

Vodafone Hutchison Australia

2018 Performance Media and Analyst Briefing

The future is exciting.

Ready?

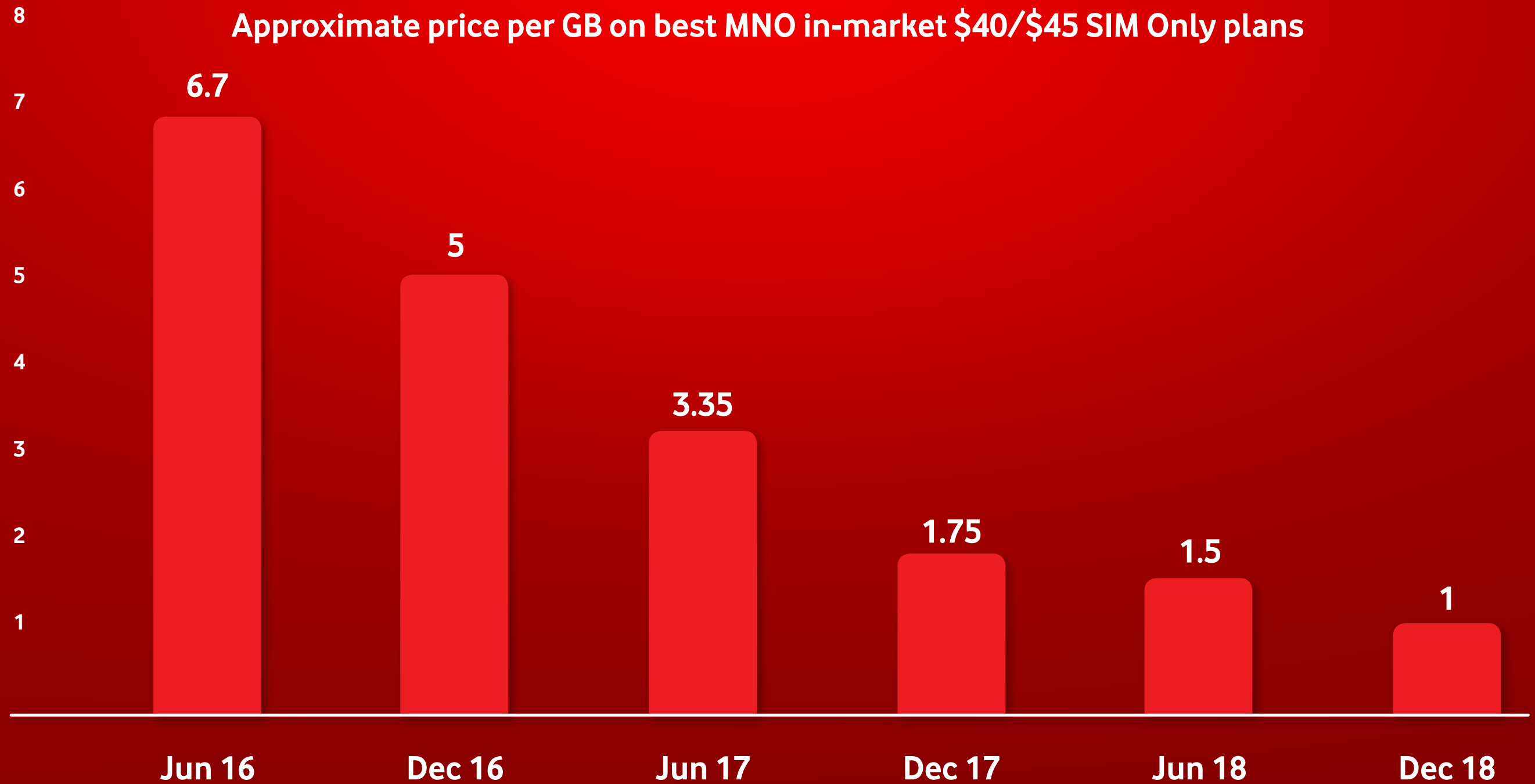


2018 overview

- ✓ 6 million mobile customers
- ✓ Full Vodafone nbn™ launch, 33,000 customers connected
- ✓ \$1.3 billion network and technology spend, including evolution to 5G
- ✓ Data usage increased 45% to more than 360 million GB
- ✓ Acquired national 5G spectrum through JV
- ✓ Introduced Australia's first widely-available endless data plans
- ✓ Expanded \$5 Roaming to more than 80 countries
- ✓ Leading NPS of MNOs
- ✓ Lowest customer complaint rate of major MNOs
- ✓ Announced proposed merger with TPG

Aggressive market competition is nothing new

Approximate price per GB on best MNO in-market \$40/\$45 SIM Only plans



Reflects best in-market price per GB on \$40/\$45 SIM Only plans offered by VHA and/or closest MNO competitor.

