NASPERS

2024 SUMMARY FROM THE INTEGRATED ANNUAL REPORT

Improving everyday life for billions of people through technology

Naspers is a global technology group with businesses and investments in growth markets around the world.

Contents

The financial information included in this document is an extract of the Naspers integrated annual report. The financial information and the alternative performance measures are the responsibility of the board of directors of the group. The annual financial statements and integrated annual report are available at www.naspers.com.

Extract from the integrated annual report

Commentary

We are pleased to report that the group has achieved consolidated Ecommerce profitability in the second half of the financial year and is also profitable for the full year ended 31 March 2024 (FY24). This is significantly ahead of our commitment to achieve consolidated Ecommerce profitability in the first half of the financial year ending 2025. Our work continues to focus on delivering sustained, profitable growth, which we believe will highlight the value of our businesses over time.

Unless otherwise stated, the growth rates discussed further in this report compare FY24 to FY23. The percentages in brackets represent local currency growth, excluding the impact of acquisitions and disposals (M&A), and provide a clearer view of our businesses' underlying operating performance. Financial results are presented on a continuing operations basis.

For the 12 months to 31 March 2024, the group intensified its focus on profitable growth in its core growth businesses, and driving improvements in underperforming investments. Consolidated revenue grew 8% (17%) to US$6.4bn, driven by strong performances at OLX and iFood. Ecommerce consolidated trading profit improved by a sizeable US$460m (US$437m) to US$24m in FY24 as growth, scale and cost reductions positively impacted results. Consolidated trading losses for the group have reduced by US$486m (US$461m) from US$640m in FY23, underlining our accelerating profitability path.

Core headline earnings, our measure of after-tax operating performance, were US$2.1bn – an increase of 88% (113%).

While we continue to seek long-term growth opportunities, external investment (M&A and minority investment) was limited to US$571m, meaningfully off the US$6.4bn peak in 2022 as we maintained discipline in a challenging investment landscape. Historically the group had achieved some investing success over a sustained period of time. But in the last two years, our internal rate of return (IRR) has been far below target. Steps have been taken to learn from our errors and address this underperformance, including by more actively engaging with our major operating companies and investments, flattening our overall organisation to get closer to our businesses and redesigning the investment team, investment process and incentives. Enhancing our knowledge, expertise and capability is the group's DNA, and when we have conviction in our ideas, we will increase our deployment of capital.

We have created additional value for our shareholders by continuing the open-ended share-repurchase programme. Since its inception in June 2022, this programme has reduced the free-float share count by 21% and generated US$30bn of value for shareholders. From the programme's launch to 31 March 2024, the combined holding company discount of Naspers and Prosus has reduced by some 21 percentage points. Over the same period, Prosus has repurchased 318 170 126 Prosus ordinary shares, with a total value of US$17.1bn, leading to 9.4% accretion in net asset value (NAV) per share. Naspers funds its open-ended share-repurchase programme with regular sales of Prosus shares. By 31 March 2024, Naspers had sold 113 092 796 Prosus ordinary shares N and bought back 34 793 336 Naspers N ordinary shares back to the value of US$5.7bn.

In September 2023, we simplified our structure by removing the cross-holding structure, with overwhelming shareholder support. Stronger performance of our operating businesses, better investments, and our open-ended share-repurchase programme are important contributors to long-term value creation and shareholder returns. The group remains committed to these goals.

iFood continues to deliver strong performance which underlines its position as one of the best food delivery businesses globally. iFood's core restaurant food delivery businesses generated a strong increase in trading profit of US$166m (US$137m) year on year (YoY). Progress has been made in developing growth extensions further and the management team at iFood see significant potential in their lending, grocery and meal vouchers business. This strong ecosystem is central to iFood's long-term potential.

Our Classifieds businesses accelerated profitability markedly, driven by strong revenue growth and effective cost-control measures, particularly in OLX Europe. During the year, we concluded deals or closed most of OLX Autos, the automobile transaction business.

PayU continued to grow well in its core payment service provider (PSP) business. Strong revenue growth and improved profitability were driven by improved operating leverage and effective cost control, despite regulatory hurdles in India. The sale of GPO, announced in August 2023, is progressing and expected to close in the second half of calendar 2024.

In the Edtech segment the broad adoption of generative artificial intelligence (GenAI) tools and challenging macroeconomic conditions have affected our businesses, particularly Stack Overflow. Revenue growth has been more modest than anticipated, and we have taken significant action to improve trading profit and free cash flow performance given this revenue base. Stack Overflow has leveraged the group's inhouse AI capabilities to improve its AI value proposition with positive early results. GoodHabitz is benefiting from its investments in product enhancements and a more measured international rollout programme.

The group's balance sheet is strong, with US$16.1bn cash on hand (including short-term investments). We remain committed to managing our balance sheet within its investment-grade rating; therefore, not all of the cash on the balance sheet is available to the group. At 31 March 2024, our estimate is that approximately US$8.0bn is available for new investment.

In September 2023, Bob van Dijk stepped down as chief executive after nearly 10 years at the helm. Ervin Tu, the group's chief investment officer (CIO), was appointed as interim chief executive. On 17 May 2024, we announced the appointment of iFood CEO, Fabricio Bloisi as group chief executive. Fabricio acquired iFood in 2013 when it was a 20-person start-up. He has since grown it rapidly and profitably to become Brazil's leading food delivery company and one of the best food delivery businesses globally. Fabricio is a proven entrepreneur and innovator with deep roots in operating, building and scaling world-class technology companies in growth markets. Ervin will continue to play an important role in shaping the group's future in a new position, president and CIO.

A reconciliation and relevance of alternative performance measures to the equivalent International Financial Reporting Standards (IFRS) metrics is provided in 'Other information – financial alternative performance measures' of this annual consolidated financial commentary. Economic interest represents results reported on an economic-interest basis, ie, equity-accounted investments are proportionally consolidated within reportable segments.

Financial review

Consolidated revenue from continuing operations increased by US$471m (US$962m), or 8% (17%), from US$6.0bn in the prior year to US$6.4bn. This was primarily due to strong revenue growth in Classifieds and Food Delivery.

Operating losses

Operating losses decreased by US$511m to US$562m due to greater profitability from the group's consolidated businesses and lower impairment losses recognised in the current year. This is offset by an increase in expenses from the remeasurement of the share-based payment liability. Given challenging macroeconomic conditions and the decline in growth expectations and valuations, we recognised impairment losses on goodwill and other assets of US$374m (FY23: US$613m), primarily related to Stack Overflow in the Edtech segment.

Ecommerce consolidated trading profit from continuing operations improved by US$460m (US$436m) to US$24m in FY24 as growth, scale and cost reduction boosted profitability. Aggregate trading losses for the group have reduced by US$486m (US$461m) from a peak of US$640m in FY23.

Net finance income/expense

The group generated net interest income of US$409m in FY24 (FY23: net interest expense of US$143m). Interest income increased by US$438m, or 91%, from US$482m in the prior year to US$920m in FY24 due to higher interest rates and cash balances on hand. Interest expense increased 3% to US$585m in FY24.

Other finance income rose from a loss of US$56m in the prior year to income of US$74m in FY24. This relates primarily to a gain on foreign exchange differences related to the translation of assets and liabilities, offset by fair value losses of derivative instruments, which include forward exchange contracts and other derivative financial instruments.

Share of equity-accounted results

Profit from equity-accounted results decreased by US$2.4bn, or 46%, from US$5.2bn in the prior year to US$2.8bn. This is driven primarily by Tencent's decreased gains on acquisitions and disposals of US$5.8bn offset by a decrease in impairment losses of US$1.3bn and increased contribution from its associates of US$638m. A further positive offset to the lower gains on assets disposals is Tencent's strong increase in profitability by US$1.1bn to US$6.2bn.

Trimming the group's Tencent position by 2% resulted in a gain of US$5.1bn during the year (FY23: US$7.6bn).

In addition, we recognised impairment losses on equity-accounted investments of US$483m related to Delivery Hero (US$255m), Skillsoft (US$42m) and unlisted equity-accounted investments of (US$186m).

Income tax expense

Income tax expense rose to US$151m from US$51m in the prior year, primarily due to increased profitability from our continuing operations.

Earnings, headline and core headline earnings

Earnings from continuing operations decreased to US$3.0bn from US$4.2bn in the prior year. This was primarily due to a decline in equity-accounted results, partial disposal of the investment in Tencent offset by lesser impairment losses recognised in the current year.

Core headline earnings from continuing operations were US$2.1bn – an increase of 88% (113%) or US$1.0bn. This was mainly driven by the improved profitability of our Ecommerce consolidated businesses and equity-accounted investments, particularly Tencent, as well as higher net interest income during the year.

Headline earnings from continuing operations rose US$1.2bn to US$1.4bn, given the same factors noted for core headline earnings.

Loss from discontinued operations

In March 2023, the group announced its exit from the OLX Autos business unit. All the operations of this business are presented as discontinued operations as they have been disposed of, classified as held for sale or closed by 30 September 2023. OLX Autos operations previously presented in continuing operations for 31 March 2023 have been presented in discontinued operations as of 31 March 2024.

Losses from discontinued operations during the year were US$270m related to the Autos business unit. This includes impairment losses of US$137m for the operation classified as held for sale as at 31 March 2024.

Revenue and trading profit on an economic-interest basis

Group revenue, measured on an economic-interest basis, grew 1% (12%). Ecommerce continued a strong growth trajectory, with revenue growing 12% (16%) in a challenging environment. Our economic-interest share in Tencent's revenue grew by -4% (10%). Trading profit on an economic-interest basis grew 62% (84%) to US$5.8bn, reflecting improved profitability of our Ecommerce consolidated businesses and equity-accounted investments, particularly Tencent.

Cash balances and free cash flow

The group remains well positioned to navigate a difficult macroeconomic environment due to its strong balance sheet. At corporate level, Naspers has a net debt position of US$737m, comprising US$14.6bn in central cash and cash equivalents (including short-term cash investments), net of US$15.4bn in central interest-bearing debt (excluding capitalised lease liabilities). In addition, we have an undrawn US$2.6bn revolving credit facility.

The group's free cash inflow was US$375m, a sizeable improvement from the prior year free cash outflow of US$491m. This was due to increased profitability in Food Delivery and Classifieds as well as better working capital management in the Etail segment and Payments and Fintech. Excluding OLX Autos, free cash inflow was US$477m. Tencent remains a meaningful contributor to our cash flow via an increasing dividend which was US$759m for the financial year ended 2024. The group has also received its dividend for the financial year ending 2025 amounting to US$1.0bn.

There were no new or amended accounting pronouncements effective 1 April 2023 with a significant impact on the group's annual consolidated financial statements.

