

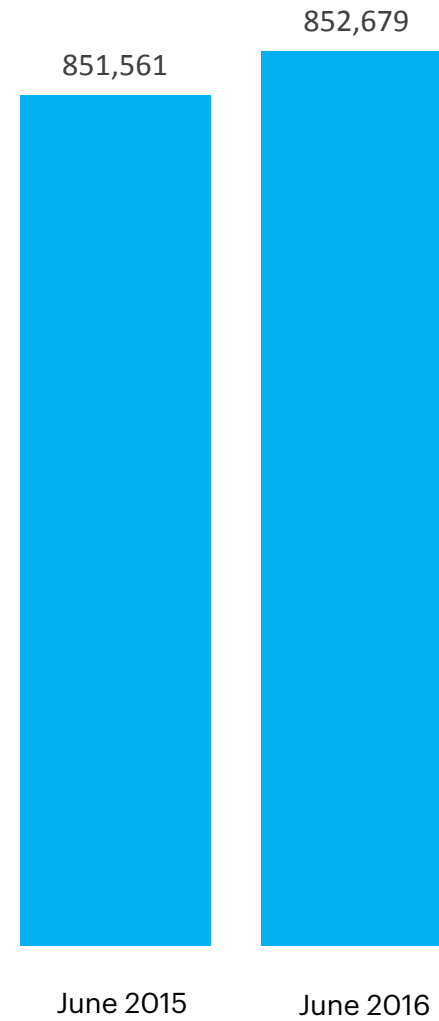


SKY TELEVISION

ANNUAL GENERAL MEETING

2016

TOTAL SUBSCRIBERS



John Davidson/www.photosport.nz

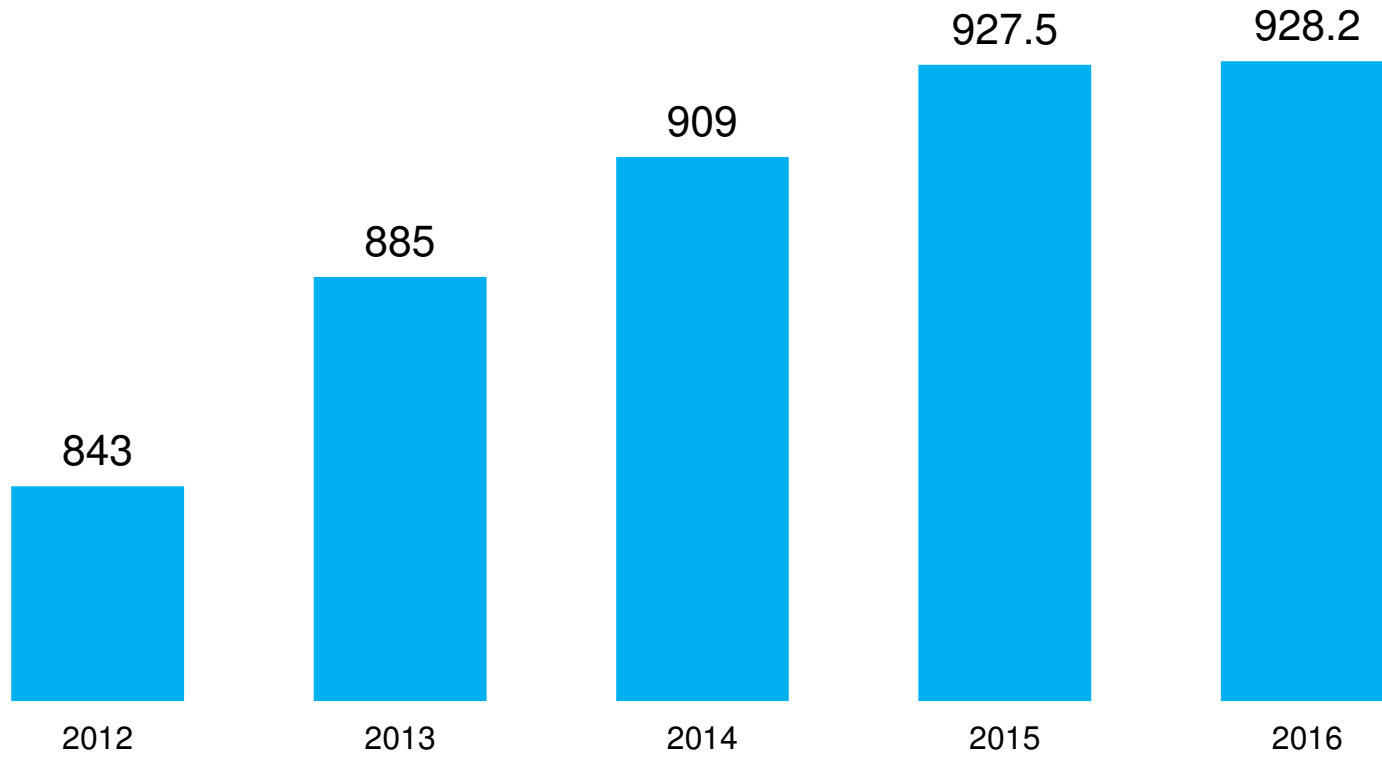
© SKY 2016 Annual General Meeting

SILVER FERNS

