

entertainment network (India) limited

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

10 February 2025

BSE Limited, Rotunda Building, P. J. Towers, Dalal Street, Fort, Mumbai- 400001	National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051
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BSE Scrip Code: 532700/ Symbol: ENIL

Sub: Investors Presentation – Q3FY25

Dear Sir/ Madam,

Please find attached herewith the Investors' Presentation (Performance review – Q3FY25).

The same has been uploaded at:

<https://www.enil.co.in/stock-exchange-filings-fy2025.php>

and

<https://www.enil.co.in/financials-investorp-fy2025.php>

For **Entertainment Network (India) Limited**

Mehul Shah

EVP - Compliance & Company Secretary

(FCS no- F5839)

Encl: a/a



ENTERTAINMENT NETWORK (INDIA) LTD.
A TIMES GROUP COMPANY

Investor Presentation Q3FY25

February 10th, 2025



Presentation Flow

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Digital

Platform wise reach,
Engagements and other
information

Solution Business

Top solution-driven event sales
highlights

Finance

An overall review of our
organization's standalone &
summarized financial
performance.



Business

The performance of FCT and
Non-FCT business over the
previous periods.

International

Sales highlights.





Mirchi Digital





Digital



Mirchi Digital
Monthly Active Users

92Mn+

Twitter

6.5Mn Followers
1.9L Monthly engagement



Instagram

17.2Mn Followers
5.7Mn Monthly engagement
10 Regional pages



Facebook

32.8Mn Followers
17.7Mn Monthly engagement
10 Regional pages



You Tube

20.6Mn+ Subscribers
13 Channels
123Mn Views per month



Radio Jockey

180+ popular influencers across regions and languages

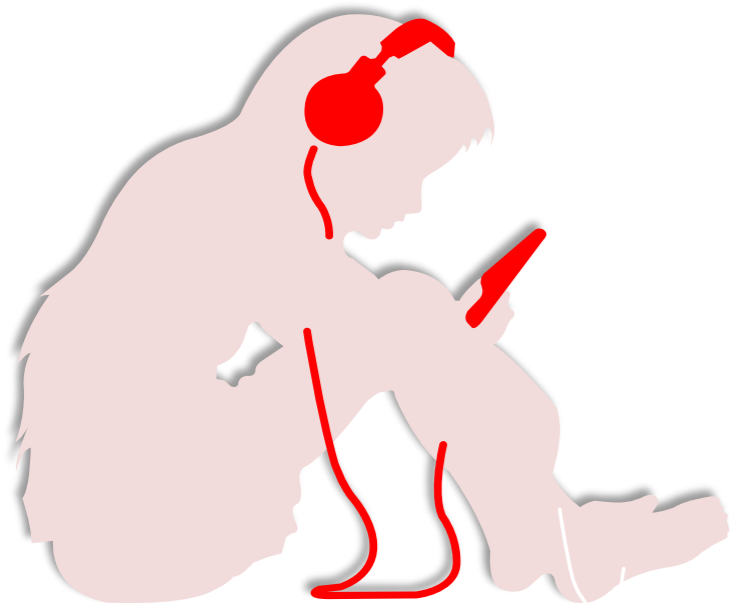


MAUs: 27.5Mn
Subscriber Growth: 13.45% (YTD)





