



EARNINGS RELEASE: Q4 2015-16

Q4 FY16 consolidated operating revenues up by 7.3% YoY, at Rs. 902.9 crore

Q4 FY16 consolidated operating PBDIT up by 7% YoY, at Rs. 74.5 crore

FY16 consolidated operating revenues up by 8.9% YoY, at Rs. 3,403.3 crore

FY16 consolidated operating PBDIT up by 17.4% YoY, at Rs. 179.5 crore

Mumbai, April 20, 2016 – Network18 Media & Investments Limited today announced its results for the quarter/ year ended 31st March, 2016. Highlights of the audited financial results as compared to the previous year are:

Particulars (In Rs. Crores)	Q4 FY16	Q3 FY16	Q4 FY15	% Change w.r.t Q4 FY15	FY16	FY15	% Change w.r.t FY15
Income from operations	902.9	905.6	841.4	7.3%	3,403.3	3,126.5	8.9%
Operating PBDIT [#]	74.5	85.6	69.6	7.0%	179.5	152.9	17.4%
Profit/(Loss) Before Tax - before exceptional and prior period items	39.4	49.6	56.6	-30.4%	86.4	29.4	193.8%

[#] FY16 includes operating loss of Rs.92 crore on account of new ETV news channels, launch of Colors Infinity and VOOT (an exclusive digital video OTT launched by Viacom18 in March 2016) and also a one-time expense of Rs.10 crore for rebranding ETV regional entertainment channels as Colors.

Highlights of Operations

- Operating revenues on a consolidated basis stood at Rs. 902.9 crore in Q4 FY16, up by 7.3% YoY, from Rs. 841.4 crore in Q4 FY15.
- Q4 FY16 consolidated operating PBDIT stood at Rs. 74.5 crore, up by 7% YoY, from Rs. 69.6 crore in Q4 FY15.
- Q4 FY16 consolidated Profit Before Tax (before exceptional items and prior period items) stood at Rs. 39.4 crore compared to Rs. 56.6 crore in Q4 FY15.
- FY16 operating revenues on a consolidated basis stood at Rs. 3,403.3 crore, up by 8.9% YoY, from Rs. 3,126.5 crore in FY15.
- FY16 consolidated operating PBDIT stood at Rs. 179.5 crore, up by 17.4% YoY, from Rs. 152.9 crore in FY15.

- FY16 other income includes profit of Rs.43 crore on sale of stake in Stargaze Entertainment Private Limited.
- FY15 profitability vis-à-vis FY16 was significantly influenced by advertisement income on account of the General Elections and the Union Budget.
- The financials of Prism TV Private Limited (Prism) have been consolidated as a Joint Venture effective 1 August 2015 as Prism ceased to be a subsidiary and continues as a Joint Venture of the Company from the aforesaid date.

Network18 Media & Investments Limited
Reported Consolidated Financial Performance for the Quarter and Year
Ended 31st March, 2016

Particulars (In Rs. Crores)	Quarter ended			Year ended	
	31 Mar'16	31 Dec'15	31 Mar'15	31 Mar'16	31 Mar'15
1. Income from operations					
(a) Income from operations	896.2	899.7	839.3	3,377.1	3,108.8
(b) Other operating income	6.7	5.9	2.1	26.2	17.7
Total income from operations (net)	902.9	905.6	841.4	3,403.3	3,126.5
2. Expenses					
(a) Programming cost	161.8	212.5	208.0	771.3	768.4
(b) Distribution, advertising and business promotion	221.0	203.3	198.9	843.8	825.4
(c) Cost of materials consumed	0.7	0.9	1.1	2.9	5.7
(d) Employee benefits expense	187.4	159.3	143.6	669.1	569.3
(e) Depreciation and amortisation expense	28.1	23.1	17.2	89.7	75.2
(f) Other expenses	257.5	244.0	220.2	936.7	804.8
Total expenses	856.5	843.1	789.0	3,313.5	3,048.8
3. Profit/(loss) from operations before other income, finance costs, exceptional items and prior period items (1-2)	46.4	62.5	52.4	89.8	77.7
4. Other income	17.6	9.8	30.0	91.7	64.8
5. Profit from ordinary activities before finance costs, exceptional items and prior period items (3+4)	64.0	72.3	82.4	181.5	142.5
6. Finance costs	24.6	22.7	25.8	95.1	113.1
7. Profit/(loss) from ordinary activities after finance costs but before exceptional items and prior period items (5-6)	39.4	49.6	56.6	86.4	29.4
8. Exceptional items- income/(expenses)	-	-	(6.1)	-	(1,055.3)
9. Profit/(loss) from ordinary activities after exceptional items but before prior period items and tax (7+8)	39.4	49.6	50.5	86.4	(1,025.9)
10. Prior period expense	-	-	(0.5)	-	(64.1)
11. Profit/(loss) from ordinary activities before tax (9+10)	39.4	49.6	50.0	86.4	(1,090.0)

