

INVESTOR UPDATE



ENTERTAINMENT NETWORK (INDIA) LTD.



PERFORMANCE REVIEW: Q3 FY19

February 7, 2019

Presentation Path

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

Financial Review

Condensed Statement Of Operations

Standalone

Rs. In Million	Q3 FY19	%age of Total Income	Q3 FY18	%age of Total Income	Growth (%)
Income from Operations	2,006.8	99.9%	1,465.3	99.1%	37.0%
Other Operating Income	2.2	0.1%	13.4	0.9%	(83.6%)
Total Income	2,009.0	100.0%	1,478.7	100.0%	35.9%
Operating Expenditure	1,605.3	79.9%	1,123.0	75.9%	42.9%
EBITDA	403.7	20.1%	355.7	24.1%	13.5%
Depreciation	44.3	2.2%	38.8	2.6%	14.2%
Amortisation	129.2	6.4%	122.2	8.3%	5.7%
EBIT	230.2	11.5%	194.7	13.2%	18.2%
Other Income	41.7	2.1%	18.3	1.2%	127.9%
Finance Cost	(15.2)	(0.8%)	(12.4)	(0.8%)	22.6%
Profit Before Tax (PBT)	256.7	12.8%	200.6	13.6%	28.0%
Taxation	97.1	4.8%	70.0	4.7%	38.7%
Profit After Tax (PAT)	159.6	7.9%	130.6	8.8%	22.1%
Other Comprehensive Income (net)	(1.9)	(0.1%)	1.6	0.1%	(218.8%)
Total Comprehensive Income	157.7	7.8%	132.2	8.9%	19.3%

Financial Performance Q3FY19

(All comparisons with corresponding period of previous year)

- Total revenues during the quarter were at an all time high of Rs. 2,009.0 million; up by 35.9%.
- Both FCT and Non-FCT streams recorded strong revenue growth.
- The Company did the Bryan Adams Concert and the Martin Garrix concerts during the quarter.
- Non-FCT margins (excl. concerts involving International Artists) recorded a 900 bps increase from 20.9% to 29.8%
- 35 Migrated stations recorded a revenue growth of 28% during the quarter
- Phase III - Batch 1 revenues excluding concerts involving international artists, during the quarter were Rs.264.0 million; up 78%. EBITDA during the quarter was Rs. 51.4 million (Q3FY18 – Rs.11.2 million); up 359%
- The Company operationalised 4 Batch 2 stations during the quarter; 14 Batch 2 stations were operational during the quarter . The remaining 7 are expected to be operational by March'19
- Revenues from Batch 2 stations were Rs 21 million; Batch 2 network reported an EBITDA loss of Rs.10.2 million during the quarter
- Company generated an operating cash flow of Rs. 246.0 million during the quarter
- Net Cash as on Dec 31, 2018 was Rs. 948.0 million
- The Company redeemed the entire outstanding Commercial Papers aggregating Rs.110 crores in January 2019; The Company presently has no debt in its books.

Condensed Statement Of Operations

Standalone

Rs. In Million	YTD Dec'18	%age of Total Income	YTD Dec'17	%age of Total Income	Growth (%)
Income from Operations	4,402.7	98.9%	3,693.4	97.8%	19.2%
Other Operating Income	47.6	1.1%	83.7	2.2%	(43.1%)
Total Income	4,450.3	100.0%	3,777.0	100.0%	17.8%
Operating Expenditure	3,489.7	78.4%	2,965.0	78.5%	17.7%
EBITDA	960.6	21.6%	812.0	21.5%	18.3%
Depreciation	115.4	2.6%	113.2	3.0%	1.9%
Amortisation	375.7	8.4%	362.9	9.6%	3.5%
EBIT	469.5	10.5%	335.9	8.9%	39.8%
Other Income	102.3	2.3%	61.3	1.6%	66.9%
Finance Cost	(35.4)	(0.8%)	(37.4)	(1.0%)	(5.3%)
Profit Before Tax and Exceptional Item	536.4	12.1%	359.8	9.5%	49.1%
Exceptional Item	-	0.0%	42.4	1.1%	(100.0%)
Profit Before Tax (PBT)	536.4	12.1%	402.2	10.6%	33.4%
Taxation	195.2	4.4%	167.6	4.4%	16.5%
Profit After Tax (PAT)	341.2	7.7%	234.6	6.2%	45.4%
Other Comprehensive Income (net)	(1.5)	(0.0%)	0.4	0.0%	(475.0%)
Total Comprehensive Income	339.7	7.6%	235.0	6.2%	44.6%

