

INVESTOR UPDATE



ENTERTAINMENT NETWORK (INDIA) LTD.



PERFORMANCE REVIEW: Q2 FY21

November 05, 2020

Presentation Path

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

Financial Review

Condensed Statement Of Operations

Standalone

₹ In Millions	Q2 FY21	%age of Total Income	Q2 FY20	%age of Total Income	Growth (%)
Income from Operations	462.4	98.3%	1,096.9	96.3%	(57.8%)
Other Operating Income	8.0	1.7%	42.2	3.7%	(81.1%)
Total Income	470.4	100.0%	1,139.1	100.0%	(58.7%)
Operating Expenditure	532.6	113.2%	864.0	75.8%	(38.4%)
EBITDA	(62.2)	(13.2%)	275.1	24.1%	(122.6%)
Depreciation	107.6	22.9%	112.7	9.9%	(4.6%)
Amortisation	133.4	28.4%	133.0	11.7%	0.3%
EBIT	(303.2)	(64.4%)	29.4	2.5%	(1129.6%)
Other Income	37.9	8.0%	31.8	2.8%	19.2%
Finance Cost	50.8	10.8%	46.2	4.1%	10.0%
Profit Before Tax (PBT)	(316.1)	(67.2%)	15.0	1.3%	(2208.5%)
Taxation	(79.0)	(16.8%)	2.6	0.2%	(3181.2%)
Profit After Tax (PAT)	(237.1)	(50.4%)	12.4	1.1%	(2008.5%)
Other Comprehensive Income (net)	0.04	0.01%	(1.7)	(0.2%)	(102.2%)
Total Comprehensive Income	(237.1)	(50.4%)	10.7	0.9%	(2319.8%)

Financial Performance Q2FY21

(All comparisons with corresponding period of previous year)

- FCT revenue de-grew by 57.1% (Q2FY21) ; Sequential growth 131.8%
- Non-FCT
 - Revenues de-grew by 62.5% (Q2FY21)
 - Non-FCT Gross Margins register strong growth : 52.7% (Q2 FY20 : 45.6%)
 - Non-FCT EBITDA margin : 37.5% (Q2 FY20 : 24.7%)
- Revenue of Migrated stations (35) declined by 58.7% during the quarter
- Batch 1 revenues during the quarter : Rs.65.2 Mn (↓ 61.4%)
 - EBITDA loss: Rs. 24.7 Mn (Q2FY20 profit: Rs.25.0 Mn)
- Batch 2 revenues during the quarter : Rs 19.8 Mn (↓47.8%)
 - EBITDA loss: Rs 10.8 Mn (Q2FY20 loss : Rs. 0.7 Mn)
- Revenue from Digital during the quarter: Rs.60.4 Mn; Sequential growth 67%
- Reduction in Overall operating costs including DVC : 35%
- Impact of IND AS 116 on PAT : Rs 11.4 Mn
- Net Cash as on Sep 30, 2020 : Rs 2.4 Bn

Condensed Statement Of Operations

Standalone

₹ In Millions	YTD Sep'20	%age of Total Income	YTD Sep'19	%age of Total Income	Growth (%)
Income from Operations	816.8	98.0%	2,393.7	97.5%	(65.9%)
Other Operating Income	16.2	2.0%	61.2	2.5%	(73.5%)
Total Income	833.0	100.0%	2,454.9	100.0%	(66.1%)
Operating Expenditure	1,154.9	138.6%	1,849.3	75.3%	(37.6%)
EBITDA	(321.9)	(38.6%)	605.6	24.7%	(153.2%)
Depreciation	213.7	25.7%	222.2	9.1%	(3.8%)
Amortisation	265.3	31.8%	264.2	10.8%	0.4%
EBIT	(800.9)	(96.1%)	119.2	4.9%	(772.0%)
Other Income	92.1	11.1%	62.8	2.6%	46.6%
Finance Cost	95.5	11.5%	92.6	3.8%	3.1%
Profit Before Tax (PBT)	(804.3)	(96.6%)	89.4	3.6%	(999.3%)
Taxation	(201.0)	(24.1%)	28.7	1.2%	(800.2%)
Profit After Tax (PAT)	(603.3)	(72.4%)	60.7	2.5%	(1093.4%)
Other Comprehensive Income (net)	(1.1)	(0.1%)	(2.9)	(0.1%)	(60.7%)
Total Comprehensive Income	(604.4)	(72.6%)	57.8	2.4%	(1145.3%)

