INVESTOR UPDATE

ENTERTAINMENT NETWORK (INDIA) LTD.

PERFORMANCE REVIEW: Q3 FY16

February 8, 2016

Presentation Path

- Financial Review
- Business Review
- Strategic Direction
- Investors Contact

Financial Review

Condensed Statement Of Operations
Standalone

(Rs. Million)	Q3FY16	%age of Total Income	Q3FY15	%age of Total Income	Growth (%)
Income from Operations	1,412.8	98.4%	1,166.6	99.9%	21.1%
Other Operating Income	22.9	1.6%	1.2	0.1%	1754.9%
Total Income	**1,435.7**	**100.0%**	**1,167.9**	**100.0%**	**22.9%**
Operating Expenditure	938.3	65.4%	722.0	61.8%	30.0%
EBITDA	**497.4**	**34.6%**	**445.9**	**38.2%**	**11.6%**
Depreciation	25.1	1.8%	27.6	2.4%	(9.0%)
Amortisation	63.9	4.4%	55.6	4.8%	14.8%
EBIT	**408.4**	**28.4%**	**362.6**	**31.1%**	**12.6%**
Other Income	29.9	2.1%	83.2	7.1%	(64.1%)
Profit Before Tax (PBT)	**438.3**	**30.5%**	**445.9**	**38.2%**	**(1.7%)**
Taxation	168.4	11.7%	117.3	10.0%	43.6%
Profit After Tax (PAT)	**270.0**	**18.8%**	**328.6**	**28.1%**	**(17.8%)**

Financial Performance Q3FY16
(All comparisons with corresponding period of previous year)

- Retained market leadership with over 30% market share
- Pricing led growth for Radio
- Underlying EBITDA growth at 17.4% and PAT declined by 5.7%. Operating PAT (without treasury and one time items) grew by 18.7%
- Employee Benefit expense includes one time impact of retrospective change in Payment of Bonus Act
- Other expenses include Phase 3 related expenses
- Tax charge of Rs.168.4 million includes deferred tax charge of Rs.30.2 million and MAT credit entitlement of Rs.47 million
- Cash & Cash Equivalent as on December 31, 2015 : Rs.1,956.4 million
  – Cash generated from operations : Rs.141.1 million
- Debt as on December 31,2015 : Rs.2,898.1 million

Condensed Statement Of Operations
Standalone

(Rs. Million)	YTD Dec 15	%age of Total Income	YTD Dec 14	%age of Total Income	Growth (%)
Income from Operations	3,552.6	98.3%	3,124.9	99.5%	13.7%
Other Operating Income	61.4	1.7%	15.5	0.5%	NM
Total Income	**3,614.0**	**100.0%**	**3,140.4**	**100.0%**	**15.1%**
Operating Expenditure	2,405.7	66.6%	2,032.7	64.7%	18.3%
EBITDA	**1,208.3**	**33.4%**	**1,107.7**	**35.3%**	**9.1%**
Depreciation	77.0	2.1%	80.7	2.6%	(4.5%)
Amortisation	196.8	5.4%	166.1	5.3%	18.5%
EBIT	**934.6**	**25.9%**	**860.9**	**27.4%**	**8.6%**
Other Income	244.1	6.8%	236.7	7.5%	3.1%
Profit Before Tax (PBT)	**1,178.7**	**32.6%**	**1,097.6**	**35.0%**	**7.4%**
Taxation	380.2	10.5%	293.1	9.3%	29.7%
Profit After Tax (PAT)	**798.5**	**22.1%**	**804.5**	**25.6%**	**(0.7%)**

