

# SOUTHERN CROSS AUSTEREO H1 FY18 INVESTOR PRESENTATION

23 February 2018



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# H1 FY18 Results

Grant Blackley



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# RESULTS SUMMARY

- Statutory result impacted by divestment of NNSW TV. Group revenues increased by 1.3% on a like for like basis
- Regional business performing well with 4.6% revenue growth on a like for like basis, offset by metro performance – revenue back 3%
- Cash conversion remains strong – increased to 88.1%
- Divested assets strengthen Balance Sheet and reduce financing costs
- Fully franked interim dividend of 3.75 cps declared, consistent with prior period

Statutory Result	H1 FY18	H1 FY17
Revenue	\$333.3m	\$351.8m
EBITDA	\$78.1m	\$92.6m
Cash Conversion	88.1%	82.4%
NPAT	\$38.2m	\$48.5m
Net Debt	\$324.8m	\$347.8m
Interim dividend	3.75cps	3.75cps



# RESULTS SUMMARY – EBITDA BRIDGE

- Short term impact to earnings from assets divested in prior period - \$5.5m relates to disposal of NSW TV
- Corporate costs lower in 1H FY17 due to \$5m of non-recurring items
- SCA invests in new platforms – PodcastOne \$1.3m
- FY17 ACMA rebate booked in H2 FY17

EBITDA Bridge	\$m's
<b>H1 FY17 EBITDA</b>	<b>\$92.6m</b>
Disposal of NSW TV	\$(5.5m)
Non-recurring items from H1 FY17 (ACMA FY16 & Copyright dispute)	\$(5.0m)
Investment in PodcastOne	\$(1.3m)
FY17 ACMA fee (H2 benefit)	\$5.1m
<b>H1 FY17 EBITDA (comparable)</b>	<b>\$85.9m</b>
<b>H1 FY18 EBITDA (actual)</b>	<b>\$78.1m</b>



# HEADLINE ACHIEVEMENTS

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## Sales Performance

- Group revenues up 1.3% (on like for like basis)
- Regional revenues up 4.6% (on a like for like basis)
- National advertisers committing considerably more into regional radio markets
- Metro advertising markets subdued across Q1 yet improved across Q2 to deliver market growth of 2.0%

## Investment

- Investment in new businesses – PodcastOne
- New strategy to monetise Digital Radio assets
- Continued investment in systems to unlock sales automation and improve content delivery effectiveness and efficiency

## Financial Stability

- Divestment of non-core assets - strengthened balance sheet and positions company well for future growth
- Effective cash generation delivered with modest capital investment
- Fully franked dividend maintained
- Successful refinancing of bank facilities on improved commercial terms



# H1 FY18 FINANCIAL RESULTS

Nick McKechnie



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# GROUP REPORTED STATUTORY RESULTS

\$ millions	H1 FY18	H1 FY17	Var.	H1 FY17 Adj. for NNSW	Var.
Revenue	333.3	351.8	(5.3%)	329.0	1.3%
Expenses	(255.2)	(259.2)	(1.6%)	(241.5)	5.7%
<b>EBITDA</b>	<b>78.1</b>	<b>92.6</b>	<b>(15.6%)</b>	<b>87.5</b>	<b>(10.7%)</b>
<i>EBITDA Margin</i>	23.4%	26.3%	nm	26.6%	nm
Depreciation & Amortisation	(15.1)	(15.5)	(2.4%)		
<b>EBIT</b>	<b>63.0</b>	<b>77.1</b>	<b>(18.2%)</b>		
Net Finance Costs	(7.7)	(9.6)	(19.8%)		
<b>PBT</b>	<b>55.3</b>	<b>67.5</b>	<b>(18.1%)</b>		
Tax	(17.1)	(19.0)	(9.9%)		
<b>NPAT</b>	<b>38.2</b>	<b>48.5</b>	<b>(21.2%)</b>		

- Statutory result impacted by NNSW TV – divested May 2017
- Revenue growth of 1.3% on a comparative basis
- Expense growth due to TV revenue uplift, higher TX and electricity costs, non-recurring corporate items from H1 FY17
- Finance costs reduced ~20% year on year, with further savings following successful refinance
- Effective tax rate has normalised at ~31%

