



# MultiChoice Group

## FY21 annual results

for the year ended March 2021



Launched new innovative products and services and invested in new business ventures



Delivered strong financial results and reduced RoA losses by 52%

### FY21 by the numbers (percentages represent YoY growth)

### Strong performance by Africa's leading video entertainment platform

“The COVID-19 pandemic taught us more about the art of the possible. Our teams rallied not only to keep the lights on, but to excel, drive innovation and delight our customers. We see great opportunity to keep enriching the lives of our customers by expanding our entertainment ecosystem with innovative offerings that will also enhance our revenue prospects.”

Calvo Mawela - Group Chief Executive Officer



Subscriber base  
**20.9m**

90-day active

↑ 7%



Revenue  
**R53.4bn**

↑ 4%



Trading profit  
**R10.3bn**

↑ 28%



Core headline earnings  
**R3.3bn**

↑ 32%



Free cash flow  
**R5.7bn**

↑ 10%



Dividend  
**R2.5bn**

565ZARc per share

~4% yield

Lead in content; differentiate in local and sport

**+19%**

YoY growth in hours of local content produced

**8**

major new products/services launched

**20%**

stake in BetKing (sports betting)

Leverage scale and enhance ecosystem

### WELL POSITIONED FOR THE FUTURE



Sought after product as people spend more time at home



Robust business model  
annuity income + low reliance on advertising<sup>(1)</sup>

Drive growth and retention

**+1.4m**

net 90-day active subscriber additions

GROWTH

**STRONG EXECUTION TO DATE**

OTT

**39%**

YoY growth in monthly active users

Accelerate OTT capabilities



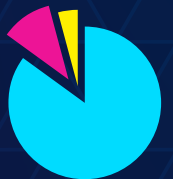
Scale and diversity  
large diverse customer base and footprint

**20.9m subscribers** **50 markets**

Advertising revenue **5%**

Other revenue **11%**

Subscription revenue **84%**



Strong growth prospects

**Addressable market of 56m**



Healthy balance sheet provides financial flexibility

**Cash position R8.5bn<sup>(1)</sup>**

**+ R4bn in undrawn facilities**

Pursue global digital platform security leadership

**6**

tier-one contract wins in media security

TECHNOLOGY

EFFICIENCY

**R1.5bn**

in cost savings

Operational excellence and cost reduction



Great content to keep customers entertained

**62 000 hours of local content in library**

<sup>(1)</sup>Financial information as at end FY21