



REACHING EVERY KIWI

SKY NETWORK TELEVISION LIMITED
Annual General Meeting 2018





JOHN FELLET

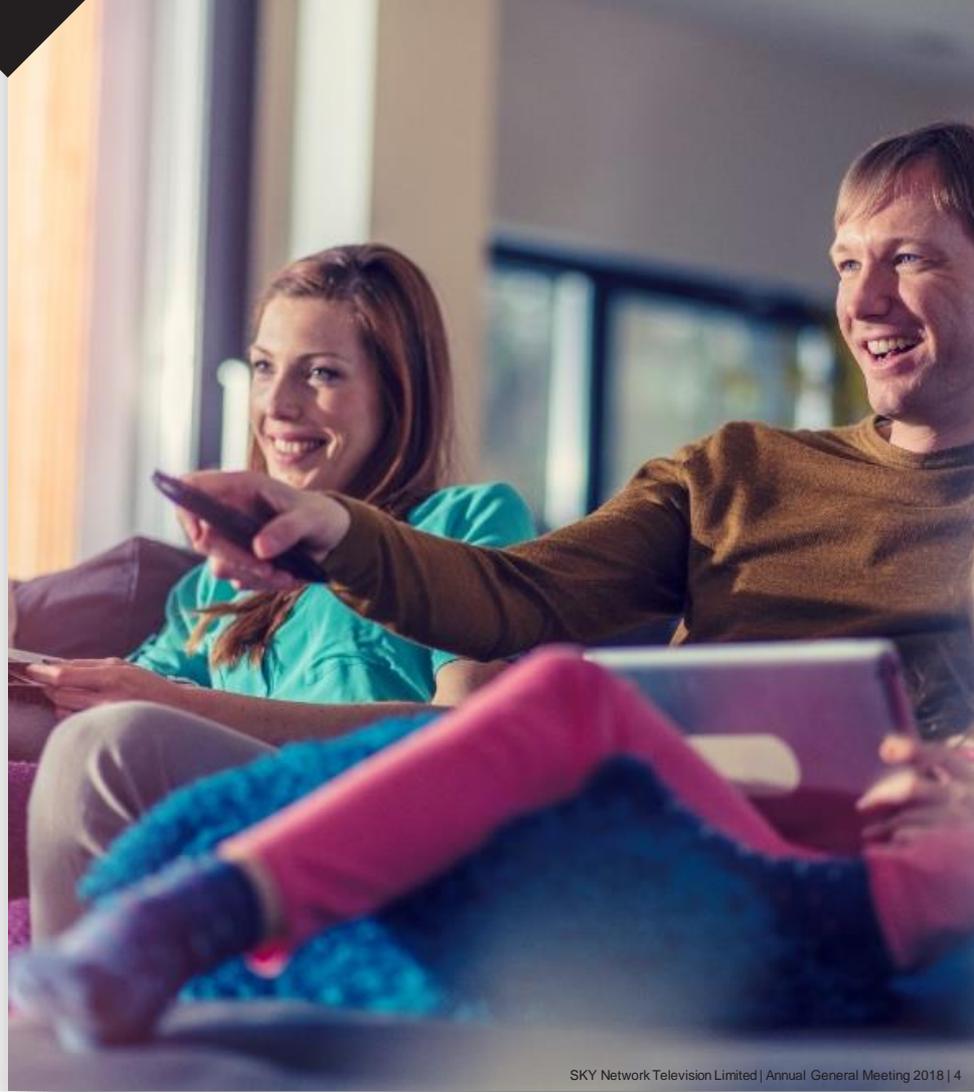
UNDERLYING NET PROFIT



Improvement came from removing costs from our traditional pay TV business whilst continuing to invest, build and absorb costs from our OTT offerings.