Condensed Statement Of Operations

Consolidated

Rs. In Million	Q3 FY19	%age of Total Income	Q3 FY18	%age of Total Income	Growth (%)
Income from Operations	2,006.8	99.9%	1,465.3	99.1%	37.0%
Other Operating Income	2.2	0.1%	13.4	0.9%	(83.6%)
Total Income	2,009.0	100.0%	1,478.7	100.0%	35.9%
Operating Expenditure	1,605.4	79.9%	1,123.0	75.9%	43.0%
EBITDA	403.6	20.1%	355.7	24.1%	13.5%
Depreciation	44.3	2.2%	38.8	2.6%	14.2%
Amortisation	129.2	6.4%	122.2	8.3%	5.7%
EBIT	230.1	11.5%	194.7	13.2%	18.2%
Other Income	43.8	2.2%	19.6	1.3%	123.5%
Finance Cost	(15.2)	(0.8%)	(12.4)	(0.8%)	22.6%
Profit Before Tax (PBT)	258.7	12.9%	201.9	13.7%	28.1%
Taxation	97.3	4.8%	70.4	4.8%	38.2%
Profit After Tax (PAT)	161.3	8.0%	131.6	8.9%	22.6%
Other Comprehensive Income (net)	(1.9)	(0.1%)	1.6	0.1%	(218.8%)
Total Comprehensive Income	159.4	7.9%	133.2	9.0%	19.7%

