

Vodacom Group Annual results

For the year ended

31 March 2025



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This presentation also contains forward-looking statements which are subject to risks and uncertainties because they relate to future events. These forward-looking statements include, without limitation, statements in relation to the Group's projected financial results. Some of the factors which may cause actual results to differ from these forward-looking statements are discussed on slide 36 of this presentation.

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Our purpose | Connecting for a better future

Themes

ethically

Protecting the **Empowering Pillars** people planet Closina **Empowering** Supporting Net zero Circularity **Biodiversity** Themes digital divide customers communities Code like a Girl 10 million users • >2.5 million Net zero GHG 786 tonnes of Protecting the SA initiative enhanced beneficiaries of emissions from network waste marine on our under Techstart agricultural education on our recycled our operations ecosystem in platform-for-good programme for platform-for-good (scope 1 & 2) partnership with Key projects Participating in 1 million vouth by FY35 the WWF for • >6 000 lives Hosted our WWF "1 million Nature Managing scope 3 ITU partner2Connect saved through phones for the inaugural **GHG** emissions pledge: accessibility planet" campaign m-mama Baseline 4G pop coverage conference assessment +70 million people conducted in FY25 Pillar Maintaining trust Promoting responsible Protecting Doing business Developing Protecting privacy

and data

employees

and inclusive

procurement

people

Vision 2025 | We have diversified our geographic profile



Group metrics

(including Safaricom, 100% basis)²



88m

Financial services

customers, extending our leading fintech position



64%

Smartphone

penetration providing structural data opportunity



48 000

Network sites

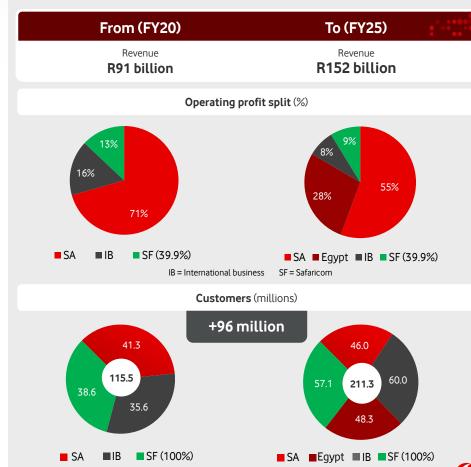
and one of Africa's largest tower owners



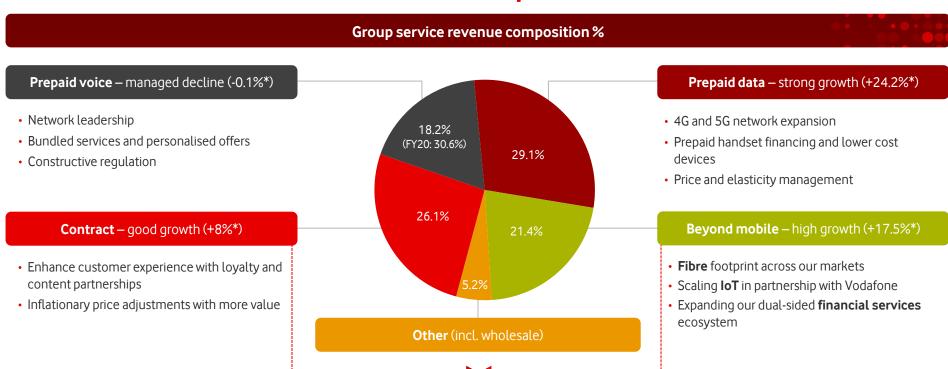
574m

Population

supporting scalable partnerships



Vision 2025 | We have also diversified our product mix



Vodacom Business comprises 20.8% of Group service revenue from contract, beyond mobile and wholesale

 Dedicated public sector, enterprise and SME go-to-market strategies Unified communications and leveraging global strategic partnerships

 Deepen focus on select verticals e.g. agriculture, healthcare and utilities

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

Vision 2030 | Poised for accelerated growth and returns

Why? What?

How?



Lead with purpose

• Create a differentiated brand and reputation by empowering **people**, protecting the **planet** and maintaining **trust**



• Earn customer **loyalty** through delivery of meaningful value propositions and a **simplified**, exceptional customer experience



Innovate for **growth**

- Drive connectivity market leadership and scale beyond mobile
- Become the solution provider of choice beyond connectivity
 - · Deepen digital and financial services inclusion



Invest in strategic enablers for growth and efficiency

- Invest in our people and grow next-generation skills and diversity to drive a customer-centric culture
- Leverage Al powered operations and drive technology leadership.
 - Shape sustainable market structures with increased sharing to deliver efficient operations

Our key ambitions for our stakeholders



Double-digit EBITDA growth



Hard currency earnings growth potential



23.5% ROCE to remain stable/improve (FY25 to FY30)



