



Date: 10th February, 2025

The Manager, Listing Department,

National Stock Exchange of India Limited

Exchange Plaza, C-1,

Block G, Bandra – Kurla Complex,

Bandra (East), Mumbai – 400 051

The General Manager,
The Listing Department

**BSE Limited** 

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai – 400 001

Symbol: SAREGAMA Scrip Code: 532163

Subject: <u>Update under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)</u>

Regulations, 2015 ("SEBI Listing Regulations")

Reference: <u>Unaudited Financial Results (Standalone and Consolidated) for the quarter ended on</u>

31<sup>st</sup> December, 2024.

Dear Sir/ Madam,

Pursuant to Regulations 30 of SEBI Listing Regulations, as amended from time to time, and in continuation to our earlier communication sent today, please find enclosed the following for the Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended on 31<sup>st</sup> December, 2024:

1. Press Release on Earnings; and

2. Investor Presentation.

This information is available on the website of the Company <a href="https://www.saregama.com">www.saregama.com</a>

You are requested to kindly take the abovementioned on record.

Yours Faithfully,

For SAREGAMA INDIA LIMITED

Priyanka Motwani

**Company Secretary and Compliance Officer** 

**Encl:** As above





# Q3 FY23 – Saregama posted highest ever Revenue of Rs.4834Mn and PAT of Rs.623Mn

#### **Building IP for Tomorrow**

**Mumbai, February 10th, 2024:** Saregama, a RPSG Group company, announced its financial results for the Quarter and Nine Months Ended December 31, 2024

Company's Revenue from Operation at Rs.4834 Mn grew 100% on Q-o-Q basis and 137% on Y-o-Y basis, courtesy revenue from Event segment which is Rs.2789 Mn in Q3FY25 as against Rs.100 Mn in corresponding quarter last year;

Company's Profit After Tax of Rs.623 Mn registering a 39% growth on Q-o-Q basis and 19% on Y-o-Y basis;

Content charge for the quarter increased to Rs.318Mn for Q3FY25 as compared to Rs.246Mn in corresponding quarter of previous year i.e. 29% Y-o-Y;

The Board has declared an interim dividend of Rs.4.50 per share (450 % on the face value of Re.1 each).

#### **Key Operational Highlights:**

- ➤ Saregama Live "Dil Luminati" became the biggest live musical concert of 2024. With audience turnout of 3,75,000 plus across 15 shows (14 in India and 1 in Abu Dhabi), the tour broken all records, becoming the fastest-selling and highest-grossing concert event in Indian history of an Indian Artist.
- Quarter saw film music releases of Rohit Shetty's franchise film Singham Again; Alia Bhatt starrer Jigra in Hindi; Ram Charan and Kiara Advani starrer Game Changer in Telugu; Sivakarthikeyan, Sai Pallavi starrer Amaran in Tamil; Kichcha Sudeep's Max in Kannada etc. and Non-film song Morni by Badshah; multiple songs by Neelkamal Singh and Arvind Akela Kallu in Bhojpuri, by Rakesh Barot and Tejas Thakor in Gujarati, by Satindar Sartaj in Punjabi, Abhijeet Sawant in Marathi etc.
- During the Quarter, Company foray into Hip Hop Music with acquisition of 130 plus songs of MTV Hustle 4. Company released 1250 plus Originals and Premium Recreations across Hindi, Bhojpuri, Gujarati, Punjabi, Tamil, Telugu, Malayalam, Marathi and Bengali languages. Company also released 400 plus derivatives (LoFi, Trap Mix, Cover, Acoustic etc.) which is driving the popularity and growth of its catalogue.
- The other highlight of the quarter was the use of our songs for The Roshans, Dinner With Kapoors, Fabulous Wives Vs Bollywood running on Netflix; Allu Arjun starrer Pushpa 2, Shahid Kapoor 's Deva, Vikrant Massey's The Sabarmati Report in Hindi, Arvind Swamy starrer Meiyazhagan in Tamil etc. and by brands like Air India, Urban Ladder, Andrex, Mondelez etc. in their ad films.
- ➤ During the quarter **20+ Influencers/Artist added** taking the total Influencers/Artist managed by the Company to 200+ (60% Growth from March'24) with more than **132Mn plus followers** and subscribers on Instagram and YouTube.
- ➤ **Digital footprint** across Saregama owned and controlled channels touched **324 Mn followers** and subscribers across YouTube, Instagram and Facebook.





