



Ref No.: SEL/Reg. 30 – LODR/July-18

July 26, 2018

The Secretary,  
National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra-Kurla Complex  
Bandra (E), Mumbai-400 051.  
NSE Symbol: SHEMAROO

The Secretary,  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai-400 023.  
Scrip Code : 538685

Dear Sir / Madam,

**Re: SHEMAROO ENTERTAINMENT LIMITED - ISIN: INE363M01019**

**Sub: - Earnings Con. Call – Intimation under Reg. 30(6) of SEBI (LODR), Regulations, 2015**

This to inform that an Earnings Conference Call on the Unaudited financial results for the Quarter ended June 30, 2018 is scheduled to be held on July 27, 2018 at 03:00 P.M.

The details of aforesaid conference call and earnings presentation for the Quarter ended June 30, 2018 is enclosed herewith.

The aforesaid shall also be available on the website of the Company i.e. [www.shemarooent.com](http://www.shemarooent.com)

Thanking you,

Yours faithfully,  
For Shemaroo Entertainment Limited



.....  
**Dipesh U. Gosar**  
Company Secretary & Compliance Officer  
ICSI Membership No.: A23755

Encl.: As above

**SHEMAROO ENTERTAINMENT LTD.**

Shemaroo House, Plot No. 18, Marol Co - op. Industrial Estate, Off Andheri Kurla Road, Andheri (E), Mumbai - 400059.

+91 - 22 4031 9911 | shemarooent.com

CIN : L67190MH2005PLC158288



## CONCALL INVITE

**B&K Securities shall hold  
a Conference Call of**

## **Shemaroo Entertainment Ltd.**

to discuss the 1QFY19 Financial performance  
on **Friday 27th July 2018 – 15:00 Hrs IST**

### **Management Representatives:**

**Mr. Hiren Gada** – Chief Executive Officer & Chief Financial Officer

**Ms. Kranti Gada** – Chief Operating Officer

**Mr. Jai Maroo** – Director

**You are cordially invited**

### **Dial-in Numbers**

**Primary Access: 1800 120 5601**

**Local Access: +91 22 3344 1100/+91 44 4298 3311**

### **International Toll Free:**

**USA: 18773870849**

**UK: 08000163439**

**Singapore: 8003211129**

**Hong Kong: 800903171**

**Pin number for international participants: 876928#**

For further information, please contact

**Mr. Yogesh Kirve / Ms. Neeta Khilnani**

**Batlivala & Karani Securities India Pvt Ltd**

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SHEMAROO ENTERTAINMENT LIMITED

Q1-FY19

Earnings Presentation



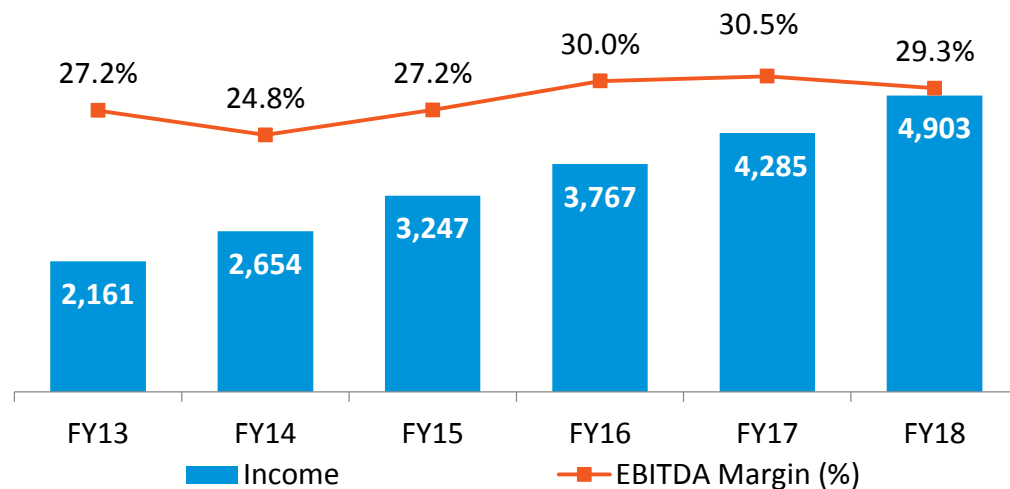
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# About Shemaroo

