Omani Qatari Telecommunications Company SAOG

Interim condensed financial statements

30 SEPTEMBER 2011

<u>Registered office and</u> principal place of business:

Nawras Building PO Box 874 PC 111 Central Post office Sultanate of Oman

Omani Qatari Telecommunications Company SAOG

Independent auditor's review report

and interim condensed financial statements for the period ended 30 September 2011

	Pages
Independent auditor's review report	1
Interim condensed statement of income	2
Interim condensed statement of comprehensive income	3
Interim condensed statement of financial position	4
Interim condensed statement of changes in equity	5
Interim condensed statement of cash flows	6
Notes to the interim condensed financial statements	7 - 17

Independent auditor's review report to the Directors of Omani Qatari Telecommunications Company SAOG

Introduction

We have reviewed the accompanying interim condensed financial statements of Omani Qatari Telecommunications Company SAOG (the "company") as at 30 September 2011, comprising the interim condensed statement of financial position as at 30 September 2011 and the related interim condensed statements of income, comprehensive income, changes in equity and cash flows for the nine month period then ended and explanatory notes. The management is responsible for the preparation and presentation of

these interim condensed financial statements in accordance with International Accounting Standard IAS 34 Interim Financial Reporting ("IAS 34"). Our responsibility is to express a conclusion on these interim condensed financial statements based on our review.

Scope of review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing. Consequently, it does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim condensed financial statements are not prepared, in all material respects, in accordance with IAS 34.

Deloitte & Touche (M.E.) & Co. LLC Muscat, Sultanate of Oman XX October 2011

		Three	months ended	Nine	months ended
		30 September			30 September
		2011	2010	2011	2010
	Notes	RO'000	RO'000	RO'000	RO'000
		Reviewed	Reviewed	Reviewed	Reviewed
Revenue	2	49,185	47,740	146,099	138,973
Other income		42	246	299	253
		49,227	47,986	146,398	139,226
Operating expenses		(7,027)	(6,887)	(21,977)	(20,976)
General and administrative expenses		(16,106)	(16,914)	(51,807)	(45,619)
Depreciation and amortisation		(6,882)	(5,931)	(20,199)	(17,760)
Royalty		(3,107)	(3,076)	(9,262)	(8,519)
Financing costs		(794)	(967)	(2,577)	(3,098)
PROFIT BEFORE TAX		15,311	14,211	40,576	43,254
Income tax expense	3	(1,836)	(1,713)	(4,982)	(5,210)

PROFIT FOR THE PERIOD		13,475	12,498	35,594	38,044
Basic and diluted earnings per share (RO)	4	0.021	0.019	0.055	0.058

The attached notes 1 to 15 form part of these interim condensed financial statements.

	Three	months ended 30 September	Nin	e months ended 30 September
	2011	2010	2011	2010
	RO'000	RO'000	RO'000	RO'000
	Reviewed	Reviewed	Reviewed	Reviewed
Profit for the period	13,475	12,498	35,594	38,044
Other comprehensive income				
Net unrealised gain on cash flow hedges	431	295	1,279	900
Income tax effect	(51)	293	(153)	293

Other comprehensive income for the period	380	588	1,126	1,193
Total comprehensive income for the period	13,855	13,086	36,720	39,237

			~
The attached notes 1 to	15 form part of thes	e interim condensed :	financial statements.

<u> </u>			Audited
		30 September	31 December
	Notes	2011	2010
ASSETS		RO'000	RO'000
Non current assets			
Property, plant and equipment	5	173,808	165,621
License fee	6	43,356	46,119
		217,164	211,740
Current assets			
Inventories		523	382
Receivables and prepayments		27,207	29,648

	31,245	49,343
	58,975	79,373
	276,139	291,113
	65,094	65,094
	11,929	11,929
7	2	(1,732)
	78,875	68,017
	155,292	143,308
8	21.018	55,050
0		3,232
7	5,500	324
9	1.556	2,246
	231	153
		61,005
	27,211	01,005
	45,658	56,366
8	33,215	15,885
9	1,310	-
7	689	1,644
		6,282
3	5,230	6,623
	93,636	86,800
	120,847	147,805
	276,139	291,113
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These interim condensed financial statements were approved and authorised for issue by the Board of Directors on 26 October 2011.

