

Date: 5th November, 2024

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The Manager, Listing Department, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051 The General Manager, The Listing Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Symbol: SAREGAMA

Scrip Code: 532163

Subject: Update under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')

Reference: <u>Unaudited Financial Results (Standalone and Consolidated) for the quarter and half</u> <u>year ended on 30th September, 2024.</u>

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI Listing Regulations, as amended from time to time, and in continuation to our earlier communication sent today, please find enclosed the following for the Unaudited Financial Results (Standalone and Consolidated) for the quarter and half year ended on 30th September, 2024:

- 1. Press Release on Earnings; and
- 2. Investor Presentation.

This information is available on the website of the Company <u>www.saregama.com</u>.

You are requested to kindly take the abovementioned on record.

Yours Faithfully, For **SAREGAMA INDIA LIMITED**

Priyanka Motwani Company Secretary and Compliance Officer Encl: As above





Q2 FY25 Revenue from Operations grew 40% Y-o-Y to reach Rs.2,418Mn

Building IP for Tomorrow

Mumbai, November 5th, 2024: Saregama, a RPSG Group company, announced its financial results for the Quarter and Half Year Ended September 30, 2024

Company's adjusted EBITDA stood at Rs.842Mn in Q2FY25 as against Rs.720Mn in Q2FY24 registering a YoY growth of 17%. Company registers a Profit Before Tax of Rs.593 Mn on the back of increased content investments. Content charge for the quarter increased to Rs.350Mn for Q2FY25 as compared to Rs.185Mn in corresponding quarter of previous year i.e. 89% Y-o-Y.

Key Operational Highlights:

- After the release of super successful songs like "Tauba Tauba" and "Janam" from the movie "Bad Newz" which topped every possible chart in the country in Q1FY24, this quarter saw release of another chartbuster album of "Stree-2" songs from which "Aaj ki Raat" and "Aayi Nai" topped every possible chart in the country, including Spotify, YouTube, Apple Music, Radio etc. We also saw release of chartbuster songs of the Prabhas and Amitabh Bachchan starrer "Kalki 2898 AD"; Ram Charan and Kiara Advani starrer "Game Changer" in Telugu; "Fire Song" from Suriya and Bobby Deol starrer "Kanguva" in Tamil and "Maximum Mass" song from Kichcha Sudeep starrer "Max" in Kannada.
- During the Quarter, Company released 400 plus Originals and Premium Recreations across Hindi, Bhojpuri, Gujarati, Punjabi, Tamil, Telugu, Malayalam, Marathi and Bengali languages. Company also released 1200 plus derivatives (LoFi, Trap Mix, Cover, Acoustic etc.) which is driving the popularity and growth of its catalogue.
- The other highlight of the quarter was the use of our songs for "Sharmajee Ki Beti" running on Amazon Prime; for "O Saathi Re" running on Netflix; Akshay Kumar starrer – "Khel Khel Main" in Hindi; Ravi Teja starrer – "Mr. Bachchan" and Dhanush starrer – "Raayan" in Telugu etc. and by brands like Mahindra & Mahindra, HUL, Dabur, Reliance Trend, Enamor etc. in their ad films.
- During the quarter 30+ Influencers/Artist added taking the total Influencers/Artist managed by the Company to 180+ (50% Growth from March'24) with more than 118Mn plus followers and subscribers on Instagram and YouTube.
- In Q2FY25 Yoodlee released Jeetu Joseph's film "Nunakuzhi". The movie received a positive response from audience. "Manorathangal" anthology web-series in Malayalam released on Zee5.
- Saregama's Live Launched "Yeh Shaam Mastani" with Bollywood veteran Zeenat Aman, a live musical-conversational show featuring behind-the-scenes stories. The "Dil Luminati" India Tour 2024 of Diljit Dosanjh is next mega event in pipeline for Quarter 3. 4 shows of Viraj Ghelani "That's So Viraj- With Friends" were held in Gujarat in Q2FY25.
- Digital footprint across Saregama owned and controlled channels touched 294Mn followers and subscribers across YouTube, Instagram and Facebook.





Avarna Jain, Vice Chairperson Saregama India, said "FY25 has begun on a strong note with our new music release topping charts across different platforms. Diversification also gained momentum with successful live events and launch of third Saregama talent. We are well on track to be India's premier entertainment company with IP being at the core of all its business activities".

About Saregama India Limited:

