

INVESTOR UPDATE



ENTERTAINMENT NETWORK (INDIA) LTD.



PERFORMANCE REVIEW: Q4 FY19

May 31, 2019

Presentation Path

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

Financial Review

Condensed Statement Of Operations

Standalone

Rs. In Million	Q4 FY19	%age of Total Income	Q4 FY18	%age of Total Income	Growth (%)
Income from Operations	1,731.8	98.7%	1,574.1	98.8%	10.0%
Other Operating Income	22.8	1.3%	19.8	1.2%	15.2%
Total Income	1,754.6	100.0%	1,593.9	100.0%	10.1%
Operating Expenditure	1,317.0	75.1%	1,239.9	77.8%	6.2%
EBITDA	437.6	24.9%	354.0	22.2%	23.6%
Depreciation	52.7	3.0%	38.7	2.4%	36.1%
Amortisation	127.3	7.3%	119.7	7.5%	6.3%
EBIT	257.6	14.7%	195.6	12.3%	31.7%
Other Income	47.0	2.7%	26.9	1.7%	74.7%
Finance Cost	4.4	0.3%	9.8	0.6%	(55.1%)
Profit Before Tax (PBT)	300.2	17.1%	212.7	13.3%	41.1%
Taxation	102.2	5.8%	95.7	6.0%	6.8%
Profit After Tax (PAT)	198.0	11.3%	117.0	7.3%	69.2%
Other Comprehensive Income (net)	(0.5)	(0.0%)	1.4	0.1%	(135.7%)
Total Comprehensive Income	197.5	11.3%	118.4	7.4%	66.8%

Financial Performance Q4FY19

(All comparisons with corresponding period of previous year)

- Total revenues during the quarter were Rs. 1754.6 million; up by 10.1%.
- Non-FCT streams witnessed a strong revenue growth.
- Non-FCT gross margins >28%.
- 35 Migrated stations recorded a revenue growth of 7.8% during the quarter
- Batch 1 revenues during the quarter: Rs.222.0 million; up 14.9%; EBITDA: Rs. 75.4 million (Q4FY18 – Rs.20.5 million)
- Revenues from Batch 2 stations: Rs 22.6 million; EBITDA loss in Batch 2 stations: Rs.11.7 million (Q4FY18 – loss Rs. 4.2 million)
- Tax expense of Rs 102.2 Million include current tax of Rs.70.4 Million and deferred tax charge of Rs 31.8 Million
- Company generated an operating cash flow of Rs. 660.4 million during the quarter
- Net Cash as on Mar 31, 2019 was Rs. 1566 million

Condensed Statement Of Operations

Standalone

Rs. In Million	YTD Mar'19	%age of Total Income	YTD Mar'18	%age of Total Income	Growth (%)
Income from Operations	6,134.5	98.9%	5,267.5	98.1%	16.5%
Other Operating Income	70.4	1.1%	103.2	1.9%	(31.8%)
Total Income	6,204.9	100.0%	5,370.7	100.0%	15.5%
Operating Expenditure	4,806.8	77.5%	4,204.8	78.3%	14.3%
EBITDA	1,398.1	22.5%	1,165.9	21.7%	19.9%
Depreciation	168.1	2.7%	151.9	2.8%	10.7%
Amortisation	503.0	8.1%	482.6	9.0%	4.2%
EBIT	727.0	11.7%	531.4	9.9%	36.8%
Other Income	149.3	2.4%	88.3	1.6%	69.1%
Finance Cost	39.7	0.6%	47.2	0.9%	(15.9%)
Profit Before Tax and Exceptional Item	836.6	13.5%	572.5	10.7%	46.1%
Exceptional Item	-	0.0%	42.4	0.8%	(100.0%)
Profit Before Tax (PBT)	836.6	13.5%	614.9	11.4%	36.1%
Taxation	297.4	4.8%	263.3	4.9%	13.0%
Profit After Tax (PAT)	539.2	8.7%	351.6	6.5%	53.4%
Other Comprehensive Income (net)	(2.0)	(0.0%)	1.7	0.0%	(217.6%)
Total Comprehensive Income	537.2	8.7%	353.3	6.6%	52.1%

Financial Performance FY19

- Both FCT and Non-FCT streams recorded strong revenue growth
- Non FCT Margins (excl. concerts involving International Artists) > 32%
- Revenue from 35 Migrated stations was Rs. 520 million; growth of 9.6%
- Phase III - Batch 1 revenues were Rs.958.1 million; up 53.3%. EBITDA was Rs. 121.9 million against loss in FY18 of Rs.34.5 million
- Revenues from Batch 2 stations were Rs 48 million; Batch 2 network reported an EBITDA loss of Rs. 45.8 million (FY18 – loss Rs. 4.3 million)
- Company generated an operating cash flow of Rs. 1182.7 million.

