

EARNINGS RELEASE: Q3 FY 2021-22

Mumbai, 18th Jan, 2022 – Network18 Media & Investments Limited today announced its results for the quarter ended 31st Dec 2021.

- **Network18 reported its highest ever EBITDA at Rs. 373cr with margins of 22.5%; Not only did News business (TV and Digital) see a sharp improvement in profitability but Entertainment business also continued to deliver strong margins**
- **Strong revenue growth momentum continued during the quarter as the Company reported its highest ever quarterly revenue of Rs. 1,657cr (+16.5% YoY), despite the pandemic induced headwinds faced by the Movie business**
- **Colors was the #2 channel in the Hindi genre; Voot continued to see growth in paid subscriber base driven by impact properties**
- **Network18's digital news/information portfolio was #2 in India, reaching 50%+ of internet audience**

Summary Consolidated Financials

	Q3FY22	Q3FY21	YoY	9MFY22	9MFY21	YoY
Consolidated Operating Revenue (Rs Cr)	1,657	1,422	17%	4,259	3,290	29%
Consolidated Operating EBITDA (Rs Cr)	373	324	15%	814	517	57%
<i>Operating EBITDA margin</i>	<i>22.5%</i>	<i>22.8%</i>		<i>19.1%</i>	<i>15.7%</i>	

Performance highlights

- ❖ **Rs. 373cr EBITDA, consolidated operating margin at 22.5%**
 - TV News business saw a sharp improvement in margin to 27.2%; revenue was up 13% YoY
 - Entertainment business margin was at 21.4%; revenue was up 16% YoY
 - Digital News revenue grew 41% YoY and margins were at 21.2%.
 - PBT rose 31% YoY to Rs. 337cr driven by growth in revenues, controlled opex and lower finance costs
- ❖ **Strong ad growth momentum continues**
 - TV industry saw a record high advertising volumes in the third quarter driven by strong consumer demand, increased spending by existing brands for a higher share of voice and new advertisers using the medium to widen their reach. Digital advertising continued to gain traction with increasing adoption of the medium by both users and advertisers.

- Both TV Entertainment and News businesses delivered strong growth in advertising revenues during the quarter driven by a robust viewership share and consumer reach. Digital News continued to grow at a strong clip with advertising revenue more than 2x compared to FY20. The business has been leveraging its strong reach and growing digital consumption to capture a higher share of digital advertising pie. Buoyed by a strong advertising demand, network's YTD advertising revenues have already surpassed full-year FY21 level.

- ❖ **Domestic subscription revenue continues to be stable**
 - Domestic subscription revenue for the quarter was flattish YoY while International subscription revenue saw a decline. The implementation timeline of NTO 2.0 regulation was postponed during the quarter by the regulator to 1st April'22 even as the litigation regarding its validity continued in the Supreme Court of India.

- ❖ **Viacom18 expands its sports portfolio with NBA partnership**
 - Viacom18 entered into a multi-year partnership with NBA to provide live coverage of the regular season of basketball games and marquee events through its television channels and digital platforms. Basketball is one of the world's most watched sports in the world and a localized marketing outreach and consumer-connect program will help build fandom for the sport in India.
 - Viacom18 also has the rights of major footballing events and leagues - FIFA World Cup 2022, La Liga (Spain), Serie A (Italy) and Ligue 1 (France), Cinch Premiership (Scotland) and other sporting events like ATP Masters Tennis, Abu Dhabi T10 Cricket, World Boxing Championship and Road Safety World Cricket Series.
 - Viacom18 has been expanding its sports offering with a belief that sports, especially live sports, will complement the current entertainment offering and will help strengthen the consumer value proposition of the network, on both broadcast and digital platforms.

- ❖ **NW18's digital assets seeing a strong growth momentum both in terms of user metrics as well as revenue**
 - Voot, Viacom18's OTT platform, saw a strong growth in its paid subscriber base (Voot Select) during the quarter driven by the new season of *Bigg Boss*. With a 24x7 live stream,

access to the latest episodes a day before, and plenty of exclusive and curated content around content, it was one of the key drivers of subscriber acquisition. The show garnered 15bn+ minutes of watch time (AVOD+SVOD) with a daily TSV of 64 minutes during the quarter.

- Network18's portfolio of news/information websites reaches 250mn+ people every month, more than half of India's internet audience, making it India's #2 news publishing platform. The growth in reach has been accompanied by a healthy improvement in revenues driving the business towards profitable growth.

