INVESTOR UPDATE







PERFORMANCE REVIEW: Q1 FY18

August 3, 2017

Presentation Path

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



Financial Review



Condensed Statement Of Operations

Standalone

Rs. In Million	Q1 FY18	%age of Total Income	Q1 FY17	%age of Total Income	Growth (%)
Income from Operations	986.7	94.5%	1,091.0	98.5%	(9.6%)
Other Operating Income	56.9	5.5%	16.6	1.5%	242.8%
Total Income	1,043.6	100.0%	1,107.6	100.0%	(5.8%)
Operating Expenditure	876.6	84.0%	813.2	73.4%	7.8%
EBITDA	167.0	16.0%	294.4	26.6%	(43.3%)
Depreciation	36.7	3.5%	21.7	2.0%	69.1%
Amortisation	119.8	11.5%	63.0	5.7%	90.2%
EBIT	10.5	1.0%	209.7	18.9%	(95.0%)
Other Income	27.1	2.6%	48.6	4.4%	(44.2%)
Finance Cost	(12.4)	(1.2%)	(15.5)	(1.4%)	NM
Profit Before Tax and Exceptional Items	25.2	2.4%	242.8	21.9%	(89.6%)
Exceptional Items	42.4	4.1%	-	0.0%	NM
Profit Before Tax (PBT)	67.6	6.5%	242.8	21.9%	(72.2%)
Taxation	23.1	2.2%	77.8	7.0%	(70.3%)
Profit After Tax (PAT)	44.5	4.3%	165.0	14.9%	(73.0%)
Other Comprehensive Income (net)	(0.9)	(0.1%)	(0.2)	(0.0%)	NM
Total Comprehensive Income	43.6	4.2%	164.8	14.9%	(73.5%)



Financial Performance Q1FY18 (All comparisons with corresponding period of previous year)

- Muted performance for media companies. Total revenues for ENIL de-grew by 5.8%
- Revenue from new stations is Rs.106.3 million. EBITDA loss in new stations was lower than Q1FY17 by 43% at Rs.43.5 million
- Total ER up by 11.4% for like-to-like stations, CU at 61.1% (basis 13 min. per hour and 17 hours a day)
- Other operating income includes writeback of provision for doubtful debts amounting to Rs. 42.4 million pursuant to the change in ECL estimates.
- Exceptional items consist of write back of provisions for expenses recorded in earlier years.
- Tax expense of Rs.23.2 million includes deferred tax charge of Rs.19.4 million and MAT credit entitlement of Rs.11.3 million
- Net debt as on June 30, 2017 was Rs.180 million



Condensed Statement Of Operations Consolidated

Rs. In Million	Q1 FY18	%age of Total Income	Q1 FY17	%age of Total Income	Growth (%)
Income from Operations	986.7	94.5%	1,091.0	98.5%	(9.6%)
Other Operating Income	56.9	5.5%	16.6	1.5%	242.8%
Total Income	1,043.6	100.0%	1,107.6	100.0%	(5.8%)
Operating Expenditure	876.7	84.0%	813.2	73.4%	7.8%
EBITDA	166.9	16.0%	294.4	26.6%	(43.3%)
Depreciation	36.7	3.5%	21.7	2.0%	69.1%
Amortisation	119.8	11.5%	63.0	5.7%	90.2%
EBIT	10.4	1.0%	209.7	18.9%	(95.0%)
Other Income	28.7	2.8%	50.3	4.5%	(42.9%)
Finance Cost	(12.4)	(1.2%)	(15.5)	(1.4%)	NM
Profit Before Tax and Exceptional Items	26.7	2.6%	244.5	22.1%	(89.1%)
Exceptional Items	42.4	4.1%	-	0.0%	NM
Profit Before Tax (PBT)	69.1	6.6%	244.5	22.1%	(71.7%)
Taxation	23.4	2.2%	77.9	7.0%	(70.0%)
Profit After Tax (PAT)	45.7	4.4%	166.6	15.0%	(72.6%)
Other Comprehensive Income (net)	(0.9)	(0.1%)	(0.2)	(0.0%)	NM
Total Comprehensive Income	44.8	4.3%	166.4	15.0%	(73.1%)

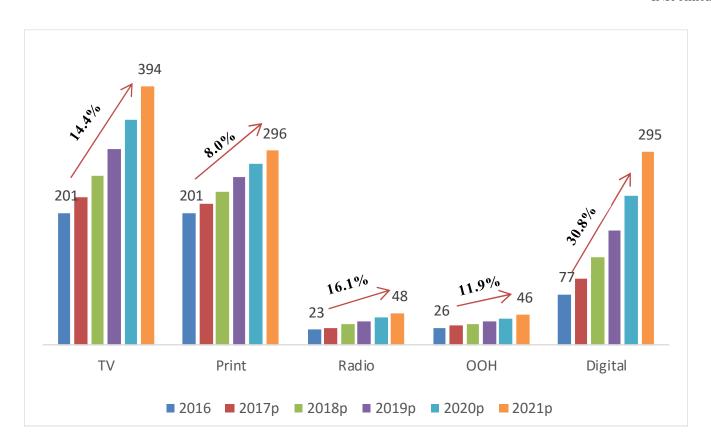


Business Review



Radio expected to more than double in 5 years...

INR billion



Source: FICCI-KPMG: Indian Media and Entertainment Industry Report 2017

..led by Phase 3 expansion



Key Operating Highlights

- Drop in revenues on account of lingering effects of DeMonetization, the roll out of RERA (Real Estate Regulation Act) and run-up to GST
- Mirchi's audio book Hajabarala, won a Bronze in the audio book category t New York Festivals®
- Launched Mirchi Love Telugu and Kannada Hits channels on radiomirchi.com; Radio Mirchi now streams 21 online stations
- Radio Mirchi's Facebook page crossed 3 Million fans
- Mirchi YouTube subscribers crossed 1.1Mn



Strategic Direction



Strategic Direction

- Expand our footprint in radio broadcasting
 - Margin growth in existing stations
 - Grow radio listenership
- Position the Company to benefit from the potential presented by the regulatory reforms
- Maintain market leadership in FM radio industry
 - Developing new business streams
- Exploit the new revenue opportunities on digital & other platforms
- Take the Mirchi brand to global markets



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 Q1FY18

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