Connecting for a better future

Presented by
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Vodafone is one of the world’s largest telecoms operators

534.5m Mobile customers
20m Fixed Customers
74m IoT connections

25/18 Countries with Mobile/Fixed operations
45 Partner Markets
100 countries connected by our submarine cables
How technology is disrupting the world we live in
Smartphones based internet – fastest general purpose technology ever, soon broadest?

Nearly all workers (and soon all adults) are connected… …driving value creation

The rise of smartphones and connectivity has created a thriving network of nearly 4 billion connected people.

By 2020 88% of working age people will be connected, matching literacy rates (12 years since iPhone 3G v. 580 years after Gutenberg press).
Five key building blocks of a modern digital business – a general purpose technology (GPT)

- **Smartphones**
  Means to empower connection and communication

- **Cloud**
  (Modular) Flexible, scalable, combinable; device agnostic compute and storage

- **Internet of Things**
  Monitor, sense, and control; bridging the physical and digital world

- **AI (broadly)**
  Automating routine tasks, even tasks that involve empathy and ambiguity

- **Robotics**
  (Autonomous, Collaborative) Manipulating the physical world via robots that move amongst us

A new GPT emerges – more powerful than all previous ones
At 30 Eur and 7.2gflops, Safaricom’s entry smartphone has the computing power of an iPhone6 to supercomputer TMC CM-2*

*TMC CM2 – Thinking Machines super computer used by DARPA in 1990’s
Infographics by: https://pages.experts-exchange.com/processing-power-compared
Everything changes...but new opportunities abound

1. Empowered citizens
2. Transformed work
3. New business models
4. Accelerated innovation

Digital ubiquity
And we have just witnessed the same type of transformation happening

1/3 of new jobs created in the United States in the past 25 years were types that did not exist, or barely existed, in areas including IT development, hardware manufacturing, app creation, and IT systems management\(^1\)

In France, internet created 2.4 for every job destroyed in the past 15 years\(^1\)
How Vodafone is using tech to reduce inequality
A three prong approach to deliver on “connecting for a better future”

Commercial propositions
When income, gender or other adoption gaps generate business opportunities

Foundation propositions
When financial conditions, safety or other situations justify action

Our corporate life
Leading by example

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Vodafone has been successfully using technology as an enabler to leapfrog development and fight inequality.
Instant Classroom

The “school in a box”
25 tablets
1 laptop
Projector and speaker
Educational content for ages 7-20
3G modem + router
8+ hours of battery life
Instant Network Schools (INS) partnered with UNHCR

31 Instant Network Schools
7 refugee camps in Kenya, Tanzania, South Sudan and the Democratic Republic of Congo
66,800+ refugee students and 600 teachers
Target 3m refugees by 2020
Commercial
Connect 50m women by 2025

Results

13m
Women added in 2 years*

+6%
Ahead of target

9
Segmented Propositions launched

* To Q4 17/18
Commercial
Some Hero Propositions

Mum & Baby on Siyakha
1.2m

Vodafone Sakhi
4m in 1month

Alimony with Vodafone Cash
20k subs
Partner with Gov

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In Tanzania 872,000 women, girls and babies impacted

27% reduction of maternal death
M-Pesa provides financial freedom to millions of people

Launched in Kenya in 2007
Available in 8 countries

34.7m active customers
357,000 agents
9 billion transactions in FY'18
2% households lifted out of poverty (Kenya)
Mobile money unlocks access to products and services

- **2.2b$** savings
- **0.8b$** loans
- Access to Finance: Remittance, savings, loans
- Water & Sanitation
- Education: 1000 schools, 100k students
- Healthcare: 800k people
- Energy: M-Kopa Solar
- Disaster relief: ~850k HH
- Market information for Agriculture

- 500m HH
- 2.2b$ savings
- 0.8b$ loans
What will you be?
~300k supported

40% say most jobs will be replaced by machines within 50 years
56% say the hardest challenge for their generation is finding a well-paid, permanent job
67% say they haven’t had adequate careers advice
1 in 5 worry they lack the skills to get any job

The future is exciting.
Ready?