

INVESTOR UPDATE



ENTERTAINMENT NETWORK (INDIA) LTD.



PERFORMANCE REVIEW: Q1 FY20

Aug 7, 2019

Presentation Path

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

Financial Review

Condensed Statement Of Operations

Standalone

Rs. In Million	Q1 FY20	%age of Total Income	Q1 FY19	%age of Total Income	Growth (%)
Income from Operations	1,296.8	98.6%	1,179.6	97.0%	9.9%
Other Operating Income	18.9	1.4%	36.4	3.0%	(48.1%)
Total Income	1,315.7	100.0%	1,216.0	100.0%	8.2%
Operating Expenditure	985.2	74.9%	932.5	76.7%	5.7%
EBITDA	330.5	25.1%	283.5	23.4%	16.6%
Depreciation	45.3	3.4%	29.9	2.5%	51.5%
Amortisation	195.4	14.8%	122.0	10.0%	60.1%
EBIT	89.8	6.8%	131.6	10.8%	(31.8%)
Other Income	31.1	2.4%	27.6	2.3%	12.7%
Finance Cost	46.5	3.5%	9.2	0.8%	404.3%
Profit Before Tax (PBT)	74.4	5.7%	150.0	12.3%	(50.4%)
Taxation	26.1	2.0%	57.8	4.8%	(54.8%)
Profit After Tax (PAT)	48.3	3.7%	92.2	7.6%	(47.6%)
Other Comprehensive Income (net)	(1.2)	(0.1%)	0.1	0.0%	(1300.0%)
Total Comprehensive Income	47.1	3.6%	92.3	7.6%	(49.0%)

Financial Performance Q1FY20

(All comparisons with corresponding period of previous year)

- Revenues from operations during the quarter were Rs. 1,296.8 million; up by 10%.
- Non-FCT streams witnessed a strong revenue growth.
- Non-FCT gross margins > 39%.
- 35 Migrated stations recorded a revenue growth of 4.7% during the quarter
- Batch 1 revenues during the quarter: Rs.191.3 million; up 5.7%; EBITDA: Rs. 25.1 million (Q1FY19 – Rs. 7.4 million)
- Revenues from Batch 2 stations: Rs 40.5 million; EBITDA in Batch 2 stations: Rs.4.7 million (Q1FY19 – Loss of Rs. 9.2 million)
- Impact of IND AS 116 on Company's EBITDA and PAT is Rs. 86.1 Million and (Rs.15.9) Million
- Tax expense of Rs 26.1 Million include current tax of Rs.17.0 Million and Deferred tax of Rs 9.2 Million
- Company generated an operating cash flow Rs.52.1 million during the quarter
- Net Cash as on Jun 30, 2019 was Rs. 1542.6 million

