#### entertainment network (India) limited

Corporate Office: 14<sup>th</sup> Floor, Trade World, D-Wing, Kamala Mills Compound, Senapati Bapat Marg, Lower Parel (West), Mumbai – 400 013, India. Tel: 022 6753 6983.

February 2, 2023

BSE Limited,	National Stock Exchange of India
Rotunda Building, P. J. Towers,	Limited,
Dalal Street, Fort, Mumbai- 400001	Exchange Plaza, Bandra Kurla Complex,
	Bandra (East), Mumbai – 400051

#### BSE Scrip Code: 532700/ Symbol: ENIL Sub: Investors' call

Dear Sir/ Madam,

Please find enclosed herewith the presentation for the Investors' Call / Earnings Conference Call–Q3FY2023, to be held on February 2, 2023.

#### For Entertainment Network (India) Limited

Mehul Shah *EVP–Compliance & Company Secretary* (FCS no- F5839)

Encl: a/a

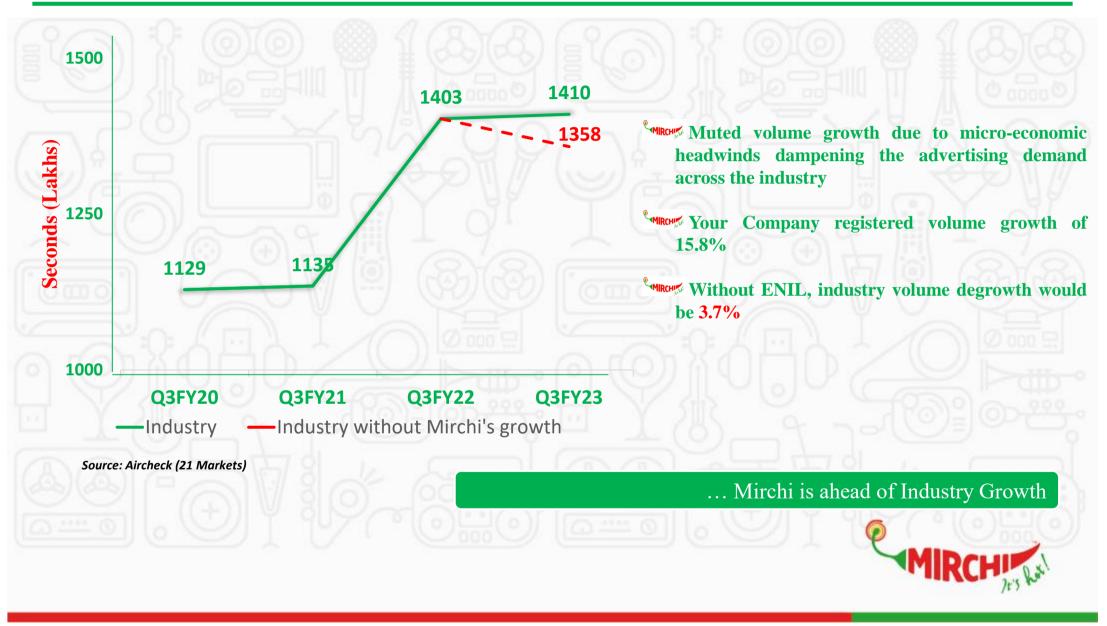


# **Presentation Flow**

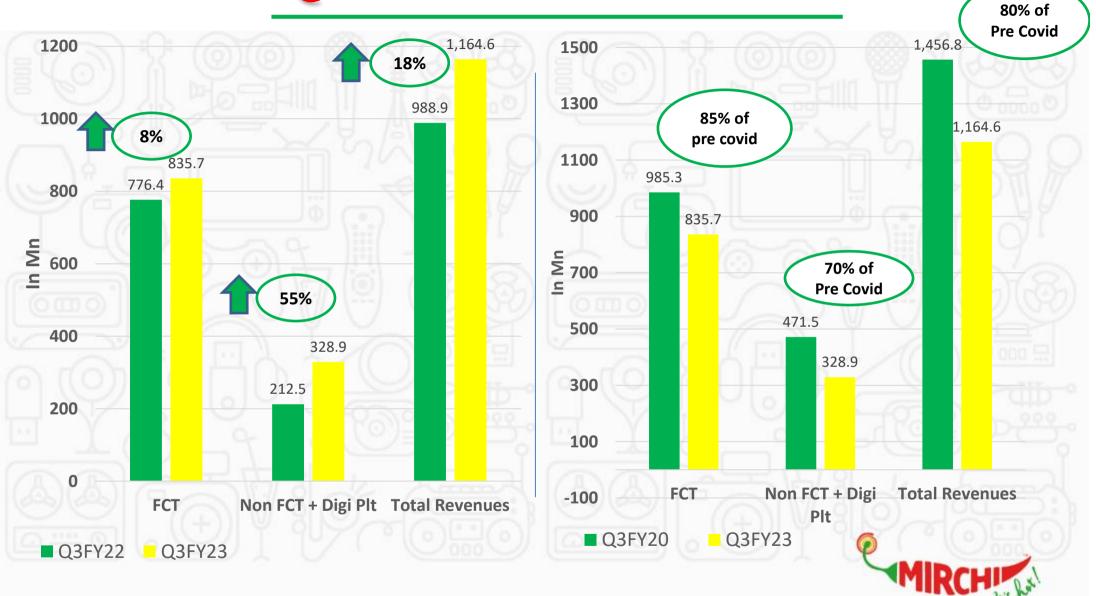




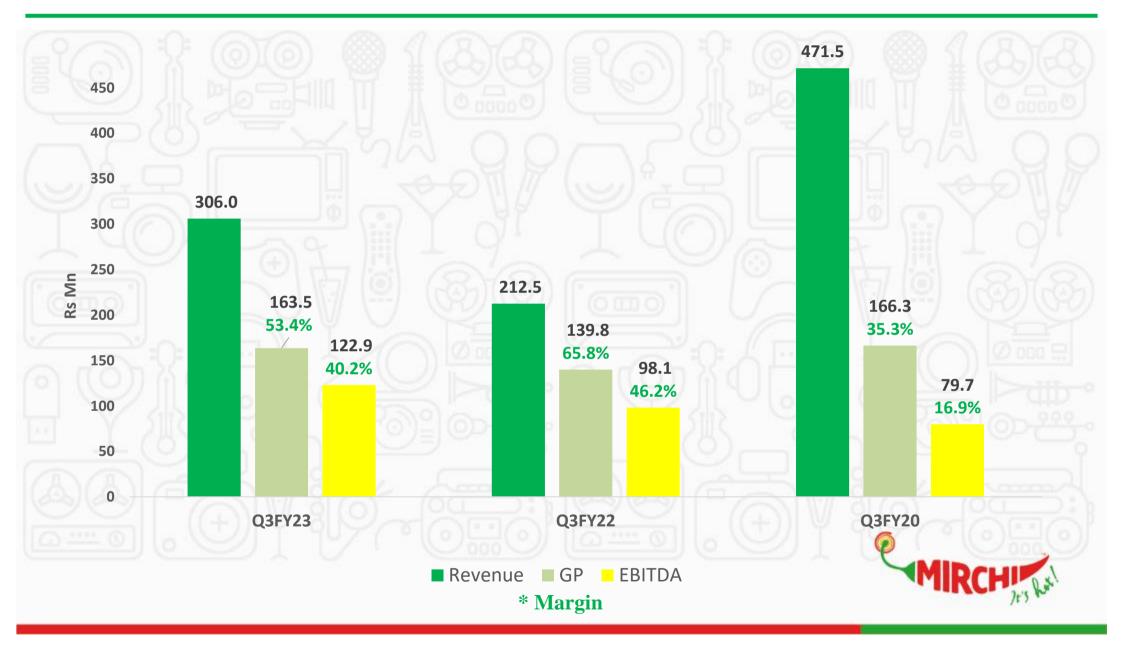
## **Radio Ad Volumes**



# **Q3FY23 Performance**



# **Non - FCT Performance**





### **CHUPACHUPS HALLOWEEN EVENT 2022**

#### Footfall: 2500+ floating crowd

Interactive Screens – 1000 +
Halloween Hack – 500 +
MRCHY Make Up Booth – 600 +
MRCHY Photo Booth – 1000 +
Other Games & Engagement Activity – 400 +





# **INTAS PHARMA + DOCTOR G + MIRCHI**

















A MOVIE BRAND PARTNERSHIP FOR DOCTOR G MOVIE WITH INTAS PHARMA

<sup>e</sup>MRCH 17 Interviews, in 17 Different cities across India

Radio Promotions across 17 Cities

Minute Movie Screenings across 7 Cities

Co- Branded Video Production for the client

Compiled Video of 17 Interviews posted on Mirchi Plus Facebook Page

### No1 YAARI JAM

This is a phenomenal achievement for us where we have organically reached more than 1.8M Reach, 1M Views and 3% Engagement ratio. The caption of "#No1YaariJam" is being suggest organically by FB as "People are posting about this"

