# Drosus

## Financial Results

For the six months ended 30 September 2023



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

These forward-looking statements and other statements contained in this report regarding matters that are not historical facts involve predictions. No assurance can be given that such future results will be achieved. Actual events or results may differ materially as a result of risks and uncertainties facing us and our subsidiaries. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed or implied in such forward-looking statements.

There are a number of factors that could affect our future operations and could cause those results to differ materially from those expressed in the forward-looking statements including (without limitation): (a) changes to IFRS and associated interpretations, applications and practices as they apply to past, present and future periods; (b) ongoing and future acquisitions, changes to domestic and international business and market conditions such as exchange rate and interest rate movements; (c) changes in domestic and international regulatory and legislative environments; (d) changes to domestic and international operational, social, economic and political conditions; (f) labour disruptions and industrial action; and (g) the effects of both current and future litigation.

The forward-looking statements contained in the report speak only as of the date of the report. We are not under any obligation to (and expressly disclaim any such obligation to) revise or update any forward-looking statements to reflect events or circumstances after the date of the report or to reflect the occurrence of unanticipated events. We cannot give any assurance that forward-looking statements will prove correct and investors are cautioned not to place undue reliance on any forward-looking statements.



## We are making progress quickly





#### **Profitable growth**

bringing our profitability ambition forward to H2 FY24



Ahead of expectation

#### **Open-ended share repurchase program**

while the discount remains elevated



**On-track** 

#### **Simplified the Group's structure**

while maintaining the current economic interest split



**Completed** 

#### Crystallisation

highlighting the value of our assets through IPO's, sales, consolidation



On track, work-in-progress

#### Sustainability prioritised

embedding it into our business strategy



**On-track** 

## We are focused on maximising shareholder value



Value creation will be driven by execution across our key commitments to shareholders

**Smartly Managing** the Numerator



Improving operations & returns



Effective capital allocation



Tencent growth & profitability

Systematically Shrinking the Denominator

Share repurchase program shrinks float, increases NAV per share and our per share exposure to the Ecommerce assets and Tencent <u>every single day</u>

Over time, translating NAV per share accretion into reduced discount AND share price returns

## Our operating businesses are strengthening



### Significant trading margin improvement across the businesses and peer leading growth











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

1 Excluding Ukraine, revenue growth was 27% year-over-year and a 9-percentage point improvement in trading profit.

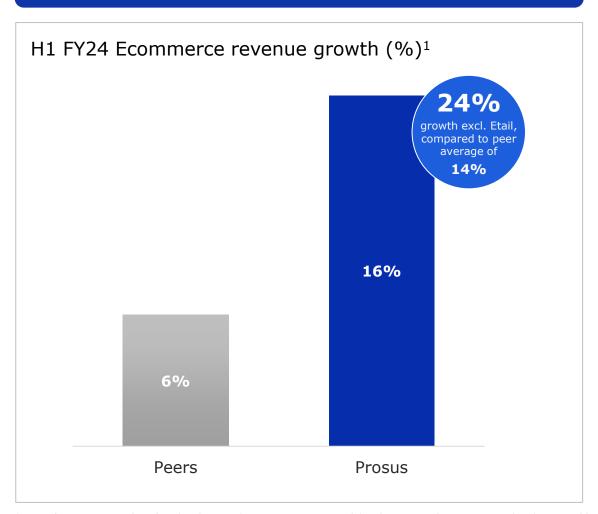
Excluding Ukraine, revenue growth was 27% year-over-year and a 9-percentage point improvement in trading prof

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

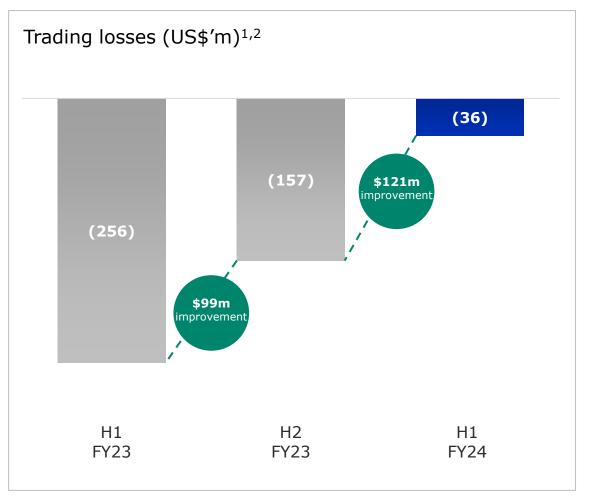
## Strong growth with accelerating profitability



#### **Consolidated Ecommerce revenue ~3X rate of our peers**



#### ... with meaningful acceleration in profitability



<sup>&</sup>lt;sup>1</sup> Prosus's revenue growth and trading losses relate to continuing consolidated earnings of majority owned and managed businesses.

<sup>&</sup>lt;sup>2</sup> H2 FY23 has been adjusted to include like-for-like minor OLX Autos revenues and costs of a finance business which is winding down.

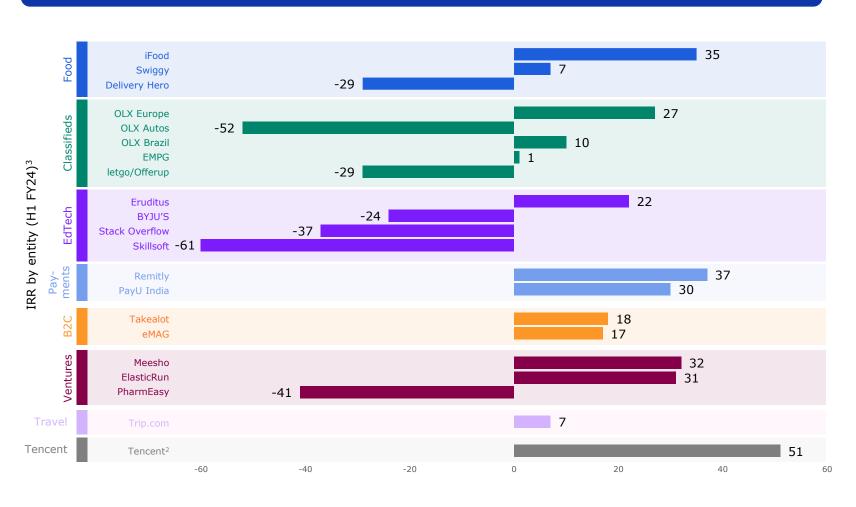
## We are focused on improving returns ...



#### Significant fall in IRR

## NAV (US\$bn) and IRR (%)1 of Ecommerce portfolio 18% IRR **5% IRR** \$50 \$29 H1 FY22 H1 FY24

#### Returns weighed down by a few large underperformers



<sup>&</sup>lt;sup>1</sup> Valuation of the Ecommerce portfolio (excluding Tencent) is based on a combination of (i) prevailing share prices for listed assets as at 30 September 2023; (ii) consensus sell-side analysts' estimates for unlisted assets; (iii) most recent post-money transactions valuation where analyst consensus is unavailable; and (iv) internal valuation for any remaining assets. The IRR is calculated including exited assets.

<sup>&</sup>lt;sup>2</sup> Tencent includes JD proceeds and Meituan's valuation.

