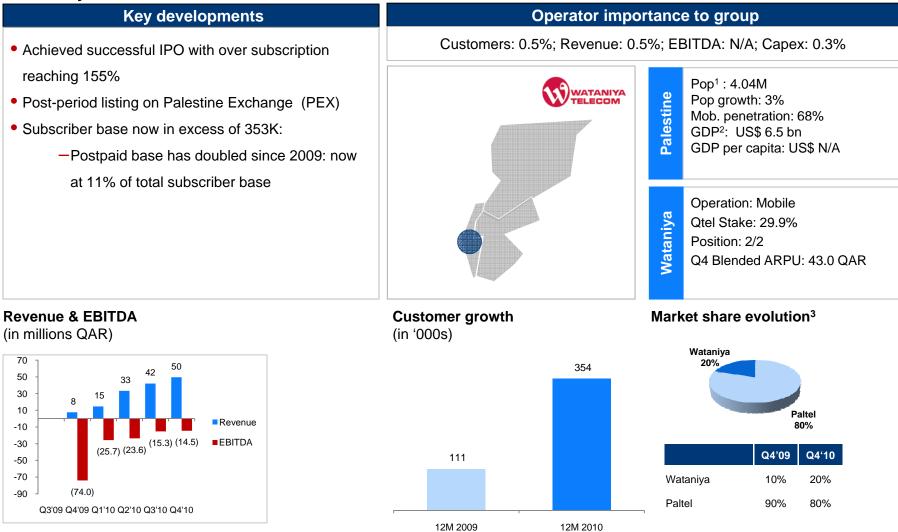






Note: (1) GSM, GPRS, EDGE; holds WiMAX license, yet to be launched (2) Nine month average compared to USD Source: IMF, Qtel

Wataniya - Palestine



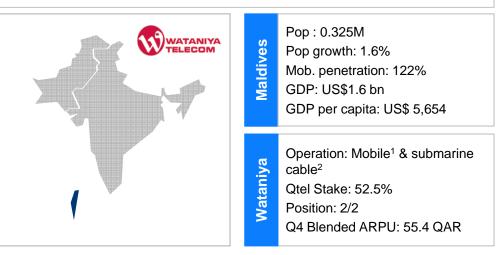
Wataniya - Maldives

Key developments

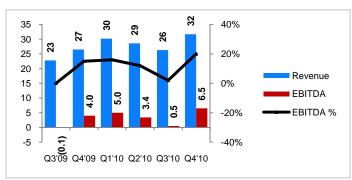
- Strong growth in broadband subscribers
- Additional resort coverage ongoing
- Continued 3G site expansion
- Revenue growth of 20% YoY
- Increased Revenue and EBITDA driven by roaming and increased broadband subscriber usage

Operator importance to group

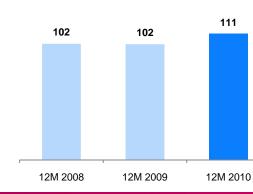
Customers: 0.1%; Revenue: 0.4%; EBITDA: 0.1%; Capex: 0.6%



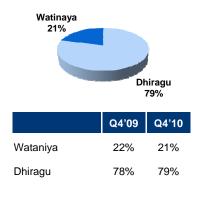
Revenue & EBITDA (in millions QAR)



Customer growth (in '000s)



Market share evolution²





Note: (1) GSM, GPRS, EDGE,WCDMA; (2) JV with FLAG telecom for submarine cable and landing station (2) Subscriber market share Source: IMF, Qtel

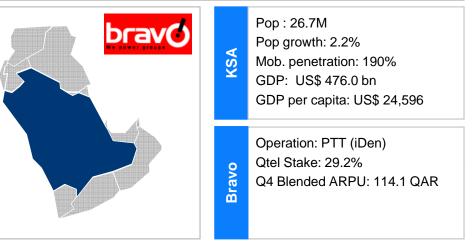
Bravo - KSA

Key developments

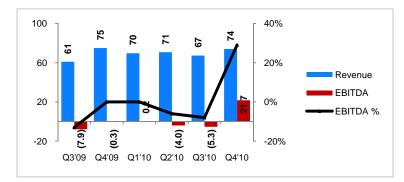
- Customers additions up 8% over 2009 over 200K subscribers
- Net profit (loss) continues to trend positively attributable shareholder loss in 2010 37% improvement over same period 2009
- EBITDA positively impacted by reduction in lease line cost

Operator importance to group

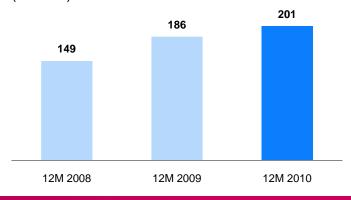
Customers: 0.3%; Revenue: 1.0%; EBITDA: 0.1%; Capex: 0.4%



