



August 11, 2017

The DCS-CRD,
BSE Limited
Pheeroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

The Listing Manager,
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No- 'C' Block, G Block
Bandra-Kurla Complex
Mumbai-400051

Ref: BSE Script Code: 533261; NSE Script Code: EROSMEDIA

Sub:- Earning Release for the Quarter and three months ended June 30, 2017

Dear Sir(s),

Please find enclosed herewith earning release for the Quarter ended June 30, 2017 of Eros International Media Limited.

You are requested to take the above on record.

Thanking You

**Yours faithfully,
For Eros International Media Limited**

A handwritten signature in blue ink, appearing to read "Sunil Lulla", is written over the typed name.



**Sunil Lulla
Executive Vice Chairman and Managing Director**

Encl:- Earning Release for Quarter ended June 30, 2017

EROS INTERNATIONAL MEDIA LIMITED

Corporate Office: 901/902, Supreme Chambers, Off Veera Desai Road, Andheri (W), Mumbai - 400 053.
Tel.: +91-22-6602 1500 Fax: +91-22-6602 1540 E-mail: eros@erosintl.com • www.erosintl.com
Regd. Office: Kailash Plaza, 2nd Floor, Plot No. 12, Off Veera Desai Road, Andheri (W), Mumbai - 400 053.
CIN No. L99999MH1994PLC080502

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



-  **Results at a Glance**
-  **Operational Highlights**
-  **Financial Highlights**
-  **Historical Financial Snapshot**



Results at a Glance

Eros reports EBIT and PAT margin expansion, EBIT down by 8.5%



Figures in INR million	Q1 FY2018	Q1 FY2017	Growth %	Q4 FY2017	Growth %
Revenues	2,734 mn	4,104 mn	(33.4%)	2,104 mn	29.9%
EBIT	741 mn	810 mn	(8.5%)	660 mn	12.3%
<i>EBIT Margin</i>	<i>27.1%</i>	<i>19.7%</i>		<i>31.4%</i>	
PAT (after minority)	483 mn	589 mn	(18.0%)	337 mn	43.3%
<i>PAT Margin</i>	<i>17.7%</i>	<i>14.4%</i>		<i>16.0%</i>	
Diluted EPS	5.05	6.17	(18.2%)	3.53	43.1%

- EBIT margin expands to 27.1% in Q1 FY2018 as compared to 19.7% in Q1 FY2017 and PAT margin expands to 17.7% in Q1 FY2018 as compared to 14.4% in Q1 FY2017 mainly due to higher contribution from catalogue sales
- During the quarter, Eros released 1 high budget, 1 medium budget and 3 small budget films as compared to 3 high budget, 2 medium budget and 9 small budget films in Q1 FY2017



Operational Highlights

Executive Vice Chairman & MD's message:



Commenting on the performance of Q1 FY2018, Mr. Sunil Lulla, Executive Vice Chairman & MD of Eros International Media Ltd. said,

“Q1 FY2018 was marked by the box-office releases of our films led by Sarkar 3, Oru Kidayin Karunai Manu (Tamil), Tujha Tu Majha Mi (Marathi), Aake (Kannada) and Posto (Bengali). Our portfolio approach with an objective to build a healthy regional slate served us well as we are seeing growth across the regional languages. Our pre-sales and catalogue monetization strategy continued to remain strong during the quarter.

We are scaling content co-production and ownership in fiscal 2018 with greater emphasis on the coproduction model. The launch of Trinity Pictures, our film label for franchise films and investments in our joint venture Colour Yellow Productions are concrete steps taken in this direction. Trinity Writers Room has already completed development of 20 franchises which are in various stages of development and production.

Eros has a compelling slate for FY 2018, including films such as Trinity Pictures Sniff – I Spy, Shubh Mangal Savdhan, Mukkebaz, Chanda Mama Door Ke, Bhavesh Joshi, Happy Bhaag Jayegi 2 and Soorma to name a few Hindi films. In addition, Eros has a number of Tamil, Telugu, Punjabi, Bengali, Marathi and Malayalam films that we look forward to releasing during the year.”

