

Vodacom Group Interim results

For the six months ended

30 September 2024



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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 refreshed | Connecting for a better future

Pillars

Empowering **People**



Protecting the **Planet**



Themes

Actions

Pursuing ubiquitous coverage

Closing

digital divide

Providing affordable connectivity, devices and platforms

Connecting and empowering women



Empowering customers

Delivering platforms for **financial inclusion**

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

Digitalising larger organisations and critical sectors



Supporting communities

Enabling education

Helping **people with** disabilities

Helping **people experiencing** abuse

Advancing **food security**

Supporting **emergency** & healthcare response



Net Zero

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

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

Enabling our **customers to reduce their emissions**



Circularity

Circularity of network equipment and devices

Managing general waste and water consumption



Biodiversity

Understanding and managing our impact of biodiversity

Supporting **biodiversity** protection through new technologies



A leading Africa TechCo





Vodacom-led markets

Safaricom-led markets

Group metrics

(including Safaricom, 100% basis)²



83m Financial Services

customers, extending our leading fintech position



62% Smartphone

penetration providing structural data opportunity



46 800 Network sites

and one of Africa's largest tower owners



570m Population

supporting scalable partnerships



Ecosystem orchestrator

Enhancing and evolving the System of Advantage

Strategic priorities

- Drive market leadership and build healthy markets
- Amplify our commitment to Purpose & customers
- Innovate for growth
- Invest in strategic enablers for growth and efficiency

Key shifts FY25-30

- Double-digit growth
- 50% female executives
- 120 million financial services customers
- Beyond mobile >30% of service revenue

