



# SKY TELEVISION

## INTERIM RESULTS

DECEMBER 2015



# TOTAL SUBSCRIBERS

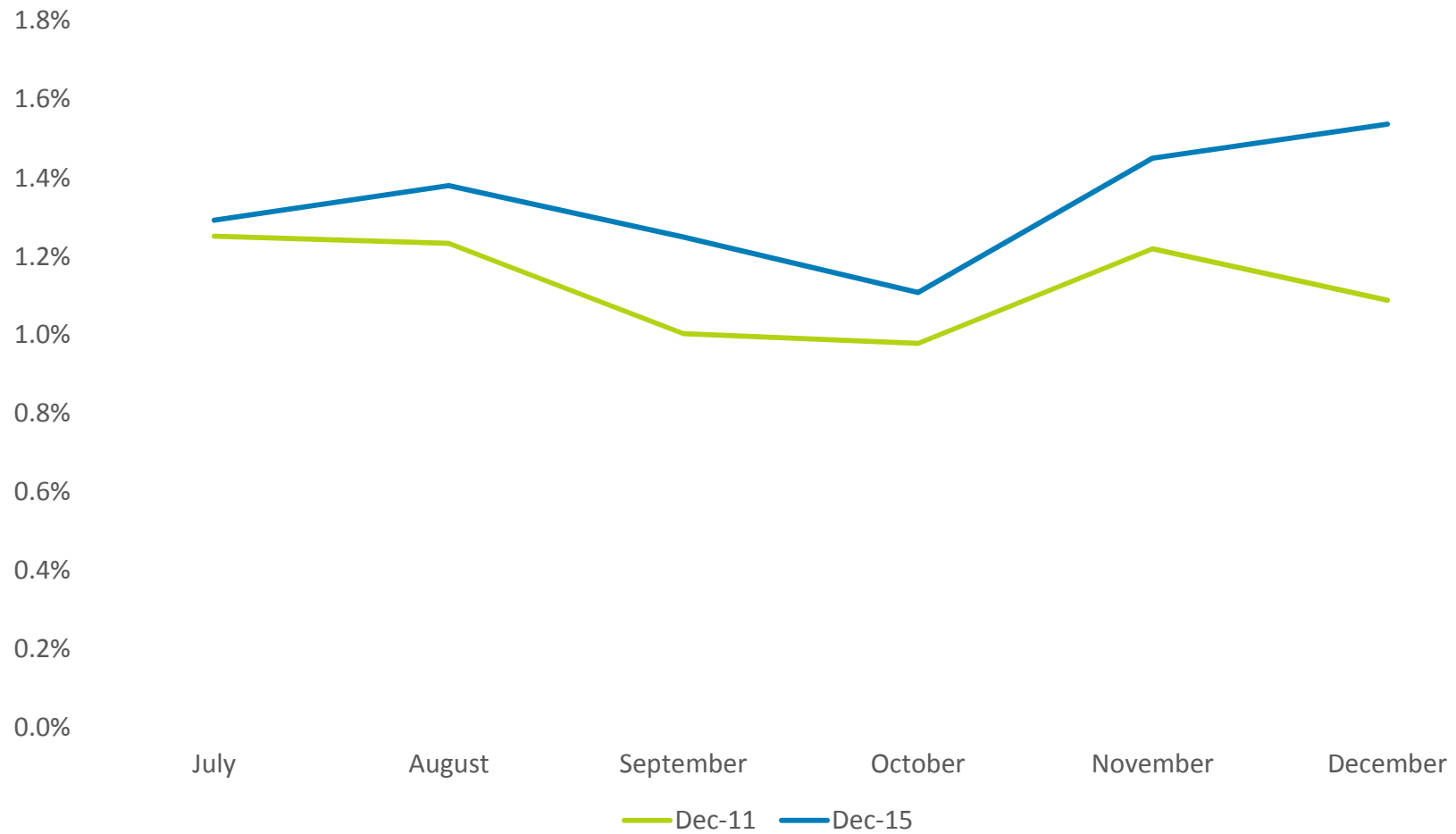


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**MOVIES**



# CHURN

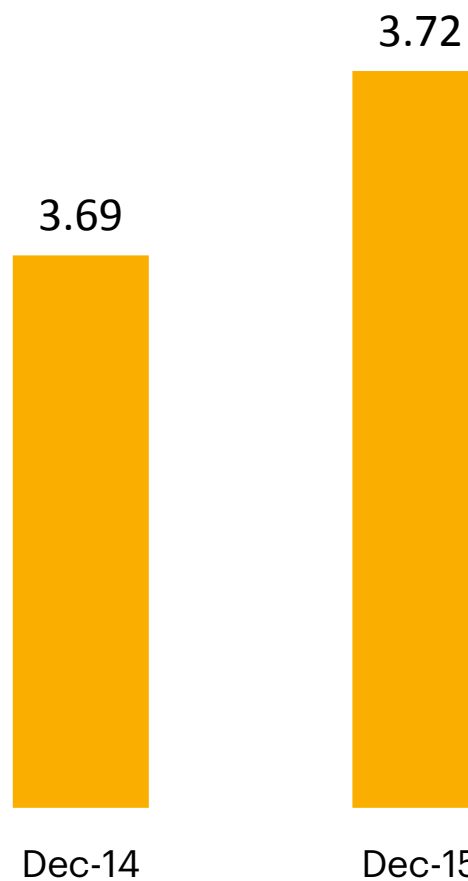




