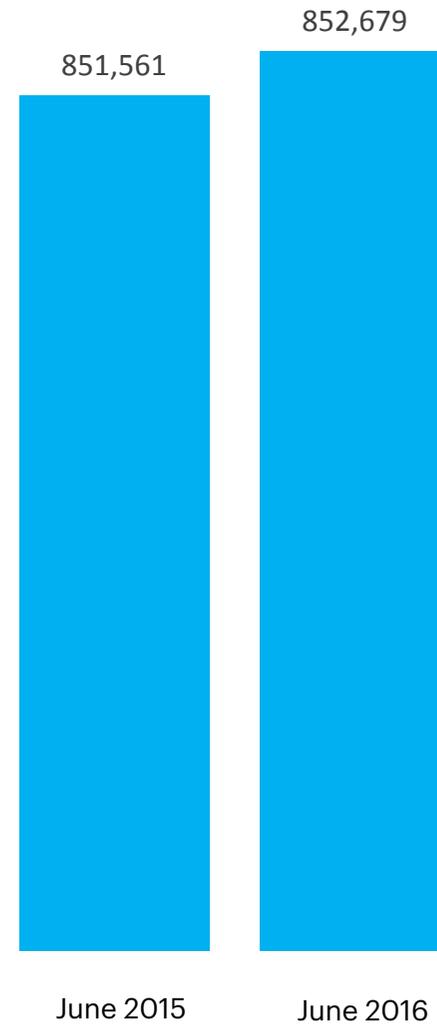




SKY ANNUAL RESULTS 2016

TOTAL SUBSCRIBERS



John Davidson/www.photosport.nz

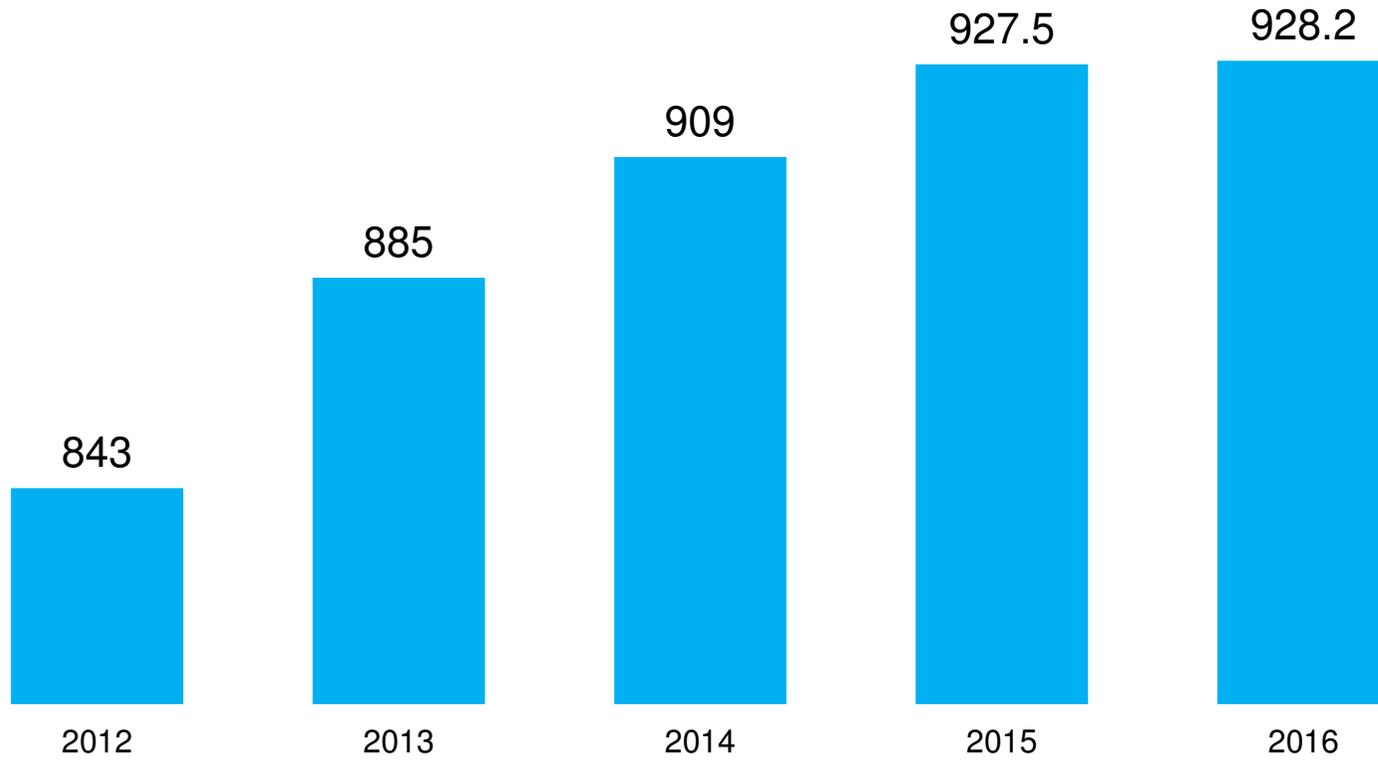
© SKY 2016 Annual Results 2016

SIVLER FERNS

