



Eros International Media Ltd


Q2 & H1 FY16 Earnings Presentation – 9th November, 2015

Safe Harbour




Certain statements in this presentation concerning the 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. In some cases, these forward-looking statements can be identified by the use of forward-looking terminology, including the terms “believes”, “estimates”, “forecasts”, “plans”, “prepares”, “projects” “anticipates”, “expects”, “intends”, “may”, “will” or “should” or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this presentation and include, but are not limited to, statements regarding the Company’s intentions, beliefs or current expectations concerning, among other things, the Company’s results of operations, financial condition, liquidity, prospects, growth, strategies, business development, the markets in which the Company operates, expected changes in the Company’s margins, certain cost or expense items as a percentage of the Company’s revenues, the Company’s relationships with theater operators and industry participants, the Company’s ability to source film content, the completion or release of the Company’s films and the popularity thereof, the Company’s ability to maintain and acquire rights to film content, the Company’s dependence on the Indian box office success of its films, the Company’s ability to recoup box office revenues, the Company’s ability to compete in the Indian film industry, the Company’s ability to protect its intellectual property rights and its ability to respond to technological changes, the Company’s contingent liabilities, general economic and political conditions in India, including fiscal policy and regulatory changes in the Indian film industry. By their nature, forward-looking statements involve known and unknown risk and uncertainty because they relate to future events and circumstances. Forward-looking statements speak only as of the date they are made and are not guarantees of future performance and the actual results of the Company’s operations, financial condition and liquidity, and the development of the markets and the industry in which the Company operates may differ materially from those described in, or suggested by, the forward-looking statements contained in these materials. The forward-looking statements in this presentation are made only as of the date hereof and the Company undertakes no obligation to update or revise any forward-looking statement, whether as a result of current or future events or otherwise, except as required by law or applicable rules.

Content



Financial Highlights



Operational Highlights



Company Overview



5-Year Financial Snapshot



Financial Highlights

Consolidated Q2 FY2016 Results at a Glance – A Blockbuster Quarter



Q2 FY 2016

Q2 FY 2015

₹5,100mn

₹2,403mn

112.2%

Total Income

up by

₹1,390mn

₹721mn

92.8%

EBIT

up by

₹903mn

₹501mn

80.1%

**PAT
(after minority)**

up by

₹9.57

₹5.41

76.9%

Diluted EPS

up by

Consolidated H1 FY2016 Results at a Glance – Prolific Growth in the first half



H1 FY 2016

H1 FY 2015

₹9,906mn

₹4,849mn

104.3%

up by

₹2,353mn

₹1,320mn

78.2%

up by

₹1,437mn

₹860mn

67.1%

up by

₹15.27

₹9.29

64.4%

up by

Total Income

EBIT

**PAT
(after minority)**

Diluted EPS



Operational Highlights

Executive Comment



Commenting on the performance for Q2 FY2016, Mr. Sunil Lulla, Executive Vice Chairman & Managing Director of Eros International Media Ltd. said,



“We are pleased to announce a continued strong performance in the second quarter backed by multiple record breaker ‘Bajrangi Bhaijaan’ starring Salman Khan that became one of the biggest movie in Bollywood history, laugh-riot ‘Welcome Back’ and Mahesh Babu starrer, Telugu film, ‘Srimanthudu’ that registered brilliant box office performances.

The core building blocks of business strategy continues to be to having a balanced portfolio of films, strong presales, and healthy catalogue monetization that lends a high degree of predictability to our business.

In this quarter, we are excited to release the much anticipated Sanjay Leela Bhansali’s magnum opus ‘Bajirao Mastani’ to light up your holiday season and the remainder of the fiscal year has a string of high profile movies that include Tamil film, Suriya’s ‘24’; Telugu films, ‘Dictator’ and Pawan Kalyan’s ‘Sardar’ and the much traveled film festival favorite, ‘Aligarh’. We have also picked up momentum in the regional market with releases lined up in Punjabi, Marathi, Bengali and Malayalam.

