



## **EARNINGS RELEASE: FY 2010-11 and Q4 2010-11**

### **Strong Finish to a Transformational Year for Network18 Television Business Revenues Cross Rs. 1,100 Crores - Operating Profits Up 9x Digital and eCommerce Business Net Revenues Cross Rs. 200 Crores**

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New Delhi, May 30, 2011 - Network18 Group today announced its results for the Financial Year 2010-11 and the last quarter of the year ended March 31, 2011.

#### **Key Highlights for FY2010-11 and Q4 2010-11**

- Consolidated revenues for the year 2010-11 stood at Rs. 1,484 crores for the year, up 21%, compared to the last year, 2009-10 (adjusted for the sale of Infomedia's BPO unit). Consolidated revenues for the fourth quarter were Rs. 406 crores, up 15% over the corresponding quarter last year.
- Network18 delivered a robust operating profit (EBITDA) of Rs. 48 crores for the year, compared to an operational loss of Rs. 61 crores in the last year, signaling that the investments in the various operating businesses over the last few years are on track to deliver on their potential.
- Our Television Business turned in a sterling performance as reported revenues grew to Rs. 1,110 crores, a growth of 23% over last year, crossing a thousand crores for the first time. Operating Profit (EBITDA) surged to Rs. 135 crores for the year from Rs. 15 crores in the last year.
- We consolidated our market leadership positions across all our business segments.
  - Television News and Entertainment - 6/9 TV channels were No 1 for the year
  - Digital and eCommerce – Network 18 is the largest Indian digital media company globally as per the Comscore World Report – March 2011 and our eCommerce properties continue to build on their market leadership.

Announcing the results, Raghav Bahl, Managing Director, Network18 said that, "2010-11 was a decisive year for the group. I am delighted to report to our stakeholders that we returned to profitability, signaling the onset of a new growth phase in the group's journey with our Television and Digital businesses performing to our expectations. The 'Scheme of Arrangement' that we announced during the year, aimed at optimization of our group companies was recently approved by the Honourable High Court. This will allow us to further consolidate our leadership position and continue on our strong profitable growth trajectory. "

Commenting on the results for the year, Haresh Chawla, Group CEO, said, "FY 2010-11 was a great year and our various businesses – News, Entertainment and Digital; performed well on all parameters – advertising revenues, profit margins and market share. We expect our growth to be further strengthened over the next year by an expected uptick in our subscription revenues and increased momentum in our emerging digital businesses. "

## **NETWORK18 – KEY HIGHLIGHTS**

### **Television Business**

#### **I. Business News Operations continued to grow smartly over the year - revenues increased by 12% and operating profits increased by 74% (FY11 over FY10).**

- Revenues grew to Rs. 306 crores for the full year FY11 (compared to Rs. 273 crores in FY10). Revenues for the quarter stood at Rs. 95 crores FY11, a growth of over 13% as compared to Rs. 84 crores in FY10.
- Operating profit increased to Rs. 87 crores in FY11 from Rs. 50 crores in FY10; operating profit margin stood at 28%. Operating profit for Q4FY11 stood at Rs. 28 crores, up 27% as compared to Rs. 22 crores in the corresponding quarter last year.
- Our Business News Channels – CNBC TV18 and CNBC Awaaz continued to be market leaders with 59% market share during the year. They were also the leading news channels in their respective categories on Budget Day 2011.

#### **II. Our Entertainment Business - Viacom18 continued on its strong growth trajectory through FY11 and turned in handsome operating profits as against a loss last year.**

- FY11 revenues on a reported basis stood at Rs. 1,104 crores, up 32% against Rs. 834 crores in FY10.
- The company turned profitable with an operating profit of Rs. 120 crores up sharply compared to a loss of Rs. 31 crores last year. Profit After Tax (PAT) increased to Rs. 85 crores for FY11 on the back of 11% operating margins.
- In Q4 FY2011, our revenues stood at Rs. 271 crores and operating profits at Rs. 21 crores; a growth of over 21% in revenues over the corresponding quarter last year.
- Colors continued its strong performance in the Hindi GEC space during the year maintaining its joint market leadership position in prime time. The channel delivered strong ratings across programming categories: Reality, Movies and Fiction.
- MTV and Nick maintained their market leadership in the youth and kids genres respectively. Nick became the No. 1 kids channel in India after launching feeds in two additional languages -Tamil and Telugu in April 2010.

#### **III. In the General News Operations, CNN IBN maintained its leadership position as the channel of choice for English audiences in a competitive market and there was strong ratings traction at IBN7. Revenues grew steadily at 17% for the year.**

- FY11 revenues on a reported basis stood at Rs. 244 crores, up 17% against Rs. 210 crores in FY10.
- Q4 FY11 revenues stood at Rs. 69 crores against Rs. 55 crores in Q4 FY10, up 24%.

**IV. Our subscription revenues which stood at approximately 10% of the total revenues for FY2010-11 should exhibit strong growth in the current financial year. SUN18 Media Services, our distribution arm, has made significant headway in negotiating long term contracts with DTH companies and cable companies/operators.**

**V. Performance of New TV18 in FY11 (Pro forma) – Comparison with last year (FY10)**

All figures in Rs. Crores unless stated otherwise	FY11			FY10			% Growth	
	Revenues	EBITDA	EBITDA Margin %	Revenues	EBITDA	EBITDA Margin %	Revenues	EBITDA
<b>Television</b>	<b>1,110</b>	<b>135</b>	<b>12%</b>	<b>906</b>	<b>15</b>	<b>2%</b>	<b>23%</b>	<b>793%</b>
<b>News</b>	<b>558</b>	<b>75</b>	<b>13%</b>	<b>489</b>	<b>31</b>	<b>6%</b>	<b>14%</b>	<b>143%</b>
Business News	306	87	28%	273	50	18%	12%	74%
General News	252	(12)	-5%	216	(19)	-9%	17%	
<b>Entertainment (50%)</b>	<b>552</b>	<b>60</b>	<b>11%</b>	<b>417</b>	<b>(16)</b>	<b>-4%</b>	<b>32%</b>	

**Filmed Entertainment**

**Viacom18 Motion Pictures made its debut in Q4 FY2011 with the release of 'Tanu Weds Manu' (post the acquisition of TIFC by Viacom18 in Q4 FY11). 'Tanu Weds Manu' released in the middle of the Cricket World Cup season opened to full houses and was declared a blockbuster.**

## Digital Business - Content

### **I. Web18 recorded 16% revenue growth (FY11 over FY10) and broke even in FY11.**

- FY11 revenues of Rs. 85 crores (against Rs. 73 crores in FY10). Revenues for Q4FY11 stood at Rs. 25 crores.
- Moneycontrol.com and In.com, continued to be market leaders in their categories – financial portal and horizontal respectively and registered rapid growth in the number of unique visitors. Moneycontrol.com had its best month ever in February 2011 with over 17.9 MM total visits for the month as per Comscore.
- Bookmyshow.com continued its strong revenue growth momentum.

### **II. Newswire18 had a profitable FY2011 with 20% revenue growth (Rs. 39 crores in FY2011 compared to Rs. 33 crores in FY2010). The operating profit stood at Rs. 2 crores for the full year.**

## Digital Business - eCommerce

**HomeShop18 continued to scale steadily across all key operating parameters and launched focused initiatives delivering 'customer service excellence' across all touch points. An integrated marketing campaign to enhance reach and brand salience was initiated and it continued winning various industry accolades through the year.**

- Orders executed during the year grew by over 33% and we launched over 1000 new products through 2010-11.
- [www.homeshop18.com](http://www.homeshop18.com) was re-launched in FY2011 and has broken into the top 3 league among ecommerce sites in India as per the Comscore data with over a million unique visitors in March 2011.

