

**EARNINGS RELEASE FOR THE FOURTH QUARTER AND FINANCIAL YEAR ENDED
MARCH 31, 2014**

**OPERATING REVENUE STOOD AT Rs. 827.7 MN IN Q4 FY14 AND HAS GROWN BY
10.3% TO Rs. 3,351.6 MN FOR THE FULL YEAR**

**SUBSCRIPTION REVENUE GREW BY 21.6% TO Rs. 270 MN IN Q4 OF FY14 WHILE
FOR FULL YEAR GROWTH HAS BEEN 18.5% AT Rs. 999 MN**

**ADVERTISING REVENUE STOOD AT Rs. 533 MN IN Q4 WHILE FOR FULL FISCAL IT
GREW BY 9.2% TO Rs. 2,205.1 MN**

Operating Highlights

- ❖ Operating revenue for the quarter grew by 4.7% to Rs. 827.7 mn and by 10.3% to Rs. 3,351.6 mn for the full year.
- ❖ Continuing the upward trend from third quarter, subscription revenues posted a strong growth in fourth quarter as well, increasing by 21.6% to Rs. 270 mn over the corresponding period last year. The Subscription performance also increased significantly for full year growing by 18.5% to Rs. 999 mn, indicating a strong pull factor for Zee Media Corporation Limited (ZMCL) channels.
- ❖ Advertisement revenue in Q4 of FY14 stood at Rs. 533 mn and grew by 9.2% over FY13 to Rs. 2,205.1 mn in FY14.

- ❖ EBITDA for FY14 stood at Rs. 254.7 mn. The Company made substantial expenditures on the launch and programming of new channels like Zee Madhya Pradesh Chhattisgarh, Zee Marudhara and Zee Kalinga in 2013-14.
- ❖ The Net Profit Before Tax for the full year stood at Rs. 226.4 mn.

Mumbai, India; May 21, 2014 –Zee Media Corporation Limited (ZMCL), erstwhile Zee News Limited, (BSE: 532794, NSE: ZEEMEDIA), today reported fourth quarter and fiscal 2014 consolidated revenues of Rs. 827.7 mn. The Network incurred Operating Expenditure of Rs. 883.9 mn in the fourth quarter and Rs. 3,096.9 mn in the full year. The Board of Directors, in its meeting held today, approved and took on record the financial results of ZMCL for the fourth quarter ended on March 31, 2014.

Mr. Subhash Chandra, Non-executive Chairman of the Board, said “With a new and stable government taking office after a decisive mandate, I am confident that the Indian economy, going through a moderated growth, will script a turnaround story in a short span. We hope that the new dispensation will initiate action oriented decisions to spur the engines of growth. The spirited movement in stocks market indicates that the investor sentiment is buoyant with hope of a revival. The rupee has stabilized and Current Account Deficit has narrowed, starting afresh the investment cycle. Inflation, though, still remains an area of concern for people at large. We are hopeful that the issue of supply side bottlenecks will be addressed to tame inflation. The positive outlook of the economy should benefit the media and entertainment industry.”

Dr. Bhaskar Das, Group CEO, News Cluster, said, “At a time when the media and entertainment industry was witnessing several challenges, both regulatory and business related owing to economic slowdown, ZMCL expanded its horizon with new regional offering Zee Kalinga catering to the Odisha market. Our television and digital reach is now 137.5 mn, consolidating our position as the largest private news network in the country. We are in tune with changes in television environment expecting that digitization will result in further lowering of carriage fees. We continue to evolve synergy in our operations with optimum utilization of technology and resources. Even in the midst of a sluggish macro-economic environment our advertisement revenue, the mainstay of business, has grown by a significant 9.2% to Rs. 2,205.1 mn for the financial year 2013-14.”

He added: “ZMCL CEO Alok Agrawal has moved on to pursue other interests and I wish him all the best in his endeavor.”

Condensed Consolidated Statement of Operations

The table below presents the condensed consolidated statement of operations for Zee Media Corporation Limited and its subsidiaries for the fourth quarter and full year 2013-14 ended March 31, 2014.