At Eros, we remain dedicated to consolidate our market leadership in the Indian filmed entertainment space by achieving diversity and depth in our content and scale in our business operations to achieve superior financial performance.”

Operational Highlights – Strong diversified film mix and revenues

Robust quarterly performance

- Release of strong portfolio of films supported by healthy contribution from theatrical, overseas, satellite and others
 - Theatrical revenues during the quarter were driven by worldwide releases such as ‘Bajrangi Bhaijaan’, ‘Srimanthudu’ (Telugu), ‘Welcome Back’, ‘Hero’, ‘Life of Josuttu’(Malayalam) and other regional language releases
 - ‘TV and Others’ segment contributed significantly including valuable contribution from the Company’s film library
 - Overseas Revenues from Indian theatrical releases as well ‘Bangistan’

Diversified revenue mix

- As a percentage of Total Income, Theatrical Revenues contributed – 59.1%, Overseas Revenues – 11.8% and Television & Others – 29.1%.



Operational Highlights – Consistent track record of picking winners



Blockbuster Movie Releases

3 out of top 4 Hindi Box Office movies in CY2015 are Eros Films

- #1 - Bajranghi Bhaijaan released in Q2 FY16 crossed the coveted Rs. 3 billion Net Box Office in India and the worldwide gross is over Rs. 5 billion, smashing multiple records
- #4 -Welcome Back, the recently released action-comedy, garnered a huge number of audiences to the theatres and grossed Rs. 1 billion
- #2-Tanu Weds Manu Returns, released in Q1 FY16, a medium-budget movie, was the first film of CY2015 to cross the Rs. 1 billion mark, with total run of Rs. 1.5 billion and has set new ROI benchmarks in the industry
- 8 out of the top 15 films in CY 2015 are Eros films including Top 2 films.

Hit Regional Strategy

- The quarter’s super-hit Regional movie, Srimanthudu, became the second all-time highest Telugu grosser
- ‘Life of Josutty’ by the director of Drishyam, Jeethu Joseph, marked the successful entry of Eros into the Malayalam film industry.



Source: Koimoi.com



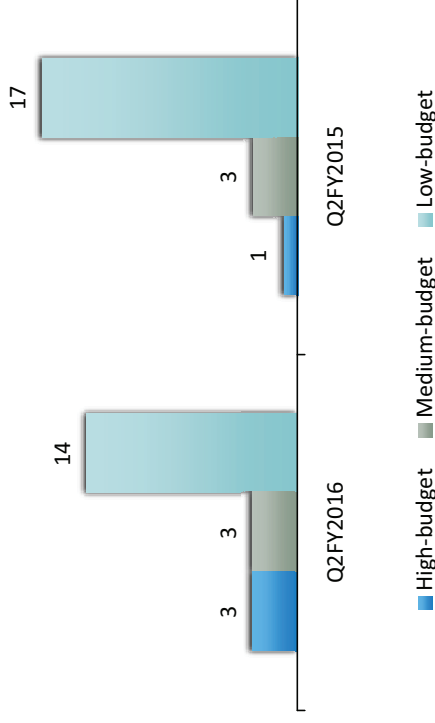
Operational Highlights – Portfolio Strategy for Mix of Films



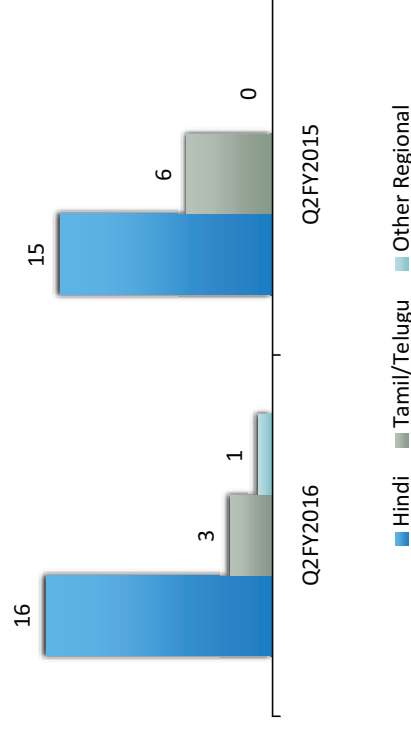
Company continues to build on its strength of Portfolio strategy

