



EARNINGS RELEASE FOR THE FIRST QUARTER ENDED JUNE 30, 2018

OPERATING PROFIT FOR Q1FY19 GREW BY 42.3% TO Rs 358.8 MN

**PAT FROM CONTINUING OPERATIONS GREW TO Rs 553.8 MN IN Q1FY19
AGAINST Rs 73.9 MN IN Q1FY18**

OPERATING REVENUE FOR Q1FY19 GREW BY 35.2% OVER Q1FY18 TO Rs 1,546.9 MN

ADVERTIZING REVENUES FOR Q1FY19 GREW BY 34.5% OVER Q1FY18 TO Rs 1,369.7 MN

Operating Highlights

- ❖ Operating revenue grew by 35.2% to Rs 1,546.9 mn in Q1FY19 from Rs 1,144.5 mn in Q1FY18.
- ❖ Operating Expenditure in Q1FY19 grew by 33.1% to Rs 1,188.1 mn from Rs 892.3 mn in Q1FY18. The increase in expenditure YoY is on account of three new channels launched during the year viz. Zee Salaam, Zee 24 Kalak and Zee Uttar Pradesh Uttarakhand.
- ❖ EBITDA for Q1FY19 grew by 42.3% to Rs 358.8 mn from Rs 252.2 mn for the corresponding period last financial year. EBITDA Margin grew from 22% in Q1FY18 to 23.2% in Q1FY19.

Mumbai, India; July 20, 2018 – Zee Media Corporation Limited (ZMCL) (BSE: 532794, NSE: ZEEMEDIA) today reported consolidated revenues of Rs 1,546.9 mn for first quarter of fiscal 2019. The Network incurred expenditure of Rs 1,188.1 mn in the quarter. The Board of Directors, in its meeting held today, approved and took on record the financial results of ZMCL for the first quarter ended June 30, 2018.

Highlights

(Rs million)	For the Quarter Ended		
	Q1FY19	Q1FY18	YoY Growth
Operating Revenue	1,546.9	1,144.5	35.2%
Expenditure	1,188.1	892.3	33.1%
Operating Profit (EBITDA)	358.8	252.2	42.3%
EBITDA Margin	23.2%	22.0%	



Condensed Consolidated Statement of Operations

The tables below present the condensed consolidated statement of operations for Zee Media Corporation Limited and its subsidiaries for the first quarter ended June 30, 2018.

Consolidated Statement of Operations

(Rs million)	For the Quarter Ended		
	Q1FY19	Q1FY18	YoY Growth
Operating Revenue	1,546.9	1,144.5	35.2%
Expenditure	1,188.1	892.3	33.1%
Operating Profit (EBITDA)	358.8	252.2	42.3%
Add : Other Income	18.5	31.9	-42.0%
Less : Depreciation	126.1	83.8	50.6%
Less : Finance Cost	35.1	51.1	-31.4%
Add : Share of Profit / (Loss) of Associates	(1.2)	(23.5)	-94.7%
Profit Before Tax	214.9	125.7	70.9%
Add : Exceptional Items	412.1	-	
Profit Before Tax (PBT) after exceptional items	627.0	125.7	398.6%
Less : Tax Expense	73.2	51.9	41.1%
Profit After Tax (PAT) from Continuing operations	553.8	73.9	649.8%
Less : Minority Interest	8.3	21.4	-61.3%
Other Comprehensive Income	0.0	(5.4)	-100.6%

Revenue Streams

(Rs million)	For the Quarter Ended		
	Q1FY19	Q1FY18	YoY Growth
Advertising Revenue	1,369.7	1,018.7	34.5%
Subscription Revenue	111.0	109.9	1.0%
Other sales and services	66.2	15.9	316.9%
Total Revenue from Operations	1,546.9	1,144.5	35.2%

Expenditure

(Rs million)	For the Quarter Ended		
	Q1FY19	Q1FY18	YoY Growth
Operating Costs	254.9	198.3	28.6%
Employee Benefits Expenses	348.1	294.0	18.4%
Marketing, Distribution & Business Promotion Expenses	201.4	130.9	53.8%
Advertisement and Publicity Expenses	30.5	30.9	-1.4%
Other Expenses	353.1	238.2	48.2%
Total Expenses	1,188.1	892.3	33.1%



Business Highlights

- ❖ The 14 news channels of ZMCL comprising 1 Global, 3 National and 10 Regional channels continued to be one of the largest TV news networks in the country and reached more than 320 mn viewers. (Source: BARC, NCCS 2+, All India, ZMCL Channels, 24hrs, 1st Apr – 30th Jun 2018 Coverage)

The network kick-started its build-up towards the 2019 General Elections with two major conclaves. Zee News and Zee Business combined to organize *India Ka DNA 2019* to analyze and review the tenure of the current Government as well as the plan ahead for all parties. The event involved participation from key politicians across parties with BJP President Amit Shah as Chief Guest. Zee Hindustan marked the completion of four years of the current dispensation with *Hindustan Vimarsh* where several key ministers discussed about the country's development during this period.

- ❖ Zee News, the network's flagship news channel, has consistently made investments in enhancement and differentiation of its content and the channel has been clocking the highest average time spent per viewer for more than a year. All these efforts yielded fruits as the channel achieved No. 1 position in the news genre for four consecutive weeks. (Source: BARC, NCCS 15+, HSM Market, Week 22-25'2018, 06:00-24:00 hrs, 11 channels, Weekly Share based on Impressions)

The channel continued its endeavor of providing innovative coverage of various elections through *Karnataka Premier League*, a series panel of panel discussions across various cities of Karnataka against the backdrop of assembly elections in the state.

