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Group salient features

+11.8%

Customers

71.1 million

+4.6%

Revenue

R42.0 billion

25.8%

EBIT margin

R10.8 billion

+7.0%

Net profit

R6.7 billion

+15.1%

Data customers

34.7 million

R5.4bn

Capital expenditure

12.8% of revenue

+1.1%

HEPS

445 cents per share

390 cents

Interim dividend per share

South Africa | Strong customer net adds underpins growth



Key indicators	1H18	% change
Revenue (Rm)	33 881	7.7
Service revenue (Rm)	26 670	4.7
EBITDA (Rm)	13 370	2.7
EBIT (Rm)	9 882	(2.2)
Customers ('000)	40 000	12.1
Data customers ('000)	19 905	9.6
Active smart devices ('000)	17 297	14.8

+7.7%

Revenue growth

+4.7%

Service revenue growth

+2.9 million

Customer net adds

International | Improving trends



Key indicators	1H18	% change	Normalised
Revenue (Rm)	8 574	(5.2)	5.0
Service revenue (Rm)	8 308	(4.8)	5.5
EBITDA (Rm)	2 405	2.3	3.1
EBIT (Rm)	988	18.6	2.2
Customers ('000)	31 092	11.4	
Data customers ('000)	14 755	23.3	
M-Pesa customers ('000)	13 986	27.9	

+5.5%*

Service revenue growth

+1.4million

Customer net adds

+27.2%*

M-Pesa revenue growth

Safaricom | Continued strong performance, double digit growth



Key indicators	1H18	% change
Revenue (KES'bn)	114	12.1
Service revenue (KES'bn)	110	12.0
EBITDA (KES'bn)	54	6.8
EBIT (KES'bn)	38	8.9
Customers ('000)	29 490	10.8
Data customers ('000)	16 946	13.5
M-Pesa customers ('000)	19 307	9.5

+12.0%
Service revenue growth

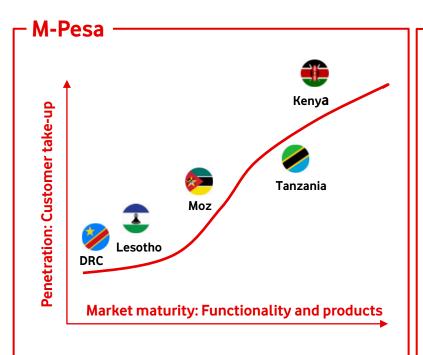
+1.4million

Customer net adds

+16.2%

M-Pesa revenue growth

Safaricom | Co-operation priorities



- 27.4% of Service revenue
- USD6 billion transacted monthly
- Broad base of financial services

Enterprise



- 32 countries
- IoT leader
- VGE hub to leverage

Big data

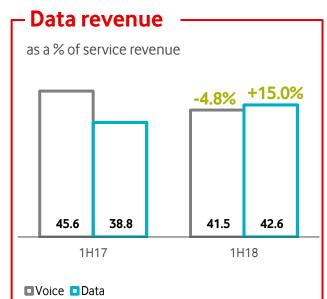


- Vodafone big data incubator
- 1.1 billion bundles sold
- 719 million 'Just 4 You' bundles

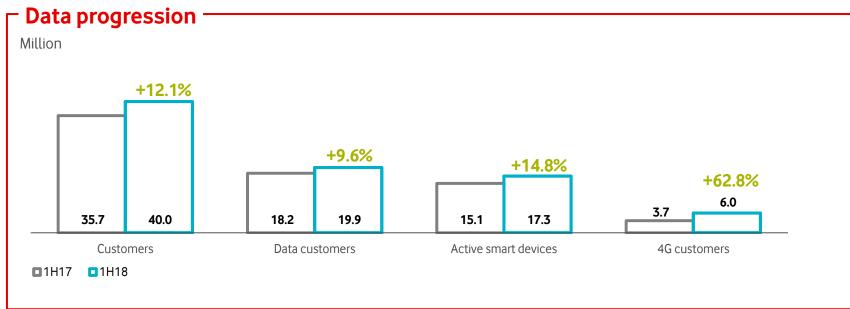


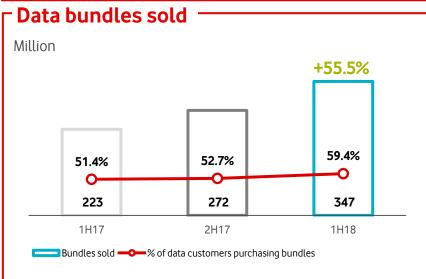


South Africa data | Device, pricing and network supporting demand



- Average usage per smart device +19.5% to 776MB
- Data traffic up +51.2%
- 11.8m customers are purchasing bundles

