

Vodafone Group Plc

Interim Management Statement Q1 09/10

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Agenda

Highlights

Business review

Financial outlook

Q&A



Group summary

| | Q1 09/10 | Growth | Organic service revenue growth ¹ |
|---|----------|--------|---|
| Group revenue | £10.7bn | +9.3% | (2.1)% |
| - Europe | £7.5bn | +3.8% | (4.4)% |
| - Africa & Central Europe | £1.7bn | +27.8% | (2.6)% |
| - Asia Pacific & Middle East | £1.6bn | +20.3% | +14.3% |
| Data | £0.9bn | +33.7% | +19.4% |
| Proportionate customers | 315m | +17.2% | |
| Free cash flow² | £1.9bn | +21.2% | |

1. Excludes Australia and grossed up for South Africa stake increase and assumes constant exchange rates

2. Before licences and spectrum payments



Key highlights

Europe

- Similar underlying revenue trends
- Economic pressures: voice usage growth, roaming revenue
- Increased MTR impact - Germany

Emerging markets

- India: strong growth driven by network expansion, customer growth
- Turkey: strengthened network, distribution
- Vodacom: solid domestic growth, despite slowing economy

Total Communications

- Strong organic data revenue growth continues: +19%
- Good progress in fixed: 19% organic growth in Italy, 15% in Spain

Free cash flow

- Good free cash flow generation
- Slightly ahead of Q1 08/09

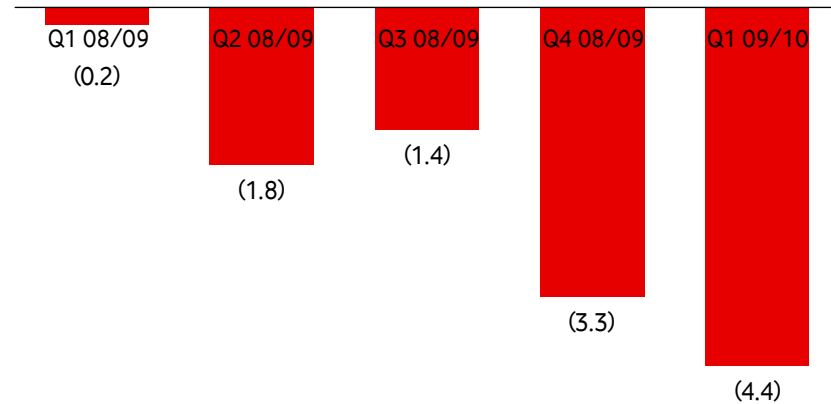
Guidance

- Cost programmes on track, update in November
- Q1 performance consistent with guidance assumptions
- Guidance fully reiterated

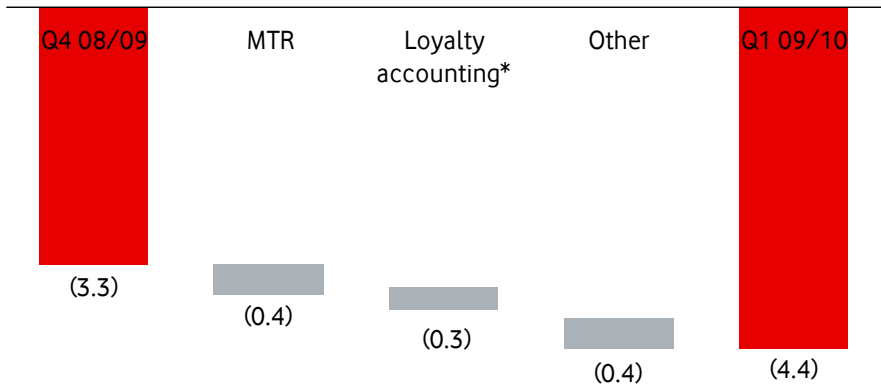


Europe

Organic service revenue growth (%)



Organic service revenue growth bridge (%)



Organic service revenue trends

- Underlying revenue trend stable
- Continued decline in voice usage growth, roaming revenue
- Organic data revenue +18%, with Mobile Internet +28%
- Fixed line revenue +6%