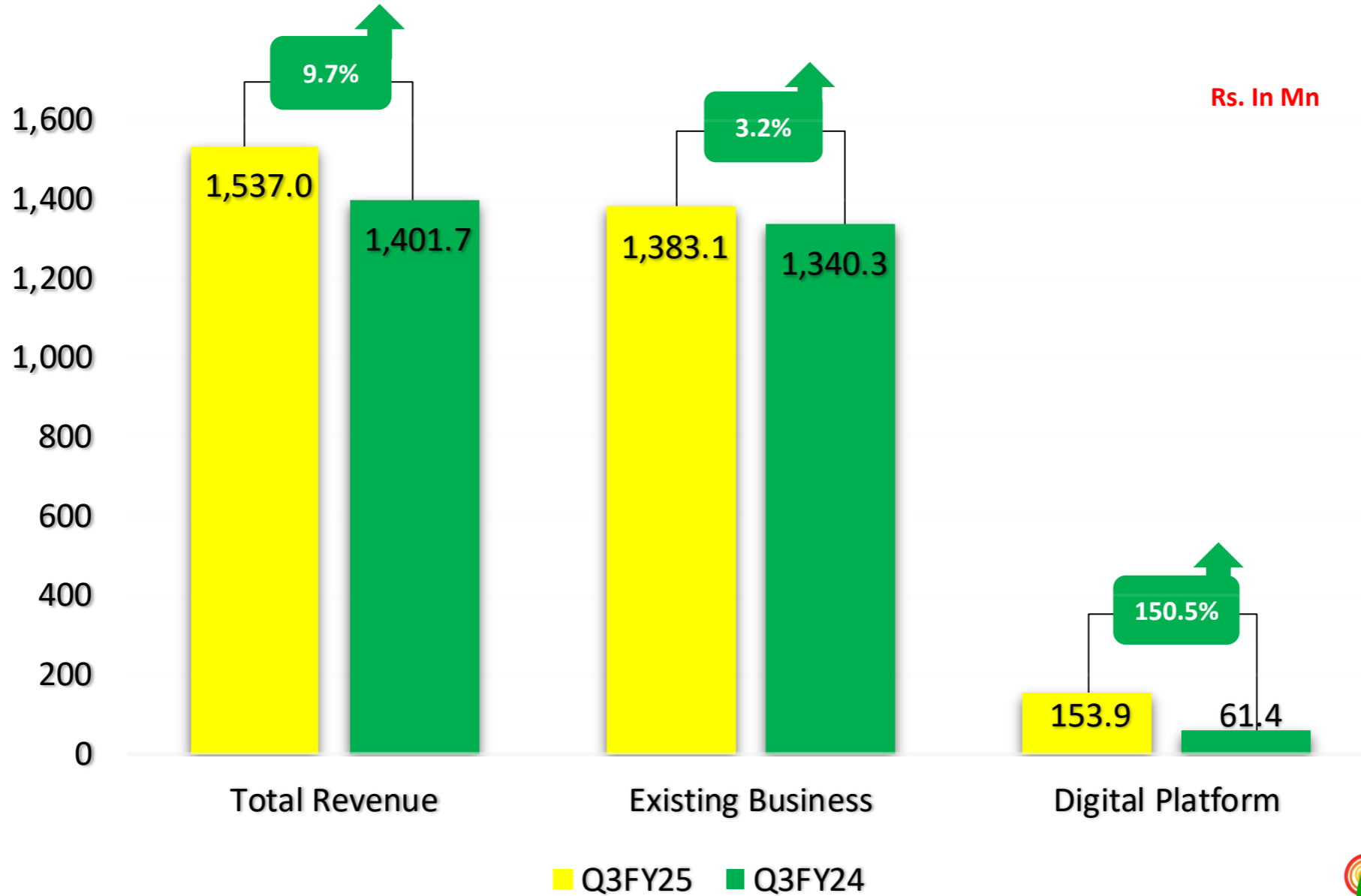
Business



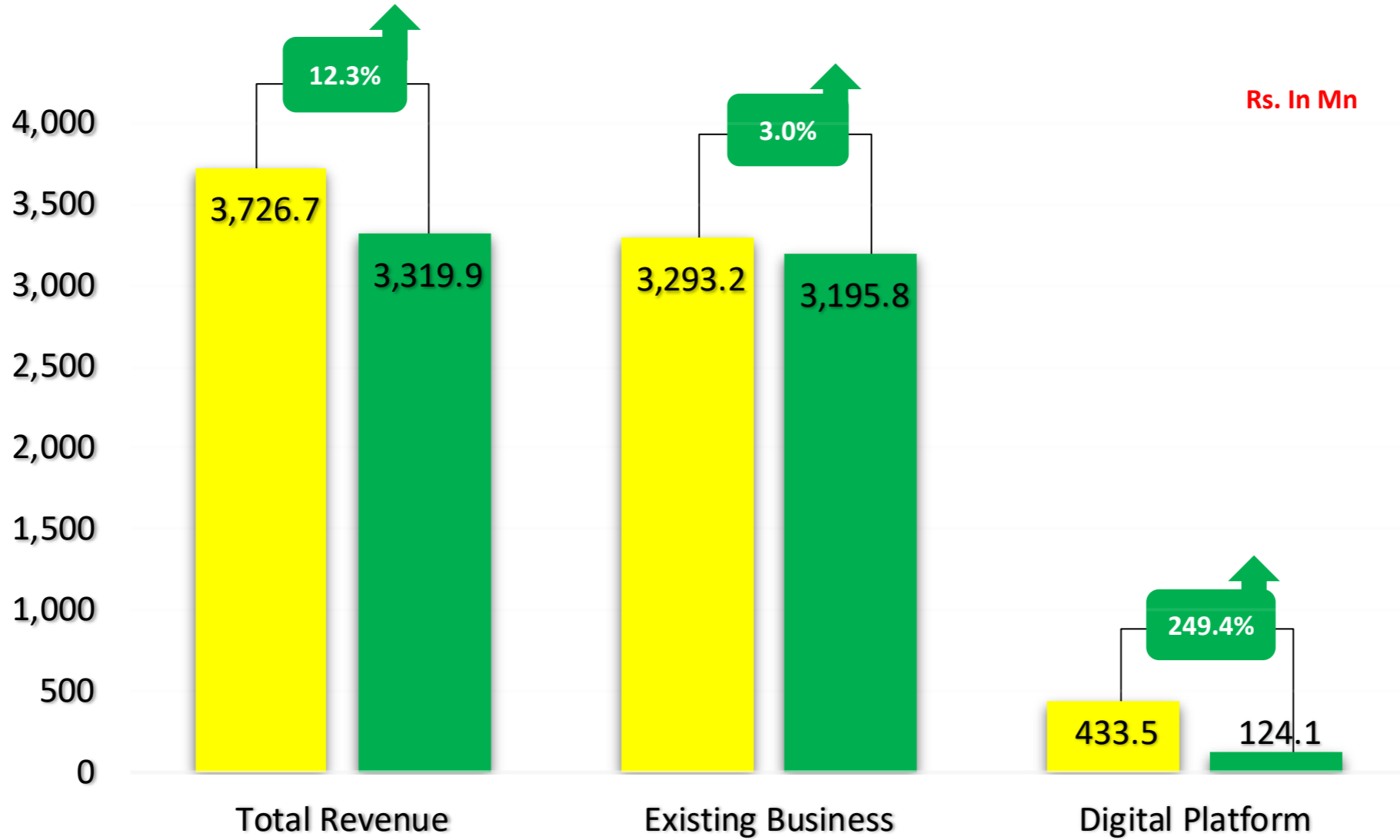
Q3FY25: Overall Revenue Performance