The company's external auditor has not reviewed or reported on forecasts included in this annual consolidated financial commentary.

Segmental review

Ecommerce

Ecommerce consolidated revenue from continuing operations increased by US$504m (US$976m), or 9% (18%), from US$5.8bn in FY23 to US$6.3bn in FY24. This was primarily due to strong revenue growth in Food Delivery and Classifieds. For the first time, Ecommerce recorded a trading profit of US$24m, from a trading loss of US$435m in FY23, with Food Delivery and Classifieds delivering ahead of expectations. On an economic-interest basis, ecommerce revenue grew 12% (16%) to US$11.1bn and trading losses reduced by US$1.0bn (US$887m) to US$289m.

Food Delivery

iFood is Prosus' only consolidated food delivery business. In addition, Prosus has several investments in associates, most notably Delivery Hero and Swiggy.

iFood

iFood delivered strong performance in FY24. The business accelerated sales at its core food delivery business into the second half of the year (2H24).

iFood grew gross merchandise value or GMV by 20% (in line with FY23), with 2H24 growth 10 percentage points higher than 1H24. Order growth remained strong (18%), 4 percentage points ahead of 1H24 growth of 14%. iFood recorded nearly 56 million active users annually (over 22 million monthly unique buyers) who connect to over 350 000 merchants and over 313 000 drivers operating in 1 530 cities in Brazil.

Revenue grew 22% in local currency, excluding M&A, to US$1.2bn, driven by strong performance from its core business. iFood grew trading profit by 248% (249%) to US$96m, led by the core food delivery business which grew by US$137m in local currency, excluding M&A. Improved trading profit was largely due to gross profit margin expansion on the back of more efficient marketing investment and increased cost control. iFood Pago[1] grew its credit portfolio by 62% year on year, with over US$110m in assets under management by March 2024. This conservatively managed credit portfolio is funded largely by debt secured from external participants and offered to restaurants based on a credit-scoring model.

1 *iFood Pago refers to meal voucher (B2C) and credit (B2B) businesses.*

The core food delivery business grew revenue 24% to US$1.1bn in local currency, excluding M&A. GMV grew by 23%, an acceleration of 5 percentage points from 1H24, driven by increased order volume (21%) and higher average order value (3%). This growth was supported by several initiatives, including Clube and AnotaAI. In March 2024, 41% of core business orders originated from these initiatives. Clube is a loyalty membership programme which had over 5 million subscribers by the end of March 2024, and increases user frequency and retention by offering personalised deals. AnotaAI is a chatbot designed to facilitate restaurants sales through WhatsApp.

Revenue from extensions grew[2] by 25% without incorporating the effect of converting dark stores to a marketplace model grocery business. Inclusive of that effect, on an as-reported basis, extensions only grew 3% or US$4m in local currency, excluding M&A. Overall grocery marketplace GMV grew 18% during the year; in 2H24, growth accelerated to 35%, 33 percentage points ahead of 1H24 growth. Extensions' trading losses reduced by -US$5m (US$15m) to US$164m.

Delivery Hero

Delivery Hero grew GMV 6% for the year ended 31 December 2023 and revenue grew 16% to €9.9bn, both in constant currency. Delivery Hero reported adjusted EBITDA of €254m for FY23 (from -€467m in FY22) and provided the following guidance for FY24: a positive adjusted EBITDA between €725m and €775m, and positive free cash flow. Prosus held 29.3% of Delivery Hero at the end of the reporting period.

More information on Delivery Hero is available at ir.deliveryhero.com.

Swiggy

Swiggy's revenue on a local reporting basis grew 24% in local currency, excluding M&A. In its tenth year of operations, Swiggy's GOV[3] grew 26% year on year, and its ever-transacted user base reached the milestone of 104 million at the end of December 2023, supported by a fleet of around 387 000 active delivery partners. Prosus held 32.6%[4] of Swiggy at the end of the reporting period.

Swiggy's core food delivery business GOV[3] grew by double digits on healthy order growth and higher average order value. Operating leverage improved as the business added revenue streams like restaurant advertising and introduced nominal platform fees which supported improved operational profitability.

The quick-commerce business GOV grew much ahead of the ecommerce industry, led by geographical penetration (now 487 active dark stores across 26 cities) and SKU (stock-keeping unit) expansion (over 9 500 unique items now listed on the platform). Unit economics continued to improve as a result of larger basket sizes, expanded user base and improved operational efficiency.

Swiggy has confidentially filed a pre-DRHP with India's market regulator SEBI and the stock exchanges on 26 April 2024, in relation to the proposed initial public offering of its equity shares.

Economic-interest revenue for the entire Food Delivery segment grew by 16% (19%) to US$4.9bn, with trading losses reducing by US$491m (US$466m) to US$158m.

Classifieds

The OLX classifieds businesses continued to accelerate growth, margin expansion and cash-flow generation.

Classifieds consolidated revenue grew 36% (27%) to US$707m. This strong performance was mainly driven by OLX Europe, where the motors category grew 45% across both horizontal and vertical platforms, and OLX Ukraine where marketplace activities recovered to pre-conflict levels. Additionally, pay-and-ship revenue grew 73% (69%) to US$45m, driven by improved monetisation and product optimisation. Despite the impact of high interest rates on property transactions across our markets, the real estate category experienced growth, with a solid 25% increase in revenue, reaching US$96m. South Africa continued to grow both its vertical platforms and sustained its profitability, delivering revenue of US$46m for the year.

Trading profit more than tripled to US$172m, from US$56m, with margins expanding sharply to 24% from the previous year's 11%. This improvement was driven by strong revenue growth, balanced investment and optimisations across technology hubs to leverage costs through scale. Additionally, the business restructured headcount to streamline operations and optimise resource allocation.

As noted, we exited OLX Autos, our automobile transaction business, by selling businesses during the year in India, Indonesia, Chile and Turkey, and closing operations in Mexico, Colombia and Argentina. We continue to explore options for our WeBuyAnyCar business in the US.

After a successful year, we are optimistic about future business opportunities and plans for OLX. We expect the strong value proposition of its platform to continue to drive further profitable growth and cash generation.

2 Extensions refer to grocery, meal voucher and credit businesses and iFood's corporate costs.
3 GOV – gross order value, equivalent to GMV in previous reporting. Changed terminology to align with Swiggy's reporting.
4 Outstanding shareholding, excluding ESOPs.

OLX Brasil

OLX Brasil, our 50% joint venture with Adevinta, is navigating a weak macroeconomic environment and is focusing on cost optimisation, mainly through headcount restructuring. Revenue and trading profit increased 1% and 79%, to BRL887m and BRL243m respectively. Our local management team is committed to reinvigorating growth in this very important ecommerce market with balanced investments.

On an economic-interest basis, Classifieds grew revenue by 26% (19%) to US$951m and more than tripled trading profits to US$187m, from US$47m.

Payments and Fintech

PayU's core PSP and credit businesses delivered strong revenue and increased scale. Notably, this was achieved despite pending regulatory approvals in the Indian PSP business and new regulation impacting our Indian credit business. After an embargo of 15 months, we received in-principle authorisation by the Reserve Bank of India on 23 April 2024 to operate as a payment aggregator and this allows PayU India to onboard new merchants.

PayU grew consolidated revenue 22% (38%) to US$1.1bn in FY24, driven by the PSP businesses in Turkey (Iyzico) and India, as well as India credit. Consolidated trading losses improved by US$52m (US$67m) to US$31m. Profitability improvements were driven by GPO, partly relating to the once-off loss provision in FY23, closure of the loss-making digital bank offering in India and cost optimisation.

Core PSP, which accounts for 88% of the segment's revenue, primarily comprises payments operations in PayU India and PayU GPO. Core PSP grew revenue by 23% (41%) to US$975m as total payments volume (TPV) grew 22% (25%). Core PSP trading profit improved to US$19m, a margin of 2% (a percentage point decrease when excluding the once-off loss provision in FY23), as GPO and Iyzico's performance was partly offset by losses in India.

India, the largest market in PayU's PSP business, accounted for 46% of core PSP revenues and 60% of TPV. India grew revenue 11% (14%) to US$444m, despite being unable to onboard new merchants due to the noted embargo during the year. Revenue growth was driven by increasing volumes from existing merchants and growing value-added services such as affordability. India grew TPV 22% (25%), ahead of revenue growth on the back of strong growth in ecommerce, financial services and government segments. While our payments business in India achieved a 3% trading profit margin in FY23, this worsened to -3% in FY24 due to the change in merchant and payment method mix (predominantly driven by the embargo).

India credit offers buy-now/pay-later (BNPL) and personal loans to consumers in India. India credit has also started a pilot to diversify its portfolio by providing loans to small and medium businesses this year. Our credit business grew revenue 29% (31%) to US$107m, despite a slowdown in loan issuances as part of a response to evaluate new regulations shared by the Reserve Bank of India. India credit widened trading losses from US$10m to US$20m, driven by continuous investment in building the merchant lending portfolio and relatively stable loss ratio[5] from 2.5% in FY23 to 3.1%. India credit issued US$873m in loans and grew its loan book to US$468m in FY24.

In August 2023, PayU announced the sale of GPO, excluding Iyzico (Turkey) and Red Dot Payments (south-east Asia), to Rapyd. The process is ongoing and expected to close in the second quarter of calendar 2024. GPO, including Iyzico and Red Dot Payments, grew revenue 36% (69%), an acceleration from FY23 to US$533m. GPO's 6% trading profit margin improved from -4% in FY23, driven by the once-off loss provision in FY23 (2% excluding once-off provision), operating leverage from enhanced scale and cost optimisation.

Iyzico remained PayU's fastest-growing PSP business, with revenues growing 119% (238%) to US$186m, driven by new and existing merchants. The trading profit margin was 9%, on par with FY23, as marketing in 2H24 offset a better customer and model mix. Iyzico grew TPV 23% (85%) on an improved and expanded service offering.

Remitly

Remitly, PayU's largest associate, maintained strong revenue growth of 44% to US$944m for the year ended 31 December 2023. This was driven by 38% growth in send volume as the active customer base increased from 4.2 million at the end of 2022 to 5.9 million. Increased scale and focus on improving platform economics supported Remitly's improvement to a positive adjusted EBITDA margin of 5% from -2% in 2022. Prosus held 19.8% of Remitly at the end of the reporting period.

More information on Remitly is available at ir.remitly.com.

On an economic-interest basis, the Payment and Fintech segment grew revenue by 24% (39%) to US$1.3bn and trading losses improved from US$116m to US$59m.

5 *Loss ratio – implies expected credit loss provision for loans outstanding in current bucket.*

Edtech

In the Edtech segment, the broad adoption of GenAI tools and challenging macroeconomic conditions have affected our businesses, particularly Stack Overflow. Revenue growth has been more modest than anticipated, and we have taken significant action to improve trading profit and free cash flow performance given this revenue base.

