



prosus

2024

SUMMARY FROM THE ANNUAL REPORT

Improving everyday life for billions
of people through technology

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

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

Extract from the 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 11% (19%) to US\$5.5bn, driven by strong performances at OLX and iFood. Ecommerce consolidated trading profit improved by a sizeable US\$451m (US\$429m) to US\$38m in FY24 as growth, scale and cost reductions positively impacted results. Consolidated trading losses for the group have reduced by US\$468m (US\$446m) to US\$118m, underlining our accelerating profitability path.

Core headline earnings, our measure of after-tax operating performance, were US\$5.0bn – an increase of 84% (109%).

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\$6.3bn 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 8.2% 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 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. GoodHabit is benefiting from its investments in product enhancements and a more measured international rollout programme.

Extract from the annual report continued

The group's balance sheet is strong, with US\$16.0bn 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\$520m (US\$915m), or 11% (19%), from US\$4.9bn in the prior year to US\$5.5bn. This was primarily due to strong revenue growth in Classifieds and Food Delivery.

Operating losses

Operating losses decreased by US\$481m to US\$546m 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\$612m), primarily related to Stack Overflow in the Edtech sector.

Ecommerce consolidated trading profit from continuing operations improved by US\$451m (US\$429m) to US\$38m in FY24 as growth, scale and cost reduction boosted profitability. Aggregate trading losses for the group have reduced by US\$468m (US\$446m) from a peak of US\$586m in FY23.

Net finance income/expense

The group generated net interest income of US\$428m in FY24 (FY23: net interest expense of US\$133m). Interest income increased by US\$437m, or 92%, from US\$475m in the prior year to US\$912m in FY24 due to higher interest rates and cash balances on hand. Interest expense increased 1% to US\$557m in FY24.

Other finance income rose from a loss of US\$55m in the prior year to income of US\$73m 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\$161m from US\$42m 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\$6.9bn from US\$9.8bn 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\$5.0bn – an increase of 84% (109%) or US\$2.3bn. 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.

Extract from the annual report continued

Headline earnings from continuing operations rose US\$2.7bn to US\$3.4bn, 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 13% (17%) in a challenging environment. Our economic-interest share in Tencent's revenue grew by -4% (10%). Trading profit on an economic-interest basis grew 61% (82%) 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, Prosus has a net debt position of US\$618m, comprising US\$14.6bn in central cash and cash equivalents (including short-term cash investments), net of US\$15.2bn in central interest-bearing debt (excluding capitalised lease liabilities). In addition, we have an undrawn US\$2.5bn revolving credit facility.

The group's free cash inflow was US\$422m, a sizeable improvement from the prior year free cash outflow of US\$382m. 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\$524m. 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\$520m (US\$915m), or 11% (19%), from US\$4.9bn in FY23 to US\$5.5bn in FY24. This was primarily due to strong revenue growth in Food Delivery and Classifieds. For the first time, Ecommerce recorded a consolidated trading profit of US\$38m, from a trading loss of US\$413m in FY23, with Food Delivery and Classifieds delivering ahead of expectations. On an economic-interest basis, ecommerce revenue grew 13% (17%) to US\$10.3bn and trading losses reduced by US\$1.0bn (US\$876m) to US\$275m.

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 a 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 Pago¹ 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.

Extract from the annual report continued

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 AnotAI. 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. AnotAI is a chatbot designed to facilitate restaurants sales through WhatsApp.

Revenue from extensions² grew 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 GOV³ 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 GOV³ 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.

Extract from the annual report continued

OLX Brasil

OLX Brasil, our 50% joint venture with Adeviata, 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 BRL243 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 ratio⁵ 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.

Extract from the annual report continued

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 GoodHabitiz – 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.

GoodHabitiz

GoodHabitiz 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.

Skillssoft

Skillssoft'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 Skillssoft at the end of the reporting period. More information on Skillssoft is available at investor.skillssoft.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 14% (8%) to US\$2.2bn, driven by growth in the eMAG Romanian etail business. Trading losses improved by US\$26m (US\$27m) to US\$35m, 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 4p⁶ 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.

Extract from the annual report continued

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.

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.

Extract from the annual report continued

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 annual report further outlines 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.prosus.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 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

Extract from the annual report continued

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 sustainability committee and the projects committee.

