

Vodafone Hutchison Australia

2017 Full Year Performance Analyst and Media Briefing

The future is exciting.

Ready?



2017 overview

- ✓ Solid overall company performance
- ✓ Continued sustainable growth in customer base, revenue, EBITDA and ARPU
- ✓ Launched Vodafone nbn™
- ✓ Almost \$2 billion network and technology spend to enhance and expand mobile network
- ✓ Continued to secure strategic spectrum in 700MHz, 1800MHz and 2100MHz bands
- ✓ No lock-in handset contracts, 35-day prepaid expiry and more \$5 Roaming destinations
- ✓ Sponsorships including Super Rugby, Supercars and Adelaide Strikers
- ✓ Leading NPS of MNOs
- ✓ Lowest rate of customer complaints of MNOs
- ✓ DreamLab on iOS, global expansion

The Vodafone nbn™ experience



**Instant Connect™
Power on
from day one**

Fairfield,
hurry in store today for
a better nbn™ experience

The future is exciting.
Ready?



Vodafone nbn™ available in selected areas. Fair Use Policy applies. Instant Connect™ subject to mobile coverage availability – see vodafone.com.au/coverage. Speeds limited to a max of 12Mbps (down) and 1Mbps (up). Speeds are variable.

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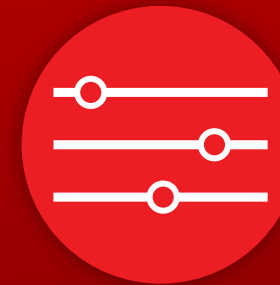
Instant connect



4G back up



30 day satisfaction
guarantee



Freedom to
change plans

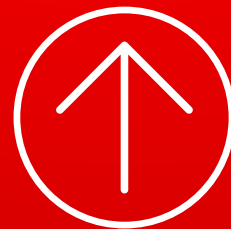


Unlimited

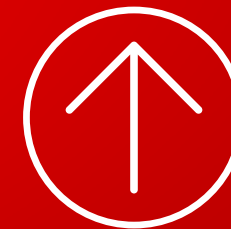
2017 financial performance



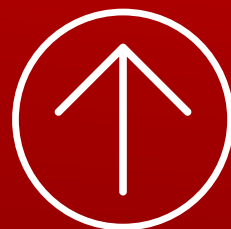
Network customer base
5.8 million
Up 4.4%



