

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.

May 5, 2023

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
--	---

**BSE Scrip Code: 532700/ Symbol: ENIL
Sub: Investors' call Presentation**

Dear Sir/ Madam,

Please find enclosed herewith the presentation for the Investors' Call / Earnings Conference Call– FY2023, to be held on May 5, 2023.

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 Q4FY23

05th May 2023.



Presentation Flow

Business

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

Digital

Platform wise reach, highlights and New Product launch.

Finance

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



Solution Business

Top solution-driven event sales highlights

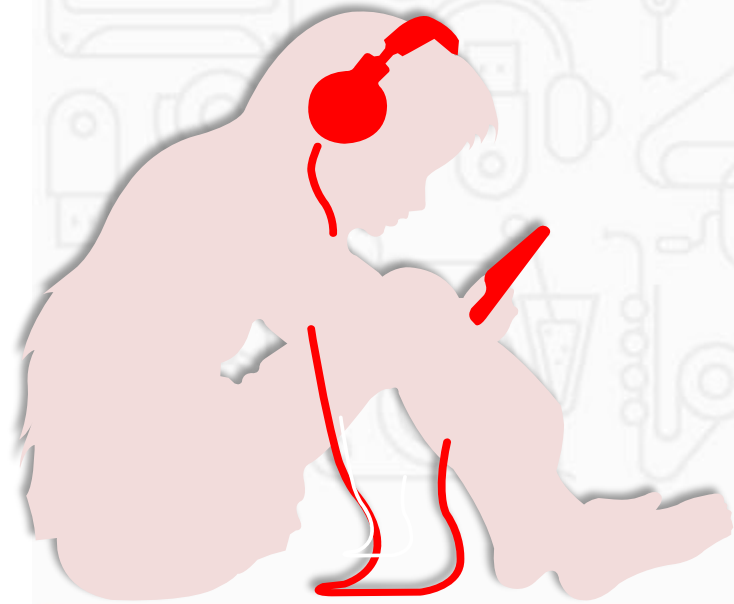
International

Sales highlights.



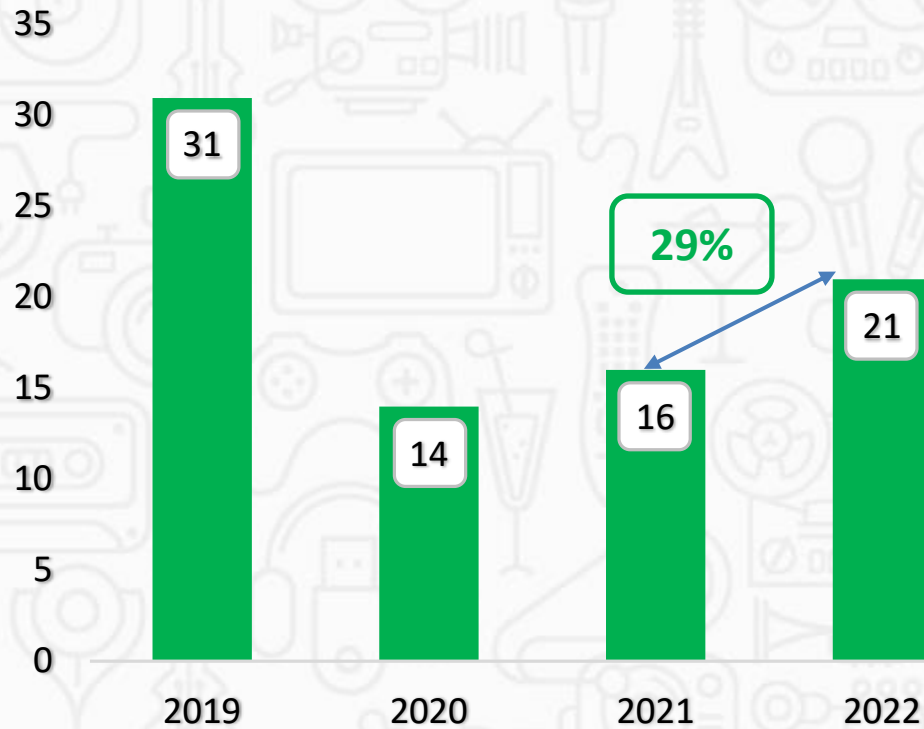


Business




Radio Ad Revenue Estimates

Rs.in Bn (Gross of Taxes)




Source: E&Y Media & Entertainment Report April 2023

 Ad volumes increased by 29% in CY2022 as compared to the previous year

 Retail/ local advertisers' share of ad volumes increased 10% over CY2021 to reach 49% of total ad volumes in CY2022

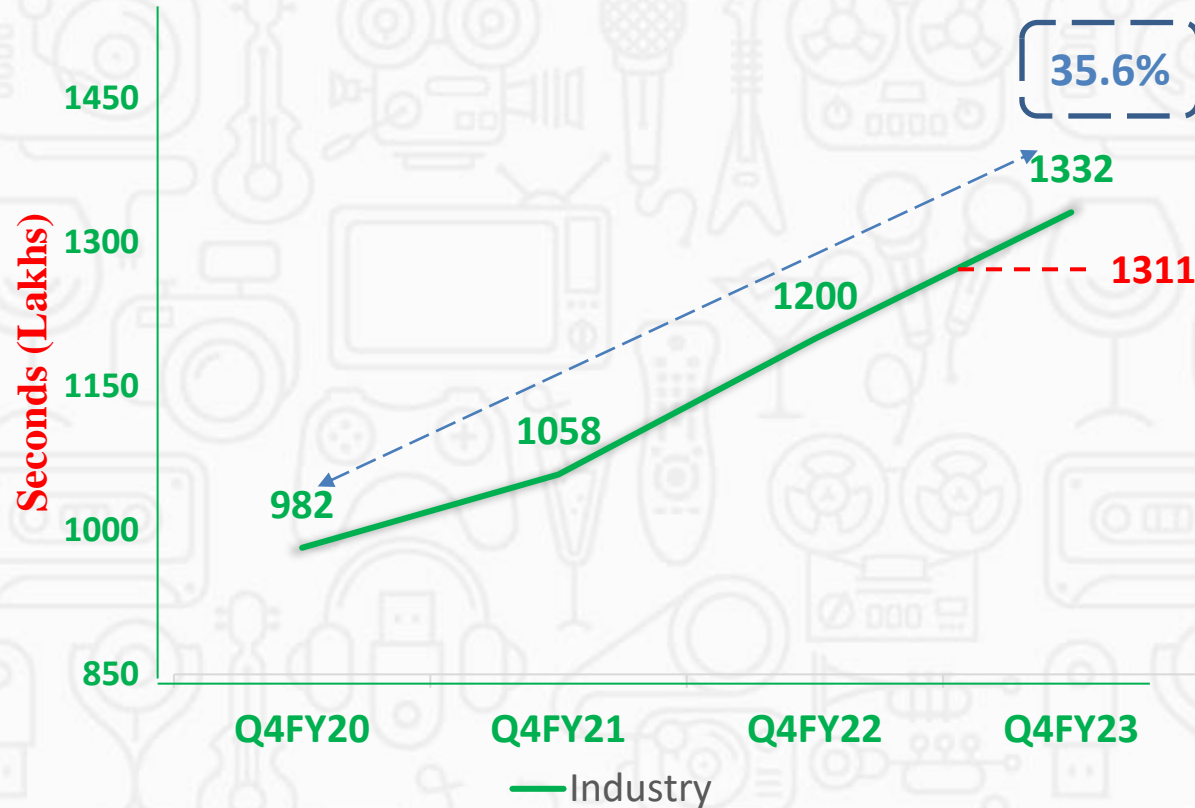
 Projected to reach INR26 Bn with the expected CAGR growth CY2022-2025 of 7.5%

