

Vodafone Group Plc Preliminary Results

Arun Sarin, Chief Executive 27 May 2008



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Group summary

Continuing operations	FY 07/08	Growth
Revenue	£35.5bn	14.1%
Group EBITDA	£13.2bn	10.2%
Adjusted operating profit ¹	£10.1bn	5.7%
Proportionate customers	260.5m	26.2%
Adjusted EPS¹	12.50p	11.0%
Dividends per share	7.51p	11.1%

¹ Excludes non-operating income of associates, impairment losses and other income and expense

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Met or exceeded FY 07/08 guidance

	Guidance	FX impact	Actual
Revenue	£34.5bn - £35.1bn	£0.7bn	£35.5bn
Adjusted operating profit ¹	£9.5bn - £9.9bn	£0.1bn	£10.1bn
Capitalised fixed asset additions	£4.7bn - £5.1bn	£0.1bn	£5.1bn
Free cash flow	£4.4bn - £4.9bn	£0.1bn	£5.5bn

Note: Includes Vodafone Essar from May 2007. ¹Excludes non-operating income of associates, impairment losses and other income and expense

Strong revenue growth driven by EMAPA and data



- Europe
 - revenue driven by data; particularly in business
- FMAPA
- customer growth drives revenue
- growth enhanced by India and Turkey

Group service revenue drivers¹



- Voice usage offsetting price pressures
- outgoing voice usage +23% YoY
- · Data and SMS growth continues
 - data now 7% of service revenue (+2pp YoY)
 - SMS driven by bundled tariffs

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Europe: performing well in a challenging environment

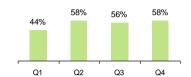
FY 07/08	Service revenue ¹		EBITDA	
F1 07/06	FY 07/08	Q4 07/08	margin FY chg	
Germany	(4.8)%	(2.0)%	(1.2)pp	Competition pressures remain, but rate of price erosion is easing. Margins around 6pp ahead of peers
ltaly ²	(2.0)%	0.2%	(1.9)pp ³	Service revenue improvement due to lapping of Bersani. Margin change reflects investment in high value customers
Spain ²	8.1%	5.1%	0.9pp	Strong performance in a mature and increasingly competitive market
UK⁴	5.8%	3.8%	(2.1)pp	Tariff refresh drove revenues. Increased customer investment and cost control impacted margins
Europe ²	2.1%	1.8%	(1.0)pp ³	Overall revenue and margin trends as expected

All figures are reported. ¹ Organic YoY growth. ² Includes Tete 2 acquisitions (negative EBITDA margin impact of 1.2pp in Italy, 0.4pp in Spain and 0.3pp in Europe). ³ Includes brand royally recharge adjustment (positive impact of 2.6pp in Italy and 0.5pp in Europe). ⁴ Includes £30m VAT refund (which added 0.6pp to revenue growth and 0.4pp to EBITDA margin).

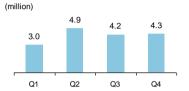
¹ FY 07/08 organic growth, ² Excludes Italy brand royalty recharge adjustment. Pro forma growth includes Turkey and India

EMAPA: India performing well since acquisition

Pro forma FY 07/08 revenue growth¹



Net adds FY 07/08



- · Performance remains strong and on track
 - over 44m customers;17% customer share
 - EBITDA margins of 33% in FY 07/08
 - over £1bn capex to drive growth
 - no.2 handset brand in India

· Further benefits to come from:

- site sharing via Indus towers
- IT outsourcing
- spectrum award in Spacetel circles

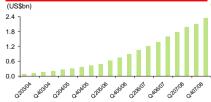
¹ Growth on a pro forma constant currency basis assuming the Group owned the business for the whole of both years. Q1 includes May and June only

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EMAPA: Continued momentum in Verizon Wireless



Messaging and data revenue



Attractive market

88% market penetration

Leading position²

- Largest retail base (65m)
- · Lowest churn (1.2%)
- Highest EBITDA margin (44.9%)

