



## Earnings Update for Q3'FY22

Zee Entertainment Enterprises Limited – 2nd February, 2022



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MAU's YoY up 36mn to 101.9mn from Q3'21, with steadily growing engagement;  
9-month Revenue in FY22 grew by 12.5%;  
YoY YTD EBITDA up 5.5%; QoQ up 16.3%



**+24.6%**

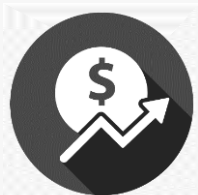
Zee5 9M Revenue YoY growth;  
Q3'21 revenue Rs 1,459 Mn,  
QoQ up 11.8%

**101.9 mn**

ZEE5 global MAUs in Q3'22  
YoY up 36 Mn; QoQ up 8.7 Mn

**201 min**

Avg watch time/month in Q3'22  
YoY up 68 min; QoQ up 15 mins



**17.3%**

All India TV network share

**+12.5%\***

9M Total Revenue YoY growth;  
Q3'22 9M Revenue Rs 21,127 Mn,  
QoQ up 7%

**21.1%**

YTD EBITDA margin with EBITDA of Rs. 12,355mn  
Q3'21 EBITDA of Rs. 4,793mn at margin of 22.7%;  
QoQ margin up 190 bps

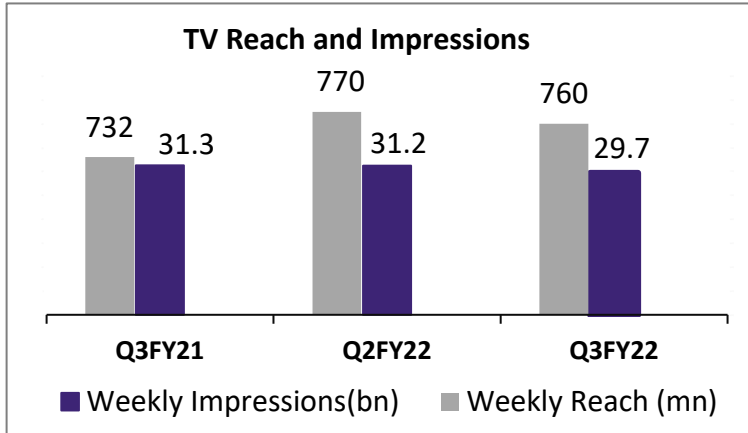


# Business Performance

# Gained market share in Hindi GEC on back of new launches; Strengthen leadership position in Bengali & Kannada

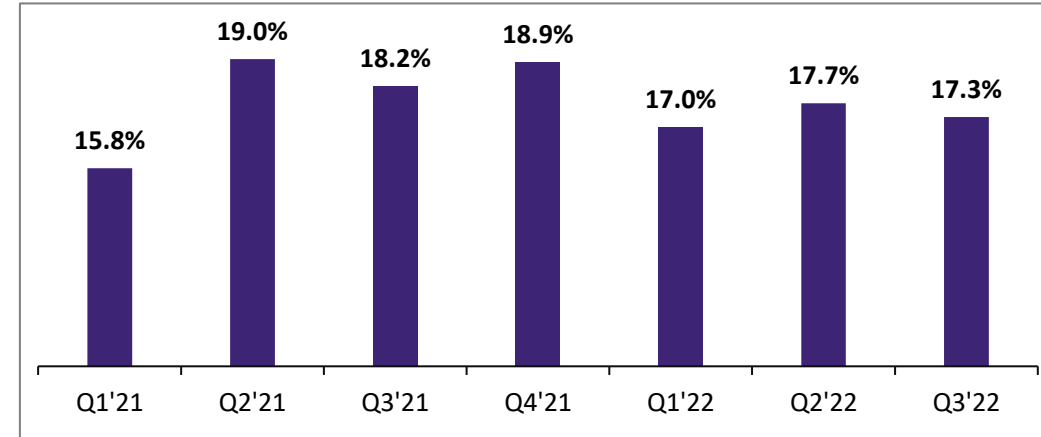


## TV reach and impressions



Total TV viewership down during the quarter due to lower contribution by Movies

## ZEE network share



## Strengthen the leadership



Bengali, Kannada & Telugu continue strong performance

## Bridging the Gap by Winning back Share



Zee TV regain market share; Zee Marathi and Zee Tamil performance was soft during the quarter