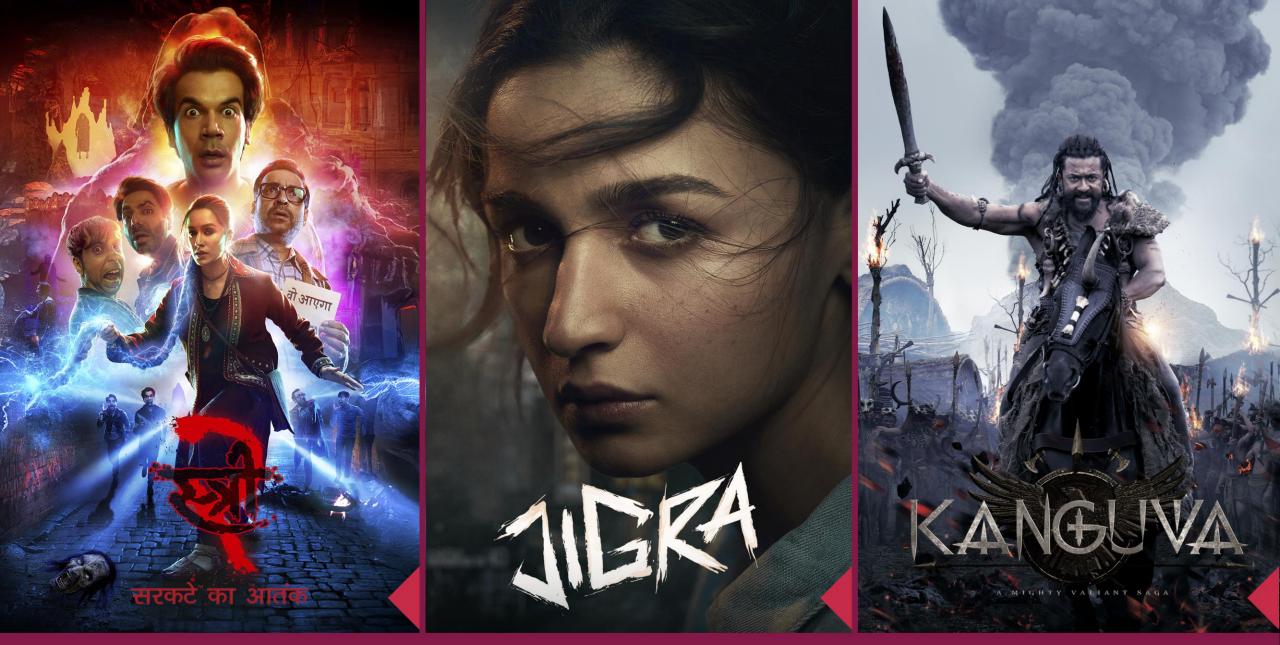
Saregama India Limited, formerly known as The Gramophone Company of India Ltd is a RPSG group company owning the largest music archives in India and one of the biggest in the world. The ownership of nearly 50 per cent of all the music ever recorded in India also makes Saregama the most authoritative repository of the country's musical heritage. Saregama has also expanded into other branches of entertainment - film & series production, live events, and music-based consumer products.

About RPSG Group:

RP-Sanjiv Goenka Group is one of India's fastest growing conglomerates with a significant global presence. The Group's businesses include power and energy, carbon black manufacturing, retail, IT-enables services, FMCG, media and entertainment and agriculture.

For further information, please contact:

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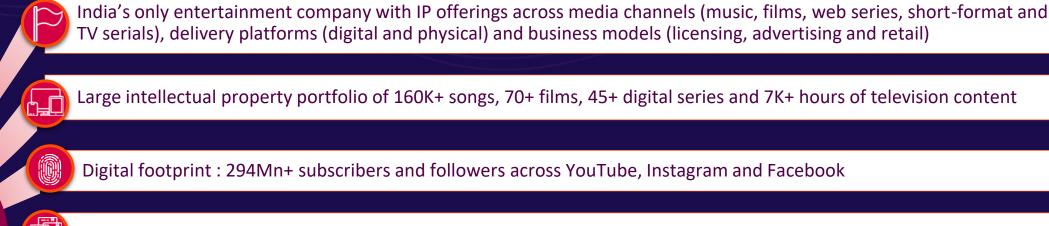


SAREGAMA INDIA LIMITED

QUARTERLY PRESENTATION | Q2 FY25



SAREGAMA | STRENGTHS



Increasing IP library with a growing presence in all leading Indian languages



Investments and Capabilities in Data Analytics and Artificial Intelligence for content acquisition and IP protection



Strong financial position with track record of revenue growth, margin expansion and cash flow generation

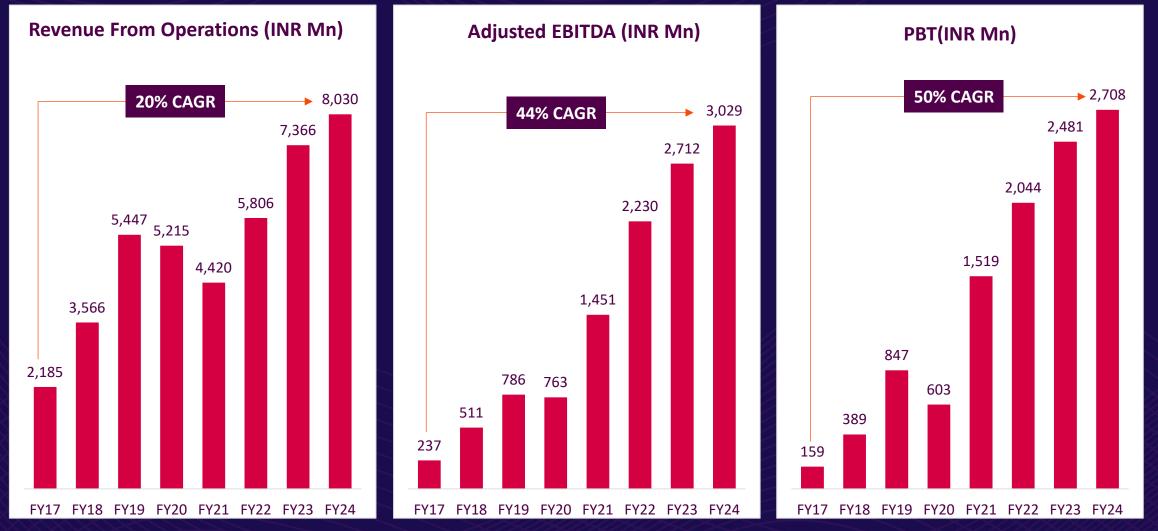


Strong licensing relationships with streaming applications and platforms for music and video