Strategy showcase set for February 2025

Product diversification | Growth levers across a balanced portfolio

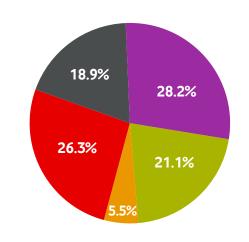
Service revenue composition %

Prepaid voice – managed decline

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

Contract – good growth

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



Other including wholesale

Prepaid data – strong growth

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

Beyond mobile – high growth

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

 \downarrow

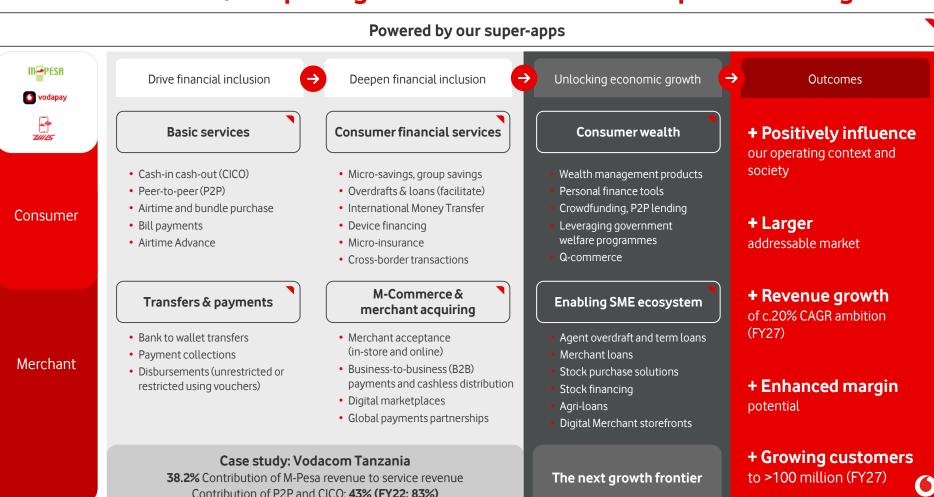




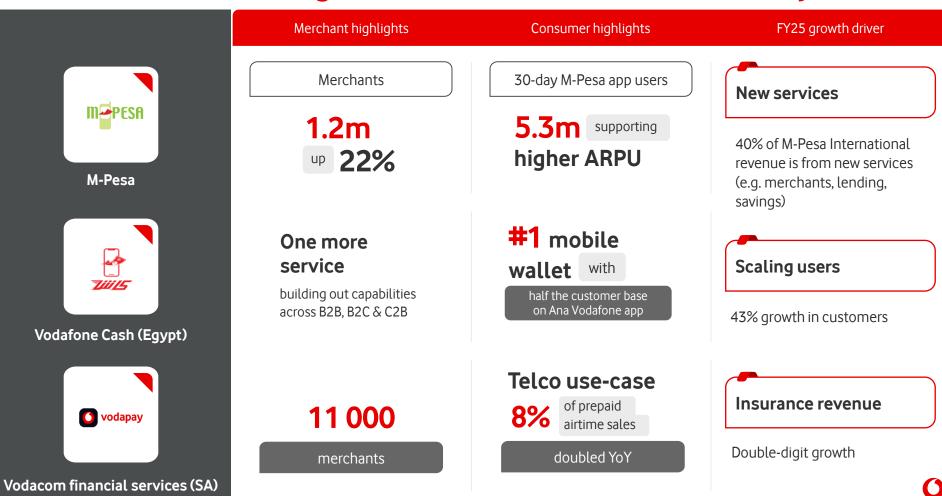
Vodacom Business comprises **21.0% of SR** from connectivity, beyond mobile and wholesale

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

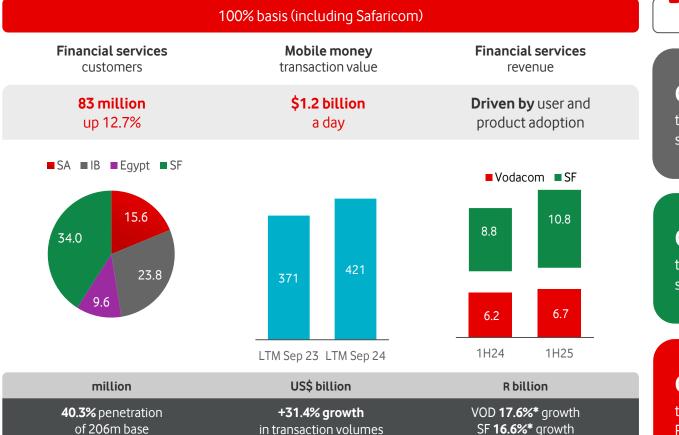
Financial services | Deepening financial inclusion to help economies grow



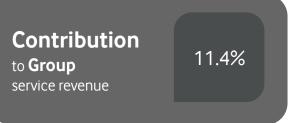
Financial services | Scaling our dual-sided financial services ecosystem



Financial services | Africa's leading fintech platform



Financial services contribution







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

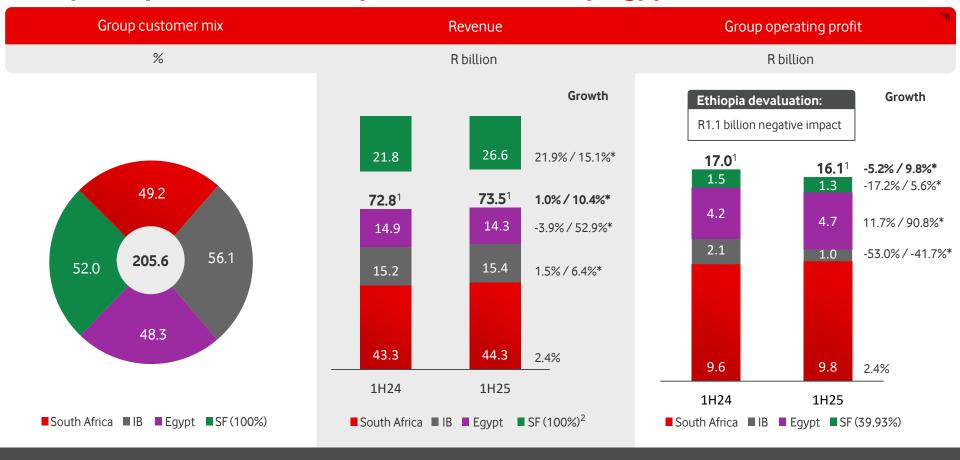
[#] M-Pesa Safaricom PBT is not reported in FY1H25. PBT margin based on historic disclosure. Actual results may differ from this illustration.

