

EARNINGS RELEASE FOR THE FOURTH QUARTER ENDED MARCH 31, 2016

ADVERTISING REVENUES FOR Q4FY16 GREW BY 11.7% OVER Q4FY15 TO Rs. 1,102.5 MN WHILE IT GREW BY 1.8% TO Rs. 4,011.5 MN FOR FULL YEAR FY16 OVER FY15

EBITDA FOR Q4FY16 GREW BY 168.3% OVER Q4FY15 TO Rs. 353.3 MN AND BY 103.8% TO Rs. 777.9 MN IN FY16 OVER FY15

NET PROFIT BEFORE TAX GREW TO Rs. 245.3 MN IN Q4FY16 FROM LOSS OF Rs. 70.7 MN in Q4FY15

BOARD RECOMMENDS DIVIDEND OF 15%

Operating Highlights

- ❖ Operating expenditure reduced by 20.4% to Rs. 1,008.2 mn in Q4FY16 from Rs. 1,267.1 mn in Q4FY15. For full year FY16, it stood at Rs. 4,651.2 mn, a reduction of 8.1% over FY15
- ❖ EBITDA for Q4FY16 increased by 168.3% to Rs. 353.3 mn from Rs. 131.7 mn for the corresponding period last financial year. For full year FY16, EBITDA grew by 103.8% to Rs. 777.9 mn from Rs. 381.6 mn in FY15.

Mumbai, India; May 24, 2016 – Zee Media Corporation Limited (ZMCL) (BSE: 532794, NSE: ZEEMEDIA) today reported consolidated revenues of Rs. 1,361.5 mn for fourth quarter of fiscal 2016. The Network incurred Operating Expenditure of Rs 1,008.2 mn in the same period. The Board of Directors, in its meeting held today, approved and took on record the financial results of ZMCL for the fourth quarter ended March 31, 2016.

RK Arora, Executive Director and CEO, said: “The Indian economy continues to outperform other major economies of the world. Forecast for a good monsoon season is expected to further fuel the growth. With the macroeconomic environment promising a bright future, the media and entertainment industry is expected to use the emerging opportunities – increased ad spends – to chart a robust growth path. We at ZMCL have adopted a three pronged approach for innovation and growth. For our advertisers, we are constantly bringing out new innovations to maximize their return on investment. For our audience, our endeavor is to provide differentiated, innovative, and positive news content which cuts through the morass of the market. For our shareholders, we are constantly striving to use technology and enhance processes to establish industry benchmarks. Our significantly improved profit margins point towards the success we have achieved in our endeavors.”

Condensed Consolidated Statement of Operations

The table below presents the condensed consolidated statement of operations for Zee Media Corporation Limited for the fourth quarter ended March 31, 2016.

Consolidated Financials

(Rs. Million)	4th Quarter ended		% Growth YoY	Upto 4th Quarter ended		% Growth YoY
	Mar-16	Mar-15		Mar-16	Mar-15	
Operating Revenue	1,361.5	1,398.8	-2.7%	5,429.1	5,443.3	-0.3%
Expenditure	1,008.2	1,267.1	-20.4%	4,651.2	5,061.7	-8.1%
EBITDA	353.3	131.7	168.3%	777.9	381.6	103.8%
Less: Depreciation	113.6	130.1	-12.7%	483.2	504.9	-4.3%
Less: Finance Expenses	107.1	140.4	-23.7%	441.6	526.2	-16.1%
Add: Other Income	112.7	68.1	65.4%	175.6	94.4	86.0%
Net Profit before Tax	245.3	(70.7)		28.7	(555.1)	

Consolidated Financials (Break up of Revenues)

(Rs. Million)	4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-16	Mar-15	Mar-16	Mar-15	
Advertising Revenue	1,102.5	986.9	81.0%	70.6%	11.7%
Subscription Revenue	158.4	302.1	11.6%	21.6%	-47.6%
Other Sales & Services	100.6	109.8	7.4%	7.8%	-8.4%
Total Revenues	1,361.5	1,398.8	100.0%	100.0%	-2.7%

Consolidated Financials (Break up of Expenditures)

(Rs. Million)	4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-16	Mar-15	Mar-16	Mar-15	
Cost of Goods & Operations	345.4	406.0	34.3%	32.1%	-14.9%
Employee Cost	284.9	393.4	28.3%	31.0%	-27.6%
Other Expenses	377.9	467.8	37.4%	36.9%	-19.2%
Total Expenses	1,008.2	1,267.1	100.0%	100.0%	-20.4%

Consolidated Financials (Break up of Revenues)

(Rs. Million)	Upto 4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-16	Mar-15	Mar-16	Mar-15	
Advertising Revenue	4,011.5	3,938.8	73.8%	72.3%	1.8%
Subscription Revenue	1,023.9	1,135.4	18.9%	20.9%	-9.8%
Other Sales & Services	393.7	369.1	7.3%	6.8%	6.7%
Total Revenues	5,429.1	5,443.3	100.0%	100.0%	-0.3%

Consolidated Financials (Break up of Expenditures)