**Avarna Jain, Vice Chairperson** Saregama India, said "The company is in a strong position with its aggressive investment strategy coupled with diversifying business segments. Our focus will continue to be profitable growth as we look forward to unlocking synergies from the complementary business verticals".

#### **About Saregama India Limited:**

Saregama India Limited, formerly known as The Gramophone Company of India Ltd is a RPSG group company owning the largest music archives in India and one of the biggest in the world. The ownership of nearly 50 per cent of all the music ever recorded in India also makes Saregama the most authoritative repository of the country's musical heritage. Saregama has also expanded into other branches of entertainment - film & series production, live events, and music-based consumer products.

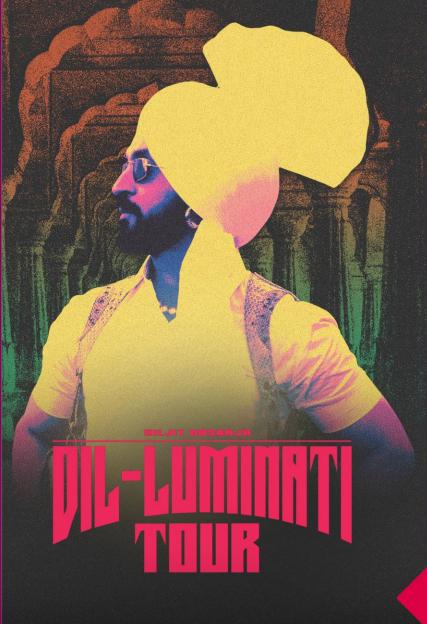
#### **About RPSG Group:**

RP-Sanjiv Goenka Group is one of India's fastest growing conglomerates with a significant global presence. The Group's businesses include power and energy, carbon black manufacturing, retail, IT-enables services, FMCG, media and entertainment and agriculture.

#### For further information, please contact:

Ayush Sharma | Ayush.sharma@mslgroup.com |+91 99505 56992 | Swapnali Morajkar | <a href="mailto:swapnali.morajkar@mslgroup.com">swapnali.morajkar@mslgroup.com</a> |9892592319











#### **SAREGAMA STRENGTHS**



India's only entertainment company with IP offerings across media channels (music, films, web series, short-format and TV serials), delivery platforms (digital and physical) and business models (licensing, advertising and retail)



Large intellectual property portfolio of 160K+ songs, 70+ films, 45+ digital series and 7K+ hours of television content



Digital footprint: 324Mn+ subscribers and followers across YouTube, Instagram and Facebook





Increasing IP library with a growing presence in all leading Indian languages



Investments and Capabilities in Data Analytics and Artificial Intelligence for content acquisition and IP protection



Strong financial position with track record of revenue growth, margin expansion and cash flow generation



Strong licensing relationships with streaming applications and platforms for music and video

