

EARNINGS RELEASE FOR THE FOURTH QUARTER ENDED MARCH 31, 2019

**OPERATING PROFIT FOR Q4FY19 GREW BY 11.3% OVER Q4FY18 TO Rs 388.9 MN. FOR FY19, IT
GREW BY 30.6% OVER FY18 TO Rs 1,736.4 MN**

OPERATING REVENUE FOR FY19 GREW BY 19.8% OVER FY18 TO Rs 6,869.2 MN

ADVERTISING REVENUE FOR FY19 GREW BY 20.7% TO Rs 6,161.3 MN

Operating Highlights

- ❖ Operating revenue in FY19 grew by 19.8% to Rs 6,869.2 mn from Rs 5,734.8 mn in FY18. In Q4FY19, operating revenue declined by 3.9% to Rs 1,693.5 mn from Rs 1,762.2 mn in Q4FY18. The revenue decline is due to hold back of spends by advertisers across the industry in the 1st half of the quarter in view of the TRAI's New Tariff Order implementation. However, the company managed to cover up significantly during the rest of the quarter.
- ❖ Operating Expenditure in Q4FY19 reduced by 7.7% to Rs 1,304.5 mn from Rs 1,412.7 mn in Q4FY18 due to business optimization.
- ❖ EBITDA for Q4FY19 grew by 11.3% to Rs 388.9 mn from Rs 349.5 mn for the corresponding period last financial year. EBITDA Margin grew from 19.8% in Q4FY18 to 23% in Q4FY19.

Mumbai, India; May 14, 2019 – Zee Media Corporation Limited (ZMCL) (BSE: 532794, NSE: ZEEMEDIA) today reported consolidated revenues of Rs 1,693.5 mn for fourth quarter of fiscal 2019 and Rs 6,869.2 mn for full year 2018-19. The Network incurred expenditure of Rs 1,304.5 mn during the quarter and Rs 5,132.8 mn for the full year 2018-19. The Board of Directors, in its meeting held today, approved and took on record the financial results of ZMCL for the fourth quarter ended March 31, 2019.

Highlights

(Rs. million)	Q4			Full Year		
	FY19	FY18	YoY Growth	FY19	FY18	YoY Growth
Operating Revenue	1,693.5	1,762.2	-3.9%	6,869.2	5,734.8	19.8%
Expenditure	1,304.5	1,412.7	-7.7%	5,132.8	4,405.3	16.5%
Operating Profit (EBITDA)	388.9	349.5	11.3%	1,736.4	1,329.6	30.6%

Condensed Consolidated Statement of Operations

The tables below present the condensed consolidated statement of operations for Zee Media Corporation Limited and its subsidiaries for the fourth quarter ended March 31, 2019.

Consolidated Statement of Operations

(Rs. million)	Q4			Full Year		
	FY19	FY18	YoY Growth	FY19	FY18	YoY Growth
Operating Revenue	1,693.5	1,762.2	-3.9%	6,869.2	5,734.8	19.8%
Expenditure	1,304.5	1,412.7	-7.7%	5,132.8	4,405.3	16.5%
Operating Profit (EBITDA)	388.9	349.5	11.3%	1,736.4	1,329.6	30.6%
Add : Other Income	55.8	22.9	143.5%	116.6	88.8	31.4%
Less : Depreciation	163.0	119.8	36.0%	553.9	409.6	35.2%
Less : Finance cost	50.6	52.1	-2.9%	180.1	175.8	2.4%
Add : Share of Profit / (Loss) of Associates	0.2	(6.3)	-	(5.6)	(45.8)	-
Profit Before Tax	231.4	194.2	19.1%	1,113.4	787.1	41.5%
Add : Exceptional items	(1,033.5)	-	-	(621.4)	-	-
Profit Before Tax (PBT) after exceptional items	(802.1)	194.2	-	492.0	787.1	-37.5%
Less : Tax Expense	64.5	79.0	-18.4%	360.3	297.1	21.3%
Profit After Tax (PAT) from Continuing operations	(866.6)	115.2	-	131.7	490.0	-73.1%
Less : Minority Interest	-	20.2	-	8.3	80.7	-89.7%
Other Comprehensive Income	2.3	(2.4)	-	(0.4)	(4.4)	-

Revenue Streams

(Rs. million)	Q4			Full Year		
	FY19	FY18	YoY Growth	FY19	FY18	YoY Growth
Advertising Revenue	1,542.1	1,536.8	0.3%	6,161.3	5,106.0	20.7%
Subscription Revenue	101.6	130.3	-22.0%	473.9	474.9	-0.2%
Other sales and services	49.8	95.1	-47.7%	234.0	153.9	52.0%
Total Revenue from Operations	1,693.5	1,762.2	-3.9%	6,869.2	5,734.8	19.8%