The consolidated Edtech businesses – Stack Overflow and GoodHabitz – grew revenue 10% (9%) to US$148m while trading losses decreased by US$33m (US$33m) to US$98m.

Stack Overflow

Stack Overflow grew revenue 4% (4%) to US$98m, driven by growth in its Teams product. The growing adoption of GenAI, which impacts user behaviour, along with continued lower marketing spend, negatively impacted the business. Total bookings grew 7%, driven by new offerings such as OverflowAPI. OverflowAPI enables AI/LLM (large language model) providers to leverage Stack Overflow's public data asset into their AI capabilities. In March, Stack Overflow announced its first API partnership with Google Cloud, which will deliver new GenAI-powered capabilities to developers through Stack Overflow's platform and Google products. Recently, the company signed a similar partnership with OpenAI. It also launched OverflowAI in May 2024, which consists of an 'add-on' bundle of AI-assisted features that target longstanding pain points for Teams customers. The company has focused on reducing costs across all areas of the business and progressing towards profitability, leading to a reduction of US$28m in trading losses to US$57m.

GoodHabitz

GoodHabitz grew revenue by 25% (20%) to US$50m. This was driven by growth in new business and upselling across its core markets, particularly the Netherlands, with annual recurring revenue growing 15% to US$55m. Trading losses improved to US$8m driven by cost-saving initiatives.

Skillsoft

Skillsoft's revenue remained largely flat while its adjusted EBITDA margin improved by 1 percentage point to 19%. The company recorded a 2% decline in bookings, primarily from instructor-led training, and partially offset by content and platform segment growth of 2% year on year. Prosus holds 37.9% of Skillsoft at the end of the reporting period. More information on Skillsoft is available at investor.skillsoft.com.

On an economic-interest basis, Edtech segment revenues grew 7% in local currency, excluding M&A, to US$444m and trading losses reduced by US$178m (US$67m) to US$80m.

In the current financial year, the group wrote off the fair value of its 9.6% effective interest in BYJU'S, due to the significant decrease in value for equity investors. A fair value loss of US$493m was recognised in other comprehensive income in the current year.

Etail

Etail grew consolidated revenue 10% (8%) to US$3.0bn, driven by growth in the eMAG Romanian etail business. Trading losses improved by US$37m (US$35m) to US$49m, as the segment continued its path to profitability.

eMAG

eMAG grew consolidated revenue 14% (8%) to US$2.2bn, driven by growth in the Romanian etail business, which accelerated in the second half, as well as in emerging businesses such as logistics (courier and lockers) and grocery. Trading losses improved by US$27m to US$26m, as the business continued its path to profitability. The group's GMV grew 9% (in local currency) in FY24, led by Romania (11% in 4p[6] which also generated trading profit for the first time, delivering US$40m of trading profit) and partially offset by Bulgaria and Hungary. Both Bulgaria and Hungary are now managed by the Romanian team, acting as a single organisation across all three territories. eMAG is monitoring the competitive landscape and consistently taking steps to future-proof the business using its inhouse AI and tech capabilities, as well as competitive value drivers.

eMAG's Sameday courier business increased revenue 32% (32%) and halved trading losses while expanding in Hungary and Bulgaria.

This group's growth extensions recorded strong growth. Revenue grew 57% (19%) driven by its food extensions: Freshful and Tazz. Freshful increased revenue 86%, reflecting order growth and an expanded customer base (79%). Tazz's revenue grew 18%, on an increase in average order value and extended geographical footprint. Tazz has made satisfactory progress in improving its order economics, contributing to a US$7m reduction in trading losses while Freshful maintained the same trading loss level for a business almost double the size. Overall, the trading losses for its food extensions improved from US$62m to US$50m.

On an economic-interest basis, the Etail segment grew revenue by 14% (8%) to US$2 229m and trading losses improved from US$63m to US$36m.

6 4p – total of 1p, 2p and 3p.

Takealot

Takealot Group houses leading ecommerce businesses in South Africa: Takealot.com, Superbalist.com and Mr D. Takealot.com is a general online retail and marketplace platform. Superbalist.com is an online apparel and footwear retailer and Mr D is a convenience delivery platform for restaurants and groceries.

Normalised consumer behaviour post-pandemic and a challenging consumer environment, driven by the rise of interest rates and high inflation, featured throughout the financial year. There was also increased fragmentation as competitors continue to invest heavily in ecommerce capability. Temu and Shein have made inroads in the South African market and the recent arrival of Amazon will intensify competition further.

In this challenging backdrop, Takealot Group delivered 3% growth in GMV and 8% growth in revenue in local currency.

Takealot.com grew GMV by 3% and reduced trading losses by US$4m in local currency, excluding M&A, from the previous financial year. Its marketplace seller base exceeds 10 000 active sellers in March 2024 and is a key channel to market for many small businesses.

Mr D grew GMV by 16% in local currency, despite tough trading conditions in its traditional middle-income market. The business reached profitability for the first time, with a trading profit of US$3m for the financial year.

On an economic-interest basis, the Etail segment grew revenue by 9% (8%) to US$3.0bn and trading losses improved from US$85m to US$49m.

Tencent

For the year ended 31 December 2023, Tencent reported revenues of RMB609bn, up 10% from last year. Non-IFRS profit attributable to shareholders (Tencent's measure of core earnings by excluding certain non-cash items and certain impact of investment-related transactions) increased 36% to RMB158bn.

Revenues from value-added services rose 4% to RMB298bn, driven by the strong growth in international games revenue. Revenues from fintech and business services were RMB204bn, up 15%, driven by increased payment activities, higher revenue from wealth-management services, and the introduction of ecommerce technology service fees in Video Accounts. Revenues from online advertising increased 23% to RMB102bn, driven by greater advertising demand for Video Accounts and Weixin Search, as well as the ongoing upgrade of Tencent's advertising platform.

In 2023, Tencent further enhanced its business efficiency and focused on core activities while developing new services and revenue lines to support sustainable and high-quality growth. During the year, it launched its proprietary AI foundation model, Tencent Hunyuan, which is now in the top tier of large language models in China, with notable strength in advanced logical reasoning.

Monthly active users of Weixin and WeChat reached 1.34 billion, up 2% year on year. User time spent on Weixin continued to grow as it expanded its content, service offerings and short-form video capability. Time spent on Video Accounts more than doubled in 2023, reflecting the benefits of enhanced recommendation algorithms. Video Accounts is now entrenched as a major short-form video and live-streaming platform in China, while Mini Games is regarded as the leading casual game platform in China.

The number of Tencent mobile and PC major hit games in China (defined as games with average quarterly daily active users exceeding 5 million for mobile or 2 million for PC and generating over RMB4bn annual gross receipts) increased from six in 2022 to eight in 2023. The international contribution to games revenue reached a record 30%.

Tencent Video and Tencent Music Entertainment extended their important presence in the long-form video and music-streaming industries, with 117 million video subscriptions and 107 million music subscriptions. Tencent upgraded its AI-powered advertising technology platform, significantly enhancing targeting accuracy and, therefore, revenue growth. It strengthened its payment-compliance capabilities, enhanced mini program-based transaction tools and upgraded the cross-border payment experience.

Tencent continues to mobilise its technology and platform to create value for society through initiatives such as its digital philanthropy platform, one of the largest of its kind in the world.

In 2023, the 99 Giving Day event raised a record RMB3.8bn in public donations. The company made progress in its decarbonisation journey by applying its fourth-generation data-centre technology to reduce emissions and increase the adoption of renewable energy. In August 2023, Tencent joined the United Nations Global Compact (UNGC), demonstrating its commitment to integrating UNGC's principles into its strategy, culture and day-to-day operations, while supporting the UN's Sustainable Development Goals.

In 2023, Tencent returned substantial capital to shareholders through payment of cash dividend, share repurchases and settlement of distribution in specie.

More information on Tencent is available at www.tencent.com/en-us/investors.html.

Extract from the integrated annual report continued

Prospects

Our FY24 results reflect the group's ambitions for profitable growth. We are pleased with achieving group profitability for Prosus for the first time, and consolidated Ecommerce portfolio profitability for FY24, ahead of our commitment to shareholders.

We will continue to explore new investment horizons while ensuring our existing ecosystems are future-proof and deliver compelling value propositions to our customers. We focus on improving our return profile and the cornerstone metric – NAV per share.

We simplified the group structure during the period and ensured the continuation of the open-ended share-repurchase programme. This programme is a key part of our drive to enhance returns to shareholders as we focus on increasing our NAV per share. The open-ended share repurchase will continue as long as the discount remains elevated. We remain committed to maximising shareholder value with a transparent, predictable and repeatable process of identifying, scaling and highlighting the value of the businesses in delivering strong financial performances.

We regard Tencent as one of the best technology companies in the world, run by an exceptional leadership team. Recent capital-allocation actions (increasing both its distribution and buyback programme) reaffirm Tencent's commitment to creating value for its shareholders despite challenging trading conditions. Prosus is proud to be a founding shareholder in Tencent and plans to remain a significant shareholder for a long time.

Our in-house expertise in AI at the group and the businesses are key assets we continue to build to realise the potential of AI and improve and build new products and services for our customers. This is essential to long-term growth and further value creation.

Risks

We understand the importance of effective risk management and continually strengthen governance and processes. We are proactive in managing risks. To create value, there must be risk-taking, and we may be unable to mitigate all potential risks sufficiently.

Our risk management philosophy distinguishes between three categories of risks managed:

- **Strategic risks and opportunities arise from our strategic choices,** which are continuously assessed and monitored based on risk versus reward.
- **Internal operational risks:** We manage these by upholding our code of business ethics and conduct, clearly defining roles, responsibilities and policies, implementing effective internal controls, and continuously monitoring risk.
- **External risks:** We reduce and mitigate, inter alia, by implementing protective measures or risk-transfer arrangements.

The board oversees risks and opportunities and sets the boundaries. Businesses keep the board updated through regular reports. Current topical risks are unchanged:

- **Geopolitical tension and depressed market conditions:** The Ukraine and Israel wars, as well as broader geopolitical tensions, continue to strain the global economy. We expect inflation and interest rates to remain elevated. In response, we maintain a patient, disciplined approach to deploying capital. We closely monitor and manage our counterparty and credit risk exposures to safeguard our balance sheet.
- **Technology developments:** We invest to understand advances in technology. GenAI brings both new opportunities and risks for our products, services and business models. We focus on the responsible use of data and related technologies to keep our customers safe, enhancing our cyber-resilience, detection and response capabilities, and building our AI knowledge and skills while exploring opportunities to pioneer or invest in new business models.

