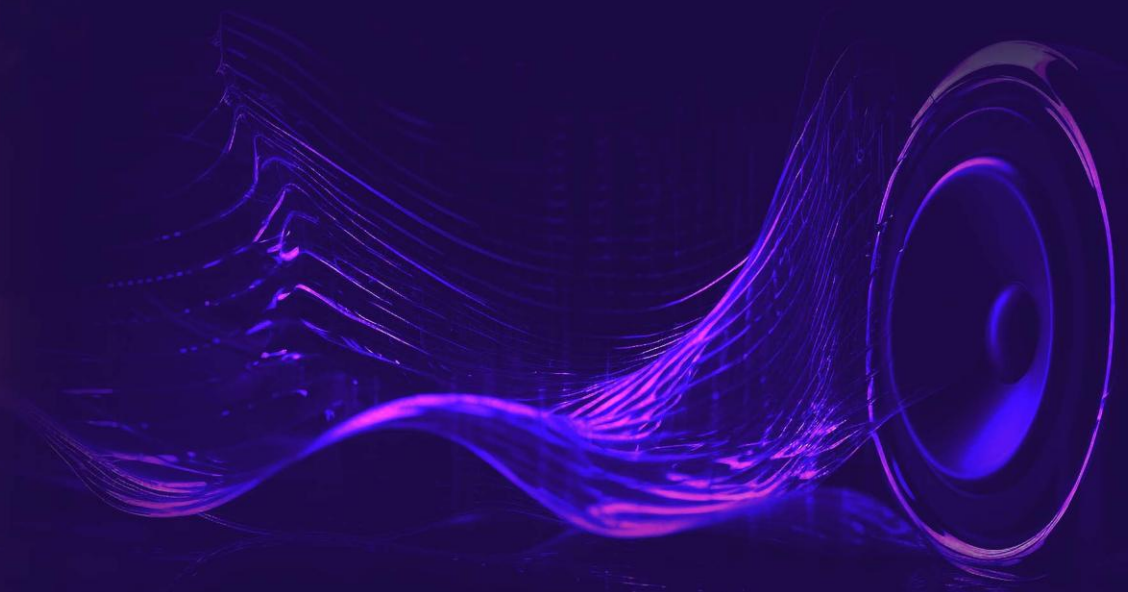




# RADIOWALLA

Shaping the Future of Audio & Visual Experiences



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# H2 FY26 & FY26 RESULT HIGHLIGHTS

# Financial Snapshot (Standalone)

## H2 FY26

₹ 1,024.08 Lakhs  
Revenue from  
operations

₹ (16.00) Lakhs  
EBITDA

₹ (31.10) Lakhs  
Net Profit

₹ (0.35)  
EPS

## FY26

₹ 2,030.59 Lakhs  
Revenue from  
operations

₹ 58.80 Lakhs  
EBITDA

₹ 10.79 Lakhs  
Net Profit

₹ 0.20  
EPS

# Financial Snapshot (Consolidated)

## H2 FY26

₹ 1,031.45 Lakhs  
Revenue from  
operations

₹ (10.38) Lakhs  
EBITDA

₹ (26.64) Lakhs  
Net Profit

₹ (0.27)  
EPS

## FY26

₹ 2,037.95 Lakhs  
Revenue from  
operations

₹ 64.09 Lakhs  
EBITDA

₹ 13.22 Lakhs  
Net Profit

₹ 0.25  
EPS

# Profit & Loss Statement (Consolidated)

Particulars	H2 FY26	H2 FY25	FY26	FY25
Revenue from Operations	1,031.45	1,081.60	2037.95	2049.47
Other Income	30.02	35.04	62.73	62.06
<b>Total Income</b>	<b>1,061.46</b>	<b>1,116.64</b>	<b>2100.68</b>	<b>2111.53</b>
Cost of Goods & Services	562.32	549.74	1035.29	1039.98
Employee Benefit Expenses	382.19	346.02	745.62	662.97
Finance Costs	7.67	2.79	15.65	14.78
Depreciation & Amortisation Expenses	47.33	18.27	88.86	48.00
Other Expenses	97.32	93.81	192.94	180.67
<b>Total Expenses</b>	<b>1,096.83</b>	<b>1,010.63</b>	<b>2078.37</b>	<b>1946.40</b>
Profit Before Tax and Exceptional & Extraordinary Items	-35.36	106.01	22.31	165.14
Exceptional and Extraordinary Items	0.00	0.00	0.00	-5.64
<b>Profit Before Tax (PBT)</b>	<b>(35.36)</b>	<b>106.01</b>	<b>22.31</b>	<b>159.50</b>
Total Tax Expenses	-8.72	71.77	9.08	89.82
<b>PAT</b>	<b>(26.64)</b>	<b>0.34</b>	<b>13.22</b>	<b>69.68</b>
Other Comprehensive Income	7.41	(2.30)	<b>4.11</b>	<b>(2.30)</b>
<b>Net Income</b>	<b>(19.23)</b>	<b>(1.96)</b>	<b>17.33</b>	<b>67.38</b>