TV18 Broadcast Limited
Reported Consolidated Financial Performance for the Quarter and Year
Ended 31st March, 2016

Particulars (In Rs. Crores)	Quarter ended			Year ended	
	31 Mar'16	31 Dec'15	31 Mar'15	31 Mar'16	31 Mar'15
1. Income from Operations					
(a) Income from operations	671.3	692.4	629.7	2,569.0	2,318.4
Total income from Operations (net)	671.3	692.4	629.7	2,569.0	2,318.4
2. Expenses					
(a) Programming cost	161.7	214.4	203.3	776.5	757.5
(b) Employee benefits expense	138.4	114.3	101.9	484.0	399.1
(c) Marketing, distribution and promotional expense	129.4	112.9	113.5	505.2	449.8
(d) Depreciation and amortisation expense	15.0	12.7	8.0	50.5	40.0
(e) Other expenses	142.4	146.9	128.4	550.8	459.5
Total Expenses	586.9	601.2	555.1	2,367.0	2,105.9
3. Profit from operations before other income, finance costs and exceptional items (1-2)	84.4	91.2	74.6	202.0	212.5
4. Other Income	10.8	11.9	28.7	43.8	51.3
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	95.2	103.1	103.3	245.8	263.8
6. Finance Costs	10.9	10.8	10.9	47.2	47.8
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	84.3	92.3	92.4	198.6	216.0
8. Exceptional Items- Income /(Expense)	-	-	(6.2)	-	(233.3)
9. Profit / (Loss) from ordinary activities before tax (7+8)	84.3	92.3	86.2	198.6	(17.3)

Business Highlights

■ Network18 Digital

Network18 is one of the largest digital media companies in India attracting over 25 million* unique visitors per month in Q4 FY16.

▪ Digital Content

• Business/Finance: Moneycontrol.com

Moneycontrol continues to be the leader in the finance category across all parameters on the web, with over 4 million* average unique visitors per month and 242 million* average monthly page views.

Post the launch of the new Android and iOS versions of Moneycontrol App the engagement on the app has gone up by 32% and is attracting close to 6 million downloads per month

• News – IBNLive.com, Firstpost.com and News18.com:

IBNLive is among the top 5 most visited English news website in India. It clocked 2.7 mn* average unique visitors per month. As part of the digital first strategy, the website has been revamped and given a fresh look to it. To complement the digital first strategy, the Mobile app has been given a new avatar and introduced innovative features to bring the entire news ecosystem to one common place.

Firstpost, India's first digital-only newsroom gained 6.9 million* average unique visitors per month along with 35 million* average monthly page views on the web. The Firstpost mobile app introduced during the year gained 5.9 million* average unique visitors per month along with 24 million* average monthly page views.

News18.com has been recently rebranded to Pradesh18, which communicates the brand's offering of regional news across length and breadth of the country. Diving further into the regional space, the website has now introduced hyperlocal Pradesh18, with pilot being done for important cities defined. Pradesh18 is now available in English, Hindi, Urdu, Gujarati and Bengali.

The mobile app has been completely revived with plethora of features on it. Most notable among them are, choice of languages, personalisation of news, favourite categories to follow and customization of notifications.

▪ Digital Commerce

- **HomeShop18:** The Customer base of Homeshop18 crossed 17.9 million in this quarter. HomeShop18 has been acclaimed as the 'Trend Setter in Shopping

Channels' at the 7th BCS Ratna Awards in March 2016. Setting yet another benchmark in the world of home shopping, HomeShop18 has associated with the ICC World Twenty20 to be their official TV shopping partner with the launch of licensed ICC World T20 T- shirts.

- **BookMyShow:** BookMyShow continued to attract healthy traffic with over 65 million visits on average per month in Q4 FY16. The average page views grew to 1.8 billion per month in the quarter. The BookMyShow wallet activations crossed 3 Million users in this quarter. Bookmyshow was the sole ticketing partner of the ICC T20 World Cup 2016 and had managed the entire event.

■ Publishing

- **Network18 Publishing:** Under its publishing division, Network18 operates 3 leading brands, 'Overdrive', 'Better Photography' and 'Better Interiors'.

