

Vodafone Hutchison Australia

# 2018 H1 Performance Media and Analyst Briefing

The future is exciting.

**Ready?**

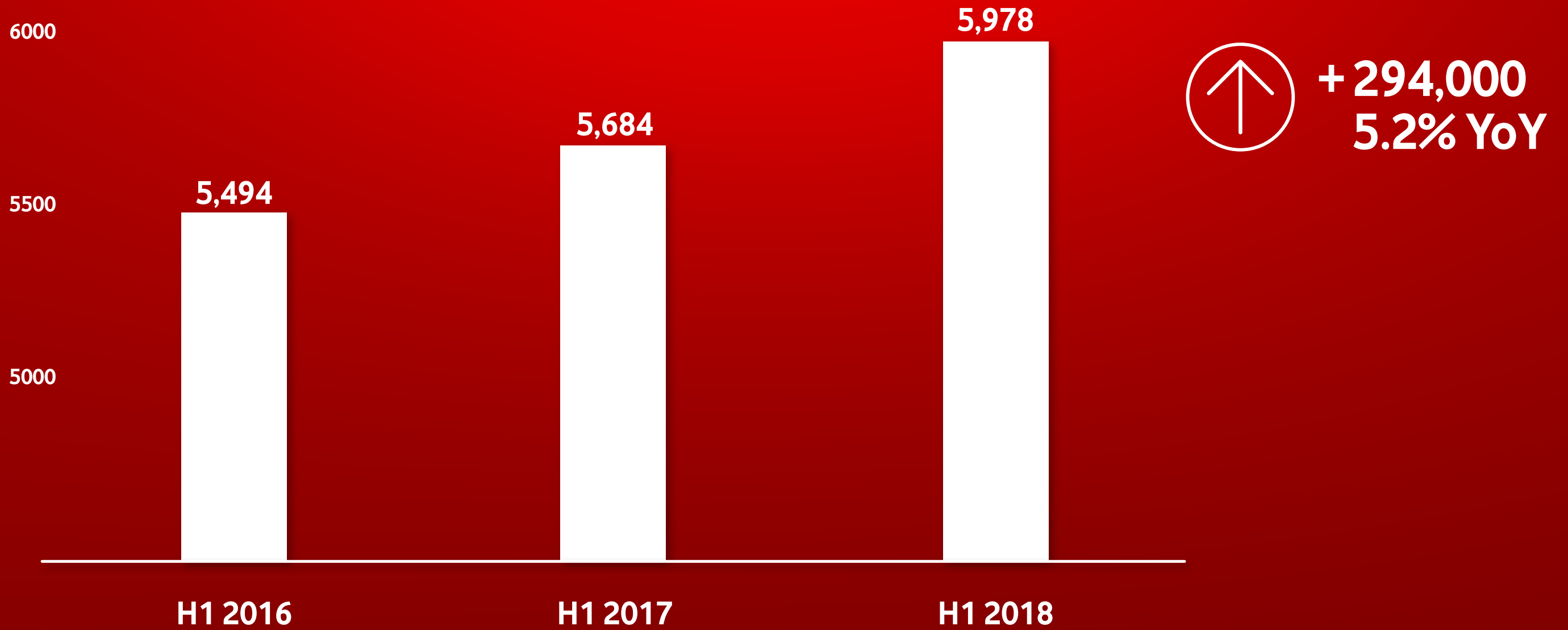


# 2018 H1 overview

- ✓ Continued solid financial and customer growth
- ✓ Launched Australia's first endless mobile data plans\*
- ✓ Continued mobile network investment, including evolution to 5G with 4.9G launch
- ✓ Increased Net Promoter Score lead over rival MNOs
- ✓ Expanded and enhanced Vodafone nbn™ services
- ✓ Continued growth of Enterprise business unit
- ✓ Vodafone Foundation DreamLab app global expansion