Continued momentum

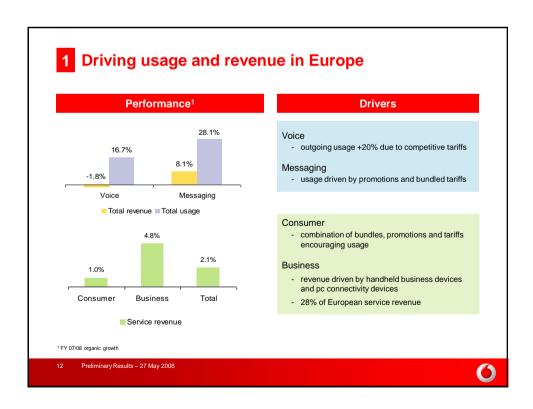
· Messaging and data driving revenue

Clear plans for growth

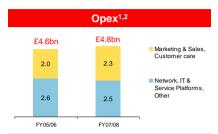
- · Open Development Initiative
- · Enhanced spectrum position
- · Long Term Evolution trials with Vodafone and China Mobile

¹ Constant currency. ² Source Verizon; EBITDA as a share of service revenue in Q1 2008 (US GAAP); monthly blended churn

Our strategy addresses the evolving environment Our five key strategic objectives The external environment Ongoing regulatory and competitive Revenue stimulation and cost pressures in Europe reduction in Europe Growing choice of communication Innovate and deliver on our services and providers customers' total communications Growing demand for mobile data and broadband Deliver strong growth in emerging · Growth potential in emerging markets Actively manage our portfolio to maximise returns · Appropriate return to shareholders Align capital structure and shareholder returns policy to strategy



1 Europe: controlling capex and opex to reduce costs



- · Broadly stable opex over last two years
- Controlled technology related costs
 network, IT& SP and other costs decline > 5%
- Higher customer related spend
 customer care +12%; Marketing & Sales +20%



- Met 10% FY 07/08 capital intensity target
 - achieved required 3G radio needs
 - savings from data centre consolidation, network supply chain programmes
- Expecting around 10% capital intensity in the medium term
 - focus on 3G radio and backhaul

Delivered £550m from May 2006 strategic cost programmes

¹Constant FY 05/06 foreign exchange rates, ² Europe region and common functions adjusted to exclude restructuring costs (opex only), new businesses, Sweden and Arcor

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1 Europe: Continued cost focus over the medium term

Networks

- Increasing network sharing from 1/3rd of new sites shared today
- All European operating companies on a unified IP backbone by end FY 08/09
- UK leased lines upgrade to Ethernet to enhance capability and improve cost efficiency

Outsourcing

Further benefits from current European IT outsourcing initiative
 25-30% unit cost savings by FY 10/11

Leveraging scale & scope

 Centralisation of 50% of supplies purchasing through Vodafone Procurement Company by FY 09/10

1 Challenging European regulatory environment

Termination rates

- European Commission wants narrowing across markets
- Existing decisions likely unaffected
- EC Recommendation: Summer consultation; adoption likely in Q4 2008
- 10-15% p.a decline expected to continue

Roaming

- Voice regulation impact c.£140m in FY 07/08
- Achieved 40% voice price reductions in past 2 years
 - -17.5m Vodafone Passport customers
- Data and SMS review ends July
 - -c.2% of total revenue

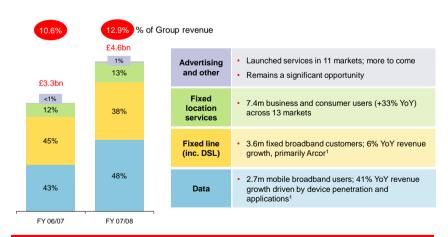
Spectrum

- Disciplined, market by market approach to future auctions
- 2.6GHZ expected in UK September 2008
- UK 700MHz (digital dividend) in Summer 2009

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2 Delivering our total communications strategy