## Capital18

**Capital18 investee companies continued their growth momentum and consolidated revenues stood at ~ Rs. 142 crores (excluding revenues from DEN)\* during the year (a growth of 38% compared to FY10).**

*Note: We are reporting the financials only as per the current structure in this quarter as we are yet to receive requisite approvals for the proposed scheme of arrangement.*

**\*Our stake in DEN is held as an investment in our books.**

**Network18 Media & Investments Limited**  
**Consolidated Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**  
*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Revenues</b>	<b>406</b>	<b>399</b>	<b>407</b>	<b>1,484</b>	<b>1,275</b>
<b>I : Revenues: Media Operations</b>					
<b>a) Television Eighteen India Ltd (As published)</b>	<b>178</b>	<b>192</b>	<b>147</b>	<b>590</b>	<b>553</b>
1) News Operations	95	84	79	306	273
2) Web18	25	23	22	85	73
3) Newswire18	10	9	10	39	33
4) Infomedia18	48	76	36	160	174
<b>b) ibn18 Broadcast Limited (As published)</b>	<b>206</b>	<b>169</b>	<b>236</b>	<b>804</b>	<b>605</b>
<b>c) Homeshop18 (Unlisted Subsidiary)</b>	<b>13</b>	<b>16</b>	<b>17</b>	<b>71</b>	<b>51</b>
<b>d) TIFC (Listed Subsidiary)</b>		<b>44</b>		<b>0</b>	<b>88</b>
<b>e) Setpro18 (Unlisted Subsidiary)</b>	<b>26</b>	<b>23</b>	<b>24</b>	<b>93</b>	<b>92</b>
<b>f) Events, Sports &amp; Advisory (Divisions)</b>	<b>17</b>	<b>13</b>	<b>13</b>	<b>44</b>	<b>33</b>
<b>II : Revenues from Investment Activities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>III : Less - Inter Company Revenues</b>	<b>(35)</b>	<b>(59)</b>	<b>(29)</b>	<b>(119)</b>	<b>(145)</b>
Operating Expense	398	395	374	1,436	1,336
<b>Operating Profit</b>	<b>8</b>	<b>4</b>	<b>33</b>	<b>48</b>	<b>(61)</b>
Operating Margin	2%	0%	8%	3%	-5%
Depreciation	14	18	16	62	71
Interest (Net)	<b>(22)</b>	6	<b>(25)</b>	<b>(101)</b>	<b>(62)</b>
Non Recurring Income (Net of Expenditure)	<b>(14)</b>	<b>(6)</b>	95	82	<b>(66)</b>
Pre-operative expenses of AETN18	<b>(1)</b>	<b>0</b>	0	<b>(1)</b>	<b>0</b>
Prior period and exceptional items	<b>(1)</b>	1	1	<b>(11)</b>	0
<b>Total Profit Before Tax, Minority Interest, ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>(43)</b>	<b>(13)</b>	<b>87</b>	<b>(45)</b>	<b>(260)</b>
Provision for Current Tax/FBT	11	2	7	34	5
<b>Profit After Tax (before Minority Interest, ESOP charge out &amp; Exchange Fluctuations)</b>	<b>(54)</b>	<b>(15)</b>	<b>80</b>	<b>(79)</b>	<b>(264)</b>
Minority Interest	<b>(15)</b>	<b>(26)</b>	4	<b>(51)</b>	<b>(152)</b>
<b>Profit After Tax and Minority Interest</b>	<b>(38)</b>	<b>11</b>	<b>76</b>	<b>(28)</b>	<b>(113)</b>
ESOP charge out & Exchange Fluctuations	1	4	3	9	17
<b>Profit After ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>(39)</b>	<b>7</b>	<b>72</b>	<b>(37)</b>	<b>(130)</b>
Provision for Deferred tax	5	<b>(0)</b>	<b>(7)</b>	<b>(0)</b>	5
<b>Net Profit After Deferred Tax</b>	<b>(44)</b>	<b>7</b>	<b>79</b>	<b>(37)</b>	<b>(134)</b>
Paid up Equity Share Capital	59	57	57	59	57

\*Note: Consolidation of TIFC now happens in ibn18.

**Network18 Media & Investments Limited**  
**Standalone Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**  
*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Revenues</b>	<b>15</b>	<b>13</b>	<b>11</b>	<b>40</b>	<b>33</b>
Operating Expense	19	16	13	53	43
<b>Operating Profit/Loss</b>	<b>(4)</b>	<b>(3)</b>	<b>(2)</b>	<b>(13)</b>	<b>(10)</b>
Operating Margin/Loss	-28%	0%	-21%	-33%	-31%
Depreciation	(0)	0	0	1	1
Interest (Net)	(11)	(12)	(13)	(54)	(28)
Non Recurring Income / (Expenditure)	0	0	0	0	0
<b>Total Profit Before Tax</b>	<b>(15)</b>	<b>(16)</b>	<b>(16)</b>	<b>(67)</b>	<b>(39)</b>
Provision for Current Tax/FBT	(1)	0	0	(1)	0
ESOP Chargeout	1	1	1	3	5
Provision for Deferred tax	0	0	0	0	0
<b>Net Profit After Deferred Tax</b>	<b>(14)</b>	<b>(17)</b>	<b>(17)</b>	<b>(69)</b>	<b>(45)</b>
Paid up Equity Share Capital	59	57	58	59	57

**NET DEBT POSITION TABLE**

<i>All Values in Rs. Cr</i>	Gross Debt			Cash & Equivalents (Liquid Mutual Funds)			Net Debt			Net Debt Net of Working Capital		
	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010
<b>Network18</b>	1,773	1,704	2,111	773	783	1,251	1,001	921	860	83	233	307
<b>TV18</b>	733	765	1,087	75	119	521	657	646	566	353	341	227
<b>IBN18</b>	551	384	472	220	102	257	330	281	215	(192)	(44)	93

*Note: Numbers are for the consolidated entities.*

## **ibn18 BROADCAST LIMITED**

(Listed Subsidiary of Network18)

### **I. Strong Year with consolidated operating profit surging to Rs. 47 crores, as against a loss of Rs. 29 crores in FY10.**

- Consolidated Revenues stood at Rs. 804 crores during the year FY11 up 33% from Rs. 605 crores in FY10 on a reported basis.
- Operating Profits surged to Rs. 48 crores during the year (from a loss of Rs. 29 crores in FY10) driven by strong profitability in our Entertainment Business.
- In Q4 FY2011, our consolidated revenues stood at Rs. 206 crores and operating profits at Rs. 8 crores; a growth of over 22% in revenues over the corresponding quarter last year.

