A Pan African Company

Overview
FOCUS ON NASPERS PAYTV OPERATIONS

AFRICA

• Broadcaster: MultiChoice Africa Ltd and certain subsidiaries
• Territory: 50 Sub-Saharan countries, excl. South Africa
• Shareholding: Naspers offshore with various in-country partners
• Products: DStv (DTH), GOtv (DTT)
• Regulators: various
MULTICHOICE AFRICA VISION

to be
Africa’s
First Choice
and
Leading
Pay Media Destination
Anytime, Anywhere
PAYTV VALUE CHAIN

- Content Production (Studios)
- Packaging of Pay TV Channels
- Bouquets
- Broadcast Technology
- Delivery Medium (Satellite or Terrestrial)
- Subscriber Management Services
- Subscriber
HOW DOES MULTICHOICE AFRICA SERVICE ITS CUSTOMERS?
COUNTRIES OF OPERATION

- **JOINT VENTURES**
  - Ghana
  - Uganda
  - Namibia
  - Kenya
  - Nigeria
  - Tanzania
  - Botswana
  - Zambia

- **FRANCHISES**
  - Mozambique

- **AGENTS**
  - South Africa
AVAILABLE IN OVER 50 COUNTRIES
MultiChoice Africa is a pioneer in Africa and built its business on the following investments:

- **Content**
- **People**
- **Technology**
BUSINESS KEY FOCUS AREAS

- Great product offering
- Exciting, fresh and relevant marketing
- World class customer service
- Talented and engaged people
SATELLITE FOOTPRINT
SOUTHERN AFRICA
DTH DIGITAL TRANSMISSION INTO AFRICA

Other Satellites & UK Fiber Links

Spain

Head-end Facilities

Uplink Facilities

South Africa

IBS

Local Content

Head-end Facilities

Uplink Facilities

E36 DTH Satellite

Home

HD ZAPPER

Foreign Content

Foreign Content

Other Satellites & UK Fiber Links

Local Content

Head-end Facilities

Uplink Facilities

Home

HD ZAPPER
DTT DISTRIBUTION IN AFRICA
DTT FOOTPRINT

Nigeria
Ghana
Namibia
Zambia
Mozambique
Kenya
Uganda
Rwanda
Malawi
Namibia

Nigeria
Ghana
Namibia
Zambia
Mozambique
Kenya
Uganda
Rwanda
Malawi
Namibia
HARDWARE - MOBILE
INVESTMENT IN CONTENT

Creativity and stories

• Created 15 “Made for Africa Pay TV Channels

• Sponsored the 3rd African Magic Viewers Choice Awards to honour and celebrate talent across the continent

• Invested in State-of-Art Studios and original productions to make this possible

• Studios located in Kenya and Nigeria
OUR PRODUCTS – DStv

MultiChoice offers a wide variety of bouquet options on the DStv service -

**English:**
- DStv Premium
- DStv Compact Plus
- DStv Compact
- DStv Family
- DStv Access

**The best content in Africa in packages which offer flexibility in price and choice**

**Portuguese:**
- DStv Bue
- DStv Grande
- DStv Facil

Additional Chinese, French and Indian options available
OUR PRODUCTS - GOtv

A new pay television offering on the new DTT platform (Digital Terrestrial Television)

It is a new mass market product that offers digital home television for the whole family at an affordable price

Innovative, fun, simple, friendly, relevant and exciting
CHANNELS
CONTENT FOR THE AFRICAN MARKET

- Local content key
- Content is produced, commissioned or licensed
- Key differences between markets
  - Sport preferences
  - Religious, cultural restrictions
- Certain content (e.g. English language movies) available to all subscribers
INVESTMENT IN PEOPLE

Local offices and staff

Training and development

Investment in CSI and the future of Africa
INVESTMENT IN PEOPLE

“Education and access to information and education is critical to the development of Africa and has the immense power to transform the continent”
CONCLUSION

A company driven by **Passion**

*Caring* for our people

**Trusted** by all