- The Company released a total of 20 films during the quarter (21 films in Q2 FY 2015). During H1, FY2016, the Company released a total of 36 films (30 films in H1, FY2015)

Portfolio by Budget



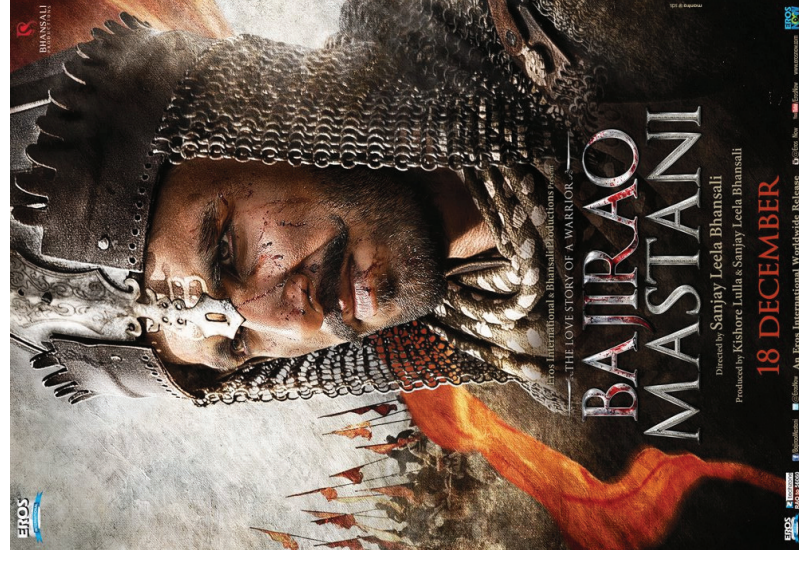
Portfolio by Language



Upcoming Releases – Fiscal 2016 - Exciting diversified second half slate



Film Name	Star Cast/(Director/Producer)
Bajirao Mastani	Ranveer Singh, Deepika Padukone, Priyanka Chopra (Sanjay Bhansali)
Mumbai Pune Mumbai2 (Marathi)	Swapnil Joshi, Mukta Barve (Satish Rajwade)
Do Lafzon Ki Kahani	Randeep Hooda, Kajal Aggarwal (Deepak Tijori)
Mukhtiar Chadha (Punjabi)	Diljit Dosanjh, Oshin Sai (Chetan Parwana)
24 (Tamil)	Suriya Sivakumar & Others (Vikram Kumar)
Sanam Teri Kasam	Harshvardhan Rane, Mawra Hocane (Radhika Rao, Vinay Sapru)
Kai Neelam (Tamil)	Vijay Sethupathy, Samuthrakani & Others (Nalan Kumaraswamy)
Sardar Gabbar Singh (Telugu)	Pawan Kalyan (K. S. Ravindra)
Aligarh	Rajkumar Rao, Manoj Bajpai (Hansal Mehta)
Dictator (Telugu)	Balakrishna (Srivaas)
Naale (Malayalam)	Fahad Fazil, Malavika S Mohan, Isha Talwar, Mukesh (Shiju S Bawa)
Phuntroo (Marathi)	Madan Deodhar, Ketaki Mategaonkar, (Sujoy S Dahake)
Enkitta Mothathe (Tamil)	Natarajan Subramaniyam Rajaji and Vijay Murugan (Ramu Chellappa)
Phobia	Radhika Apte (Pawan Kriplani)
Guru (Marathi)	Ankush Chaudhary, Urmila Kannekar (Sanjay Jadhav)