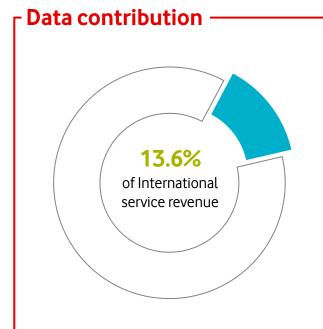




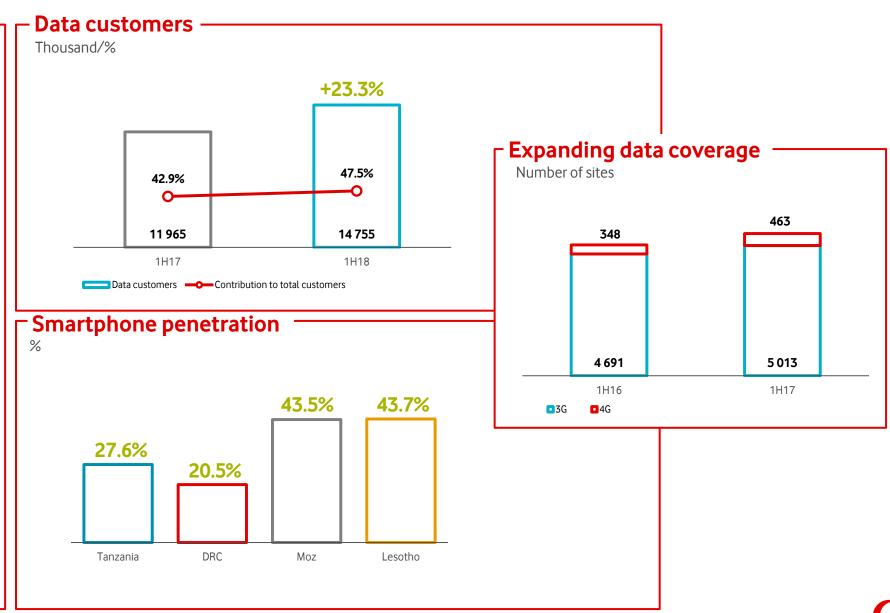




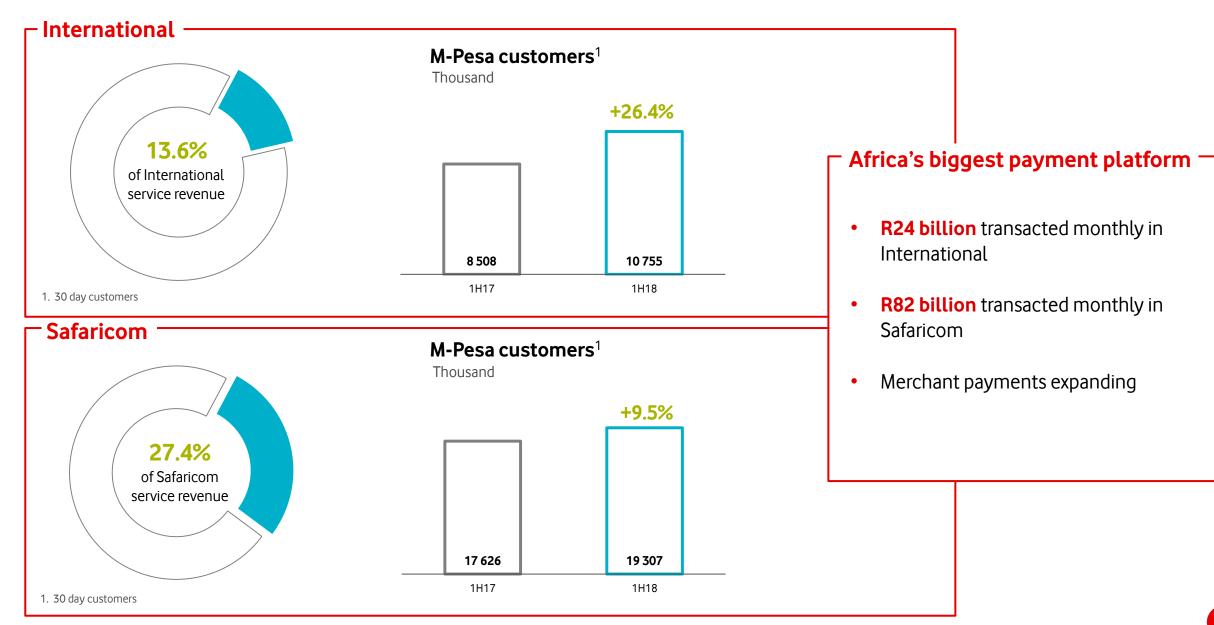
International | Data progressing



- R1.5bn capital investment
- Data traffic up +73.1%
- 47.5% of customers are using data

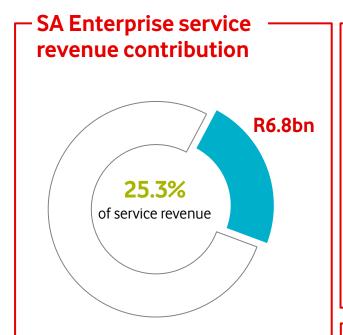


International | M-Pesa flying

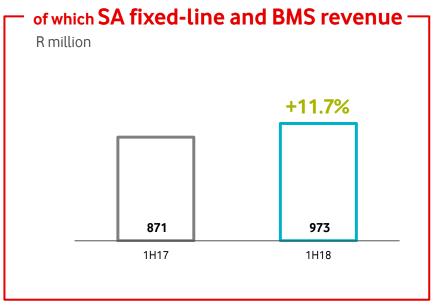


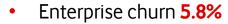
Enterprise | Growing service revenue contribution

SA Enterprise revenue

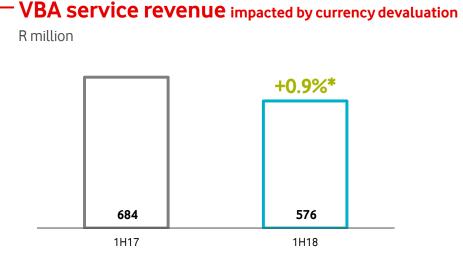


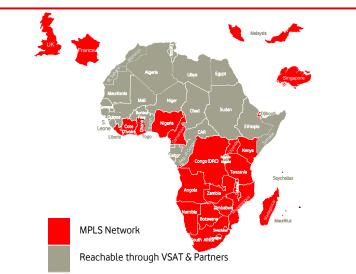






 Government contract migration progressing





New services | IoT scaling up to drive vertical integration

Afrigis



Geo-location services

XLink



Pay-point services

Mezzanine

MOBILE | BUSINESS | SOLUTIONS









Agriculture Health Educatior Logistics

Platform solutions



R399m loT revenue up **+22.4%**

3.3m IoT connections up +24.6%

NB IoT

1st commercial transaction

1 100 base stations

Metro areas

New services | Capturing new revenue shares

Fintech

Insurance

1.0 million policies

Improved margins

Advances

R1.4bn purchases through airtime advance up +47%

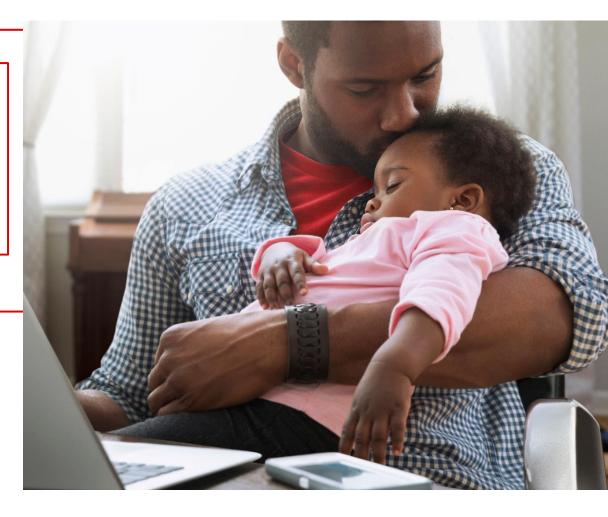
Payment services

R342m airtime sales through Vodacom Express Recharge up +53%

Fibre



Over **39 000** homes and businesses passed Wholesale partnership agreements additional access to over **175 000** end points





Strategy | Towards Vision 2020 – Digital first



Segmentation | Based on customer needs

The new



Youth



- Over 2 million subscribers
- Music talent show
- Exclusive access to events
- Exclusive rewards
- Free access to selected job sites
- Targeted digital content

Emerging market



- Free health info
- Free online learning
- Facebook Flex
- Free access to job sites
- Free funeral cover

High value



- Loyalty programmes
- 24/7 premium customer care agents
- Data sharing sims



The old

One size fits all

Segmentation | Sophistication through bundles

-Personalisation

Machine learning

Generic offers and promotions



Size

Big Data

small to large to cater for all



Validity short and long when you need it



URL based applied to your application

Segment of one



18.2 million

customers using bundles

1.1 billion

bundles sold

24.2%

reduction in price per mb

10.9%

reduction in price per minute

Big data | The tip of the Iceberg

Credibility from Just for You



Machine learning

size - validity - URL

Next steps



Accelerate deeper learning

Best data scientists

Bigger platform

Diversify the use cases

Touch more of the business with big data

- Call centre optimisation through voice recognition
- Web scraping of deals to improve competitiveness
- Combining customer information for deeper analytics