❖ **TV entertainment network maintained its strong viewership performance**

- Share of our entertainment network in the non-news genre was 11.0% with Colors being the #2 channel in the pay Hindi GEC genre. The channel dominated the early prime time and launched new fiction and impact shows to strengthen its viewership share.
- News genre viewership at overall industry level declined during the quarter even as it continued to see event driven spikes. Our portfolio of news channels is well diversified with presence in business and general news across languages which helps us to strengthen revenue salience.

Mr. Adil Zainulbhai, Chairman of Network18, said: *"We are building a strong and sustainable media franchise which not only delivers quality content to Indian audience but also value to the shareholders. Over the last few years, we have taken several significant steps which have helped us achieve the turn around on profitability front and it is really encouraging to see the business now consistently deliver healthy margins, especially the digital news business which has been growing in a profitable manner. As we have seen over the last several years, content consumption is an integral part of consumers' lives and there is willingness to spend more time and money, provided they get access to quality content at an affordable price. Also, consumers are increasingly becoming platform agnostic, with both TV and Digital growing simultaneously. Our endeavor is to cater to all consumers looking for news and entertainment content in their local languages, movies and leading sports events, on platforms of their choice."*

Financials for the quarter

OPERATING REVENUES (Rs Cr)	Q3FY22	Q3FY21	YoY	9MFY22	9MFY21	YoY
A) News (TV18 Standalone) @	347	306	13%	916	790	16%
B) Entertainment (Viacom18+AETN18+Indiacast) *	1,220	1,055	16%	3,114	2,360	32%
C) TV18 Consolidated	1,567	1,361	15%	4,030	3,150	28%
includes: Subscription	455	468	-3%	1,371	1,362	1%
includes: Film production/distribution	15	0	-	47	14	247%
D) Digital, Print, Others & Intercompany elim.	90	62	47%	229	141	63%
E) Network18 Consolidated	1,657	1,422	17%	4,259	3,290	29%

OPERATING EBITDA (Rs Cr)	Q3FY22	Q3FY21	YoY	9MFY22	9MFY21	YoY
A) News (TV18 Standalone) @	94	57	64%	188	93	103%
B) Entertainment (Viacom18+AETN18+Indiacast) *	261	263	-1%	597	437	37%
C) TV18 Consolidated	355	321	11%	785	529	48%
D) Digital, Print, Others & Intercompany elim.	18	4	375%	29	-12	NM
E) Network18 Consolidated	373	324	15%	814	517	57%

@ IBN Lokmat is a 50:50 JV and hence is not included here as per Ind-AS accounting.

* Viacom18 and AETN18 are 51% entertainment subsidiaries of TV18, while distribution-arm Indiacast is a 50:50 JV of TV18 and Viacom18. TV18's 24.5% minority stake in Telugu entertainment associate Eenadu TV (Ramoji Rao group) is not included here.

Operational performance highlights

■ Network18 - Broadcasting

Network18's listed subsidiary TV18 owns and operates the broadest network of 57 channels in India, spanning news and entertainment genres. One in every 2 Indians is a consumer of our broadcast content. We also cater to the Indian diaspora globally through 21 international channels.

News (20 domestic channels) - TV18 is the biggest News network in India and has the highest number of news channels.

Financial Performance

	Q3FY22	Q3FY21	YoY	9MFY22	9MFY21	YoY
Op. Revenue (Rs Cr)	347	306	13%	916	790	16%
Op. Expense (Rs Cr)	252	249	1%	728	697	4%
Op. EBITDA (Rs Cr)	94	57	64%	188	93	103%
<i>Operating EBITDA margin</i>	<i>27.2%</i>	<i>18.7%</i>		<i>20.5%</i>	<i>11.7%</i>	

- Advertising revenue on our network saw a robust growth during the quarter led by Business and Regional news channels.
- Operating margin for the quarter improved by ~850bps YoY to 27.2% and EBITDA was up 64% YoY. The sharp improvement in operating margin was driven by 13% growth in revenue

while operating expense remained flat. Revenue growth in regional markets helped Regional news portfolio deliver its first profitable quarter.

Operating Highlights



- Due to a blackout of BARC ratings for the News genre since Oct'20, there are no channel viewership insights available. Despite the continued suspension of BARC ratings, our News portfolio continues to have strong consumer connect and salience amongst advertisers

Entertainment (Viacom18's 35 channels, VOOT + AETN18's 2 infotainment channels) - TV18's entertainment offering (Viacom18 and History TV18) is the #3 entertainment bouquet in the country by viewership with 11.0% viewership share. Its full-portfolio offering across National, Regional, Niche and Digital has diversified revenue streams and makes it future-ready.

