

# Vodacom Group

## Annual results

for the year ended 31 March 2024

HERE'S TO  
THE NEXT

# 30

YEARS OF  
PURPOSE



May 2024

Further together 

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# Our purpose | Connecting for a better future

Pillars

## Empowering people



## Protecting the planet



Themes



Closing digital divide



Empowering customers



Supporting communities



Net zero



Circularity



Biodiversity

Actions

Pursuing **ubiquitous coverage**

Providing **affordable connectivity, devices and platforms**

Connecting and empowering **women**

Delivering platforms for **financial inclusion**

Supporting **SMEs** to thrive in a digital world

Digitalising **larger organisations and critical sectors**

Enabling **education**

Helping **people** with disabilities & people experiencing abuse

Advancing **food security**

Supporting **emergency response** & healthcare

Targeting **net zero** for our **operations** (scope 1&2), incl. innovations like virtual wheeling

Engaging for a **net zero value chain** (scope 3)

Enabling our **customers** to reduce their emissions

Circularity of **network equipment and devices**

Managing general waste and water **consumption**

Understanding and managing **our impact** on **biodiversity**

Supporting **biodiversity** protection through **new technologies**

Maintaining trust



# Strategy | System of Advantage powering our Vision

2017 – 2020



Empowering a  
connected tomorrow

A leading Digital Company

- Commitment to Purpose
- Protecting the Core
- Start of digital transformation journey
- New revenue streams in Financial Services, IoT, Cloud
- Digital capabilities incl. CVM, Big Data, RPA, cloud

2021 – 2025



Connecting for a better future

A leading African TechCo

- Align our Purpose with our Social Contract
- **Footprint strengthen**, with our **customer base evenly split** across South Africa, Egypt, International and Safaricom,
- Diversified our product mix by **scaling new services**
- Digital capabilities incl. AI, ML, loyalty

2027+



Customer | Simplicity | Trust

- Amplify our commitment to Purpose & customers
- Strengthen fundamentals, leveraging partnerships JVs to strengthen coverage, fibre and beyond mobile
- Grow and diversify our fintech business
- Digital capabilities incl. GenAI, Intelligent automation, digital twins



## Where we came from (Mar 2020)



Market share

### Leadership in all markets

Customers

115.5 million

Revenue

R91 billion  
R38 billion (Safaricom)

Financial Services Customers

53.2 million

Contribution to Group Service Revenue

Core:	New Services: <sup>1</sup>
83.4%	16.6%

Contribution to Group Operating Profit

SA:	IB:	Safaricom:
71%	17%	12%

## Where are we now?



Market share

### Leadership in all markets<sup>2</sup>

Customers

203.1 million

Revenue

R151 billion  
R45 billion (Safaricom)

Financial Services Customers

78.9 million

Contribution to Group Service Revenue

Core:	New Services: <sup>1</sup>
80.0%	20.0%

Contribution to Group Operating Profit

SA:	Egypt:	IB:	Safaricom:
55%	25%	12%	8%

## Where are we going? (FY27)



Market share

### Leadership in all markets<sup>2</sup>

Customers

>230 million

Revenue

High single digit growth (CAGR)

Financial Services Customers

>100 million

Contribution to Group Service Revenue

Core:	New Services: <sup>1</sup>
70%-75%	25%-30%

Contribution to Group Operating Profit

SA:  
<50%

<sup>1</sup> New services includes financial and digital services, IoT and fixed.

<sup>2</sup> Excl. Ethiopia where we are a new entrant.

# Healthy markets & leadership | Connecting from Cape to Cairo

# #1

Across our  
footprint



Vodacom-led markets

Safaricom-led markets

## Group metrics

(including Safaricom, 100% basis)<sup>1</sup>



### 79m

#### Financial Services

customers, extending our leading fintech position



### 58%

#### Smartphone

penetration providing structural data opportunity



### 46 000

#### Network sites

and one of Africa's largest tower owners



### >500m

#### Population

supporting scalable partnerships

## Egypt: near-term growth driver



- **ROCE accretive**, market leader with attractive EBITDA margin
- Material **fintech opportunity**, growing >100%
- Asset rich and highly skilled workforce
- Managing FX risk:
  - 54% EGP net income growth, 6% in Euros
  - Price-up in 4Q'24
  - Dividend repatriation



## Ethiopia: longer-term growth driver



- **2 800 towers** built in the year, setting the pace for African TowerCo's
- **4.4 million** customers
- **M-Pesa** customers at 600k
- **Managing** FX & inflation outlook
- **Regulation** enacted to support new entrant status



<sup>1</sup> Vodafone Kenya Limited (VKL), a subsidiary, owns 39.93% of Safaricom. Vodacom Group Limited owns 87.5% of VKL, giving Vodacom an effective holding of 34.94% in Safaricom.

# Product diversification | Growth levers across a balanced portfolio

Service revenue composition %

## Prepaid voice – managed decline

- Network leadership
- Bundled services & personalised offers
- Constructive regulation

## Contract – good growth

- Enhance customer experience with loyalty and content partnerships
- Inflationary price adjustments with more value



Other, including wholesale

## Prepaid data – strong growth

- 4G & 5G network expansion
- Prepaid handset financing & lower cost devices
- Price and elasticity management

## New services – high growth

- **Fibre** footprint across our markets
- Scaling **IoT** in partnership with Vodafone
- Expanding our dual-sided **financial services** ecosystem

**Vodacom Business** comprises **19.1% of SR** from connectivity, new services and wholesale

- Dedicated public sector, enterprise & SME go-to-market strategies
- Unified communications & leveraging global strategic partnerships
- Deepen focus on select verticals e.g. agriculture, healthcare and utilities



# Financial services | Deepening financial inclusion to help economies

Powered by our super-apps



Consumer

Merchant

Drive financial inclusion →

Deepen financial inclusion →

Unlocking economic growth →

Outcomes

### Basic services

- Cash-in cash-out (CICO)
- Peer-to-peer (P2P)
- Airtime and bundle purchase
- Bill payments
- Airtime Advance

### Transfers & payments

- Bank to wallet transfers
- Payment collections
- Disbursements (unrestricted or restricted using vouchers)

### Consumer financial services

- Micro-savings, group savings
- Overdrafts & loans (facilitate)
- International Money Transfer
- Device financing
- Micro-insurance
- Cross-border transactions

### M-Commerce & merchant acquiring

- Merchant acceptance (in-store and online)
- Business-to-business (B2B) payments and cashless distribution
- Digital marketplaces
- Global payments partnerships

### Consumer wealth

- Wealth management products
- Personal finance tools
- Crowdfunding, P2P lending
- Leveraging government welfare programmes
- Q-commerce

### Enabling SME ecosystem

- Agent overdraft and term loans
- Merchant loans
- Stock purchase solutions
- Stock financing
- Agri-loans
- Digital Merchant storefronts

**Case study: Vodacom Tanzania**  
 Contribution of M-Pesa revenue from CICO and P2P  
**FY21: 81% vs FY24: 48%**

**The next growth frontier**

**+ Positively influence** our operating context and society

**+ Larger** addressable market

**+ Revenue growth** of c20% CAGR ambition (FY27)

**+ Enhanced margin** potential

**+ Growing customers** to >100 million (FY27)

# Financial services | Scaling our dual-sided financial services ecosystem



M-Pesa



Vodafone Cash (Egypt)



Vodacom financial services (SA)

## Merchant highlights

Merchants

**>1.0m**  
up **28%**

**One more service**  
building out capabilities across B2B, B2C & C2B

**>10 000**  
merchants

## Consumer highlights

30-day M-Pesa app users

**4.9m** supporting  
**higher ARPU**

**#1 mobile wallet** 15m  
monthly Ana Vodafone app users

**App downloads**  
**10.4m** with  
>100 mini-apps

## FY24 growth driver

**New services**

> 70% of revenue growth from new services (e.g. merchants, lending, savings)

**Scaling users**

52% growth in customers

**Insurance revenue**

Double-digit growth



# Results snapshot | **Strong growth in new services and Vodafone Egypt**

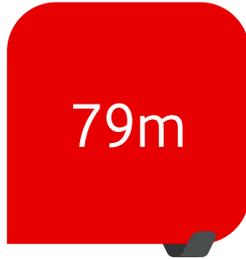
	Revenue	Service revenue	EBITDA	Capital expenditure
	R150.6 billion	R120.9 billion	R56.1 billion	R20.4 billion

**Growth**

Reported	26.4%	29.1%	24.3%	13.6% intensity
Pro-forma (incl. Egypt)^	10.1%	9.2%	7.8%	



Customers<sup>1</sup>  
**9.3% growth**



Financial services customers<sup>1</sup>  
**transacting US\$1.1bn a day**



HEPS, impacted by  
**start-up losses in Ethiopia**



ROCE  
**up from FY23**

<sup>1</sup> Including Safaricom at 100% and Vodafone Egypt in comparative.