 Hyperlocal and D2C revenue streams projected to contribute a further 8-10% of private FM radio revenues by CY2025 and be a key differentiator for your company as compared to digital and national media.

CY: Calendar Year



Radio Ad Volumes



MIRCHI Registered volume growth due to increased share of Retail/ local advertisers.

MIRCHI Your Company registered volume growth of 16.7% YoY

MIRCHI Industry growth for YoY is 11%; without ENIL, industry volume growth would be **9.3%**

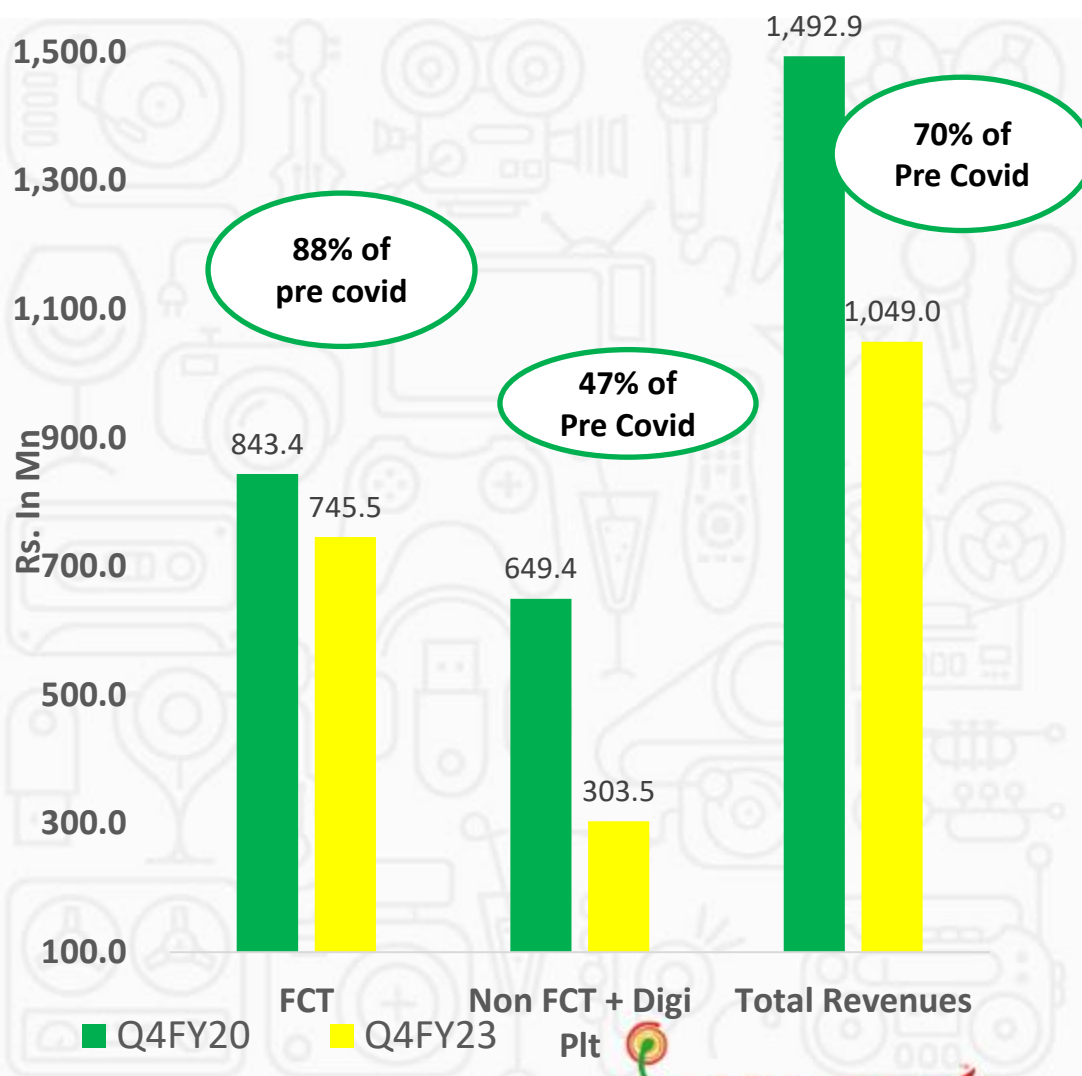
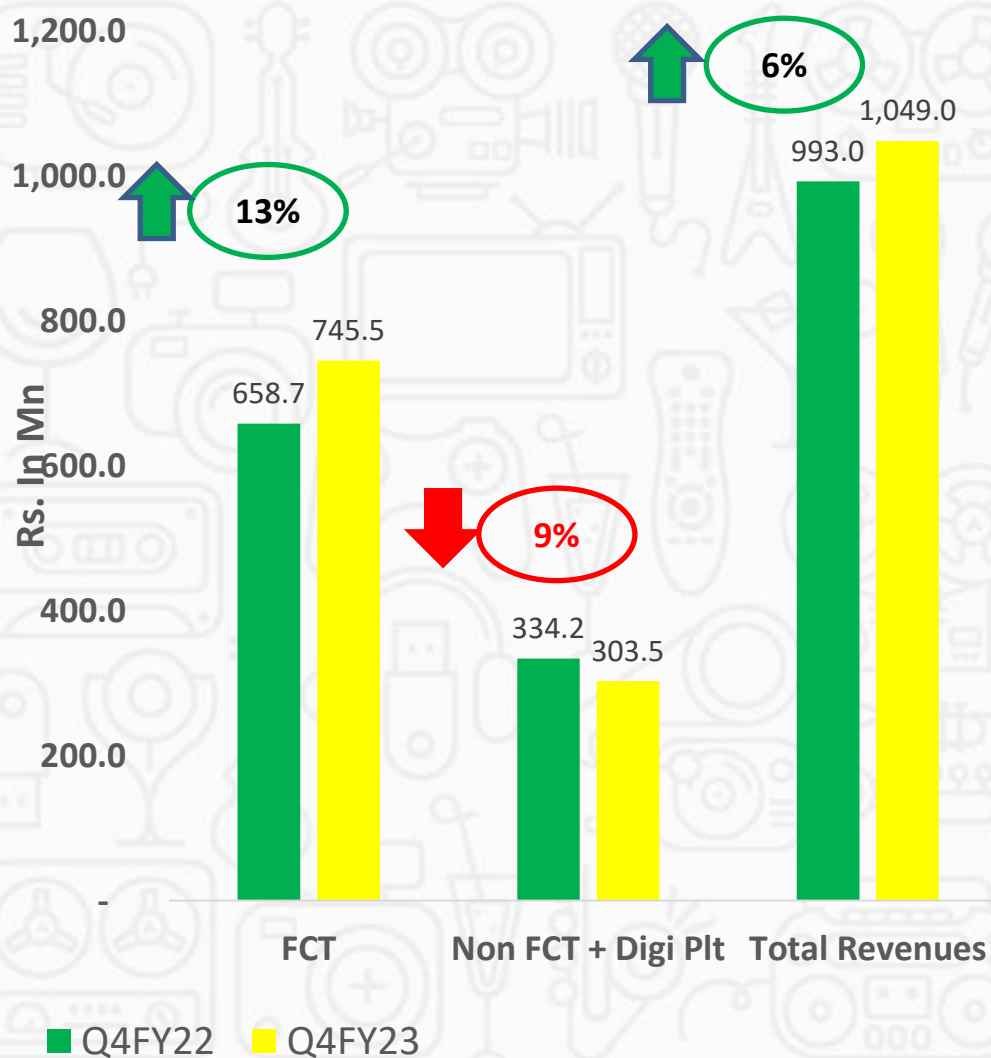
MIRCHI Industry grew by 35.6% over Q4FY20 vs Company growth of 43.4%