Financial performance

	Q3FY22	Q3FY21	YoY	9MFY22	9MFY21	YoY
Op. Revenue (Rs Cr)	1,220	1,055	16%	3,114	2,360	32%
Op. Expense (Rs Cr)	960	792	21%	2,517	1,923	31%
Op. EBITDA (Rs Cr)	261	263	-1%	597	437	37%
<i>Operating EBITDA margin</i>	<i>21.4%</i>	<i>25.0%</i>		<i>19.2%</i>	<i>18.5%</i>	

- 16% growth in revenues was primarily driven by our channels in Hindi, Kannada, and Marathi markets. An upbeat advertising market with strong advertising demand and robust viewership share of the network helped deliver the strong growth in revenues. Growth in operating expense was primarily driven by content spends - increase in content hours and high production value impact properties. Operating margin for the quarter was at 21.4%.

Operating Highlights



- Flagship GEC Colors was the #2 channel in the Hindi genre with leadership in 4 weekday primetime slots. 15th season of India's biggest reality show, *Bigg Boss*, and a new concept reality show, *The Big Picture*, were launched in Oct and helped the channel to climb to number two position during the quarter. Colors also launched 2 new fiction shows to strengthen weekday prime-time viewership, one of which has already become a slot leader.
- Colors Rishtey saw an increase of 25% QoQ in viewership in Primetime (6-12 PM) and ranked #4 in the FTA GEC genre.

- Colors Cineplex increased its viewership share to 7.4% in the Pay Hindi movie genre. In the FTA Hindi movie genre, the network had a viewership share of 16.9% with its two channels - Rishtey Cineplex and Colors Cineplex Bollywood.
- Colors Kannada was the #2 channel in the genre, with 21.5% viewership share. Secondary GEC Colors Super added 2.9% to our Kannada portfolio, taking the total share to ~24.5%. Colors Marathi increased its viewership share to 17.3% during the quarter.



- Nick continues to reign as #1 in the Kids genre, with 12.2% share of genre viewership. Sonic with 11.9% share was the #3 channel. Between Nick, Sonic and Nick Jr, our Kids portfolio commanded a 31% market-share, with a leadership in 9 out of 20 category slots.
- Our English entertainment portfolio, with strong brands like VH1, Comedy Central and Colors Infinity, continued to be the dominant genre leader with ~95%+ market share.
- MTV, home of some of the most popular youth shows *Roadies*, *Splitsvilla*, *Love School*, was the consistent #1 channel in terms of time spent. It also aired football and basketball matches and used its vast social media reach to connect with consumers.
- History TV18 ranked #2 in the Factual entertainment genre, with an urban market share of 18.1%.



- Voot, Viacom18's on demand video platform, continued to grow with improvement across all user metrics. The platform delivered a strong growth in its paid subscriber base powered by the exclusive content experience centred around India's biggest reality show – *The Bigg Boss*. Some of the exclusive features for subscribers included a 24-hour live feed from the Bigg Boss House, 'Before TV' access to daily episodes, 'Unseen Undekha' curated stories that did not make it to the main episodes, 'Weekend Extra Dose' of power packed episodes with highlights of the week. More than 90% of paid subscribers sampled this content spending a total of ~5bn minutes on Voot. *The Big Picture*, a quiz show hosted by Ranveer Singh also helped draw consumers to the platform and engaged them with parallel games. Voot continues to enhance its credentials as a sports platform with streaming of major football leagues and other sporting events which were viewed by more than a third of its paid subscribers. Voot also launched the second season of Voot Select Original series '*Illegal*' (IMDb rating of 8.2) and live streamed the *Miss Universe competition 2021*. The platform also offers some of the best English content with new seasons of shows like *Dexter*, *Shark Tank*, *Nancy Drew*, *Walker*, *The Game*, *Yellowjackets* and *Housebroken*.

- Voot Kids, home of some of the most popular international franchises like *Pokemon*, *Peppa Pig* and homegrown IPs like *Motu Patlu*, *Chota Bheem*, *Rudra*, *Shiva*, saw a 35% QoQ growth in time spent.
- Voot continues to have the most loyal audience amongst peers with an average daily time spent per viewer of 54+ minutes on the platform.

■ Digital News and other initiatives

Digital News NW18's Digital News portfolio is among the largest multi-platform destinations for objective breaking news, opinions, financial data and infotainment with flagship brands such as *Moneycontrol*, *Firstpost*, *News18*, *CNBCTV18.com*. It caters to all sections of society, especially to the young users who access and consume content on the go.