<sup>&</sup>lt;sup>3</sup> Selection of disclosed investments is primarily based on valuation, and secondarily on capital invested.

## ... leveraging insights gained to adapt & improve our approach



#### We are refining our investment approach and portfolio management with lessons learned

Pursue a more balanced perspective on growth & profit trajectory

Invest only where a clear path to profitability can be seen

Ecommerce portfolio racing towards profitability

Adopt a more dispassionate approach to portfolio management

Consistent examination of portfolio's expected returns & sensitivity to external factors

Exited OLX Autos, selling PayU GPO

More actively manage expectations of portfolio companies

Implement a more hands on and systematic approach

Increasing communication touch points across the portfolio

Commit to highlight value when and where possible

Plan for a repeatable process of value creation and realisation

Preparing certain assets to better highlight their value for shareholders

Recommit to discipline and patience through all cycles

The business plan must support the valuation

**BillDesk** 

## **Expect smart and disciplined capital allocation**



#### We seek to allocate capital across 3 dimensions

We seek to allocate capital to generate the greatest returns over three main channels



2



#### P&L

#### **Invest**

#### Return

## Operating outlook is strong across our key businesses

- Investing for profitable growth & ecosystem extension in these businesses
- Committed to profitable growth & cash flow generation

## We are actively exploring opportunities

- Supporting current businesses with M&A
- Identifying new opportunities
  - Potential for tech disruption
  - Attractive price
  - Strong P&L
  - Growth geography

## We will continue to return value to shareholders over time

Optimise return approach based on facts and circumstances

Our ambition: IRR of 20%+

## **Expect the repurchase programme to continue creating value**



#### While we work to improve the NAV, we are dramatically shrinking the free float

**\$25bn**Value created<sup>1</sup>

**514m** 

Prosus & Naspers shares acquired<sup>2</sup>

**17%** 

of Prosus free-float repurchased<sup>3</sup> 7% NAV

accretion per share<sup>3</sup>

... which will continue to compound value over time 5% annual compounding factor<sup>4</sup>

While the discount remains elevated, we envision no changes to the parameters of the programme

Priced at 30 September 2023

<sup>1</sup> Value created for the Group based on the impact of the discount narrowing and the total value of the NAV per share increase after applying the current discount.

<sup>&</sup>lt;sup>2</sup> 438m Prosus and 31m Naspers shares repurchased. Prosus shares repurchased prior to the share capitalisation issue have been adjusted to reflect like-for-like.

<sup>&</sup>lt;sup>3</sup> 14% of Naspers-freefloat was repurchased and this translates to an 7% NAV accretion per share for Naspers.

<sup>4</sup> Compounding factor calculated as the CAGR over a 4-year period from the start of the open-ended share repurchase programme, assuming annualised repurchase spend and a constant discount.

## **Expect more progress on our sustainability journey**





#### SBTi verified our science-based climate targets

Scope





**Supply chain emissions** 



 $\textbf{Investments}^1$ 

**Target** 

100% Scope 1 and 2 GHG emissions reduction by FY2028

30% reduction of air travel emissions by FY2030

**50%** of portfolio<sup>2</sup> sets a science-based target by **FY2030** 

Strategy

Accelerate use of renewable energy across our corporate entities

Improve our travel choices, prioritising sustainable travel

**Engage portfolio companies** 

and support their strategic climate action plans

















Baseline year is FY2020.

<sup>&</sup>lt;sup>1</sup> The illustrated logos represent the major companies and are not indicative of the full list of companies which is more extensive.

<sup>&</sup>lt;sup>2</sup> Measured by invested capital.



## **H1 FY24 Financial Highlights**



#### We are ahead of our H1 FY25 profitability target

Trading profit (TP) improved \$220m YoY. We are already profitable on an EBITDA basis, and now expect to be profitable on a TP basis for H2 FY24

#### **6X Improvement in Free Cash Flow**

Driven by improved profitability and increased dividend from Tencent

#### Industry leading levels of growth across our portfolio

16%¹ consolidated revenue growth (24%¹ excluding Etail)

#### Core HEPS nearly doubles due to better profits and the buyback

Improved profitability across the portfolio including our associates. Tencent is back to double-digit revenue growth, with significant TP improvement

#### Significant financial flexibility

Strong liquid balance sheet, with long-dated bond maturity profile

#### **Financial Summary**

H1 FY23 H2 FY23 H1 FY24

#### Consolidated Ecommerce results from continuing operations<sup>1</sup>

Ecommerce Revenue Growth <sup>2</sup>	18%	15%	16%
Ecommerce Trading Loss	(\$256m)	(\$157m)	(\$36m)
Ecommerce Trading Loss Margin	(11%)	(6%)	(1%)

#### Group results from continuing operations<sup>1</sup>

Core Headline Earnings	\$1.1bn	\$1.6bn	\$2.0bn
Core HEPS YoY (decline) /growth	(46%)	21%	96%
Free Cash Flow	\$133m	(\$149m)	\$725m
Central Cash	\$14.7bn	\$14.9bn	\$15.1bn

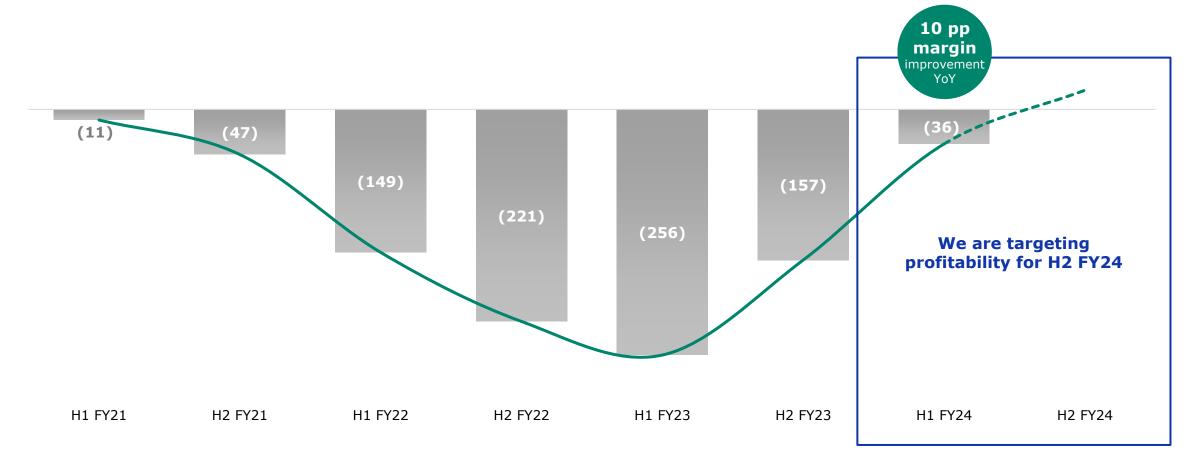
<sup>&</sup>lt;sup>1</sup> FY23 has been adjusted to include like-for-like minor OLX Autos revenues and costs of a finance business which is winding down.
<sup>2</sup> Revenue percentages represent year-on-year growth in local currency, excluding M&A.