Just 4 You bundles 62.7% of bundles sold

10.9m customers engaged in Just 4 You

Digital sales | From physical to digital

The enhanced

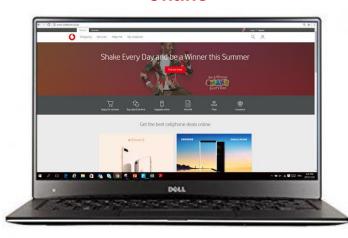
The old



USSD



Online



MyVodacom app



Bricks and mortar

23 million customers using USSD

+40.6% digital online sales

2.4 million Vodacom app users

Sales through

Social media

Best technology | South Africa maintaining our lead

+9ppts ahead

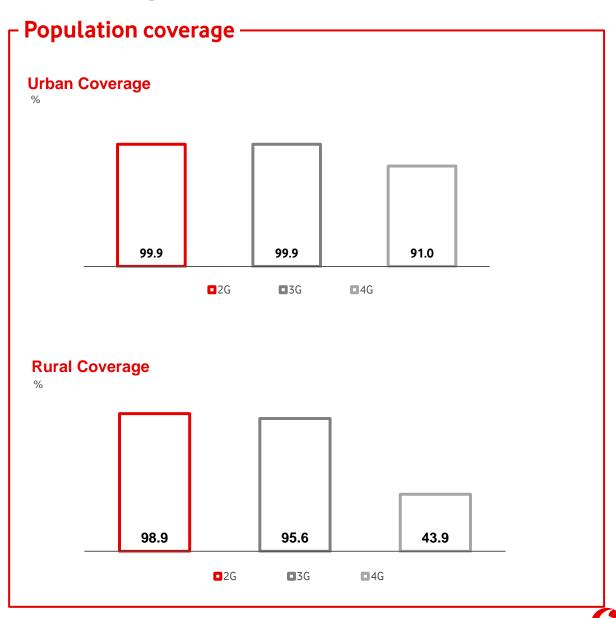
of nearest competitor network NPS

2017 MyBroadband Awards Winner

'Best Mobile Network'



Benchmark data performance (4G) mbps Downlink speed Uplink speed 12 13 6 8 30 26 14 10 Vodacom Operator A Operator B Operator C Source: Drive tests (September 2017)



Best Technology | Information Technology - Leading IT systems



- Deployed in all markets
- Standardisation of platforms
- Investing in best and latest technologies

┌ New billing system



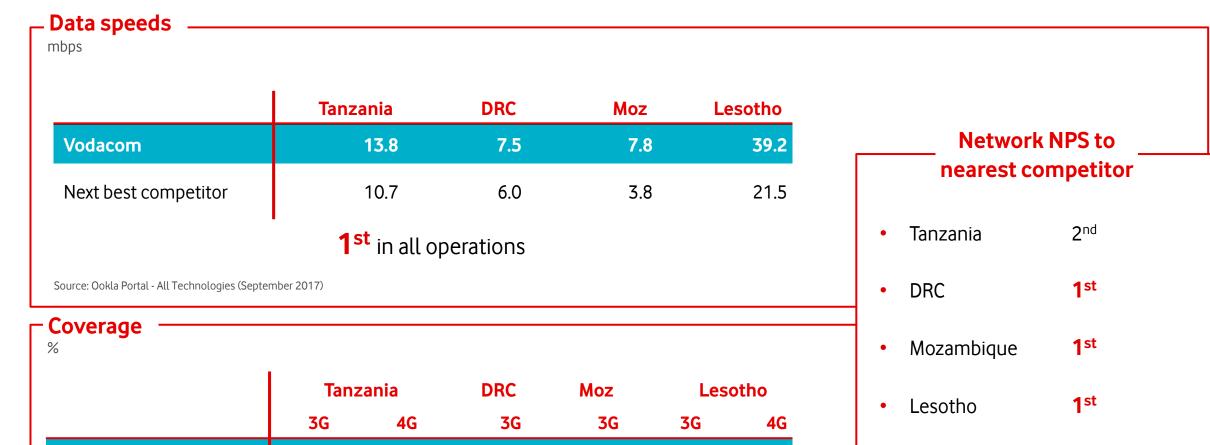
- Improved single view of the customer
- Contract customer migration completed

New M-Pesa platform



- Standardised platform across all markets
- New functionality
- Better stability

Best Technology International fending off the competition



1st in all operations

4G coverage has not been rolled out in the DRC and Mozambique

Vodacom

Next best competitor

Best customer experience Differentiated quality service



of nearest competitor





Connectivity that is reliable and secure

"Network satisfaction guarantee"

Most secure Network - client virus protection (Norton)

Ready Business Assessment tool Virtual CIO for SME



Always excellent value

"Control your costs with no surprises"

Auto bundle allocate R3 for 5mb

Smart notifications for improved data usage alerts



Reward loyalty

"Extra rewards and better surprises"

Summer SHAKE campaign

Red customers go straight to an agent – No IVR



Easy access

"Always available ask only once"

24/7 live help

Prioritised service for high value customers

Brand with a purpose | Empowering for a better tomorrow

The future is exciting.

Ready?







Free internet access

to 19 universities

3000

schools connected

150 000

teachers trained through

92 teacher centres

Moyo Lesotho challenge

ARV access to all HIV + by 2020

Vodacom e-school

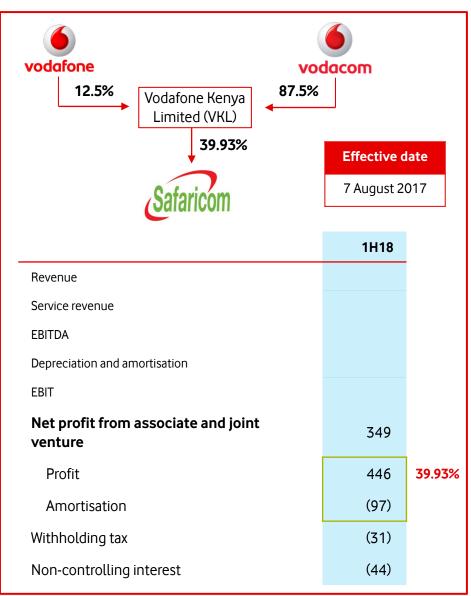
free online learning portal **341 146** registered learners

R300m

committed to education



Safaricom Effects on reporting



Purchase price allocation

Analysis of investment held at cost	Rm
Safaricom's net asset value at acquisition	15 707
Fair value adjustments net of tax	26 714
Safaricom's net assets at fair value	42 421
Vodafone Kenya's equity interest in Safaricom at 39.93%	16 941
Notional goodwill	32 236
Vodafone Kenya's investment in associate	49 177

Useful lives

172 - 240 months

Annual amortisation charge

R583 million

Earnings and headline earnings

233 459 781 1 540 526 406 1 721 413 781

new shares issued Weighted shares for earnings per share calculation from per share calculation