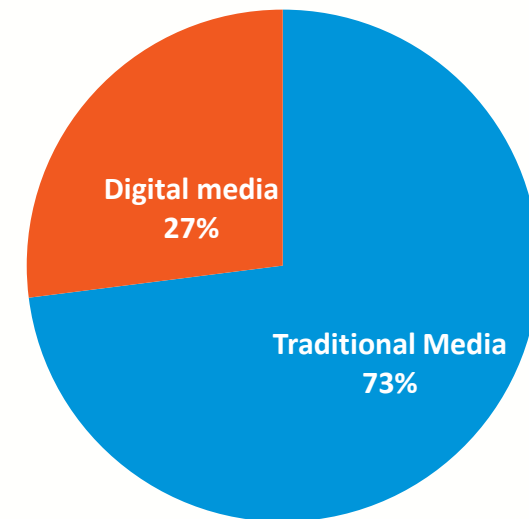


- Founded in 1962 as a book circulating library, today Shemaroo is a leading Indian content power house with a global reach, headquartered out of Mumbai and employs over 500 people
- The Company is one of the largest independent content aggregators with a library of more than 3,500 titles, which it distributes across various existing and emerging media platforms
- Identifying that movies have the longest shelf life for television and other media content, Shemaroo pioneered the movie library syndication business by acquiring movie titles from producers and distributing it to broadcasters and other media platforms
- Shemaroo has grown multi-fold over the years, developing excellent relationships across the media industry value chain, to become one of the largest organised players in a fragmented industry.

**Total Revenue\* (INR Mn) and EBITDA %**



**FY18 Revenue Distribution (INR Mn)**



\* Includes other Income Note: FY17 and FY18 numbers are as per IND-As



# Q1-FY19 HIGHLIGHTS

# Q1-FY19 Key Financial Highlights



## Q1-FY19 performance (Consolidated):

- **Total Revenue\***: INR 1,236 Mn; 4.0% QoQ; 18.3 % YoY
- **EBITDA**: INR 391 Mn; 5.1% QoQ; 14.0% YoY
- **EBITDA Margin**: 31.63%; 32 bps QoQ; (119) bps YoY
- **Net Profit**: INR 195 Mn; 4.3% QoQ; 22.6 % YoY
- **Net Profit Margin**: 15.78%; 4 bps QoQ; 56 bps YoY
- **EPS**: 7.19 INR /share

\* - Includes Other Income

## Divisional Breakup (Consolidated):

INR Mn	Q1-FY19	Q1-FY18	YOY Growth	FY18	FY17	YOY Growth
Digital Media	389	285	36.5%	1,305	923	41.4%
Traditional Media	845	751	12.5%	3,581	3,332	7.5%
Income from Operations	1,234	1,036	19.1%	4,886	4,255	14.8%

