

EARNINGS RELEASE FOR THE FOURTH QUARTER ENDED MARCH 31, 2015

OPERATING REVENUE FOR Q4 OF FY15 GREW BY 69.0% TO Rs 1,398.8 AND BY 62.4% TO Rs 5,443.3 MN IN FY15 OVER FY14

ADVERTISING REVENUE FOR Q4 OF FY15 GREW BY 85.2% TO Rs 986.9 MN WHILE IT JUMPED BY 78.6% TO Rs 3,938.8 MN FOR FULL YEAR OVER FY14

SUBSCRIPTION REVENUE GREW BY 11.9% TO Rs 302.1 MN IN Q4 OF FY15. FOR FULL YEAR, IT STOOD AT Rs 1,135.4 MN, A GROWTH OF 13.7% OVER FY14

Operating Highlights

- ❖ Operating revenues for Q4 of FY15 stood at Rs 1,398.8 mn, a growth of 69.0% over corresponding period of FY14. For full year, it was Rs 5,443.3 mn, a growth of 62.4% over FY14
- ❖ Continuing the upward trend, advertising revenue posted a growth of 85.2% to Rs 986.9 mn in Q4 of FY15. It grew by 78.6% to Rs 3,938.8 mn for full year
- ❖ Subscription revenue also grew by 11.9% to Rs 302.1 mn in Q4 of FY15. For full year, it the growth was 13.7% with the revenue at Rs 1135.4 mn
- ❖ EBITDA for Q4 of FY15 stood at Rs 153.9 mn and grew by 58.5% to Rs 403.9 mn for the full year

Noida, India; May 22, 2015 – Zee Media Corporation Limited (ZMCL), erstwhile Zee News Limited, (BSE: 532794, NSE: ZEEMEDIA), today reported fourth quarter of fiscal 2015 consolidated revenues of Rs 1,398.8 mn. The Network incurred Operating Expenditure of Rs 1,244.9 mn in the fourth quarter. 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, 2015.

Dr Subhash Chandra, Non-executive Chairman of the Board, said: “The Indian economy has picked up growth momentum with concerted institutional and policy interventions pushing the GDP growth

forecast for FY16 to around 8%-8.5%. With the growth rate likely to surpass China's for the first time in more than 15 years, we are expecting that investor confidence and consumption pattern will move in the right direction. Simultaneously, there has been a marked improvement in ease of doing business. Also, with inflation easing further to below 5% and the government meeting its fiscal deficit targets for FY15, we can hope for further revival across industries and sectors. This should promote ad spends by the industry and benefit the media and entertainment sector in the mid to long run."

Dr Bhaskar Das, Group CEO, News Cluster, stated: "Zee Media has consolidated its position as a leading news network in the country reaching over 187.9 mn consumers through all its television and digital platforms in the Quarter 4 of FY15. The continued growth in advertising revenue in FY15 gave us ample scope to experiment with path breaking content like roping in cricket celebrities for our world cup programming. From 'update' to 'upgrade', our content philosophy has evolved to cater to the ever increasing demands of an engaged consumer. The initiation of BARC ratings in the new fiscal will bring about a paradigm shift in how the industry and advertisers track the viewership data."

Ashish Kirpal Pandit, CEO, ZMCL said: "The company, in addition to upgrading its content and increasing its penetration among advertisers, is also focusing on improving its operational efficiency, which is evident from the improved margins. The company plans to make full use of the increase in digitization and expected improvement in viewership measurements and move towards a more analytical approach to doing business."

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 ended March 31, 2015.

Consolidated Financials

(Rs. Million)	4th Quarter ended		% Growth YoY	Upto 4th Quarter ended		% Growth YoY
	Mar-15	Mar-14		Mar-15	Mar-14	
Operating Revenue	1,398.8	827.7	69.0%	5,443.3	3,351.6	62.4%
Expenditure	1,244.9	883.8	40.8%	5,039.4	3,096.8	62.7%
EBITDA	153.9	(56.1)	-374.5%	403.9	254.8	58.5%
Less: Depreciation	130.1	47.0	176.6%	504.9	160.7	214.1%
Less: Finance Expenses	140.4	26.7	426.6%	526.3	103.4	409.1%
Add: Other Income	45.9	97.0	-52.7%	72.2	235.8	-69.4%
Net Profit before Tax	(70.7)	(32.8)		(555.1)	226.5	

Consolidated Financials (Break up of Revenues)

(Rs. Million)	4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-15	Mar-14	Mar-15	Mar-14	
Advertising Revenue	986.9	533.0	70.6%	64.4%	85.2%
Subscription Revenue	302.1	270.0	21.6%	32.6%	11.9%
Other Sales & Services	109.8	24.7	7.8%	3.0%	343.9%
Total Revenues	1,398.8	827.7	100.0%	100.0%	69.0%

Consolidated Financials (Break up of Expenditures)

