

# Detailed Financials

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For the year ended 31 March 2023

# Important information



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 the negative thereof, or other variations thereon or comparable terminology, or by discussions of strategy that involve risks and uncertainties.

These forward-looking statements and other statements contained in this report regarding 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 facing us and our subsidiaries. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed or implied in such forward-looking statements.

There are a number of factors that 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; (f) labour disruptions and industrial action; and (g) the effects of both current and future litigation.

The forward-looking statements contained in the report speak 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.

# Approval to unwind the cross-holding structure has been received

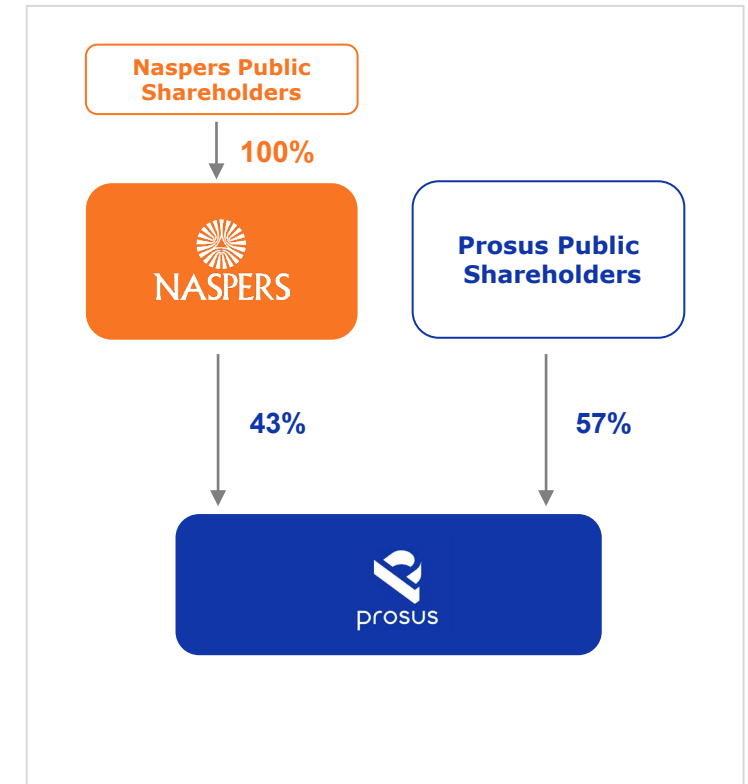


We are now putting this proposal forward to Naspers and Prosus shareholders to vote on

## Proposal has substantial benefits for Naspers and Prosus shareholders

- 1 Ensures the continuation of the Group's share repurchase programme
- 2 Simplifies the Group's structure while maintaining the current economic interest split
- 3 Builds on the benefits of the original listing of Prosus and the exchange offer
- 4 Represents clear execution on prior commitments made to shareholders
- 5 Reaffirms the Group's commitment to South Africa

## Resulting in a simplified corporate structure



# Business update

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# We executed well across key objectives



- 1 Sustained revenue growth across our core segments, well ahead of peers**  
32%<sup>1</sup> consolidated revenue growth (excl. Etail) from our resilient core businesses despite difficult macroeconomic challenges
- 2 Increased confidence in our H1 FY25 profitability ambition**  
H1 was the peak of investment – H2 margin improved by 5 percentage points<sup>1</sup>
- 3 Improved NAV per share with our open-ended buyback programme**  
Created \$23bn<sup>2</sup> of value since the launch of the buyback
- 4 Actioned a proposal to simplify the Group structure on which shareholders can vote**  
We plan to remove the cross-holding of shares between Naspers and Prosus
- 5 Prioritised sustainability within our business strategy**  
Set climate targets applying SBTi guidance; refined our approach to responsible investing



<sup>1</sup> Proforma FY23 consolidated revenue growth (excluding OLX Autos) reported in local currency excluding M&A.

<sup>2</sup> Priced at 23 June 2023, 181m Prosus and 26m Naspers shares were repurchased for \$16bn, and 54m Prosus shares were sold by Naspers. Calculated as the sum of the impact of the discount narrowing and the total value of the NAV per share increase after applying the current discount.