Experienced and creative leadership through Management Team and Promoter Group

SAREGAMA | KEY FINANCIAL METRICS



FY23 numbers are re-stated post impact of demerger

GLOBAL INDUSTRY HIGHLIGHTS

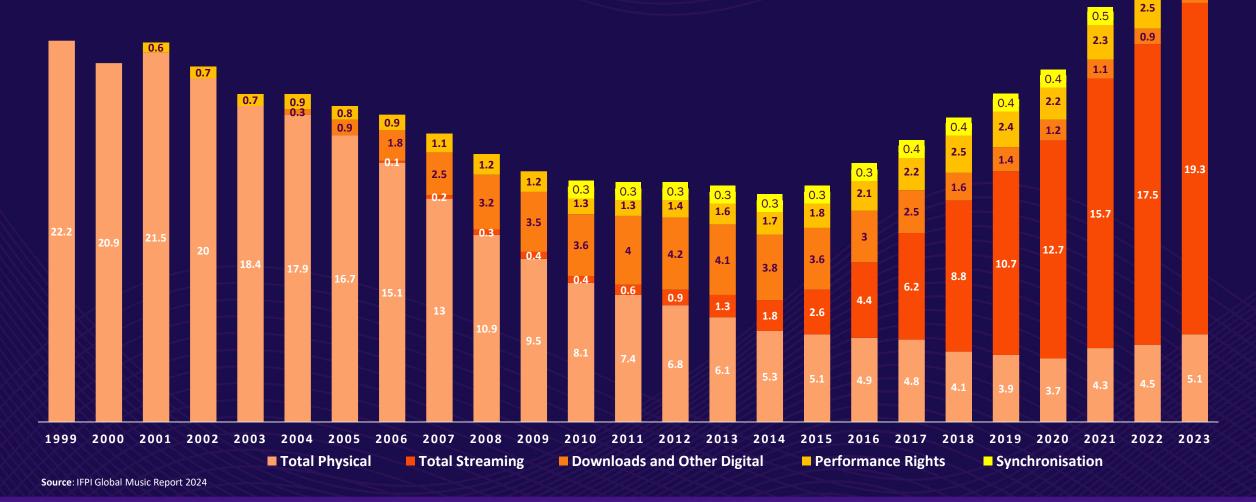
2.7

0.9

0.6

THE GROWTH OF GLOBAL MUSIC INDUSTRY CONTINUES

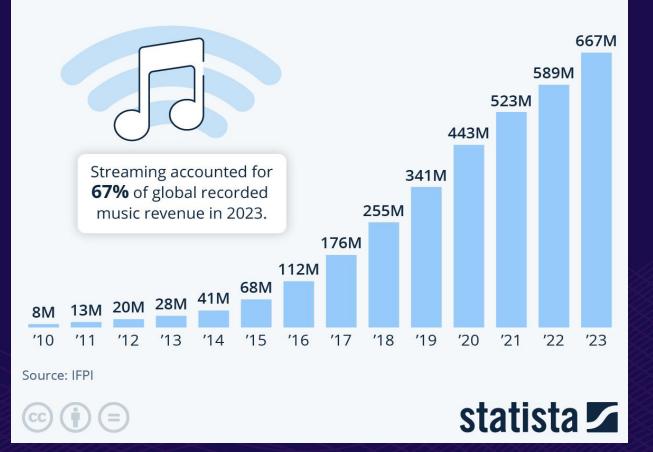
Global Recorded Music Revenue Grew 10.2% to reach USD28.6 Bn in 2023



SUBSCRIPTION BUSINESS IS GROWING GLOBALLY

Streaming's Rapid Rise to Mass Adoption

Worldwide users of paid music streaming subscriptions at the end of the respective year



Indian Media & Entertainment Sector is expected to grow at 10% pa on the back of Digitisation Saregama has a play in multiple verticals of the Sector



- Streaming turning Pay
- Growth in Digital Advertising
- Short-format apps inviting Advertising

- 45M SVOD subscribers
- 450M+ YouTube users

Improvement in Infrastructure

ARTIST / INFLUENCER

INDUSTRY SIZE (2023) : INR 18,750 Mn

- Due to shift in consumer behavior, there is an upward inclination on advertisements by relatable individuals rather than traditional celebrities
- Brands focus on driving awareness and engagement through influencers