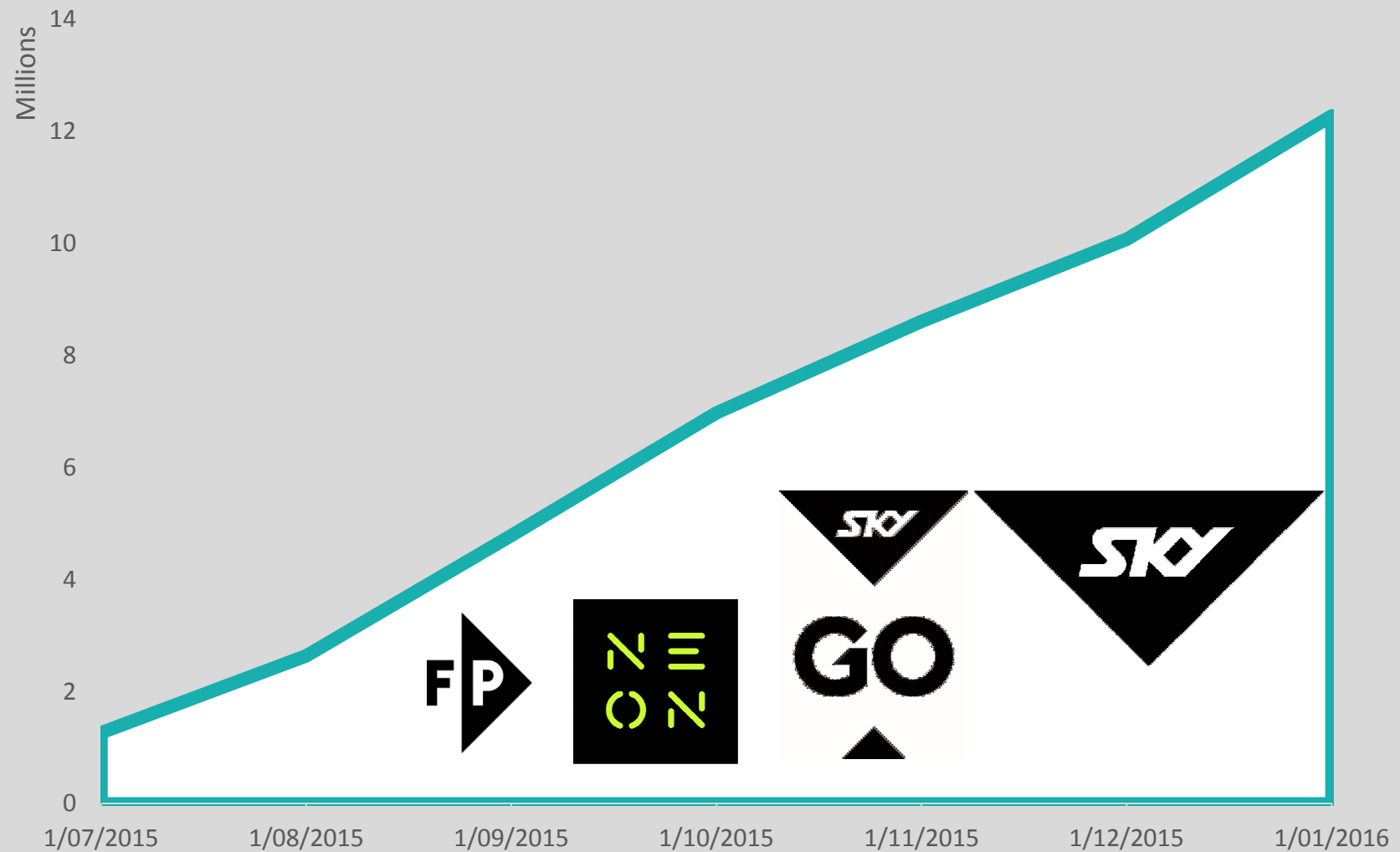
# SKY PREMIUM PRODUCTS PER SUBSCRIBER



Andrew Cornaga/www.photosport.nz



# SKY'S NEW WORLD OF DOWNLOADS

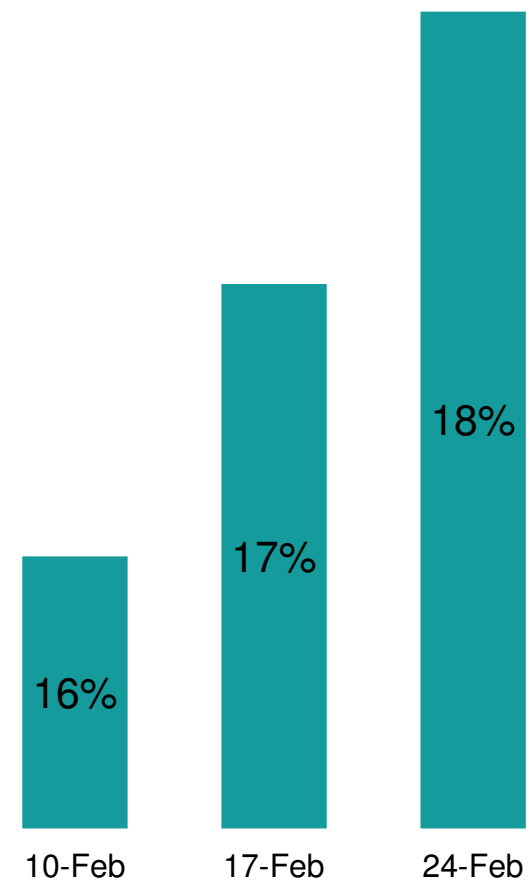