_____Director _____CEO

The attached notes 1 to 15 form part of these interim condensed financial statements.

		Share		Cumulative		
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	capital	Statutory reserve	changes in fair values	Retained earnings	Total
	RO'000	RO'000	RO'000	RO'000	RO'000
At 1 January 2010	65,094	6,931	(3,340)	23,035	91,720
Profit for the period	-	-	-	38,044	38,044
Other comprehensive income for the period	-	-	1,193	-	1,193
Total comprehensive income for the period	-	-	1,193	38,044	39,237
At 30 September 2010	65,094	6,931	(2,147)	61,079	130,957
At 1 January 2011	65,094	11,929	(1,732)	68,017	143,308
Profit for the period	-	-	-	35,594	35,594
Other comprehensive income for the period	-	-	1,126	-	1,126
Total comprehensive income for the period			1,126	35,594	36,720
Dividends paid	-	-	-	(24,736)	(24,736)
At 30 September 2011	65,094	11,929	(606)	78,875	155,292

Transfer to statutory reserve is made on annual basis.

The attached notes 1 to 15 form part of these interim condensed fir		Nine mont 30 Sept	
		2011	2010
	Notes	RO'000	RO'000
OPERATING ACTIVITIES		Reviewed	Reviewed
Profit before tax		40,576	43,254
Adjustments for:			,
Depreciation	5	17,436	15,000
Amortisation	6	2,763	2,760
Interest income		(52)	(32)
Accrual for employees' end of service benefits		227	181
IPO incentive – shadow shares		(322)	1,265
Employee retention – Long term incentive		837	
Financing costs		2,428	2,920
Profit on disposal of property, plant and equipment		(8)	(4)
Unwinding of discount of site restoration provision		149	178
Onwhiding of discount of site restoration provision		149	170
Operating profit before working capital changes		64,034	65,522
Working capital changes:			
Inventories		(141)	(151)
Receivables and prepayments		2,441	(5,748)
Payables, accruals and deferred revenue		(9,456)	6,531
Cash from the operations		56,878	66,154
Interest paid		(2,428)	(2,920)
Income tax paid		(6,450)	(4,299)
Employees' end of service benefits paid		(121)	(58)
Net cash from operating activities		47,879	58,877
INVESTING ACTIVITIES			
Purchase of property, plant and equipment	5	(25,499)	(54,768)
Interest income		52	32
Proceeds on disposal of property, plant and equipment		8	64
Net cash used in investing activities		(25,439)	(54,672)
FINANCING ACTIVITIES			
Repayment of term loan		(15,802)	(12,018)
Long term loan draw down		(,00_)	11,553
Dividends paid	10	(24,736)	11,555

The attached notes 1 to 15 form part of these interim condensed financial statements.

Net cash used in financing activities	(40,538)	(465)
(DECREASE) / INCREASE IN CASH AND CASH EQUIVALENTS	(18,098)	3,740
Cash and cash equivalents at the beginning of the period	49,343	20,520
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	31,245	24,260

The attached notes 1 to 15 form part of these interim condensed financial statements.

1 ACCOUNTING POLICIES

The interim condensed financial statements of the company are prepared in accordance with International Accounting Standard 34, Interim Financial Reporting. The accounting policies used in the preparation of the interim condensed financial statements are consistent with those used in the preparation of the annual financial statements for the year ended 31 December 2010.

The interim condensed financial statements do not contain all information and disclosures required for full financial statements prepared in accordance with International Financial Reporting Standards and should be read in conjunction with the company's annual financial statements as at 31 December 2010. In addition, results for the nine months ended 30 September 2011 are not necessarily indicative of the results that may be expected for the financial year ending 31 December 2011.

The interim condensed financial statements are prepared in Rial Omani (RO), rounded to the nearest thousand except when otherwise indicated.