^ Pro-forma growth, presented as if the effective date of the Vodafone Egypt acquisition was 1 April 2022 and on a constant currency basis.



# Group composition | Growth profile enhanced by Vodafone Egypt

## Group service revenue

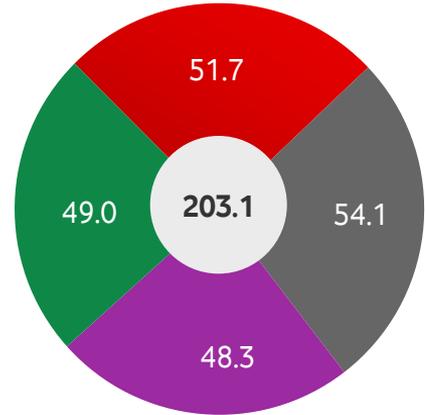
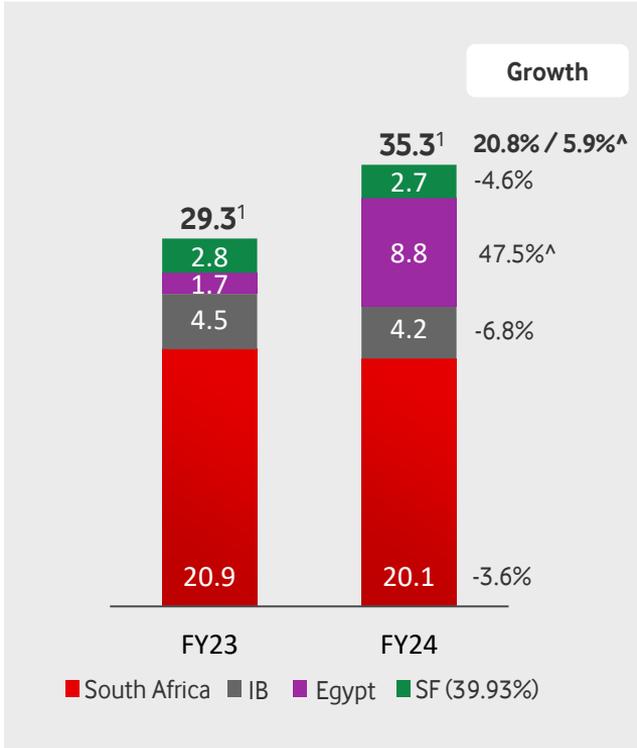
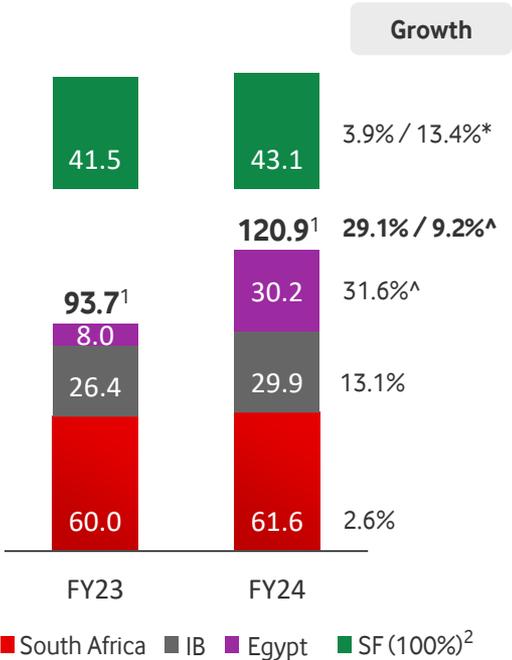
## Group operating profit

## Group customer mix

R billion

R billion

%



<sup>1</sup> Including corporate and eliminations.

<sup>2</sup> Vodafone Kenya Limited (VKL), a subsidiary, owns 39.93% of Safaricom. Vodacom Group Limited owns 87.5% of VKL, giving Vodacom an effective holding of 34.94% in Safaricom.

<sup>^</sup> Pro-forma growth, presented as if the effective date of the Vodafone Egypt acquisition was 1 April 2022 and on a constant currency basis.

\* Normalised adjusts for trading foreign exchange, foreign currency fluctuation on a constant currency basis (using the current period as base) to show a like-for-like comparison of results.



# New services | Diversifying beyond mobile

South Africa

Egypt

International

Safaricom

**New**  
services

16.6%  
**R10.2bn**

15.6%  
**R4.7bn**

30.3%  
**R9.5bn**

46.5%  
**R20.0bn**

- Financial services
- IoT
- Digital services
- Fixed

 New services revenue as % of Service revenue

**Core**  
mobile

83.4%  
**R51.4bn**

84.4%  
**R25.5bn**

69.7%  
**R20.4bn**

53.5%  
**R23.1bn**

 Core mobile revenue as % of Service revenue



# Financial services | Africa's leading fintech platform

100% basis (including Safaricom)

**Financial services customers**

79 million

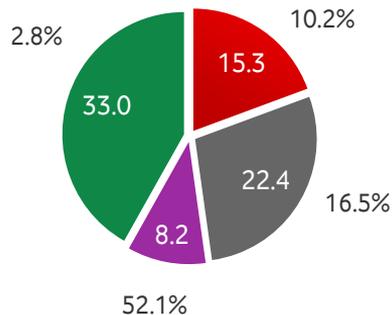
**Mobile money transaction volume**

34.3% growth

**Financial services revenue**

Vodacom R13.0 billion  
Safaricom R18.0 billion

■ SA ■ IB ■ Egypt ■ SF



■ SA ■ IB ■ Egypt ■ SF



million

billion

R billion

39% penetration of 203m base

US\$381 billion of transaction value LTM

VOD 19.9%<sup>^</sup> growth  
SF 19.5%\* growth

Financial services contribution

**Contribution to Group service revenue**

11%

**Contribution to Safaricom service revenue**

42%

**Contribution to Group Profit before tax<sup>#</sup>**

~20%

<sup>^</sup> Pro-forma growth, presented as if the effective date of the Vodafone Egypt acquisition was 1 April 2022 and on a constant currency basis.

\* Normalised growth presents performance on a comparable basis to show a like-for-like comparison of results.

<sup>#</sup> M-Pesa Safaricom PBT is not reported in FY24. PBT margin based on historic disclosure. Actual results may differ from this illustration.

# South Africa highlights | Resilient given challenging macro backdrop

Key indicator	FY24	% change
Revenue (Rm)	88 304	4.2
Service revenue (Rm)	61 621	2.6
Vodacom Business service revenue (Rm)	17 267	(0.8)
New services revenue (Rm) (financial & digital services, fixed and IoT)	10 222	11.2
EBITDA (Rm)	32 808	0.7
Financial services customers ('000)	15 318	10.2

## Key milestones

### Customer service revenue traction

- Mobile contract revenue **3.9%**
- Mobile prepaid revenue **1.7%**
- Prepaid data revenue **11.6%**

### VB impacted by wholesale

- Growth excluding wholesale **3.4%**
- Cloud, hosting and security **38.5%**

### Key growth drivers

- Smart devices up **8.4%** to 31.8 million
- Data traffic up **36.2%**
- Fixed revenue up **18.4%** excl. transit



# Egypt highlights | Accelerating growth

Key indicator	FY24 (Rm)	FY24 (EGPm)	EGP % change <sup>^</sup>
Service revenue	30 179	51 432	31.6
New services revenue (financial & digital services, fixed and IoT)	4 719	8 065	53.9
Vodafone Cash revenue	1 947	3 330	107.3
EBITDA	13 067	21 279	32.8
Customers ('000)	48 335		6.2
VF Cash customers ('000)	8 213		52.1

## Key milestones

### Strong commercial traction

- Data usage growth **41.8%**
- Smartphone devices up **7.0%**
- Strong traction with **Flex bundle** revamp and content integration
- Taking market share

### Strong profitability metrics

- EBITDA growth excluding trading FX impact of **39.5%**
- Net income growth of **53.7%**



# International highlights | Strong data and M-Pesa growth

Key indicator	FY24	Reported % change	Normalised* % change
Service revenue (Rm)	29 858	13.1	5.0
Data revenue (Rm)	7 972	30.5	21.9
M-Pesa revenue (Rm)	7 899	21.4	13.1
EBITDA (Rm)	10 973	8.2	1.4
Customers ('000)	54 109	7.7	
M-Pesa customers ('000)	22 405	16.5	

## Key milestones

### Strong data growth

- Usage growth **44.0%**
- **Smartphone** growth 14.4%

### M-Pesa delivers strong growth

- Merchants more than doubled
- M-Pesa app live across all markets, mini-app roll-out ongoing
- Increasing contribution from new financial services

\* Normalised growth presents performance on a comparable basis. This adjusts for foreign currency fluctuation on a constant currency basis (using the current period as base) to show a like-for-like comparison of results.