# Key Operational Highlights

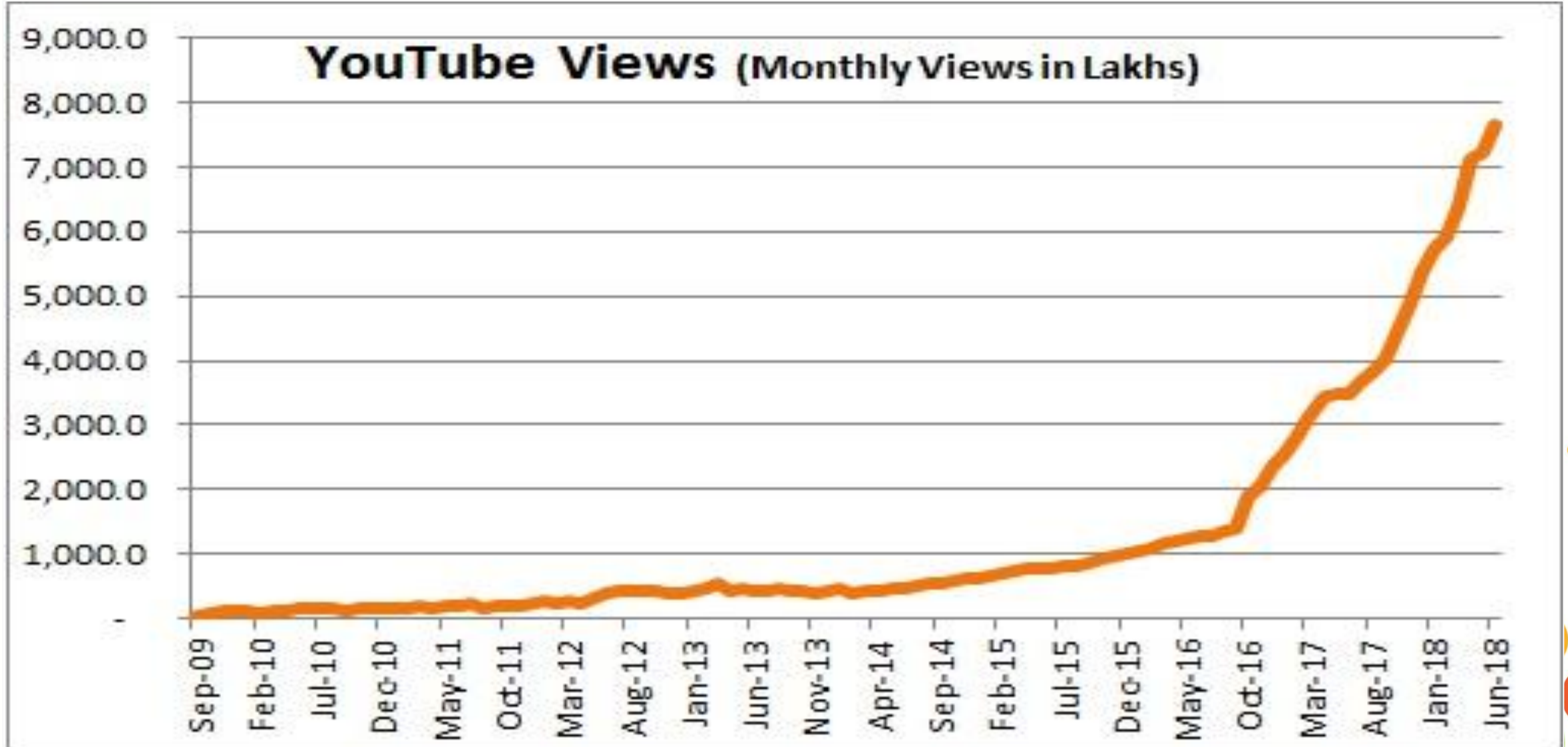


- Shemaroo has refreshed its corporate identity after 55 years with a new logo and tagline 'India Khush Hua' after exhaustive research and understanding of emergent trends and consumers
- Signed a content deal with SHAREit
- Crossed 5 Bn cumulative views on our YouTube channel 'FilmiGaane'
- Crossed 8 Mn subscribers on our YouTube channel 'ShemarooEnt'
- Crossed 1 Mn subscribers on our YouTube channel 'Shemaroo Kids'
- Some brands have pulled their advertising out from YouTube since some of their ads were shown next to hateful and offensive content. As a result, YouTube has implemented stricter brand safety guidelines and therefore the overall monetisation of content on YouTube has been impacted
- Comedy Service launched with Videocon d2h in April 2018

# Key Operational Highlights



YouTube Monthly Views Graph till June 2018:





# Q1-FY19 Consolidated Income Statement (IndAS)



Particulars (INR Mn)	Q1-FY19	Q4-FY18	Q-o-Q	Q1-FY18	Y-o-Y
Revenue from Operations	1,234	1,184	4.2%	1,036	19.1%
Other Income	2	4	(50.0)%	9	(77.8)%
<b>Total Revenue</b>	<b>1,236</b>	<b>1,188</b>	<b>4.0%</b>	<b>1,045</b>	<b>18.3%</b>
Total Expenses	845	816	3.6%	702	20.4%
<b>EBITDA</b>	<b>391</b>	<b>372</b>	<b>5.1%</b>	<b>343</b>	<b>14.0%</b>
<b>EBITDA Margin (%)</b>	<b>31.63%</b>	<b>31.31%</b>	<b>32 Bps</b>	<b>32.82%</b>	<b>(119) Bps</b>
Depreciation	14	13	7.7%	12	16.7%
Finance Cost	61	71	(14.1)%	81	(24.7)%
<b>PBT</b>	<b>316</b>	<b>288</b>	<b>9.7%</b>	<b>250</b>	<b>26.4%</b>
Tax	121	104	16.3%	90	34.4%
<b>PAT</b>	<b>195</b>	<b>184</b>	<b>6.0%</b>	<b>160</b>	<b>21.9%</b>
Minority Interest & Share of profit/ (loss) in associate company	-	3	NA	(1)	NA
<b>PAT after adjustments</b>	<b>195</b>	<b>187</b>	<b>4.3%</b>	<b>159</b>	<b>22.6%</b>
<b>PAT Margin (%)</b>	<b>15.78%</b>	<b>15.74%</b>	<b>4 Bps</b>	<b>15.22%</b>	<b>56 Bps</b>
Comprehensive Income	(5)	4	NA	NA	NA
<b>Total Profit including Comprehensive Income( Net of tax)</b>	<b>190</b>	<b>191</b>	<b>(0.5)%</b>	<b>159</b>	<b>19.5%</b>
EPS (INR)(not annualised)	7.19	6.89	4.4%	5.86	22.7%

# Digital Media



*Shemaroo was one of the early Indian media companies to syndicate its library in the high growth digital media platforms, thereby gaining early mover advantage*