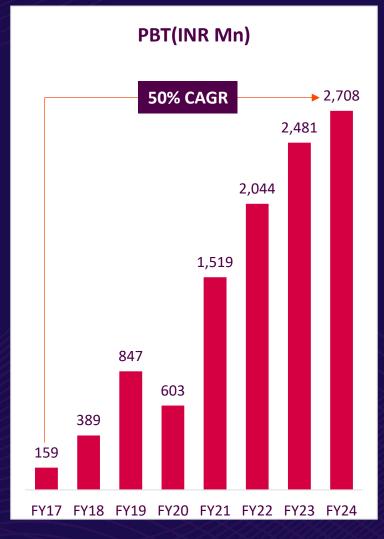


Experienced and creative leadership through Management Team and Promoter Group

# SAREGAMA | KEY FINANCIAL METRICS



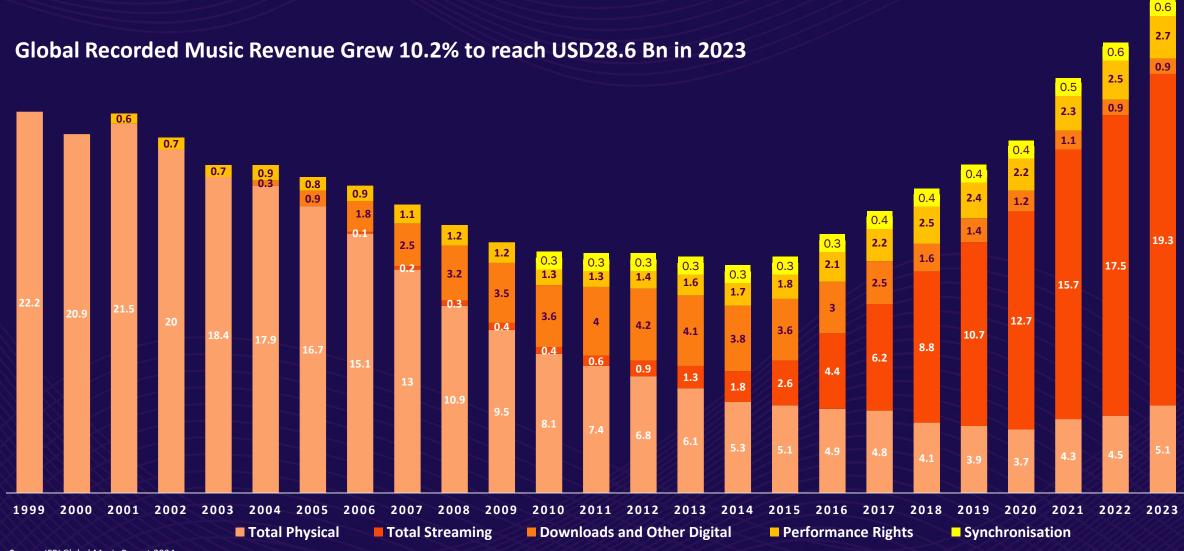




FY23 numbers are re-stated post impact of demerger

# GLOBAL INDUSTRY HIGHLIGHTS

# THE GROWTH OF GLOBAL MUSIC INDUSTRY CONTINUES



## SUBSCRIPTION BUSINESS IS GROWING GLOBALLY

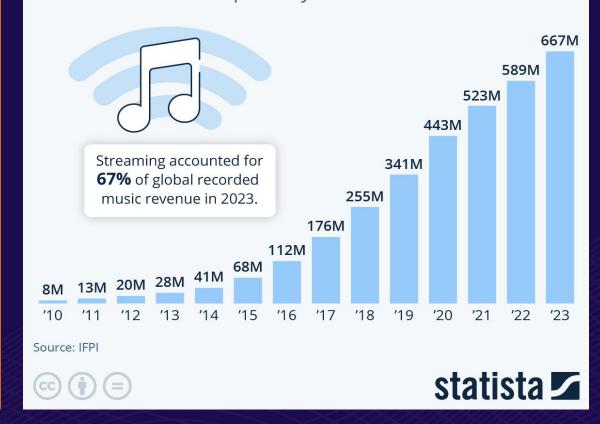
SPOTIFY POSTS \$1.5BN ANNUAL OPERATING PROFIT FOR 2024, AS SUBSCRIBER BASE GROWS TO 263M IN Q4

Quarter after Quarter contribution from Rest of World is growing among premium subscribers