Encouraging performance driven by diversified revenue streams



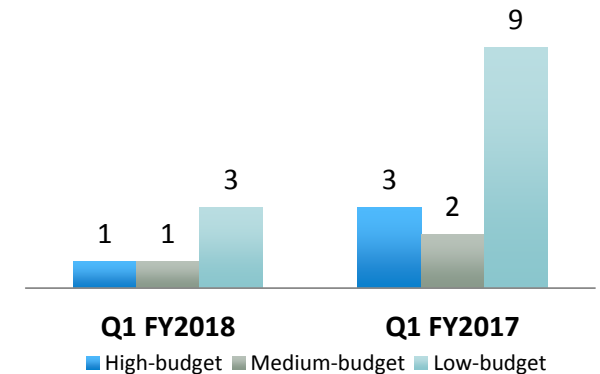
- Operational Overview**

- Theatrical revenues in Q1FY2018 were driven by releases of Sarkar 3, Oru Kidayin Karunai Manu (Tamil), Tujha Tu Majha Mi (Marathi), Aake (Kannada) and Posto (Bengali)
- Company released a total of 5 films as compared to a total of 14 films in Q1FY2017
- Revenues from Television & Others, Overseas segment and catalogue contribution from the Company’s extensive film library contributed to the financial performance

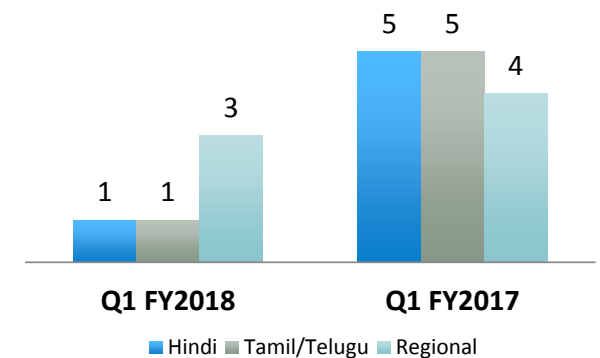
- Diversified revenue mix**

- During Q1 FY2018, Theatrical Revenues contributed – 41.0%, Overseas Revenues – 15.9% and Television & Others – 43.1% as a percentage of Income from Operations

Portfolio by Budget



Portfolio by Language



Hindi & Regional film release portfolio



- **Healthy mix of film releases**

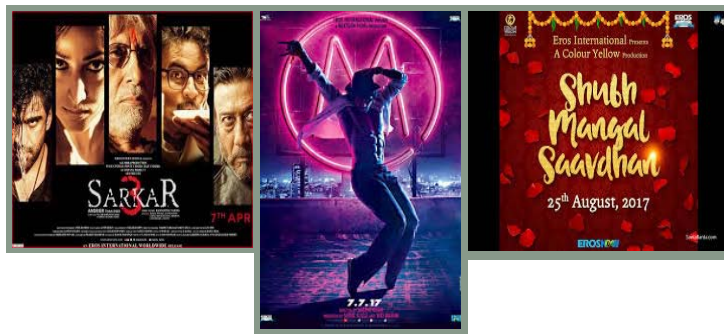
- Sarkar 3 – a high-budget Hindi film released during the quarter. The satellite rights for the film were pre-sold to ZEE TV prior to its theatrical release
- Across the regional film category, Oru Kidayin Karunai Manu (Tamil), Tujha Tu Majha Mi (Marathi), Aake (Kannada) and Posto (Bengali) were released in the quarter
- Munna Michael, a medium-budget film, marked an encouraging start to Q2 FY18, with the satellite rights being pre-sold to Zee TV prior to its theatrical release.