Source: Aircheck (21 Markets)

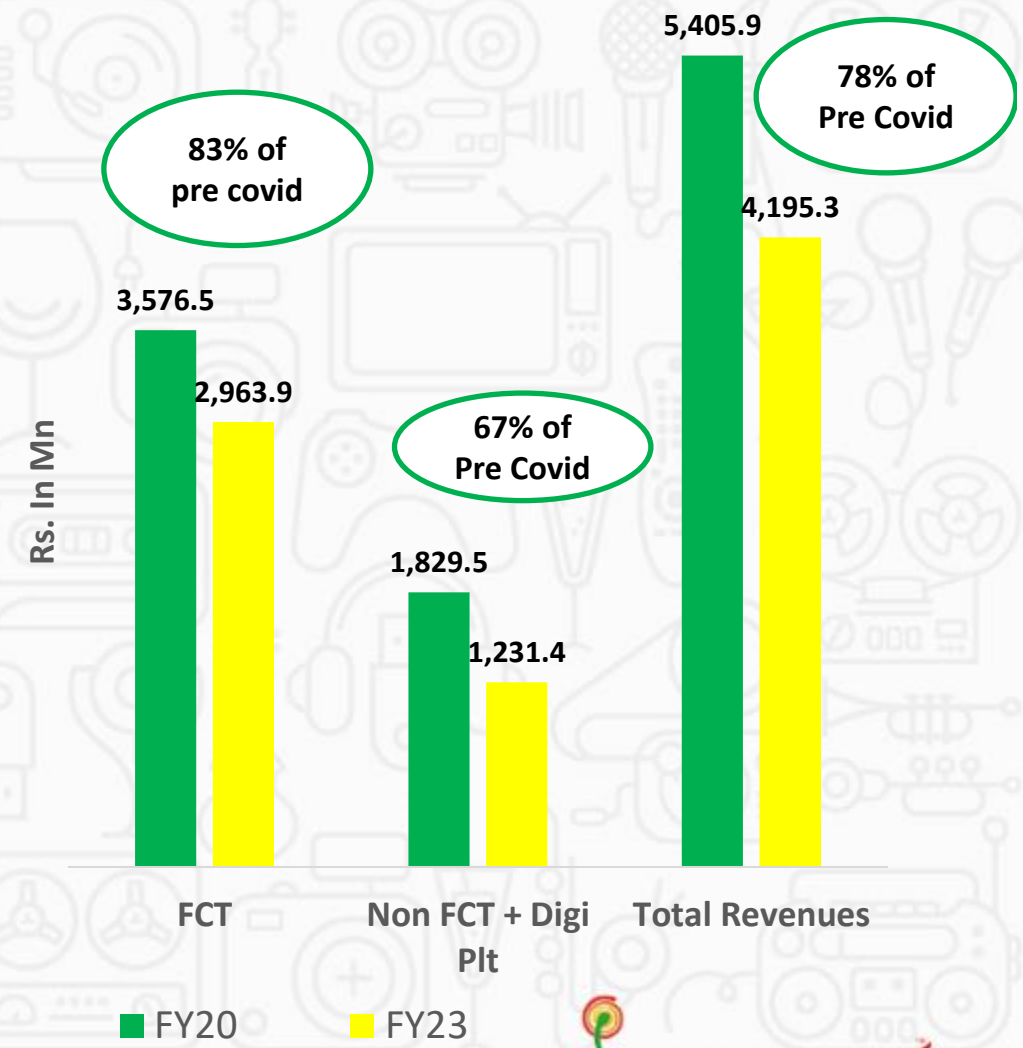
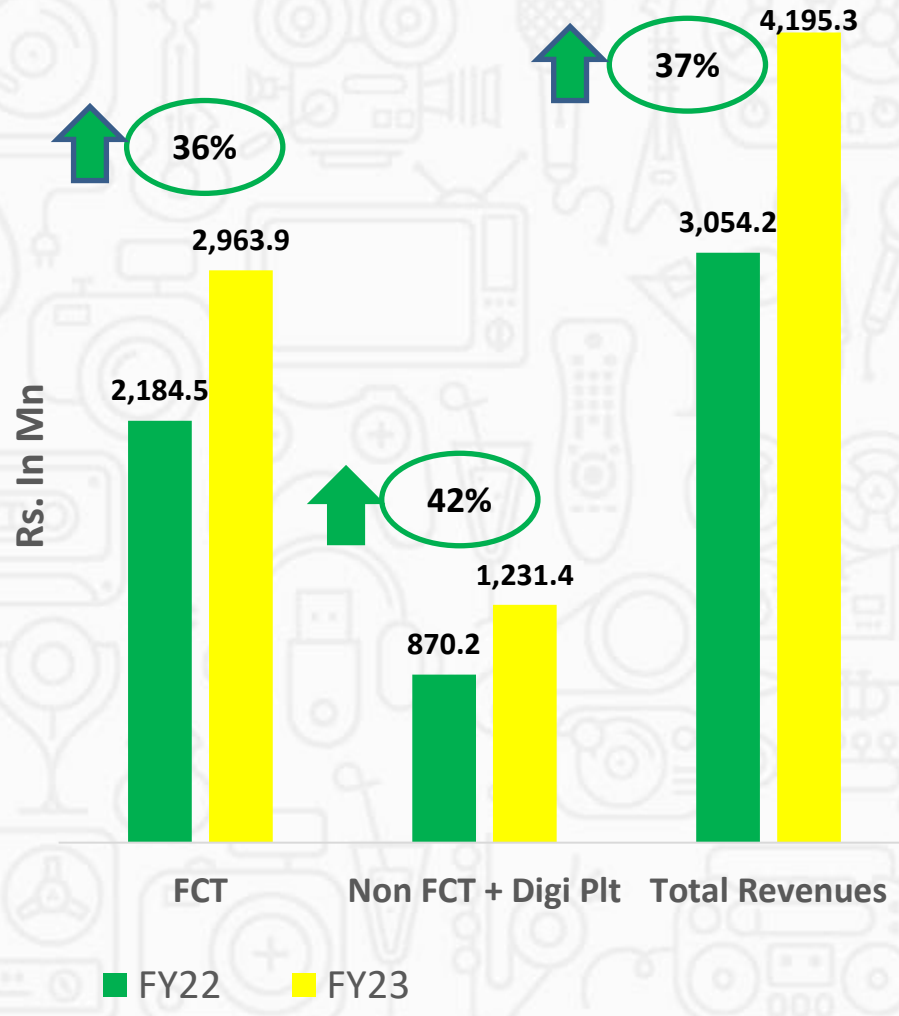
... Mirchi is ahead of Industry Growth