Total communications targeted to represent 20% of revenue by FY 09/10

¹ FY 07/08 organic growth

2 Total communications solutions - Data

Organic data revenue growth¹



Type of use

- Business: PC connectivity and email through HHBDs²
- · Consumer: mobile internet and PC connectivity

Drivers

- · More functional and easy to use devices
 - 100% growth in Vodafone Mobile Connect cards and HHBDs²
- Faster networks in Europe
 - ubiquitous 3.6Mbps with 7.2Mbps in hotspots
- · Improved services
 - partnerships with leading internet companies
 - 2m mobile internet subscribers
- · More transparent and competitive tariffs
 - improved broadband and mobile internet prices
 - data now integrated into UK price plans

¹ FY 07/08 organic growth. ² Vodafone Mobile Connect cards, handheld business devices

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2 Total communications solutions - DSL

Strategic approach

Growing market

- Low penetration (c.45-60%) in key markets
- Longer term trend to bundled products

Our strengths

- · Distribution network
- Brand
- Customer relationships

Benefits

- · Network synergies
- Use of DSL as backhaul
- Cross selling synergies
- Underpins enterprise focus

Achievements

- In 13 European and 4 EMAPA markets
 - recent acquisitions in Italy, Spain, Ireland
- £1.7bn revenue; 3.6m customers1
- Continued market by market approach to growth

Customers (m) ¹	DSL	MCC ²
Germany	2.6	0.6
Italy & Spain	0.7	0.8
Other	0.3	1.3
Total	3.6	2.7

¹ FY 07/08. ² Vodafone Mobile Connect cards

3 Delivering strong growth in emerging markets

Revenue and customer growth¹



(%) 49 47 36 Egypt Turkey Romania Vodacom

- EMAPA revenue mainly driven by customer base and voice usage
 - 45% revenue growth; organic 14.5%; pro forma (including India & Turkey) 22%
- Strong revenue growth despite increased competition and challenging economies in Egypt and Turkey
- Strong data growth in South Africa and Romania
- · Overall margins remain attractive
- Adding value through differentiation; cost initiatives and leveraging Group's scale

1 FY 07/08 YoY constant currency total revenue growth. Turkey shown on a pro forma basis assuming the Group owned the business for the whole of both years

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4 Actively managing our portfolio to maximise returns

EMAPA

- Gained control of Vodafone Essar, India
 - cash consideration £5.5bn1
- Disposal of 4.99% stake in Bharti, India
 - received £0.7bn²
- Consortium purchase of Qatar mobile licence
 - Vodafone net contribution £0.2bn

Europe

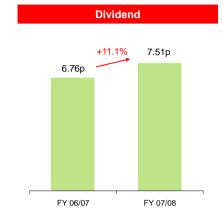
- Acquisition of Tele2 Italy and Spain
 consideration £0.5bn
- Acquired Arcor minority interests
 consideration £0.4bn

Exploring selective investments subject to strict financial criteria

Focus on Africa and Asia

¹ Excludes £1.2bn of assumed net debt and £2.5bn representing the fair value of options relating to the acquisition of interests in Vodafone Essar. ² Agreed to transfer a further 0.61% by November 2008

5 Consistent shareholder returns policy



Returns and capital structure policy

- Dividends
 - 60% target payout of full year adjusted earnings per share
- · Capital structure
 - low single A long term credit ratings
 - 31 March 2008 net debt of £25.1bn

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Outlook for the operating environment in FY 08/09

Europe EMAPA Ongoing competition and · Strong growth due to rising regulatory pressures penetration Modest revenue growth as data · Increasing contribution from India and messaging offset voice dilutes margin Key drivers · Continued focus on costs · Incremental capex in India to drive growth · Further margin decline · Continued momentum in Verizon - also impacted by DSL investment Current economic slowdown Economic slowdown spreads to becomes a recession Key risks emerging markets Regulation

