

the ballparks

Oct 18, 2010

Devices (forecast shipments in 2010)

PCs	: 350+ million units
Notebooks	: 170 million
Netbooks	: 40 million
Tablets	: 19.2 million (of which iPads = 82%)

Source : FT Oct 15th 2010

3D TV sets (global sales estimates)

2010e	: 3 million sets
2015f	: 78 million (40% of all TV sets)

Source : iSuppli / FT Oct 5th 2010

Qatar telecom scene

→ Falling ARPU due to price war after the launch of Vodafone

ARPU as at end 2008 : USD 55

ARPU as at end 2009 : USD 36

Long run projection : USD 30

(HSBC estimates)

→ Vodafone gained 18% market share in its first year of operation

→ Qtel net profit as at end 2009 : USD 329.5 Million (double of previous year)

→ However , excluding royalty fee reduction benefit , NP = USD 180 Mn (+ 11% vs PY)

→ Overall 67 million customer base across 17 countries including majority stakes in Indonesian PT Indosat and Kuwaiti Wataniya

Source : FT Jul 13th 2010