\*Endless data applies on Vodafone's Red Plus Plans at the speed of 1.5Mbps

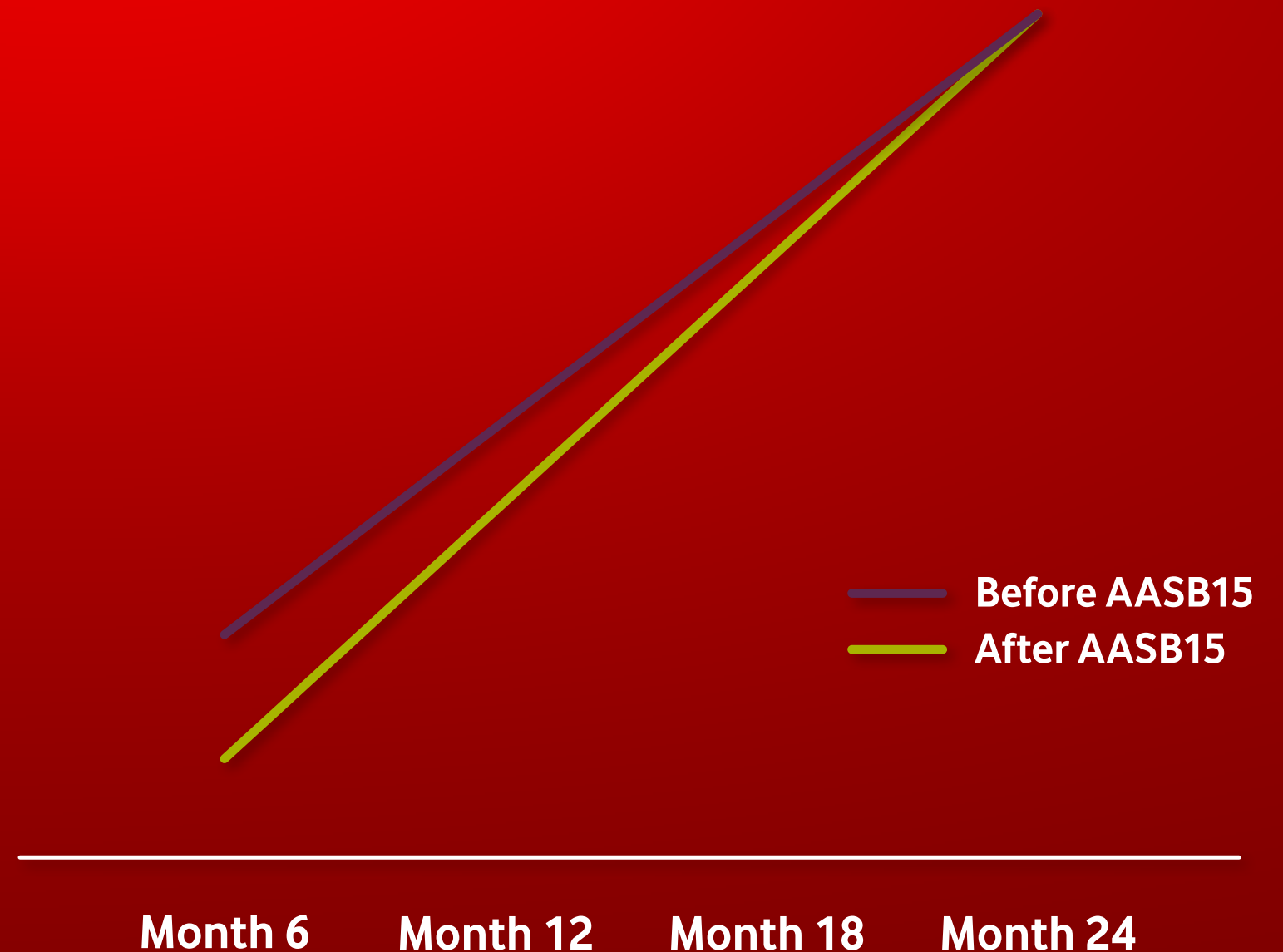
# Total network customers ('000)