### **II. Our Entertainment Business - Viacom18 continued on its strong growth trajectory through FY11 and turned in handsome operating profits as against a loss last year.**

- FY11 revenues on a reported basis stood at Rs. 1104 crores, up 32% against Rs. 834 crores in FY10.
- The company turned profitable with an operating profit of Rs. 120 crores up sharply compared to a loss of Rs. 31 crores last year. Profit After Tax (PAT) increased to Rs. 85 crores for FY11 on the back of 11% operating margins.
- In Q4 FY2011, our revenues stood at Rs. 271 crores and operating profits at Rs. 21 crores; a growth of over 21% in revenues over the corresponding quarter last year.
- Colors continued its strong performance in the Hindi GEC space during the year maintaining its joint market leadership position in prime time. The channel delivered strong ratings across programming categories: Reality, Movies and Fiction.
- MTV and Nick maintained their market leadership in the youth and kids genres respectively. Nick became the No. 1 kids channel in India after launching feeds in two additional languages -Tamil and Telugu in April 2010.

### **III. In the General News Operations, CNN IBN maintained its leadership position as the channel of choice for English audiences in a competitive market and there was strong ratings traction at IBN7. Revenues grew steadily at 17% for the year.**

- FY11 revenues on a reported basis stood at Rs. 244 crores, up 17% against Rs. 210 crores in FY10.
- Q4 FY11 revenues stood at Rs. 69 crores against Rs. 55 crores in Q4 FY10, up 24%.

**IV. ibn Lokmat continued on a growth trajectory – revenues in FY11 increased 19% over FY10.**

**V. Our subscription revenues which stood at approximately 10% of the total revenues for FY2010-11 should exhibit strong growth in the current financial year. SUN18 Media Services, our distribution arm, has made significant headway in negotiating long term contracts with DTH companies and cable companies/operators.**

**VI. Performance of New TV18 in FY11 (Pro forma) – Comparison with last year (FY10)**

All figures in Rs. Crores unless stated otherwise	FY11			FY10			% Growth	
	Revenues	EBITDA	EBITDA Margin %	Revenues	EBITDA	EBITDA Margin %	Revenues	EBITDA
<b>Television</b>	<b>1,110</b>	<b>135</b>	<b>12%</b>	<b>906</b>	<b>15</b>	<b>2%</b>	<b>23%</b>	<b>793%</b>
<b>News</b>	<b>558</b>	<b>75</b>	<b>13%</b>	<b>489</b>	<b>31</b>	<b>6%</b>	<b>14%</b>	<b>143%</b>
Business News	306	87	28%	273	50	18%	12%	74%
General News	252	(12)	-5%	216	(19)	-9%	17%	
<b>Entertainment (50%)</b>	<b>552</b>	<b>60</b>	<b>11%</b>	<b>417</b>	<b>(16)</b>	<b>-4%</b>	<b>32%</b>	



**ibn18 Broadcast Limited**  
**Consolidated Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**

*(Rs. Cr)*

Particulars	ibn18 Consolidated	ibn18 Consolidated	ibn18 Consolidated	ibn18 Consolidated	ibn18 Consolidated
	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Income</b>					
Income from Operations	206	169	236	804	605
<b>Total</b>	<b>206</b>	<b>169</b>	<b>236</b>	<b>804</b>	<b>605</b>
<b>Expenditure</b>					
Production, administrative and other costs	167	138	173	637	523
Personnel expenses	31	28	31	120	111
<b>Total</b>	<b>198</b>	<b>166</b>	<b>204</b>	<b>757</b>	<b>634</b>
<b>EBITDA</b>	<b>8</b>	<b>3</b>	<b>32</b>	<b>48</b>	<b>(29)</b>
<b>EBITDA Margin</b>	<b>4%</b>	<b>2%</b>	<b>14%</b>	<b>6%</b>	<b>-5%</b>
Other income	2	0	2	9	2
Depreciation	4	5	5	18	19
Interest and financial charges	14	15	15	51	48
<b>Profit Before Tax and Exceptional Items</b>	<b>(8)</b>	<b>(17)</b>	<b>16</b>	<b>(12)</b>	<b>(94)</b>
Exceptional income	0	0	0	0	52
Exceptional expense	0	6	0	0	66
Pre-operative expenses of AETN18	1	0	0	1	0
<b>Profit/(Loss) before tax &amp; ESOP</b>	<b>(8)</b>	<b>(22)</b>	<b>16</b>	<b>(13)</b>	<b>(108)</b>
Provision for taxes (Fringe benefit tax)	5	0	(4)	4	0
ESOP Cost	0	0	0	0	2
<b>Profit/(Loss) after tax before associate loss</b>	<b>(13)</b>	<b>(22)</b>	<b>20</b>	<b>(17)</b>	<b>(110)</b>

Notes:

1. ibn18 Consolidated Nos. includes 100% of ibn18 Standalone and 50% share of Viacom18 and 50% share of IBN Lokmat accounted for line-by-line in the JV method.
2. Consolidated figure may not match the sum of ibn18 Standalone, 50% of Viacom18 and 50% of IBN Lokmat on account of smaller subsidiaries not shown above.
3. Viacom18 numbers include subsidiaries.
4. From Q3 FY11, TIFC is consolidated in Viacom18.

**Viacom18**  
**Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**  
*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Income</b>					
Income from Operations	271	221	323	1,104	834
<b>Total</b>	<b>271</b>	<b>221</b>	<b>323</b>	<b>1,104</b>	<b>834</b>
<b>Expenditure</b>					
Production, administrative and other costs	233	184	253	913	781
Personnel expenses	18	20	19	72	84
<b>Total</b>	<b>251</b>	<b>204</b>	<b>272</b>	<b>985</b>	<b>865</b>
<b>EBITDA</b>	<b>21</b>	<b>17</b>	<b>51</b>	<b>120</b>	<b>(31)</b>
<b>EBITDA Margin</b>	<b>8%</b>	<b>8%</b>	<b>16%</b>	<b>11%</b>	<b>-4%</b>
Other income	1	1	0	1	2
Depreciation	2	2	2	8	8
Interest and financial charges	5	1	11	19	6
<b>Profit/(Loss) before tax &amp; ESOP</b>	<b>14</b>	<b>15</b>	<b>37</b>	<b>94</b>	<b>(43)</b>
Provision for taxes (Fringe benefit tax)	9	0	(8)	9	0
<b>Profit/(Loss) after tax carried to balance sheet</b>	<b>4</b>	<b>15</b>	<b>46</b>	<b>85</b>	<b>(43)</b>

**ibn18 Broadcast Limited**  
**Standalone Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**  
*(Rs. Cr)*

**Standalone ibn18 comprises CNN IBN + IBN7**

Particulars		Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
					<i>Audited</i>	<i>Audited</i>
<b>Income</b>						
	Income from News operations	69	55	72	244	210
	<b>Total</b>	<b>69</b>	<b>55</b>	<b>72</b>	<b>244</b>	<b>210</b>
<b>Expenditure</b>						
	Production, administrative and other costs	47	44	44	170	153
	Personnel expenses	21	17	20	80	69
	<b>Total</b>	<b>69</b>	<b>62</b>	<b>64</b>	<b>250</b>	<b>222</b>
<b>EBITDA</b>		<b>0</b>	<b>(6)</b>	<b>8</b>	<b>(5)</b>	<b>(12)</b>
<b>EBITDA Margin</b>		<b>0%</b>	<b>-12%</b>	<b>11%</b>	<b>-2%</b>	<b>-6%</b>
	Other income	2	0	2	8	3
	Depreciation	2	3	3	12	13
	Interest and financial charges	11	14	9	40	43
<b>Profit Before Tax And Exceptional Items</b>		<b>(11)</b>	<b>(22)</b>	<b>(1)</b>	<b>(49)</b>	<b>(66)</b>
	Exceptional income	0	0	0	0	52
	Exceptional expense (Impairment of ibn18 M)	0	6	0	0	66
<b>Profit/(Loss) before tax &amp; ESOP</b>		<b>(11)</b>	<b>(28)</b>	<b>(1)</b>	<b>(49)</b>	<b>(80)</b>
	Provision for taxes (FBT)	0	0	0	0	0
	ESOP Cost	0	0	0	0	2
<b>Profit/(Loss) after tax carried to balance sheet</b>		<b>(11)</b>	<b>(29)</b>	<b>(1)</b>	<b>(49)</b>	<b>(82)</b>