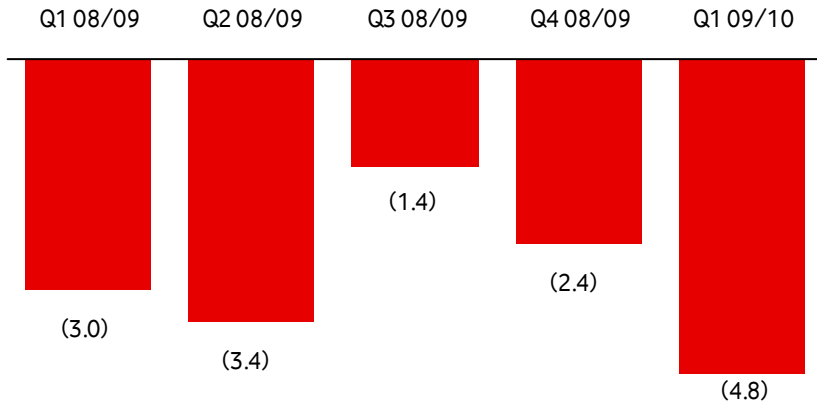
Organic service revenue walkthrough

- MTRs: Germany and Portugal
- Other: Easter working day effect
- Q2: further MTR cuts and slower roaming growth

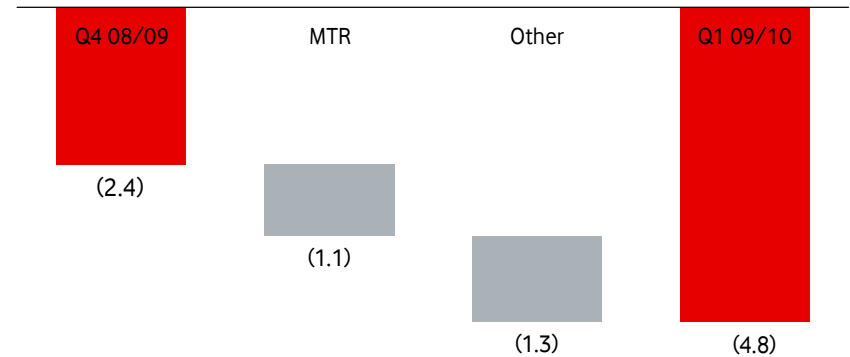


Germany

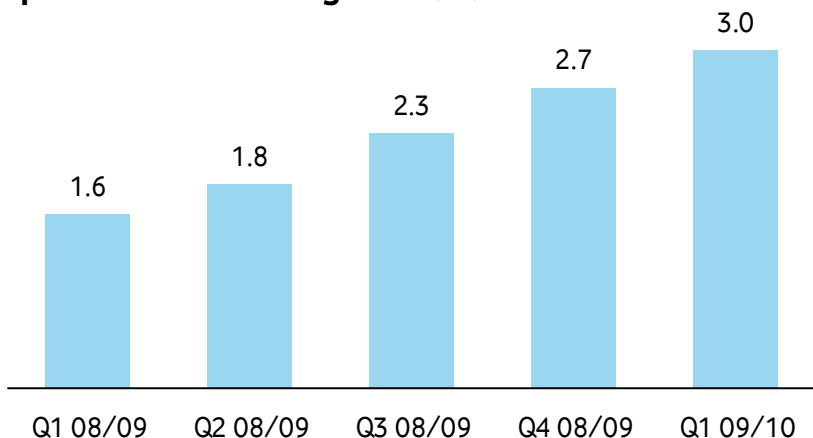
Organic service revenue growth (%)



Organic service revenue growth bridge (%)



SuperFlat tariff closing base (m)

