

## Growth for mobile operator

African mobile operator Vodacom Group is reporting a growth in revenue and total group customers across its networks operating in South Africa, Tanzania, the Democratic Republic of the Congo, Lesotho and Mozambique.

As at 31 December 2007, Vodacom Group recorded 33.0 million customers across its networks operating in South Africa, Tanzania, the Democratic Republic of the Congo, Lesotho and Mozambique, reflecting a 4.7% increase in the three months since 30 September 2007.

The growth in the customer base is a result of high gross customer connections of 4.8 million for the quarter. The group's non-South African operations comprised 8.8 million customers, or 26.6% of the total customer base.

Year on year, revenue for the nine months ended 31 December 2007 increased by 17.3% to R35.7 billion, while total group customers increased by 17.1% since 31 December 2006.

### South Africa

SA increased its customer base by 4.1% since 30 September 2007 to 24.3 million customers. SA's customer base includes 3.4 million contract customers and 20.7 million prepaid customers, reflecting an increase of 0.7% and an increase of 4.7% since 30 September 2007, respectively.

Vodacom SA estimates that its market share was 55.6% at 31 December 2007.

Vodacom SA customers, year to date ARPU and churn as at 31 December 2007, compared to 30 September 2007, are as follows:

South Africa	30 September 2007	31 December 2007	% change
Customers (thousands)	23 297	24 255	4.1
Contract	3409	3 432	0.7
Prepaid	19 790	20 720	4.7
Community services	98	103	5.1
ARPU (ZAR)	119	123	3.4
Contract	487	485	(0.4)
Prepaid	59	62	5.1
Community services	711	707	(0.6)
Churn (%)	45.9	43.6	(2.3 pts)

Contract	8.3	8.1	(0.2 pts)
Prepaid	51.9	49.4	(2.5 pts)

## Non-South African operations

Vodacom's non-South African operations has increased its total customer base by 6.3% since 30 September 2007 to 8.8 million customers.

Satisfactory customer growth was achieved in all Vodacom's non-South African operations, most notably Lesotho with a 9.9% increase and Mozambique with an 11.9% increase in its customer base.

Vodacom's non-South African operations' customers, year to date ARPU and churn as at 31 December 2007, compared to 30 September 2007, are as follows:

Non-South African operations	30 September 2007	31 December 2007	% change
Vodacom Tanzania			
Customers (thousands)	3678	3945	7.3
Contract	13	15	15.4
Prepaid	3654	3921	7.3
Public phones	11	9	(18.2)
ARPU (ZAR)	48	50	4.2
Churn (%)	46.8	46.0	(0.8 pts)
Other African operations			
Vodacom Congo			
Customers (thousands)	3178	3269	2.9
Contract	20	21	5.0
Prepaid	3,102	3,183	2.6
Public phones	56	65	16.1
ARPU (ZAR)	64	59	(7.8)
Churn (%)	43.3	46.1	2.8 pts
Vodacom Lesotho			
Customers (thousands)	332	365	9.9
Contract	4	4	-
Prepaid	323	355	9.9
Public phones	5	6	20.0
ARPU (ZAR)	72	74	2.8
Churn (%)	17.9	18.1	0.2 pts
Vodacom Mozambique			
Customers (thousands)	1079	1207	11.9
Contract	18	22	22.2
Prepaid	1,060	1,174	10.8
Public phones	1	11	>200
ARPU (ZAR)	27	27	-
Churn (%)	57.3	59.6	2.3 pts