	Three month	s ended	Nine months ended		
	30 September		30 September		
	2011	2011	2010	2011	2010
	RO'000	RO'000	RO'000	RO'000	
Traffic	39,494	44,247	115,059	114,131	
One time and recurring charges	4,555	(3,034)	12,097	8,456	
Interconnection revenue	6,735	6,410	20,212	16,700	
Inbound Roaming	88	1,635	3,354	4,207	
Others	342	470	1,233	1,490	
	51,214	49,728	151,955	144,984	
Less : Distributor discounts	(2,029)	(1,988)	(5,856)	(6,011)	
	49,185	47,740	146,099	138,973	

2 **REVENUE**

INCOME TAX

	Three months ended			Nine months ended		
	30 Sept	ember		30 September		
	2011	2010		2011	2010	
	RO'000	RO'000		RO'000	RO'000	
Statement of income						
Current period	1,717	1,879		5,057	5,611	
Deferred tax relating to origination and						
reversal of temporary differences	119	(166)		(75)	(401)	
	1,836	1,713		4,982	5,210	
						

INCOME TAX (Continued)

				Audited
			30 September	31 December
			2011	2010
			RO'000	RO'000
Current liability				
Current period			5,057	6,470
Prior period/year			173	153
			5,230	6,623
	Three mor	<i>iths ended</i>	Nine month	hs ended
		tember	30 Septe	ember
	2011	2010	2011	2010
	RO'000	RO'000	RO'000	RO'000
Deferred tax asset / (liability)				
Beginning of the period	(61)	299	(153)	64
Movement for the period through				
statement of income	(119)	166	75	401
Movement for the period through				
statement of other comprehensive income	(51)	293	(153)	293
At the end of the period	(231)	758	(231)	758

The tax rate applicable to the company is 12% (2010: 12%). Deferred tax asset/liability is recorded at 12% (2010:12%). For the purpose of determining the taxable results for the period, the accounting profit of the company has been adjusted for tax purposes. Adjustments for tax purposes include items relating to both income and expense. The adjustments are based on the current understanding of the existing laws, regulations and practices.

The company's tax assessments up to 2006 have been completed.

4 EARNINGS PER SHARE

Basic earnings per share are calculated by dividing the profit for the period by the weighted average number of shares outstanding during the period as follows:

	Three months ended 30 September		Nine month 30 Septe	
	2011 2010		2011	2010
Profit for the period (<i>RO</i> '000)	13,475	12,498	35,594	38,044
Weighted average number of shares outstanding for the period (number in				
thousand)	650,944	650,944	650,944	650,944
Basic earning per share (RO)	0.021	0.019	0.055	0.058

No figure for diluted earnings per share has been presented as the company has not issued any instruments which would have an impact on earnings per share when exercised.

5 PROPERTY, PLANT AND EQUIPMENT

	Mobile/fixed exchange and network equipment RO '000	Subscriber apparatus and other equipment RO '000	Buildings RO '000	Capital work in progress RO '000	Total RO '000
Cost					
1 January 2011	175,293	24,762	363	36,181	236,599
Additions	4,547	1,992	82	19,002	25,623
Capitalised during the period	14,640	122	434	(15,196)	-
Disposals	-	(22)	-	-	(22)
30 September 2011	194,480	26,854	879	39,987	262,200
Depreciation					
1 January 2011	52,544	18,368	66	-	70,978
Charge for the period	15,313	2,063	60	-	17,436
Disposals	-	(22)	-	-	(22)
30 September 2011	67,857	20,409	126	-	88,392
Net book value					
30 September 2011	126,623	6,445	753	39,987	173,808
31 December 2010	122,749	6,394	297	36,181	165,621

Addition for the period ended 30 September 2011 includes provision for site restoration cost of OMR 123,510. This has been excluded from the cash outflow on purchase of property plant and equipment in the statement of cash flow.

6 LICENSE FEE

	Mobile	Fixed line	
	license	license	Total
	RO'000	RO'000	RO'000
Cost			
Balance at 1 January 2011	42,331	21,403	63,734
Amortisation			
Balance at 1 January 2011	16,327	1,288	17,615
Amortisation during the period	2,123	640	2,763
Balance at 30 September 2011	18,450	1,928	20,378
Net book value			
At 30 September 2011	23,881	19,475	43,356
At 31 December 2010	26,004	20,115	46,119

6 LICENSE FEE (Continued)

License fee represents the amount paid to the Telecommunication Regulatory Authority of the Sultanate of Oman for obtaining the license to operate as fixed and mobile telecommunication service provider. License fee is stated at cost less accumulated amortisation and impairment losses.