**IBN Lokmat**  
**Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**  
*(Rs. Cr)*

Particulars		Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
					<i>Audited</i>	<i>Audited</i>
<b>Income</b>						
	Income from News Operations	3	5	5	16	13
	<b>Total</b>	<b>3</b>	<b>5</b>	<b>5</b>	<b>16</b>	<b>13</b>
<b>Expenditure</b>						
	Production, administrative and other costs	6	5	5	21	20
	Personnel expenses	2	2	2	8	8
	<b>Total</b>	<b>8</b>	<b>8</b>	<b>7</b>	<b>29</b>	<b>27</b>
<b>EBITDA</b>		<b>(5)</b>	<b>(3)</b>	<b>(2)</b>	<b>(14)</b>	<b>(14)</b>
	Other income	0	0	0	0	0
	Depreciation	1	1	1	4	4
	Interest and financial charges	1	1	1	2	3
<b>Profit/(Loss) before tax &amp; ESOP</b>		<b>(6)</b>	<b>(4)</b>	<b>(3)</b>	<b>(20)</b>	<b>(21)</b>
	Provision for taxes (FBT)	0	0	0	0	0
<b>Profit/(Loss) after tax carried to balance sheet</b>		<b>(6)</b>	<b>(4)</b>	<b>(3)</b>	<b>(20)</b>	<b>(21)</b>

**NET DEBT POSITION TABLE**

<i>All Values in Rs. Cr</i>	Gross Debt			Cash & Equivalents (Liquid Mutual Funds)			Net Debt			Net Debt Net of Working Capital		
	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010
<b>TV18</b>	733	765	1,087	75	119	521	657	646	566	353	341	227
<b>IBN18</b>	551	384	472	220	102	257	330	281	215	(192)	(44)	93

*Note: Numbers mentioned above are for the consolidated entities.*

**TELEVISION EIGHTEEN INDIA LIMITED**

(A Listed Subsidiary of Network18)

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**I. Strong Year with consolidated operating profit at Rs. 63 crores, a growth of over 240% compared to FY2010.**

- Revenues grew to Rs. 590 crores during the year (from Rs. 553 crores in FY10) on a reported basis; 12% growth in News Operations and 16% growth in Digital Operations.
- Operating Profits grew to Rs. 63 crores during the year (from Rs. 26 crores in FY10) driven by continued strong profitability in our Business News Operations; we continue to invest in building our Digital Businesses in Infomedia18 and Web18.
- Q4 FY2011, traditionally our strongest quarter continued its robust performance with consolidated revenues at Rs. 178 crores and operating profits at Rs. 25 crores; a growth of over 20% sequentially quarter on quarter.

**II. Business News Operations continued to grow smartly over the year - revenues increased by 12% and operating profits increased by 74% (FY11 over FY10).**

- Revenues grew to Rs. 306 crores for the full year FY11 (compared to Rs. 273 crores in FY10). Revenues for the quarter stood at Rs. 95 crores FY11, a growth of over 13% as compared to Rs. 84 crores in FY10.
- Operating profit increased to Rs. 87 crores in FY11 from Rs. 50 crores in FY10; operating profit margin stood at 28%. Operating profit for Q4FY11 stood at Rs. 28 crores, up 27% as compared to Rs. 22 crores in the corresponding quarter last year.
- Our Business News Channels – CNBC TV18 and CNBC Awaaz continued to be market leaders with 59% market share during the year. They were also the leading news channels in their respective categories on Budget Day 2011.

**III. Web18 recorded 16% revenue growth (FY11 over FY10) and broke even in FY11.**

- FY11 revenues of Rs. 85 crores (against Rs. 73 crores in FY10). Revenues for Q4FY11 stood at Rs. 25 crores.
- Moneycontrol.com and In.com, continued to be market leaders in their categories – financial portal and horizontal respectively and registered rapid growth in the number of unique visitors. Moneycontrol.com had its best month ever in February 2011 with over 17.9 MM total visits for the month as per Comscore.
- Bookmyshow.com continued its strong revenue growth momentum.

**IV. Newswire18 had a profitable FY2011 with 20% revenue growth (Rs. 39 crores in FY2011 compared to Rs. 33 crores in FY2010). The operating profit stood at Rs. 2 crores for the full year.**

**V. Infomedia18 and other print operations recorded revenues of Rs. 160 crores in FY11 registering a healthy growth when compared to FY10 (adjusted for the sale of the BPO operations).**

- Forbes Life (a premiere lifestyle publication), the Hindi edition of our popular auto magazine Overdrive and Noise Factory (a magazine targeted at the youth) were some of our most notable launches during the year.
- Infomedia Yellow pages, our flagship product and a super brand for three years continued to grow steadily.

**VI. Capital18 investee companies continued their growth momentum and consolidated revenues stood at ~ Rs. 142 crores (excluding revenues from DEN)\* during the year (a growth of 38% compared to FY10).**

**VII. Performance of New TV18 in FY11 (Pro forma) – Comparison with last year (FY10)**

All figures in Rs. Crores unless stated otherwise	FY11			FY10			% Growth	
	Revenues	EBITDA	EBITDA Margin %	Revenues	EBITDA	EBITDA Margin %	Revenues	EBITDA
<b>Television</b>	<b>1,110</b>	<b>135</b>	<b>12%</b>	<b>906</b>	<b>15</b>	<b>2%</b>	<b>23%</b>	<b>793%</b>
<b>News</b>	<b>558</b>	<b>75</b>	<b>13%</b>	<b>489</b>	<b>31</b>	<b>6%</b>	<b>14%</b>	<b>143%</b>
Business News	306	87	28%	273	50	18%	12%	74%
General News	252	(12)	-5%	216	(19)	-9%	17%	
<b>Entertainment (50%)</b>	<b>552</b>	<b>60</b>	<b>11%</b>	<b>417</b>	<b>(16)</b>	<b>-4%</b>	<b>32%</b>	

\*Our stake in DEN is held as an investment in our books.

