

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.

February 13, 2024

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 – Q3FY24

Dear Sir/ Madam,

Please find attached herewith the Investors' Presentation (Performance review – Q3FY24).

The same has been uploaded at:

<https://www.enil.co.in/stock-exchange-filings-fy2024.php>

<https://www.enil.co.in/financials-investorp-fy2024.php>

For **Entertainment Network (India) Limited**

Mehul Shah
EVP - Compliance & Company Secretary
(FCS no- F5839)

Encl: a/a

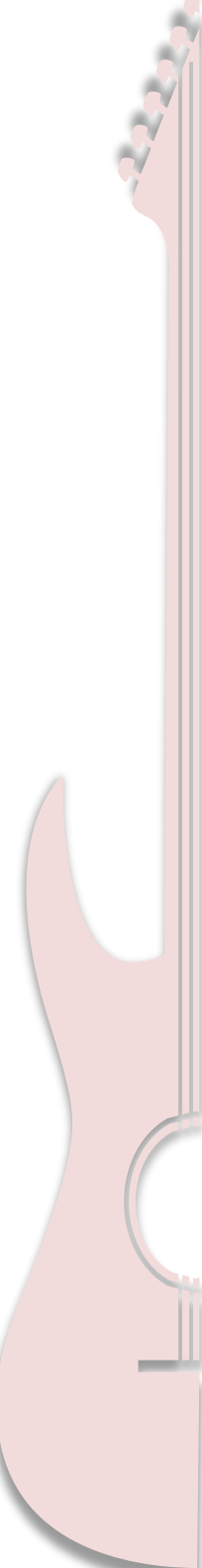


ENTERTAINMENT NETWORK (INDIA) LTD.

A TIMES GROUP COMPANY

Investor Presentation Q3FY24

February 13, 2024



Presentation Flow

Digital

Platform wise reach, highlights and New Product launch.



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





Happy to inform that ENIL has taken over the Gaana App effective from December 1, 2023



Digital

Mirchi Digital
Monthly Active Users
80Mn+

A graphic featuring a green square at the top, a large red arrow curving around a grey circle containing the text 'Mirchi Digital Monthly Active Users 80Mn+'.



