



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

Date: 22.09.2025

Subject: Intimation of Investor Conference and Submission of Investor Presentation under Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule III, Part A, Para A(15)(a) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the management of Radiowalla Network Limited will be participating in the Bharat Connect Conference as per the following schedule:

- Date: 25th September 2025
- Time: 11:00 A.M.
- Mode: Conference meeting with investors/ analysts
- Format: Company presentation Attached

In compliance with Regulation 30 and Regulation 46(2)(o) of the SEBI LODR Regulations, please find enclosed herewith the Investor Presentation which will be used for the said conference. The same is also being uploaded on the Company's website: www.radiowalla.in. The discussions with the investor(s)/ Analysts are based on the generally available information and please note that no Unpublished Price Sensitive Information will be shared & discussed during the meeting.

We request you to kindly take the above information on record and acknowledge receipt.

Thanking you,

For Radiowalla Network Limited

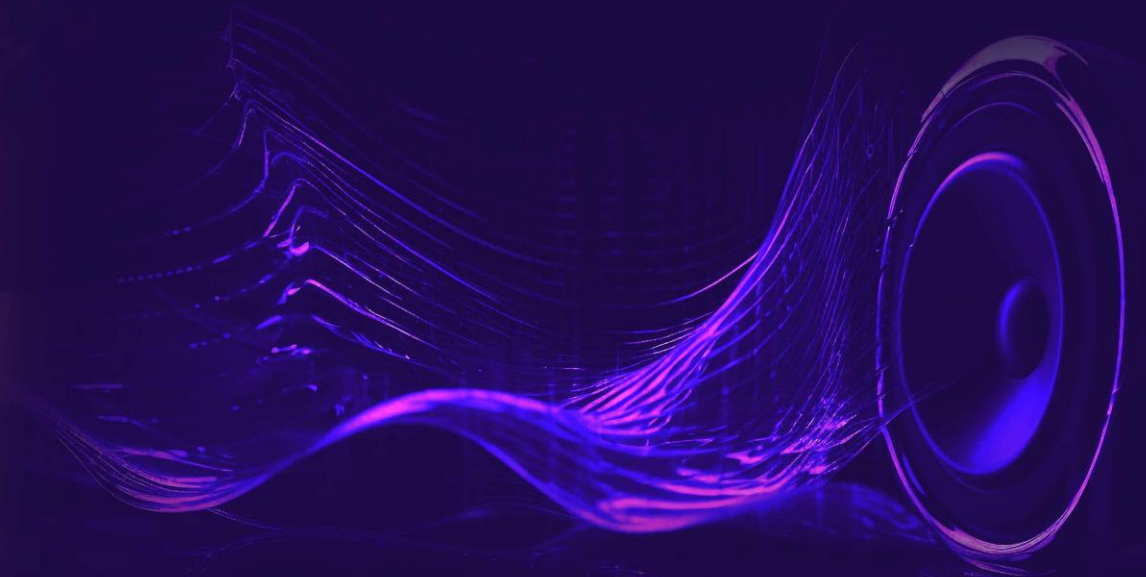
Thanking You
Yours Faithfully

Kiran Gurnani
Company Secretary & Compliance officer
M. No. A63039



RADIOWALLA

Shaping the Future of Audio & Visual Experiences



Investor Presentation

This presentation and the accompanying slides (The Presentation), which have been prepared by **Radiowalla Network Limited** (The Company) solely for informational purposes, do not constitute any offer, recommendation, or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied upon in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data that the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness, or reasonableness of the contents of this Presentation. This Presentation may not be all-inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict.

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.

COMPANY OVERVIEW

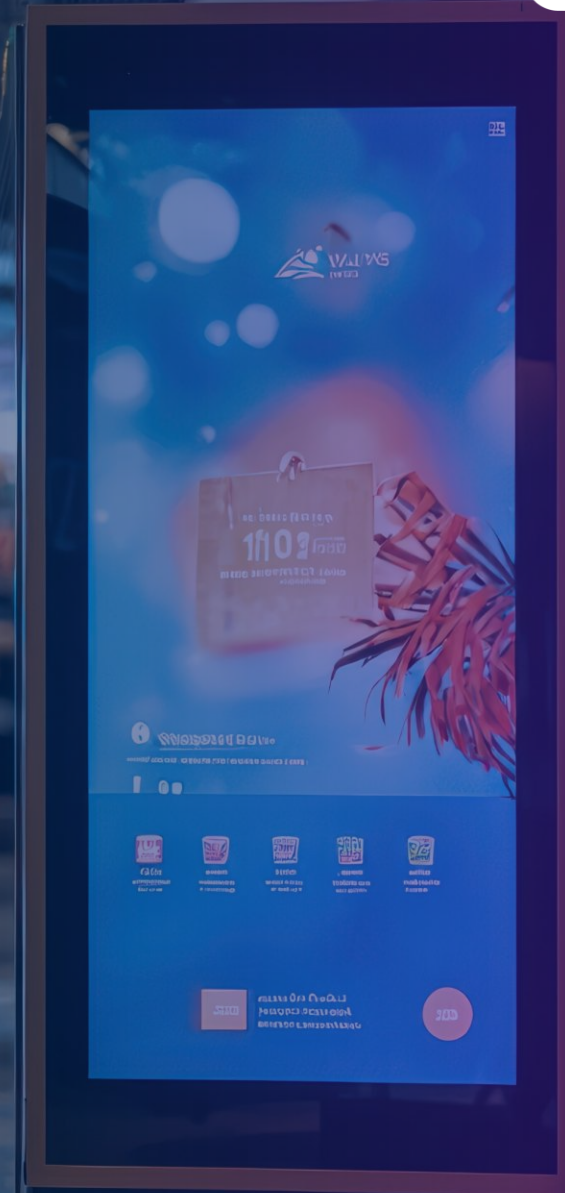


Powering Brand Engagement Through Audio & Digital Media

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 select 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