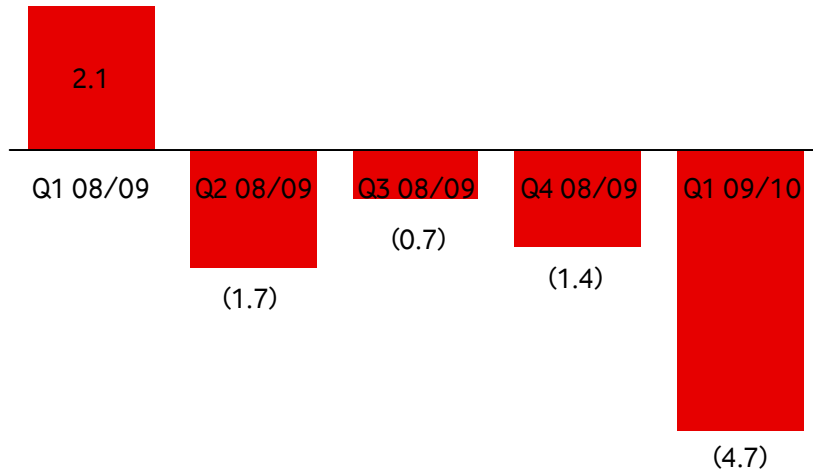


Business trends

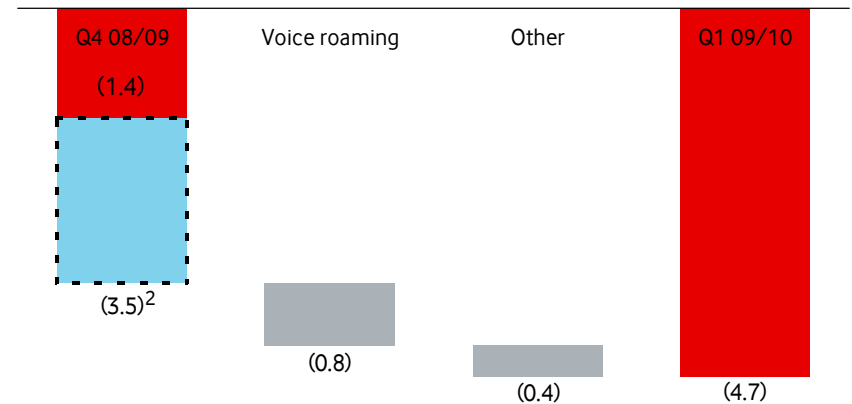
- Economy, MTRs, working days
- SuperFlat tariff over 3m customers with over €50 ARPU
- Prepaid price pressure remains intense
- Organic data revenue +17%, with Mobile Internet +17%
- Vodafone Advantage – 367,000 additions since May
- Fixed line revenue flat



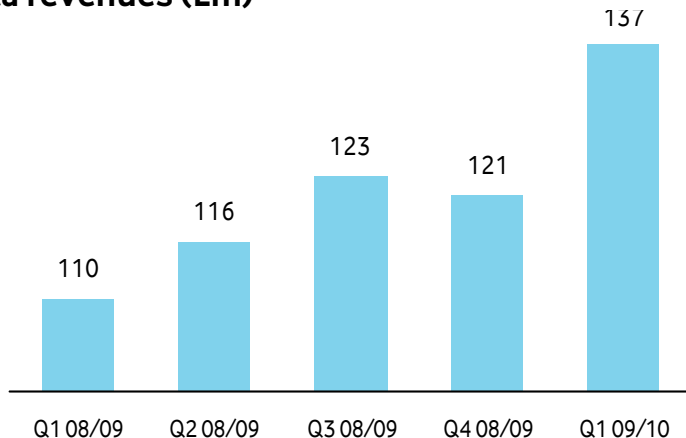
UK

Organic service revenue growth¹ (%)

Organic service revenue growth bridge (%)



Data revenues (£m)



Business trends

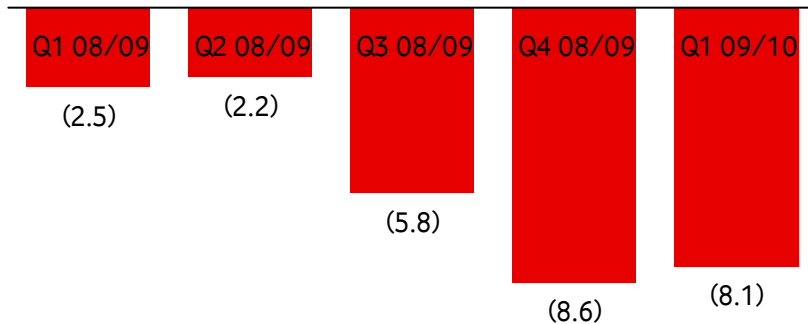
- Economic impact, roaming and enterprise
- Organic data revenue +24%, with Mobile Internet +49%
- Freedom Packs, Your Plan and summer roaming
- New agreements with Phones 4U & Carphone Warehouse
- Termination rate reduction implemented 1 July