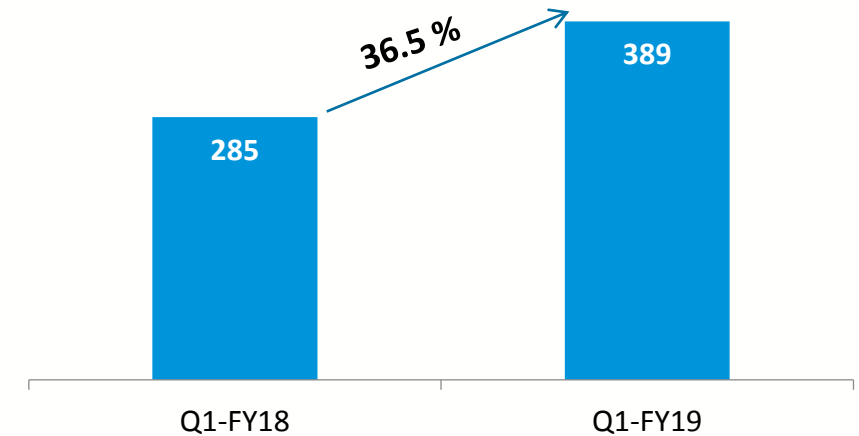
- The company caters to all types of revenue models like pay per transaction, subscription, advertisement supported (free to consumer) etc.
- Due to its large library ownership Shemaroo has the ability to slice and dice content and package it in different ways that are more suited for the digital media platforms.

## Digital Media Presence

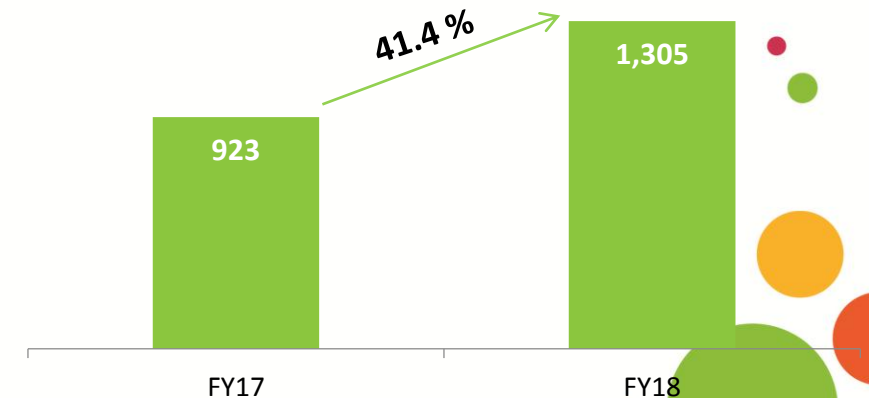
Internet and OTT	Mobile Value Added services (MVAS) / Mobile Internet
<ul style="list-style-type: none"> <li>• Shemaroo has agreements with various internet video platforms like YouTube, Hotstar, Reliance Jio, Apple iTunes, Google Play, YuppTV, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• The company has agreements with major telecom operators, namely Airtel, Vodafone, Idea, etc.</li> <li>• Shemaroo distributes imagery, videos, full songs, live streaming etc. under MVAS through both operator branded portals as well as its own branded portals</li> </ul>

Internet	MVAS
YouTube	Airtel
Hotstar	Vodafone

Q1-FY19 Digital Media Performance (INR Mn)



FY18 Digital Media Performance (INR Mn)



# Traditional Media



*Traditional Media Includes – Television Syndication, Home Entertainment, and Others*

## Television Syndication:

- Shemaroo has a diverse content library which it syndicates rights to various Satellite Channels, Cable & Terrestrial Networks
- Considering the vast and diverse library of Shemaroo, it can be easily assumed that most broadcasting channels would have some content syndicated from Shemaroo at sometime or the other

## Subscription Based Services:

- In partnership with major DTH and Cable operators, Shemaroo has launched subscription-based, ad-free content services across various genres like Movies, Devotion, Comedy and Regional