ESG leader through Social Contract

Vision 2030 | Deepening financial inclusion to help economies grow

Powered by our super-apps









Consumer

Merchant

Drive financial inclusion

Basic services



Deepen financial inclusion



Micro-savings, group savings

• International Money Transfer

Overdrafts and loans (facilitate)

- Cash-in cash-out (CICO)
- Peer-to-peer (P2P)
- Airtime and bundle purchase
- Bill payments
- Airtime Advance
 - Transfers and payments
- Bank to wallet transfers
- Payment collections
- · Disbursements (unrestricted or restricted using vouchers)

M-Commerce and acquiring

Cross-border transactions

 Merchant acceptance (in-store and online)

Device financing

Micro-insurance

- Business-to-business (B2B) payments and cashless distribution
- Digital marketplaces
- Global payments partnerships

Unlocking economic growth

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

Consumer wealth and enabling SME are future growth drivers

Outcomes

Positively influence our operating context and society

Larger

addressable market

Revenue growth

of 15 - 20% CAGR ambition (to FY2030)

Enhanced margin potential

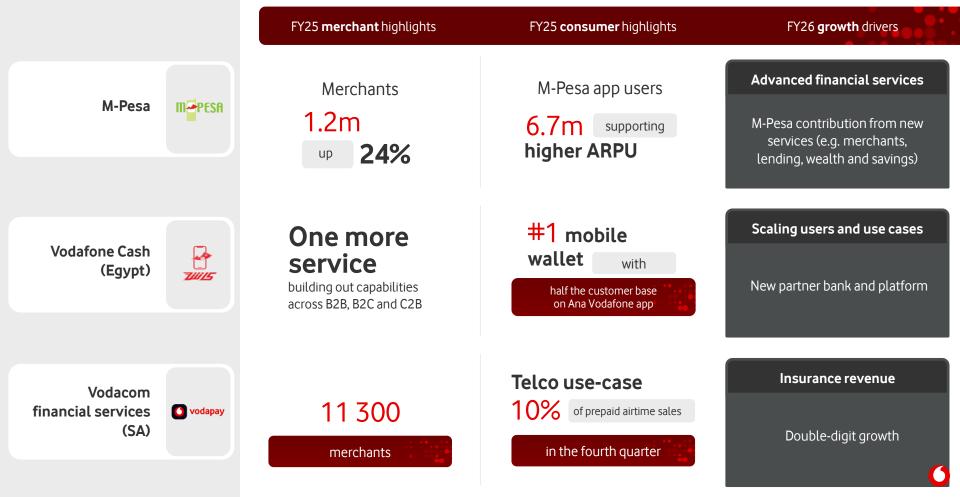
Growing customers to 120 million (FY30)

Case study: Vodacom Tanzania

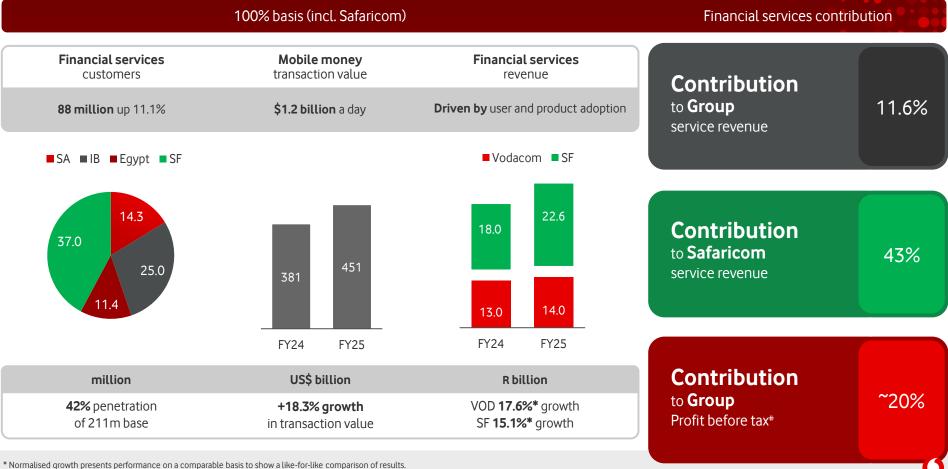


✓ **38.9%** contribution of M-Pesa revenue to service revenue Contribution of P2P and CICO: 41% (FY22: 83%)

Financial services | Scaling our dual-sided financial services ecosystem



Financial services | Africa's leading fintech platform



[#] M-Pesa Safaricom PBT is not reported in FY25. PBT margin based on historic disclosure. Actual results may differ from this illustration.