Results snapshot | Strong growth in beyond mobile and Egypt

		Revenue	Service revenue	EBITDA	Capital expenditure
		R73.5 billion	R58.6 billion	R26.6 billion	R8.8 billion
Growth	Reported	1.0%	-1.2%	-2.7%	12.0% intensity
Glowin	Normalised*	10.4%	9.9%	8.5%	
206m		83m	3530	cps	285cps
		ncial services customers ¹ cting US\$1.2bn a da	HEPS, impa	•	Dividend per share 86% pay-out ratio

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Group composition | Growth profile enhanced by Egypt



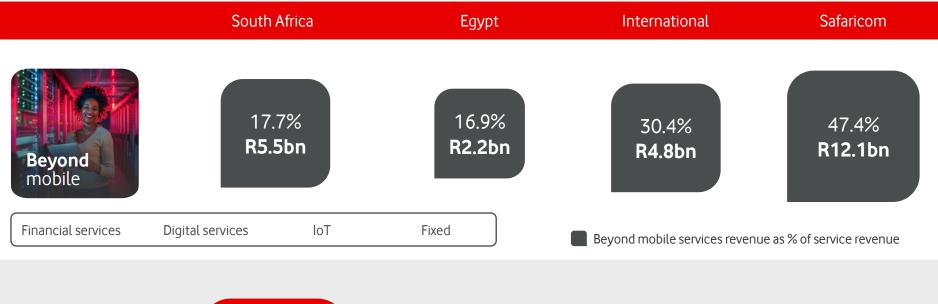
Including corporate and eliminations.



^{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.

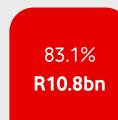
^{*} Normalised adjusts for trading foreign exchange, foreign currency fluctuation on a constant currency basis (using the current period as base) to show a like-for-like comparison of results.

Beyond mobile | Diversifying growth drivers in each segment















South Africa highlights | Cost control to mitigate topline pressure

Key indicator	1H25	% change	
Revenue (Rm)	44 309	2.4	0
Service revenue (Rm)	31 053	1.3	•
Beyond mobile revenue (Rm) (financial & digital services, fixed and IoT)	5 495	8.1	\ • (3
EBITDA (Rm)	16 374	2.3	• (
Customers ('000)	49 240	4.2	+ S
Financial services customers ('000)	15 565	13.5	• C • F tı

Key milestones

Customer service revenue traction

- Mobile contract revenue **3.6%**Mobile prepaid revenue **2.2%**
- Prepaid data revenue 9.2%

VB impacted by wholesale

- Growth excluding wholesale **4.9%**
- Cloud, hosting and security 48.9%

Key growth drivers

- Smart devices up **8.4%** to **32.0** million
- Smart devices up **8.4%**
- Data traffic up **32.4%**
- Fixed revenue up **15.8%** excluding transit

Egypt highlights | Strong real growth

Key indicator	1H25 (Rm)	1H25 (EGPm)	EGP % change	
Revenue	14 290	37 654	52.9	
Service revenue	12 967	34 159	44.1	
Beyond mobile revenue (financial & digital services, fixed and IoT)	2 187	5 762	61.3	
EBITDA	6 208	16 365	58.3	
Customers ('000)	48 253		5.9	
VF Cash customers ('000)	9 562		43.1	

Key milestones

Strong commercial traction

- Data usage growth **32.0%**
- Smartphone devices up **10.8%**Strong traction with **Flex bundle**
- revamp and content integration

Strong profitability metrics

Taking market share

- EBITDA growth **65.1%** excluding trading FX impact
- Net income growth of **75.1%**



International highlights | Impacted by one-offs

Key indicator	1H25	Reported % change	Normalised* % change
Revenue (Rm)	15 384	1.5	6.4
Service revenue (Rm)	14 917	1.3	6.2
Beyond mobile revenue (financial & digital services, fixed and IoT)	4 769	3.8	9.6
EBITDA (Rm)	4 344	(20.0)	(15.5)
Customers ('000)	56 089	4.5	
M-Pesa customers ('000)	23 758	13.3	

Strong data growth

- Data traffic growth **30.5%**
- Smartphone growth **15.0%**
- M-Pesa delivers strong growth
- Merchants increased **c.70%**
- M-Pesa app live across all markets, mini-app roll-out ongoing
- Increasing contribution from new financial services



Key milestones

^{*} 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 excellent, FX impacts Ethiopia