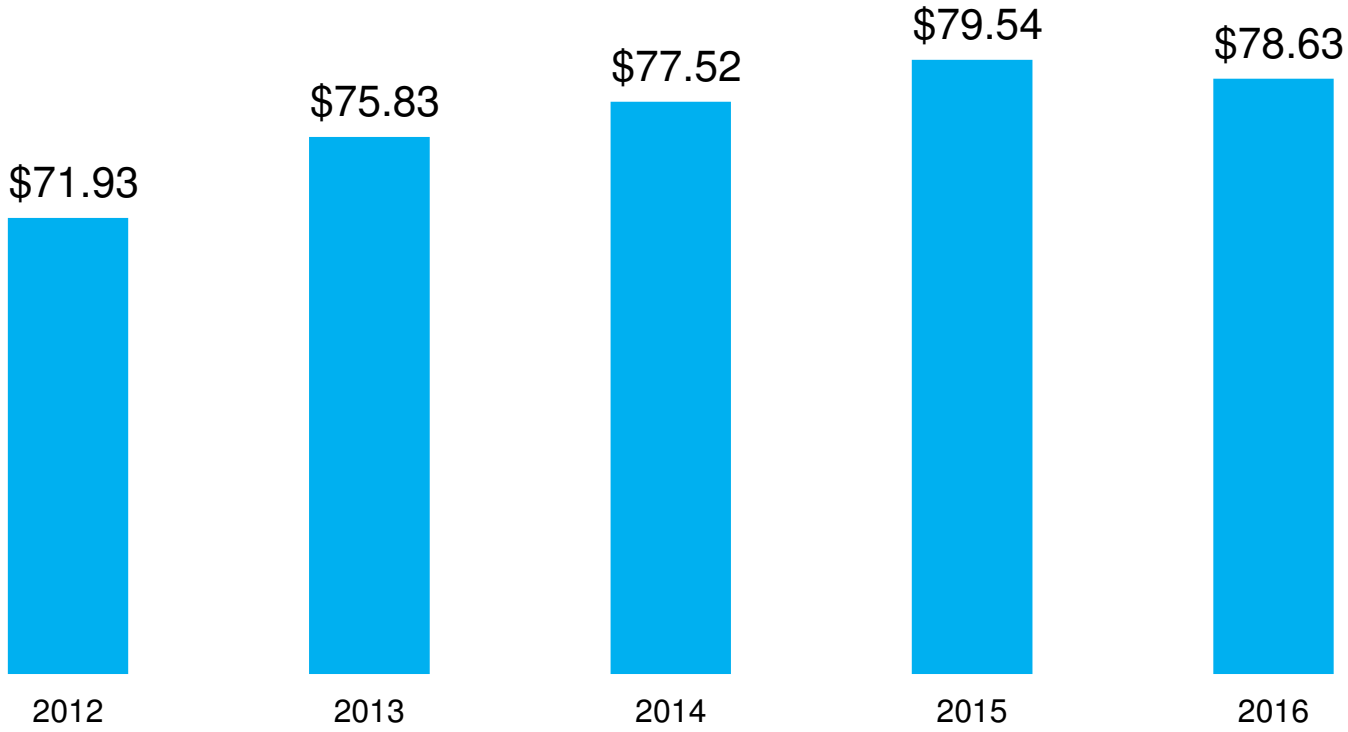


REVENUE

Millions

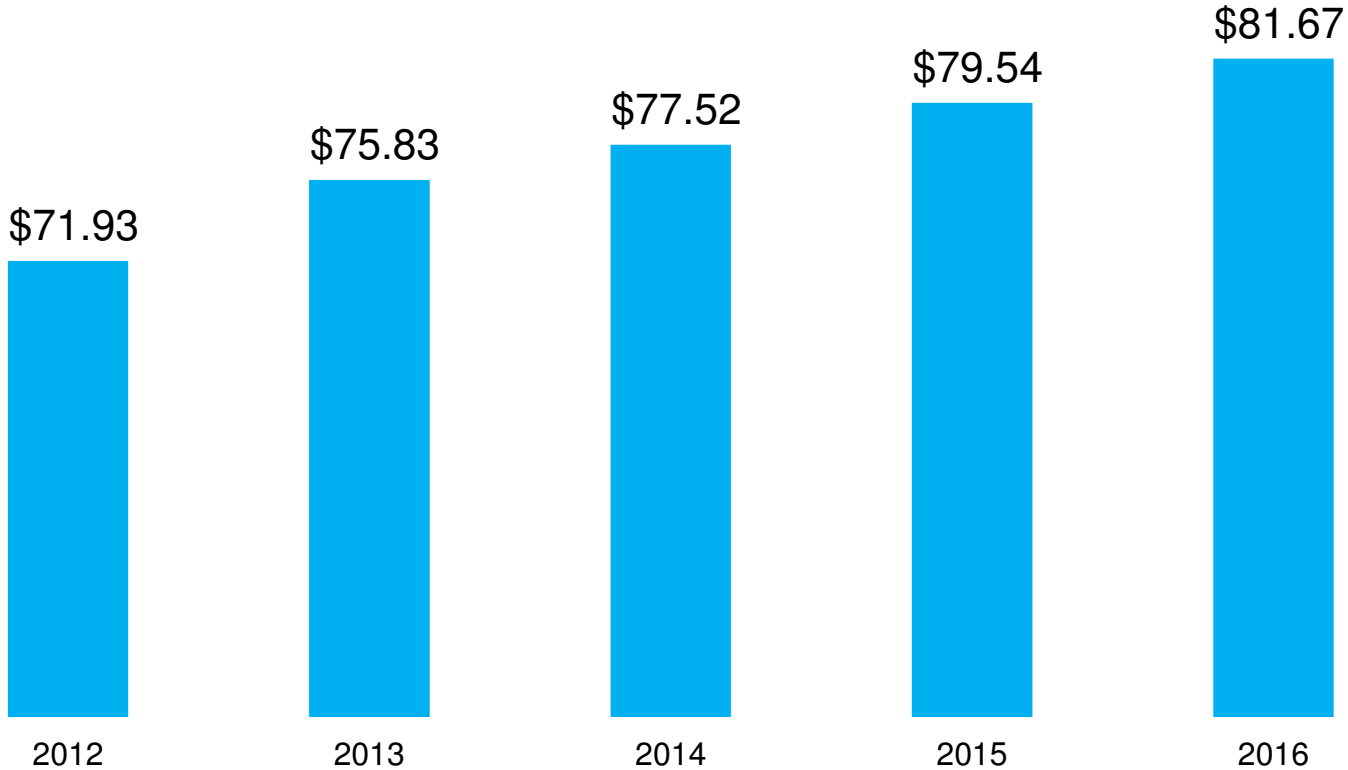


TOTAL ARPU



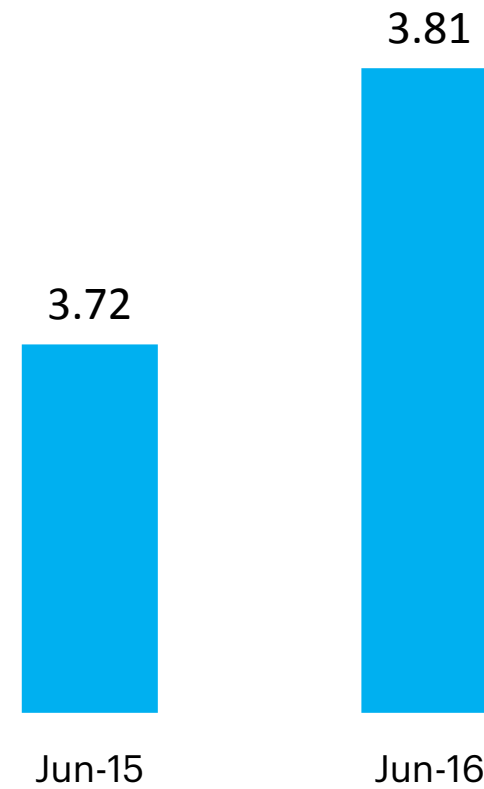
2016 Includes IGLOO, NEON and FAN PASS not included in previous periods