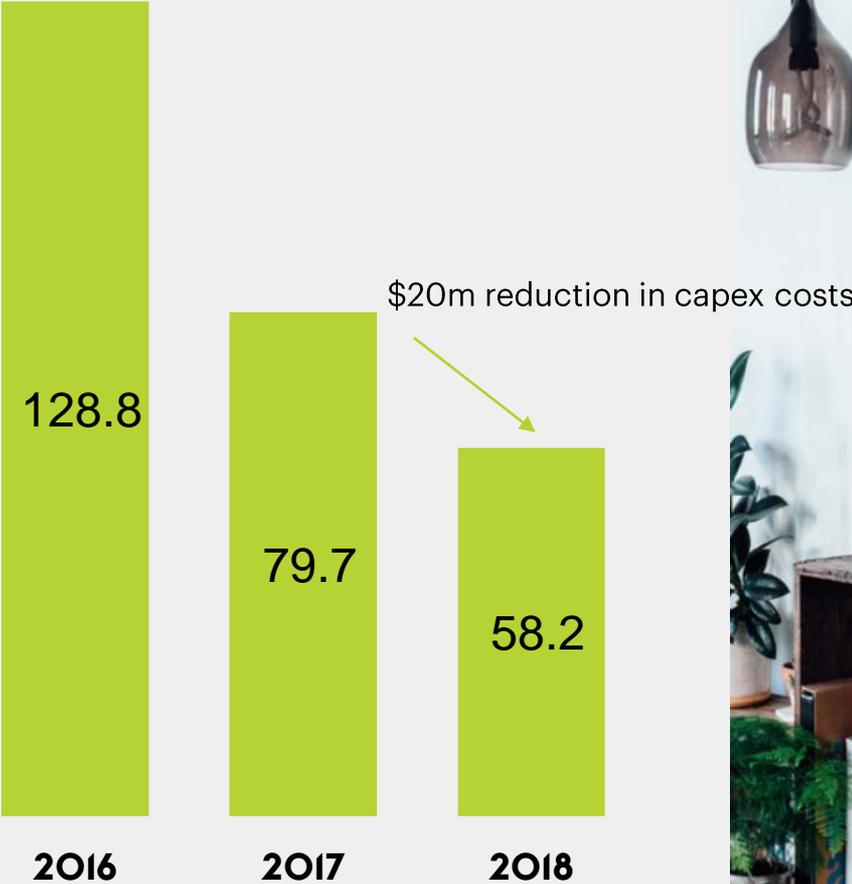
OPERATING COSTS

Millions



CAPITAL EXPENDITURE

Millions





BIG PACIFIC



PRE TAX CASHFLOW

Millions



sky sport



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GOODWILL IMPAIRMENT

	2017	2018
Revenue	893.5	839.7
Operating expenses	601.2	553.9
EBITDA	292.3	285.8
Depn & Amort	105.1	102.4
Interest	19.6	17.5
Tax	51.3	46.6
Underlying NET PROFIT after TAX	116.3	119.3
Impairment of Goodwill	0	360.0
NET PROFIT/(LOSS)	116.3	(240.7)

DIVIDEND

The Board has declared a fully imputed dividend of 15.0 cps (\$58.4m) for the full year ending June 2018

A supplementary dividend for the same period of 2.6470 has been paid to non-residents .

	2018	2017	2016	2015	2014	2013	2012	2011	2010
Interim	7.5	15.0	15.0	15.0	14.0	12.0	11.0	8.0	7.0
Final	7.5	12.5	15.0	15.0	15.0	12.0	11.0	10.5	7.0
Ordinary Total	15.0	27.5	30.0	30.0	29.0	24.0	22.0	18.5	14.0
Special							32.0	25.0	
TOTAL	15.0	27.5	30.0	30.0	29.0	24.0	54.0	43.5	14.0