## Big bang launches in Q3'22



# ZEE5: Significant growth in MAU on the back of robust content release in Q3. Revenue up 12% sequentially

ZEE

- 101.9mn global MAUs in Dec'21 (YoY up 36 mn), 9.6mn global DAUs (YoY up 4.2 mn)
- 51 shows and movies (incl 11 originals) released during the quarter
- 201 minutes average watch time per viewer per month in Q3
- Q3 Revenues stood at Rs.1,459mn, up 12% sequentially; EBITDA\* at Rs. (1,828mn)
- 9M Revenues stood at Rs.3,882mn, up 24.6%; EBITDA\* at Rs. (5,582mn)

## Q3 impact Releases



\*EBITDA loss excludes costs incurred by the business on ZEEL network  
FY21 revenues is based on erstwhile annual pack pricing

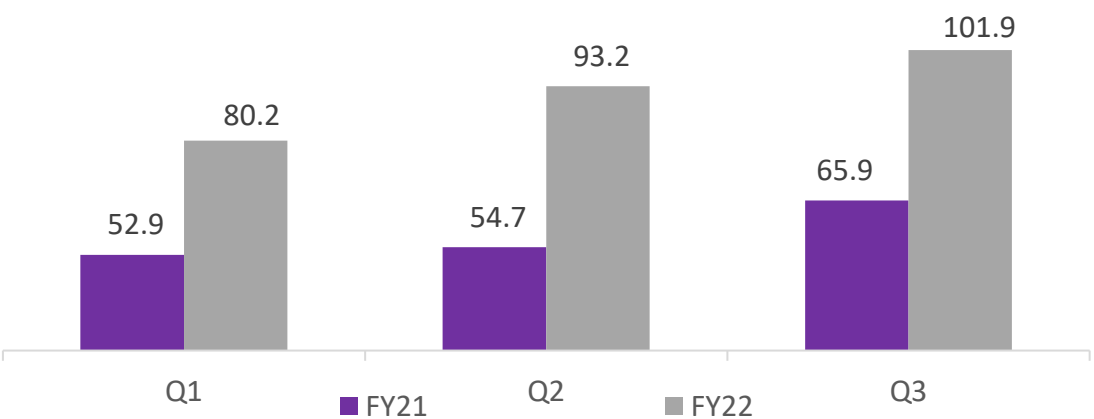
## Q4'FY22 Slate



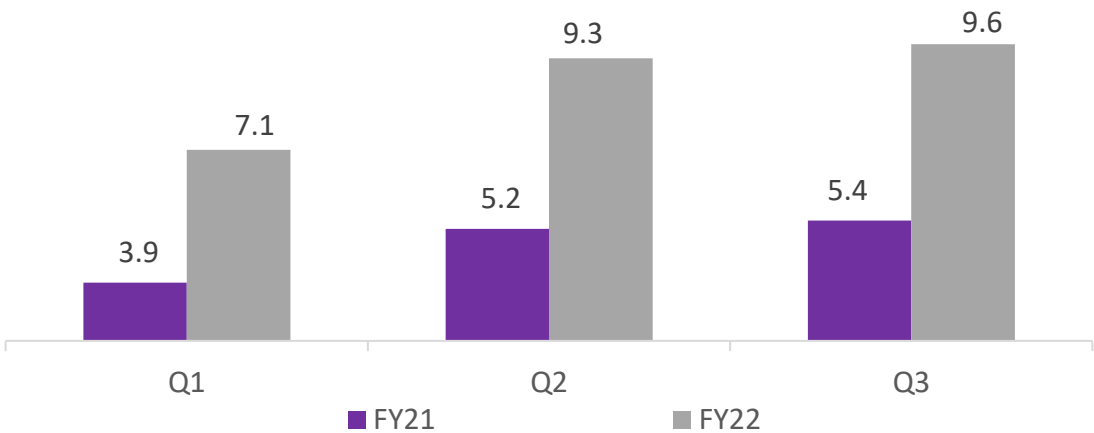
# Strong growth across all the operating and financial metrics, MAU crossed 100