ARPU FROM SKY TRADITIONAL SUBSCRIBERS



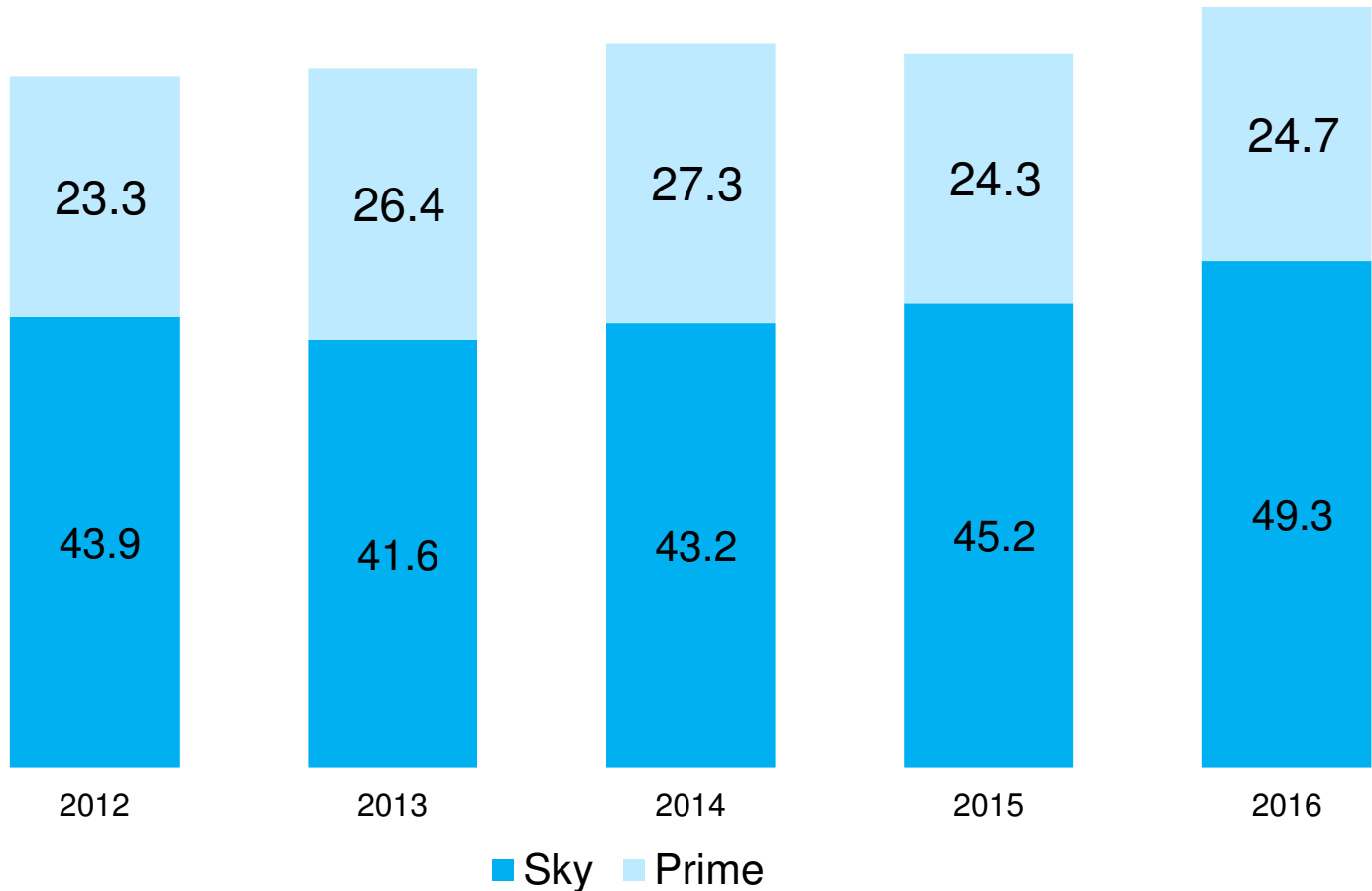


SKY PREMIUM PRODUCTS PER SUBSCRIBER



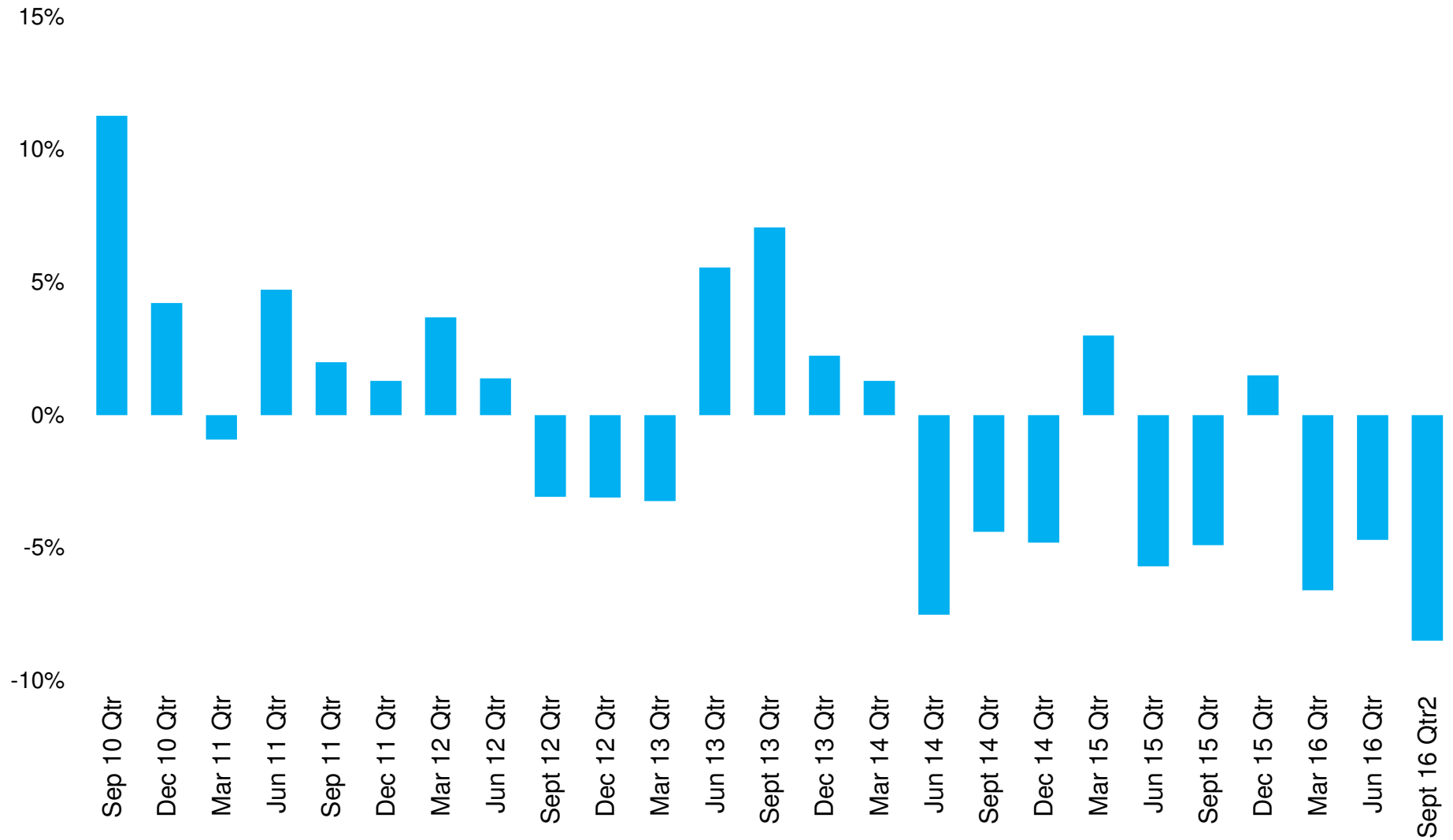