THE BROKENWOOD MYSTERIES

767,727

CUSTOMERS – JUNE 2018

Internet or no internet,
we have New Zealand
covered



100% NZ Reach



CHURN OF SATELLITE SKY



15.9%

2017

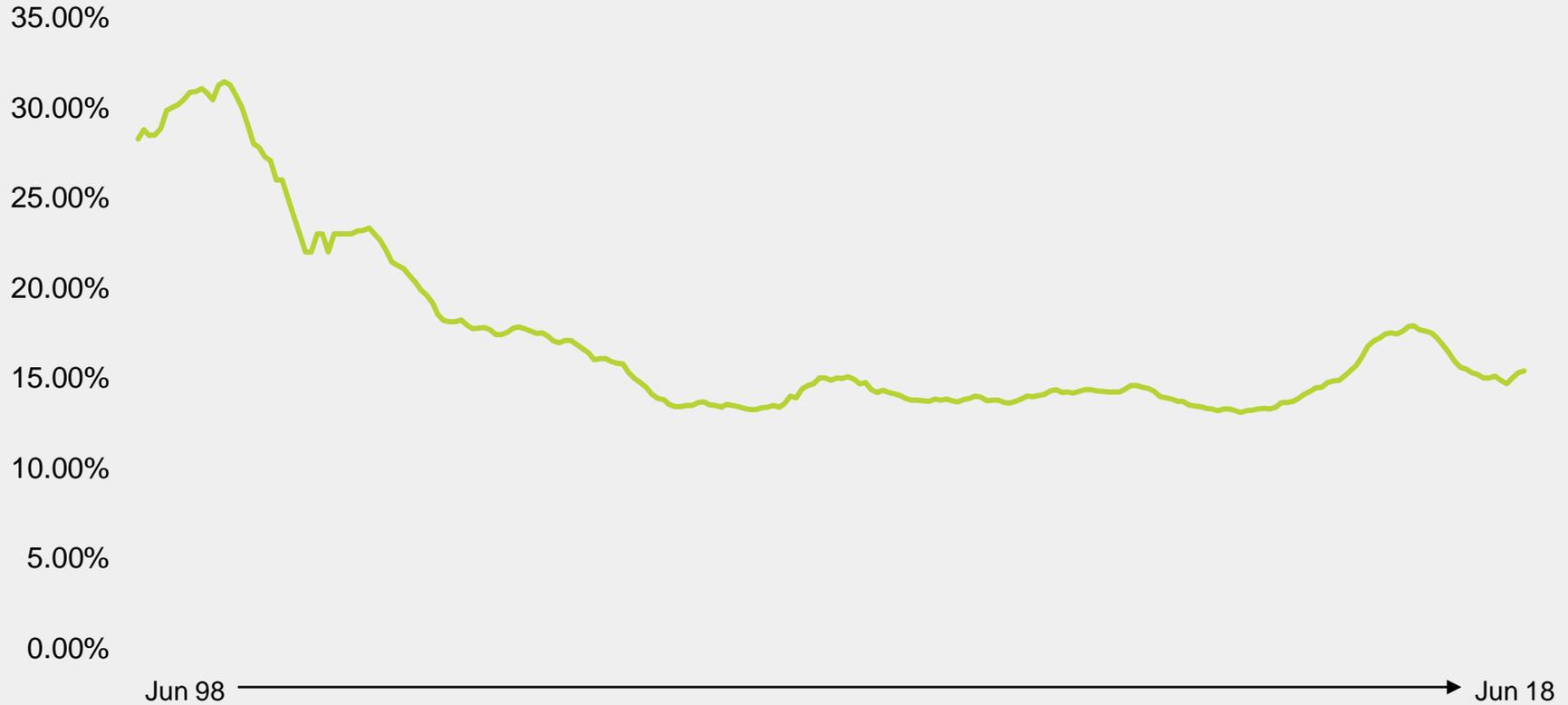


15.4%

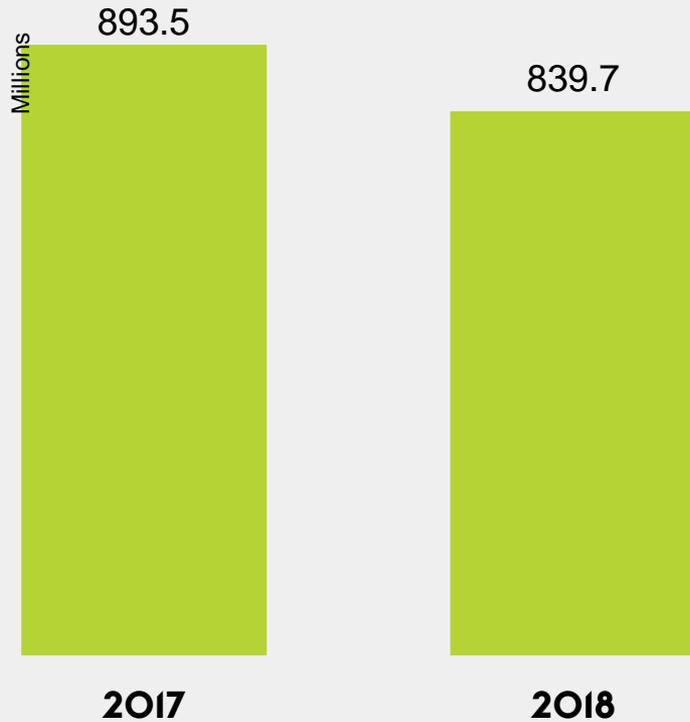
2018



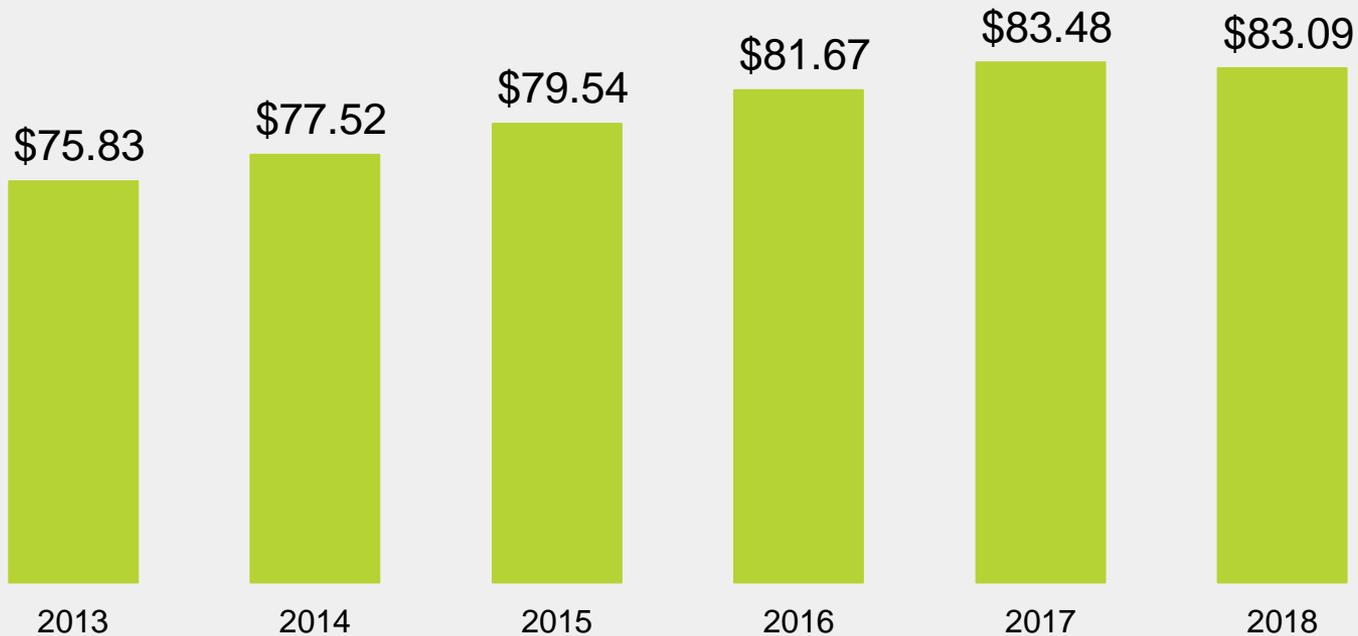