# Safaricom highlights | Kenya result offsets Ethiopia losses

Key indicator <sup>1</sup>	FY24 (KESm)	KES % change	FY24 (Rm)	Rand % change
Service revenue	335 353	13.4	43 142	3.9
Data revenue	63 242	18.0	8 129	8.1
M-Pesa revenue	140 007	19.5	18 008	9.5
EBITDA	163 293	16.8	20 949	6.7
EBITDA (Kenya only)	186 982	16.6	24 034	6.9
M-Pesa customers ('000)	33 000	2.8		

## Key milestones

### M-Pesa

- Contribution increased to **41.7%** of service revenue from **39.6%** in PY

### Strong FTTx growth

- Fixed revenue growth of **12.0%**
- FTTH customers grew **27.0%**

### Net income & guidance

- Net income attributable to equity shareholders up **1.2%**
- Guiding to **EBIT growth**

<sup>1</sup>The Group's effective interest of 34.94% in Safaricom Group PLC (Safaricom) is accounted for as an investment in associate. Results represent 100% of Safaricom and is for information purposes only.





# Financial review



# Group snapshot | Consistent delivery on cashflow and ROCE

## Growth

Revenue

+26.4%  
R151bn

Service revenue

+29.1%  
R121bn

Target upgraded

New services

20.0%  
of service revenue  
R24.2bn

## Earnings

EBITDA

+24.3%  
R56.1bn

Target maintained

EBITDA margin

-0.6ppts  
37.3%

HEPS

-10.8%  
846 cents

## Balance sheet

Net debt /EBITDA

0.9x

Liquidity

Dividend repatriation on track

ZAR debt mix

82%

## Returns

OpFCF

+20.7%  
R30.3bn

ROCE

up to  
23.1%

Dividend per share

590 cents  
for FY24



# Group income statement | EBITDA growth offset by finance costs

R million	FY24	FY23	Reported % change	Pro-forma <sup>^</sup> % change
<b>Revenue</b>	<b>150 594</b>	<b>119 170</b>	<b>26.4</b>	<b>10.1</b>
<b>Service revenue</b>	<b>120 897</b>	<b>93 650</b>	<b>29.1</b>	<b>9.2</b>
<b>EBITDA</b>	<b>56 116</b>	<b>45 144</b>	<b>24.3</b>	<b>7.8</b>
Depreciation and amortisation	(22 786)	(17 968)	26.8	
Net profit from associates and joint ventures	2 197	2 607	(15.7)	
<b>Operating profit</b>	<b>35 337</b>	<b>29 252</b>	<b>20.8</b>	<b>5.9</b>
Net finance charges	(7 201)	(4 248)	69.5	
<b>Profit before tax</b>	<b>28 123</b>	<b>25 008</b>	<b>12.5</b>	
Taxation	(8 859)	(6 897)	28.5	
<b>Net profit</b>	<b>19 264</b>	<b>18 111</b>	<b>6.4</b>	
Attributable to equity holders	16 292	16 767	(2.9)	
<b>HEPS (cents)</b>	<b>846</b>	<b>948</b>	<b>(10.8)</b>	

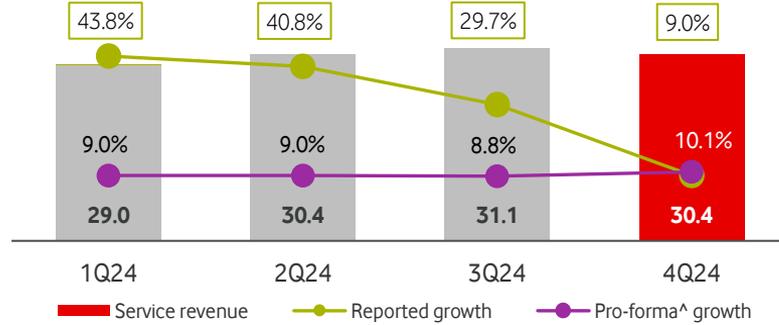
<sup>^</sup> Pro-forma growth, presented as if the effective date of the Vodafone Egypt acquisition was 1 April 2022 and on a constant currency basis.