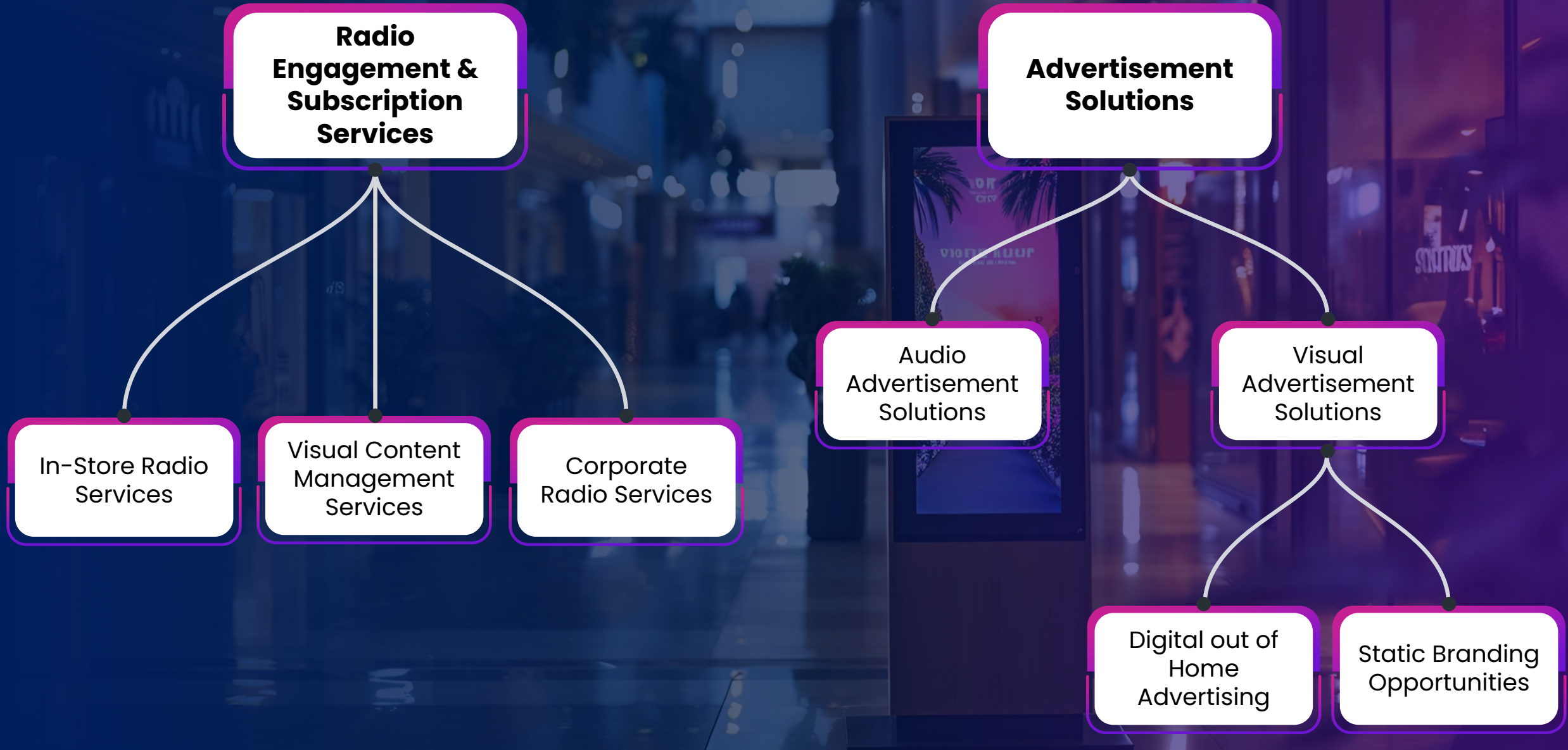
Dy. CEO and COO



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

- 32% YoY Revenue Growth in In-store Radio Services
- Over 100+ brands added in last year
- Client base expanded from 563 To 681
- 2,000+ New Stores added to the Network
- Active Presence across India, Africa, USA, & the Middle East





- Personalized audio channels for internal communication
- Music and spoken-word content tailored to each organization
- Centralized system for multi-location delivery
- Supports updates, announcements, and employee engagement
- Multilingual content for diverse teams
- Hardware solutions provided where needed

Performance Highlights

- 8% YoY growth in Corporate Radio revenue
- Corporate radio launched in Brazil
- Expanded content capability in Spanish, Portuguese, and multiple Indian languages
- Focus on scaling by onboarding more corporates into the platform

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

- 94% YoY growth in advertising 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 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

- Revenue growth 7% YoY in Digital Signages
- 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



