



Vodafone Idea Limited

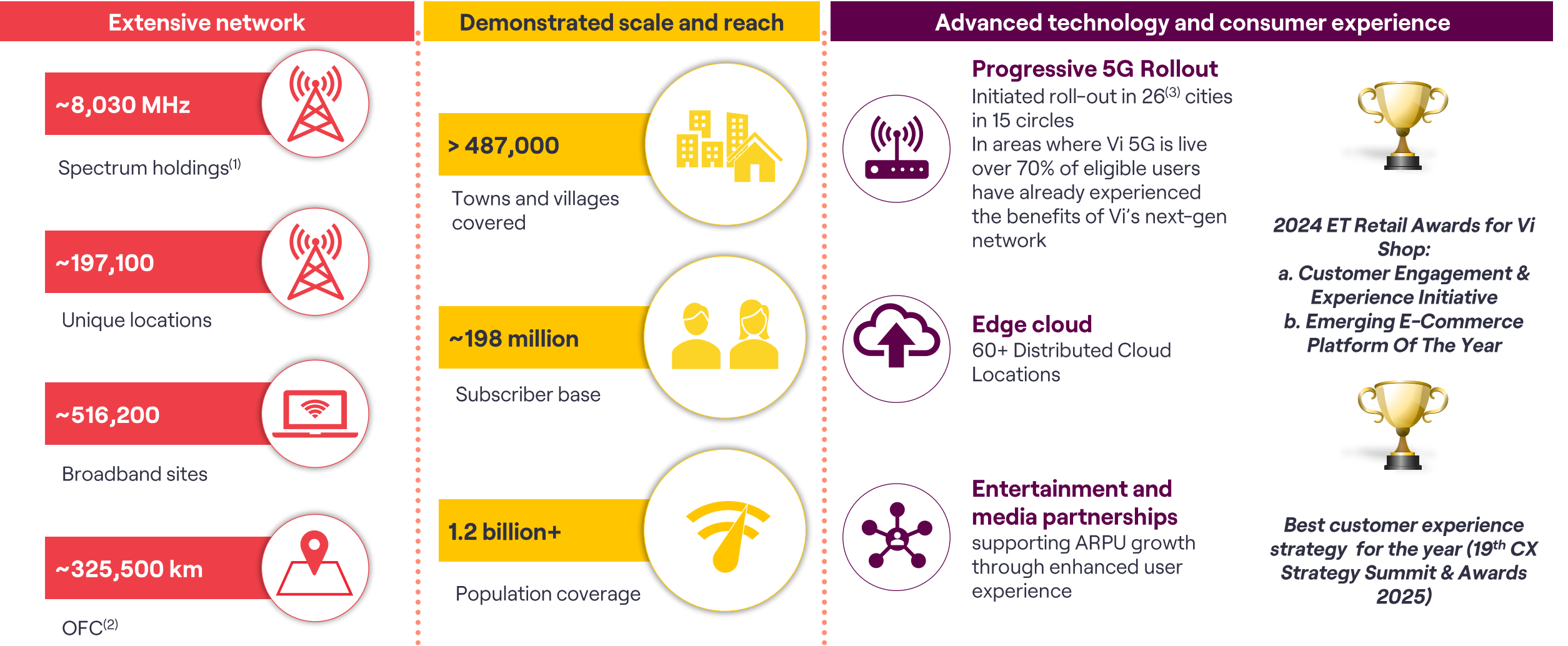
September 2025



Company Overview



VIL: An Overview

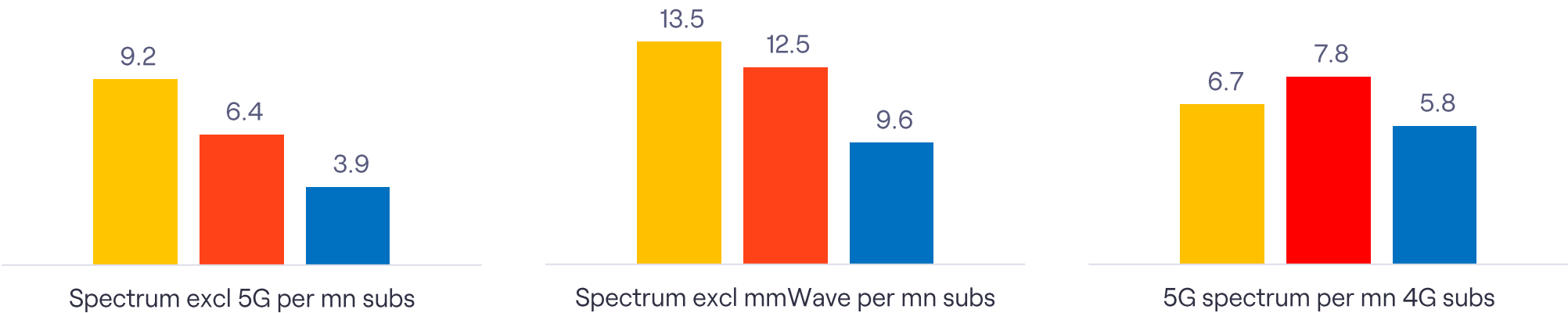


Source: Company filings , data as of June-30, 2025
(1) Includes 17.6 MHz of non-liberalized spectrum. Liberalized spectrum is spectrum freely usable towards deployment of any technology.
(2) Including own built, IRU OFC and excluding overlapping routes.
(3) Data as of September 3, 2025

Competitive and adequate spectrum to fuel growth

Spectrum Holding per mn subs¹ – unpaired basis (MHz)

■ Vodafone Idea ■ Bharti Airtel ■ Jio



All spectrum which can be utilised towards 4G*

Spectrum (MHz)²

Subscribers (Mn)³

VIL	Airtel	Jio
1,812.8	2,338.4	1,920.8
197.7	362.8	498.1

All spectrum except 26 GHz[#]

VIL	Airtel	Jio
2,662.8	4,538.4	4,800.8
197.7	362.8	498.1

700MHz and 3300 MHz to offer 5G services[^]

VIL	Airtel	Jio
850	2,200	2,880
127.4	280.7	498.1

VIL has highest spectrum per mn subs (excl mmWave)⁴ which is expected to drive near term growth; Sufficient spectrum is available to support migration of entire 4G subs to 5G

*excludes non-liberalised spectrum as well as 700 MHz, 3300 MHz and 26GHz spectrum
#excludes non-liberalised spectrum and 26GHz given the use cases are still developing
^calculated on the basis of 4G/5G subs for respective operator

1. Calculated by dividing respective spectrum holding with respective subscribers 2. Source: Department of Telecommunications after 2024 Spectrum Auction 3. Source: Subs/4G Subs as on Jun 30, 2025 as reported in quarterly results . In case of Airtel, this represents Mobile Services India segment and in case of Jio, reported subs are considered as 4G subs 4. Amongst the top 3 operators by subscribers



Trusted brand with strong proposition

Trusted Indian brand



Together For Tomorrow

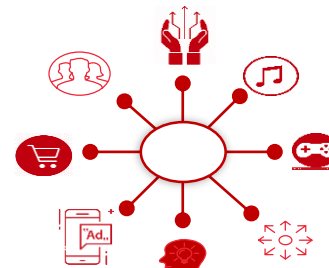
- 3+ decades of operations backed by strong brand recall and management with global expertise
- Strong unified brand brings together the power of two brands – Vodafone and Idea into one
- Trusted by ~198 million customers in India
- Large Enterprise customer base with long standing relationships

Extensive reach



- Ability to communicate effectively with ~198 million users
- 95%+ district distribution coverage, serving customer across ~700k retailers and 2.5k+ branded stores
- Strong data and analytics enabling personalization at large scale

Digital Assets



- 24x7 connectivity with Distributors and retailers; real time market information
- Customer servicing and acquisition
- Competitive content offering through partnerships with several global & regional content providers
- Vi app – continuously growing digital ecosystem through collaboration with several partners

Strong Proposition



- Gross adds share higher than Customer Market Share (CMS) indicating ability to effectively compete in market
- Investments in network will help further enhance brand proposition and customer experience
 - Enhance proportion of high ARPU subscribers through superior network experience
 - Drive migration of subscribers from 2G to 4G/5G

Clear focus to offer unparalleled customer services



Strong Promoters and Support from GOI

- VIL has strong parentage, Aditya Birla Group and Vodafone Group being the promoters
- In addition to being the policy maker and largest creditor, Government of India owns ~49%¹ equity stake post the conversion of
 - debt representing NPV (~Rs 161.3 bn) of interest arising from deferment of AGR and spectrum instalments in Feb'23 and
 - debt representing NPV (~Rs 369.5 bn) of certain spectrum dues payable during FY26 to FY28
- Both Vodafone Group and Aditya Birla Group have invested significant capital into the business
 - VIL raised Rs. 1,091 bn equity since merger of which ~Rs. 614 bn was raised in FY25
 - Promoter group invested ~Rs. 270 bn of the above of which ~Rs. 40 bn was raised in FY25

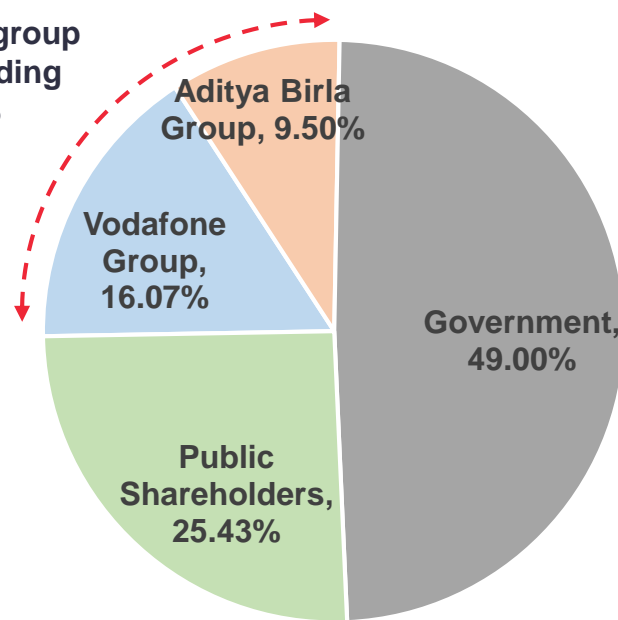


ADITYA BIRLA GROUP

- Global conglomerate with a rich legacy of 165+ years and presence across 40 countries
- Presence in various sectors including cement, metals and mining, mobile telecommunications, fashion retail, financial services, textiles, carbon black, trading, chemicals, renewables, paints, real estate and jewelry retail.
- \$100 Bn+ Market Cap

Shareholding Post Government Conversion

Promoter group
Shareholding
~26%



- Leading European and African telecoms company
- Mobile and fixed services to over 340 million customers in 15 countries, partner with mobile networks in 40 more
- One of the world's largest IoT platforms

GoI largest public shareholder; Promoters will continue to have operational control