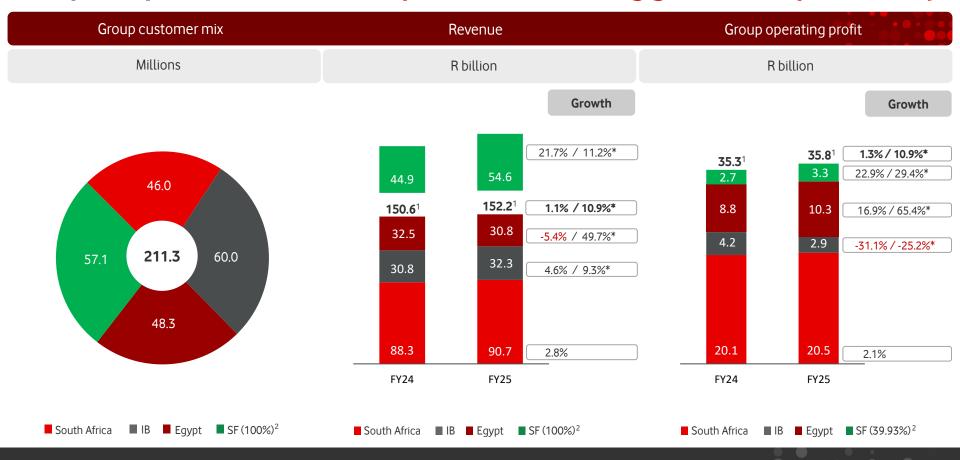
Group results snapshot | Strong growth in beyond mobile and Egypt

000		Revenue	Service revenue	EBITDA	Net profit
		R152.2 billion	R120.7 billion	R55.5 billion	R19.9 billion
Growth	Reported	1.1%	-0.1%	-1.1%	3.3%
	Normalised*	10.9%	11.2%	7.8%	13.6%
211m	88	m	857cps	620cps	R20.3bn
Customers ¹ 4.0% growtl			HEPS, supported by strong recovery in H2	Dividend per share up 5.1%	Capital expenditure 13.3% intensity

^{1,} Including Safaricom at 100%.

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

Group composition | Diversified portfolio combining growth and profitability

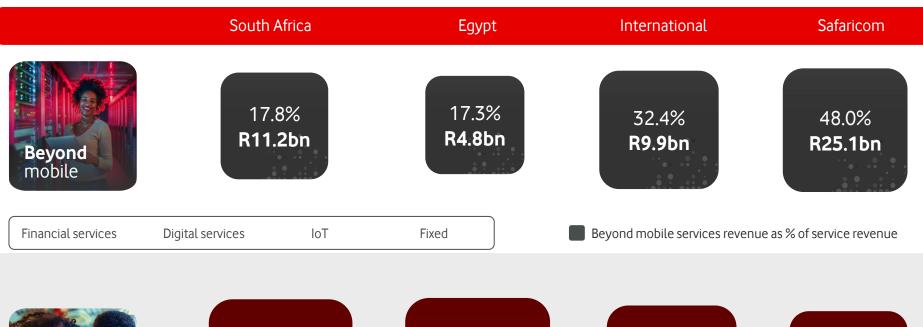


^{1.} Including corporate and eliminations.

^{2.} 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.

* 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.

Beyond mobile | Diversifying growth drivers in each segment



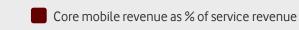














South Africa highlights | Cost control to mitigate topline pressure

Key indicator	FY25	% change
Revenue (Rm)	90 738	2.8
Service revenue (Rm)	63 020	2.3
Beyond mobile revenue (Rm) (financial & digital services, fixed and IoT)	11 247	10.0
EBITDA (Rm)	33 567	2.3
Customers ('000)	45 951	(11.0)
Financial services customers ('000)	14 290	(6.7)

Key drivers

Customer service revenue traction

- Mobile contract revenue **3.8%**
- Mobile prepaid revenue 3.5%
- Prepaid data revenue **12.0%**

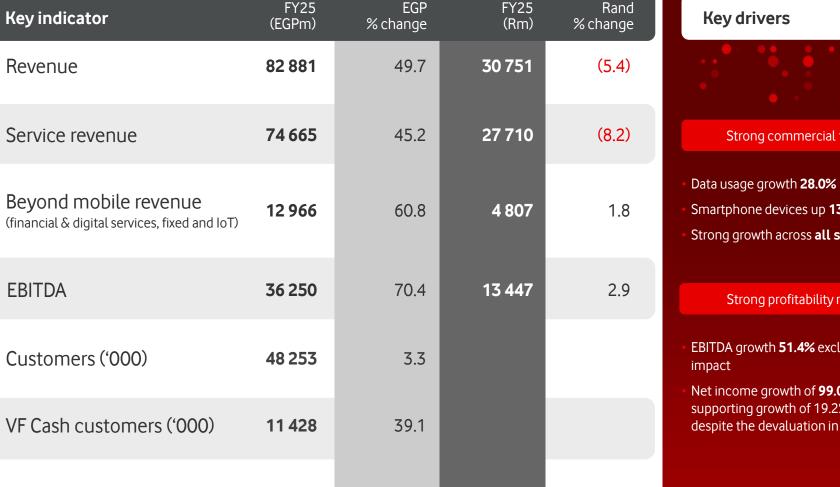
Vodacom Business impacted by wholesale

- Growth excluding wholesale **5.6%**
- Cloud, hosting and security **35.6%**

Key growth drivers

- Data traffic up **36.4%**
- Fixed revenue up 17.9% excl. transit
- Customer clean-up offset by higher ARPU, anticipating customer growth in FY2026