Key Developments during the quarter

Strong presales strategy continues - Eros International signs a significant television syndication deal covering 3 films with Zee

- Syndication rights to Ram Gopal Varma's *Sarkar 3* (Q1 FY18) starring Amitabh Bachchan
- Tiger Shroff and Sabbir Khan's action-packed musical *Munna Michael* (Q2 FY18)
- Quirky romantic comedy *Shubh Mangal Savdhan* (Q2 FY18) starring Ayushmann Khurrana and Bhumi Pednekar – to be released on 1st September



Eros International signs co-production deal with leading Turkish film company Pana Film

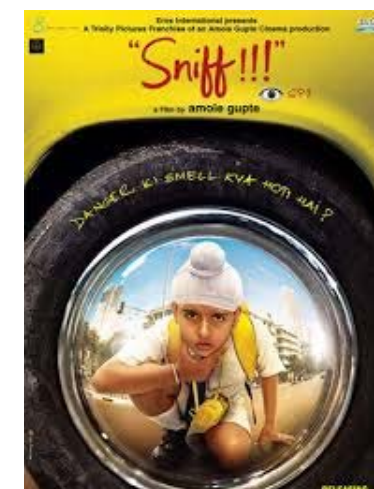
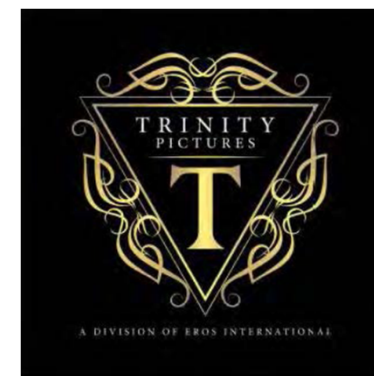
- Announced two Indo-Turkish co-productions with one of the largest Turkish film studios, Pana Film, owned by leading Turkish actor Necati Şaşmaz
- Both films will be collaborative with shoot venues and crews in both countries and will be made bilingual
- Original stories blending Indian and Turkish cultures will be conceptualized and developed by Eros' in-house writers along with top Turkish writers



Trinity Pictures – Building franchises and not just films



- **Trinity Writers Room** has completed development on **20 other franchises** which are in various stages of development and production
- **Out of these twenty franchises, five are lined up in the next couple of years:**
 - A live action tri-lingual (Hindi, Telugu and Tamil) elephant film to be directed by multiple award-winning Tamil director, Prabhu Solomon
 - Ace director Krish’s buddy cop film which will be shot in Hindi and Tamil simultaneously, featuring popular lead actors from both South India and the Hindi film industry
 - Two Indo-China co-productions; Kabir Khan’s travel drama & Siddharth Anand’s cross-cultural romantic comedy, Love in Beijing
 - An action thriller to be directed by Vipul Amrutlal Shah
- **Trinity’s first franchise film Sniff – I Spy, a superhero film directed by Amole Gupte is slated for release on August 25, 2017**
 - Two editions of Sniff comics have already been released along with iconic Chacha Choudhary comics
 - Sniff mobile games and video games will also hit the markets following the movie’s release
 - Merchandizing and animation series are also being prepared



Select Forthcoming Releases



Film Name	Star Cast/(Director/Producer)	Language	Tentative Release
Munna Michael	Tiger Shroff, Nidhi Agerwal, Nawazuddin Siddiqui (Sabbir Khan)	Hindi	Released in Q2 FY2018
Sniff (Trinity)*	Khushmeet Gill, Surekha Sikri, Manmeet Singh among others (Amole Gupte)	Hindi	Q2 FY2018
Shubh Mangal Savdhaan	Ayushman Khurana, Bhumi Pednekar (Prasanna / Colour Yellow Productions)	Hindi	Q2 FY2018
Rang Be Rang Er Kori	Rituparna Sengupta, Arunima Ghosh (Ranjan Ghosh)	Bengali	Q2 FY2018
Nila Choley Kiriti	Indrani Sengupta, Rituparna Sengupta (Anindya Bakash Dutta)	Bengali	Q2 FY2018
Bhavesh Joshi	Harshvardhan Kapoor (Vikram Motwane / Phantom Films)	Hindi	Q3 FY2018
Mukkebaz	Vineeth Kumar & Zoya (Anurag Kashyap / Colour Yellow Productions)	Hindi	Q3 FY2018
Nimmo	Anjali Patil, Karan Dave (Rahul Sankhya / Colour Yellow Productions)	Hindi	Q3 FY2018
Happy Pill	Ritwick Chakraborty, Sohini Sarkar (Moinak Bhowmik)	Bengali	Q3 FY2018
Nervazhi	Nayanthara (Bharath Krishna)	Tamil	Q4 FY2018
Happy Bhaag Jayegi 2	Diana Penty, Abhay Deol, Jimmy (Mudassar Aziz / Colour Yellow Productions)	Hindi	Q4 FY2018
Untitled	(Raja Chandra)	Bengali	Q4 FY2018
Untitled	(Sandip Ray)	Bengali	Q4 FY2018