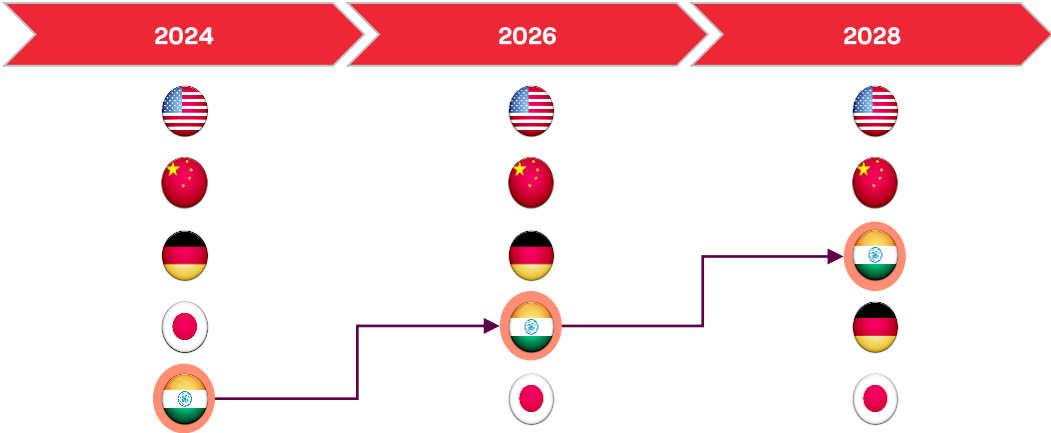
Growth Opportunities



Growth potential in the Indian telecom sector (1/2)

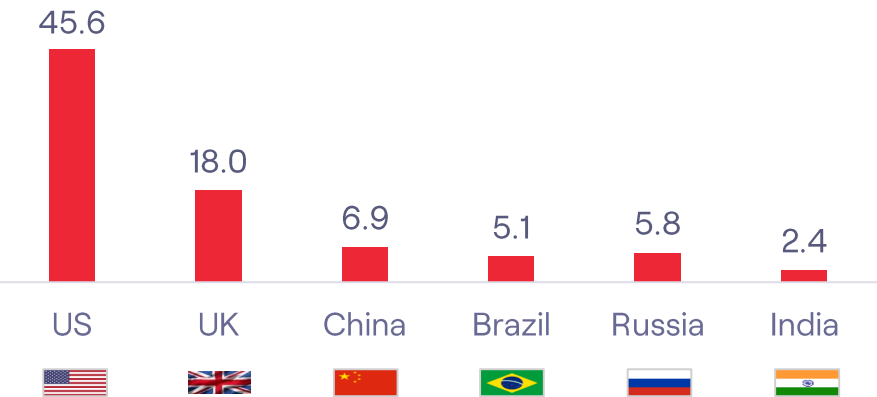
India is expected to become the third largest economy by 2028

Ranking of top 5 economies based on Nominal GDP¹



Lowest ARPU amongst major countries

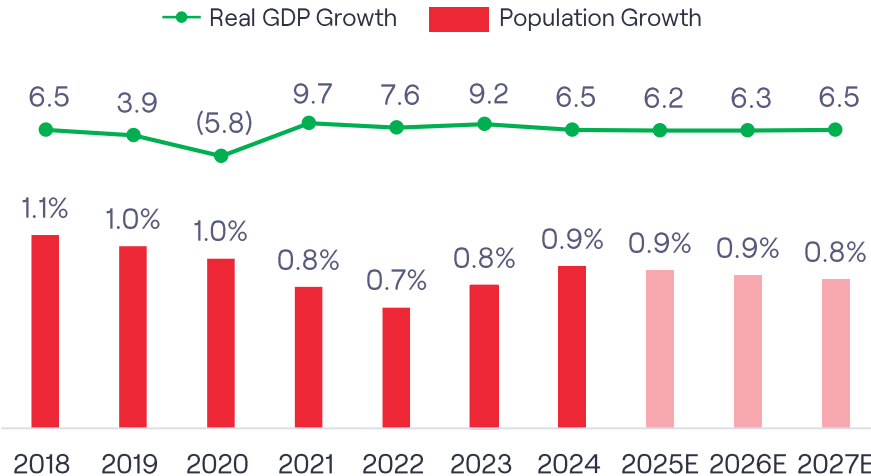
\$ per month²



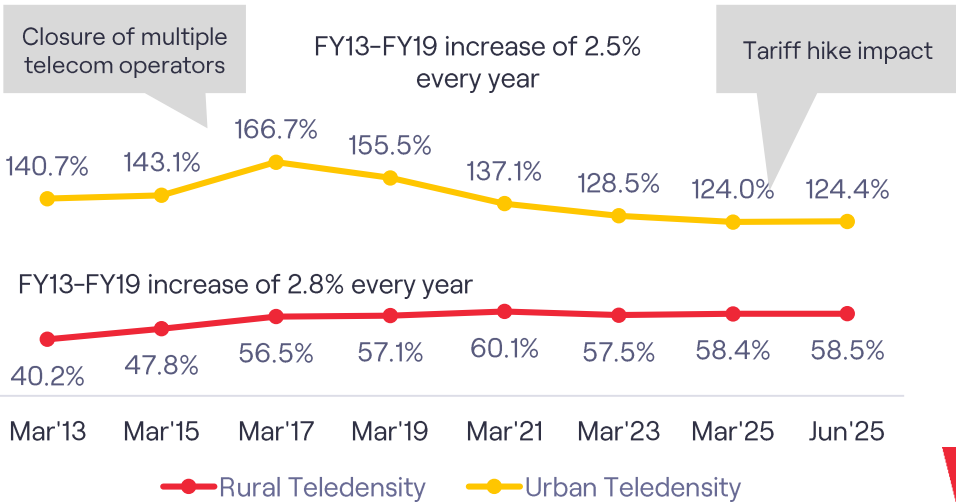
© GSMA Intelligence Service 2020

Large and growing population

Real GDP growth YoY (%) and Population growth YoY (%)¹

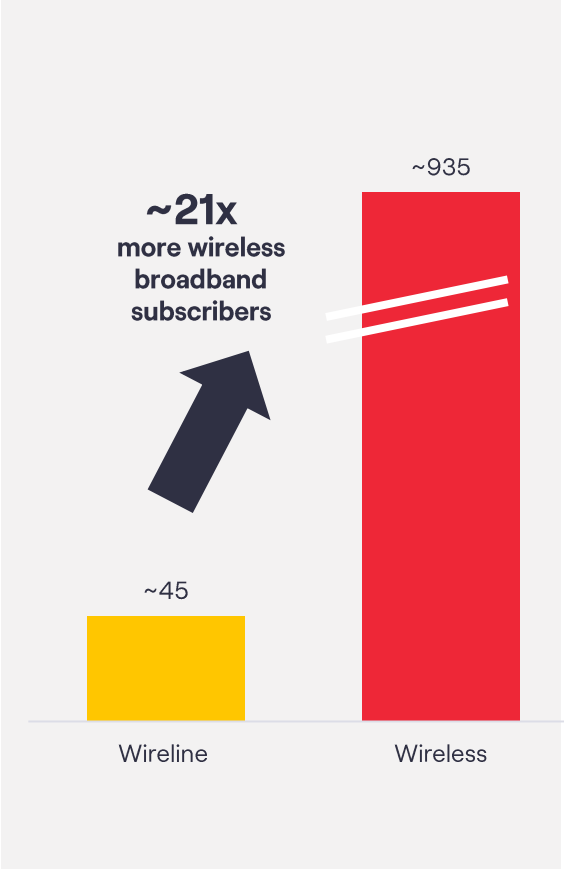


Urban teledensity³ to remain high & rural teledensity³ is low with untapped market

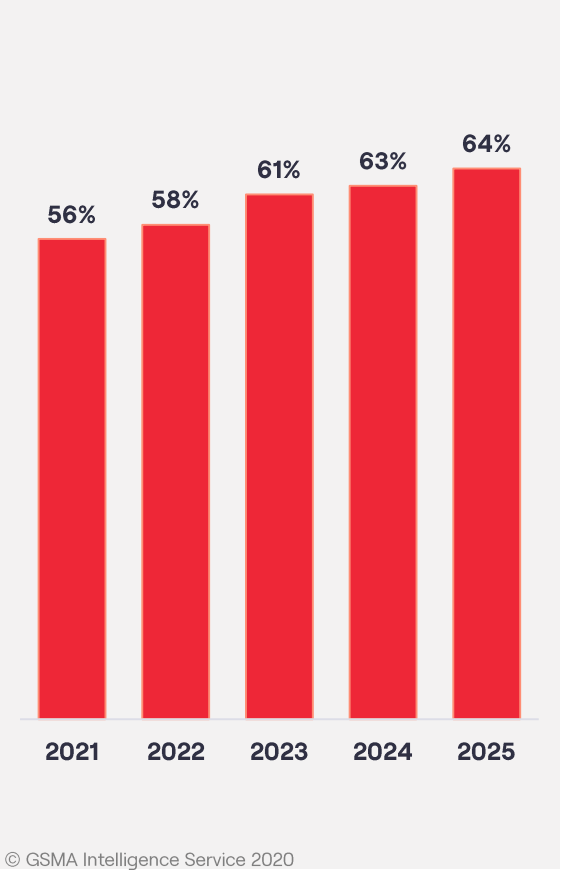


Growth potential in the Indian telecom sector (2/2)

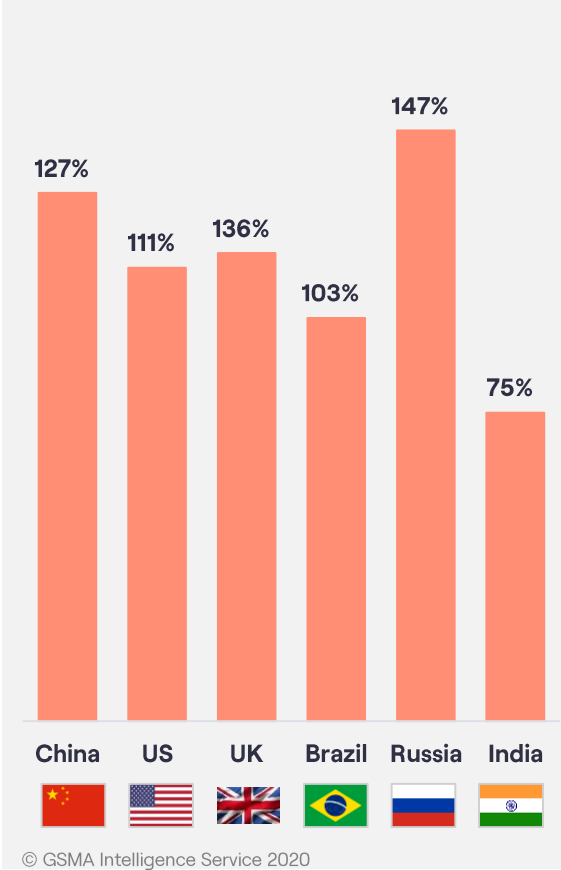
Broadband Subscribers¹(mn)
(Jun 2025)



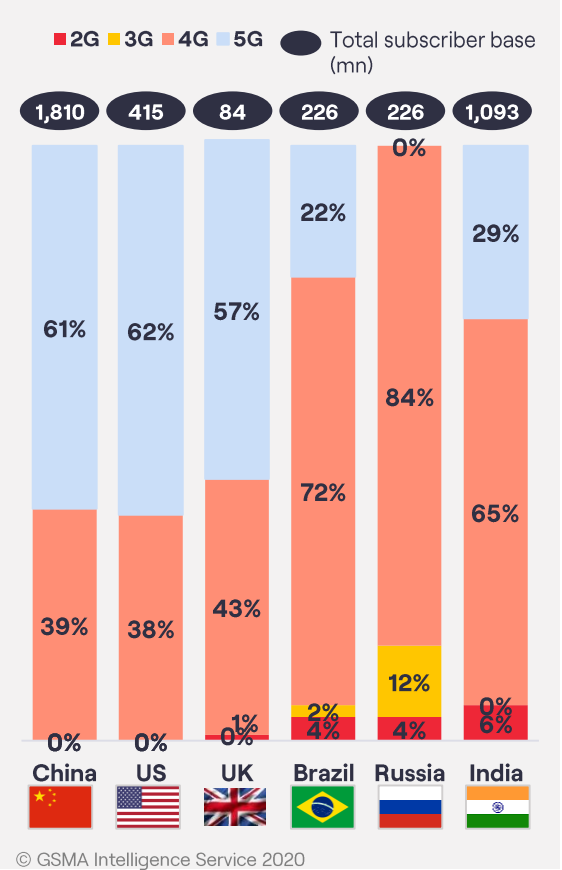
Smartphone adoption² in India
(% of population – Jun end)