## We are bringing our profitability ambition forward to H2 FY24 ... prosus



Significant improvement in profitability, even as we continue to invest in high conviction growth areas

Consolidated Ecommerce trading losses (US\$'m)<sup>1</sup>



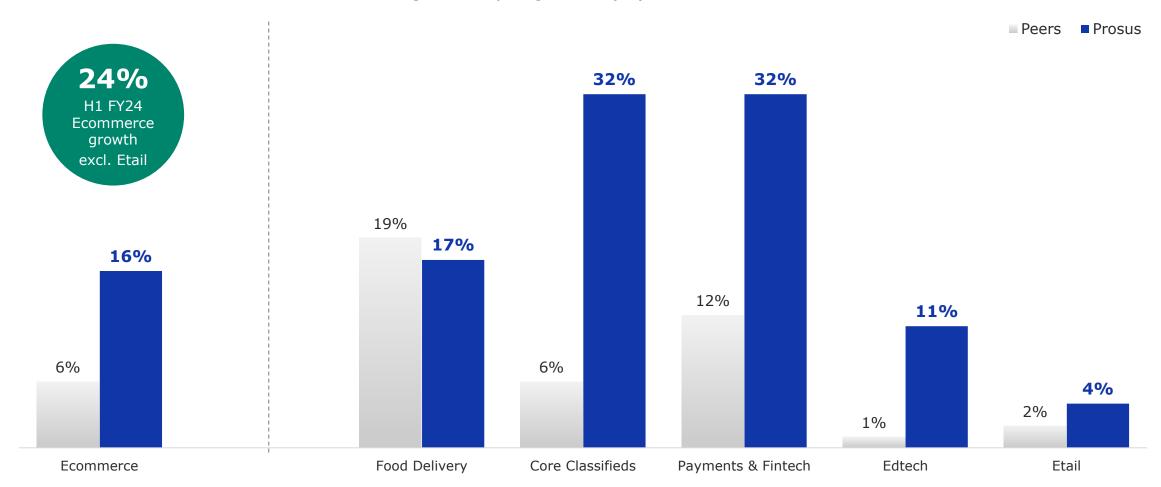
<sup>&</sup>lt;sup>1</sup> Consolidated trading losses of continuing operations of majority owned and managed businesses. H2 FY23 has been adjusted to include like-for-like minor OLX Autos revenues and costs of a finance business which is winding down.

## ... while continuing to deliver peer-leading revenue growth



#### We have built businesses with sustainable revenue platforms for long-term growth

H1 FY24 Ecommerce consolidated revenue growth by segments (%)<sup>1</sup>

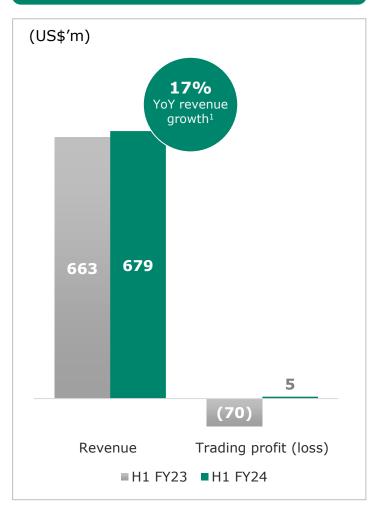


 $<sup>^{\</sup>rm 1}$  YoY growth shown in local currency, excluding M&A.

## iFood is profitable and continues to drive healthy growth



#### **Consolidated Food Delivery**

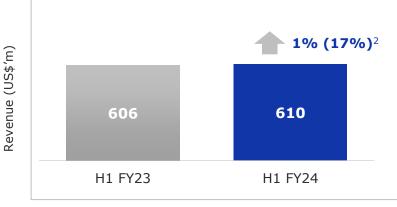


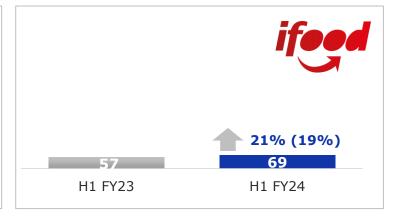
### iFood: Healthy growth and profit improvement<sup>2</sup>

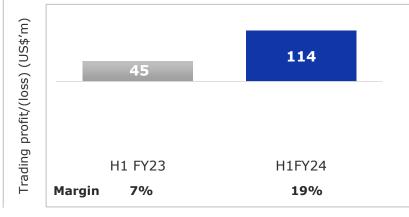


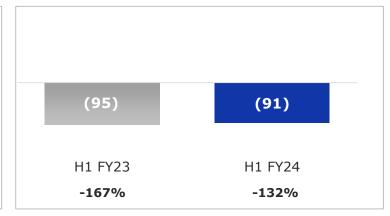
Core Restaurant Business Profitable











<sup>&</sup>lt;sup>1</sup> Growth in local currency excluding M&A.

<sup>&</sup>lt;sup>2</sup> Numbers in brackets represent YoY growth in local currency excluding M&A.

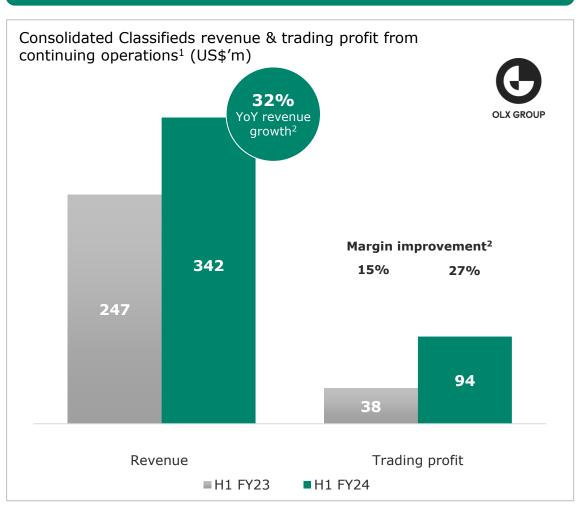
<sup>&</sup>lt;sup>3</sup> 17% includes an adjustment related to delivery services moving from principal to agent to provide a like-for-like comparison.

<sup>&</sup>lt;sup>4</sup> Includes grocery, fintech initiatives, corporate costs for iFood.

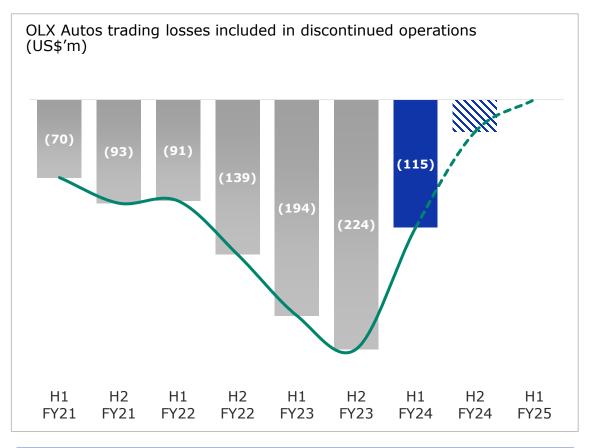
### Classifieds grew well ahead of peers, moving to industry level profits



#### **Core Classifieds drives peer leading profitable growth**



#### **OLX Autos losses wind-down**



Proceeds expected from sales amount to \$181m<sup>3</sup>

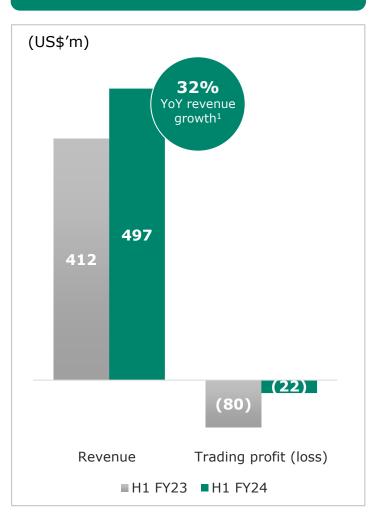
<sup>&</sup>lt;sup>1</sup> Results of continuing majority owned and managed businesses. This excludes results from associates and joint ventures. H1 FY23 has been adjusted to include like-for-like minor OLX Autos revenues and costs of a finance business which is winding down. <sup>2</sup> Growth in local currency excluding M&A. Excluding Ukraine, revenue growth was 27%, with a 9-percentage point trading profit margin improvement.