Notice for US shareholders

As Prosus' ownership in Tencent is expected to reduce below 25% before the end of the calendar year, we advise US shareholders that Prosus may be treated as a passive foreign investment company (PFIC) for US federal income tax purposes from 1 April 2024. Prosus has been monitoring its PFIC status for a while and, when applying a monthly measurement period for PFIC testing, we believe that Prosus should not be a PFIC for its financial year ending 31 March 2024 (FY24). It is, however, anticipated that Prosus may be a PFIC in financial years commencing 1 April 2024 (FY25). A definite conclusion cannot be drawn until the close of the financial year in question.

If Prosus is classified as a PFIC, similar to Naspers, it intends to provide information that a US holder of Prosus ordinary shares N would need to make a 'qualified electing fund' (QEF) election starting from the period 1 April 2024 to 31 March 2025.

In addition, please note that it is expected that the income, which US shareholders who make the QEF election need to include and report, should be relatively insignificant and will be lower than the PFIC income which US Naspers shareholders who have made a QEF election will pick up.

Dividends

The board recommends that shareholders receive a distribution (in the form of a capital repayment for holders of ordinary shares N and a dividend for holders of ordinary shares B and ordinary shares A1) of 10 euro cents per share, which currently represents an increase of approximately 43% for free-float shareholders. Holders of ordinary shares B and ordinary shares A1 will receive an amount per share equal to their economic entitlement as set out in the articles of association. Furthermore, the board recommends that those holders of ordinary shares N as at 1 November 2024 (the dividend record date) who do not wish to receive a capital repayment, can choose to receive a dividend instead. A choice for one option implies an opt-out from the other. If confirmed by shareholders at the annual general meeting on 21 August 2024, elections to receive a dividend instead of a capital repayment will need to be made by holders of ordinary shares N by 18 November 2024.

Capital repayments and dividends will be payable to shareholders recorded in our books on the dividend record date and paid on 26 November 2024. Capital repayments will be paid from qualifying share capital for Dutch tax purposes. No dividend withholding tax will be withheld on the amounts of capital reductions paid to shareholders. However, if holders of ordinary shares N rather elect to receive a dividend from retained earnings, dividends will be subject to the Dutch dividend withholding tax rate of 15%.

Dividends payable to holders of ordinary shares N who elect to receive a dividend and who hold their listed ordinary shares N through the listing of the company on the JSE will, in addition to the 15% Dutch dividend withholding tax, be subject to South African dividend tax at a rate of up to 20%. The amount of additional South African dividend tax will be calculated by deducting from the 20%, a rebate equal to the Dutch dividend tax paid in respect of the dividend (without right of recovery). Shareholders holding their listed ordinary shares N through the listing of the company on the JSE, unless exempt from paying South African dividend tax or entitled to a reduced withholding tax rate in terms of an applicable tax treaty, will be subject to a maximum of 20% South African dividend tax.

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

Koos Bekker
Chair

Amsterdam

22 June 2024

Ervin Tu
Interim chief executive

Extract of consolidated statement of financial position

as at 31 March 2024

	31 March	
	2024 US\$'m	2023 US\$'m
ASSETS		
Non-current assets	39 771	41 707
Property, plant and equipment	555	620
Goodwill	1 027	1 412
Other intangible assets	326	367
Investments in associates	34 789	35 930
Investments in joint ventures	42	69
Other investments	2 533	2 863
Related party loans and receivables	244	254
Financing receivables	197	133
Other receivables	40	43
Deferred taxation	18	16
Current assets	22 050	23 371
Inventory	268	324
Trade receivables	278	248
Financing receivables	360	278
Other receivables	998	829
Related party loans and receivables	31	40
Derivative financial instruments	—	5
Other investments	3 185	4 707
Short-term investments	13 834	6 726
Cash and cash equivalents	2 175	9 565
	21 129	22 722
Assets classified as held for sale	921	649
TOTAL ASSETS	61 821	65 078
EQUITY AND LIABILITIES		
Capital and reserves attributable to the group's equity holders	41 260	44 593
Share capital and premium	24 512	39 186
Treasury shares	(2 563)	(10 043)
Other reserves	(46 867)	(45 756)
Retained earnings	66 178	61 206
Non-controlling interests	32	32
TOTAL EQUITY	41 292	44 625
Non-current liabilities	15 910	16 048
Long-term liabilities	15 739	15 768
Other non-current liabilities	62	135
Related party loans and payables	2	2
Cash-settled share-based payment liabilities	29	57
Provisions	4	3
Deferred taxation	74	83
Current liabilities	4 619	4 405
Current portion of long-term liabilities	472	467
Provisions	63	45
Trade payables	365	356
Accrued expenses	1 763	1 720
Other current liabilities	688	773
Cash-settled share-based payment liabilities	483	656
Related party loans and payables	10	6
Taxation payable	31	76
Derivative financial instruments	1	2
Bank overdrafts	15	28
	3 891	4 129
Liabilities classified as held for sale	728	276
TOTAL EQUITY AND LIABILITIES	61 821	65 078

