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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 44 of this presentation.

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Highlights

+10.6%

Customers

78.8 million

+5.6%

Revenue

R42.7 billion

25.2%

EBIT margin

R11.2 billion

R1.4bn

Net profit from associate

+11.1%

Data customers

38.5 million

R5.3bn

Capital expenditure

12.0% of revenue

385 cps

HEPS

+6.0% (excl BEE charges and Safaricom acquisition)

395 cps

Interim dividend +1.3%

Key transformational milestones

BEE deal

R16.4 billion deal

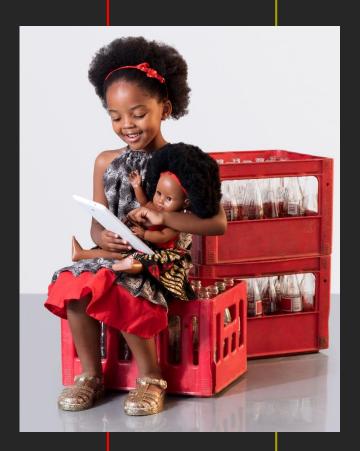
Committed to transformation

R3.3 billion returned to investors special dividend

Diversified portfolio as part of Vodacom Group

c20% effective black ownership

Most **empowered** telco



Safaricom

R1.4 billion share of profit

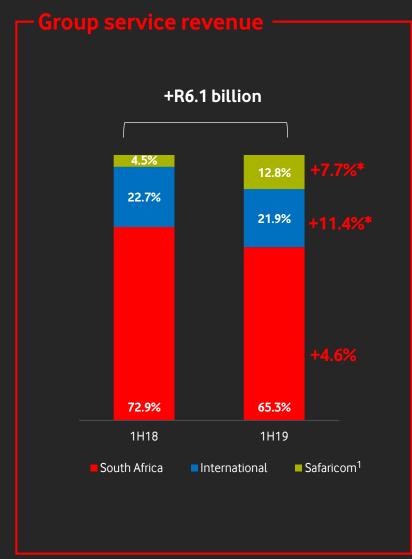
R2.0 billion dividend receivable

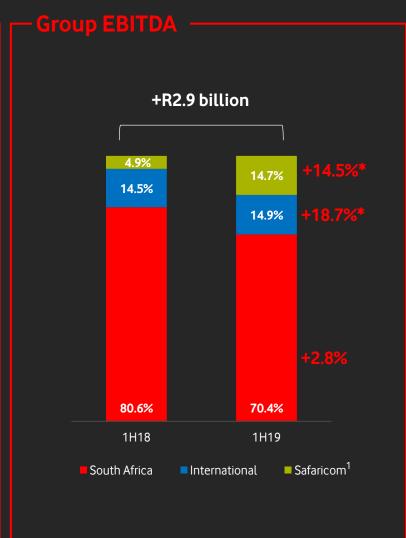
Closer co-operation to leverage innovation and learnings

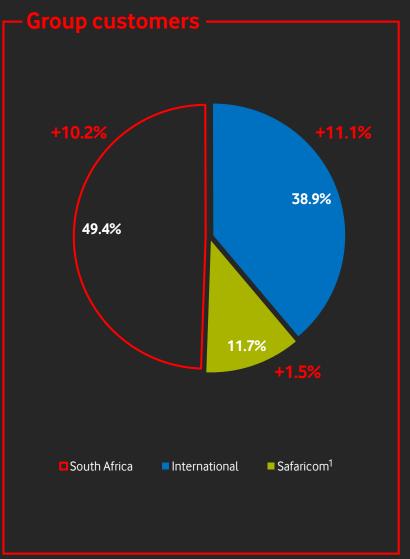
Performance in line with expectations



Diversified Group | Double digit growth in two key segments







^{*} Normalised growth which 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 period as base).



^{1.} Represents Safaricom's values in proportion to our stake of 34.94%.



South Africa | Strong customer net adds

Key indicators	1H19	% change
Revenue (Rm)	35 324	4.3
Service revenue (Rm)	27 898	4.6
Data revenue (Rm)	12 207	7.5
EBITDA (Rm)	13 750	2.8
EBIT (Rm)	10 009	1.3
Customers ('000)	44 089	10.2
Active smart devices ('000)	19 107	10.5

+4.6%

Service revenue growth

+2.4 million

Customer net adds

+10.5%

Active smart devices

International | Double digit growth

Key indicators	1H19	% change	Normalised*	+11.4%*
Revenue (Rm)	9 637	12.4	11.0	Service revenue growth
Service revenue (Rm)	9 368	12.8	11.4	
Data revenue (Rm)	1 436	26.6	24.1	+2.1 million
M-Pesa revenue (Rm)	1 410	25.2	24.2	Customer net adds
EBITDA (Rm)	2 904	20.7		+24.2%*
EBIT (Rm)	1 377	39.4	36.5	M-Pesa revenue growth
M-Pesa customers¹ ('000)	13 181	22.6		



^{1. 30-}day active customers

^{*} Normalised growth which 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 period as base).

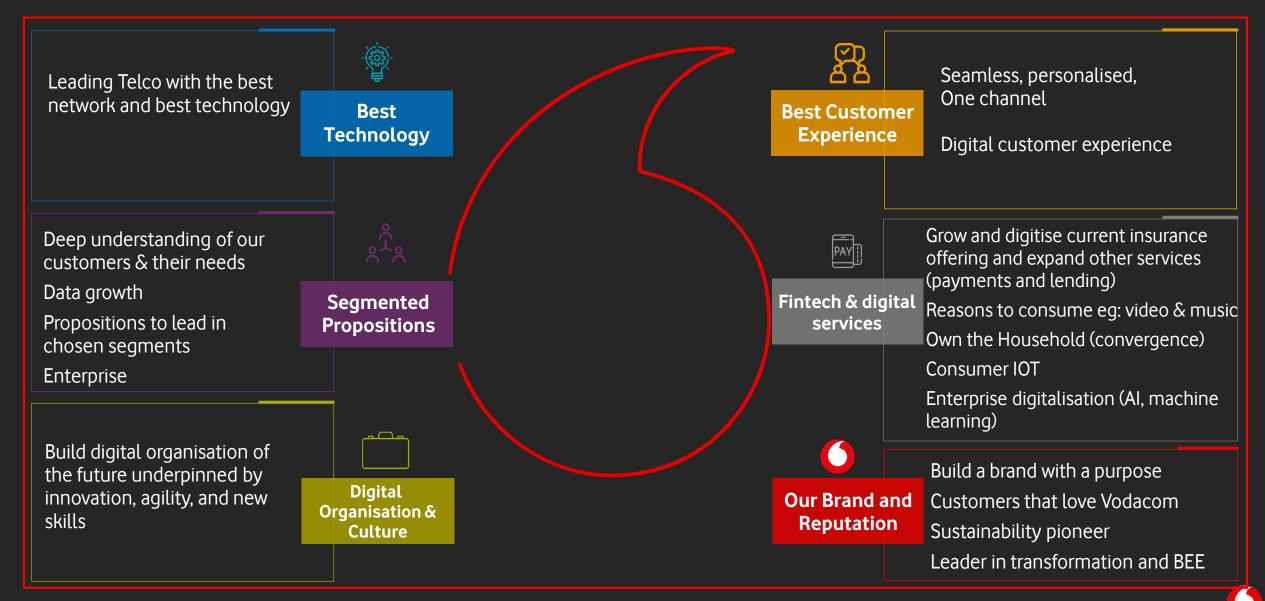
Safaricom | Continued strong performance; dbl digit growth