1. Q2 07/08 adjusted to reflect £30m UK VAT refund
 2. Updated treatment of inbound revenues matched by the interconnect costs

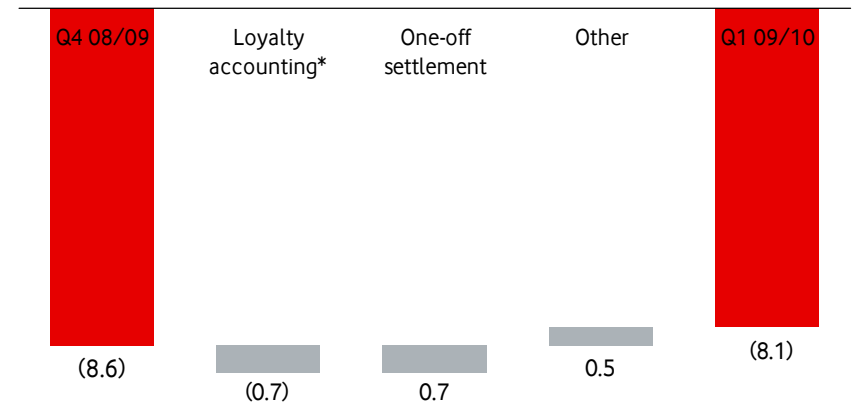


Spain

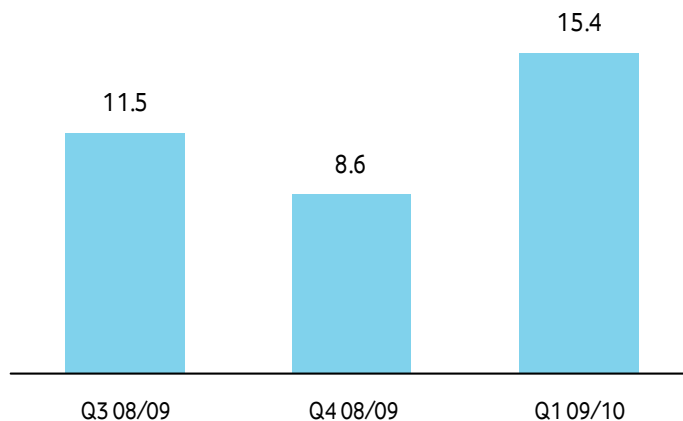
Organic service revenue growth (%)



Organic service revenue growth bridge (%)



Accelerating fixed line revenue growth (%)



Business trends

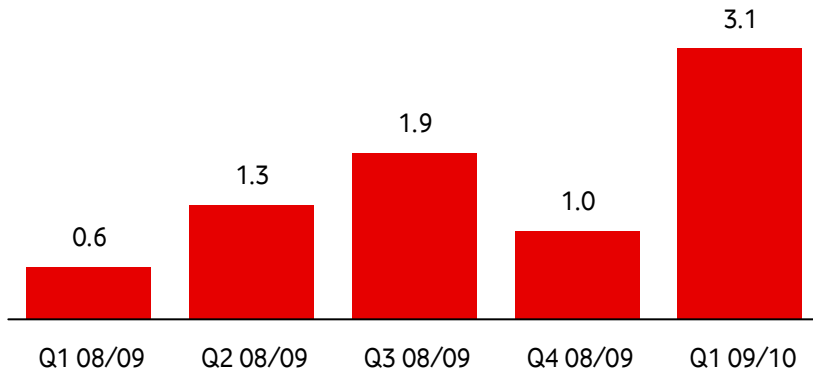
- Underlying improvement vs. Q4
- Economy impacting usage
- Tarifas Planas going well (175,000 customers since May)
- Organic data revenue +16%, with Mobile Internet +21%
- Continued strong broadband net additions share

