



Earnings Update for Q3 FY23

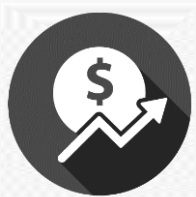
Zee Entertainment Enterprises Limited – 13th Feb, 2023

Safe Harbor Statement



This Release/Communication, except for the historical information, may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

Q3 FY23 Revenue Was Flat YoY; Healthy Momentum In ZEE5



16.2%

Q3 FY23 all India TV network share, QoQ down 20 bps

4.1%

QoQ Total Revenue growth;
Q3 FY23 Revenue Rs 21,112 Mn

16.0%

EBITDA margin;
Q3 FY23 EBITDA of Rs. 3,380 Mn



+33%

Zee5 YoY Revenue growth;
Q3 FY23 revenue Rs 1,943 Mn

119.5 Mn

ZEE5 global MAUs in Q3 FY23
YoY up 17.6 Mn

169 min

Avg watch time/month in Q3 FY23

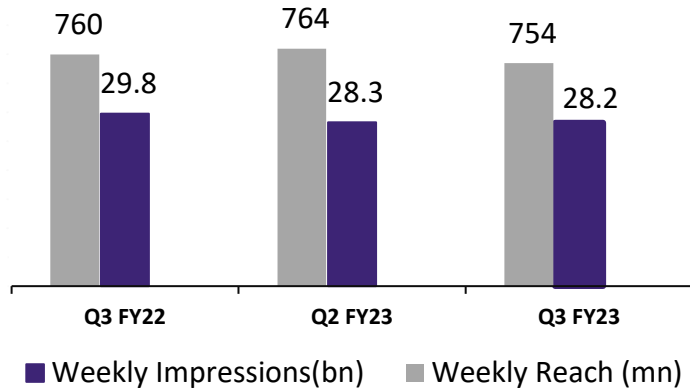


Business Performance

Domestic Linear: Network Share Gains In South Cluster Offset By Soft Performance in Marathi and Seasonal Dip in Hindi Movies

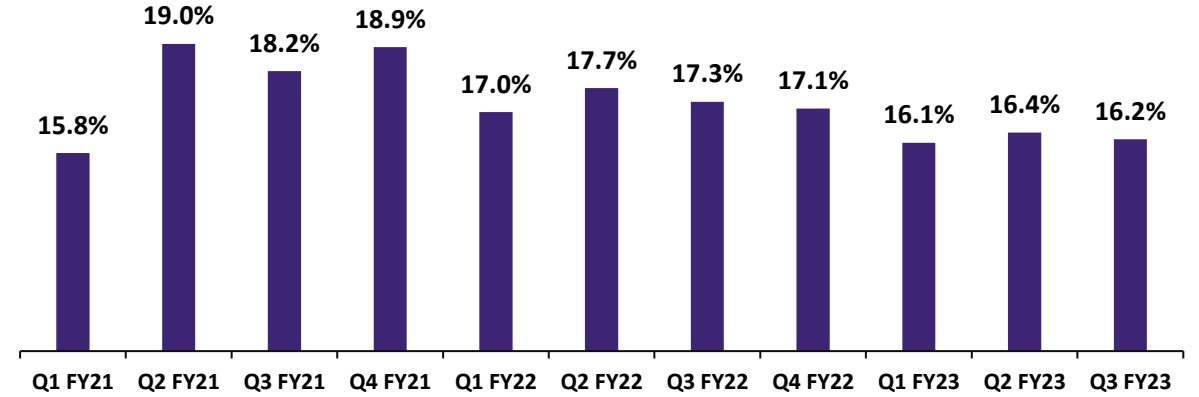
ZEE

TV reach and impressions



Total TV viewership stable QoQ

ZEE network share



Invest & Grow



Continue to invest in ZeeTV, Zee Marathi, Zee Tamil & Movies to further grow market share

Strengthen & Monetize



Further, Strengthen market position in Bangla, Odiya, Telugu & Kannada Market

Key launches in Q3 FY23



⁵ TV reach & Impression Source: BARC, All 2+ Yrs, (U + R);
Impression is defined as the total human-minutes of viewing of content, averaged per minute across total duration.