<sup>&</sup>lt;sup>3</sup> We have exited via sale or shut down all of our OLX Autos businesses, with the exception of the US business.

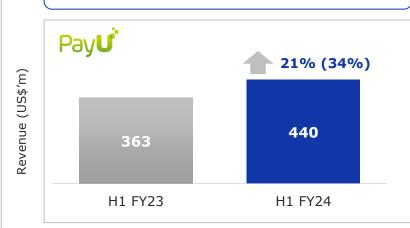
## PayU significantly improves profitability



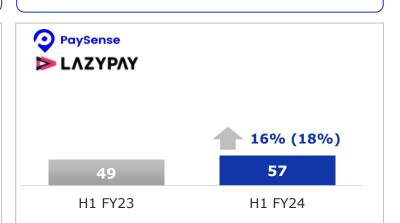
#### **Consolidated Payments & Fintech**



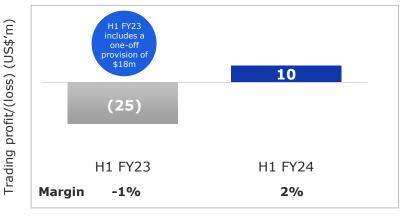
#### Strong growth and profit improvement in both PSP and new initiatives

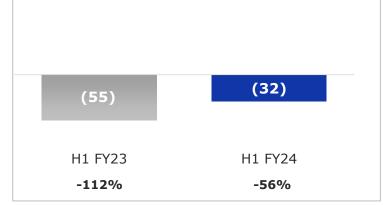


Sustained Core Payments Growth



Margin improvement from New Initiatives<sup>2</sup>





<sup>&</sup>lt;sup>1</sup> Growth in local currency excluding M&A. Numbers in brackets represent YoY growth in local currency excluding M&A.

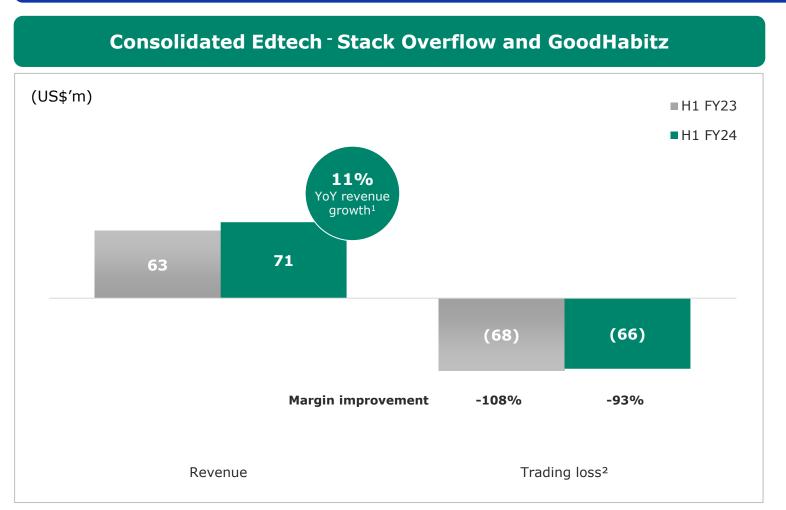
<sup>&</sup>lt;sup>2</sup> Includes mainly India Credit, GPO Credit and in H1 FY23 our digital banking initiatives.

<sup>&</sup>lt;sup>3</sup> Margin excludes one-off provision.

## Edtech is evolving as it processes the impact of GenAI



#### We are evolving our products to leverage new technology and mitigate the impact on trading profit





Revenue grew 7% for the year. Stack Overflow for Teams ARR increased by 15%, driven by expansion across enterprise accounts



Revenue grew 22% for the year.
Geographic expansion drove trading losses higher. The business is now focusing on these existing markets driving operational optimisation to return to profitability.

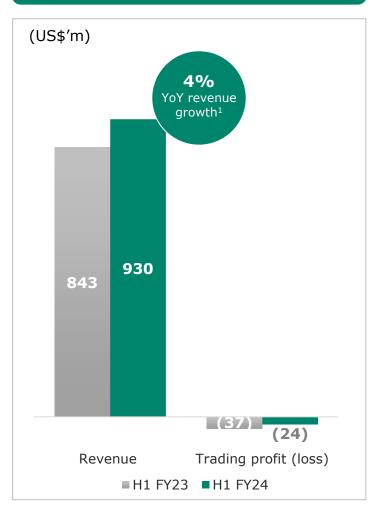
<sup>&</sup>lt;sup>1</sup> Growth in local currency excluding M&A.

<sup>&</sup>lt;sup>2</sup> Trading losses include segment corporate costs.

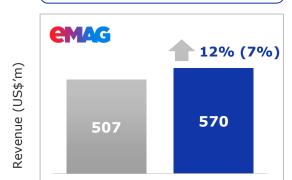
## eMAG Romania profitable and well positioned in its market



#### **Consolidated Etail**



#### Romania delivered profitable growth - other businesses will follow<sup>2</sup>

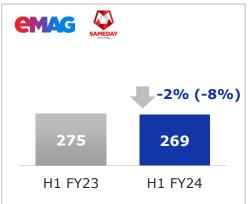


H1 FY24

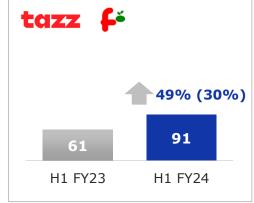
H1 FY23

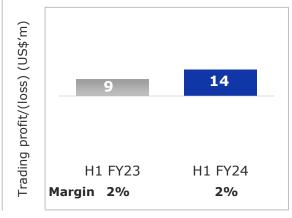
Romania returns to growth

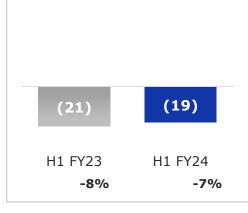


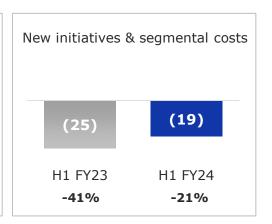












<sup>&</sup>lt;sup>1</sup> Growth in local currency excluding M&A.

