



January 31, 2020

The Manager,
Listing Department,
National Stock Exchange of India Ltd.,
'Exchange Plaza', C-1, Block G,
Bandra- Kurla Complex,
Bandra (East),
MUMBAI - 400 051

The Listing Department BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, MUMBAI - 400 001 The Calcutta Stock Exchange Limited, 7, Lyons Range, KOLKATA - 700 001

Symbol: SAREGAMA EQ

Scrip Code : 532163

Scrip Code: 017177

Dear Sir / Madam,

Subject: <u>Investor Presentation – revised</u>

In continuation of our today's letter on the captioned subject, please find enclosed revised Investor Presentation. We would request you to ignore the Investor Presentation submitted with our earlier letter.

The revised information is available on the website of the Company www.saregama.com.

Kindly take the above on your records and acknowledge receipt of the same.

Thanking you.

Yours faithfully,

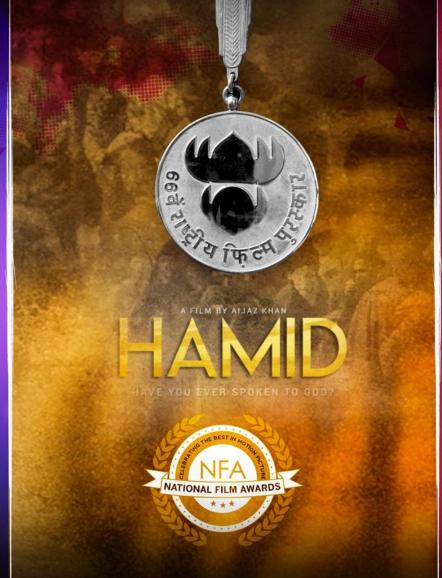
For Saregama India Limited

Kamana Khetan

Company Secretary and Compliance Officer

Encl: As above







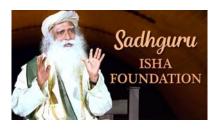






SAREGAMA CARVAA 2.0

MUSIC MEETS PODCAST



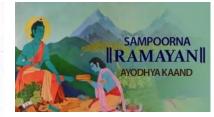




Bachchan



























Snapshot



India's oldest music label and youngest film production house

Producing digital thematic films targeted at the youth segment







High Dividend Yield and a Zero Debt Company

Leading producer in terms of number of hours of content produced for Tamil television serials





Strong and professional management team with experienced stalwarts from the entertainment industry

Revolutionary product Carvaan: Digital Music Player with 5000 preloaded songs, easy UI and high quality speakers







Owning Intellectual Property (IP) rights for more than 120,000 songs, 6050+ hours of television serials and 25 movies

Digital licensing agreements across global OTT platforms, TV channels, radio stations, telcos





India's first song was recorded in 1902 under the company. Earlier retailed under the name Gramophone Company of India, and then HMV

Strategic Overview





Rising
Smartphone Ownership
450-500M



Falling Piracy



Falling
Data Prices
> Rs3/GB



Rising Individual based Content Consumption

Content Consumption thru Legal means Going Up

Indians spent 30% of their phone time on entertainment

325M people viewed video online in 2018 growing @25%

Avg. data consumption went from 4 to 8 GB/pm

Greater Monetisation opportunities for Premium Content IP Owners

ADVANTAGE SAREGAMA

120k songs IP across 18 Indian languages

+

20% Market Share in New Film Music in next 3 yrs

25 Films IP

+

50 New Films over next 3 years

6050+ hrs of Tamil serial content IP

+

1800 hours of new content over next 3 yrs

Strategic Overview



Saregama's long term strategy: To be a Pure Play Content Company capitalising on the global data driven entertainment boom

Diversified monetisation of Existing IP to fund IP Creation for Future



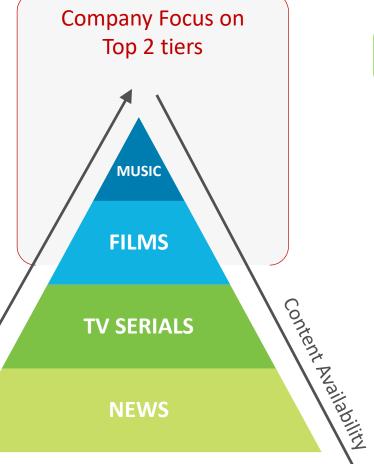
IP Monetisation

Aebeat Viewing

Higher monetisation of existing content through:

Greater presence on 3rd party digital and TV platforms globally

Launch of Saregama branded physical products with embedded music





New film music acquisition across Hindi, Tamil, Marathi and other languages

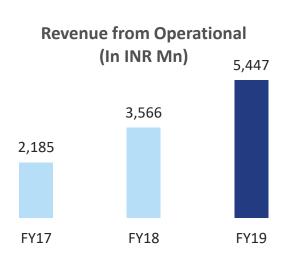
Production of thematic films / series targeted at youth consuming on digital platforms