Revenue & EBITDA (in millions QAR)

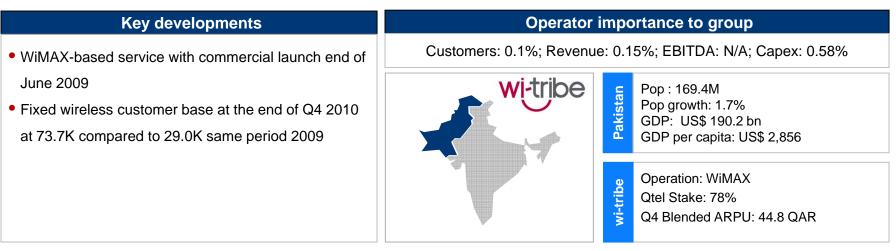


Customer growth (in '000s)





wi-tribe - Pakistan



wi-tribe - Philippines

Key developments	Operator importance to group				
 WiMAX-based service with commercial launch June 	Customers: 0.1%; Revenue: N/A; EBITDA: N/A; Capex: N/A				
2010 • Fixed wireless customer base at the end of Q4 2010 at 48.0K	Pop : 95.8M Pop growth: 1.9% GDP: US\$ 212.7 bn GDP per capita: US\$ 3,868				
	Operation: WiMAX Qtel Stake: 40% Q4 Blended ARPU: 70.5 QAR				



wi-tribe - Jordan





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) Losses can be c/fwd for 5 years; 8 - 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	-	 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	-	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; 2) 10% tax rate applicable to applicable to profits attributable to foreign shareholders; 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 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	-	-	-	

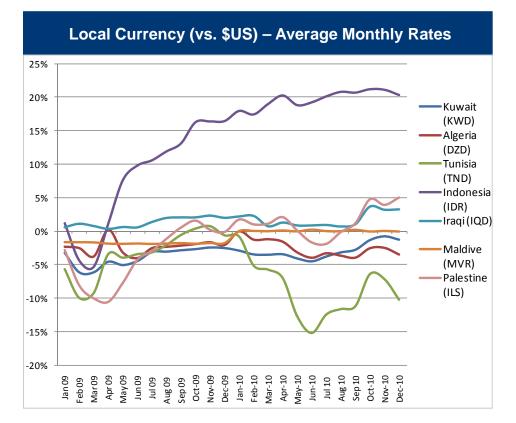


Key operating country statistics

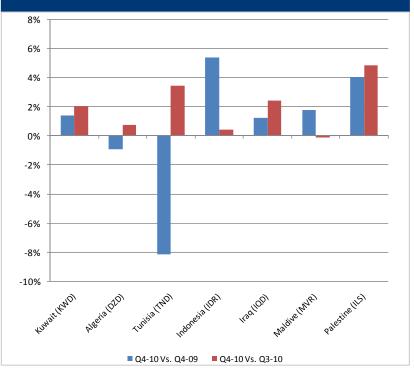
2011 (est.)		Algeria	Indonesia	Iraq	Kuwait	Maldives	Oman	Qatar	KSA	Tunisia
GDP real growth % (2010)		4.0 (3.8)	6.2 (6.0)	11.5 (2.6)	4.4 (2.3)	3.6 (3.4)	4.7 (4.7)	18.6 (16.0)	4.5 (3.4)	4.8 (3.8)
Consumer prices % (2010)		5.2 (5.5)	5.5 (5.1)	5.0 (5.1)	3.6 (4.1)	5.5 (4.5)	3.5 (4.4)	3.0 (1.0)	5.3 (5.5)	3.5 (4.5)
Population (millions)	2010	35.5	234.6	32.0	3.6	0.32	3.0	1.7	26.1	10.5
	2012	37.6	241.0	33.6	3.8	0.33	3.2	1.8	27.3	10.8
GDP/Capita USD at PPP (2010)		\$7,368 (\$7,102)	\$4,648 (\$4,380)	\$3,965 (\$3,599)	\$39,684 (\$38,293)	\$5,654 (\$5,483)	\$26,861 (\$26,198)	\$101,827 (\$88,233)	\$24,596 (\$23,743)	\$9,968 (\$9,489)



Foreign exchange



Fluctuation of Average Quarterly Rates (vs. \$US)



Constant \$US Pegged Currencies

- Qatari Riyal (QAR) = 0.274 \$US
- Omani Rial (OMR) = 2.60 \$US
- Saudi Riyal (SAR) = 0.267 \$US

