Together We Can

Vodafone is optimistic about how technology and connectivity can enhance the future and improve people’s lives.

Through our business, we aim to build a digital society that enhances socio-economic progress, embraces everyone and does not come at the cost of our planet.
Vodafone connects people all over the world

21 countries in which we have mobile and fixed networks – 19 markets and 2 joint ventures

17 countries in which we have fixed operations

47 Partner Markets

- OpCos
- Partner Markets and Vodafone Business operations
One of the world’s leading converged operators

**Mobile**
One of the world’s largest mobile networks
300m+ customers\(^1\)

**Fixed**
Our network reaches
28m customers\(^2\)

**TV**
Europe’s second largest TV platform
22m customers\(^2\)

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\(^1\)Includes joint ventures and associates
\(^2\)Includes Vodafone Ziggo
A new-generation connectivity and digital services provider

A. Delivered the first phase of our strategy to reshape Vodafone

B. Growth opportunities from evolving markets

C. New generation connectivity and digital services provider

D. Committed to improving shareholder returns
Europe’s largest 5G network

Commercial services in **344** cities in **11** European markets
Europe’s fastest growing superfast network

80.5m homes passed with Gigabit-capable speed

156m marketable homes with fixed access

1. Includes VodafoneZiggo
Delivering content for customers across Europe

22m
TV customers across 11 markets\(^1\)

Next-generation cloud-based IPTV platform powered by AI

Class-leading 4k content from strategic partners delivered through set-top boxes and mobile devices

1. Includes VodafoneZiggo
Connecting millions across Africa

**Mobile**
More than **188 million** customers across **8 countries**

**Data customers**
**90 million**
A technology leader in Africa

Access
- 188m people connected to mobile
- Around 90m data services users
- More than 46m female customers added since 2016

Fintech
- Wide range of financial services offered via M-PESA and VodaPay e.g. insurance and micro-loans
- We generate revenue of US$1.3bn

Business
- Digitalising enterprises in 51 countries
- Mobile, fixed, IoT, and cloud services
- Leader in digital solutions for agriculture

Education
- Over 3.5m students in Africa accessing free digital education
- Vodacom eSchool has over 1.2m active users

Health
- Over 2m women using our Mum & Baby health service
- Enabled 14m people to access free online health services during pandemic

Planet
- Targets to halve environmental impact in Africa and use 100% renewable electricity by 2025
M-Pesa
Africa’s largest payments platform

Now available in
7 countries

900,000+
Agents employed

52m
Active customers

c.21bn
Transactions per annum

1. 12 months to 31 December 2021
World-leading IoT platform

150m+ Connected devices*

7.1m tonnes CO₂ saved as consequence of Vodafone technologies in 2021

39 Countries covered by our IoT platform
Vodafone Business

Trusted by more than 6m organisations around the world

Sector expertise includes energy and utilities, logistics and transport, insurance, automotive, retail and manufacturing.

Global reach – the world’s largest connectivity provider with 96 WAN countries and 168 4G and 5G roaming countries.

Helping businesses succeed in a digital world... by connecting people, places and things
### Group financial summary

12 months to 31 March 2022

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>€45.6bn</td>
</tr>
<tr>
<td><strong>Adjusted EBITDAaL</strong></td>
<td>€15.2bn</td>
</tr>
<tr>
<td><strong>Adjusted free cash flow</strong></td>
<td>€5.4bn</td>
</tr>
<tr>
<td><strong>Dividend per share</strong></td>
<td>9c</td>
</tr>
<tr>
<td><strong>Market capitalisation</strong></td>
<td>c.£27bn</td>
</tr>
</tbody>
</table>

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1. non-GAAP measure
2. pre-spectrum, restructuring and integration cost
We connect for a better future

We use technology to improve lives and we enable an inclusive and sustainable digital society.

**Digital Society**
Connecting people, places and things through fixed, mobile networks and platforms

**Inclusion For All**
Working to ensure no one is left behind in a digital society

**Planet**
Tackling the climate crisis, reducing our carbon emissions, and helping others reduce theirs

Our Purpose
Our aims: Digital Society

5G
Gigabit Networks
Connecting over 350m people with secure, high-quality digital services and platforms

IoT Innovation
Enhancing road safety and public transport systems, improving air quality, energy efficiency, safety and security

Digitisation for Small Businesses
Driving industrial competitiveness, supporting agriculture and improving the delivery of essential government services
Our aims: Inclusion for all

**She Can**
Connecting 50m additional women in developing markets

**Digital Skills**
Connecting 10m young people to digital skills and upskilling the next generation

**Best Employer for Women**
Connecting thousands of skilled women with new opportunities

**Financial Services**
Platforms like M-PESA and VodaPay in Africa revolutionise financial inclusion and offer growth opportunities to SMEs through e-commerce
Our aims: Planet

Circular Economy
Encouraging a more circular economy for the mobile industry

Renewable Electricity
Our European network is now powered by 100% renewable electricity

Reaching ‘net zero’
Eliminating carbon emissions from our own activities by 2030 and across our entire carbon footprint by 2040

Tackling e-Waste
Re-using, reselling or recycling 100% of our network waste
Our Social Contract

Our Social Contract is how we bring our Purpose to life through what we do. It is our commitment to society, customers, and governments to connect rural communities, to enable access to education, healthcare, and financial services; and to help businesses. With these actions we also contribute to the success of United Nations Sustainable Development Goals.
History of Vodafone Group

1985: Vodafone was formed.
1986: Vodafone launched its first mobile service in the UK.
1991: Vodafone launched services in Australia.
1992: Vodafone launched its first mobile service in Italy.
1994: Vodafone acquired Mannesmann's mobile phone business in Germany.
1995: Vodafone acquired Breda's mobile phone business in Italy.
1996: Vodafone acquired Cable & Wireless' mobile phone business in the UK.
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