nm = not meaningful





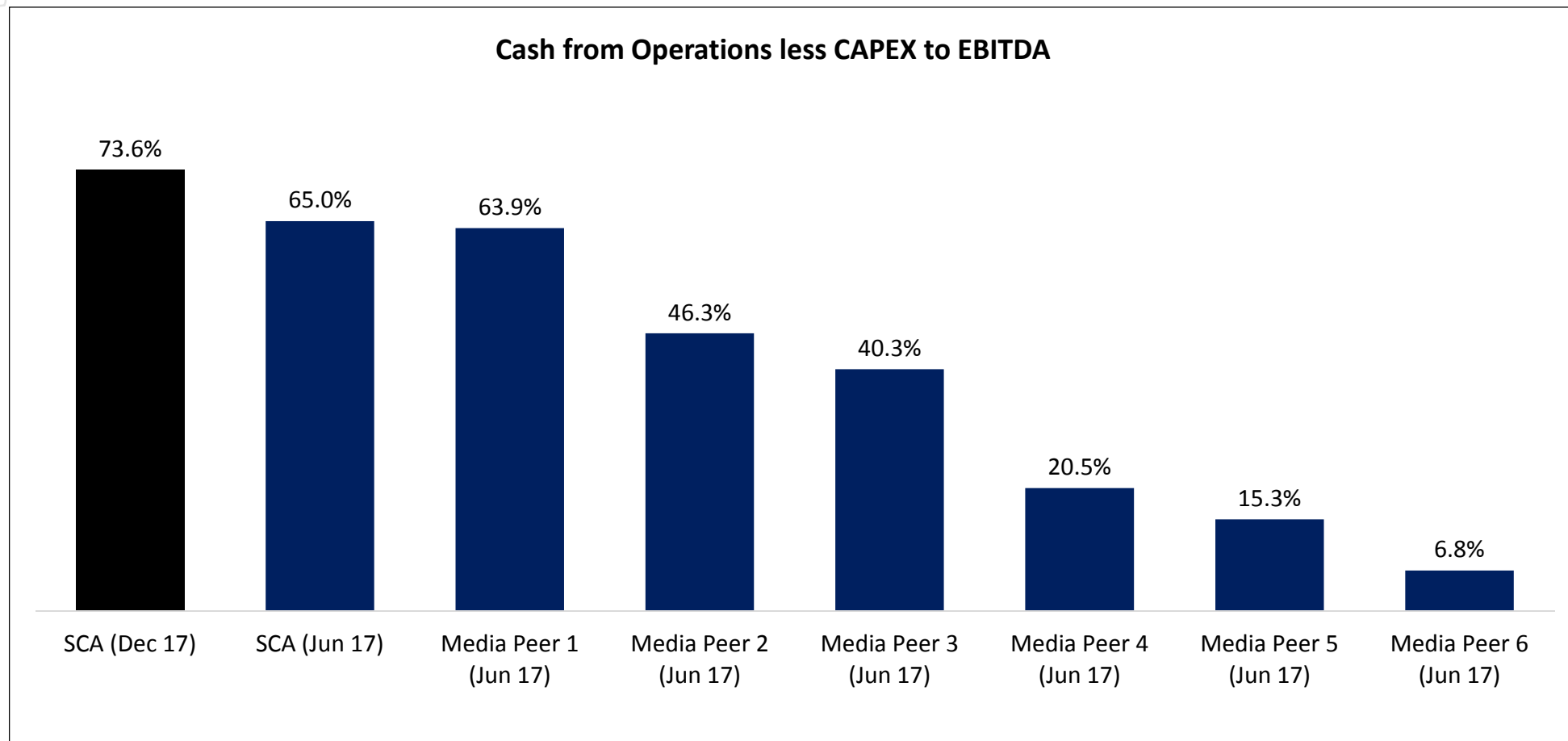
# CASHFLOW

\$ millions	H1 FY18	H1 FY17
<b>Opening Cash</b>	<b>49.0</b>	<b>94.8</b>
Cash from Operations	68.8	76.3
Tax payment	(18.9)	(24.4)
Net Payments for Non-Current Assets	(11.5)	(14.2)
Net Financing payments	(11.3)	(11.0)
<b>Cashflow pre dividend and non-recurring items</b>	<b>27.1</b>	<b>26.7</b>
Payments for Intangibles (acquisition of Authentic)	-	(7.2)
Dividends to security holders	(30.8)	(26.9)
Debt repayment	(10.0)	(40.0)
<b>Closing Cash Balance</b>	<b>35.3</b>	<b>47.4</b>
Reported EBITDA	78.1	92.6
<b>Operating Cash Conversion</b>	<b>88.1%</b>	<b>82.4%</b>

- SCA continues to generate strong, consistent cash flow with modest capital investment
- Improved cash conversion - operating cash conversion improved from 82.4% to 88.1%