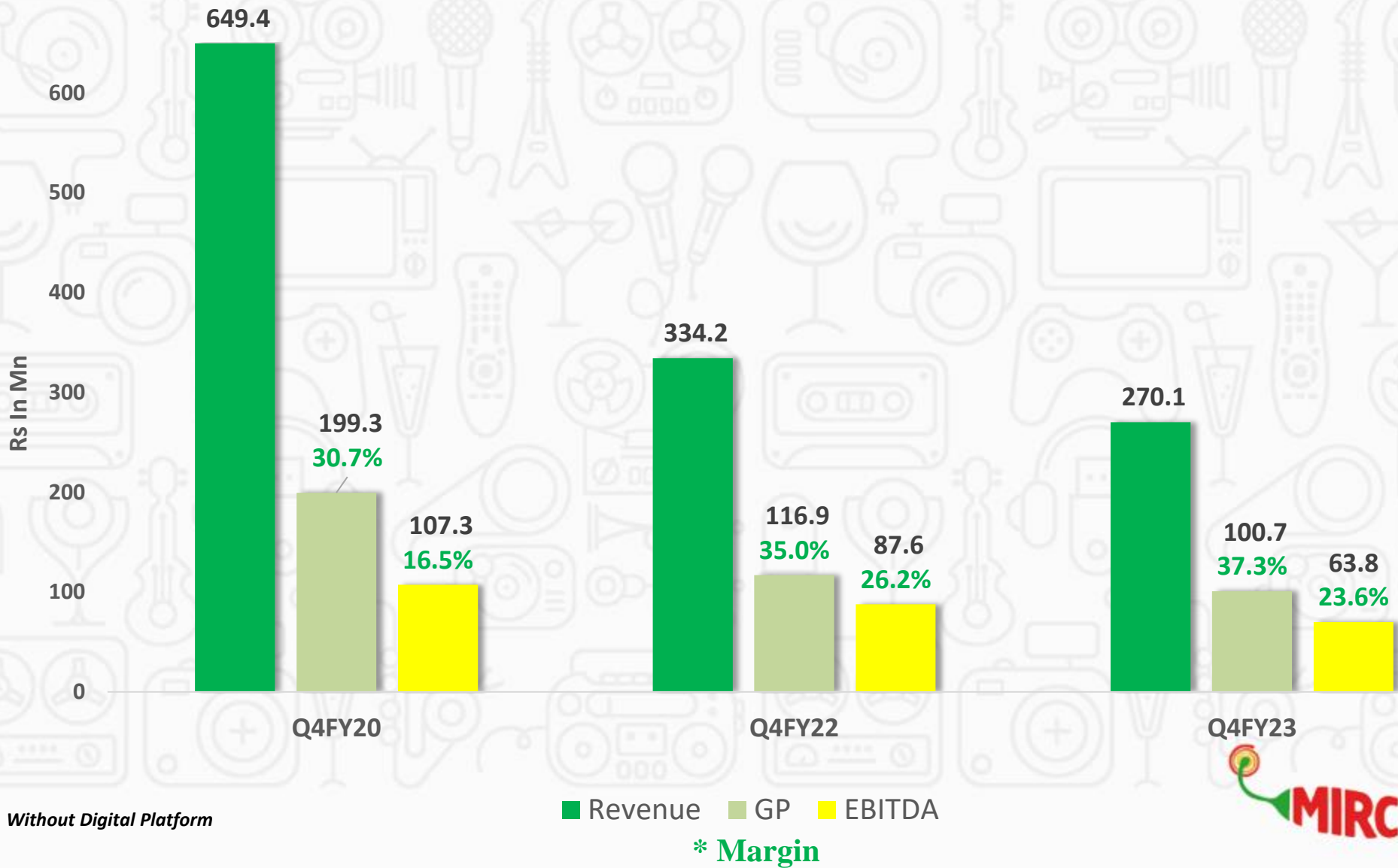
Q4FY23: Overall Revenue Performance



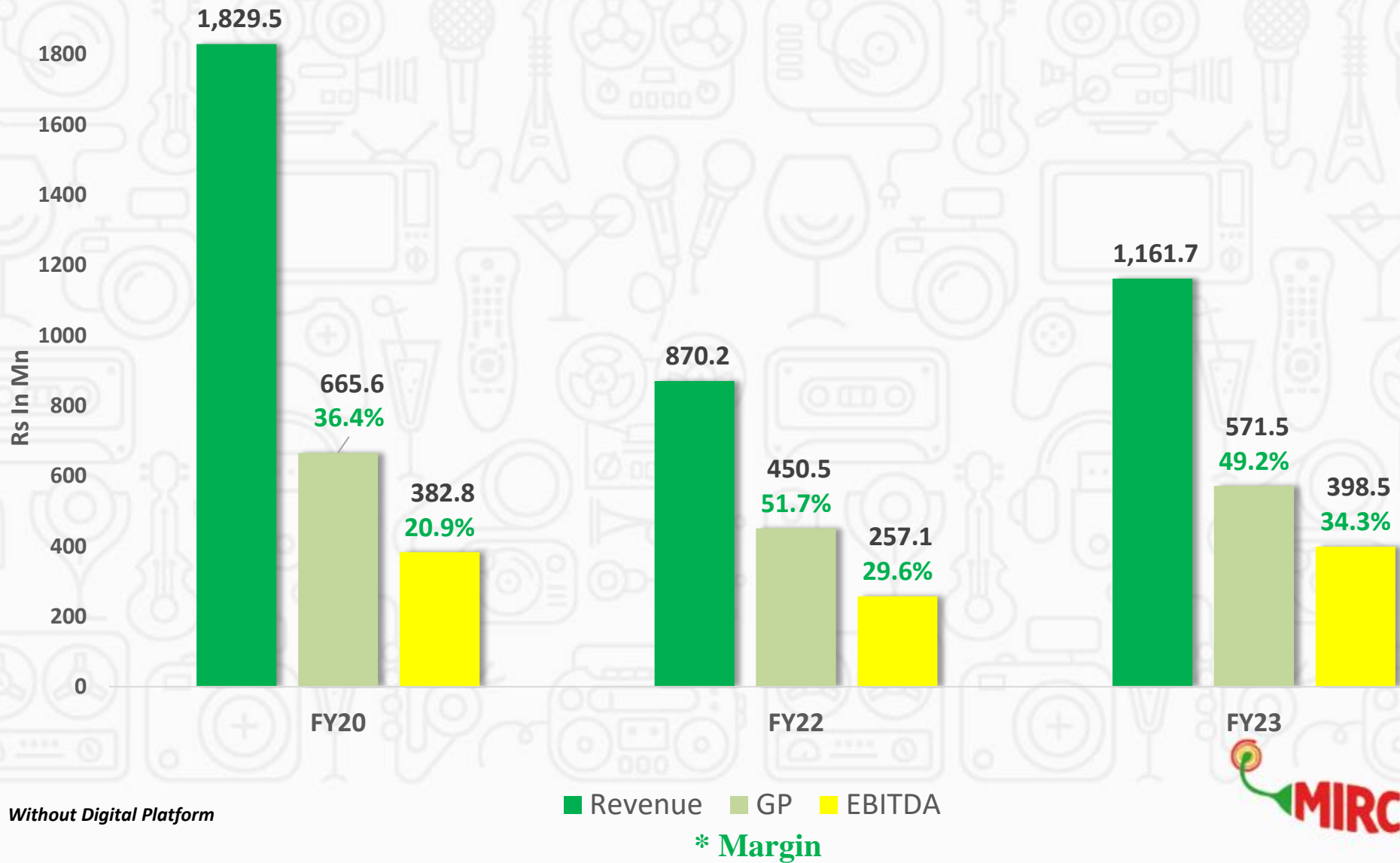
FY23: Overall Revenue Performance

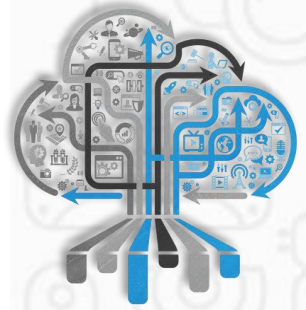