Upcoming Releases – Fiscal 2017 – Slate visibility is a key strategy

Film Name	Star Cast/(Director/Producer)
Housefull 3	Akshay Kumar, Abhishekh Bachchan, Ritesh Deshmukh (Sajid-Farhad)
Dishoom	Varun Dhawan, John Abraham, Jacqueline Fernandez (Rohit Dhawan)
Shivay	Ajay Devgn (Ajay Devgn Productions)
Singham - 3 (Tamil)	Suriya, Anushka Shetty, Shruti Haasan (Hari)
Banjo	Riteish Deshmukh, Nargis Fakhri (Ravi Jadhav)
Raabta	Sushant Singh Rajput (Dinesh Vijayan and Homi Adajania)
Chaar Sahibzaade 2 (Punjabi)	Sequel to the Chaar Sahibzade, 3D animation (Harry Baweja)
Guru Tegh Bhadur (Punjabi)	3D Animation (Harry Baweja)
Baar Baar Dekho	Siddharth Malhotra, Katrina Kaif (Nitya Mehra)
Rock on 2	Farhan Akhtar, Arjun Rampal, Shraddha Kapoor (Farhan Akhtar)
Reunion	Various artistes (Sujoy Gosh)
Farzi	Shahid Kapoor, Kriti Sanon (Raj Nidimoru and Krishna D.K.)
Bhavesj Joshi	Harshvardhan Kapoor (Vikramaditya Motwane/Phantom Films)
Happy Bhaag Jayegi	Abhay Deol, Diana Penty, Ali Fazal (Mudassar Aziz)

Apart from the above, Aanand Rai, Sanjay Leela Bhansali and Kabir Khan are some talent signed with Eros to make films



Trinity Vision – The Power of building franchises

To be a global content studio
targeting entertainment seekers
by creating powerful character driven franchises
derived from infinite universes
driven by imagination, world class talent and rigorous processes
to create sustainable long term shareholder value



Trinity Pictures - Films under development – 3 UNIVERSES



1. Kids and Teens
2. Action and Adventure
3. Gods and Kings

Multiple films being developed in the above 3 universes.

At least 4 Trinity films will release in FY 2017.

We will announce names of directors and star cast in due course.



Abridged Consolidated P&L – Q2 & H1 FY2016

Particular	Rs. in Million		
	Q2 FY2016	Q2 FY2015	% Growth
Total Income	5,100	2,403	112.3%
Direct Cost	3,412	1,448	135.7%
Other Expenses	298	234	27.2%
EBIT	1,390	721	92.8%
EBIT Margins (%)	27.3%	30%	
Interest	105	109	(3.7%)
Profit Before Tax	1,285	612	110.0%
PAT (after Minority)	903	501	80.2%
PAT Margins (%)	17.7%	20.9%	
Diluted EPS (Rs.)	9.57	5.41	76.9%
	H1 FY2016	H1 FY2015	% Growth
	9,906	4,849	104.3%
	7,033	3,152	123.1%
	520	377	37.9%
EBIT	2,353	1,320	78.3%
EBIT Margins (%)	23.8%	27.2%	
Interest	189	203	(6.9%)
Profit Before Tax	2,164	1,118	93.6%
PAT (after Minority)	1,437	860	67.1%
PAT Margins (%)	14.5%	17.7%	
Diluted EPS (Rs.)	15.27	9.29	64.4%

Abridged Balance Sheet – Q2 & H1 FY2016



Particulars	Rs. in Million	
	As on September 30, 2015	As on March 31, 2015
Equity and Liabilities		
Shareholders' Funds	16,847	14,822
Minority Interest	119	12
Total Non Current liabilities	3,816	3,555
Total Current liabilities	14,988	14,297
Total Equity and Liabilities	35,770	32,686
Assets		
Non-current assets	26,950	23,741
- Intangible Assets	12,566	11,728
- Content Advances	12,799	10,181
Current Assets	8,820	8,945
- Trade Receivables	6,300	5,257
- Cash & bank balances	1,801	1,697
Total assets	35,770	32,686

