UBS Conference

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Vodacom Business

Our Strategy

6 pillars to our Enterprise growth

1. **Mobile**
2. **Converged**
3. **SME**
4. **M2M**
5. **Cloud**
6. **Africa**

Our **Growth** Strategy : M2M

Secure and Scalable M2M Network

Industrial Scale M2M platforms

Invest in key verticals

Rollout M2M in key markets in continental Africa

Retail
POS

mHealth
mAgriculture

Automotive
Utilities
Retail
POS

Remote Monitor
Consumer Electronics
UBI
mHealth &
mAgriculture

- Tanzania
- Mozambique
- Lesotho
- Kenya
- Nigeria
- DRC
- Ghana
- Zambia

mezzanine

Link

Our **Growth** Strategy: Cloud & Hosting

- Innovation at the Core

Security

PaaS , SaaS
IaaS

Alliance/Partnerships

Unique Capabilities: SAP, MS, Oracle
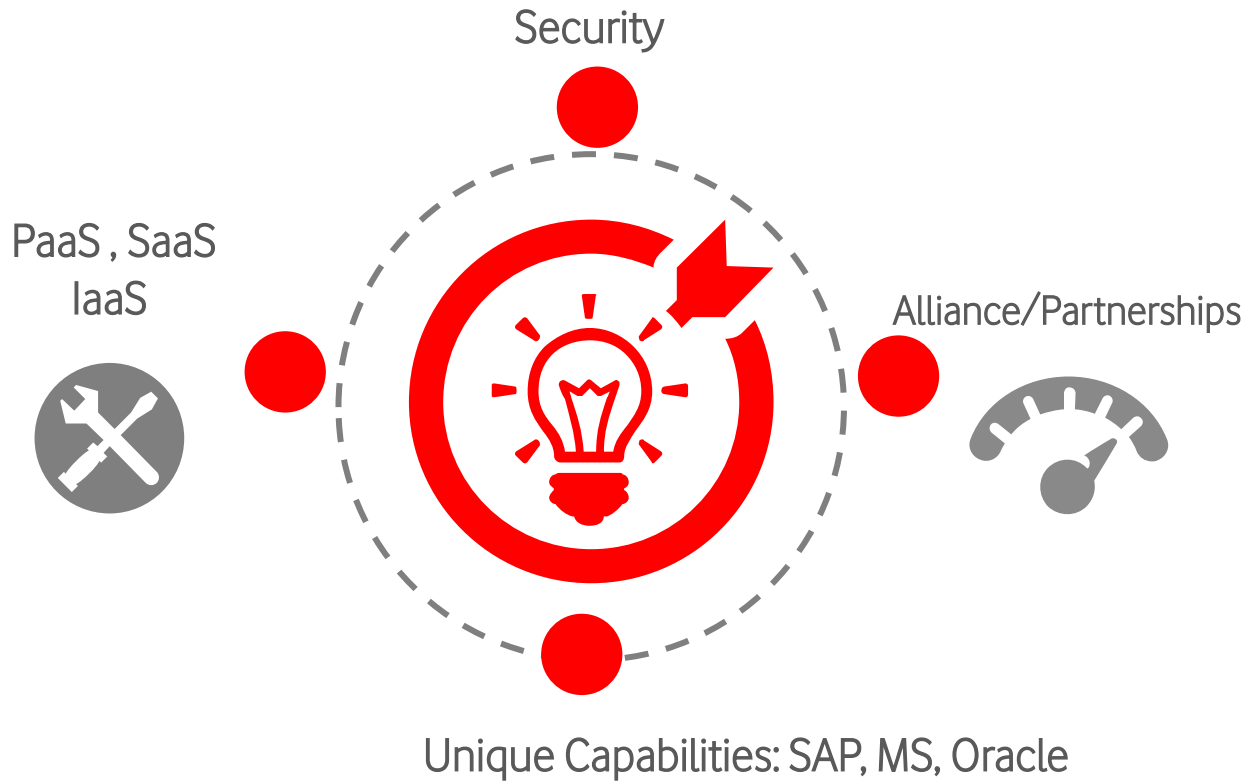
Investing in Cloud Assets and Capabilities