Projected smartphone adoption²
(% of population –2030)



Penetration by access technology²
(% of subscribers – Jun 2025)



VIL is among the top 10 cellular operators globally (by subscribers in single country of operations) and is 3rd largest in India, the 2nd largest wireless market in the world

1. Source: TRAI Subscription Report Jun'25.

2. Source: GSMA Intelligence database

Digital Revolution in India offers substantial growth opportunities

Key trends and enablers

Key Trends

Digital India vision¹

- Digital infrastructure to every citizen
- Governance and services on demand
- Digital empowerment of every citizen

Government Push for India's Digital Revolution²

- Open Network for Digital Commerce
- Drive to provide quality internet
- Reforms in Digital Payments
- Push towards Data Centres

Explosion of data usage

- Lower ARPU than major world economies³
- COVID-19 has accelerated India's digital journey⁴
- Data usage per sub increased by 22x since Mar 2017 and in Dec'24, is at ~22GB per sub⁵

Key Enablers / Opportunities



1.4bn
people in world's largest unique identity program with authentication by mobile⁶



~1.1bn
active wireless phone subscribers⁷



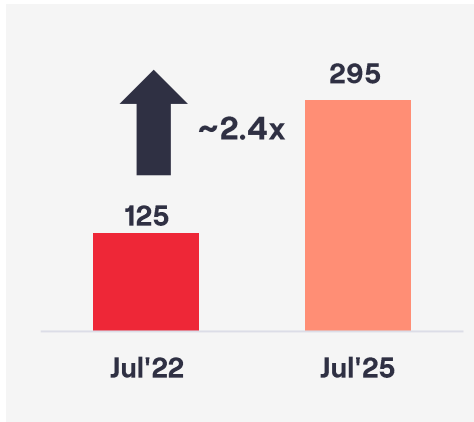
~935mn
wireless broadband subs⁷



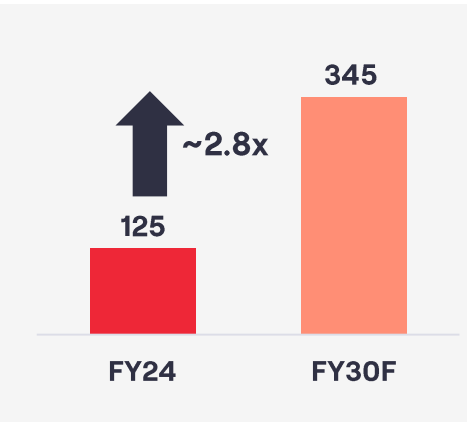
45%
rural internet penetration Mar 25⁵: increased from 37.1% in Mar22⁵ showing growth of ~22% in last 3 years

Rapid digitalization of Indian market

UPI monthly transaction amount (USD bn)⁸

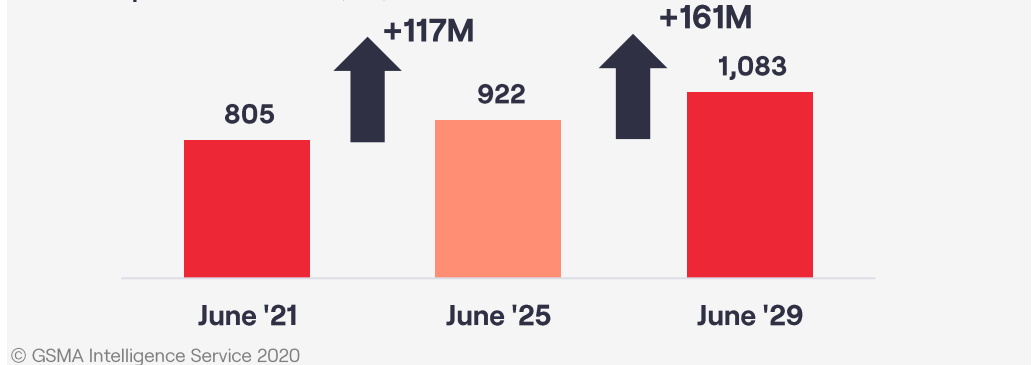


Indian E-Commerce Market (USD bn)⁹



Increasing smartphone usage

Total smartphone subscribers (mn)³



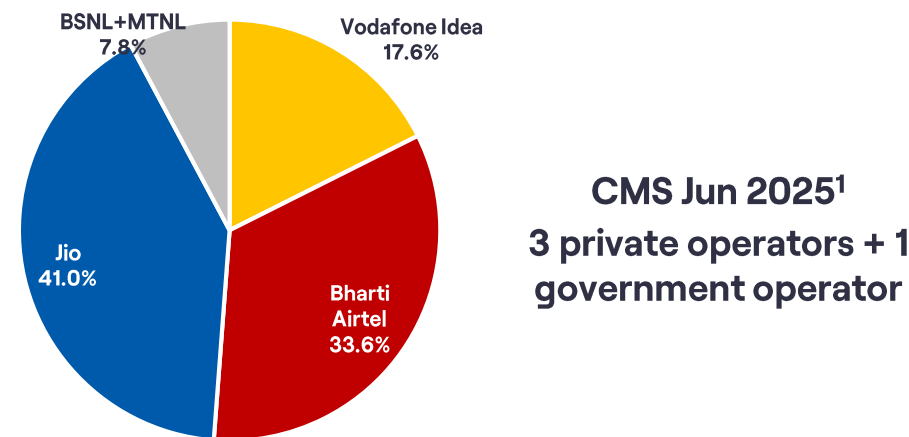
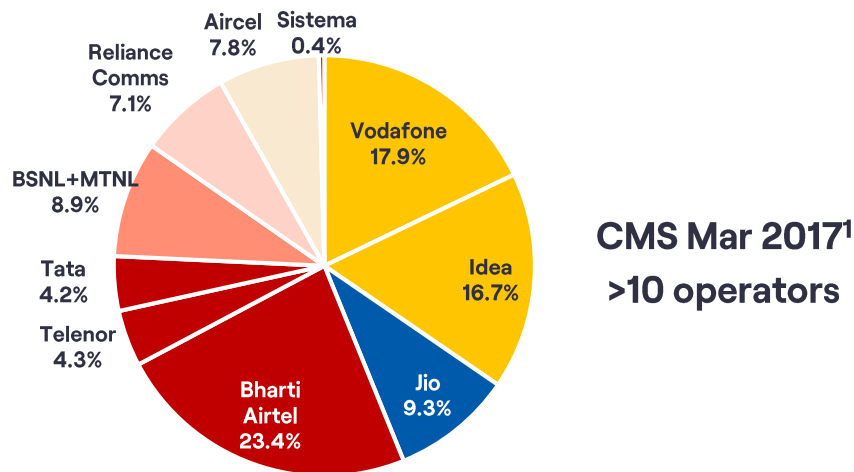
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Note: FX 1USD=85 Rs.

Sources : 1. www.blog.mygov.in/ 2. [www.https://www.ibef.org/](https://www.ibef.org/) 3. GSMA Intelligence database 4. www.weforum.org 5. TRAI Performance Indicator Report Mar 25. Internet subscribers includes wireless and wireline subscribers.
6. Unique Identification Authority of India 7. TRAI Subscription Report Jun 25. 8. NPCI Database. A Unified Payment Interface (UPI) is an instant real-time payment system developed by National Payments Corporation of India ("NPCI") facilitating inter-bank transaction via a smartphone application.. 9. E-commerce in India by IBEF

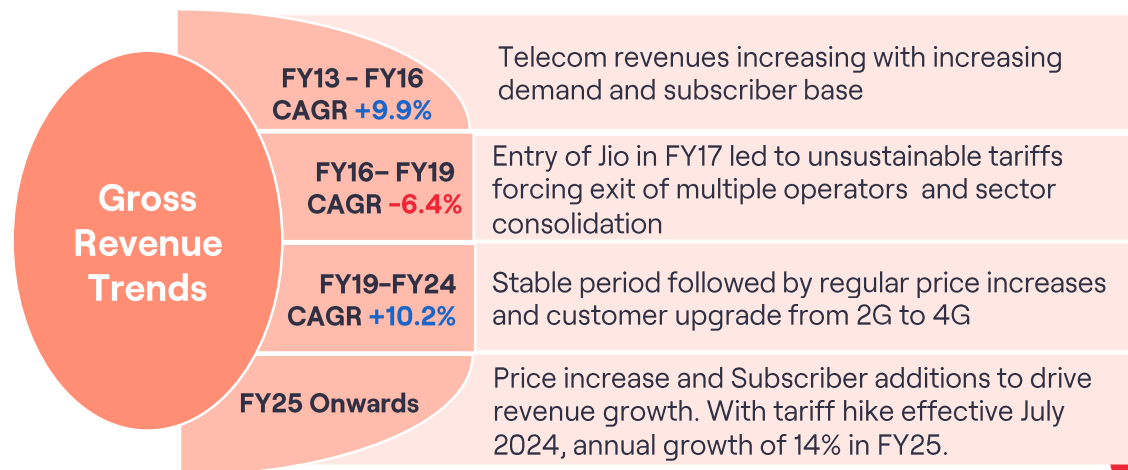
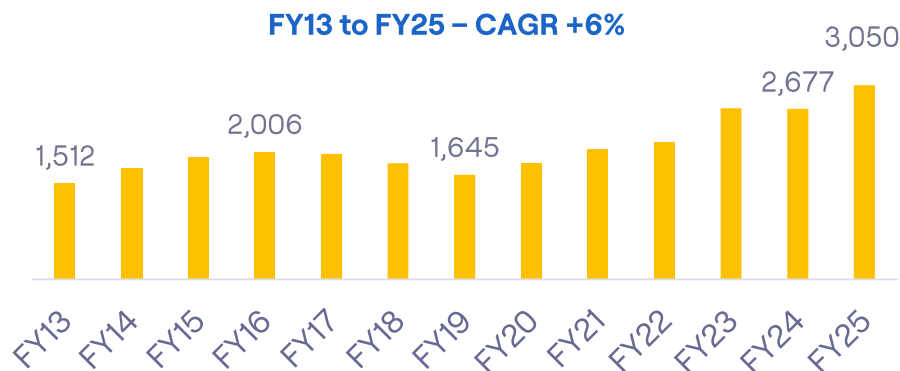
Market structure providing clear runway for market repair

Market structure that encourages healthy competition



Significant growth potential for Telecom Revenue

Gross Revenue (Rs Bn)²



Sources: 1. Customer Market Share (CMS) as per TRAI Subscription Report (EOP subs) 2. TRAI Financial Reports

VIL

Strategy



Vodafone Idea Strategy

1 Focused network investments to drive coverage and capacity expansion



- Investment focus in 17 circles to improve competitiveness in these priority markets
- 4G coverage and capacity expansion to enhance customer experience and 5G Rollout in line with the evolving customer needs
- Deploying 5G technologies like Cloudification of Core, DSR, Open RAN etc.
- Sufficient mid band 5G spectrum for foreseeable future