Condensed Statement Of Operations
Consolidated

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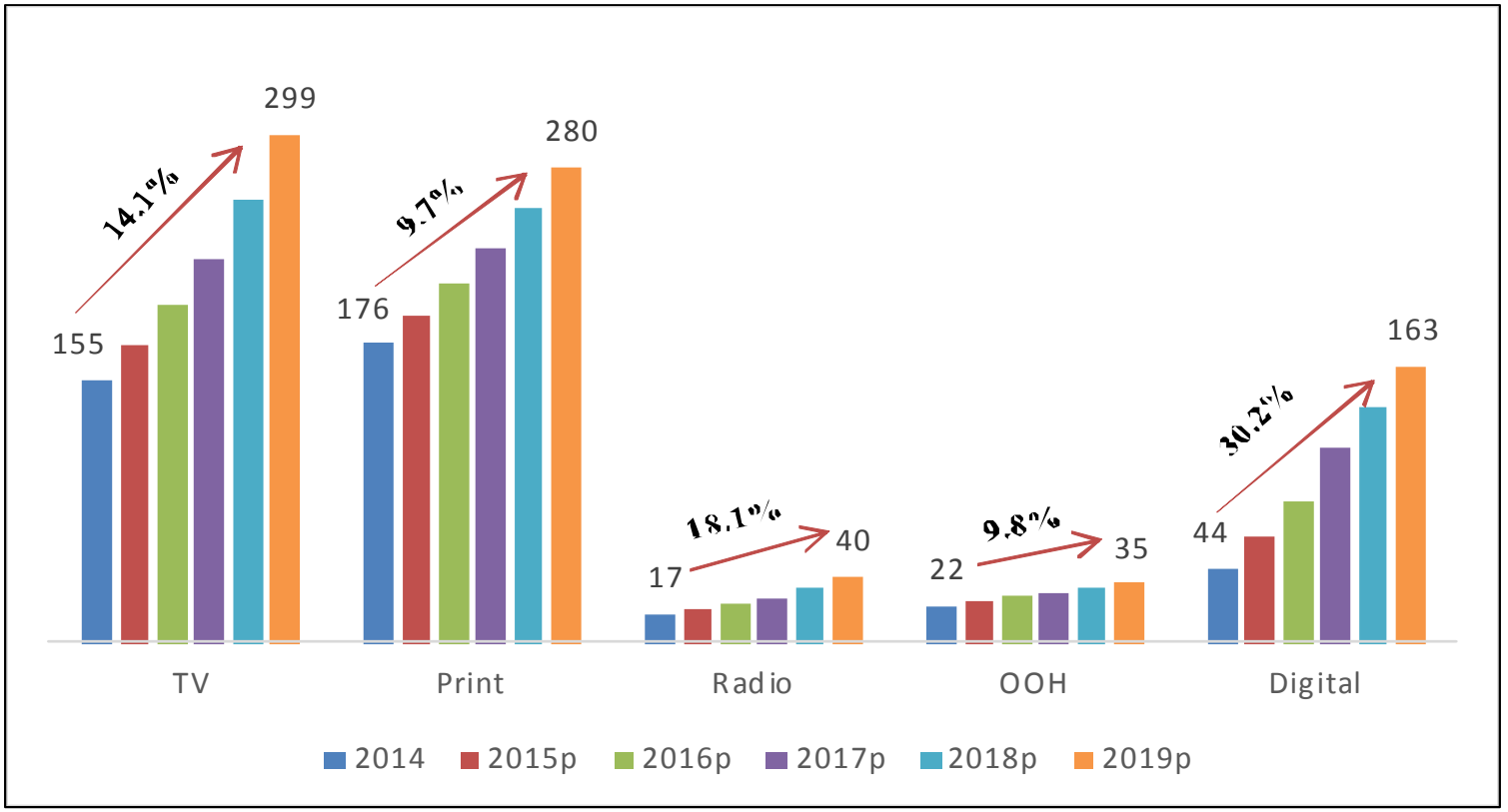
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Business Review

