



...let's play!™

**Date: 11.11.2025**

To,  
The Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex, Bandra (East),  
Mumbai - 400051  
STOCK CODE: RADIOWALLA

Sub.: Submission of Investor Presentation for H1 FY26

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the **Investor Presentation of Radiowalla Network Limited** for the **Half Year ended September 30, 2025 (H1 FY26)**.

The said presentation is also being uploaded on the Company's website at [www.radiowalla.in](http://www.radiowalla.in), in accordance with the aforesaid regulation.

This submission is in continuation to our earlier intimation dated **November 6, 2025**, regarding the Earnings Conference Call scheduled on **November 12, 2025**, to discuss the financial performance for H1 FY26.

Kindly take the same on record.

Thanking You,

Yours Faithfully,  
**For Radiowalla Network Limited**

**For and on behalf of**  
**Radiowalla Network Limited**

**Kiran Gurnani**  
**Compliance Officer and Compliance officer**  
**M.No A63039**

**Radiowalla Network Limited**

(Formerly known as Radiowalla Network Pvt. Ltd.)

Registered Address: 16/A, Maratha Bhavan, Basement Floor Miller Tank Bund Road, Vasanthnagar, Bangalore - 560052

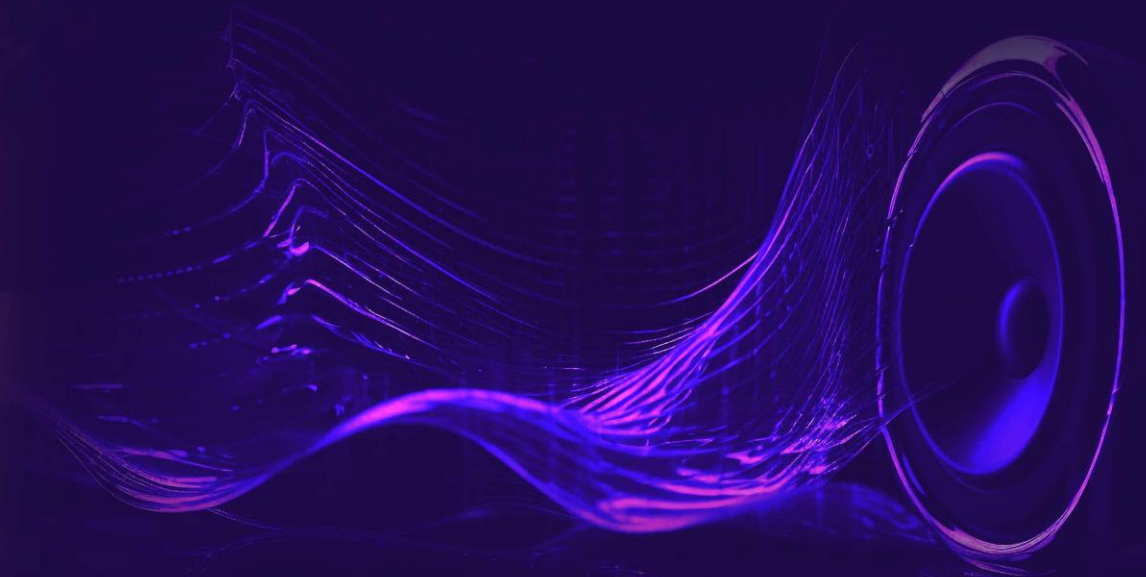
Old Registered Address: 603, Sudhama Niwas, 16th Road, Khar West, Mumbai - 400052

CIN: L93090KA2010PLC183658 Website: [www.radiowalla.in](http://www.radiowalla.in) Email id: [sales@radiowalla.in](mailto:sales@radiowalla.in) Tel: +91-80-44999999



# RADIOWALLA

Shaping the Future of Audio & Visual Experiences



Investor Presentation



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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income, or cash flows, the Company's market preferences, and its exposure to market risks, as well as other risks.

The Company's actual results, levels of activity, performance, or achievements could differ materially and adversely from the results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company, and the Company is not responsible for such third-party statements and projections.