Egypt highlights | Strong real growth



Key drivers

Strong commercial traction

Smartphone devices up **13.1%** Strong growth across all segments

Strong profitability metrics

EBITDA growth **51.4%** excl. trading FX

impact

Net income growth of 99.0% in EGP, supporting growth of 19.2% in rands despite the devaluation in Mar 2024

International highlights | A challenging year but good prospects

FY25 (Rm)	Rand % change	Normalised* % change
32 276	4.6	9.3
30 632	2.6	7.1
9 919	4.6	9.8
9 456	(13.8)	(10.9)
60 039	11.0	
24 992	11.5	
	(Rm) 32 276 30 632 9 919 9 456 60 039	(Rm) % change 32 276 4.6 30 632 2.6 9 919 4.6 9 456 (13.8) 60 039 11.0

Strong data traction

- Data traffic growth **29.6%**
- Smartphone growth **25.9%**

- Merchants increased 45.3%
- M-Pesa app live across all markets, miniapp roll-out ongoing

M-Pesa delivers strong growth

Increasing contribution from new financial services (e.g. savings and loans)

Profitability

EBITDA impacted by one-offs and Moz repricing

Key drivers

^{*} 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 strong, Ethiopia momentum

Key indicator ¹	FY25 (KESm)	KES % change	FY25 (Rm)	Rand % change
Revenue	388 689	11.2	54 626	21.7
Service revenue	371 415	10.8	52 189	21.0
Beyond mobile revenue (financial & digital services, fixed and IoT)	161 164	25.0	25 143	36.2
EBITDA	172 151	5.4	24 152	15.3
EBITDA (on constant currency	y basis) [°]	13.4		
Customers ('000)	57 079	16.4		
M-Pesa customers ('000)	37 027	12.2		

Key drivers

M-Pesa

Contribution increased to **43.4%** of service revenue from **41.7%** in PY

Net income & guidance

- Net income attributable to equity shareholders increased **10.8%**, but was up **14.2%** on constant currency basis ²
- Safaricom guiding to ongoing growth in Kenya and lower losses in Ethiopia:

FY2026	EBIT (KESbn)	Growth range		
Group	144-150	48.3% - 54.5%		
Kenya	170-173	7.5% - 9.4%		
Ethiopia	(23)-(26)	57.4% - 62.4%		

^{1.} 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.

2. Based on a constant currency performance, excluding the impact of the birr depreciation and IAS29 hyperinflation accounting.



Financial Review



Group snapshot | Strong second half, improved ROCE

	irowth	Ea	arnings	Balance sl	heet	F	Returns
Revenue	+1.1% R152.2bn (10.9% normalised)	EBITDA	-1.1% R55.5bn (7.8% normalised)	Net debt /	0.9x	FCF	R18.2bn
Service revenue	-0.1% R120.7bn (11.2% normalised)	EBITDA margin	Remained stable in SA	EBITDA ZAR weighting	87%	Dividend per share	+5.1% 620 cents
Beyond mobile	21.4% of service revenue, up 1.4ppt	HEPS	+1.3% 857 cents	of financial debt	6176	ROCE	23.5% up 0.4ppt

Group income statement | Reported results impacted by FX

Croup income statement, reported results impuested by the								
R million	FY25	FY24	Reported % change					
Revenue	152 227	150 594	1.1					

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

120 734

55 511

(21934)

2724

35 791

(7018)

28 773

(8882)

19891

16 598

857

Service revenue

Operating profit

Net finance charges

Profit before tax

Taxation

Net profit

Depreciation and amortisation

Attributable to equity holders

Headline earnings per share (cents)

Net profit from associates and joint ventures

EBITDA

Normalised*

(0.1)

(1.1)

(3.7)

24.0

1.3

(2.5)

2.3

0.3

3.3

1.9

1.3

120 897

56 116

(22786)

2 1 9 7

35 337

(7201)

28 123

(8859)

