

BBC WORLDWIDE

.....

Highlights of the year



Silent Witness S20 © BBC 2017



DOCTOR WHO

**'We're all stories,
in the end... just make
it a good one'**

Delivering for licence fee payers

With our parent highlighting global ambitions as one of three core priorities for the year ahead, we are further refining our strategy. This ensures we can deliver greater opportunities to capitalise on the organisation's intellectual property (IP). In turn this generates financial returns for the benefit of the licence fee payer. Returns to the BBC of £210.5m were, excluding disposal proceeds, up on last year. Over the last five years our returns have totalled almost £1bn.

Five year returns to the BBC £m

2016/17	210.5
2015/16	222.2
2014/15	226.5
2013/14	173.8
2012/13	156.0

£989.0m

Returns since 2012/13



BBC Worldwide reported a solid performance in 2016/17. Headline sales were up 3.0%, and headline profit was up 17.6%. This enabled the business to return above £200m to the BBC for the third consecutive year.



Hey Duggee © Studio AKA 2016

RETURNS TO THE BBC
.....

£210.5m

(2015/16: £222.2m) -5.3%

FREE CASH GENERATION
.....

£90.8m

(2015/16: £38.1m) +138.3%

HEADLINE SALES
.....

£1,059.9m

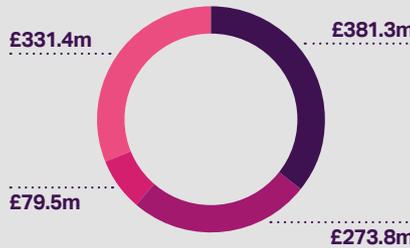
(2015/16: £1,029.4m) +3.0%

HEADLINE PROFIT
.....

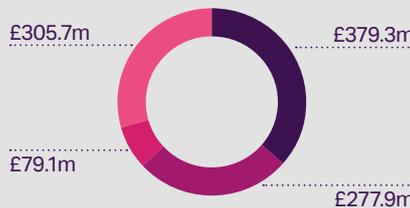
£157.3m

(2015/16: £133.8m) +17.6%

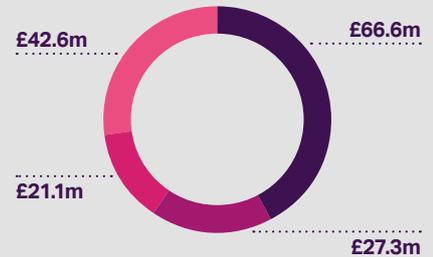
2016/17



2015/16



2016/17



2015/16



● United Kingdom
● North America

● Australia and New Zealand
● Global Markets

Throughout this Review, headline sales refers to gross revenue including the Group's share of revenue from joint ventures. Headline profit refers to operating profit before specific items and includes the Group's share of operating profit from joint ventures and associates. Specific items are set out on page 17. A reconciliation between headline profit and profit before tax is presented in the Chief Financial Officer's review on page 16.

Not including eliminations. See page 15 for further detail.