Key indicators	1H19 KES'bn	1H19 Rm	% change*
Revenue	123	16 324	7.4
Service revenue	118	15 697	7.7
Data revenue	20	2 576	10.8
M-Pesa revenue	36	4 716	18.2
EBITDA	62	8 222	14.5
EBIT	45	5 906	18.7
M-Pesa customers ¹ ('000)	21 012	21 012	8.8

+7.7%*
Service revenue growth
+18.7%*
EBIT growth
+18.2%*
M-Pesa revenue growth

^{1. 30-}day active customers

Strategy | Towards Vision 2020 – Digital first



Vision 2020 | Digital Vodacom

Launched Tobi

100 chatbot micro journeys

and 30k chats

Deployed 20 RPA bots

saving 49k man hours

Continuous improvement

Call volumes

down **20%**



27% increase in **online** sales and upgrades

Big data and Al expansion

Smart capex for **fibre** deployments

Churn prevention

Augmenting **fintech**

Just 4 You

Fraud detection

Agile adoption

2 tribes (digital channels and customer value management)

216 people in tribes

Beyond a Telco | Creating new platforms

Video Play

Launched in September 2018

600 000 customers since launch

TVOD/SVOD/Linear

Music

Launching soon

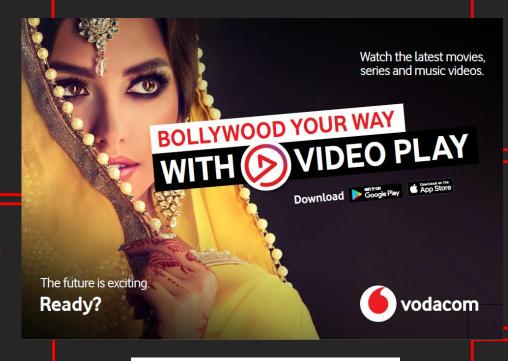
Up and coming artist platform

My Muze

Masoko

E-commerce platform

Launched in Kenya



Fintech

Payment platform

New services added

M-Pesa

Merchant payments

Interoperability



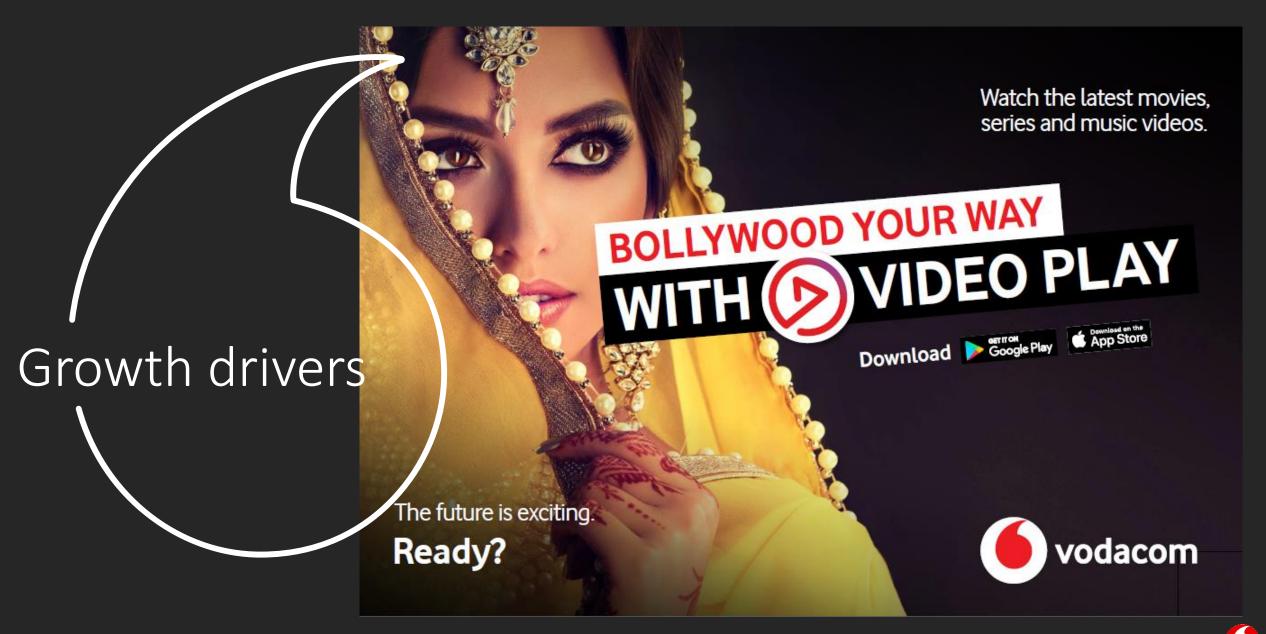
IoT

4 172 000 connections +22.4%

Connectivity

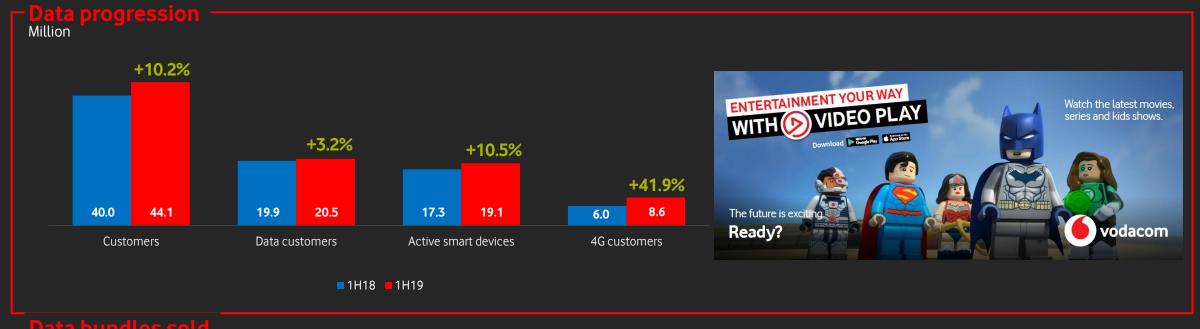
Services

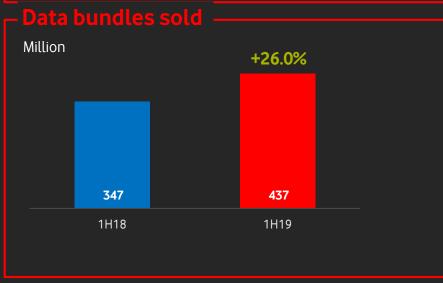
Digifarm - enabling farmers



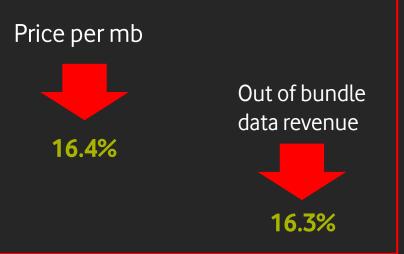


South Africa data | Pricing transformation supporting demand



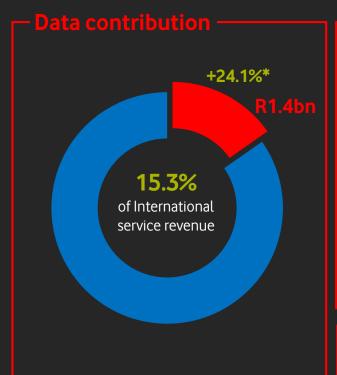






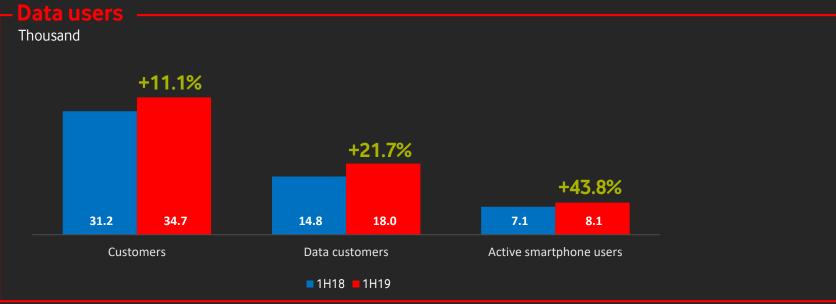


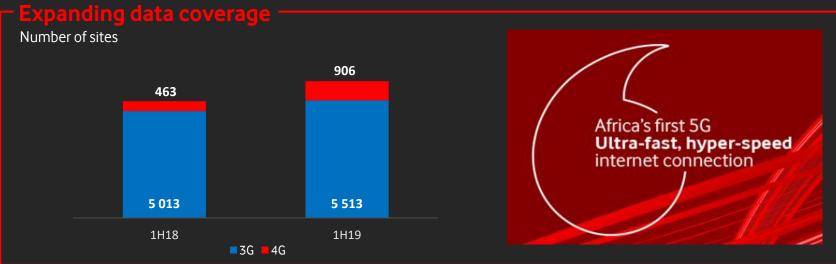
International | Data gaining momentum





Data traffic up +46.7%

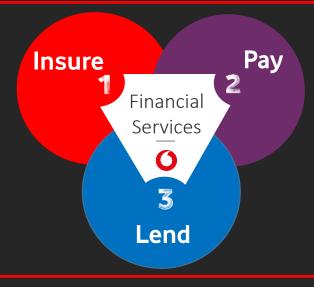




^{*} Normalised growth which presents performance on a comparable basis. This excludes merger and acquisition activity and adjusting for foreign currency fluctuation on a constant currency basis (using the current period as base).