# Service revenue | Softer quarter in SA offset by Egypt

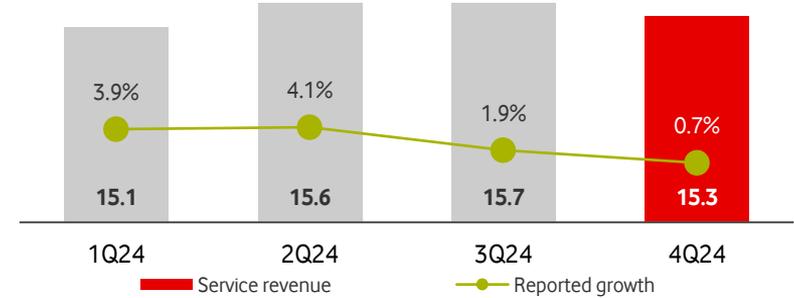
## Group

R billion / %



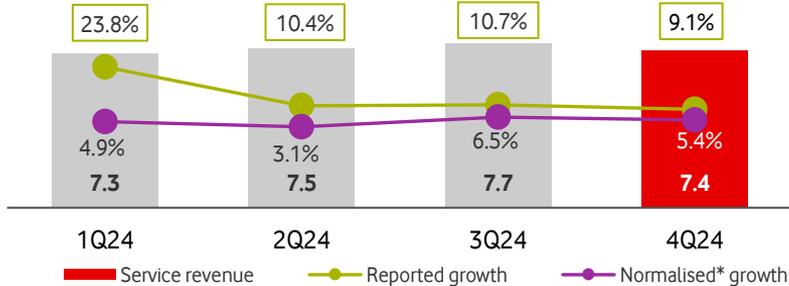
## South Africa

R billion / %



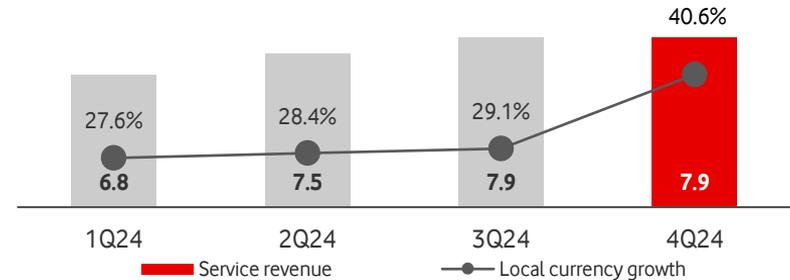
## International

R billion / %



## Egypt

R billion / %



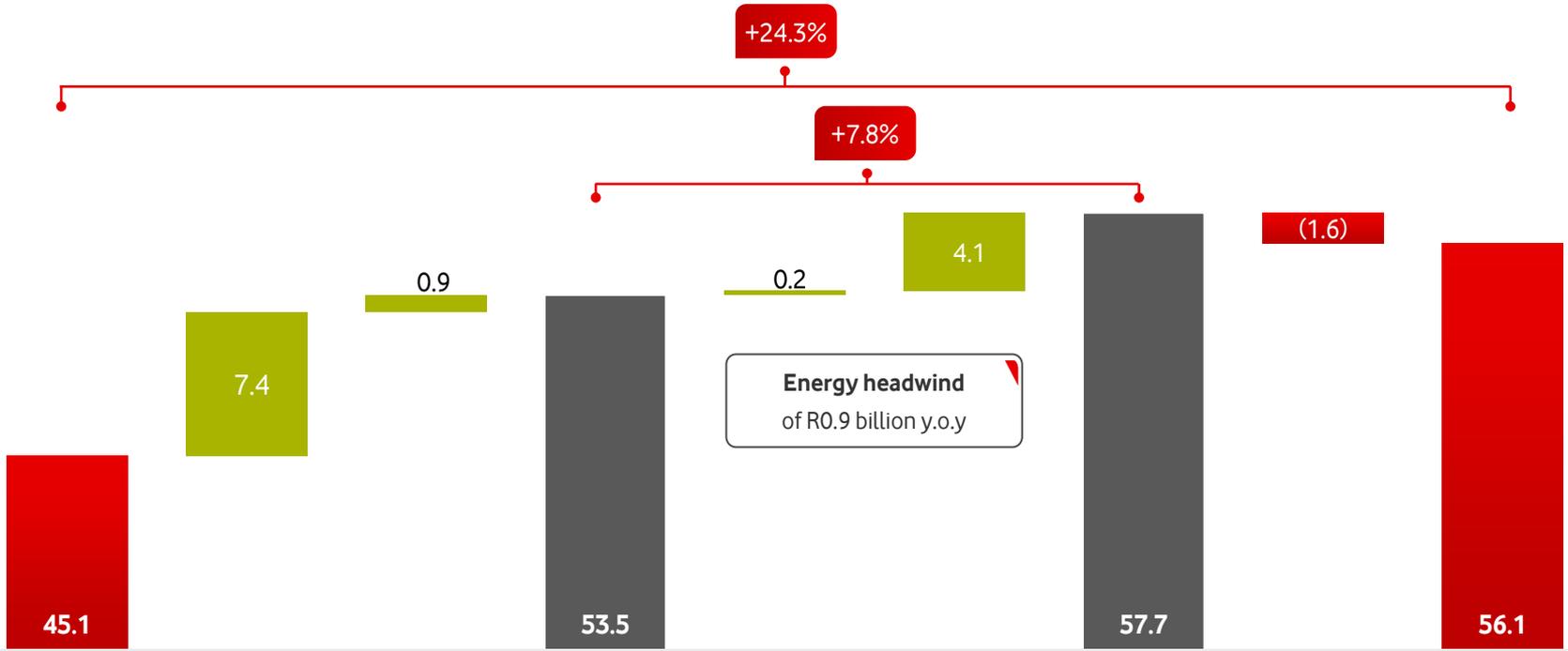
^ Pro-forma growth, presented as if the effective date of the Vodafone Egypt acquisition was 1 April 2022 and on a constant currency basis.

\* Normalised growth, which presents performance on a comparable basis, adjusting for foreign currency fluctuation on a constant currency basis.



# Group EBITDA | Egypt drives EBITDA in FY24

Growth bridge



Energy headwind of R0.9 billion y.o.y

FY23 reported    Egypt pro-forma    IB FX    FY23 pro-forma    SA + IB growth    Egypt growth    FY24 pro-forma    FX losses    FY24 reported

37.9%    39.1%    EBITDA margin    38.3%    37.3%



# Cash flow | FCF conversion improves, as expected, in the second half

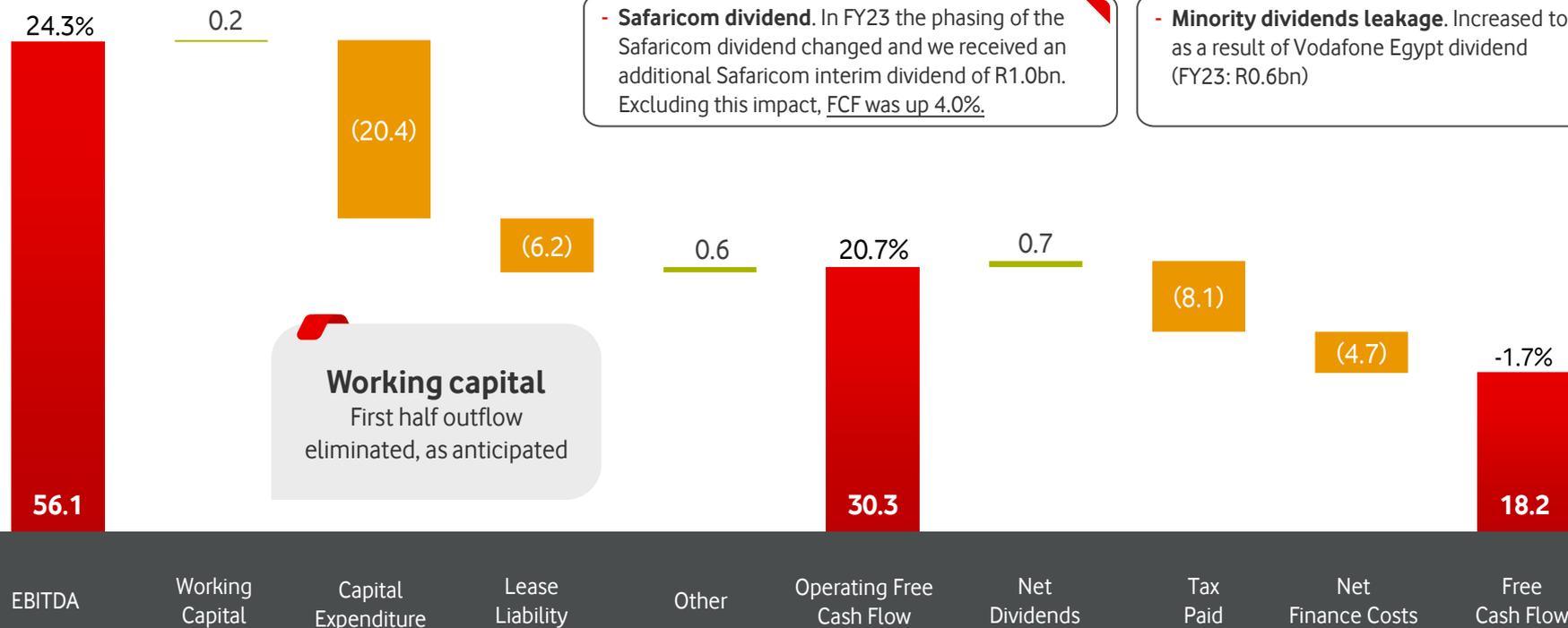
## Group free cash flow

R million

**Net dividends** received from associates and paid to non-controlling shareholders, impacted by:

- **Safaricom dividend.** In FY23 the phasing of the Safaricom dividend changed and we received an additional Safaricom interim dividend of R1.0bn. Excluding this impact, FCF was up 4.0%.

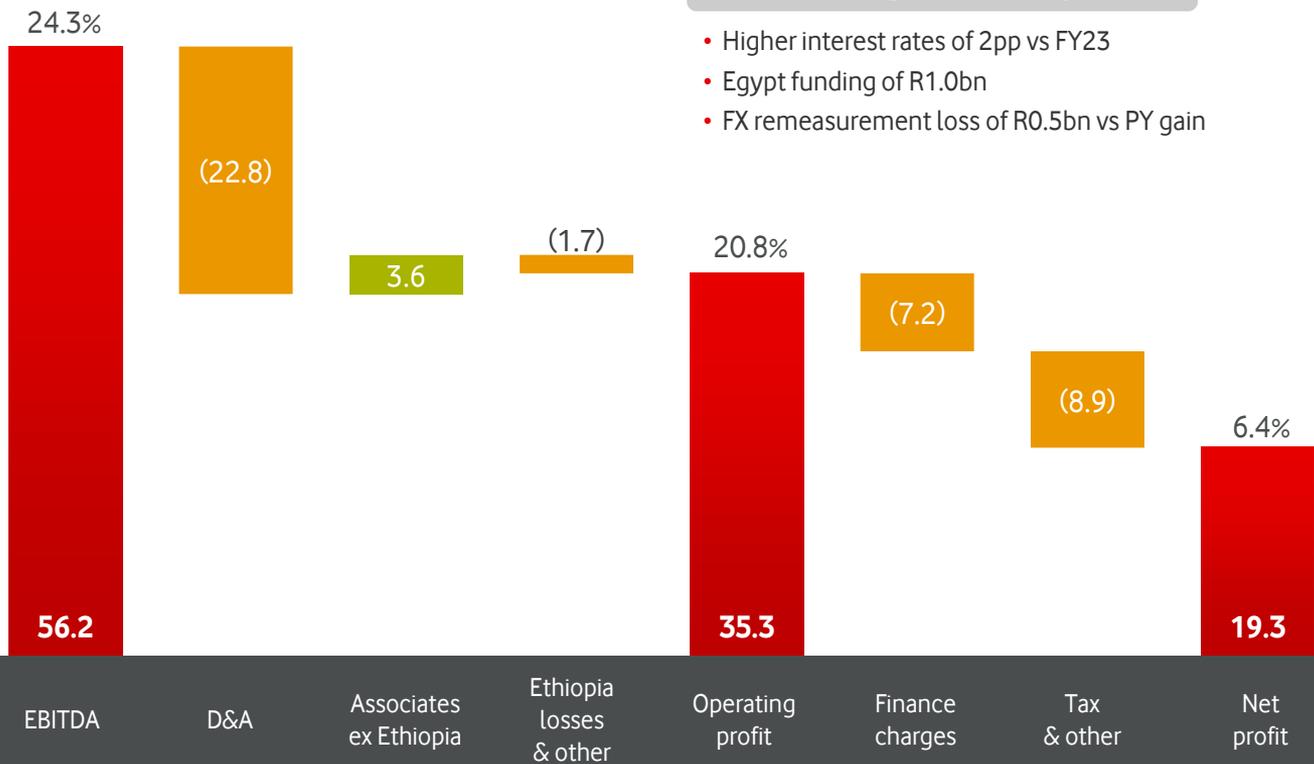
- **Minority dividends leakage.** Increased to R1.8bn as a result of Vodafone Egypt dividend (FY23: R0.6bn)