Twitter

4.45Mn Followers
1.3L Monthly engagement



Instagram

11.7Mn Followers
3.9Mn Monthly engagement
10 Regional pages



Facebook

22.4Mn Followers
12.1Mn Monthly engagement
10 Regional pages



You Tube

18.7Mn+ Subscribers
13 Channels
153Mn Views per month



Radio Jockey

180+ popular influencers across regions and languages

Digital Platform

24.3 Mn MAUs
10 Regional languages


One of the Largest OTT Music Subscriber Base



Mirchi's YouTube Channels



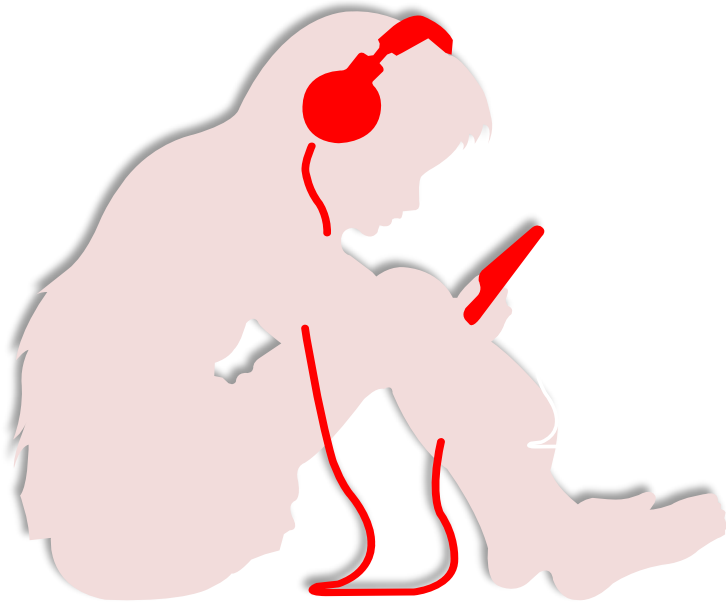
**18.7Mn
Subscribers
as on Dec'23**



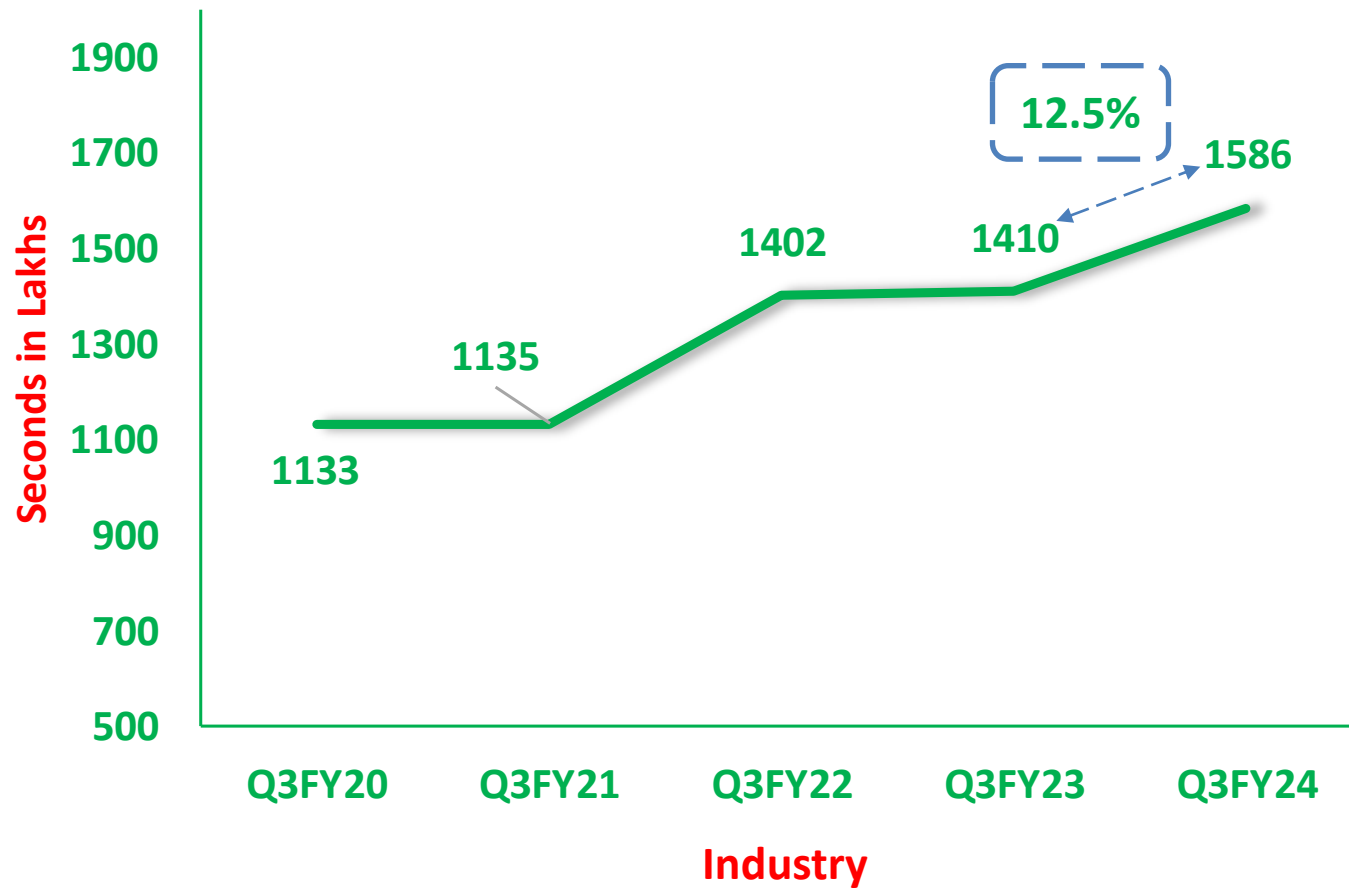
**Crossed 412Mn
views in
YTD Dec'23**






Business



Radio Ad Volumes

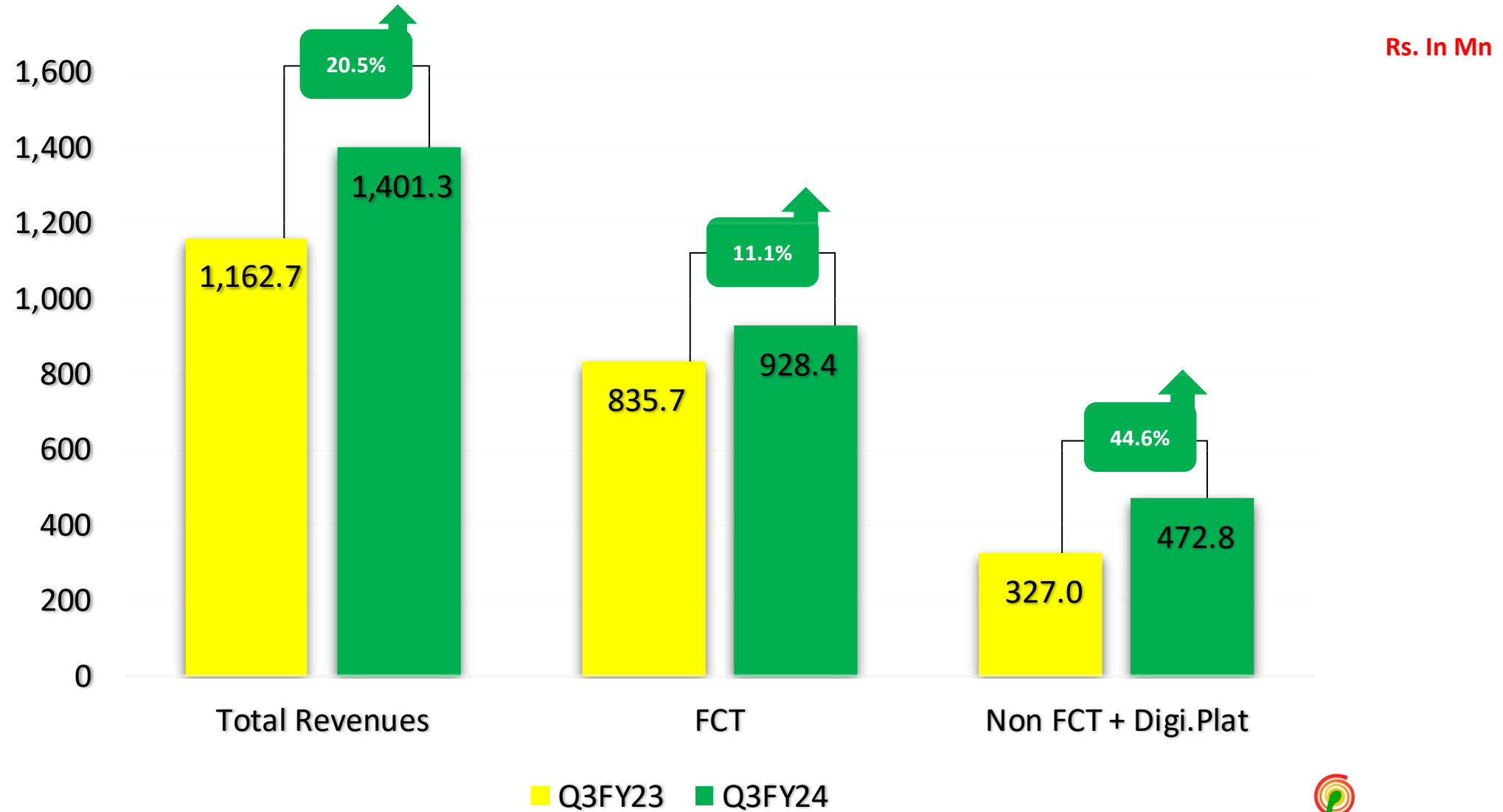


-  Registered Volume growth YoY: 18.7%
-  Due to increased share of Retail/ local advertisers
-  Volume market leader with Market Share of 26.2%

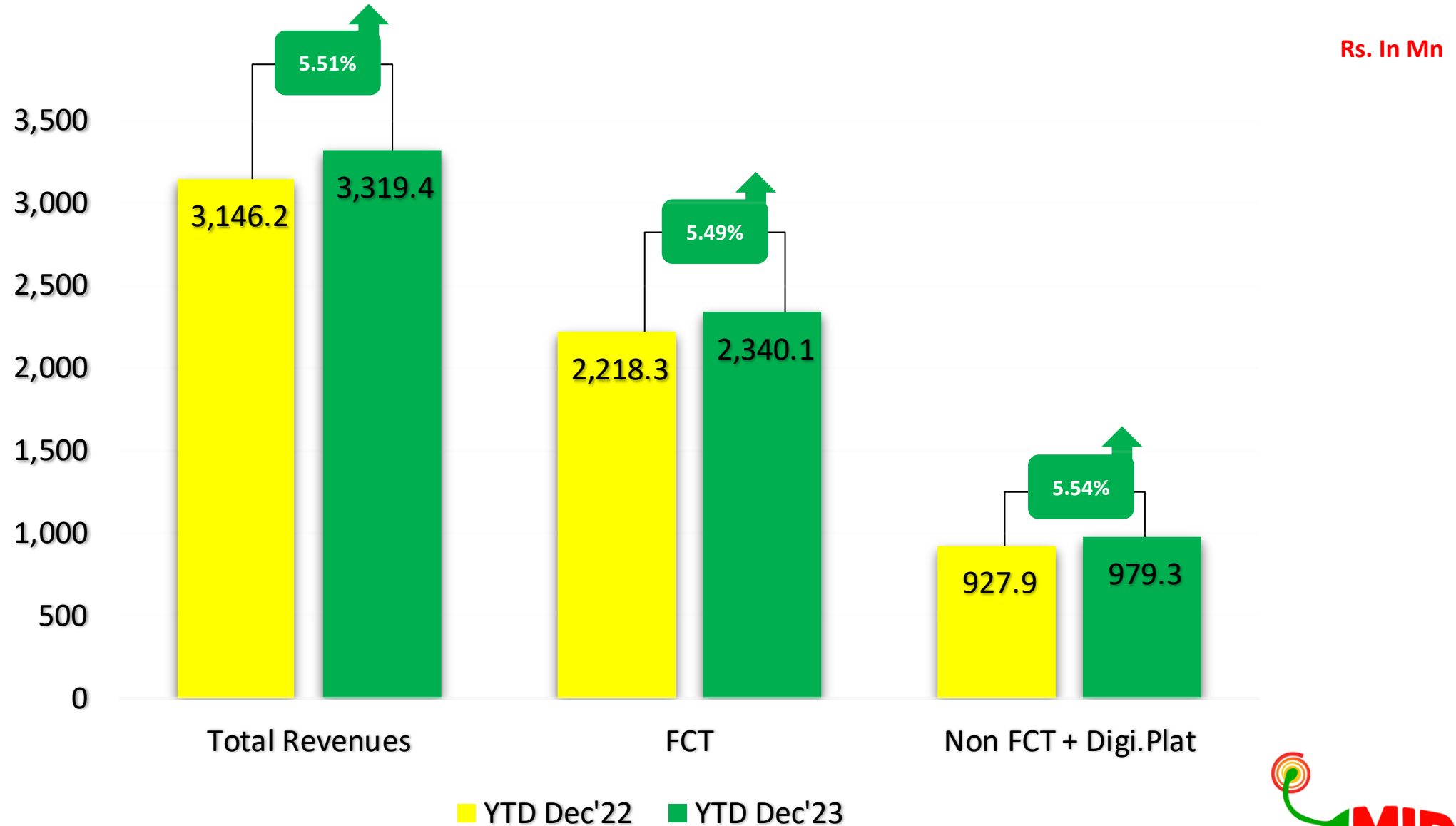
Source: Aircheck (21 Markets)