KEC

1H25

1425

Key indicator ¹	(KESm)	% change	(Rm)	% change			
Revenue	189 422	15.1	26 568	21.9			
Service revenue	179 924	13.1	25 217	19.6			
Beyond mobile revenue (financial & digital services, fixed and IoT)	77 258	16.6	12 067	34.0			
EBITDA	75 071	(5.8)	10 503	(2.6)			
EBITDA (on constant currenc	y basis)	13.9					
Customers ('000)	52 007	7.8					
M-Pesa customers ('000)	33 977	5.7					
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							

Key milestones

intestories

Contribution increased to **42.6%** of service revenue from **41.6%** in PY

M-Pesa

Strong FTTx growth

Fixed revenue growth of **14.7%**FTTH customers grew **17.8%**

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Net income & guidance

Net income & guidance

Net income attributable to equity shareholders declined 17.7%, but was

up **10.3%** on constant currency basis Kenyan and Ethiopia guidance revised

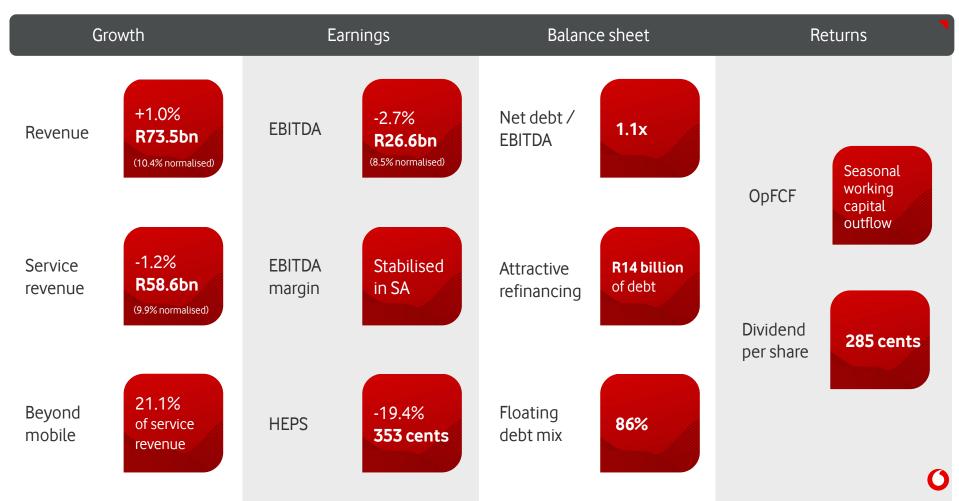
The Group's effective interest of 34.94% in Safaricom Group PLC (Safaricom) is accounted for as an investment in associate. Results represent 100% of Safaricom and is for information purposes only.



Financial review



Group snapshot | Currency headwinds mask commercial momentum



Revenue

EBITDA

Service revenue

Operating profit

Profit before tax

Taxation

Net profit

Net finance charges

Depreciation and amortisation

Attributable to equity holders

Headline earnings per share (cents)

Net profit from associates and joint ventures

I P million 1H/4	malised* 6 change

73 538

58 637

26 562

(10929)

822

16 127

(3361)

12766

(4905)

7861

6 8 4 3

353

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

72 798

59 350

27 286

(11174)

1348

17 013

(2911)

14 102

(4134)