# Net profit | Impacted by higher interest costs and FX losses

FY24 net profit bridge

R billion



**Finance charges** impacted by:

- Higher interest rates of 2pp vs FY23
- Egypt funding of R1.0bn
- FX remeasurement loss of R0.5bn vs PY gain

## Net profit reconciliation, YoY

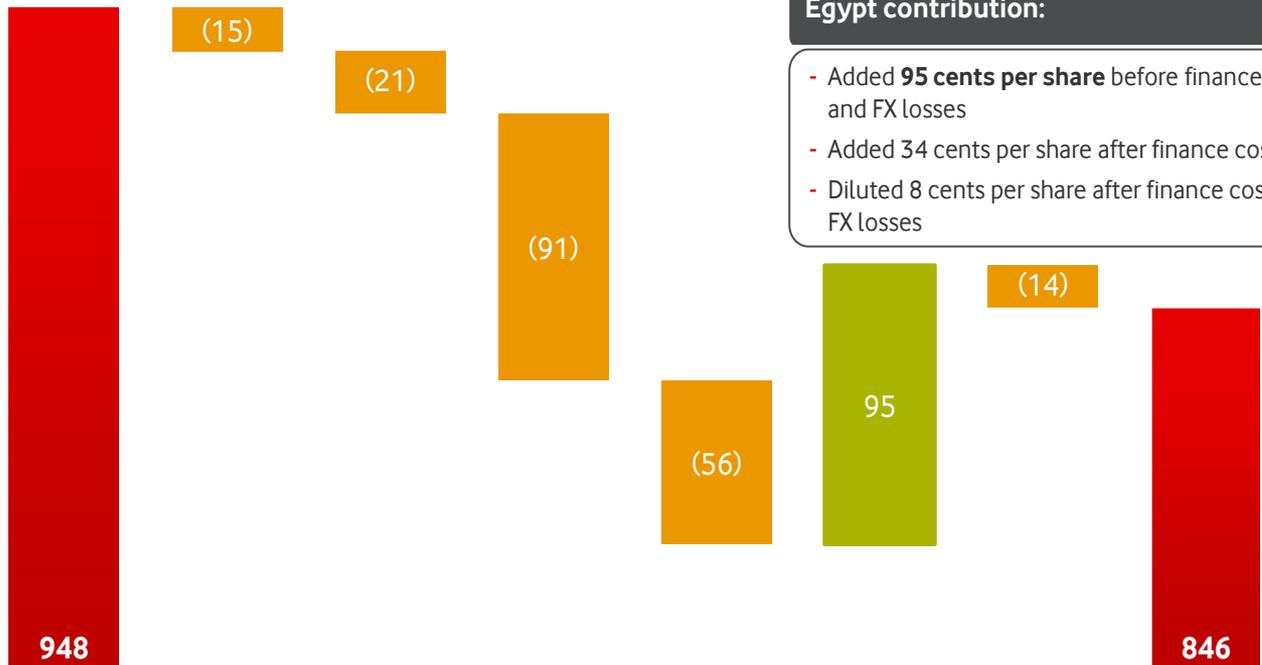
	R million
<b>FY23</b>	<b>18 111</b>
EBITDA	10 972
D&A	(4 818)
Associates excl. Ethiopia	61
Ethiopia losses	(471)
Other	325
Net FX impact	(918)
Net finance costs	(2 035)
Tax	(1 963)
<b>FY24</b>	<b>19 264</b>



# HEPS bridge | Tough macro cycle evident

## Headline earnings per share

cents



### Egypt contribution:

- Added **95 cents per share** before finance costs and FX losses
- Added 34 cents per share after finance costs
- Diluted 8 cents per share after finance costs and FX losses

### Factors impacting growth (after tax and non-controlling interests)

- Deferred tax asset recognised in prior year for Tanzania
- Higher start-up losses in Ethiopia of R0.4 billion
- Higher interest rates & Egypt funding, increased finance costs
- FX losses due to EGP devaluation in fourth quarter
- Energy costs up 25% in FY24, impacting SA performance

FY23

PY Tanzania deferred tax recognition

Ethiopia start-up losses

Finance costs

FX losses

Egypt

SA + IB contribution

FY24



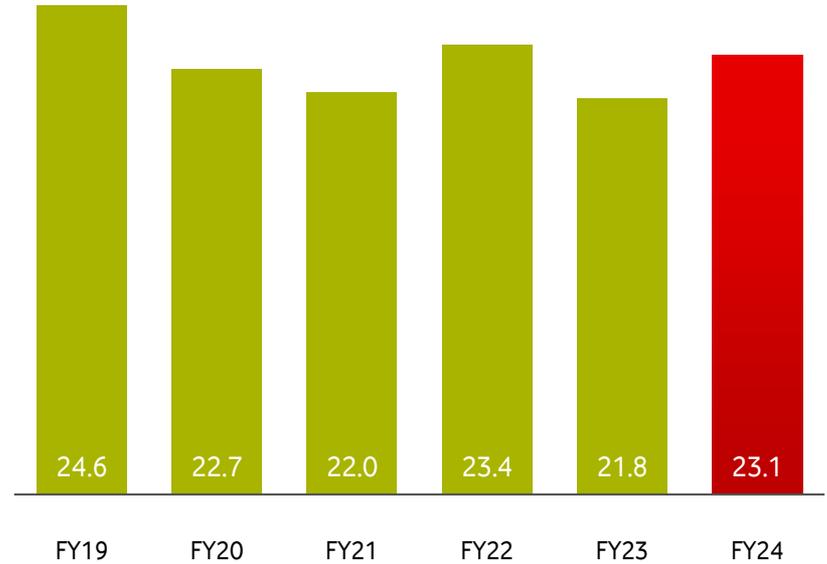
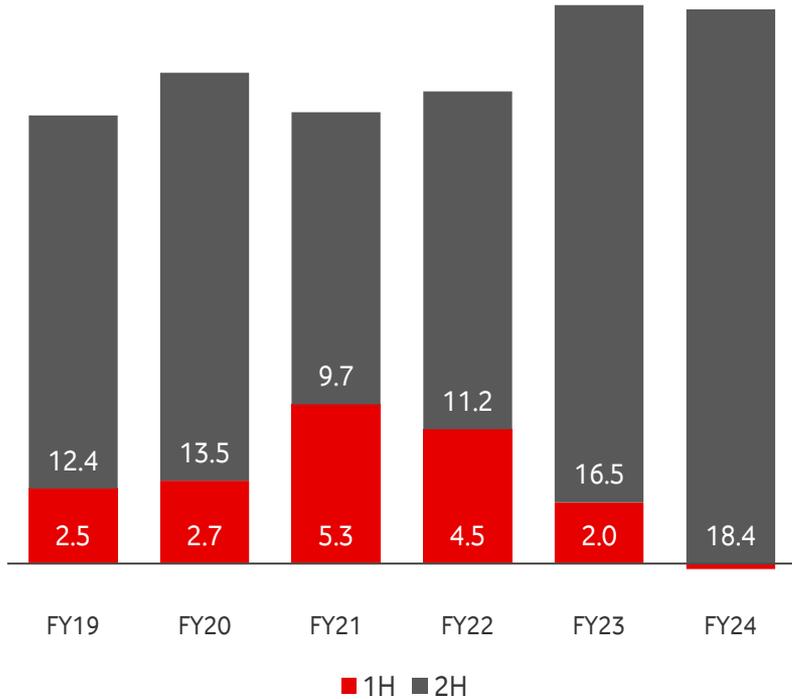
# Free cash flow & ROCE | Multi-year track record of strong returns