TV programs in South Indian languages

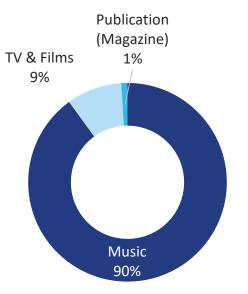
Company Overview



- Saregama India Ltd., a RP Sanjiv Goenka Group Company, is India's oldest music label, youngest film studio and a multi-language TV content producer. Over the years, the Company has expanded its business from audio to films, TV serials, publishing, digital, retail and events.
- The Company has a music library of 1.2 lakh songs, covers 18 languages spread across eight music categories Bollywood, regional films, ghazals, devotional classical, Indian pop and kids music.
- Since 2017, Saregama has been making headlines again owing to the launch of two unique initiatives, Saregama Carvaan and Yoodlee Films.
- Carvaan is a perfect blend of digital technology and a retro form factor, in less than a year from its launch, it is now Saregama's flagship product.
 - Saregama Carvaan, Carvaan Premium, Carvaan Gold and Carvaan mini are portable digital music players that come with features such as Bluetooth, USB, FM/AM and a collection of in-built songs.
- Yoodlee Films, Saregama's film production arm is positions as writers studio. The films produced by the studio are driven by the powerful stories targeted at young audiences across the words who primarily consume content on personal devices
- 6050+ hours of Tamil serial programming telecast on Sun TV and features in top 3 slots of afternoon prime time.



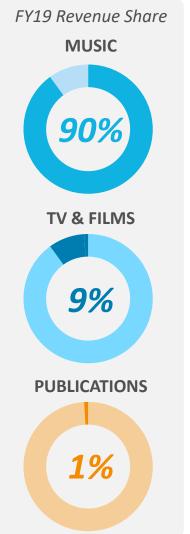
Segmental Revenue Breakup Consolidate FY19



Business Verticals



Saregama is the pioneer of the Indian music industry and has evolved into a premier diversified content player with Intellectual property rights of songs, TV serials, movies having presence across platforms like television, radio, digital, telecom, etc.



Business Verticals

- Includes intellectual property monetisation of music content.
- The Company owns global and perpetual rights for over 120,000 songs.
- The revenue is driven from various B2B partners like streaming online platforms, radio, television, caller ring tone, Youtube, brand advertisements, films, etc.
- The Company launched its revolutionary product 'Carvaan' in 2017, an innovative digital audio player with preloaded songs and other features like USB and FM radio which has been highly acclaimed and has taken the market by storm. It has now added a wifi based return path supporting streaming content also
- This segment has leadership in Tamil Sun Network channels and has been producing content for Sun TV for last 17 years and broadcast 3-4 serials on Sun TV at any given time
- Company owns rights to 6,050+ hours of Tamil Series
- Yoodlee Films is the production division which focuses on thematic digital films in all languages with tightly controlled budgets

- This segment includes the publication of Open Magazine and a weekly current affairs and features magazine.
- Open has sustained circulation and ad revenues with an association of premium brands including Audi, Omega, Volkswagen, Toyota, Honda, Samsung, Airtel, IBM, HP, TAJ, ITC, Skoda, etc.



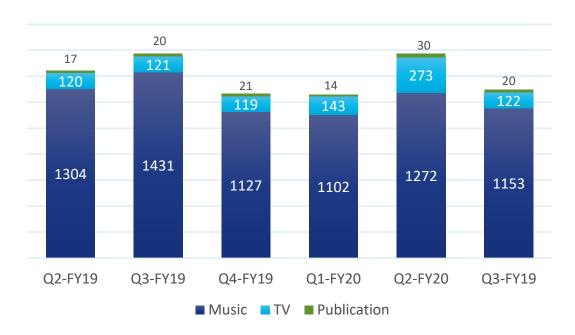


Quarterly Financial Summary

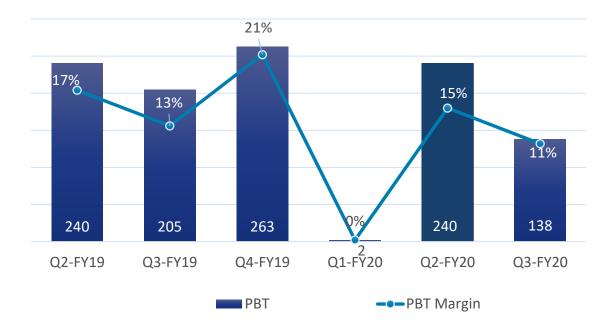


| Particulars (INR Mn) | Q3-FY20 | Q2-FY20 | Q-o-Q Growth | Q3-FY19 | Y-o-Y |
|-------------------------------------|---------|---------|--------------|---------|-------|
| Revenues | | | | | |
| • Music | 1153 | 1,272 | -9% | 1,431 | -19% |
| TV & Films | 122 | 273 | -55% | 121 | 1% |
| Publication | 20 | 30 | -33% | 20 | 0% |
| Total Revenue from Operation | 1295 | 1,575 | -18% | 1,572 | -18% |
| PBT | 138 | 240 | -42% | 205 | -33% |
| PAT | 105 | 194 | -46% | 135 | -22% |

