Network 18

October 19, 2021

BSE Limited
P J Towers
Dalal Street
Mumbai – 400 001
SCRIP CODE: 532798

Sub: Investors' Update – Unaudited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2021

Dear Sirs,

In continuation of our letter of today's date on the above subject, we send herewith a copy of the Investors' Update on the aforesaid financial results released by the Company in this regard.

The Investors' Update will also be available on the Company's website, <u>www.nw18.com</u>.

You are requested to take the same on record.

Thanking you,

Yours faithfully, For **Network18 Media & Investments Limited**

Ratnesh Rukhariyar Group Company Secretary

Encl.: As above

Network18 Media & Investments Limited



EARNINGS RELEASE: Q2 FY 2021-22

Mumbai, 19th Oct, 2021 – Network18 Media & Investments Limited today announced its results for the quarter ended 30th Sep 2021.

- Consolidated EBITDA for the quarter grew 53%YoY (~3.3x of Q2FY20), operating margin at 18.2%. Both News and Entertainment businesses further improved profitability.
- Strong revenue growth driven by viewership; Highest ever Q2 revenue (ex-film), grew 29% YoY (and 21% vs Q2FY20)
- Viacom18 is building a strong sports portfolio; acquired rights to FIFA World Cup'22 and 3 major football leagues
- Voot's digital exclusive property, *Bigg Boss OTT,* drives substantial growth in paid subscriber base

Summary Consolidated Financials

	Q2FY22	Q2FY21	YoY	H1FY22	H1FY21	ΥοΥ
Consolidated Operating Revenue (Rs Cr)	1,387	1,061	31%	2,602	1,868	39%
Consolidated Operating EBITDA (Rs Cr)	253	166	53%	441	193	128%
Operating EBITDA margin	18.2%	15.6%		16.9%	10.3%	

Highlights for the quarter

✤ 18.2% operating margin despite a lingering impact of second wave

- Entertainment margin at ~19%; ex-film revenue up 31% YoY (up 20% vs Q2FY20)
- News margin at ~18%; revenue up 18% YoY (15% vs Q2FY20)
- Digital News continues to grow revenue and improve margins; revenue rose 55% YoY and margins at ~17%.
- PAT rose to Rs. ~200 Cr (~3x of Q2FY21), driven by improved revenue performance, controlled opex and lower finance costs.

Financial and Operational performance

- ***** TV entertainment network reaches its highest viewership share
 - With strong performance in Hindi and select regional markets, share of our entertainment portfolio rose 90bps QoQ to 11.8%, highest ever in the last 7 years. This was despite a marginal decline in the Entertainment and overall TV viewership, which has now settled at the pre-COVID levels.

News genre viewership continues to be choppy, driven by topical events. However, our pan-India portfolio helps us to strengthen revenue salience, as reflected in this quarter's numbers.

✤ Domestic ad-revenue comes out of the shadows of COVID in a spectacular fashion

- Entertainment revenues surpassed pre-COVID levels as ad volumes registered a strong growth during the quarter. As the number of cases came down sharply and the pace of vaccination drive accelerated across the country, consumption and advertiser sentiment got a big boost. Having already scaled to FY20 levels in Q1, ad revenue registered a strong growth (vs both FY21, FY20) during the quarter, driven by an action packed programming calendar that strengthened the network's viewership share.
- TV News advertising also witnessed strong growth (both YoY and vs FY20) even as viewership normalised to pre-COVID levels and channel ratings remained suspended by BARC.
- Digital News ad revenue is growing strongly, albeit on a low base. With one of the biggest portfolio of digital news platforms spanning languages and genres, the business is well poised to gain from rising consumption on digital platforms.

Subscription revenue continues to be stable

Domestic subscription revenue for the quarter was flattish YoY while International subscription revenue remains under stress. We have published our NTO 2.0 compliant RIO (Reference Interconnect Offer) in line with directions of the regulator even as legal challenge to its validity continues in the Supreme Court of India. Our endeavour has always been to offer our consumers quality content choices at an affordable price and our new pricing has been formulated based on that principle. We continue to invest in cutting edge content for our subscribers and we will work towards unlocking its value under the new regulation as well.