(Rs. Million)	4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-15	Mar-14	Mar-15	Mar-14	
Cost of Goods & Operations	402.0	202.7	32.3%	22.9%	98.3%
Employee Cost	393.4	251.3	31.6%	28.4%	56.5%
Other Expenses	449.5	429.8	36.2%	48.7%	4.6%
Total Expenses	1,244.9	883.8	100.0%	100.0%	40.8%

Consolidated Financials (Break up of Revenues)

(Rs. Million)	Upto 4th Quarter ended		% of Total Revenues		% Growth YoY
	Mar-15	Mar-14	Mar-15	Mar-14	
Advertising Revenue	3,938.8	2,205.1	72.4%	65.8%	78.6%
Subscription Revenue	1,135.4	999.0	20.9%	29.8%	13.7%
Other Sales & Services	369.1	147.5	6.8%	4.4%	150.2%
Total Revenues	5,443.3	3,351.6	100.0%	100.0%	62.4%

Consolidated Financials (Break up of Expenditures)

(Rs. Million)	Upto 4th Quarter ended		% of Total Expenditure		% Growth YoY
	Mar-15	Mar-14	Mar-15	Mar-14	
Cost of Goods & Operations	1,572.7	661.2	31.2%	21.4%	137.8%
Employee Cost	1,606.6	991.0	31.9%	32.0%	62.1%
Other Expenses	1,860.1	1,444.6	36.9%	46.6%	28.8%
Total Expenses	5,039.4	3,096.8	100.0%	100.0%	62.7%

Segment Results

Rs. in millions	For Q4 FY15			Upto Q4 FY15		
	Television	Print	Total	Television	Print	Total
Total Revenues	1,103.6	295.1	1,398.7	4,221.2	1,222.1	5,443.3
Total Expenses	946.0	298.9	1,244.9	3,625.5	1,413.9	5,039.4
EBITDA	157.7	(3.8)	153.9	595.7	(191.8)	403.9

Television Business - Existing Vs New Channels - For Q4

Television Business Rs. in millions	Q4 FY15			Q4 FY14			Growth		
	Existing	New	Total	Existing	New	Total	Existing	New	Total
Advertisement Revenues	749.0	52.6	801.6	516.0	17.0	533.0	45.1%	209.5%	50.4%
Subscription Revenues	272.8	-	272.8	270.0	-	270.0	1.1%		1.1%
Other Revenues	29.3	-	29.3	24.7	0.0	24.7	18.4%		18.4%
Total Expenses	827.1	118.9	946.0	771.9	111.9	883.8	7.1%	6.2%	7.0%
EBITDA	224.0	(66.3)	157.7	38.8	(94.9)	(56.1)	477.2%	-30.2%	-381.0%

Television Business - Existing Vs New Channels - Upto Q4

Television Business Rs. in millions	Upto Q4 FY15			Upto Q4 FY14			Growth		
	Existing	New	Total	Existing	New	Total	Existing	New	Total
Advertisement Revenues	2,967.4	138.1	3,105.5	2,091.8	113.3	2,205.1	41.9%	21.9%	40.8%
Subscription Revenues	1,000.4	-	1,000.4	999.0	-	999.0	0.1%		0.1%
Other Revenues	115.3	-	115.3	147.5	0.00	147.5	-21.8%		-21.8%
Total Expenses	3,117.6	507.9	3,625.5	2,780.3	316.5	3,096.8	12.1%	60.5%	17.1%
EBITDA	965.5	(369.8)	595.7	458.0	(203.2)	254.8	110.8%	82.0%	133.8%

*New Business includes Zee MPCG, Zee Marudhara, Zee Kalinga and Maurya TV.

Business Highlights

- ❖ ZMCL continues to be one of India's largest news networks, reaching 187.9 mn viewers across the country, riding on its bouquet of 2 national and 8 regional news channels and digital platforms, including news websites and social media channels. (Source: TAM, CS 4+, All India, ZMCL Channels, Q4 Monthly Avg Reach; Google Analytics, Facebook and Twitter)

Our flagship channel Zee News provided extensive coverage of Cricket World Cup through *World War* program with expert panel comprising Navjot Singh Sidhu, Ajay Jadeja, Shoaib Malik, and Gaurav Kapur.

The Network organized the 2nd edition of *Zeeignition Auto Awards* to celebrate the engineering brilliance of India's automobile sector by honoring companies and individuals working towards making the sector innovative.

- ❖ Zee News reached over 77.6 million viewers across the country. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)

The channel continued to provide extensive coverage on important events with national impact, such as General and Railway Budgets and Delhi Elections. To cater to the cricket crazy population, the channel launched *World War* program with celebrity commentators and former Team India players, such as Navjot Singh Sidhu, Ajay Jadeja, Shoaib Malik and star anchor Gaurav Kapur.