Financial Overview and Discussion

Total Income

- In Q2 FY2016, Total Income stood at Rs. 5,100 million (Rs. 2,403 million in Q2 FY2015) registering an increase of 112.2%
 - During the quarter, 20 movies were released consisting of 16 Hindi and 3 Tamil/Telugu films and 1 Other Regional film as compared to 21 films during Q2 FY2015, which included 15 Hindi and 6 Tamil/Telugu films
 - 3 high budget, 3 medium & 14 low budget movies were released in Q2 FY16 as against 1 high budget, 3 medium & 17 low budget movies in Q2 FY2015
 - Strong theatrical performance during the period was driven by the success of global and overseas releases namely 'Bajrangi Bhaijaan', 'Srimanthudu' (Telugu), Life of Josutty (Malayalam), 'Welcome Back', 'Hero', and other releases
 - In-line with the de-risking strategy, Company registered strong pre-sales from theatrical, satellite and music rights exploitation for the various movies it released during the quarter

Financial Overview and Discussion (..Continued)

EBIT

- In Q2 FY2016, EBIT stood at Rs. 1,390 million (Rs. 721 million in Q2 FY2015) registering an increase of 92.8%
 - Direct Costs during Q2 FY2016 stood at Rs. 3,412 million (Rs. 1,448 million in Q2 FY2015) mainly increased due to an increase in marketing costs due to the mix of films comprised of more high and medium budget films, increased amortization charge as well as overflows accrued to co-producers as a result of the high performance of the films.
 - Overall EBIT margin came at 27.3% as compared to 30.0% in Q2 FY2015. The decrease in margin has to be seen in context of overall increase of 92.8% in the EBIT numbers.

PAT

- In Q2 FY2016, Profit after tax (after minority) stood at Rs. 903 million (Rs. 501 million in Q2 FY2015) registering an increase of an impressive 80.2%.
 - Overall PAT margin came at 17.7% as compared to 20.9% in Q2 FY2015 . Margins, in general, can fluctuate quarter on quarter basis based on quantum of library income and as such should be looked at annually.

Financial Overview and Discussion

Balance Sheet

- Receivables
 - As on September 30, 2015, total receivables stood at Rs. 6,299.6 million as compared to Rs. 5,257.4 million as on 31st March, 2015. Receivables Not Due as of September 30, 2015 was Rs. 336.3 million.
 - The Days' Sales Outstanding improved to 119 days compared to 133 days as of 31st March 2015. This includes TechZone's Debtors, which have higher DSO due to delayed payments from telecom operators.
 - Receivables over 365 days old were Rs. 347 million as of September 30th 2015.
 - Between October 1 to November 7th, the company has seen a further collection of Rs. 757.6 million of receivables.
 - The Company targets to bring the overall receivables down to Rs. 5,250 million by the end of FY2016.
- Net Debt
 - As of September 30, 2015, Net Debt position improved by Rs. 330 million to Rs. 2,808 million as compared to Rs. 3,138 million as on 31st March 2015.
 - As on September 30, 2015 Net Debt / Equity Ratio stood at 0.17 as compared to 0.21 as on 31st March 2015.

Eros International Plc – An update from our NYSE listed parent



Jyoti Deshpande is Group CEO & MD of Eros International Plc. A passionate leader and positive thinker, she has been with Eros group for over 18 years and has over 23 years of experience in media and entertainment. On November 8 2015, she featured in The Fortune India list of Most Powerful Women in Business. In Sep 2015 she featured in a similar MPW list by Business Today.

Jyoti Deshpande, Group CEO and Managing Director of Eros International Plc commented, “We held our maiden Investor Day on 13th October 2015 in New York, where we shared details of our business strategy for the film studio business supported by Trinity Pictures as well as our emerging digital business ErosNow. We shared the registered user numbers for ErosNow, which had grown from 14 million in December 2014 to 30 million by September 2015. We showcased our roadmap for the launch of new original programming, new product features and new pricing for ErosNow, and detailed our monetization strategies across the advertising, transactional and premium subscription models.

In spite of our strong business fundamentals and no material changes since our March and June results, both of which were positive, we recently became the target of an anonymous attack resulting in great volatility of our stock price. We have already responded in detail to this attack. We expect to follow the strong growth and profitability showcased in our Indian subsidiary results with positive results for Eros International soon after these results.