Condensed Statement Of Operations

Consolidated

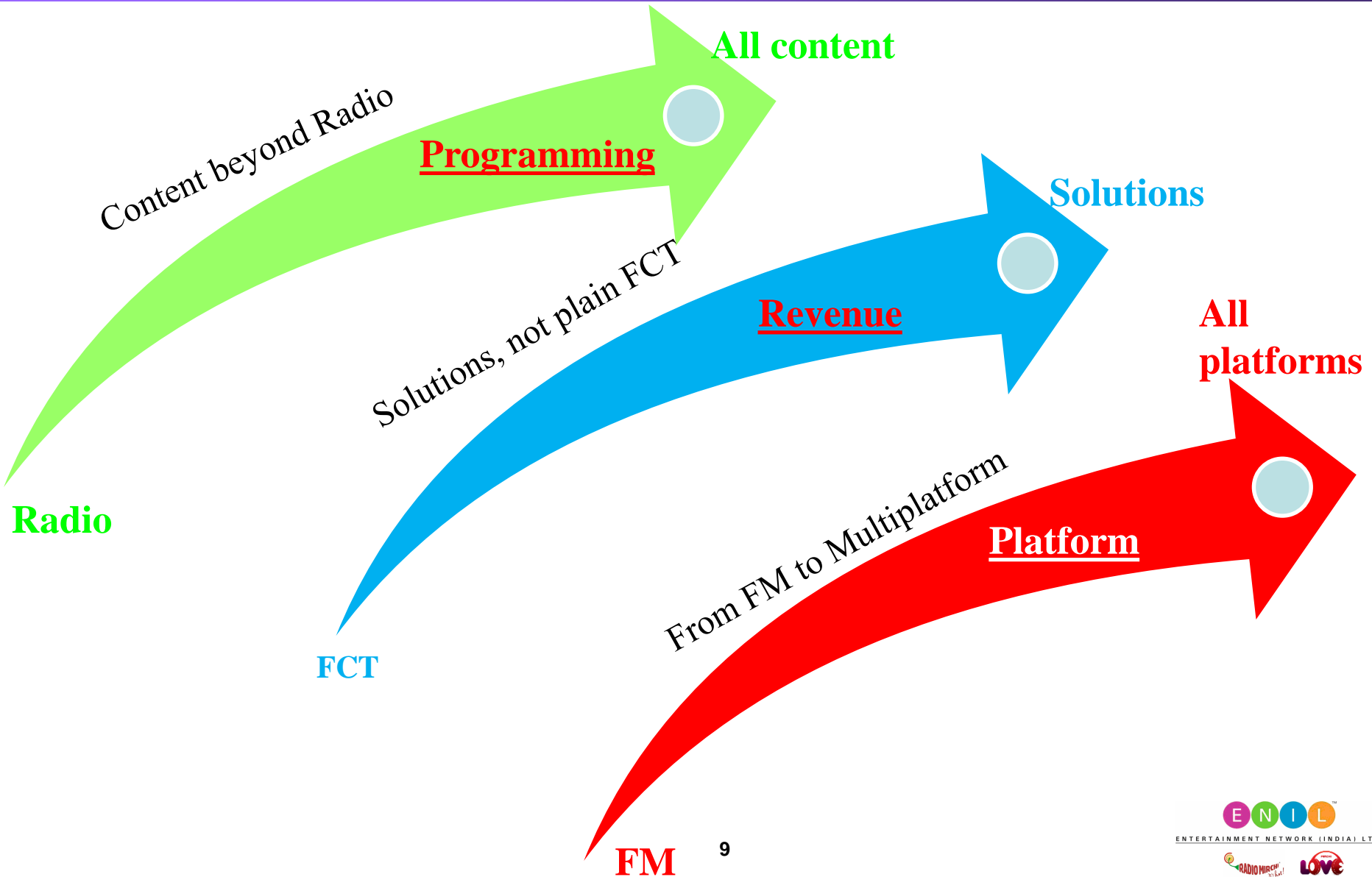
Rs. In Million	Q1 FY20	%age of Total Income	Q1 FY19	%age of Total Income	Growth (%)
Income from Operations	1,305.2	98.6%	1,179.6	97.0%	10.6%
Other Operating Income	18.9	1.4%	36.4	3.0%	(48.1%)
Total Income	1,324.1	100.0%	1,216.0	100.0%	8.9%
Operating Expenditure	993.6	75.0%	932.5	76.7%	6.6%
EBITDA	330.5	25.0%	283.5	23.3%	16.6%
Depreciation	45.3	3.4%	29.9	2.5%	51.5%
Amortisation	204.3	15.4%	122.0	10.0%	67.5%
EBIT	80.9	6.1%	131.6	10.8%	(38.5%)
Other Income	32.6	2.5%	29.4	2.4%	10.9%
Finance Cost	48.6	3.7%	(9.2)	(0.8%)	(628.3%)
Profit Before Tax (PBT)	64.9	4.9%	151.8	12.5%	(57.2%)
Taxation	26.4	2.0%	58.4	4.8%	(54.8%)
Profit After Tax (PAT)	38.5	2.9%	93.3	7.7%	(58.7%)
Other Comprehensive Income (net)	(1.1)	(0.1%)	0.1	0.0%	(1200.0%)
Total Comprehensive Income	37.4	2.8%	93.4	7.7%	(60.0%)

Business Review

Key Operating Highlights

- Mirchi continues to be No.1 Radio brand as per IRS 2019
- Mirchi's new launches in US aim to strengthen presence in towns with significant Indian diaspora
- Mirchi won prominent awards at ACEF, WOW, ERA, Golden Mike and New York Festival Radio Awards.
- 7 new online stations launched on Gaana. These stations witnessed over 1mn listeners in the first month itself. Mirchi has 30 online stations operating on Gaana platform.
- Mirchi has recently launched a city-centric online radio station in Marathi for Mumbai.
- Mirchi has the largest social media footprint amongst private FM players.
- Mirchi has now 10 channels in different languages on Youtube.

Strategy : Three Pivots



MIRCHI RULES IRS ONCE AGAIN!!



