

INVESTOR UPDATE



ENTERTAINMENT NETWORK (INDIA) LTD.



PERFORMANCE REVIEW: Q3 FY18

February 5, 2018

Presentation Path

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

Financial Review

Condensed Statement Of Operations

Standalone

Rs. In Million	Q3 FY18	%age of Total Income	Q3 FY17	%age of Total Income	Growth (%)
Income from Operations	1,470.3	99.1%	1,500.0	99.6%	(2.0%)
Other Operating Income	13.9	0.9%	6.5	0.4%	113.8%
Total Income	1,484.2	100.0%	1,506.5	100.0%	(1.5%)
Operating Expenditure	1,127.9	76.0%	1,125.1	74.7%	0.2%
EBITDA	356.3	24.0%	381.4	25.3%	(6.6%)
Depreciation	38.8	2.6%	37.1	2.5%	4.6%
Amortisation	122.2	8.2%	110.3	7.3%	10.8%
EBIT	195.3	13.2%	234.0	15.5%	(16.5%)
Other Income	17.8	1.2%	45.9	3.0%	(61.2%)
Finance Cost	(12.5)	(0.8%)	(41.4)	(2.7%)	(69.8%)
Profit Before Tax (PBT)	200.6	13.5%	238.5	15.8%	(15.9%)
Taxation	70.0	4.7%	75.7	5.0%	(7.5%)
Profit After Tax (PAT)	130.6	8.8%	162.8	10.8%	(19.8%)
Other Comprehensive Income (net)	1.6	0.1%	(0.5)	(0.0%)	NM
Total Comprehensive Income	132.2	8.9%	162.3	10.8%	(18.5%)

Condensed Statement Of Operations

Standalone

Rs. In Million	YTD-Dec'17	%age of Total Income	YTD-Dec'16	%age of Total Income	Growth (%)
Income from Operations	3,706.3	97.9%	3,871.8	99.0%	(4.3%)
Other Operating Income	78.8	2.1%	38.7	1.0%	103.6%
Total Income	3,785.1	100.0%	3,910.5	100.0%	(3.2%)
Operating Expenditure	2,977.9	78.7%	3,003.3	76.8%	(0.8%)
EBITDA	807.2	21.3%	907.2	23.2%	(11.0%)
Depreciation	113.2	3.0%	87.8	2.2%	28.9%
Amortisation	362.9	9.6%	284.2	7.3%	27.7%
EBIT	331.1	8.7%	535.2	13.7%	(38.1%)
Other Income	66.1	1.7%	145.2	3.7%	(54.5%)
Finance Cost	(37.4)	(1.0%)	(85.5)	(2.2%)	(56.3%)
Exceptional Item	42.4	1.1%	-	-	NM
Profit Before Tax (PBT)	402.2	10.6%	594.9	15.2%	(32.4%)
Taxation	167.6	4.4%	188.1	4.8%	(10.9%)
Profit After Tax (PAT)	234.6	6.2%	406.8	10.4%	(42.3%)
Other Comprehensive Income (net)	0.4	0.0%	(6.0)	(0.2%)	NM
Total Comprehensive Income	235.0	6.2%	400.8	10.2%	(41.4%)

Financial Performance Q3FY18

(All comparisons with corresponding period of previous year)

- Company followed its long term strategy of inventory ad cap to improve listenership experience
- Gross ER grew by 8.6% for Legacy 35 stations, CU de-grew by 13.4% to 83% (basis 13 min. per hour and 17 hours a day)
- New stations reported positive EBITDA of Rs.11.2 million (Q3FY17 – Loss of Rs.62.9 million). Revenue from new stations was Rs.214.3 million, up by 122.7%
- Net Cash as on December 31, 2017 was Rs.135 million
- Company generated an operating cash flow of Rs. 401.7 million
- Post quarter end, Company raised Rs.1026 million through CPs
 - Effective yield of 7.20% per annum
 - Proceeds utilised to repay existing outstanding CPs of Rs.1300 million

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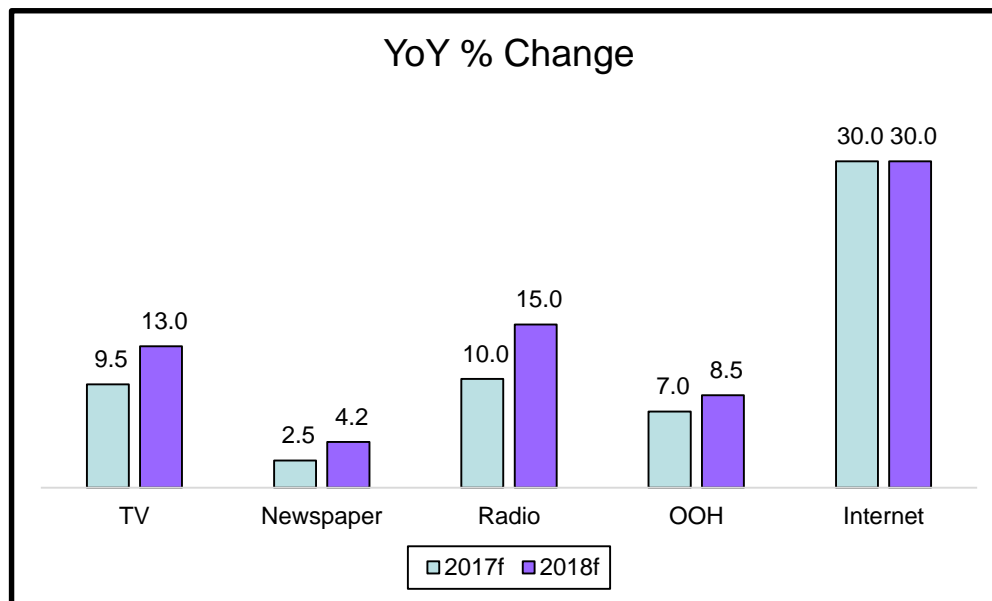
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Business Review

Radio expected to be the fastest growing traditional medium...



Source: GroupM

..led by economic recovery and Phase 3 expansion

Key Operating Highlights

- ‘Calling Karan’ the call-in radio show hosted by Karan Johar was launched in 30 markets
- Mirchi gets YouTube sensation Vidya Vox for a 6-city India tour
 - "Mirchi Live with Vidya Vox" was done in Delhi, Pune, Kolkata, Hyderabad, Jaipur, and Ahmedabad
- Radio Mirchi celebrated the best of Punjabi music with the 4th Edition of Mirchi Music Awards (Punjabi) held on December 22, 2017.
- Launched ‘Mirchi Play’ for Company’s digital content
- Forayed into original video content with web series ‘Kalyanam - Conditions Apply’
 - The six episode series garnered over 8 million views on Youtube in 45 days
 - Each episode individually crossed 1 million views
- Radio Mirchi’s Facebook page crossed 5 Million fans
- Mirchi YouTube subscribers crossed 1.1 Million

Strategic Direction

Strategic Direction

- Expand our footprint in radio broadcasting
 - Margin growth in new 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 Q3FY18

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