Fintech | Expanding into new business, increased sophistication



Fintech revenue

R709 million +55%

Insurance

1 million insurance policies

Only mobile operator with an insurance licence

Express recharge

R330 million airtime sold

2% of prepaid airtime

Vodapay

Own payment gateway

Digital wallet launching soon

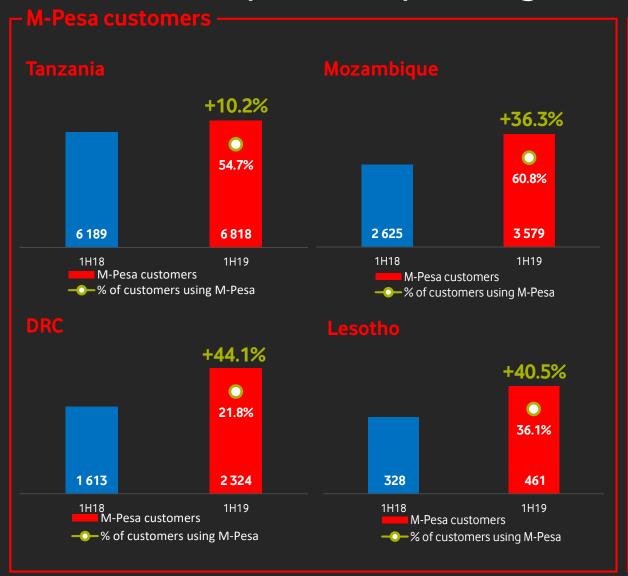
Airtime advance

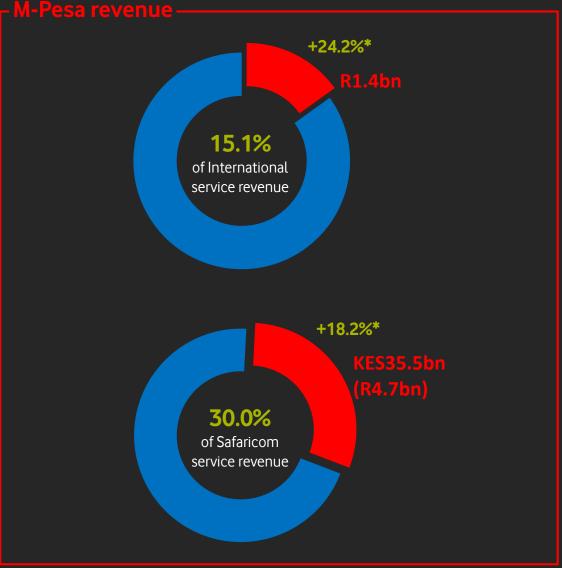
8.4 million customers

R2.9 billion airtime advanced



M-Pesa | Adoption improving



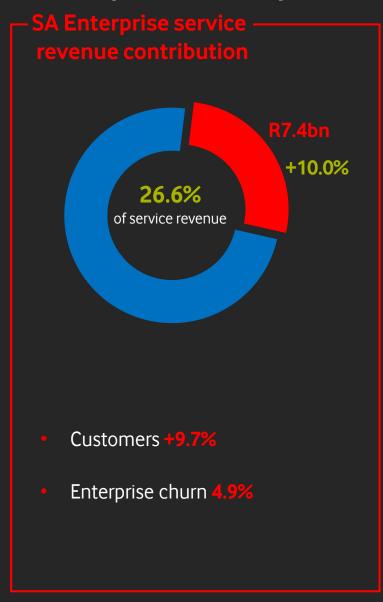


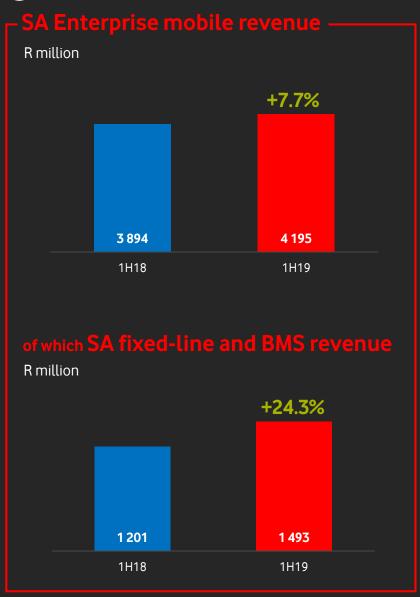


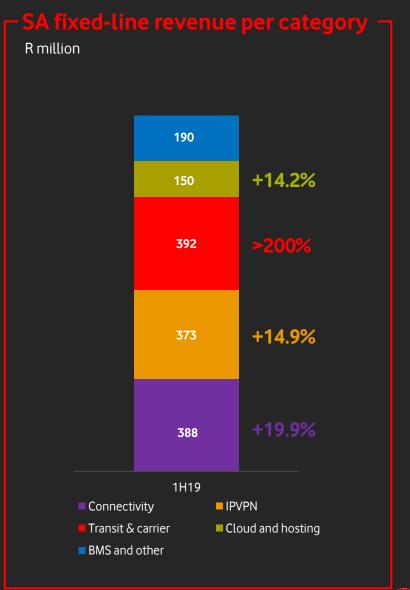
^{1. 30-}day active customers

^{*} Normalised growth which 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 period as base).

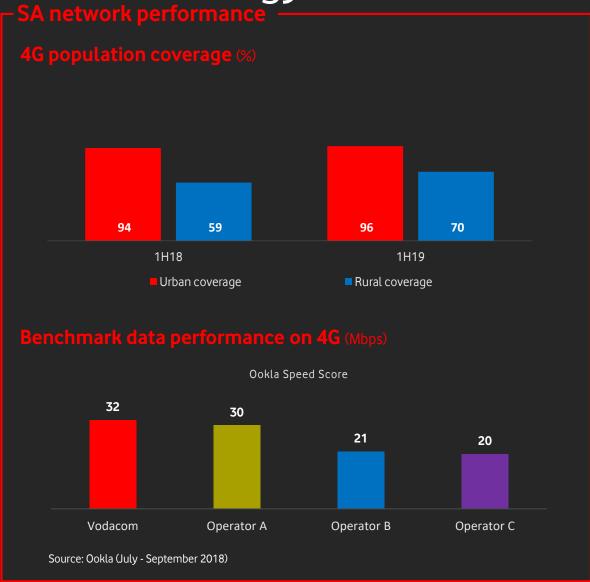
Enterprise Improving service revenue contribution

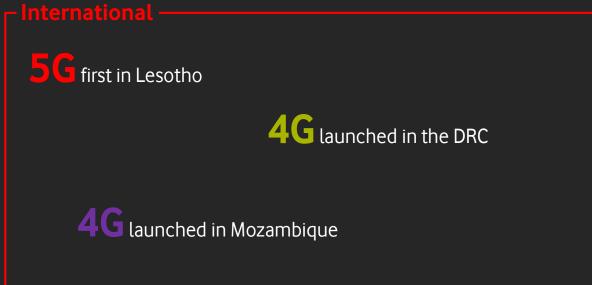


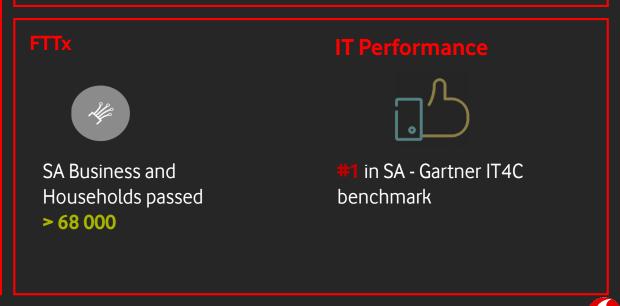




Best Technology | Network leadership







Brand with a purpose | Recognition of a top company

Empowering a connected society

2018 Sunday Times Brand Award

Top telecommunications provider

South African Customer
Satisfaction Index

'Best network 3 years in a row'

Gender mainstreaming awards (Overall winner)

Investing in young women Diversity and transformation

Border roll out

