INVESTOR UPDATE



ENTERTAINMENT NETWORK (INDIA) LTD.





PERFORMANCE REVIEW: Q4 FY21

June 16, 2021





Presentation Path

- Financial Review
- Business Review
- Strategic Direction
- Investors Contact





Financial Review





Condensed Statement Of Operations (Standalone)

₹ In Millions	Q4 FY21	%age of Total Income	Q4 FY20	%age of Total Income	Growth (%)
Income from Operations	986.5	99.6%	1,472.1	98.5%	(33.0%)
Other Operating Income	3.9	0.4%	22.1	1.5%	(82.6%)
Total Income	990.4	100.0%	1,494.2	100.0%	(33.7%)
Operating Expenditure	750.0	75.7%	1,269.3	84.9%	(40.9%)
EBITDA	240.4	24.3%	224.9	15.1%	6.9%
Depreciation	98.6	10.0%	123.0	8.2%	(19.8%)
Amortisation	130.5	13.2%	131.5	8.8%	(0.8%)
EBIT	11.3	1.1%	(29.6)	(1.9%)	138.2%
Other Income	45.6	4.6%	35.9	2.4%	27.1%
Finance Cost	41.7	4.2%	44.3	3.0%	(5.9%)
PBT before exceptional items	15.2	1.5%	(38.0)	(2.5%)	140.1%
Exceptional items	(974.9)	(98.4%)	-	0.0%	NM
Profit Before Tax (PBT)	(959.7)	(96.9%)	(38.0)	(2.5%)	NM
Taxation	(303.1)	(30.6%)	(16.5)	(1.1%)	NM
Profit After Tax (PAT)	(656.6)	(66.3%)	(21.5)	(1.4%)	NM
Other Comprehensive Income (net)	3.5	0.4%	1.9	0.1%	80.5%
Total Comprehensive Income	(653.1)	(65.9%)	(19.6)	(1.3%)	NM





Financial Performance Q4FY21

(All comparisons with corresponding period of previous year)

- FCT revenue de-grew by 27.4% (Q4FY21); Sequential de-growth (2.9%)
- Non-FCT
 - Revenues de-grew by 41.9%; Sequentially grew by 76.7%
 - ➤ Non-FCT Gross Margins @ 45.6% (Q4 FY20: 30.8%)
 - ➤ Non-FCT EBITDA margin : 32.6% (Q4 FY20 : 16.5%)
- Revenue of Migrated stations (35) declined by 33.9% during the quarter
- Batch 1 revenues during the quarter: Rs.95.0 Mn (-39.8%)
 - ➤ EBITDA: Rs. 25.3 Mn (Q4FY20: Rs.2.3 Mn)
- Batch 2 revenues during the quarter : Rs 48.7 Mn (-11.1%)
 - ➤ EBITDA : Rs 23.4 Mn (Q4FY20 : Rs. 14.5 Mn)
- Revenue from Digital during the quarter Rs 112.6 Mn; 11.4% of Overall revenue.



Financial Performance Q4FY21

(All comparisons with corresponding period of previous year)

- Reduction in Overall operating costs including DVC : 39.0%
- The Company has made an impairment provision of Rs.974.9 Mn in its Mirchi Love and Kool Businesses
- Covid-induced PDD as on Mar 31, 2021: Rs 27.0 Mn
- Impact of IND AS 116 on PAT: Rs 0.74 Mn
- Net Cash as on Mar 31, 2021 : Rs 2.18 Bn





Condensed Statement Of Operations

(Standalone)