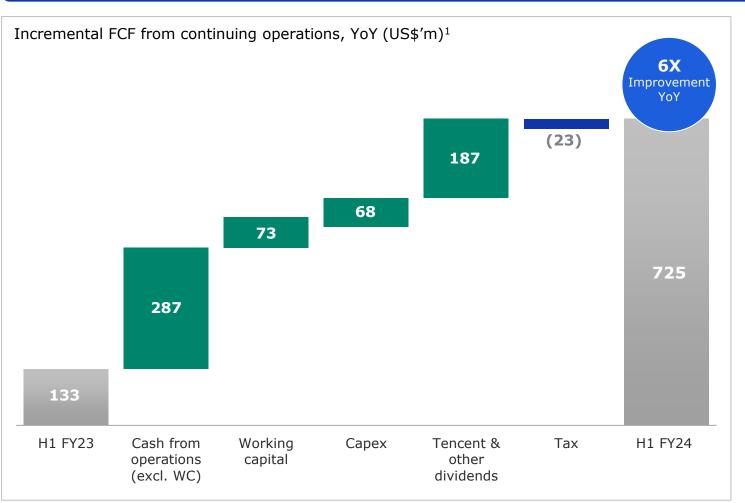
<sup>&</sup>lt;sup>2</sup> Numbers in brackets represent YoY growth in local currency excluding M&A.

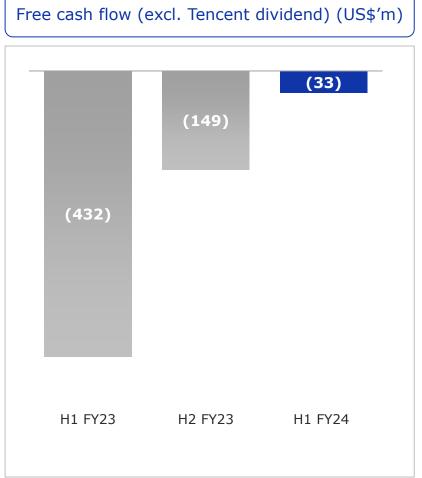
<sup>&</sup>lt;sup>3</sup> Other regions include mainly Hungary, Bulgaria and Sameday. New initiatives include mainly Tazz and Freshful.

## **Profitability drives meaningful FCF improvement**



#### Free cash flow reflects improved profitability across our portfolio and increased dividends from Tencent

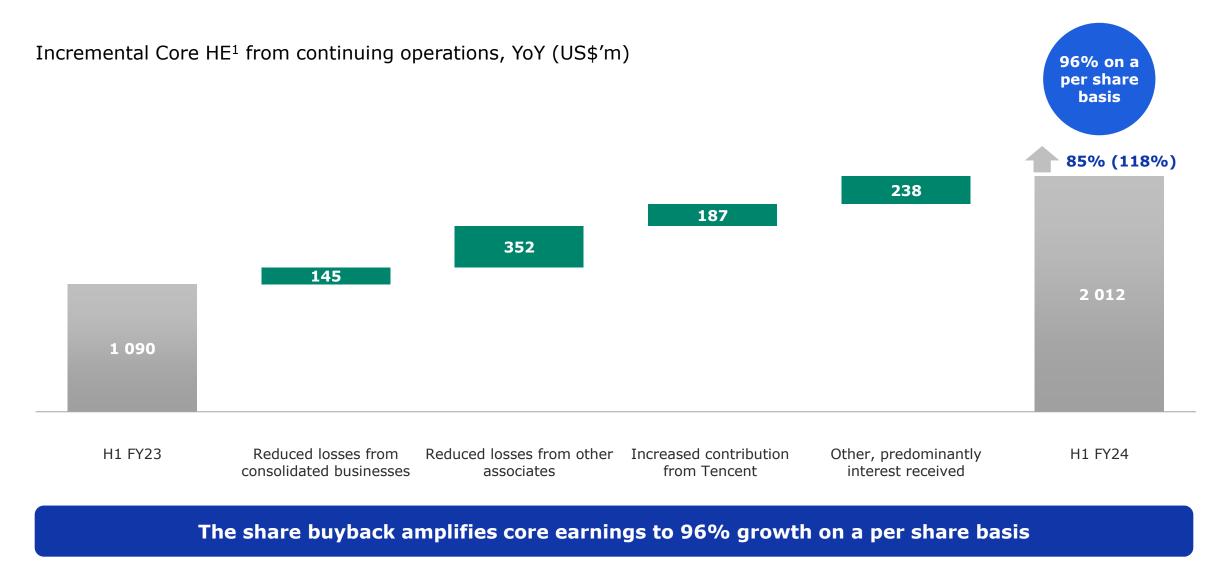




<sup>1</sup> FCF (Free cash flow) is defined as EBITDA less adjustments for non-cash items, working capital, taxation, capital expenditure, capital leases repaid and investment income.

## Core HE nearly doubles driven by improved profitability





<sup>&</sup>lt;sup>1</sup> Core Headline Earnings is regarded by management as an appropriate indicator of the operating performance of the Group, as it adjusts for non-operational items.

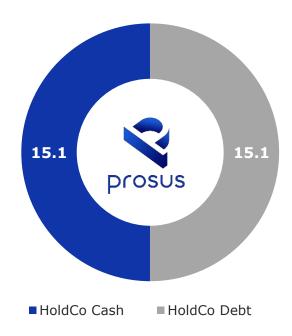
## Strong and liquid balance sheet with increased cash dividends



#### We will manage our balance sheet to an Investment Grade rating

### Not dolet of UC#10m

Net debt¹ of US\$18m at 30 September 2023 (US\$bn)



### **Investment Grade**

BBB (S&P) / Baa3 (Moody's)

#### 11.8% LTV

Based on gross debt<sup>2</sup>

#### 3.0X

Interest cover<sup>3</sup>

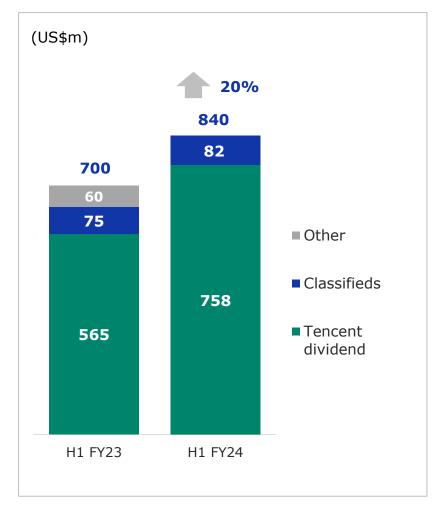
#### 6.7X

3-year debt maturity & interest service cover

#### 3.1%

Average cost of debt

#### 20% increase in dividends to HoldCo



<sup>&</sup>lt;sup>1</sup> Cash includes short-term cash investments, debt includes all interest-bearing debt and excludes all finance leases.

<sup>&</sup>lt;sup>2</sup> Internal calculation for LTV (Loan to Value): Gross debt / (Gross cash + listed assets + 50% unlisted assets) at 30 September 2023. Rating agencies use Net debt / cash for their calculations -Net LTV is 0.1%.