GKB Opticals

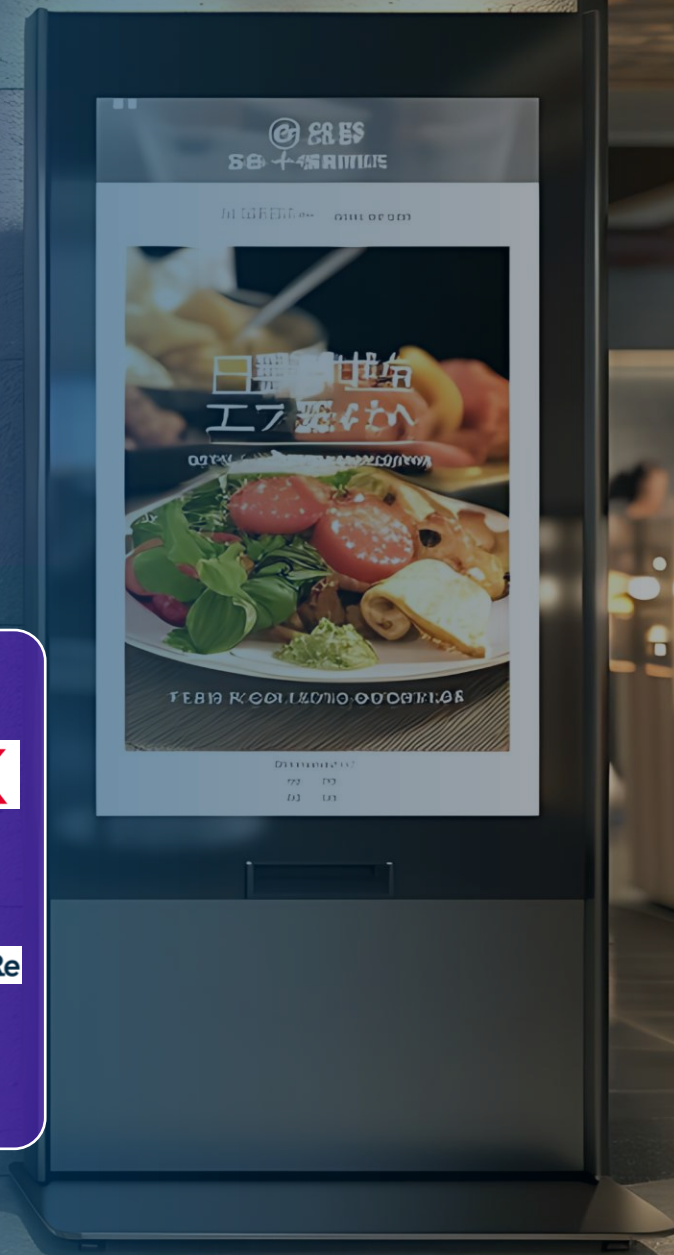
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GIVA
Silver - Gold - Lab Grown Diamonds

Gallagher Re

LINEN CLUB



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

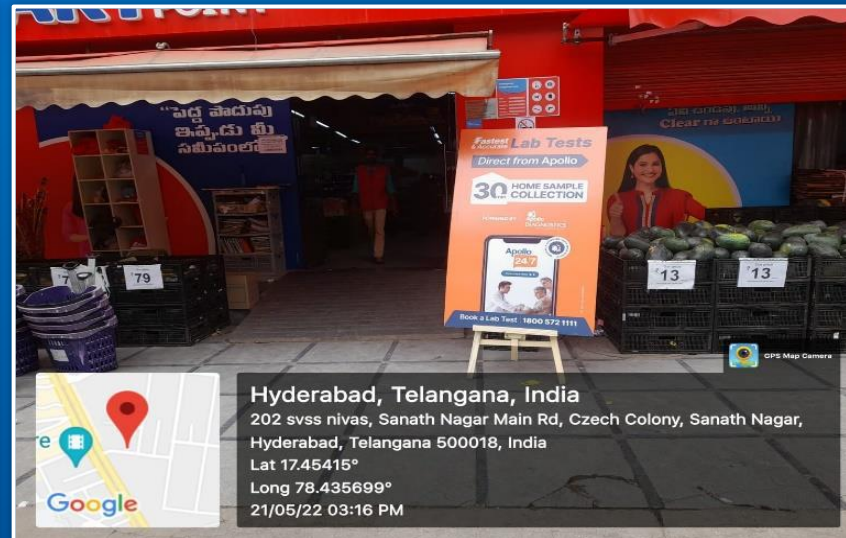
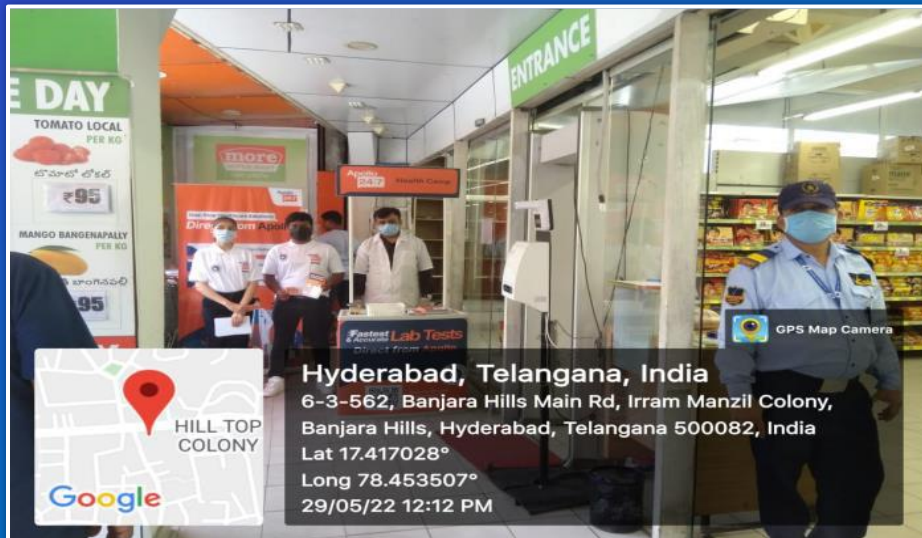


MOHANLAL SONS
SINCE 1881



Static Branding Opportunities

- Offers in-store marketing solutions for advertising brands
- Leverages retail network for targeted brand activations
- Enables on ground campaigns and lead generation activities
- Aims to boost brand visibility and customer engagement