₹ In Millions	FY21	%age of Total Income	FY20	%age of Total Income	Growth (%)
Income from Operations	2,644.4	99.1%	5,306.0	98.2%	(50.2%)
Other Operating Income	23.8	0.9%	99.9	1.8%	(76.2%)
Total Income	2,668.2	100.0%	5,405.9	100.0%	(50.6%)
Operating Expenditure	2,505.6	93.9%	4,170.8	77.2%	(39.9%)
EBITDA	162.6	6.1%	1,235.1	22.8%	(86.8%)
Depreciation	418.9	15.7%	461.8	8.5%	(9.3%)
Amortisation	529.1	19.8%	528.9	9.8%	0.0%
EBIT	(785.4)	(29.4%)	244.4	4.5%	NM
Other Income	177.3	6.6%	127.6	2.4%	38.9%
Finance Cost	183.2	6.9%	183.9	3.4%	(0.4%)
PBT before exceptional items	(791.3)	(29.7%)	188.1	3.5%	NM
Exceptional items	(742.7)	(27.8%)	-	0.0%	NM
Profit Before Tax (PBT)	(1,534.0)	(57.5%)	188.1	3.5%	NM
Taxation	(441.3)	(16.5%)	42.5	0.8%	NM
Profit After Tax (PAT)	(1,092.7)	(41.0%)	145.6	2.7%	NM
Other Comprehensive Income (net)	1.9	0.1%	(0.7)	(0.0%)	NM
Total Comprehensive Income	(1,090.8)	(40.9%)	144.9	2.7%	NM





Financial Performance FY21

(All comparisons with corresponding period of previous year)

- FCT revenue de-grew by 51.5%
- Non-FCT
 - Revenues de-grew by 49.0%
 - ➤ Non-FCT Gross Margins @ 51.5% (FY20 :36.4%)
 - ➤ Non-FCT EBITDA margin : 34.8% (FY20 : 19.9%)
- Revenue of Migrated stations (35) declined by 49.7% during the quarter
- Batch 1 revenues during the year : Rs.272.9 Mn (-61.6%)
 - ➤ EBITDA loss: Rs. 53.6 Mn (FY20: Rs.74.2 Mn)
- Batch 2 revenues during the year : Rs 125 Mn (-30.5%)
 - ➤ EBITDA loss: Rs 21.3 Mn (FY20 : Rs. 22.7 Mn)
- Revenue from Digital during the year Rs 314.9 Mn; 11.8% of Overall revenue.
- Reduction in Overall operating costs including DVC : 37.4%
- Impact of IND AS 116 on PAT: Rs 41.1 Mn





Summarized Balance Sheet

(Standalone)

	As on			
₹ In Millions	Mar'21	%age to Total	Mar'20	%age to Total
Shareholders' Funds				
Capital	476.7	4.7%	476.7	4.1%
Reserves and Surplus	7,567.2	74.4%	8,705.7	75.0%
Net Worth	8,043.9	79.1%	9,182.4	79.1%
Deferred Tax Liability (Net)	-	0.0%	219.6	1.9%
Financial Lease Liability	2,123.9	20.9%	2,210.5	19.0%
Total	10,167.8	100.0%	11,612.5	100.0%
Fixed Assets (Net) Tangible & Intangibles Right of Use Asset Capital Work in Progress	5,049.9 1,520.2 17.3	49.7% 15.0% 0.2%	6,536.6 1,790.5 8.5	56.3% 15.4% 0.1%
Sub-total	6,587.4	64.8%	8,335.6	71.8%
Investment in Subsidiaries	196.4	1.9%	141.7	1.2%
Deferred Tax Assets (Net)	221.0	2.2%	-	0.0%
Other Long Term Assets (Net)	387.0	3.8%	327.0	2.8%
Short Term Assets (Net)	592.9	5.8%	532.3	4.6%
Cash & Cash Equivalents	2,183.1	21.5%	2,275.9	19.6%
Total	10,167.8	100.0%	11,612.5	100.0%





Condensed Statement Of Operations

(Consolidated)