In accordance with the terms of a mobile and fixed line licenses granted to the Company, royalty is payable to the Government of the Sultanate of Oman. The royalty payable is calculated based on 7% of the net of predefined sources of revenue and interconnection expenses to local operators.

7 DERIVATIVE FINANCIAL INSTRUMENTS

During 2006, the Company has entered into two interest rate swap arrangements with Qatar National Bank and BNP Paribas with a view to cap its exposure to fluctuating interest rates on its term loan (see note 8). The loan amount covered under the swap agreement as at the reporting date was RO 27,727,200. Under the swap agreements, the Company will pay a fixed interest rate of 5.348% per annum and receive a floating interest rate based on 3 month US \$ LIBOR.

The swap arrangement qualifies for hedge accounting under IAS 39 and as at 30 September 2011, the unrealised loss of RO 689,000 relating to measuring the financial instruments at fair value is included in equity in respect of these contracts (31 December 2010:RO 1,968,000). There was no significant ineffectiveness noted for 2011 and 2010.

The table below shows the negative fair value of the swaps, which is equivalent to the market values, together with the notional amounts analysed by the term to maturity. The notional amount is the amount of the derivative's underlying asset and is the basis upon which changes in the value of derivatives are measured.

		I		No	Notional amount by term to maturity			
	Negative fair value	Notional amount total	1 - 12	e months	More than 1 upto 5 years	Over 5 years		
	RO'000	RO'000		RO'000	RO'000	RO'000		
30 September 2011								
Interest rate swaps	689*	27,727		27,727	-	-		
31 December 2010								
Interest rate swaps	1,968*	38,125		10,398	27,727	-		

*Negative fair value shown under equity in the statement of financial position is net of deferred tax of RO 82,680 (2010: RO 236,000).

8 INTEREST BEARING BORROWINGS

		Audited
	30 September	31 December
	2011	2010
	RO'000	RO'000
Non-current liabilities		
Term loan	55,166	71,050
Less: Deferred financing costs	(33)	(115)
	55,133	70,935
Less: current portion classified under current liabilities	(33,215)	(15,885)
Non-current portion	21,918	55,050

The Company has availed a syndicated long-term loan facility from certain financial institutions aggregating to approximately RO 104 million (2010 - RO 104 million). Qatar National Bank SAQ, Gulf International Bank BSC, Arab Bank PLC and Bank Muscat SAOG are the arrangers of the facility and have collectively appointed Bank Muscat SAOG as the security agent for the secured finance parties. Qatar National Bank SAQ is the co-ordinating bank and also the facility agent.

The facilities are secured by a charge on the Company's dollar proceeds account and the insurance proceeds of property, plant and equipment and corporate guarantees of major shareholders of the Company through Qatar Telecom and Omani Pension Funds. The loan is denominated in United States Dollars and is repayable in nine semi-annual instalments, which commenced from 12 March 2008.

The loan agreement contains certain restrictive covenants which include, restrictions over debt service, debt equity, cash coverage, interest cover ratios, maintenance of a minimum tangible net worth, certain restrictions on the transfer of shares of TDC-Qtel Mina Investcom BSC, disposal of property, plant and equipment and incurrence of additional debt.

During 2007, the Company renegotiated the terms of its existing borrowings and availed additional facilities amounting RO 35 million. The revised agreement was signed on 23 October 2007.

The loan facilities bear interest at US LIBOR plus applicable margins. Current margin percentages on the RO 104 million and RO 35 million facilities are 0.80% and 2% respectively.

The Company has received a market disruption clause notice from some of its lenders which request that finance cost on the RO 104 million loan will be based on LIBOR plus an additional margin. The average annual additional interest paid in relation to this during the period amounted to 0.94% (2010: 1.18%).

		Audited
	30 September	31 December
	2011	2010
Non-current	RO'000	RO'000
Employees' end of service benefits	719	614
Employee retention – Long term incentive	837	-
IPO incentive – Shadow Shares	-	1,632
Liability as at the end of the period	1,556	2,246
Current		
IPO incentive – Shadow Shares	1,310	-
Current Liability as at the end of the period	1,310	-

9 EMPLOYEE BENEFITS

Shadow Shares have been revalued using the share price as of 30 September 2011.