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

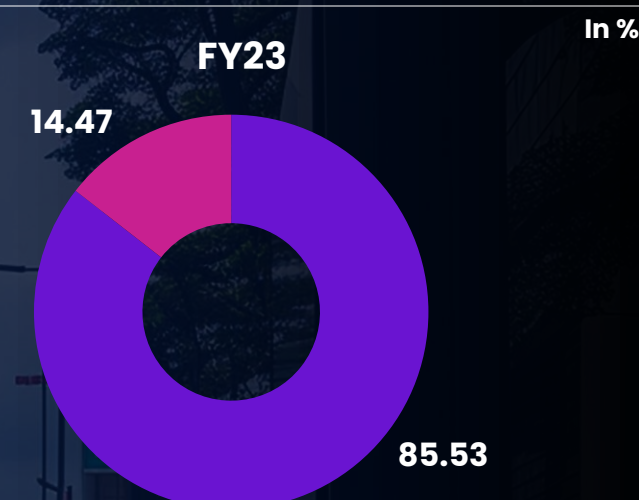
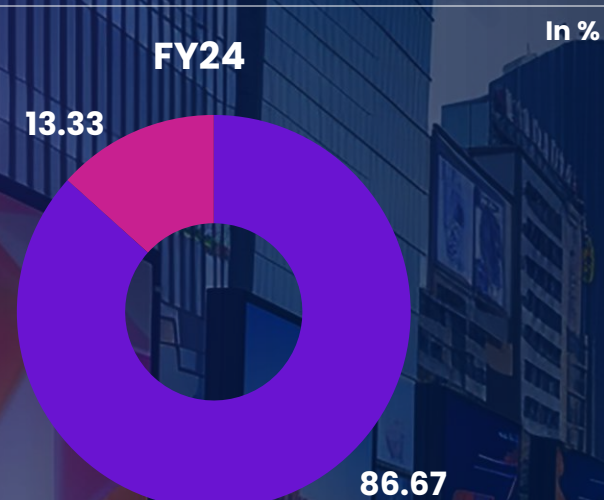
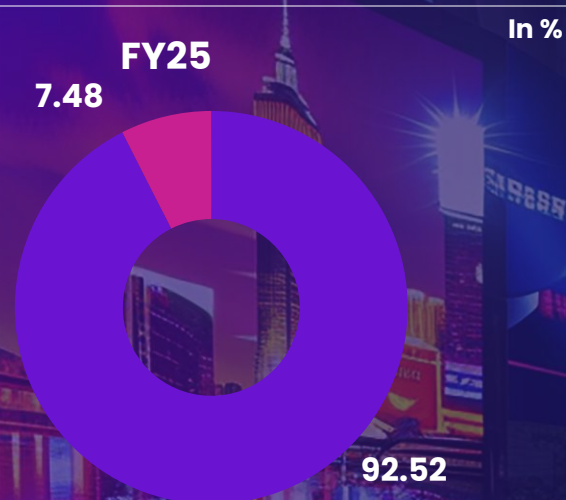
										
										
										
										

And Many More...



20

Geographical Wise Revenue Break Up – Consolidated

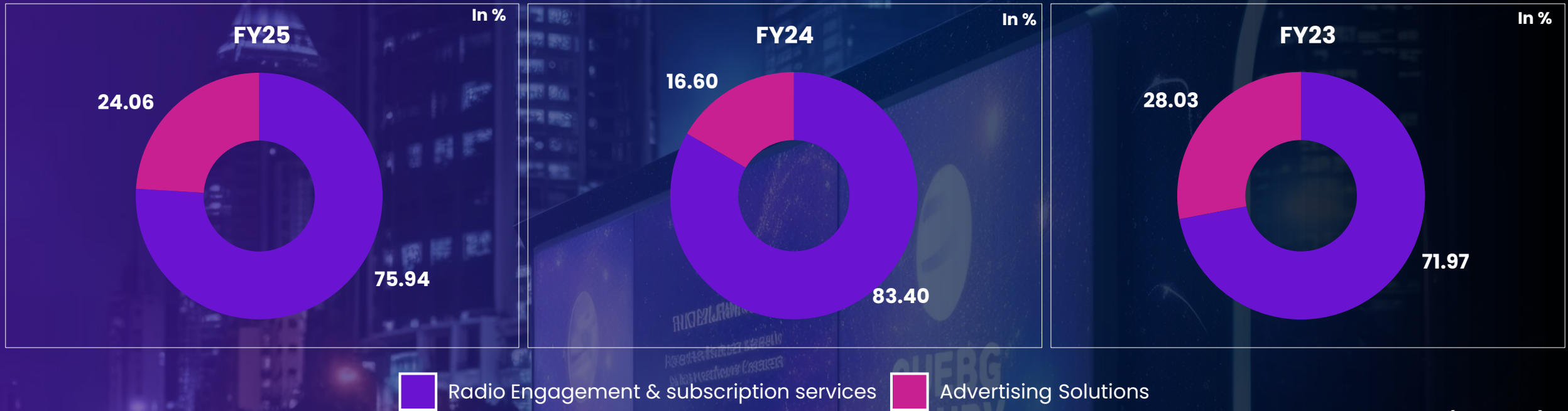


Domestic Sales
 International Sales

(₹ in Lakhs)

Particulars	FY25	FY24	FY23
Domestic Sales	1,896.13	1,330.48	1,197.02
International Sales	153.35	204.66	202.45
Total	2,049.47	1,535.14	1,399.47

Vertical Wise Revenue Break Up – Consolidated



(₹ in Lakhs)

Particulars	FY25	FY24	FY23
Radio Engagement & subscription services	1,556.40	1,280.37	1,213.23
Advertising Solutions	493.07	254.77	186.24
Total	2,049.47	1,535.14	1,399.47



INDUSTRY OVERVIEW

Retail Media: Driving the Future

Global Retail Media Landscape

- Fastest-growing advertising channel worldwide.
- Spend projected to grow from USD 31Billion (2024) → USD 57.4Billion (2030).
- CAGR: ~10.5%.
- Key driver: First-party shopper data + location-based targeting enabling contextual ads at point of purchase.

In India's Retail Media Growth

- By 2028, retail media to form 20–25% of India's overall digital advertising spend.
- Leading retailers monetizing media via:
 - In-store radio
 - Digital signages (promotions, navigation, immersive shopper engagement)
- Seen as a revenue diversification tool beyond retail margins.

Benefits of In-Store Digital Media

- Targeted & Measurable: Personalized, ROI-driven campaigns.
- Engagement & Immersion: AR try-ons, interactive screens, wayfinding.
- Revenue Diversification: Creates high-margin ad inventory.
- Operational Efficiency: Real-time updates, centralized management.
- Omnichannel Integration: Seamless online–offline shopper journey.