The FY24 integrated annual report outlines further details on our risk management approach and specific risks. This report, as well as our risk management and cybersecurity policies, is available on our website at www.naspers.com.

Sustainability

As a global consumer internet group and a leading long-term technology investor, we recognise the power of technology to create solutions for some of the world's most pressing needs.

A major milestone was receiving the Science Based Targets initiative's (SBTi) validation of the group's science-based climate targets. As a critical element of our target, we are committed to ensuring that 50% of our portfolio companies, measured by invested capital, will have set their own science-based reduction targets by FY30. To reach this target, we continue to work closely with our subsidiaries to support their greenhouse gas data collection, footprint measurement, emissions management and reduction-target development. Measuring and disclosing scope 1, 2 and material scope 3 categories was a shared group goal across all our operating subsidiaries

Extract from the integrated annual report continued

as the foundation for setting near-term and longer science-based targets. This objective was also codified in annual key performance indicators or KPIs for our senior management, starting with the group chief executive and chief financial officer, then cascading through the organisation. Considering the diversity of business models and operating geographies, this is a major undertaking for our subsidiaries, which are private companies.

We have also partnered with the India-based Green Startup Pledge – the world's first climate pledge designed exclusively for new companies – to encourage our portfolio of associates and investments to begin their climate journeys.

As of last year, portfolio companies, Tencent and Delivery Hero, have set and received SBTi verification for their climate targets.

Curbing the environmental impact of delivery services is a priority across our businesses in these segments and focuses on two categories: packaging and last-mile deliveries. Our report – Electrifying progress: scaling zero-carbon deliveries of food, groceries and parcels – examines the barriers and enablers to scaling electric-vehicle adoption in last-mile deliveries. We actively support our portfolio companies to measure their packaging footprint and develop sustainable-packaging strategies to prevent waste and harness the opportunity to scale solutions.

We have achieved an A score on our CDP submission for Prosus, which falls in the leadership category, and B for Naspers within three years of our reporting journey. Our Standard and Poor's scores also improved. These ratings are a valuable external view of our sustainability performance and help us to improve and accelerate our work to embed sustainability at the heart of all our businesses across the world.

Over 2023 and 2024, we performed a double-materiality assessment using the impact and financial materiality definitions and requirements as per the July 2023 guidance of the European Sustainability Reporting Standards. The objective of the double-materiality assessment for our group was to identify the impacts, risks and opportunities linked to our ecosystem of business operations and activities that are deemed material based on the assessment by stakeholders and sustainability experts who are deeply familiar with our group. These areas of impacts on the planet and its people and the potential financial risks and opportunities for our group will inform our strategic sustainability priorities in the short to medium term and consequently in the longer term. This assessment will also guide our reporting to meet the requirements of the new Corporate Sustainability Reporting Directive for our FY25 report.

Directorate

On 18 September 2023, the group announced that Bob van Dijk stepped down as chief executive and executive director of the boards after 10 successful years of leadership. Ervin Tu was appointed interim chief executive and has not been appointed to the board. Bob remains as a consultant to the boards, ending his consulting arrangement on 30 September 2024.

Remuneration for directors and key management will be disclosed in the remuneration report for the year ended 31 March 2024, including Bob's remuneration. Ervin's remuneration remains unchanged as a result of his interim appointment.

The board concluded a very extensive process in choosing the newly appointed chief executive, Fabricio Bloisi. Fabricio Bloisi will join the Naspers board as an executive director on 10 July 2024 and the Prosus board following the annual general meeting in August 2024, subject to shareholder approval.

Following his appointment to the board, he will also be appointed to the risk committee, the social, ethics and sustainability committee.

Dividends

The Prosus board has recommended that its shareholders receive a distribution of a gross amount of 10 euro cents per ordinary share N which represents an increase of approximately 43% for free-float shareholders. Subject to the requisite approval by Prosus shareholders being obtained, a dividend will be paid by Naspers in relation to the Naspers N ordinary shares and A ordinary shares from the amount that Naspers receives from Prosus, in accordance with the rights attaching to the shares as set out in the Naspers memorandum of incorporation.

More information on the distribution will be published following approval at the annual general meeting.

Koos Bekker
Chair

Ervin Tu
Interim chief executive

Cape Town

22 June 2024

Extract of consolidated statement of financial position

as at 31 March 2024

	31 March 2024 US$'m	2023 US$'m
ASSETS		
Non-current assets	**39 993**	41 667
Property, plant and equipment	**764**	786
Goodwill	**1 094**	1 483
Other intangible assets	**335**	391
Investments in associates	**34 789**	35 930
Investments in joint ventures	**43**	70
Investments and loans	**2 538**	2 664
Financing receivables	**197**	133
Other receivables	**44**	46
Related party receivables	**167**	143
Deferred taxation	**22**	21
Current assets	**22 282**	23 831
Inventory	**355**	415
Trade receivables	**310**	281
Financing receivables	**360**	278
Other receivables	**1 047**	887
Related party receivables	**27**	33
Derivative financial instruments	**—**	5
Other investments	**3 185**	4 707
Short-term investments	**13 834**	6 727
Cash and cash equivalents	**2 243**	9 849
	21 361	23 182
Assets classified as held for sale	**921**	649
TOTAL ASSETS	**62 275**	65 498
EQUITY AND LIABILITIES		
Capital and reserves attributable to the group's equity holders	**17 872**	18 960
Share capital and premium	**4 611**	4 611
Treasury shares	**(564)**	(46 825)
Other reserves	**(27 477)**	12 211
Retained earnings	**41 302**	48 963
Non-controlling interests	**23 410**	25 645
TOTAL EQUITY	**41 282**	44 605
Non-current liabilities	**16 188**	16 281
Post-employment medical liability	**14**	16
Long-term liabilities	**15 990**	15 939
Other non-current liabilities	**62**	135
Cash-settled share-based payment liability	**38**	73
Provisions	**5**	5
Deferred taxation	**79**	113
Current liabilities	**4 805**	4 612
Current portion of long-term liabilities	**496**	487
Provisions	**64**	47
Trade payables	**427**	406
Accrued expenses	**1 875**	1 854
Other current liabilities	**688**	773
Cash-settled share-based payment liability	**474**	655
Related party payables	**4**	6
Taxation payable	**31**	76
Dividends payable	**2**	2
Derivative financial instruments	**1**	2
Bank overdrafts	**15**	28
	4 077	4 336
Liabilities classified as held for sale	**728**	276
TOTAL EQUITY AND LIABILITIES	**62 275**	65 498

Extract of consolidated income statement

for the year ended 31 March 2024

	31 March 2024 US$'m	31 March 2023 US$'m
Continuing operations		
Revenue	**6 431**	5 960
Cost of providing services and sale of goods	**(3 966)**	(4 085)
Selling, general and administration expenses	**(2 647)**	(2 307)
Other (losses)/gains – net	**(380)**	(641)
Operating loss	**(562)**	(1 073)
Interest income	**920**	482
Interest expense	**(585)**	(569)
Other finance income/(cost) – net	**74**	(56)
Dividend income	**—**	62
Share of equity-accounted results	**2 810**	5 176
Impairment of equity-accounted investments	**(483)**	(1 745)
Dilution (losses)/gains on equity-accounted investments	**(238)**	(252)
Gains on partial disposal of equity-accounted investments	**5 053**	7 622
Net gains/(losses) on acquisitions and disposals	**(3)**	51
Profit before taxation	**6 986**	9 698
Taxation	**(151)**	(51)
Profit from continuing operations	**6 835**	9 647
(Loss)/profit from discontinued operations[1]	**(270)**	307
Profit for the year	**6 565**	9 954
Attributable to:		
Equity holders of the group	**2 855**	4 331
Non-controlling interests	**3 710**	5 623
	6 565	9 954
Per share information related to total operations (US cents)[2]		
Earnings per ordinary share	**1 532**	2 078
Diluted earnings per ordinary share	**1 476**	1 998
Per share information related to continuing operations (US cents)[2]		
Earnings per ordinary share	**1 595**	2 014
Diluted earnings per ordinary share	**1 539**	1 934

1 *The prior year amount has been restated due to the discontinued operation of OLX Autos.*

2 *Earnings per share is based on the weighted average number of shares taking into account the impact of the removal of the group's cross-holding structure in the current and prior year.*

Extract of consolidated statement of comprehensive income

for the year ended 31 March 2024

	31 March 2024 US$'m	Restated[1] 2023 US$'m
Profit for the year	**6 565**	9 954
Total other comprehensive loss, net of tax, for the year		
Items that may be subsequently reclassified to profit or loss		
Foreign exchange (losses)/gains arising on translation of foreign operations[2, 3]	**(1 644)**	(2 421)
Share of equity-accounted investments' movement in foreign currency translation reserve	**624**	797
Items that may not be subsequently reclassified to profit or loss		
Fair value gains/(losses) on financial assets through other comprehensive income	**(1 775)**	21
Share of equity-accounted investments' movement in other comprehensive income[1]	**(511)**	(3 005)
Total other comprehensive loss for the year – net of tax	**(3 306)**	(4 608)
Total comprehensive income for the year	**3 259**	5 346
Attributable to:		
Equity holders of the group	**1 370**	2 524
Non-controlling interests	**1 889**	2 822
	3 259	5 346

1 *Relates to the voluntary change in accounting policy for the group's share in the changes in NAV and share-based compensation reserve of equity-accounted investments.*

2 *The prior year includes the reclassification to the consolidated income statement of US$202m relating to the disposal of Avito.*

3 *The significant movement relates to the translation effects from equity-accounted investments. The current year also includes a net monetary gain of US$37m (FY23: US$102m) relating to hyperinflation accounting for the group's subsidiaries in Turkey.*