# CONNECTIVITY ON SKY BOXES



© Universal Pictures and Focus Features

**MOVIES**

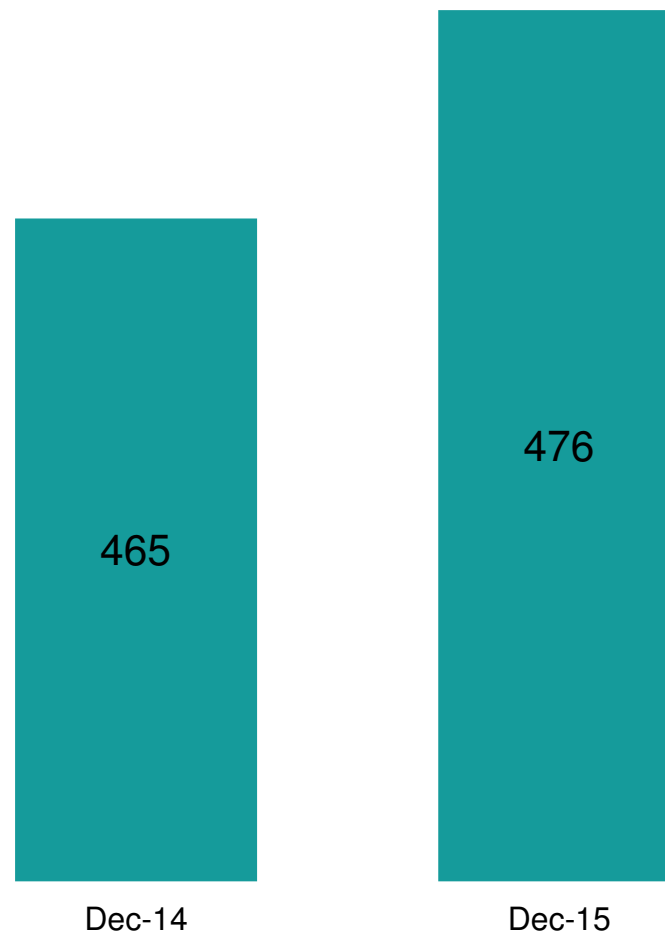




# REVENUE



Millions



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**Games of Thrones** **SoHo**