Group FCF: strong 2H, as expected

ROCE: improved 1.3pp in FY24

R billion

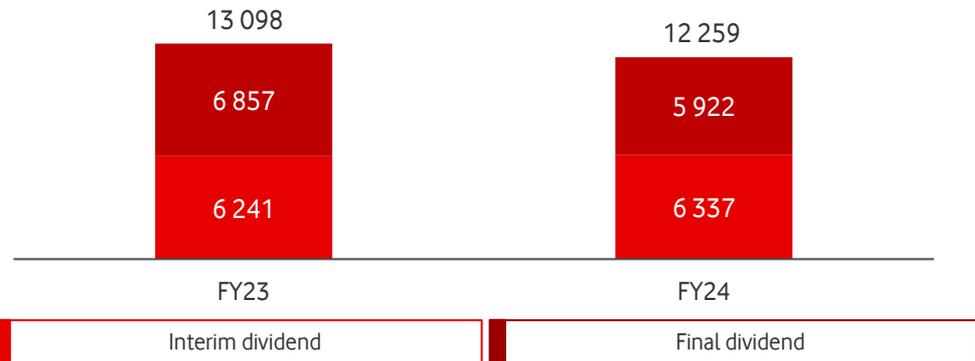
%



# Shareholder returns | One of the JSE's highest pay-out ratios

## Total dividend declared

R million



## Dividend aligned to policy

**Policy**

**At least 75%**  
of Group headline earnings

**Final dividend per share**

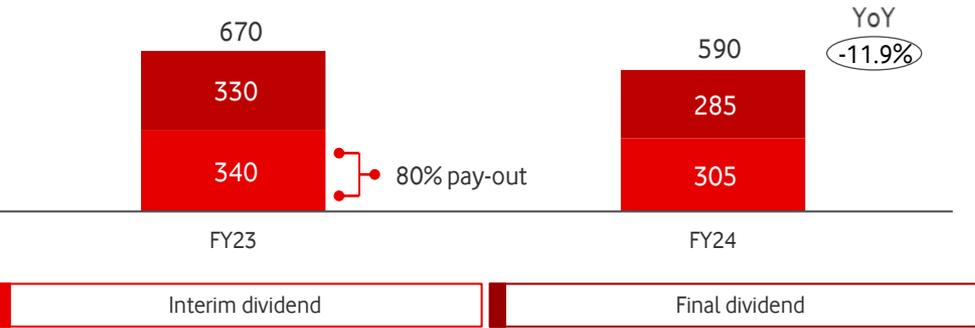
**285cps**

**Total dividend per share for FY24**

**590cps**

## Total dividend per share declared

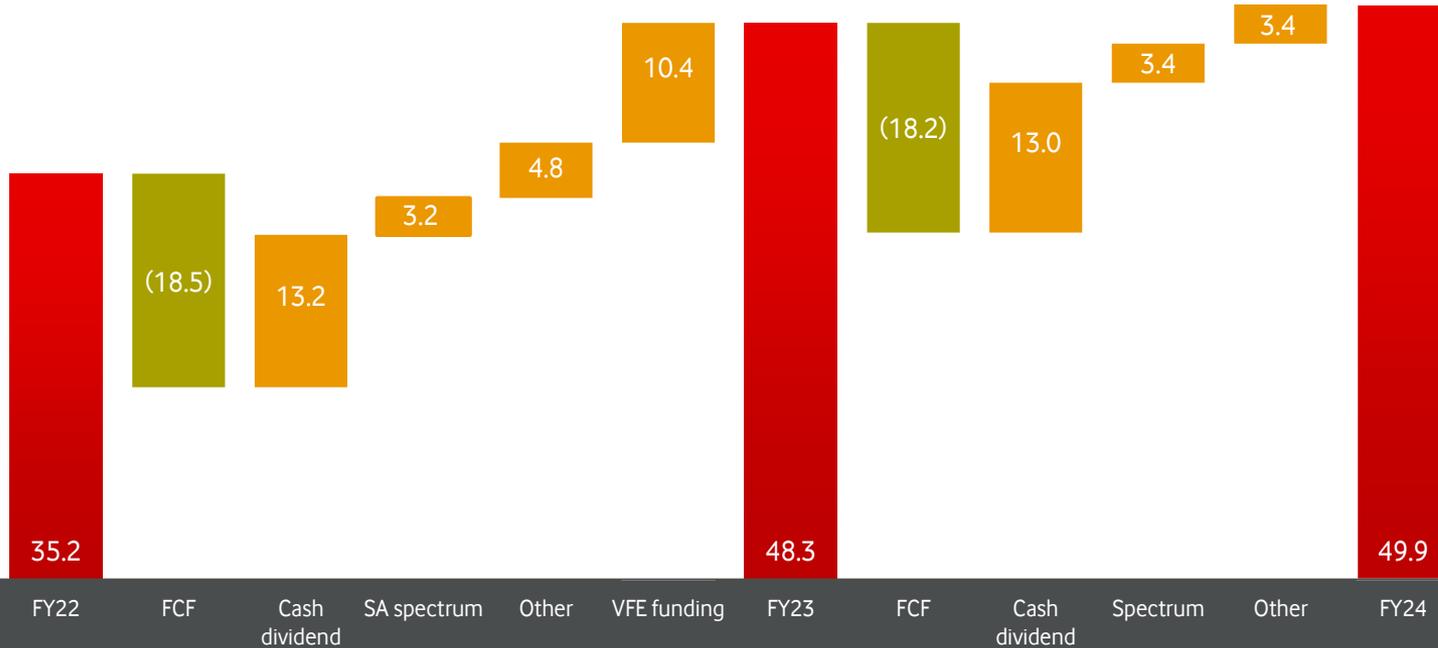
Rand cents



# Net debt | Net debt stable, leverage down

## Group net debt

R billion



Net debt to EBITDA:

1.1x

0.9x

**FY25**  
Outlook

### South Africa

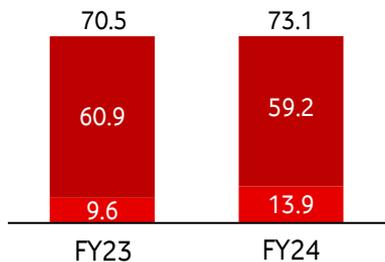
Fibre M&A in Maziv:  
Modest additional leverage



# Capital structure | Leverage improves

## Maturity profile

R billion



## Debt type

R billion



Non-current

Current

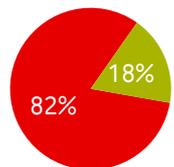
Financial

Leases

## Currency mix

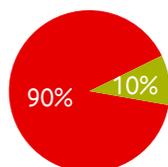
%

Incl. leases



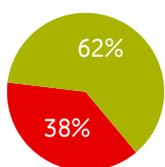
■ ZAR ■ Foreign

Excl. leases



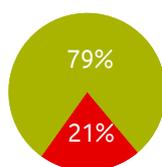
■ ZAR ■ Foreign

Incl. leases



■ Fixed ■ Floating

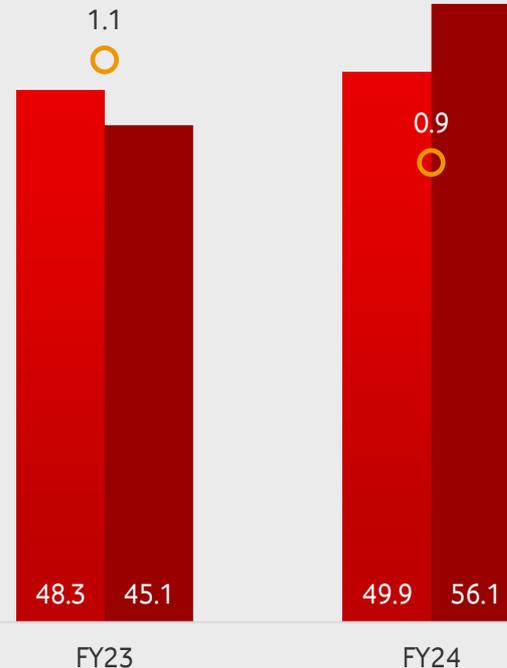
Excl. leases



■ Fixed ■ Floating

## Net debt/EBITDA

R billion / times



Net debt

EBITDA

○ Net debt / EBITDA



# Outlook | We have a clear ambition to grow new services

FY23

FY24

Medium-term (3-5 years)