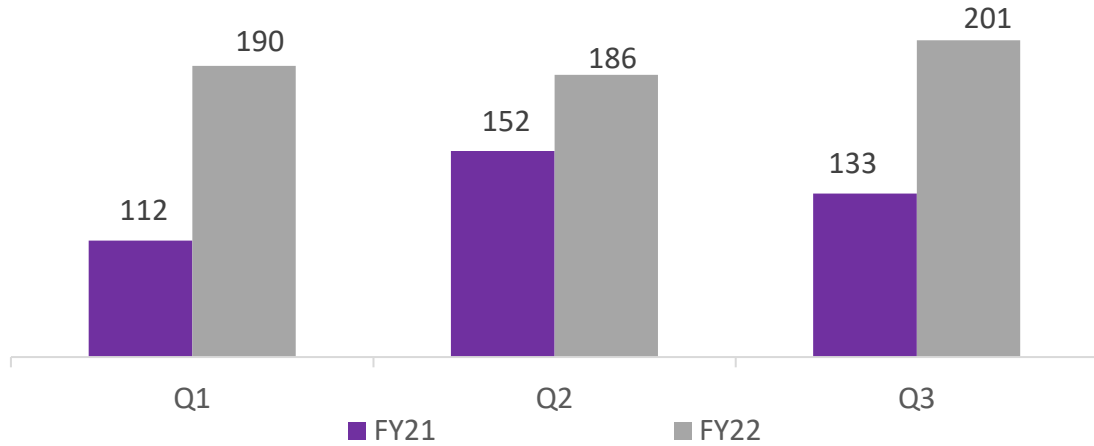
MAU (Mn)



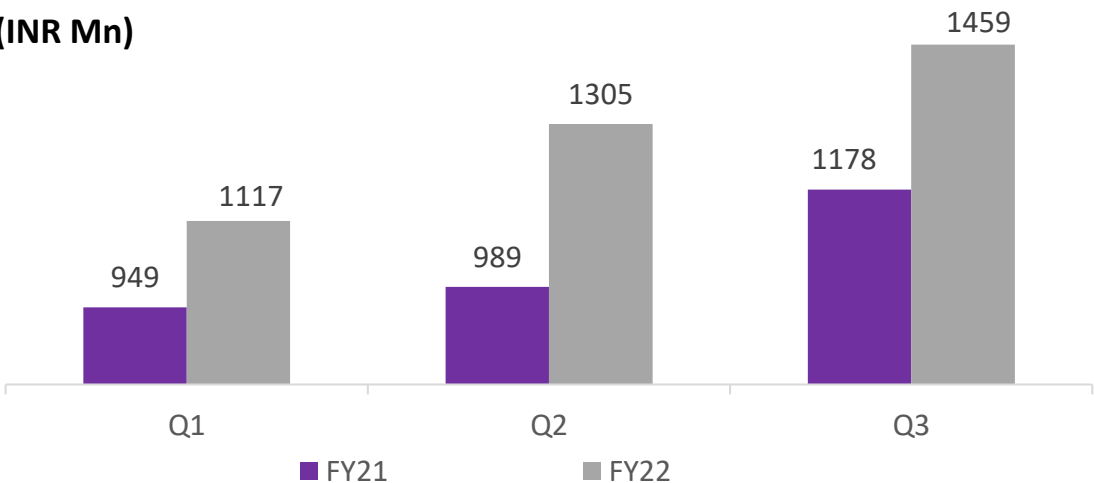
DAU (Mn)



Watch Time (Mins)



Zee5 Total Revenue\* (INR Mn)