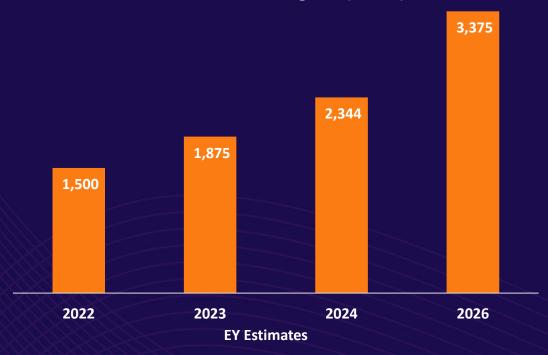
Biggest driver is Digital Advertising. Grew by 15% last year to INR 576B. This is primarily due to explosion in consumption of content on digital platforms

Source: State of Influencer Marketing India FY Report 202

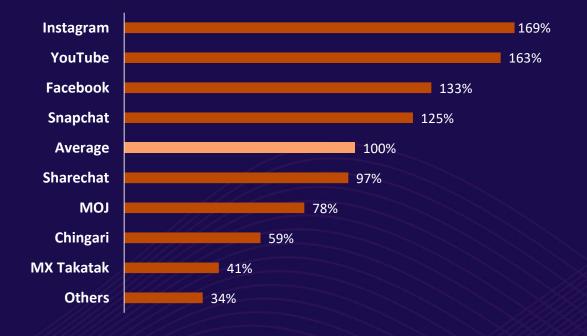
India's Influencer Marketing Industry is expected to grow at 18% CAGR to reach INR 3375 Cr

As 50% of the time spent on mobile phones is on social media platforms, Influencer marketing is the way forward for all the marketers.

Indian Influencer Marketing Size (INR Cr)



Instagram and YouTube were the most preferred platforms to consume content from influencers

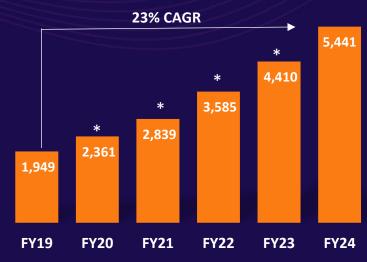


Source: EY Survey Findings: India 2023

With 150+ exclusive Artist/Influencers having more than 100Mn YouTube Subscribers and Instagram followers, Saregama through Pocket Aces is all set to ride on influencer marketing growth trajectory

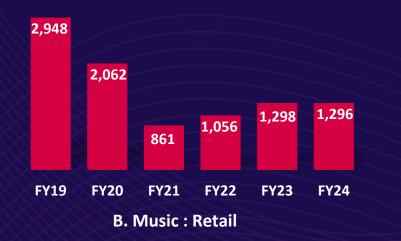
COMPANY OVERVIEW

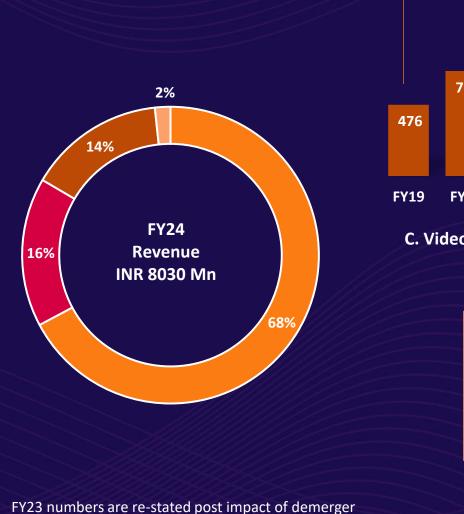
SEGMENTAL GROWTH

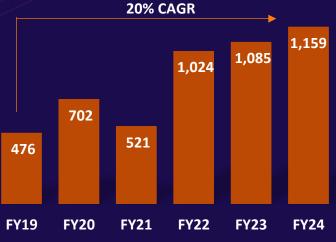


* One time income of INR 84Mn in FY23, INR 97Mn in FY22, INR 155Mn in FY21 and INR 21Mn in FY20 are excluded

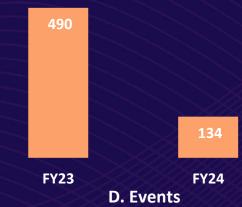
A. Music : Licensing + Artist Management