Financial guidance for FY 08/09

	Guidance
Revenue	£39.8bn - £40.7bn
Adjusted operating profit ¹	£11.0bn - £11.5bn
Capitalised fixed asset additions ²	£5.3bn - £5.8bn
Free cash flow ²	£5.1bn - £5.6bn

Currency assumptions: €/£ 1.30 and US\$/£ 1.96

¹ Excludes non-operating income of associates, impairment losses and other income and expense. ² Excludes spectrum acquisitions

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Summary

Solid performance reflecting continuing execution of strategy

Strong usage and data growth in Europe and tight cost control

Delivering strong profitable growth in emerging markets

Leading operational and financial performance at Verizon Wireless

11% increase in dividends per share supported by £5.5bn free cash flow

Vodafone Group Plc Preliminary Results

Andy Halford, Chief Financial Officer 27 May 2008

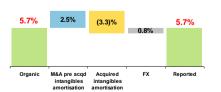


Group income statement

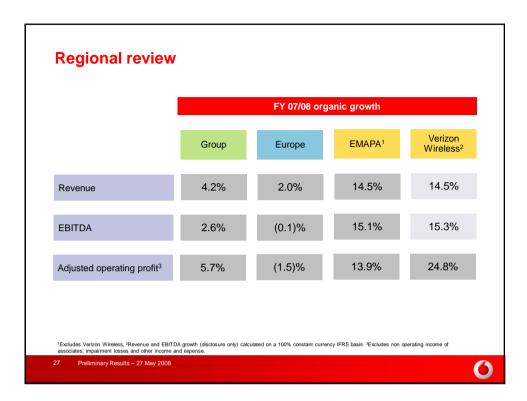
	FY 07/08 £m	FY 06/07 £m
Revenue	35,478	31,104
Adjusted operating profit ¹	10,075	9,531
Net financing costs	(1,150)	(784)
Tax	(2,201)	(2,410)
Minority interests	(96)	(126)
Adjusted net profit ¹	6,628	6,211
Impairment losses	-	(11,600)
Other adjustments	32	(37)
Profit/(loss) for the year ²	6,660	(5,426)
Adjusted earnings per share	12.50p	11.26p

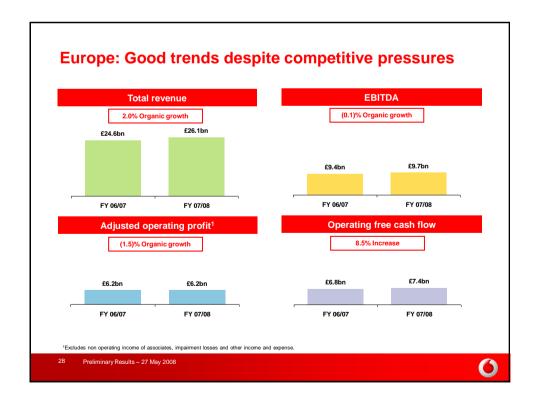


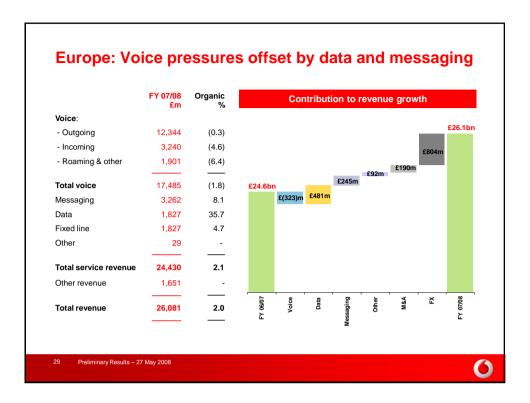
Adjusted operating profit¹ growth analysis