- ❖ Zee Business, our Business News offering, reached 16 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)

To recognize the efforts of companies that go beyond their call of duty, the channel organized *Bharat Calling*, an initiative showcasing the CSR Champions of India Inc. Continuing with its ideology of providing financial education to the common man, the channel organized *Commodity Gurukul* workshops across Hisar (Haryana), Rampur and Bareilly (both UP) where experts shared the trading techniques and tips in commodity market.

On the occasion of International Yoga Day, the channel sought to highlight the health issues in the life of truckers who are the lifeline of Indian economy through *Truck Asanans*, an event where more than 500 truck drivers gathered and performed yoga.

- ❖ WION, India's first Global News channel, continues to carve out a niche for itself and reached over 7.1 million viewers across India. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)



- ❖ Zee 24 Ghanta, the network's Bengali news offering, continued to woo the audience and reached more than 32.8 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)

The channel continued with the network's tradition of recognizing the achievements of Indian women by presenting *Swayam Siddha Awards* to women from different fields who have scaled new heights and brought laurels to the country. The channel also organized *Education Excellence Awards* to judge various educational institutions and universities on various parameters and recognize the best ones in the respective categories.

- ❖ Zee 24 Taas, India's first 24-hour Marathi news channel, was the most preferred channel in the genre and reached 39.3 million audiences across India. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)

The channel continued to highlight the efforts of students who came up with innovations powerful enough to bring about a change in people's lives through the 3rd edition of *Young Innovator Awards*. The channel also organized *Arogya Sanman* to celebrate academic and professional excellence as well as entrepreneurship in various fields of medicine.

- ❖ Zee Hindustan, our 2nd national Hindi news channel, reached more than 144.2 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)

- ❖ Zee Madhya Pradesh Chhattisgarh, through its relevant and engaging content, continued its dominance in the market with 38.2% share. (Source: BARC, NCCS 15+, MP/CG market, Week 14 - 26/2018, 06:00-24:00 hrs, 6 channels, Weekly Share based on Impressions).

In view of the upcoming assembly elections in Chhattisgarh, the channel organized *Kursi Kiski* conclave with the Chief Minister and other key ministers communicating with the audience to discuss their development initiatives and way forward.

- ❖ Zee Punjab Haryana Himachal, addressing audiences across Himachal Pradesh and Haryana besides Punjab, reached 7.8 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)

To promote a dialogue on the status of sports in Punjab, the channel organized *Sports First Conclave*, which discussed the initiatives that can be taken up by the government for improvements in the field. The channel also organized *Agri Conclave* to provide a platform to discuss the problems faced by the farmers in Punjab and to brainstorm on initiatives that can uplift the status of agriculture.

- ❖ Zee Rajasthan, our regional channel catering to Rajasthani population, reached 10.9 million viewers across India. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)



- ❖ Zee Kalinga News, our 24X7 news channel for Odisha, reached over 11.9 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr – 30th Jun 2018 Coverage)
- ❖ Zee Bihar Jharkhand, our regional channel targeting the states of Bihar and Jharkhand, dominated the market with 46.8% market share. (Source: BARC, NCCS 15+, Bihar/Jharkhand market, Week 14 - 26'2018, 06:00-24:00 hrs, 3 Channels, Average Weekly Share based on Impressions)
- ❖ Zee Salaam, our offering for Urdu audience, reached more than 13.3 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr - 30th Jun 2018 Coverage)

The channel, in its endeavor to promote national integration, organized *Sangam* conclave, a platform where various political leaders shared their views on diversified topics.

- ❖ Zee 24 Kalak, our offering for Gujarati population, reached more than 10.4 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr - 30th Jun 2018 Coverage)
- ❖ Zee Uttar Pradesh Uttarakhand, our latest offering, reached more than 6 million viewers. (Source: BARC, NCCS 2+, All India, 24hrs, 1st Apr - 30th Jun 2018 Coverage)

The channel organized *Transform Uttarakhand* conclave to communicate the government's schemes to the masses through discussion on diversified topics. Chief Minister Trivendra Singh Rawat was the Chief Guest.

- ❖ In the first quarter, our flagship digital property Zeenews.com received 722 million page views as compared to 430 million during the same quarter last year, an increase of 68%. (Source: Google Analytics, Apr – Jun 2018)

Corporate Developments

- ❖ The Company has sold its entire equity stake in Ez-Mall Online Limited to a related party at an aggregate consideration of Rs 86 million as per approval granted by the Board at the Meeting held on 28th June 2018. Subsequently, Ez-Mall Online Limited ceased to be a subsidiary of the Company with effect from 30th June 2018.
- ❖ The Company has completed acquisition of balance 40% equity stake in its subsidiary "Zee Akaash News Private Limited" (ZANPL). Accordingly, ZANPL became a wholly-owned subsidiary of the Company with effect from 1st June 2018. ZANPL has been delivering strong revenues, EBITDA Margins and dividends over the years and will strengthen ZMCL's operational and financial standing.

Channel Portfolio

National News Channels



Regional News Channels



Note: The audited financial results have been prepared in accordance with Indian Accounting Standards (Ind AS), the provisions of the Companies Act, 2013 and guidelines issued by the Securities and Exchange Board of India.

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 is one of the leading news networks of India. It has a unique cluster of news, current affairs and regional news channels, which includes Zee News, Zee Business, WION, Zee Hindustan, Zee Punjab Haryana Himachal, Zee Madhya Pradesh Chhattisgarh, Zee 24 Taas, Zee 24 Ghanta, Zee Kalinga News, Zee Bihar Jharkhand, Zee Rajasthan, Zee Salaam, and Zee 24 Kalak. More information about Zee Media Corporation Limited and its businesses is available on www.zeenews.com.