C. Video : Films, TV and Digital Content

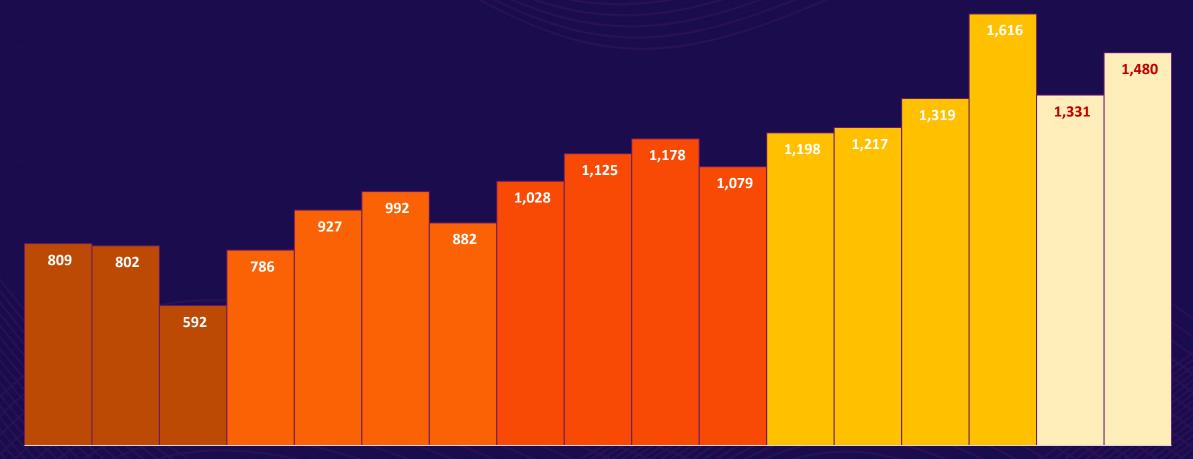


SAREGAMA | LICENSING PARTNERS



OPERATIONAL HIGHLIGHTS

MUSIC : LICENSING + ARTIST MANAGEMENT REVENUE PER QUARTER (INR Mn)



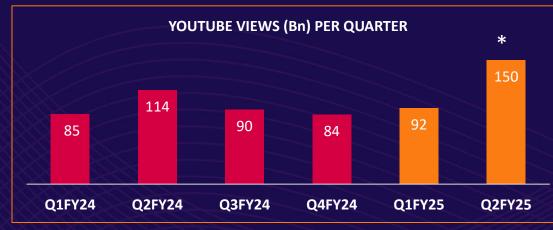
Q2 FY21 Q3 FY21 Q4 FY21 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24 Q2 FY24 Q3 FY24 Q4 FY24 Q1 FY25 Q2 FY25

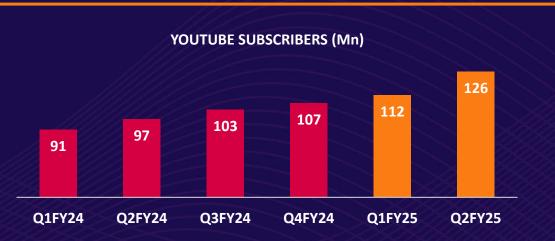
* One time income of INR 84Mn in FY23, INR 97Mn in FY22 and INR 155Mn in FY21 are excluded

MUSIC : LICENSING

- **OTT:** Progressive shift seen as paid subscription replaces free consumption. Strong revenue growth in medium to long-term despite short term pressure (due to minimum guarantees going away)
- Brand Licenses: Mahindra Thar (Mahindra & Mahindra), Dabur Babool (Dabur), Lux (HUL), Ponds Body Lotion (HUL), Reliance Trend (Reliance), Enamor etc.
- Digital Content Licenses: Sharmajee Ki Beti (Amazon Prime), Agnisakshi: Fire of Love (Disney+Hotstar), O Sathi Re (Netflix)
- Film Sync Licenses: Licenced songs for Akshay Kumar starrer Khel Khel Main in Hindi; Ravi Teja starrer – Mr. Bachchan and Dhanush starrer – Raayan in Telugu etc.







* aberration due to significant increase in YT Shorts for our major releases like Bad Newz and Stree2 in Q2 FY25.

MUSIC : LICENSING | CHARTBUSTERS OF H1 FY25 HINDI



#1 B	#1 bungama BOLLYW00D TOP 40
#1	#1 BMAX HEARTBEATS
#1© TRENDING 1.5 MN REELS	
#1 BAILY TOP SONGS INDIA	#1 weekly Weekly Top songs
	#1 So Most
#1:07 20	#1 ^{SioSaavn} INDIA SUPERHIT
#1	



JioSaavn INDIA SUPERHITS

#1 TOP 20

#1 💬



#2 DAILY TOP MUSIC	#36 States India
#7	#2 💬
HOP to Page 1	#29
#6 BAILY TOP Songs India	#16 ^{107 20}



 #1: Example and a subset
 #4: Edit ywood

 #2: Example and a subset
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 #2: Example and a subset
 #6: Top 100

 #2: Example and a subset
 #6: Top 200

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MUSIC : LICENSING | CHARTBUSTERS OF H1 FY25