MOVING ANNUAL CHURN



REVENUE

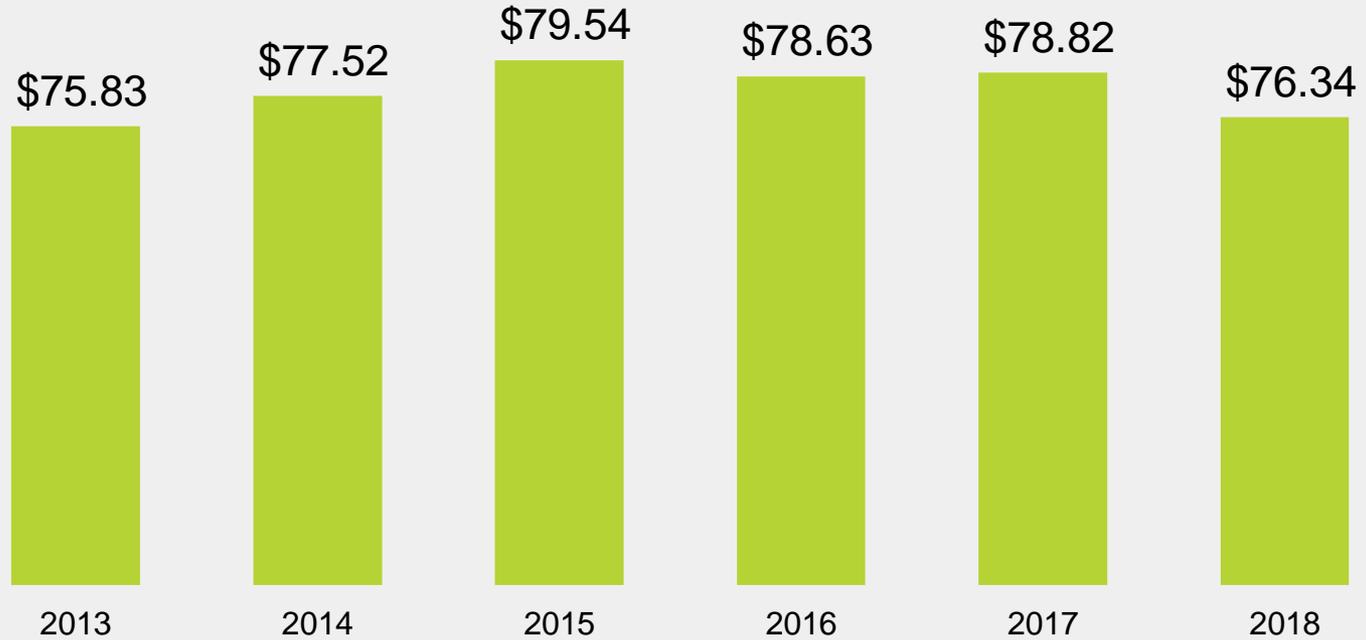


ARPU FROM SKY TRADITIONAL SUBSCRIBERS