Revenue (INR Mn)



PBT (INR Mn) & PBT Margin



Financial Performance-Quarterly



| Particulars (INR Mn) | Q3-FY20 | Q2-FY20 | Q-o-Q Growth | Q3-FY19 | Y-o-Y Growth | 9M-20 | 9M-19 | Y-o-Y Growth |
|-------------------------|---------|---------|-----------------|---------|-----------------|-------|-------|-----------------|
| Music | 1153 | 1,272 | -9% | 1,431 | -19% | 3526 | 3,770 | -6% |
| TV & Films | 122 | 273 | -55% | 121 | 1% | 538 | 357 | 51% |
| Publication | 20 | 30 | -33% | 20 | 0% | 64 | 53 | 21% |
| Revenue from Operations | 1295 | 1,575 | -18% | 1,572 | -18% | 4128 | 4,180 | -1% |
| Other Income# | 27 | 29 | -7% | 10 | 167% | 78 | 440 | -82% |
| Total Revenue | 1322 | 1,604 | -18% | 1,582 | -16% | 4206 | 4,620 | -9% |
| Total Expenses | 1159 | 1,333 | -13% | 1,352 | -14% | 3738 | 3,961 | -6% |
| EBITDA | 163 | 271 | -40% | 230 | -29% | 468 | 659 | -29% |
| EBITDA Margin (%) | 13% | 17% | | 15% | | 11% | 16% | |
| Depreciation | 11 | 11 | 0% | 10 | 10% | 35 | 28 | 25% |
| Finance Cost | 14 | 20 | -30% | 15 | -1% | 53 | 47 | 13% |
| РВТ | 138 | 240 | -43% | 205 | -33% | 380 | 584 | -35% |
| Tax | 33 | 46 | -28% | 70 | -53% | 93 | 206 | -55% |
| PAT | 105 | 194 | -46% | 135 | -22% | 287 | 378 | -24% |
| Diluted EPS (In Rs.) | 5.85 | 11.06 | -47% | 7.70 | -24% | 16.16 | 21.41 | -25% |

Balance Sheet



| Equity and Liabilities (INR Mn) | As on 31st Dec 2019 | As on 31st Mar 2019 |
|------------------------------------|------------------------|------------------------|
| Shareholders Fund | | |
| (a) Equity Share Capital | 174 | 174 |
| (b) Other Equity | 4089 | 4,107 |
| Net worth | 4263 | 4,281 |
| (c) Non Controlling Interest | 32 | 26 |
| Non Current Liabilities | | |
| (a) Financial Liabilities | | |
| (i) Lease Liabilities | 7 | - |
| (b) Employee Benefit Obligations | 36 | 28 |
| (c) Deferred tax liabilities (Net) | 545 | 581 |
| Current Liabilities | | |
| (a) Financial Liabilities | | |
| (i)Borrowings | 310 | 638 |
| (ii)Trade Payables | 557 | 564 |
| (iii)Other Financial Liabilities | 356 | 421 |
| (b) Other Current Liabilities | 225 | 183 |
| (c) Provisions | 450 | 357 |
| (d) Employee Benefit Obligation | 15 | 9 |
| Total | 6796 | 7,088 |

| Assets (INR Mn) | As on 31st Dec 2019 | As on 31st Mar 2019 |
|---|------------------------|------------------------|
| Non Current Fixed Assets | | |
| (a) Property, Plant and Equipment | 2060 | 2,057 |
| (b) Right of use Asset | 7 | - |
| (c) Investment Properties | 23 | 24 |
| (d) Intangible assets | 65 | 71 |
| (e) Investments in subsidiaries and Joint Venture | - | - |
| (f) Financial Assets | | |
| (i) Investments | 1303 | 1,483 |
| (ii)Loans | 51 | 49 |
| (iii)Other Financial Assets | 1 | - |
| (e) Other Non Current Assets | 18 | 16 |
| Current Assets | | |
| (a) Inventories | 979 | 963 |
| (b) Financial Assets | | |
| (i) Trade Receivables | 1190 | 1,098 |
| (ii) Cash and cash equivalents | 78 | 50 |
| (iii) Bank Balances other than (ii) above | 18 | 18 |
| (iv) Loans | 3 | 2 |
| (c) Current Tax Assets (Net) | 401 | 349 |
| (d) Other Current Assets | 599 | 908 |
| Total | 6796 | 7,088 |