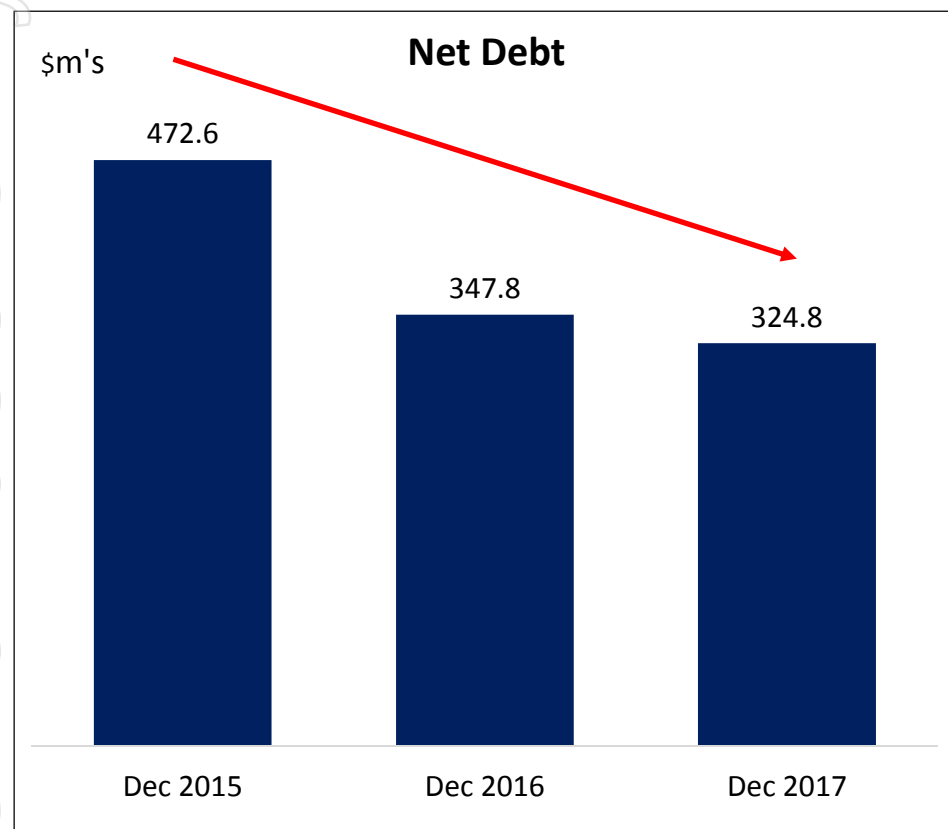
# CASHFLOW – SCA FREE CASHFLOW LEADS THE SECTOR



Note: Media peer data (as released to ASX) represents last 12 months to June 2017; SCA – last 12 months to June 2017 and 6 months to December 2017



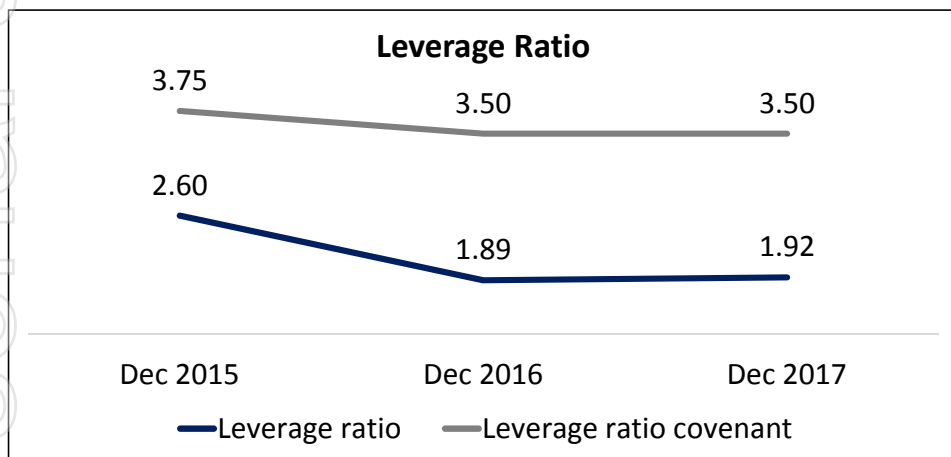
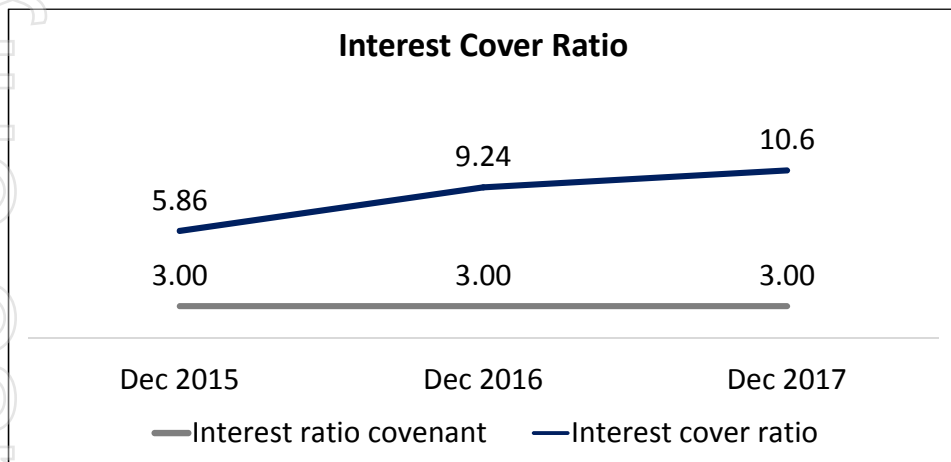
# DEBT REDUCTION PROGRAM



- Debt Reduction Program has been a priority for the company in last two years - yielding substantial results
- 43% reduction in finance costs over 2 years from \$13.6m in 1H FY16 to \$7.8m in 1H FY18
- Successfully refinanced \$500m facility for a further three years to 2021
- \$360m used to repay existing drawn debt, with \$140m undrawn financial flexibility to support and grow the business going forward
- \$300m (83%) fixed at 2.4% base interest rate for the term
- \$10m deferred consideration from NNSW divestment to be received in H2 FY18