Extract of consolidated income statement

for the year ended 31 March 2024

	31 March	
	2024	2023
	US\$'m	US\$'m
Continuing operations		
Revenue	5 467	4 947
Cost of providing services and sale of goods	(3 245)	(3 310)
Selling, general and administration expenses	(2 388)	(2 023)
Other (losses)/gains - net	(380)	(641)
Operating loss	(546)	(1 027)
Interest income	912	475
Interest expense	(557)	(553)
Other finance income/(cost) - net	73	(55)
Dividend income	—	61
Share of equity-accounted results	2 810	5 174
Impairment of equity-accounted investments	(483)	(1 742)
Dilution losses on equity-accounted investments	(238)	(252)
Gains on partial disposal of equity-accounted investments	5 053	7 622
Net (losses)/gains on acquisitions and disposals	(3)	54
Profit before taxation	7 021	9 757
Taxation	(161)	(42)
Profit from continuing operations	6 860	9 715
(Loss)/profit from discontinued operations ¹	(270)	307
Profit for the year	6 590	10 022
Attributable to:		
Equity holders of the group	6 606	10 112
Non-controlling interests	(16)	(90)
	6 590	10 022
Per share information for the year from total operations (US cents)²		
Earnings per ordinary share N	255	368
Diluted earnings per ordinary share N	253	363
Per share information for the year from continuing operations (US cents)²		
Earnings per ordinary share N	265	357
Diluted earnings per ordinary share N	263	352

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 cross-holding agreement from the share exchange.

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	6 590	10 022
Other comprehensive income		
Items that may be subsequently reclassified to profit or loss		
Foreign exchange (losses)/gains arising on translation of foreign operations ^{2, 3}	(1 564)	(2 448)
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 (losses)/gains on financial assets through other comprehensive income	(1 775)	(158)
Share of equity-accounted investments' movement in other comprehensive income ¹	(511)	(3 005)
Total other comprehensive loss for the year – net of tax	(3 226)	(4 814)
Total comprehensive income for the year	3 364	5 208
Attributable to:		
Equity holders of the group	3 368	5 308
Non-controlling interests	(4)	(100)
	3 364	5 208

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	2023 US\$'m
Cash flows from operating activities		
Cash generated from/(utilised in) operations	134	(349)
Dividends received from equity-accounted investments	759	572
Cash generated from operating activities	893	223
Interest income received	847	315
Interest costs paid	(557)	(551)
Taxation paid	(138)	(107)
Net cash generated from/(utilised in) operating activities	1 045	(120)
Cash flows from investing activities		
Property, plant and equipment acquired	(42)	(229)
Proceeds from sale of property, plant and equipment	10	11
Intangible assets acquired	(25)	(33)
Proceeds from sale of intangible assets	1	(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)
Additional investment in existing associates	(49)	(292)
Partial disposals of associates	7 256	10 613
Acquisition of short-term investments ¹	(13 738)	(6 605)
Maturity of short-term investments ¹	6 709	3 924
Repayment of loans/(loans advanced) to related parties	37	58
Cash paid for other investments ²	(136)	(559)
Cash received from other investments ³	14	3 764
Cash movement in other investing activities	(19)	(33)
Net cash generated from investing activities	209	12 643
Cash flows from financing activities		
Payments for the repurchase of own shares	(7 277)	(9 901)
Proceeds from long and short-term loans raised	59	104
Repayments of long and short-term loans	(99)	(56)
Capital restructure as a result of the share-repurchase programme ⁴	—	(615)
Additional investments in existing subsidiaries ⁵	(385)	(1 606)
Repayments of capitalised lease liabilities	(60)	(51)
Contributions made to the Naspers share trusts	(155)	(191)
Additional investment from non-controlling shareholders	3	67
Dividends and capital repayments to shareholders	(199)	(191)
Cash movements in other financing activities	(3)	(11)
Net cash utilised in financing activities	(8 116)	(12 451)
Net movement in cash and cash equivalents	(6 862)	72
Foreign exchange translation adjustments on cash and cash equivalents	(165)	(69)
Cash and cash equivalents at the beginning of the year	9 537	9 628
Cash and cash equivalents classified as held for sale	(350)	(94)
Cash and cash equivalents at the end of the year	2 160	9 537