Creating a strong third player

- ✓ Increased investment requires increased scale
- ✓ Fast-track 5G
- ✓ Complementary businesses

2018 financial performance

Mobile
customer
base
6 million
Up 3.6%

Fixed
customer
base of
33,000

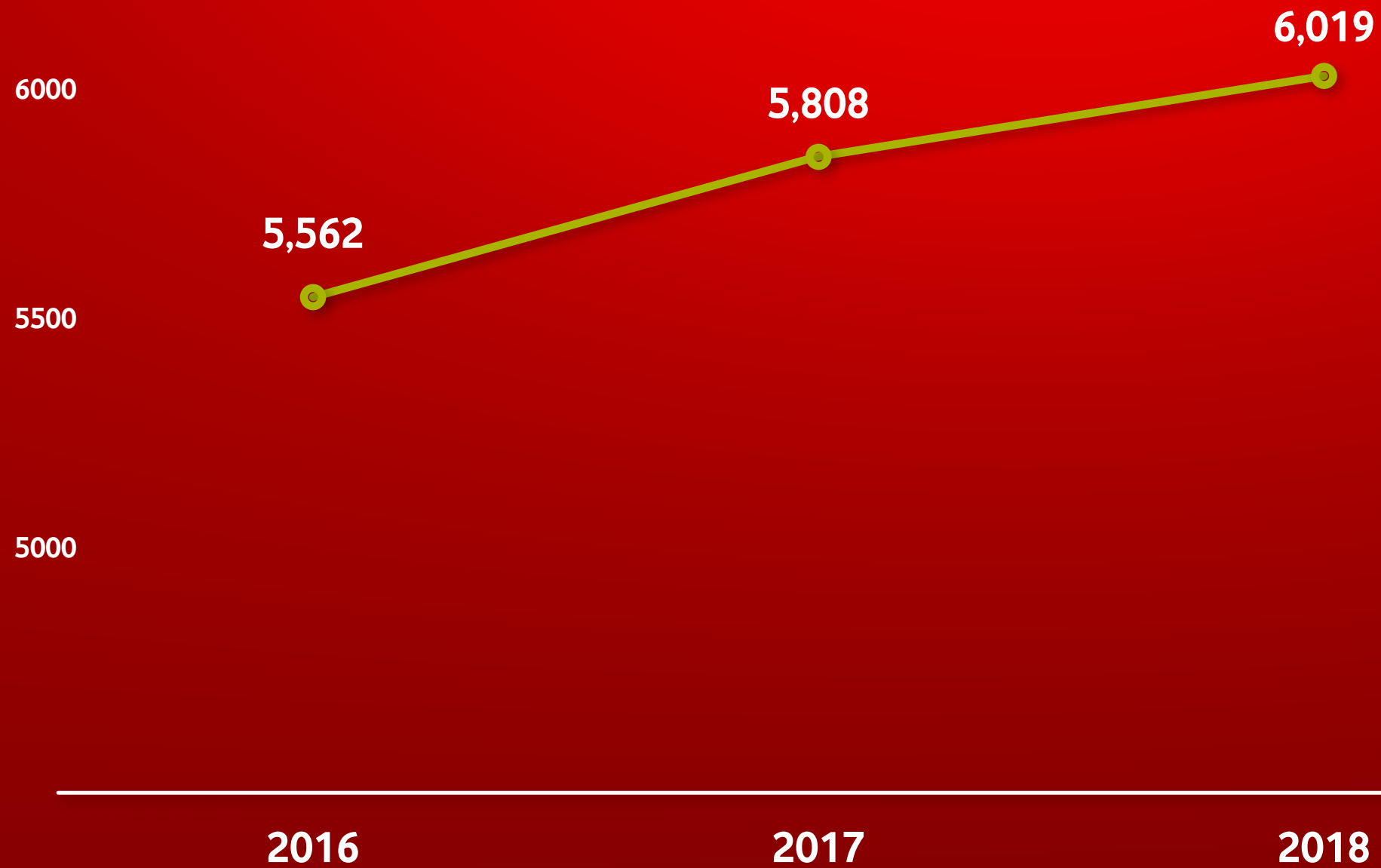
Revenue
\$3,647 million
Up 5.5%

ARPU \$35.52
Down 4.4%

EBITDA
\$1,102 million
Up 13.4%

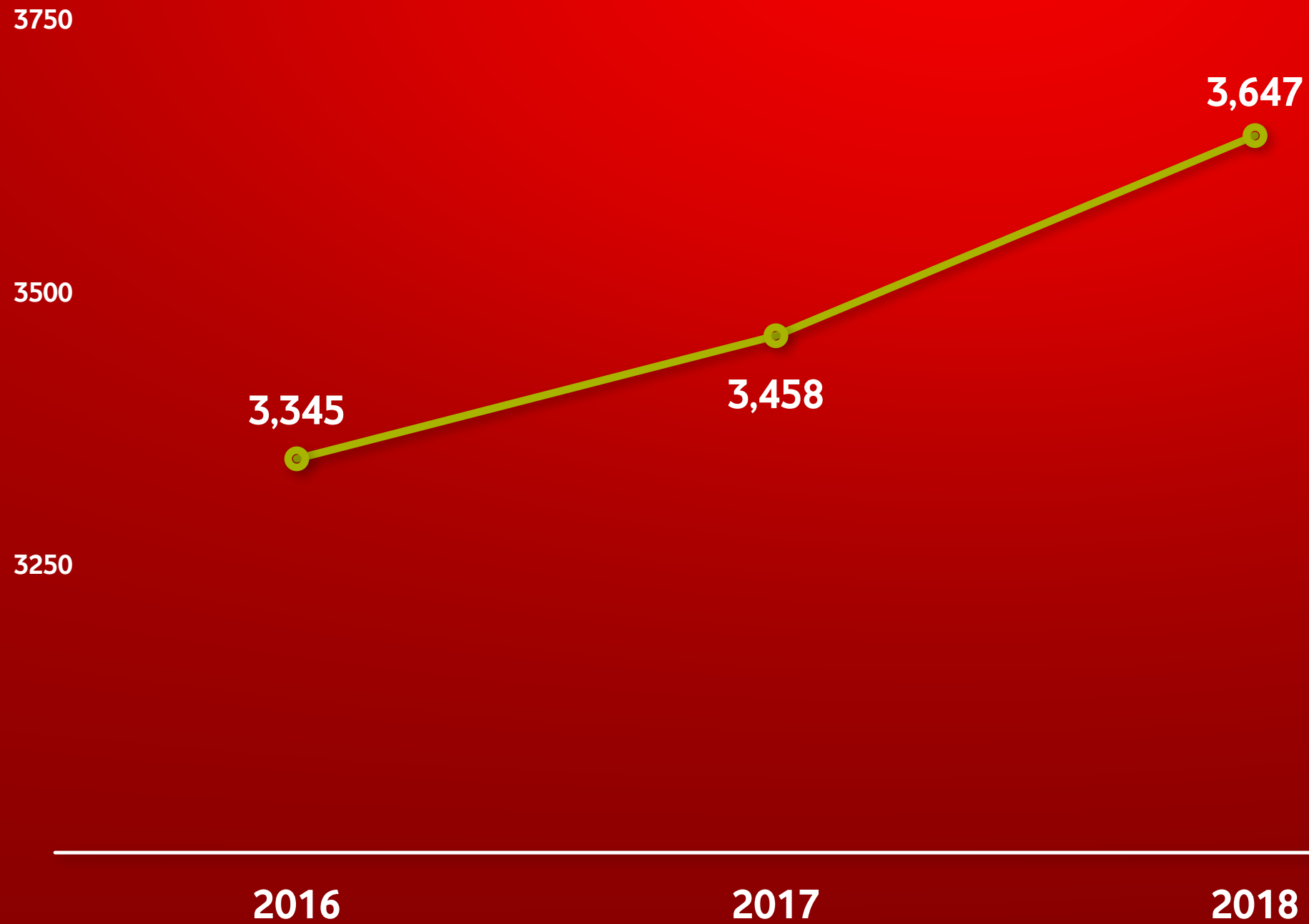
\$124.4 million
Loss
Down 30%

Total mobile customers ('000)