Summarized Balance Sheet

Standalone

Rs. In Million	As on			
	Sep'20	%age to Total	Mar'20	%age to Total
Shareholders' Funds				
Capital	476.7	4.4%	476.7	4.1%
Reserves and Surplus	8,053.6	74.2%	8,705.7	75.3%
Net Worth	8,530.3	78.6%	9,182.4	79.4%
Deferred Tax Liability (net)	18.1	0.2%	219.6	1.9%
Financial liabilities	2,144.6	19.8%	2,155.9	18.7%
Net Short term Liabilities	154.1	1.4%	-	0.0%
Total	10,847.2	100.0%	11,557.9	100.0%
Fixed Assets (Net)				
Tangible & Intangibles	6,198.9	57.1%	6,536.6	56.6%
Right of Use Asset	1,704.3	15.7%	1,790.5	15.5%
Capital Work in progress	11.0	0.1%	8.5	0.1%
Sub-total	7,914.2	73.0%	8,335.6	72.1%
Equity in ABSL & EN INC	156.4	1.4%	141.7	1.2%
Investment Properties	22.8	0.2%	23.1	0.2%
Other Long Term Assets (Net)	345.3	3.2%	327.4	2.8%
Net Short Term Assets	-	-	454.2	3.9%
Cash & Cash Equivalents	2,408.4	22.2%	2,275.9	19.7%
Total	10,847.2	100.0%	11,557.9	100.0%

Condensed Statement Of Operations

Consolidated

₹ In Millions	Q2 FY21	%age of Total Income	Q2 FY20	%age of Total Income	Growth (%)
Income from Operations	475.7	98.4%	1,113.4	96.3%	(57.3%)
Other Operating Income	8.0	1.6%	42.2	3.7%	(81.1%)
Total Income	483.7	100.0%	1,155.6	100.0%	(58.1%)
Operating Expenditure	546.9	113.1%	875.5	75.8%	(37.5%)
EBITDA	(63.2)	(13.1%)	280.1	24.2%	(122.6%)
Depreciation	122.1	25.3%	126.5	10.9%	(3.5%)
Amortisation	133.4	27.6%	132.8	11.5%	0.4%
EBIT	(318.7)	(65.9%)	20.6	1.8%	(1644.1%)
Other Income	44.9	9.3%	33.4	2.9%	34.5%
Finance Cost	52.6	10.9%	49.3	4.3%	6.6%
Profit Before Tax (PBT)	(326.4)	(67.5%)	4.7	0.4%	NM
Taxation	(78.9)	(16.3%)	2.8	0.2%	NM
Profit After Tax (PAT)	(247.5)	(51.2%)	1.9	0.2%	NM
Other Comprehensive Income (net)	(0.1)	(0.0%)	(1.8)	(0.2%)	(95.6%)
Total Comprehensive Income	(247.6)	(51.2%)	0.1	0.0%	NM

Condensed Statement Of Operations

Consolidated

₹ In Millions	YTD Sep'20	%age of Total Income	YTD Sep'19	%age of Total Income	Growth (%)
Income from Operations	844.8	98.1%	2,418.6	97.5%	(65.1%)
Other Operating Income	16.3	1.9%	61.2	2.5%	(73.4%)
Total Income	861.1	100.0%	2,479.8	100.0%	(65.3%)
Operating Expenditure	1,183.6	137.5%	1,869.1	75.4%	(36.7%)
EBITDA	(322.5)	(37.5%)	610.7	24.6%	(152.8%)
Depreciation	243.0	28.2%	244.8	9.9%	(0.7%)
Amortisation	265.3	30.8%	264.3	10.7%	0.4%
EBIT	(830.9)	(96.5%)	101.6	4.1%	(918.1%)
Other Income	103.4	12.0%	66.0	2.7%	56.7%
Finance Cost	99.8	11.6%	98.0	4.0%	1.9%
Profit Before Tax (PBT)	(827.3)	(96.1%)	69.6	2.8%	(1288.9%)
Taxation	(200.7)	(23.3%)	29.2	1.2%	(787.7%)
Profit After Tax (PAT)	(626.6)	(72.8%)	40.4	1.6%	(1651.0%)
Other Comprehensive Income (net)	(1.1)	(0.1%)	(3.0)	(0.1%)	(62.9%)
Total Comprehensive Income	(627.7)	(72.9%)	37.4	1.5%	(1777.5%)

