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Vodafone Ukraine announces Q2 2021 performance results **Vodafone demonstrates its growth in financial performance, IoT connections and roaming revenues**

Vodafone Ukraine Group of Companies improved its key financial indicators in the second quarter of 2021. The Group's revenue in April-June 2021 amounted to 4.9 billion UAH. Vodafone Ukraine achieved two-digit revenue growth, having increased its revenue by 19% YoY.

The other Group's financial indicators also show the steady growth in Q2 2021 compared to the same period in the prior year. OIBDA increased by 31% to 2.8 billion UAH. The OIBDA margin increased by 5.3 p.p. to 57.9%. The net profit increased by 20% and amounted to 1.2 billion UAH.

The main growth factor was the increase in the consumption in voice&data tariffs. The gradual recovery of roaming revenue also contributed to the revenue growth. In the second quarter of 2021, the roaming revenue increased by 22%, and the consumption growth was 57% compared to the third quarter of the prior year as it is typically the busiest period. The roaming data consumption in April-June 2021 has already exceeded the volume of the same period in 2019. The emerging trend holds out the prospect that the roaming revenues will also return to the previous, pre-COVID level next year.

Vodafone marks an increase in demand for the Internet of Things (IoT) services. Thus, the number of IoT users increased by 30% over the year. The most popular IoT application areas today are security, finance and retail, utilities, automotive and tracking.

The recovery in the mobile retail segment is also worth noting: according to the 2Q2021 results, Vodafone increased its profitability and revenue from sales of goods in its own retail network.

Vodafone Ukraine's capital investments in the 2nd quarter of 2021 amounted to 584 mln UAH, most of them – in the development of high-speed Internet infrastructure. The Company's total investments in the construction of high-speed mobile Internet networks totalled 30.3 billion UAH.

The focus on the 4G network development and an increase in the number of data users aroused an increase in the consumption of data services and, accordingly, ARPU by 21% compared to the same period last year, the indicator was 83.1 UAH in the second quarter of 2021.

Vodafone customer base remains stable in the second quarter of 2021, at the level of 18.9 million. At the same time, there is growth in the segment of contract and corporate gross-adds, in particular due to the increase in the number of new connections in the IoT segment.

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About Vodafone

Vodafone is one of the world's largest telecommunications companies, providing a wide range of services including mobile voice, data transfer, messaging, fixed broadband and cable television. The Company operates



across 21 countries and partners with mobile networks in 49 countries. As of 30 June 2021, Vodafone provides services to over 300m mobile customers and 23m fixed broadband customers, and connects more than 123m IoT devices. For more information, please visit www.vodafone.com.

Vodafone Ukraine is a leading telecommunications company that provides high-speed 3G and 4G Internet services. The Vodafone's investments during the active construction of high-speed Internet networks in 2015 – Q2 2021 totalled 30.3 billion UAH. The record investments have ensured the technological leadership and the development of new technological services – Internet of Things (IoT), technologies and solutions for Smart City, big data analytics, fintech services, cloud services. Vodafone has 19m customers in Ukraine. Since December 2019, Vodafone Ukraine is part of NEQSOL Holding.

About NEQSOL Holding

NEQSOL Holding is a diversified group of companies operating across industries and countries. The main business areas cover oil and gas, telecommunications, hi-tech, and construction industries.

The group of companies operates in the UK, the USA, Turkey, Azerbaijan, Ukraine, Georgia, Kazakhstan, the UAE, and more.

Along with its plans for further business development in Ukraine, the Holding opened its representation office in Ukraine at the end of 2020.