

PRESS RELEASE

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Q.NBN and Qtel sign milestone agreement to bring broadband fibre benefits to Qatar

Doha, Qatar (30 April 2012): Qatar National Broadband Network (Q.NBN) and Qtel have signed a milestone Infrastructure Access Agreement (IAA) that marks another major step forward in bringing high speed communications to Qatar. The agreement was signed by H.E. Sheikh Saud bin Nasser Al Thani, Chief Executive Officer, Qtel Qatar and Mohamad Al-Mannai, Q.NBN's Chief Executive Officer. The signing ceremony was attended by Dr. Hessa Al-Jaber, ictQATAR Secretary General.

The Agreement builds on the relationship and cooperation established between Q.NBN and Qtel with a "Heads of Agreement," signed last July which was the first step to defining a framework through which both parties could work together to support the government of Qatar's goal of accelerating implementation of high speed broadband services for households, businesses and government agencies.

Under the agreement, Qtel will supply Q.NBN with duct network access and access to other passive telecommunications infrastructure over the next 20 years.

"This Agreement reflects Qatar's Vision 2030 to bring high speed broadband connectivity to the country with enhanced multimedia communications to fuel Qatar's knowledge economy. The co-operation between Q.NBN and Qtel will improve the lives of people in Qatar and support the country's economy by providing the communications infrastructure Qatar needs to be competitive," said Mohamad Al-Mannai, Q.NBN Chief Executive Officer.

"Qtel is delighted to sign this new milestone agreement as it reflects our shared commitment to advance our society through cooperation on this important national initiative. Qtel will not spare any of its extensive experience and resources in making Q.NBN a success for the benefit of all living and working in Qatar. Fibre will have a transformative effect on economic and social development in Qatar, bringing a world of information and education to the nation. This agreement is, another vital step forward in our shared goal of making Qatar one of the most connected countries in the world, said H.E. Sheikh Saud bin Nasser Al Thani, Chief Executive Officer, Qtel Qatar.

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Notes to Editors:**ABOUT Q.NBN**

Qatar National Broadband Network Company (Q.NBN) is an independent company wholly owned by the government, with a mandate to enable accessible high-speed communications with the right cutting edge technology platform across Qatar. Through its visionary and collaborative approach to the market, Q.NBN will help to empower the nation with broadband fibre access to citizens and businesses alike in line with the Qatar ICT Strategy 2015.

Q.NBN aims to have maximum coverage by 2015 as it serves the wider digitization agenda of the country. The next generation fibre optics network which is the alternative to copper will become exponentially faster, bringing community and enterprise benefits of enhanced delivery of services, cost savings, increased competitiveness and improved sustainability.

Recent research shows that doubling the broadband speed increases an economy's GDP by 0.3%.

Q.NBN will focus solely on the deployment of a passive network infrastructure, providing equal and open access to operators to offer choice for the end-user and efficiently leveraging existing and new infrastructure in Qatar. Q.NBN, one of the first government initiatives in the region, will position Qatar as the best connected country in the GCC and one of the most connected in the world. Q.NBN operates within the existing laws and under license conditions issued by ictQATAR.

About Qtel

Qatar Telecom (Qtel) provides a full range of telecommunications services in Qatar and across its presence in 17 countries. Our vision is to be among the top 20 telecommunications companies in the world by 2020 through expansion in both the MENA region and South East Asia.

The Qtel Group's principle activities are mobile telephone services, broadband solutions, digital futures and fibre technologies, serving both consumer and business markets. Qtel is pursuing an ambitious strategy for Fibre and LTE technologies in Qatar, aiming to deliver the fastest-ever Internet experience on the most reliable network throughout the country. Qtel launched its commercial Qtel Fibre offering in January 2012, and received the bandwidth allocation for LTE technology in April 2012.

Headquartered in Doha, Qatar, the Qtel Group is ambitiously growing its global business on the basis of its insights into the needs of customers in emerging markets. Qtel Group's ultimate parent company is Qatar Telecom (Qtel) Q.S.C., whose shares are listed on the Qatar Exchange and the Abu Dhabi Securities Exchange.