1 Aug 2017

Interim results | 30 September 2017 27

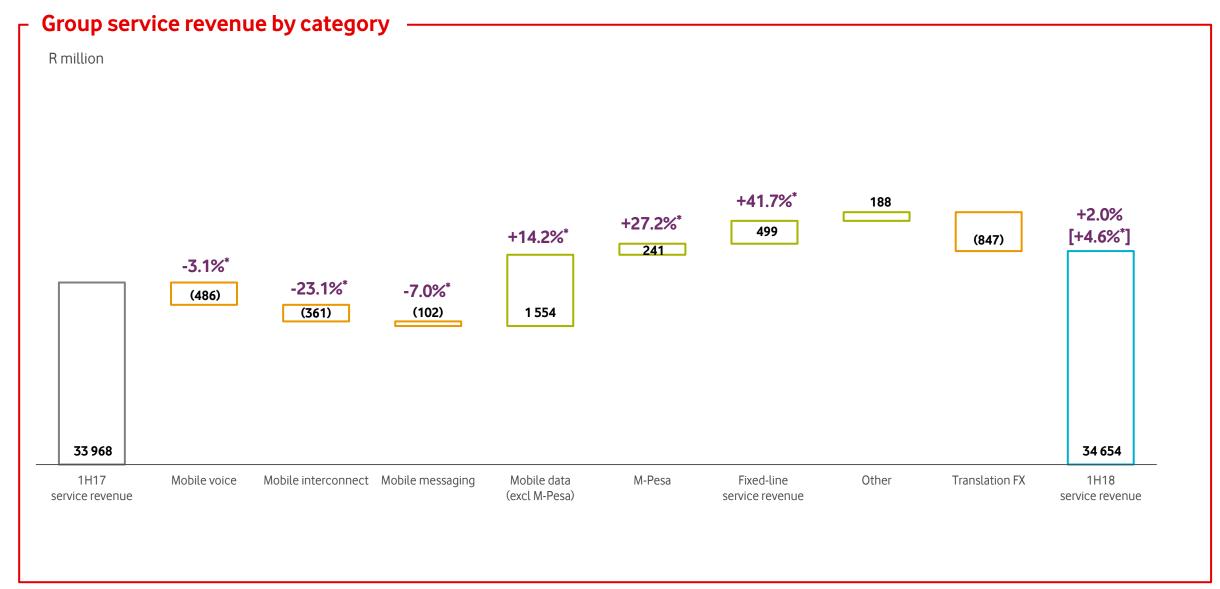
Group income statement

R million	1H18	1H17	% change	% Normalised*
Revenue	41 995	40 151	4.6	6.9
Service revenue	34 654	33 968	2.0	4.6
EBITDA	15 731	15 278	3.0	3.1
Depreciation and amortisation	(4 981)	(4 523)	10.1	
EBIT	10 830	10 847	(0.2)	(1.4)
Net profit from associate and joint venture	349	-		
Operating profit	10 964	10 717	2.3	(2.2)
Net finance charges	(1 300)	(1 303)	0.2	
Profit before tax	9 664	9 414	2.7	
Taxation	(2 952)	(3 139)	(6.0)	
Net profit	6 712	6 275	7.0	
Attributable to:				
Equity shareholders	6 850	6 442	6.3	
Non-controlling interests	(138)	(167)	17.4	
HEPS (cents)	445	440	1.1	
Weighted average shares in issue (million)	1 541	1 467		

^{*} Normalised growth presents performance on a comparable basis. This excludes merger and acquisition activity and adjusting for foreign currency fluctuation on a constant currency basis (using the current six months as base). Interim results | 30 September 2017



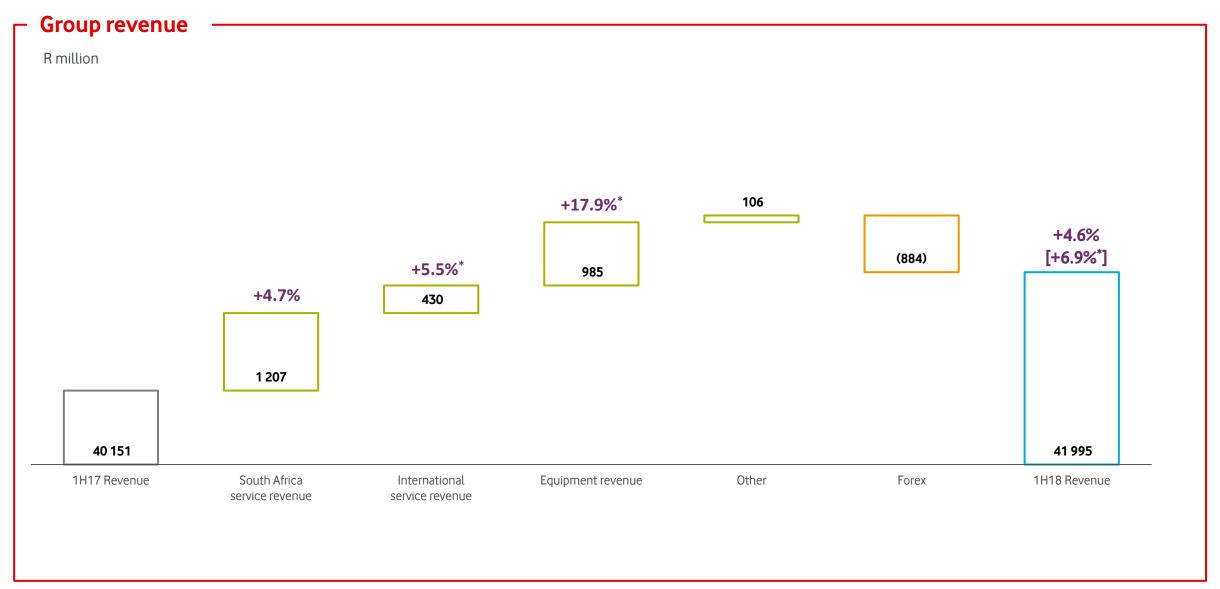
Group service revenue | Driven by data growth



^{*} Normalised growth presents performance on a comparable basis. This excludes merger and acquisition activity and adjusting for foreign currency fluctuation on a constant currency basis (using the current six months as base).



Group revenue | Supported by device sales



[•] Normalised growth presents performance on a comparable basis. This excludes merger and acquisition activity and adjusting for foreign currency fluctuation on a constant currency basis (using the current six months as base).



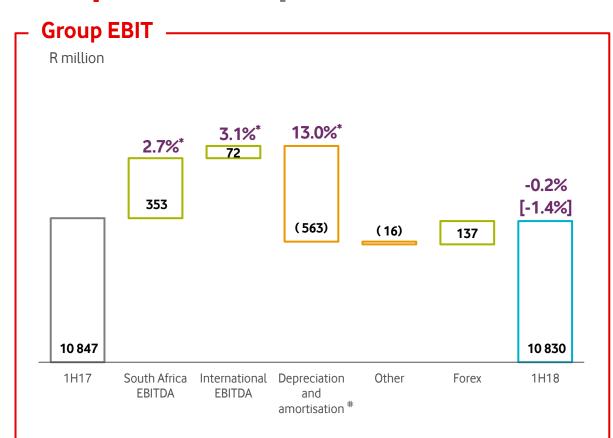
Group expenses | Impacted by device sales and roaming charges

R million	1H18	1H17	% change	Relative to revenue
Direct expenses	16 465	15 022	9.6 (12.0*)	
Staff expenses	2 839	2 764	2.7 (6.3*)	
Publicity expenses	990	967	2.4 (6.0*)	
Other operating expenses (excl. Forex)	5 950	5 877	1.2 (5.7*)	
Forex	76	251	(69.7)	
Total expenses	26 320	24 881	5.8 (9.6*)	
Of which:				
South Africa	20 527	18 436	11.3	
International	6 211	6 703	(7.3)	

