



MultiChoice Group

Fact Sheet 1H FY20 Results

The leading video entertainment platform in Africa



“ We are pleased with our performance and our ability to navigate a very challenging economic climate. The group’s cost saving objectives for FY20 remain on track with R700m in costs eliminated from the base during 1H FY20, mainly as a result of the continued shift in spend towards more cost-effective local content, innovation in customer care, contract renegotiations, hardware savings and the introduction of platform efficiencies. ”

Calvo Mawela, Group CEO



Driving subscriber growth



Delivering solid financials



Investing in local content



Optimising the cost base



Committed to B-BBEE

1H FY20 by numbers



Subscriber base

18.9m

(8.2m SA, 10.7m RoA)

↑ 7%



Revenue

R25.7bn

↑ 4%



Trading profit

R4.8bn

33% organic growth

↑ 22%



Core headline earnings

R1.9bn

37% growth on like-for-like basis

↑ 37%



Free cash flow

R2.4bn

↑ 32%



Cash

R6.9bn

After R1.5bn dividend payment of to PN shareholders

↑ 66%

Key strategic highlights



1.2 million
subscriber growth



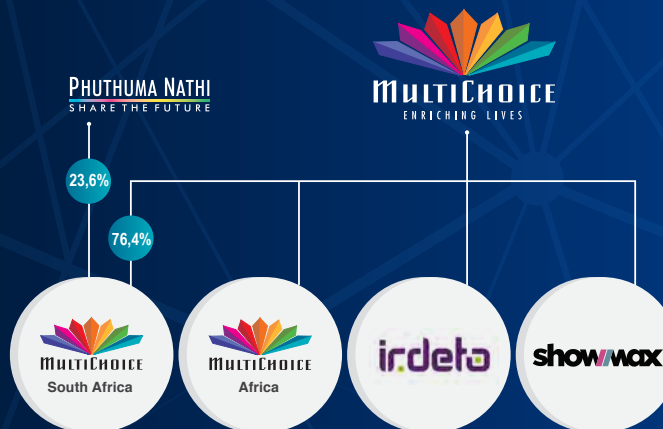
Reduced losses in Rest of Africa (RoA) by R0.7bn

> 54 000 hrs
local content library

Increased local content spend by 12% YoY

OTT user base
grew 48% YoY

Group structure



Outlook

Content	<ul style="list-style-type: none"> Leverage new local productions and global sport events to attract and retain customers Expand OTT offering
South Africa	<ul style="list-style-type: none"> Target mass market growth, premium segment retention and scale OTT user base Deliver stable profit margins and cash flows
RoA	<ul style="list-style-type: none"> Drive growth in mid and mass markets Drive scale, manage costs, return business to profitability in medium-term
Technology	<ul style="list-style-type: none"> Increase market share in media security segment Develop and grow connected industries business
Group	<ul style="list-style-type: none"> Navigate macro challenges to ensure top line growth and margin expansion Deliver on intention to pay R2.5bn FY20 dividend