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 measured at fair value.

⁴ Relates to the capital restructure from the group's acquisition of Naspers shares.

⁵ Relates to transactions with non-controlling interest resulting in changes in the effective interest of existing subsidiaries.

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	Corporate segment US\$m	Total US\$m
Consolidated adjusted EBITDA from continuing operations¹	187	77	(23)	(91)	21	(35)	136	(149)	(13)
Depreciation	(12)	(8)	(5)	(6)	(49)	(2)	(82)	(6)	(88)
Amortisation of software	(1)	(1)	(1)	(1)	(7)	—	(11)	—	(11)
Interest on capitalised lease liabilities	(2)	(1)	(2)	—	—	—	(5)	(1)	(6)
Consolidated trading profit/(loss) from continuing operations¹	172	67	(31)	(98)	(35)	(37)	38	(156)	(118)
Interest on capitalised lease liabilities	2	1	2	—	—	—	5	1	6
Amortisation of other intangible assets	(6)	(2)	(12)	(43)	(2)	(6)	(71)	—	(71)
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	(6)	4	(44)	25	(19)
Share-based incentives for share options settled in Naspers Limited shares ²	—	—	—	—	—	—	—	(3)	(3)
Consolidated operating profit/(loss) from continuing operations	167	(3)	9	(501)	(43)	(42)	(413)	(133)	(546)

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

² Refers to share-based incentives settled in equity instruments of the Naspers group, where the Prosus group has no obligation to settle the awards with participants, ie they are settled by Naspers.

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	Corporate segment US\$m	Total US\$m
Consolidated adjusted EBITDA from continuing operations¹	73	(94)	(77)	(122)	(9)	(85)	(314)	(166)	(480)
Depreciation	(11)	(9)	(6)	(6)	(46)	(5)	(83)	(7)	(90)
Amortisation of software	(4)	(1)	—	(3)	(5)	2	(11)	—	(11)
Interest on capitalised lease liabilities	(2)	(2)	—	—	(1)	—	(5)	—	(5)
Consolidated trading profit/(loss) from continuing operations¹	56	(106)	(83)	(131)	(61)	(88)	(413)	(173)	(586)
Interest on capitalised lease liabilities	2	2	—	—	1	—	5	—	5
Amortisation of other intangible assets	(4)	(1)	(17)	(43)	(3)	—	(68)	—	(68)
Other (losses) – net	(40)	(3)	(3)	(553)	(2)	(40)	(641)	—	(641)
Other	—	—	7	—	—	—	7	—	7
Retention option expense	(2)	—	(26)	—	8	—	(20)	—	(20)
Remeasurement of cash-settled share-based incentive expenses	34	55	(5)	29	(1)	33	145	140	285
Share-based incentives for share options settled in Naspers Limited shares ²	(3)	—	—	—	—	(1)	(4)	(5)	(9)
Consolidated operating profit/(loss) from continuing operations	43	(53)	(127)	(698)	(58)	(96)	(989)	(38)	(1 027)

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

² Refers to share-based incentives settled in equity instruments of the Naspers group, where the Prosus group has no obligation to settle the awards with participants, ie they are settled by Naspers.

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

	2023	Year ended 31 March						2024	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	4 947	(235)	(194)	34	915	5 467	19	11	
- 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	1 928	17	22	76	163	2 206	8	14	
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			
- Other	92	(26)	—	2	10	78	15	(15)	
Corporate segment	—	—	—	—	—	—	—	—	
Intersegmental	—	—	—	—	—	—	—	—	
Group consolidated	4 947	(235)	(194)	34	915	5 467	19	11	

¹ A + B + C + D + E.

² $[E/(A + B)] \times 100$.