Q4FY23: Non - FCT Performance

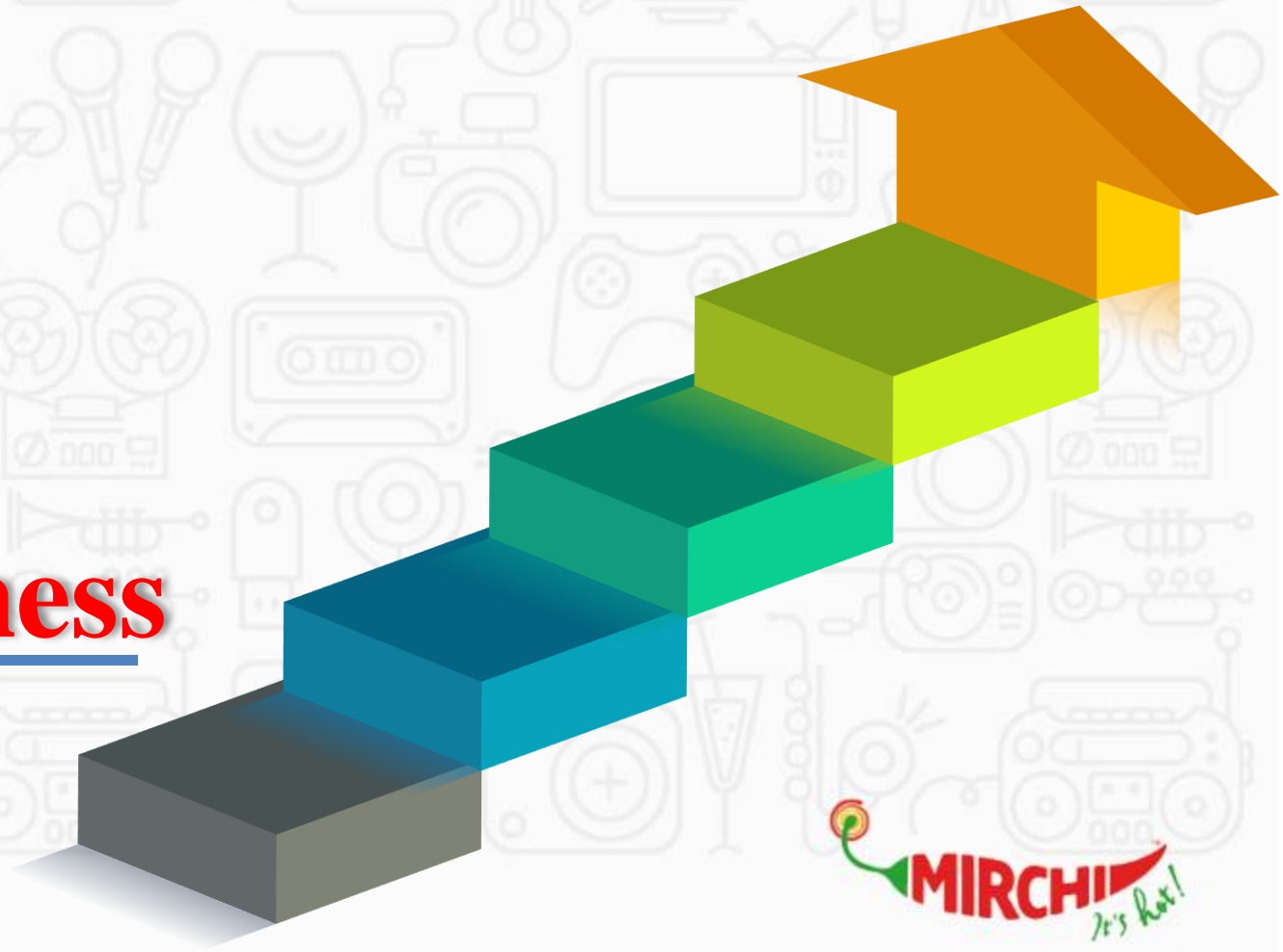


FY23: Non - FCT Performance





Solution Business



What Women Want – Season 4

(1/2)..