# Streaming's Rapid Rise to Mass Adoption

Worldwide users of paid music streaming subscriptions at the end of the respective year



# Indian Media & Entertainment Sector is expected to grow at 10% pa on the back of Digitisation Saregama has a play in multiple verticals of the Sector



#### **MUSIC**

INDUSTRY SIZE (2023): INR 24,000Mn NEXT 3 YEAR GROWTH: 14.7%

#### **DRIVERS**

- Easy Access: 750M smart phones
- Cheap Data
- Fall in Piracy
- Streaming turning Pay
- Growth in Digital Advertising
- Short-format apps inviting Advertising



#### **VIDEO**

FILM INDUSTRY SIZE (2023): INR 197,000Mn NEXT 3 YEAR GROWTH : 6.5%

#### **DRIVERS**

- 750M smart phones
- 22M connected TVs expected to grow to 40M by 2025
- 45M SVOD subscribers
- 450M+ YouTube users



#### **LIVE EVENTS**

INDUSTRY SIZE (2023): INR 88,000 Mn NEXT 3 YEAR GROWTH: 17.6%

#### **DRIVERS**

- Rising Disposable Income
- Lack of Entertainment options
- Improvement in Infrastructure



# ARTIST / INFLUENCER MANAGEMENT

INDUSTRY SIZE (2023): INR 18,750 Mn NEXT 3 YEAR GROWTH: 15.8%

#### **DRIVERS**

- Due to shift in consumer behavior, there is an upward inclination on advertisements by relatable individuals rather than traditional celebrities
- Brands focus on driving awareness and engagement through influencers

Biggest driver is Digital Advertising. Grew by 15% last year to INR 576B.

This is primarily due to explosion in consumption of content on digital platforms

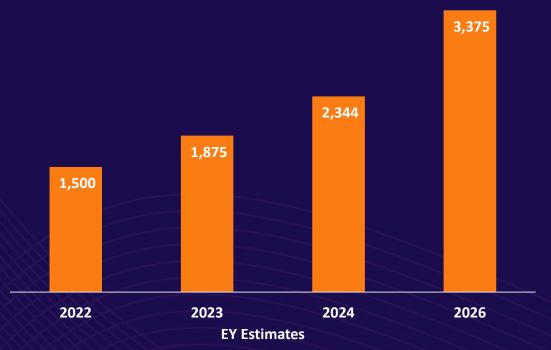
Source: State of Influencer Marketing India EY Report 2023

Source: FICCI-EY Report March 2024

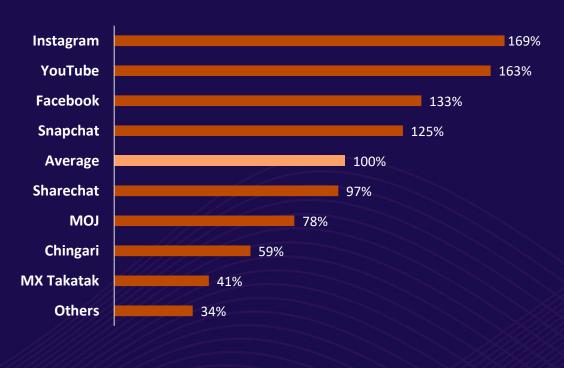
# India's Influencer Marketing Industry is expected to grow at 18% CAGR to reach INR 3375 Cr

As 50% of the time spent on mobile phones is on social media platforms, Influencer marketing is the way forward for all the marketers.