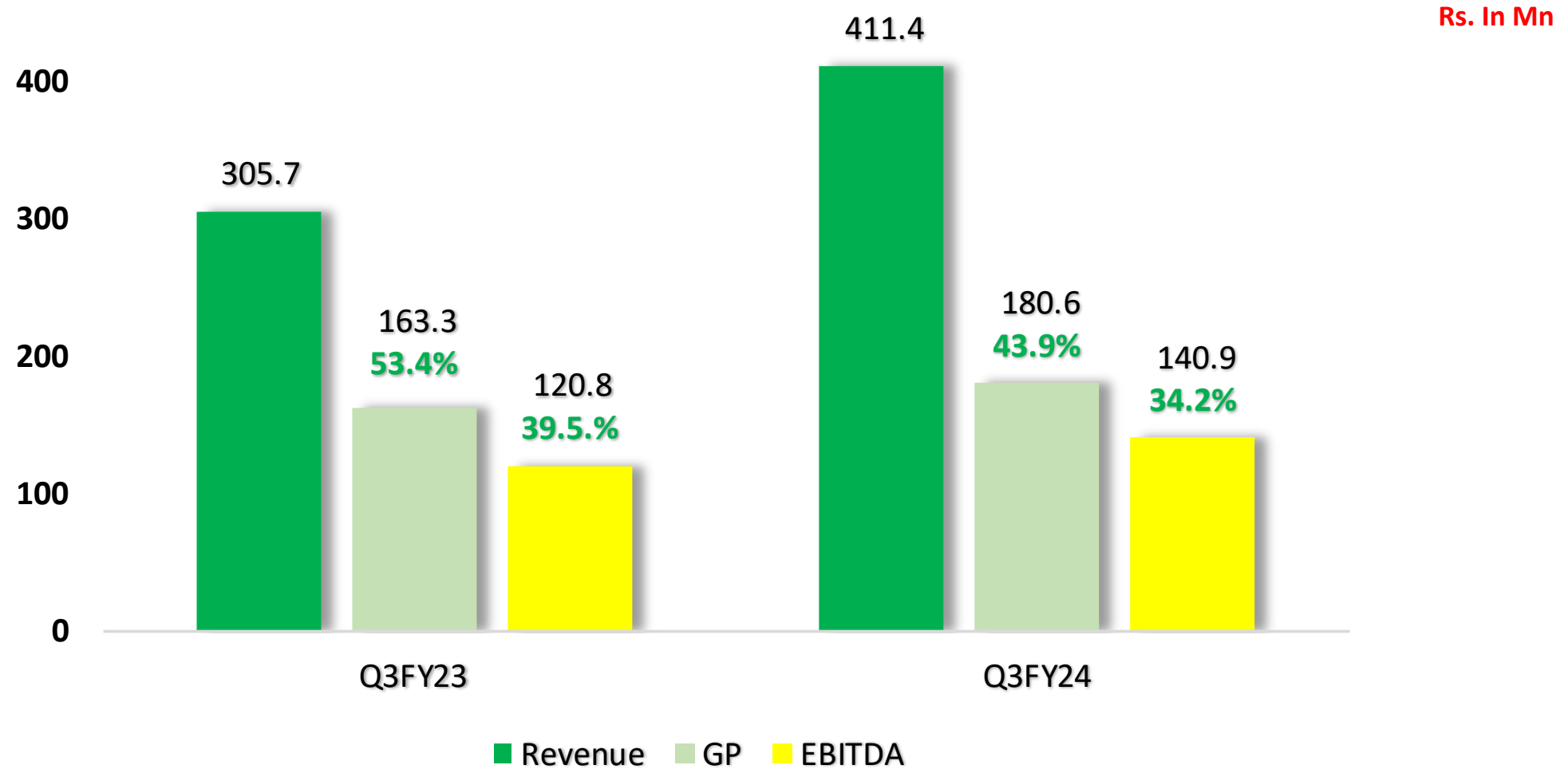
Q3FY24: Overall Revenue Performance



YTD Dec'23: Overall Revenue Performance



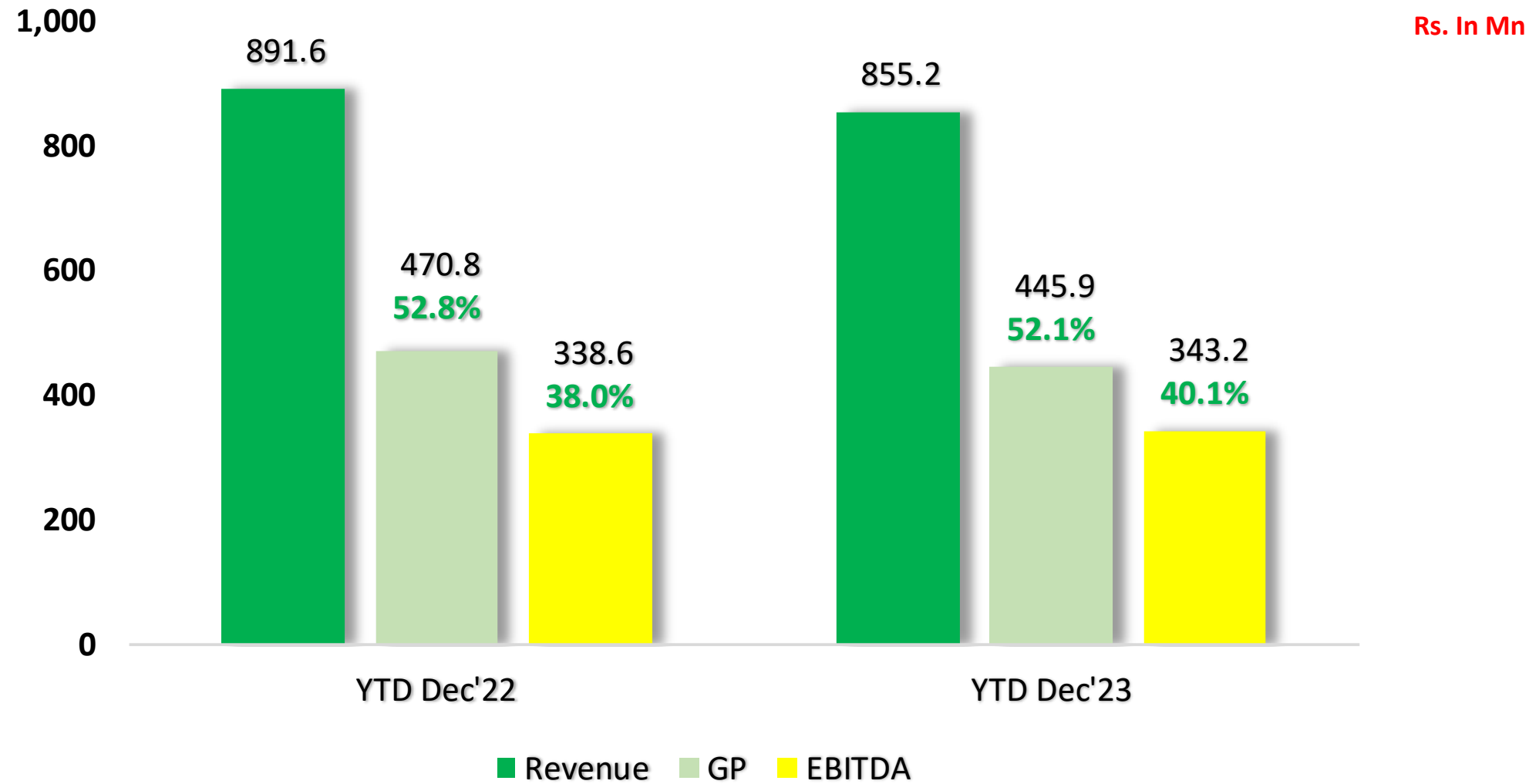
Q3FY24: Non - FCT Performance



Note: Excl. Digital Platform

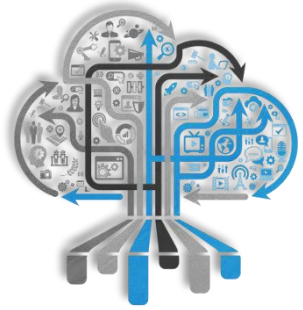


YTD Dec'23: Non - FCT Performance

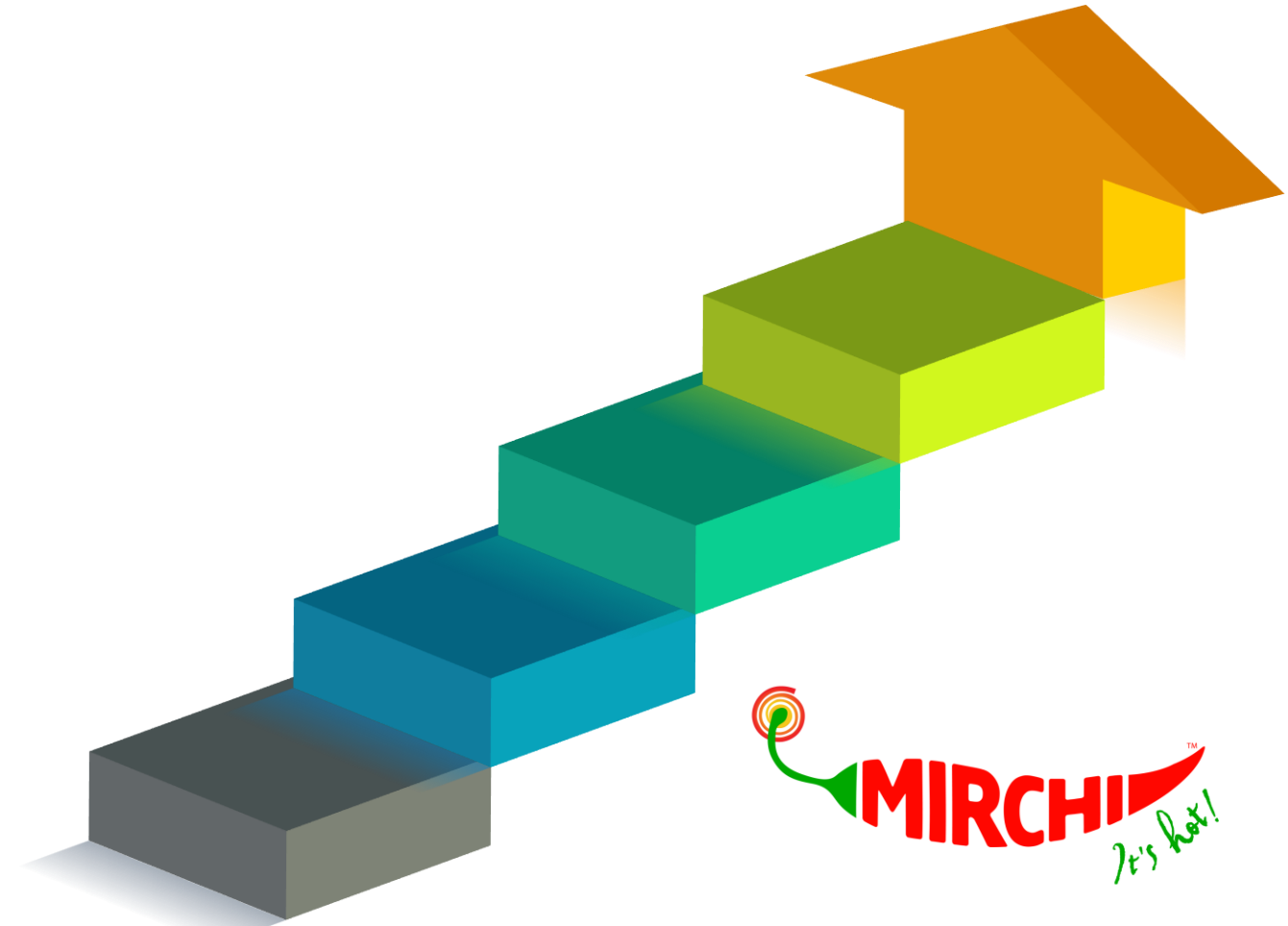


Note: Excl. Digital Platform





Solution Business



Mirchi Rock and Dhol

Celebrating the legacy and the biggest festival of Gujarat



Objective: 9 days of garba at a lavish venue with 9 different artists, festive décor, lip smacking food, celebrity appearances, gifts and an unforgettable experience.

Solution proposed: The event peaked this year with more than 1 lakh people participating over 9 days. The brands saw heavy engagements at their stalls/photobooths. With Bank of Baroda returning as the title sponsor, unique ideations were proposed and executed for the participating brands which resulted in excellent brand connect across and same has been voiced by many clients through personal feedbacks.



Mirchi Get Active Expo

Pre-leg to Delhi & Kolkata Half Marathons

Objective: To celebrate fitness as a lifestyle and engage with niche audience across major metros. 3-4-day bib distribution expo before the main marathon day.

Proposed: 3-4-day expo at the center of the city wherein brands that are targeting audience who are into overall fitness can directly interact with the participants and showcase their offerings

Impact: The brands saw heavy engagements at their stalls and multiple brands came in to participate in other cities as well. Unique ideations were proposed and executed for the participating brands which resulted in excellent brand connect across and same has been voiced by many clients through personal feedbacks. Most of the brands have already showed interest for next year's events.