<sup>&</sup>lt;sup>3</sup> Calculations for interest cover: (Dividends from investments and cash to HoldCo + interest received – HoldCo operating costs) / HoldCo interest for the last 12 months ended 30 September 2023.





## We are committed to maximising shareholder value, through ...

- **1** Achieving profitable growth ahead of our previous ambition
- 2 Continuing the open-ended share repurchases creating value daily and amplifying returns
- 3 Adopting learnings to deploy capital more effectively for great returns
- 4 More active portfolio management
- **5** Better highlighting the value of our portfolio assets

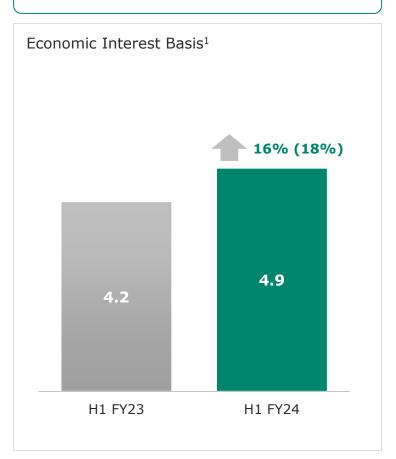


- 1. H1 FY24 Group Results
- 2. Results of Associates and Joint Ventures
- 3. Debt metrics & maturity profile
- 4. Summary Group Portfolio
- 5. Glossary

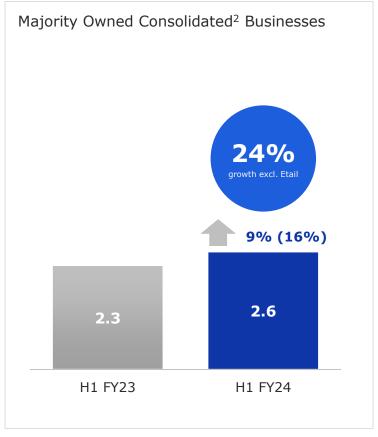
## **Continued healthy Ecommerce growth ...**

#### **Ecommerce revenue from continuing operations (\$'bn)**

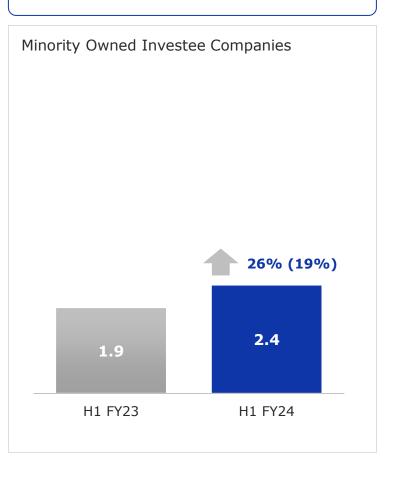
#### Total Ecommerce Economic Interest



#### Consolidated Revenue



#### Associate and JV Revenue



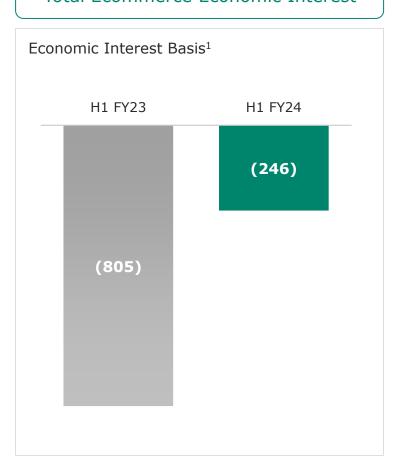
<sup>&</sup>lt;sup>1</sup> Results from continuing operations reported on an economic-interest basis, i.e. equity-accounted investments are proportionately consolidated.

<sup>&</sup>lt;sup>2</sup> Results from continuing consolidated owned and managed businesses. Numbers in brackets represent YoY growth shown in local currency excluding M&A.

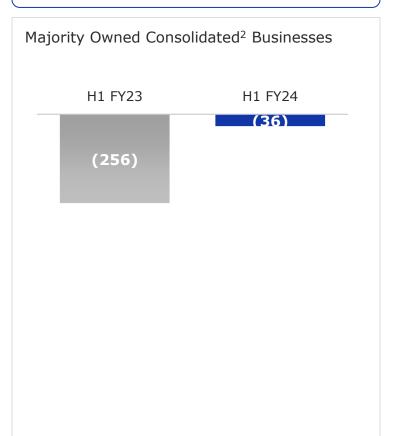
## ... with a significant improvement in profitability

#### **Ecommerce trading profit from continuing operations (\$'m)**

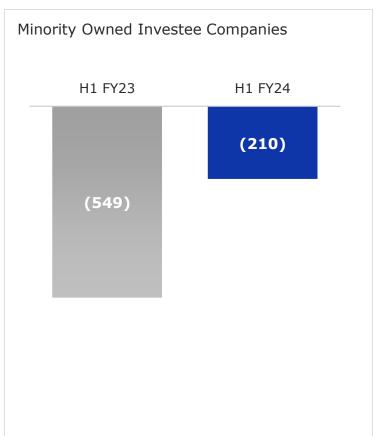
#### Total Ecommerce Economic Interest



#### Organic investment through P&L



#### Associate & JV losses don't impact cash



<sup>&</sup>lt;sup>1</sup> Results from continuing operations reported on an economic-interest basis, i.e. equity-accounted investments are proportionately consolidated.

<sup>&</sup>lt;sup>2</sup> Results from continuing consolidated owned and managed businesses.

## **Group Consolidated Results**

#### **Consolidated Segmental Results from continuing operations**

#### Revenue

## **Adjusted EBITDA**

#### **Trading profit / (loss)**

#### US\$'m

#### **Ecommerce**

- Classifieds
- Food Delivery
- Payments & Fintech
- Edtech
- Etail
- Other

#### Corporate

**Consolidated Results** 

H1 FY23	H1 FY24	YoY % Growth <sup>1</sup>
2 269	2 556	16%
247	342	32%
663	679	17%
412	497	32%
63	71	11%
843	930	4%
41	37	17%
_	-	
2 269	2 556	16%

H1 FY23	H1 FY24	YoY Margin Improve <sup>2</sup>
(213)	14	10 pp
45	102	12 pp
(64)	11	12 pp
(76)	(18)	14 pp
(66)	(61)	19 pp
(13)	3	2 pp
(39)	(23)	31 pp
(78)	(71)	
(291)	(57)	11 pp

H1 FY23	H1 FY24	YoY Margin Improve <sup>2</sup>
(256)	(36)	10 pp
38	94	12 pp
(70)	5	12 pp
(80)	(22)	15 pp
(68)	(66)	15 pp
(37)	(24)	1 pp
(39)	(23)	33 pp
(82)	(74)	
(338)	(110)	11 pp

Consolidated results: Include the results of subsidiaries, where the Group has a majority stake

<sup>&</sup>lt;sup>1</sup> YoY growth shown in local currency excluding M&A.

<sup>&</sup>lt;sup>2</sup> YoY percentage point (pp) improvement.