**Television Eighteen India Limited:**  
**Consolidated Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**  
*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Revenues</b>	178	192	146	590	553

**Part I: News Operations**

*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Revenues: News Operations</b>	<b>95</b>	<b>84</b>	<b>79</b>	<b>306</b>	<b>273</b>
Operating Expense	<b>67</b>	62	56	219	223
<b>Operating Profit</b>	<b>28</b>	<b>22</b>	<b>23</b>	<b>87</b>	<b>50</b>
Operating Margin	29%	26%	29%	28%	18%
Other Income		22			22
Depreciation	<b>4</b>	4	6	19	20
Interest (Net)	<b>2</b>	<b>(17)</b>	0	<b>(3)</b>	<b>(89)</b>
Prior Period and Exceptional Items	0	0		0	<b>(4)</b>
<b>Total Profit Before Tax, Minority Interest, ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>26</b>	<b>22</b>	<b>17</b>	<b>65</b>	<b>(41)</b>
Provision for Current Tax/FBT	7	0	4	20	0
<b>Profit After Tax (before Minority Interest, ESOP charge out &amp; Exchange Fluctuations)</b>	<b>19</b>	<b>22</b>	<b>13</b>	<b>45</b>	<b>(41)</b>
Minority Interest		0	0	0	0
Share in Loss of Associates		0	0	0	0
<b>Profit After Tax and Minority Interest</b>	19	22	13	45	<b>(41)</b>
ESOP charge out & Exchange Fluctuations	1	<b>(2)</b>	0	1	13
<b>Profit After ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>18</b>	<b>24</b>	<b>13</b>	<b>44</b>	<b>(55)</b>
Provision for Deferred Tax	1	0	1	5	5
<b>Net Profit After Deferred Tax</b>	<b>17</b>	<b>24</b>	<b>12</b>	<b>39</b>	<b>(60)</b>

**Television Eighteen India Limited:  
Consolidated Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**

**Part II: Web18**

*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Revenues: Operations</b>	<b>25</b>	<b>23</b>	<b>22</b>	<b>85</b>	<b>73</b>
		0			
Operating Expense	22	20	22	84	82
<b>Operating Profit</b>	<b>3</b>	<b>2</b>	<b>0</b>	<b>1</b>	<b>(9)</b>
Operating Margin	12%	0%	0%	1%	-13%

**Television Eighteen India Limited:  
Consolidated Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**

**Part III: Newswire18**

*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Revenues: Operations</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>39</b>	<b>33</b>
Operating Expense	10	8	9	37	31
<b>Operating Profit</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>
Operating Margin	0%	0%	10%	5%	6%



**Television Eighteen India Limited:  
Consolidated Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**

**Part IV: Infomedia18** (and other print operations)

*(Rs. Cr)*

Particulars	Q4 2010-11	Q4 2009-10	Q3 2010-11	FY 2010-11	FY 2009-10
				<i>Audited</i>	<i>Audited</i>
<b>Revenues: Operations</b>	<b>48</b>	<b>76</b>	<b>35</b>	<b>160</b>	<b>174</b>
Operating Expense	54	80	40	187	191
<b>Operating Profit</b>	<b>(6)</b>	<b>(4)</b>	<b>(5)</b>	<b>(27)</b>	<b>(17)</b>
Operating Margin	-13%	0%	-14%	-17%	-10%
Depreciation	1	2	1	6	8
Interest (Net)	(1)	(2)	(1)	(3)	(9)
		0			
<b>Total Profit Before Tax and Minority Interest</b>	<b>(8)</b>	<b>(7)</b>	<b>(7)</b>	<b>(36)</b>	<b>(34)</b>
Prior Period and Exceptional items	2	0	0	11	0
<b>Total Profit Before Tax, Minority Interest, ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>(10)</b>	<b>(7)</b>	<b>(7)</b>	<b>(47)</b>	<b>(34)</b>
Provision for Current Tax/FBT	0	0	0	1	1
<b>Profit After Tax (before Minority Interest, ESOP charge out &amp; Exchange Fluctuations)</b>	<b>(10)</b>	<b>(7)</b>	<b>(7)</b>	<b>(48)</b>	<b>(34)</b>
Minority Interest	0	(10)	0	(7)	(16)
<b>Profit After Tax and Minority Interest</b>	<b>(10)</b>	<b>2</b>	<b>(7)</b>	<b>(41)</b>	<b>(18)</b>
ESOP charge out & Exchange Fluctuations	0	(7)	1	1	(14)
<b>Profit After ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>(10)</b>	<b>9</b>	<b>(8)</b>	<b>(42)</b>	<b>(4)</b>
Provision for Deferred Tax	0	(1)	0	0	(1)
<b>Net Profit after Deferred Tax</b>	<b>(10)</b>	<b>10</b>	<b>(8)</b>	<b>(42)</b>	<b>(4)</b>

**Note: Digital18 revenues and expenses have been consolidated in Infomedia.**

**Television Eighteen India Limited:**  
**Consolidated Financial Performance for the Year Ended 31<sup>st</sup> March, 2011**  
*(Rs. Cr)*

Particulars	Q4	Q4	Q3	FY 2010-11	FY 2009-10
	2010-11	2009-10	2010-11	<i>Audited</i>	<i>Audited</i>
<b>Revenues</b>	178	192	146	590	553
Operating Expense (incl CNBC revenue share)	153	171	127	527	527
<b>Operating Profit</b>	25	22	19	63	26
Operating Margin	14%	0%	13%	11%	0%
Other Income	0	22	0	0	22
Depreciation	9	12	11	40	49
Interest (Net)	1	(19)	0	(7)	(101)
Prior Period and Exceptional items	2	0	0	11	(9)
<b>Total Profit Before Tax, Minority Interest, ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>15</b>	<b>12</b>	<b>8</b>	<b>5</b>	<b>(112)</b>
Provision for Current Tax/FBT	8	1	4	22	2
<b>Profit After Tax (before Minority Interest, ESOP charge out &amp; Exchange Fluctuations)</b>	<b>7</b>	<b>12</b>	<b>4</b>	<b>(17)</b>	<b>(114)</b>
Minority Interest	0	(17)	0	8	(24)
Share in Loss of associates	(3)	(6)	4	(4)	(23)
<b>Profits After Tax and Minority Interest (before ESOP charge out)</b>	<b>4</b>	<b>23</b>	<b>8</b>	<b>(13)</b>	<b>(113)</b>
ESOP charge out & Exchange Fluctuations	1	(8)	1	2	0
<b>Profit After ESOP Charge Out &amp; Exchange Fluctuations</b>	<b>3</b>	<b>31</b>	<b>7</b>	<b>(15)</b>	<b>(113)</b>
Provision for Deferred Tax	2	(0)	1	6	5
<b>Net Profit After Deferred Tax</b>	<b>1</b>	<b>31</b>	<b>6</b>	<b>(21)</b>	<b>(117)</b>
Paid up Equity Share Capital	91	90	91	91	90