Condensed Statement Of Operations

Consolidated

Rs. In Million	Q4 FY19	%age of Total Income	Q4 FY18	%age of Total Income	Growth (%)
Income from Operations	1,734.9	98.7%	1,574.1	98.8%	10.2%
Other Operating Income	22.8	1.3%	19.8	1.2%	15.2%
Total Income	1,757.7	100.0%	1,593.9	100.0%	10.3%
Operating Expenditure	1,326.7	75.5%	1,240.0	77.8%	7.0%
EBITDA	431.0	24.5%	353.9	22.2%	21.8%
Depreciation	52.7	3.0%	38.7	2.4%	36.2%
Amortisation	127.3	7.2%	119.7	7.5%	6.3%
EBIT	251.0	14.3%	195.5	12.3%	28.4%
Other Income	49.1	2.8%	28.6	1.8%	71.7%
Finance Cost	(4.4)	(0.3%)	(9.8)	(0.6%)	(54.9%)
Profit Before Tax (PBT)	295.7	16.8%	214.4	13.4%	38.0%
Taxation	101.9	5.8%	96.2	6.0%	5.9%
Profit After Tax (PAT)	193.8	11.0%	118.2	7.4%	64.0%
Other Comprehensive Income (net)	(1.4)	(0.1%)	1.4	0.1%	(200.0%)
Total Comprehensive Income	192.4	10.9%	119.6	7.5%	60.9%

Condensed Statement Of Operations

Consolidated Full Year

Rs. In Million	FY 19	%age of Total Income	FY 18	%age of Total Income	Growth (%)
Income from Operations	6,137.6	98.9%	5,267.5	98.1%	16.5%
Other Operating Income	70.4	1.1%	103.2	1.9%	(31.8%)
Total Income	6,208.0	100.0%	5,370.7	100.0%	15.6%
Operating Expenditure	4,816.6	77.6%	4,205.0	78.3%	14.5%
EBITDA	1,391.4	22.4%	1,165.7	21.7%	19.4%
Depreciation	168.1	2.7%	151.9	2.8%	10.7%
Amortisation	503.0	8.1%	482.6	9.0%	4.2%
EBIT	720.3	11.6%	531.2	9.9%	35.6%
Other Income	156.9	2.5%	94.5	1.8%	66.0%
Finance Cost	(39.8)	(0.6%)	(47.2)	(0.9%)	(15.7%)
Profit Before Tax and Exceptional Item	837.4	13.5%	578.5	10.8%	44.8%
Exceptional Item	-	0.0%	42.4	0.8%	(100.0%)
Profit Before Tax (PBT)	837.4	13.5%	620.9	11.6%	34.9%
Taxation	298.5	4.8%	264.5	4.9%	12.9%
Profit After Tax (PAT)	539.0	8.7%	356.4	6.6%	51.2%
Other Comprehensive Income (net)	(2.9)	(0.0%)	1.7	0.0%	(270.6%)
Total Comprehensive Income	536.1	8.6%	358.1	6.7%	49.7%

Summarized Balance Sheet

Standalone

Rs. In Million	As on			
	31-Mar-19	%age to Total	31-Mar-18	%age to Total
Shareholders' Funds				
Capital	476.7	4.9%	476.7	4.7%
Reserves and Surplus	8,845.6	91.5%	8,365.9	82.6%
Net Worth	9,322.3	96.4%	8,842.6	87.3%
Deferred Tax Liability (net)	346.1	3.6%	245.5	2.4%
Commercial Paper	-	0.0%	1,039.6	10.3%
Total	9,668.4	100.0%	10,127.7	100.0%
Fixed Assets (Net)				
Tangible Asset	806.4	8.3%	577.5	5.7%
Capital Work in progress	219.5	2.2%	625.9	6.2%
Intangible Asset	6,100.6	63.1%	6,156.9	60.8%
Sub-total	7,126.5	73.7%	7,360.3	72.6%
Equity in ABSIL & EN INC	105.9	1.1%	70.3	0.7%
Investment Properties	20.8	0.2%	8.6	0.1%
Other Long Term Assets (Net)	227.3	2.4%	352.3	3.5%
Net Short Term Assets	621.8	6.4%	603.6	6.0%
Cash & Cash Equivalents	1,566.1	16.2%	1,732.6	17.1%
Total	9,668.4	100.0%	10,127.7	100.0%

Business Review

Key Operating Highlights

- The Company has 73 operational stations in 63 cities in India.
- 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, Columbus - OH, Cleveland - OH, St. Louis, Atlanta - GA.
- Mirchi is Number 1 in social media footprint amongst private FM players.