## **Proportionate Results from Associates and Joint Ventures**



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

#### Revenue

#### **Adjusted EBITDA**

#### **Trading profit / (loss)**

#### US\$'m

#### **Ecommerce**

- Classifieds
- Food Delivery
- Payments & Fintech
- Edtech
- Etail
- Other

#### **Social Networks and Internet**

- Tencent

**Total Associate and JV** contribution

H1 FY23	H1 FY24	YoY % Growth <sup>2</sup>
1 977	2 383	19%
121	124	4%
1 248	1 765	25%
68	94	51%
271	140	8%
9	18	44%
260	242	-7%
11 309	10 675	11%
11 309	10 675	11%
13 286	13 058	12%

H1 FY23	H1 FY24	YoY Margin Improve <sup>3</sup>
(487)	(131)	20 pp
1	20	14 pp
(269)	(97)	17 pp
(17)	(10)	14 pp
(101)	3	39 pp
(1)	-	11 pp
(100)	(47)	20 pp
3 142	3 374	4 pp
3 142	3 374	4 pp
2 655	3 243	5 pp

H1 FY23	H1 FY24	YoY Margin Improve <sup>3</sup>
(549)	(210)	19 pp
(5)	16	17 pp
(311)	(160)	16 pp
(17)	(12)	12 pp
(110)	2	42 pp
(1)	(1)	5 pp
(105)	(55)	17 pp
2 497	2 875	5 pp
2 497	2 875	5 pp
1 948	2 665	5 pp

#### Associates losses are prefunded and have no impact on Free Cash Flow

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

<sup>&</sup>lt;sup>2</sup> YoY growth shown in local currency excluding M&A.

<sup>&</sup>lt;sup>3</sup> YoY percentage point (pp) improvement.

## **Group Economic Interest Results**

#### **Economic Interest Results from continuing operations**<sup>1</sup>

#### Revenue

#### **Adjusted EBITDA**

#### **Trading profit / (loss)**

US\$'m	H1 FY23	H1 FY24	YoY % Growth <sup>2</sup>
Ecommerce	4 246	4 939	18%
- Classifieds	368	466	23%
- Food Delivery	1 911	2 444	23%
- Payments & Fintech	480	591	34%
- Edtech	334	211	9%
- Etail	852	948	4%
- Other	301	279	-5%
<b>Social Networks and Internet</b>	11 309	10 675	11%
- Tencent	11 309	10 675	11%
Corporate	-	-	
<b>Economic interest</b>	15 555	15 614	13%
Less: Equity-accounted investments	(13 286)	(13 058)	
Total consolidated	2 269	2 556	16%

YoY Margin Improve <sup>3</sup>	H1 FY24	H1 FY23
14 pp	(117)	(700)
13 pp	122	46
13 pp	(86)	(333)
14 pp	(28)	(93)
23 pp	(58)	(167)
2 pp	3	(14)
21 pp	(70)	(139)
4 pp	3 374	3 142
4 pp	3 374	3 142
	(71)	(78)
5 pp	3 186	2 364
	(3 243)	(2 655)
10 pp	(57)	(291)

H1 FY23	H1 FY24	YoY Margin Improve <sup>3</sup>
(805)	(246)	14 pp
33	110	15 pp
(381)	(155)	14 pp
(97)	(34)	14 pp
(178)	(64)	23 pp
(38)	(25)	1 pp
(144)	(78)	20 pp
2 497	2 875	5 pp
2 497	2 875	5 pp
(82)	(74)	
1 610	2 555	6 рр
(1 948)	(2 665)	5 pp
(338)	(110)	10 pp

<sup>1</sup> Economic interest includes a proportionate share of the results of associated companies and joint ventures in the reportable segments

<sup>&</sup>lt;sup>2</sup> YoY growth shown in local currency excluding M&A.

<sup>&</sup>lt;sup>3</sup> YoY percentage point (pp) improvement.

## Tencent's high quality growth model improves profitability

Tencent grew revenue 10% with a 36% profit improvement YoY for the 9 months ended 30 September 2023

## **Tencent** 腾讯



Diverse revenue streams in growth businesses



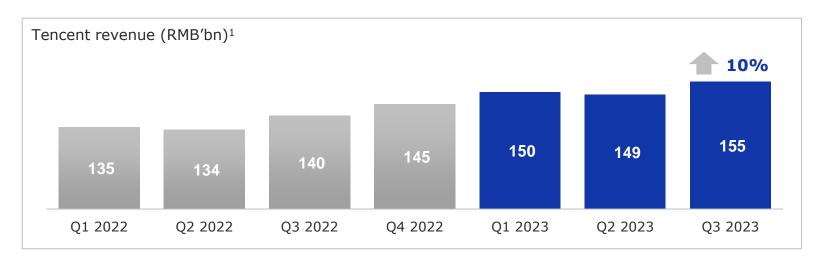
**Inherent profitability** augmented by positive revenue mix shift and operational efficiencies

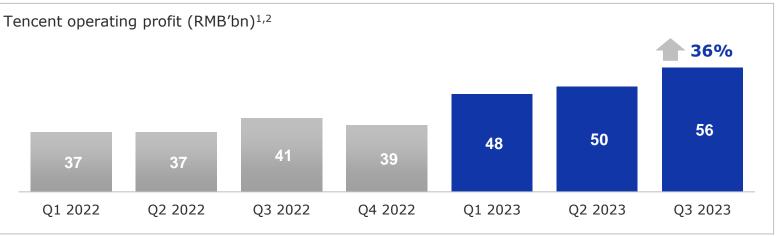


**Solid track record** in capital allocation



**World-class management** 





<sup>&</sup>lt;sup>1</sup> Financial information as per Tencent's financial reporting, detailed results available at www.tencent.com. Equity-accounted investments are included on a 3-month lag basis in Prosus's results. % represents YoY growth for the 3-months ended 30 September 2023.

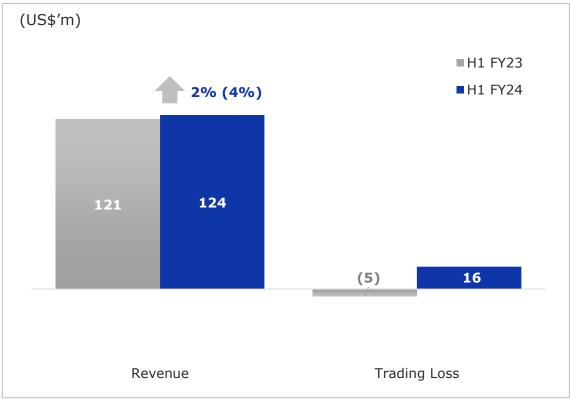
<sup>&</sup>lt;sup>2</sup> Operating profit reported on a non-IFRS basis, which reflects Tencent's core earnings.

## **Food and Classifieds minority investments**

#### Food Delivery Associates & Joint Ventures<sup>1,2</sup>



#### Classifieds Associates & Joint Ventures<sup>1</sup>









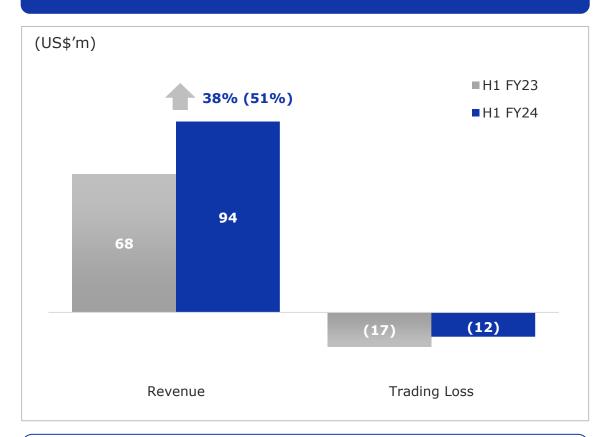


<sup>&</sup>lt;sup>2</sup> We discontinued equity accounting Oda from December 2022, and recognise the investment as FV Investments through OCI.