Deploy network sites in deep rural areas

Foundatio

200 000

teachers trained through **92** teacher centres (SA)

Vodacom e-school

free online learning portal **531 529** registered learners (SA)

Regulatory context

South Africa

Spectrum allocation confirmed by March 2019

New draft ECA paving way for the Hybrid model

Consultation processes to address key challenges

International

First to launch 5G in Lesotho

Secured spectrum in Tanzania for 4G

Launched 4G in the DRC following the granting of licence

Secured **universal licence** in Mozambique

Participated in **spectrum auction** on Mozambique





Key transformational milestone | BEE

Consolidate YeboYethu

- YeboYethu separate legal entity
- No direct ownership by Vodacom Group
- New deal created to manage Vodacom Group's BEE ownership credentials
- Unsecured funding from Vodacom Group
- External funding secured by Vodacom Group shares
- IFRS 10 Consolidation required

Vodacom SA

 Unwind of previous deal results in Vodacom South Africa 100% owned by Vodacom Group

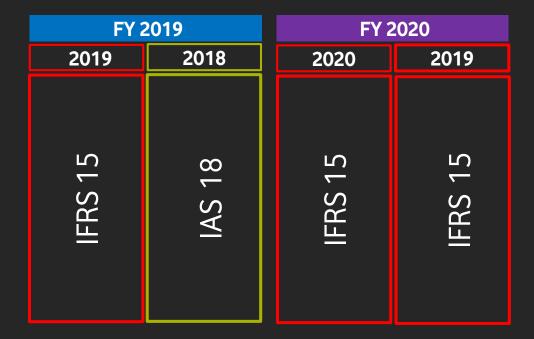
Additional costs	
Non-recurring costs	
Non-deductible, non-recurring IFRS 2 charge	R1 404 million
Transaction costs	R105 million
Recurring costs	
External preference shares R4 654 million at 6.8% p.a	
External preference shares	c.R316 million (p.a.)