Meri Maati Mera Desh

A multimedia campaign with Ministry of Culture, New Delhi



Objective: The idea was to celebrate India's unsung heroes & martyrs by collecting soil/mitti from every village/Tehsil and culminating at Kartavya Path, New Delhi. Soil collected will be used to create an Amrit Kalash near India Gate in memory of all who have laid down their lives for the nation.

Solution Proposed: We proposed a 11-day campaign where we celebrated the Martyrs of India through Radio, RJ led Digital posts, External Influencers & MPING. Mirchi won this through RFP process with our ideation getting 98 out 100 marks and our RJ getting an exclusive access on culmination day at Kartavya Path to be a part of Maati oath taking ceremony with citizens from across India as witness.

Impact: Mirchi's unwavering support to this campaign created a massive buzz across the country and positive impact on Ministry of Culture as well. More than 7000 spots across India & 1.9 lac seconds, 140 RJMs and a Digital reach of more than 10 M including Mping made this initiative seen & heard, which was highly appreciated by Ministry officials.

Mirchi Shopping Carnival 2.0

Bridging Brands Together



Objective: Facilitate a vibrant 3-day shopping carnival in the city center of Srinagar, providing entrepreneurs and brands a unique platform to connect with their target audience

Solution Proposed: Enable online entrepreneurs to engage directly with their clients, offering a firsthand experience of their products. The event also showcased local crafts, live music performances, and diverse culinary experiences, providing these elements with valuable exposure.