✤ Sports set to be the next frontier of expansion

- Viacom18 is expanding its presence in sports genre. As a step in this direction, it acquired the rights to the next FIFA World Cup, one of the most watched sporting events in the country.
- It has also acquired rights of three of the five most watched football leagues in the world -La Liga (Spain), Serie A (Italy) and Ligue 1 (France).

- These properties will add to the existing portfolio of ATP Masters (tennis), Abu Dhabi T10 cricket, Road Safety World Series (cricket) and Carabao Cup (football).
- Live sports on broadcast and digital platforms will complement the current entertainment offering and will strengthen the consumer value proposition of the network.

Increasing investments on Voot to drive the next phase of growth; sees a sharp jump in paid subscriber base

- Voot's paid subscriber base (Voot Select) saw a sharp jump during the quarter, powered by the launch of *Bigg Boss OTT*, the first marquee property to go digital exclusive. With 24x7 unedited live stream, access to the latest episodes a day before free users, and viewers voting to nominate contestants out, it delivered a phenomenal reach and engagement among the paid subscriber base. The show garnered 10bn+ minutes of watch time (AVOD+SVOD) over the 6-week period, truly delivering an 'Over the Top' experience.
- Voot is also evolving as a sports destination with streaming of 3 major football leagues and a host of other sports properties.
- Voot was the fastest OTT in India to reach 1 mn B2C subscribers and continues to grow at a healthy clip, driven by increasing investments in content and consumer experience.

Continued control on non-core costs, even as revenue grows, is helping improve profitability

- Initiatives launched in FY20 to optimize non-core costs are yielding positive results on profitability with the seventh straight quarter showing improvement in EBITDA (excluding Q1FY21 which was significantly impacted by COVID).
- Working capital optimization, a tight leash on debt, and softer interest rates have resulted in savings in finance costs, boosting profitability.

Mr. Adil Zainulbhai, Chairman of Network18, said: "This quarter has been quite remarkable, both from a macro as well as Company's point of view. The way the country came out of the grip of second wave of COVID was truly heartening, and equally reassuring was the full-swing return of economic growth. The outlook is looking quite promising from a medium term perspective and this is good news for all our consumer facing businesses. Our digital assets, both news and entertainment, got a lift during the pandemic and we continue to invest to leverage those gains. With expansion into sports genre, we have taken a significant step towards scaling up our entertainment portfolio to the next level. This will help establish us as a truly integrated media company across broadcast, OTT and content studio business spanning general entertainment, news, movies and sports."



Business Summary

- > News bouquet (20 channels) is India's largest and most diversified in scope and reach
 - Despite the continued suspension of BARC ratings, our News portfolio continues to have strong consumer connect and salience amongst advertisers.
 - Advertising revenue for the quarter saw a robust growth driven by both display advertising and alternative monetization streams.
 - Operating margin for the quarter was a healthy 17.7% and EBITDA was up 68% YoY (~8x of FY20). Being a high operating leverage business, the profitability of the business got a fillip as the revenue scaled up.
- Entertainment bouquet (Viacom18's 35 channels, VOOT + AETN18's 2 infotainment channel) is country's #3 network with 11.8% share in the entertainment genre
 - Flagship channel Colors was #2 in primetime amongst Hindi pay-GECs and the network increased its market share in Kannada, Marathi and Hindi movies segments. Voot saw a strong ramp-up in its subscriber base driven by the launch of *Bigg Boss OTT* and other properties. It continues to enjoy strong engagement metrics with ~53 mins of daily time spent/user.
 - The strong growth in business' revenues was a result of overall buoyancy in the economy and strong viewership of the network.
 - Operating margin for the quarter was 18.7% and EBITDA was up 42% YoY (~2x of Q2FY20).
- Network18 digital now reaches ~230mn unique visitors every month, making it one of the highest reach digital news/information portfolio in the country
 - Regional language websites and MoneyControl lead the way in growing reach and engagement of the digital news portfolio. With 50%+ reach amongst the internet users and presence across genres (general news, finance, cricket) and languages, Network18's suite of websites offers an ideal platform for advertisers to connect with their consumers.
 - Digital news segment exhibited strong growth, helped by increasing reach of the portfolio and the continued growth in digital universe and engagement. The increase in revenue has been accompanied by growth in profitability, reaching close to group margins within a year of breaking even. Operating margin for the quarter was 16.8%, up 345% YoY.