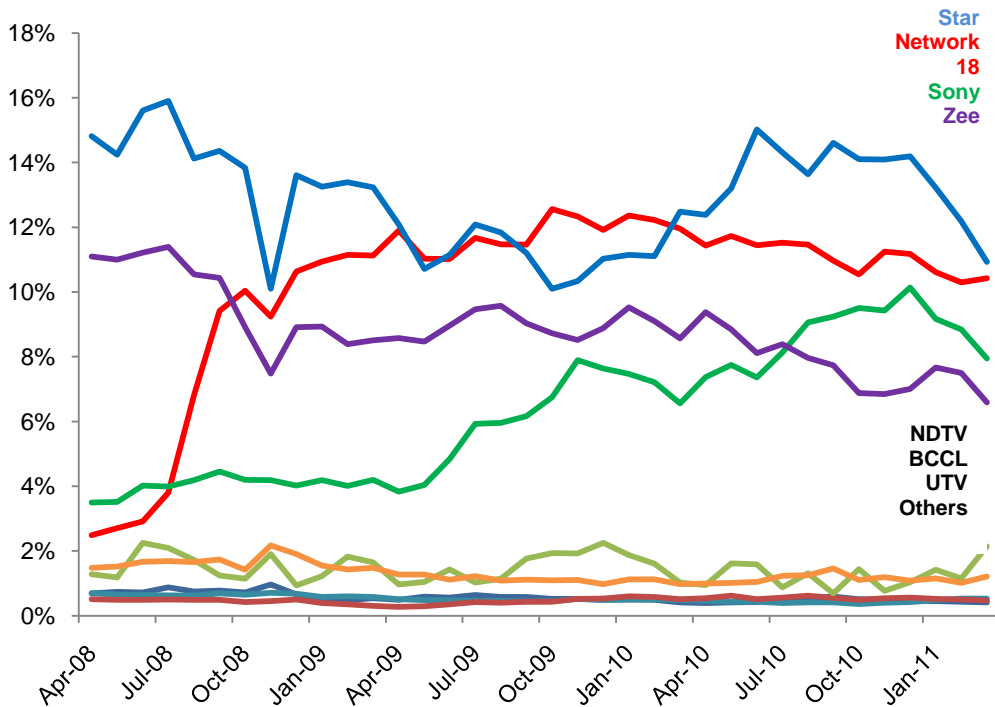
**NET DEBT POSITION TABLE**

<i>All Values in Rs. Cr</i>	Gross Debt			Cash & Equivalents (Liquid Mutual Funds)			Net Debt			Net Debt Net of Working Capital		
	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010	Mar 31, 2011	Dec 31, 2010	Mar 31, 2010
<b>TV18</b>	733	765	1,087	75	119	521	657	646	566	353	341	227
<b>IBN18</b>	551	384	472	220	102	257	330	281	215	(192)	(44)	93

*Note: Numbers mentioned above are for the consolidated entities.*

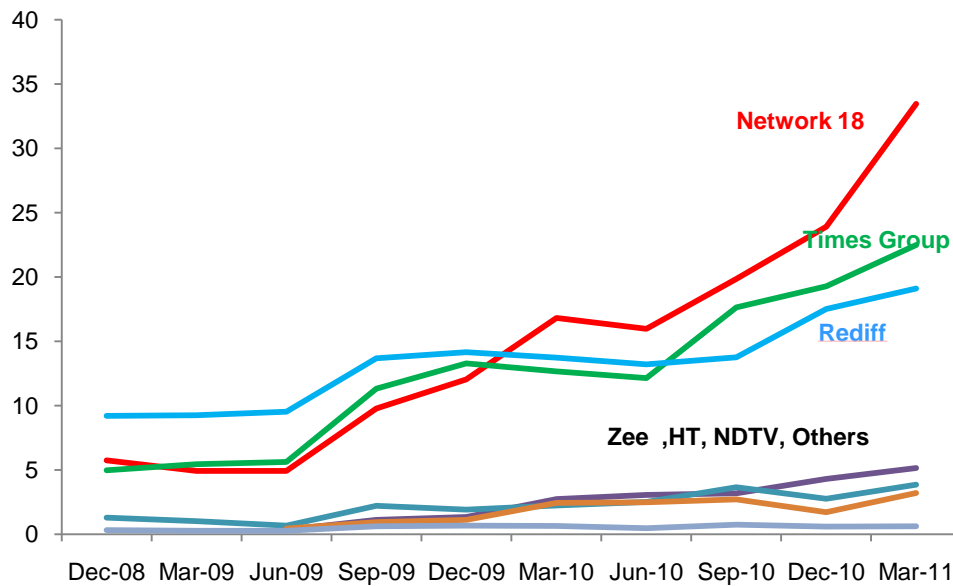
**APPENDIX – Key Highlights and Market Share Trends**

**Network18: Leadership across Television**



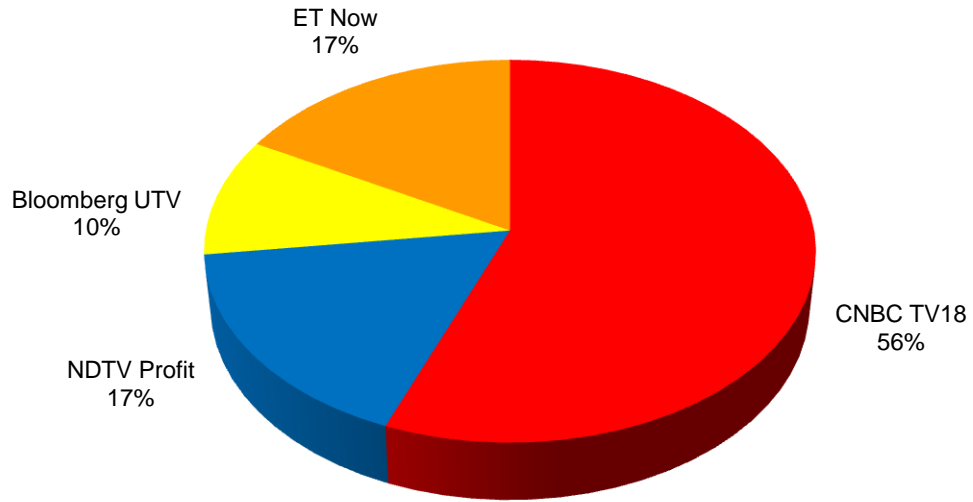
Source: TAM, Market Share; Market: HSM, Time Period: 1<sup>st</sup> Apr'08– 31<sup>st</sup> Mar'11, Genres Where We Operate

**Network18: Leadership across Digital**



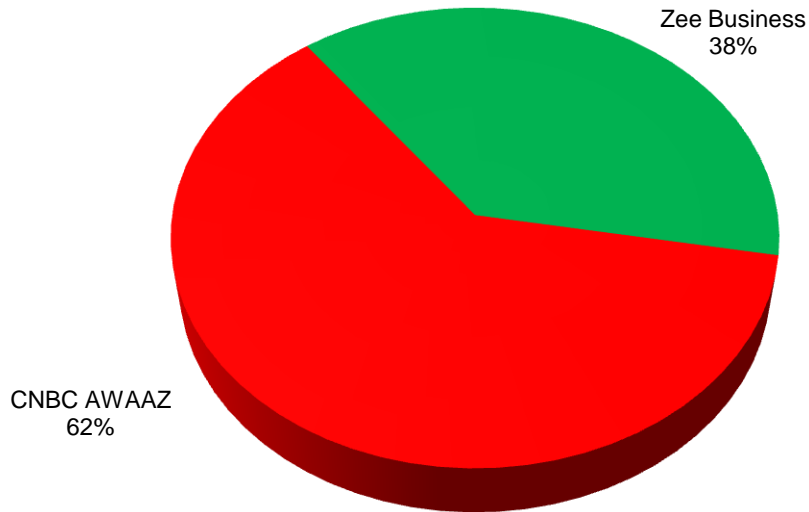
Source: Comscore World Report, March 2011