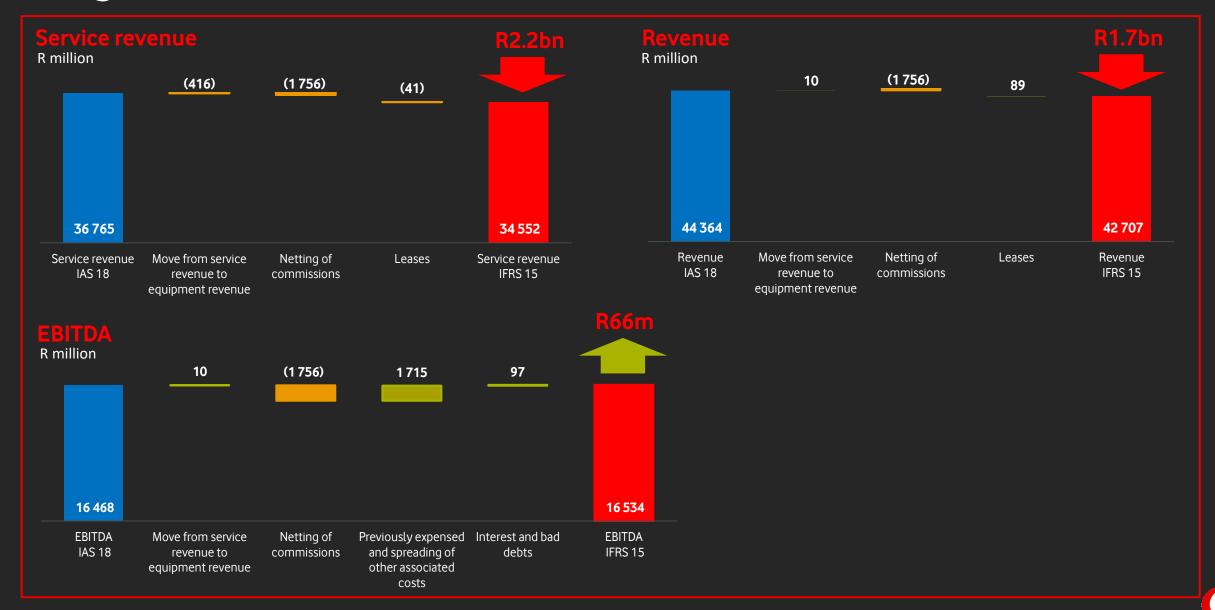
IFRS 15 | Implementation timelines and transition

Consolidated income statement

For the year ended 31 March



Bridge | IAS 18 – IFRS 15



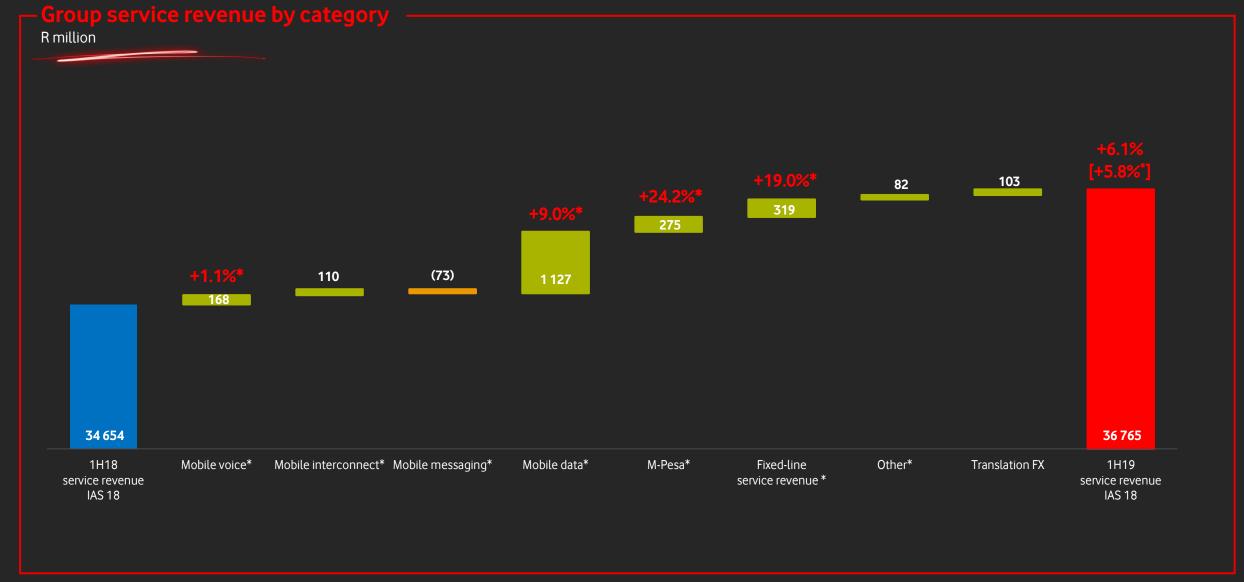
Group income statement

R million	1H19 IFRS 15	1H19 IAS 18	1H18 IAS 18	% change IAS 18	% Normalised*
Revenue	42 707	44 364	41 995	5.6	5.4
Service revenue	34 552	36 765	34 654	6.1	5.8
EBITDA	16 534	16 468	15 731	4.7	4.1
Depreciation and amortisation	(5 316)	(5 316)	(4 981)	6.7	
EBIT	11 263	11 197	10 830	3.4	2.8
Net profit from associate and joint venture	1 345	1 361	349	>200.0	
Operating profit	11 106	11 056	10 964	0.8	
Net finance charges	(952)	(952)	(1 300)	26.8	
Profit before tax	10 154	10 104	9 664	4.6	
Taxation	(3 365)	(3 348)	(2 952)	(13.4)	
Net profit	6 789	6 756	6712	0.7	
Attributable to:					
Equity shareholders	6 564	6 531	6 850		
Non-controlling interests	225	225	(138)		
HEPS (cents)	387	385	445	(13.5)	
Weighted average shares in issue (million)	1 699	1 699	1 541	10.3	

^{*} Normalised growth which 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 period as base).



