

March 10, 2010

## QATAR TELECOM (QTEL.QA)

**12-Month Fair Value: QAR 180**

**Last Close (9 March, 2010): QAR 149.9**

**Recommendation: Buy - Risk Level: 4**

- Qtel's posted an 18% increase in total revenue in FY2009 to QAR 24 billion- a result that is 5% below our forecast. Qtel is facing increased competition in key markets namely Qatar, Kuwait and Indonesia.
- In Qatar, we saw an aggressive price competition on the prepaid front between Qtel and Vodafone-Qatar (Qtel's prepaid ARPU dropped by 12% QoQ). Total mobile revenue witnessed a flat growth YoY and 13% decline QoQ. Revenue from the Qatari operation contributed to 24% of total revenue for FY2009 versus 27% in FY2008.
- In Kuwait, the cancellation of the called party pays charge, that occurred at the end of December 2008, pressured total revenue in FY2009 17% down compared to FY2008. Thus, the contribution of Kuwait operation declined from 15% in FY2008 to 11% in FY2009. However, the company is trying to retain subscribers by adapting a segmented approach. For example, the company introduced Maxpress which targets prepaid subscribers with high minutes of usage.
- In Indonesia, the appointment of the new management team is starting to pay off. Revenue as of 4Q2009 increased by 14% compared to 4Q2008. As for the revenue contribution to the group revenue increased from 20% in FY2008 to 27% in FY2009.
- The operation in Iraq still represents a growth story for Qtel; the company is still focusing on network growth and expanding services. Total revenue grew by 40% YoY and contributed to 17% of total revenue in FY2009.
- At the end 2009, total consolidated subscribers under Qtel group reached 60.5 million, a growth of 13% compared to 2008. The Indonesian operation contributed to around 56% of total subscribers.
- Consolidated EBITDA increased by 15% during FY2009 (8% lower than our forecast) which translates into an EBITDA margin of 47% compared to 48% in 2008. It is important to note that EBITDA in Qatar and Kuwait declined by 2% and 25.5% respectively due to increased competition.
- Net profit increased by 21% YoY and reached QAR 2.7 billion. During 4Q2009, Wataniya group (Qtel owns 52.5% of Wataniya group) recorded an impairment loss of KD 4.2 million against a goodwill related to two of its subsidiaries. Thus, Qtel's net profit was affected negatively.
- We will be issuing an update on Qtel to incorporate the latest financial performance. We maintain our "Buy" recommendation with a 12-month target value of QAR 180 per share. Our fair value target is 20% above Qtel's latest market price of QAR 149.9.

### Diala Hoteit

T. +971 4365 2855

E. diala.hoteit@nbkcapital.com

### Related Research

- Qtel Analyst Comment - 20 January 2010
- Qtel Analyst Comment - 25 October 2009
- Qtel Initiation of Coverage - 15 October 2009

**RISK AND RECOMMENDATION: GUIDE**

RECOMMENDATION		UPSIDE (DOWNSIDE) POTENTIAL		
BUY		MORE THAN 20%		
ACCUMULATE		BETWEEN 5% AND 20%		
HOLD		BETWEEN -10% AND 5%		
REDUCE		BETWEEN -25% AND -10%		
SELL		LESS THAN -25%		
RISK LEVEL				
LOW RISK			HIGH RISK	
1	2	3	4	5

**DISCLAIMER:**

The information, opinions, tools, and materials contained in this report (the "Content") are not addressed to, or intended for publication, distribution to, or use by, any individual or legal entity who is a citizen or resident of or domiciled in any jurisdiction where such distribution, publication, availability, or use would constitute a breach of the laws or regulations of such jurisdiction or that would require Watani Investment Company KSCC ("NBK Capital") or its subsidiaries or its affiliates to obtain licenses, approvals, or permissions from the regulatory bodies or authorities of such jurisdiction. The Content, unless expressly mentioned otherwise, is under copyright to NBK Capital. Neither the Content nor any copy of it may be in any way reproduced, amended, transmitted to, copied, or distributed to any other party without the prior express written consent of NBK Capital. All trademarks, service marks, and logos used in this report are trademarks or service marks or registered trademarks or registered service marks of NBK Capital.