“

**Commenting on the H2 FY26 & FY26 result, Mr. Harvinderjit Singh Bhatia, Co-Founder & CEO, of Radiowalla Network Limited, said,** “FY26 was a strategic building year for Radiowalla as we focused on expanding our international presence, strengthening partnerships, and enhancing our retail media capabilities across emerging markets.

During the year, we expanded into the UAE and North America through wholly owned subsidiaries and further strengthened our African presence through our partnership with Mirchi Media & Communications Limited, Uganda, along with the launch of the dedicated ‘RadioWalla’ channel on AfroMobile, marking our entry into the fifth African market.

Operationally, we remained focused on disciplined execution, technology integration, and expanding advertiser participation across our platforms. We experienced a slow down in the Advertising spend in H2 due to the current Geo Political reasons, but the Management is confident of regaining the momentum in FY27. During FY26, the Company reported consolidated Total Income of ₹2,100.68 lakh.

With strategic foundations now in place across multiple geographies, we remain focused on scaling the business prudently and unlocking long-term growth opportunities.”

**Mr. Harvinderjit Singh Bhatia**  
Co-Founder & CEO

# COMPANY OVERVIEW

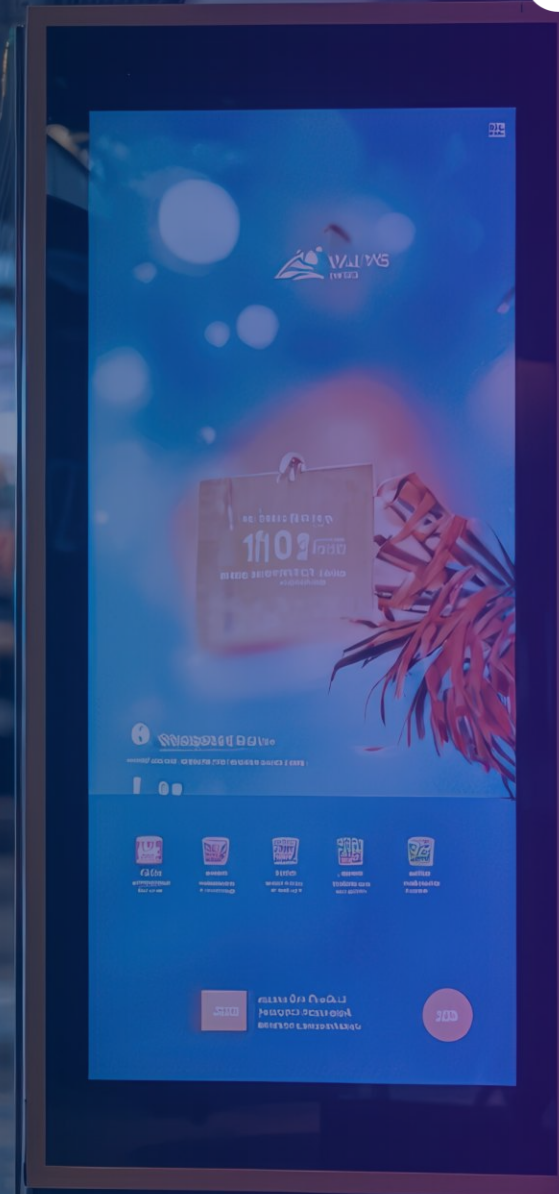


# Powering Brand Engagement Through Audio & Digital Media

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



**33,000+**  
Stores  
Connected



**1 Billion +**  
Footfalls Across the  
Network



**22,000+**  
Unique Playlists  
Delivered Daily



**1,00,000+**  
Tracks Music Library



**1100+**  
Screens Under  
CMS



**15**  
Digital  
Hoardings



**700+**  
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

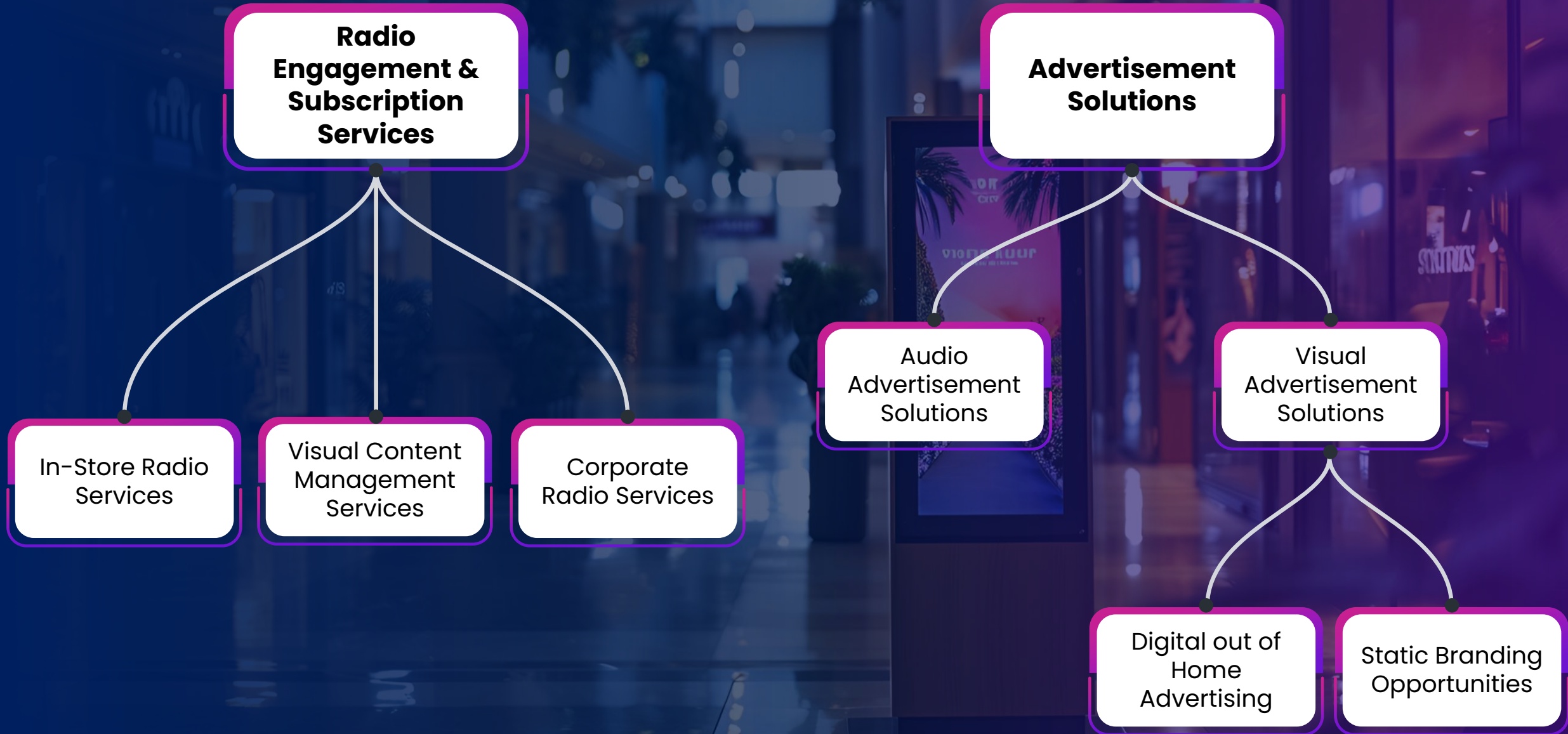


**Mr. Deepak Shetty**

Chief Revenue Officer



# BUSINESS OVERVIEW



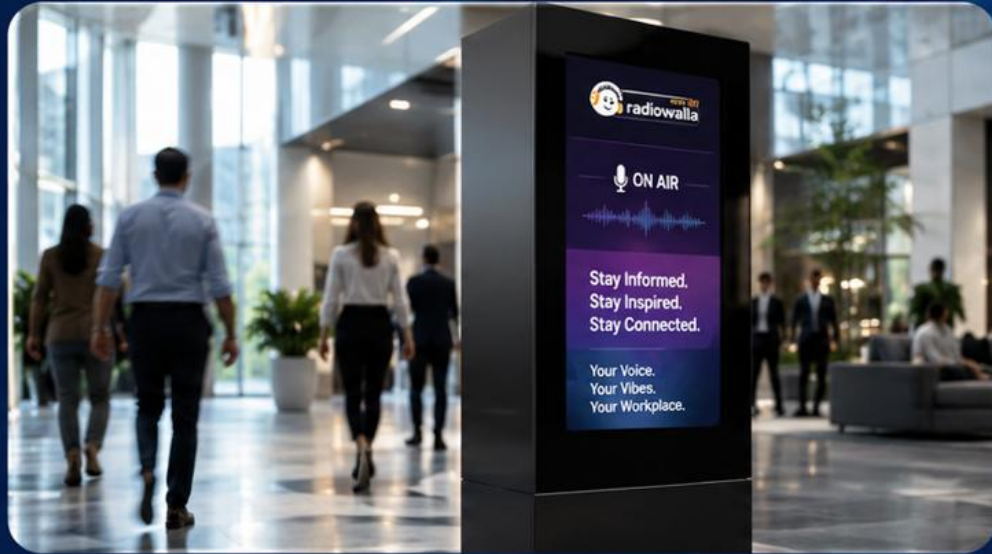
# In-Store Radio Services

- 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

- 100+ New brands added in last 12 months.
- 3,000+ New Stores added to the Network
- Expanded presence to Botswana, Namibia and Zambia.





- Audio content created for in-house employees and associates
- Designed to engage employees and improve internal communication
- Currently operating 5 channels in India and 1 each in Mexico and Brazil
- Reaching to 50,000+ users every day
- Dedicated Team of content creators delivering content across 7 languages

## Performance Highlights

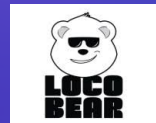
- Expanded footprint to Mexico and Brazil
- Strong growth in location and listener count
- Additional margin expansion due to currency depreciation

# 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 1100+ screens across 50+ cities
- 19 clients and 500+ screens added in FY26
- 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

- Pan India presence across 5,000+ retail stores
- Expanding footprint beyond India into international markets
- FMCG brands onboarded: Tata Salt, Milky Mist, D'lecta cheese, Hari Bol Ghee, Kwality Walls, Bauli, Gauli Ghee
- Non-FMCG brands expanding presence: Western Railways, Canara Bank, MSME, Toyota, Samsung Pay, Federal Bank, Colors TV

# Digital Out-of-Home (DOOH) Advertising

- Operating 15 large digital hoardings (12 in Gujarat, 3 in Uttar Pradesh)
- Recent client additions include Bank of Baroda, Canara Bank, National Book Trust, Vishnu Eye Hospital, Reliance Digital, Blackberry Apparels, Mohanlal Sons
- 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