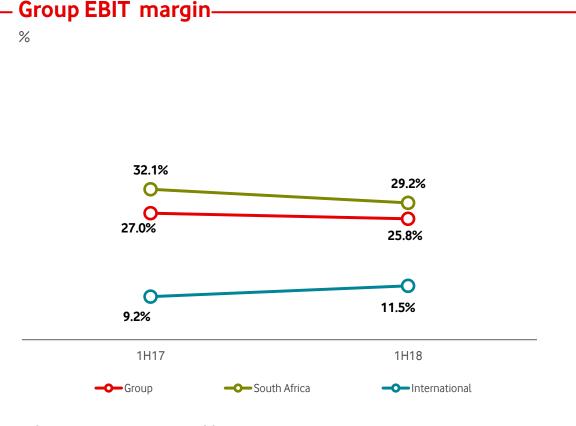
[•] Normalised growth presents performance on a comparable basis. This excludes merger and acquisition activity and adjusting for foreign currency fluctuation on a constant currency basis (using the current six months as base).



Group EBIT | Improved International performance



 Depreciation and amortisation impacted by write back of zero value assets still in use in prior year.



- SA margins impacted by roaming agreement
- Higher contribution of low margin handset sales
- Good margin expansion on International



^{*} Normalised growth presents performance on a comparable basis. This excludes merger and acquisition activity, trading forex and adjusting for foreign currency fluctuation on a constant currency basis (using the current six months as base).

[#] Excluding amortisation of acquired brands and customer bases

Net finance charges | Flat and cost of debt maintained

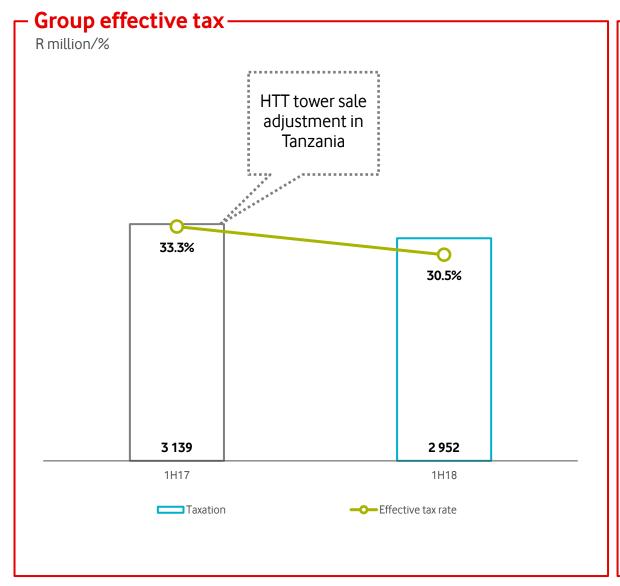
-Group net finance charges -----

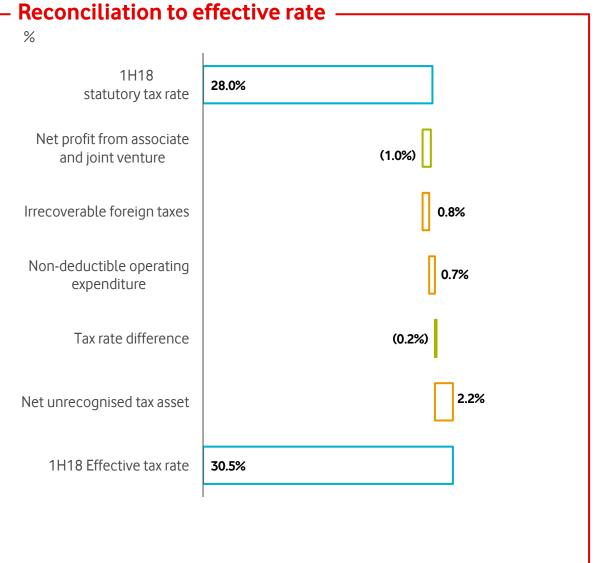
R million	1H18	1H17	% change
Finance income	317	388	(18.3)
Finance cost	(1 405)	(1 335)	(5.2)
Net loss on remeasurement and disposal of financial instruments	(212)	(356)	40.4
Net finance charges	(1 300)	(1 303)	0.2
Average cost of debt (%)	8.3	8.3	

Group net debt -

R million	1H18	FY17
Bank and cash balances	6 874	8 873
Bank overdrafts	(379)	-
Current borrowings	(8 366)	(3 762)
Non-current borrowings	(23 139)	(27 613)
Other financial instruments	46	18
Net debt	(24 964)	(22 484)
Net debt/EBITDA (times)	0.8	0.7

Group tax In line with expectation



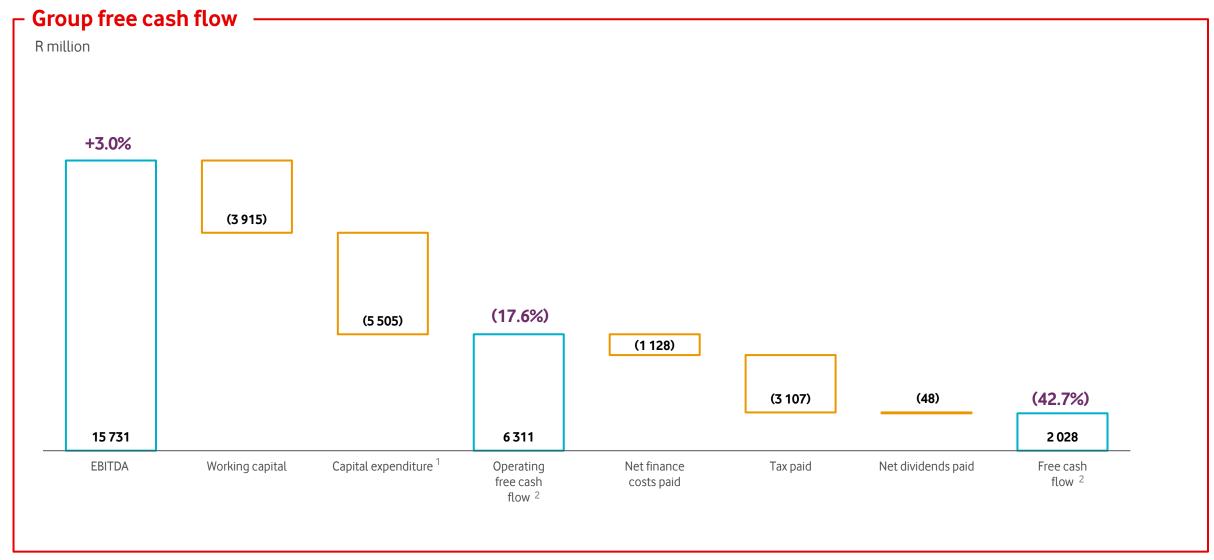




Balance sheet | Boosted by acquisition of Safaricom stake

R million	1H18	FY17	Movement
Assets			
Property, plant and equipment	40 878	40 181	697
Intangible assets	9 081	9 186	(105)
Other non-current assets	50 982	2 760	48 222
Current assets	33 469	29 011	4 458
Total assets	134 410	81 138	53 272
Equity and liabilities			
Total equity	75 468	22 996	52 472
Borrowings	31 505	31 375	130
Other liabilities	27 437	26 767	670
Total equity and liabilities	134 410	81 138	53 272