Extraordinary Together

ZEE5: Revenue Up 33% YoY; Highest Ever DAUs Reflecting Stickiness

ZEE

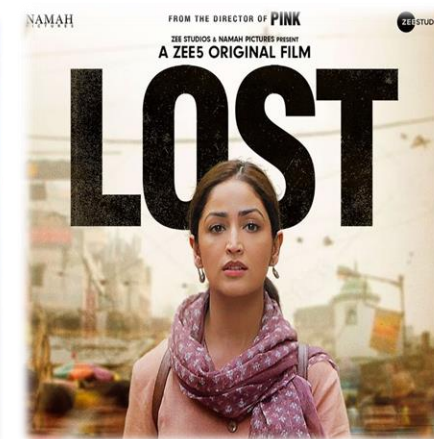
Q3 Highlights

- MAUs at 119.5 Mn and DAUs at 11.5 Mn
- 50+ shows and movies (incl. 6 originals) released during the quarter
- Average Watch time is 169 mins
- Q3 Revenues stood at Rs.1,943 Mn (YoY 33% growth) EBITDA* at Rs. (2,820) Mn

Q3 FY23 Impact Releases

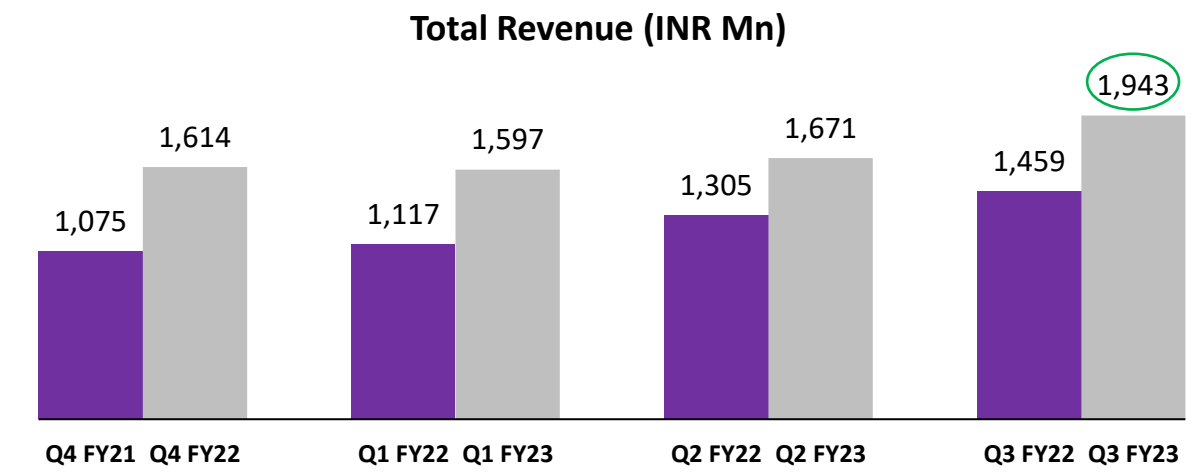
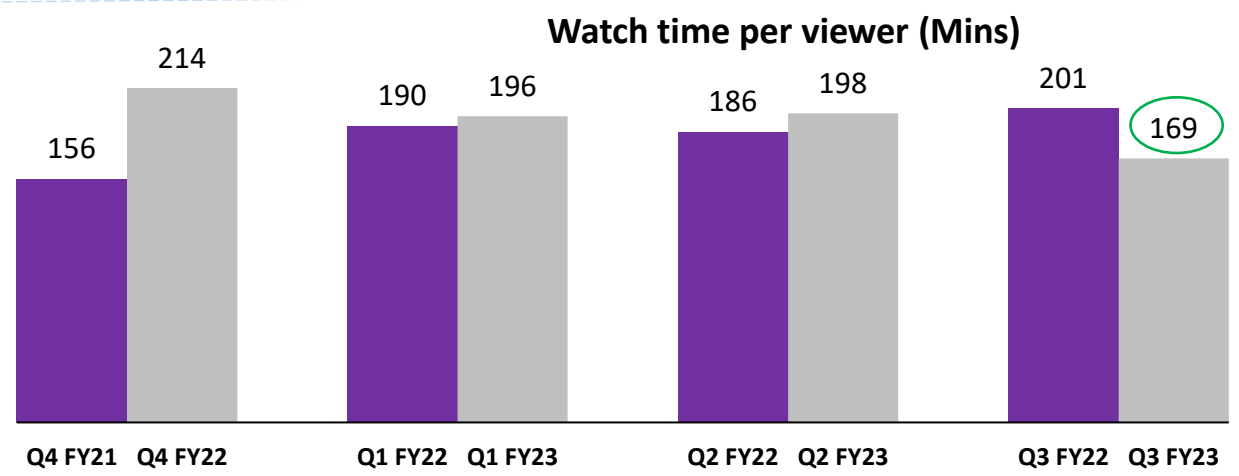
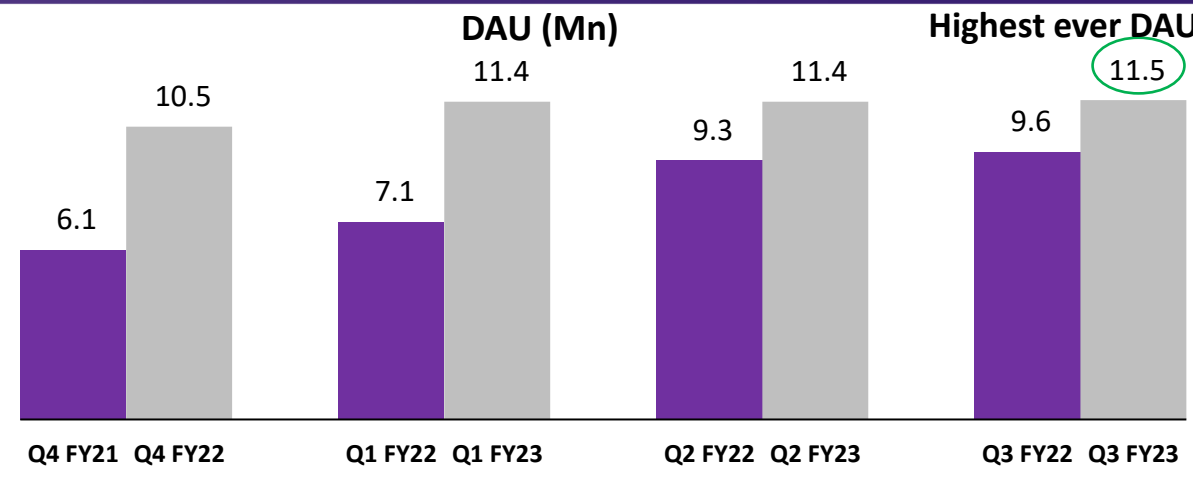
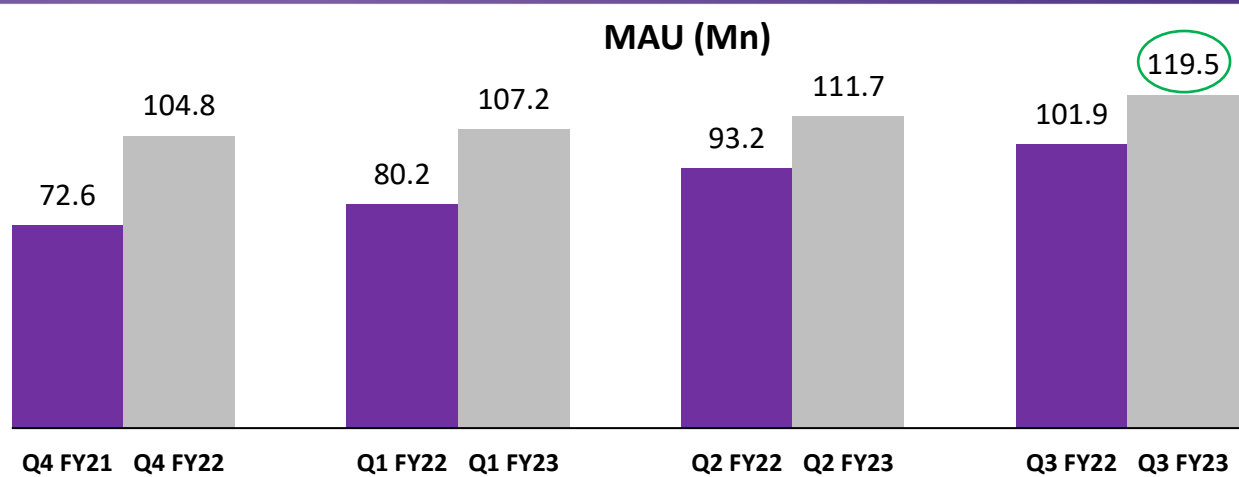