# TOTAL ARPU



John Davidson/www.photosport.nz



Dec 15 Includes IGLOO, NEON and FAN PASS, not included in previous periods



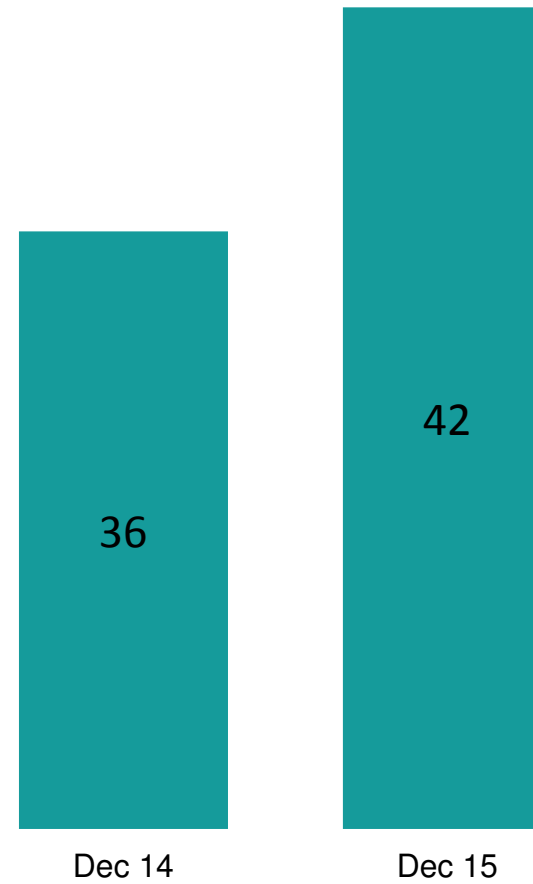
# ADVERTISING REVENUE