- Additional Trinity films are listed on Slide 11
- The above list is subject to change

Select Forthcoming Releases.....(contd.)



Film Name	Star Cast/(Director/Producer)	Language	Tentative Release
7 Kadam	Amit Saadh, Diksha Seth, Ronit Roy & Others / (Mohit Kumar Jha)	Hindi	Q4 FY2018
Ticket to Bollywood	Amyra Dastoor, Diganth Manchale / (Eros)	Hindi	Q4 FY2018
Chandamama Door Ke	Sushant Singh Rajput, Nawazuddin Siddiqui (Sanjay Puran Singh)	Hindi	Q4 FY2018
Soorma	Saif Ali Khan & Others (Navdeep Singh / Colour Yellow Productions)	Hindi	Q4 FY2018
Manmarziyaan	(Anurag Kashyap / Colour Yellow Productions)	Hindi	FY2019
Fake	(Raj & DK)	Hindi	FY2019
Untitled	(Homi Adajania / Maddock Films)	Hindi	FY 2019
Badlapur 2	(Sriram Raghavan / Maddock Films)	Hindi	FY 2019
Untitled	Shah Rukh Khan (Anand L Rai / Colour Yellow Productions)	Hindi	FY2019
Untitled	(Rahul Dholakia)	Hindi	FY2019
Jaita	Harman Baweja (Harry Baweja)	Hindi	FY2019
Guru Tegh Bahadur	(Harry Baweja)	Punjabi	FY2019

- Additional Trinity films are listed on Slide 11
- The above list is subject to change

Eros India participates in the long term value creation of ErosNow⁽¹⁾



10,000+
Film Rights

135
COUNTRIES
Global footprint of Users

68 MILLION +
Registered users across WAP, APP & Web⁽²⁾

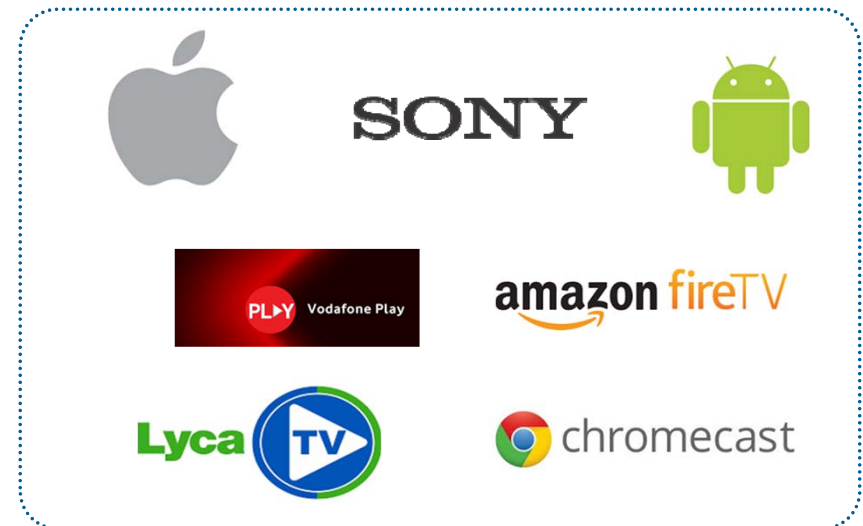
2.9 MILLION +
paying subscribers worldwide⁽²⁾