# Our Group strategy is a strength in this period of increased volatility

Building global technology leaders, addressing big societal needs in high growth markets

## Operating businesses



## Investments



Consistently compounding value over time and growing NAV per share

**US\$61bn** total NAV<sup>1</sup>, **ZAR5 989** NAV per share, **12%** share reduction in 12 months

With a transparent, predictable, and repeatable process of creating and delivering value



<sup>1</sup> NAV based on economic interest in Prosus of 43.1%. NAV represents the sum of estimated market valuations using a combination of prevailing share prices for stakes in listed assets at 23 June 2023 and for unlisted assets the average valuation estimates derived from sell-side analysts or post-money valuations of transactions if analyst consensus is not available.

# Prosus: Our core business segments continue to perform well



Strong execution across our ecommerce segments which have achieved scale and have adjacencies to drive further growth



## Food Delivery

**35%**

YoY Revenue growth

**20%**

YoY GMV growth



## Core Classifieds

**20%**<sup>1</sup>

YoY Revenue growth

**34%**<sup>2</sup>

Pay-and-ship Transactions



OLX GROUP



## Payments & Fintech

**52%**

YoY Revenue growth

**39%**

FY23 TPV growth



## Edtech

**21%**

YoY Revenue growth

**37%**

StackOverflow Booking growth



Results from continuing operations of majority owned and managed businesses. Growth in local currency excluding M&A.

<sup>1</sup> Represents core Classifieds growth excluding Ukraine.

<sup>2</sup> Relates to Poland and Romania where OLX has begun monetisation of pay-and-ship services.

# Continued leadership in South Africa

**takealot** 

A leading  
**E-TAILER**



**>7 500**  
EMPLOYEES

**~16k**  
DRIVERS



SA's popular online  
**FOOD DELIVERY**



**+4%** YoY  
ORDER VOLUME<sup>1</sup>

**+12%** YoY  
AOV

**MEDIA** 

Leading African  
**MEDIA GROUP**



**11m**  
DAILY PAGE  
VIEWS

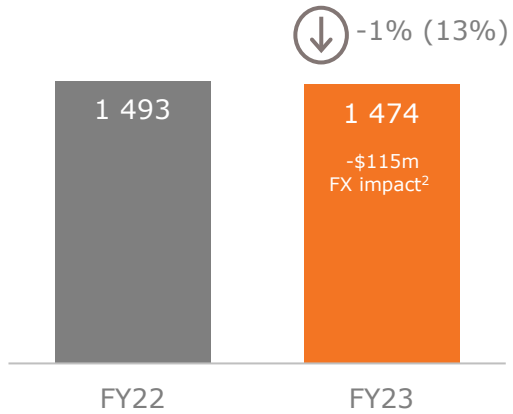


<sup>1</sup> YoY growth rate includes orders for Food and Grocery delivery.

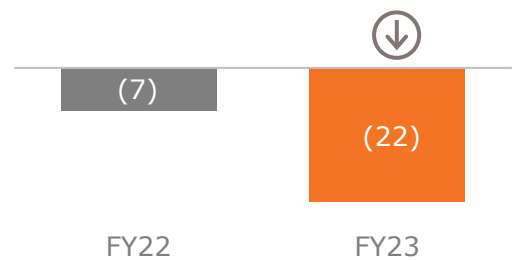


# Takealot: Resilient top line given difficult local environment

## GMV (US\$'m)<sup>1</sup>



## Trading profit / (loss) (US\$'m)<sup>1</sup>



Rising inflation, energy, and fuel costs, as well as increased operational costs due to continued power outages weighed on trading results