**Indian Influencer Marketing Size (INR Cr)** 



Instagram and YouTube were the most preferred platforms to consume content from influencers

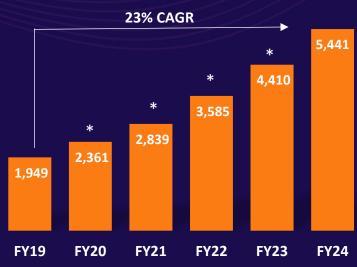


Source: EY Survey Findings: India 2023

With 200+ exclusive Artist/Influencers having more than 130Mn YouTube Subscribers and Instagram followers, Saregama through Pocket Aces is all set to ride on influencer marketing growth trajectory

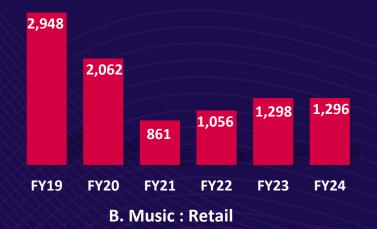
# **COMPANY OVERVIEW**

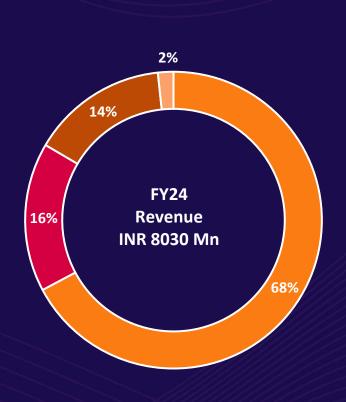
#### **SEGMENTAL GROWTH**

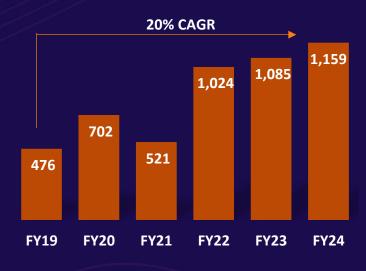


\* One time income of INR 84Mn in FY23, INR 97Mn in FY22, INR 155Mn in FY21 and INR 21Mn in FY20 are excluded

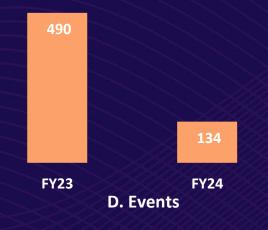
#### A. Music: Licensing + Artist Management