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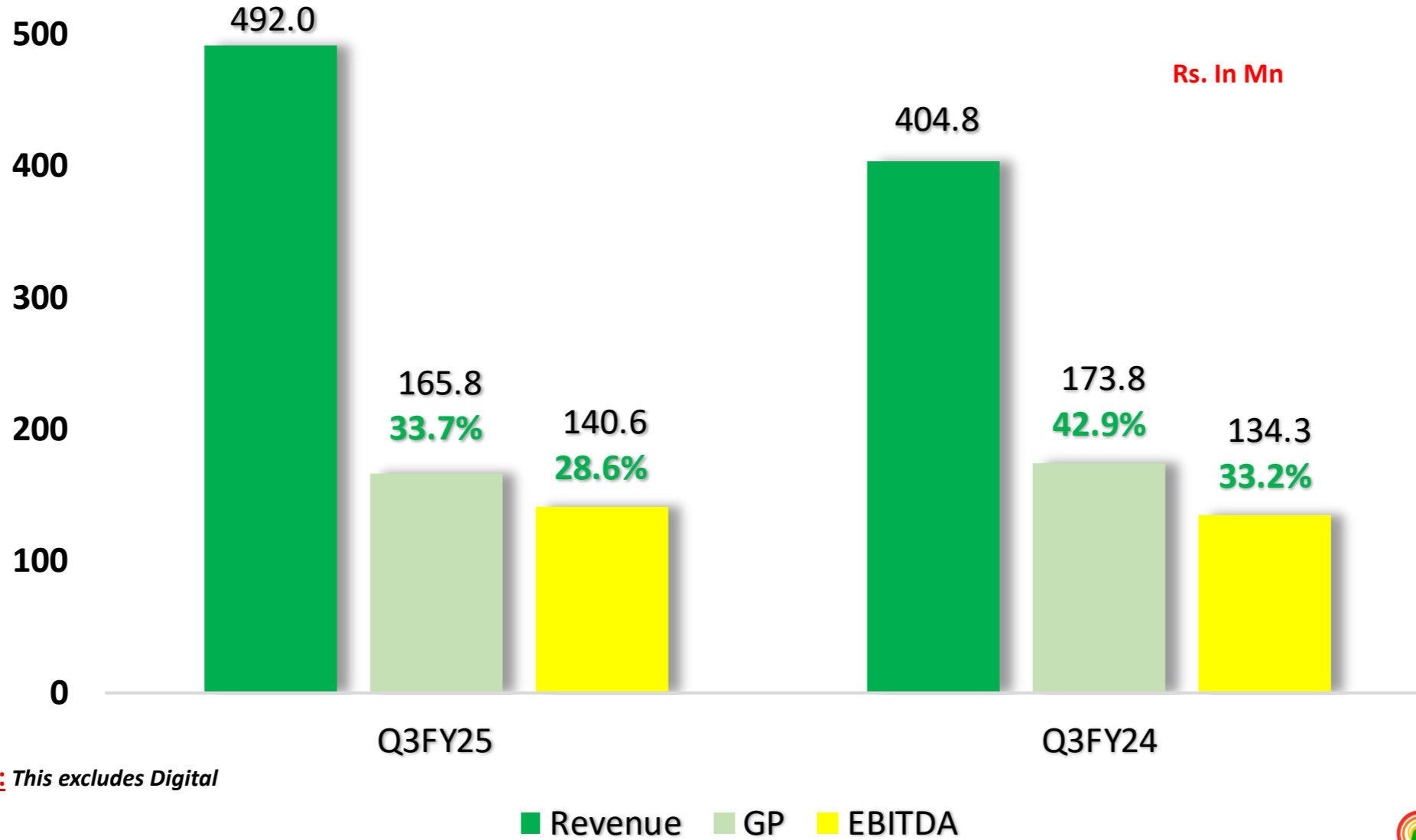
YTD Dec'24: Overall Revenue Performance