This first-of-its-kind talk show on women and their unapologetic persona has garnered massive success, returns with bigger and better avatar in season 4.

This year the content revolved around parenting

Guests this year were from various fields which included the Indian Film Industry, Television, sports and Online entertainment

Mirchi has been successfully delivering season after season of entertainment for its digital consumers alongside providing innovative product integration solutions for the new age, happy, consecutive sponsors.



What Women Want – Season 4

(2/2)..

The Line Up



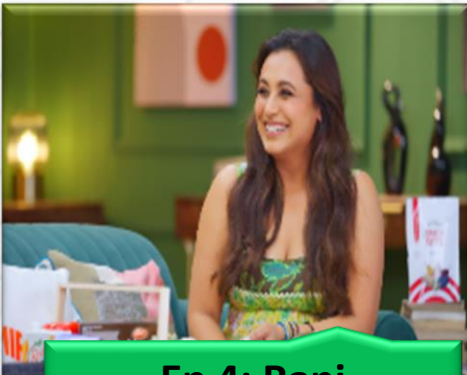
Ep 1: Ranbir Kapoor



Ep 2: Kapil Sharma



Ep 3: Shefali Shah



Ep 4: Rani Mukherjee



Ep 5: Bharthi Singh



Ep 6: Harmanpreet Kaur

Aggregated Views:

20Mn

Aggregated Impressions:

129Mn

Season is ongoing...



ME FOR MY CITY



Finding the regional talents from four zones of the country
(4 Zones 4 Metors 4 Superstars)



MIRCHI 1800 entries, 80 voices from each zones

MIRCHI 3 months for choosing the 12 finalists

MIRCHI Finalists performed in front of Shankar Mahadevan

MIRCHI Finale performance by Ustaad Gulam Ahmed and Sufi singer Ahmad Hussain



MMA Bangla 2023 – Season 10

Bengal's most eminent & revered music awards



A decade long legacy
of celebrating Bengali
musical
excellence



SHILP AARAMBH MARATHON

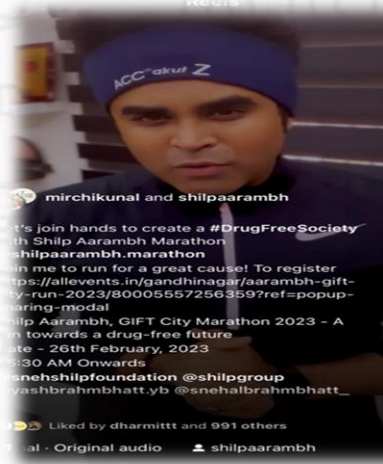
SHILP **आरंभ**
GIFT CITY
RUN 2023



MIRCHIKUNAL Number of runners : 13k

MIRCHIKUNAL 3 categories - 5 KM, 10 KM and 21 KM.

MIRCHIKUNAL Run for a compelling cause. The only marathon in Ahmedabad professing a drug-free society



Mirchi Plus

Twitter

3.7Mn Followers
1L Monthly engagement



Instagram

9Mn Followers
3Mn Monthly engagement
10 Regional pages



Facebook

17Mn Followers
10Mn Monthly engagement
10 Regional pages



You Tube

17.2Mn+ Subscribers
13 Channels
140Mn Views per month



Radio Jockey

180+ popular influencers across
regions and languages



Digital Platform

4.6Mn MAUs
3K hours of contents
10 Regional languages



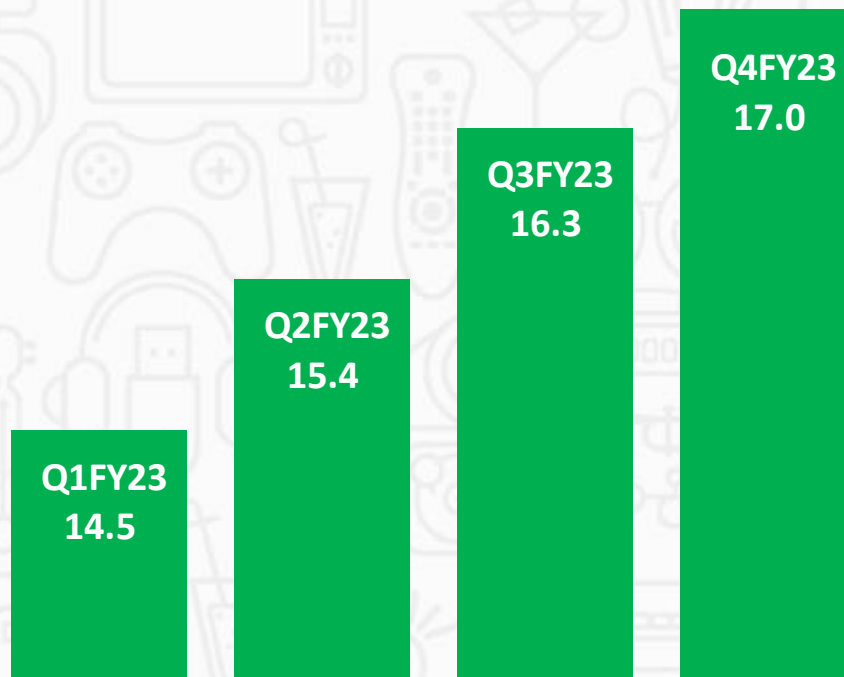
Mirchi Digital
Monthly Active Users

80.5Mn



Mirchi's YouTube Channels

Subscribers (In Mn)










**Crossed
1.4Bn
views in 12
months**





Increasing Lead in Virality

NAME	TOTAL	REACTIONS	COMMENTS	SHARES
 The Times of Ind...	1.03M	921.6K	84.4K	21.4K
 Zoom TV	2.47M	2.41M	35.5K	23.7K
 Mirchi Plus	5.94M	5.75M	69.9K	117.8K
 PinkVilla	1.47M	1.40M	40.7K	23.3K
 NDTV	438.7K	377.6K	45.8K	15.3K
 Radio City	254.7K	248.7K	3.6K	2.4K
 Viral Bhayani Vi...	386.1K	366.4K	17.7K	2.0K

Leading the category

Almost 5X more shares than the runner-up!





MIRCHI INTERNATIONAL



Mirchi on AI

UAE



MIRCHI ON AI

MON-FRI 10 AM TO 1 PM

The world is moving forward with technology. Artificial Intelligence is now a thing of reality. Why should radio be left behind? 102.4 Mirchi introduces the world's first AI powered Radio presenter AIRAH.