Cash Flow Statement



| Particulars (INR Mn) | FY20 - | 9ME | FY1 | 9 |
|--|--------|------|------|------|
| Pre-Tax Profit | 380 | | 847 | |
| Change in other operating activities (Non Cash Items) | 11 | | -163 | |
| Change in Working capital | 312 | | -915 | |
| Taxes Paid | -161 | | -126 | |
| Net cash generated from/used in Operating Activities (A) | | 542 | | -357 |
| Investment in Treasury Shares (B) | | -71 | - | |
| Net cash used in Other Investing Activities (C) | | -26 | | -64 |
| Repayment/Proceed from Short term Borrowing | -327 | | 479 | |
| Proceeds from Issue of Share Capital | 2 | | - | |
| Dividend and taxes thereon paid | -63 | | -63 | |
| Interest Paid | -29 | | -37 | |
| Net cash generated from/used in Financing Activities (D) | | -417 | | 379 |
| Net Inc./(Dec.) in Cash and Cash Equivalent (A+B+C+D) | | 28 | | -42 |
| Cash and Cash Equivalents at the beginning of the period | | 50 | | 92 |
| | | | | |
| Cash and Cash Equivalents at End of the period | | 78 | | 50 |

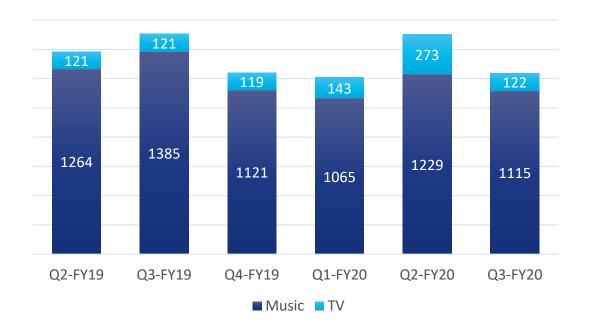


Quarterly Financial Summary

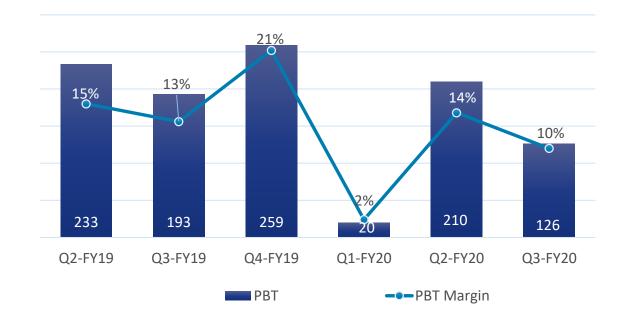


| Particulars (INR Mn) | Q3-FY20 | Q2-FY20 | Q-o-Q Growth | Q3-FY19 | Y-o-Y |
|-------------------------------------|---------|---------|--------------|---------|-------|
| Revenues | | | | | |
| • Music | 1,115 | 1,229 | -9% | 1,385 | -20% |
| TV & Films | 122 | 273 | -55% | 121 | 1% |
| Total Revenue from Operation | 1,237 | 1,502 | -18% | 1,506 | -18% |
| PBT | 126 | 210 | -40% | 193 | -35% |
| PAT | 92 | 164 | -44% | 122 | -25% |

Revenue (INR Mn)



PBT (INR Mn) & PBT Margin



Financial Performance



| Particulars (INR Mn) | Q3-FY20 | Q2-FY20 | Q-o-Q Growth | Q3-FY19 | Y-o-Y Growth | 9M-20 | 9M-19 | Y-O-Y Growth |
|--|---------|---------|-----------------|---------|-----------------|-------|-------|-----------------|
| Revenue from Operations | 1237 | 1,502 | -18% | 1,506 | -18% | 3947 | 4,003 | -1% |
| Other Income# | 26 | 29 | -10% | 23 | 13% | 87 | 477 | -82% |
| Total Revenue | 1263 | 1,531 | -18% | 1,529 | -17% | 4034 | 4,480 | -10% |
| Total Expenses | 1112 | 1,290 | -14% | 1,313 | -15% | 3593 | 3,843 | -7% |
| EBITDA | 151 | 241 | -37% | 216 | -38% | 441 | 637 | -31% |
| EBITDA Margin (%) | 12% | 16% | | 14% | | 11% | 14% | |
| Depreciation | 11 | 11 | 0% | 8 | 30% | 33 | 26 | 27% |
| Finance Cost | 14 | 20 | -30% | 15 | -7% | 53 | 47 | 13% |
| РВТ | 126 | 210 | -40% | 193 | -35% | 355 | 564 | -37% |
| Tax | 34 | 46 | | 70 | -51% | 93 | 206 | -55% |
| PAT | 92 | 164 | -44% | 123 | -25% | 262 | 358 | -27% |
| PAT Margin (%) | 7% | 11% | | 8% | | 7% | 8% | |
| Comprehensive Income | -34 | -95 | | 46 | | -135 | (113) | |
| Total Profit including Comprehensive Income(Net of tax) | 58 | 69 | | 169 | | 127 | 245 | |
| Diluted EPS (In Rs.) | 5.31 | 9.43 | -44% | 7.05 | 25% | 15.03 | 20.56 | -27% |