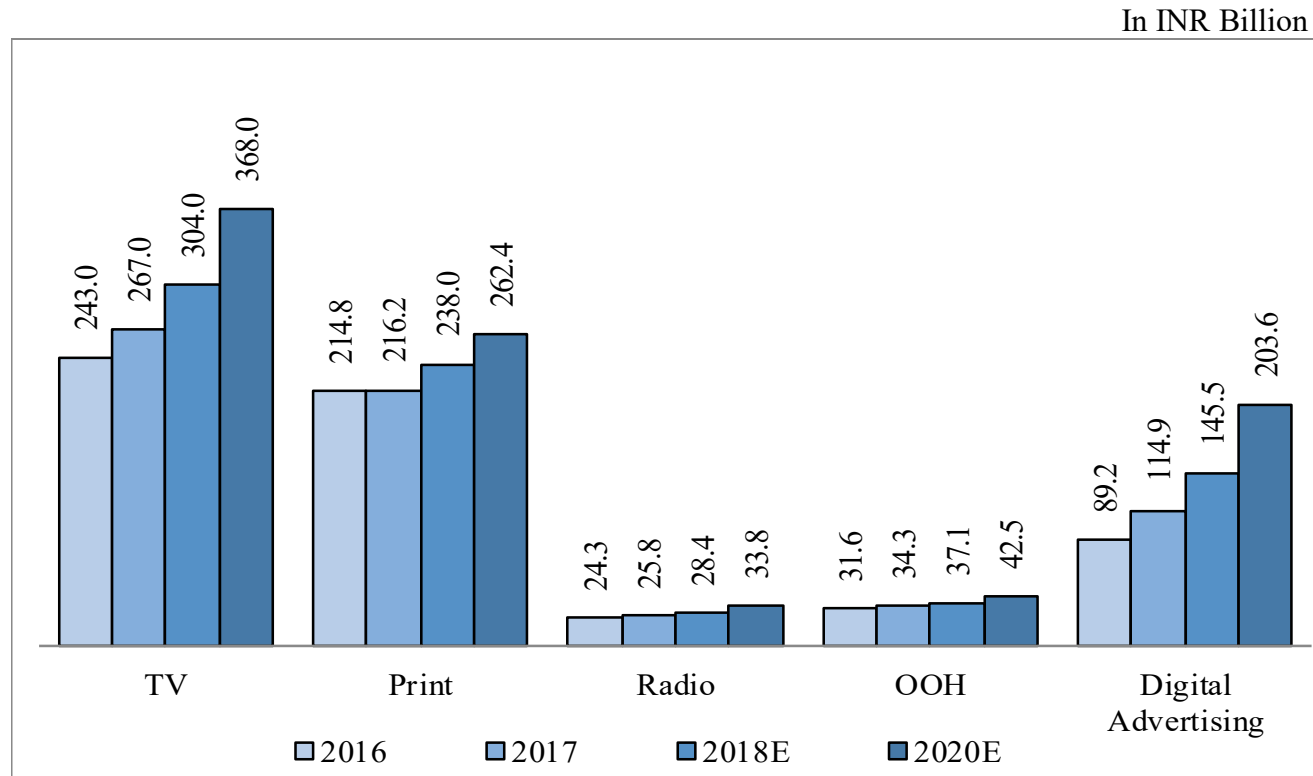
Condensed Statement Of Operations

Consolidated

Rs. In Million	YTD Dec'18	%age of Total Income	YTD Dec'17	%age of Total Income	Growth (%)
Income from Operations	4,402.7	98.9%	3,693.4	97.8%	19.2%
Other Operating Income	47.6	1.1%	83.7	2.2%	(43.1%)
Total Income	4,450.3	100.0%	3,777.1	100.0%	17.8%
Operating Expenditure	3,489.8	78.4%	2,965.2	78.5%	17.7%
EBITDA	960.5	21.6%	811.9	21.5%	18.3%
Depreciation	115.4	2.6%	113.2	3.0%	1.9%
Amortisation	375.7	8.4%	362.9	9.6%	3.5%
EBIT	469.4	10.5%	335.8	8.9%	39.8%
Other Income	107.8	2.4%	65.8	1.7%	63.8%
Finance Cost	(35.4)	(0.8%)	(37.5)	(1.0%)	(5.6%)
Profit Before Tax and Exceptional Item	541.8	12.2%	364.1	9.6%	48.8%
Exceptional Item	-	0.0%	42.4	1.1%	(100.0%)
Profit Before Tax (PBT)	541.8	12.2%	406.5	10.8%	33.3%
Taxation	196.6	4.4%	168.3	4.5%	16.8%
Profit After Tax (PAT)	345.2	7.8%	238.2	6.3%	44.9%
Other Comprehensive Income (net)	(1.5)	(0.0%)	0.4	0.0%	(475.0%)
Total Comprehensive Income	343.7	7.7%	238.6	6.3%	44.0%

Business Review

Radio expected to grow strongly...



Source: FICCI-EY: Re-imagining India's M&E Sector

..led by economic recovery and Phase 3 expansion

Key Operating Highlights

- Out of the 21 frequencies acquired in Phase III – Batch 2 auctions, 10 frequencies were launched in Q2 FY19 and 4 Stations (Palanpur, Puducherry, Mahesana and Jamnagar) in Q3 FY19; the Company has 66 operational stations in 56 cities.
- Mirchi expanded its “On – Air” geographical footprint . It is now available as an On - Air product in several US markets viz NY/NJ, Philadelphia-PA, Baltimore - MD, Raleigh - Durham – NC
- Mirchi has the biggest social footprint amongst private FM players. Mirchi along with it’s RJs is No. 1 on Twitter with 2 Million followers; No. 1 on Facebook with 13 Million followers and is growing fast on Instagram with 2.4 Million followers.