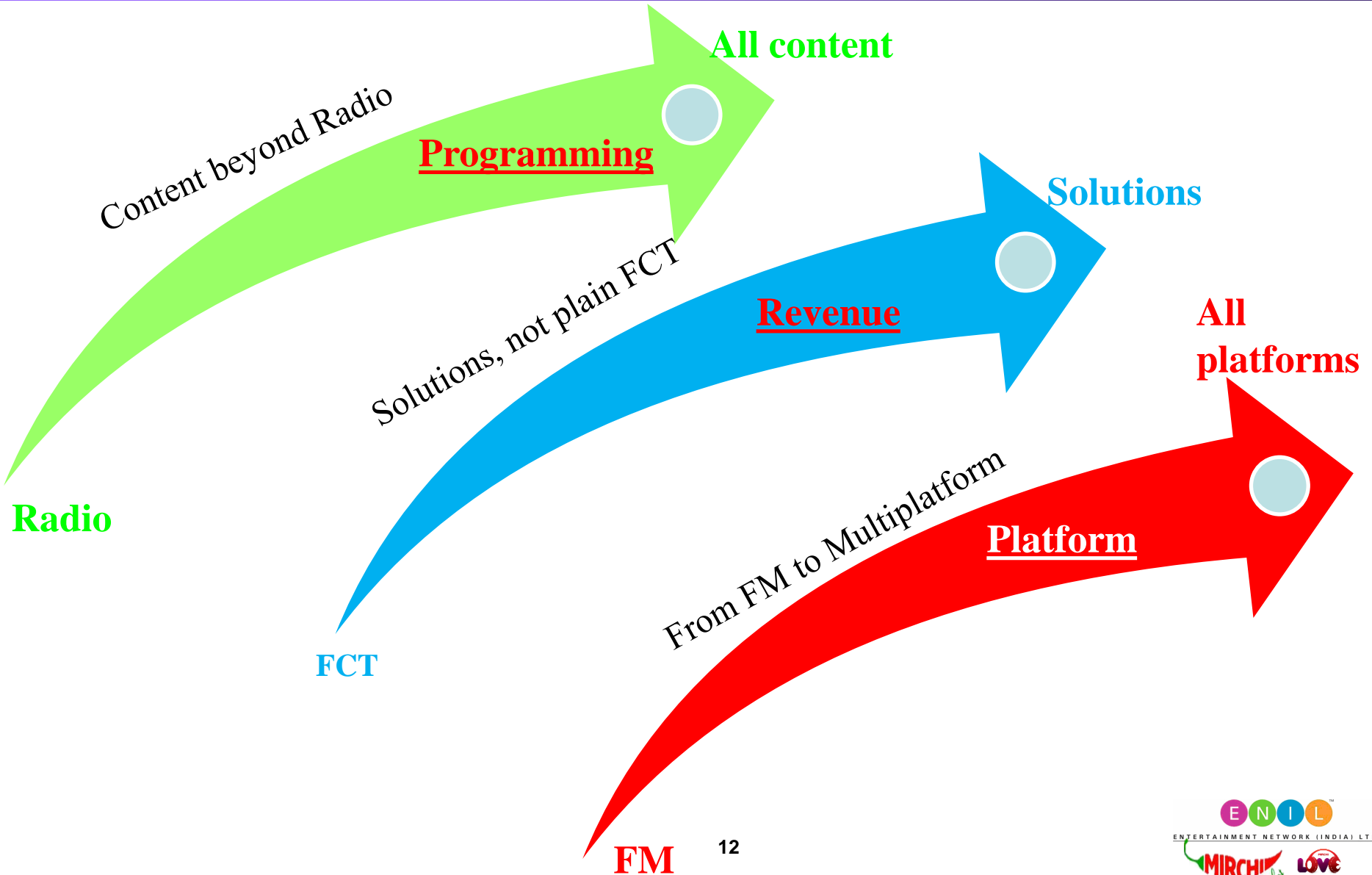
Business Review

Key Operating Highlights

- Middle East expansion : Launch in Qatar and Bahrain early next year
- Mirchi launched its first App in USA on both IOS and Android;

Downloads crossed 115K with 52K followers
- Mirchi Play has 25 online stations now available on landing page of Gaana app
- Mirchi continues to have the largest social media footprint amongst private FM players
- Mirchi's Youtube Network crossed 11mn subscribers during the quarter
- Time brokerage arrangement for 1600AM frequency in New York discontinued with effect from Oct 31, 2020
- Advertising Sales Agreement (ASA) with TVTN discontinued w.e.f. September 1, 2020

Strategy : Three Pivots



MIRCHI DIGITAL

Online Radio



Genre Based

- Melodies/ Bollywood/ Retro/ Indies/ Unplugged/90s/ Club/ English Hits

Theme Based

- Toota Dil/ Drive

Regional

- Tamil/ Telugu/ Punjabi/ Kannada/ Bengali

City Centric

- Mumbai/ Delhi

Mirchi now streams **25 online radio stations.**

Presence on YouTube

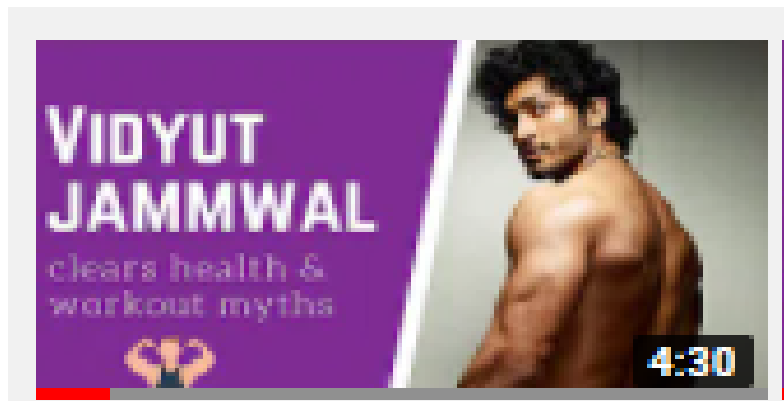
Mirchi's YouTube network crossed 11Mn Subscribers



