



Earnings Flash Note
Vodafone Qatar
4Q 2023 / FY 2023



Vodafone Qatar (VFQS)

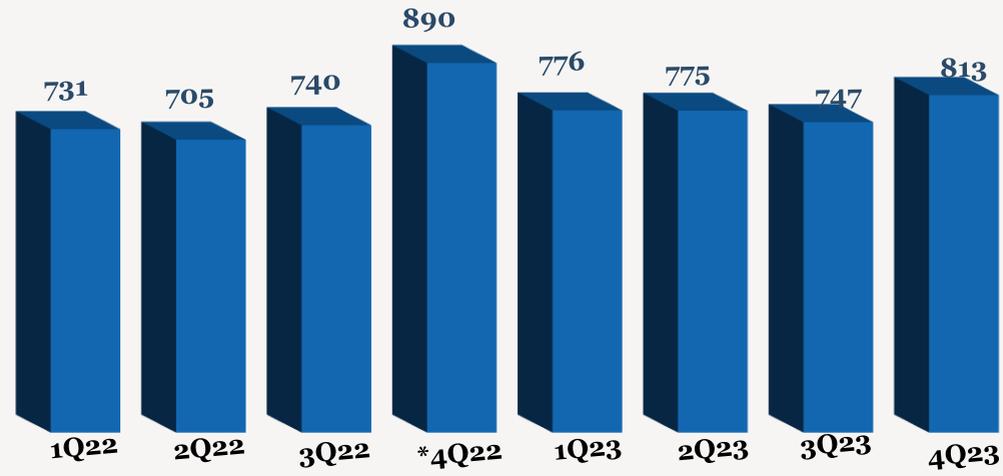
- > For FY2023, net profit increased by 7.5% YoY to QR540.0mn. Net profit increased by 11.2% YoY to QR147.9mn (+11.8% QoQ) in 4Q2023 excluding the World Cup impact. Net profit growth was aided by higher EBITDA.
- > For FY2023, revenue increased 1.5% YoY to QR3,110.8mn. For 4Q2023, revenue grew by 6.8% YoY to QR812.6mn, excluding impact of the World Cup. Revenue was helped by service revenue growth of 4.6% along with higher equipment sales.
- > 4Q2023 EBITDA on a normalized basis (excluding the World Cup) increased by 6.0% YoY to QR335.5mn (+6.2% QoQ) following service revenue growth.
- > For FY2023, EPS was 0.13 vs 0.12 in FY2022.
- > As of 24th Jan 2024, the stock has increased by 0.4% YTD, outperforming the QSE Index, which was down by 4.2% YTD.
- > The stock is currently trading at a TTM P/E multiple of 14.9x, lower than its 3Y historical average of 21.0x. For now, we maintain our PT of QR 2.07/share and our Accumulate rating.
- > Board of Directors have recommended the distribution of a cash dividend of 11% of the nominal share value, i.e. QR 0.11 per share, which will be presented at the Company's next Annual General Assembly for approval.

FY 2023 Earnings Performance

	FY2023	FY2022	YoY
Revenue	3,110.8	3,065.9	1.5%
Operating Profit	604.7	544.5	11.1%
Operating Margin	19.4%	17.8%	
EBITDA	1,285.9	1,233.6	4.2%
EBITDA Margin	41.3%	40.2%	
Net Profit	540.0	502.4	7.5%
Net Margin (%)	17.4%	16.4%	
EPS (QR)	0.13	0.12	7.5%

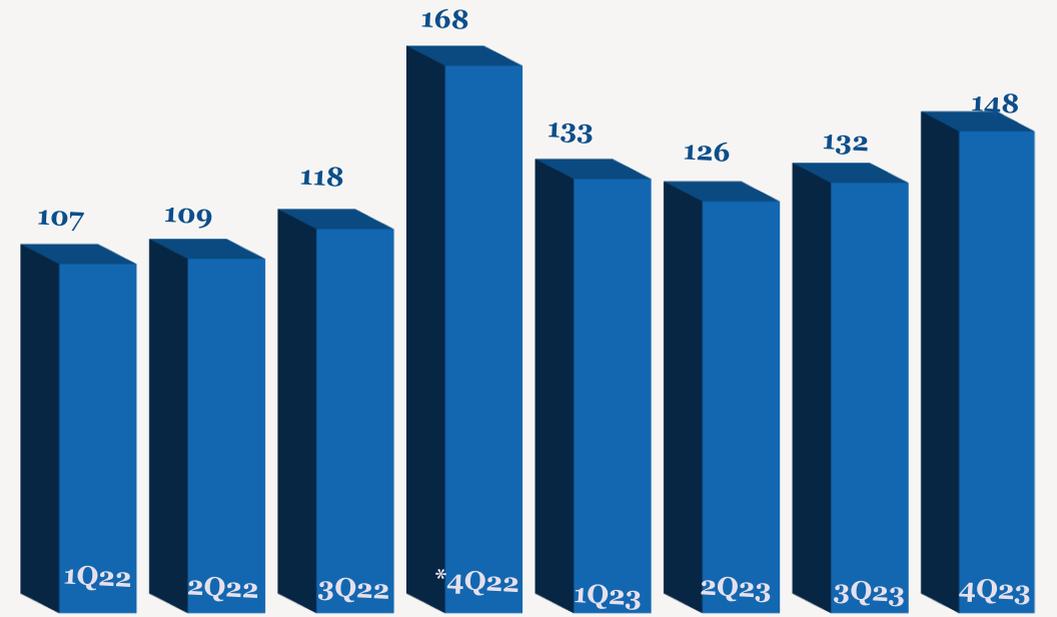
Note: Values are expressed in QR'mn unless explicitly stated

Quarterly Sales Trend (QRmn)



*Includes the impact of the World Cup

Quarterly Earnings Trend (QRmn)



*Includes the impact of the World Cup

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