### Etail



Platform GMV

**+14%**  
YoY

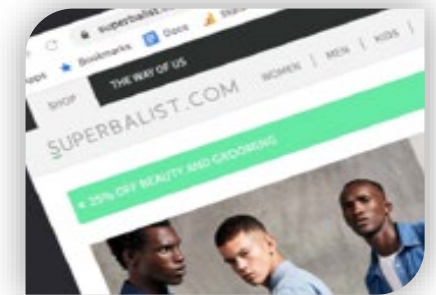


### Food



Mr. D GMV

**+11%**  
YoY



### Fashion

SUPERBALIST.COM

Superbalist GMV

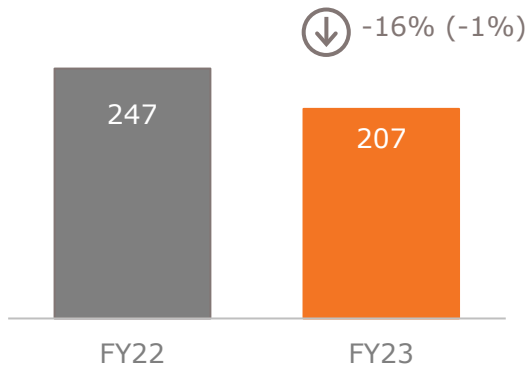
**+13%**  
YoY

<sup>1</sup> Results from owned and managed, consolidated businesses, i.e. excluding associates and JV's. Numbers in brackets and numbers standing alone represent YoY growth in local currency, excluding M&A.

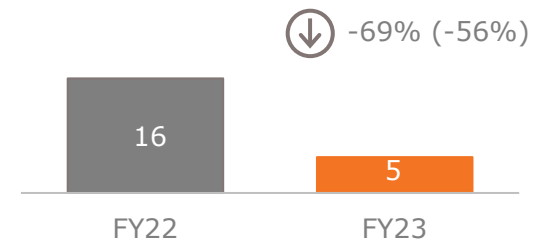
<sup>2</sup> Impact of YoY foreign exchange at constant currency of FY22.

# Media24: Profitable despite decreased advertising and increased fuel and paper costs

## Revenue (US\$'m)<sup>1</sup>



## Trading profit (US\$'m)<sup>1</sup>



**MEDIA24**



South Africa's leading Media Company

**NETWORK24** paywall subscriptions

**+12%**

to 97.7k YoY

**NEWS24** paywall subscriptions

**+55%**

to 78k YoY

**Online News**

**Newspapers**

**Magazines**

**Books**

**Television**

**Logistics**

<sup>1</sup> Results from owned and managed, consolidated businesses, i.e. excluding associates and JV's. Numbers in brackets represent YoY growth in local currency.

# Growing South Africa's tech ecosystem



During the year the decision was made to bring our SA investment strategy in line with the rest of the world. Foundry investments will now be managed by our Naspers corporate team and will consider new start-up investments within SA

**R740 M** invested to date

- We remained focussed on; online cleaning services marketplace, agritech, fintech, edtech & insurtech
- 60% of portfolio expected to reach monthly breakeven in the next 24 to 36 months

## Update on key investments

### Planet42

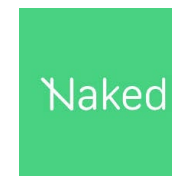
#### Planet42

Planet42, a South Africa-based car subscription company that buys used cars and rents to customers via a subscription model, raised \$100 million in equity and debt. Foundry followed on its rights and introduced lead investor (EUR6m) into the project. **ZAR74m follow on investment participation**



#### SweepSouth

SweepSouth an online services marketplace raised \$11m in early 2022 with Foundry participating in the round. **ZAR16m follow on investment by Foundry**



#### Naked Insurance

Naked an artificial intelligence (AI)-driven insurtech company raised a \$11 million Series A funding round, led by Naspers, in 2021, and in Feb23 secured \$17 million in Series B funding, led by the IFC, the German Development Finance Institute, Yellowwoods and Hollard.

# Creating digital skills and employment

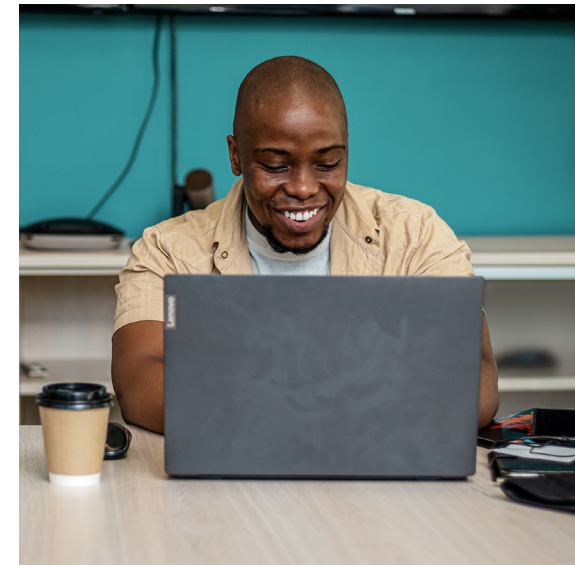
NASPERS  
*Labs*

**10k** jobs to be created by 2026

- Equip unemployed youth with in-demand digital skills
- Unlock job opportunities and prepare youth for the world of work
- Accelerate and support youth micro-enterprises solving for social challenges