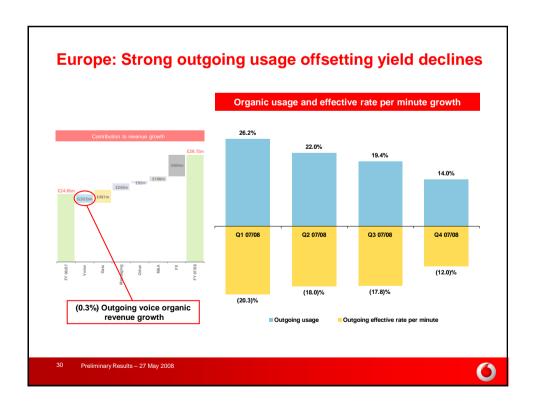


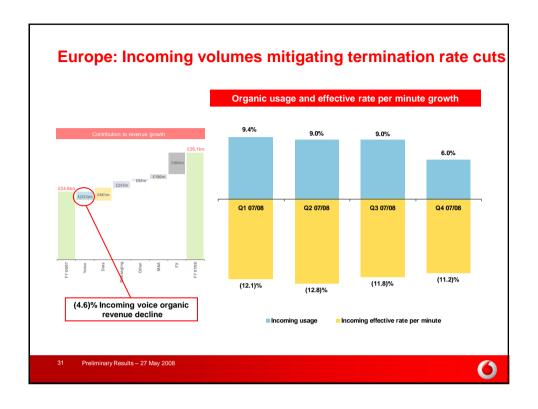
'Adjusted operating profit and profit for adjusted EPS are for continuing operations only and exclude impairment losses, non-operating income and expense (including associates), other income and expense, certain foreign exchange movements, fair value movements on put rights and similar arrangements and tax thereon, ²Attributable to equity shareholders