9 9 6 8

8 3 8 5

438

10.4

9.9

8.5

-2.9

9.8

1.0

-1.2

-2.7

-2.2

-39.0

-5.2

15.5

-9.5

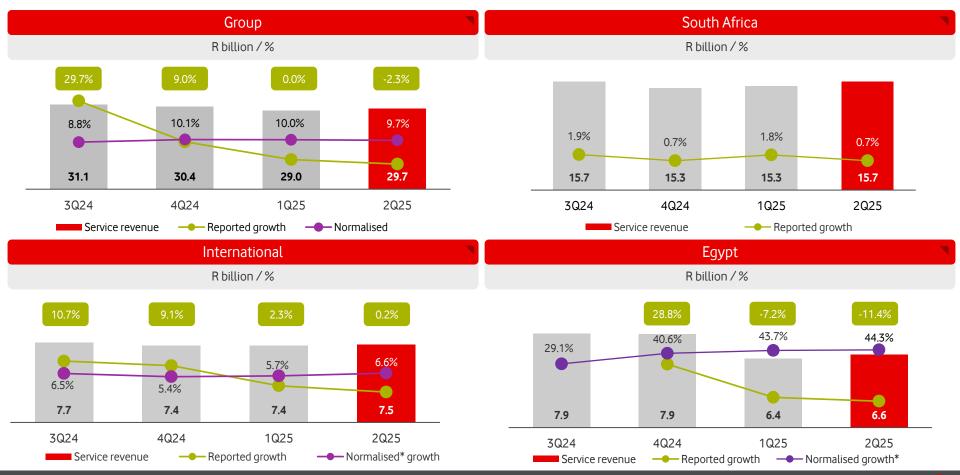
18.7

-21.1

-18.4

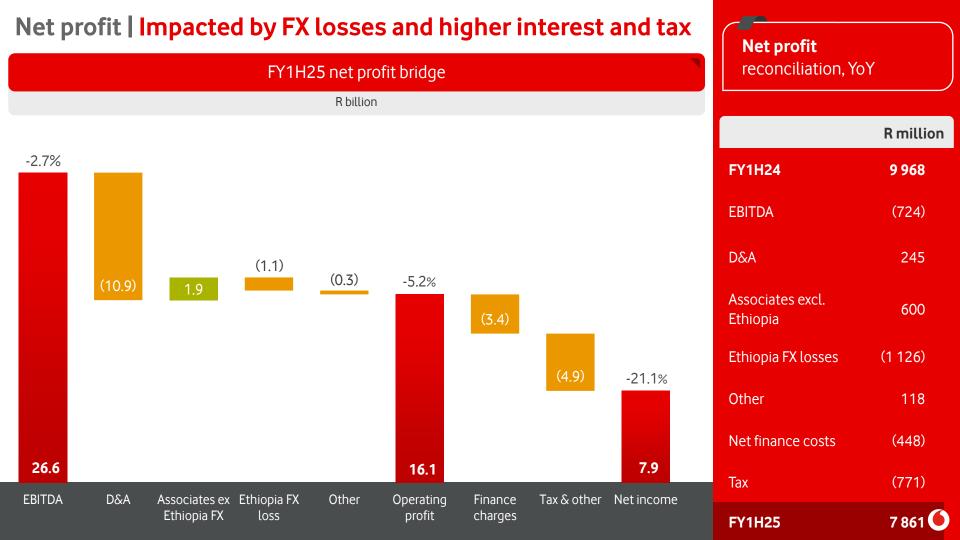
-19.4

Service revenue | Reported growth impacted by Egypt devaluation

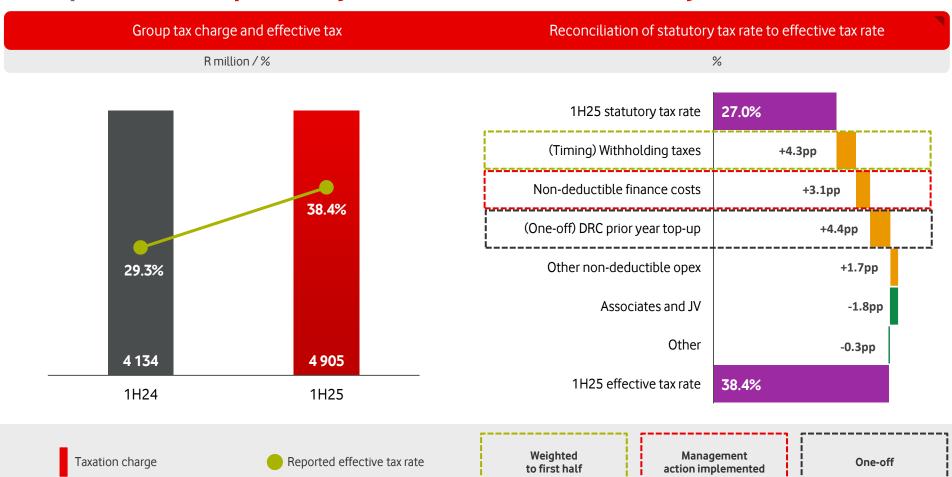


Cash flow | FCF impacted by seasonality

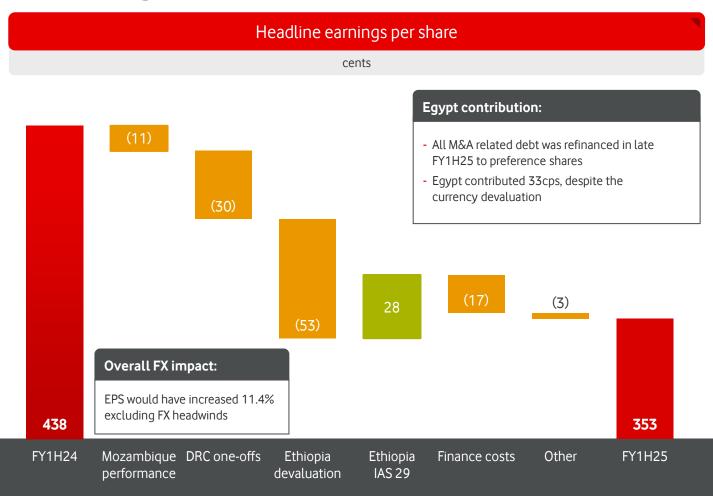




Group tax | ETR impacted by one-offs, outlook materially better