Boosting distribution through Telcos and e-wallets

- ✓ Partnerships with leading telcos covering 70% of mobile user base
- ✓ Similar partnerships in Malaysia and the Middle East
- ✓ Strategic partnership with leading Indian electronic payment platforms



Apple features the ErosNow app in its "App Store Best of 2016"



Note: (1) ErosNow is Eros International Plc's, OTT platform (2) June 2017, Paying subscribers means any subscriber who has made a valid payment to subscribe to a service that includes the Eros Now service either as part of a bundle or on a standalone basis, either directly or indirectly through a telecom operator or OEM in any given month be it through a daily, weekly or monthly billing pack, as long as the validity of the pack is for at least one month



Financial Highlights

Q1 FY2018

Abridged Consolidated P&L – Q1 FY2018



Particulars	Rs. in Million		
	Q1 FY2018	Q1 FY2017	Q4 FY2017
Total Income	2,734	4,104	2,104
Direct Cost	1,282	2,459	826
Other Expenses	711	835	618
<i>EBIT</i>	<i>741</i>	<i>810</i>	<i>660</i>
<i>EBIT Margins (%)</i>	<i>27.1%</i>	<i>19.7%</i>	<i>31.4%</i>
Interest	186	94	225
Profit Before Tax	555	716	435
PAT (after Minority)	483	589	337
<i>PAT Margins (%)</i>	<i>17.7%</i>	<i>14.4%</i>	<i>16.0%</i>
Diluted EPS (Rs.)	5.05	6.17	3.53

Financial Overview and Discussion

Total Income

- In Q1 FY2018, Total Income stood at Rs. 2,734 million as compared to Rs. 4,104 million in Q1 FY2017
 - 1 high budget, 1 medium budget and 3 small budget films were released as compared to 3 high budget, 2 medium budget and 9 small budget films in Q1 FY2017
 - Theatrical releases during the period included namely Sarkar 3, Oru Kidayin Karunai Manu (Tamil), Tujha Tu Majha Mi (Marathi), Aake (Kannada) and Posto (Bengali).

EBIT

- EBIT stood at Rs. 741 million as compared to Rs. 810 million in Q1 FY2017
- EBIT margin stood at 27.1% as compared to 19.7% in Q1 FY 2017
 - Direct Costs during Q1 FY2018 stood at Rs. 1,282 million, including Rs. 932 million of content amortization

PAT

- In Q1 FY2018, Profit after tax (after minority) is at Rs. 483 million in Q1 FY2018as compared to Rs. 589 million in Q1 FY2017
 - PAT Margins at 17.7% in Q1 FY2018 as compared to 14.4% in Q1 FY2017