# Zee Studios: Resurgence in COVID cases impacted the near-term plan of Movies business

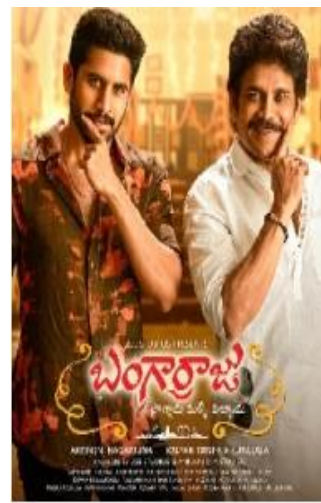
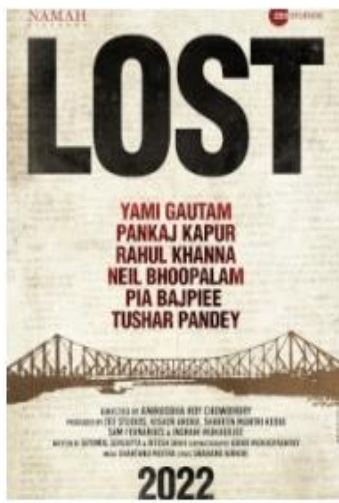
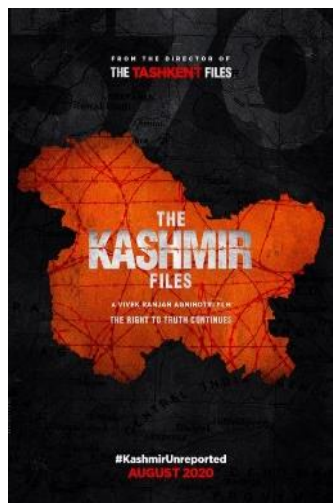
ZEE

## ZEE STUDIOS

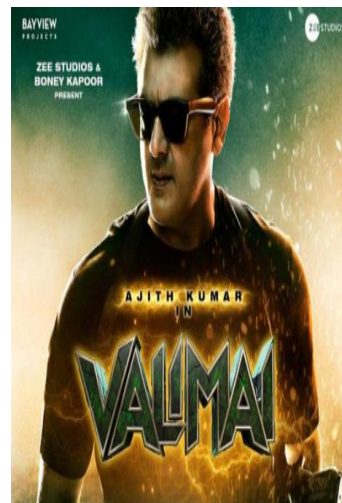
- Strong slate of movies across Hindi, Tamil, Telugu, Marathi and Punjabi languages being planned for release in Q4FY22
- COVID cases and lockdown guidelines will have a bearing on Zee Studios' release plans

## ZEE MUSIC CO.

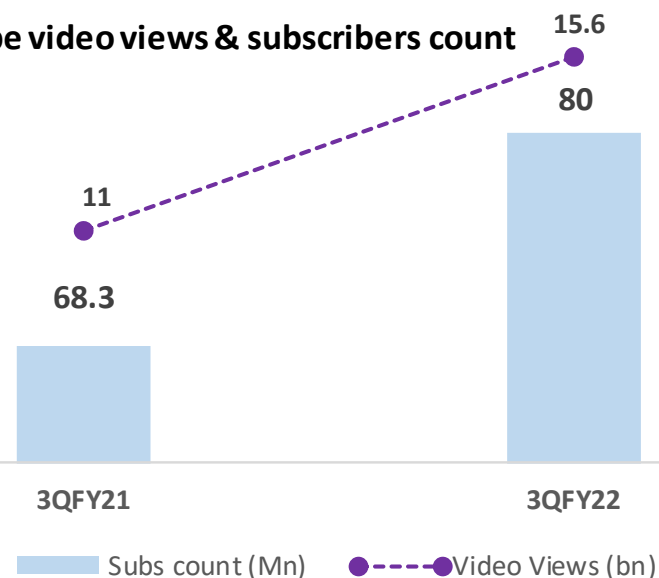
- 42%+ YoY growth in YouTube video views, highlighting strength of ZMC music catalogue and library
- ZMC is the second most subscribed Indian music channel on YouTube with 80mn subscribers; 12 mn new subscribers in last 12 month, 3mn new subscribers in Q3;



Bangar Raju  
(Telugu movie)