The Content is provided to you for information purposes only and is not to be used, construed, or considered as an offer or the solicitation of an offer to sell or to buy or to subscribe for any investment (including but not limited to securities or other financial instruments). No representation or warranty, express or implied, is given by NBK Capital or any of its respective directors, partners, officers, affiliates, employees, advisors, or representatives that the investment referred to in this report is suitable for you or for any particular investor. Receiving this report shall not mean or be interpreted that NBK Capital will treat you as its customer. If you are in doubt about such investment, we recommend that you consult an independent investment advisor since the investment contained or referred to in this report may not be suitable for you and NBK Capital makes no representation or warranty in this respect.

The Content shall not be considered investment, legal, accounting, or tax advice or a representation that any investment or strategy is suitable or appropriate for your individual circumstances or otherwise constitutes a personal recommendation to you. NBK Capital does not offer advice on the tax consequences of investments, and you are advised to contact an independent tax adviser.

The information and opinions contained in this report have been obtained or derived from sources that NBK Capital believes are reliable without being independently verified as to their accuracy or completeness. NBK Capital believes the information and opinions expressed in this report are accurate and complete; however, NBK Capital gives no representations or warranty, express or implied, as to the accuracy or completeness of the Content. Additional information may be available upon request. NBK Capital accepts no liability for any direct, indirect, or consequential loss arising from the use of the Content. This report is not to be relied upon as a substitution for the exercise of independent judgment. In addition, NBK Capital may have issued, and may in the future issue, other reports that are inconsistent with and reach different conclusions from the information presented in this report. Those reports reflect the different assumptions, views, and analytical methods of the analysts who prepared the reports, and NBK Capital is under no obligation to ensure that such other reports are brought to your attention. NBK Capital may be involved in many businesses that relate to companies mentioned in this report and may engage with them. Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information, opinions, and estimates contained in this report reflect a judgment at the report's original date of publication by NBK Capital and are subject to change without notice.

The value of any investment or income may fall as well as rise, and you may not get back the full amount invested. Where an investment is denominated in a currency other than the local currency of the recipient of the research report, changes in the exchange rates may have an adverse effect on the value, price, or income of that investment. In the case of investments for which there is no recognized market, it may be difficult for investors to sell their investments or to obtain reliable information about their value or the extent of the risk to which they are exposed.

NBK Capital has not reviewed the addresses of, the hyperlinks to, or the websites referred to in the report and takes no responsibility for the content contained therein. Such address or hyperlink (including addresses or hyperlinks to NBK Capital's own website material) is provided solely for your convenience and information, and the content of the linked site does not in any way form part of this document. Accessing such websites or following such links through this report or NBK Capital's website shall be at your own risk.

**© COPYRIGHT NOTICE**

This is a publication of NBK Capital. No part of this publication may be reproduced or duplicated without the prior consent of NBK Capital.

**NBK CAPITAL****Kuwait****Head Office**

38th Floor, Arraya II  
Al Shuhada Street, Block 6, Sharq  
P.O.Box 4950, Safat 13050  
Kuwait  
T. +965 2224 6900  
F. +965 2224 6905

**MENA Research**

35th Floor, Arraya II  
Al Shuhada Street, Block 6, Sharq  
P.O.Box 4950, Safat 13050, Kuwait  
T. +965 2224 6663  
F. +965 2224 6905  
E. menaresearch@nbkcapital.com.kw

**Brokerage**

37th Floor, Arraya II  
Al Shuhada Street, Block 6, Sharq  
P.O.Box 4950, Safat 13050, Kuwait  
T. +965 2224 6964  
F. +965 2224 6978  
E. brokerage@nbkcapital.com

**United Arab Emirates****NBK Capital Limited**

Precinct Building 3, Office 404  
Dubai International Financial Center  
P.O.Box 506506  
Dubai, UAE  
T. +971 4 365 2800  
F. +971 4 365 2805

**Turkey****NBK Capital**

Arastima ve Musavirlik AS,  
Sun Plaza, 30th Floor,  
Dereboyu Sk. No.24  
Maslak 34398, Istanbul, Turkey  
T. +90 212 276 5400  
F. +90 212 276 5401

