

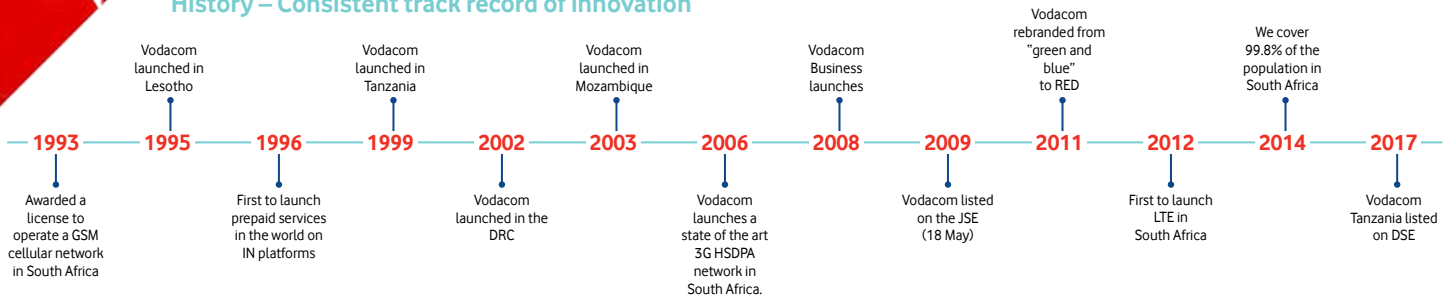


# Vodacom Group Limited fact sheet

as at 31 March 2017

Vodacom is a leading African communications company providing a wide range of communication services, including mobile voice, messaging, data, financial and converged services to 66.8 million customers. From our roots in South Africa, we have grown our mobile network business to include operations in Tanzania, the DRC, Mozambique and Lesotho. Our mobile networks cover a total population of over 220 million people. Through Vodacom Business Africa (VBA), we offer business managed services to enterprises in 32 countries. Vodacom is majority owned by Vodafone (65% holding), one of the world's largest communications companies by revenue.

## History – Consistent track record of innovation



## Key people



**Peter Moyo (54)**  
Chairman of the Board

Peter is a Group CEO and shareholder of the Amabubesi Group. He holds directorships in various Amabubesi Group companies. Peter is also chairman of Willis South Africa and CSC South Africa. In addition, he is non-executive director of Liberty Holdings and Liberty Group. Peter is the chairman of the Audit Committee of the Auditor-General's office and serves on the Advisory Council of the Stellenbosch Business School. He was appointed Chairman of Vodacom Group in May 2009.



**Shameel Aziz Joosub (46)**  
Chief Executive Officer

Shameel is a former CEO of Vodafone Spain. He was previously the Managing Director of Vodacom South Africa and a Director of the Vodacom Group Board from 2000 until 2010 prior to his secondment to Vodafone Spain. Shameel joined Vodacom in March 1994 after completing his accounting articles and has been Managing Director of a number of Vodacom companies since 1998. He was re-appointed to the Vodacom Group Board in September 2012 after his return from Spain.



**Till Streichert (43)**  
Chief Financial Officer

Till held the role of Executive Director Finance at Vodacom South Africa from February 2014, and was subsequently appointed to the Vodacom Group Board as CFO of Vodacom Group, in August 2015. Prior to joining Vodacom, Till was the CFO at Vodafone Romania and held a number of senior finance and commercial roles in Romania, including Director of Channel Marketing, Logistics and Sales Operations, Director of Financial Planning/Reporting and Finance Operations. Till started his career working for the CEO of T-Mobile Germany before undertaking various senior roles at T-Mobile UK. He has also served as a strategy consultant at The Boston Consulting Group.

**Non-executive Board members:** David Hugh Brown, Bafelelang Priscillah Mabelane, Thoko Martha Mkgosi-Mwantembe, Phillip Jabulani Moleketi, Vivek Badrinath, Marten Pieters, Michael Joseph, John William Lorimer Otty, Ronald Adrianus Wilhelmus Schellekens.