Extract of consolidated statement of cash flows

for the year ended 31 March 2024

	31 March 2024 US$'m	31 March 2023 US$'m
Cash flows from operating activities		
Cash generated from/(utilised in) operations	144	(376)
Dividends received from equity-accounted investments	760	575
Cash generated from operating activities	904	199
Interest income received	859	324
Interest costs paid	(585)	(567)
Taxation paid	(144)	(133)
Net cash generated from/(utilised in) operating activities	1 034	(177)
Cash flows from investing activities		
Property, plant and equipment acquired	(73)	(268)
Proceeds from sale of property, plant and equipment	11	12
Intangible assets acquired	(25)	(34)
Proceeds from sale of intangible assets	1	–
Acquisitions of subsidiaries and businesses, net of cash	(2)	(18)
Disposals of subsidiaries and businesses, net of cash	193	2 055
Acquisition of associates	–	(12)
Disposal of associates	–	–
Partial disposals of associates	7 256	10 613
Additional investment in existing associates	(49)	(293)
Additional investments in existing joint ventures	–	(1)
Acquisition of short-term investments[1]	(13 738)	(6 606)
Maturity of short-term investments[1]	6 709	3 924
Cash paid for other investments[2]	(136)	(559)
Cash received from other investments[3]	14	3 764
Cash movement in other investing activities	(19)	(22)
Net cash generated from investing activities	142	12 555
Cash flows from financing activities		
Payments for the repurchase of own shares	(3 069)	(3 150)
Proceeds from long and short-term loans raised	134	196
Repayments of long and short-term loans	(122)	(56)
Additional investments in existing subsidiaries[4]	(7 766)	(11 509)
Proceeds from sale of subsidiary shares	3 003	2 745
Repayments of capitalised lease liabilities	(76)	(63)
Acquisition of group shares for equity-settled share-based compensation plans	(137)	(125)
Additional investment from non-controlling shareholders	3	67
Dividends paid by the holding company	(199)	(191)
Cash movements in other financing activities	(10)	(10)
Net cash utilised in financing activities	(8 239)	(12 096)
Net movement in cash and cash equivalents	(7 063)	282
Foreign exchange translation adjustments on cash and cash equivalents	(181)	(82)
Cash and cash equivalents at the beginning of the year	9 821	9 715
Cash and cash equivalents classified as held for sale	(349)	(94)
Cash and cash equivalents at the end of the year	2 228	9 821

1 *Relates to short-term cash investments with maturities of more than three months from the date of acquisition.*
2 *Relates to payments for the group's fair value through other comprehensive income investments.*
3 *Relates mainly to the group's investments at fair value.*
4 *Relates to transactions with non-controlling interest resulting in changes in effective interest of existing subsidiaries. Includes the repurchase of Prosus shares on the market of US$7.3bn (FY23: US$9.9bn).*

Segmental analysis – reconciliation to the consolidated income statement

for the year ended 31 March 2024

Trading profit/(loss) as presented in the segment disclosure is the chief operating decision-maker (CODM) and management's key measure of each segment's operational performance. A reconciliation of the consolidated cash utilised in operating activities, segmental trading profit/(loss) to operating profit/(loss) and profit before tax as reported in the income statement is provided below:

Segmental analysis

	Year ended 31 March 2024									
	Classifieds US$'m	Food Delivery US$'m	Payments and Fintech US$'m	Edtech US$'m	Etail US$'m	Other US$'m	Total Ecommerce US$'m	Media US$'m	Corporate segment US$'m	Total US$'m
Consolidated adjusted EBITDA from continuing operations[1]	187	77	(23)	(91)	46	(35)	161	7	(171)	(3)
Depreciation	(12)	(8)	(5)	(6)	(77)	(2)	(110)	(5)	(7)	(122)
Amortisation of software	(1)	(1)	(1)	(1)	(7)	–	(11)	–	–	(11)
Interest on capitalised lease liabilities	(2)	(1)	(2)	–	(11)	–	(16)	(1)	(1)	(18)
Consolidated trading loss from continuing operations[1]	172	67	(31)	(98)	(49)	(37)	24	1	(179)	(154)
Interest on capitalised lease liabilities	2	1	2	–	11	–	16	1	1	18
Amortisation of other intangible assets	(6)	(2)	(12)	(43)	(5)	(10)	(78)	–	–	(78)
Other (losses)/gains – net	–	(3)	1	(372)	(3)	(3)	(380)	–	–	(380)
Retention option expense	(2)	–	38	–	3	–	39	–	–	39
Remeasurement of cash-settled share-based incentive expenses	1	(66)	11	12	3	7	(32)	–	29	(3)
Share-based incentives for share options settled in Naspers Limited shares	–	–	–	–	–	–	–	(1)	(3)	(4)
Consolidated operating loss from continuing operations	167	(3)	9	(501)	(40)	(43)	(411)	1	(152)	(562)

1 *Refer to the glossary for an explanation of the group's alternative performance measures.*

Segmental analysis – reconciliation to the consolidated income statement continued

for the year ended 31 March 2024

Segmental analysis continued

Year ended 31 March 2023

	Classifieds US$'m	Food Delivery US$'m	Payments and Fintech US$'m	Edtech US$'m	Etail US$'m	Other US$'m	Total Ecommerce US$'m	Media US$'m	Corporate segment US$'m	Total US$'m
Consolidated adjusted EBITDA from continuing operations[1]	73	(94)	(77)	(122)	(1)	(87)	(308)	11	(201)	(498)
Depreciation	(11)	(9)	(6)	(6)	(69)	(3)	(104)	(5)	(7)	(116)
Amortisation of software	(4)	(1)	–	(3)	(5)	1	(12)	–	(1)	(13)
Interest on capitalised lease liabilities	(2)	(2)	–	–	(8)	–	(12)	(1)	–	(13)
Consolidated trading loss from continuing operations[1]	56	(106)	(83)	(131)	(83)	(89)	(436)	5	(209)	(640)
Interest on capitalised lease liabilities	2	2	–	–	8	–	12	1	–	13
Amortisation of other intangible assets	(4)	(1)	(17)	(43)	(6)	(5)	(76)	–	–	(76)
Other (losses)/gains – net	(40)	(3)	(3)	(553)	(2)	(40)	(641)	–	–	(641)
Other	–	–	3	–	–	–	3	–	–	3
Retention option expense	(2)	–	(26)	–	8	–	(20)	–	–	(20)
Remeasurement of cash-settled share-based incentive expenses	34	55	(5)	29	9	34	156	–	146	302
Share-based incentives for share options settled in Naspers Limited shares	(3)	–	–	–	–	(2)	(5)	(3)	(6)	(14)
Consolidated operating loss from continuing operations	43	(53)	(131)	(698)	(66)	(102)	(1 007)	3	(69)	(1 073)

1 *Refer to the glossary for an explanation of the group's alternative performance measures.*

Financial alternative performance measures
for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Growth in local currency, excluding acquisitions and disposals

The adjustments to the amounts, reported in terms of IFRS, that have been made in arriving at the pro forma financial information are presented in the table below:

Consolidated revenue

	Year ended 31 March							
	2023	2024	2024	2024	2024	2024	2024	2024
	A	B	C	D	E	F[1]	G[2]	H[3]
	IFRS US$'m	Group composition disposal adjustment US$'m	Group composition acquisition adjustment US$'m	Foreign currency adjustment US$'m	Local currency growth US$'m	IFRS US$'m	Local currency growth % change	IFRS % change
Ecommerce	5 756	(235)	(194)	(43)	976	6 260	18	9
– Classifieds	519	–	17	33	138	707	27	36
OLX Europe	441	–	–	36	133	610	30	38
OLX South Africa	45	–	–	(5)	6	46	13	2
Other	33	–	17	2	(1)	51		
– Payments and Fintech	903	(8)	1	(134)	344	1 106	38	22
Core PSP	790	(6)	1	(135)	325	975	41	23
PayU India	399	–	–	(12)	57	444	14	11
Total GPO[4]	393	(7)	1	(122)	268	533	69	36
GPO	293	(7)	1	(21)	59	325	21	11
Iyzico	85	–	–	(101)	202	186	>100	>100
Other	15	–	–	–	7	22		
Other	(2)	1	–	(1)	–	(2)	–	–
India credit	83	–	–	(2)	26	107	31	29
Other	30	(2)	–	3	(7)	24		
– Food Delivery	1 371	(218)	(234)	55	248	1 222	22	(11)
iFood	1 371	(218)	(234)	55	248	1 222	22	(11)
Core Food	1 231	(220)	(216)	50	244	1 089	24	(12)
Extensions	140	2	(18)	5	4	133	3	(5)
– Edtech	134	–	–	2	12	148	9	10
GoodHabitz	40	–	–	2	8	50	20	25
Stack Overflow	94	–	–	–	4	98	4	4
– Etail	2 737	17	22	(1)	224	2 999	8	10
eMAG	1 928	17	22	76	163	2 206	8	14
Sameday	174	–	–	–	56	230	32	32
Extensions	142	15	22	14	30	223	19	57
Other	1 612	2	–	62	77	1 753		
Takealot Group	808	–	–	(77)	61	792	8	(2)
Other	1	–	–	–	–	1		
– Other	92	(26)	–	2	10	78	15	(15)
Media	207	(3)	–	(15)	(14)	175	(7)	(16)
Corporate segment	–	–	–	–	–	–	–	–
Intersegmental	(3)	–	–	(1)	–	(4)	–	33
Group consolidated	5 960	(238)	(194)	(59)	962	6 431	17	8

1 A + B + C + D + E. *2 [E/(A + B)] x 100.* *3 [(F/A) – 1] x 100.*

4 GPO including Iyzico and RDP.

Financial alternative performance measures continued

for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Growth in local currency, excluding acquisitions and disposals continued

The adjustments to the amounts, reported in terms of IFRS, that have been made in arriving at the pro forma financial information are presented in the table below:

Economic-interest revenue

	Year ended 31 March							
	2023	2024	2024	2024	2024	2024	2024	2024
	A	B	C	D	E	F[2]	G[3]	H[4]
	IFRS[1] US$'m	Group composition disposal adjustment US$'m	Group composition acquisition adjustment US$'m	Foreign currency adjustment US$'m	Local currency growth US$'m	IFRS[1] US$'m	Local currency growth % change	IFRS % change
Ecommerce	9 934	(454)	109	55	1 501	11 145	**16**	**12**
– Classifieds	755	(4)	17	37	146	951	**19**	**26**
– Payments and Fintech	1 052	(21)	2	(133)	405	1 305	**39**	**24**
– Food Delivery	4 203	(271)	47	157	728	4 864	**19**	**16**
– Edtech	545	(141)	10	2	28	444	**7**	**(19)**
– Etail	2 761	12	23	–	225	3 021	**8**	**9**
– Other	618	(29)	10	(8)	(31)	560	**(5)**	**(9)**
Social and internet platforms	22 269	(1 945)	–	(927)	1 998	21 395	**10**	**(4)**
– Tencent	22 269	(1 945)	–	(927)	1 998	21 395	**10**	**(4)**
Media	217	(3)	–	(18)	(14)	182	**(7)**	**(16)**
Corporate segment	–	–	–	–	–	–	**–**	**–**
Intersegmental	(3)	–	–	(1)	–	(4)	**–**	**33**
Group economic interest	32 417	(2 402)	109	(891)	3 485	32 718	**12**	**1**

1 Figures presented on an economic-interest basis as per the segmental review.

2 A + B + C + D + E.

3 [E/(A + B)] x 100.

4 [(F/A) – 1] x 100.