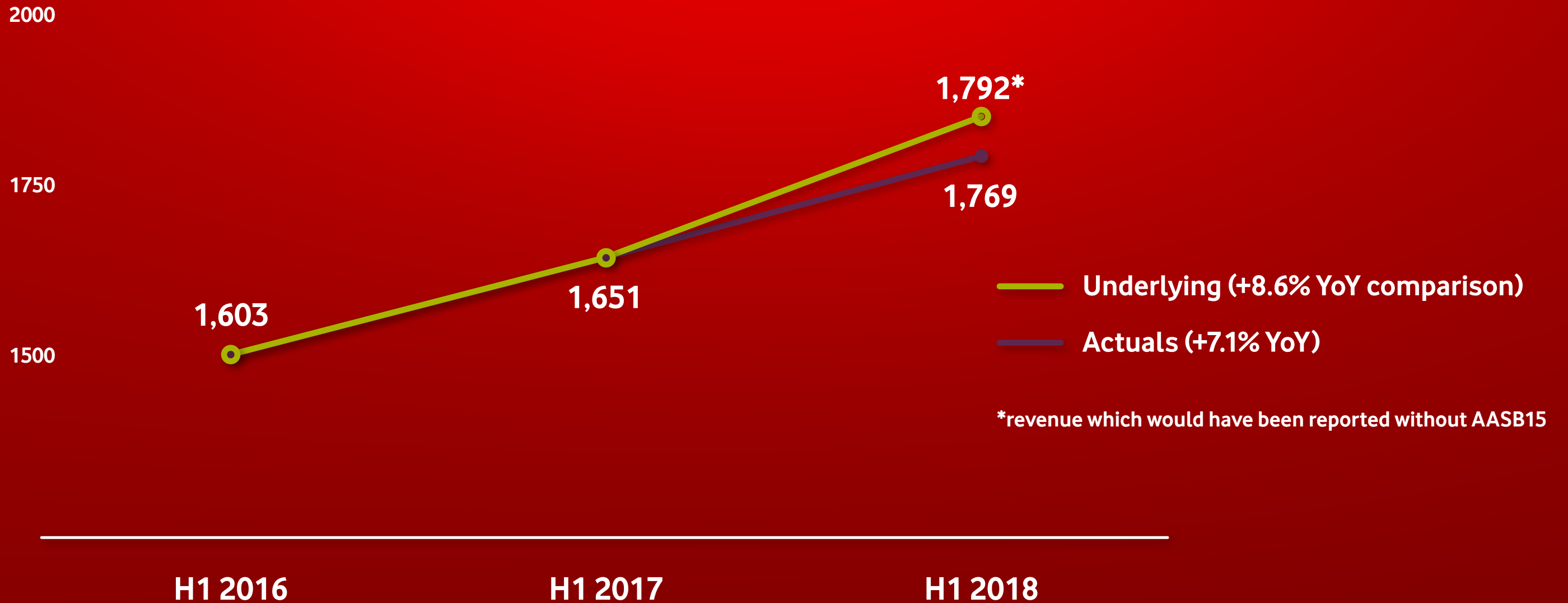
# Global accounting standard changes (AASB15)

- Affects when an access fee discount is “booked”.
- Access fee discounts, which were previously allocated to service revenue, are now proportionately allocated to both handset revenue and service revenue.
- The amount of handset revenue recognised upfront decreases and service revenue recognised over the period of the contract increases.
- Total revenue collected over a customer’s contract period is unaffected.