We have built the company, brick by brick, with over a three decade consistent track record of leadership and innovation and our dominant presence in the Indian media and entertainment sector is neither new nor by chance. We believe it is the result of a carefully designed and executed strategy built on strong fundamentals, a great team and deep relationships across the value chain. We are passionate about our brand and we are ready to embrace any challenge so we can rise above it, stronger and better, with a greater sense of purpose and resilience. We pride ourselves on our value system and are committed to enhancing shareholder value and upholding the trust you have placed in us.

A very Happy Diwali and a Prosperous New year to all of you.



Company Overview

Investment Highlights

1

A global leader in Indian film entertainment with strong box office market share

2

Large unmatched content library of 2000+ Indian language films and music

3

Robust India macro landscape with attractive fundamentals & structural upside

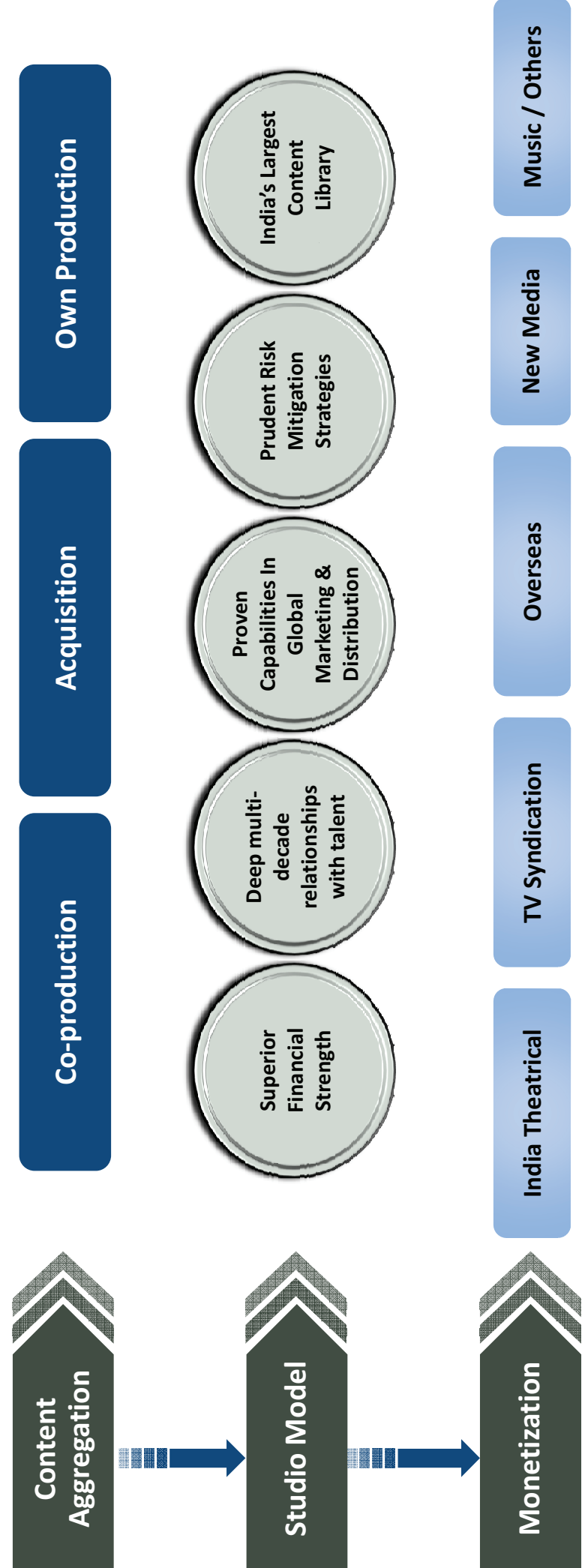
4

Strong revenue growth and solid track record of profitability

5

Deep relationships within talent built over four decades in the business

India's First Vertically-Integrated Studio Model



IPR Creation – Concept to Library Exploitation

Company Strategy

Content Aggregation

- Co-Production: Perpetual copyrights
- Acquisition: 15 – 20 year rights
- Own Production: Developing intellectual property in-house
- Disciplined Greenlighting Process
- Portfolio Approach by Film Budgets & Genres
- Multi-lingual Releases – Hindi, Tamil, Telugu, Marathi, Punjabi