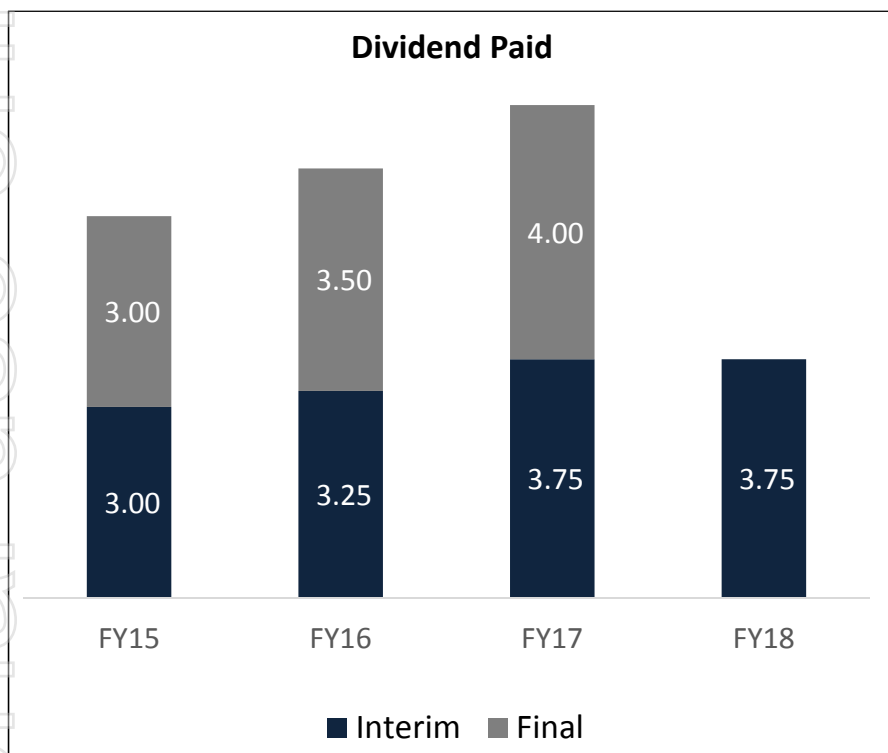
# FINANCIAL COVENANTS



- Material improvement in financial covenants over past two years following debt reduction – with resulting reduction in financing costs
- Significant headroom exists under covenants with interest cover of just over 10.6x and leverage in a more desirable range at 1.9x
- Leverage ratio within preferred target range of 1.5x - 2.0x



# DIVIDEND POLICY



- Review of dividend payout policy in light of strengthened balance sheet, high cash conversion and sale of NNSW TV
- Target payout ratio adjusted to 65% - 85% of NPAT
- Strong cash generation enabling higher payout ratio to shareholders
- Divestment of NNSW TV has impacted short term earnings but strengthened balance sheet and enables future investment into higher growth markets
- Interim dividend consistent with prior corresponding half at 3.75 cps, fully franked
- SCA provides attractive dividend yield



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# OPERATIONAL REVIEW



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# OPERATIONAL REVIEW

\$ millions	H1 FY18	H1 FY17	Var.	H1 FY17 Adj for NSW	Adj Var.
Regional Revenue	202.8	216.7	(6.4%)	193.9	4.6%
Metro Revenue	121.4	125.2	(3.0%)	125.2	(3.0%)
Corporate Revenue	9.1	9.9	(8.6%)	9.9	(8.6%)
<b>Total Revenue</b>	<b>333.3</b>	<b>351.8</b>	<b>(5.3%)</b>	<b>329.0</b>	<b>1.3%</b>
Regional Expenses	(144.0)	(154.0)	(6.5%)	(136.3)	5.6%
Metro Expenses	(94.3)	(94.3)	0.0%	(94.3)	0.0%
Corporate Expenses	(16.9)	(10.9)	56.0%	(10.9)	55.9%
<b>Total Expenses</b>	<b>(255.2)</b>	<b>(259.2)</b>	<b>(1.5%)</b>	<b>(241.5)</b>	<b>5.7%</b>
Regional EBITDA	58.8	62.7	(6.1%)	57.6	2.1%
Metro EBITDA	27.1	30.9	(12.2%)	30.9	(12.2%)
Corporate EBITDA	(7.8)	(1.0)	nm	(1.0)	nm
<b>Total EBITDA</b>	<b>78.1</b>	<b>92.6</b>	<b>(15.6%)</b>	<b>87.5</b>	<b>(10.7%)</b>