# H1 FY26 FINANCIAL OVERVIEW



## CONSOLIDATED

₹ 1,006.50 Lakhs  
Revenue from  
operations

₹ 70.05 Lakhs  
EBITDA

₹ 36.56 Lakhs  
Net Profit

₹ 0.52  
EPS

## STANDALONE

₹ 1,006.50 Lakhs  
Revenue from  
operations

₹ 70.38 Lakhs  
EBITDA

₹ 38.59 Lakhs  
Net Profit

₹ 0.55  
EPS

# H1 FY26 Profit & Loss Statement

In ₹ Lakhs

Particulars	Consolidated		Standalone	
	H1 FY26	H1 FY25	H1 FY26	H1 FY25
Revenues from Operations	1,006.50	967.87	1,006.50	967.87
Other Income	32.71	27.03	34.07	27.03
<b>Total Income</b>	<b>1,039.22</b>	<b>994.90</b>	<b>1,040.57</b>	<b>994.90</b>
Cost of Goods & Services	472.97	490.24	472.97	490.14
Employee Benefit Expenses	363.44	316.95	363.44	316.53
Finance Costs	7.98	11.99	7.98	9.57
Depreciation & Amortisation Expenses	41.53	29.73	41.19	29.48
Other Expenses	95.62	86.86	95.30	86.29
Total Expenditure	981.55	935.77	980.88	931.99
Profit Before Extraordinary Items & Tax	57.67	59.13	59.70	62.90
Exceptional & Extraordinary items	0.00	(5.64)	0.00	(5.64)
<b>PBT</b>	<b>57.67</b>	<b>53.49</b>	<b>59.70</b>	<b>57.27</b>
Tax	17.80	18.04	17.80	18.04
<b>PAT</b>	<b>39.87</b>	<b>35.45</b>	<b>41.89</b>	<b>39.22</b>
Other Comprehensive Income	(3.31)	0.00	(3.31)	0.00
<b>Net Income</b>	<b>36.56</b>	<b>35.45</b>	<b>38.59</b>	<b>39.22</b>



“



**Mr. Harvinderjit Singh Bhatia**

Promoter, CEO, CFO &  
Executive Director

Despite a challenging market environment arising from local and international factors impacting the retail sector, total income for the first half of FY26 stood at Rs. 10.39 crores, reflecting consistent performance amid industry headwinds.

Advertising revenue has shown an impressive growth of 20% year-on-year showing consistent uptick in advertising.

This came in even as some advertisers pushed campaigns to the second half of the year due to GST changes. Our PAT also improved both year-on-year and sequentially, supported by operational efficiencies and disciplined cost management.

Excluding the notional ESOP cost, our PAT grew by over 50% year-on-year, reflecting the underlying strength of our core business.

While the change in GST norms just before the festive season led to a temporary deferral of campaigns, particularly in the FMCG and white goods categories, advertising activity has since stabilized, and momentum is expected to continue into the second half.