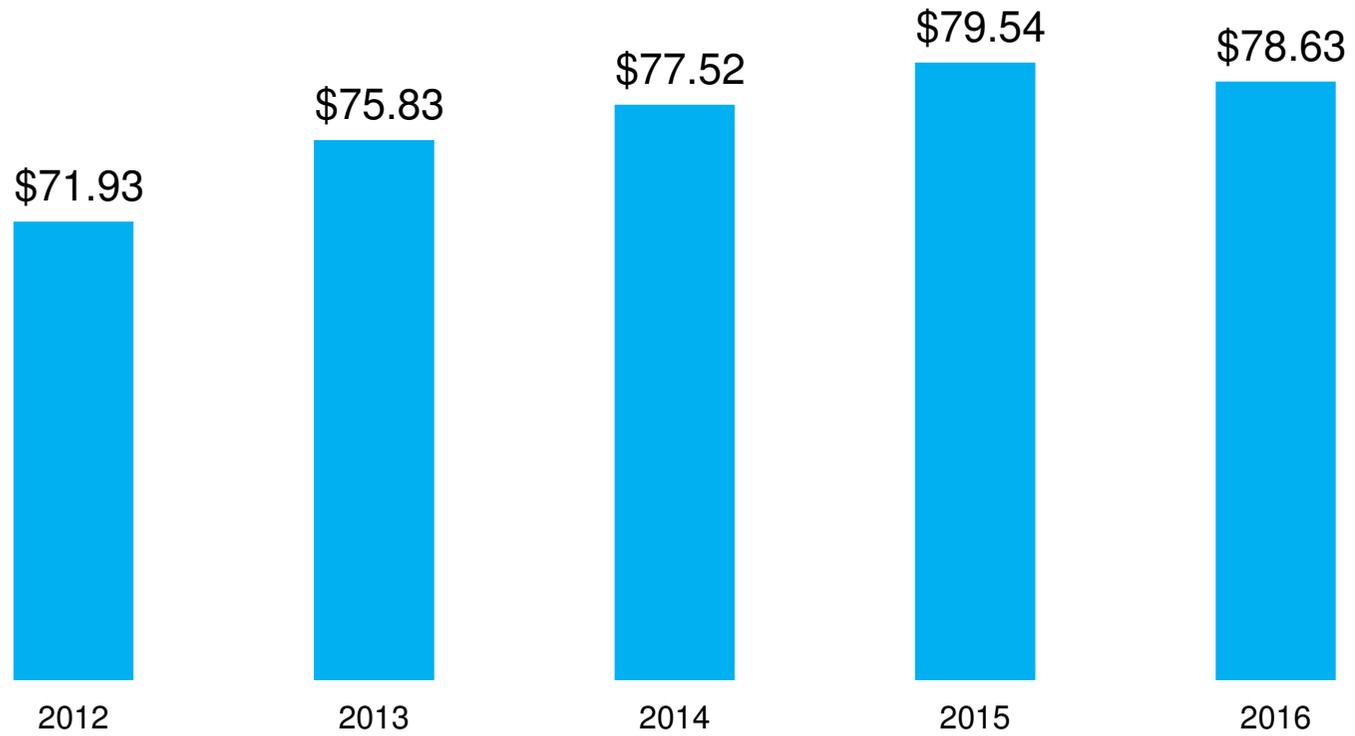


REVENUE

Millions

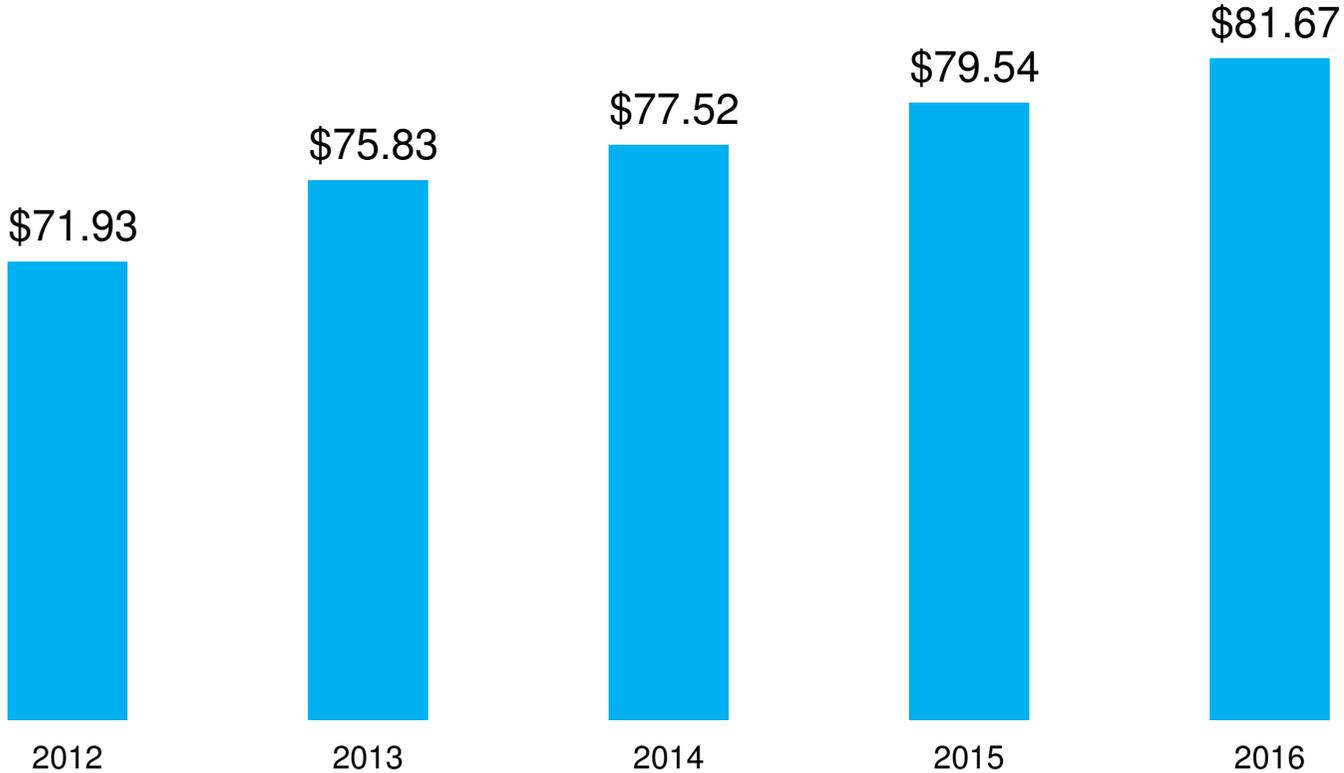


TOTAL ARPU



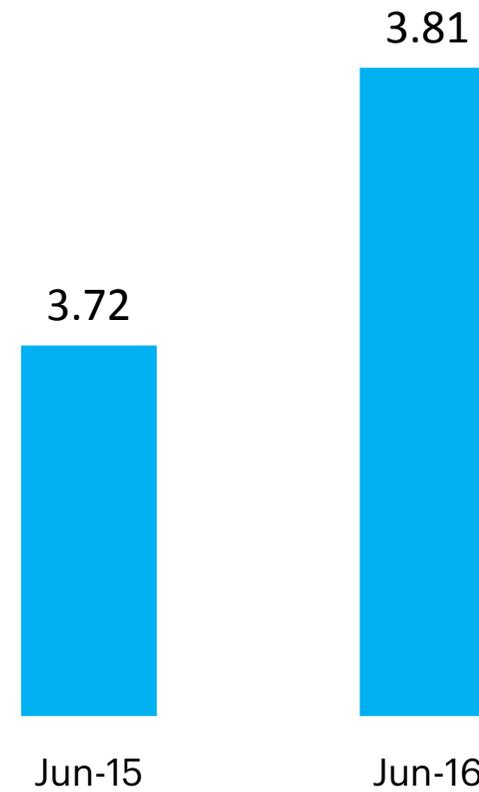
2016 Includes IGLOO, NEON and FAN PASS not included in previous periods