(Rs. Million)	Upto 4th Quarter ended		% of Total Expenditure		% Growth
	Mar-16	Mar-15	Mar-16	Mar-15	YoY
Cost of Goods & Operations	1,328.7	1,579.0	28.6%	31.2%	-15.8%
Employee Cost	1,473.5	1,606.6	31.7%	31.7%	-8.3%
Other Expenses	1,849.0	1,876.1	39.7%	37.1%	-1.4%
Total Expenses	4,651.2	5,061.7	100.0%	100.0%	-8.1%

Segment Results - For Q4

Rs. in millions	For Q4 FY16			For Q4 FY15		
	Television	Print	Total	Television	Print	Total
Total Revenues	1,092.4	269.1	1,361.5	1,103.7	295.1	1,398.8
Total Expenses	795.6	212.6	1,008.2	946.0	321.2	1,267.1
EBITDA	296.8	56.5	353.3	157.7	(26.1)	131.7

Segment Results - Upto Q4

Rs. in millions	Upto Q4 FY16			Upto Q4 FY15		
	Television	Print	Total	Television	Print	Total
Total Revenues	4,345.9	1,083.3	5,429.2	4,221.2	1,222.1	5,443.3
Total Expenses	3,566.0	1,085.3	4,651.3	3,625.5	1,436.2	5,061.7
EBITDA	779.9	(2.0)	777.9	595.7	(214.1)	381.6

Television Business - Existing Vs New Channels - For Q4

Television Business Rs. in millions	For Q4 FY16			For Q4 FY15			Growth		
	Existing	New	Total	Existing	New	Total	Existing	New	Total
Advertisement Revenues	845.3	79.6	924.9	749.0	52.6	801.6	12.9%	51.4%	15.4%
Subscription Revenues	132.7	-	132.7	272.8	-	272.8	-51.4%	-	-51.4%
Other Revenues	34.8	-	34.8	29.3	-	29.3	18.9%	-	18.9%
Total Expenses	695.6	100.0	795.6	827.1	118.9	946.0	-15.9%	-15.9%	-15.9%
EBITDA	317.2	(20.4)	296.8	224.0	(66.3)	157.7	41.6%	-69.3%	88.1%

Television Business - Existing Vs New Channels - Upto Q4

Television Business Rs. in millions	Upto Q4 FY16			Upto Q4 FY15			Growth		
	Existing	New	Total	Existing	New	Total	Existing	New	Total
Advertisement Revenues	3,021.2	279.1	3,300.3	2,967.4	138.1	3,105.5	1.8%	102.0%	6.3%
Subscription Revenues	914.4	-	914.4	1,000.4	-	1,000.4	-8.6%	-	-8.6%
Other Revenues	131.2	-	131.2	115.3	-	115.3	13.8%	-	13.8%
Total Expenses	3,054.9	511.1	3,566.0	3,117.6	507.9	3,625.5	-2.0%	0.6%	-1.6%
EBITDA	1,011.9	(232.0)	779.9	965.5	(369.8)	595.7	4.8%	-37.3%	30.9%

*Existing Business includes Zee News, Zee Business, Zee 24 Taas, Zee PHH, India 24x7, 24 Ghanta

New Business includes Zee MPCG, Zee Rajasthan News, Zee Kalinga News, and Zee Purvaiya

Business Highlights

- ❖ The 10 news channels of ZMCL comprising 3 national and 7 regional channels reached more than 258.7 million viewers, emerging as the largest TV news network in the country. Its newspaper, dna, continued to reach a sizeable section of population in Mumbai. (Source: BARC, NCCS 4+, All India, ZMCL Channels, Jan-Mar 2016, Average Monthly Reach)

Continuing to earn accolades for its innovative content and path-breaking journalism, the network was rewarded with *Outstanding TV Journalist of 2015-16* (Zee News) at the 7th BCS Ratna Awards and *BARC India Business News Channel of the Year – Hindi* (Zee Business) at the ENBA Awards 2015.

The network aims to accentuate the paramount role played by women in society and has instituted *Zee: Indian Women Awards*, which honor the accomplishments and contributions of women who have excelled in different spheres of life. The 1st edition of the awards was organized in New Delhi with Union HRD Minister Smriti Zubin Irani as Chief Guest.

- ❖ Zee News, the network's National news channel, reached over 115.5 million viewers across the country. (Source: BARC, NCCS 4+, All India, Jan-Mar 2016, Average Monthly Reach)
- ❖ Zee Business maintained its prominence in the Business News genre and reached 25.5 million viewers. (Source: BARC, NCCS 4+, All India, Jan-Mar 2016, Average Monthly Reach)

The channel organized the 3rd edition of *Zeegniton Auto Awards* to celebrate the engineering brilliance of India's automobile sector by honoring companies and individuals working towards making the sector innovative.

- ❖ 24 Ghanta, our Bengali news offering, completed a decade of operations. The channel maintained its leadership in the genre with 30.2 million viewers. (Source: BARC, NCCS 4+, All India, Jan-Mar 2016, Average Monthly Reach)

The channel continued to provide extensive coverage on important events, such as West Bengal elections. The channel organized the 8th edition of *Ananya Samman* to honor the personalities from various fields who have done ground breaking work and have made the state of West Bengal proud.