Cash flow | Reduced, impacted by timing differences

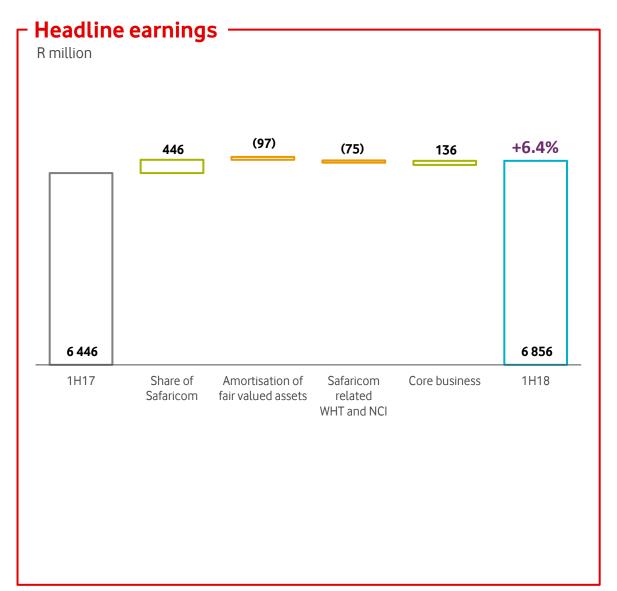


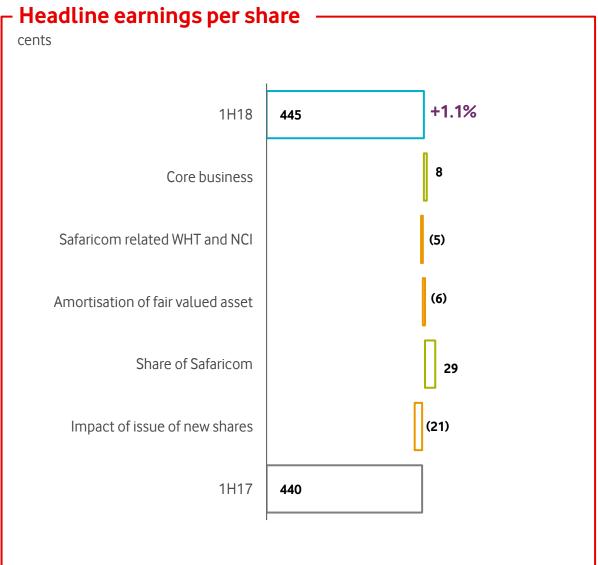
^{1.} Capital expenditure comprises the purchase of property, plant and equipment and intangible assets, other than license and spectrum payments, net of cash from disposals. Purchases of customer bases are excluded from capital expenditure.



^{2.} Operating free cash flow and free cash flow excludes movements in amounts due to M-Pesa account holders.

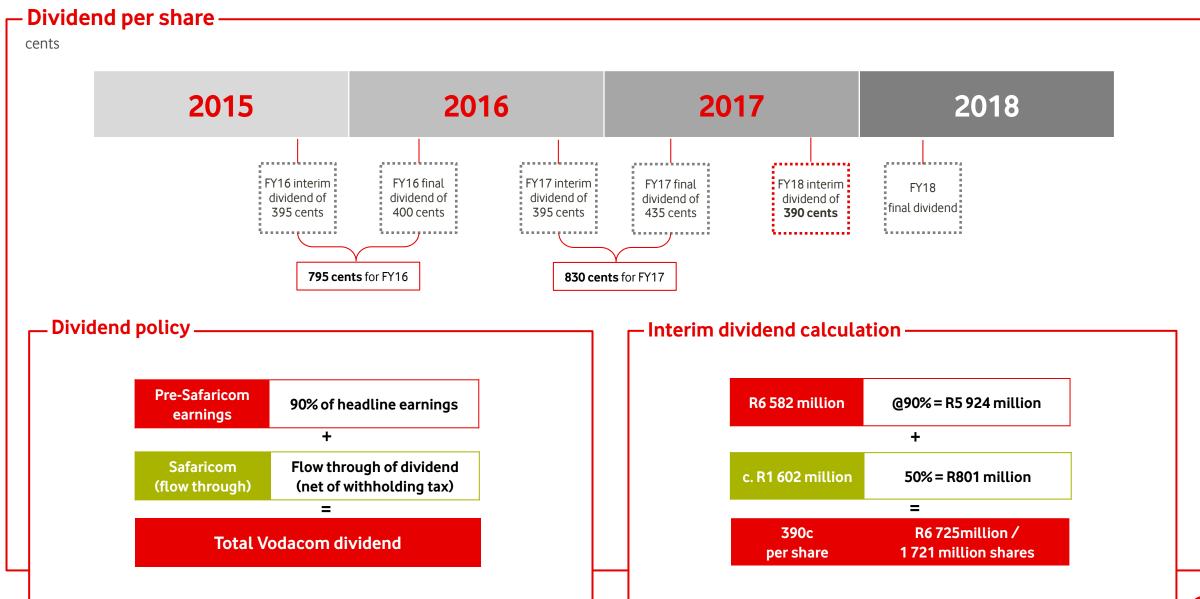
Headline earnings | Strong growth, HEPS impacted by share issue