³ $[(F/A) - 1] \times 100$.

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

	2023	Year ended 31 March						2024	2024
		2024	2024	2024	2024	2024	2024		
A		B	C	D	E	F ²	G ³	H ⁴	
	IFRS ¹	Group	Group	Foreign	Local	IFRS ¹	Local	IFRS	
	US\$m	composition	composition	currency	currency	US\$m	currency	% change	
		disposal	acquisition	adjustment	growth		growth	% change	
		adjustment	adjustment	adjustment	US\$m		% change	% change	
		US\$m	US\$m	US\$m					
Ecommerce	9 124	(454)	109	132	1 438	10 349	17	13	
- 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	1 953	12	23	77	164	2 229	8	14	
- Other	616	(29)	10	(8)	(33)	556	(6)	(10)	
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)	
Corporate segment	—	—	—	—	—	—	—	—	
Intersegmental	—	—	—	—	—	—	—	—	
Group economic interest	31 393	(2 399)	109	(795)	3 436	31 744	12	1	

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

² A + B + C + D + E.

³ $[E/(A + B)] \times 100$.

⁴ $[(F/A) - 1] \times 100$.

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

	2023	Year ended 31 March						2024	2024
		2024	2024	2024	2024	2024	2024		
A		B	C	D	E	F ¹	G ²	H ³	
IFRS		Group	Group	Foreign	Local	IFRS	Local	IFRS	
US\$m	US\$m	composition	composition	currency	currency	US\$m	currency	US\$m	
		disposal	acquisition	adjustment	growth		growth		
		adjustment	adjustment	adjustment	adjustment		adjustment		
		US\$m	US\$m	US\$m	US\$m		% change	% change	
Ecommerce	(413)	21	(2)	3	429	38	>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	(61)	(1)	(1)	1	27	(35)	44	43	
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			
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	(88)	18	(1)	(2)	36	(37)	51	58	
Corporate segment	(173)	—	—	—	17	(156)	10	10	
Group consolidated	(586)	21	(2)	3	446	(118)	79	80	

1 A + B + C + D + E.

2 $[E/(A + B)] \times 100$.

3 $[(F/A) - 1] \times 100$.

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

	2023	Year ended 31 March						2024	2024
		A	B	C	D	E	F ²		
	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	(1 306)	164	(13)	4	876	(275)	77	79	
- 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	(63)	(1)	(1)	1	28	(36)	44	43	
- Other	(267)	20	(2)	(2)	122	(129)	49	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	
Corporate segment	(173)	—	—	—	17	(156)	10	10	
Group economic interest	3 606	(277)	(13)	(256)	2 738	5 798	82	61	

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

² $A + B + C + D + E$.

³ $[E/(A + B)] \times 100$.

⁴ $[(F/A) - 1] \times 100$.

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\$290m 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)	6 873	9 809	(30)
Earnings per ordinary share N (US cents) ¹	265	357	(26)
Diluted earnings per ordinary share N (US cents)	263	352	(25)
Headline earnings for the period (US\$m) ¹	3 435	756	354
Headline earnings per ordinary share N (US cents) ¹	132	27	382
Diluted headline earnings per ordinary share N (US cents)	130	23	465
Core headline earnings for the period (US\$m) ¹	5 003	2 713	84
Core headline earnings per ordinary share N (US cents) ¹	193	99	96
Diluted core headline earnings per ordinary share N (US cents)	191	94	102
- Weighted average for the period	2 592 606	2 750 274	
- Diluted weighted average	2 592 606	2 750 274	
Discontinued operations			
Earnings attributable to equity holders for the year (US\$m)	(267)	303	(188)
Earnings per ordinary share N (US cents)	(10)	11	(193)
Diluted earnings per ordinary share N (US cents)	(10)	11	(191)
Headline earnings for the period (US\$m)	(138)	(128)	8
Headline earnings per ordinary share N (US cents)	(5)	(5)	14
Diluted headline earnings per ordinary share N (US cents)	(5)	(5)	14
Core headline earnings for the period (US\$m)	(112)	(214)	(48)
Core headline earnings per ordinary share N (US cents)	(4)	(8)	(44)
Diluted core headline earnings per ordinary share N (US cents)	(4)	(8)	(44)
Total operations			
Earnings attributable to equity holders for the year (US\$m)	6 606	10 112	(35)
Earnings per ordinary share N (US cents)	255	368	(31)
Diluted earnings per ordinary share N (US cents)	253	363	(30)
Headline earnings for the period (US\$m)	3 297	628	425
Headline earnings per ordinary share N (US cents)	127	22	477
Diluted headline earnings per ordinary share N (US cents)	125	18	594
Core headline earnings for the period (US\$m)	4 891	2 499	96
Core headline earnings per ordinary share N (US cents)	189	91	108
Diluted core headline earnings per ordinary share N (US cents)	187	86	117