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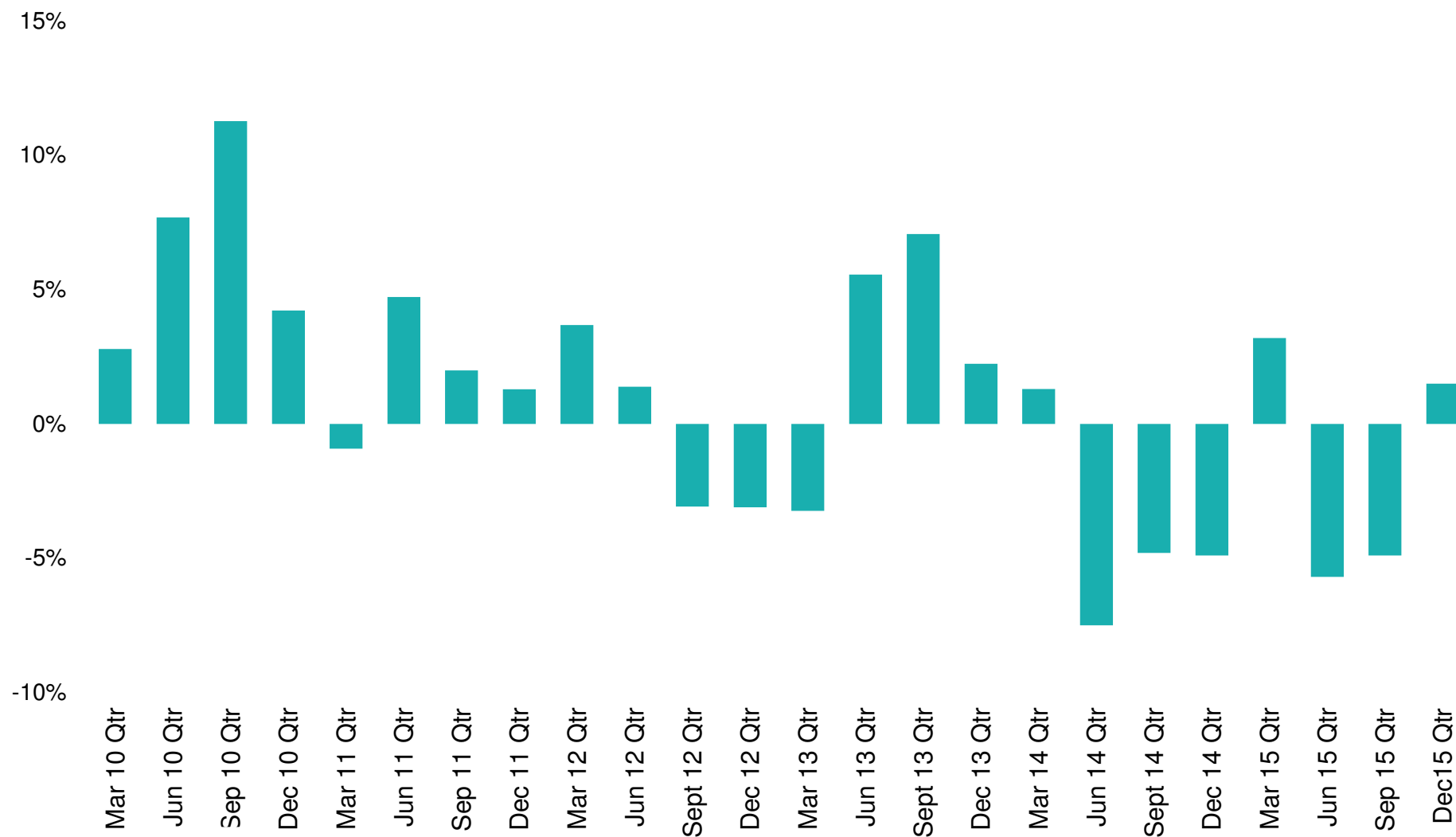
**ELEMENTARY** Sundays at 9.30pm on Prime

Millions



# TOTAL TELEVISION ADVERTISING REVENUE

(YOY QUARTERLY CHANGE)