*Impact of new accounting standard on loyalty programmes – IFRIC 13

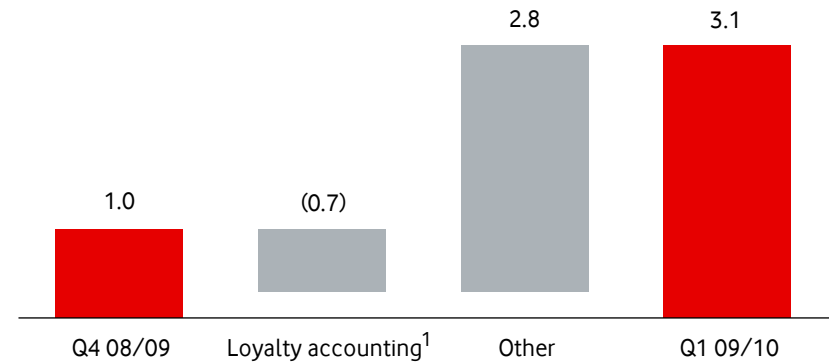


Italy

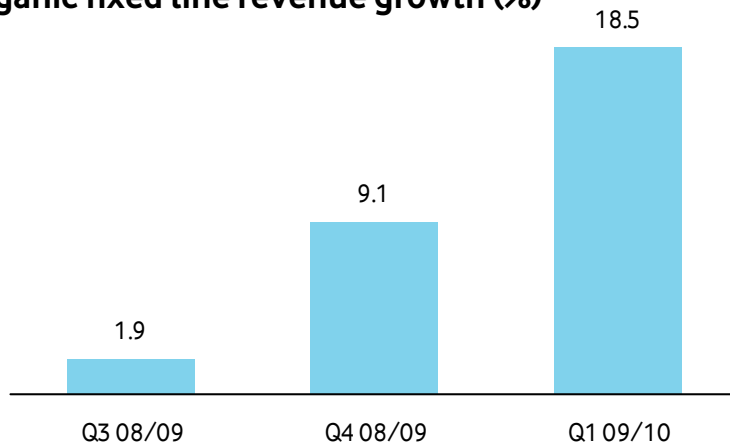
Organic service revenue growth (%)



Organic service revenue growth bridge (%)



Organic fixed line revenue growth (%)



Business trends

- Strong revenue performance despite worsening GDP
- Voice revenue stable
- Organic data revenue +18%, with Mobile Internet +47%
- Fixed line revenue growth accelerating
- Fixed broadband customers over 1m²

1. Impact of new accounting standard on loyalty programmes – IFRIC 13

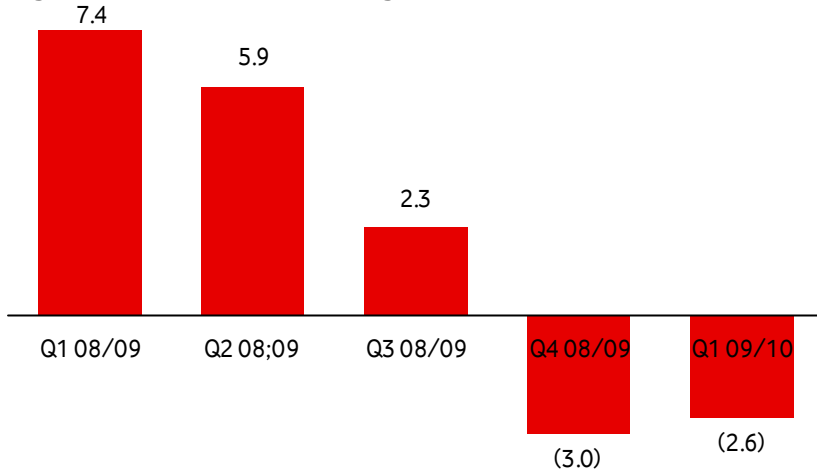
2. On a 100% ownership basis



Regional performance

Africa and Central Europe

Organic service revenue growth (%)