Radio expected to outperform other traditional ad media

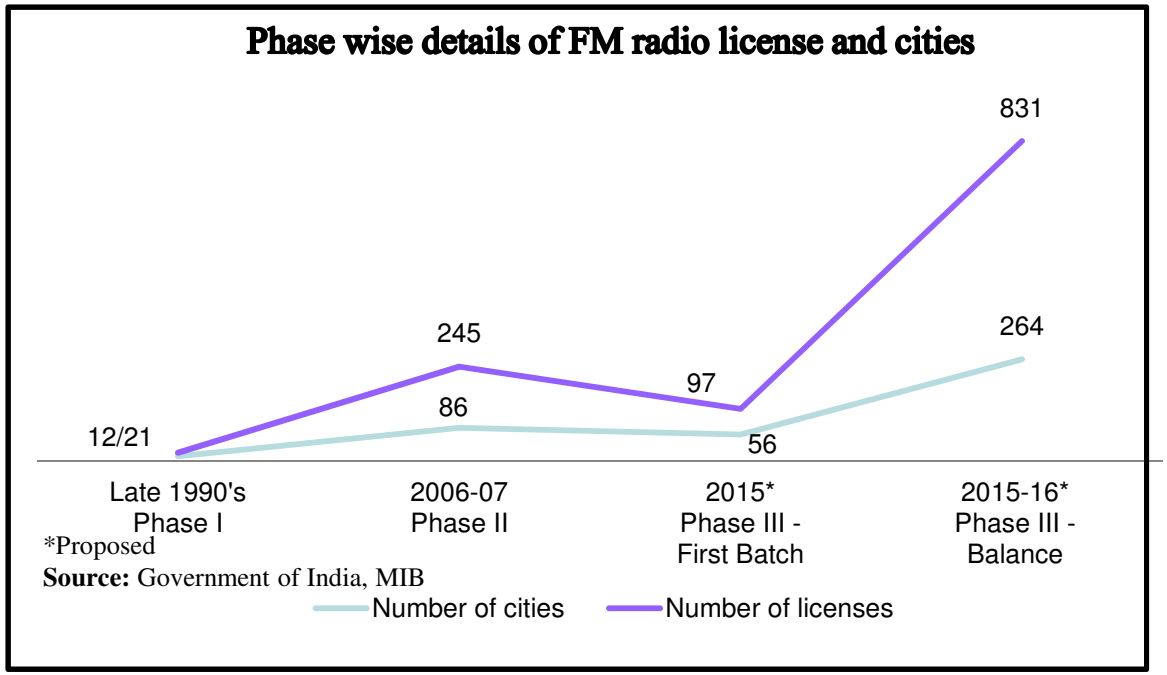
INR billion



Source: FICCI-KPMG: Indian Media and Entertainment Industry Report 2015

..on back of Phase 3 expansion and other regulatory changes

Evolution of private FM in India



97 new frequencies auctioned in Phase 3-First Batch will help radio to improve its reach and revenues…

Key Operating Highlights

- With Phase 3 roll out, brand Mirchi will expand to 43 cities

- Strong growth in solutions led activity business

- Launched new TV Campaign to build brand Mirchi Salience; received very positive acclaim on social media

- Radio Mirchi with Delhi International Airport (P) Limited (DIAL) has recently launched 'Mirchi T3' radio at Terminal 3 of Delhi Airport
  - With Mirchi T3, Radio Mirchi looks to cater to the niche group of premium listeners who frequent India's premier airport.

Strategic Direction

Strategic Direction

- Expand our footprint in radio broadcasting
  - Margin growth in existing stations
  - Grow radio listenership
  - Horizontal Expansion – 17 Additional licenses in new cities under Phase III

- Position the Company to benefit from the potential presented by the regulatory reforms

- Maintain market leadership in FM radio industry
  - Developing new business streams

- Exploit the new revenue opportunities on digital & other platforms

- Take the Mirchi brand to global markets

Investor Contact

Entertainment Network is committed to improving its performance every fiscal and continuously enhance shareholder value through successful implementation of its growth plans. The Company's investor relations mission is to maintain an ongoing awareness of its performance among shareholders and financial community. This update covers the company's financial performance for Q3FY16

We thank you for your support and welcome your feedback and comments regarding this update and other investor issues

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Disclaimer

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in our business segments, change in governmental policies, political instability, legal restrictions on raising capital, and unauthorized use of our intellectual property and general economic conditions affecting our industry. ENIL may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

THANK YOU