**NATIONAL BANK OF KUWAIT****Kuwait****National Bank of Kuwait SAK**

Abdullah Al-Ahmed Street  
P.O. Box 95, Safat 13001  
Kuwait City, Kuwait  
T. +965 2242 2011  
F. +965 2243 1888  
Telex: 22043-22451 NATBANK

**Jordan****National Bank of Kuwait SAK**

**Head Office**  
Al Hajj Mohd Abdul Rahim Street  
Hijazi Plaza, Building # 70  
P.O.Box 941297,  
Amman -11194, Jordan  
T. +962 6 580 0400  
F. +962 6 580 0441

**United States of America****National Bank of Kuwait SAK**

**New York Branch**  
299 Park Avenue, 17th Floor  
New York, NY 10171, USA  
T. +1 212 303 9800  
F. +1 212 319 8269

**United Kingdom****National Bank of Kuwait (Intl.) Plc**

**Head Office**  
13 George Street,  
London W1U 3QJ, UK  
T. +44 20 7224 2277  
F. +44 20 7224 2101

**NBK Investment Management Limited**

13 George Street  
London W1U 3QJ, UK  
T. +44 20 7224 2288  
F. +44 20 7224 2102

**France****National Bank of Kuwait (Intl.) Plc**

**Paris Branch**  
90 Avenue des Champs-Elysees  
75008 Paris, France  
T. +33 1 5659 8600  
F. +33 1 5659 8623

**Singapore****National Bank of Kuwait SAK**

**Singapore Branch**  
9 Raffles Place #51-01/02  
Republic Plaza, Singapore 048619  
T. +65 6222 5348  
F. +65 6224 5438

**Vietnam****National Bank of Kuwait SAK**

**Vietnam Representative Office**  
Room 2006, Sun Wah Tower  
115 Nguyen Hue Blvd, District 1  
Ho Chi Minh City, Vietnam  
T. +84 8 3827 8008  
F. +84 8 3827 8009

**China****National Bank of Kuwait SAK**

**Shanghai Representative Office**  
Suite 1003, 10th Floor,  
Azia Center, 1233 Lujiazui Ring Rd.  
Shanghai 200120, China  
T. +86 21 6888 1092  
F. +86 21 5047 1011

**ASSOCIATES****Qatar****International Bank of Qatar (QSC)**

Suhaim bin Hamad Street  
P.O.Box 2001  
Doha, Qatar  
T. +974 447 3700  
F. +974 447 3710

**Turkey****Turkish Bank**

**Head Office**  
Valikonagl Avenue No. 1  
P.O.Box 34371 Nisantasi,  
Istanbul, Turkey  
T. +90 212 373 6373  
F. +90 212 225 0353

**INTERNATIONAL NETWORK****Bahrain****National Bank of Kuwait SAK**

**Bahrain Branch**  
Seef Tower, Al-Seef District  
P.O. Box 5290, Manama, Bahrain  
T. +973 17 583 333  
F. +973 17 587 111

**Saudi Arabia****National Bank of Kuwait SAK**

**Jeddah Branch**  
Al-Andalus Street, Red Sea Plaza  
P.O. Box 15385  
Jeddah 21444, Saudi Arabia  
T. +966 2 653 8600  
F. +966 2 653 8653

**United Arab Emirates****National Bank of Kuwait SAK**

**Dubai Branch**  
Sheikh Rashed Road, Port Saeed  
Area, ACICO Business Park  
P.O. Box 88867, Dubai  
United Arab Emirates  
T. +971 4 2929 222  
F. +971 4 2943 337

**Lebanon****National Bank of Kuwait**

**(Lebanon) SAL**  
Sanayeh Head Office  
BAC Building, Justinian Street  
P.O. Box 11-5727, Riyad El Solh  
1107 2200 Beirut, Lebanon  
T. +961 1 759 700  
F. +961 1 747 866

**Iraq****Credit Bank of Iraq**

Street 9, Building 187  
Sadoon Street, District 102  
P.O.Box 3420, Baghdad, Iraq  
T. +964 1 7182198/7191944  
+964 1 7188406/7171673  
F. +964 1 7170156

**Egypt****Al Watany Bank of Egypt**

13 Al Themar Street  
Gameat Al Dowal AlArabia  
Fouad Mohie El Din Square  
Mohandessin, Giza, Egypt  
T. +202 333 888 16/17  
F. +202 333 79302