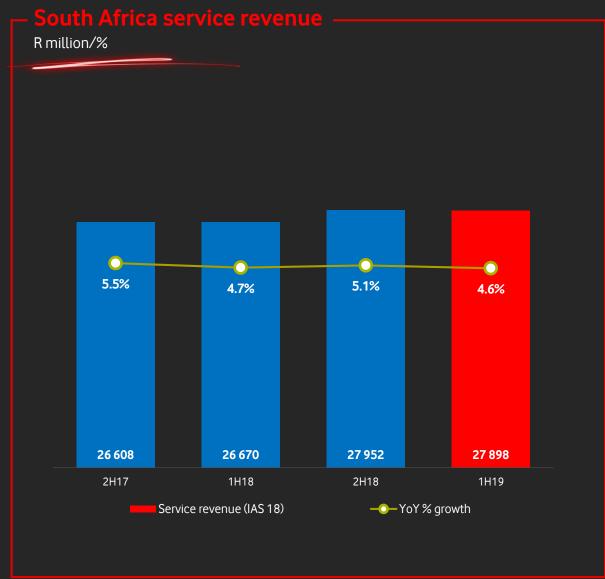
Group service revenue | Driven by data, fixed-line and M-Pesa

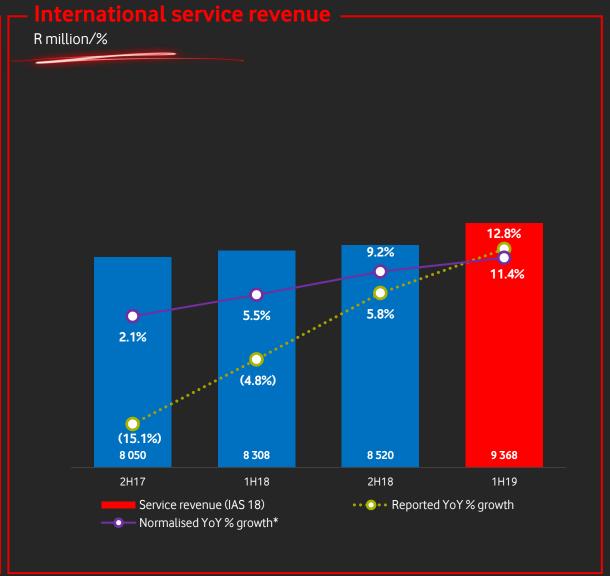


^{*} Normalised growth which presents performance on a comparable basis. This excludes merger and acquisition activity and adjusting for foreign currency fluctuation on a constant currency basis (using the current period as base).



Service revenue | SA steady and International double digit



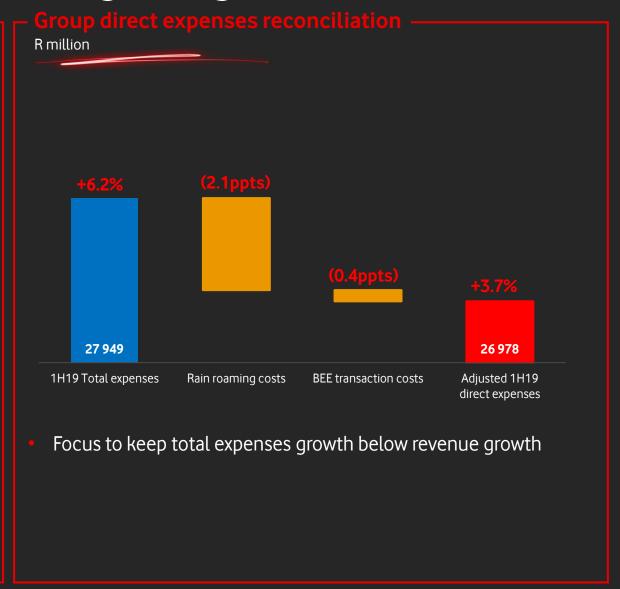


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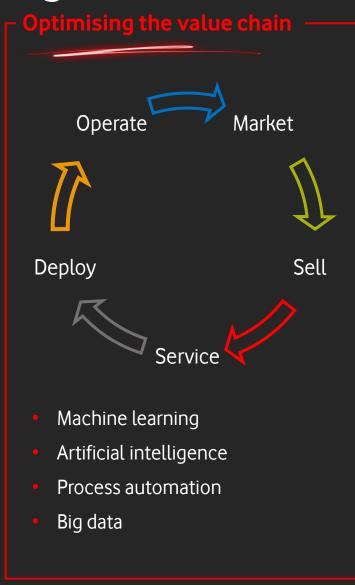
Group expenses | Impacted by roaming charges

1H18 IAS 18	
	change
16 465	3.7
9 855	10.3
2 839	7.6
990	(6.6)
5 950	15.0
76	(40.8)
26 320	6.2
20 527	5.3
6 211	8.7
	16 465 9 855 2 839 990 5 950 76 26 320



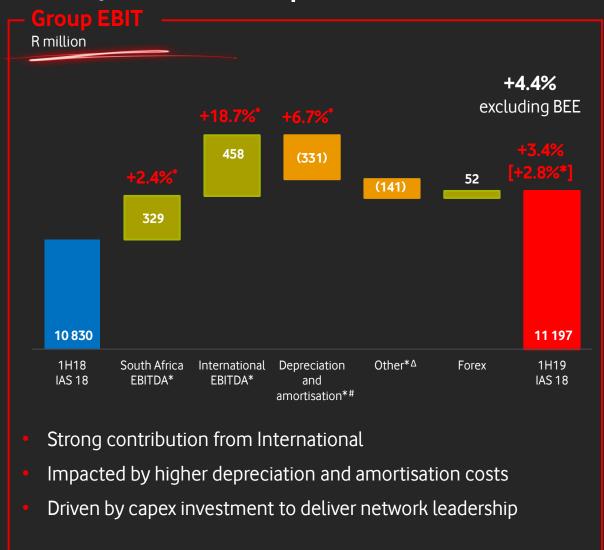
^{*} Excluding net trading foreign exchange loss.

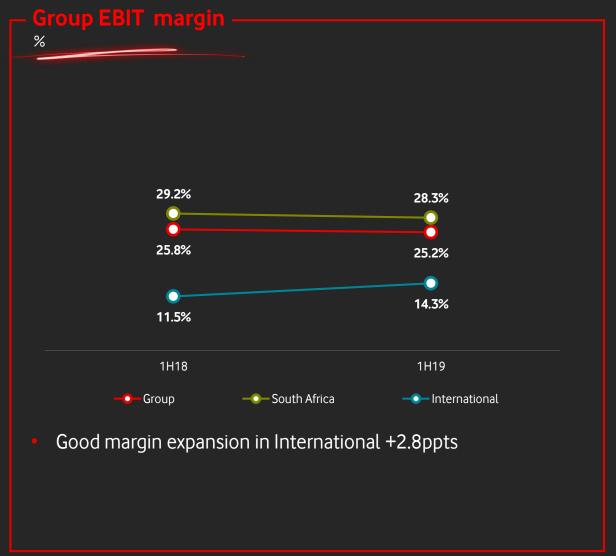
Digital | Future savings opportunities





Group EBIT | Improved International performance





^{*} Normalised growth which 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 period as base).



^{*} Excluding amortisation of acquired brands and customer bases.

Δ Other includes corporate and eliminations and loss on disposal of property, plant and equipment.