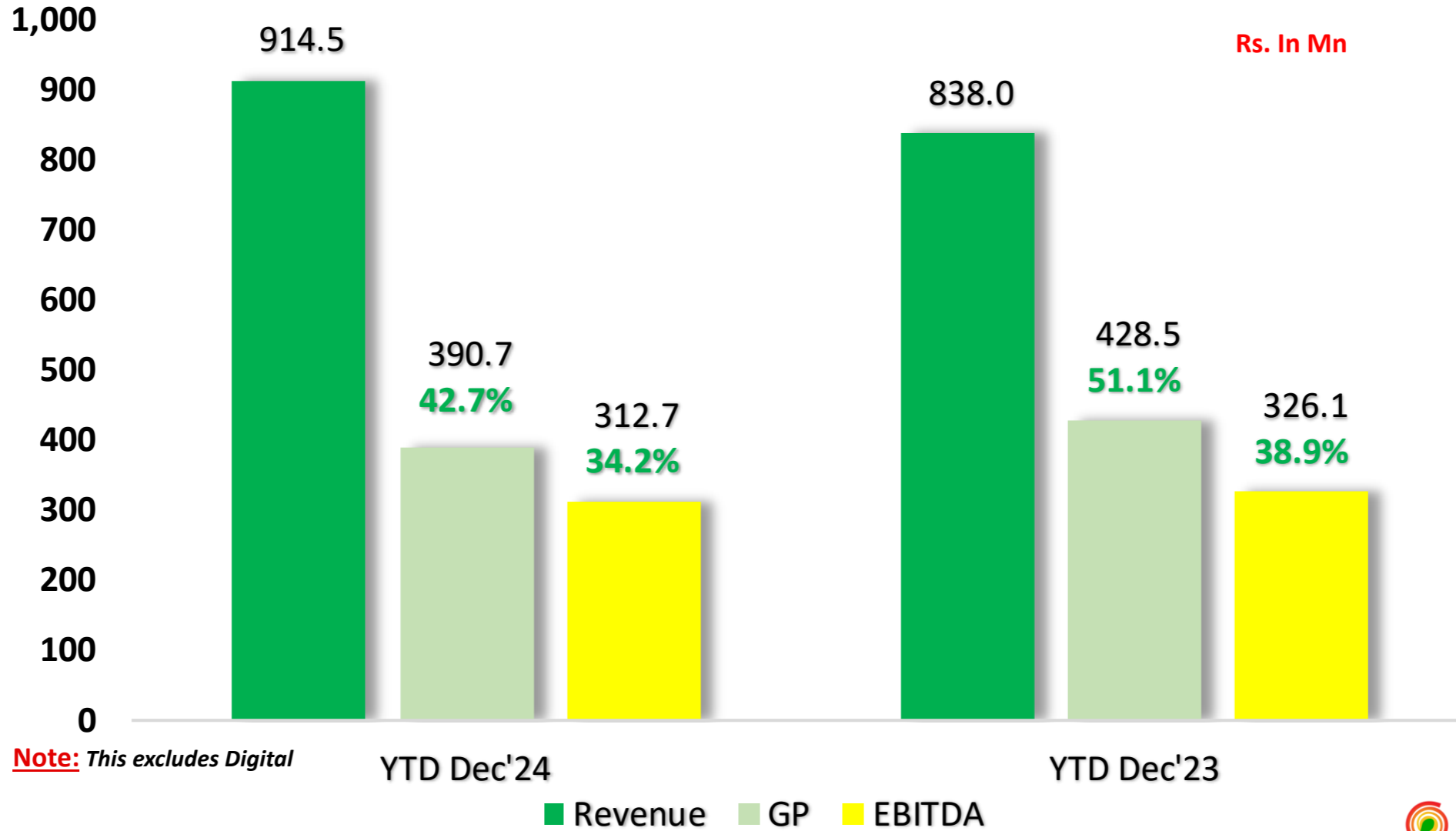
■ YTD Dec'24 ■ YTD Dec'23

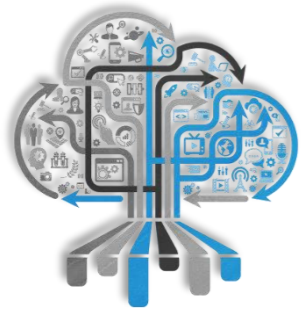


Q3FY25: Non - FCT Performance

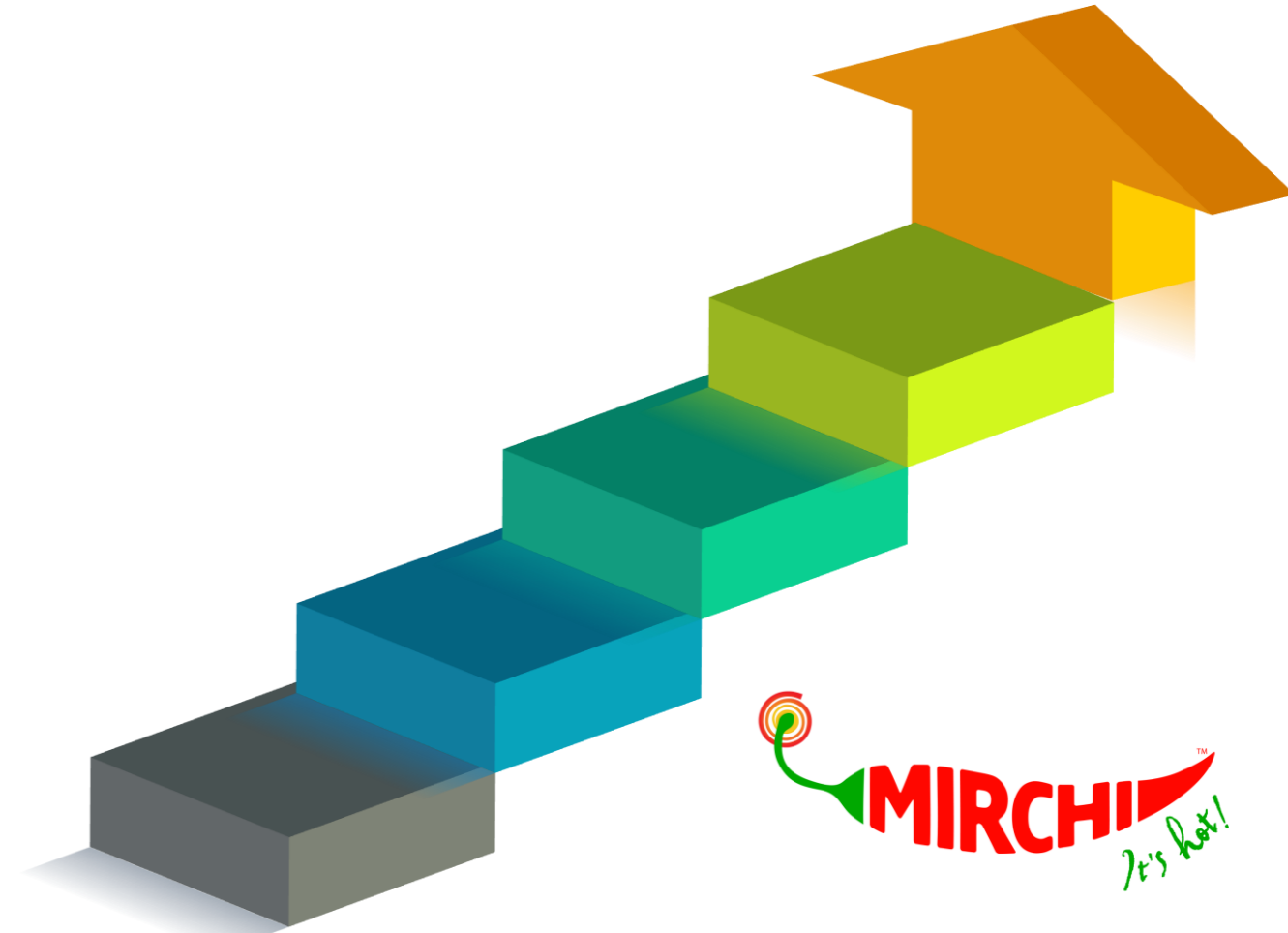


YTD Dec'24: Non - FCT Performance





Solution Business



The Big Face Reveal of RJ Jeeturaaj



First Time in 20+ Years



Objective:

To humanize the iconic voice of Mirchi RJ Jeeturaaj, a beloved figure in Mumbai for over two decades, by revealing his face to the public for the first time in Dharavi.

Activity:

RJ Jeeturaaj immersed himself in the heart of Mumbai by hosting shows from Dharavi for 5 days, sparking a narrative that led to his decision to reveal his face.

Impact:

This iconic event marked a significant milestone in both RJ Jeeturaaj's career and Dharavi's cultural landscape, celebrating the power of community and connection. Now all are ardent listeners, celebrities and fans have seen their favourite RJ Jeeturaaj and are interacting more closely with him on a regular basis.

Great PR Mileage as media was seeing RJ Jeeturaaj for the first time!

SBI Green Marathon

India's Biggest Eco-Friendly Marathon

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The Greenest City of India - Chandigarh, went beyond finish lines for a greener tomorrow at the SBI Green Marathon in collaboration with Mirchi in Season 5



R Media News

Chandigarh, December 9

Between staying in bed on a cold winter morning and being the flagbearers of sustainability, the residents of Chandigarh chose the latter - all charged up to go beyond finish lines. The leisurely atmosphere of the Chandigarh Club sensed a different vibe altogether - a vibe of change, a vibe of motivation, a vibe of hope. 8th December 2024 was a day when 3000+ residents of Chandigarh donned their winter athleisure, all warmed up for SBI Green Marathon in association with Mirchi. SBI Green Marathon in association with

Mirchi has always encouraged everyone to go beyond finish lines - through a sustainable marathon, you not only run for a healthy you, but also for healthy planet! And we're glad that the city of Chandigarh showed interest in bringing a change and join us in our initiative. SBI and Mirchi have always stayed true to the commitment of a sustainable marathon. As part of registration for the run, they received organic T-shirts and plantable BIBs, with a view to introduce a sustainable practice right from the start. These plantable BIBs would help make the greenest city of Chandigarh, to retain its greenery.

Objective:

The SBI Green Marathon aims to promote a green tomorrow by encouraging environmental awareness and sustainable practices.