- Mirchi No 1 in 25 markets
- Mirchi weekly listenership up 8.3% and monthly listenership up 6.6%
- No 1 in 6 of the 8 top markets
- 35 Mirchi markets covered

MIRCHI HAPPY TIMES



MIRCHI BREATHE BLUE : WORLD CUP SCREENING



GLIMPSE OF THE INDIA VS PAK SCREENING – 2019

MIRCHI POWER PLAY : CORPORATE CRICKET TOURNAMENT

Corporate cricket is back

An initiative by

Co-Powered by

Venue: Space Circle

Medical Partner	Two Wheeler Partner	Driven by	Refreshment Partner	Banking Partner



QATAR WORLD CUP SCREENING



- Launched Mumbai's first Club Mirchi on ground venue
- Monthly club Mirchi Nights at the venue
- Exclusive branding and premium invites



- Tie up for accessing every world cup match at the live venue
- VIP invites given everyday to listeners for all matches
- Covered on Star Sports as one of the prime venues to see the world cup

MIRCHI GET ACTIVE EXPO – BANGALORE 2019



MIRCHI LIVE WITH GIPPY GREWAL



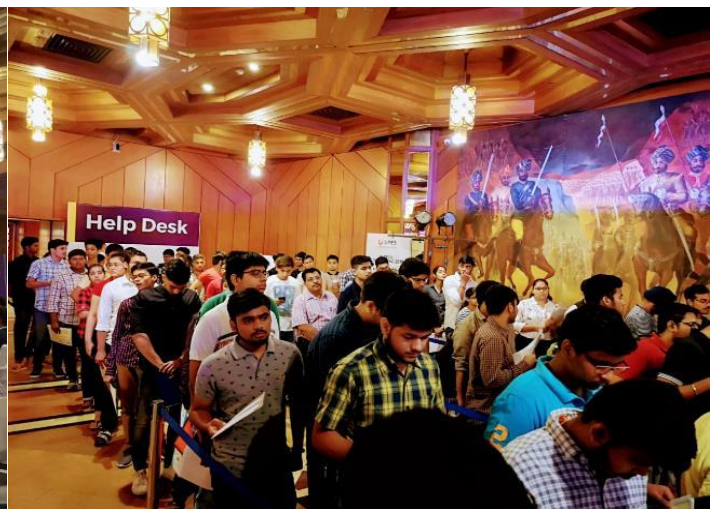
MIRCHI LIVE WITH PALAK MUCCHHAL



MIRCHI SMULE GAANA MUSIC FESTIVAL



UPES COUNSELLING ACTIVATION



MIRCHI MURGA NIGHT



MIRCHI MOVIE NIGHTS



Bharat



Kabir Singh



**Aladdin World Premier
– Jordan**

MIRCHI MOVIE NIGHTS



SPIDERMAN

MIRCHI MOVIE NIGHTS



AVENGERS : ENDGAME

MMA MARATHI



MIRCHI LIVE : ROOHANI SHAAM

Mirchi Roohani Shaam



MIRCHI LIVE LAGORI AT RMZ



MIRCHI HIGHLIGHTS

ELECTION CAMPAIGN – AHMEDABAD, BARODA & SURAT

- The activity revolved around first time voters.
- Mirchi RJs curated content.



- Mirchi Baroda tied up with a local bike group to do Vote Ni Ride, Vatt Ni Ride on April 20.
- This ride was flagged off by the three Mirchi RJs along with the Addl. Collector for Baroda.

MIRCHI HIGHLIGHTS

Delhi - Cup Wahin Uthayenge

The high decibel World Cup campaign sold to Vimal was **replicated across the North & East region**

The campaign **reached more than 2 million on FB**. Jocks' Instagram handles were also abuzz with the #CupWahinUthayenge

The highlight of the campaign was **Naved taking a few lucky winners to England to watch the match between India & England**



MIRCHI HIGHLIGHTS

Mumbai - The Devdutt Pattanaik Show Launch (National)



- Show Launch in all HSMs in May
- 12 part animated videos series
- Podcasts on Spotify, Apple & Google
- Facebook Reach – 0.7mn
- Twitter Reach – 13.8mn

MIRCHI HIGHLIGHTS

Mirchi Mumbai Marathi – Mumbaicha Aapla Radio

- Launched on 20th May. It's a city centric online product
- Mumbai specific news and entertainment in MARATHI
- Music – mix of contemporary & slightly older Marathi & Hindi music.
- Yashashri, the morning jock brings the hottest news from Mumbai on a platter everyday while Pranit the evening jock delivers one of the most humorous shows in Marathi every evening.