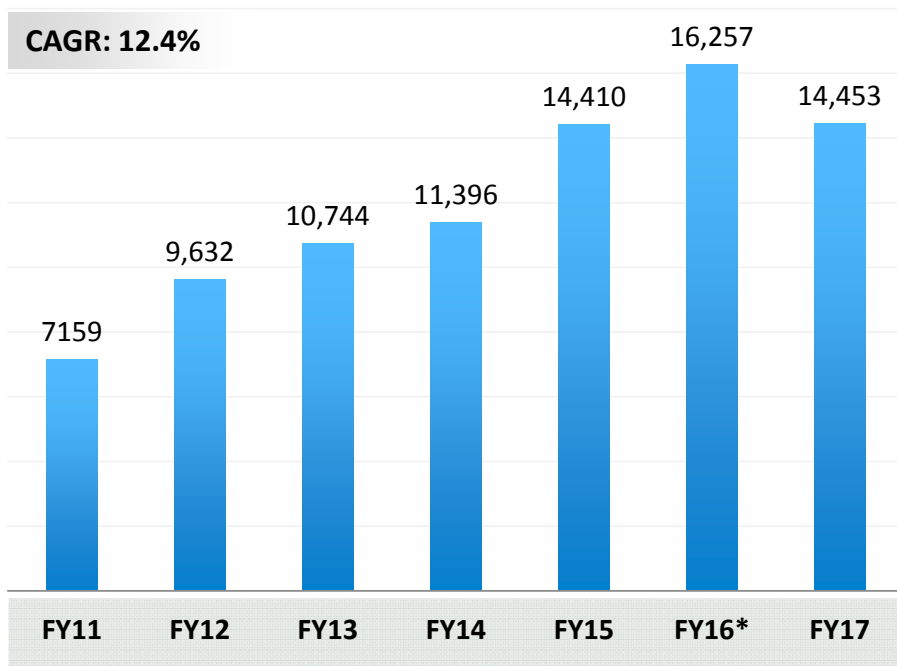
Historical Financial Snapshot

Strong Financial Track-record

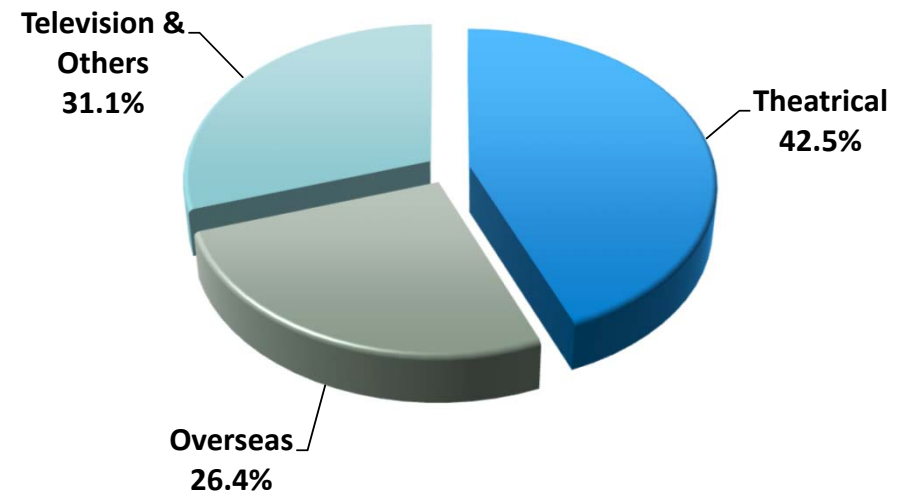


Diversified Revenue Mix

Revenues (Rs. million)