As disclosed in the Company's IPO prospectus a long term incentive plan has been implemented for senior employees. This plan is linked to achieving Return on Capital Employed targets of the company and is effective from 1 January 2011. Eligible employees will be offered shadow shares starting from 2012.

10 DIVIDENDS PAID

Company's shareholders at the annual general meeting held on 26 March 2011 approved a payment of baisa 38 per share as dividend for the financial year ended 31 December 2010 and this was paid in April 2011.

11 RELATED PARTY TRANSACTIONS

Related parties represent associated companies, major shareholders, directors and key management personnel of the Company, and entities controlled, jointly controlled or significantly influenced by such parties. Pricing policies and terms of these transactions are approved by the Company's management.

Details regarding transactions with the related parties included in the financial statements are set out below:

	Three months ended 30 September			
2011 (RO	2011 (RO'000) 2010 (RO'000)			
	Directors		Directors	
Other related	and key	Other related	and key	
parties	management	parties	management	

Director's and key management remuneration	-	212	-	774
Service fee	1,450	-	1,433	-
Other expenses	131	-	322	-
	1,581	212	1,755	774

11 RELATED PARTY TRANSACTIONS (Continued)

		Nine months ended	•		
	2011 (RO'	(000)	2010 (RO'000)		
	Other related parties	Directors and key management	Other related parties	Directors and key management	
Director's and key management remuneration	-	905	-	1,332	
Service fee	4,357	-	4,169	-	
Other expenses	917	-	1,335	-	
	5,274	905	5,504	1,332	

Effective 1 January 2008, the Company has entered into a technical and service agreement with a related party (other related party). In consideration of services provided, the Company pays a service fee to the related party which is calculated annually in an amount equal to three percent of the Company's gross revenue.

Balances with related parties included in the statement of financial position are as follows:

			Aud	lited
	30 Sept	ember	31 Dec	cember
	2011 (R	O'000)	2010 (K	RO'000)
	Receivable and	Trade	Receivable and	Trade
	prepayments	payable	prepayments	payable
Major shareholders – IPO expenses	-	-	-	319
Major shareholders	-	25	-	147
Other related parties	-	2,762	-	1,596
	-	2,787	-	2,062

Compensation of key management personnel

The remuneration of members of key management and directors during the period was as follows:

Three months ended 30 September	Nine months ended 30 September

	2011	2010	2011	2010
	RO'000	RO'000	RO'000	RO'000
Salaries / remuneration and benefits	157	619	725	1,042
Director's remuneration	50	50	150	150
Employees' end of service benefits	5	11	30	46
IPO incentive – shadow shares	-	94	-	94
	212	774	905	1,332

12. EXPENDITURE COMMITMENTS

		Audited
	30 September	31 December
	2011	2010
	RO'000	RO'000
Capital expenditure commitments		
Estimated capital expenditure contracted for at the reporting date but not provided for:		
Property, plant and equipment	9,888	30,211
Operating lease commitments		
Future minimum lease payments:		
Within one year	10,764	8,625
After one year but not more than five years	13,140	16,054
More than five years	14,277	17,080
Total operating lease expenditure contracted for at the reporting date	38,181	41,759

13 CONTINGENT LIABILITIES

Guarantees

At 30 September 2011, the Company had contingent liabilities in respect of performance bond guarantee of RO 6.6 million (2010: OMR 6.6 million) in the ordinary course of business from which it is anticipated that no material liabilities are expected to arise.

Claims

 On 30 June 2010, an international operator has raised debit notes on the Company claiming RO 9,420,000. Out of RO 9,420,000, the international operator had already paid RO 8,558,000 to the Company and the balance amount of RO 862,000 was included in accounts receivable in June 2011 financial statements for which provision has been made for doubtful debts as per the company's provisioning policy. The claim relates to certain transactions made by the international operator's roaming subscribers on the Company's network during 2009 and 2010. On the 2^{nd} October 2011 a settlement agreement was made between the international operator and the company where both parties agreed to settle the dispute as follows:

- International operator to withdraw their claim of OMR 8,558,000.
- The company to raise a credit note of OMR 862,000.
- The Company has recognized the terms of the agreement in the 30 September 2011 financial statements.
- Telecommunication Regulatory Authority (TRA) has raised a concern regarding the calculation of certain fees payable by the Company under its mobile and fixed licences. The Company considers that the approach it has adopted with respect to the relevant fees is correct and in line with regulatory requirements. The amount under consideration is approximately RO 2.4 Million.