Impact: The 3-day shopping carnival brought in 10,000 people from different parts of Kashmir. People loved the experience, and it created a strong sense of community. The event's positive vibes boosted support for local businesses and artists, leaving a lasting impact.



MIRCHI
INTERNATIONAL

Bahrain

Mirchi Terminal Season 2



Objective: Mirchi Terminal Season 2 gave the opportunity to listeners to travel to Baku with an all-expense paid trip. Building listener and client connect.

Impact: We got more than 500 entries with 40-50 people engaging with the RJ during the live shows. 6 people visited Baku.

Mirchi Cricket Mania



Objective: 40-day AOM capturing the fever of the ODI Cricket World Cup where we invited listeners for every India match to a lounge with a large screen and arranged props, food and beverage to give a stadium like feel

Impact: 600 people registered to participate, and we selected 20 people for every India match.

Qatar

Mirchi Women's Wednesday



Objective: A fun and informative activity for ladies. We got participation from homemakers as well as working professionals. MWW offered a platform to unwind and embrace womanhood, fostering community connect and support among the vibrant and diverse women in Qatar.

Impact: 700 registrations. 270 participants. 300K + Digital reach.

Mirchi Terminal 2



Objective: The second season of Mirchi Terminal was aimed at generating listener engagement and relationship building with clients in a clutter free environment. Listeners got a chance to win a fun trip to Kenya which was amplified on all our platforms to showcase Mirchi's connect with our audience.

Impact: 1000+ entries - 500 on air, 100 from selfie Contest, 450 from social media each tagging 3 of their friends. 30 people traveled to Kenya. Digital Reach -500K