ARPU FROM SKY TRADITIONAL SUBSCRIBERS



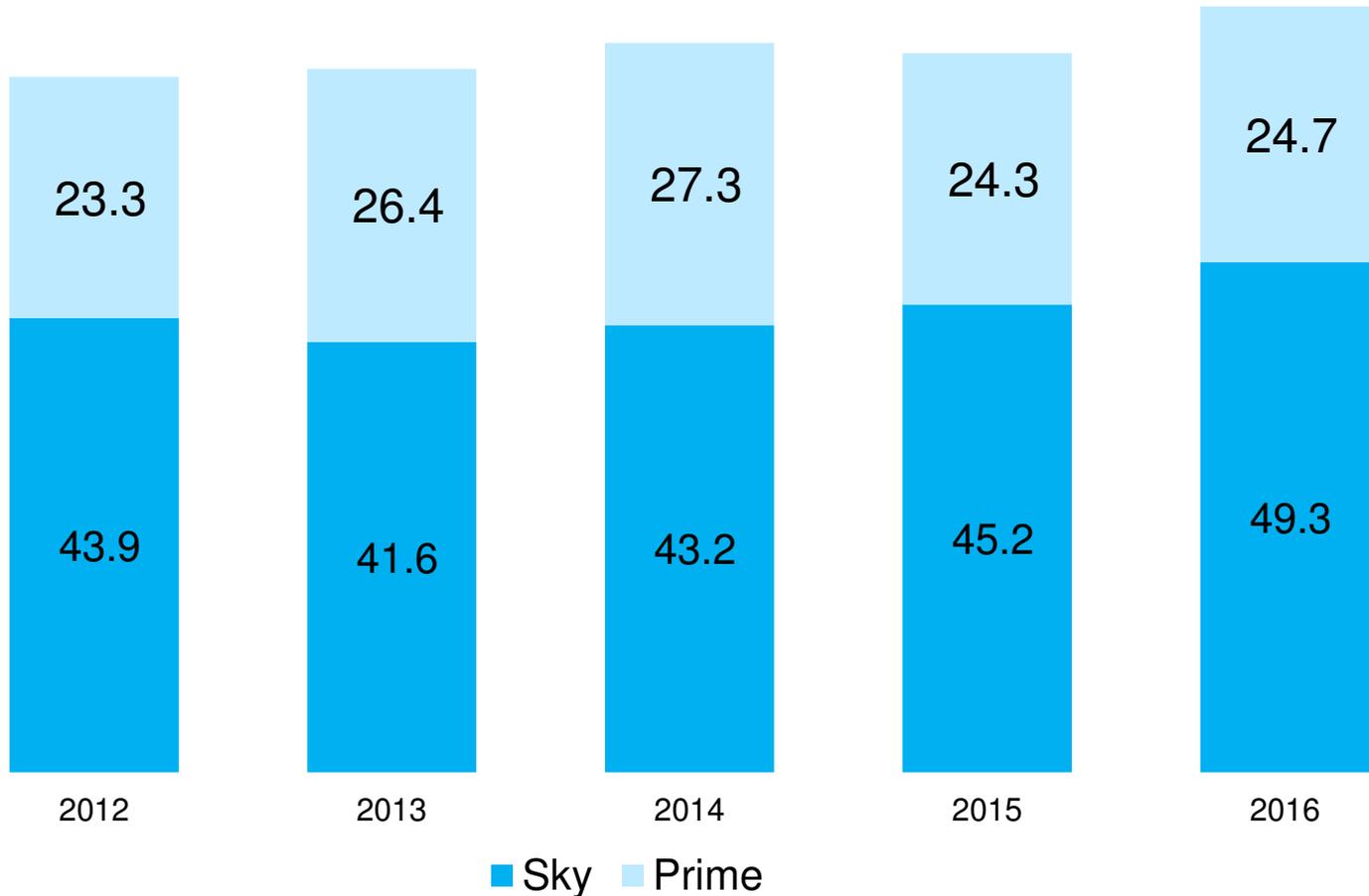


SKY PREMIUM PRODUCTS PER SUBSCRIBER



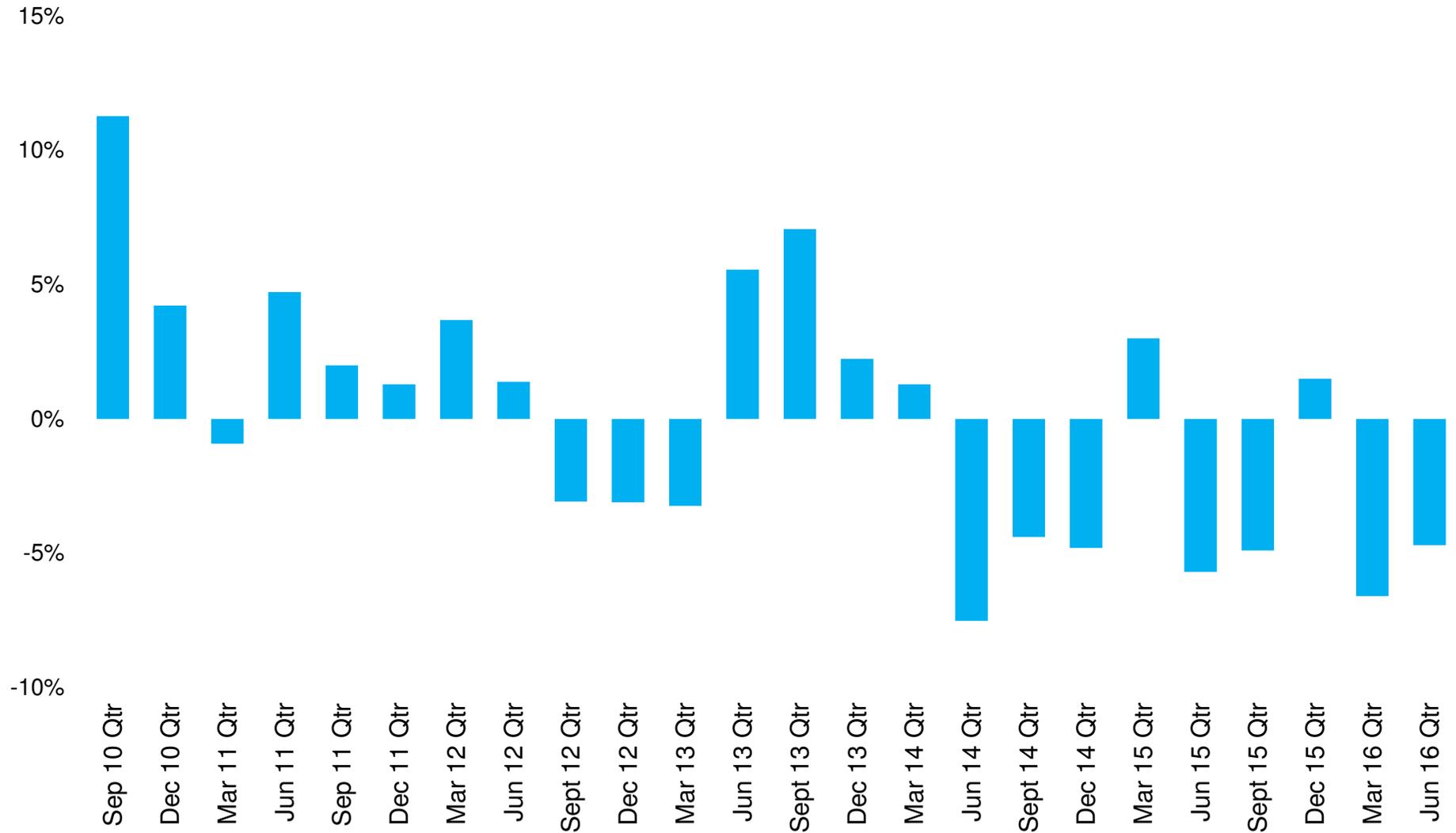
ADVERTISING REVENUE

Millions

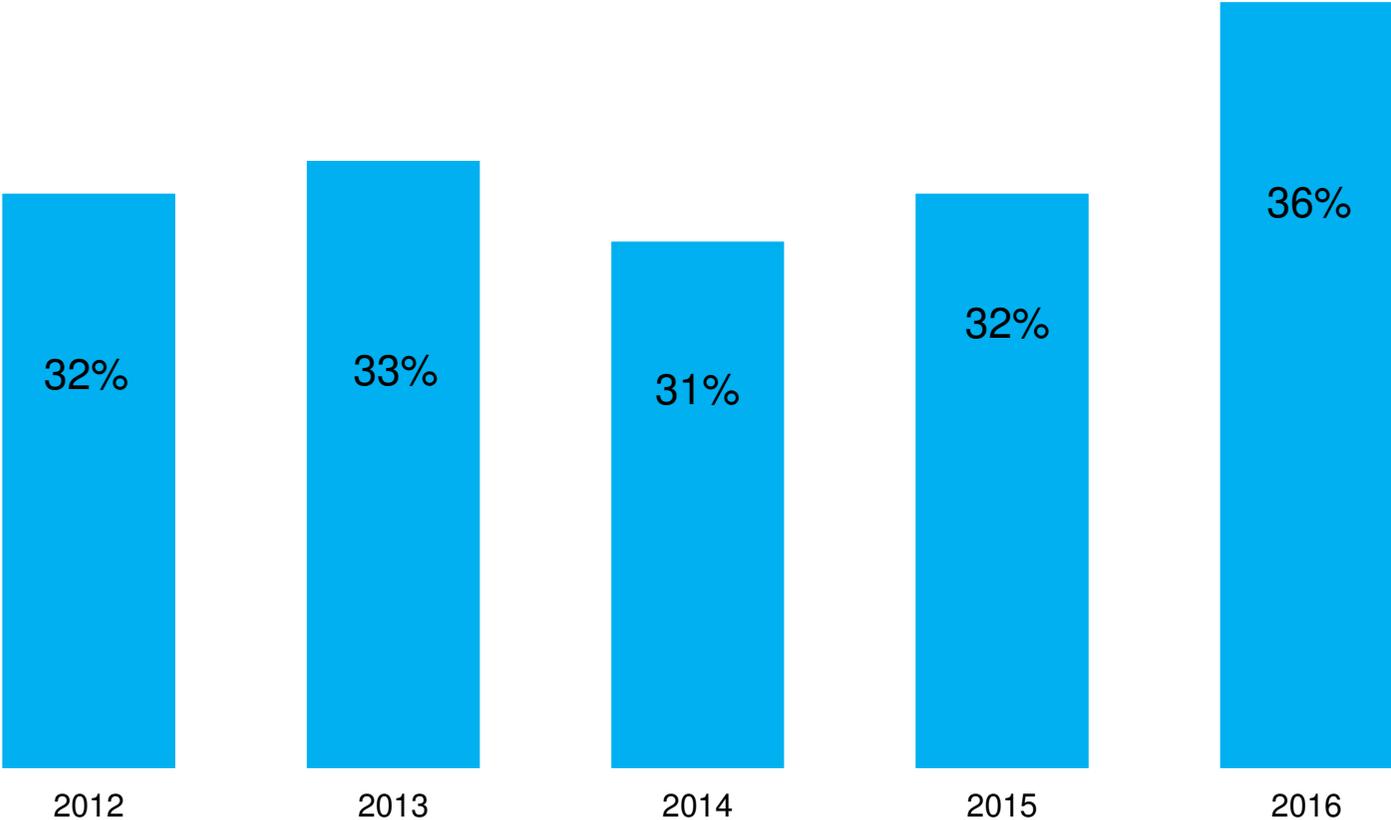


TOTAL TELEVISION ADVERTISING REVENUE

(YOY QUARTERLY CHANGE)