INDIA'S #1 BOLLYWOOD ENTERTAINMENT CHANNEL



Celebrating 5Mn Subscribers of *Filmy Mirchi* channel with a contest on YT channel (2L+ views)



Did Bollywood Celeb interviews over zoom calls

Gulf Oil – Jamoora Tason

OBJECTIVE

To build Top Of Mind recall for the brand and stay in touch

CAMPAIGN

Utilize the platform of “Jamoora Tason” to create awareness

CONCEPT

Infotainment based content to educate the TG about Covid-19 guidelines



Sanofi – Podcast Series

OBJECTIVE

To ensure TOM recall for its product range and build a stronger relationship with Doctors

CAMPAIGN

“SanofiPedia” podcast series created for Paediatricians

CONCEPT

20 minute podcasts - medical content & entertainment for the Doctors.



Average consumption of **5 to 6 minutes from Day 1 (all organic)**

Mirchi to be the first company to create content for Doctors in the industry and Sanofi became the first pharma player to execute a Podcast for Doctors.

MULTI MEDIA SOLUTIONS

Friendship day Jam



69 Million+
Impressions

15 Million+
Video Views

6.3 Million+
Engagements

360 degree Impact property that spanned across Social Media; Television; Audio Streaming Platforms ;

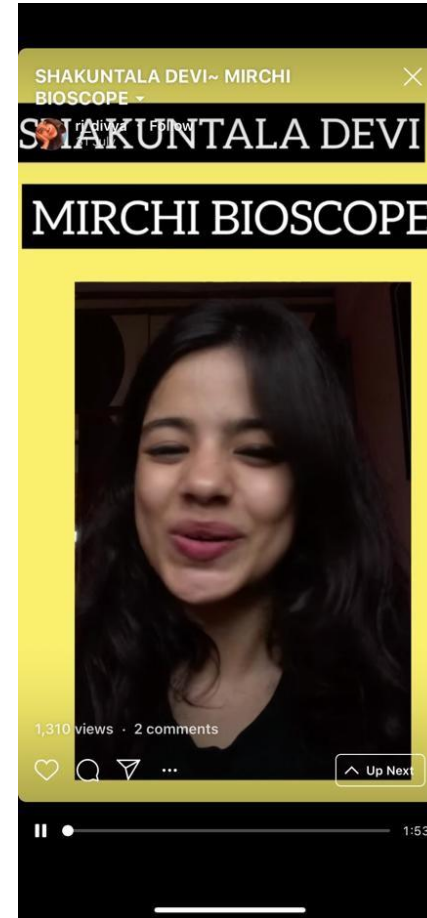

Engagements
4,03,187


Engagements
5,347,738


Engagements
1,55,412


Video Views
9,959,124

Amazon : Shakuntala Devi



Promotion of release of Shakuntala Devi on Amazon Prime

ORIGINAL CONTENT

Original Content

Punjabi



Launched another Punjabi webseries
'Back Stage Boys'
Licensed to MX Player

Impact Properties

Mirchi Startup Express (Ahmedabad)



The poster for Mirchi Startup Express features a light blue background with a bokeh effect. At the top left is the Mirchi 98.3 FM logo. Below it is the logo of the Entrepreneurship Development Institute of India (EDII), which consists of a green circle with a white upward-pointing arrow. The text 'Entrepreneurship Development Institute of India (EDII) presents' is centered. The main title 'MIRCHI STARTUP EXPRESS' is prominently displayed in the center, with 'MIRCHI' in red, 'STARTUP' in large blue letters, and 'EXPRESS' in smaller blue letters. To the left of the title, a woman is sitting on the floor using a laptop, with a red rocket launching from her screen. To the right, a man is standing and holding a glowing yellow lightbulb. Below the title, it says 'Supported by' followed by the Cradle logo, which includes three colored dots (red, green, blue) and the word 'CradLE' in a stylized font. At the bottom, the slogan 'IDEA chalega to BUSINESS daudega' is written in a mix of red and blue. A call to action at the very bottom reads 'Register Yourself If You Have A Start Up Idea' in a rounded rectangular box.