**Executive committee:** Shameel Aziz Joosub (CEO), Till Streichert (CFO), Vivek Mathur (Chief Operating Officer International Business), Gary Hagel (Chief Officer Commercial Operations), Takalani Netshtenzhe (Chief Officer Corporate Affairs), Andries Delport (Chief Technology Officer), Nkateko Nyoka (Chief Officer Legal and Regulatory), Vuyani Jarana (Chief Officer Enterprise Business Unit), Matimba Mbungela (Chief Human Resources Officer), Jorge Mendes (Chief Officer Consumer Sales & Distribution), Nyimpini Mabunda (Chief Officer Consumer Business Unit), Nadya Bhattay (Chief Officer Strategy and New Business).

## Key financials

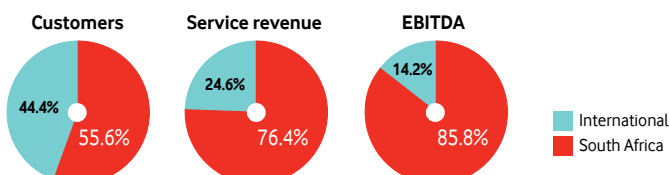
Rm	Year ended 31 March		Year-on-year % change	
	2017	2016	Reported	Normalised*
Revenue	81 278	80 077	1.5	3.4
Service revenue	68 286	66 763	2.3	4.4
EBITDA	31 238	30 345	2.9	7.1
EBIT	22 126	21 696	2.0	6.5
Operating profit	21 750	21 059	3.3	
Capital expenditure	11 292	12 875	(12.3)	
Operating free cash flow†	19 555	16 523	18.4	
Headline earnings per share (cents)	923	883	4.5	

### Notes:

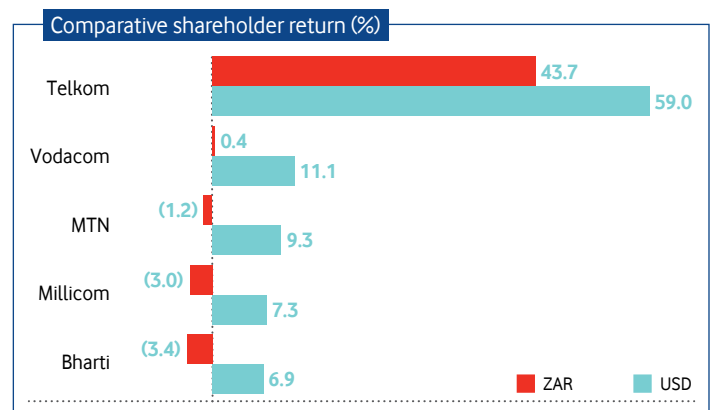
\* Normalised growth adjusted for trading foreign exchange gains/losses and at a constant currency (using current year as base), (collectively 'foreign exchange').

† Operating free cash flow and free cash flow have been restated to exclude movements in amounts due to M-Pesa account holders.

## Contribution % – As at 31 March 2017



## Shareholder return for the year ended 31 March 2017



## Group medium-term targets

Service revenue	EBIT	Capex intensity
Mid single digit	Mid-to-high single digit	12% – 14%

## Our strategic objectives



We will develop a deep insight of our customers' needs, wants and behaviours, and provide propositions to lead in chosen segments.

We will provide a seamless, frictionless, personalised, digital experience to our customers.

We will be the leading telco through the best network and IT excellence, with digital at the core.

We will build an organisation of the future where digital is first for all employees, underpinned by innovation, agility and new skills.

We will be a purpose-driven brand with a deserved reputation for leadership in driving social progress through transformational solutions.



### Vodacom Business Africa

Angola	Gabon	Senegal
Benin	Ghana	Sierra Leone
Botswana	Kenya	Singapore
Burkina Faso	Lesotho	South Africa
Cameroon	Madagascar	Swaziland
Côte d'Ivoire	Malawi	Tanzania
Democratic Republic of Congo (DRC)	Malaysia	Uganda
Djibouti	Mauritius	United Kingdom
Equatorial Guinea	Mozambique	Zambia
France	Namibia	Zimbabwe
	Nigeria	
	Rwanda	

Points of presence (PoPs) for mobile operations

#### Notes:

- 6.25% held indirectly through structured entities which are consolidated in terms of IFRS 10: Consolidated Financial Statements as part of the BBEE transaction.
- Bureau for Economic Research (BER) and the Economist Intelligence Unit (EIU). Gross Domestic Profit (GDP) relates to real GDP growth.
- Total average revenue per user (ARPU) is calculated by dividing the average monthly service revenue by the average monthly active customers during the period.
- 2018/2028 relates to the 2G licence and 2026/2032 relates to the 3G licence.
- 2G coverage.