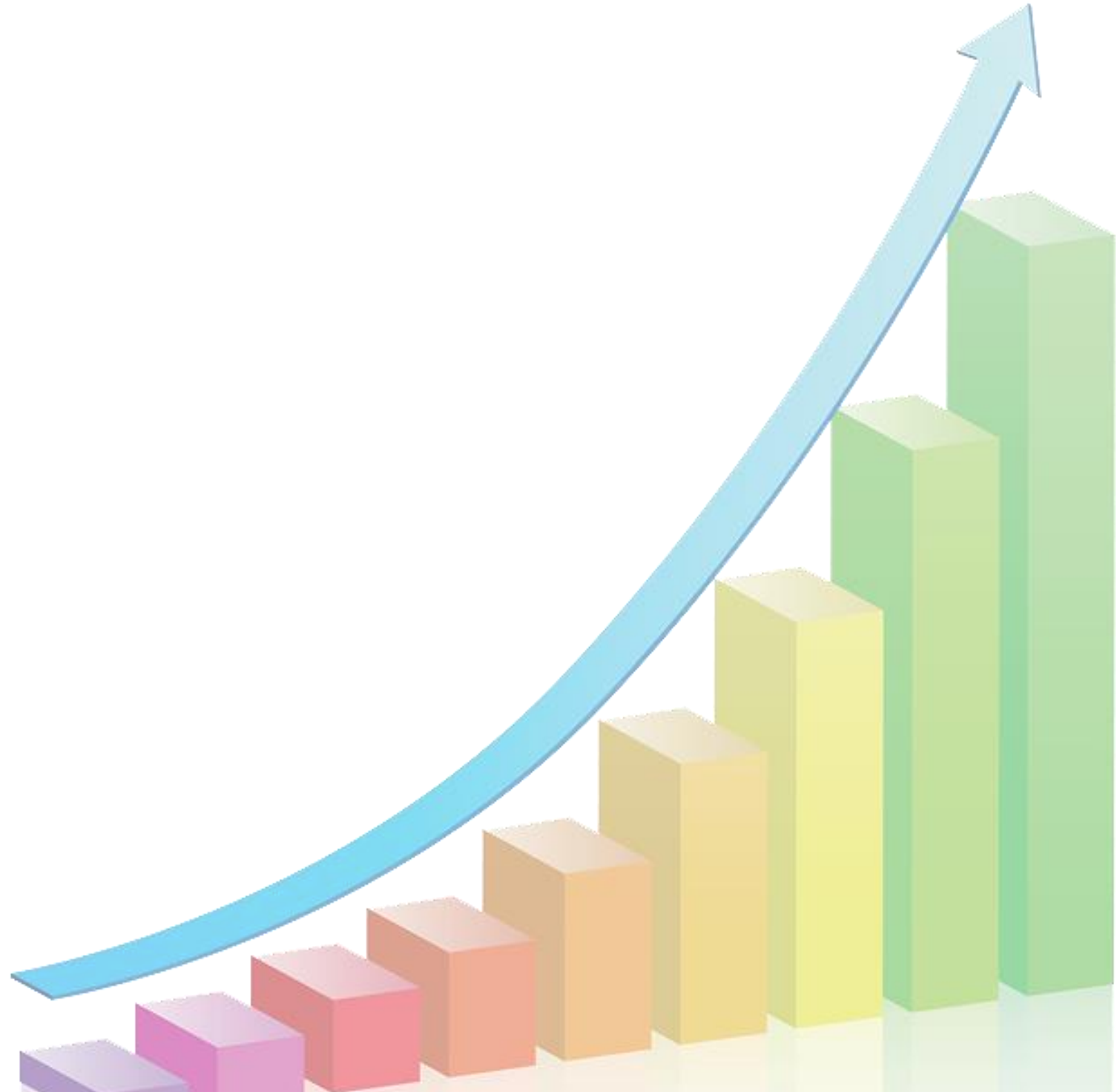
Dus ka Dus on Dhanteras

Objective: To celebrate Dhanteras, we associated with RK Jewels and gave out 10 gold coins to our listeners. One lucky winner was selected every hour.

Impact: Over 100 participants, winners were selected on air and on ground.



Finance



Condensed Statement Of Operations

(Standalone)

₹ In Millions	Q3 FY24	Q3 FY23	YoY (%)	YTD Dec23	YTD Dec22	YoY (%)
Income from Operations	1,396.4	1,161.3	20.3%	3,292.4	3,140.8	4.8%
Other Operating Income	5.3	1.4	275.9%	27.5	5.4	404.5%
Total Income	1,401.7	1,162.7	20.6%	3,319.9	3,146.2	5.5%
Operating Expenditure	1,019.5	898.3	13.5%	2,605.6	2,632.4	(1.0%)
EBITDA	382.3	264.4	44.6%	714.3	513.8	39.0%
Depreciation	76.0	81.0	(6.2%)	224.8	239.1	(6.0%)
Amortisation	113.3	114.5	(1.0%)	338.6	342.1	(1.0%)
EBIT	193.0	68.9	180.1%	150.9	(67.4)	324.0%
Other Income	50.7	46.9	8.1%	179.0	131.6	36.0%
Finance Cost	37.8	39.4	(4.1%)	112.0	117.8	(4.9%)
PBT before exceptional items	205.9	76.4	169.7%	217.9	(53.6)	506.9%
Exceptional items	-	-	NM	5.4	(177.8)	NM
PBT	205.9	76.4	169.7%	223.3	(231.4)	196.5%
Taxation	39.8	18.2	118.1%	43.1	(50.1)	185.9%
PAT	166.1	58.2	185.7%	180.2	(181.3)	199.4%
Other Comprehensive Income/Loss (net)	(5.0)	(0.2)	NM	(7.6)	(2.0)	NM
Total Comprehensive Income/Loss	161.1	58.0	177.9%	172.6	(183.3)	194.2%

 Revenue from Digital during the Quarter: Rs.117Mn i.e. 13% of Radio revenue

 Reduction in overall operating costs (Excl. DVC & Digital Platform) Vs. **Q3FY23**: Rs 16.8Mn (Vs. **YTD Dec'23**: 83.3Mn)

 Net Cash as on December 31, 2023: Rs 2.62 Bn

Condensed Statement Of Operations

(Consolidated)