- Group Revenue up 1.3% (excl NSW TV)
- Regional revenues grew 4.6% and EBITDA +2.1% (excl NSW TV)
- Metro revenues back 6% in Q1, back 1% in Q2 with improving momentum
- Metro expenses include \$1.3m investment in PodcastOne – underlying expenses back 1.4%
- Corporate expenses benefited from ~\$5m favourable non-recurring items in prior year

nm = not meaningful



# REGIONAL – TV & RADIO

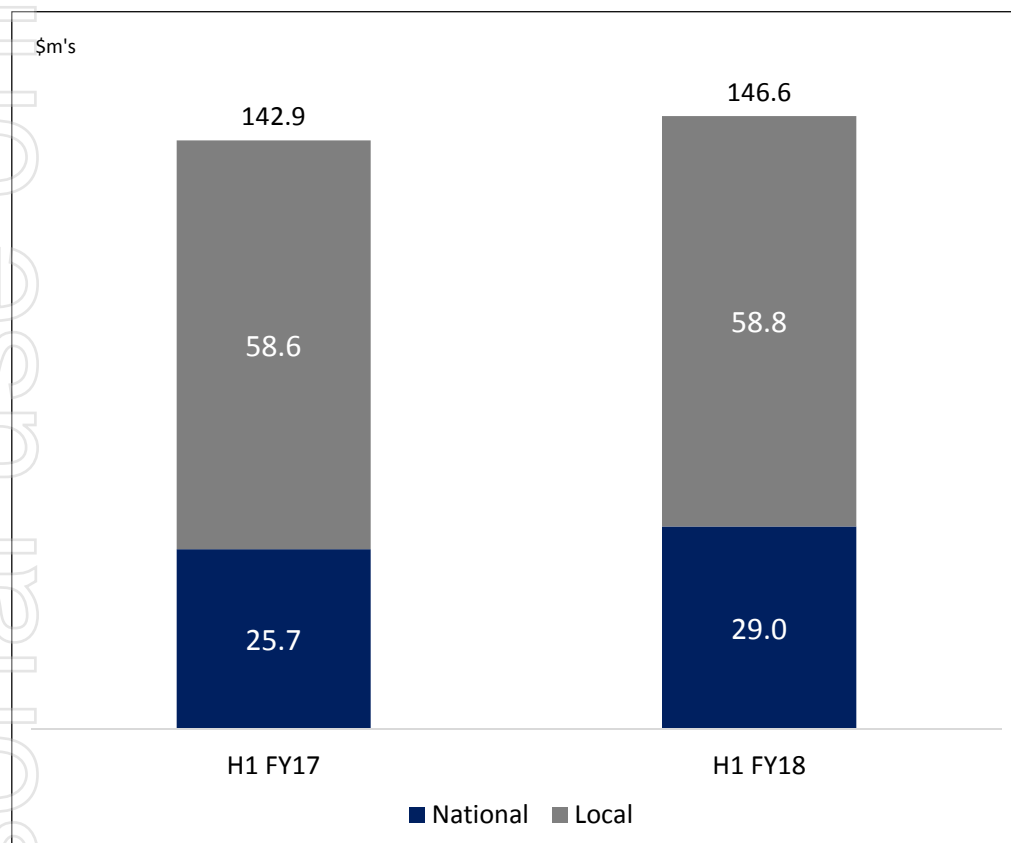
\$ millions	H1 FY18	H1 FY17	Var.	H1 FY17 Adj. for NNSW	Adj. Var.
TV Revenue	112.4	130.1	(13.6%)	107.3	4.7%
Radio Revenue	90.4	86.6	4.4%	86.6	4.4%
<b>Total Revenue</b>	<b>202.8</b>	<b>216.7</b>	<b>(6.4%)</b>	<b>193.9</b>	<b>4.6%</b>
Broadcast & Production	(58.5)	(66.8)	(12.3%)		
Employee	(35.2)	(34.0)	3.6%		
Selling, General & Admin	(50.3)	(53.2)	(5.7%)		
<b>Total Expenses</b>	<b>(144.0)</b>	<b>(154.0)</b>	<b>(6.5%)</b>	<b>(136.3)</b>	<b>5.6%</b>
<b>EBITDA</b>	<b>58.8</b>	<b>62.7</b>	<b>(6.1%)</b>	<b>57.6</b>	<b>2.1%</b>
<i>EBITDA Margin</i>	<i>29.0%</i>	<i>28.9%</i>		<i>29.7%</i>	

- Strong regional media assets – consistent and compounding revenue growth
- TV revenues continue to grow with revenue up 4.7% over prior year (excl NNSW TV)
- Further expansion of radio revenues - up 4.4%
- Expenses up 5.6% (excl NNSW TV) principally due to higher revenues – stronger conversion of Nine ratings resulting in higher TV affiliation costs. TX site rental and higher electricity prices add to cost increase
- EBITDA of \$58.8m up 2.1% (excl NNSW TV)