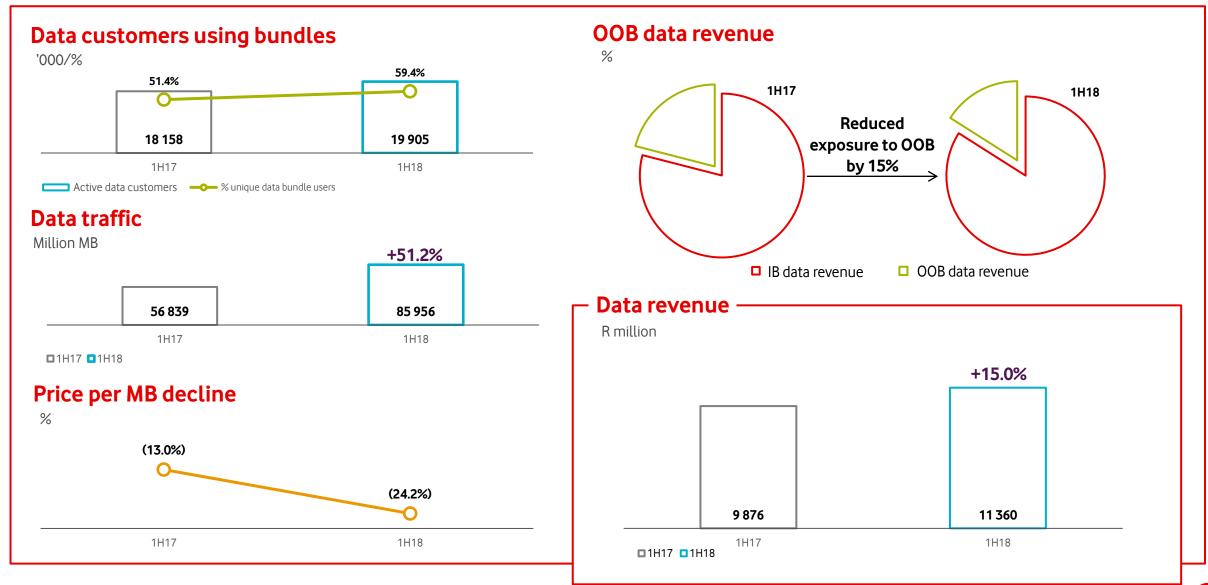




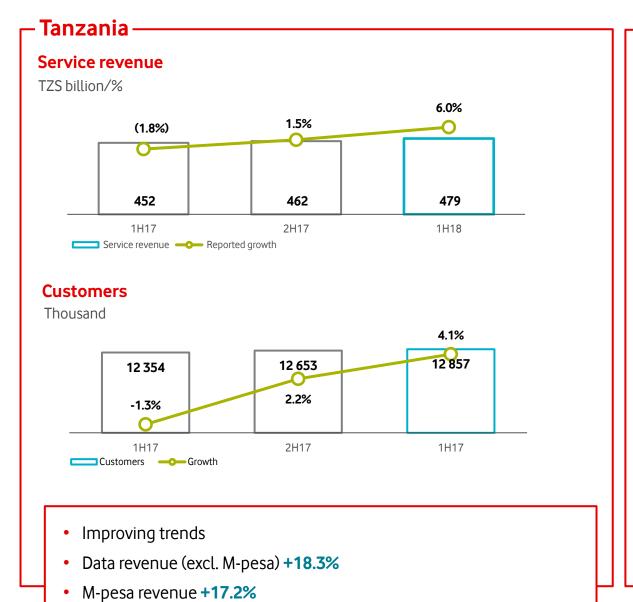
Dividend Interim dividend of 390cps

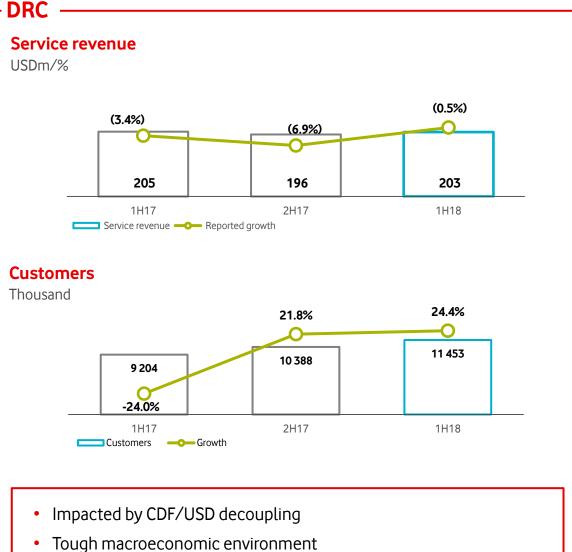


South Africa data journey | Bundle pricing transformation



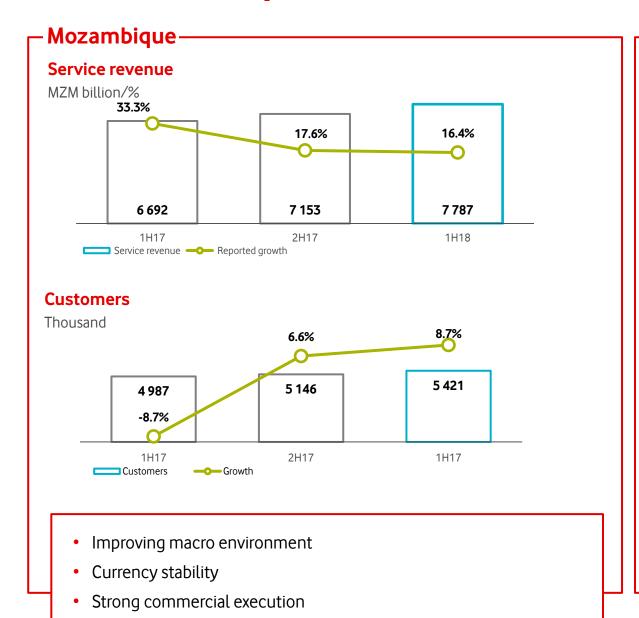
International Service revenue and customers

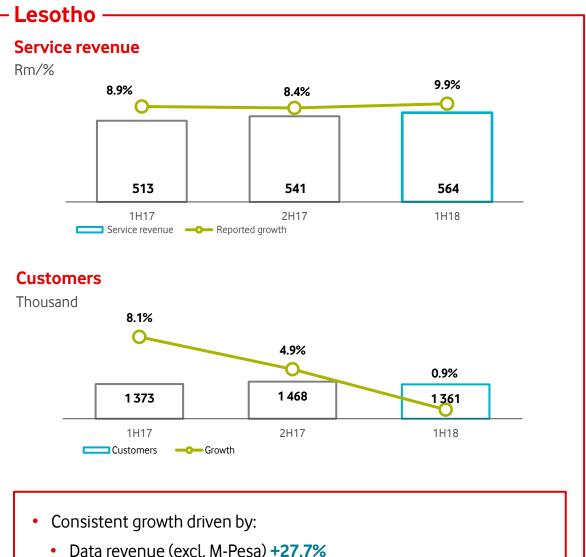




Moving to positive growth

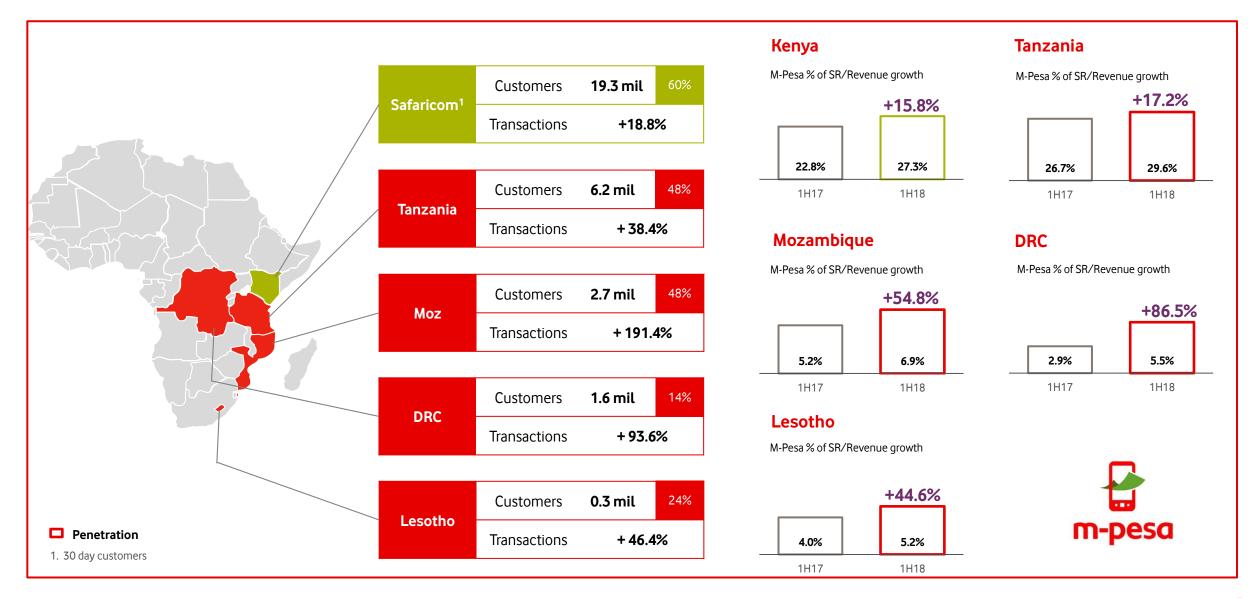
International Service revenue and customers