ADVERTISING REVENUE

Millions

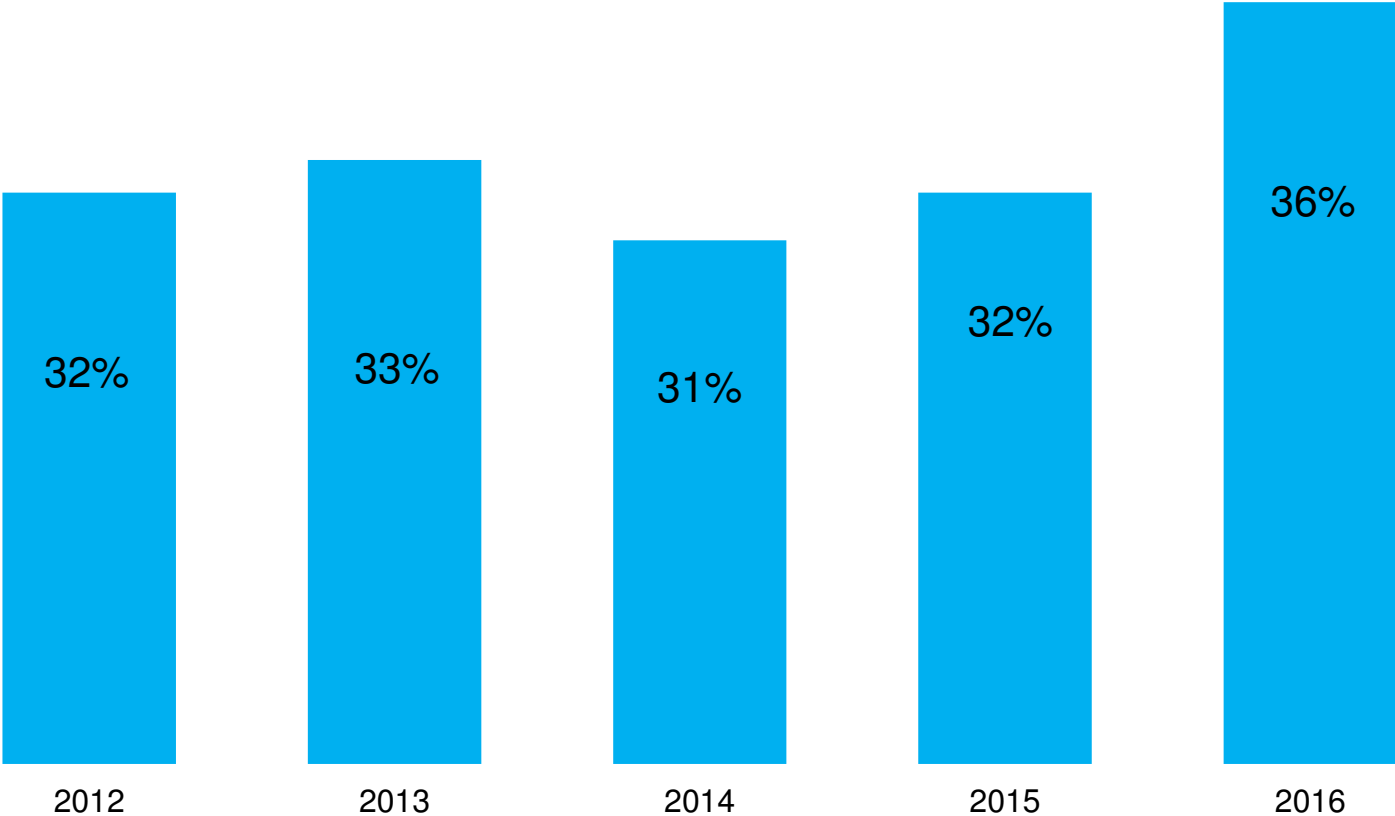


TOTAL TELEVISION ADVERTISING REVENUE

(YOY QUARTERLY CHANGE)