Financials for the quarter

OPERATING REVENUES (Rs Cr)	Q2FY22	Q2FY21	YoY	H1FY22	H1FY21	ΥοΥ
A) News (TV18 Standalone) @	301	254	18%	569	484	18%
B) Entertainment (Viacom18+AETN18+Indiacast) *	1,007	759	33%	1,893	1,305	45%
C) TV18 Consolidated	1,308	1,013	29%	2,463	1,789	38 %
includes: Subscription	450	444	1%	916	893	3%
includes: Film production/distribution	27	9	198%	32	14	134%
D) Digital, Print, Others & Intercompany elim.	79	48	63%	139	79	75%
E) Network18 Consolidated	1,387	1,061	31%	2,602	1,868	39%

OPERATING EBITDA (Rs Cr)	Q2FY22	Q2FY21	YoY	H1FY22	H1FY21	ΥοΥ
A) News (TV18 Standalone) @	53	32	68%	93	35	165%
B) Entertainment (Viacom18+AETN18+Indiacast) *	189	133	42%	336	174	<i>9</i> 4%
C) TV18 Consolidated	242	164	47%	430	209	106%
D) Digital, Print, Others & Intercompany elim.	11	1	814%	11	-16	NM
E) Network18 Consolidated	253	166	53%	441	193	128%

@ 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.

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

Financial performance

	Q2FY22	Q2FY21	ΥοΥ	H1FY22	H1FY21	ΥοΥ
Op. Revenue (Rs Cr)	301	254	18%	569	484	18%
Op. Expense (Rs Cr)	247	222	11%	476	449	6%
Op. EBITDA (Rs Cr)	53	32	68%	93	35	165%
Operating EBITDA margin	17.7%	12.5%		16.4%	7.3%	



 Due to a blackout of BARC ratings for the News genre since October-20, there are no channel viewership insights available.

• Entertainment & Infotainment (37 domestic channels, OTT platforms & Studio)

TV18's entertainment offering (Viacom18 and History TV18) is the #3 entertainment bouquet in the country by viewership. Its full-portfolio offering across National, Regional, Niche and Digital diversifies revenue streams and makes it future-ready.

	Q2FY22	Q2FY21	ΥοΥ	H1FY22	H1FY21	ΥοΥ				
Op. Revenue (Rs Cr)	1,007	759	33%	1,893	1,305	45%				
Op. Expense (Rs Cr)	819	626	31%	1,557	1,131	38%				
Op. EBITDA (Rs Cr)	189	133	42%	336	174	94%				
Operating EBITDA margin	18.7%	17.5%		17.8%	13.3%					

Financial performance



- Flagship Hindi GEC Colors ranks #2 in all-day primetime viewership. 11th season of one of the most successful impact properties, *Khatron Ke Khiladi,* was launched in July with 6mn impressions, becoming the biggest non-fiction Hindi show of 2021. The channel also launched 3 fiction shows to bolster its weekday prime-time viewership.
- Colors Rishtey has grown its genre share to 17.3% and ranks #3 in the FTA re-run GEC genre.
- Colors Cineplex has a 6.9% viewership share in the Pay Hindi movie genre. Its FTA variant Rishtey Cineplex garnered 10.3% share in the FTA Hindi movie space. Colors Cineplex Bollywood, which was launched on 1st Apr'21 on DD FreeDish, grew by ~250bps to 5.9% share in the FTA Hindi movie genre.
- Colors Kannada is the #2 channel in the genre, with 22.3% viewership share. Secondary GEC Colors Super adds another 2.9% to our Kannada portfolio share, taking it to ~25%.
- Colors Marathi gained 300bps to reach 16.7% viewership share with the launch of *Bigg* Boss Marathi S3 which witnessed the highest opening ratings.