TELUGU

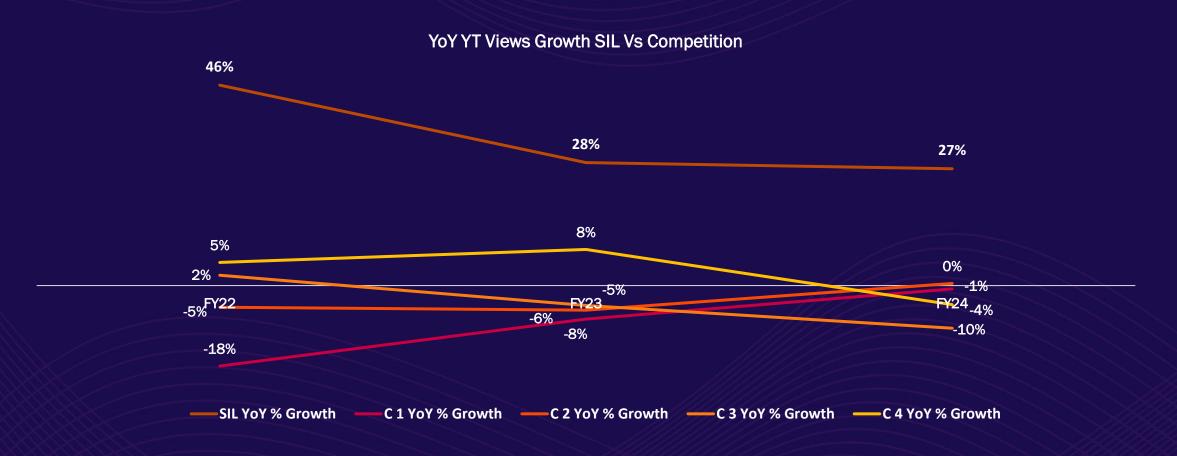
TAMIL

MALAYALAM



H D Wat toyout and

MUSIC : LICENSING GROWING FASTER THAN COMPETITION ON YOUTUBE CONSUMPTION



• The above growth is basis year on year **YT views** on respective Company Channels and **does not include** views generated from User Generated Content

• Source for all above numbers : socialblade.com

• C1: Competitor 1. C2: Competitor 2 C3: Competitor 3 and C4: Competitor 4

MUSIC : LICENSING | SONGS RELEASED

Film Music





Alia Bhatt & Diljit Dosanjh



Tamanna Bhatia, Madhubanti Bagchi & Sachin Jigar



IP Singh

MALAYALAM





Antony Pepe & Raj B



Rajat Prakash & Nikhila Vimal

TAMIL



Suriya & Bobby Deol



Shane Nigam & Niharika Konidela

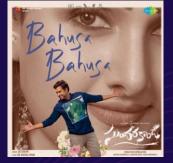


Raghu Thatha & Keerthy Suresh





Ram Charan



Sid Sriram



Allari Naresh & Amritha Aiyer

KANNADA



Baadshah Kichcha Sudeep



Dhruva Sarja & Vaibhavi Shandilya



Viraat & Charanraj M R

Non-Film Music

MUSIC : LICENSING | SONGS RELEASED

HINDI

GUJARATI



Arjun Tanwar



Gurdeep Mehndi



YAAR MILA VE

Pragati Nagpal



Rajesh Ahir



Rakesh Barot & Kajal Meheriya



Kajal Meheriya

BHOJPURI



Neelkamal Singh

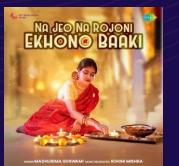


Pramod Premi Yadav



Aashish Yadav & Shweta Sargam

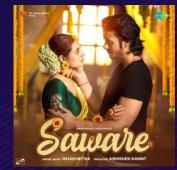
BENGALI



Madhurima Goswami



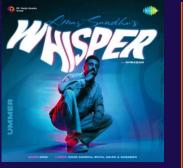
Sushmita Dey



Ishan Mitra

PUNJABI





Amar Sandhu





Amar Sandhu



Gajendra Pratap



Swati Mishra



Pratibha Singh

MUSIC : ARTIST MANAGEMENT

SAREGAMA TALENT



Maahi



Pragati Nagpal

Arjun Tanwar





Rj Karishma 14.8M Followers



Tanya Sharma 3.5M Followers



RJ Princy 4.1M Followers





Rinkal Parekh 3.8M Followers



Saurabh Ghadge 2.7M Followers

Viraj Ghelani **1.3M Followers**



Pranav Chandran 328K Followers

Raghav **80.9K Followers**



Gurdeep Mehndi 48.3K Followers







Daler Mehndi







The Tabla Guy

415K Followers

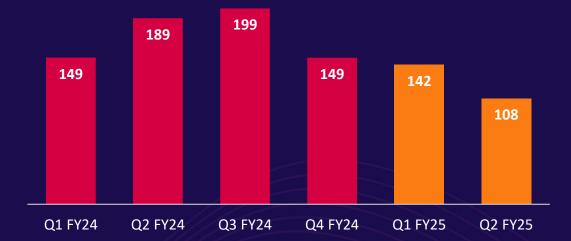
Paradox **1.9M Followers**



MUSIC : RETAIL

- Transition from sales through distribution channel to sales only through E-commerce and Modern Retail outlets
- While the volumes and topline will shrink, profitability margins improves through control of costs associated with physical distribution









VIDEO : FILMS, TV & DIGITAL CONTENT







- Jeethu Joseph
- Mohanlal, Mammootty Kamal Haasan

- Jeetu Joseph's film "Nunakuzhi" in Malayalam released in Q2 FY25 received a positive response from audience. "Manorathangal" anthology web-series in Malayalam sold to Zee5.
- Upcoming releases include Mammootty's "Bazooka" in Malayalam and Kiran Abraham's "Dilruba" in Telugu.