₹ In Millions	Q4 FY21	%age of Total Income	Q4 FY20	%age of Total Income	Growth (%)
Income from Operations	997.6	99.4%	1,496.3	98.5%	(33.3%)
Other Operating Income	6.0	0.6%	22.1	1.5%	(72.9%)
Total Income	1,003.6	100.0%	1,518.4	100.0%	(33.9%)
Operating Expenditure	763.3	76.1%	1,288.5	84.9%	(40.8%)
EBITDA	240.3	23.9%	229.9	15.1%	4.5%
Depreciation	548.3	54.6%	937.1	61.7%	(41.5%)
Amortisation	(313.0)	(31.2%)	(668.4)	(44.0%)	53.2%
EBIT	5.0	0.5%	(38.8)	(2.6%)	112.9%
Other Income	46.8	4.7%	37.5	2.5%	24.7%
Finance Cost	42.5	4.2%	47.0	3.1%	(9.7%)
PBT before exceptional items	9.3	1.0%	(48.3)	(3.2%)	119.3%
Exceptional items	(974.9)	(97.1%)	-	0.0%	NM
Profit Before Tax (PBT)	(965.6)	(96.2%)	(48.3)	(3.2%)	NM
Taxation	(303.1)	(30.2%)	(16.0)	(1.1%)	NM
Profit After Tax (PAT)	(662.5)	(66.0%)	(32.3)	(2.1%)	NM
Other Comprehensive Income (net)	2.9	0.3%	3.0	0.2%	(5.6%)
Total Comprehensive Income	(659.6)	(65.7%)	(29.3)	(1.9%)	NM





Condensed Statement Of Operations

(Consolidated)

₹ In Millions	FY21	%age of Total Income	FY20	%age of Total Income	Growth (%)
Income from Operations	2,694.9	99.0%	5,381.5	98.2%	(49.9%)
Other Operating Income	26.0	1.0%	99.9	1.8%	(74.0%)
Total Income	2,720.9	100.0%	5,481.4	100.0%	(50.4%)
Operating Expenditure	2,559.8	94.1%	4,228.0	77.1%	(39.5%)
EBITDA	161.1	5.9%	1,253.4	22.9%	(87.1%)
Depreciation	906.6	33.3%	1,312.7	23.9%	(30.9%)
Amortisation	85.6	3.1%	(271.1)	(4.9%)	(131.6%)
EBIT	(831.1)	(30.5%)	211.8	3.9%	(492.4%)
Other Income	190.9	7.0%	133.9	2.4%	42.5%
Finance Cost	189.1	7.0%	194.9	3.5%	(3.0%)
PBT before exceptional items	(829.3)	(30.5%)	150.8	2.8%	(650.0%)
Exceptional items	(716.6)	(26.3%)	-	0.0%	0.0%
Profit Before Tax (PBT)	(1,545.9)	(56.8%)	150.8	2.8%	(1125.3%)
Taxation	(440.9)	(16.2%)	43.7	0.8%	NM
Profit After Tax (PAT)	(1,105.0)	(40.6%)	107.1	2.0%	(1131.9%)
Other Comprehensive Income (net)	0.7	0.0%	0.8	0.0%	NM
Total Comprehensive Income	(1,104.3)	(40.6%)	107.9	2.0%	(1123.9%)