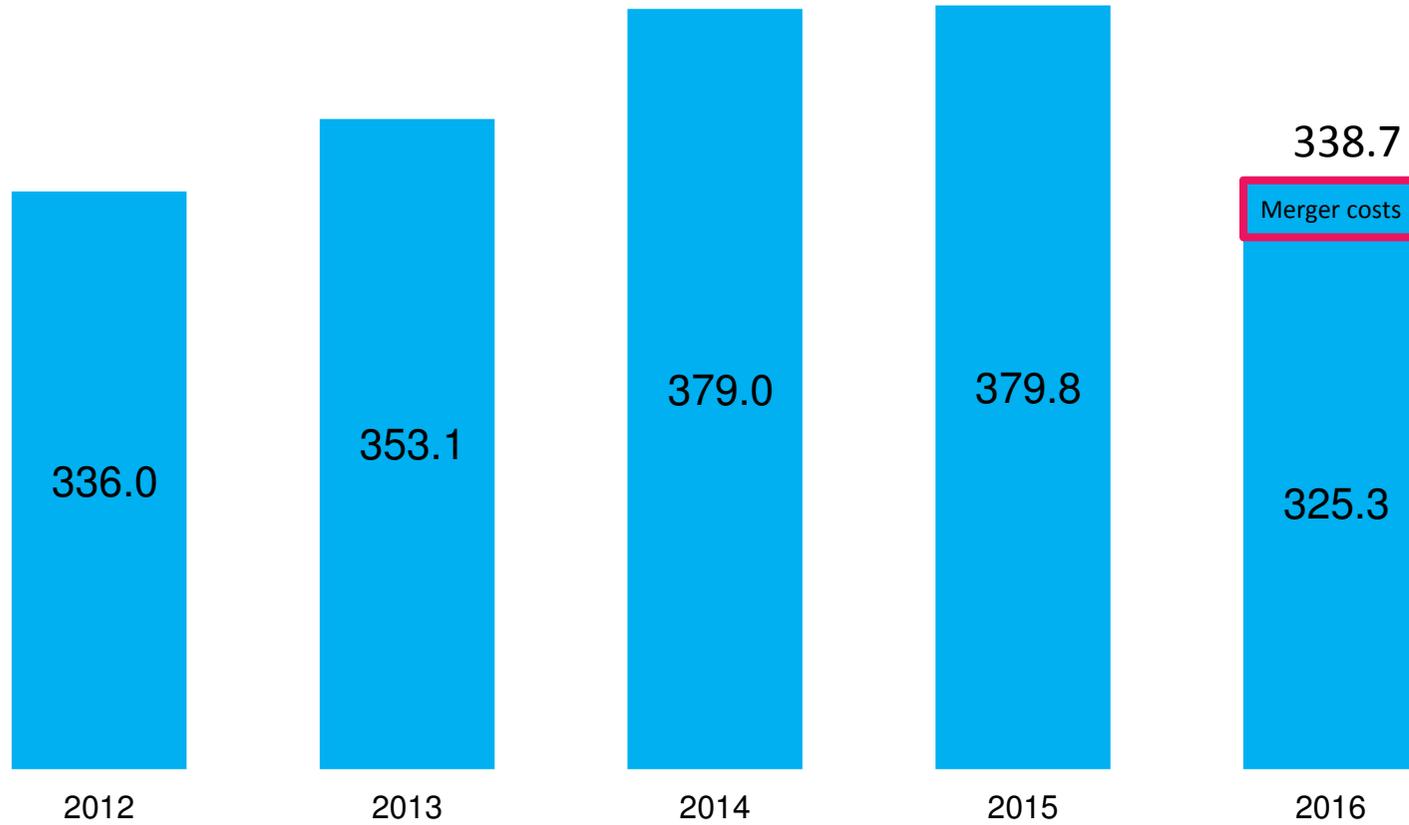


PROGRAMING COSTS % REVENUE



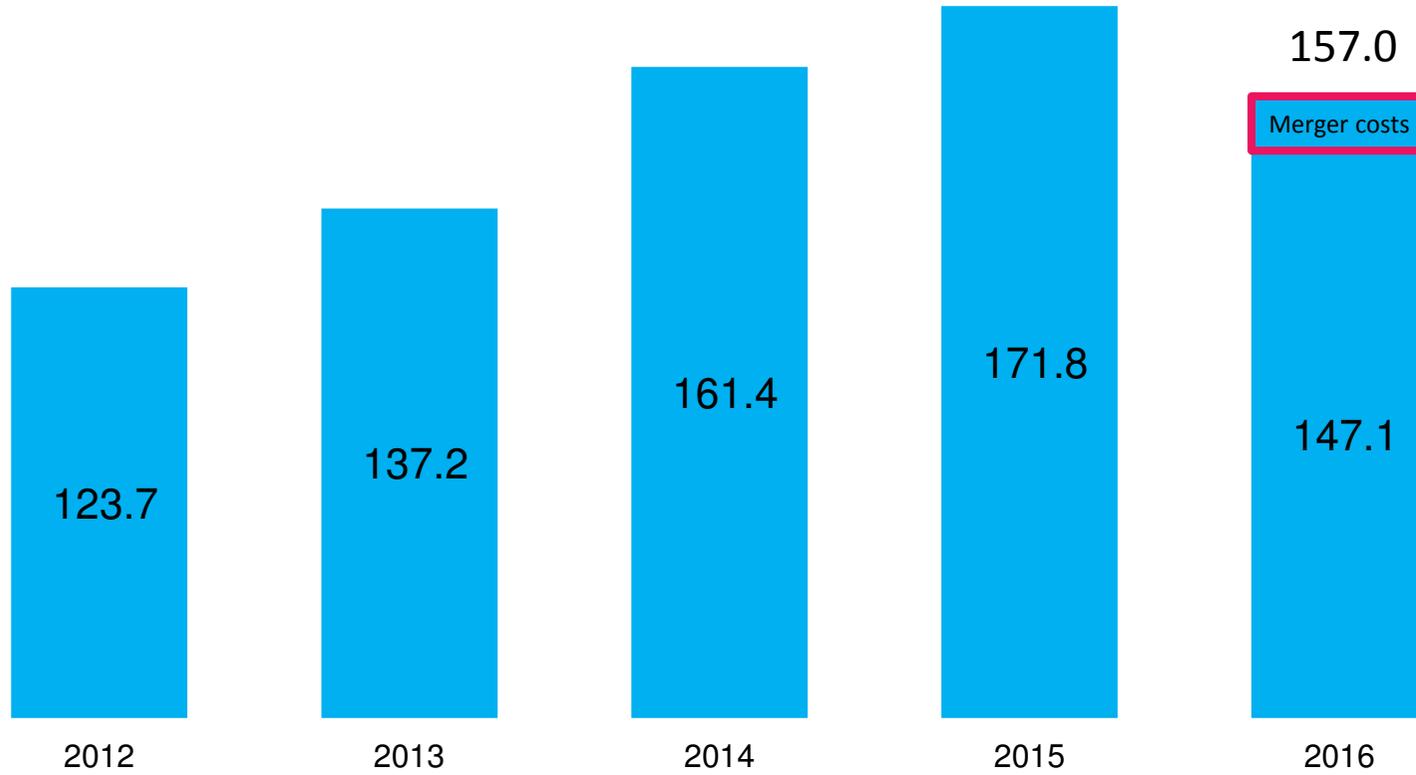
EBITDA

Millions



NET PROFIT

Millions



The SKY logo is located in the top left corner of the slide. It consists of the word "SKY" in a stylized, italicized, white font, positioned within a black triangular shape that points towards the center of the slide.

FINANCIAL DETAIL

RESULTS SUMMARY

	2015	2016	% Change
Revenue	927.5	928.2	0.1%
Operating Expenses	547.7	602.9	10.1%
EBITDA	379.8	325.3	(14.4%)
Depn & Amort	119.2	100.2	(15.9%)
EBIT	260.6	225.1	(13.6%)
Interest	21.7	20.1	(7.4%)
Tax	67.1	57.9	(13.7%)
NET PROFIT after TAX	171.8	147.1	(14.4%)

REVENUE ANALYSIS

	2015	2016	% Change
Core satellite revenue	760.0	753.1	(0.9%)
Other subscriptions	71.2	79.3	11.4%
Advertising	69.5	74.0	6.5%
Installation and other revenue	26.8	21.8	(18.7%)
TOTAL REVENUE	927.5	928.2	0.1%

EXPENSE ANALYSIS

	2015	2016	% Change
Programming	296.6	331.1	11.6%
Subscriber related costs	107.1	106.3	(0.7%)
Broadcasting and infrastructure	91.2	96.0	5.3%
Depreciation and amortisation	119.2	100.2	(15.9%)
Other costs	52.9	69.5	31.4%
TOTAL EXPENSE	667.0	703.1	5.4%

CAPITAL EXPENSE ANALYSIS

	2015	2016	% Change
Install	29.7	32.6	9.8%
Decoders	22.8	63.8	179.8%
Other	63.0	32.4	(48.6%)
TOTAL CAPITAL EXPENSE	115.5	128.8	11.5%

OPERATING CASHFLOW

	2015	2016	% Change
Operating Cashflow	282.9	275.8	(2.5%)
Capex	-115.5	-133.6	15.7%
Net debt drawn/(repaid)	-30.0	0	(100%)
Dividends	-131.1	-131.7	0.5%
Other	-8.3	-5.6	(32.5%)
NET CASH MOVEMENT	-2.0	4.9	(345.0%)

FUNDING PROFILE

	FACILITY	DRAWN	MARGIN	MATURITY
Bank Debt	\$350m ⁽¹⁾	\$50m	145bp	Jul 2020
Bond - A	\$200m	\$200m	65bp	Oct 2016
Bond - B	\$100m	\$100m	Fixed rate at 6.25%	Mar 2021

(1) Reduced to \$300m July 2016

FOREIGN CURRENCY HEDGING

For USD exposures

- ▶ 95% hedged for 30 June 2016 @ 0.6740
- ▶ 55% hedged for June 2017 year @ 0.6993
- ▶ 39% hedged for June 2018 year @ 0.7038

For AUD exposures

- ▶ 92% hedged for 30 June 2016 @ 0.9251
- ▶ 42% hedged for 30 June 2017 @ 0.9260

Average \$US payment rate for Opex for the year to June 16 @ 0.7558

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 9 September 2016.

Payment date is 16 September 2016.