The Overdrive mobile APP on iOS was launched in the month of January, and has received a healthy response till date. During Q4 FY16, Overdrive.com the digital destination of the Overdrive publication had close to 3.3 million* page views and over 900,000* average unique visitors per month.

- **Forbes:** Special editions such as "30 under 30" which celebrated young achievers from different walks of life who have taken the road less travelled and "Investment Special" were successfully promoted across various platforms like TV, print, social media. Two sessions of the CEO Dialogues were held in this quarter which were attended by elite panellists

(* Source: As per independent industry data sources)

■ Television Operations

- CNBC-TV18 and CNBC Awaaz continued to be No.1 business news channels in their genres with 50%¹ and 63%² market share, respectively.
- During Budget Week, CNBC-TV18 was the #1 English Business News channel and garnered a record 72%³ viewership
- CNN-IBN continued to be a dominant player, reaching out to more than 33 million viewer⁴ and was the #1 General English News channel on Budget Day with a 35%⁵ Market Share.
- IBN-Lokmat reached out to 38 million viewers⁶ during the quarter with a 24%⁷ market share.
- Colors was strong #2 in the genre during the quarter (only 0.15% below #1 in market share)⁸. MTV was #1 in Youth genre with a viewership share of 26%⁹

- In the English Entertainment space, Comedy Central was #1 in the English Entertainment genre with 21% market share¹⁰. VH1 was #2 in the genre with 19% market share¹¹
- Nick continued to lead the Kids genre with a viewership share of 22%¹²
- VOOT, Viacom18's exclusive digital video destination, was launched in Mar'16.
- Colors Kannada continued as a strong No.1 player with 35%¹³ market share. Colors Marathi continued to be the No.2 channel in its genre with 33%¹⁴ market share
- History TV18 bought a heady mix of regular programming and exciting new content like 'OMG! Yeh Mera India' which premiered in March'16 bringing in a fresh burst of local content on the channel that was set to engage fans
- ETV Bihar/Jharkhand, and ETV Rajasthan continued to be dominant players in their respective markets, occupying #1 position¹⁵

1) (Source: BARC| India/ India Urban| NCCS A 22+ male| 1st Jan-31st Mar'16, 24hrs)

2) ((Source: BARC|HSM| NCCS AB 22+ male 1st Jan-31st Mar'16, 24hrs)

3) (Source :BARC| 1Mn+| NCCS AB 22+ male|29th Feb'16, 24hrs)

4) (Source: BARC, Cumulative Cov [Mns], NCCS 4+, 01st Jan-31st Mar'16, 24 Hrs, All Days, All India)

5) (Source: BARC, NCCS All 15+, 29th Feb'16, 24 Hrs, All India)

6) Source: BARC, NCCS 4+, 01st Jan-31st Mar'16, All Days, 24 hrs, Mah/Goa).

7) (Source: BARC, NCCS 4+, 01st Jan-31st Mar'16, All Days, 24 hrs, Mah/Goa).

8) (Source: BARC, TG: 4+ , All NCCS, Market: HSM; Time Period: All days, 0200-2559 hrs, Weeks 01, 2016 to 13, 2016

9) (Source: BARC, TG: 15-21 , NCCS ALL, Market: All India; Time Period: All days, 0200-2559 hrs; Weeks 01, 2016 to 13, 2016; Out of Youth focused channels: MTV, Channel V, Bindass, Zing and Zoom)

10) (Source : BARC, TG: 15-40, NCCS AB, Market: 6 Mega Cities; Time Period: All days, 0200-2559 hrs, Weeks 01, 2016 to 13, 2016)

11) (Source: BARC, TG: 15-40, NCCS AB, Market: 6 Mega Cities; Time Period: All days, 0200-2559 hrs, Weeks 01, 2016 to 13, 2016)

12) (Source: BARC: 4-14, All India, NCCS ABC (0700-2200hrs), Weeks 01, 2016 to 13, 2016)

13) (Source : BARC, TG: 4+, All NCCS, Market: Karnataka; Time Period: All days, 0200-2559 hrs, Weeks 01, 2016 to 13, 2016)

14) (Source: BARC, TG: 4+, All NCCS, Market: Maharashtra/ Goa; Time Period: All days, 0200-2559 hrs, Weeks 01, 2016 to 13, 2016)

15) (Source: BARC; NCCS: All, 15+; Market Share of channels in their respective markets)

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. This update covers the company's financial performance for Q4 FY16.

For further information on business and operations, please contact:

Yug Samrat,

Network18 Media & Investments Limited

E-mail: yug.samrat@network18online.com

Further information on the company is available on its website www.network18online.com

Network 18



IndiaCast