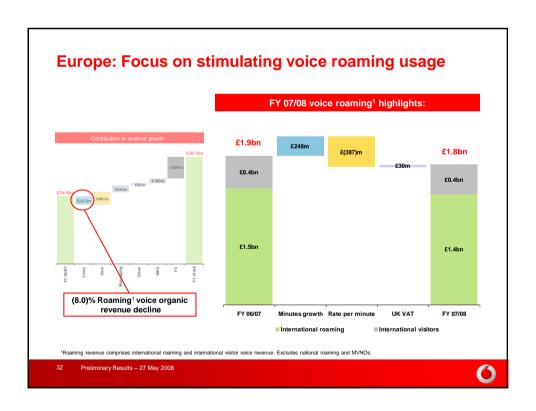


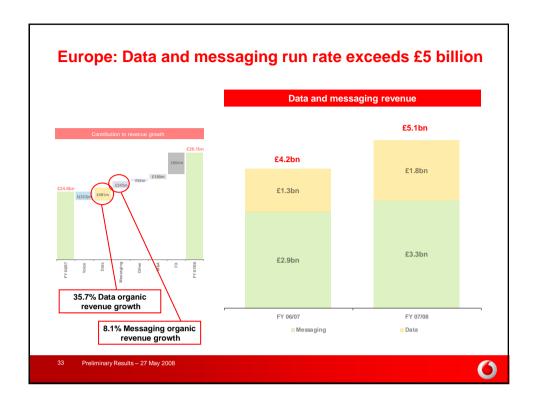


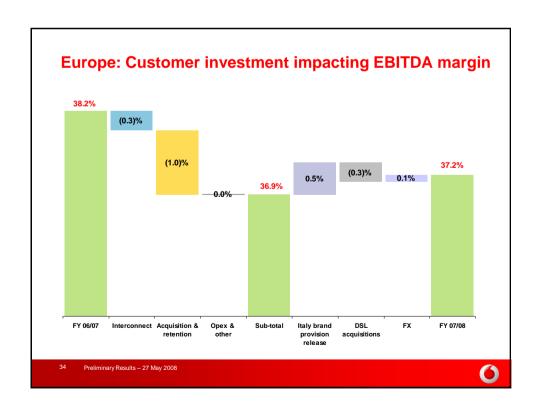


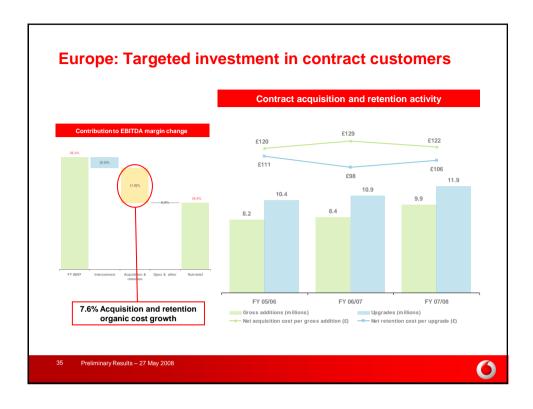


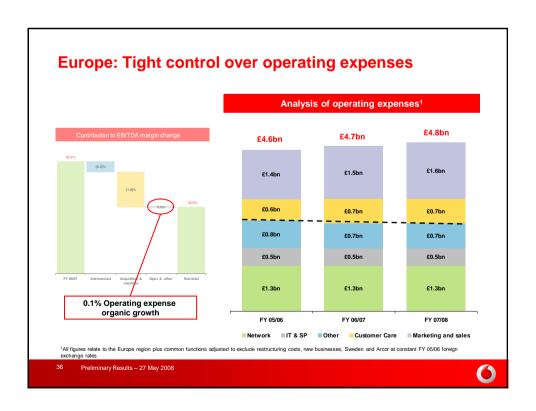


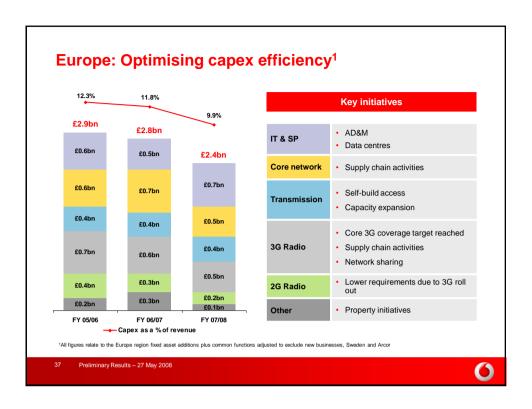


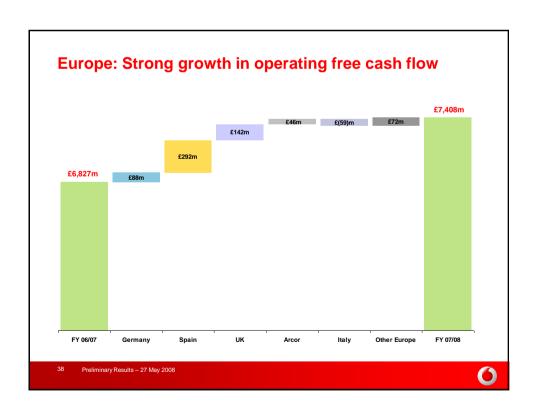


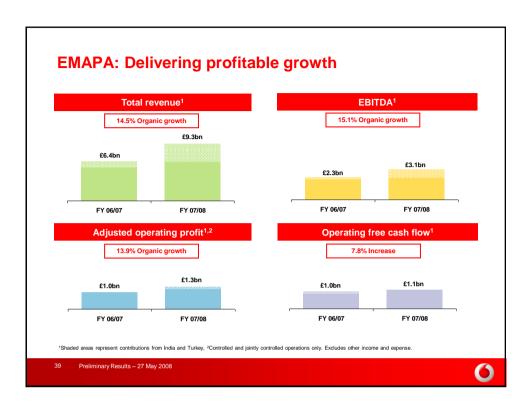


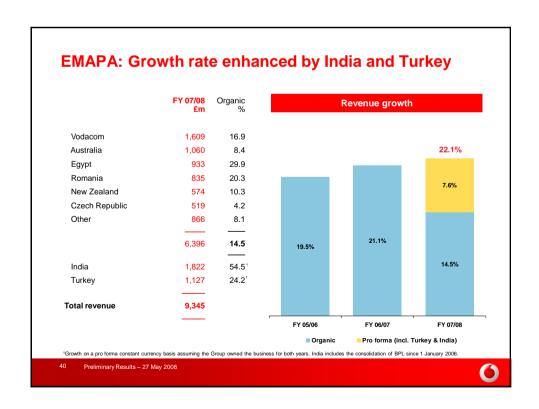


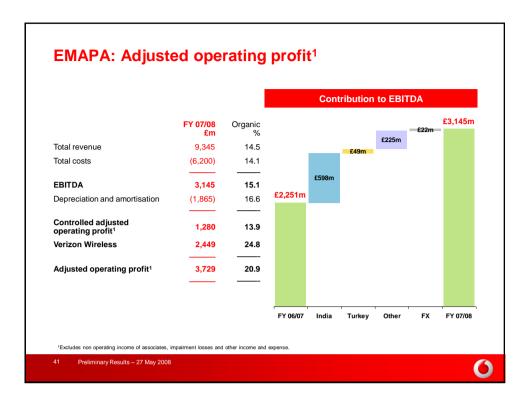


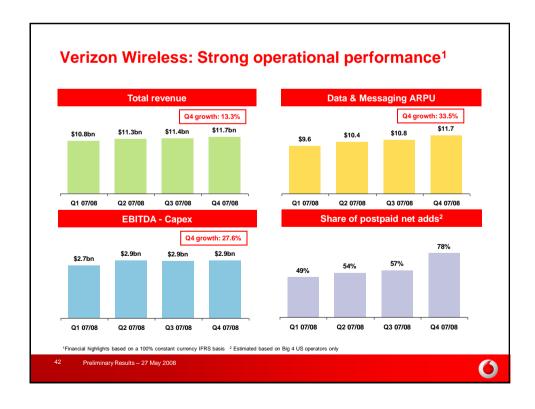












Group income statement

	FY 07/08 £m	FY 06/07 £m
EBITDA	13,178	11,960
Depreciation & amortisation	(5,979)	(5,154)
Associates	2,876	2,725
Adjusted operating profit1	10,075	9,531
Net financing costs	(1,150)	(784)
Tax	(2,201)	(2,410)
Minority interests	(96)	(126)
Profit for adjusted EPS ¹	6,628	6,211
Impairment losses	-	(11,600)
Other adjustments	32	(37)
Profit/(loss) for the year ²	6,660	(5,426)
Adjusted earnings per share	12.50p	11.26p