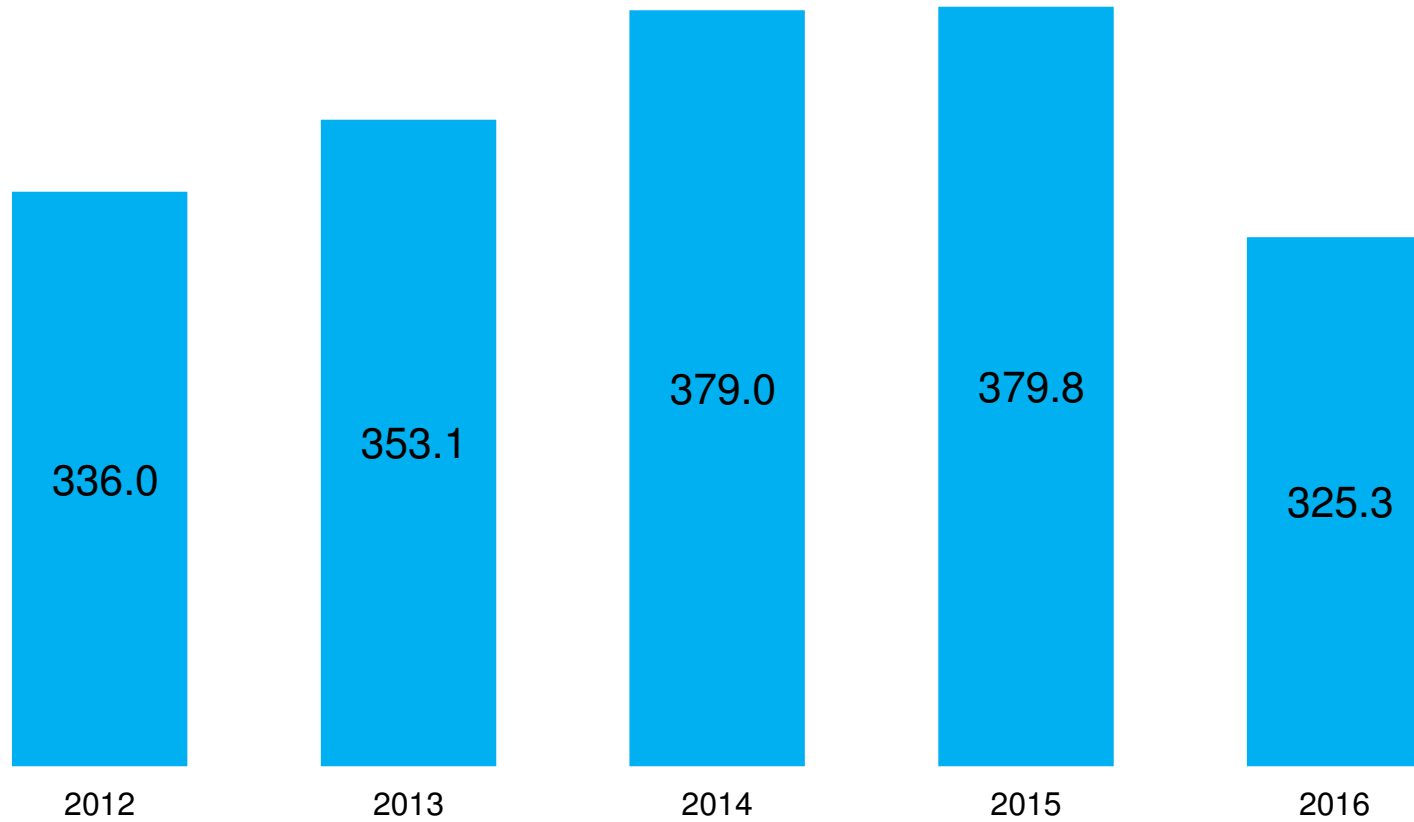


PROGRAMMING COSTS % REVENUE



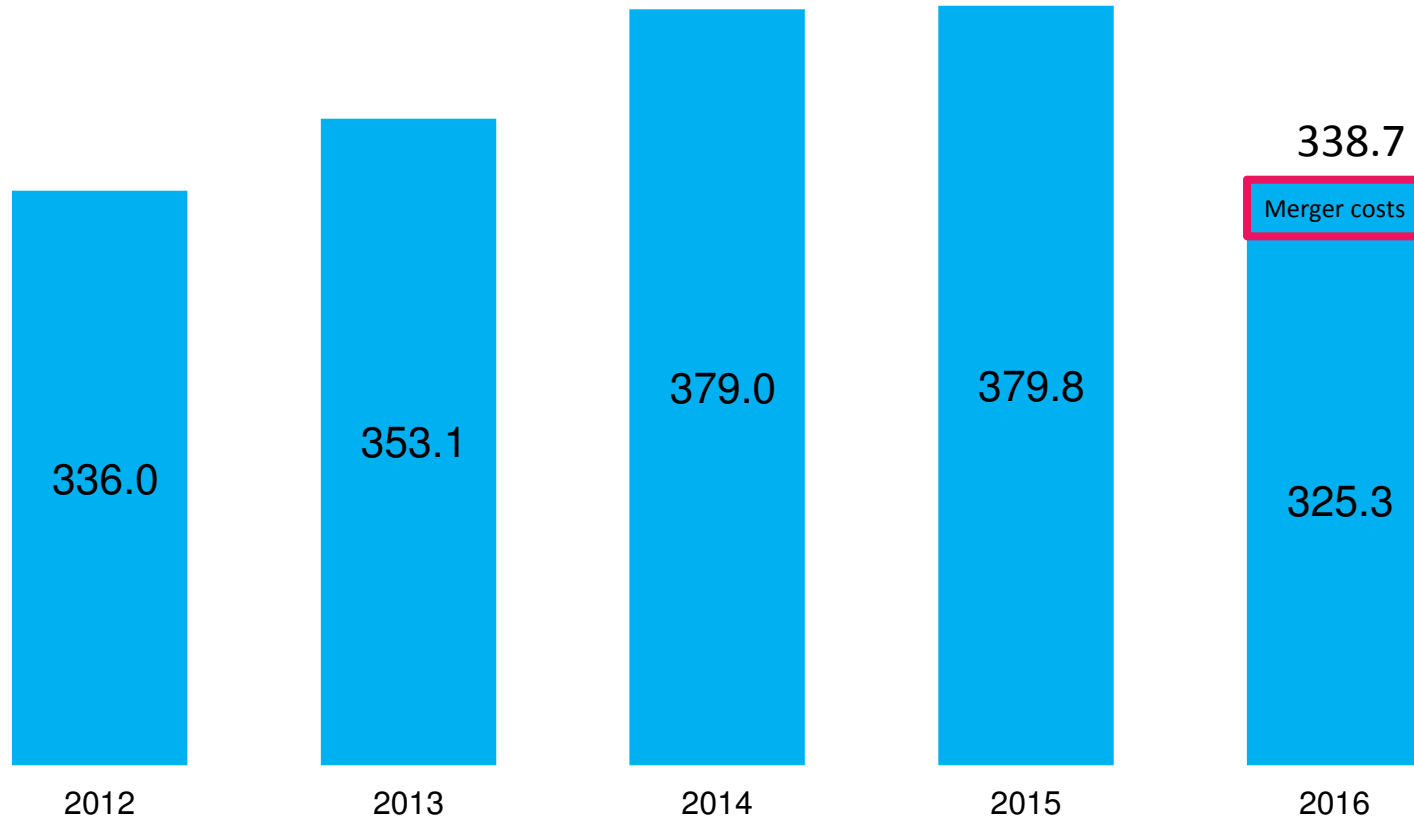
EBITDA

Millions



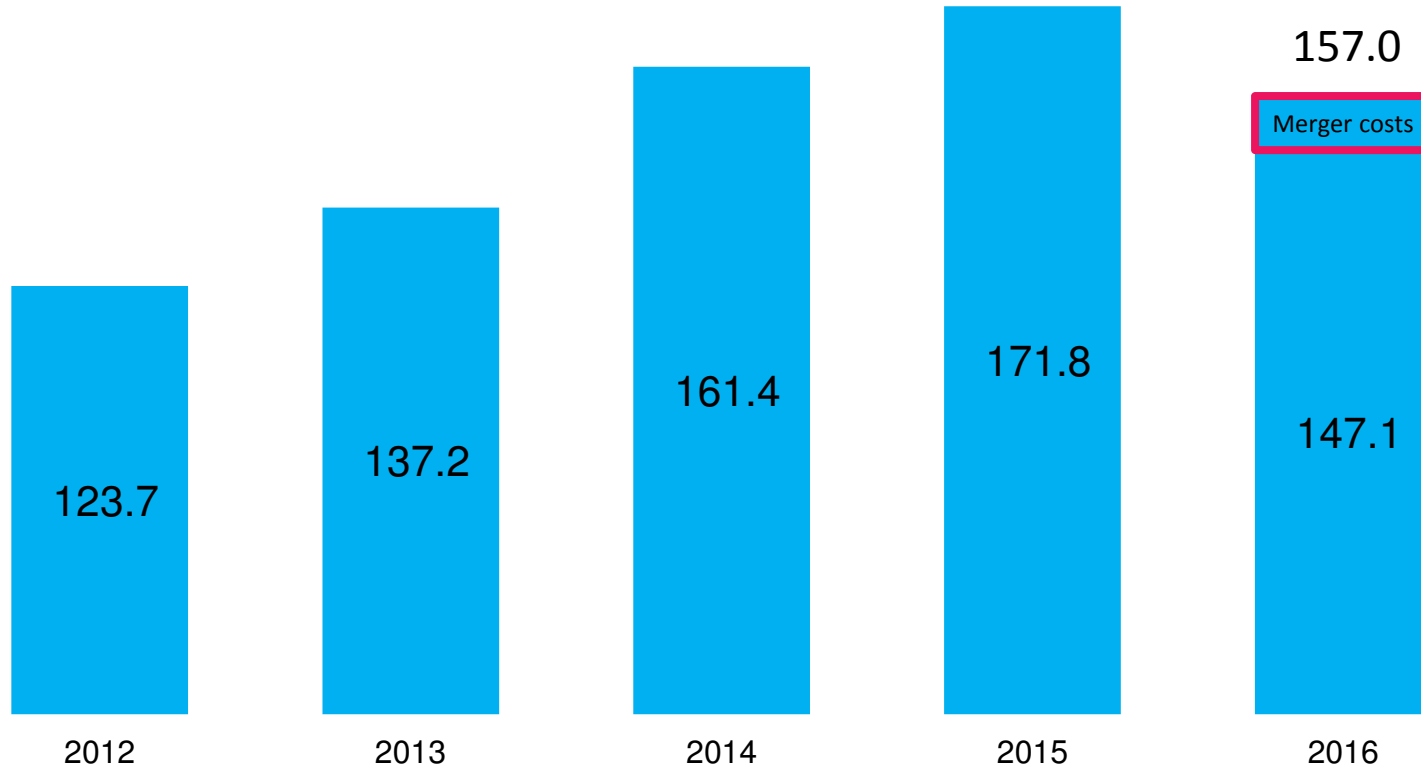
EBITDA

Millions



NET PROFIT

Millions