HEPS bridge | Positioned for a better second half

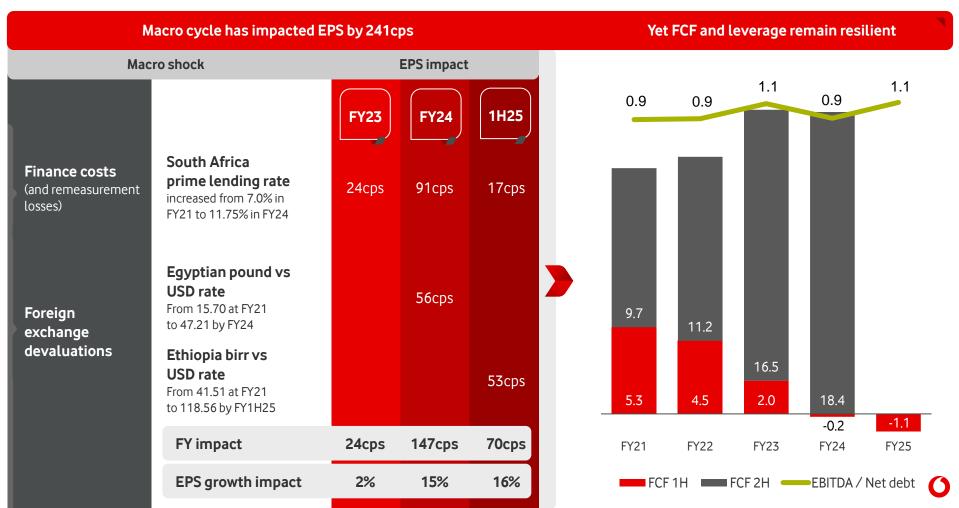


Factors impacting growth (after tax and non-controlling interests)

- Operational pressure in Mozambique
- DRC one-off costs
 related to ad hoc
 supplier escalations and
 PY taxation top-up
- Currency impact from Ethiopia of R1.0 billion
- Higher finance costs and net remeasurement losses



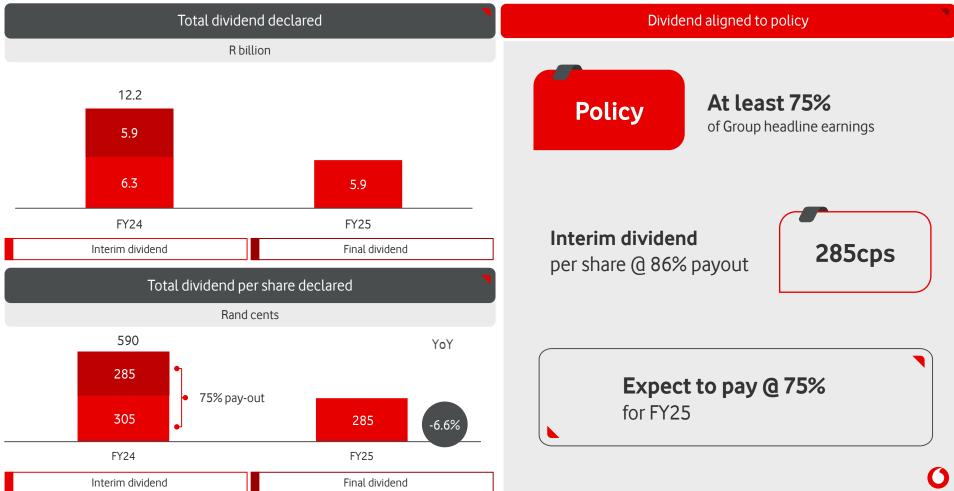
Business model resilience | Absorbed material macro shocks