Kiran Abraham

Mammootty



- Company started its new TV Serial in Telugu "Radha" on Gemini TV from 30th Sepymber'24.
- "Ilakkiya" continued its No. 1 TV serial position in afternoon slot across all Tamil Channels. "Iniva" and "Malli" are the slot leaders in their respective time slots.
- Saregama TV Shows YouTube channel garnered 1.2 Bn views in Q2 FY25

Future Outlook

 Releasing Digital first shows on YouTube

VIDEO : FILMS, TV & DIGITAL CONTENT





22M+

Followers & Subscribers



Followers & Subscribers



Followers & Subscribers



6M+ Followers & Subscribers



- Unravel Australia, a branded web-series with Australia Tourism, released on Gobble, amassing over 11 Mn views and growing
- Half Love Half Arranged Season 2 & Karate Girls, Dice creations delivered to Amazon MiniTV
- Key Brand Deals TCL, Braun, Australia Tourism, Mia by Tanishq

EVENTS



- Saregama's Live kicks off the "Dil Luminati" India Tour
 2024 in October'24 with sold out shows in Delhi.
- The tour has already broken records, becoming the fastest-selling and highest-grossing concert event in Indian history
- Launched "Yeh Shaam Mastani" with Bollywood veteran Zeenat Aman, a live musical-conversational show featuring behind-the-scenes stories and live performances of Bollywood classics
- 4 shows of Viraj Ghelani "That's So Viraj- With Friends" were held in Gujarat in Q2FY25, all went houseful. Multiple shows are planned for Australia and USA in Q3.



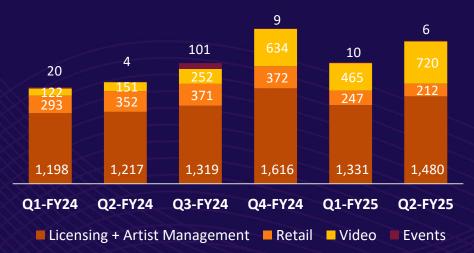
FINANCIAL HIGHLIGHTS CONSOLIDATED

QUARTERLY FINANCIAL SUMMARY

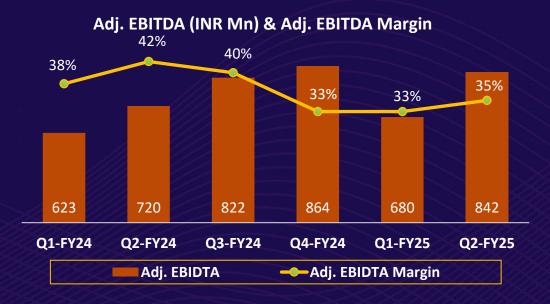
Particulars (INR Mn)	Q2 FY25	Q1 FY25	Q-o-Q Growth	Q2 FY24	Y-o-Y Growth
Revenue from Operations					
Music : Licensing + Artist Management	1,480	1,331	11%	1,217	22%
Music : Retail	212	247	(14)%	352	(40)%
• Video	720	465	55%	151	377%
Events	6	10	(40)%	4	50%
Revenue from Operations	2,418	2,053	18%	1,724	40%
Adjusted EBIDTA (EBIDTA excluding Content Charge)	842	680	24%	720	17%

Content Charge include the following charges related to the new content during the year:

1) Amount amortised in case of Royalty based deals 2) Amount amortised against the one-time fee paid in case of Outright purchase-based deals 3) Marketing of new content 4) Content charge does not include any royalty paid post recoupment of the Minimum Guarantee amount.







ADJUSTED EBIDTA TO PAT

Particulars (INR Mn)	Q2 FY25	Q1 FY25	Q-o-Q Growth	Q2 FY24	Y-o-Y Growth	FY 24
Revenue from Operations (A)	2,418	2,053	18%	1,724	40%	8,030
Total Expenses (B)	1,576	1,373	15%	1,004	57%	5,001
Adjusted EBIDTA (C= A-B)	842	680	24%	720	17%	3,029
Adjusted EBIDTA Margin (%)	35%	33%		42%		38%
Content Charging Cost (D)	350	270	30%	185	89%	864
Depreciation (E)	20	23	(13)%	9	122%	62
Finance Cost (F)	4	2	100%	2	100%	32
Other Income (G)	125	122	2%	132	(5)%	637
PBT (C-D-E-F+G)	593	507	17%	656	(10)%	2,708
Тах	144	136	6%	176	(18)%	732
PAT	449	371	21%	480	(6)%	1,976
PAT Margin (%)	19%	18%		28%		25%
Diluted EPS (Face Value Re.1)	2.33	1.92		2.50		10.27

BALANCE SHEET

Equity and Liabilities (INR Mn)	As at 30th September 2024	As at 31st March 2024
Shareholder's fund		
(a) Equity share capital	193	193
(b) Other equity	15,337	14,498
Net worth	15,530	14,691
(a) Non-controlling interest	35	35
Non-current liabilities		
(a) Financial liabilities		
(i) Lease liabilities	17	23
(ii) Other financial liabilities	1,938	2,090
(b) Provisions	65	57
(c) Deferred tax liabilities (net)	488	474
Current liabilities		
(a) Financial liabilities		
(i) Borrowing	19	17
(ii) Lease liabilities	15	15
(iii) Trade payables	938	933
(iv) Other financial liabilities	716	610
(b) Other current liabilities	2,496	655
(c) Provisions	758	650
(d) Current tax liabilities	54	88
Total	23,069	20,338