Financial performance

	Q3FY22	Q3FY21	YoY	9MFY22	9MFY21	YoY
Op. Revenue (Rs Cr)	82	58	41%	212	135	56%
Op. Expense (Rs Cr)	65	53	22%	180	139	29%
Op. EBITDA (Rs Cr)	17	6	216%	32	-4	NM
<i>Operating EBITDA margin</i>	<i>21.2%</i>	<i>9.4%</i>		<i>15.2%</i>	<i>-2.6%</i>	

- Digital news segment has exhibited a continuous revenue growth over the last 18 months driven by the increasing reach of the portfolio within an expanding digital universe. The 41% YoY increase in revenue has been accompanied by growth in profitability, with the business delivering margins similar to the group within a year of breaking even. Operating margin for the quarter was at 21.2%.

Operating Highlights

Network18's Digital News portfolio reaches 250mn+ internet users every month, making it India's #2 digital news/information platform by reach in the country. The reach of the Network18's digital news assets grew by over 50% YoY driven by the consistently expanding topics under coverage and innovative reporting formats especially focused on mobile first internet users. With 50%+ reach amongst the internet users and presence across genres (general news, finance, cricket) and languages, Network18's suite of websites attracts a diverse audience and offers an ideal platform for advertisers to connect with their consumers.



- Moneycontrol continues to be India's leading business and finance destination in the digital landscape with a strong brand equity. Both its app and website remain best-in-class with industry leading monthly active users (MAUs) and page-views, respectively.

- Along with offering best-in-class technology and insight driven data to users, Moneycontrol has been connecting the dots for its fast growing base through special editorial pages focusing on specific topics of interest. It is also playing an important role towards improving financial literacy amongst new-age investors by offering knowledge-sharing sessions to its users.
- MoneyControl Pro, the subscription based offering, has seen a continuous growth in its paid subscriber base. To help users stay on top their investments, it added new exclusive data points and strengthened the platform's subscription value proposition.



- News18.com covers 13 languages and is India's third largest digital news platform. Its reach has grown to ~190mn unique visitors per month, driven by continued rise in engagement in Indic languages.
- With curated content around topical events like T20 World Cup, IPL, IPOs, Cryptocurrency, etc the websites engaged audience across languages.

Digital Commerce



- Bookmyshow witnessed a sharp improvement in performance as the quarter saw release of some big movies across the country. The company benefitted from cost rationalisation exercise carried out over the last 18 months to mitigate the impact of the pandemic.

Network 18 - Print



- Under its publishing division, Network18 operates 2 leading niche magazines --'Overdrive' and 'Better Photography', along with prestigious business magazine 'Forbes India'.

Network18 Media & Investments Limited
Reported Consolidated Financial Performance for the Quarter ended 31st Dec 2021

Particulars	Quarter Ended (Unaudited)			Nine Months Ended (Unaudited)		(₹ in crore) Year Ended (Audited)
	31 st Dec'21	30 th Sep'21	31 st Dec'20	31 st Dec'21	31 st Dec'20	31 st Mar'21
	1 Income					
Value of Sales and Services	1,925	1,610	1,650	4,945	3,818	5,459
Goods and Services Tax included in above	268	223	228	686	528	754
Revenue from Operations	1,657	1,387	1,422	4,259	3,290	4,705
Other Income	17	5	4	39	25	44
Total Income	1,674	1,392	1,426	4,298	3,315	4,749
2 Expenses						
Cost of Materials Consumed	0	0	0	0	1	1
Operational Costs	673	544	510	1,690	1,202	1,783
Marketing, Distribution and Promotional Expense	277	247	227	762	616	830
Employee Benefits Expense	258	271	276	780	696	954
Finance Costs	23	23	33	71	130	157
Depreciation and Amortisation Expense	30	31	37	91	114	147
Other Expenses	76	73	85	213	257	341
Total Expenses	1,337	1,189	1,168	3,607	3,016	4,213
3 Profit/ (Loss) Before Share of Profit/ (Loss) of Associates and Joint Ventures and Tax (1 - 2)	337	203	258	691	299	536
Share of Profit / (Loss) of Associates and Joint Ventures	17	(1)	(5)	10	(15)	(24)
5 Profit/ (Loss) Before Tax (3 + 4)	354	202	253	701	284	512
6 Tax Expense						
Current Tax	22	(7)	(99)	31	(76)	(72)
Deferred Tax	25	10	19	42	19	37
Total Tax Expense	47	3	(80)	73	(57)	(35)
7 Profit/ (Loss) for the Period/ Year (5 - 6)	307	199	333	628	341	547
8 Other Comprehensive Income						
(i) Items that will not be reclassified to Profit or Loss	(2)	(9)	18	(5)	18	(3)
(ii) Income Tax relating to items that will not be reclassified to Profit or Loss	0	1	-	(1)	-	4
(iii) Items that will be reclassified to Profit or Loss	0	0	0	1	1	0
Total Other Comprehensive Income for the Period/ Year	(2)	(8)	18	(5)	19	1
9 Total Comprehensive Income for the Period/ Year (7 + 8)	305	191	351	623	360	548
Profit/ (Loss) for the Period/ Year attributable to:						
(a) Owners of the Company	97	39	64	146	(7)	33
(b) Non-Controlling Interest	210	160	269	482	348	514
Other Comprehensive Income for the Period/ Year attributable to:						
(a) Owners of the Company	(4)	(5)	18	(7)	16	(2)
(b) Non-Controlling Interest	2	(3)	0	2	3	3
Total Comprehensive Income for the Period/ Year attributable to:						
(a) Owners of the Company	93	34	82	139	9	31
(b) Non-Controlling Interest	212	157	269	484	351	517