MEET AIRAH

AIRAH

AIRAH is an AI presenter using voice clone technology. She will use the voice of RJ Sanchari. Airah is a curious, witty human friendly AI who's favorite superhero is Vision and her favorite movies include Hera Pheri and Queen.

Mirchi On AI

The show airs weekdays 10am-1pm. The show will cover fun stuff related to technology and anything trending. Be it buying a new gadget, reviewing a new phone or tech tips and hacks to make your life easy, Airah has you covered.

Social Media

Airah is all set to take social media by storm with her Instagram handle @airahonmirchi.

Unlike her show, you will see a glimpse of the prep and life behind her existence. She is also excited to endorse brands.



 @airahonmirchi

The World's First AI Powered Radio Jockey

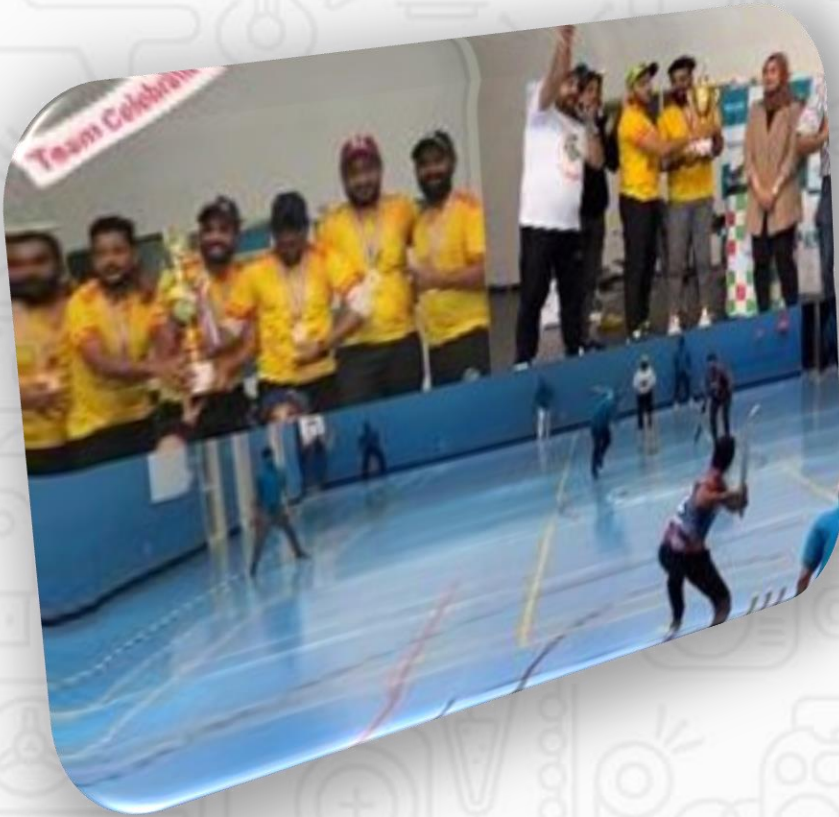
We launched the region's first AI driven show, with our "RJ" called Airah! In Mirchi UAE.

On this show called "Mirchi on Ai", the RJ, the content and even the social media posts are completely driven by AI.



Mirchi One Corporate Cricket League

Qatar



Objective: MirchiOne Corporate Cricket League was planned to introduce some big organizations to Mirchi One Qatar and bring together employees from different organizations to compete in Box Cricket against each other in a friendly and competitive environment.

Impact: 16 teams participated in the tournament adding 6 new clients to MirchiOne. More than 200 employees and 200+ well wishers from different Organizations attended the tournament.



Mirchi One LuLu Kidathon

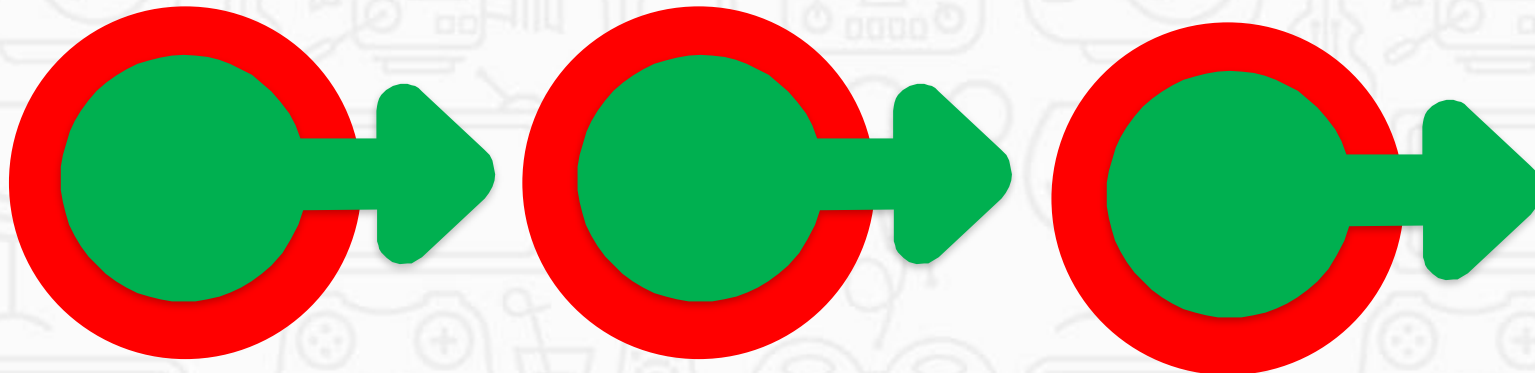
Qatar



Objective: MirchiOne decided to celebrate Qatar National Sports day with a fun marathon dedicated for Kids with a message to include millets in their daily diet – A movement initiated by honorable P.M. Sri Narendra Modi. This was done in the Lulu Barwa Madinatna residential area – A new residential city developed during FIFA.

Impact: We had more than **300 Kids** and their parents attending the event. Every Kid was given a Mirchi T Shirt as well as Medal on completion of the 1km fun run. All Kids were also provided refreshments made of millets to spread the message.








AWARDS & RECOGNITIONS



Mirchi bags 16 awards



ACEF Global Customer Engagement Forum and Awards April 29, 2023

-  **GOLD** for most admired social message promotions “Har Ghar Tiranga” campaign of Ministry of Culture, Govt. Of India
-  **BRONZE** for effective use of Radio “Health of India” campaign of World Health Organization (WHO)
-  **BRONZE** for successful use of CSR activity Events “Me For My City Season 5” campaign of Canara HSBC Life Insurance



Other Updates (Company vs PPL case)



PPL had filed an appeal before the Madras High Court for setting aside the 2% of NAR rate set by the Copyright Board for the period 2010 to 2020.