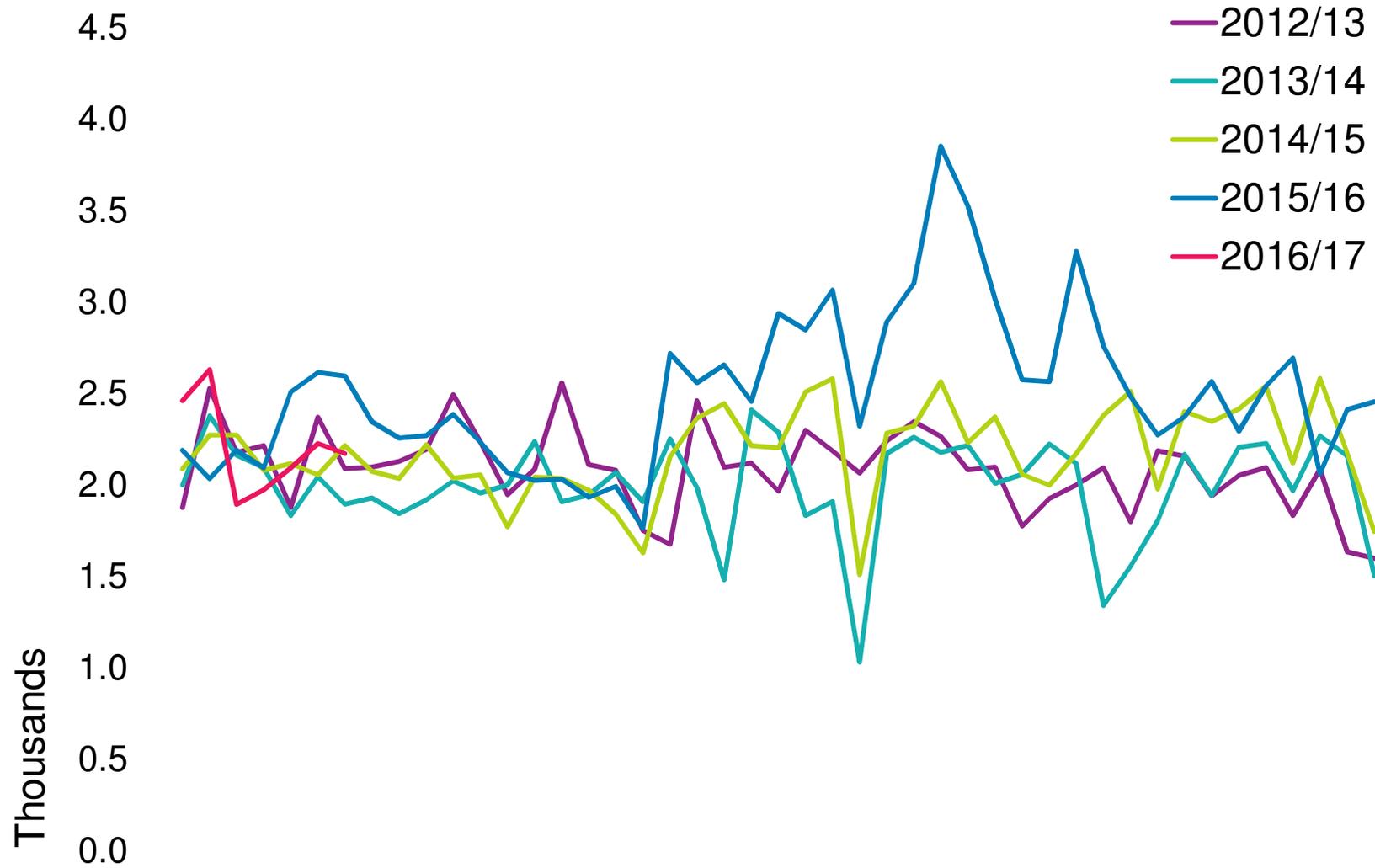
	2016	2015	2014	2013	2012	2011	2010	2009	2008
Interim	15.0	15.0	14.0	12.0	11.0	8.0	7.0	7.0	7.0
Final	15.0	15.0	15.0	12.0	11.0	10.5	7.0	7.0	7.0
Ordinary Total	30.0	30.0	29.0	24.0	22.0	18.5	14.0	14.0	14.0
Special		0	0	0	32.0	25.0	0	0	0
TOTAL	30.0	30.0	29.0	24.0	54.0	43.5	14.0	14.0	14.0