## ZMC Youtube video views & subscribers count



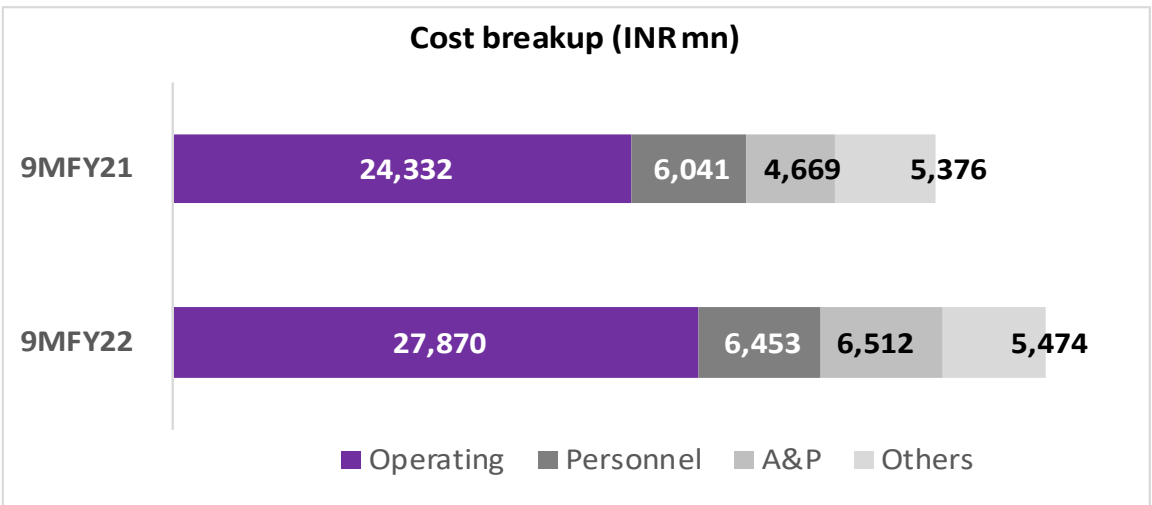
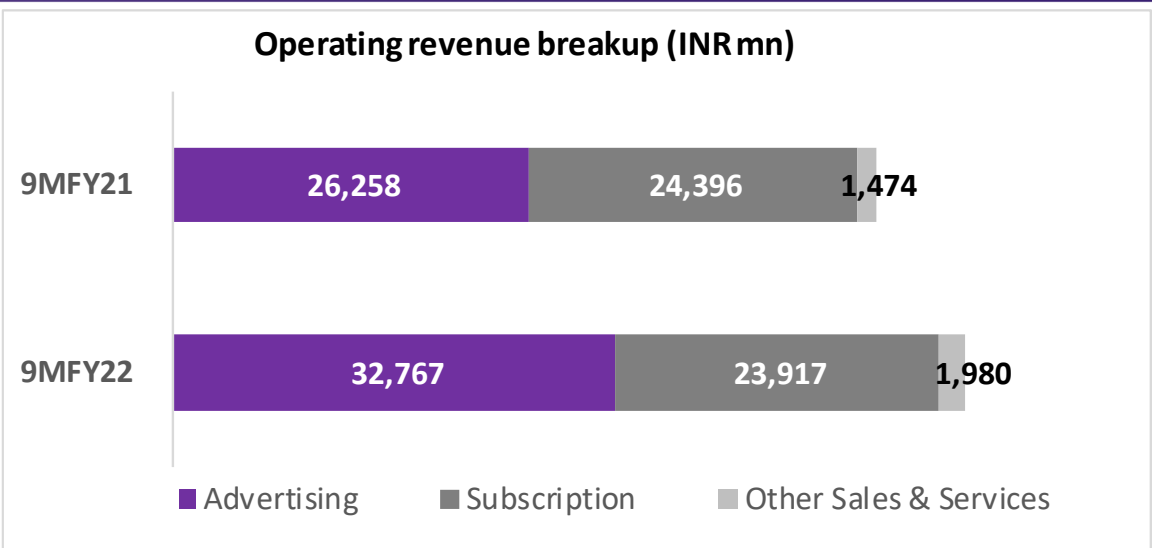


# Financial Performance



Revenue up YoY 12.5% on back of higher Ad sales, YTD Margin at 21.1%  
PAT up 70.8% YoY