The channel used the cricket theme to promote peace between arch rivals India and Pakistan through an innovative initiative *The Misunderstood Scoreboard*. This campaign received two awards at Goafest ABBY Awards – ‘Gold ABBY for Creative OOH’ and ‘Silver ABBY for Branded Content & Entertainment’.

- ❖ Zee Business reached 24.8 million audiences across India. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)

To trigger an informed debate around the much talked about *Make in India* plank, the channel organized *Ministerial Conclave* in January 2015. Road Transport and Highways minister Nitin Gadkari; Railways minister Suresh Prabhu; Power, Coal and Renewable Energy minister Piyush Goyal; Tourism, Culture and Civil Aviation minister Mahesh Sharma; Petroleum minister Dharmendra Pradhan were among the top leaders from the present dispensation who participated in panel discussions. Also, Zee Business continued its pioneering initiative of promoting investor education and the need for financial planning through *Hunt for India’s Smart Investor*. It has become the largest reality show in the business news genre and aims to identify the country’s smartest investors.

- ❖ 24 Ghanta, our Bengali news offering, reached over 11.7 million viewers. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)

Committed to the tradition of saluting and rewarding the heroes of Bengal, the channel organized the 7th edition of *Ananya Samman* and honoured the bravehearts of the state. Chief Minister Mamata Banerjee was the chief guest.

- ❖ Zee 24 Taas, India’s first 24-hour Marathi news channel, reached over 21.9 million viewers. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)

Continuing its endeavor to turn the spotlight on unsung heroes of Maharashtra, the channel felicitated them through the 7th edition of *Ananya Sanman*. Also, upholding its tradition as a socially conscious channel, the channel launched *Second Inning Parishad*, a discussion and guidance forum where experts came together to provide a direction and solutions to the problems faced by people.

- ❖ Zee Sangam, our regional channel catering to Uttar Pradesh and Uttarakhand, remains dominant in the region with 15.1 million viewers. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)

The channel organized *Devbhoomi Sammaan Awards* in Dehradun to honour the achievements of heroes from different walks of life in Uttarakhand.

- ❖ Zee Madhya Pradesh Chhattisgarh continues to be the most preferred channel in the region reaching more than 12.1 million viewers with relevant and engaging content. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)
- ❖ Zee Punjab Haryana Himachal, addressing audiences across Himachal Pradesh and Haryana besides Punjab, reached more than 7.4 million viewers. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)

The channel initiated and executed first-of-its-kind *Retail Utsav*, a consumer fair that received participation from more than one lakh visitors.

- ❖ Zee Marudhara, which has been transformed into a full-fledged news channel, reached more than 4.9 million viewers. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)
- ❖ Zee Kalinga, our 24X7 news channel, expanded its reach to more than 2.6 million viewers. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)
- ❖ Maurya TV, our regional channel targeting Bihar and Jharkhand, reached more than 3.0 million viewers. (Source: TAM, CS 4+, All India, Q4 Monthly Avg Reach)
- ❖ With the 4th edition of *ICan Women's Half Marathon*, dna, our English daily, continued to support the cause of educating girl children.
- ❖ In the fourth quarter, zeenews.com attracted over 34 million unique users as against 26 million unique users during Q4 of previous year, an increase of 29%. The website recorded 76 million visits as against 52 million, an increase of 46%. zeenews.com received 153 million page views as compared to 118 million during the same quarter last year, an increase of 29%. Visits via social referral increased by 192% in the same period of comparison.

The regional websites also put up a robust performance with visits to Hindi, Bengali and Marathi websites growing by 324%, 110% and 58%, respectively.

Corporate Development

- ❖ The Company came out with Rights issue of up to 108,643,732 Equity Shares of Re 1 each of the Company for cash at a price of Rs 18 per share (including premium of Rs. 17 per share) for an amount aggregating up to Rs 1,955.59 Million on Rights basis in the ratio of 3:10 (Three rights shares for every 10 equity shares) held by the shareholders as on the Record date of March 17, 2015. The said Rights Issue which opened on March 25, 2015 and closed on April 8, 2015, was subscribed 1.03 times of Issue size. In accordance with the terms of the Issue as detailed in the Letter of Offer dated March 16, 2015 and as per the Basis of Allotment approved by NSE (the Designated Exchange), the Board of Directors of the Company had allotted 108,643,732 Equity Shares on April 18, 2015, to the eligible applicants. The said Rights were listed on BSE and NSE with effect from April 21, 2015.

Consequent to the said allotment, the paid-up Share Capital of the Company increased from Rs 362,145,773/- to Rs 470,789,505/- comprising equivalent number of Equity Shares of Re 1 each of the Company.

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, Zee Punjab Haryana Himachal, Zee Madhya Pradesh Chhattisgarh, Zee 24 Taas, 24 Ghanta, Zee Kalinga, Zee Sangam, Maurya TV and Zee Marudhara. It also includes newspaper dna. More information about Zee Media Corporation Limited and its businesses are available on www.zeenews.com.