Challenges Ahead

- Display Blindness: Risk of shoppers ignoring repetitive content.
- Privacy & Governance: Secure use of shopper data critical.
- Infrastructure Needs: Requires ad servers, attribution & analytics stack.



Global Market Overview

- Market size: USD 1.2 Billion (2023)
- Projected size: USD 2.3 Billion (2032)
- CAGR: ~7.2%

Effectiveness Metrics

- Research indicates that 89–96% of shoppers actively pay attention to in-store audio ads.
- Among them, 57% acknowledge audio's influence on purchase decisions, while 35–41% make immediate purchases after exposure.
- Compared with visual media, in-store audio delivers a +14% advantage in recall and visibility, positioning it as a high-impact communication medium at the point of sale.

Strategic Role & Benefits

- Captive Engagement: Delivers messages in real time at moments closest to purchase decisions.
- Omnichannel Amplification: Complements digital campaigns by driving offline-to-online journeys.
- Brand Identity & Resonance: Enables sonic branding that enhances customer loyalty and store ambience.
- Targeted & Measurable: Flexible scheduling and data integration allow attribution to sales uplift.
- Incremental Revenue Stream: Converts background music into a monetizable advertising asset for retailers.

Key Challenges

- Audio Fatigue: Poor curation risks alienating shoppers and staff.
- Demographic Variability: Messaging must be localized by store format and region to be effective.
- Infrastructure & Content Quality: Requires investment in professional-grade audio systems and content production.
- Data Privacy & Compliance: Integration with retail media networks necessitates strict adherence to data protection standards.

Digital Signage in Retail

- Global Market Size (2024): USD 26–29Billion.
- Forecast (2030s): USD 45–56Billion.
- CAGR: ~7.9–8.3%.

Growth Drivers:

- Falling hardware costs (esp. LED video walls).
- Cloud + AI systems → dynamic, real-time shopper messaging.
- IoT, shelf-edge displays, analytics, programmatic ad trading.



Retail Segment:

- USD 5.9Billion (2025)
- Forecasted USD 7.9Billion (2030)
- CAGR: ~5.9%.

Regional trends:

- North America: Largest share.
- Asia-Pacific: Fastest growth via digital-first retail modernization.



Addressing Industry Challenges

Radiowalla is continuing to invest in technology and infrastructure to overcome the challenges faced in scaling in-store audio. With a focus on new feature development and superior customer service, the company is committed to maintaining its leadership position in the market.



Expanding Capabilities

Beyond in-store audio, Radiowalla Network Limited is expanding into digital signage and video analytics, strengthening its role as a multi-solution retail media partner for modern retailers.



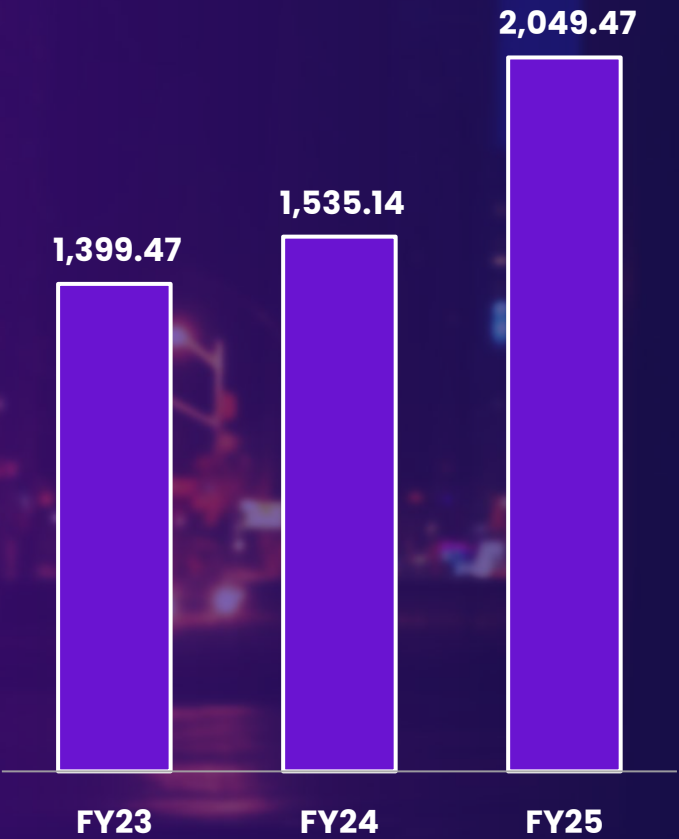
Market Leadership & Growth Story

As India's retail media sector accelerates, Radiowalla stands at the forefront of this evolution. Its proven expertise, scalable solutions, and commitment to brand-safe, measurable retail media make it a compelling growth story for investors.