(INR Million)	9M FY22	9M FY21*	Growth
Operating revenue	58,664	52,128	12.5%
Expenditure	-46,309	-40,418	14.6%
EBITDA	12,355	11,710	5.5%
EBITDA Margin	21.1%	22.5%	
Other Income	831	918	-9.5%
Depreciation	-1,782	-2,022	-11.9%
Finance cost	-71	-79	-11.1%
Fair value through P&L	-239	-2,170	-89.0%
Exceptional Items	-331	-971	-65.9%
Profit Before Tax (PBT)	10,763	7,386	45.7%
Provision for Tax	-3,024	-2,856	5.9%
Profit After Tax (PAT before MI)	7,738	4,530	70.8%
Minority interest/ Income from associate	88	35	153.6%
Profit after Tax (PAT)	7,826	4,565	71.5%



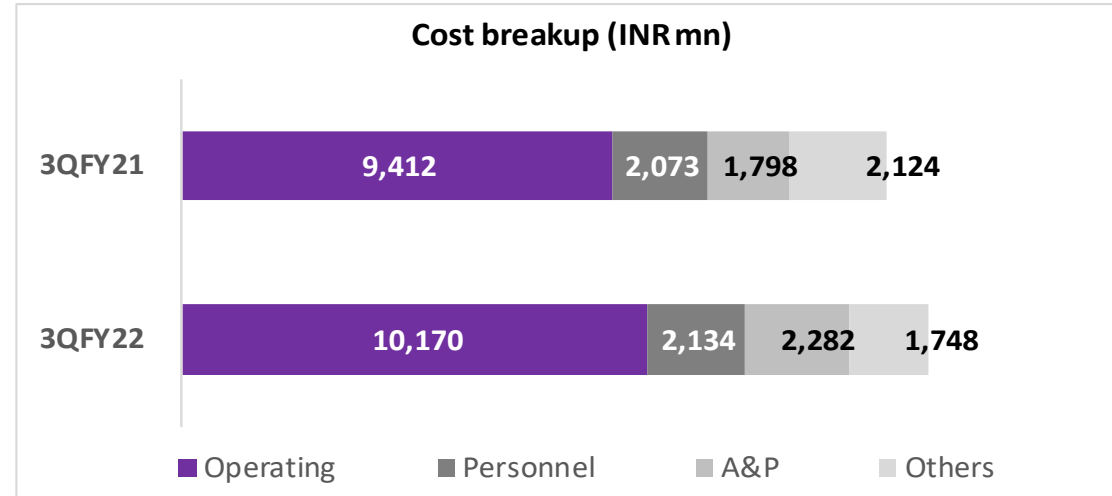
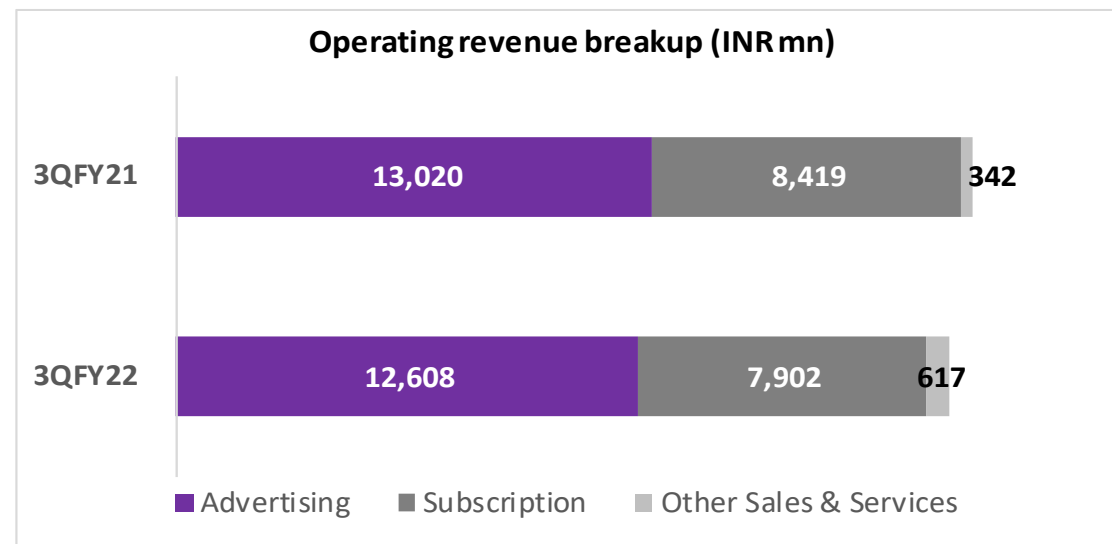
10 \*9M FY21 numbers are normalized for one off syndication deal revenue in other sales & services of Rs. 5512 mn & Operating cost cost of Rs. 4730 mn