Revenue Break-up FY2017

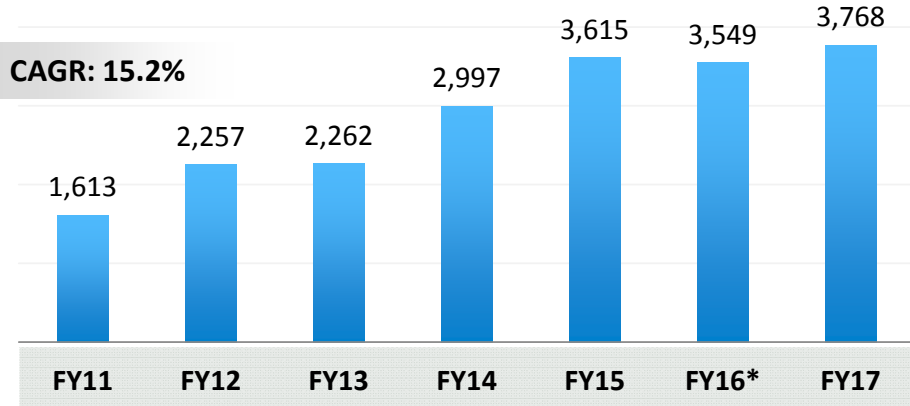


* FY 2016 onwards – As reported under Ind AS

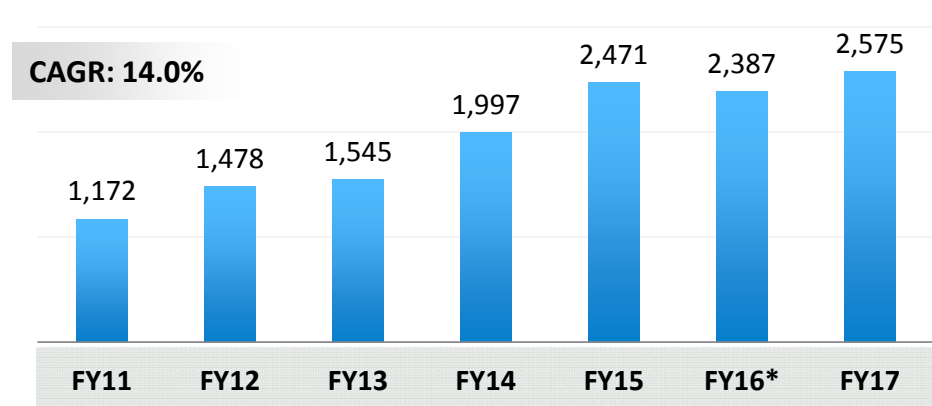
Consistent Profit Growth



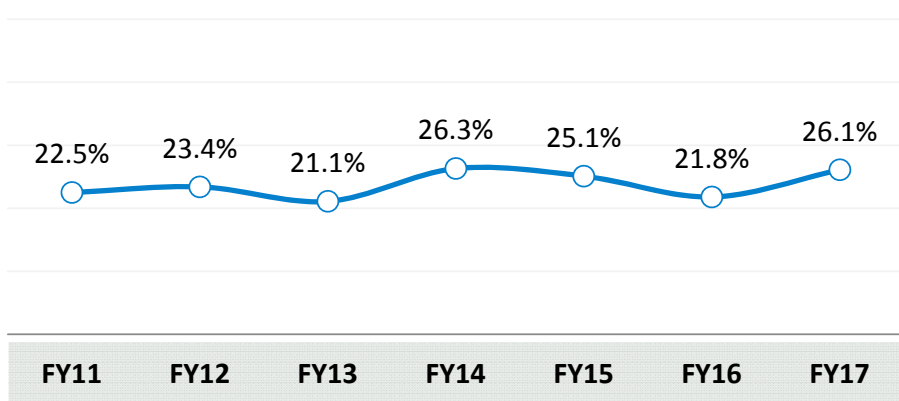
EBIT (Rs. Mn)



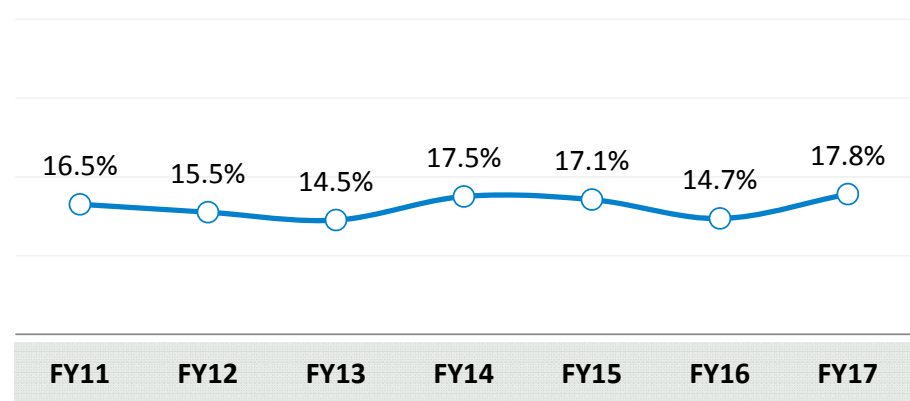
PAT (Rs. Mn)



EBIT Margin (%)



PAT Margin (%)



* FY 2016 onwards – As reported under Ind AS

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

For further information, please contact:

Abhay Bhalerao

Eros International Media Ltd

Tel: +91 22 6602 1500

E-mail: abhay.bhalerao@erosintl.com

Anoop Poojari / Shikha Kshirsagar

CDR India

Tel: +91 22 6645 1211/ 6645 1243

Email: anoop@cdr-india.com / shikha@cdr-india.com



Thank You