## Highlights

- ✓ **Over 2 500 young people trained** to date
- ✓ **2 471 youth transitioned** into jobs
- ✓ **22 youth entrepreneurs** supported



# Financial update

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# Financial highlights



- 1 Prosus:** Improved ecommerce trading profit margin (H2 losses are 43% lower than H1) – increasing confidence in our ambition to achieve profitability during H1 FY25
- 2 Takealot:** Resilient local currency revenue growth while economic pressures in SA hurt the trading margin
- 3 Media24:** delivered a defensive performance given consumer environment and rising input costs
- 4 Core HEPS:** a lower contribution from Tencent negatively impacted economic interest revenue, trading profit and core headline earnings – Tencent reported strong Q1 results

**+ 15%**

**REVENUE<sup>1</sup>**

**US\$5.9bn**

**-US\$628m**

**TRADING LOSS<sup>1</sup>**

FY22: -US\$579m

**-US\$138m**

**FREE CASH FLOW<sup>2</sup>**

FY22: - US\$384m

**-28%**

**CORE HEPS<sup>3</sup>**

**US¢507**

<sup>1</sup> Results are reported on an owned and managed, consolidated businesses basis, i.e. excluding associates and JV's. Growth rates represent YoY growth in local currency, excluding M&A. Revenue and TP are proforma excluding all OLX Autos operations.

<sup>2</sup> FCF excludes OLX Autos. FCF defined as EBITDA less adjustments for non-cash items, working capital, taxation, capital expenditure, capital leases repaid and investment income.

<sup>3</sup> Represents YoY growth of core headline earnings from continuing operations. Excluding OLX Autos, core HEPS decreased 23% YoY.

# Naspers consolidated results



## Consolidated segmental results

US\$'m	Revenue		Adjusted EBITDA		Trading profit	
	FY22	FY23	FY22	FY23	FY22	FY23
Prosus Group (excluding OLX Autos)	4 619	4 912	(443)	(467)	(537)	(574)
Takealot	827	808	15	8	(7)	(22)
Media	247	207	21	11	16	5
Corporate and other	-	(2)	(49)	(36)	(51)	(37)
<b>Consolidated operations excluding OLX Autos</b>	<b>5 693</b>	<b>5 925</b>	<b>(456)</b>	<b>(484)</b>	<b>(579)</b>	<b>(628)</b>
OLX Autos included in IFRS continuing operations <sup>2</sup>	601	853	(101)	(201)	(107)	(216)
<b>IFRS Consolidated continuing operations</b>	<b>6 294</b>	<b>6 778</b>	<b>(557)</b>	<b>(685)</b>	<b>(686)</b>	<b>(844)</b>

<sup>1</sup> The consolidated results reflect future continuing operations (i.e. excluding Avito and all OLX Autos businesses).

<sup>2</sup> Reported IFRS continuing operations includes OLX Autos operations whose exit process has not been finalised as at 31 March 2023 and will be discontinued operations in FY24.

# Naspers proportionate results from associates and joint ventures



## Associates and Joint Venture Proportionate Results<sup>1</sup>

US\$'m	Revenue		Adjusted EBITDA		Trading profit	
	FY22	FY23	FY22	FY23	FY22	FY23
Prosus Group	28 748	26 448	6 985	5 528	5 590	4 193
Media	10	10	2	2	1	2
Corporate and other	4	1	(2)	(1)	(3)	(3)
<b>Total associate and JV contribution</b>	<b>28 762</b>	<b>26 459</b>	<b>6 985</b>	<b>5 529</b>	<b>5 588</b>	<b>4 192</b>

<sup>1</sup> Results from equity-accounted investments (Associates and JV's), where we have proportionally included our share of there revenues, EBITDA and trading profit.