# COMPANY OVERVIEW



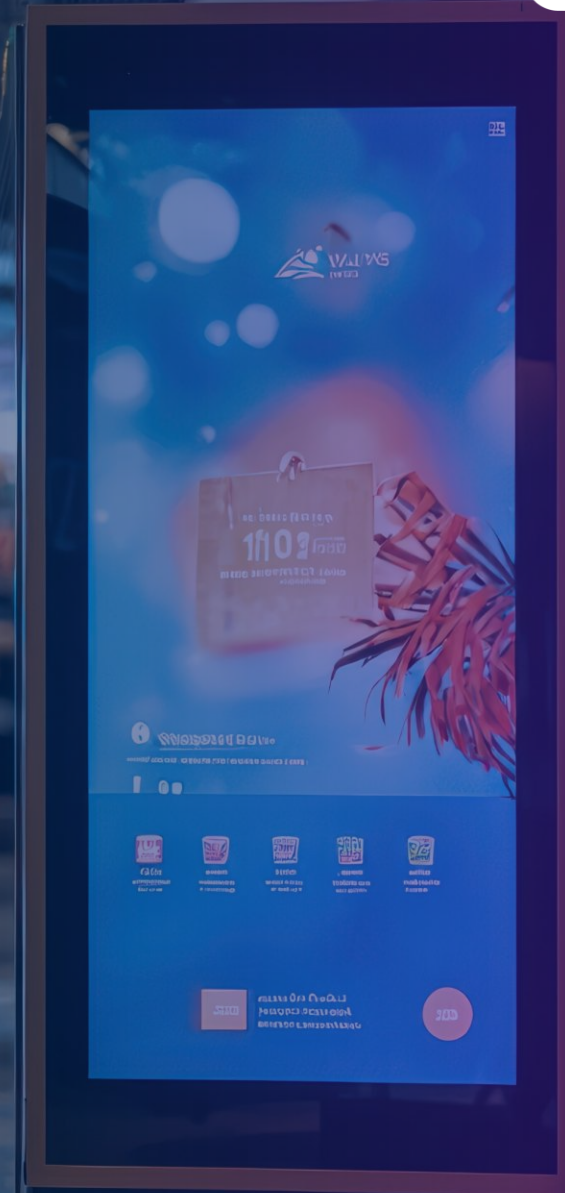


# Powering Brand Engagement Through Audio & Digital Media

Radiowalla Network Limited is a Bangalore based B2B media tech company offering customer engagement solutions through in store radio, corporate radio, digital signage, audio advertising, and Digital Out of Home (DOOH) services. Its platforms help brands enhance customer experience and internal communication using curated content, AI driven music, and visual media.

Founded in 2010, the company has built a strong presence across retail, corporate, and institutional spaces. It delivers personalized audio environments and targeted advertising through programmatic audio and digital display formats.

By combining technology, creativity, and automation, Radiowalla offers scalable engagement solutions for brands across India and selected international markets.





# Vision & Mission Statement



## VISION

Enriching customer experience through technologically advanced solutions in audio, digital signage and advertising, the company strives to become the partner of choice for brands to connect with customers.

## MISSION

Empowering businesses with tailored Audio, Digital Signage and advertising solutions that elevate brand experiences and captivate customers through curated offerings.