FINANCIAL OVERVIEW

Financial Highlights

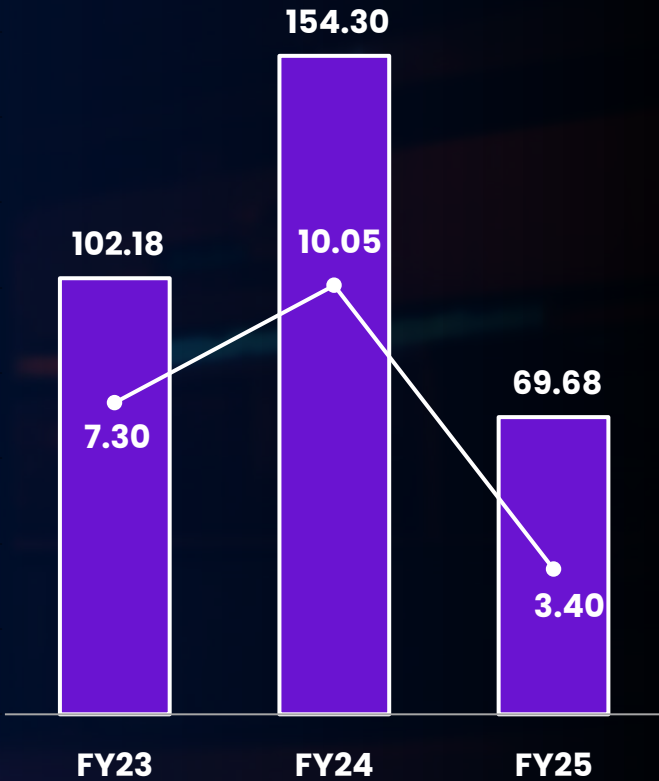
Revenue



EBITDA EBITDA Margin



PAT PAT Margin



All Amount In ₹ Lakhs & Margins In %

Profit & Loss Statement

In ₹ Lakhs

Particulars	FY25	FY24	FY23
Revenues	2,049.47	1,535.14	1,399.47
Other Income	62.06	3.85	3.43
Total Income	2,111.53	1,538.99	1,402.89
Cost of Goods& services	1,039.98	666.46	668.68
Employee costs	662.97	534.96	482.52
Finance Costs	14.78	16.85	16.15
Depreciation	48.00	43.51	27.81
Other Expenses	180.67	130.31	99.51
Total Expenditure	1,946.40	1,392.10	1,294.67
Profit Before Extraordinary Items & Tax	165.14	146.88	108.23
Exceptional & Extraordinary items	(5.64)	0.00	0.00
PBT	159.50	146.88	108.23
Tax	(89.82)	(7.42)	6.05
PAT	69.68	154.30	102.18

Balance Sheet

In ₹ Lakhs

Equities & Liabilities	FY25	FY24	FY23
Equity	704.82	517.30	42.14
Other Equity	1,193.94	75.76	292.94
Net Worth	1,898.77	593.07	335.08
Non Current Liabilities			
Long Term Borrowings	45.38	6.99	11.73
Lease Liabilities	76.92	22.78	26.45
Provisions	70.45	57.88	57.12
Total Non Current Liabilities	192.75	87.64	95.29
Current Liabilities			
Current Borrowings	12.11	66.02	67.01
Trade Payables	85.36	86.28	106.47
Provisions	29.05	25.47	0.00
Other Current Liabilities	164.87	57.51	209.69
Total Current Liabilities	291.40	235.28	383.17
Total Equities & Liabilities	2,382.91	915.99	813.53

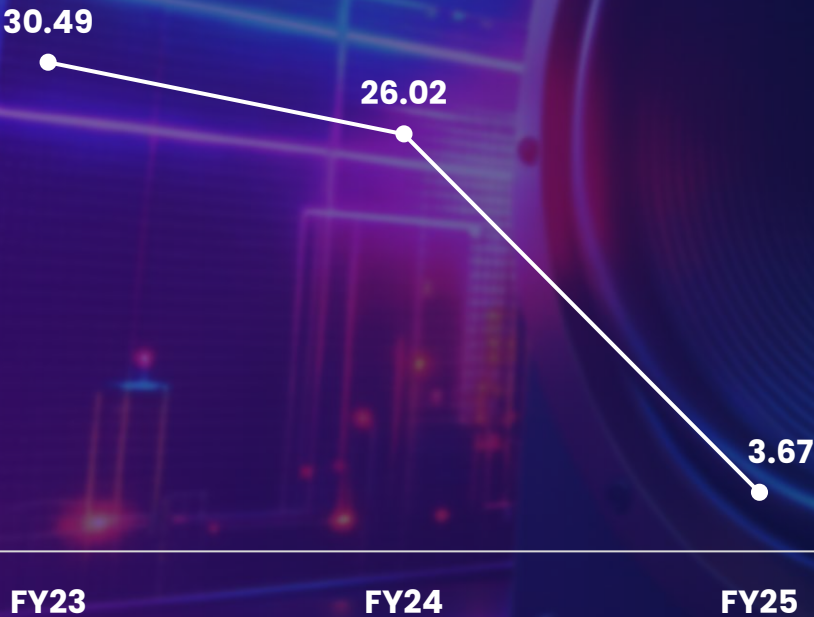
Assets	FY25	FY24	FY23
Non Current Assets			
Fixed Assets	713.74	296.02	247.90
Other Non Current Assets	5.14	1.35	1.62
Deferred Tax Assets	14.62	13.25	5.83
Total Non Current Assets	733.50	310.62	255.35
Current Assets			
Inventories	-	-	-
Trade Receivables	406.22	371.21	446.93
Cash & Bank Balance	1,061.19	77.13	2.18
Other Current Assets	182.00	157.03	109.07
Total Current Assets	1,649.41	605.37	558.18
Total Assets	2,382.91	915.99	813.53

Cash Flow Statement

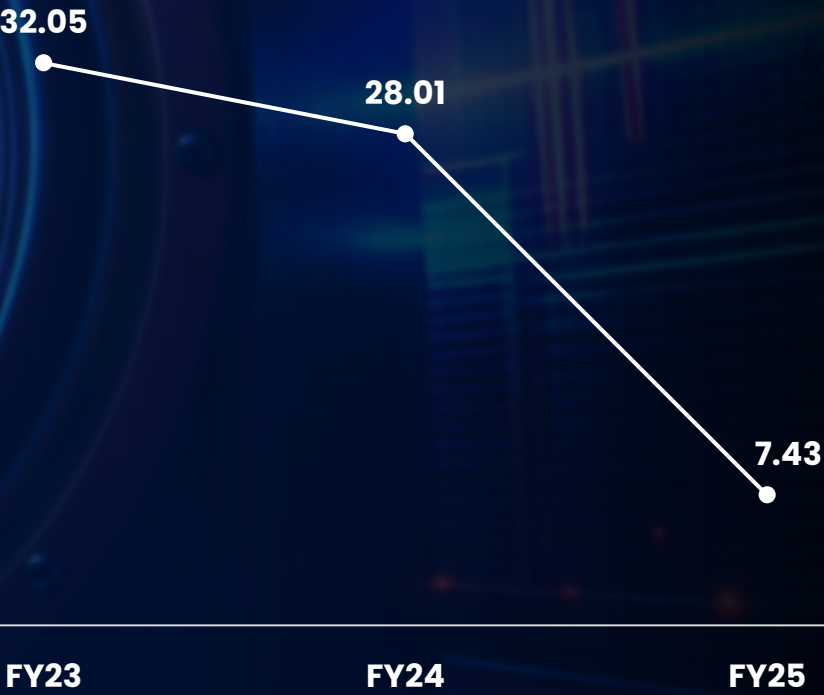
Particulars	FY25	FY24	FY23
Cash from Operation	138.12	76.10	110.99
Cash from Investments	(345.32)	(79.10)	(102.64)
Cash from Financing	1,191.26	77.95	(8.40)
Net Cash Flow	984.06	74.95	(0.05)