8 State of the art Data Centers;
With 7100sqm;
Over 6000 servers;
30000 virtual desktops;
Over 300 customers

Strong professional Services skills
212 Cisco certified

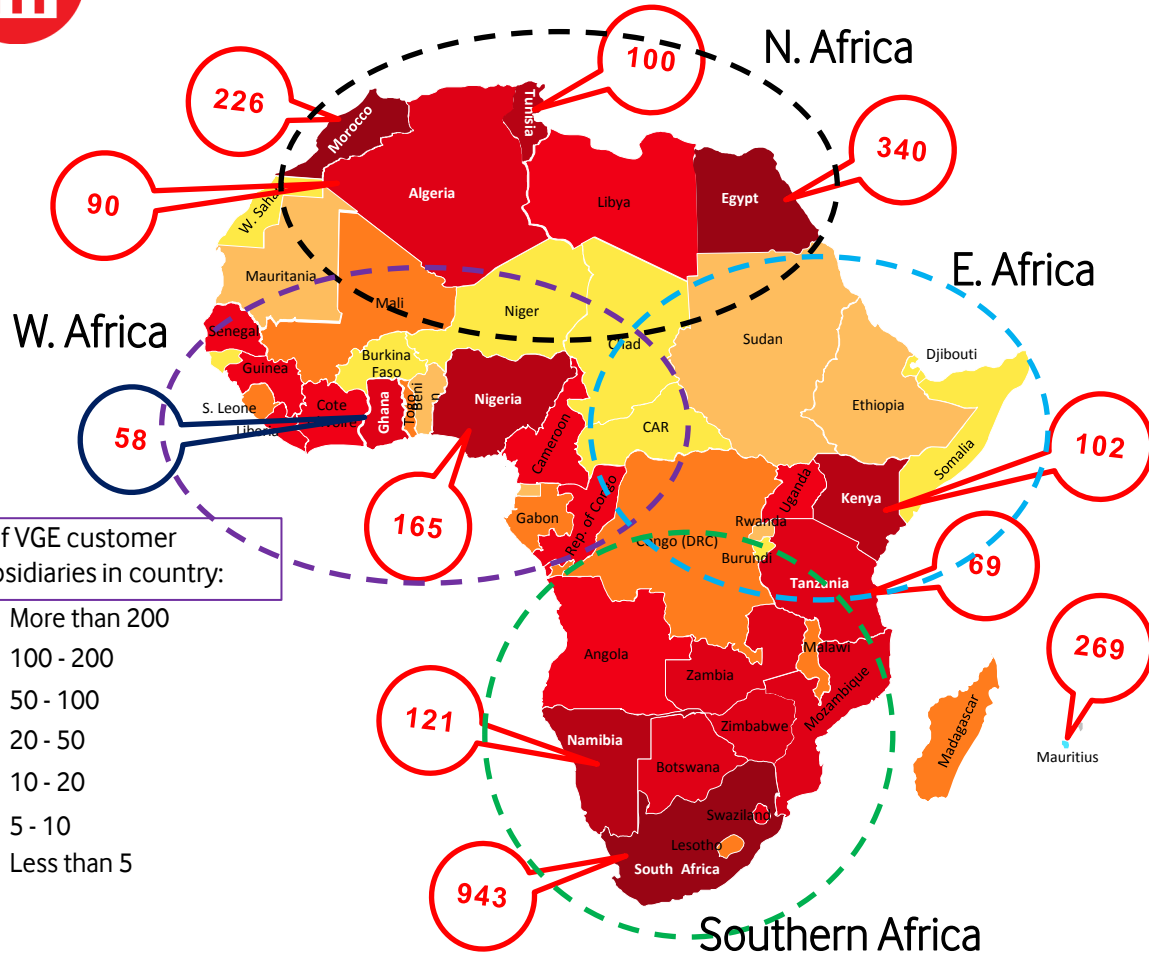Providing Services Outside SA/difficult territories

Product **Innovation**

Hosted Services	Software as a Service (SaaS)	Platform as a Service (PaaS)	Infrastructure as a Service (IaaS)	On-site Services	Security
Unified Communication	Voice	Messaging & Collaboration	Video	Managed Communication	Security
Connectivity	Mobile	Fixed	Wireless	Network	On-site Services	Security
Business Mobility	Mobile Voice & Data	Machine to Machine	Managed Mobility	Enterprise Mobility	Security

Our **Growth** Strategy : Africa

MNCs want :

1. Secure and reliable global connectivity.
2. Hosted and Cloud services
3. Quality of Service underpinned by tight SLAs
4. Deep knowledge of local environment

Our proposition :

1. Global Ipvpn network underpinned by Vodafone global reach (Presence in 46 countries)
2. Data centre capability in key countries
3. Vendor & Supplier management capabilities
4. Teams in key geographies
5. VGE engagement Model

N. Africa

E. Africa

W. Africa

Southern Africa

# of VGE customer subsidiaries in country:

- More than 200
- 100 - 200
- 50 - 100
- 20 - 50
- 10 - 20
- 5 - 10
- Less than 5

226
100
340
90
58
165
102
69
269
121
943

Morocco
Tunisia
Algeria
Libya
Egypt
W. Sahara
Mauritania
Mali
Niger
Sudan
Djibouti
Senegal
Guinea
Burkina Faso
S. Leone
Cote
Ghana
Liberia
Nigeria
Chad
CAR
Ethiopia
Somalia
Cameroon
Gabon
Rep. of Congo
Congo (DRC)
Rwanda
Burundi
Uganda
Kenya
Tanzania
Angola
Zambia
Malawi
Zimbabwe
Mozambique
Namibia
Botswana
Madagascar
Mauritius
Swaziland
Lesotho
South Africa

Network investment : an Anchor to our **Growth** Strategy
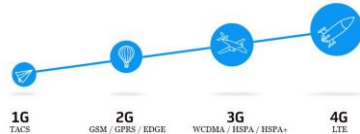

Aggressive Network Rollout	Handset Transformation	Customer focused network improvement	Fixed Network Capillarity Expansion	Network Modernisation & Resilience	IT Transformation

Consumer Customers

Enterprise Customers

Thank You