#### MRCHI On-ground Reach In 6 Jam Pads ,

- ➤ Total Footfalls 55k +
- ➤ Total Eye Ball Captured 1 Lakh +
- ➤ Total yaars celebrated yaari 20k



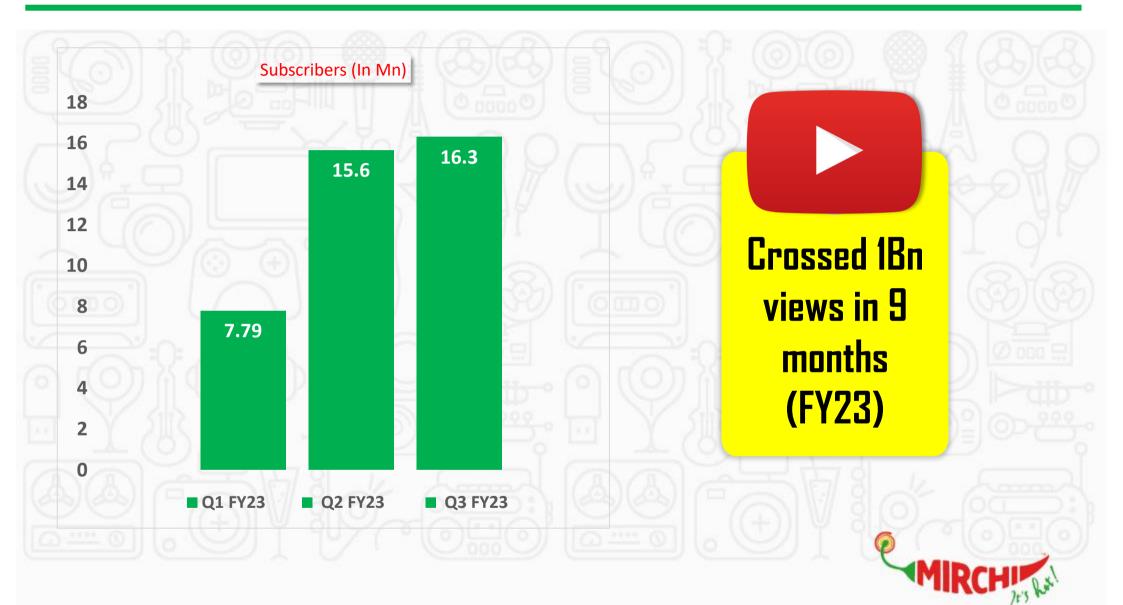




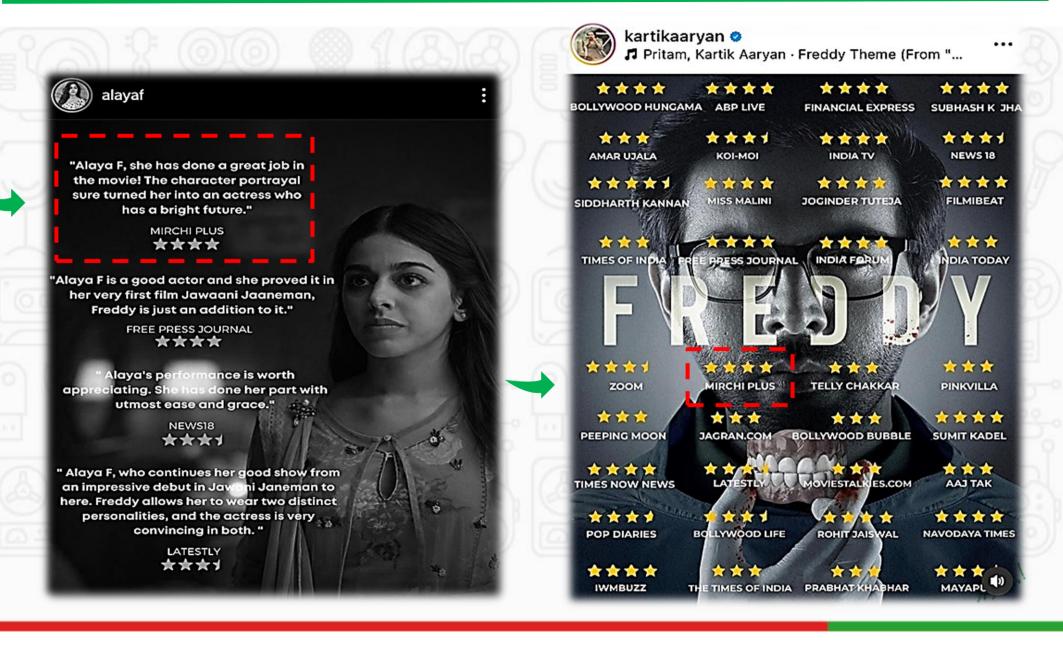


#### Twitter **Mirchi Digital** 1.7Mn Followers 4L Monthly engagement O Instagram 11Mn Followers 2.7Mn Monthly engagement 10 Regional pages Facebook 28Mn Followers 4.2Mn Monthly engagement 10 Regional pages **You Tube** 16.3Mn+ Subscribers 13 Channels 140Mn Views per month **Mirchi Digital Radio Jockey Monthly Active Users** 180+ popular influencers across regions and languages 78.5Mn MIRC

# **Mirchi's YouTube Channels**



## **Mirchi Plus Reviews Quoted by Celebrities!**





# **Mirchi Soccer Special in Qatar**

(ais)

WELCOME FAN ZONE

ExecutedbiggesteverActivationinQatar.Onlymedia company to do.

Activity spread over 3 months – World Cup Football Special



### **Mirchi bags lots of awards**

Halalala # e4m ICMA halalalalalalalala

DIGITAL CONTENT CREATOR

CONTENT

ICMA The

Shashi Yaday (RJ Shashi)

ICMA -

Radio Mirchi



<sup>e</sup>MRCH<sup>©</sup> Best Content Marketing for Valvoline Mahamechanic Campaign

RJ Shashi won the best digital content creator

#### Indian Television Audio Summit & Awards:

Mirchi Tiranga Yatra for Best Digital FM Initiative