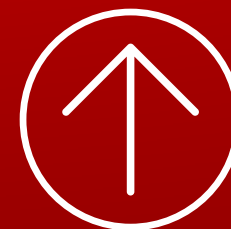
Revenue
\$3,458 million
Up 3.4%



EBITDA
\$972 million
Up 6.5%

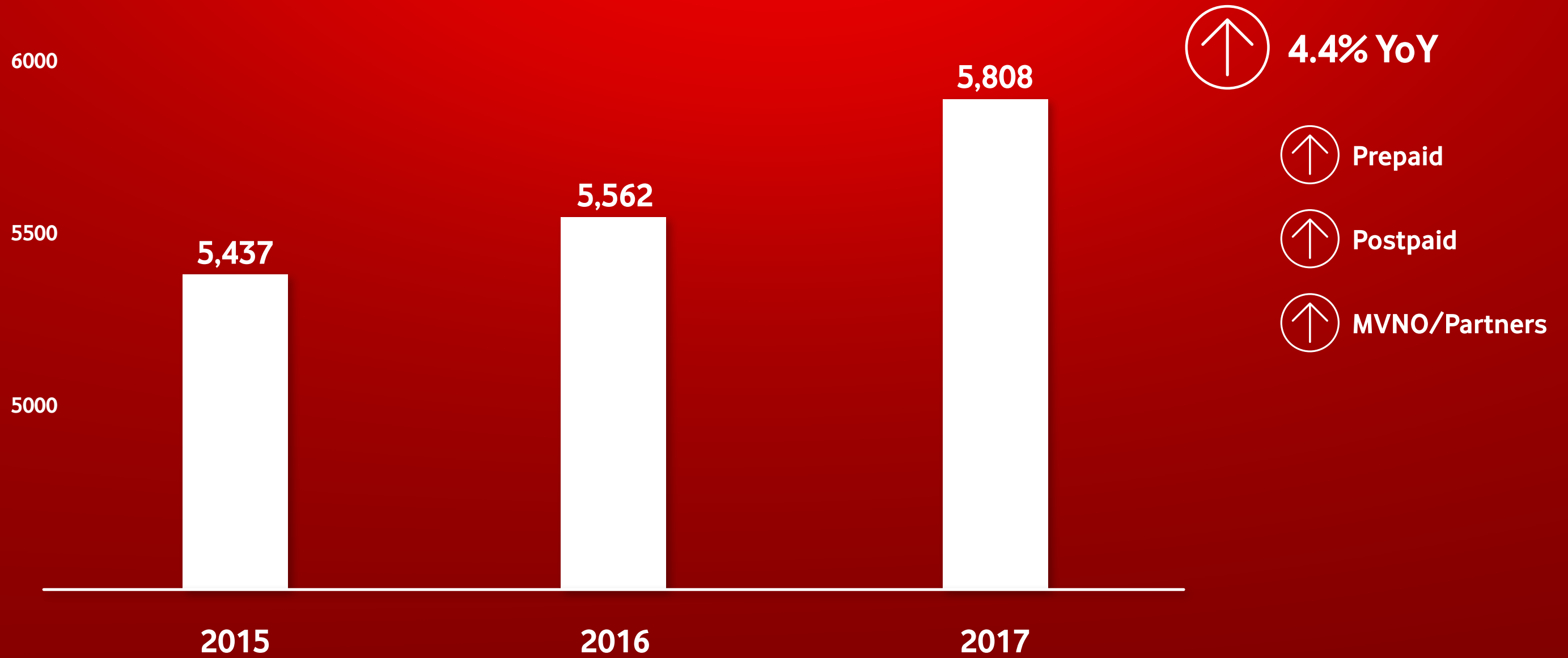


ARPU
\$38.03
Up 0.2%

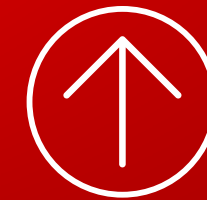
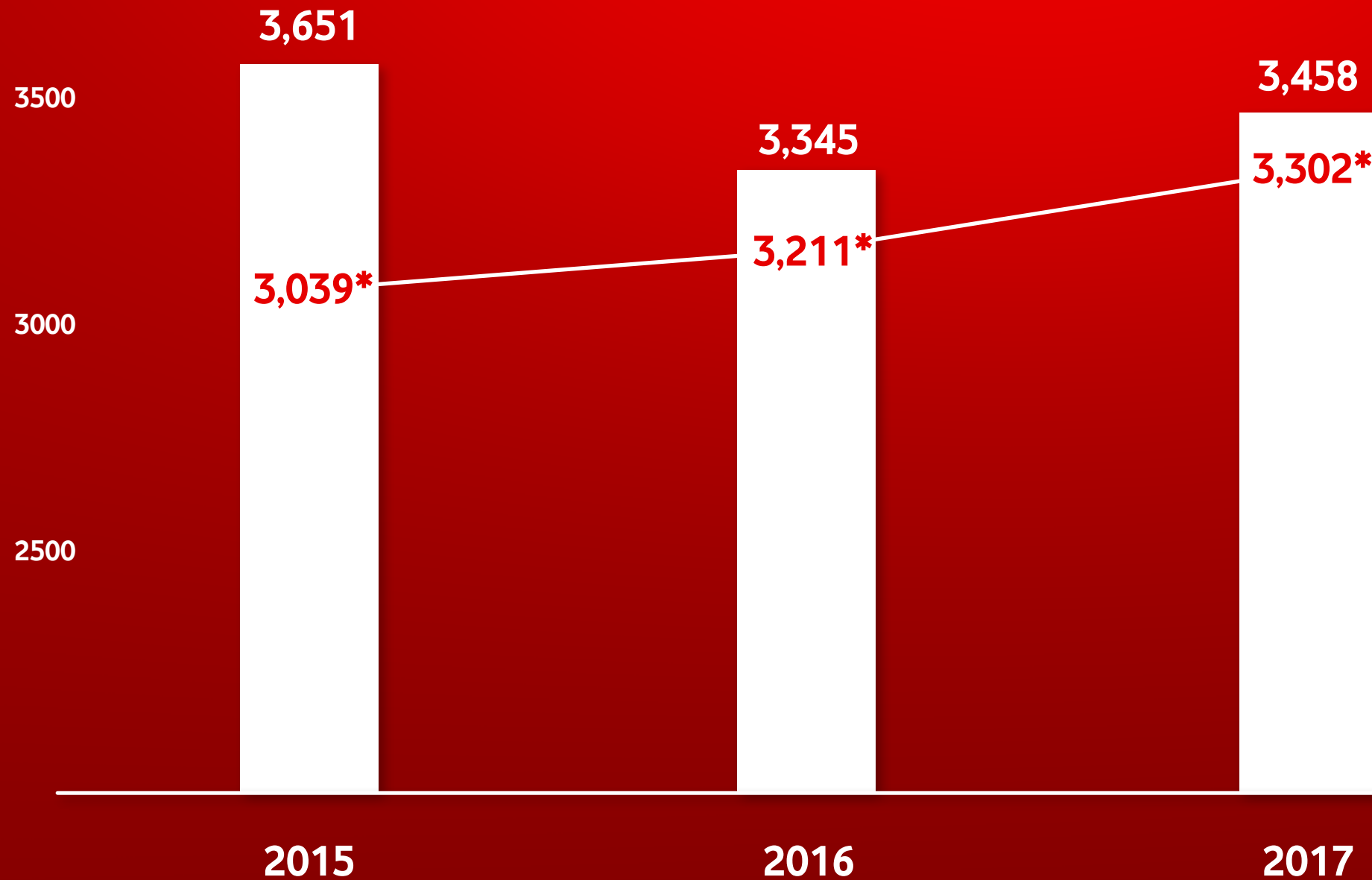