**CNBC-TV18: Continuing Leadership in English Business News**



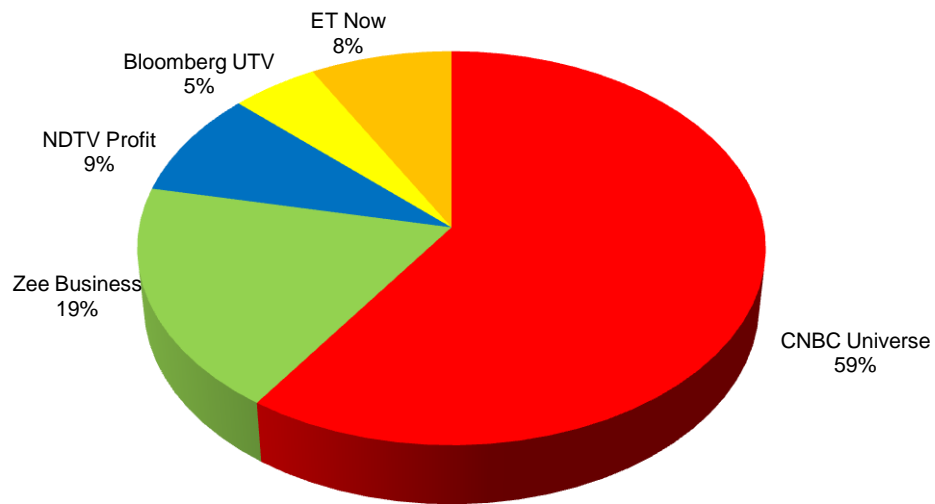
Source: TAM, Market Share, TG: CS AB Male 25+, Market: HSM, Time Period: 1<sup>st</sup> Apr'10– 31<sup>st</sup> Mar'11, All Days 0600-2400 hrs

**CNBC AWAAZ: India's No 1 Hindi Business News Channel**



Source: TAM, Market Share, TG: CS AB Male 25+, Market: HSM, Time Period: 1<sup>st</sup> Apr'10– 31<sup>st</sup> Mar'11, All Days 0600-2400 hrs

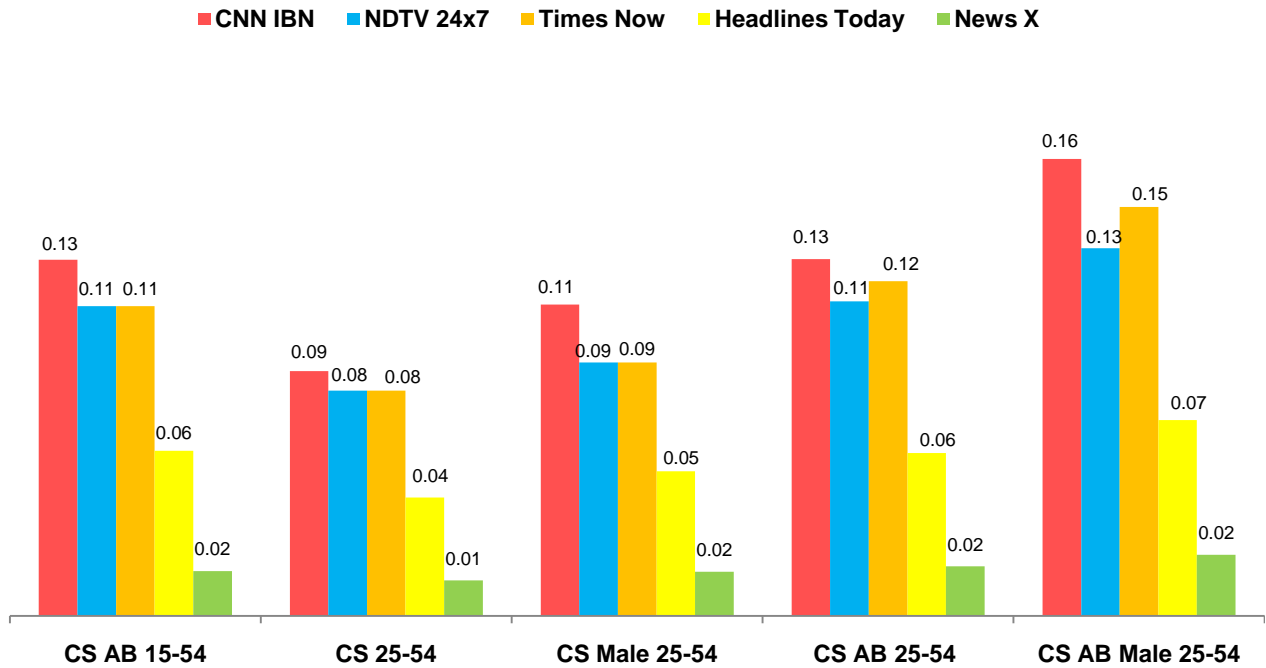
## CNBC TV18 and CNBC AWAAZ – Continuing to Dominate Business News



Source: TAM, Market Share, TG: CS AB Male 25+, Market: All India, Time Period: 1<sup>st</sup> Apr'10– 31<sup>st</sup> Mar'11, All Days 0600-2400 hrs

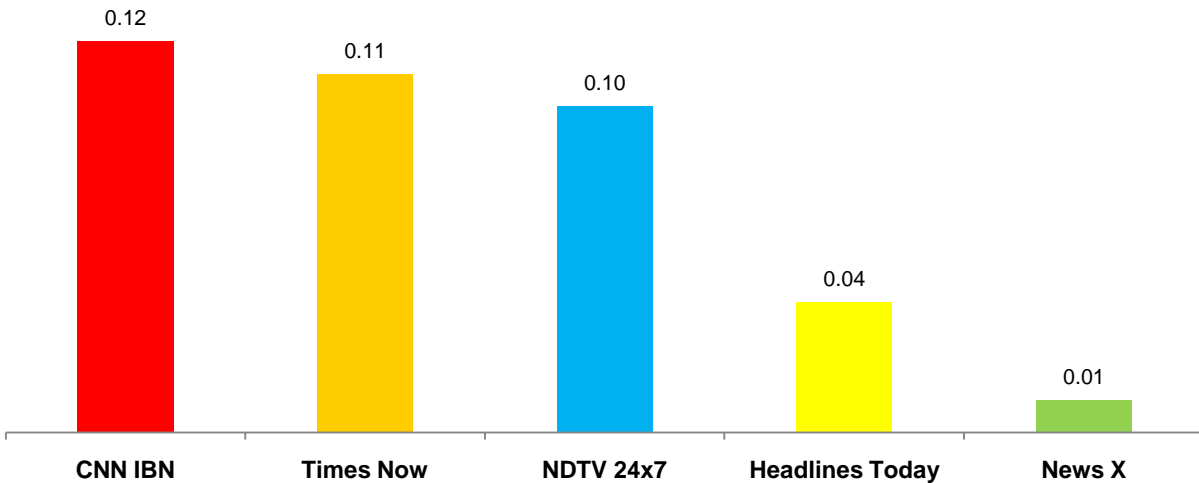
**Out of Home:** Please note that the existing TV viewership measurement mechanisms though essential do not capture the actual audience delivery for a media platform like CNBC TV18 and CNBC AWAAZ. The CNBC TV18 and CNBC AWAAZ services have a large out of home (OOH) viewership especially in corporate offices, institutions, business areas, markets, etc. We believe that the reach of the CNBC Universe is much higher when the above OOH viewership is taken into account.