Balance Sheet



| Equity and Liabilities (INR Mn) | As on 31st Dec 2019 | As on 31st Mar 2019 |
|------------------------------------|------------------------|------------------------|
| Shareholders Fund | | |
| (a) Equity Share Capital | 174 | 174 |
| (b) Other Equity | 4079 | 4,087 |
| Net worth | 4253 | 4,261 |
| (c) Non Controlling Interest | - | - |
| Non Current Liabilities | | |
| (a) Financial Liabilities | | |
| (i) Lease Liabilities | 7 | |
| (b) Employee Benefit Obligations | 33 | 25 |
| (c) Deferred tax liabilities (Net) | 526 | 557 |
| Current Liabilities | | |
| (a) Financial Liabilities | | |
| (i)Borrowings | 281 | 608 |
| (ii)Trade Payables | 502 | 526 |
| (iii)Other Financial Liabilities | 329 | 411 |
| (b) Other Current Liabilities | 210 | 166 |
| (c) Provisions | 448 | 356 |
| (d) Employee Benefit Obligation | 14 | 8 |
| | | |
| Total | 6603 | 6,918 |

| Assets (INR Mn) | As on 31st Dec 2019 | As on 31st Mar 2019 |
|---|------------------------|------------------------|
| Non Current Fixed Assets | | |
| (a) Property, Plant and Equipment | 2054 | 2,056 |
| (b) Right to use assets | 7 | - |
| (c) Investment Properties | 23 | 24 |
| (d) Intangible assets | 70 | 69 |
| (e) Investments in subsidiaries and Joint Venture | 158 | 158 |
| (f) Financial Assets | | |
| (i) Investments | 1065 | 1,212 |
| (ii)Loans | 47 | 46 |
| (iii)Other Financial Assets | - | - |
| (g) Other Non Current Assets | 17 | 15 |
| Current Assets | | |
| (a) Inventories | 912 | 924 |
| (b) Financial Assets | | |
| (i) Trade Receivables | 1192 | 1129 |
| (ii) Cash and cash equivalents | 45 | 15 |
| (iii) Bank Balances other than above | 18 | 18 |
| (iv)Loans | 15 | 13 |
| (v)Other Financial Assets | 2 | 1 |
| (c) Current Tax Assets (Net) | 387 | 336 |
| (d) Other Current Assets | 591 | 902 |
| Total | 6603 | 6,918 |

Cash Flow Statement



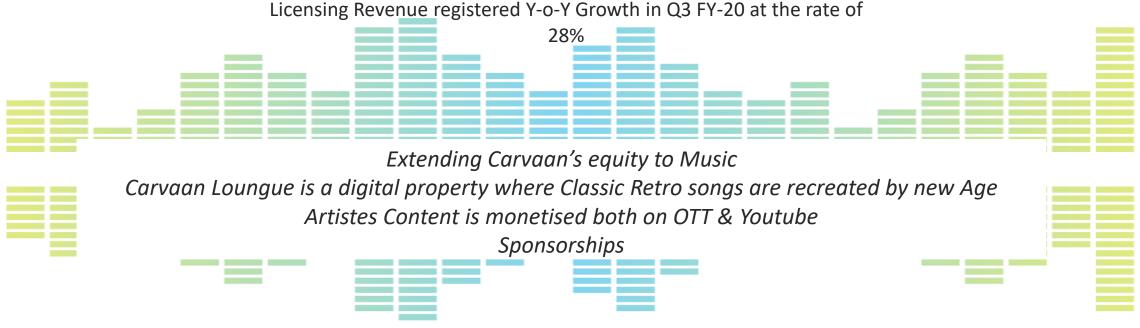
| Particulars (INR Mn) | FY20 - | 9МЕ | FY1 | .9 |
|--|--------|------|------|------|
| Pre-Tax Profit | 355 | | 823 | |
| Change in other operating activities (Non Cash Items) | 27 | | -34 | |
| Change in Working capital | 345 | | -897 | |
| Taxes Paid | -160 | | -122 | |
| Net cash generated from/used in Operating Activities (A) | | 567 | | -230 |
| Investment in Treasury Shares (B) | | -71 | | - |
| Net cash used in Other Investing Activities (C) | | -49 | | -197 |
| Repayment/Proceed from Short term Borrowing | -327 | | 479 | |
| Proceeds from Issue of Share Capital | 2 | | - | |
| Dividend and taxes thereon paid | -63 | | -63 | |
| Interest Paid | -29 | | -38 | |
| Net cash generated from/used in Financing Activities (D) | | -417 | | 378 |
| Net Inc./(Dec.) in Cash and Cash Equivalent (A+B+C+D) | | 30 | | -49 |
| Cash and Cash Equivalents at the beginning of the period | | 15 | | 64 |
| Cash and Cash Equivalents at End of the period | | 45 | | 15 |



Music Segment Operational Highlights

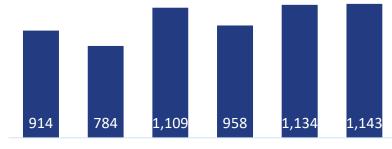


Saregama invested Rs.56 Mn in FY18 and Rs.324 Mn in FY19 in new music rights acquisition Licensing Revenue registered Y-o-Y Growth in Q3 FY-20 at the rate of