Q4 FY23 Slate



*EBITDA loss excludes costs incurred by the business on ZEEL network

Digital Business Continue to Show Strong Usage, Engagement and Growth



Extraordinary Together

ZEE Studio Q3 FY23: 5 Hindi and 4 Regional Movies Released During the Quarter

ZEE

Hindi Movies



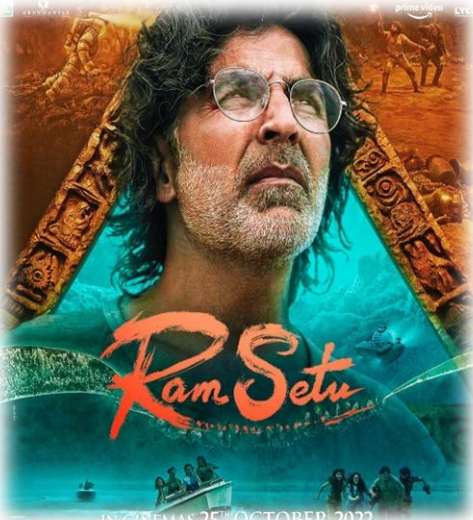
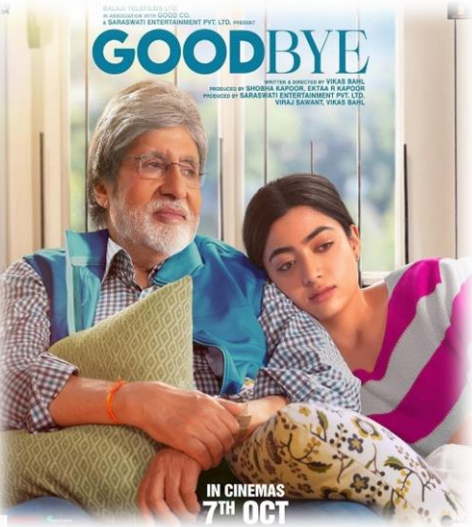
Regional Movies



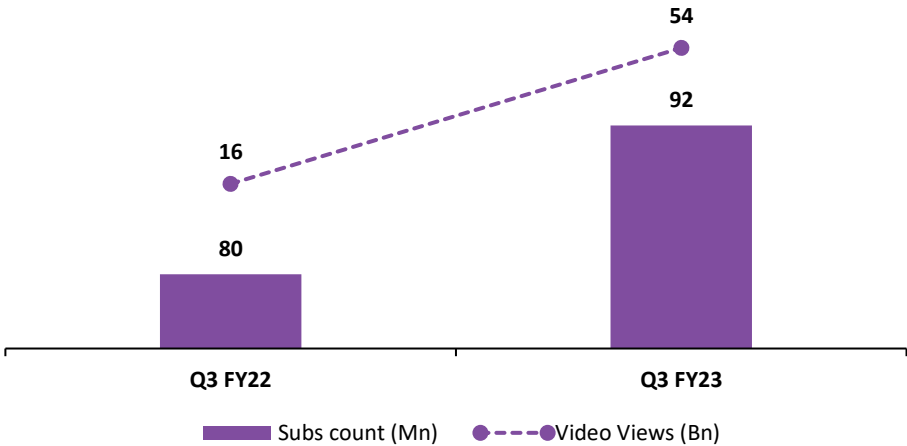
ether

Zee Music Company (ZMC)