Business Review



Key Operating Highlights

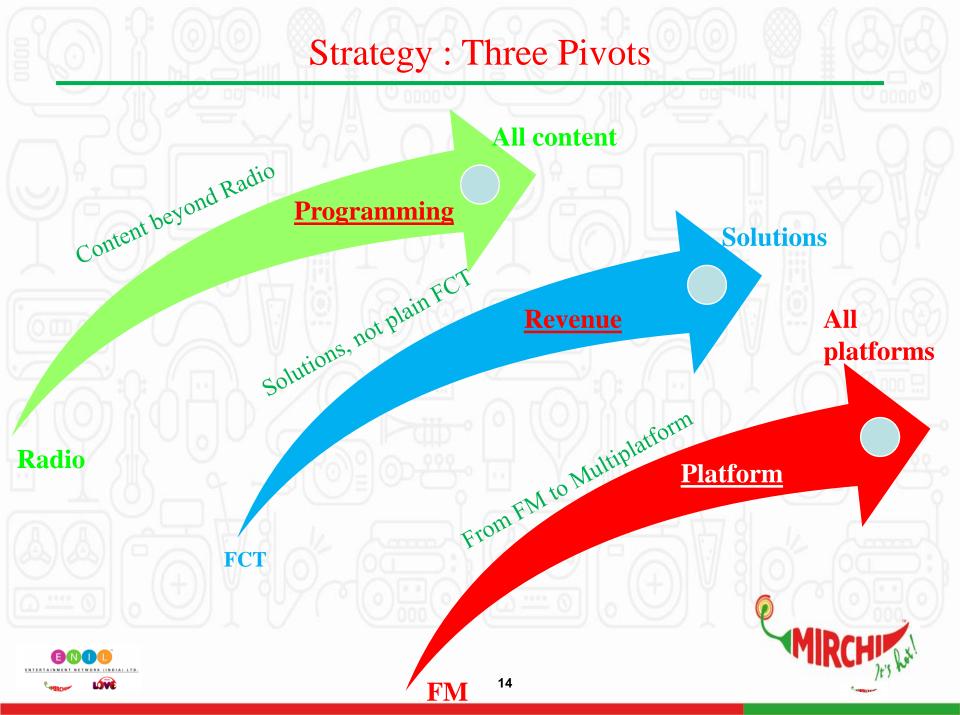
- Middle East Expansion:
 - Re-entry in UAE on March 28, 2021 through Brand Licensing Agreement with 'Dolphin Recording Studio LLC'
 - Launched in Doha as MirchiOne 89.6FM on March 21, 2021
 - Launched in Bahrain as Mirchi 104.2FM on May 9, 2021
- USA Expansion:

Company's US subsidiary, Viz. Entertainment Network, LLC entered into Time Brokerage arrangement with a US based broadcaster to broadcast radio programmes and content, in the Bay Area - USA. The station is expected to be operational within a month.

- Mirchi Play has 25 online stations in the landing page of Gaana app; Launched new station: Mirchi Campus
- Mirchi continues to have the largest social media footprint amongst private FM players
- Mirchi's YouTube Network crossed 12mn subscribers during the quarter.



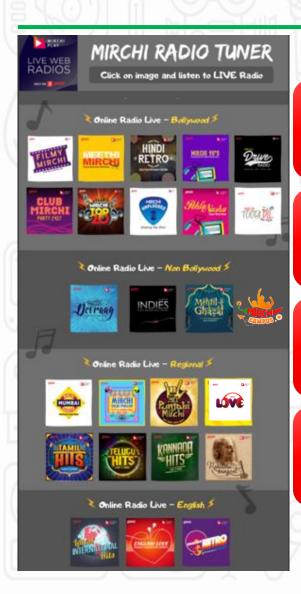




MIRCHI DIGITAL

15

Online Radio



Genre Based

 Melodies/ Bollywood/ Retro/ Indies/ Unplugged/90s/ Club/ English Hits

Theme Based

Toota Dil/ Drive

Regional

 Tamil/ Telugu/ Punjabi/ Kannada/ Bengali

City Centric

Mumbai/ Delhi

Mirchi now streams <u>25 online radio stations;</u>
New Channel Launched : <u>Mirchi Campus –</u>
a product made by the Students, For the
Students



Celeb Jocks on Online Radio



Shruti



Total SM Followers: 3,15,000+



Rochie



Total SM Followers: 5,60,000+



Sana



Total SM Followers: 3,50,000+



Sayema



Total SM Followers: 20,00,000+





MULTIMEDIA SOLUTIONS





Launch of XIOMI 10PRo mobile







Launch of XIOMI 10PRo mobile: Promoted all RJ's on digital platform, special unboxing of the phone with Sales Director of MI Sunil Baby along with RJ Navid.