Note: The illustrated logos may not represent the full list of investments within respective portfolios.

## **Payments and Fintech and Edtech minority investments**

#### Payments and Fintech Associates & Joint Ventures<sup>1</sup>



#### Edtech Associates & Joint Ventures<sup>1,2</sup>



















<sup>1</sup> Results of equity-accounted investments are proportionately consolidated. Numbers in brackets represent YoY growth shown in local currency, excluding M&A.

<sup>&</sup>lt;sup>2</sup> H1 FY23 includes BYJU's and Udemy. We discontinued equity accounting BYJU's and Udemy from September 2022.

Note: The illustrated logos may not represent the full list of investments within respective portfolios.

LTM

Sep 23

3.0

0%

11.8%

## prosus

## Strong debt metrics with long-dated bond maturities

LTM

2.1

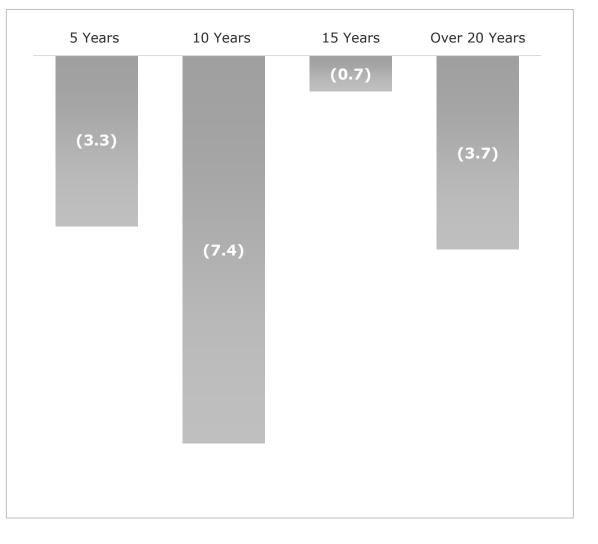
0%

12.1%

#### Debt metrics

	36p 22	36p 23		
Cash remitted to/generated at Holdco level:				
Tencent dividend	565	758		
Classifieds portfolio	196	139		
Other dividends	60	-		
Interest income earned on central cash	105	676		
Total inflows	926	1,573		
Commitments:				
Holdco – operating costs	(27)	(84)		
Available for interest/dividends	899	1,489		
Holdco interest cost (12 months)	(431)	(493)		

#### Bond maturity profile (bn)



LTW: Last twelve months

Interest cover<sup>1</sup>

**Gross Loan to value<sup>2</sup>** 

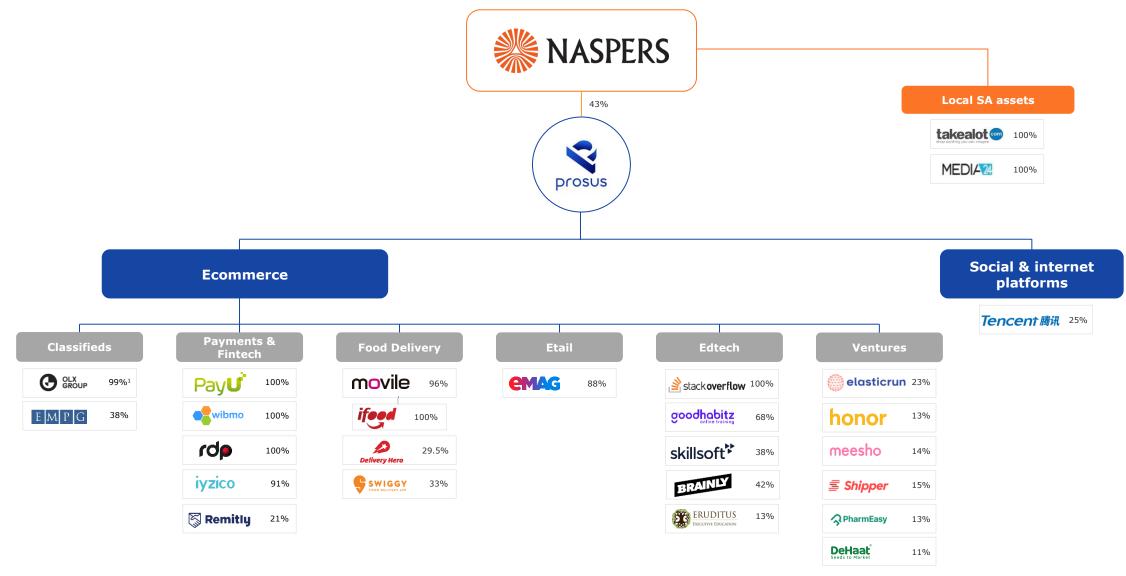
Net Loan to value<sup>2</sup>

US\$'m

<sup>&</sup>lt;sup>1</sup> Interest cover calculated as cash available for interest and dividends / annual holdco interest costs.

<sup>&</sup>lt;sup>2</sup> Gross LTV = Gross debt/(market value of listed assets + 50% of market value of unlisted assets + Holdco cash).

## **Group portfolio companies**



Organogram depicts the latest effective interest percentage in major entities at 30 September 2023.  $^{\scriptsize 1}$  OLX owns 50% of operations in Brazil.



## **Glossary**

**Consolidated Results:** Results of subsidiaries only, companies which the Group controls.

**Economic Interest:** A non-IFRS measure representing the consolidated earnings plus the Group's proportionate share of the associates and joint ventures

revenue and trading profit.

Free cash flow: Earnings before interest, tax and depreciation and amortization less adjustments for non-cash items, working capital, taxation,

capital expenditure, capital leases repaid and investment income.

**Core HEPS:** Core Headline Earnings is a non-IFRS measure and represent headline earnings for the period excluding certain non-operating items

and is an appropriate indicator of the operating performance of the Group.

TP Trading profit represents operating profit/loss adjusted for non-operating items such as business combination expenses, gains and losses

from other assets and remeasurements of cash settled share-based compensation liabilities.

SBTi Science Based Target initiative

**Peers Groups** 

Food delivery: Delivery Openium, DoorDash, Just Eat Takeaway, Meituan, Zomato

Classifieds: Adevinta, Auto Trader, Hemnet, REA Group, Rightmove, Scout 24

Payments & Fintech: Adyen, Affirm, Block, Dlocal, Global Payments, Nuvei, PayPal, Splitit, Worldline

**Edtech:** China Yuhua, Chegg, Coursera, Kahoot!, Niit, Pearson, Skillsoft, Udemy, 2U

**Etail:** Alibaba, Allegro, Asos, Boohoo, Etsy, Farfetch, JD.com, Mercadolibre, Vipshop, Zalando





For further information:

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