Consolidated Financials

(Rs. Million)	4th Quarter ended		% Growth YoY	Upto 4th Quarter ended		% Growth YoY
	Mar-14	Mar-13		Mar-14	Mar-13	
Operating Revenue	827.7	790.7	4.7%	3,351.6	3,038.2	10.3%
Expenditure	883.9	744.0	18.8%	3,096.9	2,662.8	16.3%
EBITDA	(56.2)	46.7	-220.4%	254.7	375.4	-32.2%
Less: Depreciation	47.1	36.5	28.8%	160.7	119.5	34.5%
Less: Finance Expenses	26.7	16.9	57.7%	103.4	87.9	17.6%
Add: Other Income	97.0	86.9	11.6%	235.8	208.1	13.3%
Net Profit before Tax	(33.0)	80.3	-141.1%	226.4	376.1	-39.8%

Consolidated Financials (Break up of Revenues)

(Rs. Million)	4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-14	Mar-13	Mar-14	Mar-13	
Advertising Revenue	533.0	521.9	64.4%	66.0%	2.1%
Subscription Revenue	270.0	222.0	32.6%	28.1%	21.6%
Other Sales & Services	24.7	46.8	3.0%	5.9%	-47.2%
Total Revenues	827.7	790.7	100.0%	100.0%	4.7%

Consolidated Financials (Break up of Expenditures)

(Rs. Million)	4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-14	Mar-13	Mar-14	Mar-13	
Cost of Goods & Operations	202.8	141.5	22.9%	19.0%	43.4%
Employee Cost	251.3	232.0	28.4%	31.2%	8.3%
Other Expenses	429.8	370.5	48.7%	49.8%	16.0%
Total Expenses	883.9	744.0	100.0%	100.0%	18.8%

Consolidated Financials (Break up of Revenues)

(Rs. Million)	Upto 4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-14	Mar-13	Mar-14	Mar-13	
Advertising Revenue	2,205.1	2,019.9	65.8%	66.5%	9.2%
Subscription Revenue	999.0	842.7	29.8%	27.7%	18.5%
Other Sales & Services	147.5	175.6	4.4%	5.8%	-16.0%
Total Revenues	3,351.6	3,038.2	100.0%	100.0%	10.3%

Consolidated Financials (Break up of Expenditures)

(Rs. Million)	Upto 4th Quarter ended		% of Total Expenditure		% Growth YoY
	Mar-14	Mar-13	Mar-14	Mar-13	
Cost of Goods & Operations	661.3	529.6	21.4%	19.9%	24.9%
Employee Cost	991.0	877.1	32.0%	32.9%	13.0%
Other Expenses	1,444.6	1,256.1	46.6%	47.2%	15.0%
Total Expenses	3,096.9	2,662.8	100.0%	100.0%	16.3%

Consolidated Financials

(Rs. Million)	4th Quarter FY 2014			4th Quarter FY 2013	Growth
	Existing	New*	Total	Total	Total
Total Revenue	810.7	17.0	827.7	790.7	4.7%
Total Expenses	771.9	112.0	883.9	744.0	18.8%
EBITDA	38.8	(95.0)	(56.2)	46.7	
EBITDA Margins	4.8%	-559.0%	-6.8%	5.9%	

Consolidated Financials

(Rs. Million)	Upto 4th Quarter FY 2014			Upto 4th Quarter FY	Growth
	Existing	New	Total	Total	Total
Total Revenue	3,238.3	113.3	3,351.6	3,038.2	10.3%
Total Expenses	2,780.3	316.6	3,096.9	2,662.8	16.3%
EBITDA	458.0	(203.3)	254.7	375.4	-32.1%
EBITDA Margins	14.1%	-179.4%	7.6%	12.4%	

*New channels include Zee Madhya Pradesh Chhattisgarh, Zee Marudhara and Zee Kalinga

Business Highlights

- ❖ ZMCL continues to be the largest News Network in India reaching over 137.5 mn viewers with its Ten National and Regional News channels and through its digital platforms – zeenews.com, dnaindia.com, Facebook and Twitter. (Source: TAM, CS 4+, All India, Q4 Reach; Google Analytics, Facebook and Twitter)
- ❖ Zee News, our flagship channel, reached over 111.9 mn viewers across India. (Source: TAM, CS 4+, All India, Q4 Reach)

Zee News in line with its five-year long tradition of acknowledging and recognizing the contribution of military and paramilitary forces, felicitated the heroes of the nation

with *Ananya Samman*. Zee News received Accolades and appreciation from Election Commission of India and Fifth BCS Ratna Awards for *Aapka Vote Aapki Taqat*, a campaign aimed at increasing awareness for the importance of voting, with awareness camps, rallies, skits, discussions and other engaging activities across India. Zee News was also awarded as the Best Public Service Campaign (Hindi) by a News channel for *Aapka Vote Aapki Taqat* and Best Spot News Reporting for a story *Maut Ke Shivir Main Ek Raat* by exchange4media News Broadcasting Awards.