MIRCHI NEON RUN

- 19 cities
- 100k participants



SBI GREEN MARATHON



- 15 cities
- 75k participants
- Run for a Green India



MIRCHI LIVE



Mirchi Shaam Shandaar

-Batch 2 stations

Mehsana,
Palanpur,
Jamnagar,
Bharuch

-For the first time
ever - 75k audience



College Connect IIM A



Mirchi Movie Night



College connect @IIM A



CHAOS

In association With

RADIO WORKSHOP

BY MIRCHI RJ DHVANIT

26TH JAN 2019 TIME: 11:30 AM TO 12:30 PM

15 YEARS! ONE NAME!
RJ DHVANIT
AMDAVAD'S MORNING ALARM!

CONTACT DETAILS | RACHEL PRAJVAL | p17arachevsk@iima.ac.in | +91 9811347714
p18prajval@iima.ac.in | +91 8879058664

College connect - IIM A

- Chaos @IIM- A: One of the most premium college fest in Ahmedabad. DJ Chetas, Local Train, Jonita Gandhi and Armaan Malik performed during the four day fest.
- Workshops by RJ Dhvanit and RJ Vashishth on 'Radio' and 'Radio on Social Media' respectively for the college students.



MIRCHI MUSIC AWARDS



Mirchi Music Awards



MMA Punjabi

SPELL BEE



- 1000+ schools reached
- 3.2 lac student participated
- 31000 entries on digital medium



Mirchi Cover Star



Activity duration - 3 months
Total Participation – 12,500 +
Total YouTube views – 1.4+ Million
On Ground Activities :-

- Malls – 20
- Colleges – 120
- Mirchi Studios – 30
- Canter – 6 Cities



MIRCHI DIGITAL

English station cluster grew by 80% with fresh programming

(Grew streams from 1.3Mn to 2.4Mn Streams/month)

Launched a new Web-radio...

(A Marathi station for Mumbai only, on the web)



gaana

MIRCHI
PLAY



YOUTUBE

Creating IPs with Bollywood Content

(Focusing on 3 Bollywood properties...)



Rajkummar Rao reacts on being compared to Khans |...

139K views • 3 months ago

1. Comment Reactions

(Celebs respond to the YT comments from their fans)

Total views : 12,21,214

Total videos : 4

2. Mirchi Custody

(The funniest interrogation of the celebs, by fake Mirchi Cops)

Total views : 59,80,165

Total videos : 9



Nawazuddin Siddiqui Police Station Mai Gussa Ho Gaye!...

236K views • 3 months ago



VICKY KAUSHAL AND YAMI GAUTAM PRANK CALL A FA...

231K views • 3 months ago

3. Mirchi Hello

(Mirchi listener gets a surprise call from a celeb, and hilarity ensues)

Total views : 30,03,579

Total videos : 4

NEW YOU TUBE CHANNEL LAUNCH

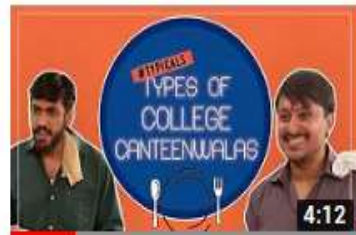
Launched a New YT channel...!!!

(To address the young TG on YT with sharper/ edgier content)



- Targeted at 16 to 21 years, youngest product of Mirchi
- Content will be snackable/humour/ “relatable” for youth
- Only a few content creators, who can relate to this TG

*Good initial traction in the first 40 days:
(815 subscribers/ 2 lacs+ views/ 6 videos... all organic)*



Types of College Canteen Walas | Latest Funny Video...

75K views • 3 weeks ago



Bad Jokes Challenge | Who Laughs First? | Indian Lame...

44K views • 2 weeks ago



BHARAT Movie Trailer Review | Salman Khan Bhar...

41K views • 1 week ago



What If Bollywood Made Avengers | Avengers End...

30K views • 1 week ago



The Smuggler Prank | April fools Day Prank 2019 | Ft...

