



**Imtiaz Patel**  
(Chairperson)



**Calvo Mawela**  
(CEO)



**Tim Jacobs**  
(CFO)

MultiChoice is one of the fastest growing pay-TV broadcast providers globally, with a 30 year track record and entertaining around 14 million households in 50 countries in Africa across multiple platforms. It is our objective to deliver quality content anywhere, anytime, on any device through a comprehensive video entertainment offering for all income groups.

MultiChoice is expected to be listed on the JSE Limited on 27 February 2019 under the trading symbol "MCG". Another exciting element of this listing is that our highly successful and well-respected Broad-Based Black Economic Empowerment (B-BBEE) structures will be strengthened. The listing of MCG will create further value for Phuthuma Nathi shareholders as Phuthuma Nathi schemes will increase their collective interest in MCSA from 20% to 25%. This means that future dividend flows to Phuthuma Nathi shareholders will also increase to 25%.

"We believe that the listing of MultiChoice provides an excellent opportunity to invest in the leading provider of video entertainment on the African continent. MultiChoice Group brings an incomparable local and international content offering to around 14-million households and is one of the fastest growing pay-TV broadcast providers globally. With strong financials, the flexibility of a strong balance sheet and deep local knowledge, we hope to deliver excellent returns to shareholders, over time".

**Calvo Mawela**, Group Chief Executive Officer, MultiChoice Group Limited

### Key investment highlights

- Financially attractive, empowered, JSE listed entertainment company
- Established and experienced management team in place to continue following the unbundling
- One of the world's fastest-growing pay-TV and video entertainment operators, with unparalleled content offering
- Focused on customer service, investment, growth, technical innovation and local community empowerment on a pan-African scale
- Significant growth potential from subscriber growth and pay-TV penetration in Africa
- Attractive financial profile combining growth, rising profitability and strong cash-flow generation
- Lowly geared balance sheet with no financial debt upon unbundling provides strategic flexibility
- Driven by strong business intelligence and data insights
- It is the board's current intention not to pay a dividend for FY2019, but subject to the considerations set out in the MultiChoice Group pre-listing statement, declare a dividend of R2.5bn for FY2020.

### Well-positioned for the future

**As a pioneer in the African pay-TV ecosystem, we play an important role in making information and entertainment easily accessible to the people of Africa. Content is at the core of what we do. We utilise our pan-African scale to secure content rights across the continent in a cost-efficient way. This has resulted in our substantial portfolio including:**

- Multiple award winning **local content offering**, which is a strong differentiator from the competition and is cost efficient
- Our **leading sports offering** – we own major sports rights in both local and international markets with extensive production capabilities for local sports events
- Access to international content** from eight of the top ten US studios, including movie and kids content

**In addition we have:**

- Strong **partnerships** (with telcos, distributors, installers, etc.) and well-developed payment solutions, competitive pricing and a choice of viewership packages
- World-class technology and fully invested infrastructure** with numerous technology "firsts" where we introduce cutting-edge technology
- SVOD Strategy** in place to compete for changing consumer habits through our Over-the-Top (Connected Video). This future-proofs our business and captures new markets
- Irdeto's software security technology and cyber services** protect over five billion devices and applications for some of the world's best-known brands
- Delivered cost savings** of c.US\$100m in FY17 and c.US\$70m in FY18, and are targeting at least US\$70m in cost savings in FY19 through reducing costs and driving efficiencies.

### The market leader in Africa



**We're excited about Africa**

- We are well positioned for strong growth in the future and see the upside driven by:
  - Rising population and consumer spending rates in a continent with a population size almost three times the USA
  - Growth in middle-class households and the fastest growing urban population
  - Expected to have the world's largest workforce by 2040
  - Diverse income levels with a large and fast growing young mass market segment
  - Increasing access to electricity drives higher pay-TV penetration
  - Increasing broadband infrastructure and decreasing data costs seen as positive for the SVOD market
  - Consumer behaviour studies show that the African population watches more TV than the world average

MultiChoice has built extensive on-the-ground operations with local marketing, distribution, payment and technology infrastructure, partnering with local entities to enhance our capabilities and reduce complexities inherent in running a 50-country platform.

#### Growing subscriber base



#### Organic revenue over three years