Mirchi – Women's Day Anthem – Modicare



Mirchi - Women's Day Anthem

a week ago. 1.5M views



Post actions	j
Total clicks	313.2K
Clicks to play	310.1K
Link clicks	23
Other clicks	3.1K
Total negative feedback	3
Hide post	1
Hide all posts	2



Mirchi used its strength of RJs and social media presence to talk about women who broke all stereotypes and turn their dream into reality across 11 cities





ORIGINAL CONTENT





Kalyanam: Conditions Apply 3

- 3rd season of KCA went LIVE on Mirchi Tamil YouTube page and saw 2.7M consolidated views across the 6 episodes and teasers/trailers.
- 13 PR articles across Tamil and English websites, continuous amplification on social media by brand pages and jocks was ensured.

Mirchi Originals brings back the perfect fusion with the launch of 'Kalyanam: Conditions Apply' Season 3

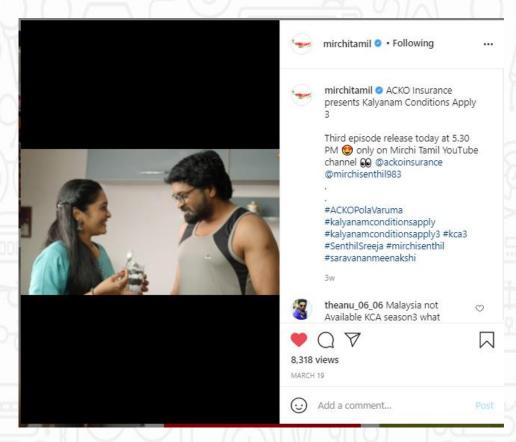
Mirchi Originals, the video entertainment content arm of Mirchi, is all set to launch Season 3 of the much-awaited web series, ACKO Insurance presents 'Kalyanam: Conditions Apply'. Known for its candid humor and authentic narrative, the new season will be aired on Mirchi Tamil's YouTube channel from 15th March, comprising a set of 6 episodes, that are fueled with a roller coaster of emotions. The series, written by acclaimed writer Kabilan Vairamuthu features the popular real-life couple -Senthil Kumar a.k.a. Mirchi Senthil and his wife Sreeja Chandran, and is directed

Chennai, March 19: by the stalwart - J. Jaswini.

The show, that is popular for its heartfelt take on contemporary urban marital life with a twist of comedy, features the beautiful relationship between Senthil and Sreeja - a married couple on and off screen. It sheds lights on simple, daily, extremely relatable incidents that a working couple goes through amid lots of love and laughter. The third season, a lockdown special, will bring to life the all new problems and struggles that this power couple had to fight through. Stuck within four walls for almost a year, this season puts their marriage through the real test - not to mention

their daily chore list! And as the world gradually unlocks, there are glimpses of some special talents that the couple bring to the fore.

Commenting on the launch of Season 3, the director of the show, J. Jaswini says, "What I enjoyed most about directing the third season of Kalvanam: Conditions Apply is it's quirky, comical outlook towards the lockdown. The lead couple being married in real life truly makes everything about it honest and candid. Through the third season, all couples that have lived together during lockdown will resonate with their journey."







Impact Properties





Mirchi Music Awards - Hindi

• 13th edition of this prestigious awards brought together the best of the decade with its 'Dus Saal Bemisaal' twist

• This year had mix a of hit performances from last ten editions along with some new performances. The best of music industry over last ten years was acknowledged under 13 different award categories. The show was telecasted on Colors, Colors HD & Voot on 28th March 21.

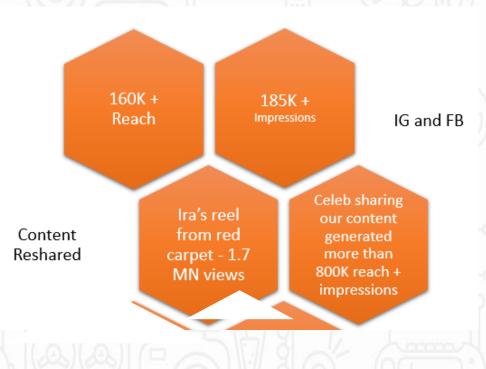




Mirchi Music Awards - Marathi

Honoring the best of Music in Marathi industry from the past Decade































Mirchi Music Awards -South















Mirchi Music Awards South – Best of the Decade happened in Chennai witnessed by big names including Kamal Hasan, Chitra, Anirudh, Siva Kartikeyan were amongst the many celebs who were present for the awards in the South Music Industry





Mirchi Music Awards -Bangla

















Mirchi Music Awards Bangla is the Bengali segment of the annual Mirchi Music Awards, presented by Mirchi to honour both artistic and technical excellence of professionals in the Bengali language film music industry of India.