27K views • 1 month ago

MIRCHI HIGHLIGHTS



Pune – Protection Liya Kya

- An extension of govt norm to wear helmets (compulsorily) since Dec 2018 in Pune
- 8000 COLLEGE KIDS
- TOP 10 PUNE COLLEGES
- ABOUT 5000 CORPORATE EMPLOYEES
- The CP and DCP traffic supported this activity by physically being present at all on-ground events with Ira
- The activity reached popularity within no time and got a sponsorship by Bajaj Allianz

- SHOW REEL

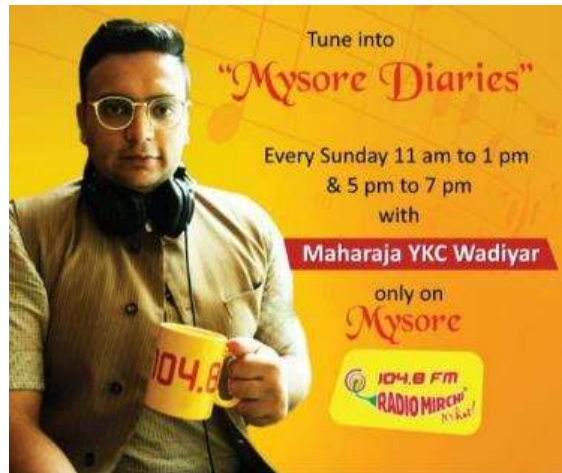
<https://www.facebook.com/MirchiPune/videos/2558785644163522/>

- CELBS - Emraan Hashmi, Sports Minister Rajyawardhan Rathore, Pallavi Patil, Bhushan Pradhan, Vaibhav Tatwawadi, Swapnil Joshi, Mukta Barve

<https://www.facebook.com/MirchiPune/videos/801650200181993/>

MIRCHI HIGHLIGHTS

Mysore - Maharaja turns RJ & launches Mysore Station



The launch of the Mysuru station was done by the king himself

Never before has this happened where a king has done a full fledged show on radio

History of Mysore dynasty from the Maharaja himself . This show contain various historical facts of Mysore along with some behind the scene stories. This will also contain some of the personal experiences of the Raja

<https://www.youtube.com/watch?v=OMdbWlz9sJQ>

MIRCHI HIGHLIGHTS

Mumbai - When Mirchi said No Zabardasti on Holi!

- It is a rampant observation that women get groped on Holi and without and without any consent.
- Women choose to avoid playing Holi often as it often becomes a really bad experience.
- Mirchi urged Mumbai to play Holi with consent and spread the message editorialially and through social media.



MIRCHI HIGHLIGHTS

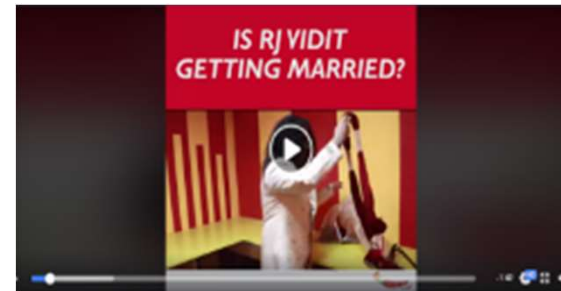
DELHI – Election Campaign

Main, Meri Family aur Vote

- Innovative campaign to encourage the full family to vote – thereby starting a dinner table conversation about new voters, disinterested mid-life voters, senior citizen voters etc.
- Poll awareness through touchpoints like “homes of listeners”, malls, colleges.
- A cumulative **1 M** views across all platform on digital output.



RJ NAVED - Mashvare waala Murga



Mirchi RJ Vidit getting married?



Sayema with Female Voters of Delhi

MIRCHI HIGHLIGHTS

KOLKATA – A DIGITAL PHENOMENA

OMG - O MA GO

OMG is a squabble between a typical Bengali mother (Mirchi Somak) and her son (Mirchi Agni). – Videos touching **1M** and RJ fanbase crossing **1.5 M**



TRUTH OR SCARE

A series on paranormal experiences narrated by Mirchi Ayantika – very creepy!

MANUSH KORECHHI

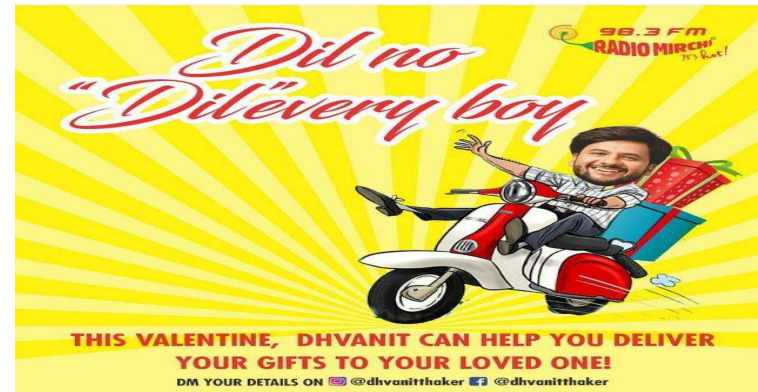
Manush Korechhi is a series where Mirchi Agni humanizes inanimate objects (like pillows, belts, crackers, etc.). Videos touching **½ M** **VIEW**