Taxation

- 28.1% effective tax rate (down 2.4pp)
- High 20s in FY 08/09
- · Target high 20s for medium term
- · Settlements update

Drivers of earnings per share¹ growth:

•	Operational	5.7%

- Foreign exchange 1.0%
- Average shares 4.3%

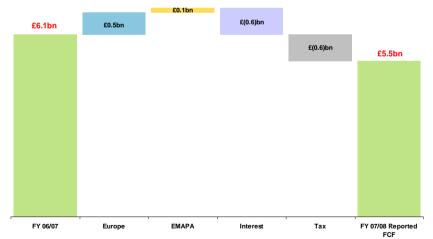
Adjusted EPS 11.0%

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Free cash flow: Strong underlying cash flow generation



Movements in net debt

	FY 07/08 £m	FY 06/07 £m
Free cash flow	5,540	6,119
Acquisitions and disposals	(9,062)	8,219
Equity dividends paid	(3,658)	(3,555)
B share payments	(1)	(9,027)
Foreign exchange and other	(2,917)	1,028
Net debt increase	(10,098)	2,784
Opening net debt	(15,049)	(17,833)
Closing net debt	(25,147)	(15,049)

Acquisitions and disposals ¹		
	£bn	
India ¹	(6.7)	
India put options	(2.5)	
Tele2 (Italy & Spain)	(0.5)	
Other	(0.1)	
	(9.8)	
Bharti disposal proceeds	0.7	
	(9.1)	