TV18 Broadcast Limited
Reported Consolidated Financial Performance for the Quarter ended 31st Dec 2021

							(₹ in crore)
Particulars	Quarter Ended (Unaudited)			Nine Months Ended (Unaudited)		Year Ended (Audited)	
	31 st Dec'21	30 th Sep '21	31 st Dec'20	31 st Dec'21	31 st Dec'20	31 st Mar'21	
1 Income							
Value of Sales and Services	1,824	1,521	1,581	4,688	3,661	5,227	
Goods and Services Tax included in above	257	213	220	658	511	729	
Revenue from Operations	1,567	1,308	1,361	4,030	3,150	4,498	
Other Income	26	13	10	59	41	62	
Total Income	1,593	1,321	1,371	4,089	3,191	4,560	
2 Expenses							
Operational Costs	655	529	502	1,645	1,178	1,751	
Marketing, Distribution and Promotional Expense	263	238	218	731	596	796	
Employee Benefits Expense	223	233	242	675	607	836	
Finance Costs	9	9	18	28	75	88	
Depreciation and Amortisation Expense	28	29	35	86	108	139	
Other Expenses	71	66	78	195	239	307	
Total Expenses	1,249	1,104	1,093	3,360	2,803	3,917	
3 Profit/ (Loss) Before Share of Profit of Associate and Joint Venture and Tax (1 - 2)	344	217	278	729	388	643	
4 Share of Profit of Associate and Joint Venture	12	14	16	40	45	60	
5 Profit/ (Loss) Before Tax (3 + 4)	356	231	294	769	433	703	
6 Tax Expense							
Current Tax	20	(11)	(102)	22	(81)	(79)	
Deferred Tax	25	11	19	42	19	36	
Total Tax Expense	45	0	(83)	64	(62)	(43)	
7 Profit/ (Loss) for the Period/ Year (5 - 6)	311	231	377	705	495	746	
8 Other Comprehensive Income							
(i) Items that will not be reclassified to Profit or Loss	3	(4)	0	4	4	0	
(ii) Income Tax relating to items that will not be reclassified to Profit or Loss	0	0	-	0	-	4	
(iii) Items that will be reclassified to Profit or Loss	0	0	0	0	0	0	
Total Other Comprehensive Income for the Period/ Year	3	(4)	0	4	4	4	
9 Total Comprehensive Income for the Period/ Year (7 + 8)	314	227	377	709	499	750	
Profit/ (Loss) for the Period/ Year attributable to:							
(a) Owners of the Company	200	140	214	441	290	456	
(b) Non-Controlling Interest	111	91	163	264	205	290	
Other Comprehensive Income for the Period/ Year attributable to:							
(a) Owners of the Company	2	(3)	0	3	3	2	
(b) Non-Controlling Interest	1	(1)	0	1	1	2	
Total Comprehensive Income for the Period/ Year attributable to:							
(a) Owners of the Company	202	137	214	444	293	458	
(b) Non-Controlling Interest	112	90	163	265	206	292	

INVESTOR COMMUNICATION:

Network18's ongoing investor communication endeavors to adopt best international practices and the quarterly investor updates are designed to regularly provide detailed information to investors. Each update covers information pertaining to the reporting period under review. If you would like to get a sequential and continued perspective on the company this report should be read along with the updates sent out earlier. The previous updates can be accessed on request from the contact persons mentioned below, or from the company's website www.nw18.com. This update covers the company's financial performance for Q3 FY22.

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Further information on the company is available on its website www.nw18.com



Network 18