19 264

16 292

846

% change

10.9

11.2

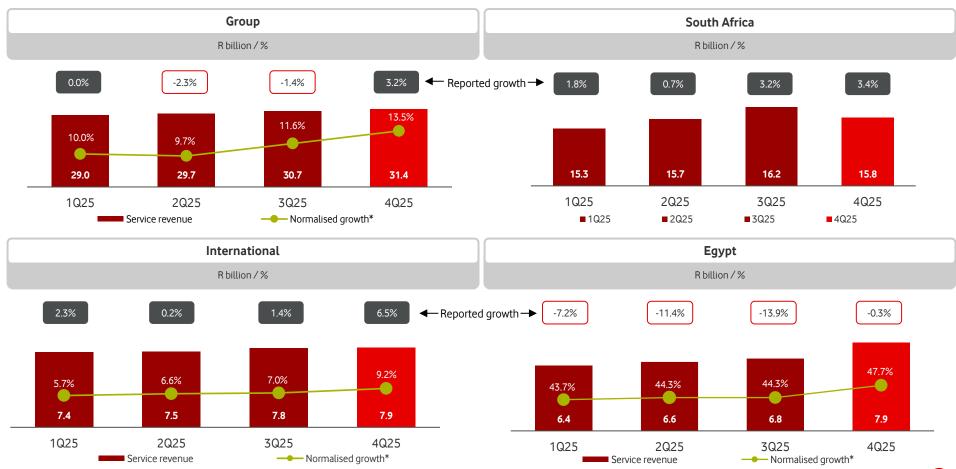
7.8

42.2

10.9

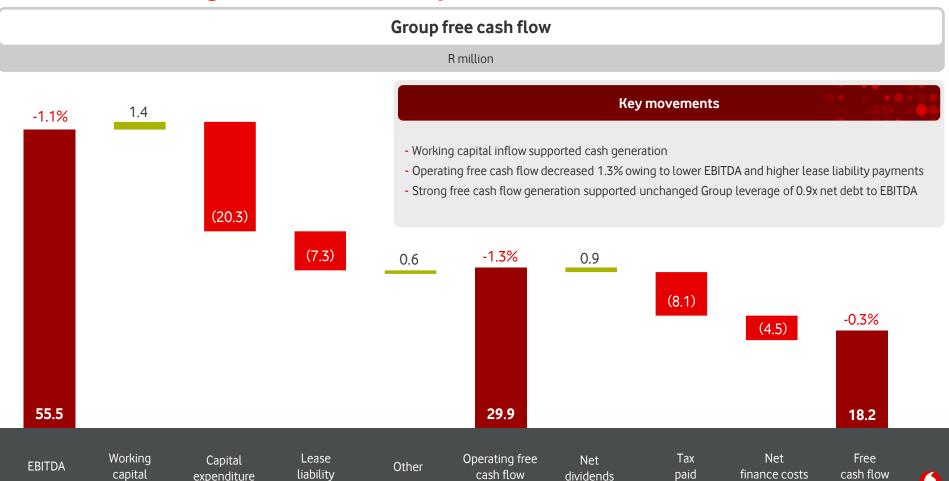
13.6

Service revenue | Strong exit growth

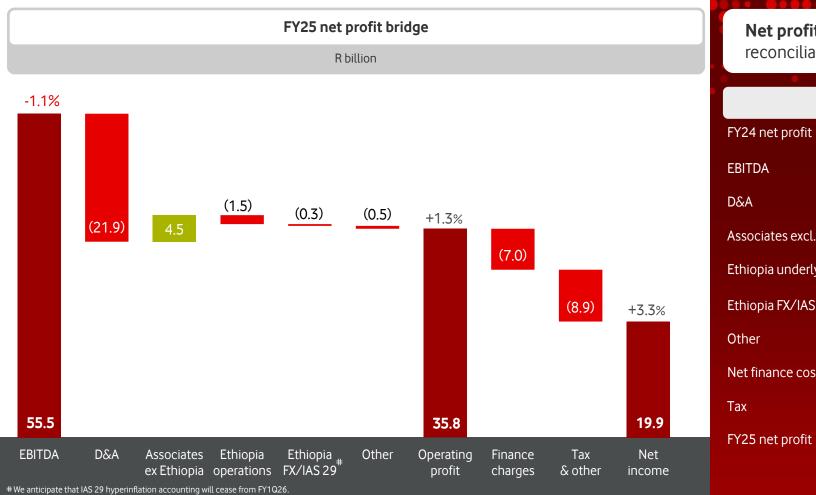




Cash flow | Strong second half as expected



Net profit | Back to growth despite FX pressures



reconciliation, YoY

Net profit

R million FY24 net profit

EBITDA D&A

Associates excl. Ethiopia

Ethiopia underlying Ethiopia FX/IAS29[#]

Other

Net finance costs

182

(23)

19 262

(605)