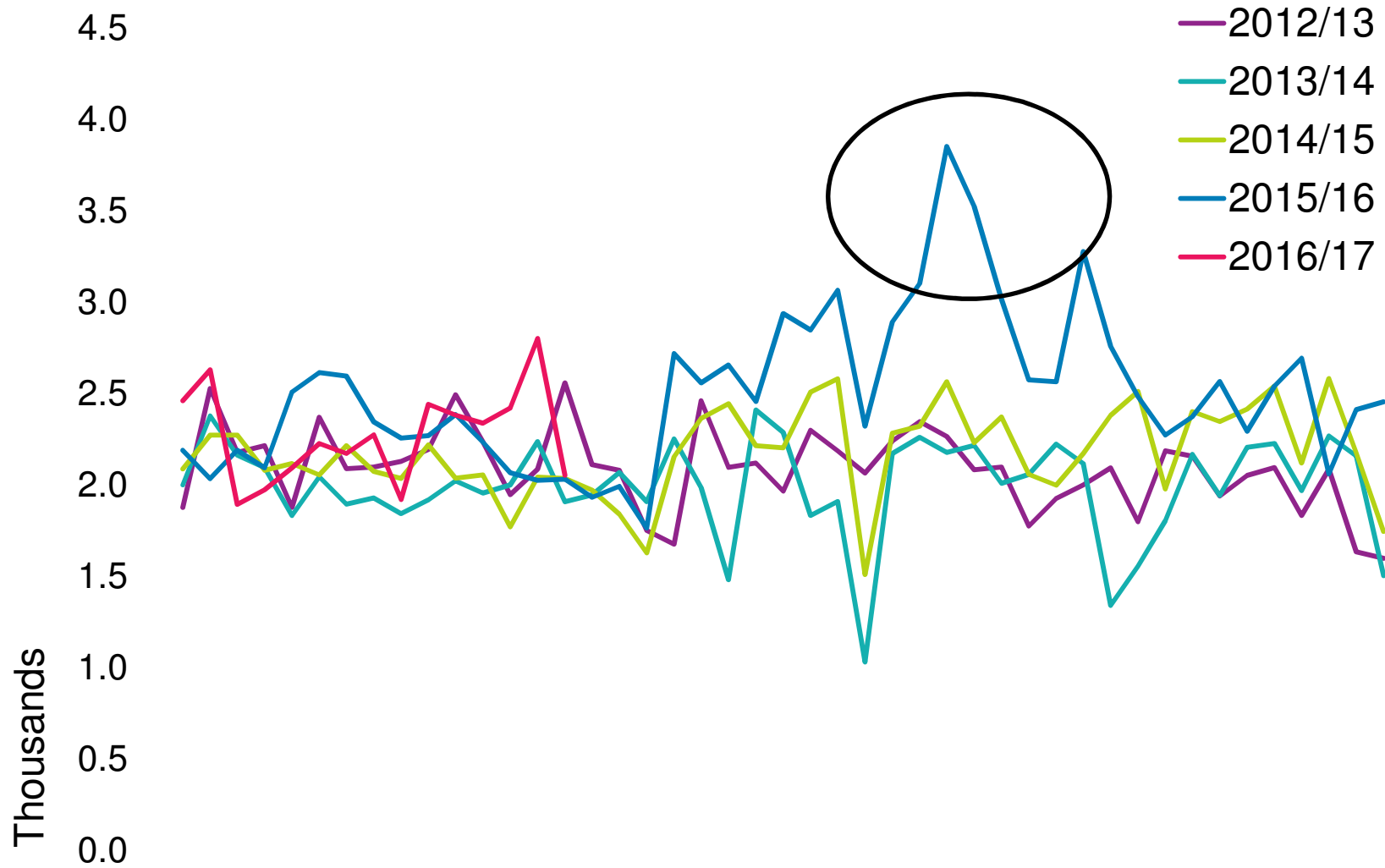


FUNDING PROFILE

	FACILITY	DRAWN	MARGIN	MATURITY
Bank Debt	\$300m	\$50m	145bp	Jul 2020
Bond - A	\$200m	\$200m	65bp	Oct 2016
Bond - B	\$100m	\$100m	Fixed rate at 6.25%	Mar 2021

TOTAL DISCONNECTS

(WEEKLY FOR THE YEAR ENDING JUNE)

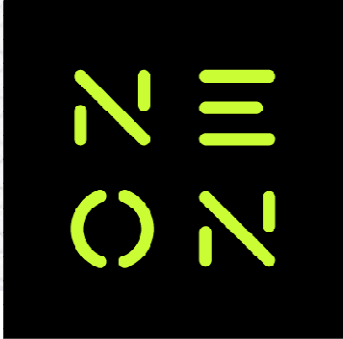


FP FAN PASS
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SKY
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SKY
ON DEMAND