Madras High Court in its judgement dated April 27, 2023 has ruled against the ask of PPL in as much as it upholds the 2% NAR rate as a valid rate and refused to set it aside. However, it has also introduced a 'floor rate' of minimum 660 per needle hour, irrespective of cities where the broadcast takes place.



ENIL has obtained legal advice as regards the part of this order which introduces this concept of floor rate. ENIL shall take appropriate steps to stay the operation of this order to the extent of the floor rate and based on the opinion of legal experts, believes that the chances of any adverse financial impact of the aforesaid matter is remote.





Finance



Condensed Statement Of Operations

(Standalone)

(1/2..)

₹ In Millions	Q4 FY23	Q4 FY22	YoY (%)	FY23	FY22	YoY (%)
Income from Operations	1,043.1	986.3	5.8%	4,183.8	3,039.9	37.6%
Other Operating Income	6.0	6.7	(10.8%)	11.4	14.8	(23.1%)
Total Income	1,049.1	993.0	5.7%	4,195.2	3,054.7	37.3%
Operating Expenditure	887.7	825.5	7.5%	3,520.1	2,632.5	33.7%
EBITDA	161.4	167.5	(3.6%)	675.1	422.2	59.9%
Depreciation	80.2	83.7	(4.2%)	319.3	335.3	(4.8%)
Amortisation	112.1	111.9	0.2%	454.1	453.1	0.2%
EBIT	(30.9)	(28.1)	(9.8%)	(98.3)	(366.2)	73.2%
Other Income	57.2	33.1	73.0%	188.8	164.3	14.9%
Finance Cost	37.0	39.1	(5.4%)	154.7	161.6	(4.3%)
PBT before exceptional items	(10.7)	(34.1)	68.8%	(64.2)	(363.5)	82.3%
Exceptional items	-	-	NM	(177.8)	-	NM
PBT	(10.7)	(34.1)	68.8%	(242.0)	(363.5)	33.4%
Taxation	2.8	(6.0)	147.1%	(47.2)	(88.7)	46.7%
PAT	(13.5)	(28.1)	51.8%	(194.8)	(274.8)	29.1%
Other Comprehensive Income (net)	0.4	0.7	(32.3%)	(1.6)	(4.1)	61.1%
Total Comprehensive Income	(13.1)	(27.4)	52.3%	(196.4)	(278.9)	29.6%

Condensed Statement Of Operations

(Standalone)

(2/2..)

 Revenue from Digital during the year: Rs.335.7 Mn i.e. 11.9% of Radio revenue

 Reduction in overall operating costs (Excl. DVC) Vs. FY20: Rs.530 Mn

 Impact of IND AS 116 on FY23 in PAT is Rs.31.4Mn (Standalone) and Rs. 6.9Mn (Consolidated)

 Net Cash as on March 31, 2023: Rs 2.65 Bn



Condensed Statement Of Operations

(Consolidated)

₹ In Millions	Q4 FY23	Q4 FY22	YoY (%)	FY23	FY22	YoY (%)
A. Continuing Operations						
Income from Operations	1,079.3	1,019.7	5.8%	4,381.5	3,175.4	38.0%
Other Operating Income	8.3	6.8	22.5%	18.2	14.9	22.2%
Total Income	1,087.6	1,026.5	6.0%	4,399.7	3,190.3	37.9%
Operating Expenditure	921.6	852.3	8.1%	3,690.9	2,738.4	34.8%
EBITDA	166.0	174.2	(4.7%)	708.8	451.9	56.9%
Depreciation	100.6	115.9	(13.1%)	440.6	453.0	(2.7%)
Amortisation	101.0	101.2	(0.2%)	409.9	412.5	(0.6%)
EBIT	(35.6)	(42.9)	16.8%	(141.7)	(413.6)	65.8%
Other Income	58.4	29.7	96.9%	222.5	168.2	32.3%
Finance Cost	38.5	42.0	(8.3%)	166.6	173.3	(3.9%)
PBT before exceptional items	(15.7)	(55.2)	71.5%	(85.8)	(418.7)	79.5%
Exceptional items	-	-	NM	(26.3)	-	NM
PBT	(15.7)	(55.2)	71.5%	(112.1)	(418.7)	73.2%
Taxation	3.0	(5.5)	154.2%	(45.0)	(87.7)	48.7%
PAT	(18.7)	(49.7)	62.4%	(67.1)	(331.0)	79.7%
Other Comprehensive income/loss	(0.6)	0.3	NM	4.8	(3.2)	252.5%
Total comprehensive income/loss (a)	(19.3)	(49.4)	60.9%	(62.2)	(334.2)	81.4%
B. Discontinuing Operations						
Total comprehensive income/loss (b)	(9.4)	(7.2)	(31.1%)	(37.7)	(30.1)	(25.2%)
Total Comprehensive Income (a)+(b)	(28.7)	(56.6)	49.2%	(99.9)	(364.3)	72.6%

Balance Sheet

(Standalone)

₹ In Millions	As on			
	Mar'23	%age to Total	Mar'22	%age to Total
Shareholders' Funds (Net Worth)	7,473.3	78.7%	7,717.4	78.2%
Financial Lease Liability	2,025.0	21.3%	2,148.0	21.8%
Total	9,498.4	100.0%	9,865.4	100.0%
Fixed Assets (Net)				
Tangible & Intangibles	4,016.6	42.3%	4,530.8	45.9%
Right of Use Asset	1,342.4	14.1%	1,504.6	15.3%
Sub-total	5,359.0	56.4%	6,035.4	61.2%
Investment in Subsidiaries	198.6	2.1%	322.2	3.3%
Investment in Spardha e-learnings	70.0	0.7%	-	0.0%
Deferred Tax Assets (Net)	358.6	3.8%	310.9	3.2%
Other Long Term Assets (Net)	511.9	5.4%	464.6	4.7%
Short Term Assets (Net)	350.5	3.7%	616.8	6.3%
Cash & Cash Equivalents	2,649.7	27.9%	2,115.5	21.3%
Total	9,498.4	100.0%	9,865.4	100.0%

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 Q4FY23

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

For further information please contact:

Sanjay Ballabh, Head of Finance, ENIL

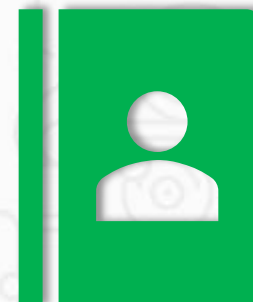
Mobile: +91 98335 70435; Email: Sanjay.ballabh@timesgroup.com

Runjhun Jain/Sonia Keswani

Ernst & Young LLP

Mobile: +91 98207 20993 / +91 80173 93854

Email: Runjhun.jain1@in.ey.com
Sonia.keswani@in.ey.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, 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