2 Market initiatives to drive ARPU improvement and Customer Retention



- Build consumer preference and trust through messaging architecture
- Drive extraction in new 4G geographies as we expand our 4G coverage and distribution reach
- Scale up share of primary SIM in covered geographies by delivering best in class experience & differentiated propositions
- Drive digitalization of customer service and distribution for customer acquisitions, supporting upsell and better retention

3 Focus on Business services through Telco-to-Techco transformation



- Protect & grow connectivity business through superior experience and Vodafone group global expertise
- Strengthen segment wise GTM approach - enhance wallet share in large accounts & increase SMB penetration via digital propositions
- Focus on fast growing IoT segment by offering end to end services
- Invest and build capability in high growth adjacencies & emerging segments i.e. CPaaS, Cloud & Security

4 Strategic collaborations to monetize digital opportunities



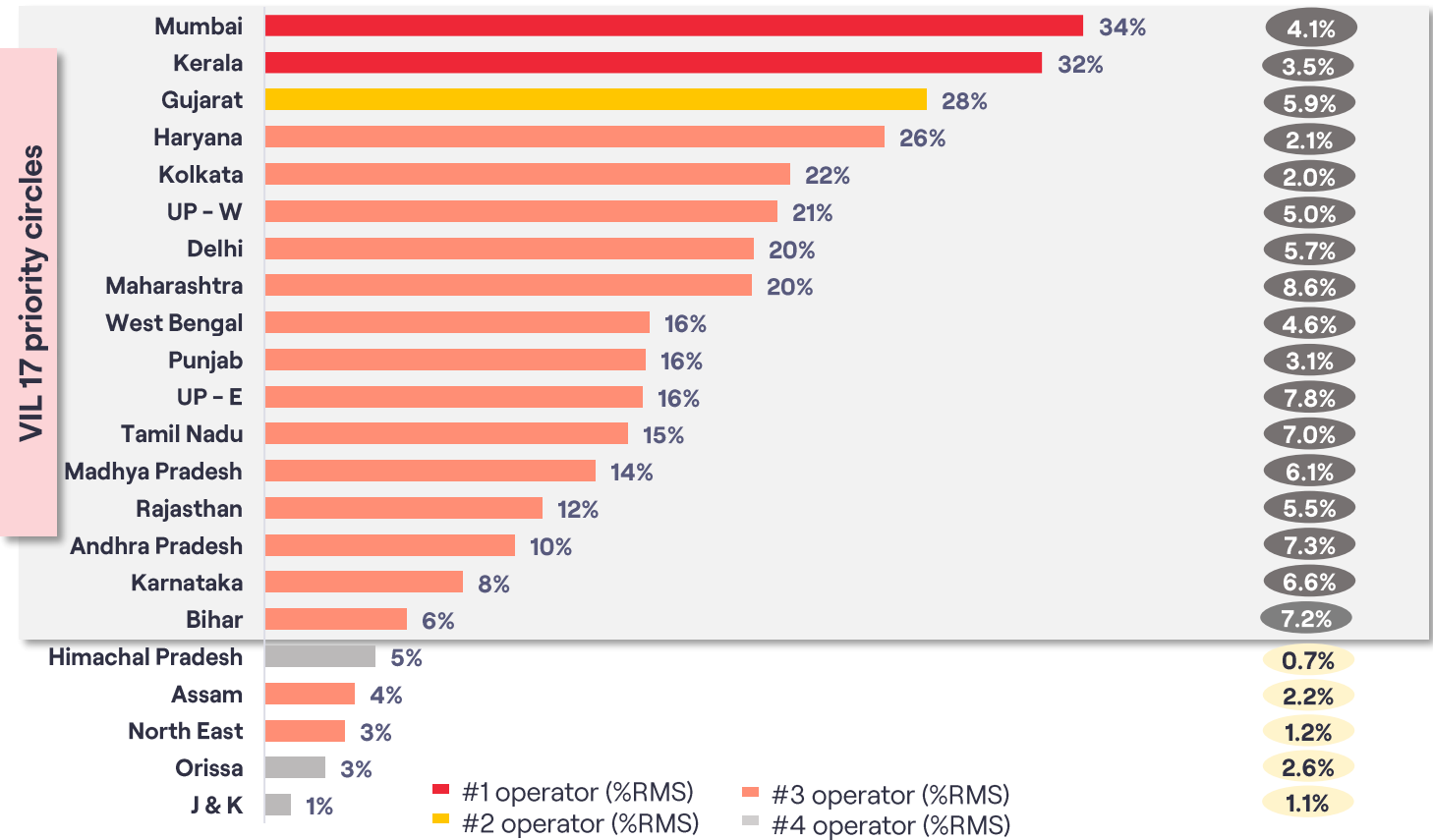
- Deep integration to deliver differentiated Telco + experience & value for partners and customers
- Create data monetization opportunities using platform capabilities

Digital Transformation, Enhanced Customer Experience and Partnerships to Drive Cash Generation

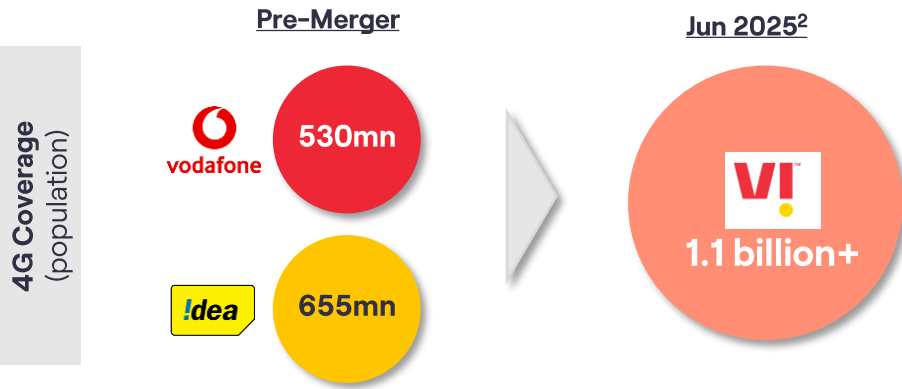
1 Focused investments to drive coverage & capacity expansion

Focused network investment in 17 priority circles

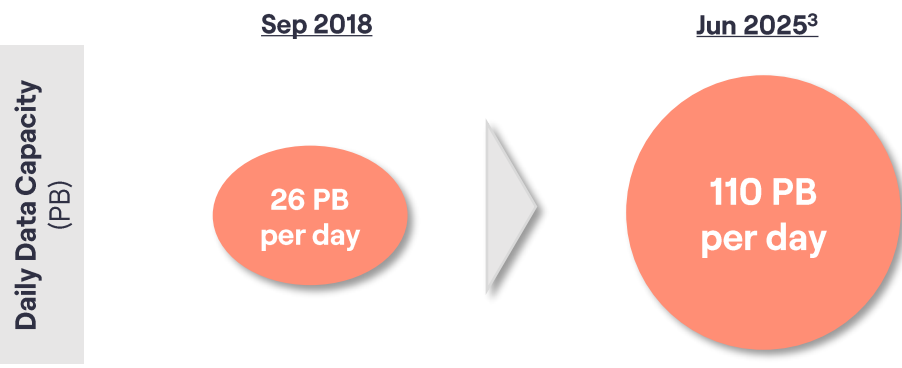
Applicable Gross revenue market share Q1FY26 (%)¹



...driving 4G coverage expansion...



...as well as continuous capacity expansion since merger



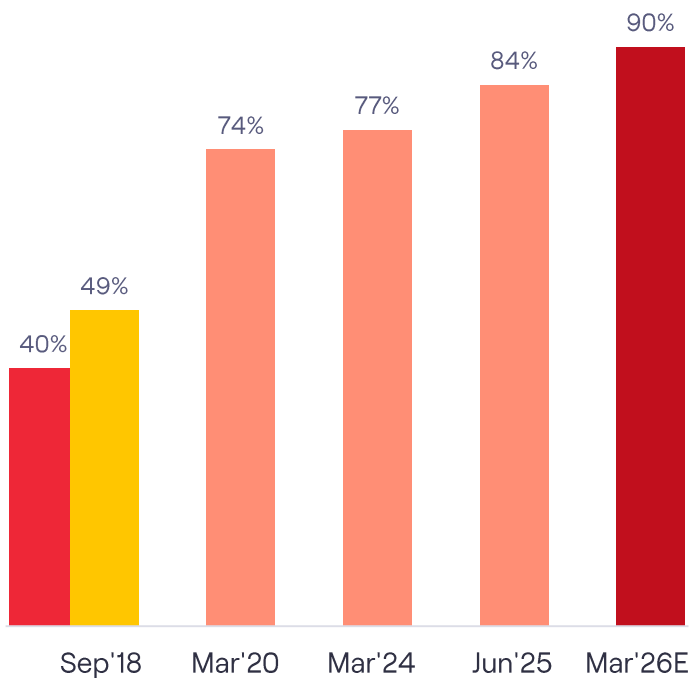
17 priority circles account for ~99% of VIL revenue (~92% of industry revenue)¹



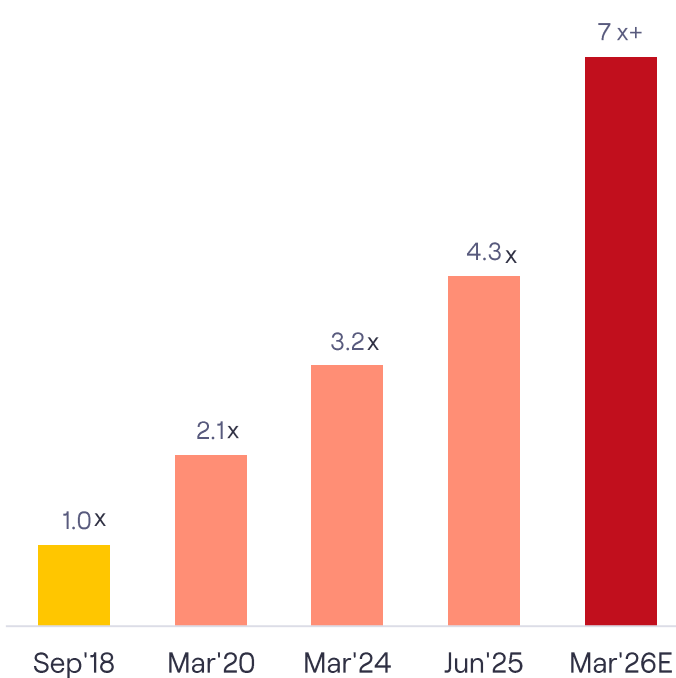
Source: 1. Based on quarterly TRAI Financial Reports 2. VIL Q1FY2026 quarterly report 3. Company Information.

1 Focused investments across India – Priority towards 17 circles

Pan India 4G population coverage(%)¹



Pan India network build capacity (PB/day)



Strategic Focus areas

Capex plan for Rs. 50-55k Crore, towards

- Expansion of 4G population coverage in 17 priority circles to improve competitiveness
- Expand 4G on sub-GHz 900 band in 16 circles for better coverage and experience
- For 5G, launch and expansion of services in key cities/ geographies
- Capacity expansion to address the increasing data demand
- Capex spend of Rs. 120.1 billion since Mar'24 resulting in increase of 4G data capacity by ~36% and 4G population coverage by 7% to 84% of population

Focused Capex to improve competitiveness in priority circles with improved 4G coverage and 5G Rollout

Source: Company Information.

1. Sep 18 basis company disclosure and for other periods basis the Census 2011 data adjusted for 2020 by using Aadhaar Card data and proportionately extrapolating for all census data points, reported by an independent third party consultant.