Net finance charges | Currency benefits

Group net finance charges

R million	1H19	1H18	% change
Finance income	325	317	2.5
Finance cost	(1 440)	(1 405)	(2.5)
Net finance costs	(1 115)	(1 088)	(2.5)
Net gain/(loss) on remeasurement and disposal of financial instruments	163	(212)	176.9
Net finance charges	(952)	(1 300)	26.8
Average cost of debt (%)	8.2	8.3	

Actions taken to reduce foreign denominated exposure

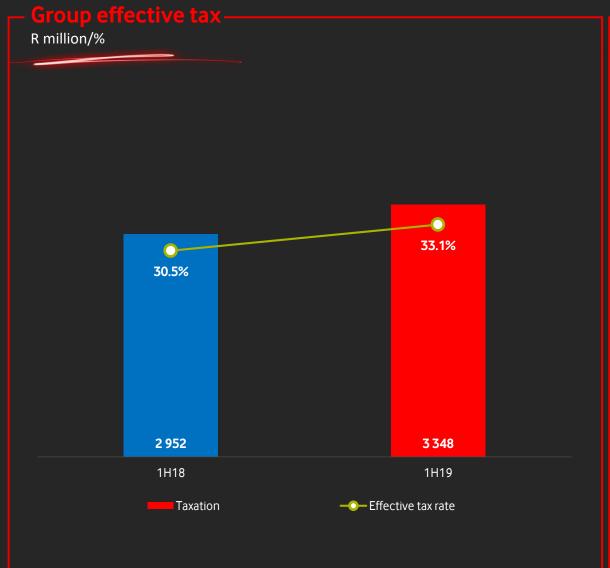
- Reduced foreign denominated loans
- Revised hedging policy

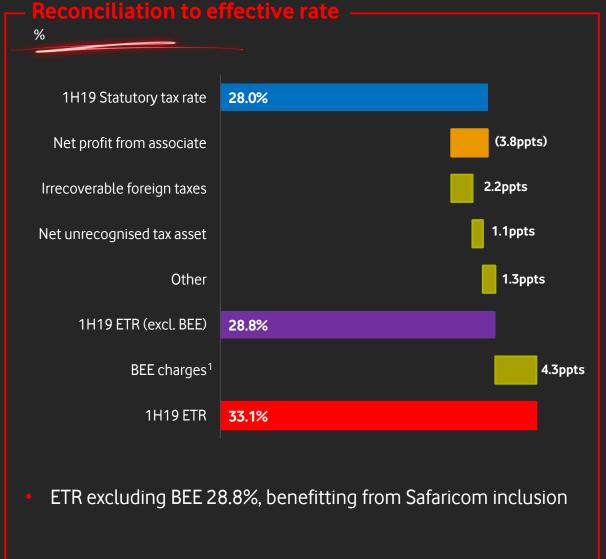
Group net debt

R million	1H19	FY18
Bank and cash balances	8 135	12 538
Bank overdrafts	(300)	-
Current borrowings	(4 052)	(8 220)
Non-current borrowings	(27 636)	(24 071)
Preference shares (BEE) ¹	(4 668)	-
Other financial instruments	(100)	(139)
Net debt	(28 621)	(19 892)
Net debt/EBITDA (times)	0.9	0.6
Net debt/EBITDA (times) excl BEE	0.7	0.6

^{1.} Includes capitalised interest.

Group tax | ETR impacted by non-deductible BEE expenses





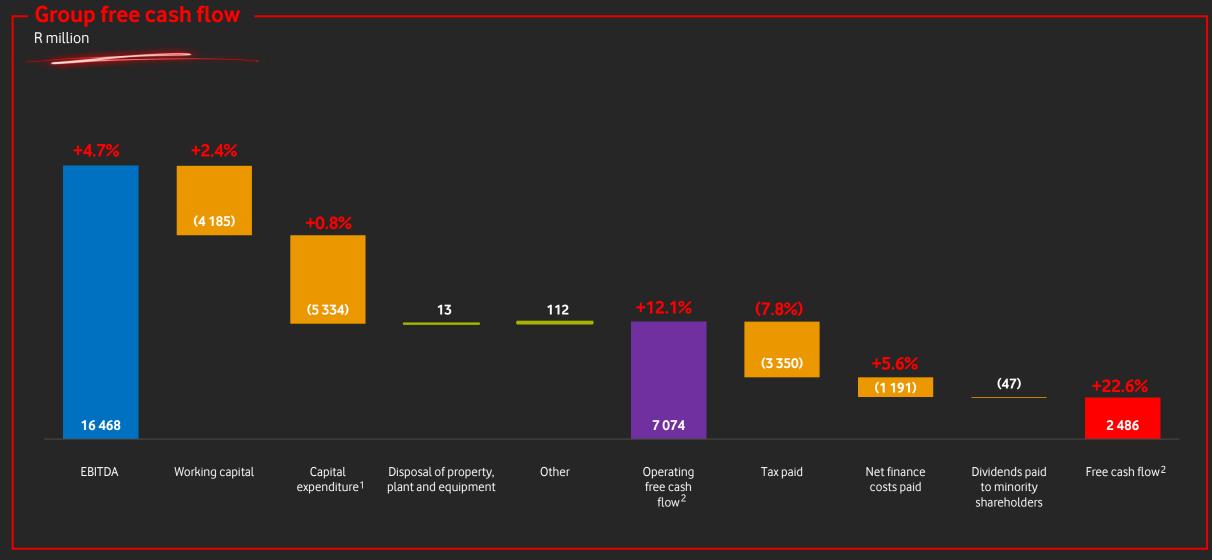
^{1.} Non-cash, non-recurring IFRS 2 charge of R1.4bn and R105m transaction costs relating to the new BEE deal.



Balance sheet | Boosted by BEE deal

R million	1H19 IFRS 15	1H19 IAS 18	FY18	Movement
Assets				
Property, plant and equipment	42 577	42 577	40 529	2 048
Intangible assets	10 123	10 123	9 073	1 050
Other non-current assets	56 579	55 216	46 941	8 275
Current assets	40 921	37 385	34 822	2 563
Total assets	150 200	145 301	131 365	13 936
Equity and liabilities				
Total equity	82 550	79 212	70 652	8 560
Borrowings	36 356	36 356	32 291	4 065
Other liabilities	31 294	29 733	28 422	1 311
Total equity and liabilities	150 200	145 301	131 365	13 936

Cash flow | Strong OFCF generation



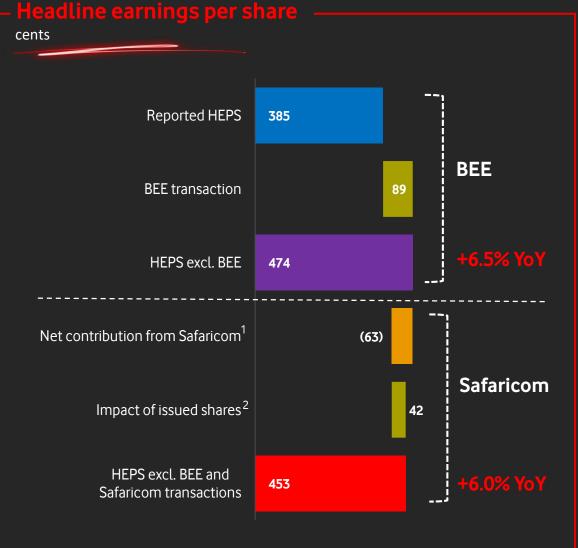
^{1.} Capital expenditure comprises the purchase of property, plant and equipment and intangible assets, other than license and spectrum payments. Purchases of customer bases are excluded from capital expenditure.