# Naspers economic interest results



## Economic interest results<sup>1</sup>

	Revenue		Adjusted EBITDA		Trading profit	
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US\$'m	FY22	FY23	FY22	FY23	FY22	FY23
Prosus Group (excluding OLX Autos)	33 367	31 360	6 542	5 061	5 053	3 619
Takealot	827	808	15	8	(7)	(22)
Media	257	217	23	13	17	7
Corporate and other	4	-	(52)	(38)	(52)	(40)
<b>Economic interest</b>	<b>34 455</b>	<b>32 384</b>	<b>6 529</b>	<b>5 044</b>	<b>5 010</b>	<b>3 564</b>
Less: Equity-accounted investments	(28 762)	(26 459)	(6 985)	(5 529)	(5 588)	(4 192)
<b>Consolidated operations</b>	<b>5 693</b>	<b>5 925</b>	<b>(456)</b>	<b>(485)</b>	<b>(578)</b>	<b>(628)</b>

<sup>1</sup> Economic interest includes a proportionate share of the results of associated companies and joint ventures in the reportable segments. The above results reflect future continuing operations (i.e. excluding Avito and all OLX Autos businesses).

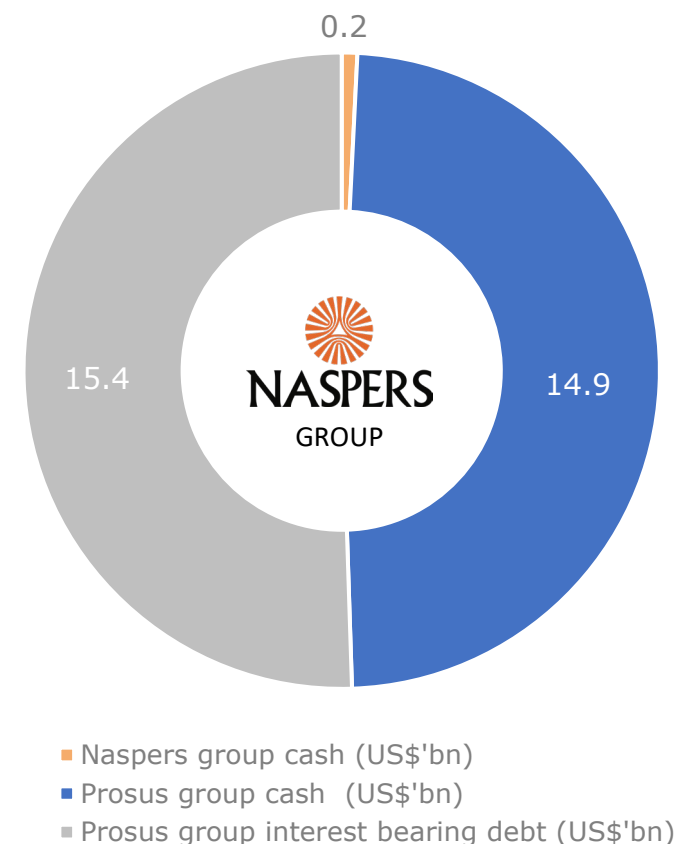
# Naspers balance sheet position



## Current assets and liabilities (US\$'m)

	FY22	FY23
<b>Current assets</b>		
Inventory	571	415
Trade receivables	412	559
Other receivables and loans	845	925
Other investments	-	4 707
Cash/short-term cash investments	13 657	16 576
Assets held for sale	39	649
<b>Total</b>	<b>15 524</b>	<b>23 831</b>
<b>Current liabilities</b>		
Current portion of long-term debt	322	487
Trade payables	609	406
Accrued expenses & other current liabilities	2 705	2 760
Cash-settled share based payment liability	985	655
Bank overdraft	18	28
Liabilities held for sale	-	276
<b>Total</b>	<b>4 639</b>	<b>4 612</b>