Mirchi Top 20















2,693 likes

rjnaved It's time to show your 'Dil se Dilli' wali feel.... more

View all 7 comments March 20





Mirchi Cover Star – Season 3

3rd edition of one of India's leading digital talent hunts, Mirchi Cover Star witnessed an overwhelming response, despite the global pandemic. After a nail-biting finale, judges - **Meet Bros, Kanika Kapoor,**Neeti Mohan and Harshdeep Kaur gave Bollywood and the Indian audiences a new coveted artist –

Chirag Chopra







MIRCHI International





MIRCHI re-enters Middle East

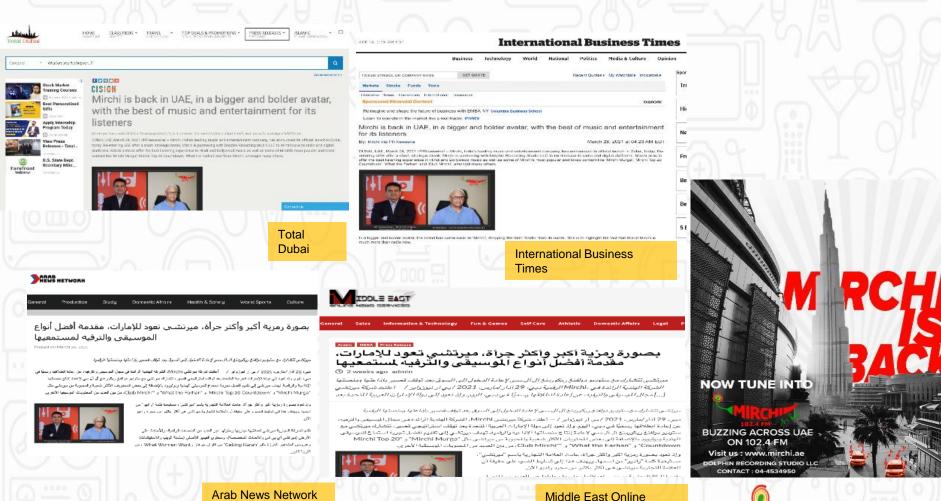
Despite ongoing pandemic & travel restrictions, MIRCHI launched in UAE, Qatar & Bahrain





UAE Launch

Mirchi relaunched in UAE on 28th March 21 as Mirchi 102.4 FM with four live shows







News

Qatar Launch

Mirchi launched in **Doha** as **MIRCHIONE 89.6 FM** on 21st March











Bahrain Launch

Mirchi re-entered in Manama as MIRCHI 104.2 FM on 9th May 21.

Mirchi Expands Reach in Gulf with Bahrain Launch - The Economic Times - Mumbai, 5/13/2021

Mirchi Expands Reach in Gulf with **Bahrain Launch**

FM radio company had recently launched in



Our Bureau

pulation of 1.5 million is Astan, including a sizable South Astan and Indian community.

year. Mirchi is the only not vate radio that mar ket case-

Among other markets 102,4 FM tur and Bahrain the region, Mirchi had re launched in the UAE in kets. Mirchi had established

The Case and welfar a temporation and the control of the control o

swanca, fullay, Mirchi hax evol ved into a multi platform, multi format, multi language and by most out the limit of leading process out the limit of leading most of and conventment braid control process of the old Congration of the limit of leading to the leading to the limit of leading to the leading to the limit of leading to the leading to the limit of leading to the limit of leading to the limit of leading to the leading to t