Financial alternative performance measures continued

for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Growth in local currency, excluding acquisitions and disposals continued

The adjustments to the amounts, reported in terms of IFRS, that have been made in arriving at the pro forma financial information are presented in the table below:

Consolidated trading profit

	Year ended 31 March							
	2023	2024	2024	2024	2024	2024	2024	2024
	A	B	C	D	E	F[1]	G[2]	H[3]
	IFRS US$'m	Group composition disposal adjustment US$'m	Group composition acquisition adjustment US$'m	Foreign currency adjustment US$'m	Local currency growth US$'m	IFRS US$'m	Local currency growth % change	IFRS % change
Ecommerce	(436)	21	(2)	4	437	24	>100	>100
– Classifieds	56	–	1	13	102	172	>100	>100
OLX Europe	68	–	–	18	90	176	>100	>100
OLX South Africa	26	–	–	(3)	4	27	15	4
Other	(38)	–	1	(2)	8	(31)		
– Payments and Fintech	(83)	–	(1)	(14)	67	(31)	(81)	(63)
Core PSP	(2)	–	(1)	(16)	38	19	>100	>100
PayU India	11	–	–	1	(24)	(12)	(>100)	(>100)
Total GPO[4]	(14)	–	(1)	(16)	62	31	>100	>100
GPO	(21)	–	(1)	(9)	46	15	>100	>100
Iyzico	8	–	–	(7)	16	17	>100	>100
Other	(1)	–	–	–	–	(1)		
Other	1	–	–	(1)	–	–		
India credit	(10)	–	–	1	(11)	(20)	(>100)	(>100)
Other	(71)	–	–	1	40	(30)		
– Food Delivery	(106)	4	–	5	164	67	>100	>100
iFood	(65)	4	–	5	152	96	>100	>100
Core Food	94	20	–	9	137	260	>100	>100
Extensions	(159)	(16)	–	(4)	15	(164)	9	(3)
Other	(41)	–	–	–	12	(29)		
– Etail	(83)	(1)	(1)	1	35	(49)	42	41
eMAG	(52)	(1)	(1)	1	27	(26)	51	50
Sameday	(16)	–	–	1	9	(6)	56	63
Extensions	(46)	(1)	(1)	(3)	7	(44)	15	4
Other	10	–	–	3	11	24		
Takealot Group	(22)	–	–	–	8	(14)	36	36
Other	(9)	–	–	–	–	(9)		
– Edtech	(131)	–	–	–	33	(98)	25	25
GoodHabitz	(16)	–	–	–	8	(8)	50	50
Stack Overflow	(84)	–	–	(1)	28	(57)	33	32
Other	(31)	–	–	1	(3)	(33)		
– Other	(89)	18	(1)	(1)	36	(37)	51	58
Media	5	–	–	–	(4)	1	(80)	(80)
Corporate segment	(209)	–	–	2	28	(179)	13	14
Group consolidated	(640)	21	(2)	6	461	(154)	74	76

1 A + B + C + D + E. 2 [E/(A + B)] x 100. 3 [(F/A) – 1] x 100.

4 Includes GPO including Iyzico and RDP.

Financial alternative performance measures continued

for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Growth in local currency, excluding acquisitions and disposals continued

The adjustments to the amounts, reported in terms of IFRS, that have been made in arriving at the pro forma financial information are presented in the table below:

Economic-interest trading profit

	Year ended 31 March							
	2023	2024	2024	2024	2024	2024	2024	2024
	A	B	C	D	E	F[2]	G[3]	H[4]
	IFRS[1] US$'m	Group composition disposal adjustment US$'m	Group composition acquisition adjustment US$'m	Foreign currency adjustment US$'m	Local currency growth US$'m	IFRS[1] US$'m	Local currency growth % change	IFRS % change
Ecommerce	(1 331)	165	(13)	3	887	(289)	**(76)**	**(78)**
– Classifieds	47	1	1	14	124	187	**>100**	**>100**
– Payments and Fintech	(116)	3	(2)	(13)	69	(59)	**(61)**	**(49)**
– Food Delivery	(649)	35	(14)	4	466	(158)	**(76)**	**(76)**
– Edtech	(258)	106	5	–	67	(80)	**(44)**	**(69)**
– Etail	(85)	(1)	(1)	1	37	(49)	**(43)**	**(42)**
– Other	(270)	21	(2)	(3)	124	(130)	**(50)**	**(52)**
Social and internet platforms	5 085	(441)	–	(260)	1 845	6 229	**40**	**22**
– Tencent	5 085	(441)	–	(260)	1 845	6 229	**40**	**22**
Media	7	–	–	–	(5)	2	**(71)**	**(71)**
Corporate segment	(210)	–	–	–	31	(179)	**(15)**	**(15)**
Group economic interest	3 551	(276)	(13)	(257)	2 758	5 763	**84**	**62**

1 *Figures presented on an economic-interest basis as per the segmental review.*

2 *A + B + C + D + E.* 3 *[E/(A + B)] x 100.* 4 *[(F/A) – 1] x 100.*

Financial alternative performance measures continued

for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Growth in local currency, excluding acquisitions and disposals continued

The group applies certain adjustments to segmental revenue and trading profit reported to present the growth in such metrics in local currency and excluding the effects of changes in the composition of the group. Such underlying adjustments provide a view of the company's underlying financial performance that management believes is more comparable between periods by removing the impact of changes in foreign exchange rates and changes in the composition of the group on its results. Such adjustments are referred to herein as 'growth in local currency, excluding acquisitions and disposals'. The group applies the following methodology in calculating growth in local currency, excluding acquisitions and disposals:

› Foreign exchange/constant currency adjustments have been calculated by adjusting the current period's results to the prior period's average foreign exchange rates, determined as the average of the monthly exchange rates for that period. The local currency financial information quoted is calculated as the constant currency results, arrived at using the methodology outlined above, compared to the prior period's actual IFRS results. The relevant average exchange rates (relative to the US dollar) used for the group's most significant functional currencies, were:

	31 March 2024		31 March 2023	
	Average rate	**Closing rate**	Average rate	Closing rate
Currency (1FC = US$)				
South African rand (ZAR)	**0.0533**	**0.0528**	0.0583	0.0562
Euro (EUR)	**1.0827**	**1.0794**	1.0415	1.0841
Chinese yuan renminbi (RMB)	**0.1393**	**0.1385**	0.1453	0.1456
Brazilian real (BRL)	**0.2024**	**0.1994**	0.1943	0.1975
Indian rupee (INR)	**0.0121**	**0.0120**	0.0124	0.0122
Polish zloty (PLN)	**0.2445**	**0.2514**	0.2213	0.2317
Romanian lei (RON)	**0.2183**	**0.2172**	0.2114	0.2191
Turkish Lira (YTL)	**0.0366**	**0.0308**	0.0557	0.0521
British pound sterling (GBP)	**1.2568**	**1.2623**	1.2036	1.2335

› Adjustments made for changes in the composition of the group relate to acquisitions, mergers and disposals of subsidiaries and equity-accounted investments, as well as to changes in the group's shareholding in its equity-accounted investments. For acquisitions, adjustments are made to remove the revenue and trading profit/(loss) of the acquired entity from the current reporting period and, in subsequent reporting periods, to ensure that the current reporting period and the comparative reporting period contain revenue and trading profit/(loss) information relating to the same number of months. For mergers, adjustments are made to include a portion of the prior period's revenue and trading profit/(loss) of the entity acquired as a result of a merger. For disposals, adjustments are made to remove the revenue and trading profit/(loss) of the disposed entity from the previous reporting period to the extent that there is no comparable revenue or trading profit/(loss) information in the current period and, in subsequent reporting periods, to ensure that the previous reporting period does not contain revenue and trading profit/(loss) information relating to the disposed business.

Financial alternative performance measures continued
for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Growth in local currency, excluding acquisitions and disposals continued

The following significant changes in the composition of the group during the year ended 31 March 2024 have been adjusted for in arriving at the pro forma financial information:

Transaction	Basis of accounting	Reportable segment	Acquisition/Disposal
Dilution of the group's interest in Tencent	Associate	Social and internet platforms	Disposal
Dilution of the group's interest in EMPG	Associate	Ecommerce	Disposal
Dilution of the group's interest in OfferUp	Associate	Ecommerce	Disposal
Disposal of the group's interest in Oda	Associate	Ecommerce	Disposal
Dilution of the group's interest in Flink	Associate	Ecommerce	Disposal
Disposal of the group's interest in iFood Colombia	Associate	Ecommerce	Disposal
Disposal of the group's interest in PayU Russia	Subsidiary	Ecommerce	Disposal
Acquisition of the group's interest in Ding	Subsidiary	Ecommerce	Acquisition
Step-up in the group's interest in Flip together with the impact of the lag period catch-up adjustment	Subsidiary	Ecommerce	Acquisition/Disposal
Change in the group's interest in Delivery Hero	Associate	Ecommerce	Acquisition/Disposal
Change in the group's interest in Swiggy	Associate	Ecommerce	Acquisition/Disposal
Change in the group's interest in Emicro	Associate	Ecommerce	Acquisition/Disposal
Change in the group's interest in ElasticRun	Associate	Ecommerce	Acquisition/Disposal
Acquisition of the group's interest in Azos	Associate	Ecommerce	Acquisition
Increase in the group's interest in PharmEasy	Associate	Ecommerce	Acquisition
Acquisition of the group's interest in Planet24	Associate	Ecommerce	Acquisition
Acquisition of the group's interest in Alwans	Associate	Ecommerce	Acquisition
Acquisition of the group's interest in Vegrow	Associate	Ecommerce	Acquisition
Change in the group's interest in Captain Fresh	Associate	Ecommerce	Acquisition/Disposal
Change in the group's interest in Sangvhi Beauty	Associate	Ecommerce	Acquisition/Disposal
Increase in the group's interest in Bux	Associate	Ecommerce	Acquisition
Decrease in the group's interest in Shipper	Associate	Ecommerce	Disposal
Change in the group's interest in Klar	Associate	Ecommerce	Acquisition/Disposal
Dilution of the group's interest in Remitly	Associate	Ecommerce	Disposal
Increase in the group's interest in FinWizard	Associate	Ecommerce	Acquisition
Acquisition of the group's interest in LifeCheq	Associate	Ecommerce	Acquisition
Loss of control of the group's interest in Udemy	Associate	Ecommerce	Disposal
Loss of control of the group's interest in BYJU'S	Associate	Ecommerce	Disposal
Change of the group's interest in Skillsoft	Associate	Ecommerce	Acquisition/Disposal

The net adjustment made for all acquisitions and disposals on continuing operations that took place during the year ended 31 March 2024 amounted to a negative adjustment of US$2.3bn on revenue and a negative adjustment of US$289m on trading profit. These adjustments include the impact of a change in revenue recognition related to iFood and in Eruditus.