Key Ratios

ROE



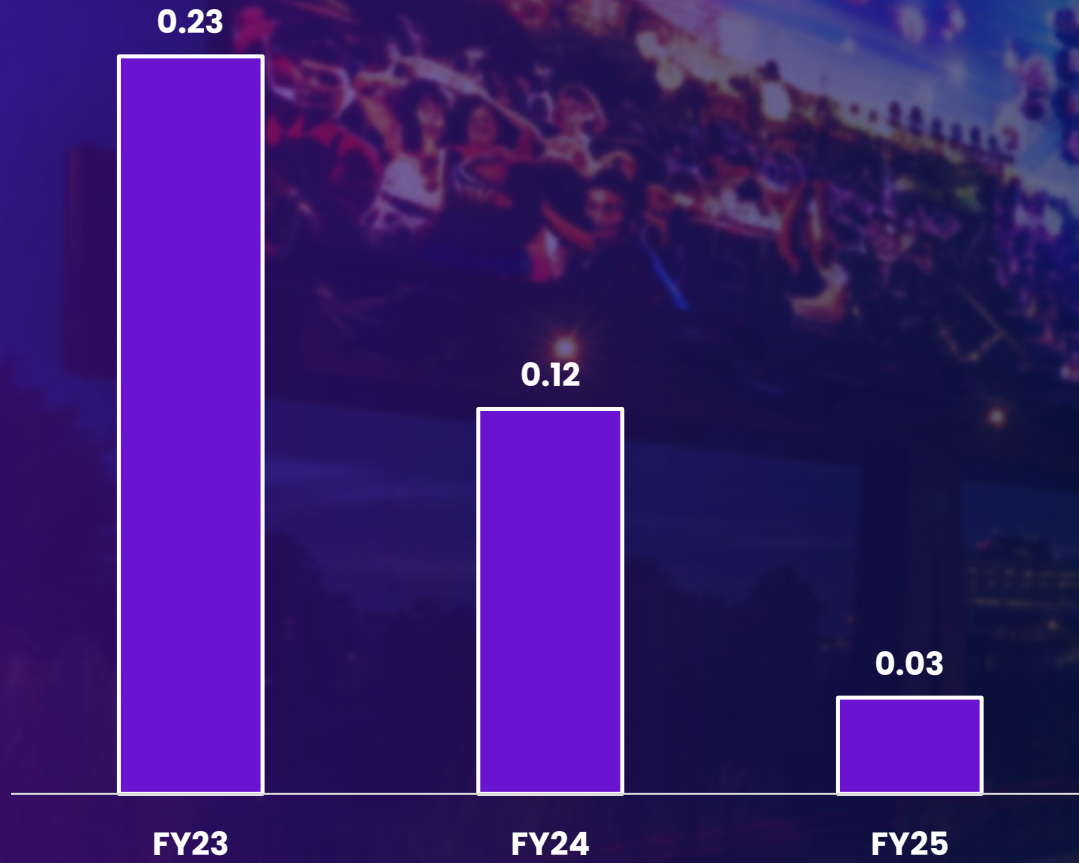
ROCE



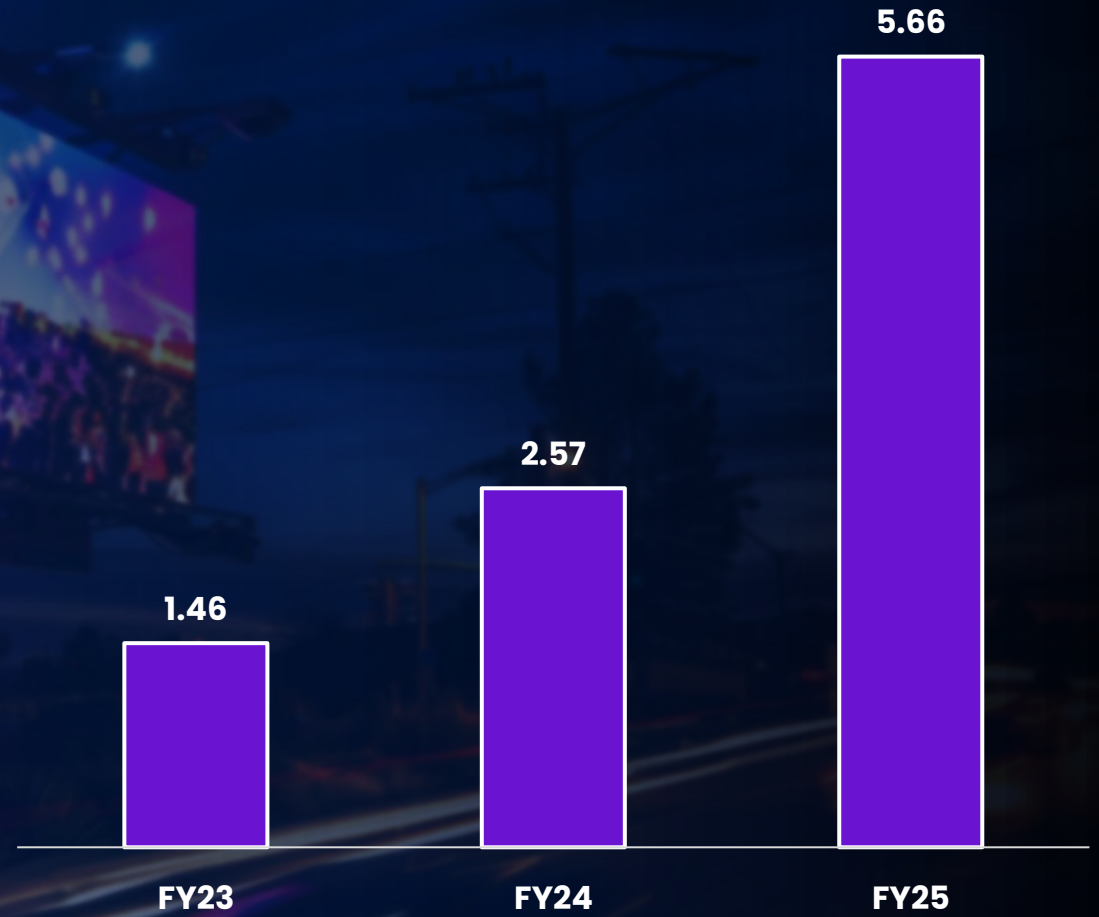
All Margins In %

Key Ratios

Debt to Equity

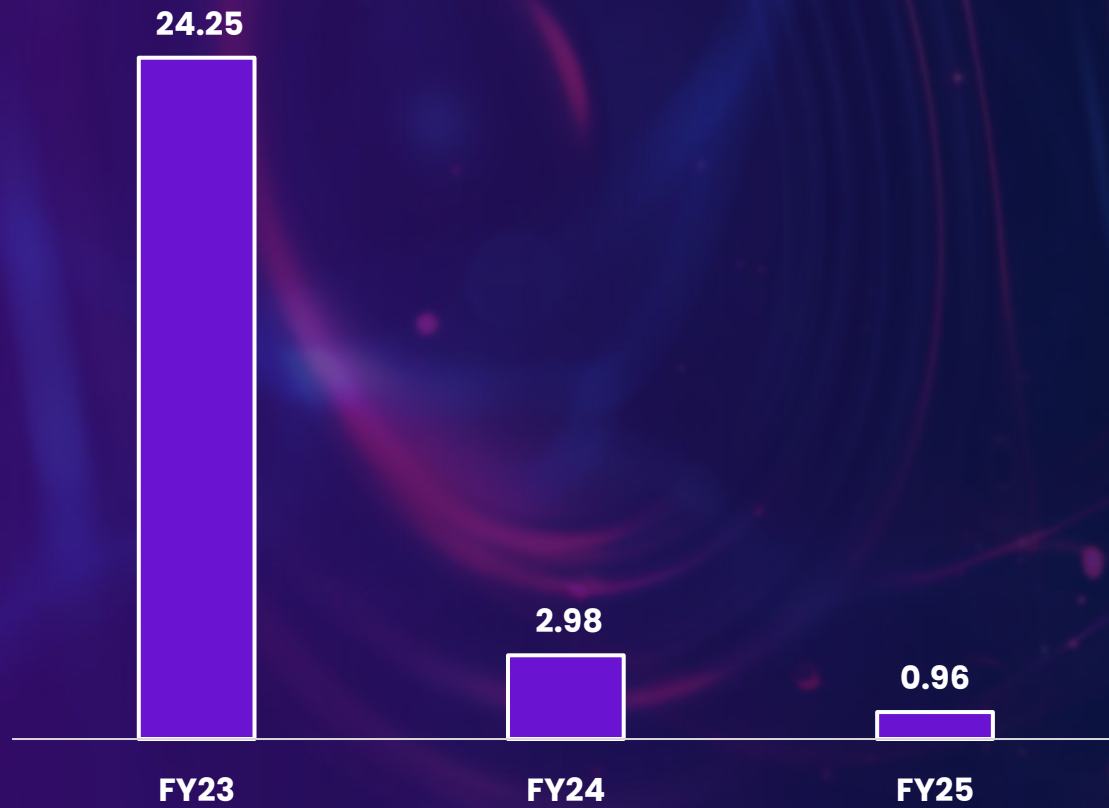


Current Ratio



All Ratios In Times

Earnings Per Share



Note: The company issued a 10:1 bonus in FY24, which led to a lower EPS. Hence, the FY24 and FY25 EPS figures are not strictly comparable with FY23.

Net Asset Value Per Share



Amount In ₹