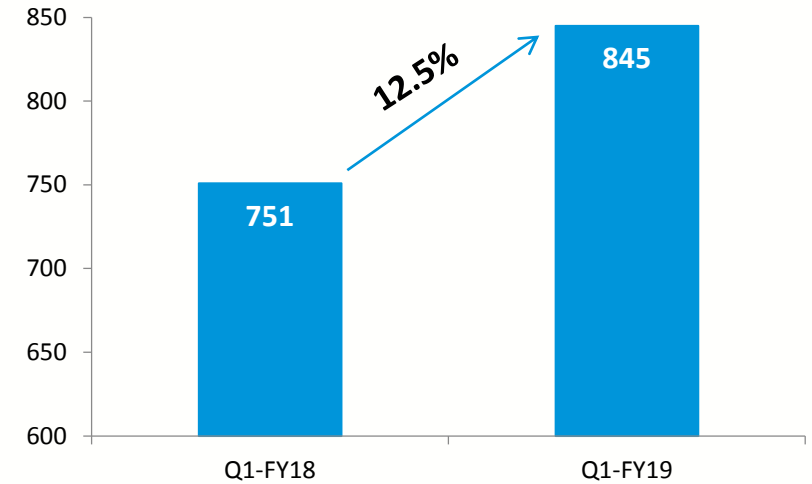
## Home Entertainment:

- The Home Entertainment business has helped Shemaroo to garner the legacy of becoming a nationwide well known and accepted brand
- Has successfully migrated from one content format to another (Video VHS to VCD to DVD to Blu-Ray)

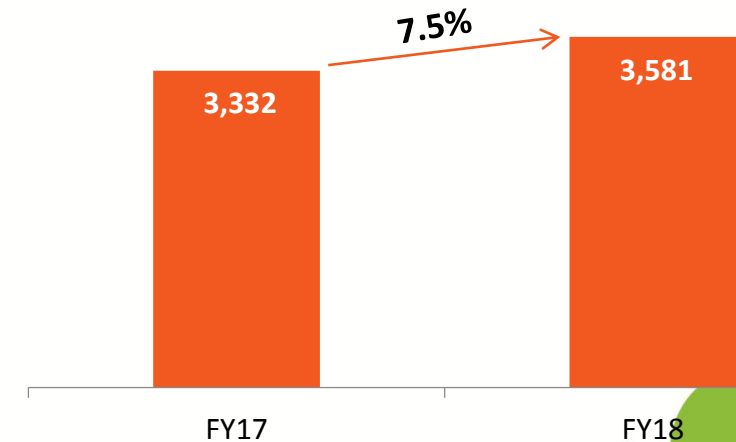
## Other Media:

- Shemaroo also distributes its contents to other media platforms like Airborne rights for In-flight entertainment, Overseas, International Film festivals, etc.
- The company has a market presence in USA, UK, Canada, UAE, Australia, East Europe, Singapore and North Africa

**Q1-FY19 Traditional Media Performance (INR Mn)**



**FY18 Traditional Media Performance (INR Mn)**



# FY18 Consolidated Income Statement (Ind-As)



Particulars (INR Mn)	FY18	FY17
Revenue from Operations	4,886	4,255
Other Income	17	30
<b>Total Revenue</b>	<b>4,903</b>	<b>4,285</b>
Total Expenses	3,465	2,980
<b>EBITDA</b>	<b>1,438</b>	<b>1,305</b>
<b>EBITDA Margin (%)</b>	<b>29.33%</b>	<b>30.46%</b>
Depreciation	51	43
Finance Cost	307	324
<b>PBT</b>	<b>1,080</b>	<b>938</b>
Tax	367	342
<b>PAT</b>	<b>713</b>	<b>596</b>
Minority Interest & Share of profit/ (loss) in associate company	(1)	18
<b>PAT after adjustments</b>	<b>712</b>	<b>614</b>
<b>PAT Margin (%)</b>	<b>14.52%</b>	<b>14.33%</b>
Comprehensive Income	3	-
<b>Total Profit including Comprehensive Income( Net of tax)</b>	<b>715</b>	<b>614</b>
EPS (INR)(not annualised)	26.18	22.60

# Consolidated Balance Sheet (Ind-As)



Equity and Liabilities (INR Mn)	FY18	FY17
<b>Shareholders Fund</b>		
Share Capital	272	272
Other Equity	4,692	3,992
<b>Total Equity</b>	<b>4,964</b>	<b>4,264</b>
Non controlling interest	(31)	(32)
<b>Non Current Liabilities</b>		
Long Term borrowings	21	131
Deferred tax liabilities	36	65
Long tem provisions	16	10
<b>Total Non-Current Liabilities</b>	<b>73</b>	<b>206</b>
<b>Current Liabilities</b>		
Short Term Borrowings	1,858	2,541
Trades payables	181	190
Other Financial Liabilities	136	320
Other Current Liabilities	28	70
Short Term Provisions	139	246
<b>Total Current Liabilities</b>	<b>2,342</b>	<b>3,367</b>
<b>Total</b>	<b>7,348</b>	<b>7,805</b>