Financial alternative performance measures continued

for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Earnings disclosure on a per share basis

For the year ended 31 March

	2024 US$'m	2023 US$'m	Change %
Continuing operations			
Earnings attributable to equity holders for the year (US$'m)	**2 972**	4 198	(29)
Earnings per N ordinary share (US cents)[1]	**1 595**	2 014	(21)
Diluted earnings per N ordinary share (US cents)	**1 539**	1 934	(20)
Headline earnings for the period (US$'m)[1]	**1 476**	299	394
Headline earnings per N ordinary share (US cents)[1]	**792**	143	452
Diluted headline earnings per N ordinary share (US cents)	**737**	64	1 052
Core headline earnings for the period (US$'m)[1]	**2 139**	1 138	88
Core headline earnings per N ordinary share (US cents)[1]	**1 148**	546	110
Diluted core headline earnings per N ordinary share (US cents)	**1 092**	466	134
– Weighted average for the period	**186 345**	208 404	
– Diluted weighted average	**186 568**	208 492	
Discontinued operations			
Earnings attributable to equity holders for the year (US$'m)	**(117)**	133	(188)
Earnings per N ordinary share (US cents)	**(63)**	64	(198)
Diluted earnings per N ordinary share (US cents)	**(63)**	64	(198)
Headline earnings for the period (US$'m)	**(62)**	(50)	24
Headline earnings per N ordinary share (US cents)	**(33)**	(24)	39
Diluted headline earnings per N ordinary share (US cents)	**(33)**	(24)	39
Core headline earnings for the period (US$'m)	**(51)**	(89)	(43)
Core headline earnings per N ordinary share (US cents)	**(27)**	(43)	(36)
Diluted core headline earnings per N ordinary share (US cents)	**(27)**	(43)	(36)
Total operations			
Earnings attributable to equity holders for the year (US$'m)	**2 855**	4 331	(34)
Earnings per N ordinary share (US cents)	**1 532**	2 078	(26)
Diluted earnings per N ordinary share (US cents)	**1 476**	1 998	(26)
Headline earnings for the period (US$'m)	**1 414**	249	468
Headline earnings per N ordinary share (US cents)	**759**	119	538
Diluted headline earnings per N ordinary share (US cents)	**704**	40	1 660
Core headline earnings for the period (US$'m)	**2 088**	1 049	99
Core headline earnings per N ordinary share (US cents)	**1 121**	503	123
Diluted core headline earnings per N ordinary share (US cents)	**1 065**	423	152

1 Refer to the glossary for an explanation of the group's alternative performance measures.

Financial alternative performance measures continued

for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Reconciliation of earnings to core headline earnings

	31 March 2024 US$'m	2023 US$'m
CONTINUING OPERATIONS		
Earnings from continuing operations	**2 972**	4 198
Basic earnings attributable to shareholders	**—**	—
Impact of dilutive instruments of subsidiaries, associates and joint ventures	**(101)**	(166)
Diluted earnings attributable to shareholders	**2 871**	4 032
Headline adjustments for continuing operations		
Adjusted for:	**(3 437)**	(8 942)
– Impairment of other assets	**—**	33
– Impairment of goodwill, PPE and other intangible assets	**374**	614
– Loss on sale of assets	**5**	1
– Gain recognised on loss of control	**—**	(23)
– Gain recognised on loss of significant influence	**—**	(30)
– Gain on remeasurement of previously held interest	**(10)**	—
– Net loss/(gains) on acquisitions and disposals of investments	**2**	(27)
– Gains on partial disposal of equity-accounted investments	**(5 053)**	(7 622)
– Dilution losses/(gains) on equity-accounted investments	**238**	252
– Remeasurements included in equity-accounted earnings[1]	**524**	(3 885)
– Impairment of equity-accounted investments	**483**	1 745
	(465)	(4 744)
Total tax effects of adjustments	**2**	—
Total adjustment for non-controlling interests	**1 939**	5 043
Headline earnings[2]	**1 476**	299
Adjusted for:		
– Equity-settled share-based payment expenses	**458**	629
– Remeasurement of cash-settled share-based incentive expenses	**(9)**	(129)
– Tax adjustment	**(10)**	6
– Amortisation of other intangible assets	**219**	290
– Fair value adjustments and currency translation differences	**(9)**	(6)
– Retention option remeasurement	**(17)**	10
– Transaction-related costs	**31**	39
Core headline earnings[2]	**2 139**	1 138

1 *Remeasurements included in equity-accounted earnings include US$108m (FY23: US$5.9bn) relating to gains arising on acquisitions and disposals by associates and US$627m (FY23: US$1.9bn) relating to net impairments of assets recognised by associates.*

2 *Refer to the glossary for an explanation of the group's alternative performance measures.*

The diluted earnings, headline earnings and core headline earnings per share figures presented on the face of the income statement include a decrease of US$101m (FY23: US$116m) relating to the future dilutive impact of potential ordinary shares issued by equity-accounted investees.

Financial alternative performance measures continued

for the year ended 31 March 2024

Reconciliation of financial alternative performance measures

Reconciliation of earnings to core headline earnings continued

	31 March 2024 US$'m	31 March 2023 US$'m
DISCONTINUED OPERATIONS		
Earnings from discontinuing operations	**(117)**	133
Basic earnings attributable to shareholders	**—**	—
Impact of dilutive instruments of subsidiaries, associates and joint ventures	**—**	—
Diluted earnings attributable to shareholders	**(117)**	133
Headline adjustments from discontinuing operations		
Adjusted for:	**129**	(437)
– Impairment of goodwill, PPE and other intangible assets	**137**	125
– Loss on sale of assets	**—**	6
– Net (gains)/loss on disposals of investments	**(8)**	(568)
	12	(304)
Total tax effects of adjustments	**—**	—
Total adjustment for non-controlling interests	**(74)**	254
Headline earnings from discontinuing operations[1]	**(62)**	(50)
Adjusted for:		
– Remeasurement of cash-settled share-based incentive expenses	**(2)**	(18)
– Amortisation of other intangible assets	**—**	4
– Fair value adjustments and currency translation differences	**9**	(25)
– Transaction-related costs	**4**	—
Core headline earnings from discontinuing operations[1]	**(51)**	(89)

1 *Refer to the glossary for an explanation of the group's alternative performance measures.*

Reconciliation of cash generated from operations to free cash flow

	31 March 2024 US$'m	31 March 2023 US$'m
Cash generated from operations	**144**	(376)
Transaction-related costs	**16**	26
Capital expenditure	**(86)**	(290)
Capital finance leases repaid, gross	**(95)**	(82)
Investment income received	**760**	575
Taxation paid	**(112)**	(133)
Taxation credits	**(54)**	—
Merchant cash (receivable)/payable	**(198)**	(218)
Credit included in financing activities	**—**	7
Free cash flow[1]	**375**	(491)

1 *Refer to the glossary for an explanation of the group's alternative performance measures.*

Financial and non-financial alternative performance measures glossary

for the year ended 31 March 2024

The Naspers and Prosus groups (collectively referred to as the group) discloses various alternative performance measures (APMs) in their year-end financial statements on which an independent auditor's assurance report on the compilation of the pro forma financial information has been obtained.

In the analysis of the group's financial performance, certain information disclosed in the financial statements may be prepared on a non-IFRS basis or has been derived from amounts calculated in accordance with IFRS but are not themselves an expressly permitted IFRS measure. These measures are reported in line with the way in which financial Information is analysed by management and designed to increase comparability of the group's year-on-year financial position, based on its operational activity. They are not uniformly defined or used by other entities outside of the group and may not be comparable with similar measures provided by other entities.

The alternative performance measures are the responsibility of the board of directors of the group.

The key alternative performance measures presented by the group are listed below:

Term/Acronym	Description	Relevance
Annual recurring revenue (ARR)	Annual recurring revenue is the sum of all revenue derived from customer contracts over the course of the next 12 months. It refers to ongoing revenue from a product line in the Edtech segment.	It provides a high level view of ongoing revenue and enables the group to estimate future revenue growth potential.
Adjusted EBITDA	Adjusted EBITDA represents operating profit/loss, as adjusted to exclude: (i) depreciation; (ii) amortisation; (iii) retention option expenses linked to business combinations; (iv) other losses/gains – net, which includes dividends received from investments, profits and losses on sale of assets, fair value adjustments of financial instruments, impairment losses, compensation received from third parties for property, plant and equipment impaired, lost or stolen, and gains or losses on settlement of liabilities; (v) transactions that IFRS treats as cash-settled share-based compensation expense which are with fellow shareholders and are related to put and call options granted and linked to the ongoing employment of those shareholders as part of the group's investments in companies; and (vi) subsequent fair value remeasurement of cash-settled share-based compensation expenses, equity-settled share-based compensation expenses for group share option schemes as well as those deemed to arise on shareholder transactions (but not excluding share-based payment expenses for which the group has a cash cost on settlement with participants).	The group utilises this as an additional measure to analyse operational activity and profitability of the group's businesses.
Central cash	Cash held by group corporate companies at a head office level.	It is considered a measure to understand how much cash is available at a central level to be utilised for investment, operational, distribution or debt repayments purposes.

Financial and non-financial alternative performance measures glossary continued

for the year ended 31 March 2024

Term/Acronym	Description	Relevance
Core headline earnings	Core headline earnings represent headline earnings, excluding certain non-operating items. Specifically, headline earnings are adjusted for the following items to derive core headline earnings: (i) equity-settled share-based payment expenses on transactions where there is no cash cost to the group. These include those relating to share-based incentive awards settled by issuing treasury shares as well as certain share-based payment expenses that are deemed to arise on shareholder transactions; (ii) subsequent fair value remeasurement of cash-settled share-based incentive expenses; (iii) cash-settled share-based compensation expenses deemed to arise from shareholder transactions by virtue of employment; (iv) deferred taxation income recognised on the first-time recognition of deferred tax assets as this generally relates to multiple prior periods and distorts current-period performance; (v) fair value adjustments on financial instruments and unrealised currency translation differences, as these items obscure the group's underlying operating performance; (vi) once-off gains and losses (including acquisition-related costs) resulting from acquisitions and disposals of businesses as these items relate to changes in the group's composition and are not reflective of the group's underlying operating performance; and (vii) the amortisation of intangible assets recognised in business combinations and acquisitions, as these expenses are not considered operational in nature. These adjustments are made to the earnings of businesses controlled by the group as well as the group's share of earnings of associates and joint ventures, to the extent that the information is available.	We reflect core headline earnings as the group's indicator of its post-tax operating performance, which adjusts for non-operating items.
Economic interest	Investments in associated companies and joint ventures have been accounted for under the equity method for all periods, unless otherwise indicated. Economic interest is the proportionate consolidation of associate companies and joint ventures. Proportionate consolidation is a method of accounting whereby our share of each of the income and expenses of associate companies and joint ventures is combined line by line with similar items in our operating segments. Under the economic-interest view, references to 'revenue from the group' or 'trading profit from the group', as applicable, therefore include our share of revenue or trading profit from investments in associate companies and joint ventures.	It is considered a useful measure to analyse operational profitability and performance of the group's portfolio of assets as a whole, including both consolidated earnings plus the group's proportionate share of the associates and joint ventures revenue and trading profit.
Free cash flow	Free cash flow represents cash generated from operations adjusted for transaction-related costs, specific working capital adjustments that are not directly related to our operational activities, plus dividends received, minus: (i) capital leases repaid (gross); and (ii) cash taxation paid, excluding tax paid of a capital nature. Free cash flow reflects an additional way of viewing our liquidity that the board believes is useful to investors because it represents cash flows that could be used for distribution of dividends, repayment of debt (including interest thereon) or to fund our strategic initiatives, including acquisitions, if any.	Free cash flow reflects an important way of viewing our cash generation that the board believes is useful to investors because it represents cash flows that could be used for distribution of dividends, repayment of debt (including interest thereon) or to fund our strategic initiatives, including acquisitions, if any.