C. Video: Films, TV and Digital Content



FY23 numbers are re-stated post impact of demerger

#### **OUR LICENSING PARTNERS**

Streaming Partners Music



**Broadcasting Partners** Music + Films & Series



Video Streaming Partners Music + Films & Series



Social Media Platforms Music + Films & Series

























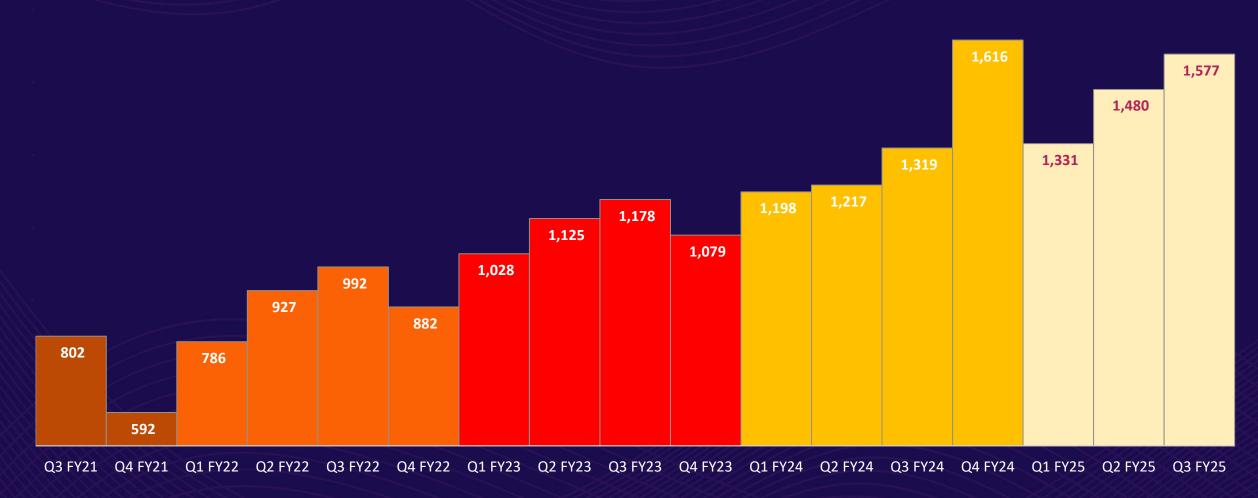






# OPERATIONAL HIGHLIGHTS

# MUSIC: LICENSING + ARTIST MANAGEMENT REVENUE PER QUARTER (INR Mn)

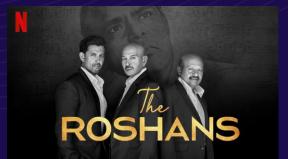


<sup>\*</sup> One time income of INR 84Mn in FY23, INR 97Mn in FY22 and INR 155Mn in FY21 are excluded

<sup>#</sup> The above number does not include income from Music : Retail business

#### **MUSIC: LICENSING**

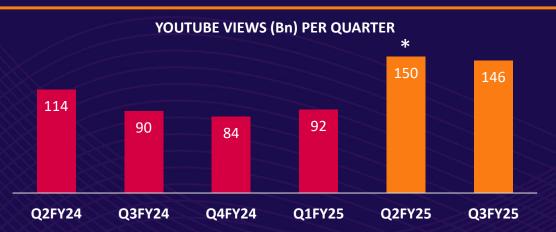
- OTT: In Q3 FY25 Airtel shut down its music streaming platform "Wynk Music" resulting in short term impact on revenue.
   Progressive shift seen as paid subscription replaces free consumption. Strong revenue growth in medium to long-term despite short term pressure (due to minimum guarantees going away)
- Brand Licenses: Air India (Supari Studios), Urban Ladder, Andrex (FCB Inferno), Mondelez (Hogarth) etc.
- **Broadcasting:** Sun neo (music video deal), MTV Beats (music videos), Doordarshan (NYE event) etc.
- Digital Content Licenses: The Roshans (Netflix), Dinner With the Kapoors (Netflix), Lt. Lata Marathi Web Series, Feluda HoiChoi,, Fabulous Wives vs Bollywood (Netflix)
- Film Sync Licenses: Licenced songs for Allu Arjun Starrer Pushpa 2, Shahid Kapoor 's Deva, Vikrant Massey's The Sabarmati Report in Hindi, Arvind Swamy starrer
  Meiyazhagan in Tamil, Rudhiram in Malayalam, Mathu Vadalara 2 in Telugu etc.