OTT Streams (Mn) per Quarter 1,024 1,076 1,447 1,413 1,573 1,639

YouTube Views (Mn) per Month



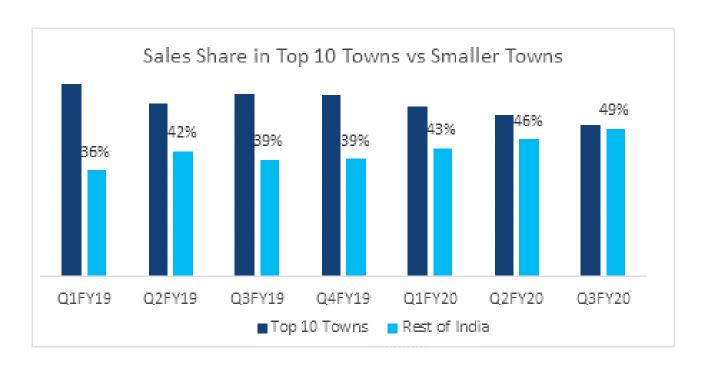
Q2-FY19 Q3-FY19 Q4-FY19 Q1-FY20 Q2-FY20 Q3-FY20

Q2-FY19 Q3-FY19 Q4-FY19 Q1-FY20 Q2-FY20 Q3-FY20

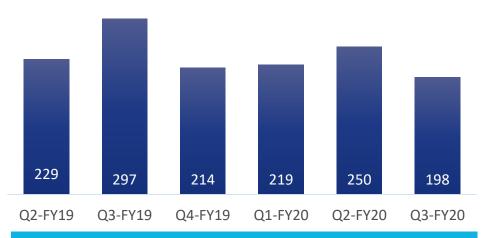
Music Segment Operational Highlights



- Lower than expected Festival sales as Lower footfalls in Consumer Durable & Telecom outlets
- Carvaan 2.0: Wide range of podcasts added. Broadens appeal of Carvaan to younger age groups
- Continued focus on increasing mid to small towns penetration
 - Awareness creation. Distribution network expansion
 - 49% of sales came from these markets



Carvaan Sales (units '000s)



1.8K new billing dealers added in Q3 total 28.7K dealers

Gross margin for Carvaan is 25% in Q3 of FY-20

Future Outlook

Carvaan Karaoke. Live Housie. Carvaan Mini-Art of Living. Carvaan Mini – Kids. Carvaan Earphones.

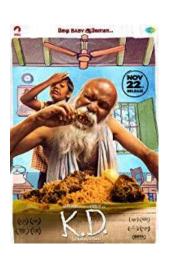
Films & TV Segment Operational Highlights



Film Segment

<u>KD</u>

- Anand Vikatan Awards for best production, best child actor, best dialogue
- Released across 100+ theatres in TN and 40 screens globally
- Best Tamil film of the year as per TOI list, rave reviews continue to pour in
- Licensed to Netflix, Astro, Singapore TV, Etisalat



Future Outlook

- Digital Premiere of KD on Netflix (Jan 2020)
- 3rd Hotstar film "Bahut Hua Samman" to be released
- Digital deal licensing closed for Chaman Bahar & Axone





- Roja undisputed number 1 serial in Week 51 in TN
- Roja has been awarded Best Serial by Sun TV and Vikatan for 2019.
- Saregama has won 7 Sun Awards 2019 in Artist segment for Roja serial which includes Best Hero and Best Heroine from Sun TV.
- Roja Telugu achieved highest TRP in its time band in Gemini TV
- Sevanthi's TRP improved and achieved 3rd position in Udaya TV

TV Segment



Future Outlook

 Next quarter should maintain the ratings and revenue



Consolidated Income Statement



| Particulars (INR Mn) | FY19 | FY18 | FY17 |
|--|-------|-------|-------|
| Revenue from Operations | 5447 | 3,566 | 2,185 |
| Other Income # | 564 | 102 | 133 |
| Total Revenue | 6,011 | 3,668 | 2,318 |
| Total Expenses | 5,065 | 3,203 | 2,090 |
| EBITDA | 946 | 465 | 228 |
| EBITDA Margin (%) | 16% | 13% | 10% |
| Depreciation | 33 | 42 | 44 |
| Finance Cost | 66 | 34 | 24 |
| PBT | 847 | 389 | 160 |
| Tax | 304 | 106 | 73 |
| PAT | 543 | 283 | 87 |
| PAT Margins (%) | 9% | 8% | 4% |
| Other Comprehensive Income | -13 | 164 | 1,402 |
| Total Comprehensive Income (After Tax) | 530 | 447 | 1,489 |
| Diluted EPS (INR) | 31.2 | 16.2 | 4.9 |

[#] In FY2018-19 other income includes Rs. 322 Mn estimated Insurance claim receivable & Total Expense includes Rs. 376Mn towards cost of damaged stocks because of fire in the warehouse.