- Mirchi Startup Express is a radio e-event where Mirchi invited budding entrepreneurs of Gujarat to register and present their start-up idea to a panel of Mirchi. Shortlisted idea will be nurtured and developed by the sponsor at their incubation center.
- Promotion of the event resulted in 1850 registrations for the event

Havmor Passport (Ahmedabad)



Havmor Passport is a mini series executed by Havmor featuring Gujarati Film star Malhar Thakar, sitting at home and enjoying digital tour to different countries with the help of his friends and relatives.

Mirchi Corporate Rockstar (Pune)

The banner features a blue background with a city skyline silhouette at the bottom. It includes logos for HDFC Bank, Goory Properties, and Madhuban Toyota. The main text reads 'FIN-GAGE * MIRCHI * CORPORATE ROCKSTARS' and 'ULTIMATE FAMILY TALENT UNLOCK'. A circular badge on the right says 'REGISTRATIONS OPEN' with a megaphone icon. The bottom text says 'MUSIC | DANCE | X-FACTOR' and 'STAY HOME. STAY SAFE'.

HDFC BANK
FIN-GAGE
*** MIRCHI ***
CORPORATE
ROCKSTARS
ULTIMATE FAMILY TALENT UNLOCK

POWERED BY *Goory* | PROPERTIES
DRIVEN BY **Madhuban Toyota**

MUSIC | DANCE | X-FACTOR
STAY HOME. STAY SAFE

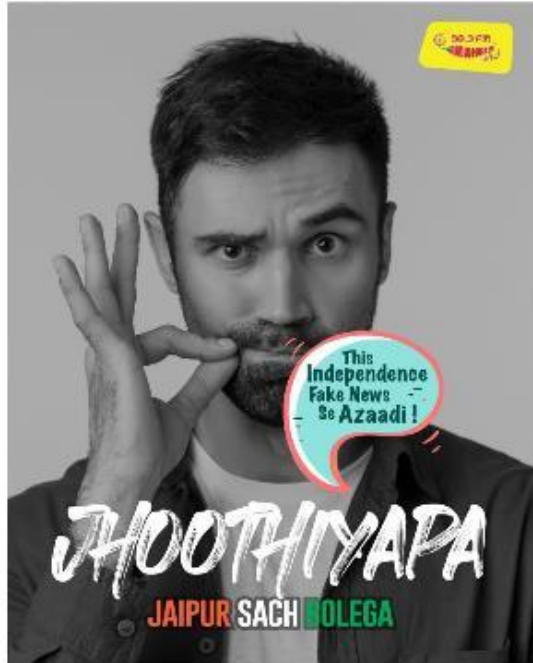
AN INITIATIVE BY **ENTERTAINMENT NETWORK (INDIA) LTD.**

REGISTRATIONS OPEN

- Employees to partner up with their family members and create a one-minute video of them singing a song.

Mirchi Programming and Marketing Activities

Jaipur-Jodhpur - Jhootiyapa



Fake News Se Aazadi



Ashish K Singh (ABP News) · 24 Aug
Was fab talking to you Purkhaa..You are a star..God bless!

Purkhaa @RJ_Purkhaa · 24 Aug
Here's an excerpt from my conversation with @AshishSinghLIVE on my show last week on #Jhootiyapa jhooth and fake news se aazaadi! We adore him for his कॉन्स्टेंट support and encouragement 🥰👍



1:47

Quote Tweets

Punit Agarwal @PunitSpeaks · 26 Aug
It was a great conversat'on @RJ_Purkhaa . Thank you for inviting me on your show.

Purkhaa @RJ_Purkhaa · 24 Aug
'कुछ तो लोग कहेंगे, लोगों का काम है कहना' says @PunitSpeaks when asked about the spread of #fake news by IT Cells. Here's an excerpt from the conversation that we had on my show on #Jhootiyapa- this i...



Ashish K Singh (ABP News) · @AshishSinghLIVE

Fantastic Purkhaa...दिखता कुछ है, होता कुछ है :) Very gud initiative...And Ashish is a friend, hi thr my friend @ashishphotos 🥰👍

RJ Purkhaa @RJ_Purkhaa · 15 Aug
98.3 Mirchi Jaipur is celebrating this Independence week 'झूठ से अजादी' #Jhootiyapa
On my show today was @ashishphotos who showed us the reality of a photoshopped image f...



7:43 pm · 15 Aug 20 · Twitter for Android

This campaign meant to stop fake news. The campaign was carried out in Rajasthan.