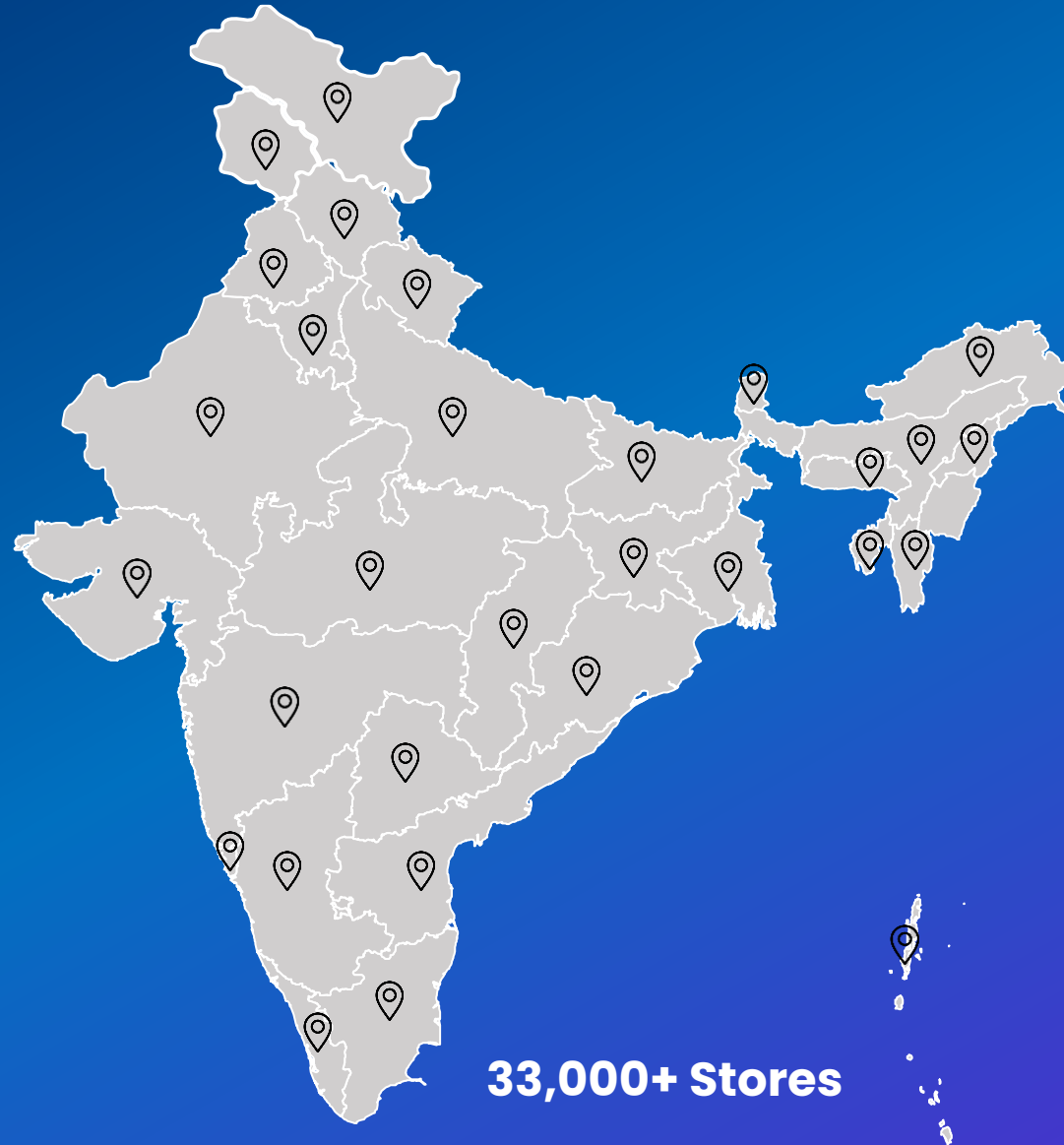


And Many More...

# From Kashmir to Kanyakumari: The Reach of Radiowalla

## The Radiowalla Network

State Names	No. of Stores
Andaman & Nicobar	1
Andhra Pradesh	1,166
Arunachal Pradesh	49
Assam	539
Bihar	1087
Chandhigarh	144
Chattishghar	437
Dadra And Nagar Haveli	1
Daman & Diu	4
Delhi	1,400
DELHI NCR	75
Goa	263
Gujarat	1,587
Haryana	1,305
Himachal Pradesh	212
Jammu & Kashmir	198
Jharkhand	561
Karnakata	3,906

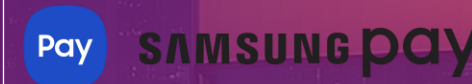


State Names	No. of Stores
Kerala	1,201
Madhya Pradesh	1,662
Maharashtra	3,392
Manipur	33
Meghalaya	31
Mizoram	16
Nagaland	44
Odhisia	600
Pondicherry	61
Punjab	1,186
Rajashthan	1,105
Sikkim	36
Tamil Nadu	2,479
Telangana	1,820
Tripura	60
Uttar Pardesh	2,672
Uttarakhand	427
West Bangal	1,859