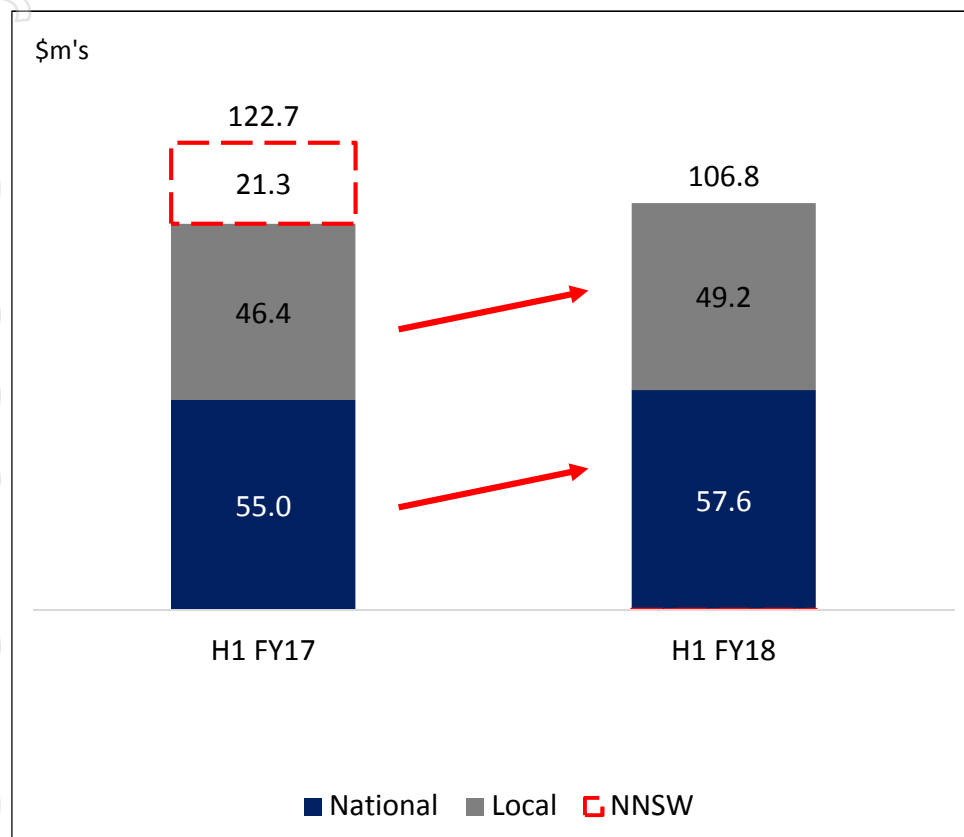
# REGIONAL RADIO ADVERTISING REVENUES



- Regional radio revenues grew 4.4% consolidating and improving on prior year growth of 2.8%
- National revenues up 12.8% or \$3.3m after concerted effort to educate national advertisers of the value of regional audiences and the resulting economic benefits
- Local revenues maintained after stronger yield management – respecting national advertisers occupied a higher ratio of inventory



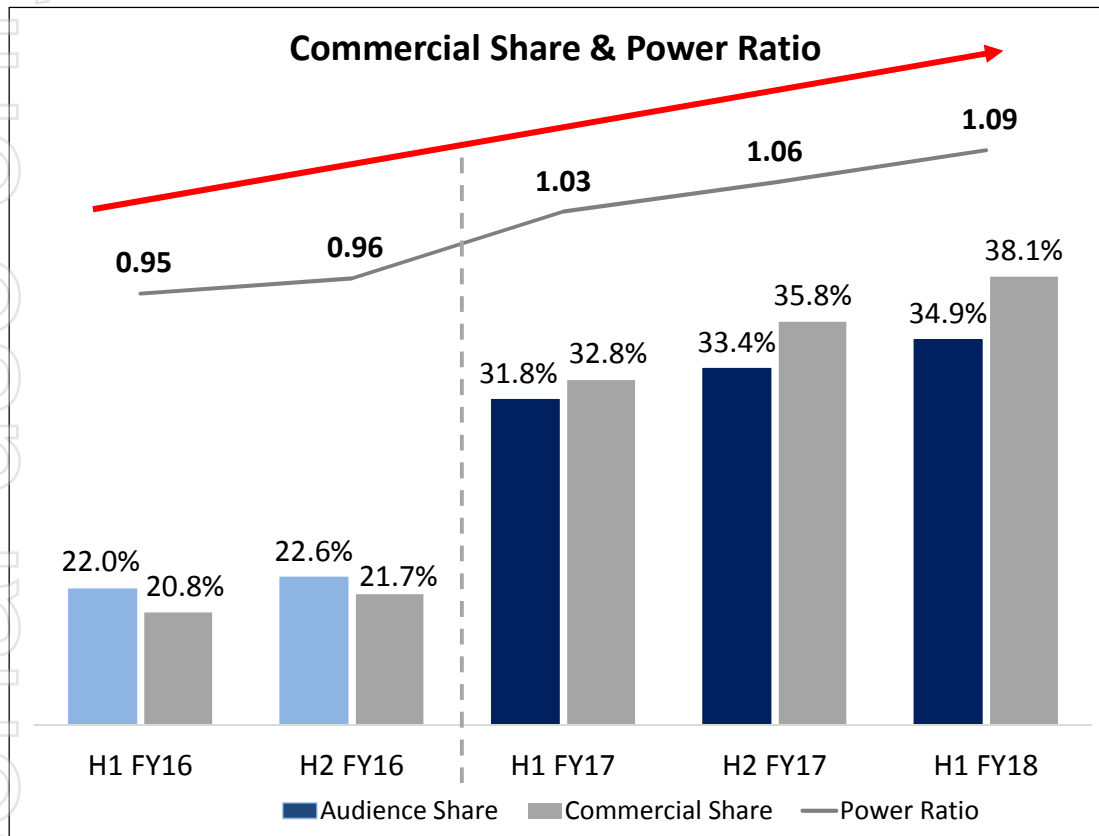
# REGIONAL TV ADVERTISING REVENUES



- Total TV revenues up 5.3% (excl NNSW TV)
- Nine affiliated markets leading the way – with good ratings improvements, completion of news rollout and stronger monetisation of assets
- Local sales teams continue to improve the monetisation of the Nine affiliation with revenues up 6.0%