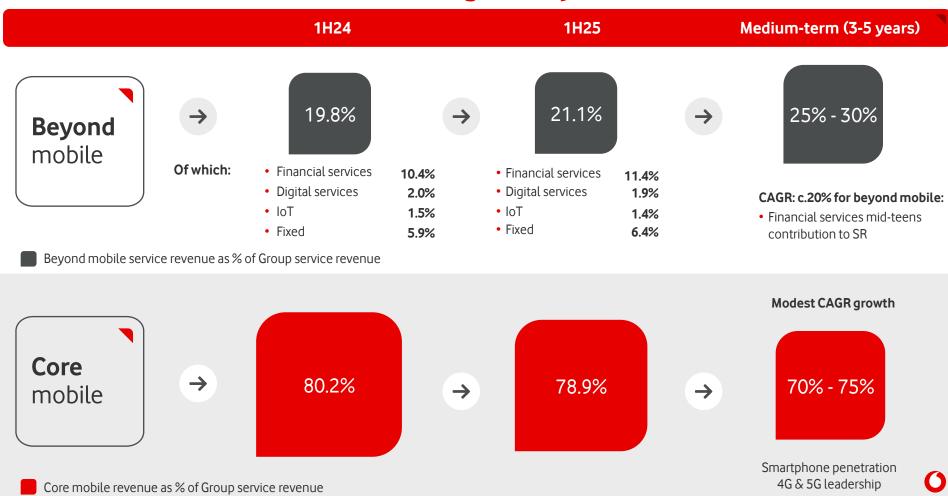
Capital structure | Comfortable leverage



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



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

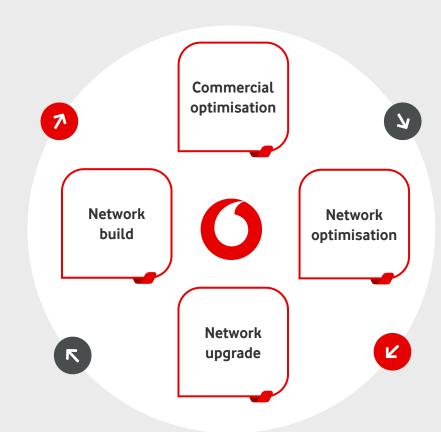
Dividend pay-out of at least 75% of headline earnings

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 reiterated

Targets Considerations

Group service revenue growth

High single digit

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

Group EBITDA growth

High single digit

Egypt remains a key driver of Group EBITDA in FY25 Improved International business performance in 2H

Group capital intensity ratio

13.0% - 14.5% of Group revenue

Safaricom revised guidance because of strong results in Kenya and a devaluation in Ethiopia



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Wrap-up





Wrap-up | Positioned to accelerate growth

Structurally positioned for growth



Market **leadership**



Infrastructure **owner**



Scaled in financial services



ROCE > WACC

Execute on ourSystem of Advantage



Accelerate and diversify returns



Enhance societal value

Leadership in fixed and mobile

Diversify with our digital ecosystem

Scale tech-for-

good platforms.

super-apps

Healthy markets with supportive regulation

Accelerate device financing, FWA, active days

Targets

Medium-term:

- EBITDA growth high single-digit
- Beyond mobile services contribution 25-30% of Group service revenue

Attractive returns

Maintain / improve ROCE

Optimised TechCo

Partner to power growth (rural, fibre)

Implement

one-app

strategy

Drive sharing agenda across all markets

Disciplined capital allocation

Attractive returns, while investing in growth

Empowering people

- Increase female representation at management levels*
- Drive **financial inclusion***
- Closing the **digital divide**
- Supporting **communities**

Protecting the planet

- Reduce GHG emissions*
- Tech-for-good in agriculture, energy and water



Simplify

customer

journeys





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*		1H25	1H24	% changed
South Africa	2.4	2.4	USD/ZAR	18.27	18.65	(2.0)
Egypt	(3.9)	52.9	EUR/ZAR	19.87	20.29	(2.1)
International	1.5	6.4	ZAR/TZS	145.16	129.93	11.7
Group	1.0	10.4	ZAR/MZN	3.50	3.43	2.0
			ZAR/KES	7.13	7.55	(5.6)
			ZAR/EGP	2.63	1.66	58.4