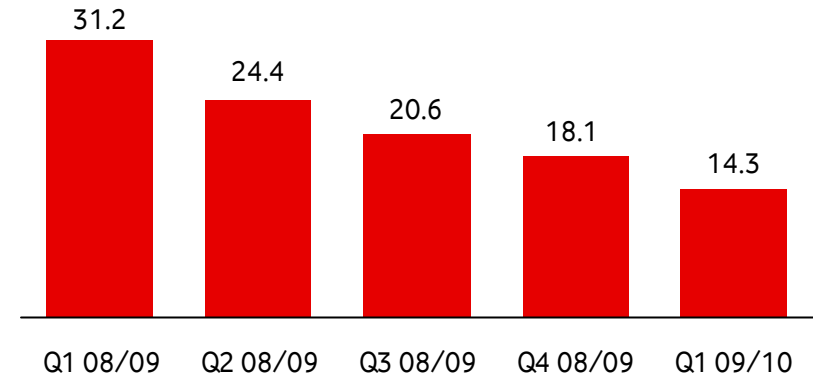


Recent trends

- Stable overall
- Significant economic impact
- Adverse foreign exchange environment in Romania
- Termination rates impacting growth in Central Europe

Asia Pacific and Middle East

Pro forma service revenue growth¹ (%)



Recent trends

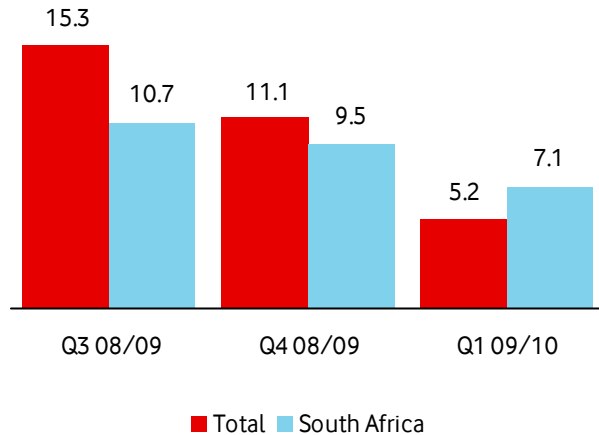
- Organics now exclude Australia and include India
- Growth driven by customers +49%
- Strong organic data revenue growth, with Egypt +100%
- Australia: JV executing to plan
- Qatar: launched 7th July; Qatar Exchange listing 22nd July

1. Pro forma excluding Australia and including India



Vodacom

Organic service revenue growth (%)

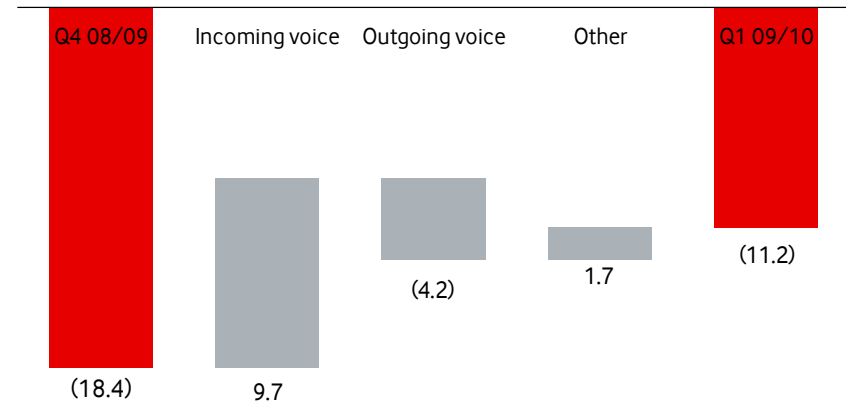


Organic revenue growth

- Working days impact around South Africa election
- Economic pressures in other operations
- 1.3m customer net additions
- Organic data revenue growth +30%

Turkey

Organic service revenue growth (%)



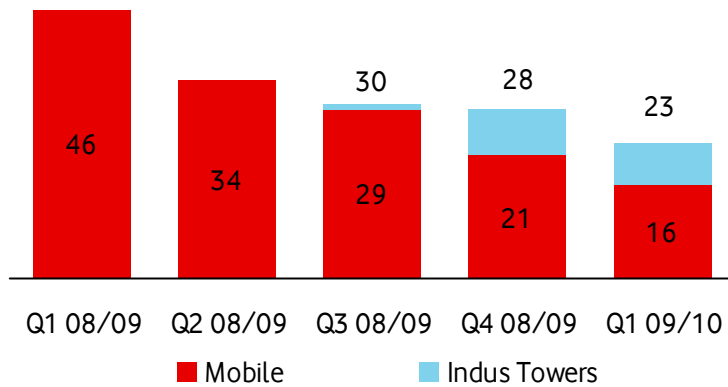
Organic revenue growth

- Cross-net plans driving incoming revenue growth
- Outgoing voice remains weak due to price declines
- Turnaround plan progressing
 - Network: 400 sites added in Q1, improving quality
 - Distribution: significant increase in points of sale
- Positive MNP figures for 3 successive months