### South Africa



Ownership	<b>93.75%<sup>1</sup></b>
Population <sup>2</sup> (estimate):	<b>55 million</b>
GDP growth estimate <sup>2</sup> :	<b>0.3%</b>
Customers:	<b>37.1 million</b>
ARPU <sup>3</sup> (local currency per month):	<b>R111</b>
Licence expiry period:	<b>2029</b>
Service revenue market share:	<b>51.0%</b>
Coverage <sup>5</sup> :	<b>99.9%</b>
NPS:	<b>1st</b>
PoPs – formal:	<b>10 048</b>
PoPs – informal:	<b>55 249</b>

### Tanzania



Ownership	<b>82.15%</b>
Population <sup>2</sup> (estimate):	<b>55 million</b>
GDP growth estimate <sup>2</sup> :	<b>6.8%</b>
Customers:	<b>12.7 million</b>
ARPU <sup>3</sup> (local currency per month):	<b>TZS6 003</b>
Licence expiry period:	<b>2031</b>
Customer market share:	<b>30.9%</b>
Coverage <sup>5</sup> :	<b>88.0%</b>
NPS:	<b>3rd</b>
PoPs – formal:	<b>100 810</b>
PoPs – informal:	<b>14 522</b>

### DRC



Ownership	<b>51%</b>
Population <sup>2</sup> (estimate):	<b>80 million</b>
GDP growth estimate <sup>2</sup> :	<b>4.2%</b>
Customers:	<b>10.4 million</b>
ARPU <sup>3</sup> (local currency per month):	<b>US\$3.5</b>
Licence expiry period <sup>4</sup> :	<b>2028/2032</b>
Customer market share:	<b>38.9%</b>
Coverage <sup>5</sup> :	<b>49.1%</b>
NPS:	<b>1st</b>
PoPs – formal:	<b>11 859</b>
PoPs – informal:	<b>212 773</b>

### Mozambique



Ownership	<b>85%</b>
Population <sup>2</sup> (estimate):	<b>29 million</b>
GDP growth estimate <sup>2</sup> :	<b>3.2%</b>
Customers:	<b>5.1 million</b>
ARPU <sup>3</sup> (local currency per month):	<b>MZN216</b>
Licence expiry period <sup>4</sup> :	<b>2018/2026</b>
Customer market share:	<b>47.6%</b>
Coverage <sup>5</sup> :	<b>43.9%</b>
NPS:	<b>2nd</b>
PoPs – formal:	<b>17 990</b>
PoPs – informal:	<b>5 700</b>

### Lesotho



Ownership	<b>80%</b>
Population <sup>2</sup> (estimate):	<b>2 million</b>
GDP growth estimate <sup>2</sup> :	<b>2.1%</b>
Customers:	<b>1.5 million</b>
ARPU <sup>3</sup> (local currency per month):	<b>LSL61</b>
Licence expiry period:	<b>2036</b>
Customer market share:	<b>90.9%</b>
Coverage <sup>5</sup> :	<b>97.6%</b>
NPS:	<b>1st</b>
PoPs – formal:	<b>5 008</b>
PoPs – informal:	<b>7 212</b>



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[facebook.com/vodacom](https://facebook.com/vodacom)



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## Forward-looking statements

This factsheet 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'. 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 will occur in the future, involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Group, or its industry to be materially different from any results, performance or achievement expressed or implied by such forward-looking statements. Forward-looking statements are not guarantees of future performance and are based on assumptions regarding the Group's present and future business strategies and the environments in which it operates now and in the future.

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.

## Calendar

**15 June 2017** > Integrated report

**18 July 2017** > AGM

**20 July 2017** > Q1 results

**13 November 2017** > Interim results

Ticker symbol	VOD
ADR code	VDMCY
Stock exchange	JSE Limited
Shares in issue	1 487 954 000
Freefloat	35%
Transfer agent	Computershare