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.

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 19-09-2025

Share Price (₹) 60.00

Market Capitalization (₹ Cr) 42.29

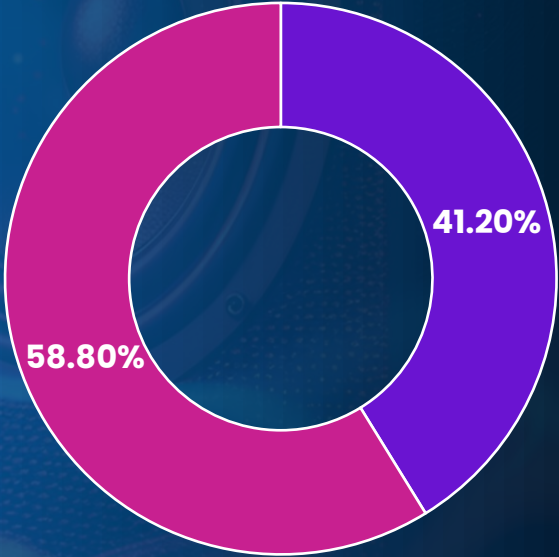
No. of Shares 70,48,236

Face Value (₹) 10.00

52-week High-Low (₹) 128.60/53.85

Share Holding Pattern

As on 30-Jun-2025



■ Promoter and Promoter Group ■ Public

THANK YOU



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