### CNN-IBN: A Favourite among Indian Audiences



Source: TAM, Channel Share, Market: All India, Time Period: 1<sup>st</sup> Apr'10– 31<sup>st</sup> Mar'11, All Days 0600-2400 hrs

### CNN-IBN: Continued Market Leadership on the Days That Matter *Budget Day - 2011*



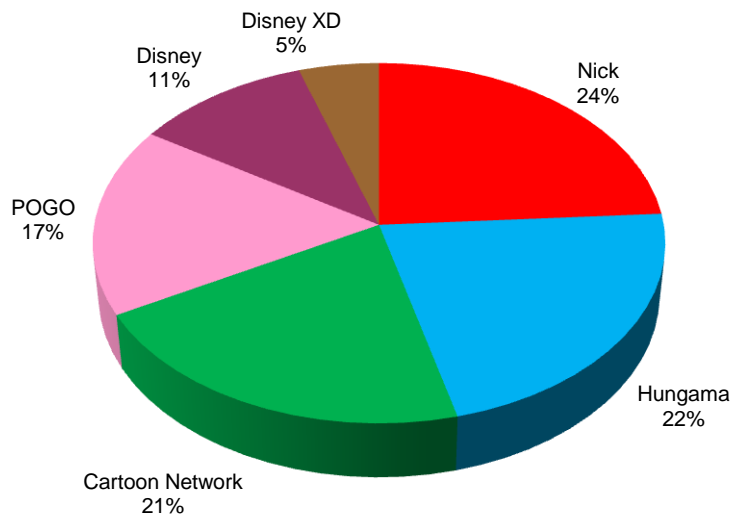
Source: TAM, Market Share, TG: CS 15+, Market: All India, Time Period: 28<sup>th</sup> Feb 2011, All Days 0600-2400 hrs

## MTV: India's No 1 Youth Brand

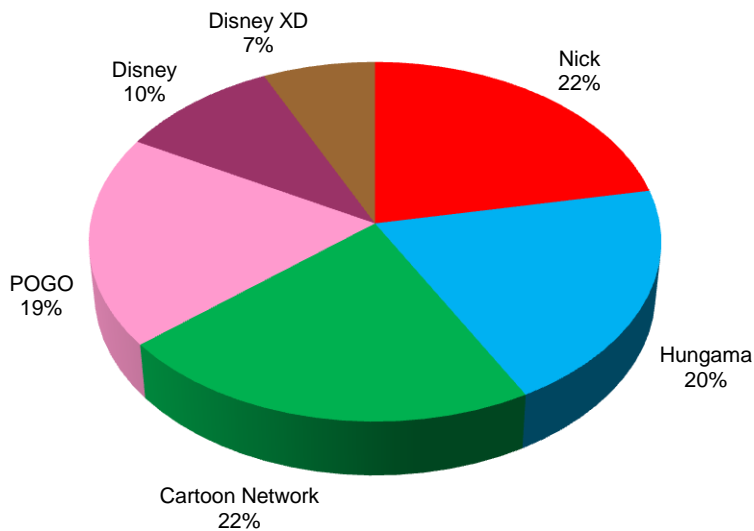
- MTV Is The Only Youth Channel In The Top 15 Channels Across Hindi Speaking Markets In India.
- MTV Dominates The Youth Entertainment Category In The Country
- MTV Launched A Complete Bouquet Of Shows Catering To Multiple Youth Passions Ranging From Music, Romance, News And Humor and MTV Programming Went Beyond Just Television, To Bring The MTV Experience To Its Core Audience



**NICK: India's No. 1 Kids Channel**



Source: TAM; Relative Market Share: HSM; TG: CS 4-14 ABC; Period: April 2010 – March 2011, Time: 0700-2200Hrs.



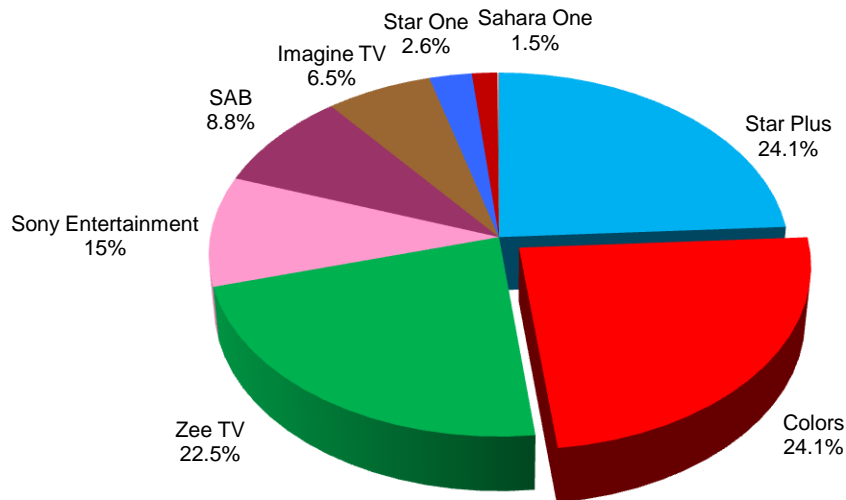
Source: TAM; Relative Market Share: All India; TG: CS 4-14 ABC; Period: April 2010 – March 2011, Time: 0700-2200Hrs.

**No. 1 in Both Hindi Speaking Markets and All India**

**Top 2 Shows in the Category are those of Nick: 'Ninja Hattori' and 'Oggy and the Cockroaches'**

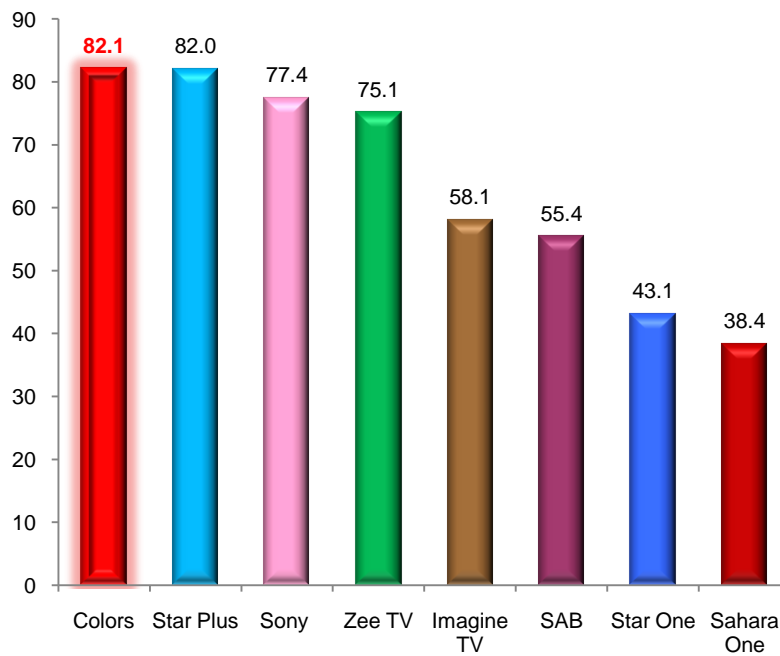


### COLORS – The Preferred Choice for General Entertainment in India



Source: TAM; Hindi Speaking Markets; TG: CS 4+; FY2011: Prime Time Share 2000-2359 hrs, All Days

### COLORS – Highest Reach (Weekly Average) among GECs



Source: TAM; Hindi Speaking Markets; TG: CS 4+; Q4 FY2011

**COLORS - Robust Performance across Fiction, Reality and Movies**



**No. 1 Fiction Shows In Their Respective Slots**

**Colors Was No. 1 In 4 of the 7 Prime Time Slots (2000-2330 Hrs) Through 2010-11**



**3 Of the 5 Top Movie Premieres in FY2011 Were On Colors**



**Bigg Boss Season 4 had the highest average TVRs across seasons  
The Grand Finale delivering a TRP of 6.7**

**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.network18online.com](http://www.network18online.com). This update covers the company's financial performance for FY 2010-11.

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Further information on the company is available on its website [www.network18online.com](http://www.network18online.com)

# Network 18

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