# A Presence That Powers Engagement



**30,000+**

Stores  
Connected



**1 Billion +**

Footfalls Across the  
Network



**22,000+**

Unique Playlists  
Delivered Daily



**1,00,000+**

Tracks Music Library



**800+**

Screens Under  
CMS



**15**

Digital  
Hoardings



**650+**

Brands Serviced



**1,400+**

Cities/Towns  
Serviced In India



Presence in **12** countries  
across **4** continents

## Entry In Africa For In-store Audio



# Boardroom of Visionaries



**Mr. Harvinderjit Singh Bhatia**

Promoter, CEO, CFO &  
Executive Director

**33+** Years of Experience



**Mr. Anil Srivatsa**

Promoter & Executive Director

**33+** Years of Experience



**Ms. Gurneet Kaur Bhatia**

Promoter & Non-Executive Director

**20+** Years of Experience

## Key Managerial Personnel



**Mr. Neeraj Jain**

Independent Director  
**30+** Years of Experience



**Mr. Sunil Lulla**

Independent Director  
**38+** Years of Experience



**Mr. Harpreet Singh**

Dy. CEO and COO

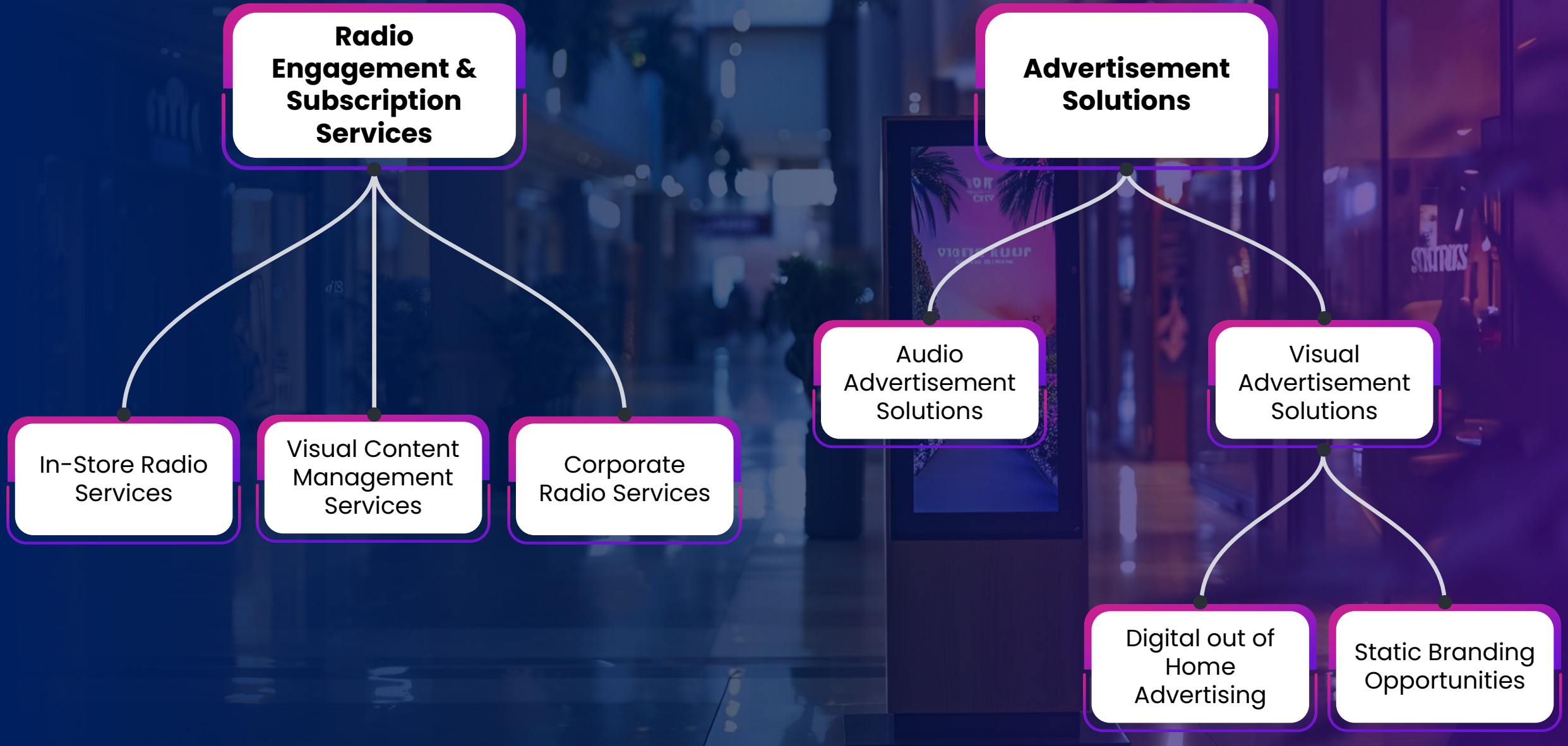


**Mr. Deepak Shetty**

Chief Revenue Officer



# BUSINESS OVERVIEW





# In-Store Radio Services

- Centralized audio platform for multi location retail and service businesses
- AI-powered playlists tailored to store ambiance
- Content available in 15+ languages
- Full copyright and licensing support
- Built on proprietary, cross-platform tech
- Deployed across top brands in India and global markets

## Performance Highlights

- 74 New brands added in last 6 months.
- 2,000+ New Stores added to the Network
- Expanded presence to Botswana, Namibia and Zambia.



# Digital Signages Services

- Offers dynamic, targeted ads through digital standees, LED displays, video walls, kiosks, and commercial-grade monitors.
- End-to-end solution from planning and setup to daily content management.
- Delivered on a subscription model tailored for retail and corporate clients.
- Supports client engagement via video/image-based messaging at high-footfall locations.
- Systems are installed and managed at client locations based on demand.