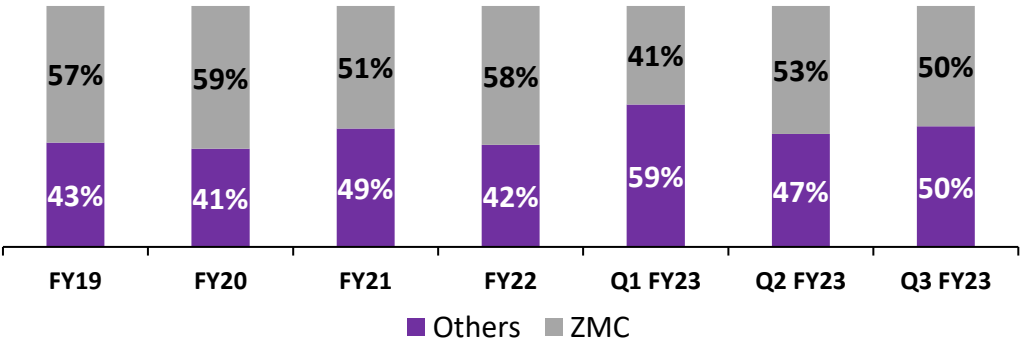
2nd Largest Music Label with ~92Mn Subscribers on YouTube



ZMC YouTube Video Views & Subscribers Count



ZMC Hindi movies acquisition share
Strong track record of acquiring new Hindi movies title



Zee Music company witnessed 246% YoY growth on video views & 12 Mn subscribers' addition since Q2 FY22 on back of new age catalogue

Rights Acquired Oct-Dec 22	Hindi	Marathi	South	Singles / Albums
	14	11	4	149

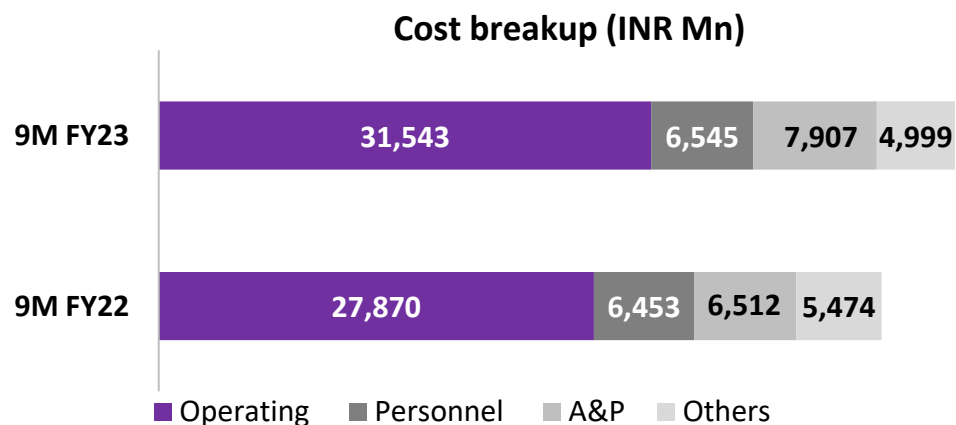
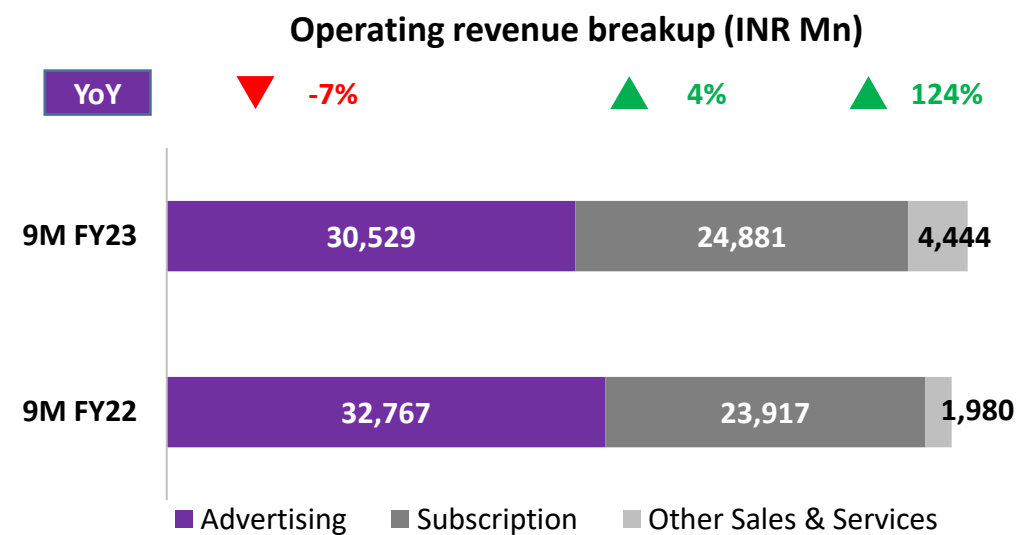