**De-risked & Diversified
Business Model**

**Valuable Addition to
High-margin Movie
Library**

**Strong Revenue
Visibility**



Content Monetization

- Diversified & Growing Revenue Streams
- Pre-Sale Focus: Upto 80% Hindi Film and over 100% of Tamil Direct Production Costs
- Global Marketing & Multi-platform Distribution Capabilities in 50+ Countries
- Subtitled / dubbed Content in 25+ Different Languages
- Content Bundling Strategy Maximizes Exploitation
- New and Library Content Distributed through ErosNow

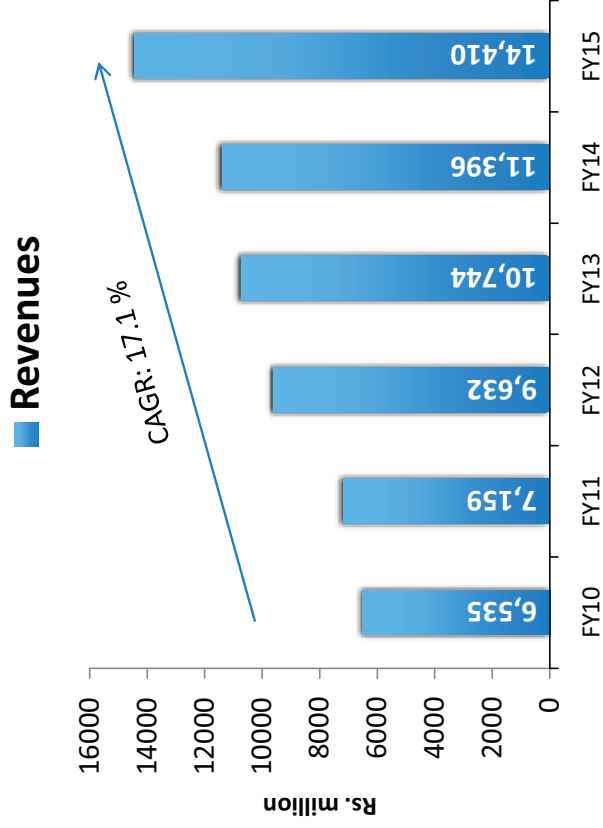


Financial Snapshot

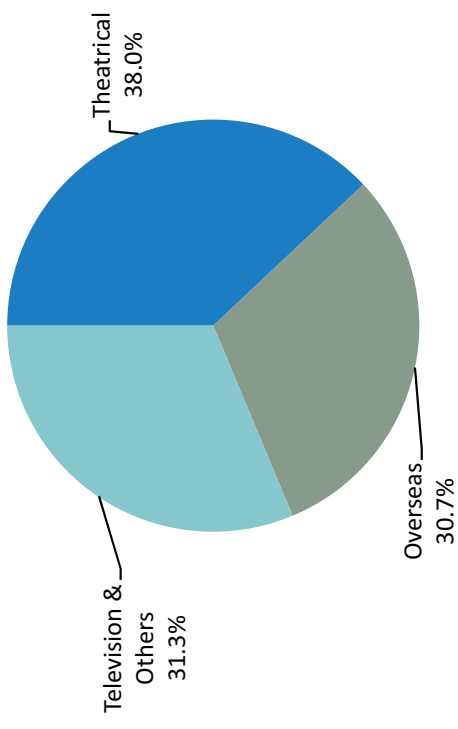
Strong Financial Track-record



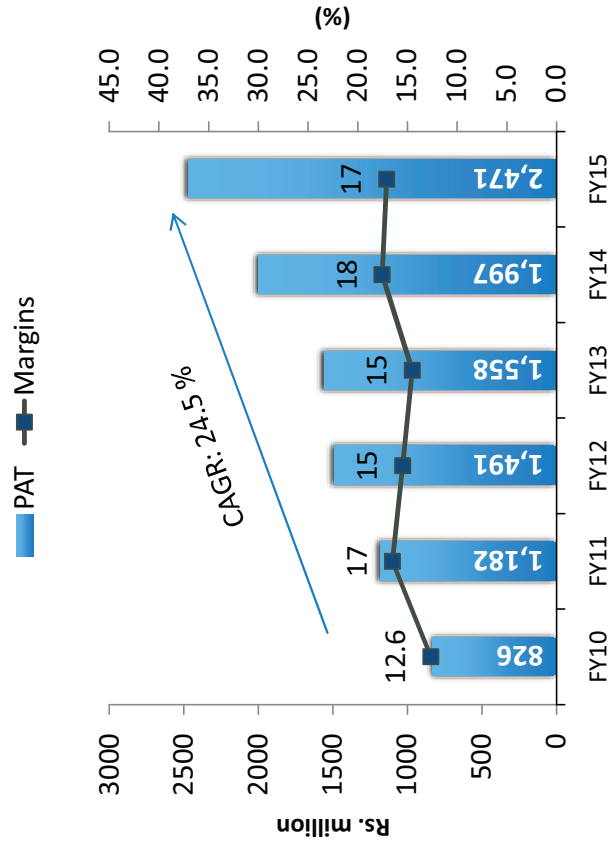
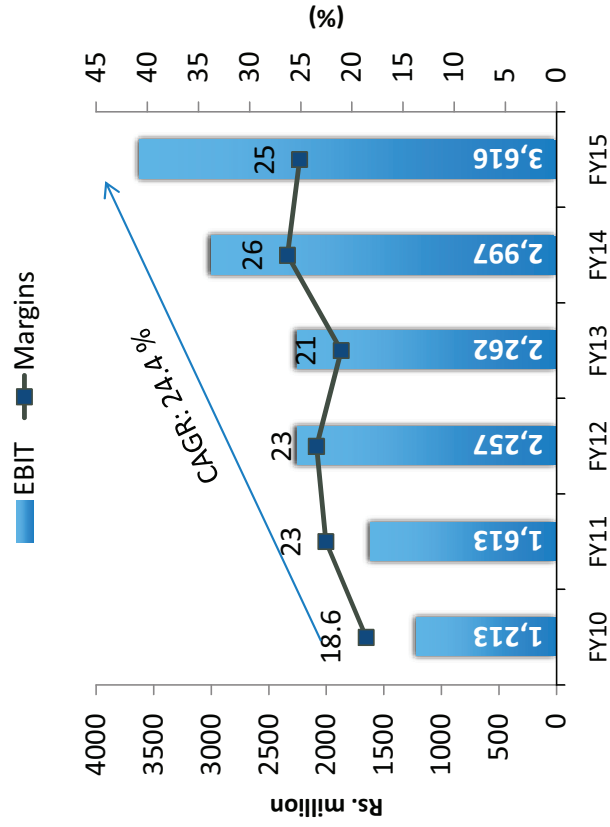
Diversified Revenue Mix



Revenue Break-up FY2015



Consistent Profit Growth



About Us



Eros International Media Ltd

Eros International Media Ltd. (BSE Script Code: 533261; NSE Script Code: EROSMEDIA) is a leading global company in the Indian film entertainment industry that acquires, co-produces and distributes Indian films across all available formats such as cinema, television and digital new media. Eros International is part of Eros International Plc, which became the first Indian media Company to raise capital and be listed on the New York Stock Exchange. Eros International has experience of over three decades in establishing a global platform for Indian cinema. The company has a competitive advantage through its extensive and growing movie library comprising of over 2,000 films, which include Hindi, Tamil, and other regional language films for home entertainment distribution. Eros International has built a dynamic business model by combining the release of new films every year with the exploitation of its film library. For further information please visit: www.erosintl.com

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Thank You