HOCHHE TA KI

A sarcastic take on the issues we are surrounded with on a regular basis

Gujarat - Dil Ka Dil-E-Very Boy Dhavnit



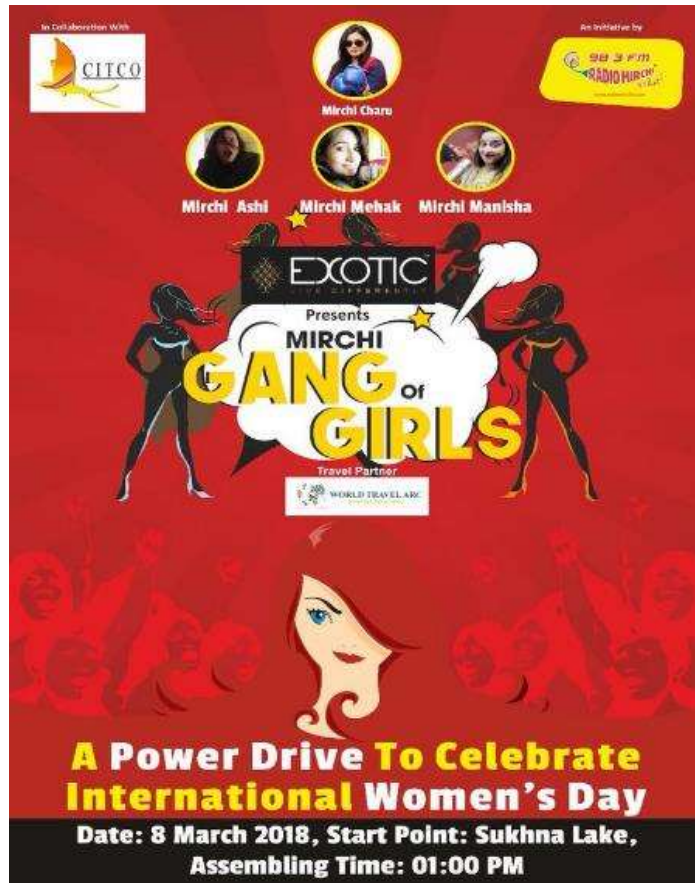
dhvanitthaker



25,380 views • Liked by niralimac25
dhvanitthaker चाँद तारे तोड़ लाऊँ! Pratik surprised Simran with a pendant and a necklace this year. Watch the video to find out what he gave her last year!

Rise in reach of RJ Ayantika's digital output: **1.5 M**

MIRCHI HIGHLIGHTS



PUNJAB – GEDI REDEFINED

- More than 400 female riders took the city of Chandigarh by storm
- For the last 3 years, female jocks have been leading a road rally every Women's Day, with a message to encourage fellow women to be bold & fearless
- We notched up the event this year as city's first female SSP Nilambari Jagdale flagged off the rally and punjabi actress Japji Khaira rode with the jocks

EVENTS : COMEDY NIGHTS

Biswa Kalyan Comedy Night



Kanan Gill Comedy Night



EVENTS

Holi with Neha Kakkar



Sunil Grover Unplugged

ENIL

ENTERTAINMENT NETWORK (INDIA) LTD.

RADIO MIRCHI LOVE

CONCERTS

Nucleya



Rahat Fateh Ali Khan Concert - AUH



Papon Concert



MOVIE SCREENING

Gully Boy Movie Screening



MOVIE SCREENING

Kesari Screening – Dubai / Abu Dhabi



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 - Raleigh – Durham (AM, FM & HD),
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FRIDAY 6PM ONWARDS | SATURDAY 4PM ONWARDS

NEW YORK-NEW JERSEY-CONNECTICUT
1600 AM

RALEIGH 99.9 FM-HD4	DURHAM 101.9 FM	CHapel Hill 1490 AM	ATLANTA, GA 107.5 FM-HD3	BALTIMORE, MD 92.3 FM-HD2
CLEVELAND, OH 93.1 FM-HD2	COLUMBIA, OH 107.5 FM-HD2	PHILADELPHIA, PA 103.9 FM-HD2	ST. LOUIS, MO 92.3 FM-HD2	

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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 Q4FY19

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