Skoda PPS by Mirchi 95 Hyd for Best Inhouse Ad for a client

Best Morning show was bagged by RJ Jeeturaj, Best Afternoon show by RJ Sayema and Best Late-Night show by RJ Rochie

**MRCH** RJ Sayema won the best RJ for North and RJ Shadab for South



### **Condensed Statement Of Operations**

#### (Standalone)



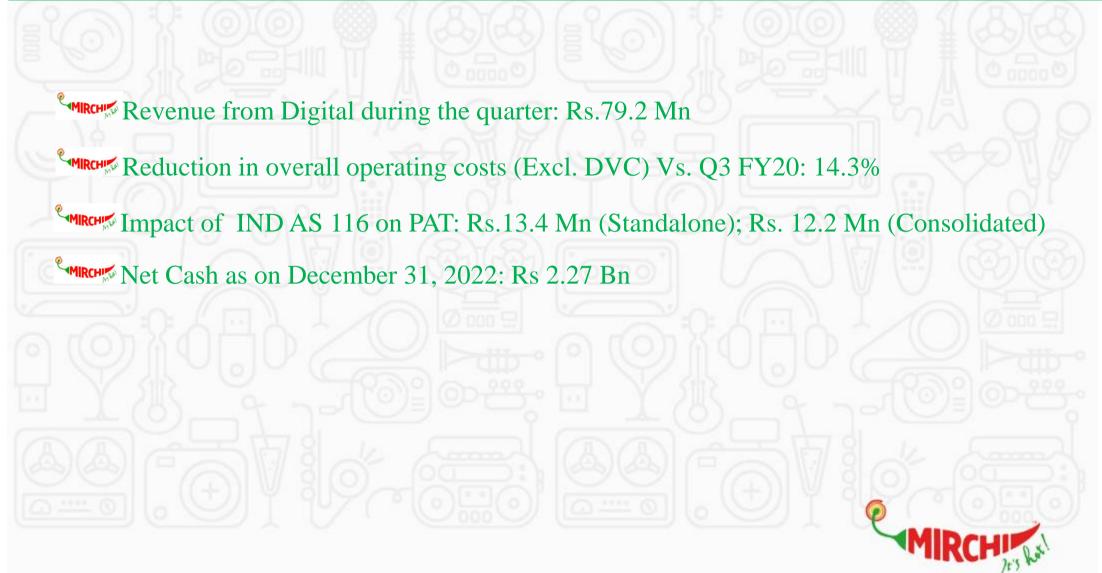
₹ In Millions	Q3 FY23	Q3 FY22	YoY (%)	YTD Dec22	YTD Dec21	YoY (%)
Income from Operations	1,161.3	983.5	18.1%	3,140.8	2,053.6	52.9%
Other Operating Income	1.7	5.3	(68.8%)	6.7	11.8	(43.5%)
Total Income	1,163.0	988.8	17.6%	3,147.5	2,065.4	52.4%
Operating Expenditure	898.3	632.5	42.0%	2,632.4	1,807.1	45.7%
EBITDA	264.7	356.3	(25.7%)	515.1	258.3	99.4%
Depreciation	81.0	83.2	(2.7%)	239.1	251.5	(4.9%)
Amortisation	114.5	114.4	0.1%	342.1	341.2	0.2%
EBIT	69.2	158.7	(56.4%)	(66.1)	(334.4)	80.2%
Other Income	46.6	33.7	38.5%	130.4	127.5	2.2%
Finance Cost	39.4	42.0	(6.3%)	117.8	122.5	(3.9%
PBT before exceptional items	76.4	150.4	(49.2%)	(53.5)	(329.4)	83.8%
Exceptional items	-	-	NM	(177.8)	VG-	NN
РВТ	76.4	150.4	(49.2%)	(231.3)	(329.4)	29.8%
Taxation	18.2	40.7	(55.2%)	(50.1)	(82.7)	39.4%
РАТ	58.2	109.7	(46.9%)	(181.2)	(246.7)	26.6%
Other Comprehensive Income (net)	(0.2)	1.5	(110.5%)	(2.1)	(4.7)	56.4%
Total Comprehensive Income	58.0	111.2	(47.8%)	(183.3)	(251.4)	27.1%