1 Existing network built on 5G-ready architecture



RADIO

5G ready radio deployments

- 90% of TDD radios are 5G ready
- All new basebands are 5G capable
- Backhaul E-band MW throughput – 9.8 Gbps achieved in trial
- Launched 5G services in 22 cities across 13 circles; planned across 17 circles by September 2025
- Deployment of 5G Ready Massive MIMO
- Deployed new roadmap architectures of vRAN and oRAN
- Vi AirFiber home broadband solution tested with multiple partners

Disaggregated RAN bringing cost efficiency, new capabilities and new service offerings.

Scalable & agile business model enabling network automation



CORE

Edge cloud deployment

- Pan India 5G NSA capable Core Network deployed to handle high throughput enhanced mobile broadband data, Voice and Enterprise services
- Future proof multi-tenant cloud for critical core applications: Voice, Data services
- New generation micro services based cloud native deployment trials
- IOT ready core network for M2M/IOT services
- Core Network for HD quality (VOLTE) voice services
- Fully protected data centres to host critical core network applications

60+ distributed cloud locations with potential to meet future ready edge use cases

Architecture to optimise latency and better customer experience



TRANSMISSION

Hyper Scale

- Pan India scalable and resilient National express backbone Network has been created
- Symmetric Multi-path protection on optics layer in all Circle and Metro networks
- 90% of optical end points have been made ready with 10G bandwidth capability to ease 5G rollout in phased manner
- IP intensification in major cities (advanced software deployment)
- Unified network transportation

Increased ability to carry data traffic, reduced latency and on demand bandwidth expansion

Cost efficient and agile model enabling scalability from data centre networks to enterprise networks

Late adaptation of 5G leading in embracing latest advanced technology products and cost efficiency

2 Market initiatives to drive ARPU improvement & customer acquisition

Build Consumer Preference & Trust

- Strengthening network credentials to build positive momentum and consumer connect by highlighting the pace of investment and site additions
- Launched key products to drive acquisition and for ARPU improvement:
 - Vi SuperHero & Vi NonStop Hero propositions
 - Postpaid Family proposition with Netflix
 - Family Add-on proposition



VI

Vi added 1,00,000 new towers in 6 months
iss baar ki strongest team

Based on network site additions in 6 months of FY24-25. T&C apply. Visit myvi.in for more details.



VI

24-hours unlimited data and calls on all mobile phones

game all day | stream all night

VI NonStop Hero | Recharge from ₹398

T&C apply. For more details, visit www.myvi.in. Vi NonStop Hero ₹398 is valid for 28 days. Product available in select circles. This product is not available for commercial usage.



VI | NETFLIX

now get Netflix for the two of you
With Vi Max Postpaid Family Plan at ₹871

Ask us

T&C apply. For details visit www.myvi.in



VI

add family and friends at just ₹299 per person
On Vi Max Postpaid Family Plan.

Ask us

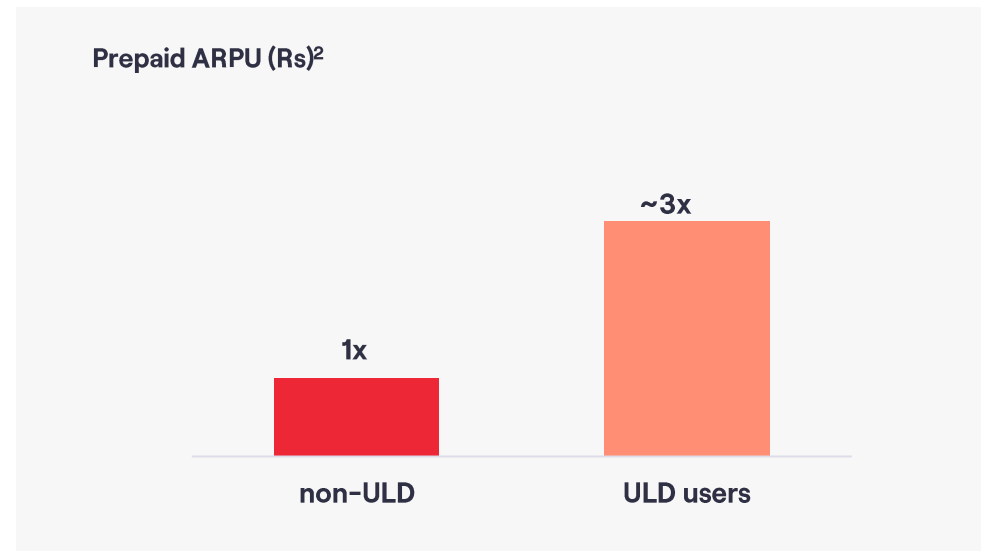
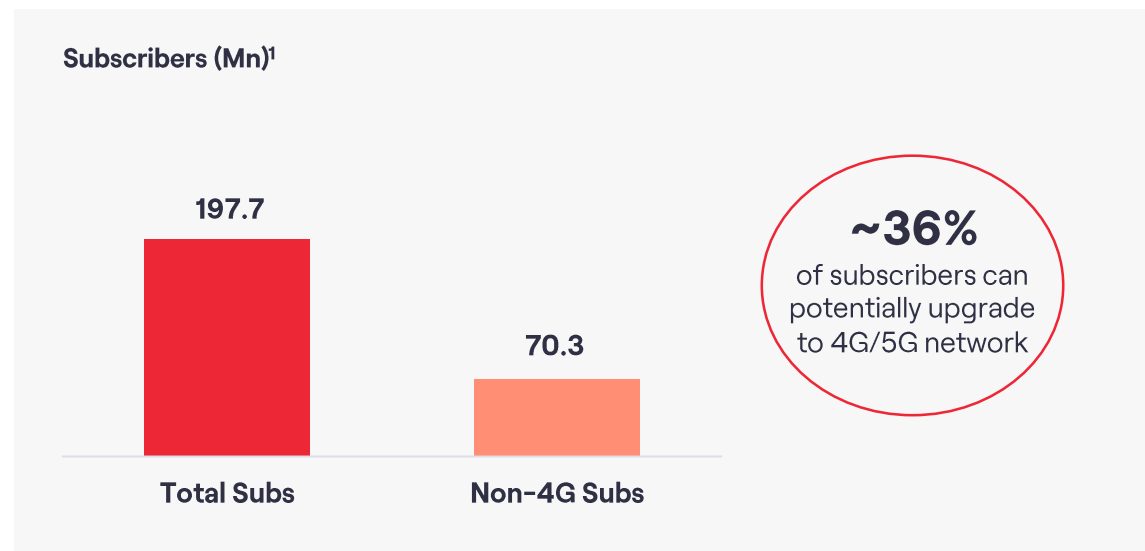
T&C apply. For details visit www.myvi.in

2 Market initiatives to drive ARPU improvement & customer acquisition

Initiatives to drive ARPU growth

- Focus on expanding 4G/5G penetration; Existing 2G subs presents a strong opportunity to upgrade
- Enhance proportion of high ARPU subs through superior network experience in existing markets
- Building propositions in conjunction with partners to target market share growth
- Focus on driving higher share of broadband devices through focused programs

Upsell opportunities supported by structural growth in digitalization and data



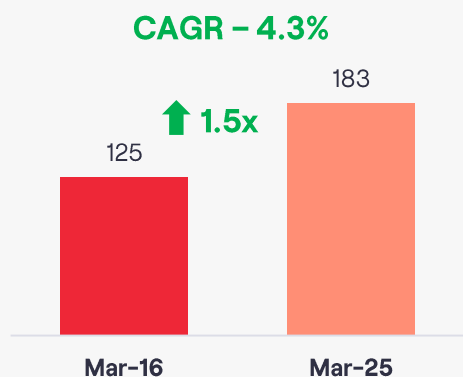
2 Market initiatives to drive ARPU improvement & customer acquisition

Market Wide Tariff Hikes

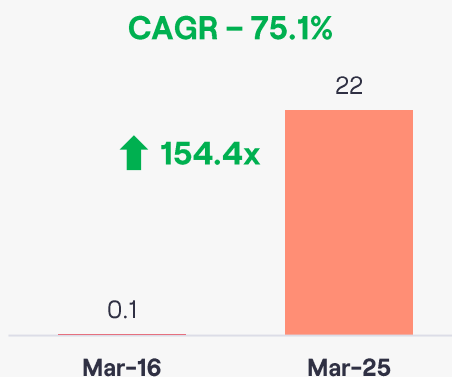
- Before the recent tariff hike in July 2024, the last tariff hike was taken in Nov 2021
- Tariffs in India are lower than other comparable markets in the world. Further given inflation, tariffs need to catch up
- Significant headroom in ARPU as usage has increased multi-fold but ARPU have not increased in line with usage; Customer ability to pay higher is already established
- Prices need further uptick to generate reasonable returns and support future investments

Significant runway for ARPU growth

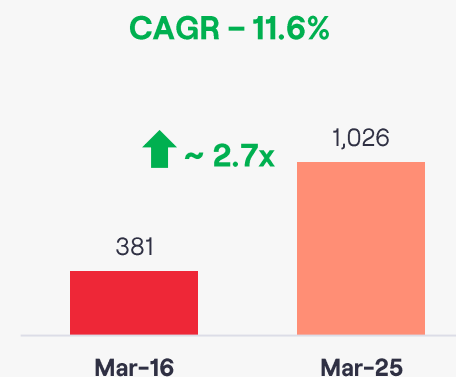
Blended mobile ARPU (Rs) ¹



Average wireless data per data subscriber per month (GB)¹



Voice minutes of usage per subscriber per month (min)¹



2 Supported by digitalisation of customer servicing

Seamless Customer Experience through Digital channels

- Intuitive **Dynamic IVR** providing upfront menu options to customers based on recent transactions and events
- **Digital Service Request (SR) %** – More than **76% SRs** for Complaint & Requests **raised Digitally**
- **Vi Priority** – Dedicated Experience & Service channel for High Value Post Paid base
- Multiple **Digital enabled platforms** introduced for Digital engagement like deployment of Chat Bots, Humanoid voice bots, email Bot and Robotic Process Automation etc, to increase efficiency

Select Tools

Use Case



1. **Mobile App**
2. **Chat Bot**

- Effortless account management through Mobile App
- AI enabled Chat services. Vernacular Chat made available for making service available to a wider customer base



Humanoid Bot

- Voice bot for post paid collections – Improved efficiencies and collection performance, reduced customer barring, Lower service cost. Multiple language deployed for improved efficiencies.
- Humanoid Voice bot deployed for retaining Prepaid MNP customers.