Assets (INR Mn)	FY18	FY17
<b>Non Current Assets</b>		
<b>Fixed Assets</b>		
Property, Plant & Equipment	323	337
Intangible assets	10	11
Investments	101	72
Long Term Loan and Advances		68
Other Financial Assets	3	3
Other Non Current Assets	31	35
<b>Total Non-Current Assets</b>	<b>468</b>	<b>526</b>
<b>Current Assets</b>		
Inventories	5,297	5,004
Trade Receivables	1,406	1,906
Cash and cash equivalents	13	19
Short Term loan and advances	4	3
Other Current Assets	160	347
<b>Total Current Assets</b>	<b>6,880</b>	<b>7,279</b>
<b>Total</b>	<b>7,348</b>	<b>7,805</b>

# Historical Consolidated Income Statement (iGAAP)



Particulars (INR Mn)	FY13	FY14	FY15	FY16
Revenue from Operations	2,147	2,646	3,234	3,751
Other Income	14	13	13	16
<b>Total Revenue</b>	<b>2,161</b>	<b>2,659</b>	<b>3,247</b>	<b>3,767</b>
Total Expenses	1,574	2,003	2,366	2,675
<b>EBITDA</b>	<b>587</b>	<b>657</b>	<b>881</b>	<b>1,092</b>
<b>EBITDA Margin (%)</b>	<b>27.16%</b>	<b>24.71%</b>	<b>27.13%</b>	<b>28.99%</b>
Depreciation	30	30	37	37
Finance Cost	183	192	212	228
<b>PBT</b>	<b>374</b>	<b>435</b>	<b>632</b>	<b>827</b>
Tax	128	165	222	307
<b>PAT</b>	<b>247</b>	<b>270</b>	<b>410</b>	<b>520</b>
Share of profit/ (loss) in associate company	(11)	1	(1)	1
<b>PAT after adjustments</b>	<b>236</b>	<b>272</b>	<b>409</b>	<b>521</b>
<b>PAT Margin (%)</b>	<b>10.92%</b>	<b>10.23%</b>	<b>12.60%</b>	<b>13.89%</b>
Diluted EPS	12.42	13.68	17.35	19.18

# Historical Consolidated Balance Sheet (iGAAP)

Equity and Liabilities (INR Mn)	FY15	FY16
<b>Shareholders Fund</b>		
Share Capital	272	272
Reserves and Surplus	2,902	3,377
<b>Net worth</b>	<b>3,174</b>	<b>3,649</b>
Minority Interest		(8)
<b>Non Current Liabilities</b>		
Long Term borrowings	3	229
Deffered tax liabilities	68	67
Long tem provisions	5	7
	<b>76</b>	<b>303</b>
<b>Current Liabilities</b>		
Short Term Borrowings	1,054	1,544
Trades payables	165	105
Other Current Liabilities	339	395
Short Term Provisions	77	139
	<b>1,635</b>	<b>2,183</b>
<b>Total</b>	<b>4,885</b>	<b>6,127</b>

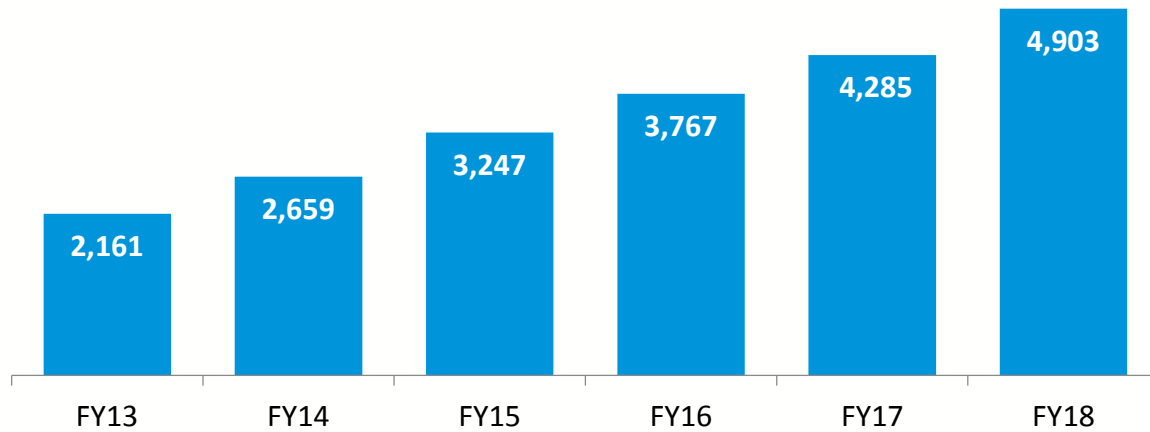
Assets (INR Mn)	FY15	FY16
<b>Non Current Fixed Assets</b>		
<b>Fixed Assets</b>		
Tangible Assets	287	285
Intangible assets	8	11
Capital WIP	-	14
<b>Total Fixed Assets</b>	<b>295</b>	<b>310</b>
Non Current Investments	168	81
Long Term Loan and Advances	71	65
Trade receivables	-	-
Other Non Current Assets	1	28
	<b>240</b>	<b>485</b>
<b>Current Assets</b>		
Inventories	2,887	3,876
Trade Receivables	1,268	1,069
Cash and cash equivalents	25	19
Short Term loan and advances	170	13
Other Current Assets	-	665
<b>Total</b>	<b>4,885</b>	<b>6,127</b>