14 SEGMENT INFORMATION

Information regarding the Company's operating segments is set out below in accordance with the IFRS 8 – Operating Segments.

For management purpose, the Company is organised into business units based on their product and services and has two reportable operating segments as follows:

- Operation of Global System for Mobile Communication (GSM) for prepaid and post paid services, sale of telecommunication equipment and other associated services.
- Provision of international and national voice and data services from fixed line, sale of telecommunication equipment and other associated services.

Management monitors the operating results of its business for the purpose of making decisions about resource allocation and performance assessment.

Transfer prices between operating segments are on an arms length basis in a manner similar to transactions with third parties.

Segment revenue and results

A segment result represents the profit earned by each segment without allocation of finance income or finance cost.

The Company commenced its fixed line services in May 2010 and its operations are mainly confined to the Sultanate of Oman.

Segmental results for the three months period ended 30 September 2011 are as follows:

	Mobile	Fixed line	Adjustments	Total
	RO'000	RO'000	RO'000	RO'000
Revenue				
External sales	46,205	2,980	-	49,185

Inter-segment sales	721	6,109	(6,830)	-	
Total revenue	46,926	9,089	(6,830)	49,185	
Results					
Depreciation	5,000	951	-	5,951	
Amortisation	715	216	-	931	
`					
Segment results – Profit	14,085	2,020	-	16,105	
				(=0.4)	
Finance expense				(794)	
Profit before taxation				15,311	
Taxation				(1,836)	
Profit for the period				13,475	

14 SEGMENT INFORMATION (Continued)

Segmental results for the three months period ended 30 September 2010 are as follows:

	Mobile	Fixed line	Adjustments	Total
	RO'000	RO'000	RO'000	RO'000
Revenue				
External sales	45,244	2,496	-	47,740
Inter-segment sales	555	5,463	(6,018)	-
Total revenue	45,799	7,959	(6,018)	47,740
Results				
Depreciation	4,447	553	-	5,000
Amortisation	715	216	-	931
`				
Segment results – Profit	17,855	(2,677)	-	15,178
Einanga avnansa				(967)
Finance expense				(907)
Profit before taxation				14,211
Taxation				
талацоп				(1,713)
Profit for the period				12,498

	Mobile	Fixed line	Adjustments	Total
	RO'000	RO'000	RO'000	RO'000
Revenue				
External sales	136,794	9,305	-	146,099
Inter-segment sales	2,270	15,813	(18,083)	-
Total revenue	139,064	25,118	(18,083)	146,099
Results				
Depreciation	14,483	2,953	-	17,436
Amortisation	2,123	640	-	2,763
`				
Segment results – Profit	41,572	1,581	-	43,153
Finance expense				(2,577)
Profit before taxation				40,576
Taxation				(4,982)
-				
Profit for the period				35,594

Segmental results for the nine months period ended 30 September 2011 are as follows:

14 SEGMENT INFORMATION (Continued)

Segmental results for the Nine months period ended 30 September 2010 are as follows:

	Mobile	Fixed line	Adjustments	Total
	RO'000	RO'000	RO'000	RO'000
Revenue				
External sales	135,801	3,172	-	138,973
Inter-segment sales	827	7,691	(8,518)	-
Total revenue	136,628	10,863	(8,518)	138,973
Results				
Depreciation	14,186	814	-	15,000
Amortisation	2,122	638	-	2,760
`				
Segment results – Profit	51,282	(4,930)	-	46,352

Finance expense		(3,098)		
Profit before taxation		43,254		
Taxation		(5,210)		
Profit for the period		38,044		
				=

Capital expenditure incurred for different segments are as follows:

	Nine months ended	Nine months ended	Year ended
	30 September 2011	30 September 2010	31 December 2010
	RO'000	RO'000	RO'000
Property, plant and equipment			
Mobile	10,123	15,502	24,521
• Fixed	15,500	39,805	49,548
	25,623	55,307	74,069

15 COMPARATIVE AMOUNTS

Certain comparative amounts have been reclassified to conform to current period presentation. The reclassifications do not affect the reported profit during the period 2011.