Assets (INR Mn)	As at 30th September 2024	As at 31st March 2024	
Non-current assets			
(a) Property, plant and equipment	2,226	2,238	
(b) Right-of-use assets	27	34	
(c) Investment properties	21	21	
(d) Intangible assets	5,618	5,130	
(e) Intangible assets under development	-	55	
(f) Financial assets			
(i) Investments	-	-	
(ii) Other financial assets	28	172	
(g) Other non-current assets	663	468	
Current assets			
(a) Inventories	2,332	2,393	
(b) Financial assets			
(i) Investments	1,372	1,177	
(ii) Trade receivables	1,646	1,587	
(iii) Cash and cash equivalents	4,546	569	
(iv) Bank balances other than (iii) above	2,770	4,852	
(v) Loans	194	221	
(vi) Other financial assets	366	31	
(c) Current tax assets (net)	287	275	
(d) Other current assets	973	1,115	
Total	23,069	20,338	

CASH FLOW STATEMENT

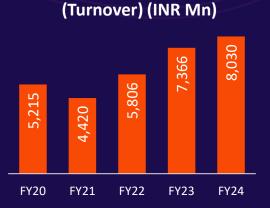
Particulars (INR Mn)	H1 FY25		FY 24	
Pre-Tax Profit	1,100		2,708	
Change in other operating activities (including non-cash Items)	(27)		(400)	
Change in Working capital	2,142		(348)	
Taxes Paid	(308)		(514)	
Net cash generated from Operating Activities (A)		2,907		1,446
Spent on New Content @	(1,012)		(1,342)	
Investment in Pocket Aces	-		(1,662)	
Redemption/ (Investment) in Fixed Deposits with maturity > 3m	2,077		761	
Redemption/(Investment) in Mutual Fund	(140)		1,422	
Net cash generated from other Investing activities	164		474	
Net cash used in Investing Activities (B)		1,089		(347)
Net cash (used in)/generated from Treasury Shares	15		(22)	
Proceeds from /(Repayment of) Borrowing	2		(14)	
Repayment of Lease Liability	(6)		(11)	
Dividend paid	-		(771)	
Interest paid	(7)		(31)	
Net cash (used in)/generated from Financing Activities (C)		4		(849)
Net (decrease)/increase in Cash and Cash Equivalent (A+B+C)		4,000		250
Cash and Cash Equivalents at the beginning of the period		569		167
Add: Cash and Cash Equivalents of Pocket Aces on the date of acquisition		-		149
Effect of Translation of foreign currency cash and cash equivalents		(23)		3
Cash and Cash Equivalents at end of the period #		4,546		569

@ Represents amount invested in acquiring/producing Music and Film IPs

Exclude Investment in Bank FD with maturity more than 3 months and Investment in Mutual Funds INR 4,147Mn (FY24 INR 6,023Mn)

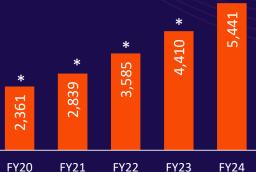
FINANCIAL CHARTS (CONSOLIDATED)

FY20

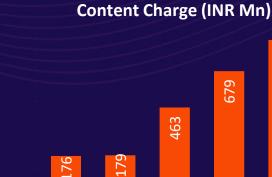


Revenue from Operations





* One time income of INR 84Mn in FY23, INR 97Mn in FY22, INR 155Mn in FY21 and INR 21Mn (FY20) are excluded



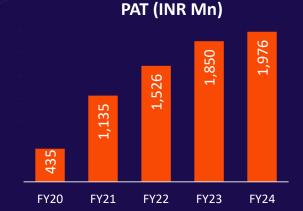
FY21

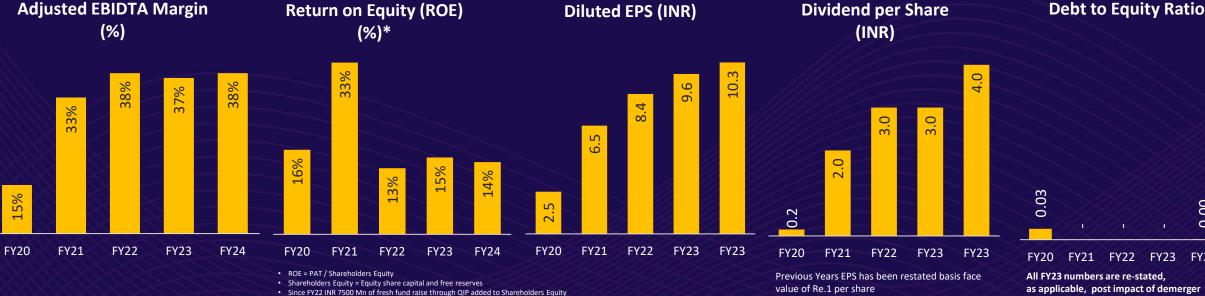
FY22

FY23

864

FY24





FY20 FY21 FY22 FY23

All FY23 numbers are re-stated, as applicable, post impact of demerger

0.00

FY24

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