Operating Expenditure

(Rs. million)	Q4			Full Year		
	FY19	FY18	YoY Growth	FY19	FY18	YoY Growth
Operating Costs	342.9	288.4	18.9%	1,137.7	914.7	24.4%
Employee Benefits Expenses	411.5	340.7	20.8%	1,521.9	1,274.5	19.4%
Marketing, Distribution & Business Promotion Expenses	158.0	192.2	-17.8%	816.1	647.2	26.1%
Other Expenses	392.1	591.4	-33.7%	1,657.1	1,568.9	5.6%
Total Expenses	1,304.5	1,412.7	-7.7%	5,132.8	4,405.3	16.5%

Business Highlights

- ❖ The 14 news channels of ZMCL comprising 1 Global, 3 National and 10 Regional channels together continued to be one of the largest TV news networks in the country and reached more than 345 mn viewers. (Source: BARC, NCCS 2+, All India, ZMCL Channels, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

The Network continued to earn accolades for its exemplary news coverage and programming and received seven awards at the 11th enba Awards 2018 including “Best News Channel of the Year –

Hindi (Zee Business)” and “Best Current Affairs Programme - Hindi (Zee News)”. Zee Hindustan’s bold marketing campaign for re-launch as India’s 1st anchorless channel earned it the Afaqs! Media Innovation Award for “The Most Innovative Marketing Campaign”. The Indian Bullion & Jewellers Association presented Zee Business with “Best Channel”, “Best Commodity Anchor” and “ICON of Business Journalism” awards.

During the quarter, the Network provided a comprehensive coverage of the largest ever human gathering in the world, *Kumbh Mela 2019*, through extensive programming and on ground reporting across the channels.

The Network undertook the mantle to highlight the importance of truck drivers in the economy through *Transform Truckers Abhiyaan*, which involved a 5,000 km long truck journey connecting with truck drivers with a focus on their health & fitness, road safety, financial planning, and new age trucks.

- ❖ Zee News, the network’s flagship news channel, continued to focus on news that touches the pulse of the nation and reached more than 208 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

During the quarter, the channel organized the 2nd edition of one of its kind *Fairplay Conclave* to celebrate the special achievements and extraordinary feats by Indian women in the field of sports. The likes of Bachendri Pal, Dutee Chand, Swapna Burman, Manu Bhaker and many more graced the occasion with their esteemed presence and received the awards. To honour these extraordinary athletes, several former sportspersons were also present during the event.

- ❖ WION, India’s first Global News channel, continues to carve out a niche for itself and reached over 7 million viewers across India. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

The 1st ever *WION Global Summit* was held in Dubai with the theme of *Unleashing the Power of South Asia*. The event was attended by several dignitaries from South Asia and Middle East including H.E. Sheikh Nahayan Mubarak (Cabinet Minister, UAE), H.E. Navdeep Suri (Indian Ambassador, UAE), and Sadhguru Jaggi (Isha Foundation).

- ❖ Zee Business, our Business News offering, reached 18.1 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

To celebrate the growth of India’s vibrant economy, the channel organised the 4th edition of *Bull Run* marathon involving the finance fraternity in the country. The event continues to grow year on year with 2019 witnessing more than 15,000 participants.

The channel brought together several business leaders and policymakers through *Building New India Summit* to present their perspectives on the nation’s progress and the immense possibilities to build a better nation.

- ❖ Zee Hindustan, our 2nd national Hindi news channel, reached over 161.2 million viewers through continued focus on innovative and analytical news programming. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

- ❖ Zee 24 Ghanta, the network's Bengali news offering, continued to woo the audience with its diverse content and reached more than 30.6 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

The channel continued to serve innovative programming, such as *Election Conclave 2019* with a twist, where leading parties' representatives faced questions from a jury and the audience. The jury, comprising a motley crew of established directors, authors, socialists and artists, asked questions about the existing governance and the future plans of each party.

The channel organized the 11th edition of its flagship initiative *Ananya Samman* to seek and reward the common people of West Bengal who overcame their own shortcomings or obstacles and brought about a positive change in the society.

- ❖ Zee 24 Taas, India's first 24-hour Marathi news channel, reached 37.1 million audiences across India. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

The channel's flagship property *Ananya Samman* completed 11 years and continues to recognise the extraordinary efforts of the unsung heroes of Maharashtra across various fields.