Financial and non-financial alternative performance measures glossary continued

for the year ended 31 March 2024

Term/Acronym	Description	Relevance
Gross merchandise value (GMV)	A measure of the growth of a business determined by the total value of merchandise sold over a given period through a consumer-to-consumer (C2C) or business-to-consumer (B2C) platform.	It is considered a measure to analyse operational size and performance of a business in our food delivery, etail and other businesses.
Growth in local currency, excluding acquisitions and disposals. Also referred to as organic growth	We apply certain adjustments to the segmental revenue and trading profit reported in the financial statements to present the growth in such metrics in local currency and excluding the effects of changes in our composition. Such underlying adjustments provide a view of our underlying financial performance that management believes is more comparable between periods by removing the impact of changes in foreign exchange rates and changes in our composition on our results. Such adjustments are referred to herein as 'growth in local currency, excluding acquisitions and disposals'. We apply the following methodology in calculating growth in local currency, excluding acquisitions and disposals: › Foreign exchange/constant currency adjustments have been calculated by adjusting the current period's results to the prior period's average foreign exchange rates, determined as the average of the monthly exchange rates for that period. The local currency financial information quoted is calculated as the constant currency results, arrived at using the methodology outlined above, compared to the prior period's actual IFRS-EU results. Adjustments made for changes in our composition relate to acquisitions, mergers and disposals of subsidiaries and equity-accounted investments, as well as to changes in our shareholding in our equity-accounted investments. For acquisitions, adjustments are made to remove the revenue and trading profit/(loss) of the acquired entity from the current reporting period and, in subsequent reporting periods, to ensure that the current reporting period and the comparative reporting period contain revenue and trading profit/(loss) information relating to the same number of months. For mergers, adjustments are made to include a portion of the prior period's revenue and trading profit/(loss) of the entity acquired as a result of a merger. For disposals, adjustments are made to remove the revenue and trading profit/(loss) of the disposed entity from the previous reporting period to the extent that there is no comparable revenue or trading profit/(loss) information in the current period and, in subsequent reporting periods, to ensure that the previous reporting period does not contain revenue and trading profit/(loss) information relating to the disposed business.	The growth in local currency, excluding acquisitions and disposals, provides a view of our underlying financial performance that management believes is more comparable between periods by removing the impact of changes in foreign exchange rates and changes in our group's composition, on our results.

Financial and non-financial alternative performance measures glossary continued

for the year ended 31 March 2024

Term/Acronym	Description	Relevance
Headline earnings	Headline earnings represent net profit for the year attributable to the group's equity holders, excluding certain defined separately identifiable remeasurements relating to, among others, impairments of tangible assets, intangible assets (including goodwill) and equity-accounted investments, gains and losses on acquisitions and disposals of investments as well as assets, dilution gains and losses on equity-accounted investments, remeasurement gains and losses on disposal groups classified as held for sale and remeasurements included in equity-accounted earnings, net of related taxes (both current and deferred) and the related non-controlling interests. These remeasurements are determined in accordance with Circular 1/2023, headline earnings, as issued by the South African Institute of Chartered Accountants, at the request of the JSE Limited in relation to the calculation of headline earnings and disclosure of a detailed reconciliation of headline earnings to the earnings numbers used in the calculation of basic earnings per share in accordance with the requirements of IAS 33 *Earnings per Share*, under the JSE Listings Requirements.	This is a JSE listing requirement for Naspers and is included for consistency between Naspers and Prosus.
HEPS	Headline earnings, as per above, on a per share basis.	This is a JSE listing requirement for Naspers and is included for consistency between Naspers and Prosus.
Take rate	A take rate refers to the fees online marketplaces or third-party service providers collect for enabling third-party transactions. Put simply, a take rate is how much money a business makes from a transaction.	It is considered a key revenue driver to analyse the performance of revenue collection within the group's online platforms.
Total payments in value (TPV)	A measure of payments, net of payment reversals, successfully completed through a payments platform (PayU), excluding transactions processed through gateway products (ie those that link a merchant's website to its processing network and enable merchants to accept credit or debit card online payments).	It is considered a useful measure to analyse operational activity in our payments service providers.
Trading profit/loss	Trading profit/loss represents operating profit/loss, as adjusted to exclude: (i) amortisation of intangible assets recognised in business combinations and acquisitions, as these expenses are not considered operational in nature; (ii) retention option expenses linked to business combinations; (iii) other losses/gains – net, which includes dividends received from investments, profits and losses on sale of assets, fair value adjustments of financial instruments, impairment losses, compensation received from third parties for property, plant and equipment impaired, lost or stolen, and gains or losses on settlement of liabilities; (iv) transactions that IFRS treats as cash-settled share-based compensation expense which are with fellow shareholders and are related to put and call options granted and linked to the ongoing employment of those shareholders as part of the group's investments in companies; and (v) subsequent fair value remeasurement of cash-settled share-based compensation expenses, equity-settled share-based compensation expenses for group share option schemes as well as those deemed to arise on shareholder transactions (but not excluding share-based payment expenses for which the group has a cash cost on settlement with participants).	Trading profit/(loss) is a non-IFRS measure that refers to adjusted EBITDA adjusted for depreciation, amortisation of software and interest on capitalised lease liabilities. It is considered a useful measure to analyse operational profitability within the group by the group's CODM.
Trading profit/loss margin	Trading profit/loss divided by revenue.	It is considered a useful measure to analyse operational profitability.

Administration and corporate information

Naspers Limited
Incorporated in the Republic of South Africa
(Registration number: 1925/001431/06)
(Naspers or the group)
JSE share code: NPN
ISIN: ZAE000015889

Directors and management
JP Bekker (chair), S Dubey, HJ du Toit, CL Enenstein, M Girotra, RCC Jafta, AGZ Kemna, FLN Letele, D Meyer, R Oliveira de Lima, SJZ Pacak, V Sgourdos, MR Sorour, JDT Stofberg, Y Xu

Company secretary
L Bagwandeen
Suite 15, Third Floor
Oxford & Glenhove
116 Oxford Road
Houghton Estate
Johannesburg
2196
South Africa
cosec@naspers.com

Registered office
40 Heerengracht
Cape Town
8001
South Africa
PO Box 2271
Cape Town
8000
South Africa
Tel: +27 (0)21 406 2121
Fax: +27 (0)21 406 3753
www.naspers.com

Independent auditor
Deloitte & Touche
5 Magwa Crescent
Waterfall City
2090

Transfer secretaries
JSE Investor Services Proprietary Limited
(Registration number: 2000/007239/07)
One Exchange Square
2 Gwen Lane
Sandown
Sandton
2196
PO Box 4844
Johannesburg
2000
South Africa
Tel: +27 (0)86 140 0110/+27 (0)11 713 0800

ADR programme
Bank of New York Mellon maintains a GlobalBuyDIRECT℠ plan for Naspers Limited
For additional information, visit
Bank of New York Mellon's website at
www.globalbuydirect.com or call
Shareholder Relations at 1-888-BNY-ADRS or
1-800-345-1612 or write to:
Bank of New York Mellon
Shareholder Relations Department – GlobalBuyDIRECT℠
Church Street Station
PO Box 11258
New York
NY 10286-1258
USA

Sponsor
Investec Bank Limited
(Registration number: 1969/004763/06)
PO Box 785700
Sandton
2146
South Africa
Tel: +27 (0)11 291 3086

Attorneys
Webber Wentzel (in alliance with Linklaters)
PO Box 61771
Marshalltown
2107
South Africa

Werksmans Inc.
PO Box 1474
Cape Town
8000
South Africa

Investor relations
Eoin Ryan
InvestorRelations@naspers.com
Tel: +1 347 210 4305

Forward-looking statements

This report contains forward-looking statements as defined in the United States Private Securities Litigation Reform Act of 1995 concerning our financial condition, results of operations and businesses. These forward-looking statements are subject to a number of risks and uncertainties, many of which are beyond our control and all of which are based on our current beliefs and expectations about future events. Forward-looking statements are typically identified by the use of forward-looking terminology such as 'believes', 'expects', 'may', 'will', 'could', 'should', 'intends', 'estimates', 'plans', 'assumes' or 'anticipates', or associated negative, or other variations or comparable terminology, or by discussions of strategy that involve risks and uncertainties. These forward-looking statements and other statements contained in this report on matters that are not historical facts involve predictions.

No assurance can be given that such future results will be achieved. Actual events or results may differ materially as a result of risks and uncertainties implied in such forward-looking statements.

A number of factors could affect our future operations and could cause those results to differ materially from those expressed in the forward-looking statements, including (without limitation): (a) changes to IFRS and associated interpretations, applications and practices as they apply to past, present and future periods; (b) ongoing and future acquisitions, changes to domestic and international business and market conditions such as exchange rate and interest rate movements; (c) changes in domestic and international regulatory and legislative environments; (d) changes to domestic and international operational, social, economic and political conditions; (e) labour disruptions and industrial action; and (f) the effects of both current and future litigation. The forward-looking statements contained in this report apply only as of the date of the report. We are not under any obligation to (and expressly disclaim any such obligation to) revise or update any forward-looking statements to reflect events or circumstances after the date of the report or to reflect the occurrence of unanticipated events. We cannot give any assurance that forward-looking statements will prove correct and investors are cautioned not to place undue reliance on any forward-looking statements.

NASPERS HEAD OFFICE
+27 (0)21 406 2121
40 Heerengracht
Cape Town
8001
South Africa

www.naspers.com