- Nick continues to reign as #1 in the Kids genre, with a 13.1% share of genre viewership. Sonic with 11.9% share was the #3 channel. Between Nick, Sonic and Nick Jr, our Kids portfolio commanded a 32% market-share, with a leadership in 10 out of 20 category slots.
- Our English entertainment portfolio, with strong brands like VH1, Comedy Central and Colors Infinity, continues to be the overwhelming genre leader with ~95% market share.
- MTV bolstered its content offering with shows like Unacademy Unwind, Supermodel of the Year, and live streaming of La Liga.
- History TV18 ranks #2 in the Factual entertainment genre, with an overall market share of 19.3%.

voot select kids





- Voot, Viacom18's digital video destination continues to chart its success path in an intensely competitive environment.
 - Voot is working towards significantly enhancing its content offering to its consumers. Taking a step in that direction, it released the first season of *Bigg Boss: Over-the-Top*, a spin-off of the famous TV franchise on the platform. With early access to episodes, 24-hour camera feed and voting rights available only for pay users, the show led to a sharp jump in the paid subscriber base of the platform. It also helped increase engagement as more than half of the paid subscribers tuned in on the live channel with average daily time spent of ~70 minutes. The engagement was even higher on connected devices, highlighting the traction of the property amongst the affluent segment. *Bigg Boss OTT* garnered 10bn+ minutes of cumulative watch time and 34mn+ user interactivities across its paid and free user base.
 - Voot Select strengthened its content catalogue with:
 - Sports streaming Football (Spanish La Liga, Italian Serie A, French Ligue1) and Tennis ATP Masters
 - Launch of *Voot Select Film Festival*, a first of its kind curated cinematic experience premiering 15 critically acclaimed movies directly on the platform
 - Acclaimed international shows *The Lost Symbol* (based on Dan Brown's novel) and *First In: The CIA vs Bin Laden* (documentary)
 - Voot continues to have the most loyal audience amongst peers with an average daily time spent per viewer of ~53 minutes on the platform.
- Viacom18 Studios includes Viacom18 Motion pictures (movie production) and Tipping Point Films (digital content production house).
 - The studio has signed a 4 movies deal with Dharma Productions which will see some of the best acting and directing talent come together for these projects. Two Hindi movies, *Laal Singh Chaddha* and *Shabaash Mithu*, are slated for release later this year. *Thuglaq Darbaar*, Viacom18 Studios' Tamil film was released on Netflix and has created a good buzz.

Digital News

Financial performance

	Q2FY22	Q2FY21	ΥοΥ	H1FY22	H1FY21	ΥοΥ
Op. Revenue (Rs Cr)	74	48	55%	130	77	68%
Op. Expense (Rs Cr)	61	45	37%	115	86	33%
Op. EBITDA (Rs Cr)	12	3	345%	15	-9	NM
Operating EBITDA margin	16.8%	<i>5.9%</i>		11.4%	-11.7%	

Network18 Digital News is the #3 player in News/Information category.

moneycontrol moneycontrol PRO

- Moneycontrol has consolidated its position as India's leading business and finance destination in the digital landscape. Its app and website, both continue to remain best-in-class with industry leading monthly active users (MAUs) and page-views, respectively.
- The platform offers best-in-class technology and insight driven data to give actionable inputs to its users which helps them make well-informed decisions. In addition to launching a new informative stock page featuring relevant tools, it also engaged millennial investors through MC-30, a curated basket of investment worthy mutual funds.
- MoneyControl Pro, the subscription based offering, continues to ramp-up its subscriber base. To enhance value offering to its subscribers, it partnered with several educational events focused on core investing strategies.