₹ In Millions	Q3 FY24	Q3 FY23	YoY (%)	YTD Dec23	YTD Dec22	YoY (%)
Income from Operations	1,453.2	1,244.0	16.8%	3,436.1	3,336.1	3.0%
Other Operating Income	4.4	1.5	196.0%	31.1	10.0	211.9%
Total Income	1,457.6	1,245.5	17.0%	3,467.2	3,346.1	3.6%
Operating Expenditure	1,052.1	967.5	8.7%	2,682.1	2,790.4	(3.9%)
EBITDA	405.5	278.0	45.9%	785.1	555.7	41.3%
Depreciation	135.4	224.6	(39.7%)	249.7	340.0	(26.6%)
Amortisation	63.2	3.2	1885.1%	341.4	344.7	(1.0%)
EBIT	206.9	50.2	311.9%	194.0	(129.0)	250.4%
Other Income	52.1	76.6	(32.0%)	184.0	164.1	12.1%
Finance Cost	38.8	44.7	(13.0%)	115.8	134.6	(14.0%)
PBT before exceptional items	220.2	82.2	168.0%	262.2	(99.5)	363.5%
Exceptional items	-	-	NM	13.2	(26.3)	NM
PBT	220.2	82.1	168.1%	275.4	(125.8)	318.9%
Taxation	40.3	18.8	114.2%	45.4	(48.0)	194.5%
PAT	179.9	63.3	184.1%	230.0	(77.8)	395.6%
Other Comprehensive income/loss	(5.7)	1.9	NM	(11.4)	6.7	NM
Total comprehensive income/loss	174.2	65.2	167.1%	218.6	(71.1)	407.4%



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)

Rs. In Millions	Q3 FY24	Q3 FY23	YoY (%)	YTD Dec23	YTD Dec22	YoY (%)
Income from Operations	1,465.6	1,252.5	17.0%	3,575.5	3,652.5	(2.1%)
Other Operating Income	84.5	1.4	5874.1%	126.1	5.4	2217.2%
Total Income	1,550.1	1,253.9	23.6%	3,701.6	3,657.9	1.2%
Operating Expenditure	1,115.4	1,145.1	(2.6%)	2,990.5	4,667.0	(35.9%)
EBITDA	434.7	108.8	299.5%	711.1	(1,009.1)	170.5%
Depreciation	76.0	81.0	(6.2%)	224.8	239.1	(6.0%)
Amortisation	113.6	114.9	(1.1%)	339.6	343.5	(1.1%)
EBIT	245.1	(87.1)	381.4%	146.7	(1,591.7)	109.2%
Other Income	58.0	55.9	3.8%	194.4	160.4	21.2%
Finance Cost	37.7	39.4	(4.2%)	112.0	117.8	(4.9%)
PBT before exceptional items	265.4	(70.6)	475.9%	229.1	(1,549.1)	114.8%
Exceptional items	-	-	NM	5.4	(177.8)	NM
PBT	265.4	(70.6)	475.9%	234.5	(1,726.9)	113.6%
Taxation	39.7	18.2	117.8%	43.1	(50.1)	185.9%
PAT	225.7	(88.8)	354.1%	191.4	(1,676.8)	111.4%
Other Comprehensive Income/Loss (net)	(4.9)	1.0	NM	(7.8)	(1.2)	NM
Total Comprehensive Income/Loss	220.8	(87.8)	351.6%	183.6	(1,678.0)	110.9%

Condensed Statement Of Operations

(Consolidated)

Rs. In Millions	Q3 FY24	Q3 FY23	YoY (%)	YTD Dec23	YTD Dec22	YoY (%)
Income from Operations	1,522.5	1,335.3	14.0%	3,719.1	3,847.9	(3.3%)
Other Operating Income	83.6	1.5	5498.1%	129.8	10.0	1202.1%
Total Income	1,606.1	1,336.8	20.1%	3,848.9	3,857.9	(0.2%)
Operating Expenditure	1,148.1	1,214.3	(5.5%)	3,067.0	4,825.0	(36.4%)
EBITDA	458.0	122.5	274.0%	781.9	(967.1)	180.8%
Depreciation	135.5	224.6	(39.7%)	249.7	339.9	(26.6%)
Amortisation	63.4	3.6	1640.0%	342.4	346.2	(1.1%)
EBIT	259.1	(105.7)	345.0%	189.8	(1,653.2)	111.5%
Other Income	59.4	85.6	(30.6%)	199.4	192.9	3.4%
Finance Cost	38.8	44.7	(13.0%)	115.8	134.6	(14.0%)
PBT before exceptional items	279.7	(64.8)	531.9%	273.4	(1,594.9)	117.1%
Exceptional items	-	-	NM	13.2	(26.3)	NM
PBT	279.7	(64.8)	531.9%	286.6	(1,621.2)	117.7%
Taxation	40.3	18.8	114.2%	45.4	(48.0)	194.5%
PAT	239.4	(83.6)	386.4%	241.2	(1,573.2)	115.3%
Other Comprehensive income/loss	(5.5)	3.1	NM	(11.6)	7.4	NM
Total comprehensive income/loss	233.9	(80.5)	390.6%	229.6	(1,565.8)	114.7%



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 Q3FY24

We thank you for your support and welcome your feedback and comments regarding this update and other investor issues

For further information please contact:

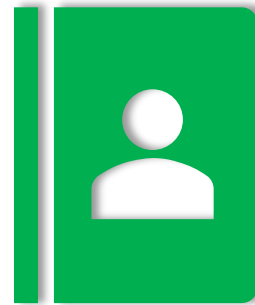
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Disclaimer

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