# REGIONAL TV POWER RATIO FOR NINE AFFILIATION



- SCA grew revenue share of the market in H1 FY18 by 5 share points to a 38.1% share
- Power ratio moved above 1.0x immediately after affiliation switch and strengthened in each consecutive period to 1.09x - due to strong SCA sales conversion and discipline
- Audience share continued to improve after stronger lead by Nine – and full rollout of regional news services

<sup>4</sup> KPMG Market Share Report – Regional Queensland, SNSW and Regional Victoria

# METRO RADIO

\$ millions	H1 FY18	H1 FY17	Var.
<b>Total Revenue</b>	<b>121.4</b>	<b>125.2</b>	<b>(3.0%)</b>
Broadcast & Production	(7.4)	(10.0)	(25.6%)
Employee	(35.9)	(34.4)	4.5%
Selling, General & Admin	(51.0)	(49.9)	2.2%
<b>Total Expenses</b>	<b>(94.3)</b>	<b>(94.3)</b>	<b>0.0%</b>
<b>EBITDA</b>	<b>27.1</b>	<b>30.9</b>	<b>(12.3%)</b>
EBITDA Margin	22.3%	24.7%	

- Metro Radio revenues contracted \$3.8m or 3.0% due to lower than expected market demand (weighted to Q1) and under-performance of 2DAY FM breakfast
- Positive revenue performances outside of Sydney resulted in HIT network revenues being flat
- Triple M Network revenues contracted due to lower cyclic investment in male skewed briefs – i.e. auto, energy and banking
- Expenses back 1.4% on a like for like basis, excluding \$1.3m investment in PodcastOne
- Employee costs included pre-launch of new Triple M Kennedy Molloy in Q2, prior to full national launch in H2.



# CORPORATE

\$ millions	H1 FY18	H1 FY17	Var.
<b>Total Revenue</b>	<b>9.1</b>	<b>9.9</b>	<b>(8.6%)</b>
<b>Total Expenses</b>	<b>(16.9)</b>	<b>(10.9)</b>	<b>55.0%</b>
<b>EBITDA</b>	<b>(7.8)</b>	<b>(1.0)</b>	<b>nm</b>

- Results impacted by ~\$5m favourable prior year movements, including resolution of copyright dispute and benefit of FY16 ACMA radio rebate in H1 FY17
- Investment in Project Management Office – enhanced delivery capability for major projects including CRM, automated sales tools and audio-on-demand product developments

nm = not meaningful



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# OUTLOOK & NEW INVESTMENTS

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# SECURING FUTURE GROWTH – A YEAR OF INVESTMENT

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## Compelling Content

- Seamless transition from Hamish and Andy to Hughesy and Kate on Hit Network
- Investment in new National Drive show on Triple M creating opportunity to grow aggregate Drive share
- Focussed on improving 2DAY FM Sydney – new breakfast show - revamped music format



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## Digital Radio FM+DAB

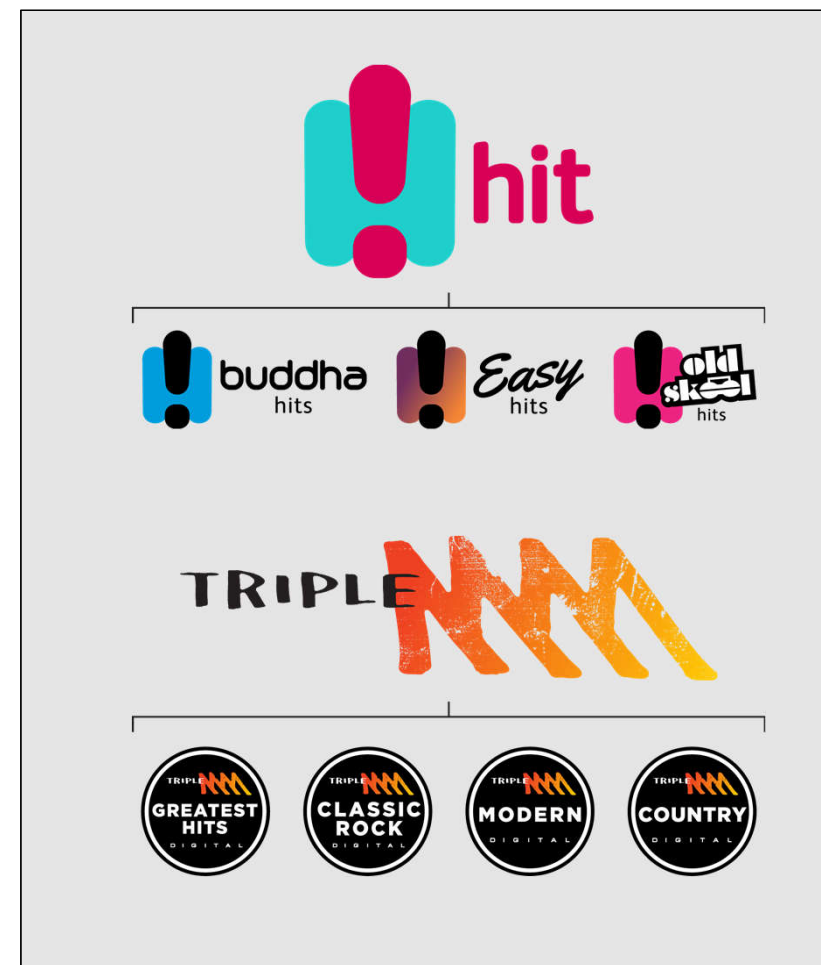
- Digital Radio “comes of age” – clear commercial strategy – brand strategy complete
- Digital Radio will add 300,000 listeners and improve SCA reach by 6.5%. Effective Survey 1, 2018
- Digital Radio will enhance the appeal of radio and lead to further growth