Improved loss position
Down 26.4%

Total network customers ('000)



Revenue (\$m)

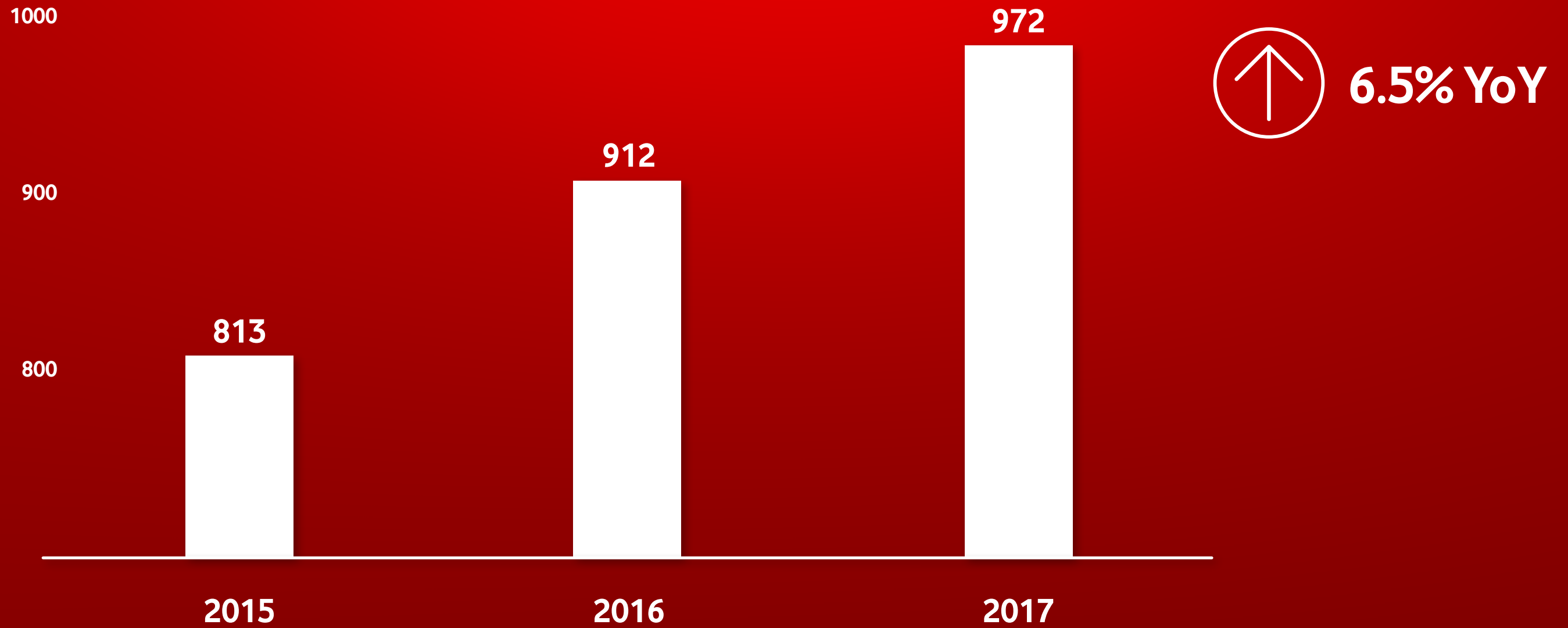


3.4% YoY

* Excluding incoming revenue

Note: ACCC's changes to MTR came into effect 1 January, 2016

EBITDA (\$m)



2018 outlook

- ✓ **Continued sustainable business growth**
- ✓ **More than \$1.3 billion network and technology spend, including evolution to 5G**
- ✓ **Grow and further enhance Vodafone nbn™**
- ✓ **Give customers more of what they want**

Questions?

