

VODAFONE INDIA STANDALONE FACT SHEET FOR MEDIA

NOTE: Vodafone India financials earlier represented Vodafone India standalone and proportionate consolidation of 42% Indus Towers. To align with Vodafone Group disclosures, from FY15, Vodafone India financials will represent Vodafone India standalone only. From FY16, Vodafone group has redefined its segments to report international voice transit service revenue within common functions rather than within the service revenue amount disclosed for each country and region. Past figures have been restated accordingly

COMMITMENT TO INDIA (till date)

PARTICULARS	UNIT	TIMELINE	
		Mar'08	Sept'15
Investments (<i>capex + spectrum acquisition cost paid + committed</i>)	INR crores		~111,000
Contribution to Exchequer (<i>incl spectrum payments made</i>)	INR crores		~100,000
Distribution chain of small businesses	million		1.7
Number of sites		48,000	132,000+
Subscriber base	million	44.1	188.2
of which rural subscribers constitute	million	13.1	99.3

FINANCIAL PERFORMANCE (INR crores)

Financials	H1FY15	H1FY16	YoY%
Service revenue	20,601	21,883	6.2%
EBITDA	6,121	6,534	6.7%
EBITDA margin (%)	29.6%	29.7%	0.2 ppt
Capex	3,509	3,627	3.4%
OFCF	830	2,922	252.0%

VIL COMMERCIAL KPI'S

Wireless subscribers	Sept 14	Sept 15	YoY%
Total subs (million)	173.8	188.2	8.2%
Prepaid	162.4	174.9	7.7%
Postpaid	11.5	13.3	15.6%
Rural subs (million)	91.9	99.3	8.0%

Revenue KPI	H1FY15	H1FY16	YoY%
Service revenue ARPU (INR)	202	197	-2.7%
Service revenue ARPM (paise)	49.3	49.3	0.0%
Voice ARPM (paise)*	37.6	33.9	-10.0%

Data KPI	H1FY15	H1FY16	YoY%
Browsing revenue** (INR crores)	2,552	3,979	55.9%
Data users (> 1 MB) (million)	33.2	42.6	28.4%
3G subs	13.6	23.8	75.4%
Smartphone penetration (Sept'15 exit)	19.5%	28.3%	8.8ppt

*Note: **Data revenue is pure browsing revenue and now includes international outroaming data revenue*

** Impacted by regulatory changes*

Revenue Market Share	Q1FY15	Q1FY16	YoY%
RMS (%)	22.1%	22.4%	0.4ppt
Rank 1 (circles)	6 markets (Mum, Guj, Kol, Har, WB, UPE)		
Rank 2 (circles)	8 markets (Del, Kar, Raj, UPW, M&G, TN/Chn, Kerala, Orissa)		

Coverage	Sept'15
Overall coverage (%)	85%
Rural coverage (%)	79%
No of sites	132,446
3G sites	39,774

Distribution	Sept'15
Recharging outlets (million)	1.7
Activation outlets (million)	0.6
Exclusive Retail stores	9,880
Number of Angel stores	36

M-pesa	Sept'15
Agents	97,001
Registered Customers	3,946,986

TRENDS: VIL

	FY10	FY11	FY12	FY13	FY14	FY15	H1FY16
Service revenue (INR crores)	21,835	25,002	29,947	33,282	37,543	42,204	21,883
<i>% YoY growth</i>		14.5%	19.8%	11.1%		12.4%	6.2%
Wireless closing subscribers (million)	100.9	134.6	150.5	152.4	166.6	183.8	188.2
<i>% YoY growth</i>		33.4%	11.8%	1.3%	9.3%	10.4%	8.2%
Wireless rural subscribers (million)	36.8	51.6	62.8	82.2	89.4	97.9	99.3
<i>% YoY growth</i>		40.2%	21.7%	30.9%	8.7%	9.5%	8.0%