Go Guwahati

Guwahati Hope Jingle –

1 minute audio visual which shows how the city is limping back to action after Corona



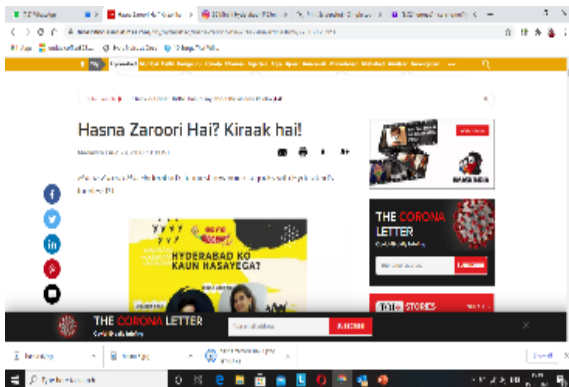
The video is lively which covers almost every aspect of Guwahatians. It shows the positivity and optimism in their eyes.

Baan Way – An initiative on Assam Floods



Mirchi collaborated with Indian Red Cross Society to help victims of Assam Floods in the month of August. Mirchi helped the society with donation appeals. And also talked about the heroic stories of Assam flood fighters.

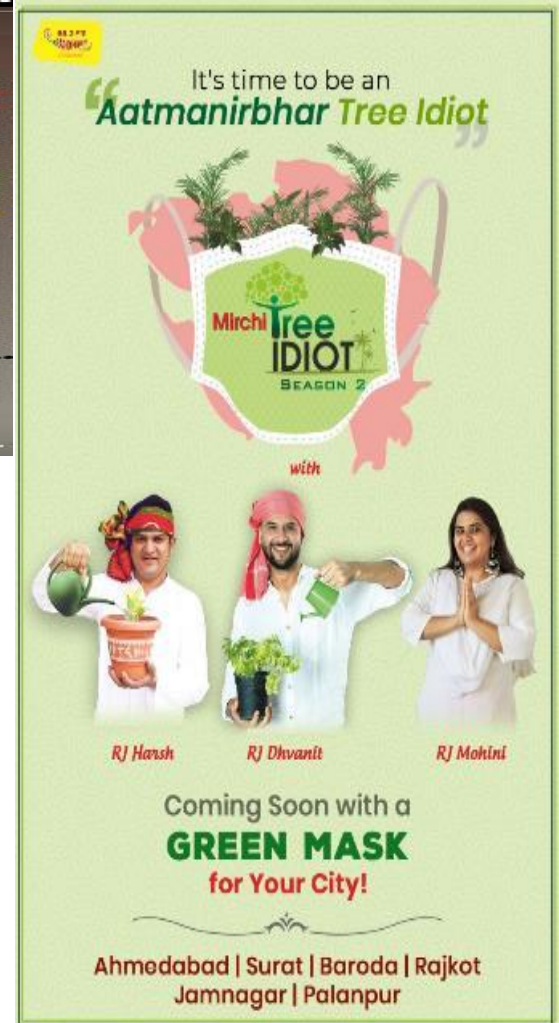
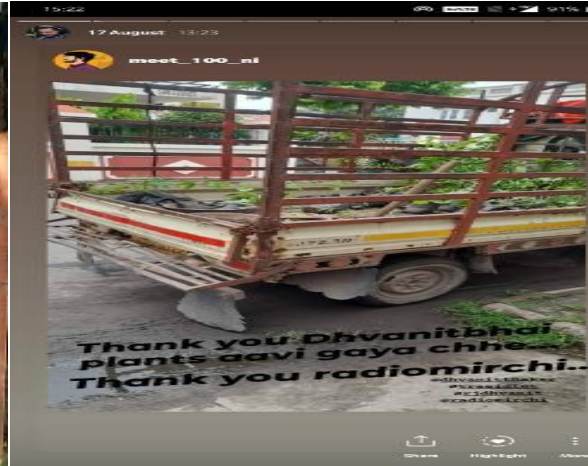
Hasna Zaroori Hai – Hyderabad 95



- *Hasna Zaroori Hai* was Mirchi 95's search for original Hyderabad comedy talent to feature on air alongside RJ Shadab
- The winner, Mudassir, co-hosted his own show, *Mast Mudassir*, on Mirchi Shadab's evening show
- It was covered by Times Of India and got an enthusiastic reception by Mirchi 95 listeners

Mirchi Social Initiatives

Gujarat - Mirchi Aatmanirbhar Tree Idiot



- A tree plantation drive
- 1.18 lac+ sapling registrations.
- 80 Live Sessions; Dhvanit's session crossed 1 crore+ post reach during the campaign.
- 5.65 lacs social media interactions

Mumbai - Bappa Toh Aake Rahengey!



- 12 RJs of Maharashtra challenged each other to make Origami Bappas on video.
- Mirchi created DIY Origami Ganesha kits for listeners to make paper Bappas at home.
- The paper had seeds in it, when immersed in a pot a plant grew out of it.