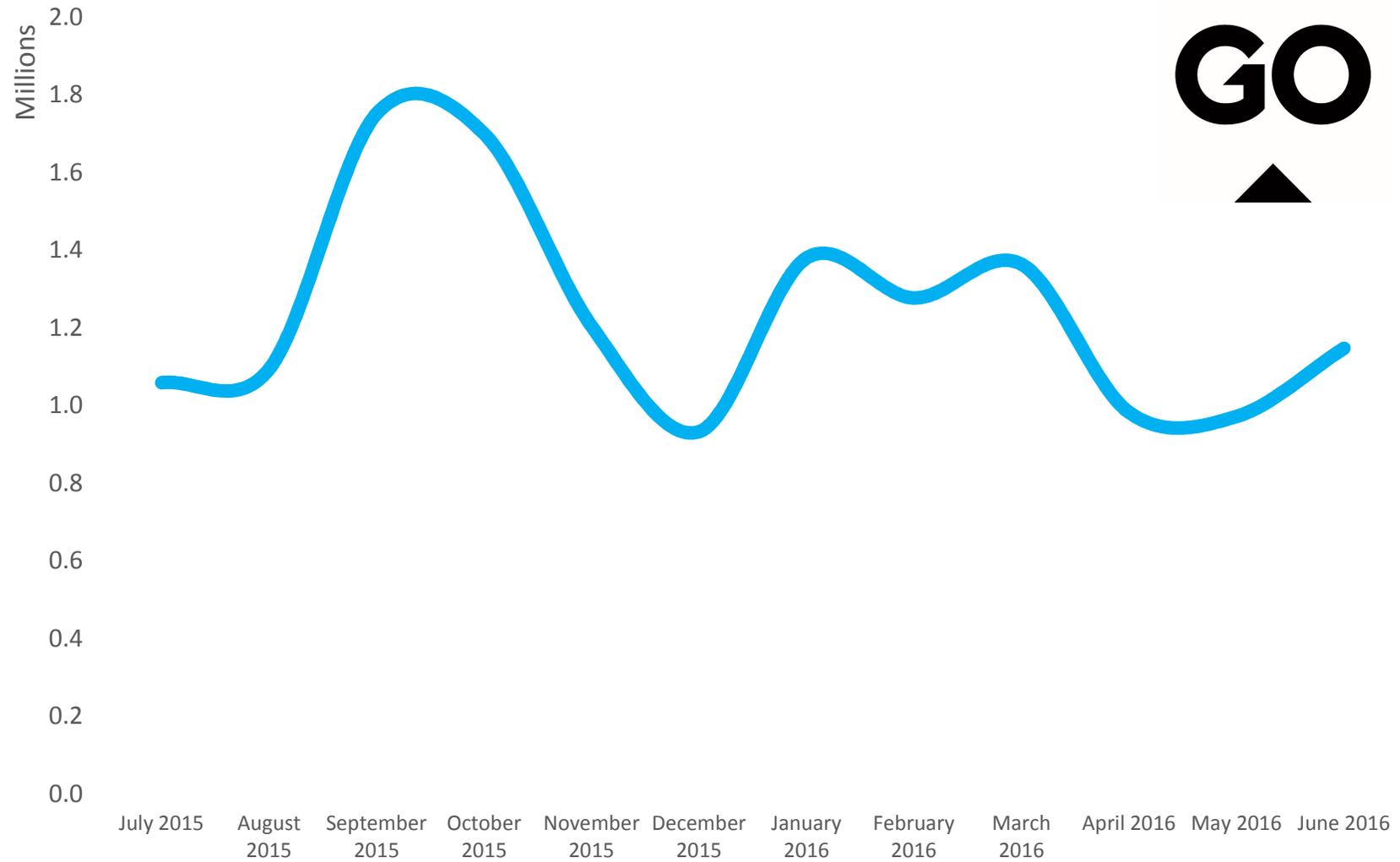
SKY

STRATEGY AND TRENDS

TOTAL DISCONNECTS

(WEEKLY FOR THE YEAR ENDING JUNE)





FP FAN PASS
Powered by SKY SPORT

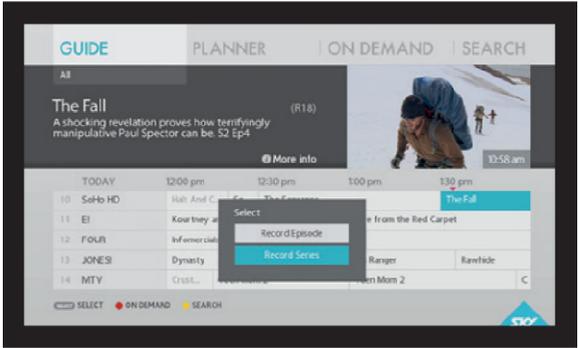