- ❖ Zee 24 Taas, India's first 24-hour Marathi news channel, was the most preferred channel in the genre and reached 39.1 million audiences across India. (Source: BARC, NCCS 4+, All India, Jan-Mar 2016, Average Monthly Reach)

Continuing with its tradition of honoring the unsung heroes from various fields of Maharashtra, the channel organized the 8th edition of *Ananya Samman*. The channel, along with dna, organized *Young Innovator Awards* to highlight the efforts of students who came up with innovations powerful enough to bring a change in people's lives.

To provide a platform to citizens to raise their civic issues with local representatives and administration, the channel organized *Aapla Shahar Aapla Awaaz* in Ratnagiri and Sawantwadi.

- ❖ India 24x7, our free to air national Hindi news channel, reached 97 million audiences across India. (Source: BARC, NCCS 4+, All India, Jan-Mar 2016, Average Monthly Reach)

The channel organized *Amrit Dhara Ganga*, a platform to gain insights on issues surrounding River Ganges and to honor those who have contributed towards its betterment. To provide its viewers with a colorful, stress relieving and cultural entertainment on the occasion of Holi, the channel organized *Rang Umang*, a Hindi and Urdu poetry recital by renowned poets.

- ❖ Zee Madhya Pradesh Chhattisgarh, through its relevant and engaging content, continued its dominance in the genre with a 49.2% market share. (Source: BARC, NCCS 15+, MP/CG market, Week 1–13 2016, Average Weekly Share based on Impressions)

Committed to the tradition of saluting and rewarding the heroes in the Indian Army and para-military forces from Madhya Pradesh, the channel organized *Ananya Samman* with Chief Minister Shivraj Singh Chouhan as Chief Guest.

To honor the women of Madhya Pradesh who have made the state proud through their contributions in various fields, the channel organized *Women Achiever Awards*. Continuing with its tradition of promoting the state's talent, the channel organized the 2nd edition of *Aawaz of Chhattisgarh*, a singing talent hunt competition.

- ❖ Zee Punjab Haryana Himachal, addressing audiences across Himachal Pradesh and Haryana besides Punjab, remained the dominant player in the genre with 60.7% market share. (Source: BARC, NCCS 15+, Punjab Haryana Himachal Pradesh Market, Week 1–13 2016, Average Weekly Share based on Impressions)

To cater to the music savvy population of the region, the channel organized *Musical Night* concert in Jalandhar.

- ❖ Zee Rajasthan News, our regional channel catering to Rajasthani population, continues to touch the heart of the region and led the genre with 52.7% market share. (Source: BARC, NCCS 15+, Rajasthan Market, Week 1–13 2016, Average Weekly Share based on Impressions)

The channel organized *iWish* to honor those who made the wishes of terminally ill children come true.

- ❖ Zee Kalinga News, our 24X7 news channel for Odisha, reached more than 10.6 million viewers. (Source: BARC, NCCS 4+, All India, Jan-Mar 2016, Average Monthly Reach)
- ❖ Zee Purvaiya, our regional channel targeting Bihar and Jharkhand, reached more than 13.7 million viewers. (Source: BARC, NCCS 4+, All India, Jan-Mar 2016, Average Monthly Reach)

To provide a forum for government to interact with educators and student community about issues pertaining to “How education can contribute to building a better Bihar,” the channel organized *Education Summit 2016* in Patna. Renowned educationists from Bihar were also felicitated at the summit.

- ❖ dna, our English daily, launched the 1st edition of *dna Smart Solutions*, a series of workshops with stalwarts from different industries providing career counseling sessions to young aspirants from the city.

With the 5th edition of *iCan Women’s Half Marathon*, the newspaper continued to support the cause of educating girl children. To celebrate the victory over cancer, dna organized *Winners in life*, an event felicitating the brave souls who have battled with and beaten the disease.

Corporate Development

- ❖ Migration of ‘Zee News’ channel of the Company from Pay Channel to Free-to-Air Channel as a strategic move to improve viewership effective June 2016.
- ❖ With effect from May 24, 2016, Dr. Subhash Chandra resigned as Non-Executive Chairman of the Company and Mr. Rajendra Kumar Arora, CEO, was appointed as an Executive Director and CEO of the Company.
- ❖ Dividend: The Board of Directors of the Company at the meeting held today have recommended payment of Dividend of Rs. 0.15 per equity share of Re 1 each (equivalent to 15%) on the paid up equity capital, subject to approval by the shareholders.

Channel Portfolio

National News Channels



Regional News Channels



Newspaper



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 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, India 24x7, Zee Punjab Haryana Himachal, Zee Madhya Pradesh Chhattisgarh, Zee 24 Taas, 24 Ghanta, Zee Kalinga News, Zee Purvaiya and Zee Rajasthan News. It also includes newspaper dna. More information about Zee Media Corporation Limited and its businesses are available on www.zeenews.com.