# EBITDA margin for the quarter at 22.7%; Continued investment in digital and linear

**ZEE**

(INR Million)	3QFY22	3QFY21*	Growth
Operating revenue	21,126	21,781	-3.0%
Expenditure	-16,333	-15,406	6.0%
<b>EBITDA</b>	<b>4,793</b>	<b>6,375</b>	<b>-24.8%</b>
<b>EBITDA Margin</b>	<b>22.7%</b>	<b>29.3%</b>	
Other Income	178	275	-35.3%
Depreciation	-594	-652	-8.9%
Finance cost	-30	-21	41.0%
Fair value through P&L	-53	-839	-93.7%
<b>Profit Before Tax (PBT)</b>	<b>4,140</b>	<b>5,138</b>	<b>-19.4%</b>
Provision for Tax	-1,151	-1,833	-37.2%
<b>Profit After Tax (PAT before MI)</b>	<b>2,990</b>	<b>3,305</b>	<b>-9.5%</b>
Minority interest/ Income from associate	-3	16	-116.6%
<b>Profit after Tax (PAT)</b>	<b>2,987</b>	<b>3,321</b>	<b>-10.1%</b>

\*Q3 FY21 numbers are normalized for one off syndication deal revenue in other sales & services of Rs. 5512 mn & Operating cost cost of Rs. 4730 mn



YTD domestic Ad sales revenue up YoY 25.1%; QoQ up 16%  
EBITDA for the year grew by 5.5% YoY; QoQ up 16.3%



Advertising revenues	YTD Domestic Ad revenues came at Rs. 31219 Mn, grew by 25.1%; QoQ by 16%
Subscription revenues	YTD Subscription revenues marginally lower due to linear business. Embargo on pricing due to implementation of NTO 2.0 continue to impact revenue growth; international subscription impacted by one large distributor termination
Other Sales & Services revenues	Normalized YTD other sales & services revenue up 34.4%
Operating cost	YTD Normalized programming cost higher YoY due to new launches across all the market and continued investments in ZEE5
A&P and Other expenses	Increase in marketing cost on a YoY basis is on account of new launches and continued investments in ZEE5.
EBITDA	EBITDA for the year grew by 5.5% YoY; QoQ up 16.3% . YTD Margin at 21.1%; Q3'21 at 22.7%
International revenue break-up	Q3'22 Advertising revenue : Rs. 547mn, Subscription revenue : Rs. 818mn, Other Sales & Services : Rs. 136mn