# Historical Consolidated Financial Charts



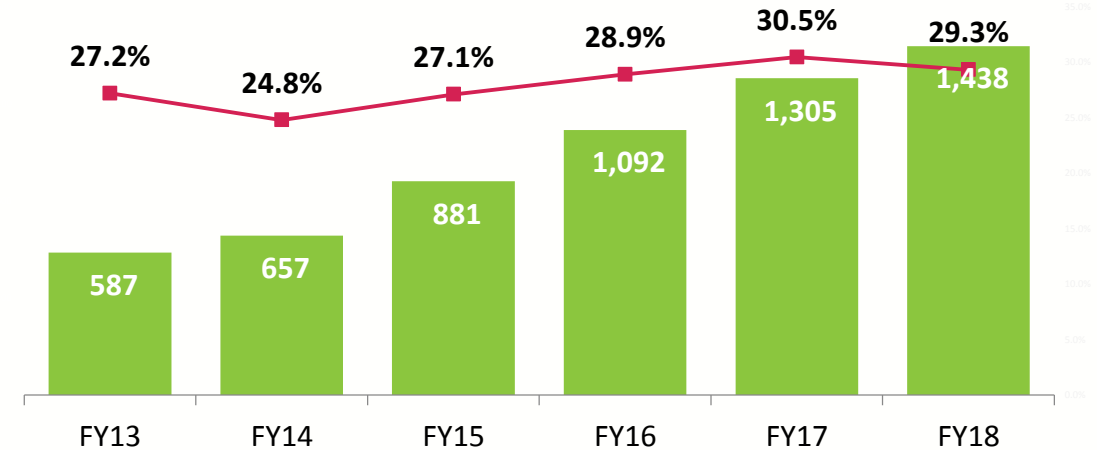
**Total Income\* (INR Mn)**

5 Year CAGR 17.8 %



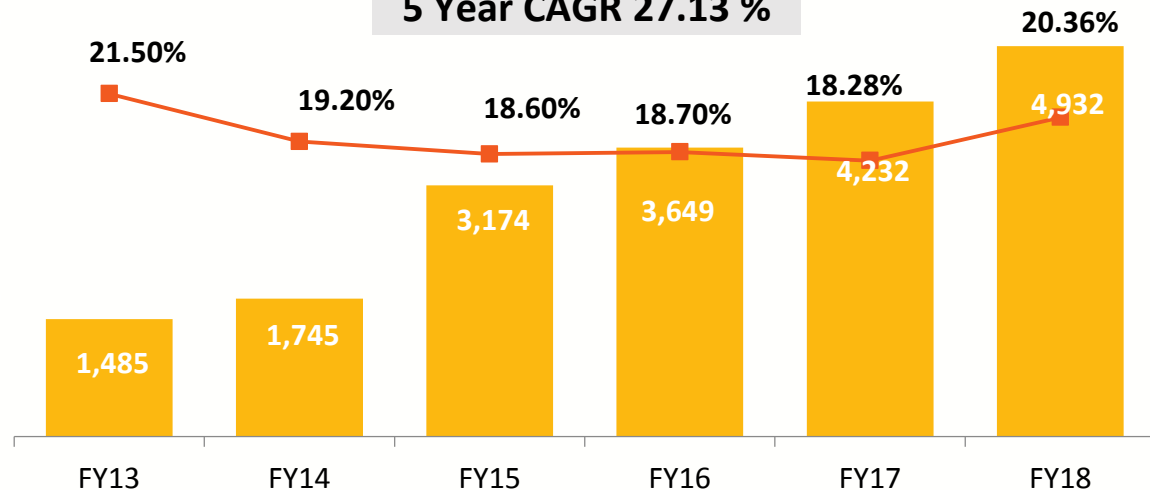
**EBITDA (INR Mn) and EBITDA Margin (%)**