Baat Baat Pe Jobs

RADIO MIRCHI *is Baat!*
PAR BAAT BAAT PE JOBS!
with **TIMESJOBS**

Get HIRED by Top Recruiters in Pune

Register Now!
timesjobs/mirchi

Mirchi *is*

exchange4media

TimesJobs & Radio Mirchi launch 'Baat Baat Pe Jobs'

The campaign will help people find jobs during COVID-19 crisis.

By exchange4media with 304K followers
Profile not updated for 250 days

The COVID-19 crisis has brought global economies to a standstill, jeopardising careers of lakhs of professionals. In a bid to help those who have been affected professionally by the pandemic, our recruitment website TimesJobs, and Mirchi re-ignited their CSR initiative 'Ready Steady Jobs' for Season 2 with the title 'Mirchi Par Baat Baat Pe Jobs' with TimesJobs.

BW People.in

Hiring Spree: 670 Professionals Hired Through 'Baat Baat Pe Jobs' Campaign in Just 27 days

IT professional Anurag Jena's dream tech career crashed when his company let him go a few weeks ago. Like most other employees, he was working from home amid the COVID-19 pandemic, but the company lost its business and Anurag lost his job! Just then, Anurag applied at the 'Mirchi Par Baat Baat Pe Jobs with TimesJobs', a CSR initiative to help those professionals whose job has been hit by COVID-19.

This was the second season of a hugely popular CSR initiative hosted jointly by Mirchi and TimesJobs in 2019 called 'ReadySteadyJobs', where 1,065+ professionals were hired in 21 days.

TimesJobs & Radio Mirchi launch 'Baat Baat Pe Jobs' to help people find jobs during COVID-19 crisis

by Editorial | July 13, 2020 | 2 min read

90.3 FM RADIO MIRCHI **TIMESJOBS**

New Delhi: The COVID-19 crisis has brought global economies to a standstill, jeopardising careers of lakhs of professionals. In a bid to help those who have been affected professionally by the pandemic, our recruitment website TimesJobs, and Mirchi re-ignited their CSR initiative 'Ready Steady Jobs' for Season 2 with the title 'Mirchi Par Baat Baat Pe Jobs' with TimesJobs.

Mirchi along with Timesjobs changed the lives of 670 families with their campaign “Mirchi Par Baat Baat Pe Jobs”

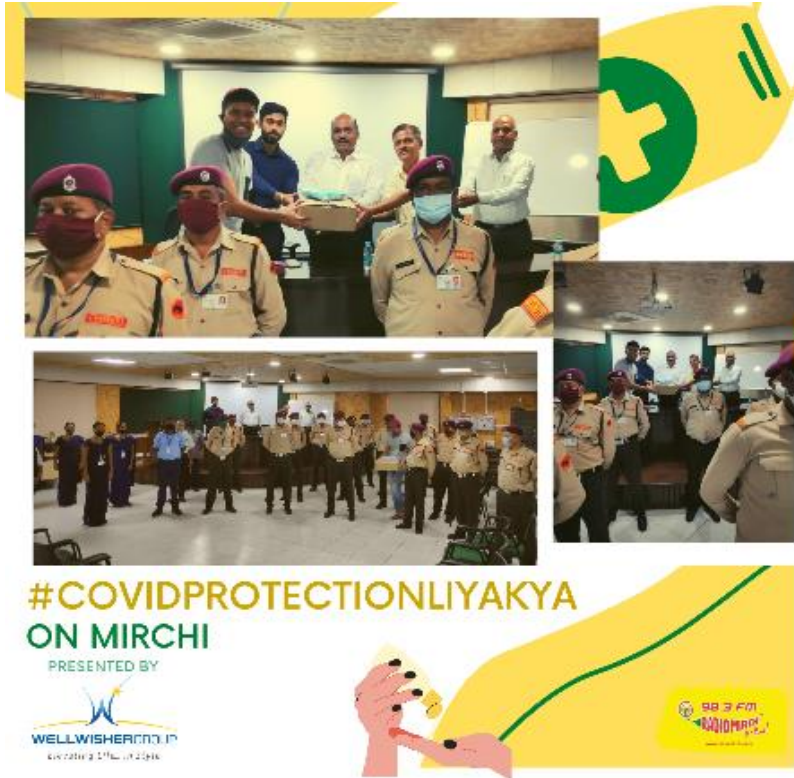
21 companies hired 670 people in 27 days during this campaign

Mumbai - Not Always Khush Is Also Ok



On World Suicide Prevention Day, Mirchi changed its positioning statement to “Not Always Khush Is Also Ok” to educate listeners on depression and help them prevent it.

Mirchi Chandigarh – Salaam to Corona Warriors



- Mirchi Pune Team Distributes 5000 essential kits containing Sanitisers and Masks across parts of Pune to frontline workers as well as to those who cant afford these safety items.