- News18.com covers 13 languages and is India's third largest digital news platform. Its reach has grown ~50% YoY to 180+ mn unique visitors a month, driven by continued rise in engagement in Indic languages.
- With curated content around topical events like Olympics, IPL, Bigg Boss, etc, the websites engage audience across languages.

Digital Commerce



 The platform continues to reel from the impact of COVID-19. Despite the partial opening of cinemas in some of the states during the quarter, only a couple of mainstream movies were released. The company is optimising costs across the board to mitigate the impact of the revenue loss.

Network 18 - Print

Forbes OVERDRIVE Photography

 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 30th Sep 2021

Par	rticulars		uarter Ende			ar Ended	Year Ended (Audited)	
			(Unaudited	/		idited)		
		30"' Sep '21	30"'Jun 21	30"' Sep '20	30 ⁴⁴ Sep'21	30 th Sep '20	31 st Mar'21	
1 Inc								
	ue of Sales and Services	1,610	1,409	1,234	3,020	2,168	5,459	
	ods and Services Tax included in above	223	195	173	418	300	754	
	venue from Operations	1,387	1,214	1,061	2,602	1,868	4,705	
	ner Income	5	16	12	22	21	44	
	tal Income	1,392	1,230	1,073	2,624	1,889	4,749	
	penses							
	st of Materials Consumed	0	0	1	0	1	1	
- 1	erational Costs	544	472	394	1,017	691	1,783	
	rketing, Distribution and Promotional Expense	247	238	217	485	389	830	
	ployee Benefits Expense	271	251	198	522	420	954	
	ance Costs	23	24	44	48	97	157	
	preciation and Amortisation Expense	31	31	38	61	77	147	
	ner Expenses	73	64	85	137	173	341	
	tal Expenses	1,189	1,080	977	2,270	1,848	4,213	
	ofit/ (Loss) Before Share of Profit/ (Loss) of	203	150	96	354	41	536	
4 Sha	are of Profit / (Loss) of Associates and Joint	(1)	(6)	(7)	(7)	(10)	(24	
5 Pro	ofit/ (Loss) Before Tax (3 + 4)	202	144	89	347	31	512	
6 Ta x	x Expense							
Cu	rrent Tax	(7)	15	21	8	24	(72	
Def	ferred Tax	10	7	-	18	-	37	
Tot	tal Tax Expense	3	22	21	26	24	(35	
7 Pro	ofit/ (Loss) for the Period/ Year (5 - 6)	199	122	68	321	7	547	
	her Comprehensive Income							
	Items that will not be reclassified to Profit or Loss	(9)	5	(2)	(3)	0	(3	
	Income Tax relating to items that will not be reclassified to Profit or Loss	1	(1)	0	0	-	4	
	Items that will be reclassified to Profit or Loss	0	1	-	0	1	C	
	tal Other Comprehensive Income for the riod/ Year	(8)	5	(2)	(3)	1	1	
9 Tot Yea	tal Comprehensive Income for the Period/ ar	191	127	66	318	8	548	
Pro	ofit/ (Loss) for the Period/ Year attributable to:							
	Owners of the Company	39	10	(9)	49	(72)	33	
· /	Non-Controlling Interest	160	112	77	272	79	514	
	her Comprehensive Income for the Period/							
Yea	ar attributable to:							
	Owners of the Company	(5)	2	(1)	(3)	(2)	(2	
	Non-Controlling Interest	(3)	3	(1)	0	3	3	
	tal Comprehensive Income for the Period/ ar attributable to:							
		34	12	(10)	46	(74)	31	
	Non-Controlling Interest	157	115	76	272	82	517	