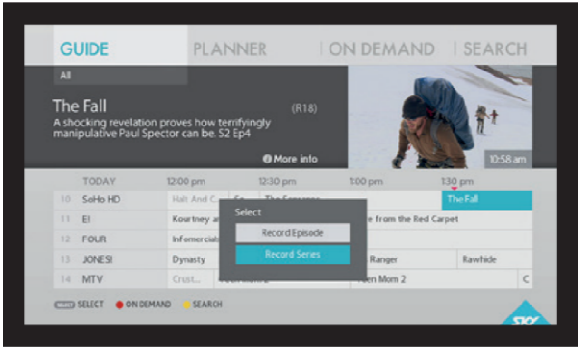




New SKY BOX rollout

74%

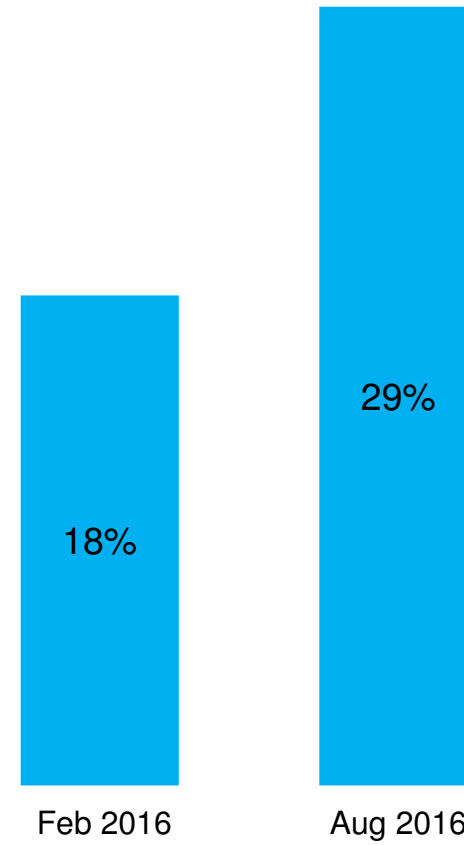
Completed



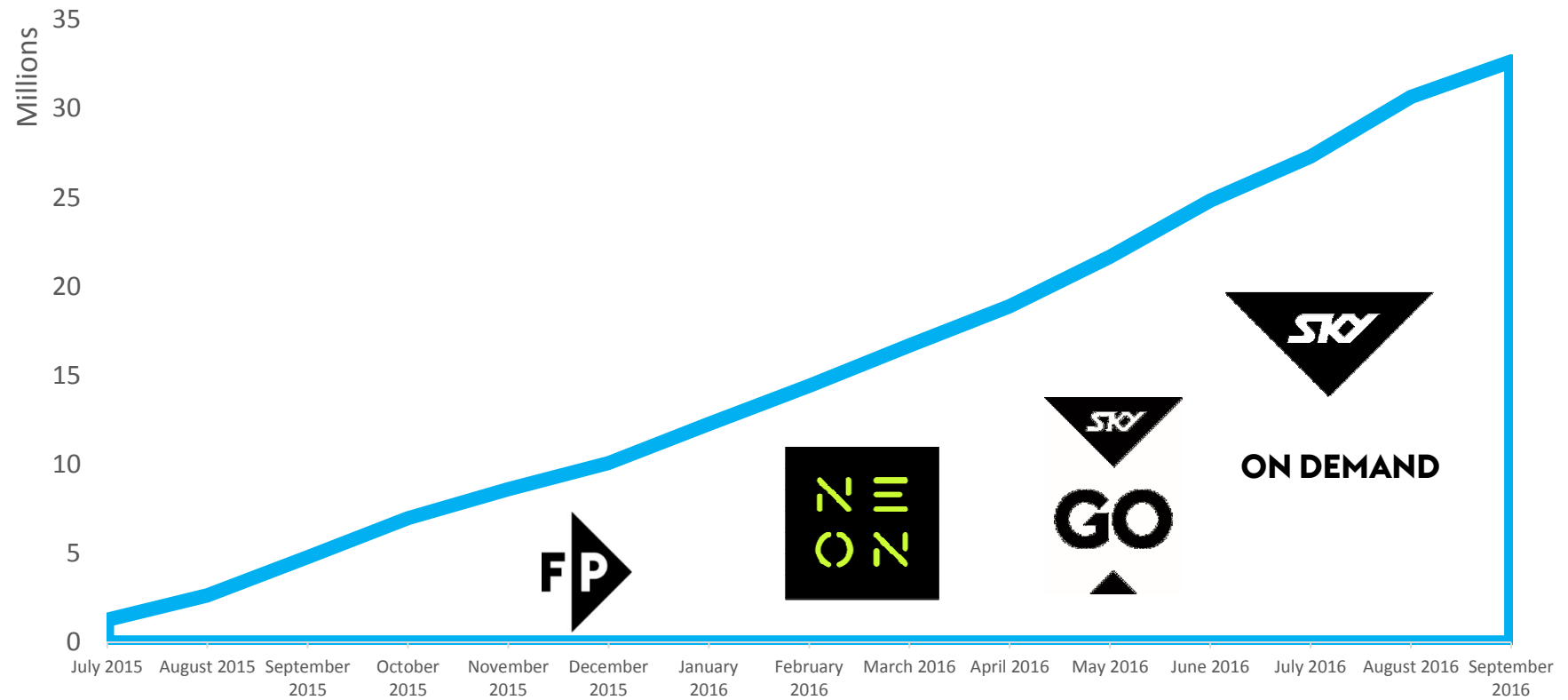
CONNECTIVITY ON SKY BOXES



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SKY'S NEW WORLD OF DOWNLOAD REQUESTS



SKY



Andrew Cornaga/www.photosport.co.nz



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GOLF COVERAGE ON SKY



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**THE BRITISH
& IRISH LIONS**
TOUR TO NEW ZEALAND

2017

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GUIDANCE

SKY provided the following Prospective standalone forecast for FY17 in the EM;

\$ million	30-Jun-17
Revenue	920
Underlying EBITDA	305
EBITDA	296
Depreciation	101
EBIT	195
NPAT	125

Depreciation is now Forecast at \$109.1 million (non-cash)

FY17 Capex is in line with Forecast at \$87 million.



**COMMERCE
COMMISSION**
NEW ZEALAND



SKY TELEVISION

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