852

902

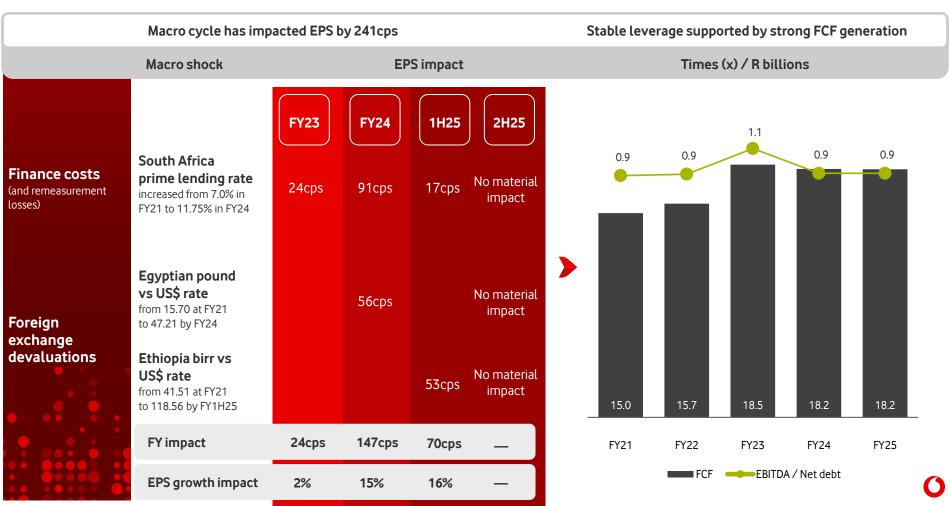
108

(482)

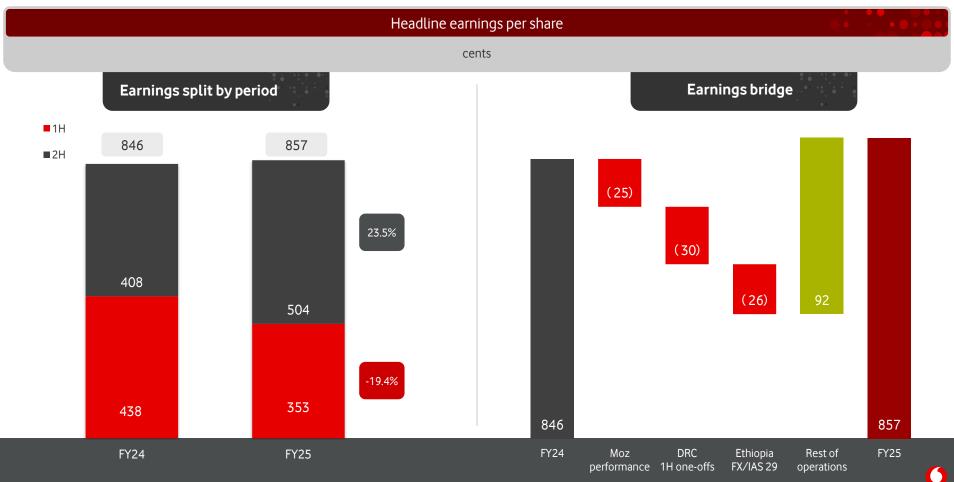
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19891

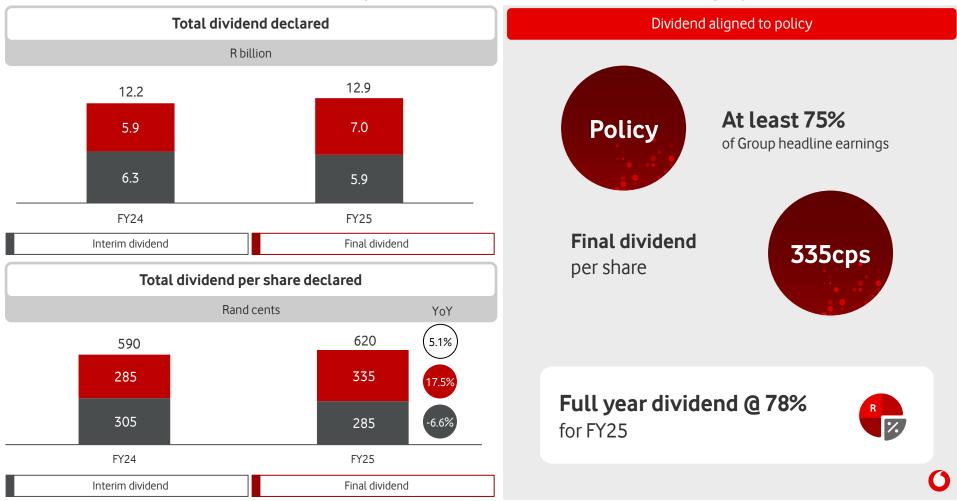
Business model resilience | Absorbed material macro shocks