Financial Performance

YTD FY23 EBITDA Down 28.3% YoY Impacted by Elevated Investment in Content, Marketing and Technology

ZEE

(INR Million)	9M FY23	9M FY22	Growth YoY
Operating Revenue	59,853	58,664	2.0%
Expenditure	-50,994	-46,309	10.1%
EBITDA	8,859	12,355	-28.3%
EBITDA Margin	14.8%	21.1%	
Other Income	674	831	
Depreciation	-2,506	-1,782	
Finance cost	-309	-71	
Fair value through P&L	58	-239	
Exceptional Items	-2,455	-331	
Profit Before Tax (PBT)	4,319	10,764	-59.9%
Provision for Tax	-1,881	-3,025	
Profit After Tax (PAT before MI)	2,438	7,738	-68.5%
Minority Int./ Income from associate	-	88	
Profit after Tax (PAT)	2,438	7,826	-68.8%

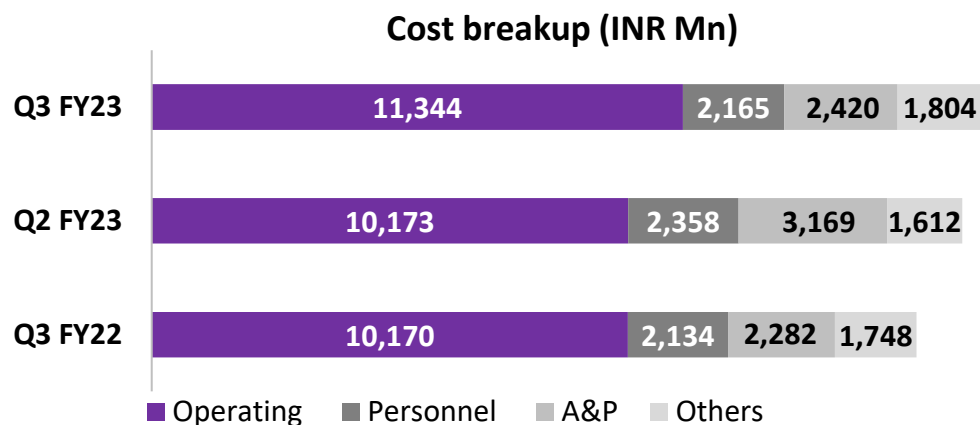
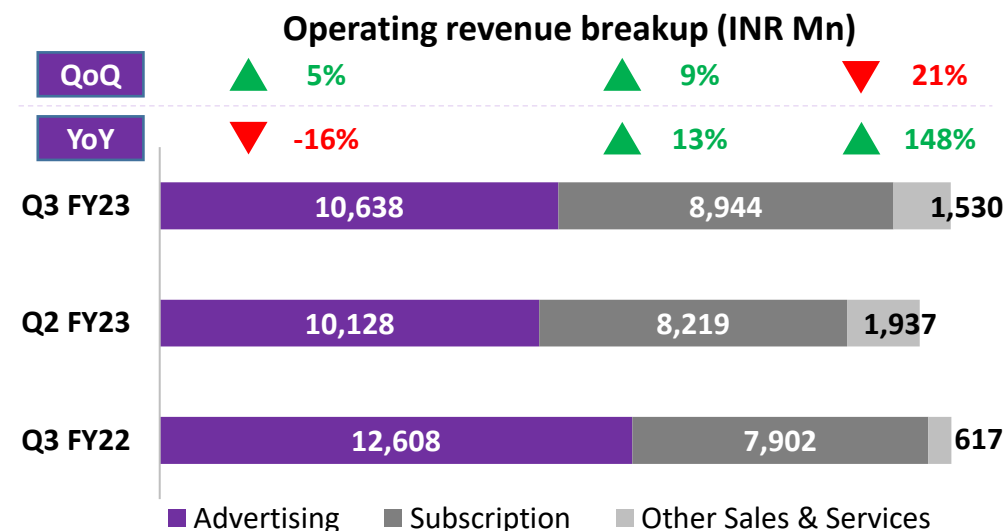