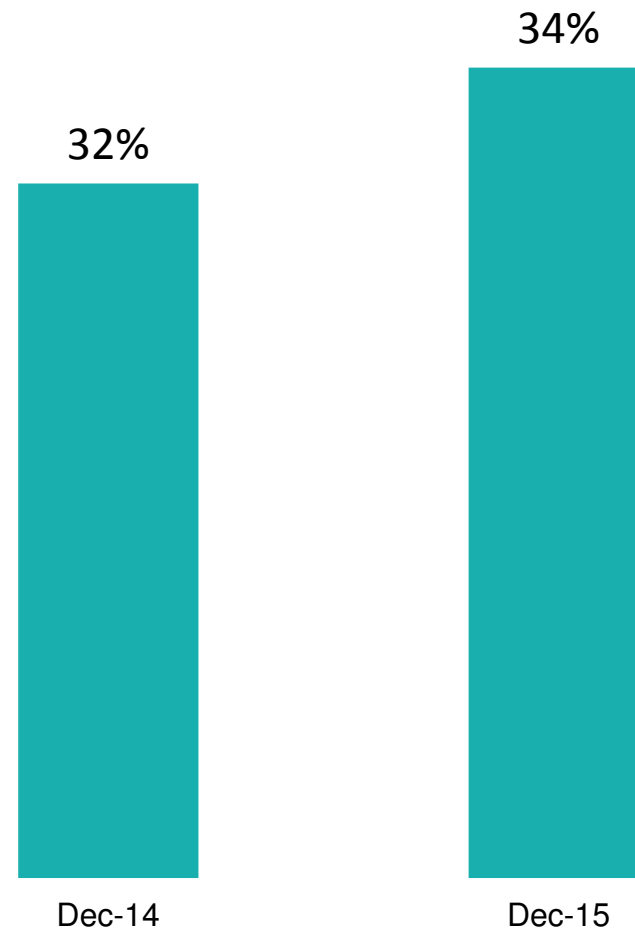


# PROGRAMMING COSTS % REVENUE



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Billions **SoHo**



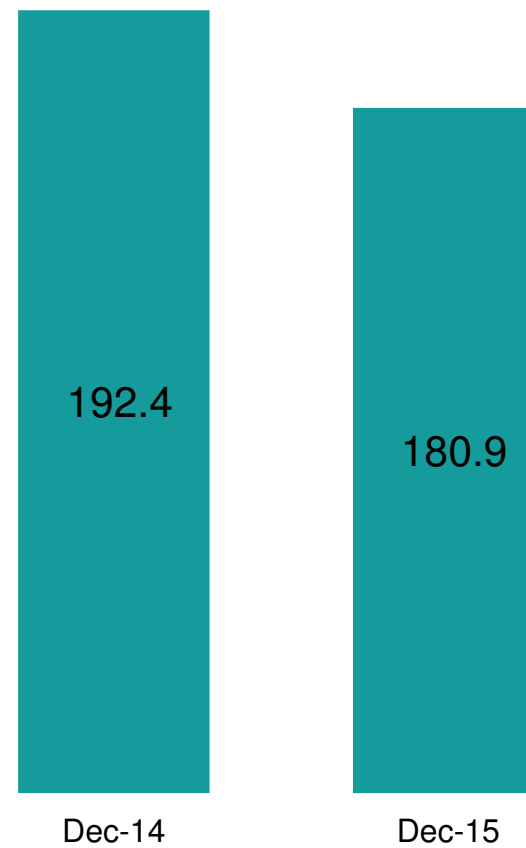


# EBITDA



Chris Symes/www.photosport.nz

Millions



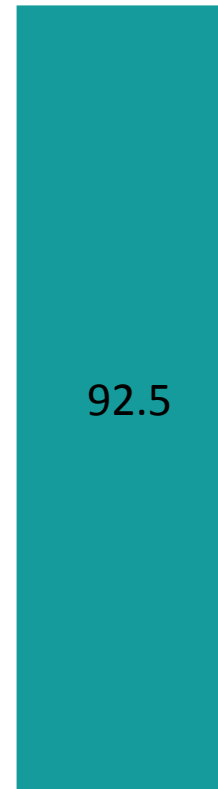
# NET PROFIT



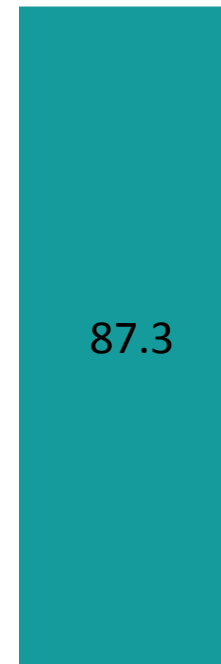
Keeping up with the Kardashians



Millions



Dec-14



Dec-15

The Sky logo, consisting of the word "sky" in a stylized, italicized font, is positioned on the left side of the slide. It is white and set against a black triangular background that points towards the center of the slide.