## Digital Signage Highlights

- Focus on high margin content management
- Managing content on 800+ screens across 50+ cities
- 19 clients and 500+ screens added in FY 24–25
- Key clients include a jewellery chain, apparel chain, MNC insurance firm, grocery chain in Congo, and an e-commerce company
- Strong pipeline of 1000+ additional screens





# Audio Advertisement Solutions: In-Store Audio Ads

## Monetizing In-Store Radio Inventory

- Enables brands to engage captive in-store audiences via point-of-sale audio ads.
- Present across major grocery chains including Reliance, More, Spencers, and Spar.
- Supports nationwide retail network in key metro cities and expanding internationally.
- Drives brand visibility, customer engagement, and store-level monetization.
- Uses programmatic audio advertising for:
  - Precise audience targeting
  - Real-time analytics on reach, demographics
  - Third-party validated Proof of Play
  - Live monitoring of ad spends



## Performance Highlights

- 20% YoY growth in audio advertisement revenue
- Pan India presence across 5,000+ retail stores
- Expanding footprint beyond India into international markets
- FMCG brands onboarded: Goldiee Spices, Kwality Walls, Cadbury, ITC Aashirvaad Atta, Swasti Ghee, D'lecta Cheese, Sumeru Foods
- Non-FMCG brands expanding presence: Dr. Agarwal's, Amazon Pay, AECC, Alchemy School, JioHotstar, National Book Trust



# Digital Out-of-Home (DOOH) Advertising

- Operating 15 large digital hoardings (12 in Gujarat, 3 in Uttar Pradesh)
- Revenue growth in line with planned projections
- Recent client additions include MTDC, LIC, KTC, Orra, Mohanlal Sons, Sonic TV, DB Corp, Sreenathji Infra, Amiown School
- Strong client pipeline in both Gujarat and Uttar Pradesh
- Profit margins expected to improve with increasing ad volumes and better realization from the existing network



**MOHANLAL SONS**  
SINCE 1881





# From Kashmir to Kanyakumari: The Reach of Radiowalla

## The Radiowalla Network

State Names	No. of Stores
Andaman & Nicobar	1
Andhra Pradesh	1,066
Arunachal Pradesh	39
Assam	439
Bihar	987
Chandhigarh	124
Chattishghar	337
Dadra And Nagar Haveli	1
Daman & Diu	4
Delhi	1,300
DELHI NCR	25
Goa	213
Gujarat	1,487
Haryana	1,205
Himachal Pradesh	162
Jammu & Kashmir	148
Jharkhand	511
Karnakata	3,706



State Names	No. of Stores
Kerala	1,201
Madhya Pradesh	1,562
Maharashtra	3,392
Manipur	33
Meghalaya	31
Mizoram	16
Nagaland	44
Odhisra	600
Pondicherry	61
Punjab	1,186
Rajashthan	1,105
Sikkim	36
Tamil Nadu	2,179
Telangana	1,820
Tripura	60
Uttar Pardesh	2,572
Uttarakhand	427
West Bangal	1,759

# Building Trust with Global Industry Leaders





# Chosen by Iconic Brands for In-Store Audio & DOOH



And Many More...

# Prominent Retail Clients Across India

And Many More...