HEPS | Significant improvement in second half



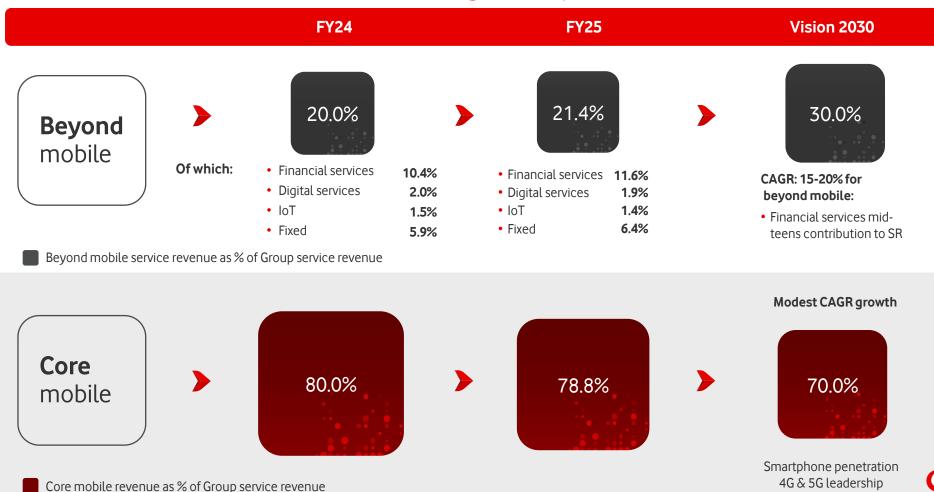
Shareholder returns | Globally attractive and sustainable pay-out ratio



Capital structure | Comfortable leverage



Outlook | We have a clear ambition to grow beyond mobile services



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

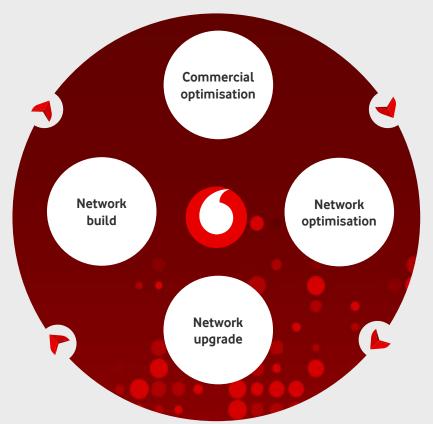
One of the highest pay-outs on the JSE



Deleveraging M&A-related debt

Supportive of EPS growth

Big data-led smart capex planning



Targets | Medium-term targets

Targets Considerations



Group service revenue growthDouble-digit

Improved inflation and FX outlook, however macro uncertainties remain



Group EBITDA growthDouble-digit

Egypt is expected to be a key driver of Group EBITDA growth in FY26

Expecting an improved performance for the International business in FY26



Group capital intensity ratio 13.0% - 14.5% of Group revenue

Safaricom guiding to sustained growth in Kenya and lower losses in 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

6



Vodacom is structurally well positioned for growth



Market leadership



Infrastructure owner



Scaled in financial services

Vision 2030 | Targeting improved shareholder returns

Strategic imperative

Key ambitions



Customer experience

- NPS leadership in all markets
- 260 million customers



Innovate for **growth**

- Market leader in connectivity, smartphone penetration >75%
- Contribution of **beyond mobile services** towards 30% of service revenue
- 120 million financial services customers



Invest in strategic enablers for growth and efficiency

- Double-digit EBITDA growth*
- **Net zero** GHG emissions for our own operations
- 50% female executives

Empower **people**

Protect the **planet**

Maintain **trust**

*Normalised basis of growth, which presents performance on a comparable basis.

Appendix



Impact of exchange rates

Revenue

Service revenue

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

YoY% growth

YoY% growth

South Africa

International

Egypt

Group

	Reported	Normalised*		FY25	FY24	% changed
South Africa	2.8	2.8	USD/ZAR	18.24	18.73	(2.6)
Egypt	(5.4)	49.7	EUR/ZAR	19.58	20.31	(3.6)
International	4.6	9.3	ZAR/TZS	143.94	132.03	9.0
Group	1.1	10.9	ZAR/MZN	3.50	3.41	2.6
			ZAR/KES	7.12	7.78	(8.5)
			ZAR/EGP	2.69	1.71	57.3

Average YTD exchange rates

EBITDA

South Africa

International

Egypt

Group

Reported

2.3

2.9

(13.8)

(1.1)

Normalised*

2.1

50.4

(10.9)

7.8

Reported Normalised*

2.3

(8.2)

2.6

(0.1)