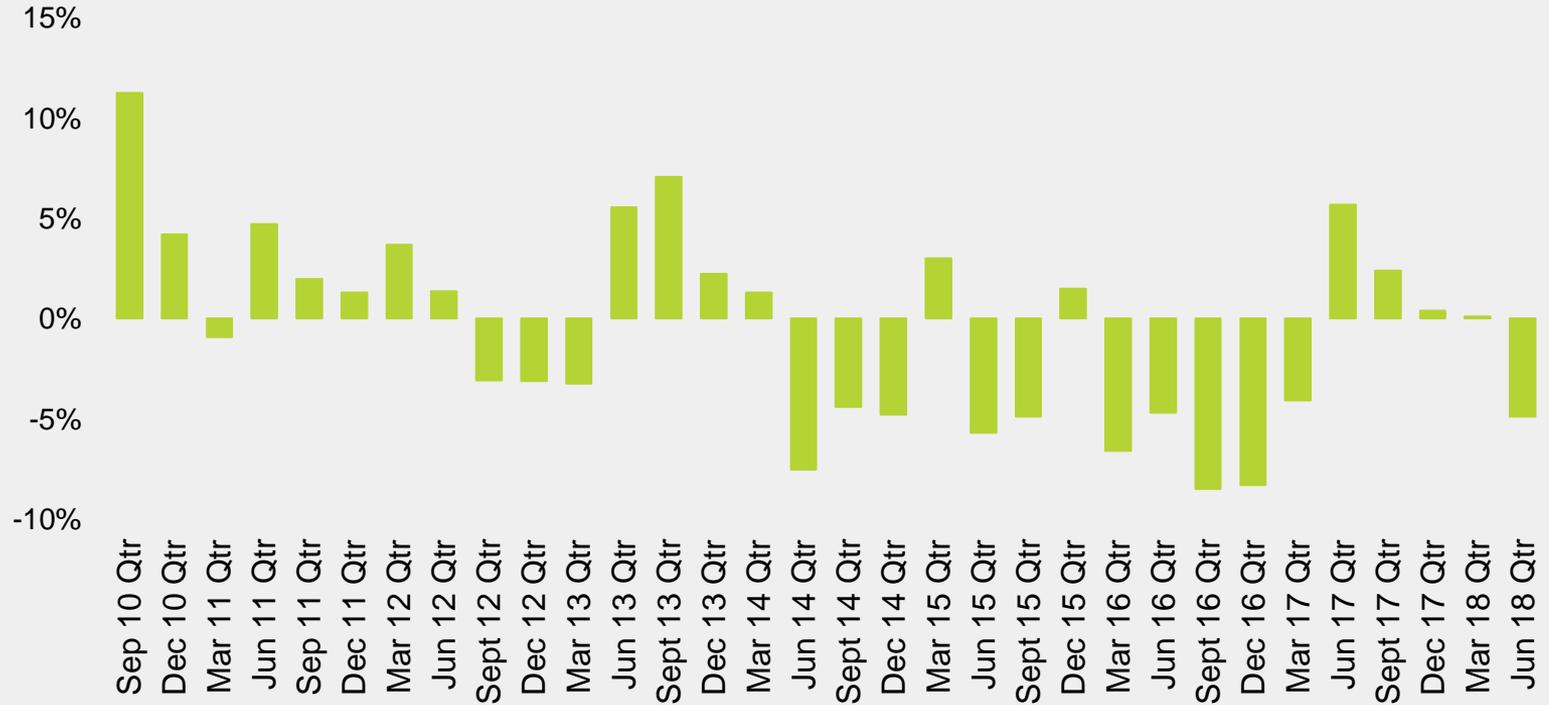


TOTAL ARPU

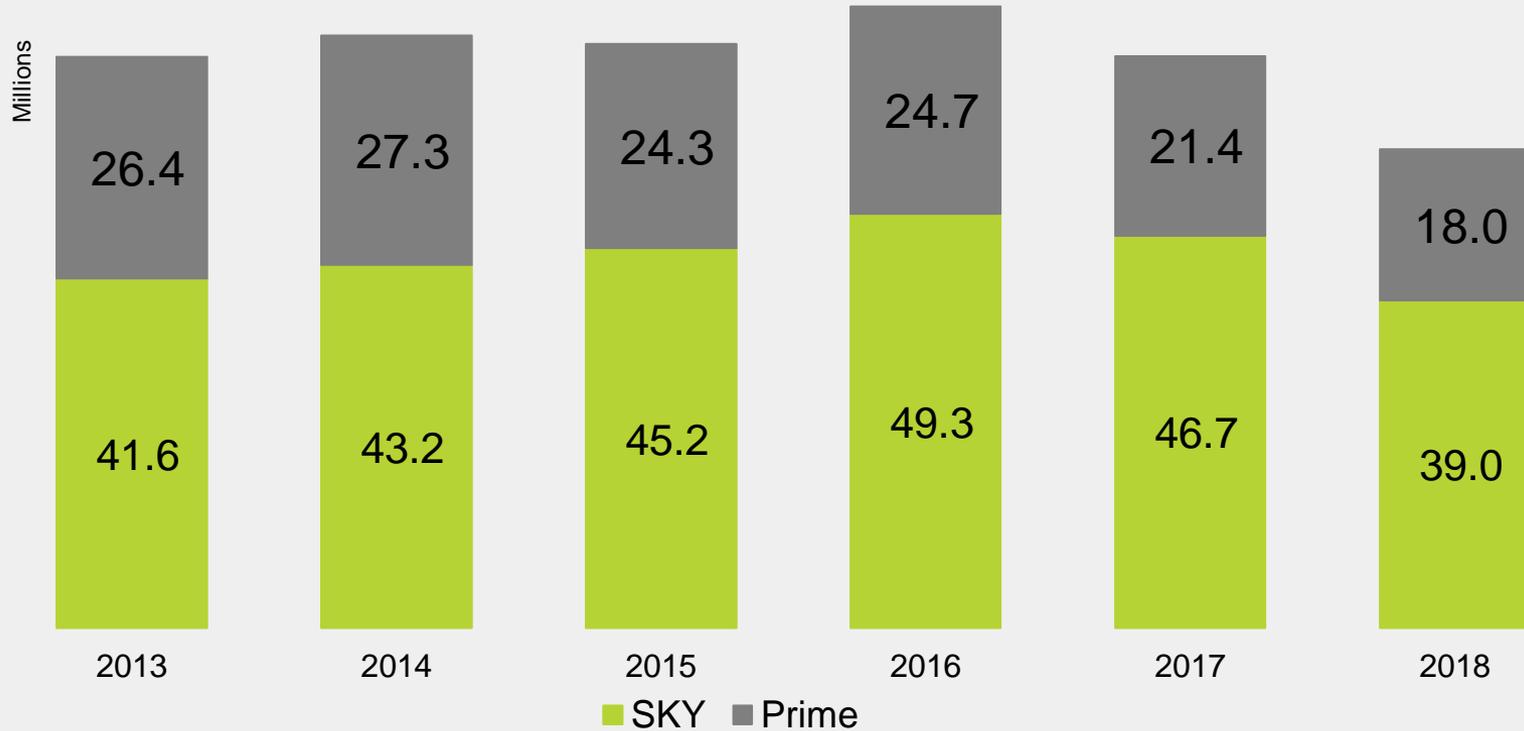


TOTAL TELEVISION ADVERTISING REVENUE

(YOY Quarterly change)