19.3%



20.0%



25% - 30%



New services revenue as % of Group service revenue

## Of which:

- Financial services **10.8%**
- Digital services **2.0%**
- IoT **1.4%**
- Fixed **5.8%**

## CAGR: c20% for new services:

- Financial services mid-teens contribution to SR



80.7%



80.0%



70% - 75%



Core mobile revenue as % of Group service revenue

## Modest CAGR growth

Smartphone penetration  
4G & 5G leadership



# Targets | Capital allocation priorities

## Investment into organic growth

Supported by stable capital intensity with an ambition of flat to improving ROCE

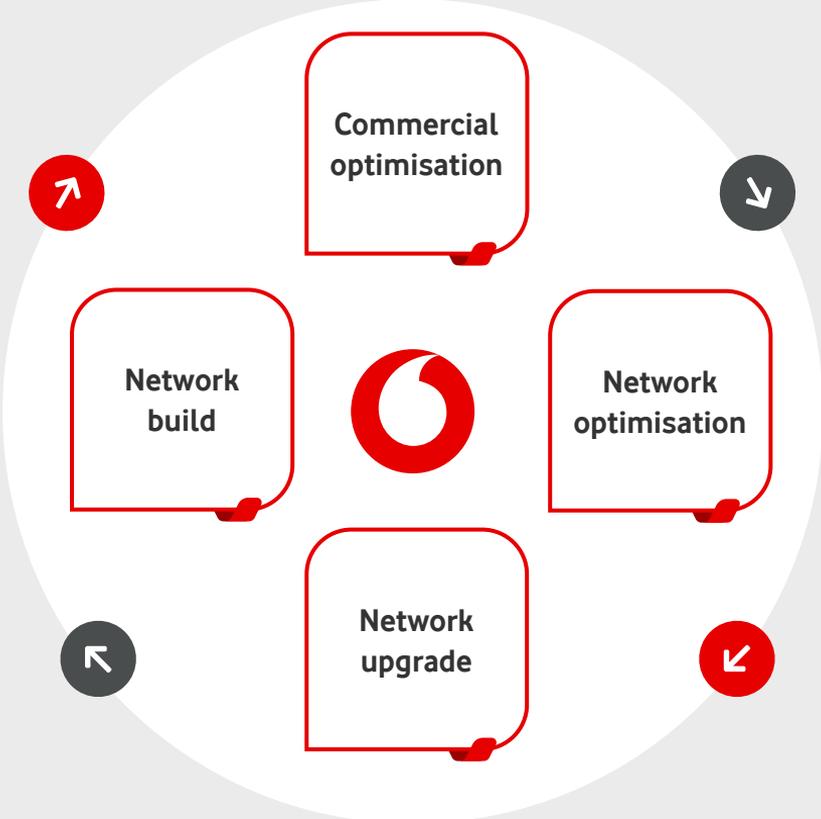
## Dividend pay-out of at least 75% of headline earnings

One of the highest pay-outs on the JSE

## Deleveraging M&A-related debt

Supportive of EPS growth

## Big data-led smart capex planning



# Targets | Medium-term targets reiterated

## Targets

### Group service revenue growth

*Upgraded:* High single digit

### Group EBITDA growth

High single digit

### Group capital intensity ratio

13.0% - 14.5% of Group revenue

## Considerations

The macro-outlook remains uncertain, FX volatility and interest rate cycle remain risks

Egypt remains a key driver of Group EBITDA in FY25

Safaricom guiding to EBIT growth, including Ethiopia



These targets are on average, over the next three years, and are on a normalised basis in constant currency, based on prevailing economic conditions, including Vodafone Egypt but excluding spectrum purchases, exceptional items and the acquisition of a joint-control stake in Maziv.





# Wrap-up



# Wrap-up | Positioned to accelerate growth

Structurally positioned for growth



Market leadership



Infrastructure owner



Scaled in financial services



ROCE > WACC

Execute on our System of Advantage



Accelerate and diversify returns



Enhance societal value

## Leadership in fixed and mobile

**Complete** M&A Maziv (South Africa fibre)

**Accelerate** device financing, FWA, active days

## Targets

Medium-term:  
- EBITDA growth high single digit  
- New services contribution 25-30% of Group service revenue

**Inclusion for all**  
increase female representation at management levels\*

## Diversify with our digital ecosystem

**Implement** one-app strategy

**Scale** Tech-for-good platforms, super-apps

**Simplify** customer journeys

## Attractive returns

Maintain / improve ROCE

**Planet**  
reduce GHG emissions\*

## Optimised TechCo

**Partner** to power growth (rural, fibre)

**Drive** sharing agenda across all markets

## Disciplined capital allocation

Delever post M&A

**Digital society**  
drive financial inclusion\*

\*ESG metrics are included in management long-term incentives





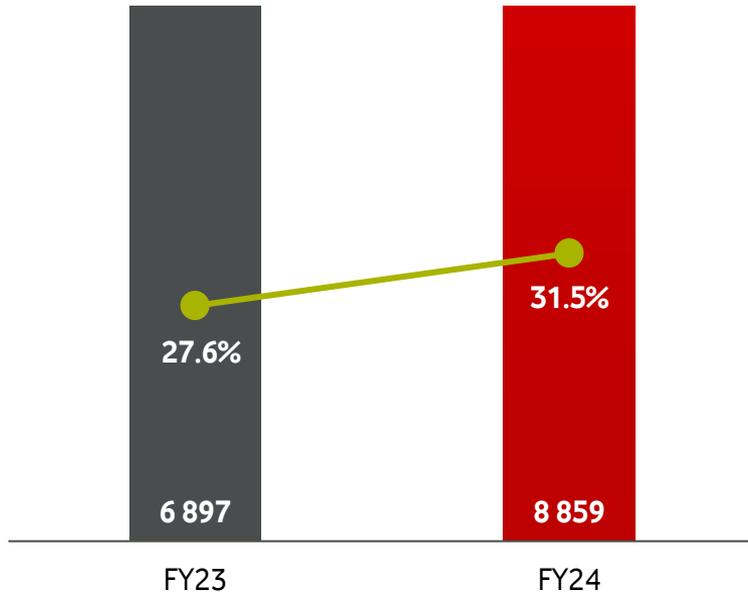
# Appendix



# Group tax | ETR impacted by withholding tax on dividends and non-deductible interest

## Group tax charge and effective tax

R million / %

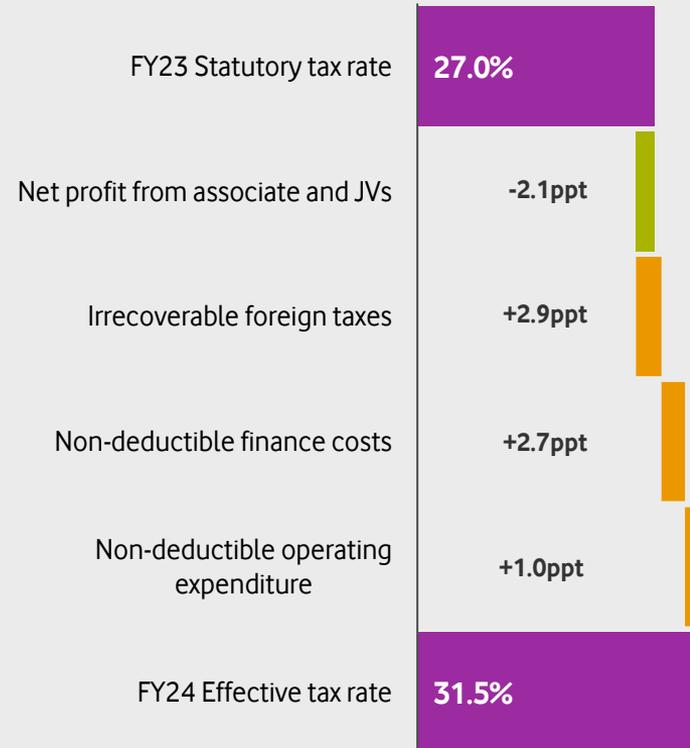


Taxation charge

Reported effective tax rate

## Reconciliation of SA tax rate to effective tax rate

%



# Impact of exchange rates

YoY% growth	Revenue			Average YTD exchange rates			
	Reported	Normalised*	Pro forma <sup>^</sup>	FY24	FY23	% changed	
South Africa	4.2	4.2		USD/ZAR	18.73	17.00	10.2
Egypt	>100.0		37.2	EUR/ZAR	20.31	17.69	14.8
International	13.5	5.3		ZAR/TZS	132.03	137.63	(4.1)
<b>Group</b>	<b>26.4</b>	<b>4.5</b>	<b>10.1</b>	ZAR/MZN	3.41	3.77	(9.5)
				ZAR/KES	7.78	7.13	9.1
				ZAR/EGP	1.71	1.33	28.6

YoY% growth	Service revenue			EBITDA		
	Reported	Normalised*	Pro-forma <sup>^</sup>	Reported	Normalised*	Pro-forma <sup>^</sup>
South Africa	2.6	2.6		South Africa	0.7	0.8
Egypt	>100.0		31.6	Egypt	>100.0	32.8
International	13.1	5.0		International	8.2	1.4
<b>Group</b>	<b>29.1</b>	<b>3.4</b>	<b>9.2</b>	<b>Group</b>	<b>24.3</b>	<b>0.2</b>
						<b>7.8</b>

<sup>^</sup> Pro-forma growth, presented as if the effective date of the Vodafone Egypt acquisition was 1 April 2022 and on a constant currency basis.

