

INVESTOR UPDATE



ENTERTAINMENT NETWORK (INDIA) LTD.



PERFORMANCE REVIEW: Q1 FY19

August 6, 2018

Presentation Path

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

Financial Review

Condensed Statement Of Operations

Standalone

Rs. In Million	Q1 FY19	%age of Total Income	Q1 FY18	%age of Total Income	Growth (%)
Income from Operations	1,179.6	97.0%	983.3	94.1%	20.0%
Other Operating Income	36.4	3.0%	61.8	5.9%	(41.1%)
Total Income	1,216.0	100.0%	1,045.1	100.0%	16.4%
Operating Expenditure	932.5	76.7%	873.2	83.6%	6.8%
EBITDA	283.5	23.3%	171.9	16.4%	64.9%
Depreciation	29.9	2.5%	36.8	3.5%	(18.8%)
Amortisation	122.0	10.0%	119.7	11.5%	1.9%
EBIT	131.6	10.8%	15.4	1.5%	754.5%
Other Income	27.6	2.3%	22.3	2.1%	23.8%
Finance Cost	(9.2)	(0.8%)	(12.4)	(1.2%)	(25.8%)
Exceptional Items	-	0.0%	42.4	4.1%	NM
Profit Before Tax (PBT)	150.0	12.3%	67.7	6.5%	121.6%
Taxation	57.8	4.8%	23.2	2.2%	149.1%
Profit After Tax (PAT)	92.2	7.6%	44.5	4.3%	107.2%
Other Comprehensive Income (net)	0.1	0.0%	(0.9)	(0.1%)	NM
Total Comprehensive Income	92.3	7.6%	43.6	4.2%	111.7%

Financial Performance Q1FY19

(All comparisons with corresponding period of previous year)

- Revenues up by 16.4% to Rs. 1,216 million, revenue growth led by radio; EBITDA up by 65% at Rs. 283.5 million; PAT up by 107% at Rs. 92.2 million
- New stations reported an EBITDA of Rs.7.4 million (Q1FY18 –Loss of Rs.42.9 million). Revenue from new stations was Rs.180.9 million, up by 72%
- Expenses incurred on Phase III Batch-2 stations Rs.9.2 million
- Improved Margins in Non-FCT business
- Company generated an operating cash flow of Rs. 35.7 million
- Net Cash as on June 30, 2018 was Rs. 627.5 million