Bahrain on Maye. volume of South Asians in the More than 45% of Bahrain's po- Middle East and the need for Botlywoodamittindientertainment, the group has rolled out the Mir-chi brand in the key markets in A financial hub of the region, the region, Jainsaid, "We lookfor word to bringing the best of our ding totals around \$40 million a talent, content and offerings to the discerning audiences in these

While the

Marcharber anine-month histus. Its strunghold in Dubai for over it also launched a radio station in eightyears. It re-entered the mar-lot in March in a partnarship The U.A.B and Qalar are impor-with Dolphin Recording Studio,

to reach South Asian audiences in a country where Indians com these markets. grise more than 30% of the popu-The expension in the Gulf Coo-peration Council is part of Mir starions are private and only one of its move to increase its inter-critis move to increase its inter-critism of the control of the cont national presence and cuter to the entershims or and music dis-table must after a with its unique programming and of the large Sunh Asian and indian dissports. The support of the propulation. "After almost two decasts of its



Expanding global footprint, Mirchi forays into Middle East

With The Launch Of Its FM Platform, Mirchi Aims To Address Huge Demand For Hindi Content In Gulf Region

terbi. India's leading city centric mask brand, increased its Beggrin In the Gulf region by re-ensering the UAE market in March after a short literas of around nine months. The move came close on the beels of the Reservatement Not work India Limited (ENIL) owned brand tounghton its radio station in Quar.

Mirchi was launched in Hahmin on May 9, with the aim of expending its internadoned presence and coloring to the entertationwise and music demand of the South Asian and Indian disspers.

With Indians and South Asians-comprising more than half of the UAE population. the Middle East is a stanifi ment and arranado market for the brand. Having osishlished its stronghold in Duhal for over eight years, Minthinson served the market through a permership with Dolphin Recording Studio, with their old brand Surso FM new com-Mirchi 102.0FM





MIRCHI UAE Show | Mirchi Marnings &

of its prosency, soday, Mirchihas evolved toro a multi-plan form, modif.format, mid st lanessage and hyperforal Construer & Collect (The Times of the sheer volume of Sonits Asians in the Middle East and the need for Bullywood and Rindienkerodnment, we have rolled our the Mirchi brand in key markets in the region

Shapm Shaandaar

- Debut, Queer and Robrolin We look forward to bringing the best of our usinst, consent and offerings to the discerning audiences in these dytumic markets."

In Gnear with only one existing radio station for the South Asian diaspors, Mirchi fitts the gap with its expansive programming and consenand being a brand that is no:

fridia. Launching through a parenership with Martaba PM, Mirchi will be known as

NechiOne BLGFM in Quair. With Saltrain being an supped market as far as the Sopith Astern propulation is concerned. Mirch! is launched through a 190% sabsidiary - Mirchi Bahrain WLL. It will be the only private marties in the marker catering to South Aslan MARSHINGES.

Mirch: office customised ontent to its audience. irringing its 'secret saure' of commend respect to the Universery to the Middle East slone with Bollywood's tapest gossty nows and updates. Mirchi's R.Js. too, will bring someoff 'Mirchi Murga', 'What the Farton', 'Club Mirchi' and tricke to the market

For Mirchi's rapidly arow ing digital and brand sold tions businesses, these buriches provide an ideal plantions for local, Indian 856 Intermedional brands in rough this specific turnet suckette across those three marketellis the Middle Eye.



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INVESTOR CONTACT

Entertainment Network is committed to improving its performance every fiscal and continuously enhance shareholder value through successful implementation of its growth plans. The Company's investor relations mission is to maintain an ongoing awareness of its performance among shareholders and financial community. This update covers the company's financial performance for Q4FY21

We thank you for your support and welcome your feedback and comments regarding this update and other investor issues

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Disclaimer

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in our business segments, change in governmental policies, political instability, legal restrictions on raising capital, and unauthorized use of our intellectual property and general economic conditions affecting our industry. ENIL may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.





THANK YOU