- ❖ Zee Madhya Pradesh Chhattisgarh, through its relevant and engaging content, continued its dominance in the market with 30.7% share. (Source: BARC, NCCS 15+, MPCG, 1st Jan – 31st Mar 2019, 06:00-24:00 hrs, 7 channels, Share based on Impressions).

To honour the sacrifices made by the soldiers of our country, the channel organised *Ek Shaam Desh Ke Naam*, a musical night that also witnessed several memorable performances by the army personnel. Through its forum *Nava Chhattisgarh*, the channel continued to provide a platform for the ruling and opposition parties to come together and discuss the state's challenges and development path.

- ❖ Zee Punjab Haryana Himachal, addressing audiences across Himachal Pradesh and Haryana besides Punjab, continued to enjoy the highest viewer stickiness in the market. (Source: BARC, NCCS 15+, PHCHPJ&K, 06:00-24:00 hrs, Wk 1 – 13'2019 ATSV)

The channel continued with the Network's tradition of recognising the contributions of unsung heroes in the region through *Ananya Samman*. ZEE PHH provided a platform to contemplate on and to discuss the developmental strategies for Punjab through *Punjab Varta*. To promote discussion on how women empowerment and economic development go hand-in-hand, the channel organised *Women Conclave* with eminent women speakers from various fields.

- ❖ Zee Uttar Pradesh Uttarakhand, our latest offering, reached more than 7.9 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)

To recognise and felicitate the supreme sacrifice made by the soldiers of our country, the channel organised a musical night *Ek Shaam Desh Ke Naam*.

- ❖ Zee Bihar Jharkhand, our regional channel targeting the states of Bihar and Jharkhand, maintained its top position in the market with 50.5% market share. (Source: BARC, NCCS 15+, Bihar Jharkhand, 1st Jan – 31st Mar 2019, 06:00-24:00 hrs, 4 Channels, Share based on Impressions)

Against the backdrop of the festival of colours, the channel organised *Rangotsav 2019*, a musical evening with performances from several renowned artists.

- ❖ Zee Rajasthan, our regional channel catering to Rajasthani population, reached 34.5 million viewers across India. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)
- ❖ Zee Salaam, our offering for Urdu audience, has been enjoying the highest viewer stickiness for 8 consecutive quarters since its inception. (Source: BARC, NCCS 15+, HSM, Wk 8'17 – Wk 13'19, 06:00-24:00 hrs ATSV, 4 Channels)
- ❖ Zee Odisha, our 24X7 news channel for Odia audience, reached over 12.5 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)
- ❖ Zee 24 Kalak, our offering for Gujarati population, reached more than 9.9 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Jan – 31st Mar 2019 Coverage)
- ❖ Our flagship digital property Zeenews.com received 834 million page views during the quarter compared to 710 million during the same period last year. Zeebiz.com, our digital business news offering, is growing exponentially and received 73 million page views in Q4FY19 compared to 10 million page views in Q3FY18. (Source: Google Analytics)

Corporate Developments

- ❖ **Changes in the Board:** During the quarter, Mr Vishwapati Trivedi, Independent Director, resigned from the Board with effect from January 27, 2019 and Mr Surjit Banga, Independent Director, resigned from the Board with effect from April 1, 2019.

The Board of Directors approved the induction of two Additional Directors viz. Mr Raj Kumar Gupta as Independent Director and Mr Arun Kumar Kapoor as Non-Executive Non-Independent Director with effect from May 14, 2019.

Channel Portfolio

National News Channels



Regional News Channels



Note: The audited financial results have been prepared in accordance with Indian Accounting Standards (Ind AS), the provisions of the Companies Act, 2013 and guidelines issued by the Securities and Exchange Board of India.

Caution Concerning Forward-Looking Statements

This document includes certain forward-looking statements. These statements are based on management's current expectations or beliefs and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors. Zee Media Corporation Limited is under no obligation to, and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.

About Zee Media Corporation Limited: Zee Media Corporation Limited is one of the leading news networks of India. It has a unique cluster of news, current affairs and regional news channels, which includes Zee News, Zee Business, WION, Zee Hindustan, Zee Punjab Haryana Himachal, Zee Madhya Pradesh Chhattisgarh, Zee 24 Taas, Zee 24 Ghanta, Zee Odisha, Zee Bihar Jharkhand, Zee Rajasthan, Zee Salaam, Zee 24 Kalak, and Zee Uttar Pradesh Uttarakhand. More information about Zee Media Corporation Limited and its businesses is available on www.zeenews.com.