Consolidated Balance Sheet



| Equity and Liabilities (INR Mn) | FY19 | FY18 | FY17 |
|------------------------------------|-------|-------|-------|
| Shareholders Fund | | | |
| (a) Equity Share Capital | 174 | 174 | 174 |
| (b) Other Equity | 4,107 | 3,643 | 3,223 |
| Net worth | 4,281 | 3,817 | 3,397 |
| (c) Non Controlling Interest | 26 | 23 | 25 |
| Non Current Liabilities | | | |
| (a) Employee Benefit Obligations | 28 | 24 | 22 |
| (b) Deferred tax liabilities (Net) | 581 | 479 | 444 |
| | | | |
| | | | |
| Current Liabilities | | | |
| (a) Financial Liabilities | | | |
| (i)Borrowings | 638 | 159 | 30 |
| (ii)Trade Payables | 564 | 404 | 384 |
| (iii)Other Financial Liabilities | 421 | 359 | 125 |
| (b) Other Current Liabilities | 183 | 149 | 91 |
| (c) Provisions | 357 | 361 | 263 |
| (d) Employee Benefit Obligation | 9 | 8 | 16 |
| | | | |
| | | | |
| Total | 7,088 | 5,783 | 4,797 |

| Assets (INR Mn) | FY19 | FY18 | FY17 |
|---|-------|-------|-------|
| Non Current Fixed Assets | | | |
| (a) Property, Plant and Equipment | 2,057 | 1,884 | 1,897 |
| (b) Investment Properties | 24 | 24 | 25 |
| (c) Intangible assets | 71 | 65 | 67 |
| (d) Investments in subsidiaries and Joint Venture | - | - | - |
| (e) Financial Assets | | | |
| (i) Investments | 1,483 | 1,510 | 1,316 |
| (ii)Loans | 49 | 40 | 47 |
| (iii)Other Financial Assets | - | - | - |
| (f) Other Non Current Assets | 16 | 112 | 20 |
| Current Assets | | | |
| (a) Inventories | 963 | 493 | 103 |
| (b) Financial Assets | | | |
| (i) Trade Receivables | 1,098 | 730 | 523 |
| (ii) Cash and cash equivalents | 50 | 92 | 190 |
| (iii) Bank Balances other | 18 | 16 | 1 |
| (iv)Loans | 2 | 2 | 27 |
| (v)Other Financial Assets | 0 | 0 | - |
| (c) Current Tax Assets (Net) | 349 | 423 | 419 |
| (d) Other Current Assets | 908 | 392 | 162 |
| Total | 7,088 | 5,783 | 4,797 |

Standalone Income Statement



| Particulars (INR Mn) | FY19 | FY18 | FY17 |
|--|-------|-------|-------|
| Revenue from Operations | 5,244 | 3,456 | 2,081 |
| Other Income# | 595 | 142 | 159 |
| Total Revenue | 5,839 | 3,598 | 2,240 |
| Total Expenses | 4,920 | 3,115 | 2,003 |
| EBITDA | 919 | 483 | 237 |
| EBITDA Margin (%) | 16% | 13% | 11% |
| Depreciation | 30 | 38 | 41 |
| Finance Cost | 66 | 34 | 23 |
| PBT | 823 | 411 | 173 |
| Tax | 304 | 106 | 73 |
| PAT | 519 | 305 | 100 |
| PAT Margins (%) | 9% | 8% | 5% |
| Other Comprehensive Income | -16 | 136 | 1,301 |
| Total Comprehensive Income (After Tax) | 503 | 441 | 1,401 |
| Diluted EPS (INR) | 29.8 | 17.5 | 5.7 |

Standalone Balance Sheet



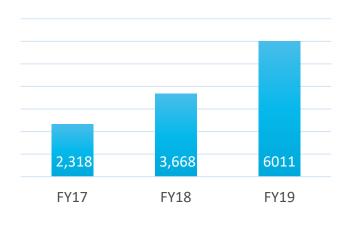
| Equity and Liabilities (INR Mn) | FY19 | FY18 | FY17 |
|------------------------------------|-------|-------|-------|
| Shareholders Fund | | | |
| (a) Equity Share Capital | 174 | 174 | 174 |
| (b) Other Equity | 4087 | 3,647 | 3,236 |
| Net worth | 4261 | 3,821 | 3,410 |
| Non Current Liabilities | | | |
| (a) Employee Benefit Obligations | 25 | 21 | 19 |
| (b) Deferred tax liabilities (Net) | 557 | 456 | 424 |
| | | | |
| Current Liabilities | | | |
| (a) Financial Liabilities | | | |
| (i)Borrowings | 608 | 129 | - |
| (ii)Trade Payables | 526 | 386 | 371 |
| (iii)Other Financial Liabilities | 411 | 347 | 115 |
| (b) Other Current Liabilities | 166 | 116 | 68 |
| (c) Provisions | 356 | 359 | 262 |
| (d) Employee Benefit Obligation | 8 | 7 | 16 |
| | | | |
| Total | 6,918 | 5,642 | 4,685 |