# EBONY®



# BIGGIÈS BURGER



**POPEYES**

## PRET A MANGER



**CHAI POINT**



**NATURVLS**  
TASTE THE ORIGINAL



Chai Lije  
Mazey se pije



**NORTHWEST**  
Kebab & Curryhouse

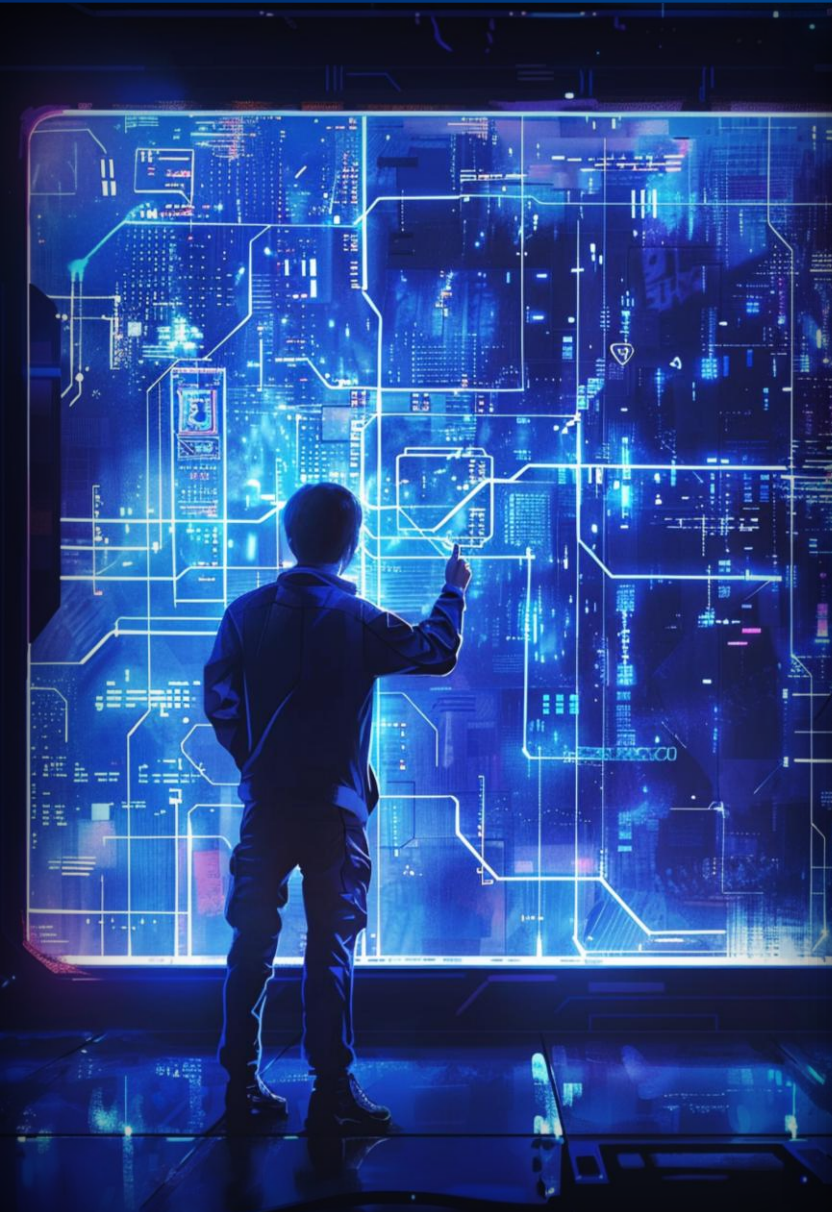


## And Many More...



# THE PATH AHEAD





- The In-Store Radio segment is expected to witness robust growth in the coming years, driven by increased client volumes and planned international expansion.
- This growth is anticipated to accelerate further as Indian brands continue expanding globally, unlocking new organic market opportunities.
- With rising adoption of digital signage across industries, the company is on track to reach its target of 5,000+ screens under content management over the next few years.
- Advertising revenues are set for exponential growth, supported by the mainstreaming of Audio Out-of-Home (OOH) and the company's strong Digital OOH (DOOH) network across Gujarat and Uttar Pradesh.
- A pilot DOOH initiative is being launched with a national retail chain, reinforcing the company's momentum in the advertising vertical.
- International expansion is in progress, with plans to establish a subsidiary in Dubai, expanding its presence in the Middle East market.

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## Technology Investments

- The company is expanding its AI-generated music library to deliver more personalized and scalable audio experiences.
- Development is ongoing for a music curation platform tailored to smaller chains and standalone outlets.
- A comprehensive revamp of backend infrastructure is in progress, aimed at optimizing streaming efficiency and reducing associated costs for the next stage of growth.

# Competitive Strengths



## Experienced Leadership

Led by seasoned promoters with over three decades of experience in radio, digital media, finance, and business management. Their industry expertise has been instrumental in driving growth and strategic direction.



## Global Presence

Operates across multiple countries including India, UAE, Mexico, Sri Lanka, and Singapore etc., enabling the company to deliver region specific solutions with a global perspective.