# METRO – FM + DAB NEW INVESTMENT

- SCA owns largest amount of Digital Radio (DAB) spectrum of any commercial broadcaster
- New commercial “brand family” strategy – aggregating the FM & Digital Radio audiences
- Effective opportunity to monetise from Survey 1 2018, release of FM and Digital Radio data on same day agreed by industry



# SECURING FUTURE GROWTH – A YEAR OF INVESTMENT

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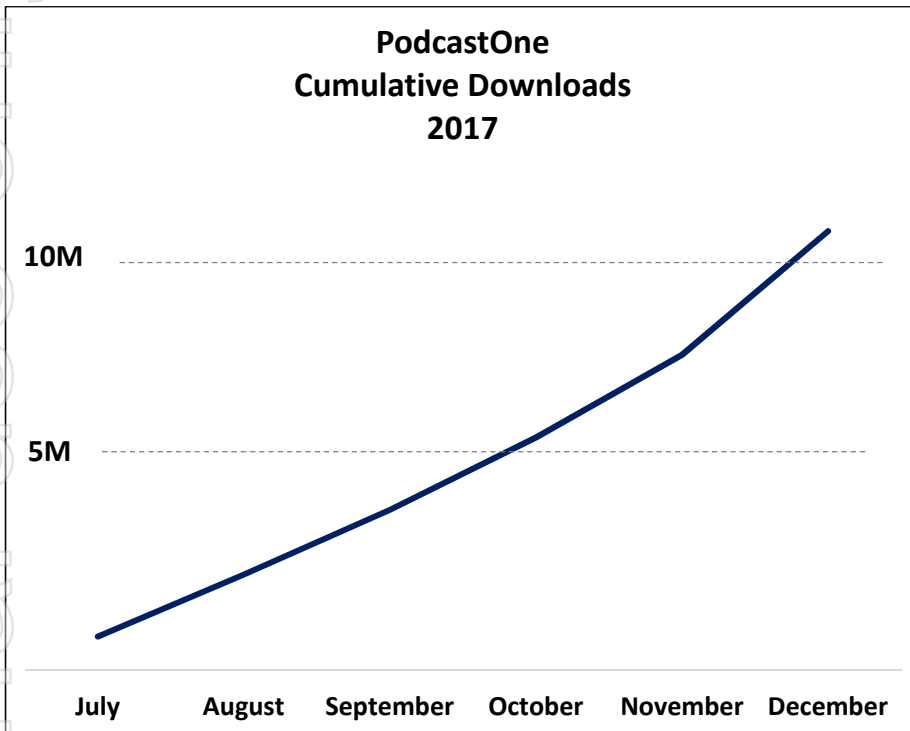
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## PodcastOne

- Built a leading commercial podcasting network – launched early in 1H FY18
- Rapid rise in understanding and popularity of podcasting - and gaining momentum
- SCA is uniquely placed to deliver premium original audio content and customised sales solutions



# PODCASTONE – NEW INVESTMENT



- Successful launch of PodcastOne Australia (P1A) platform focussed on commissioning premium original audio content – and educating industry about this emerging medium
- Over 10m downloads in first six months for P1A - increasing monthly (note: this excludes 'catch-up' radio on-demand)
- 95%+ of downloads are for domestically produced podcasts – key point of differentiation and highlights importance of localism
- Breakeven expected during FY19



# SECURING FUTURE GROWTH – A YEAR OF INVESTMENT

## Compelling Content

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## QUIK Entertainment

- New and unique out-of-home asset. Rent and Capex free – revenue share model
- Expenses have been essentially absorbed into Regional operations
- Rollout of 3 centres to date – 3 more to follow – monetisation can now commence



# OUTLOOK FOR H2 FY18

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## Trading Update

- Group revenues up ~5% year on year for January/February 2018 (excl NNSW TV)
- New Drive show revenues up after initial 7 weeks - with advertiser interest growing
- Regional markets continue to benefit from strengthening national advertising
- Full year cost outlook flat on prior year



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# Q & A



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