### **Condensed Statement Of Operations**

#### (Standalone)





### **Condensed Statement Of Operations**

#### (Consolidated)

₹ In Millions	Q3 FY23	Q3 FY22	<b>YoY (%)</b>	YTD Dec22	YTD Dec21	<b>YoY (%</b> )
A. Continuing Operations	NAV.	N IS Y	201		Yun S	2 #
Income from Operations	1,233.5	1,030.8	19.7%	3,299.9	2,155.7	53.1%
Other Operating Income	1.7	5.3	(67.4%)	11.2	11.8	(5.6%
Total Income	1,235.2	1,036.1	19.2%	3,311.1	2,167.5	52.8%
Operating Expenditure	961.4	664.3	44.7%	2,767.9	1,885.1	46.8%
EBITDA	273.8	371.8	(26.4%)	543.2	282.4	92.3%
Depreciation	112.4	117.3	(4.2%)	339.9	337.1	0.8%
Amortisation	103.1	103.4	(0.3%)	308.9	311.3	(0.8%
EBIT	58.3	151.1	(61.4%)	(105.6)	(366.0)	71.1%
Other Income	76.4	39.0	95.9%	162.9	134.9	20.89
Finance Cost	42.6	45.6	(6.6%)	128.1	131.3	(2.5%
PBT before exceptional items	92.1	144.5	(36.3%)	(70.8)	(362.4)	80.5%
Exceptional items	_	-	NM	(26.3)	-	NN
РВТ	92.1	144.5	(36.3%)	(97.1)	(362.4)	73.2%
Taxation	18.8	40.9	(54.0%)	(48.0)	(82.2)	41.6%
PAT	73.3	103.6	(29.3%)	(49.1)	(280.2)	82.5%
Other Comprehensive income/loss	1.8	2.2	(20.7%)	5.3	(3.5)	252.6%
Total comprehensive income/loss (a)	75.1	105.8	(29.1%)	(43.8)	(283.7)	84.5%
<b>B. Discontinuing Operations</b>		100	(m)		the d	36.
Total comprehensive income/loss (b)	(9.9)	(5.4)	(83.4%)	(27.3)	(24.0)	(13.7%
Total Comprehensive Income (a)+(b)	65.2	100.4	(35.1%)	(71.1)	(307.7)	76.9%



# **Investor Contacts**

Entertainment Network is committed to improving its financial performance and continuously enhancing shareholder value through successfully implementing its growth plans. The Company's investor relations mission is to maintain an ongoing awareness of its performance among shareholders and the financial community. This update covers the company's financial performance for Q3 FY23

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

For further information please contact:

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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, changes 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 forwardlooking 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.