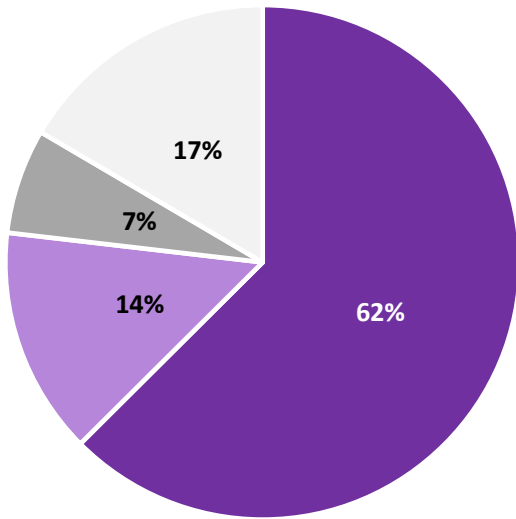
# Condensed Balance Sheet



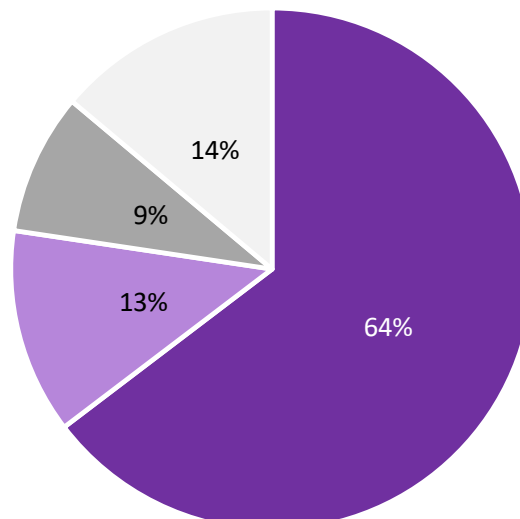
Assets (Rs. Mn)	Dec'21	Mar'21
<b>Non-Current Assets</b>		
Fixed assets	12,116	12,667
Investments	280	316
Other financial assets	615	347
Income tax & Deferred tax assets	7,425	7,380
Others Non-Current Assets	94	227
<b>Current Assets</b>		
Inventories	61,407	54,030
*Cash, Loans and other investments	15,494	18,574
Trade receivables	18,733	19,452
Others financial assets	4,597	3,418
Other current assets	11,770	11,035
Non-current assets - HFS	600	742
<b>Total Assets</b>	<b>133,130</b>	<b>128,187</b>

Liabilities (Rs. Mn)	Dec'21	Mar'21
Equity Capital	106,541	101,074
<b>Non-Current Liabilities</b>		
Other borrowings/Lease Liab.	236	195
Provisions	1,054	1,546
<b>Current Liabilities</b>		
Other borrowings/Lease Liab.	178	204
Trade Payables	14,423	13,982
Redeemable preference shares	4,215	3,832
Other financial liabilities	3,279	3,295
Other current liabilities	2,211	2,811
Provisions	254	163
Income tax liabilities	739	1,085
<b>Total Equity &amp; Liabilities</b>	<b>133,130</b>	<b>128,187</b>

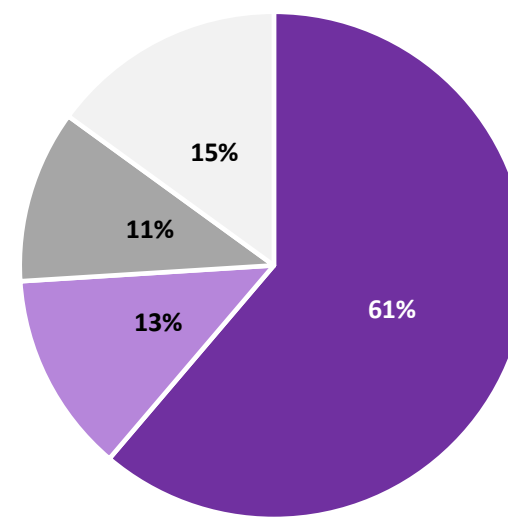
## Break-up of content inventory, advances and deposits



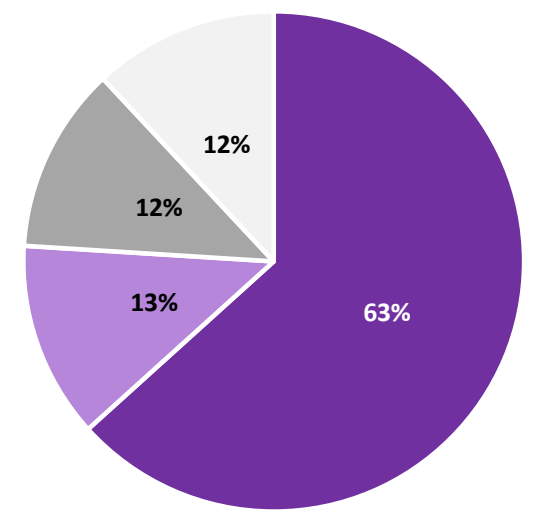
FY20: Rs. 64.1bn



FY21: Rs. 62.7bn



Q2FY22: Rs. 66.2bn



Q3FY22: Rs. 69.7bn

■ Movie Rights ■ Shows ■ Movie production, Music & Others ■ Content Advances & Deposits



THANK YOU