| Assets (INR Mn) | FY19 | FY18 | FY17 |
|---|-------|-------|-------|
| Non Current Fixed Assets | | | |
| (a) Property, Plant and Equipment | 2056 | 1,881 | 1,893 |
| (b) Investment Properties | 24 | 24 | 25 |
| (c) Intangible assets | 69 | 61 | 62 |
| (d) Investments in subsidiaries and Joint Venture | 158 | 155 | 155 |
| (e) Financial Assets | | | |
| (i) Investments | 1,212 | 1,234 | 1,076 |
| (ii)Loans | 46 | 34 | 42 |
| (iii)Other Financial Assets | - | - | - |
| (f) Other Non Current Assets | 15 | 112 | 19 |
| Current Assets | | | |
| (a) Inventories | 924 | 473 | 99 |
| (b) Financial Assets | | | |
| (i) Trade Receivables | 1129 | 781 | 556 |
| (ii) Cash and cash equivalents | 15 | 64 | 156 |
| (iii) Bank Balances other | 18 | 16 | 1 |
| (iv)Loans | 13 | 5 | 28 |
| (v)Other Financial Assets | 1 | 1 | 1 |
| (c) Current Tax Assets (Net) | 336 | 414 | 413 |
| (d) Other Current Assets | 902 | 387 | 159 |
| Total | 6,918 | 5,642 | 4,685 |

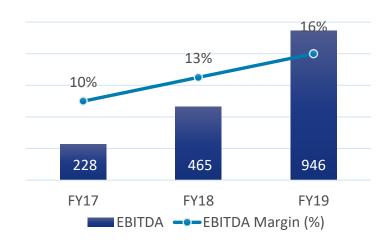
Financial Charts (Consolidated)



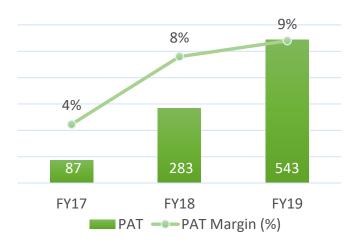
Total Revenue (INR Mn)



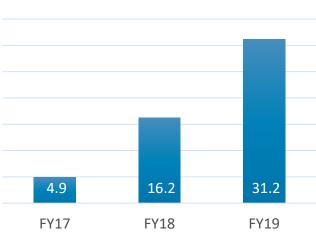
EBITDA and EBITDA Margin (%)



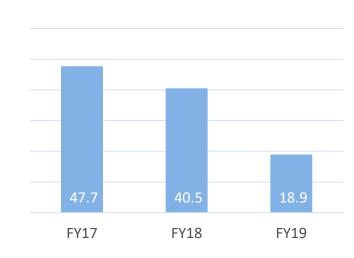
PAT and PAT Margin (%)



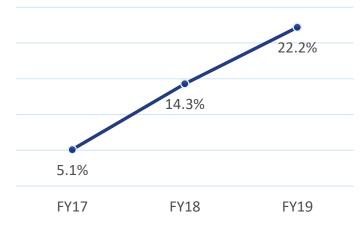
Diluted EPS (INR)



PE Ratio



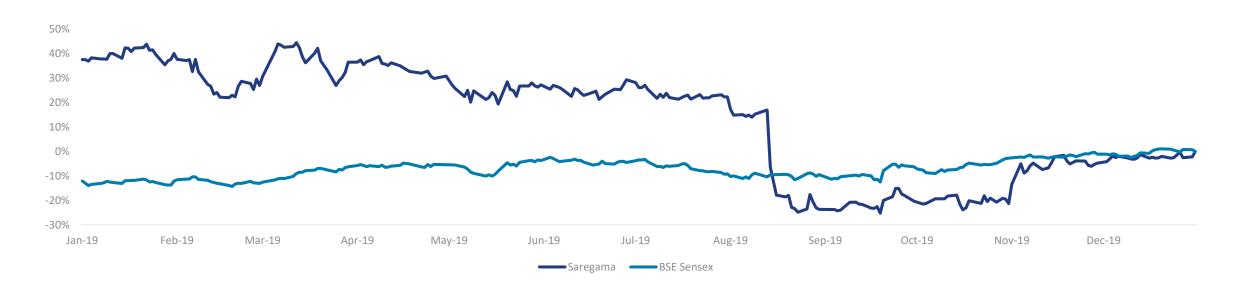
ROCE%*



*Capital Employed = share capita. security premium & free reserves

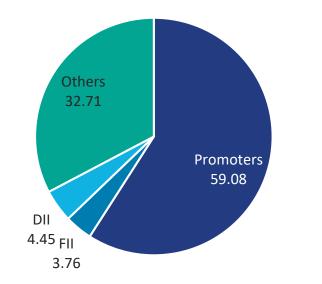
Capital Market Data





| Price Data (As of 31st December, 2019) | INR |
|--|-------------|
| Face Value | 10.0 |
| Market Price | 596.9 |
| 52 Week H/L | 636.6/302.2 |
| Market Cap (INR Mn) | 10,392.0 |
| Equity Shares Outstanding (Mn) | 17.4 |
| 1 Year Avg. Trading Volume ('000) | 23.7 |

Shareholding Pattern as on 31st December, 2019



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