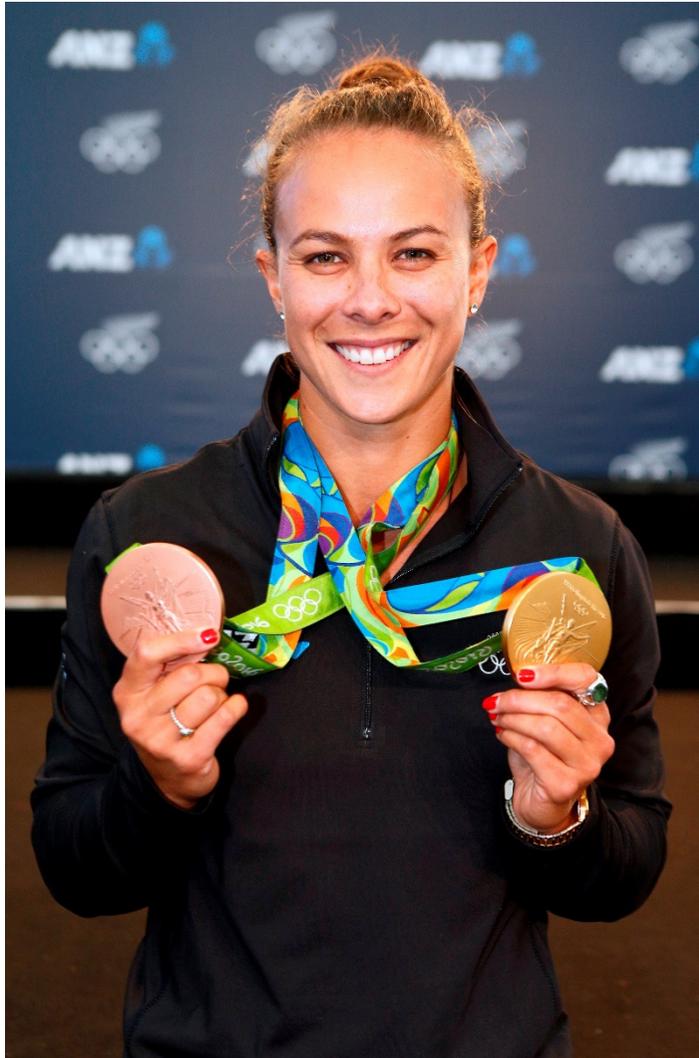
New SKY BOX rollout

65%

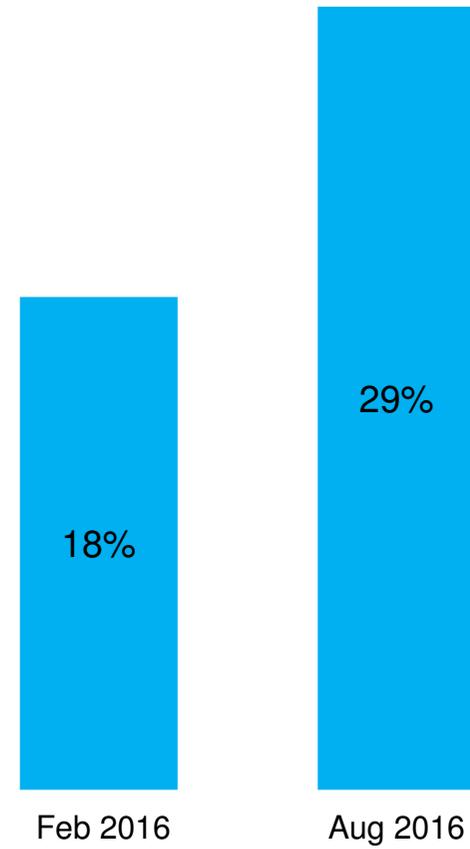
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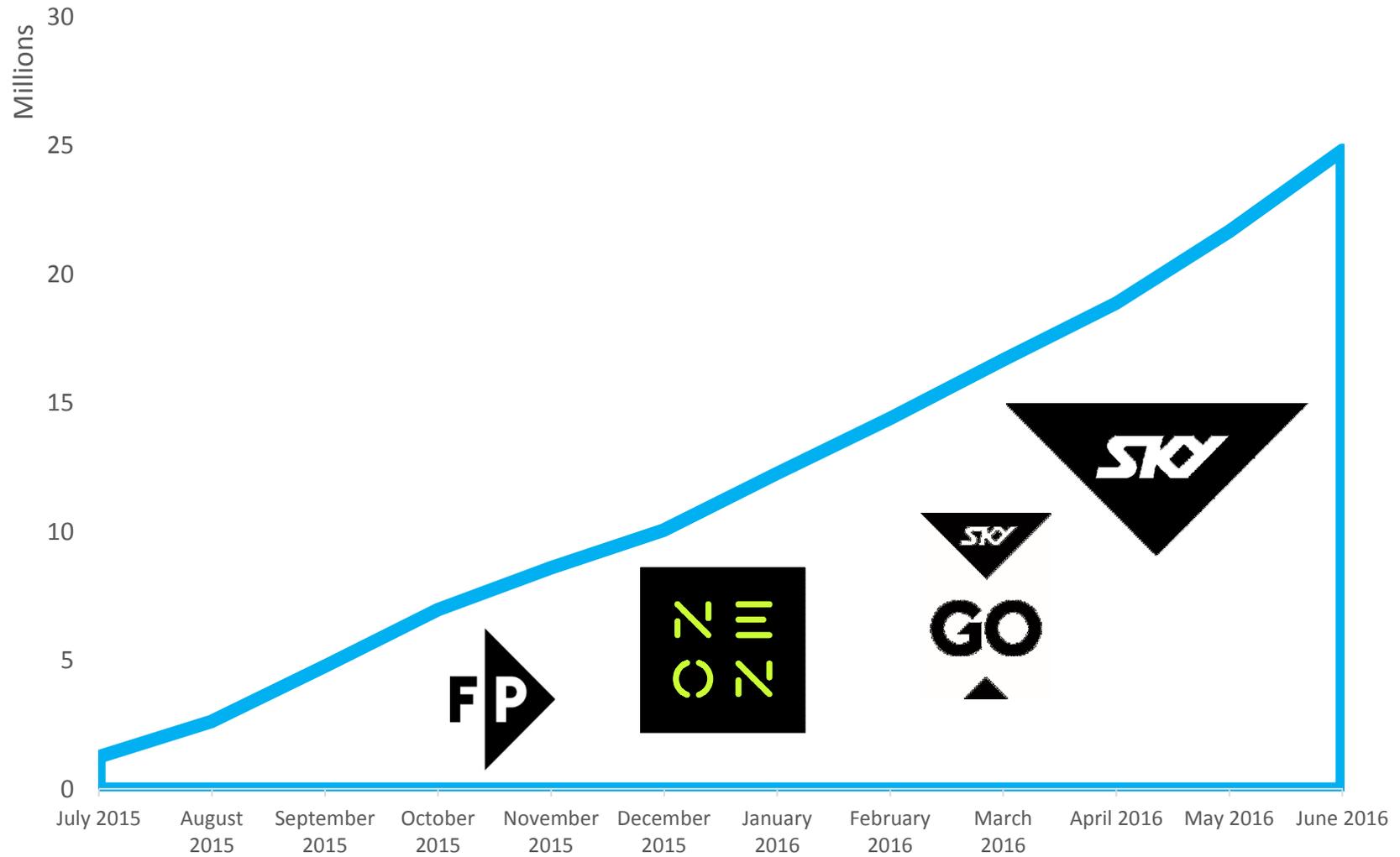
CONNECTIVITY ON SKY BOXES



