



MultiChoice Group FY20 Annual Results

The leading video entertainment platform in Africa

“ We are pleased with our performance and the resilience we have demonstrated this year. Our healthy balance sheet positions us well to weather uncertainties in our markets going forward. We have honoured our commitment to shareholders by declaring a maiden dividend of R2.5bn, on top of some R1.7bn in share buy-backs executed during the year. ”



Calvo Mawela - Chief Executive Officer



Solid financial results



Maiden dividend of R2.5bn



Share buy-backs of R1.7bn

FY20 by the numbers (Percentages represent YoY growth)



Subscriber base

19.5m

90-day active

↑ 5%



Revenue

R51.4bn

↑ 3%



Trading profit

R8.0bn

R0.8bn loss reduction in RoA

↑ 14%



Core headline earnings

R2.5bn

57% on a normalized basis

↑ 38%



Free cash flow

R5.2bn

↑ 59%



Cash

R9.1bn

↑ 36%

Lead in content; differentiate in local and sport

3850
Hours of local content produced

0.9m

Net 90-day active subscriber additions

Drive growth and retention

Leverage scale and enhance ecosystem

Distribution agreements signed with two major SVOD providers



39%

YoY growth in active users

Accelerate OTT capabilities

Maintain operational excellence and cost reduction

R1.4bn
Cost savings

9
Tier-1 customer wins from competitors

Pursue global digital platform security leadership

We are well positioned for uncertain times ahead



Sought after product

as people spend more time at home



Scale and diversity

19.5m customers across 50 countries



Robust business model

low reliance on advertising revenue



Strong balance sheet

security to weather the macro storm



Accelerated cost savings programme