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		
Basic earnings attributable to shareholders	6 873	9 809
Impact of dilutive instruments of subsidiaries, associates and joint ventures	(64)	(116)
Diluted earnings attributable to shareholders	6 809	9 693
Headline adjustments for continuing operations		
Adjusted for:	(3 436)	(8 949)
- Impairment of other assets	—	33
- Impairment of goodwill, PPE and other intangible assets	374	612
- Loss on sale of assets	5	4
- Gain on remeasurement of previously held interest	(10)	—
- Gain recognised on loss of control	—	(23)
- Gain recognised on loss of significant influence	—	(30)
- Net loss/(gains) on disposals of investments	3	(30)
- Gain on partial disposal of equity-accounted investments	(5 053)	(7 622)
- Dilution losses on equity-accounted investments	238	252
- Remeasurements included in equity-accounted earnings ¹	524	(3 887)
- Impairment of equity-accounted investments	483	1 742
	3 437	860
Total tax effects of adjustments	1	—
Total adjustment for non-controlling interests	(3)	(104)
Headline earnings²	3 435	756
Adjusted for:		
- Equity-settled share-based payment expenses	1 045	1 449
- Remeasurement of cash-settled share-based incentive expenses	16	(257)
- Amortisation of other intangible assets	494	664
- Fair value adjustments and currency translation differences	(21)	(13)
- Retention option remeasurement	(38)	23
- Transaction-related costs	72	91
Core headline earnings²	5 003	2 713

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\$627bn (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\$64m (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	2023 US\$m
DISCONTINUED OPERATIONS		
Earnings from discontinuing operations	(267)	303
Basic earnings attributable to shareholders		
Impact of dilutive instruments of subsidiaries, associates and joint ventures		
Diluted earnings attributable to shareholders	(267)	303
Headline adjustments from discontinuing operations		
<i>Adjusted for:</i>	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)
	(138)	(134)
Total tax effects of adjustments	—	—
Total adjustment for non-controlling interests	—	6
Headline earnings from discontinuing operations¹	(138)	(128)
<i>Adjusted for:</i>		
- Remeasurement of cash-settled share-based incentive expenses	(4)	(41)
- Amortisation of other intangible assets	—	15
- Fair value adjustments and currency translation differences	20	(60)
- Transaction-related costs	10	—
Core headline earnings from discontinuing operations¹	(112)	(214)

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	2023 US\$m
Cash generated from operations	134	(349)
Transaction-related costs	18	30
Capital expenditure	(56)	(252)
Capital finance leases repaid, gross	(69)	(65)
Investment income received	759	572
Taxation paid	(107)	(107)
Taxation credits	(54)	—
Merchant cash (receivable)/payables	(203)	(218)
Credit included in financing activities	—	7
Free cash flow¹	422	(382)

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	<p>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.</p>	<p>We reflect core headline earnings as the group's indicator of its post-tax operating performance, which adjusts for non-operating items.</p>
Economic interest	<p>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.</p>	<p>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.</p>
Free cash flow	<p>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.</p>	<p>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.</p>

Financial and non-financial alternative performance measures glossary continued

for the year ended 31 March 2024

Term/Acronym	Description	Relevance
Gross merchandise value (GMV)	<p>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.</p>	<p>It is considered a measure to analyse operational size and performance of a business in our food delivery, eetail and other businesses.</p>
Growth in local currency, excluding acquisitions and disposals. Also referred to as organic growth	<p>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:</p> <ul style="list-style-type: none"> › 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. <p>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.</p>	<p>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.</p>

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 <i>Earnings per Share</i> , 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

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Incorporated in the Netherlands
(Registration number: 34099856)
(Prosus or the group)
Euronext Amsterdam
JSE share code: PRX
ISIN: NL 0013654783

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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.

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