5 Year CAGR 19.63%



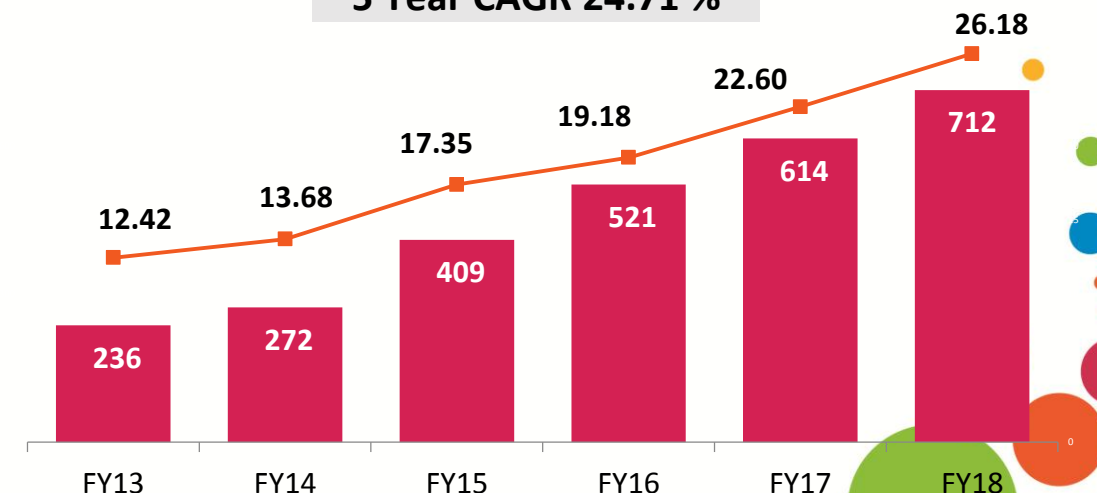
**Net Worth (INR Mn) and ROCE (%)**

5 Year CAGR 27.13 %



**PAT (INR Mn) and EPS**

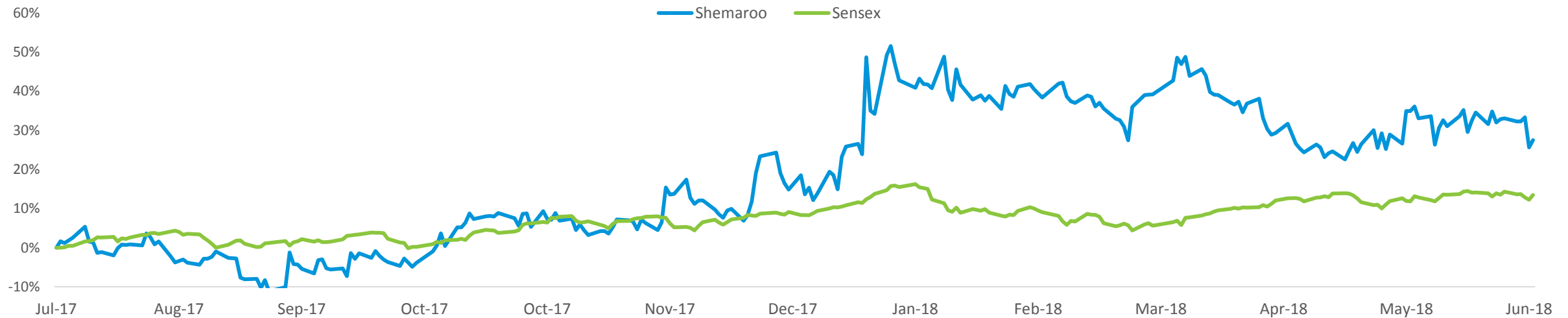
5 Year CAGR 24.71 %



\* Includes other Income Note: FY17 and FY18 numbers are as per IND-As



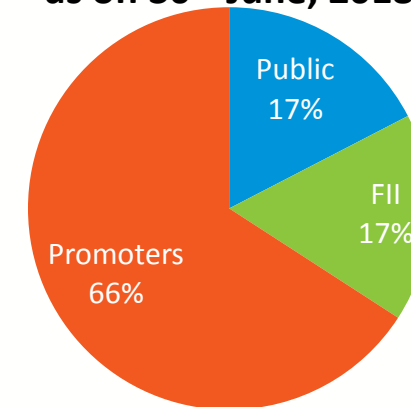
# Capital Market



## Price Data (As of 30<sup>th</sup> June, 2018)

	INR
Face Value	10
Market Price	472.4
52 Week H/L	595.0/324.9
Market Cap (INR Mn)	12,840.9
Equity Shares Outstanding (Mn)	27.18
1 Year Avg. Trading Volume ('000)	28.25

## Shareholding Pattern as on 30<sup>th</sup> June, 2018



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**For further information please contact our Investor Relations Representative:**



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Email: [anuj@valoremadvisors.com](mailto:anuj@valoremadvisors.com)

THANK YOU