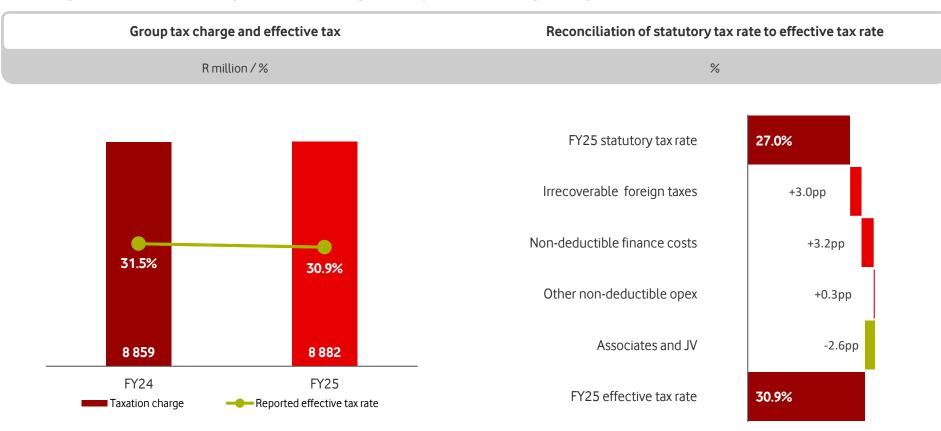
2.3

45.2

7.1

11.2

Group tax | ETR improves on prior year, despite pressure in first half



Safaricom | Market guidance for FY2026

KES billions and excluding hyperinflationary impact (IAS 29)	Kenya	Ethiopia*	Safaricom \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
EBIT FY25 actual	170 – 173 158.1	<mark>(26) – (23)</mark> (61.1)	144 – 150 97.1
Capex	54 – 57	18 – 21	72 – 78
FY25 actual	52.1	39.2	91.3

^{*}Ethiopia guidance assumptions

[•] Mobile customers target of 15 – 17 million 90-day customers

[•] Target sites 3 800 in FY26

	•	•	•	•	•	•	•	*
	South Africa	Egypt	Tanzania	DRC	Mozambique	Lesotho	Safaricom Kenya	Safaricom Ethiopia
Population [‡] (million)	61.0	114.4	69.4	105.6	34.9	2.4	56.2	129.7
GDP per capita [∓] (USD)	6 561	2 681	1 150	706	673	980	2 136	1 014
GDP growth estimate [‡] (%)	0.6	3.8	5.5	5.7	1.9	0.8	4.5	6.9
Ownership (%)	100	55	75	51	85	80	34.94 [¢]	5.7

2028/2032/2038^µ

23 386

47△

2.6△

2038

12 453

36△

124△

2036

1557

73△

73∆

2036

8 8 4 2

17β

94β

2032/2026∞

48 237

93β

660β

2031

22 643

40∆

5 762△

2039

48 253

42∆

114△

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%.

^a 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. Fotal 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.

2041

884

88∆

F Business Monitor International for all other countries (Extraction date: March 2025).

²⁰²⁸ (2G licence), 2032 (3G licence) and 2038 (4G licence). ²⁰²⁸ (2G licence). "Licence period based on spectrum band rather than technology.

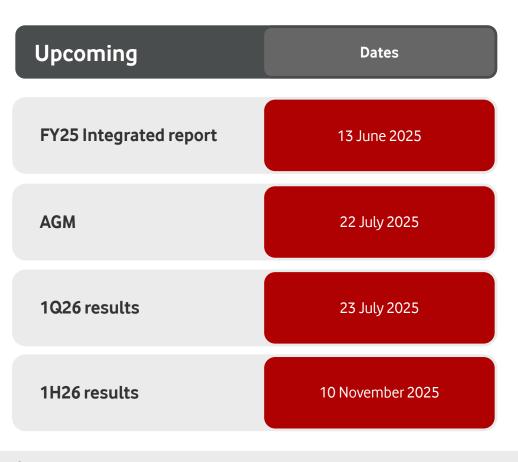
ARPU (local currency/month)

Licence expiry period

Country data

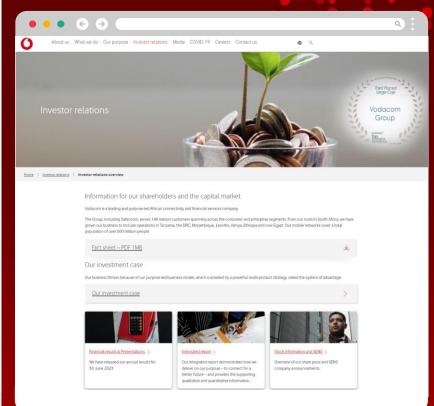
Customers (thousand) 45 951 ARPU (rand/month)

More information



Visit our website for more information

http://www.vodacom.com



Definitions

Customers

Customers are based on the total number of mobile customers using any service during the last three months.

the tast 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

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 ioint

venture, restructuring cost and BEE

income/charge.

South Africa

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.

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

and Vodacom Business Africa Group (Pty)

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 (*)

where applicable, to show a like-for-like

comparison of results.

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

0 ... 6 ... 1. 6

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 each flow

Limited and its subsidiaries.

Lesotho as well as the operations of Vodacom International Limited (Mauritius)

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 annual results for Vodacom Group Limited for the year ended 31 March 2025 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 rollouts, 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.