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SKY'S NEW WORLD OF DOWNLOADS



SKY



Andrew Cornaga/www.photosport.co.nz



Rio 2016™



- **12 Channels of Olympic coverage on SKY SPORT**
- **Up to 15 hours of near-live coverage on PRIME**
- **Olympic Video Player**
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COME WITH US

VIEWERHOURS



WITH SKY

5.8 Million

NO SKY

10.6 Million



LINEAR SKY

17.9 Million

OTT SKY

13.3 Million



SKY

GOLF COVERAGE ON SKY



THE OPEN
CHAMPIONSHIP



COME WITH US





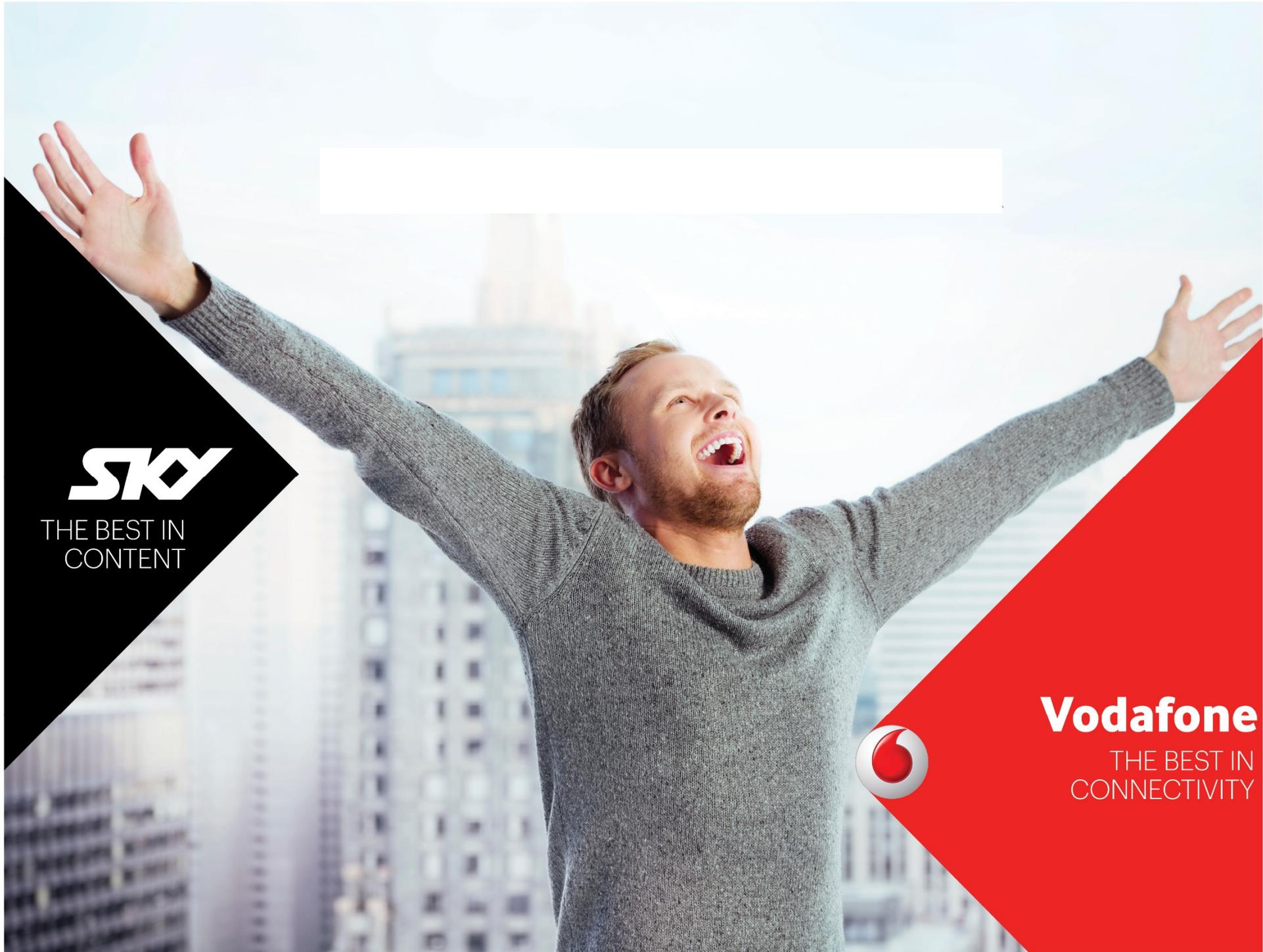
FOOTBALL COVERAGE ON SKY

beIN
SPORTS



COME WITH US





SKY

THE BEST IN
CONTENT



Vodafone

THE BEST IN
CONNECTIVITY



SKY ANNUAL RESULTS 2016