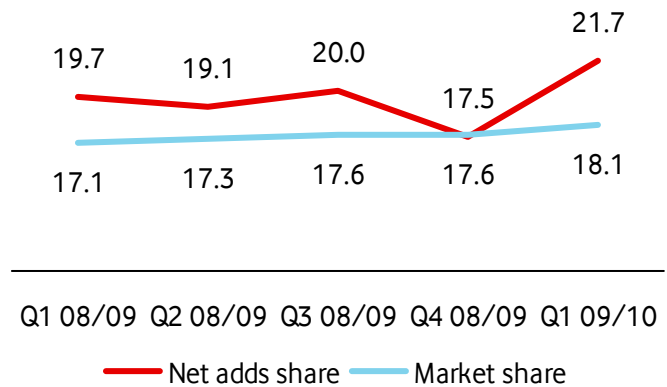


India

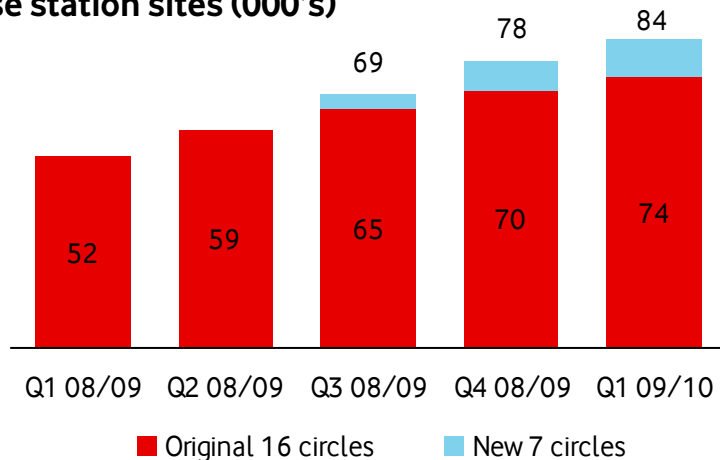
Organic service revenue growth (%)



Customer share (%)



Base station sites (000's)



Recent trends

- Market penetration around 37%
- 5pp revenue impact from 33% MTR reduction
- Market share continues to improve
- Customer growth: +56% YoY. 3.4m now in new circles
- 2,000 additional sites per month
- Indus Towers now over 100,000 sites



Financial outlook for FY 09/10 confirmed

| | Adjusted operating profit ¹ | Free cash flow ² |
|---|--|---|
| Guidance confirmed | £11.0 – £11.8bn | £6.0 – £6.5bn |
| Q1 trends | <ul style="list-style-type: none"> EBITDA margin decline consistent with annual guidance assumptions | <ul style="list-style-type: none"> Underlying Q1 FCF slightly ahead Capex investment maintained |
| Foreign exchange sensitivity ³ | <ul style="list-style-type: none"> 1% € change = £60m 1% US\$ change = £40m | <ul style="list-style-type: none"> c.90% € denominated |
| Net debt | <ul style="list-style-type: none"> June 09 net debt - £31.2bn (mix: €57%, US\$ 44%, other 12%, £ (20)%) FX impact - £4.1bn debt reduction at end June FX⁴ | |
| Q2 vs. Q1 | <ul style="list-style-type: none"> UK MTR; Europe SMS, voice roaming, wholesale data c. 1 percentage point | |

1. Before Alltel integration costs
 2. Before licences and spectrum payments

3. Annual impact

4. FY 09/10 principal currency assumptions: €/£1.12 and US\$/£1.50. Q1 average rates €/£1.14 and US\$/£1.55. 30 June rates: €/£1.17 and US\$/£1.65



Summary

Europe: consistent trends in Q1, economies challenging

Emerging Markets: India, Vodacom growth continues

Total Communications: data revenue +19%; fixed +7%¹

Strong free cash flow generation, sustained investment

Outlook confirmed



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