Bryan Adams Concert



BRYAN ADAMS
THE ULTIMATE TOUR

12 OCTOBER
JIO GARDENS, MUMBAI

BOOKETS AVAILABLE ON bookmyshow

- Bryan Adams Ultimate Tour
- 5 Cities
 - 75k audience

Audience enthralled by Bryan Adams



Martin Garrix – EDM Concert



New TV property - Mirchi Cover Star



What Women Want* – by Kareena Kapoor



Pre buzz for What Women Want



First promo crossed 2mn+ views



Print buzzing



*Mirchi has an ASA with ISHQ

Chat Show by Marathi super star

SHARE IT WITH SWAPNIL

Secret!!! Every one has one. But not everyone has an ear to share them.

Maharashtra's super star, Swapnil became this "secret sharing" radio pal where numerous hearts poured in their confessions.



1 200 Plus WHATSAPP REGISTRATIONS



40 K VIEWS



25 VIDEO POSTS BY SWAPNIL ON HIS OFFICIAL FB PAGE

25 K VIEWS



30 POSTS BY SWAPNIL ON INSTAGRAM



Concerts in Batch 2 stations



Mirchi Shaam Shandaar @ 5 cities of Gujarat



Festive season with Mirchi – Rock ‘n’ Dhol, Debipokho and others



Mirchi – engaging with the Youth and the experienced



Roohani Shaam with Satinder Sartaj



Mirchi Sunne Wale Always Healthy!



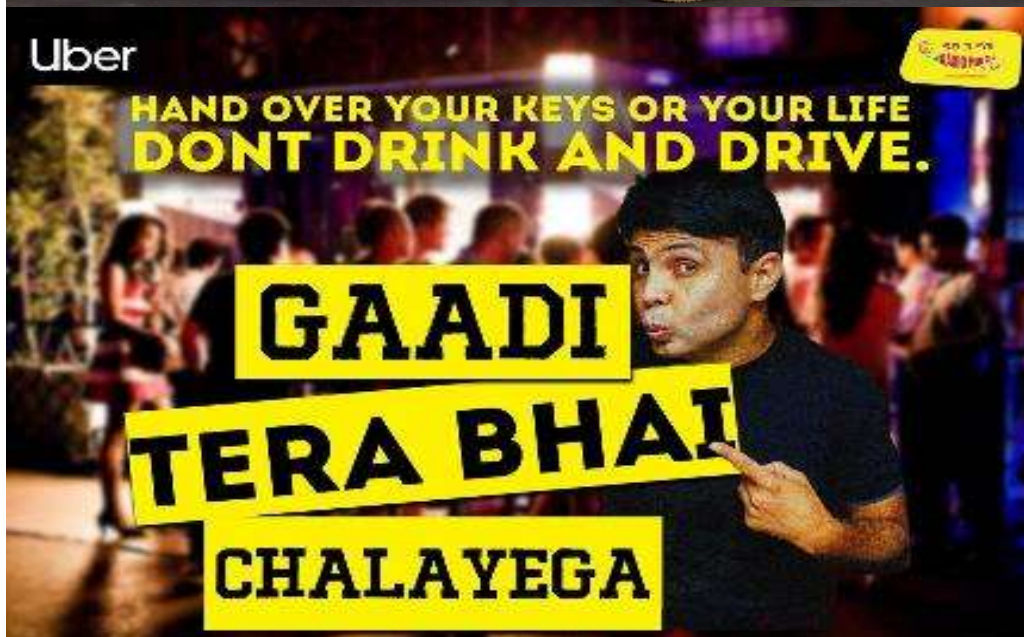
Mirchi @ ISL

Mirchi @ ISL 2018 in Chennai

- Official Radio Partner for Chennaiyin FC team in Indian Super League 2018
- Brand presence in LED perimeter boards and outdoor marketing collaterals
- Logo visibility in on-ground and television (Star Sports 1, Hotstar, Raj TV)



Promoting Social Awareness



- Engaging with Oncology Institute for children undergoing cancer treatment
- Providing food, hair donation camp
- Band Swarathma performing for the children in Bangalore

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 Q3FY19

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

For further information please contact:

N. Subramanian, ED & Group CFO, ENIL

Tel: +91 (22) 67536983; Email: n.subramanian@timesgroup.com

Kailash Yevale, Adfactors PR

Tel: +91 (22) 67574444 ; Email: kailash.yevale@adfactorspr.com

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