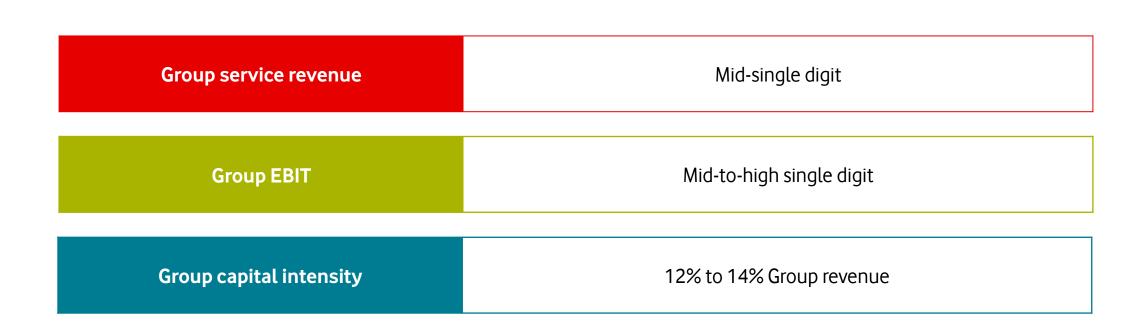


M-Pesa revenue +44.6%

M-Pesa | Africa's biggest mobile payment platform



Targets | Group medium-term targets maintained



These targets are on average over the next three years and are on a normalised basis in constant currency, excluding spectrum purchases and any merger and acquisition activity. The above targets assume broadly stable currencies in each of our markets and stable macro and regulatory environments.

The above targets assume broadly stable currencies in each of our markets and stable macro and regulatory environments.

Key priorities

- Regulatory
- Out-of-bundle
- Data monetisation in International
- Safaricom co-operation





Country data

	South Africa	Tanzania	DRC	Mozambique	Lesotho	Safaricom @
Population [∓] (million)	56.7	57.3	81.2	29.7	2.2	49.7
GDP per capita [‡] (USD)	81 228 ^ŋ	869	463	394	1 078	1 514
GDP growth estimate [‡] 2016 (%)	0.6	5.3	2.9	4.1	3.4	4.5
Ownership (%)	100#	61.6125+	51	85	80	34.94*
License expiry period	2029	2031	2028/2032 ^µ	$2018/2026^{\mu}$	2036	2022/2024/2026°
Customers (thousand)	40 000	12 857	11 453	5 421	1 361	24 490 π
ARPU \triangle (rand $/$ month)	102	36	40	50	66	80 β
ARPU ∆ (local currency / month)	102	6 122	3.0	236	66	623 β
Minutes of use per month	127	160	43	138	84	n/a

[†] The Bureau of Economic Research for SA and Business Monitor International for all other countries (Extraction date: 10 October 2017).

[@] Results from effective purchase date (August 2017)

n GDP per capita in ZAR for SA.

^{* 6.25%} held indirectly through special purpose entities which are consolidated in terms of SIC 12: Consolidation – Special Purpose Entities as part of the broad-based black economic empowerment transaction.

⁺ In August 2017 Vodacom Tanzania Ltd was successfully listed on the Dar Es Salaam Stock exchange, thereby diluting the Vodacom Group Shareholding in the company.

^{*} Vodacom Group Ltd owns 87.5% of Vodafone Kenya Ltd, which in turn holds 39.93% of Safaricom, giving Vodacom an effective holding in Safaricom of 34.94%

 $^{^{\}upmu}$ 2028/2018 relates to the 2G license and 2032/2026 relates to the 3G license

[∞] 2024 relates to the 2G license, 2022 relates to the 3G license and 2026 relates to the 4G license (under discussion)

 $[\]pi$ Total customers

β 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.

 $[\]Delta \, \text{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.}$

Impact of foreign exchange

Revenue

YoY % growth

Average exchange rates

1H18	Reported	Normalised*
South Africa	7.7	7.7
International	(5.2)	5.0
Group	4.6	6.9

	1H18	1H17	% change
USD/ZAR	13.20	14.54	(9.2)
ZAR/MZN	4.68	4.38	6.8
ZAR/TZS	169.54	150.72	12.5
EUR/ZAR	15.01	16.33	(8.1)
ZAR/KES	7.82	6.99	11.9

Service revenue

YoY % growth

EBIT

YoY % growth

1H18	Reported	Normalised*
South Africa	4.7	4.7
International	(4.8)	5.5
Group	2.0	4.6

1H18	Reported	Normalised*
South Africa	(2.2)	(2.2)
International	18.6	2.2
Group	(0.2)	(1.4)

^{*} Normalised for trading foreign exchange and at a constant currency (using current year as base).

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 have been restated to exclude customers with free allocated data bundles not used. Active 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.
ARPU	Total ARPU is calculated by dividing the average monthly service revenue by the average monthly active customers during the period.
Contribution margin	Revenue less direct expenses as a percentage of revenue.
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.
EBIT	Earnings before interest and taxation, 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.
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.
HEPS	Headline earnings per share.
International	International comprises the segment information relating to the non-South African-based cellular networks 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 (*)	Adjusted for trading foreign exchange and at a constant currency (using current year as base) from ongoing operations.
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.
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.

Forward-looking statements

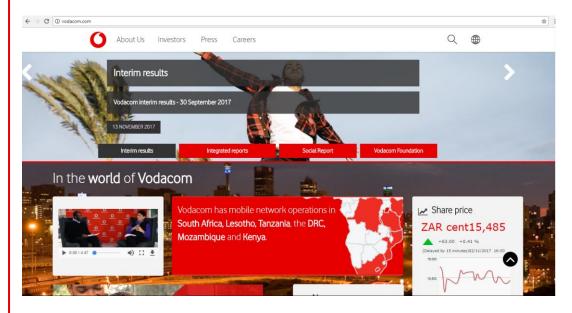
This presentation which sets out the annual results for Vodacom Group Limited for the six months ended 31 September 2017 contains 'forward-looking statements', which have not been reviewed or reported on by the Group's auditors, with respect to the Group's financial condition, results of operations and 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;

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

Visit our website for more information



FY18 upcoming dates -



Q3 results

31 January 2018

Annual results 14 May 2018

http://www.vodacom.com

Contact us

VodacomIR@vodacom.co.za

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