Initiatives driving new customer acquisitions, supporting upsell and better retention

2 Supported by digitalisation of distribution

Digital tools for sales and distribution

- **Digital connect** with retailers, promoters and distributors through apps like m-Power and Smart-Connect
- These apps provide **real time information on various KPI's** which help the team be on top of the business and drive efficiency at outlet level
- Built in attendance and market working **tracking mechanism** helps in monitoring performance

Select Tools


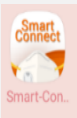


m-Power app



Smart Connect app

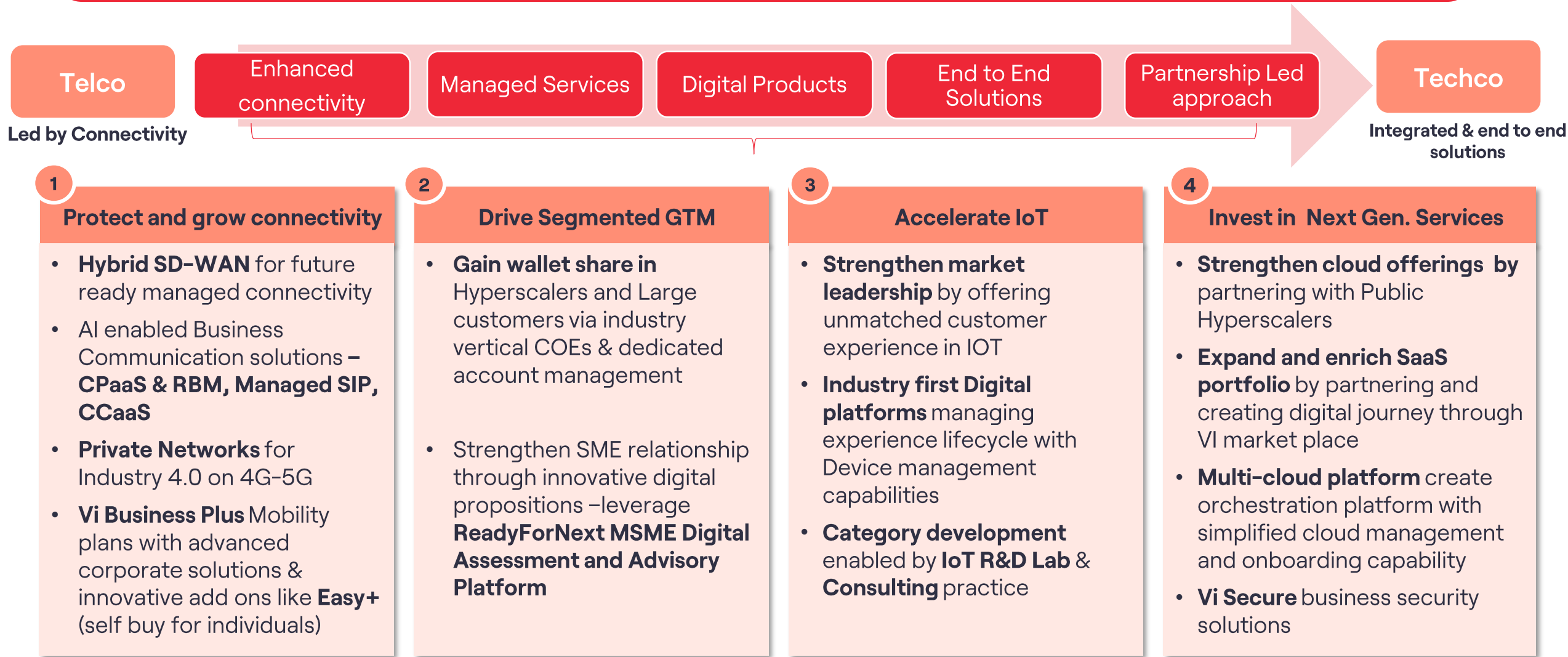
Digital Customer Acquisition

- | Select Tools | Use Case |
|--|---|
|  m-Power app | <ul style="list-style-type: none">• Launched outlet-based business contribution model that improves field force productivity and drives focused, outlet priority-led market execution• Identification and allocation of hot spots for sales in a specific geography using ML• Enabled customer acquisition by mapping existing and new cell sites with performance metrics, helping the frontline team to identify high-opportunity zones and drive targeted outreach |
|  Smart Connect app | <ul style="list-style-type: none">• Engagement program – ‘Score Kya Hai’ competition launched with transparent scoring and rewards for retailers, promoters and distributors to drive better quality acquisitions• Playstore rating of 4.6 star for Smart Connect app making it the Best Retailer app in telecom |
| Digital Customer Acquisition | <ul style="list-style-type: none">• Free of cost door step delivery and digital KYC currently available in 100+ cities for both prepaid and postpaid customers• Customers can choose number of their choice, track orders, reschedule their appointment or modify their orders providing a true ecommerce type experience• A unique referral program launched for Retailers under the banner “Every Outlet Activating Outlet” |

Initiatives driving new customer acquisitions, supporting upsell and better retention

3 Focus on business services through Telco to Techco Transformation

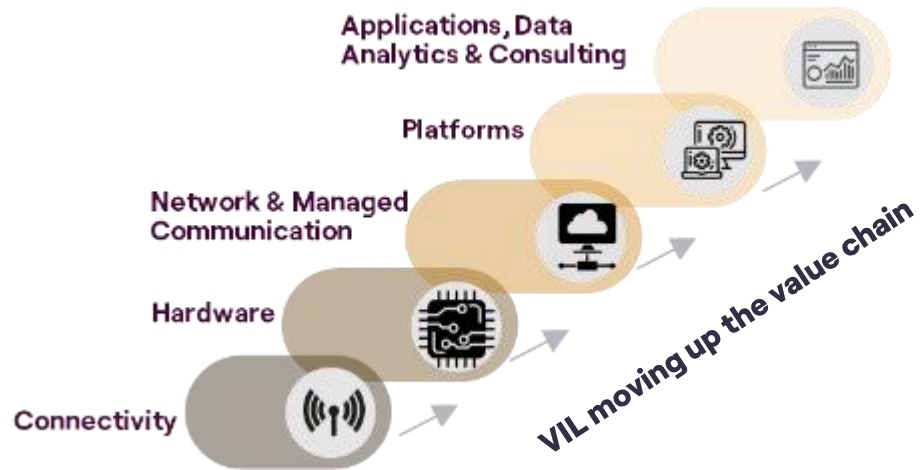
Be the trusted and valued partner to Enterprises powering their businesses in a digital economy



3 Accelerating IoT with end-to-end solutions

Scaling up the value chain

IoT Constituents

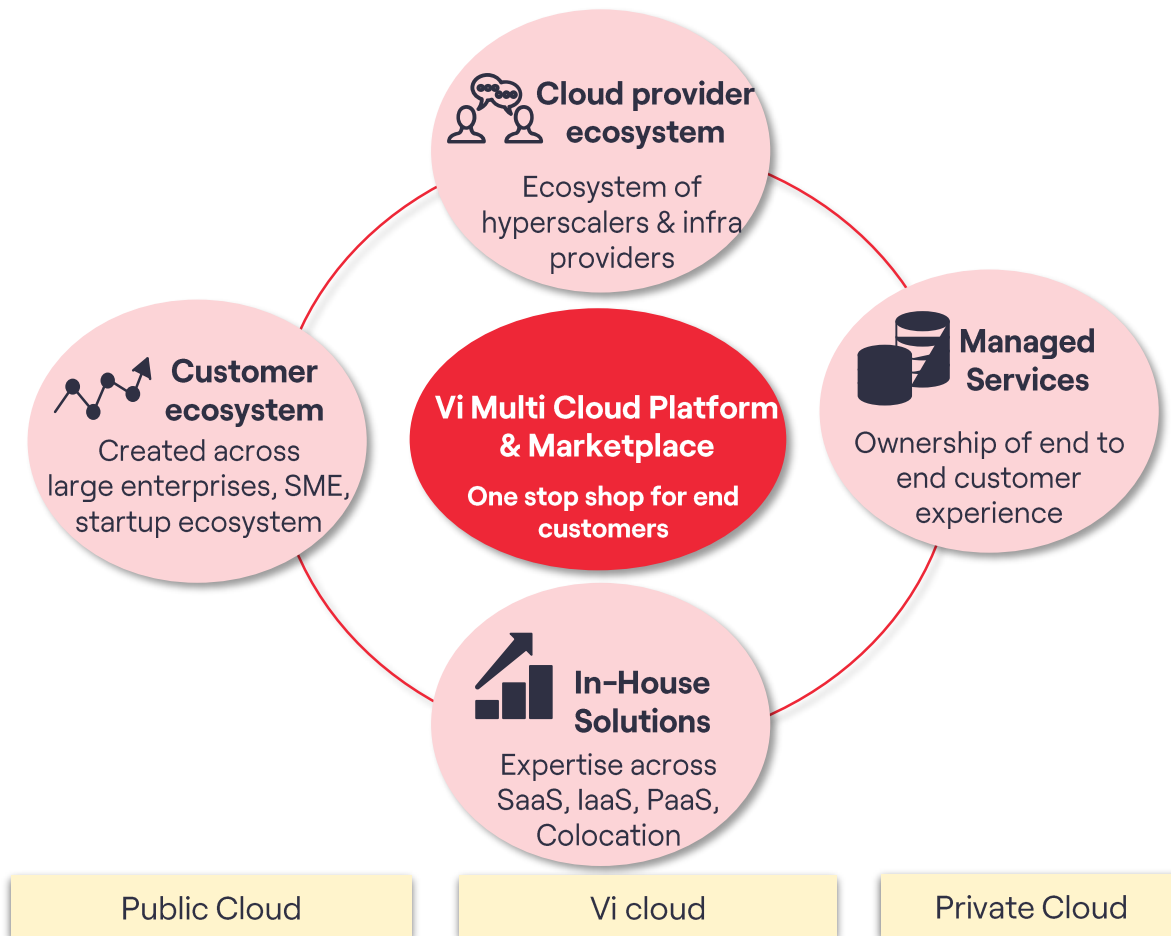


1. **First telco** to have end-to-end Integrated IoT offering, comprising of connectivity, hardware, network, application, analytics, security and support
2. **Strong position** in IoT automotive opportunity
3. **Strong position** in Vehicle tracking systems, Energy, Utilities, among others
4. **First of a kind IoT lab-as-a-service** for device testing, standardization and certification
5. **Expanding footprint in diverse use cases** like- Battery monitoring, sound box, transport management, solar and water management, Smart street lighting & more
6. **India's first eSIM** which is GSMA SAS-SM, DOT, ARAI, AIS140 compliant; widest IoT connectivity portfolio with GSMA certified e-UICC SIM

IoT market to expand, VIL well positioned to gain competitive share

3 Preferred provider of end to end cloud services

Integrated multi cloud platform enabling public, private & native Vi Cloud



Key Strategic Focus Areas in Cloud services


Scale through
**Strategic
collaborations**

- Strategic collaborations with hyperscalers/ Colocation providers
- Partnerships with marquee Cloud infra providers


Develop
Infrastructure

- Develop platform for seamless cloud delivery & experience
- Build Vi cloud for Small and medium businesses
- Market place for simplified buying journey.