TV18 Broadcast Limited

Reported Consolidated Financial Performance for the Quarter ended 30th Sep 2021

	Particulars		uarter Ende (Unaudited)			ar Ended Idited)	(₹ in crore) Year Ended (Audited)	
		30 th Sep'21	30 th Jun'21	30 th Sep'20	30 th Sep'21	30 th Sep'20	31 st Mar'21	
1	Income				•			
	Value of Sales and Services	1,521	1,343	1,181	2,864	2,080	5,227	
	Goods and Services Tax included in above	213	188	168	401	291	729	
	Revenue from Operations	1,308	1,155	1,013	2,463	1,789	4,498	
	Other Income	13	21	18	33	30	62	
	Total Income	1,321	1,176	1,031	2,496	1,819	4,560	
2	Expenses							
	Operational Costs	529	461	387	990	676	1,751	
	Marketing, Distribution and Promotional Expense	238	230	211	468	378	796	
	Employee Benefits Expense	233	219	171	452	365	836	
	Finance Costs	9	10	26	19	57	88	
	Depreciation and Amortisation Expense	29	29	36	58	73	139	
	Other Expenses	66	58	79	123	161	307	
	Total Expenses	1,104	1,007	910	2,110	1,710	3,917	
3	Profit/ (Loss) Before Share of Profit of Associate and Joint Venture and Tax (1 - 2)	217	169	121	386	109	643	
4	Share of Profit of Associate and Joint Venture	14	13	14	27	29	60	
5	Profit/ (Loss) Before Tax (3 + 4)	231	182	135	413	138	703	
6	Tax Expense							
	Current Tax	(11)	13	20	2	21	(79)	
	Deferred Tax	11	7	-	17	-	36	
	Total Tax Expense	0	20	20	19	21	(43)	
7	Profit/ (Loss) for the Period/ Year (5 - 6)	231	162	115	394	117	746	
8	Other Comprehensive Income							
	(i) Items that will not be reclassified to Profit or Loss	(4)	6	(2)	1	4	0	
	(ii) Income Tax relating to items that will not be reclassified to Profit or Loss		(1)	-	0	-	4	
	(iii) Items that will be reclassified to Profit or Loss	0	0	0	0	0	0	
	Total Other Comprehensive Income for the	(4)	5	(2)	1	4	4	
9	Year	227	167	113	395	121	750	
	Profit/ (Loss) for the Period/ Year attributable to:							
	(a) Owners of the Company	140	99	75	241	76	456	
	(b) Non-Controlling Interest	91	63	40	153	41	290	
	Other Comprehensive Income for the Period/ Year attributable to:							
	(a) Owners of the Company	(3)	4	(1)	1	3	2	
	(b) Non-Controlling Interest	(1)	1	(1)	0	1	2	
	Total Comprehensive Income for the Period/ Year attributable to:							
	(a) Owners of the Company	137	103	74	242	79	458	
	(b) Non-Controlling Interest	90	64	39	153	42	292	

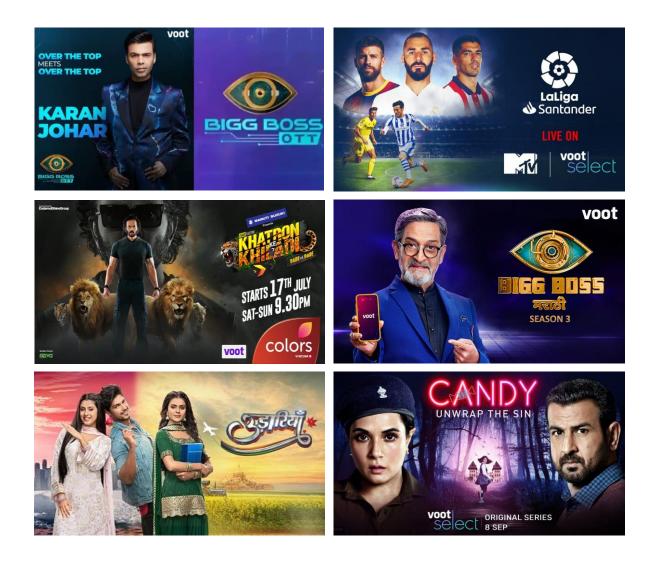


INVESTOR COMMUNICATION:

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 Q2 FY22.

For further information on business and operations, please contact: **Saurabh Garg** Network18 Media & Investments Limited E-mail: saurabh.garg@nw18.com

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





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