- ❖ Zee Business reached out to 52.4 mn audiences across India (Source: TAM, CS 4+, All India, Q4 Reach)

Emerging Business Forum, an endeavor by Zee Business to enable and empower enterprises to achieve sustainable growth and development, was done across five major metros. *Sensex Ka Sultan*, aimed at fostering investor education in derivatives trading, was also conducted across six major cities.

- ❖ 24 Ghanta, our Bengali news offering, reached over 15.8 mn audiences across India. (Source: TAM, CS 4+, All India, Q4 Reach).

24 Ghanta, in its endeavor to ensure the betterment of the society organized the 6th edition of *Ananya Samman* honoring the unsung heroes from the field Business, Sports, Literature, Drama and Academics in West Bengal.

- ❖ Zee 24 Taas, the first 24-hour Marathi news channel of India had a high reach of 31.2 mn viewers across India. (Source: TAM, CS 4+, All India, Q4 Reach).

Zee 24 Taas, while moving with time, restaged itself with a strong brand promise of *Raha Ek Paul Pudhe* (Stay One Step Ahead) highlighting the core thought of keeping its viewers ahead in their life by empowering them with right information, valuable knowledge and in depth holistic view of the each news. Zee 24 Taas also took great pride in felicitating the real heroes of Maharashtra through its unique platform *Ananya Samman*.

- ❖ Zee Sangam, our Hindi heartland channel reached over 21.7 mn viewers across India. (Source: TAM, CS 4 +, All India, Q4 Reach)

- ❖ Zee Madhya Pradesh Chhattisgarh continued to make inroads into the central India reaching out to more than 15.9 mn viewers across India with relevant and engaging content (Source: TAM, CS 4+ All India, Q4 Reach)

- ❖ Zee Marudhara, launched in August is now reaching more than 5.6 mn viewers across India. (Source: TAM, CS 4+, All India, Q4 Reach)
- ❖ Zee Punjab Haryana Himachal which now addresses a much wider range of audience in North India, including Punjab, Haryana and Himachal Pradesh, reached more than 13.5 mn viewers (Source: TAM, CS 4+, All India, Q4 Reach)
- ❖ Zee Kalinga was launched on 26th January 2014 as part of ZMCL's new content format Terrestrial Entertainment Network (TEN) to tap viewers of Odisha with five Fiction and two Non-fiction shows apart from 10 News bulletins. Zee Kalinga is already reaching more than 1.7 mn viewers across India.(Source: TAM, CS 4+, All India, Q4 Reach)
- ❖ In the fourth quarter, Zeenews.com attracted over 26 mn unique users, 52 mn visits with 117 mn page views in Q4, registering an increase of 13% in visits, 8% in unique visitors and 9% in page views versus Q3. The regional portals put up a tremendous performance with page visits to Hindi, Bengali and Marathi websites showing a growth of 33%, 66% and 66% respectively. Zee News English and Hindi Facebook pages crossed 2 mn likes and Zee News twitter handle crossed 3 lakh followers Zee Media Facebook fans crossed 5 mn mark. (Source – Google Analytics, Facebook)

Channel Portfolio

National News Channels



Regional News Channels



Note: This earnings release contains results that are prepared as per Indian Generally Accepted Accounting Principles (GAAP).

Caution Concerning Forward-Looking Statements

This document includes certain forward-looking statements. These statements are based on management's current expectations or beliefs, and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors. Zee Media Corporation Limited is under no obligation to, and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.

About Zee Media Corporation Limited: Zee Media Corporation Limited, erstwhile Zee News Limited, is the leading news network of India. It has a unique cluster of news, current affairs and regional news channels, which includes Zee News, Zee Business, Zee Punjab Haryana Himachal, Zee Madhya Pradesh Chhattisgarh, Zee 24 Taas, 24 Ghanta, Zee Kalinga, Zee Sangam and Zee Marudhara. More information about Zee Media Corporation Limited and its businesses is available on www.zeenews.india.com.