Invest in **Skills
and Knowledge**

- Invest to build robust Managed services capability & framework
- An efficient “born in cloud” sales/pre-sales
- An operations support structure

VIL's position as preferred choice creates significant opportunities for new revenue streams

Awards & Accolades

2023



CIO Choice Award

Cloud Telephony, IoT, SD-WAN Services, Carrier (Mobile Access), Carrier (International Access), RBM, ReadyForNext Assessment for MSMEs



ET Brand Equity DG+ Awards

Digital Campaign in B2B Category' for ReadyForNext initiative



V&D excellence Award

Customer Experience & Enterprise Business Services



e4m Indian Marketing Awards

Gold in B2B sector for ReadyforNext initiative



Asian Telecom Award

A2P SMS Monetization of the year – India



F&S Award

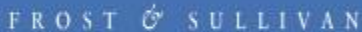
IOT Connectivity Service Provider of the year
SIP technology leader award

2024



CIO Choice Award

Cloud Telephony, IoT, SD-WAN Services, Carrier (Mobile Access), Carrier (International Access), RBM,



F&S Best Practices Tech Innovation Leadership

SIP Trunking
Smart Mobility Solution



V&D excellence Award

IoT Smart Central



Asian Telecom Award

IoT Initiative of the year- India

2025



CIO Choice Award

Digital Transformation Enabler



ET Brand Equity DG+ Awards

B2B Campaign (ReadyForNext)



Silver Feather Awards

Best New Product Launch (Vi Business Assist)



eUttar Pradesh Summit

Leading Brand in Telecom Sector

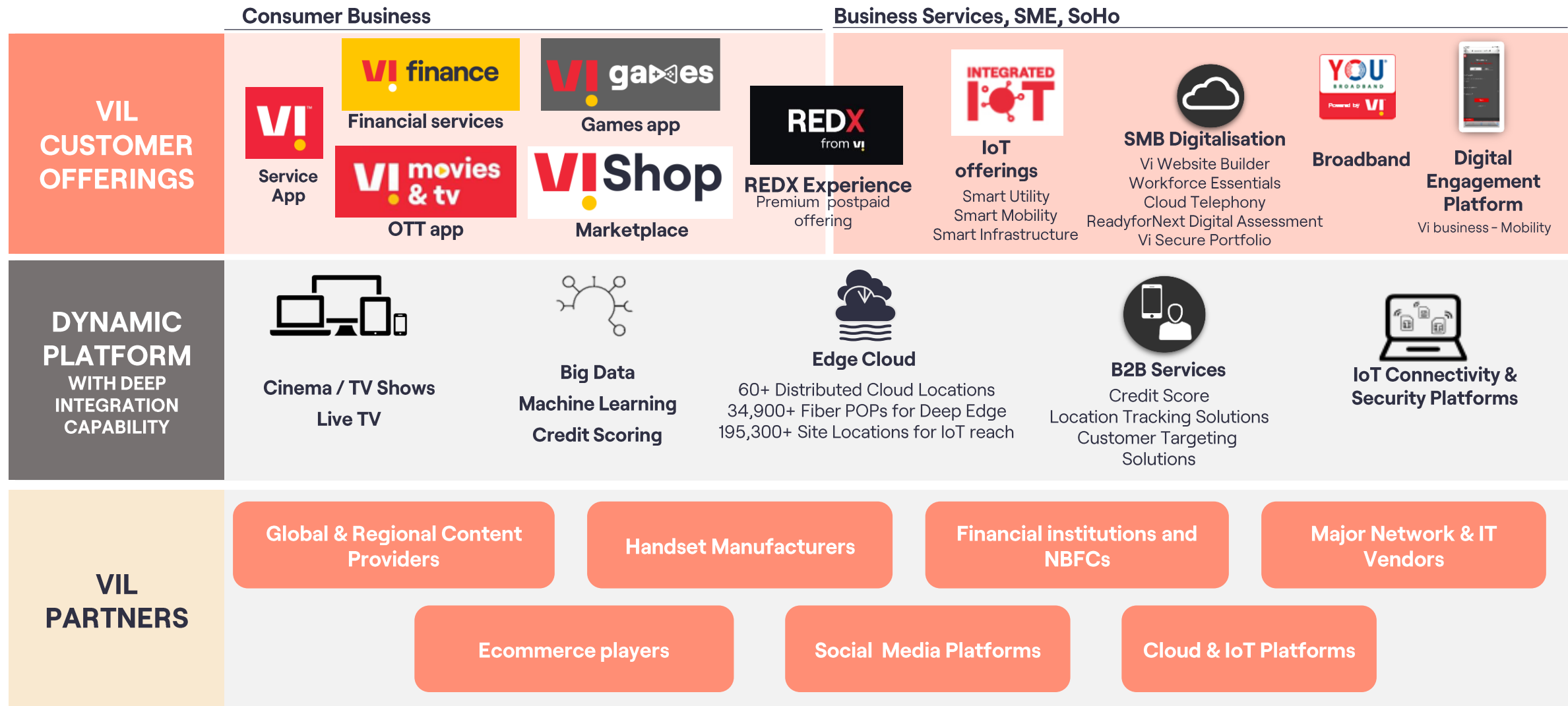


Impact Influencer Awards-Silver

Ready4Next MSME : Best Multi Influencer Campaign



4 Vodafone Idea's digital propositions & integrated platform



4 Vi is creating a Digital ecosystem

Several collaboration projects to expand digital footprint – Vi app to be the go-to destination for movies, games, deals & rewards, news & more

Movies & TV

Drive affinity amongst youth & win share

- Vi Movies & TV is our OTT app, which we relaunched in FY24 as an OTT aggregator app offering multiple OTTs & TV channels on one app and under a single subscription, specifically targeting Smart TV households
- Vi Movies & TV is available across all TV OS including Google TV, Samsung TVs, LG TVs & Firestick, as well as on Android & iOS for mobiles.
- It currently has over 20 OTT partners & offers access to over 350+ TV channels

Gaming & eSports

Drive deeper digital engagement

- Gaming is a high potential market, which is expected to grow exponentially
- Offers casual gaming proposition for consumers with multi-player features
- Has an e-sports platform in strategic collaboration with an e-sports start-up

Digital Advertising

Ad-tech platform to monetize telco assets

- Leveraging telco data and digital assets to drive monetization, Vi has developed an end-to-end integrated ad-tech platform with self-serve capabilities
- Vi Ads is empaneled with all the top media agencies in the country

Digital Marketplace

Monetize Digital traffic

- Offers 'utility payments' on Vi app enabling users to pay their electricity / water / gas bills, buy Fastag or pay for DTH
- Comprehensive shopping catalogue for Vi customers via Vi Shop on Vi App, in partnership with ONDC & other leading brands.

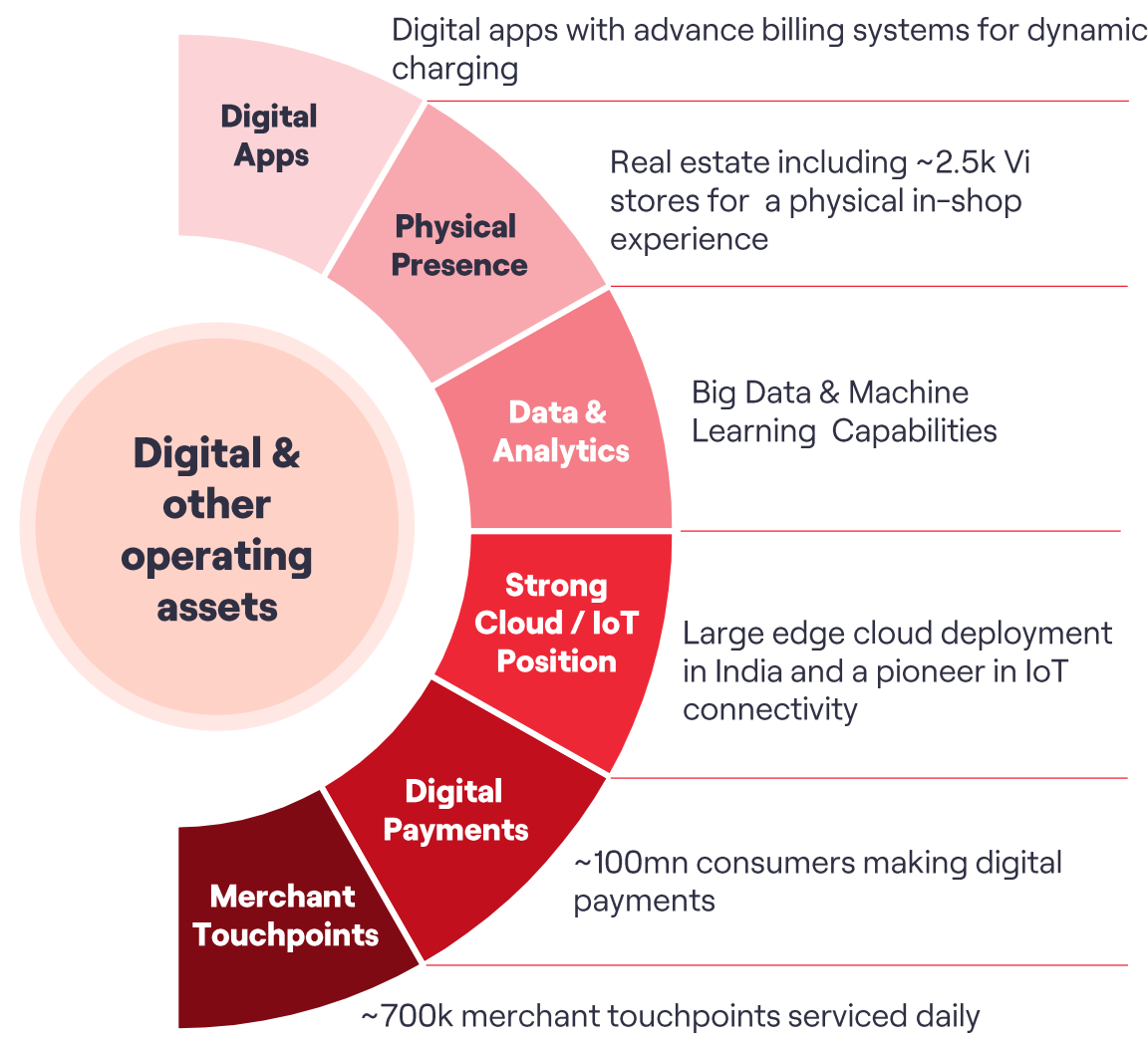
Vi Finance

Increasing stickiness

- Offers Personal Loans, Fixed Deposits options and Credit Cards to our users
- Roadmap to expand into other categories over next 1 year
- Leverage partner expertise and customer intelligence to make curated offers to Vi customers

Digital collaborations to drive brand differentiation, engagement & monetization

4 Monetization through Digital initiatives & collaboration opportunities



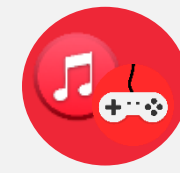
OFFERINGS

OPPORTUNITY



INTEGRATED IOT SOLUTIONS

- VIL has taken some initiatives and few are in pipeline, primarily through partnerships, to participate in these growth opportunities



PARTNERSHIPS IN CONTENT, GAMES, etc.

- Possibility of substantial growth



END TO END CLOUD SOLUTIONS

- Several use cases across logistics, health, education, fintech among others
- Possibility of substantial growth



POTENTIAL OPPORTUNITIES VIA DEEP INTEGRATION

Monetization opportunity on the back of digital offerings

Q1FY26 Update



1 Financial & Operating KPIs – Many KPIs showing improving trends

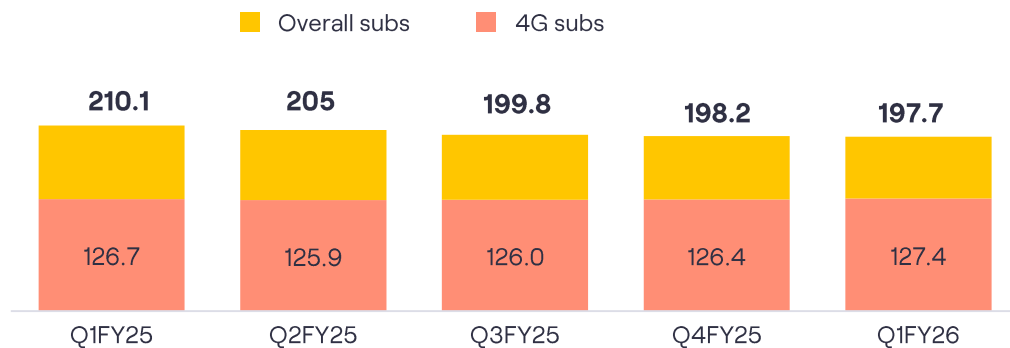
Financials & Operating KPIs		FY25				FY26
		Q1	Q2	Q3	Q4	Q1
A	Customer ARPU (excluding M2M) (Rs)	154	166	173	175	177
	Subscriber (Mn)					
	EOP	210.1	205.0	199.8	198.2	197.7
B	Net Adds	(2.5)	(5.1)	(5.2)	(1.6)	(0.5)
C	4G Subs	126.7	125.9	126.0	126.4	127.4
	Market Share (%)					
D	VIL CMS – EOP	18.6%	18.4%	18.0%	17.7%	17.6%
	VIL RMS – ApGR	17.0%	16.4%	15.9%	15.7%	16.1%
	Data Usage (Pb/Day)	62.5	60.7	59.3	63.8	69.1
	Financial (Rs bn)					
	Revenue	105.1	109.3	111.2	110.1	110.2
E	Cash EBITDA (pre IndAS 116)	21.0	23.2	24.5	23.2	21.8
	EBITDA (Reported)	42.0	45.5	47.1	46.6	46.1
	Debt (Rs bn)					
F	Deferred Obligations (Govt. of India)	2,095	2,123	2,147	1,940	1,941
	Debt from Banks & Financial Inst. incl OCD	48	32	23	23	19