# Building Trust with Global Industry Leaders



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



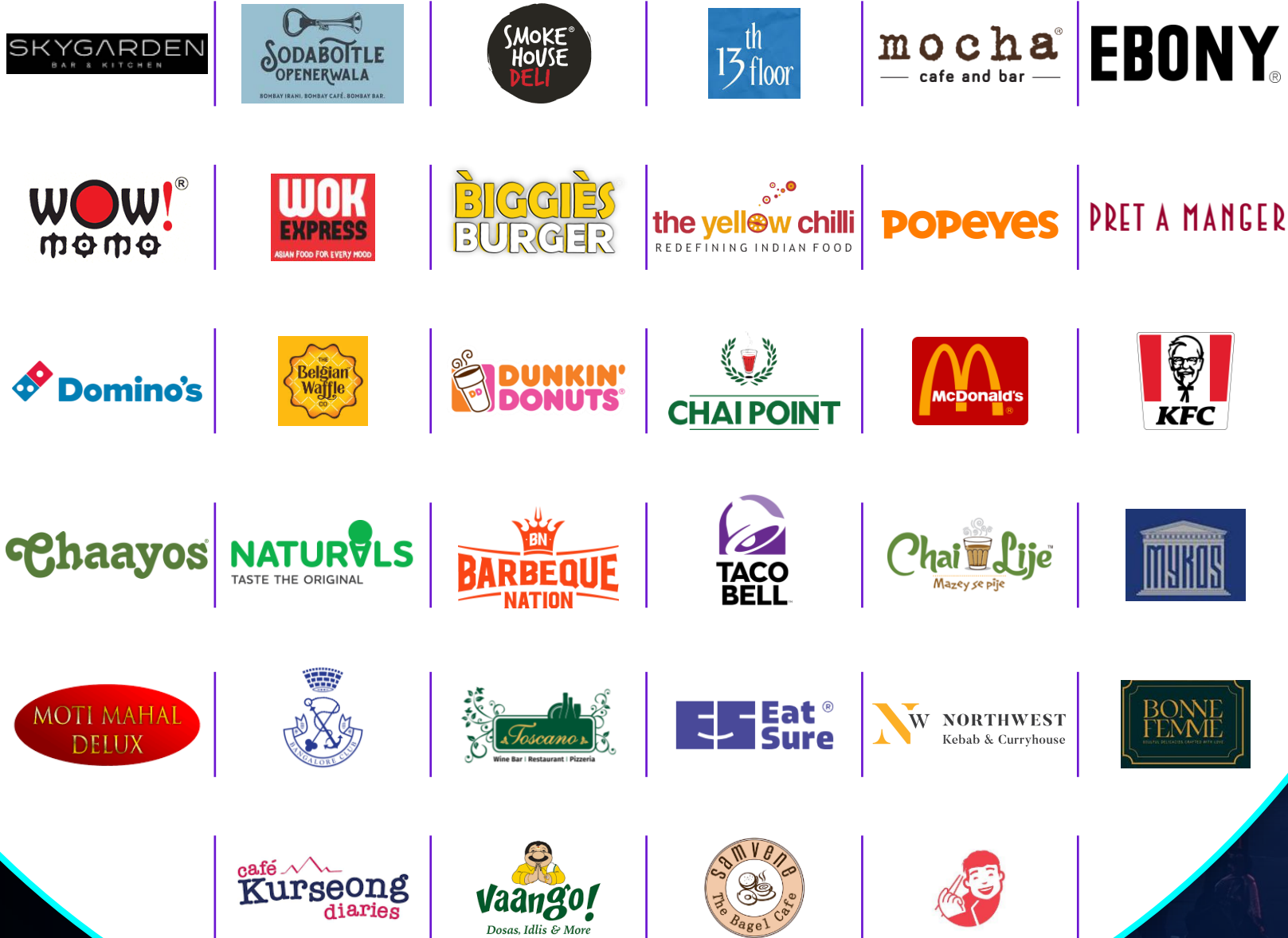
And Many More...

# Prominent Retail Clients Across India



And Many More... 

# Trusted by Global and Indian Food & Beverage Leaders



And Many More...