Includes £1.2bn of assumed net deb

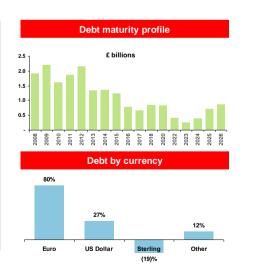
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Capital structure insulates against tough credit markets

- Maturities below £2.5bn per annum
- Average maturity 7 years
- \$11bn undrawn facility
- Debt aligned with cashflows
- Negligible counterparty exposure
- Rates mostly fixed for 18 months



£ billions	Revenue	Adjusted operating profit ¹	Capitalised fixed asset additions ²
FY 07/08 Reported	35.5	10.1	5.1
Foreign exchange	2.1	0.7	0.2
M&A	0.5	-	0.1
FY 07/08 Like-for-like	38.1	10.8	5.4
FY 08/09 Guidance	39.8 - 40.7	11.0 - 11.5	5.3 - 5.8

£ billions	FY 07/08 Actual	FY 08/09 Guidance
Underlying FCF ¹	5.4	5.3 - 5.8
Turkey VAT	(0.2)	-
Capex timing differences	0.4	(0.3)
Foreign exchange	-	0.5
Increased capital additions	-	(0.2)
SFR dividends	-	(0.2)
Headline FCF ¹	5.6	5.1 – 5.6

Summary

Solid performance reflecting continuing execution of strategy

Strong usage and data growth in Europe and tight cost control

Delivering strong profitable growth in emerging markets

Leading operational and financial performance at Verizon Wireless

11% increase in dividends per share supported by £5.5bn free cash flow

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Forward-looking statements

This document contains "forward-looking statements" within the meaning of the US Private Socurities Litigation Reform Act of 1995, including with respect to Vodafone's expectations regarding market conditions, including the impact of inflation, intentions regarding the development of products, services and intentions entropically vodafone or by Voda

Forward-locking statements are sometimes, but not always, identified by their use of a date in the future or such words are an instanced in the future. There are a number of factors that could not be interested in the future or such words are an instanced in the future. There are a number of factors that could cause actual results and developments or differ materially from those expressed or implied by these forward-locking statements are sometimes, but not always, identified by their use of a date in the future or such words are a institutional to offer materially from those expressed or implied by these forward-locking statements are instanced by the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-locking statements. These factors include, but he following: changes in economic or political conditions in market server by operations of the force put that would adversely affect the level of demand for mobile services; greater than anticipated competitive activity, from both existing competitors and new market entrants, including Mobile Virtual Network Operators, which could require changes to the Group's princip models; lead to customer chural and make in throw efficial to acquire even definited to acquire even could require changes to the Group's princip models; lead to customer chural and make in throw efficial to acquire even and the deployment of new technologies will not meet the Group's adultive even than expected customer growth and disclosed customer growth and the contract of the variety of the group's adultive acquired and the contract of the variety of the Group's adultive acquired and the contract of the variety of the Group's adultive acquired and the contract of the variety of the Group's adultive acquired and the contract of the variety of the Group's adultive acquired and the contract of the variety of the Group's adultive acquired and the contract of the contract of the contract of the co

Furthermore, a review of the reasons why actual results and developments may differ materially from the expectations disclosed or implied within forward-looking statements can be found under the heading 'Floward-Looking Statements' in our Preliminary Results Announcement for the year ended 31 March 2008 and under the heading 'Flosk' Factors, Seasonality and Outlook — Risk Factors in our Annual Report for the year ended 31 March 2007. All bushequent written or or all forward-looking statements attributable to the Company or any member of the Group or any persons acting on their behalf are expressly qualified in their entirety by the factors referred to above. No assurances can be given that the toward-looking statements in this document will be realised. Native Volatione nor any of its falliases intends to update these showard-looking statements.

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Question and Answer Session

Arun Sarin, Chief Executive
Andy Halford, Chief Financial Officer
Vittorio Colao, Deputy Chief Executive and CEO Europe
Paul Donovan, CEO EMAPA