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

Headline earnings and HEPS | Affected by BEE



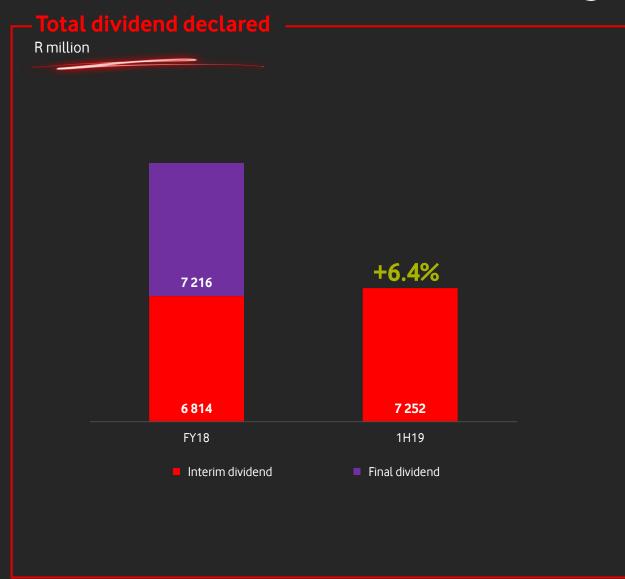


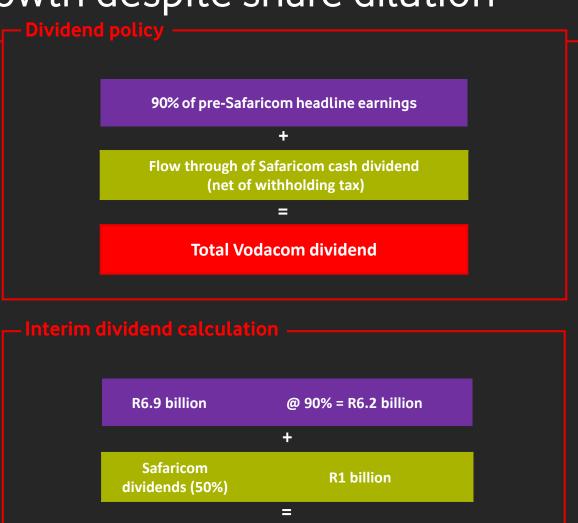


^{1.} Contribution from Safaricom and amortisation of intangible assets, net of withholding tax and minority interest

^{2.} Issued 233 million shares in consideration for the acquisition of Safaricom

Shareholder returns | Dividend growth despite share dilution





R7.3 billion /

1 836 million shares

395 cents

per share (+1.3%)

Targets

Group service revenue

Mid-single digit

Group EBIT

Mid-to-high single digit

Group capital intensity

12% to 14% Group revenue

Safaricom

EBIT between KES85 - KES89 billion

Capex between KES35 - KES38 billion

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. Excluding effects from IFRS 15 and IFRS 16 implementation.

Group EBIT excludes IFRS 2 charge relating to the YeboYethu staff share scheme.



Key priorities

Spectrum / Electronic Data growth **Digital Vodacom Communications Act** Fintech / M-Pesa growth New platforms Safaricom



Country data

	South Africa	Tanzania	DRC	Mozambique	Lesotho	Safaricom
Population [†] (million)	57.4	59.1	84.0	30.5	2.3	51.0
GDP per capita [†] (USD)	85 753 ^ŋ	976	533	542	1 125	1 720
GDP growth estimate [‡] 2018 (%)	0.6	6.7	3.0	3.5	1.3	5.5
Ownership (%)	100#	61.6125 [§]	51	85	80	34.94 [¢]
License expiry period	2029	2031	2028/2032/2026/ 2021 ^µ	2038	2036	2022/2024/2026°
Customers (thousand)	44 089	13 991	12 801	6 405	1 518	29 944
ARPU (rand/month)	96^	36△	37△	51^	63∆	88 β
ARPU (local currency/month)	96∆	6 060∆	2.8∆	228^	63∆	663 β
Minutes of use per month	123	181	38	132	70	n/a

[†] The Bureau of Economic Research for SA and Business Monitor International for all other countries (Extraction date: 17 October 2018).

 $^{^{\}eta}$ 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 Limited 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%

μ 2028 (2G license), 2032 (3G license), 2026 (wimax licence) and 2021 (VSAT licence)

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

^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.

^Δ 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

1H19	Reported	Normalised*
South Africa	4.3	4.3
International	12.4	11.0
Group	5.6	5.4

Average YTD exchange rates

	1H19	1H18	% change
USD/ZAR	13.37	13.20	1.3
ZAR/MZN	4.48	4.68	(4.7)
ZAR/TZS	170.80	169.54	0.7
EUR/ZAR	15.73	14.78	4.8
ZAR/KES	7.57	7.84	(3.4)

Service revenue

YoY % growth

1H19	Reported	Normalised*
South Africa	4.6	4.6
International	12.8	11.4
Group	6.1	5.8

EBIT

YoY % growth

1H18	Reported	Normalised*
South Africa	1.3	1.3
International	39.4	36.5
Group	3.4	2.8

^{*} Normalised growth which 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 period 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 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.
мои	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 excludes merger and acquisition activity, trading forex and adjusting for foreign currency fluctuation on a constant currency basis (using the current period as base).
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

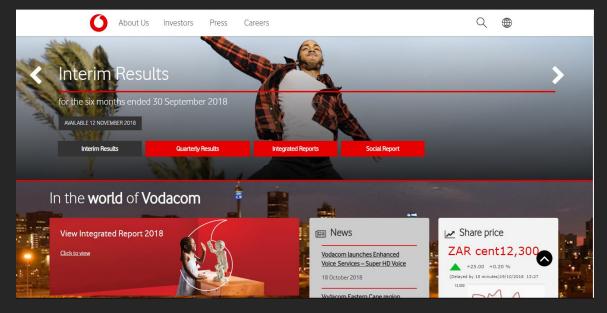
This presentation which sets out the annual results for Vodacom Group Limited for the six months ended 30 September 2018 contains 'forward-looking statements', which have not been reviewed or reported on by the Group's auditors, with respect to the Group's financial condition, results of operations and 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 http://www.vodacom.com



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FY19 upcoming dates



Q3 results

24 January 2019

Annual results

13 May 2019

AGM

16 July 2019