Bengaluru – Mere pas plasma hai



- We organized the first ever plasma donor and recipient meet.
- RJ Jimmy became the poster boy for plasma donation in Bengaluru. We ran a campaign on air to get people to become superheroes to donate plasma

Jalandhar – My waste, my responsibility

An Initiative of
Municipal Corporation, Jalandhar

MY Waste Responsibility

15 SEPT - 15 OCT

CleanUp Jalandhar



Mirchi Heena
 Radio Brand Ambassador

Follow Us and Stay Tuned at
www.facebook.com/MunicipalCorporationJalandhar

MANAGE YOUR WASTE

पी.पी.आर. मॉल के सामने डंप खत्म, पौधे लगाकर किया जाएगा सौंदर्यकरण

● 'मेरा कूड़ा मेरी जिम्मेदारी-फ्रीनअप जालंधर' के तहत शहर में 8 सार्वजनिक स्थानों को किया जाएगा साफ

● स्वच्छता अंबेसडर मुकाबले आग से शुरु, लोगों को भाग लेने की अपील

स्वच्छता सर्वोक्षण में मिल रहा लोगों का साथ



शहर में 8 सार्वजनिक स्थानों को किया जाएगा साफ

कूड़ा मैनेज होगा तो बदल जाएगी शहर की तस्वीर । क्विक पुरी

शहर में कूड़ा मैनेजमेंट को बेहतर बनाने के लिए शहर में 8 सार्वजनिक स्थानों को किया जाएगा साफ। 'मेरा कूड़ा मेरी जिम्मेदारी-फ्रीनअप जालंधर' के तहत शहर में 8 सार्वजनिक स्थानों को किया जाएगा साफ।

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आर.जे. हिना ने रिकॉर्ड की वीडियो

शहर में कूड़ा मैनेजमेंट को बेहतर बनाने के लिए शहर में 8 सार्वजनिक स्थानों को किया जाएगा साफ। 'मेरा कूड़ा मेरी जिम्मेदारी-फ्रीनअप जालंधर' के तहत शहर में 8 सार्वजनिक स्थानों को किया जाएगा साफ।



● सबको पर कूड़ा नहीं रहने देंगे, मेयर राजा

● लोगों के उत्साह ने मुक्ति की गति बढ़ाई, करनश शर्मा

Our RJ Heena headed a clean up operation as the brand ambassador for Municipal Corporation Jalandhar

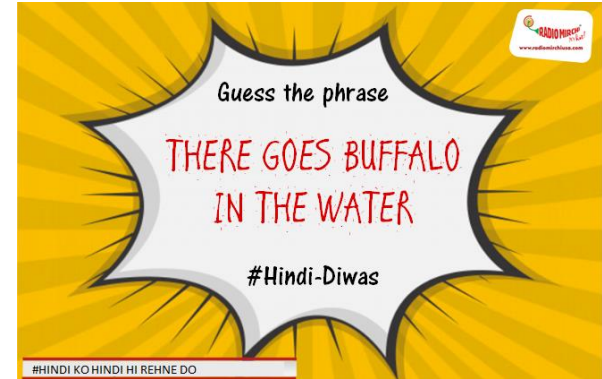
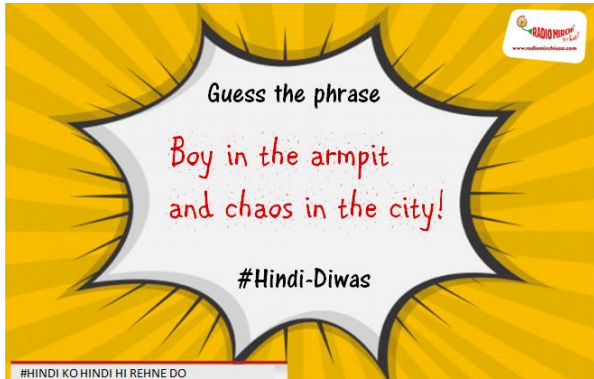
MIRCHI USA

Azadi Unlocked



This Independence month Radio Mirchi finds way to combat & celebrate the true independence. **The activity culminated in Times Square by hosting the flag which created history.**

Hindi ko Hindi rehnedo



Hindi mein baat karein! हिंदी को हिंदी ही रहने दो! with RJ Naved.
#HindiDiwas2020 #hindidiwascelebration #HindikoHindiHiRehnedo



- Radio Mirchi becomes a teacher to our fellow Britishers and Americans who keep interest in Bollywood

Smartphone APP and listenership growth

Radio Mirchi launched it's first basic App in USA available on both IOS and Android..



New York stream live overview



52,000 Indian followers from New York Metropolitan area

Total APP downloads - 115,000

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 Q2FY21

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

Mb: +91 98927 65555; 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