Accumulative reported revenue over 24 months

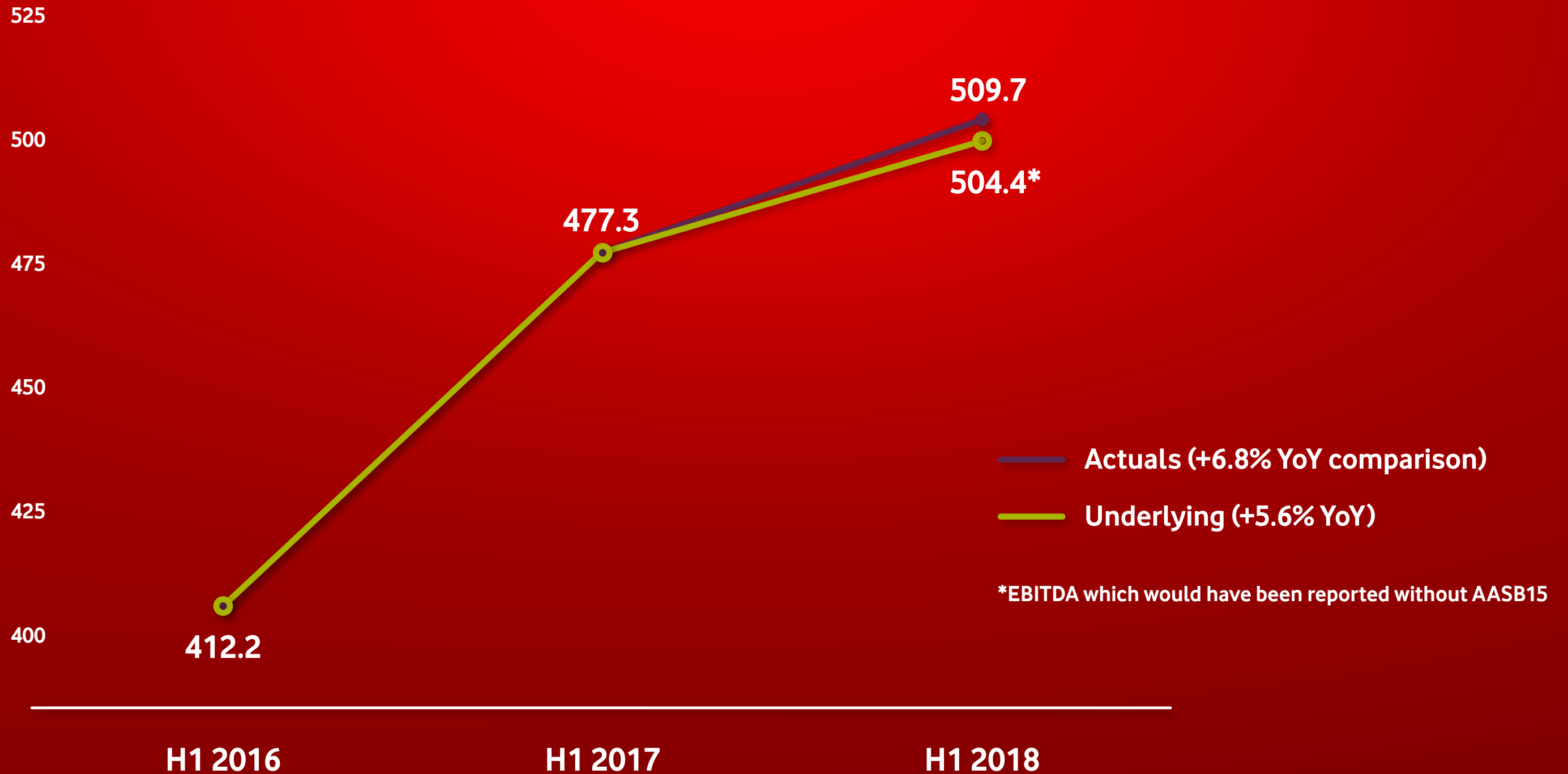


# Revenue (\$m)



\*revenue which would have been reported without AASB15

# EBITDA (\$'000)



## Outlook

- ✓ **Continued company growth**
- ✓ **Mobile network expansion and evolution to 5G**
- ✓ **Continued growth in Vodafone nbn™**
- ✓ **Deliver more of the products customers want**
- ✓ **Focus on leading customer experience and service**

**Questions?**