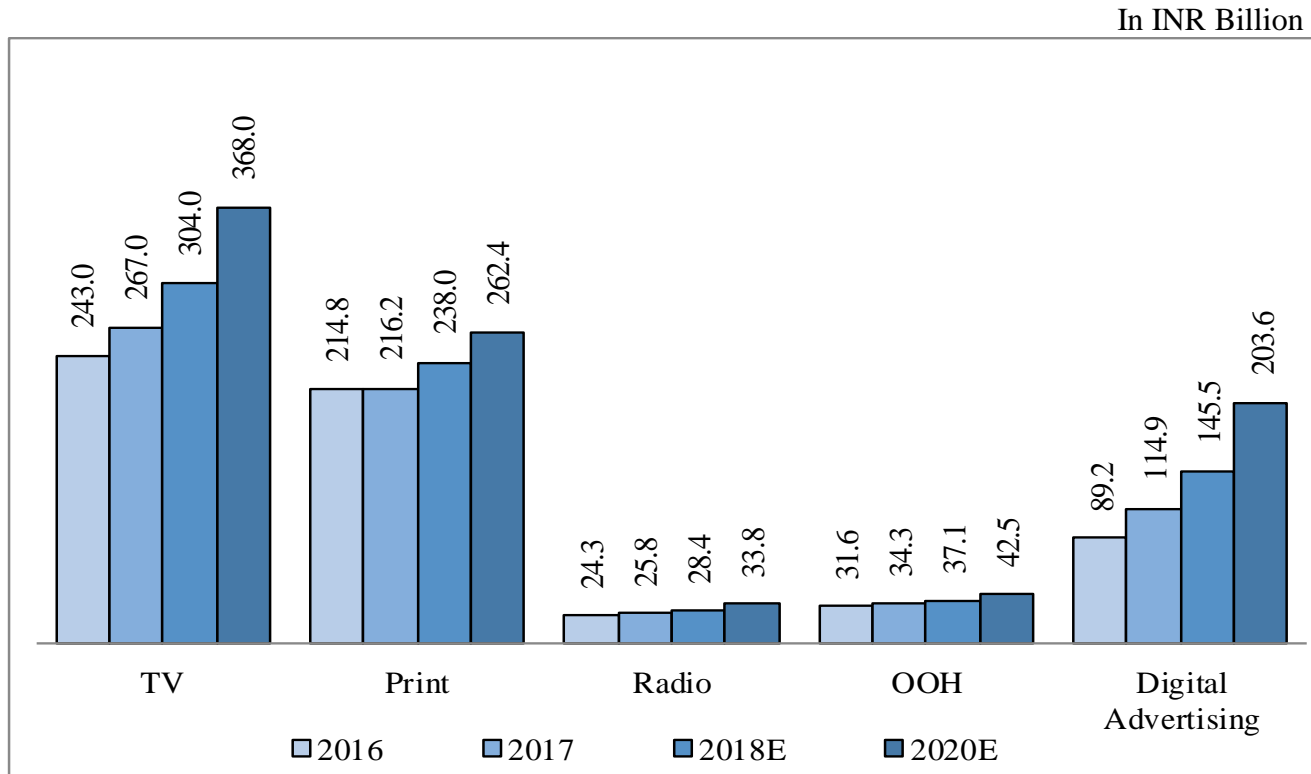
Condensed Statement Of Operations

Consolidated

Rs. In Million	Q1 FY19	%age of Total Income	Q1 FY18	%age of Total Income	Growth (%)
Income from Operations	1,179.6	97.0%	983.3	94.1%	20.0%
Other Operating Income	36.4	3.0%	61.8	5.9%	(41.1%)
Total Income	1,216.0	100.0%	1,045.1	100.0%	16.4%
Operating Expenditure	932.6	76.7%	873.3	83.6%	6.8%
EBITDA	283.4	23.3%	171.8	16.4%	65.0%
Depreciation	29.9	2.5%	36.8	3.5%	(18.8%)
Amortisation	122.0	10.0%	119.7	11.5%	1.9%
EBIT	131.5	10.8%	15.3	1.5%	759.5%
Other Income	29.4	2.4%	23.8	2.3%	23.5%
Finance Cost	(9.2)	(0.8%)	(12.4)	(1.2%)	(25.8%)
Exceptional Items	-	0.0%	42.4	4.1%	NM
Profit Before Tax (PBT)	151.7	12.5%	69.1	6.6%	119.6%
Taxation	58.4	4.8%	23.4	2.2%	149.6%
Profit After Tax (PAT)	93.3	7.7%	45.7	4.4%	104.3%
Other Comprehensive Income (net)	0.1	0.0%	(0.9)	(0.1%)	NM
Total Comprehensive Income	93.4	7.7%	44.8	4.3%	108.6%

Business Review

Radio expected to grow strongly...



Source: FICCI-EY: Re-imagining India's M&E Sector

..led by economic recovery and Phase 3 expansion

Key Operating Highlights

- With the launch of Srinagar station in June 2018, the Company has operationalised all 17 frequencies acquired in Phase III – Batch 1
- Out of the 21 frequencies acquired in Phase III – Batch 2 auctions, 4 frequencies (Akola, Rajamundry, Siliguri and Warangal) were launched in July; the Company has 56 operational stations in 46 cities
- Radio Mirchi launched first ever Tech show - Tech Makhni - on Indian Radio across 44 cities
- Spell Bee's 10th edition registered a viewership of 70 million
- Tamil web series 'Kalyanam Conditions Apply' crosses 10 Million viewership on YouTube
- Radio Mirchi's Facebook page fans cross 5.5 million
- YouTube channel subscriber base crosses 3.3 million

Strategic Direction

Strategic Direction

- Expand our footprint in radio broadcasting
 - Margin growth in new stations
 - Grow radio listenership
- Position the Company to benefit from the potential presented by the regulatory reforms
- Maintain market leadership in FM radio industry
 - Developing new business streams
- Exploit the new revenue opportunities on digital & other platforms
- Take the Mirchi brand to global markets

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 Q1FY19

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

For further information please contact:

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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