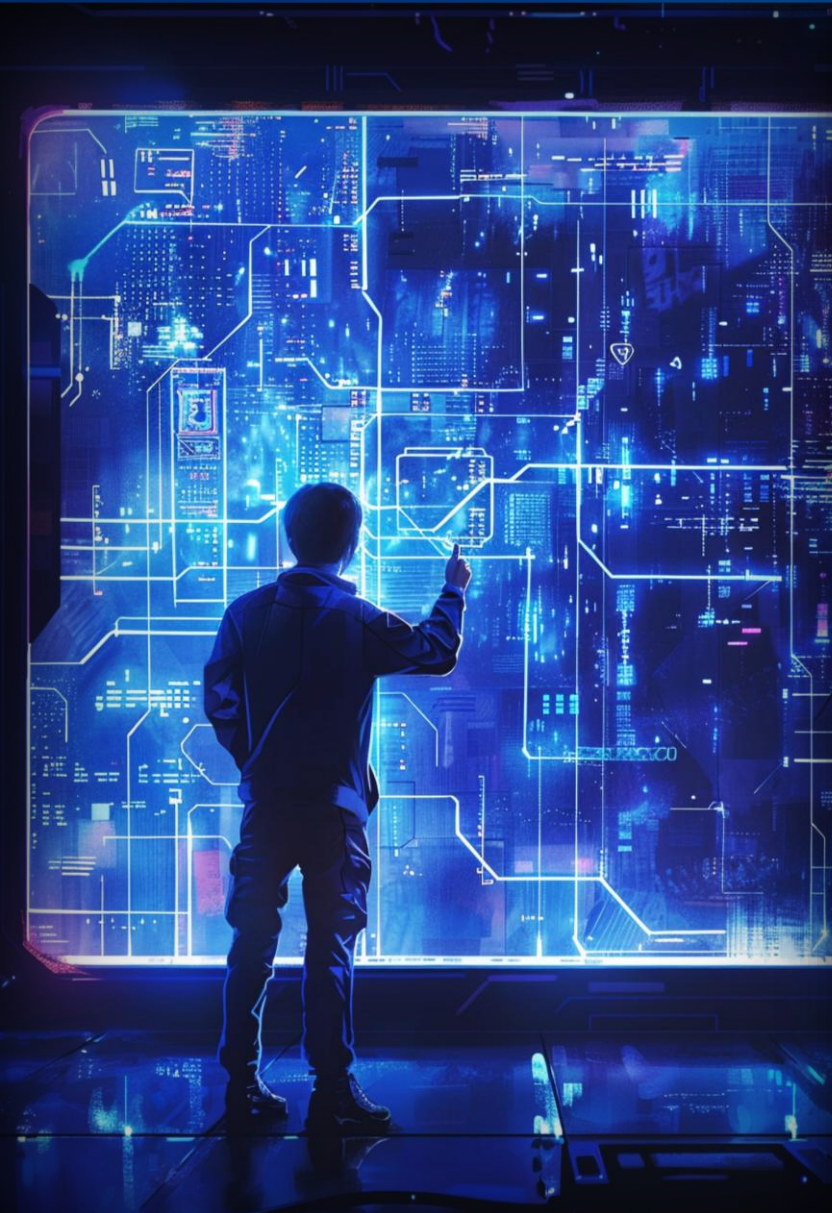
# THE PATH AHEAD

- The In-Store Radio segment is expected to witness robust growth in the coming years, driven by increased client volumes and planned international expansion.
- 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. Margins expected to improve with increased screen count
- 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.
- International expansion is in progress, with plans to establish a subsidiary in Dubai, expanding its presence in the Middle East market.
- AI generated music populated across 1000+ stores
- Consistent margins for In-Store Radio and Corporate Radio businesses underlining strong fundamentals

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## Technology Investments

- The company is expanding its AI-generated music library to deliver more personalized and scalable audio experiences.
- Continued investments for integrating AI in different aspects of business
- Integrated Amplifier with inbuilt music device and centrally controlled volume developed. Pilot project deployed in select outlets



# 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

Empaneled 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.



## 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.



## Customer-Centric Approach

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



## 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 700+ brands across 1,400+ cities in India & abroad.



**Government Ties:**  
Empanelled with DAVP for participation in government-led projects.

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



**Global Reach:**  
Active in 12 countries with plans for further international expansion.

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



**Experienced Leadership:**  
Promoters with 30+ years in media, finance, and tech.

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



**Growth Pipeline:**  
1,100+ digital screens under management and expanding ad inventory.



# THANK YOU



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