MIRCHI HIGHLIGHTS

Pune - Bheegi Mirchi Season 3



Our EXCELLENCE IN RADIO FORUM AWARDS (GOLD & SILVER) winning property BHEEGI MIRCHI is in its 3rd Season

We have a plethora of stories that are heartwarming, engaging, emotional, some even tongue in cheek, but all connected with one common factor – the rains

Some stories were voiced by popular Marathi stars like SWAPNIL JOSHI, SONALI KULKARNI, PRASAD OAK, SHASHANK SHENDE (National Award Winner)



MIRCHI HIGHLIGHTS

MIRCHI BEACH CUP

- First time in Kerala
- Beach football contest
- 16 teams participated in Kochi
- Held over 3 days



MAY 24-26 | KOCHI

MIRCHI BEACH CUP

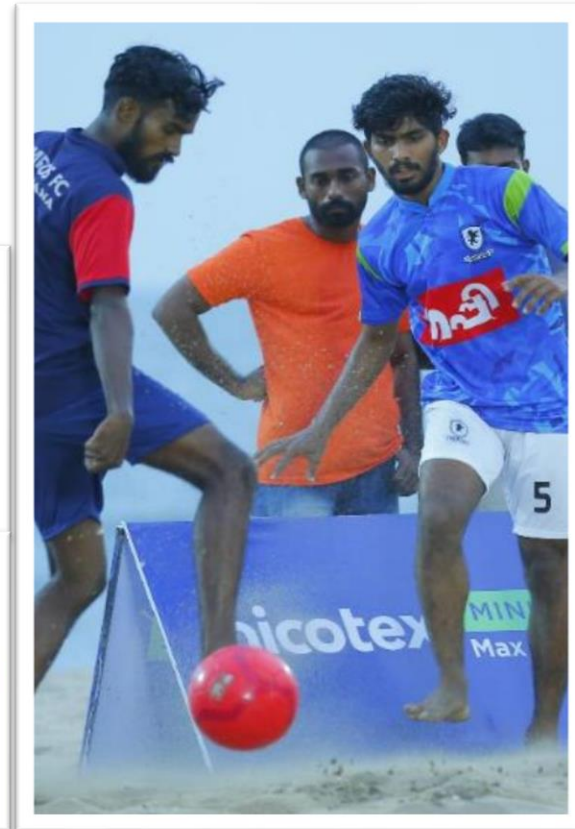
POWERED BY

nicotex

Venue	Cash prize for -
Cheral beach	1st - ₹ 10,000
Time	2nd - ₹ 7,000
SPM onwards	3rd - ₹ 3,000

REGISTRATION FEE : 1500

FOR REGISTRATION WHATSAPP : +91 906 104 9 104



MIRCHI HIGHLIGHTS

MIRCHI KIDS CARNIVAL

Mirchi conducted four different workshops on theatre, origami, gardening and flameless cooking for kids.



MIRCHI HIGHLIGHTS

MIRCHI BINGE FEST IN KOZHIKODE

- Food, fashion, fun...
- Live music & performances
- Flea market with 50+ stalls
- 50,000+ crowd



Mirchi fest turns out to be crowd puller

TIMES NEWS NETWORK

Kozhikode: The three-day long Mirchi Binge Fest organized by 92.7 Radio Mirchi at the Kozhikode Beach turned out to be a unique fusion of food, fashion and fun, drawing families from across the city.

The event, which concluded on Sunday, also saw participation of several major restaurants and fashion outlets in and around Kozhikode.

The event was packed with live band performances, stand-up comedy, solo and group performances. The exclusive kids zone at the venue also turned out to be a hit.

The fest also provided a platform for local performers to showcase their talent. The bands and artists who performed at the fest included Nilaa, Triple Five, Aswin Menon and Amala Shanker.

RJ'S RULE ON INSTAGRAM...

 ASH FB: 1.2K INSTA: 14.3K	 RAMANA FB: 29K INSTA: 6K	 MAAKI FB: 532 INSTA: 591	 SENTHIL FB: 100K INSTA: 238K	 SHIVSHANKARI FB: 81.9K INSTA: 12.2K
 SABA FB: 1.5K INSTA: 1K	 SARU FB: 92.5K INSTA: 23K	 RIYA FB: 1K INSTA: 7.7K	 LAVANYA FB: 40K INSTA: 11.5K	 ANAND FB: 25.7K INSTA: 2K
 NIDHI FB: 277 INSTA: 11.3K	 RIYAS FB: 545 INSTA: 834	 BHARATH FB: 688 INSTA: 272	 JAWI FB: 607 INSTA: 732	 JOE FB: 1.4K INSTA: 1.3K

AWARDS & RECOGNITIONS



Won ACEF, ERA, Golden Mike and New York Festival Radio Awards

RADIO MIRCHI – Now an International Brand

Radio Mirchi Available On More Frequencies In New Jersey

By STAFF WRITER

After the successful launch of eight radio stations in the US, Radio Mirchi – South Asia's No. 1 radio station, is further strengthening its presence in the Tri-state Area.