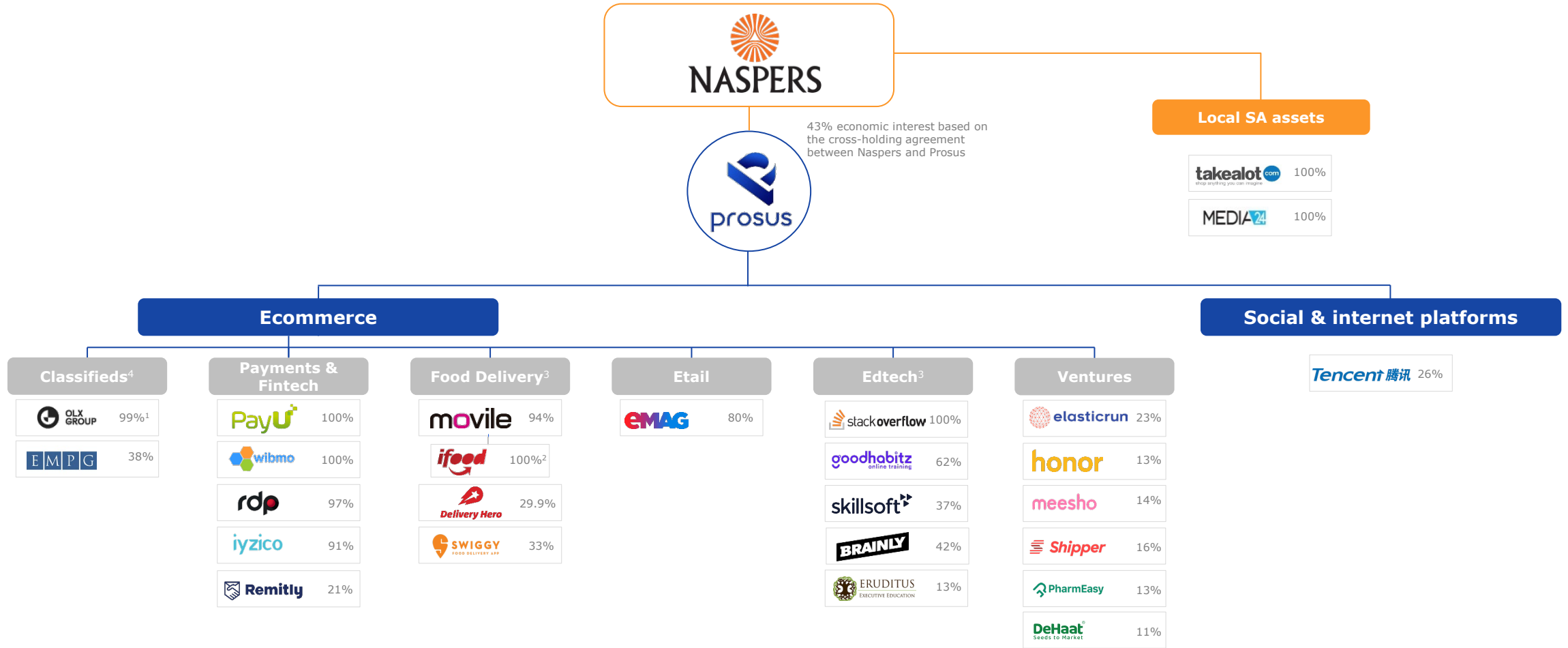
## Net holdco debt as at 31 March 2023: US\$0.4bn



<sup>1</sup> Other investments include our Meituan stake at market value on 31 March 2023 given our intention to sell the asset.

Note: Naspers and Prosus cash includes short-term investments and overdraft.

# Group portfolio



Organogram depicts the latest effective interest percentage in major continuing entities.

<sup>1</sup> OLX owns 50% of operations in Brazil.

<sup>2</sup> Movile holds 94% of iFood.

<sup>3</sup> We discontinued equity accounting BYJU's and Udemy from September 2022, and Oda from December 2022. These assets are recognised as FV Investments through OCI.

<sup>4</sup> We have announced our intention to exit OLX Autos.

# Glossary



Consolidated Results:	Results of subsidiaries only, companies which the Group controls.
Economic Interest:	A non-IFRS measure representing the consolidated earnings plus the Group's proportionate share of the associates and joint ventures revenue and trading profit.
Free cash flow:	Earnings before interest, tax and depreciation and amortization less adjustments for non-cash items, working capital, taxation, capital expenditure, capital leases repaid and investment income.
Core HEPS:	Core Headline Earnings is a non-IFRS measure and represent headline earnings for the period excluding certain non-operating items and is an appropriate indicator of the operating performance of the Group.
TP	Trading profit represents operating profit/loss adjusted for non-operating items such as business combination expenses, gains and losses from other assets and remeasurements of cash settled share-based compensation liabilities.

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