# FINANCIAL DETAIL





## INTERIM RESULTS SUMMARY

	2014	2015	% Change
Revenue	464.5	475.6	2.4%
Operating Expenses	272.1	294.7	8.5%
EBITDA	192.4	180.9	(6.0%)
Depn & Amort	54.1	49.2	(9.1%)
EBIT	138.3	131.7	(4.8%)
Interest	10.0	10.3	3.0%
Tax	35.8	34.0	(5.0%)
<b>NET PROFIT after TAX</b>	<b>92.5</b>	<b>87.3</b>	<b>(5.5%)</b>



## REVENUE ANALYSIS

	2014	2015	% Change
Residential Satellite subscriptions	380.9	383.5	0.7%
Other subscriptions	34.8	38.8	11.5%
Advertising	36.1	42.3	17.2%
Other Income	12.6	10.9	(13.5%)
<b>TOTAL REVENUE</b>	<b>464.5</b>	<b>475.5</b>	<b>2.4%</b>



## EXPENSE ANALYSIS

	2014	2015	% Change
Programming rights	147.7	162.9	10.3%
Subscriber management	52.5	53.4	1.7%
Broadcasting and infrastructure	44.9	47.8	6.5%
Depreciation and amortisation	54.1	49.2	(9.1%)
Other costs	27.1	30.6	12.9%
<b>TOTAL EXPENSE</b>	<b>326.3</b>	<b>343.9</b>	<b>5.4%</b>





## CAPITAL EXPENSE ANALYSIS

	2014	2015	% Change
Install	14.6	14.5	(0.7%)
Decoders	8.2	28.3	245.1%
Land and Building Improvements	6.3	0.3	(95.2%)
Broadcasting and Technology equipment	3.7	3.2	(13.5%)
Other	18.0	13.2	(26.7%)
<b>TOTAL CAPITAL EXPENSE</b>	<b>50.8</b>	<b>59.5</b>	<b>17.1%</b>



# OPERATING CASHFLOW

	2014	2015	% Change
Operating Cashflow	148.2	157.7	6.4%
Capex	(50.8)	(59.5)	17.1%
Net debt drawn/(repaid)	(8.0)	(10.0)	25.0%
Dividends	(65.5)	(65.7)	0.3%
Other	(2.2)	(3.9)	77.3%
<b>NET CASH MOVEMENT</b>	<b>21.7</b>	<b>18.5</b>	<b>(14.3%)</b>

# FUNDING PROFILE



	FACILITY	DRAWN	MARGIN	MATURITY
Bank Debt	\$250m	\$40m	145bp	Jul 2020
Bond - A	\$200m	\$200m	65bp	Oct 2016
Bond - B	\$100m	\$100m	Fixed rate at 6.25%	Mar 2021



# FOREIGN CURRENCY HEDGING

## For USD exposures

- ▶ 95% hedged for 6 months to 30 June 2016 @ 0.7536
- ▶ 79% hedged for June 2017 year @ 0.6907
- ▶ 39% hedged for June 2018 year @ 0.7060

## For AUD exposures

- ▶ 93% hedged for 6 months to 30 June 2016 @ 0.9369
- ▶ 80% hedged for 30 June 2017 @ 0.9256
- ▶ 0% hedged for 30 June 2018

Average \$US payment rate for Opex for the 6 months to December 15 @ 0.7607





# DIVIDEND

The Board has declared a fully imputed final dividend of 15.0 cps (\$58.4m) to be paid and a supplementary dividend of 2.6471 to be paid to non-residents.

Record date is 11 March 2016.

Payment date is 18 March 2016.

	2016	2015	2014	2013	2012	2011	2010	2009	2008
Interim	15.0	15.0	14.0	12.0	11.0	8.0	7.0	7.0	7.0
Final		15.0	15.0	12.0	11.0	10.5	7.0	7.0	7.0
Ordinary Total	15.0	30.0	29.0	24.0	22.0	18.5	14.0	14.0	14.0
Special		0	0	0	32.0	25.0	0	0	0
TOTAL	15.0	30.0	29.0	24.0	54.0	43.5	14.0	14.0	14.0