3.6%
YoY

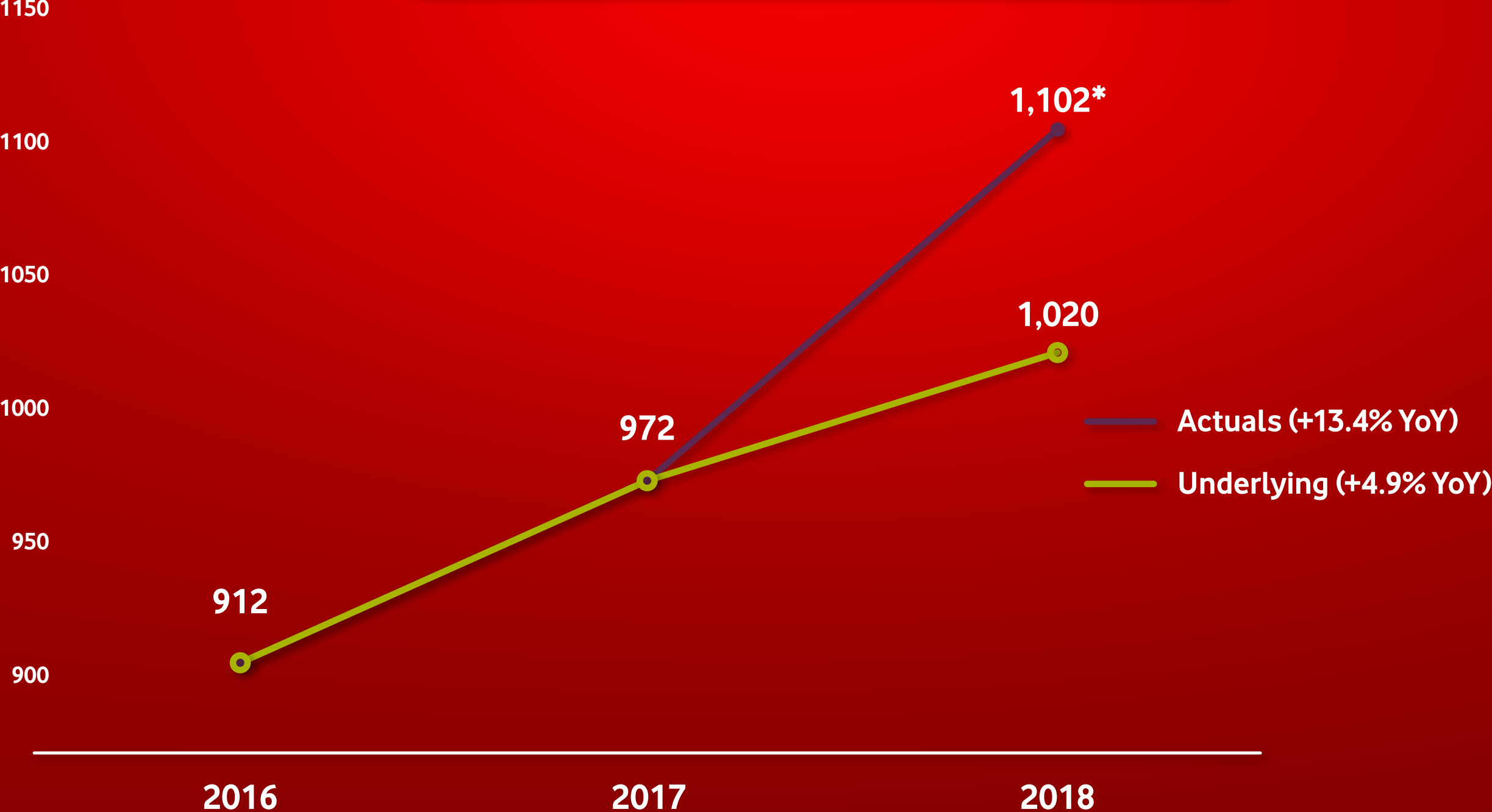
Revenue (\$m)



5.5%
YoY

*includes AASB15 negative impact of \$45 million offset by other accounting estimates of \$45 million

EBITDA (\$m)



*includes positive impact of AASB15 of \$15 million and \$67 million in other accounting estimate/revisions

2019 Outlook

- ✓ **Continue customer and competition focus**
- ✓ **Complete merger, subject to approvals**
- ✓ **\$1 billion network and technology spend, including evolution to 5G**
- ✓ **Continue to challenge market with innovative, competitive products**

Questions?