Activity:

- ✓ Cities Covered: The marathon spanned 12 cities in Q3: Vizag, Lucknow, Chandigarh, Ahmedabad, Pune, Guwahati, Bhubaneswar, Patna, Jaipur, Mumbai, Bhopal, and Delhi.
- ✓ Sustainability Efforts:
- ✓ Runners are provided with organic t-shirts.
- ✓ 5K runners receive plantable bibs.
- ✓ A waste management agency is engaged in every city to ensure zero waste. All collected waste is recycled, audited, and publicly reported.
- ✓ Marathon Categories: Participants can choose from 5 km, 10 km, and 21 km runs, certified by AIMS.
- ✓ Unique Factor: This is India's only sustainability marathon of such scale organized by the State Bank of India.

What Women Want Season 5

A Flagship IP of Mirchi

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Objective:

India's biggest women centric chat show hosted by actress Kareena Kapoor flagged off Season 5 with joy and glory!

Activity:

- ✓ Diverse Guest Line-up: Featuring a mix of established and emerging celebrities who resonate with a wide demographic.
- ✓ Innovative Topics: Covering new and thought-provoking subjects that align with current trends.
- ✓ Interactive Segments: Incorporating viewer questions and elements to foster a deeper connection with the audience.
- ✓ Special Features: Behind-the-scenes glimpses, exclusive content for digital platforms, and collaborative segments with other Mirchi properties..



Mirchi Rock N Dhol

The Original and biggest Navratri Utsav

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Objective:

Mirchi celebrates Navratri in style year on year with its flagship property – Mirchi Rock N Dhol

Activity:

- ✓ 17 cities this year compared to 10 cities last year and an unprecedented scale which garnered huge crowd.
- ✓ Across 17 cities we connected with more than 8 lakh people on ground



Mirchi Neon Run

The hot marquee IP with fitness, music and fun

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Objective:

Mirchi neon run is a perfect blend of fitness, fun & music with neon colors and event for all age groups!

Activity:

- ✓ The property was revived this year and was promoted on Radio, Digital, RWA, and Mall activations, touch points at corporates, Print, outdoor, Mping & Influencer marketing.
- ✓ Great Participation for each run at Vijaywada, Chennai, Pune, Bangalore and Chandigarh

Roots Garba

A premium Garbha event, Ahmedabad

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Objective:

A premium Garba event created for Ahmedabad with exotic ambience, décor and top-class food and facilities.

Activity:

- ✓ First time - Roots Garba event planned and executed successfully in Ahmedabad with Aghori Music as headliners for all 3 days.
- ✓ Premium event organized and for a special segment in Ahmedabad.
- ✓ Attended by key dignitaries as well as clients



MIRCHI INTERNATIONAL



Mirchi Women's Wednesday



Women enjoying the Women's Wednesday activity organized by Mirchi

Objective:

Women's Wednesday was an initiative taken to empower, inspire and Unwind the women's community in Qatar. This was the 2nd edition in Qatar and got a great response from listeners and clients.

Impact:

1000+ Registrations. 400+ participants.

Mirchi Terminal 3.0



Objective:

This was the third edition of Mirchi Terminal from Qatar. For the first time, a radio station is taking 50 sponsors + listeners on an international trip to Sri Lanka.

Impact:

2000+ registrations, selected 50 participants

Bahrain

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Mirchi Corporate Cricket League



Objective:

The Mirchi Corporate Cricket League (MCCL) was designed to engage top corporates in Bahrain by fostering connections and camaraderie through the spirit of cricket.

Impact:

The event witnessed participation from 15 corporate teams, creating a vibrant tournament that became a key talking point among the corporate community. The grand finale was honoured by the presence of the Indian Ambassador, Mr. Vinod K. Jacob.

Mirchi Movie Night & Christmas Celebrations



Objective:

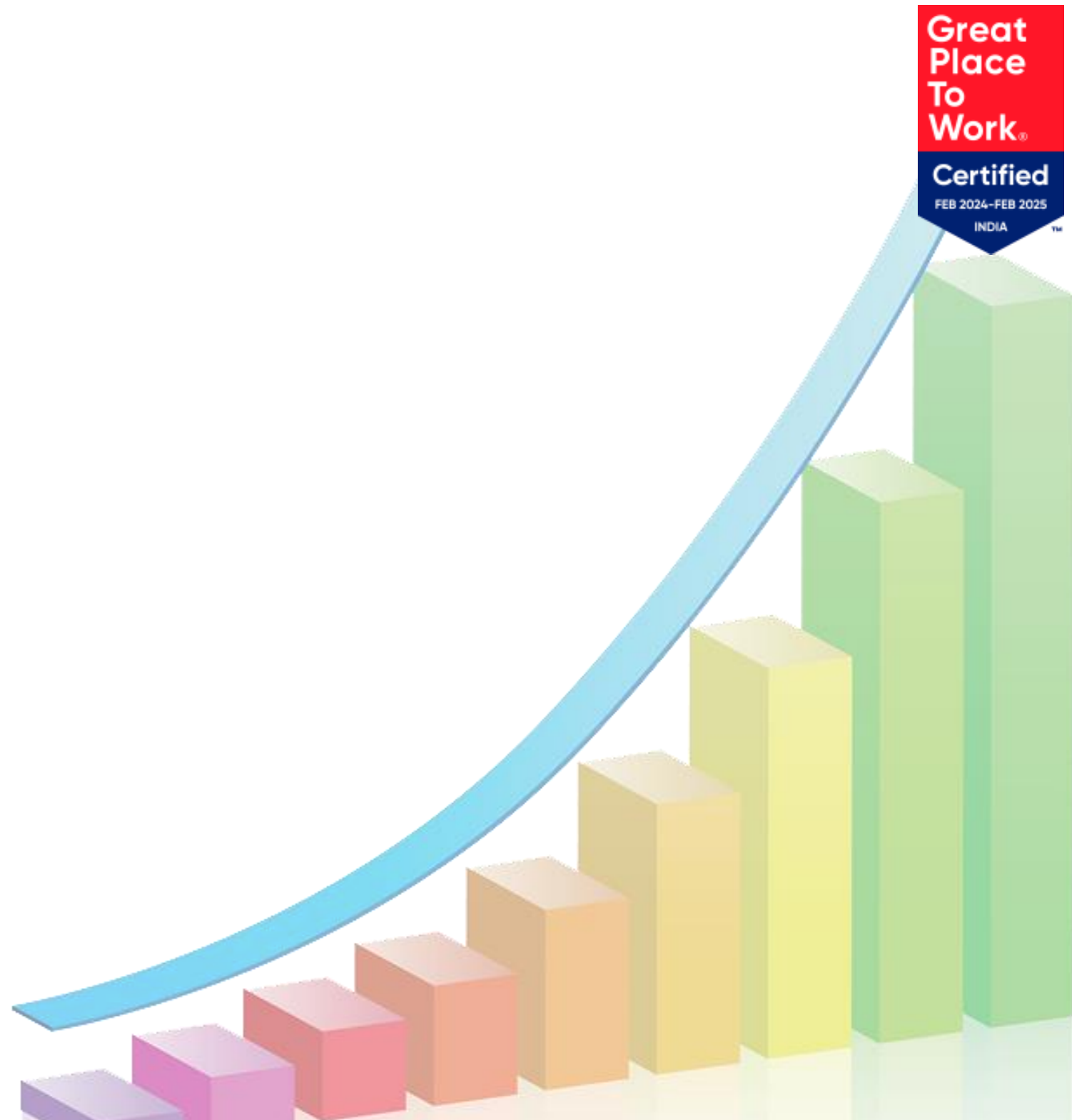
Mirchi Movie Nights was organized to bring key clients and listeners together for exclusive premiere shows of blockbuster movies like Singham Again and Pushpa, creating a premium movie experience combined with festive Christmas celebrations.

Impact:

The events were met with overwhelming enthusiasm, drawing a large turnout and leaving both listeners and clients highly satisfied, making the initiative a resounding success.



Finance



Condensed Statement Of Operations

(Standalone)



₹ In Millions	Q3 FY25	Q3 FY24	YoY (%)	YTD Dec24	YTD Dec23	YoY (%)
Income from Operations	1,519.4	1,396.4	8.8%	3,701.2	3,292.4	12.4%
Other Operating Income	17.7	5.3	231.6%	25.6	27.5	(7.1%)
Total Income	1,537.1	1,401.7	9.7%	3,726.8	3,319.9	12.3%
Operating Expenditure	1,253.2	1,019.4	22.9%	3,285.6	2,605.6	26.1%
EBITDA	283.9	382.3	(25.7%)	441.2	714.3	(38.2%)
Depreciation	85.2	76.0	12.1%	233.1	224.8	3.6%
Amortisation	113.7	113.3	0.3%	340.1	338.5	0.5%
EBIT	85.0	193.0	(56%)	(132.0)	151.0	NM
Other Income	62.3	50.7	23.1%	257.3	170.4	51.0%
Finance Cost	32.5	37.8	(14.0%)	100.0	103.5	(3.4%)
PBT before exceptional items	114.8	205.9	(44.2%)	25.3	217.9	NM
Exceptional items	-	-	NM	-	5.5	NM
PBT	114.8	205.9	(44.2%)	25.3	223.4	(88.7%)
Taxation	29.7	39.8	(25.2%)	32.6	43.1	(24.1%)
PAT	85.1	166.1	(48.8%)	(7.3)	180.3	NM
Other Comprehensive Income/Loss (net)	(0.5)	(5.0)	87.2%	(1.7)	(7.6)	76.6%
Total Comprehensive Income/Loss	84.6	161.1	(47.5%)	(9.0)	172.7	NM

 Revenue from Digital during the Quarter: Rs.212.6Mn i.e. 26.0% of Radio revenue

 Net Cash as on December 30, 2024: Rs 3.44 Bn



Condensed Statement Of Operations

(Consolidated)