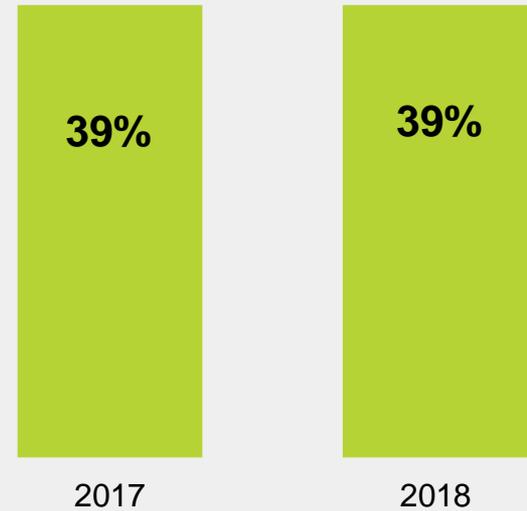


ADVERTISING REVENUE





PROGRAMMING COSTS % REVENUE





RUGBY



CRICKET



TENNIS



GOLF



FOOTBALL



LEAGUE



NETBALL

SKYSPORT

**A WORLD CLASS
SPORTS OFFERING**

**VIEWERSHIP ON SKY NZ
2017/18**



0.24%



0.01%



0.37%



UNCHARTED

With Sam Neill

NZ On Air
Television To Motu

Prime

SKY



OUR STRATEGY

**WORLD CLASS CONTENT THAT
MATTERS**

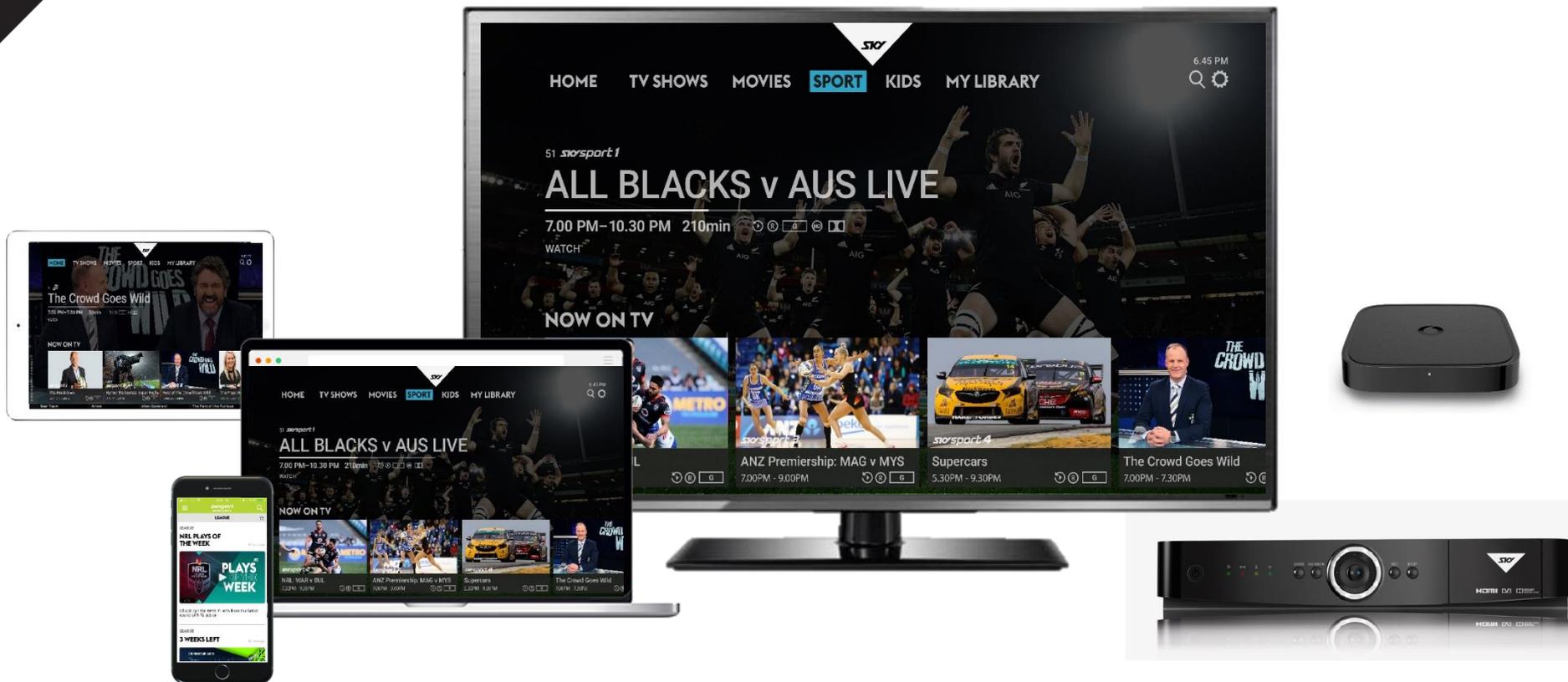
**UNDERSTANDING OUR
CUSTOMERS AND DELIVERING
GREAT EXPERIENCES**

**MULTIPLE PROPOSITIONS AND
PRICES**

SKY

WATCH IT YOUR WAY

UNDERSTANDING
OUR CUSTOMERS
AND DELIVERING
GREAT EXPERIENCES



**WORLD CLASS CONTENT THAT
MATTERS**

**UNDERSTANDING OUR
CUSTOMERS AND DELIVERING
GREAT EXPERIENCES**

**MULTIPLE PROPOSITIONS AND
PRICES**



OUR STRATEGY

**STABILISE CORE
EARNINGS**

**ADD PROFITABLE
INCREMENTAL
CUSTOMERS**

**TRANSITION TO
VOD CENTRIC
WORLD**



NEAR



WIDE

**SPORT KIWIS
LOVE
&
ACCESS TO THE
BEST
ENTERTAINMENT
CONTENT**



**INCREASE
IN DRAMA**



SoHo2



SKY

BLACK FERNS

NOVEMBER 2018
TOUR



Chicago, USA

Tripleheader at Soldier Field
4th November 2018

Toulon, France

Stade Felix Mayol
9th November 2018

Grenoble, France

Stade des Alpes
17th November 2018