\* Normalised growth, which presents performance on a comparable and constant currency basis.



# Country data



South Africa

Tanzania

DRC

Mozambique

Lesotho

Egypt

Safaricom  
Kenya

Safaricom  
Ethiopia

Population <sup>†</sup> (million)	61.0	69.4	105.6	34.9	2.4	114.5	56.2	129.7
GDP per capita <sup>†</sup> (USD)	6 180	1 230	657	569	992	2 831	2 003	961
GDP growth estimate <sup>†</sup> (%)	1.5	5.4	5.1	4.3	1.4	3.0	5.5	6.8
Ownership (%)	100	75	51	85	80	55	34.94 <sup>‡</sup>	5.7
Licence expiry period	2041	2031	2028/2032/2038 <sup>μ</sup>	2038	2036	2031	2032/2024/2026 <sup>∞</sup>	2036
Customers (thousand)	51 654	19 563	21 343	11 658	1 545	48 335	44 666	4 351
ARPU (rand/month)	90 <sup>Δ</sup>	42 <sup>Δ</sup>	46 <sup>Δ</sup>	44 <sup>Δ</sup>	61 <sup>Δ</sup>	48 <sup>Δ</sup>	75.1 <sup>β</sup>	17.3 <sup>β</sup>
ARPU (local currency/month)	90 <sup>Δ</sup>	5 523 <sup>Δ</sup>	2.5 <sup>Δ</sup>	151 <sup>Δ</sup>	61 <sup>Δ</sup>	81 <sup>Δ</sup>	622.2 <sup>β</sup>	51.1

<sup>†</sup> Business Monitor International for all other countries (Extraction date: March 2024).

<sup>‡</sup> Vodacom Group Limited owns 87.5% of Vodafone Kenya Ltd, which in turn holds 39.93% of Safaricom Plc, giving Vodacom an effective holding in Safaricom of 34.94%.

<sup>μ</sup> 2028 (2G licence), 2032 (3G licence) and 2038 (4G licence).

<sup>∞</sup> Licence period based on spectrum band rather than technology.

<sup>Δ</sup> Total ARPU is calculated by dividing the average monthly service revenue (including fixed line and other service revenue) by the average monthly customers during the period.

<sup>β</sup> Total ARPU is calculated by dividing the average monthly service revenue (excluding fixed line and other service revenue) by the average active monthly customers during the period.



# Definitions

## Customers

Customers are based on the total number of mobile customers using any service during the last three months. This includes customers paying a monthly fee that entitles them to use the service even if they do not actually use the service and those customers who are active whilst roaming.

## Data customers

Data customers are based on the number of unique users generating billable data traffic during the month. Also included are users on integrated tariff plans, or who have access to corporate APNs, and users who have been allocated a revenue generating data bundle during the month. A user is defined as being active if they are paying a contractual monthly fee for this service or have used the service during the reported month.

## M-Pesa customers

M-Pesa customers are based on the number of unique users who have generated revenue related to M-Pesa during the last month.

## ARPU

Total ARPU is calculated by dividing the sum of the customer and incoming revenue for the period by the average monthly active customers during the period.

## EBITDA

Earnings before interest, taxation, depreciation and amortisation, impairment losses, profit/loss on disposal of investments, property, plant and equipment, and intangible assets, profit/loss from associate and joint venture, restructuring cost and BEE income/charge.

## South Africa

Vodacom (Pty) Limited, a private limited liability company duly incorporated in accordance with the laws of South Africa and its subsidiaries, joint ventures and SPV's.

## Egypt

Vodafone Egypt Telecommunications Co S.A.E, incorporated in Egypt, with its head office based in Cairo.

## International business

International business comprises the segment information relating to operations in Tanzania, the Democratic Republic of Congo, Mozambique and Lesotho as well as the operations of Vodacom International Limited (Mauritius) and Vodacom Business Africa Group (Pty) Limited and its subsidiaries.

## MOU

Minutes of use per month is calculated by dividing the average monthly minutes (traffic) during the period by the average monthly active customers during the period.

## Normalised growth (\*)

Normalised growth, which presents performance on a comparable basis. This adjusts for foreign currency fluctuation on a constant currency basis (using the current period as base) and excludes the impact of merger, acquisition and disposal activities at a constant currency basis where applicable, to show a like-for-like comparison of results.

## Operating free cash flow

Cash generated from operations less additions to property, plant and equipment and intangible assets other than licence and spectrum payments and purchases of customer bases, net of proceeds on disposal of property, plant and equipment and intangible assets, other than license and spectrum payments and disposals of customer bases and movements in amounts due to M-Pesa account holders.

## Free cash flow

Cash generated from operations less additions to property, plant and equipment and intangible assets, proceeds on disposal of property, plant and equipment and intangible assets, tax paid, net finance charges paid and net dividends received/paid and movements in amounts due to M-Pesa account holders.



# Forward-looking statement

This presentation which sets out the interim results for Vodacom Group Limited for the year ended 31 March 2024 contains 'forward-looking statements', which have not been reviewed or reported on by the Group's auditors, with respect to the Group's financial condition, results of operations and businesses and certain of the Group's plans and objectives. In particular, such forward-looking statements include statements relating to: the Group's future performance; future capital expenditures, acquisitions, divestitures, expenses, revenues, financial conditions, dividend policy, and future prospects; business and management strategies relating to the expansion and growth of the Group; the effects of regulation of the Group's businesses by governments in the countries in which it operates; the Group's expectations as to the launch and roll out dates for products, services or technologies; expectations regarding the operating environment and market conditions; growth in customers and usage; and the rate of dividend growth by the Group.

Forward-looking statements are sometimes, but not always, identified by their use of a date in the future or such words as "will", "anticipates", "aims", "could", "may", "should", "expects", "believes", "intends", "plans" or "targets" (including in their negative form). By their nature, forward-looking statements are inherently predictive, speculative and involve risk and uncertainty because they relate to events and depend on circumstances that may or may not occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements.

These factors include, but are not limited to, the following: changes in economic or political conditions in markets served by operations of the Group; greater than anticipated competitive activity; higher than expected costs or capital expenditures; slower than expected customer growth and reduced customer retention; changes in the spending patterns of new and existing customers; the Group's ability to expand its spectrum position or renew or obtain necessary licences; the Group's ability to achieve cost savings; the Group's ability to execute its strategy in fibre deployment, network expansion, new product and service roll-outs, mobile data, Enterprise and broadband; changes in foreign exchange rates, as well as changes in interest rates; the Group's ability to realise benefits from entering into partnerships or joint ventures and entering into service franchising and brand licensing; unfavourable consequences to the Group of making and integrating acquisitions or disposals; changes to the regulatory framework in which the Group operates; the impact of legal or other proceedings; loss of suppliers or disruption of supply chains; developments in the Group's financial condition, earnings and distributable funds and other factors that the Board takes into account when determining levels of dividends; the Group's ability to satisfy working capital and other requirements; changes in statutory tax rates or profit mix; and/or changes in tax legislation or final resolution of open tax issues.

All subsequent oral or written forward-looking statements attributable to the Group or any member thereof or any persons acting on their behalf are expressly qualified in their entirety by the cautionary statements above and below. Vodacom expressly disclaims any liability in respect of the content of any forward looking statement and also expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained herein or to reflect any change in their expectations with regard thereto or any change in events, conditions or circumstances on which any such forward-looking statement is based.



# More information

## Upcoming dates

- FY24 Integrated report** 14 June 2024
- 1Q25 results** 24 July 2024
- AGM** 17 July 2024
- 1H25 results** 11 November 2024

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