Radio Mirchi will be available on two more frequencies in New Jersey – 92.7 FM and 103.3 FM HD 2, according to a press release.

With these two additions to the network, Radio Mirchi will cover the very important area of Central Jersey and South Jersey which is home to more than 60% of South Asians living in New Jersey.

Radio Mirchi is already available on 1600 AM which covers the New York, North Jersey and Connecticut area. Besides ri-state area, Radio Mirchi can be heard in Atlanta, GA on 107.5 FM HD3; in Baltimore, MD on 92.3 FM HD-2; Cleveland, OH on 93.1 FM HD2; Columbus, OH on 107.5 FM HD2; Raleigh-Durham, NC on 99.9 FM HD-4; 101.9 FM & 1490 AM; Philadelphia, PA on 103.9 FM HD-2; St. Louis, MO on 95.5 FM HD2.

Targeted at the South Asian diaspora, the 24-hour stations play a winning combination of the best in Bollywood music, infotainment and comedy that Mirchi is known for. Radio Mirchi will be introducing Gujarati elements in its programming for the New Jersey station to cater to the large Gujarati community settled there. Over a period, it will introduce certain elements in other languages to cater to different communities. All stations are available online on

radiomirchiusa.com and on Amazon.

In New Jersey, Radio Mirchi has partnered with Touchdown Ventures. Rahul Walia, President, Touchdown Ventures & Licensee of 92.7 FM WJZ43W, said, "We are excited to serve as a conduit for Radio Mirchi's content here in Central New Jersey. For long there has been a need to cohesively connect the diaspora and we feel that Mirchi's programming will be the winning formula. We wish them the very best in their endeavor to engage the South Asian Diaspora."

Some shows on the network are done by popular radio presenters from "back home", like Mirchi Sayema, Mirchi Rochie and Mirchi Shruti, to give the audience a "slice of their country". People will also be able to tune in to the wildly popular Mirchi Murgas by RJ Naved and dance mixes on Club Mirchi on these stations.

Prashant Panday, MD & CEO, Radio Mirchi commented, "We are very excited to further expand our network in the US with these new stations in New Jersey. We hope that the diaspora who we cater to connect with and enjoy the content we put out on air!"

Entertainment Network India Limited (ENIL), popularly known as Radio Mirchi in India, owns 73 frequencies and is advertising partner for another 3, across 63 cities in India, making it India's largest private FM radio broadcaster. Launched in 2001, Mirchi now operates across the country with 4 distinct brands – Mirchi, Mirchi Love, Kool & Ishq (for which it is the advertising partner of TV today network).



With the highest radio listenership across the country (approximately 32 million people) and a track record of developing innovative content, Mirchi has been expanding and retaining its audiences and advertisers through the years.

Mirchi has consistently delighted listeners and the industry with exciting properties such as Mirchi Music Awards (in 8 languages) & Mirchi Top 20. Mirchi is also the biggest concert player in India and organizes more than 100 concerts every year.

In 2018 itself, Mirchi organized a five-city tour of legendary rock star, Bryan Adams, and a two-city tour of the reigning world's No. 1 DJ, Martin Garrix. Mirchi's foray into the digital space has helped it gain a strong position with 21 online radio stations, the biggest radio website & biggest on Facebook, Twitter & YouTube.

Mirchi also leverages in-house talent to produce shows which are put on its YouTube channels and various OTT platforms. Radio Mirchi reaches approximately 50 million people through its online content every month. Mirchi was also the first Indian radio brand to go international with the launch of the brand in the UAE. Mirchi also launched in Bahrain in March, 2018. The first brand to start 'airport radio' operations, Mirchi can also be heard at T3 international airport, New Delhi and Rajiv Gandhi International Airport, Hyderabad.

-ADVERTISEMENT-

CALENDAR OF EVENTS

Cultural Festivals

WHERE: 77th Street between 37th Avenue and 37th Road, Jackson Heights, NY 11372

About the movie: Inspired by true events, 'The Last Color' is a story of a pure friend-

on Saturday July 27, 2019 from 8.00pm at Colden Auditorium.

Hoboken Holi Festival



Holi Cruise New York



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 Q1FY20

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