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sky sport

SKY

MAORI ALL BLACKS

NOVEMBER 2018
TOUR

Chicago, USA

Tripleheader at Soldier Field
4th November 2018

Brazil, South America

11th November 2018

Chile, South America

18th November 2018



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sky sport

SKY

ALL BLACKS

“END OF YEAR 2018
TOUR”

Tokyo, Japan

Ajinomoto Stadium
3rd November 2018

Twickenham, London

Twickenham Stadium
10th November 2018

Dublin, Ireland

Aviva Stadium
17th November 2018

Rome, Italy

Olimpico Stadio
24th November 2018



© Photosport.nz

sky sport

A dramatic photograph of a cave entrance. The interior of the cave is dark and shadowed, with a vertical line of light or a rope visible. The opening of the cave reveals a bright, sunlit landscape with a mountain range in the background and a body of water in the foreground. The overall mood is mysterious and adventurous.

BENEATH NEW ZEALAND



#SKYCREW

OUR STAFF HAVE PRODUCED OVER **400**
LOCAL BROADCASTS IN THE PAST YEAR

15 SEPTEMBER 2018 - WAS OUR BUSIEST DAY
295 CREW WORKING
6 LIVE EVENTS = **20** HOURS LIVE TV
ALL LOCAL SPORT
ALL ON SKY IN ONE DAY



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