Extraordinary Together

Q3FY23 EBITDA Down 29.5% YoY Impacted by Slower Growth in Revenue and Elevated Investment in Content, Marketing and Technology

ZEE

(INR Million)	Q3 FY23	Q2 FY23	Growth QoQ	Q3 FY22	Growth YoY
Operating Revenue	21,112	20,284	4.1%	21,126	-0.1%
Expenditure	-17,732	-17,311	2.4%	-16,333	8.6%
EBITDA	3,380	2,973	13.7%	4,793	-29.5%
EBITDA Margin	16.0%	14.7%		22.7%	
Other Income	161	175		178	
Depreciation	-913	-815		-594	
Finance cost	-131	-97		-30	
Fair value through P&L	58	-0		-53	
Exceptional Items	-1,690	-466		-154	
Profit Before Tax (PBT)	862	1,770	-51.3%	4,141	-79.2%
Provision for Tax	-619	-641		-1,151	
Profit After Tax (PAT before MI)	243	1,129	-78.4%	2,990	-91.9%
Minority Int./ Income from associate	-	-0		-3	
Profit after Tax (PAT)	243	1,129	-78.4%	2,987	-91.9%



Extraordinary Together

Challenging Macro Economic Environment Continues to Impact Operating Performance



Advertising revenues	➤ Domestic Ad revenues came at Rs. 10,154 Mn, QoQ up by 5.7%, YoY declined by 15.8% ➤ Ad Revenue YoY growth impacted due to FTA withdrawal (Zee Anmol) and slowdown in FMCG spends due to challenging macro economic environment
Subscription revenues	➤ Subscription revenue YoY up 11.2%, aided by underlying organic growth in Zee5, Zee Music and by recognition of subscription revenue from Siti network
Other Sales & Services revenues	➤ Other sales and services revenue YoY up 148% aided by higher syndication revenue. Theatrical performance continues to be soft.
Operating cost	➤ Programming and Technology cost increased YoY due to higher content cost in movies and linear, and continued investment in Zee5.
A&P and Other expenses	➤ New content launches and theatrical releases increased the marketing cost on a YoY basis. QoQ A&P spend moderates from high base of Q2 which had heightened spending due to big ticket movies.
EBITDA	➤ EBITDA for the quarter came at Rs. 3,380 Mn; ➤ Q3 FY23 Margin at 16.0%;
International revenue break-up	➤ Q3 FY23 Advertising revenue : Rs. 484 Mn, Subscription revenue : Rs. 1,069 Mn, Other Sales & Services : Rs. 218 Mn