Commentary

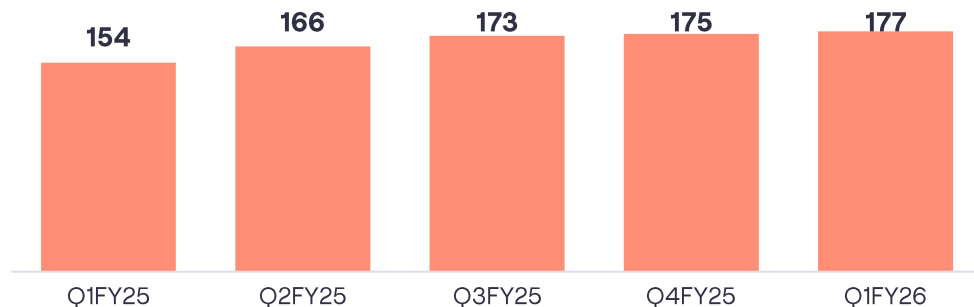
- A
- ARPU improvement for 16 consecutive quarters driven by Price increase and customer upgrades, which in turn has supported revenue growth despite subscriber churn
 - ARPU growth in line with other operator benefiting from subscriber upgrades
- B
- Subs decline restricted to 0.5 million i.e. ~90% lower compared to ~5 million earlier, marking our strongest performance since merger
- C
- 4G subscriber base impacted in Q2 due to tariff hike but improving
- D
- Gross adds share for VIL is higher than its Customer Market Share (CMS) indicating its ability to effectively compete in market
- E
- Annual FY25 revenue and EBITDA (pre-IndAS) growth for the third consecutive year on the back of consistently improving performance for last several quarters despite significantly lower investments; a clear reflection of our execution capabilities
- F
- Debt from banks and financial institutions has reduced by Rs. 104 bn over the last 2 years
 - Govt of India Deferred Obligations are to be repaid in installments up to FY44

2 Key operating and financial trends

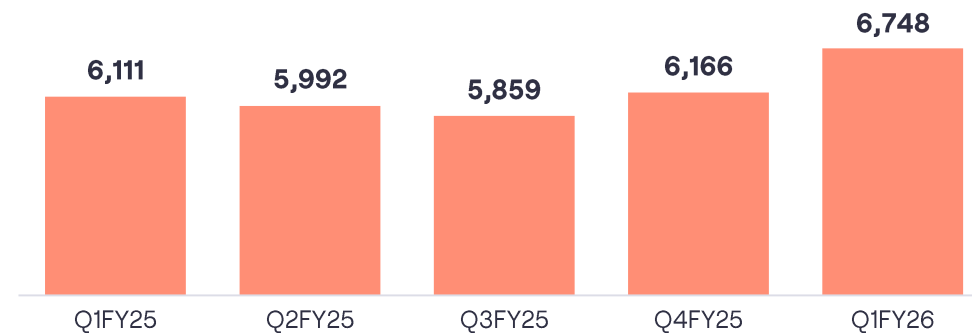
Sustained Growth in 4G Subscribers (Million)



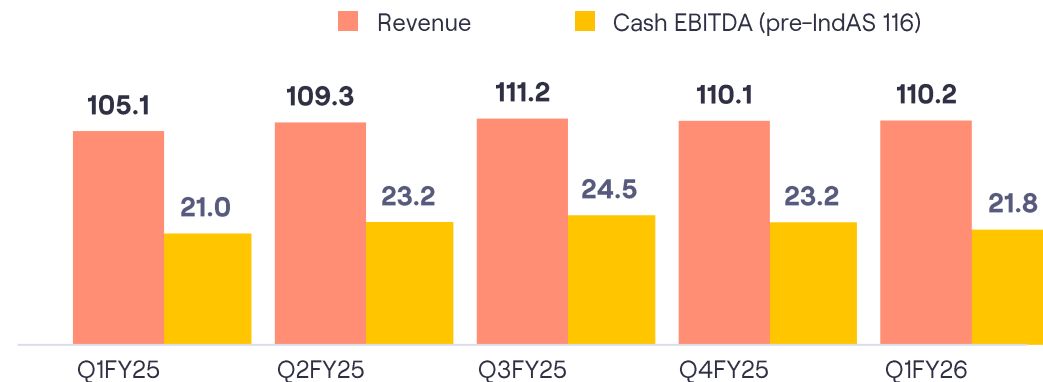
Improving Customer ARPU (ex-M2M) (Rs)



Data Volume (Billion MB)



Revenue & EBITDA (Rs bn)

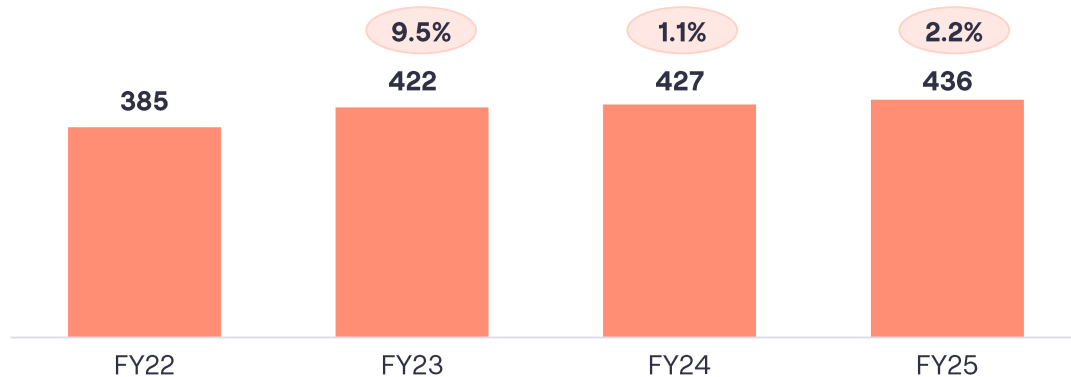


Tariff hike and improving customer mix leading to ARPU improvement

3 Track record of stable financial performance

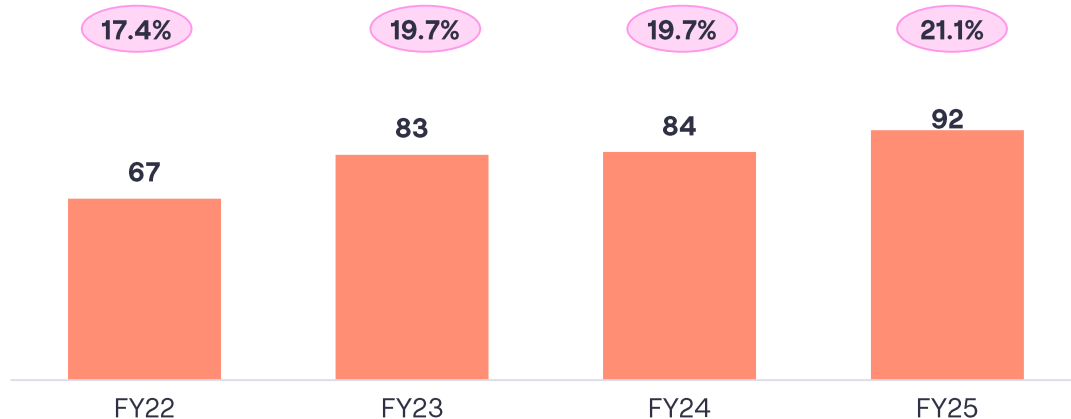
Revenue (Rs bn)

Revenue y-o-y growth (%)

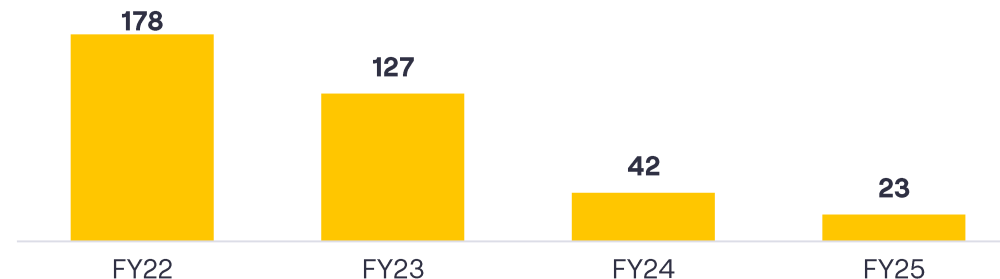


Cash EBITDA (pre-IndAS 116) (Rs bn)

Cash EBITDA (pre-IndAS 116) margin (%)



Debt from banks and other financial institutions incl OCD (Rs bn)



Improving Credit Rating and Coverage

	Aug'21	Feb'22	Jun'24	Apr'25
Care Ratings*	B- (CWN)	B+ (Outlook Stable)	BB+ (Outlook Stable)	BBB- (Outlook Stable)
Rating movement	-2N	+2N	+3N	+1N
ICRA**	-	-	-	BBB- (Outlook Stable)

Note: *Rating of Long Term Bank Facilities **Rating of Long Term Loan

Healthy margins and improved credit rating

Glossary

Term	Description
MHz	Mega Hertz
OFC	Optical Fibre Cable
IRU	Indefeasible Right to Use
ARPU	Average Revenue Per User Per Month
NPV	Net Present Value
AGR	Adjusted Gross Revenue
GDP	Gross Domestic Product
MIMO	Multiple-Input Multiple-Output
DSR	Dynamic Spectrum Sharing
RAN	Radio Access Network
SME/SMB	Small & Medium Enterprises/Business
SOHO	Small office-Home office
IOT	Internet of Things
GTM	Go To Market
SIP	Session Initiation Protocol
SD-WAN	Software-defined Wide Area Network
IaaS	Infrastructure as a Service
SaaS	Software as a Service
COE	Centre of Excellence
ULD	Unlimited Data Plans
B2B	Business-to-business
OTT	Over the top

Term	Description
TDD	Time Division Duplex
MW	Microwave
oRAN	Open Radio Access Network
vRAN	Virtual Radio Access Network
NSA	Non-Standalone
M2M	Machine to Machine
VOLTE	Voice over LTE / Voice over Long Term Evolution
NBFC	Non Banking Financial Corporation
KPI	Key Performance Indicators
CPaaS	Communications Platform-as-a-Service
CCaaS	Contact Center as a Service
R&D	Research and Development
EBITDA	Earnings Before Interest, Tax, Depreciation & Amortization
2G	Second generation mobile telecommunication technology
4G	Fourth generation mobile telecommunication technology
5G	Fifth generation mobile telecommunication technology
GHz	Giga Hertz
TRAI	Telecom Regulatory Authority of India, constituted under the Telecom Regulatory Authority of India Act, 1997
KYC	Know Your Customer
POP	Point of presence
RBM	Rich Business Messaging

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