1.3

44.1

6.2

9.9

South Africa

International

Egypt

Group

Reported Normalised*

1.3

(9.4)

1.3

(1.2)

Average YTD exchange rates

EBITDA

Reported

2.3

(0.6)

(20.0)

(2.7)

Normalised*

1.9

58.3

(15.5)

8.5

	South Africa	Tanzania	DRC	Mozambique	Lesotho	Egypt	Safaricom Kenya	Safaricom Ethiopia
Population [‡] (million)	61.0	69.4	105.6	34.9	2.4	114.5	56.2	129.7
GDP per capita [‡] (USD)	6 518	1 139	663	651	1 070	2 491	2 155	897
GDP growth estimate [‡] (%)	1.0	5.5	5.7	3.7	1.9	2.7	5.1	6.8
Ownership (%)	100	75	51	85	80	55	34.94 [¢]	5.7
Licence expiry period	2041	2031	2028/2032/2038 ^µ	2038	2036	2039	2032/2024/2026∞	2036

22 489

47∆

2.6△

11 250

37△

128△

48 253

40∆

105△

45 939

92β

656β

6068

 20^{β}

74β

1399

72∆

72△

F Business Monitor International for all other countries (Extraction date: October 2024).

49 240

87△

Country data

Customers (thousand)

ARPU (local currency/month)

[™] 2028 (2G licence), 2032 (3G licence) and 2038 (4G licence).

[™] Licence period based on spectrum band rather than technology.

* 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.

^BTotal 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.

20 951

5 663△

ARPU (rand/month) 87^Δ 39^Δ

^{39∆}

Definitions

Definitions				
Customers	Data customers	M-Pesa customers	ARPU	
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 are based on the number of unique users generating billable data traffic during the month. Also included are users on integrated tariff plans, or who have access to corporate APNs, and users who have been allocated a revenue generating data bundle during the month. A user is defined as being active if they are paying a contractual monthly fee for this service or have used the service during the reported month.	M-Pesa customers are based on the number of unique users who have generated revenue related to M-Pesa during the last month.	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	South Africa	Egypt	International business	
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.	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.	Vodafone Egypt Telecommunications Co S.A.E, incorporated in Egypt, with its head office based in Cairo.	International business comprises the segment information relating to operations in Tanzania, the Democratic Republic of Congo, Mozambique and Lesotho as well as the operations of Vodacom International Limited (Mauritius) and Vodacom Business Africa Group (Pty) Limited and its subsidiaries.	
MOU	Normalised growth (*)	Operating free cash flow	Free cash flow	
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, which presents performance on a comparable basis. This adjusts for foreign currency fluctuation on a constant currency basis (using the current period as base) and excludes the impact of merger, acquisition and disposal activities at a constant currency basis where applicable, to show a like-for-like comparison of results.	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.	Cash generated from operations less additions to property, plant and equipment and intangible assets, proceeds on disposal of property, plant and equipment and intangible assets, tax paid, net finance charges paid and net dividends received/paid and movements in amounts due to M-Pesa account holders.	

Forward-looking statement

This presentation which sets out the interim results for Vodacom Group Limited for the six months ended 30 September 2024contains '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.

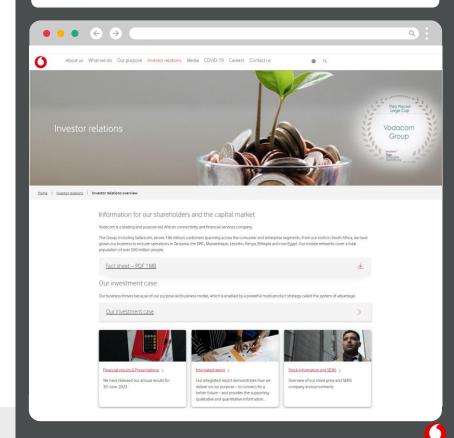
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More information Upcoming dates **3Q25 results** 3 February 2025 FY25 results 19 May 2025 **TBC AGM** 1Q26 results 23 July 2025

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