## Multilingual Capability

Radiowalla delivers content in multiple languages including English, Hindi, Tamil, Kannada, Telugu, Gujarati, Marathi, Bengali, Punjabi, Arabic, and more enabling effective audience engagement across diverse regions and cultures.



## Government Empanelment

Empanelled with the Directorate of Advertising and Visual Publicity (DAVP), now part of the Central Bureau of Communication (CBC), allowing participation in government led media projects and the delivery of integrated communication solutions to ministries, PSUs, and autonomous bodies.



## Client-Centric Approach

Backed by deep industry insight, the company tailors its offerings to client preferences and continually upgrades service quality. Strong, long-term partnerships with major retail and corporate clients reflect its reliability and trusted market presence.



## Expand International Presence

Aims to enter new global markets through localized offerings, strategic partnerships, compliance, and cultural alignment to drive sustainable international growth.



## Customer-Centric Approach

Committed to understanding customer needs, acting on feedback, and delivering tailored solutions to build trust, loyalty, and long-term relationships.



## Embrace New Technologies

Plans to invest in AI-driven platforms to deliver personalized audio experiences based on regional music preferences, enhancing user engagement across geographies.



## Strengthen Marketing & Industry Alliances

Focus on building brand visibility through digital and traditional marketing, industry partnerships (e.g., RAI), and participation in national and international events.



# SWOT Analysis



## STRENGTHS

- Diverse service portfolio encompassing audio and video solutions.
- Skilled Radio Jockeys(RJs) ensure high-quality content.
- Established client base and partnerships with major retailers.

## WEAKNESS

- Heavy dependency on the retail sector for revenue.
- Increasing competition may lead to pricing pressures.
- On going investments needed to keep up with technological advancements.

## OPPORTUNITIES

- Leverage advanced technologies for more effective advertising.
- Potential for global expansion into new markets.

## THREATS

- Economic uncertainty affecting client budgets.
- Evolving advertising regulations and compliance challenges.
- Rapid technological changes necessitating investments for adaptation.



# Investment Rationale

## Established Presence:

15+ years in B2B audio & digital media with 650+ brands across 1,400+ cities in India & abroad.



## Government Ties:

Empanelled with CBC for participation in government-led projects.



## Diversified Model:

Operations span In-store & Corporate Radio, Audio Ads, Digital Signage, DOOH, and Static Branding.



## Strong Clients:

Trusted by top brands like Reliance, Cadbury, ITC, Amazon Pay, and JioHotstar & Many more.



## Tech-Driven:

AI-powered content platforms, programmatic audio ads, & cloud-based CMS for efficient targeting.



## Growth Pipeline:

1,000+ digital screens under management and expanding ad inventory.



## Global Reach:

Active in 12 countries with plans for further international expansion.



## Experienced Leadership:

Promoters with 30+ years in media, finance, and tech.



## Stock Information

As on 10-11-2025

Share Price (₹) 61.00

Market Capitalization (₹ Cr) 42.99

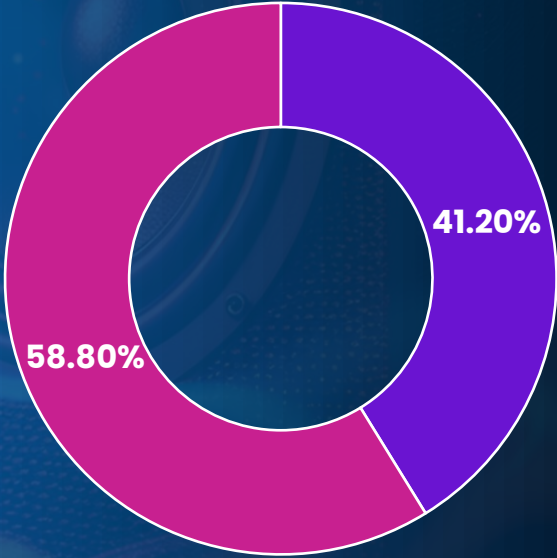
No. of Shares 70,48,236

Face Value (₹) 10.00

52-week High-Low (₹) 128.60/53.85

## Share Holding Pattern

As on 30-Sep-2025



■ Promoter and Promoter Group ■ Public



# THANK YOU



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