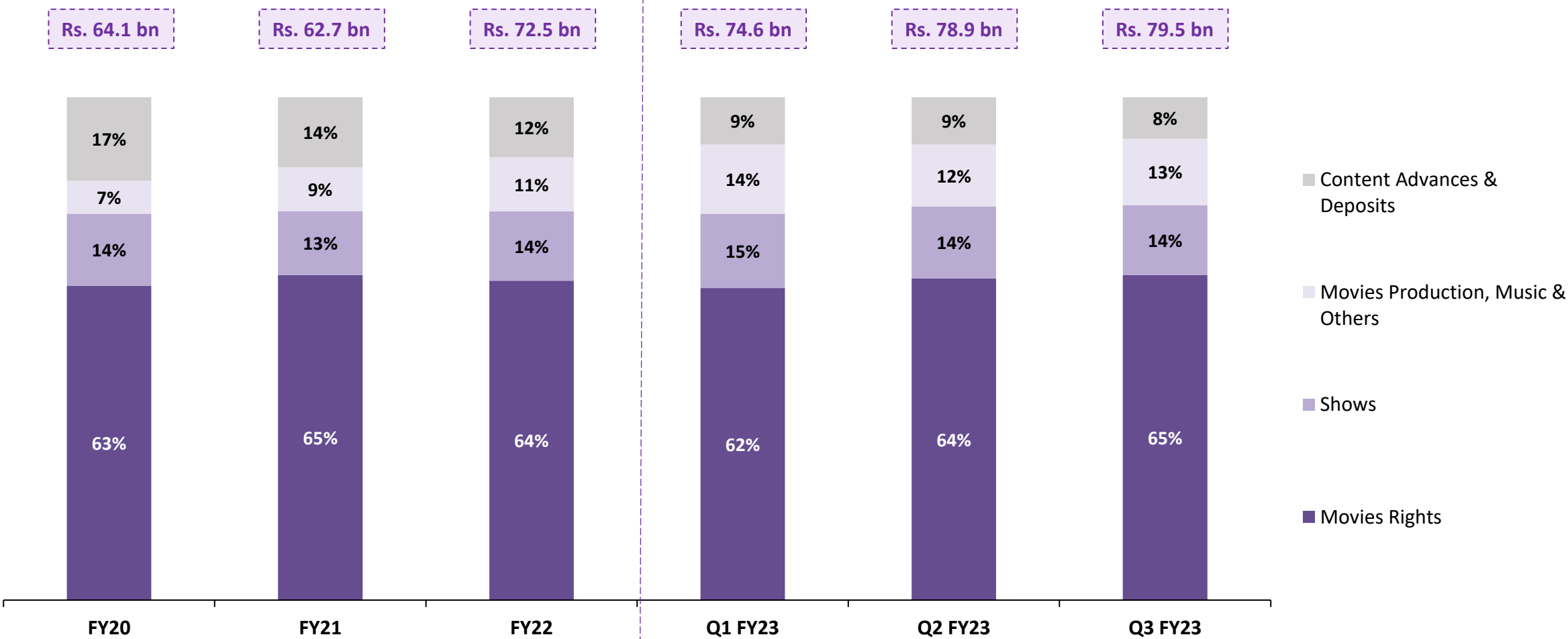
Condensed Balance Sheet



Assets (Rs. Mn)	Dec'22	Mar'22
Non-Current Assets		
Fixed assets	14,693	13,122
Investments	358	409
Other financial assets	599	351
Income tax & Deferred tax assets	8,004	6,924
Others Non-Current Assets	139	116
Current Assets		
Inventories	72,931	63,863
Cash and other investments	6,726	12,974
Trade receivables	17,242	17,375
Others financial assets	4,220	5,062
Other current assets	11,596	12,172
Non-current assets - HFS	573	28
Total Assets	1,37,082	1,32,396

Liabilities (Rs. Mn)	Dec'22	Mar'22
Equity Capital	1,09,258	1,08,627
Non-Current Liabilities		
Lease Liab/Other borrowings	2,296	556
Provisions	1,331	1,040
Current Liabilities		
Lease Liab/Other borrowings	664	207
Trade Payables	16,156	13,719
Other financial liabilities	4,002	4,547
Other current liabilities	2,983	3,221
Provisions	137	119
Income tax liabilities	254	359
Total Equity & Liabilities	1,37,082	1,32,396

Break-up of Content Inventory, Advances and Deposits





THANK YOU