₹ In Millions	Q3 FY25	Q3 FY24	YoY (%)	YTD Dec24	YTD Dec23	YoY (%)
Income from Operations	1,571.3	1,453.2	8.1%	3,830.8	3,436.1	11.5%
Other Operating Income	17.7	4.4	299.6%	28.6	31.1	(8.0%)
Total Income	1,589.0	1,457.6	9.0%	3,859.4	3,467.2	11.3%
Operating Expenditure	1,284.3	1,052.1	22.1%	3,368.3	2,682.1	25.6%
EBITDA	304.7	405.6	(24.9%)	491.1	785.1	(37.4%)
Depreciation	187.4	135.4	38.4%	273.1	249.7	9.4%
Amortisation	25.6	63.2	(59.4%)	342.9	341.4	0.5%
EBIT	91.7	206.9	(55.7%)	(124.9)	194.0	NM
Other Income	65.8	52.1	26.4%	264.0	184.0	43.5%
Finance Cost	34.4	38.8	(11.6%)	106.3	115.8	(8.1%)
PBT before exceptional items	123.1	220.1	(44.1%)	32.8	262.3	(87.5%)
Exceptional items	-	-	NM	-	13.2	NM
PBT	123.1	220.1	(44.1%)	32.8	275.4	(88.1%)
Taxation	30.5	40.3	(24.3%)	34.9	45.4	(23.0%)
PAT	92.6	179.8	(48.5%)	(2.2)	230.1	NM
Other Comprehensive income/loss	(1.0)	(5.7)	82.5%	3.1	(11.4)	127.1%
Total comprehensive income/loss	91.6	174.2	(47.4%)	0.9	218.7	NM

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As per Ind AS 103 - Business Combinations, the financial information for the comparative periods, have been restated to include the results from the earliest period for the acquired business.

Condensed Statement Of Operations

(Standalone)



₹ In Millions	Q3 FY25	Q3 FY24	YoY (%)	YTD Dec24	YTD Dec23	YoY (%)
Income from Operations	1,519.4	1,465.6	3.7%	3,701.2	3,575.5	3.5%
Other Operating Income	17.7	84.5	(79.1%)	25.6	126.2	(79.7%)
Total Income	1,537.1	1,550.1	(0.8%)	3,726.8	3,701.7	0.7%
Operating Expenditure	1,253.2	1,115.4	12.4%	3,285.6	2,990.5	9.9%
EBITDA	283.9	434.7	(34.7%)	441.2	711.2	(38.0%)
Depreciation	85.2	76.0	12.1%	233.1	224.8	3.7%
Amortisation	113.7	113.6	0.1%	340.1	339.6	0.1%
EBIT	85.0	245.1	(65.3%)	(132.0)	146.8	NM
Other Income	62.3	58.0	7.4%	257.3	194.3	32.4%
Finance Cost	32.5	37.7	(13.9%)	100.0	112.0	(10.7%)
PBT before exceptional items	114.8	265.4	(56.8%)	25.3	229.1	(89.0%)
Exceptional items	-	-	NM	-	5.4	NM
PBT	114.8	265.4	(56.8%)	25.3	234.5	(89.2%)
Taxation	29.7	39.7	(25.2%)	32.6	43.1	(24.2%)
PAT	85.1	225.7	(62.3%)	(7.3)	191.4	NM
Other Comprehensive Income/Loss (net)	(0.5)	(4.9)	89.2%	(1.7)	(7.8)	78.3%
Total Comprehensive Income/Loss	84.6	220.8	(61.7%)	(9.0)	183.6	NM



Condensed Statement Of Operations

(Consolidated)



₹ In Millions	Q3 FY25	Q3 FY24	YoY (%)	YTD Dec24	YTD Dec23	YoY (%)
Income from Operations	1,571.3	1,522.5	3.2%	3,830.8	3,719.1	3.0%
Other Operating Income	17.7	83.6	(78.9%)	28.6	129.8	(78.0%)
Total Income	1,589.0	1,606.1	(1.1%)	3,859.4	3,848.9	0.3%
Operating Expenditure	1,284.3	1,148.1	11.9%	3,368.3	3,067.0	9.8%
EBITDA	304.7	458.0	(33.5%)	491.1	781.9	(37.2%)
Depreciation	187.4	166.8	12.4%	273.1	250.7	8.9%
Amortisation	25.6	32.1	(20.2%)	342.9	341.4	0.5%
EBIT	91.7	259.1	(64.6%)	(124.9)	189.8	NM
Other Income	65.8	59.4	10.7%	264.0	199.4	32.4%
Finance Cost	34.4	38.8	(11.6%)	106.3	115.8	(8.1%)
PBT before exceptional items	123.1	279.7	(56.0%)	32.8	273.4	(88.0%)
Exceptional items	-	-	NM	-	13.2	NM
PBT	123.1	279.7	(56.0%)	32.8	286.6	(88.6%)
Taxation	30.5	40.3	(24.3%)	34.9	45.4	(23.0%)
PAT	92.6	239.4	(61.3%)	(2.2)	241.2	NM
Other Comprehensive income/loss	(1.0)	(5.5)	82.1%	3.1	(11.6)	126.6%
Total comprehensive income/loss	91.6	233.9	(60.8%)	0.9	229.6	NM



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 Q3FY25.

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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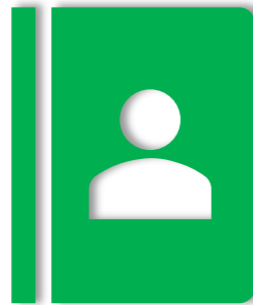
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Disclaimer

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 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