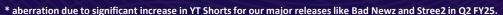








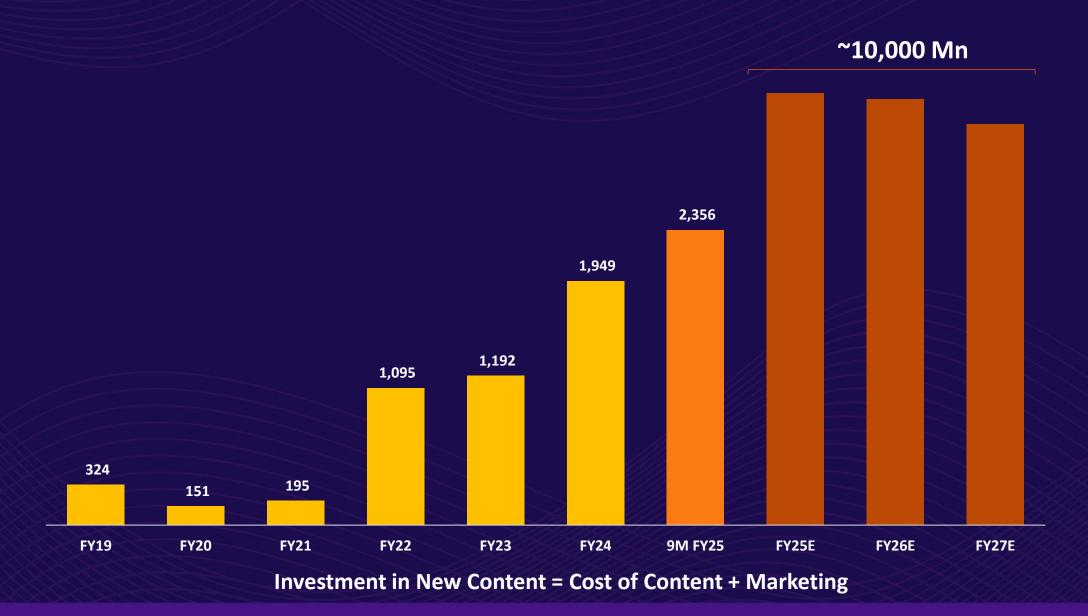




#### YOUTUBE SUBSCRIBERS (Mn)



# INVESTMENT IN NEW CONTENT (INR Mn)



# Box Office Collection Source: Wikipedia

#### MAJOR FILM ALBUMS RELEASED IN 9M FY25 - BUILDING IP FOR TOMORROW

|           | Film                         | Language  | No. of Songs | Production House                     | Star Cast Box   | COffice Collection<br>(Rs. Cr) |
|-----------|------------------------------|-----------|--------------|--------------------------------------|---|--------------------------------|
|           | Stree 2                      | Hindi     | 04           | Jio Studios, Maddock Films           | Shraddha Kapoor, Rajkumar Rao,Pankaj<br>Tripathi,Tamannaah Bhatia | 850+                           |
| Bad New T | Bad News                     | Hindi     | 08           | Dharma Productions, Leo Media        | Ammy Virk, Vicky Kaushal, Triptii Dimri                           | 115+                           |
| 367 COL   | Sigham Again                 | Hindi     | 05           | Jio Studios,Rohit Shetty Picturez    | Ajay Devgn, Akshay Kumar, Kareena<br>Kapoor, Deepika Padukone     | 380+                           |
|           | Kalki 2898 Ad                | Telugu    | 06           | Vijayanthi Movies                    | Amitabh Bachchan,Kamal<br>Haasan,Prabhas,Deepika Padukone         | 1100+                          |
| PHOP      | Game Changer                 | Telugu    | 80           | Sri Venkateswara Creations           | Ram Charan, Kiara Advani  | 180+                           |
| 1         | Aa Okkati Adakku             | Telugu    | 05           | Chilaka Productions                  | Allari Naresh,Vennela Kishore,<br>Faria Abdullah                  | 10+                            |
| AMARAN    | Amaran                       | Tamil     | 08           | Raaj Kamal Films                     | Sivalarthikeyan, Sai Pallavi,<br>Rahul Bose                       | 335+                           |
| 300       | Guruvayooram<br>bala Nadayil | Malayalam | 10           | Sri Lakshmi Venkateswara<br>Cinemas  | Nani, Keerthy Suresh  | 90+                            |
|           | Hello Mummy                  | Malayalam | 08           | Hangover Films, A & HS<br>Production | Sharaf U Dheen, Aishwarya Lekshmi                                 | 10+                            |
| THE THERE | Max                          | Kannada   | 05           | V Creations & Kichcha<br>Creatiions  | Varalaxmi Sarathkumar,Baadshah<br>Kichcha Sudeep                  | 60+                            |

# MUSIC: LICENSING | CHARTBUSTERS OF 9M FY25

#### HINDI



- #1 Phungama
  BOLLYWOOD
  TOP 40 WEEKLY TOP SONGS GLOBAL INDIA 6 UAE
- #1 ORMAX HEARTBEATS #1 AIRCHECK
- #1 TOP 100 #1 TRENDING 1.5 MM REELS
- #1 WEEKLY TOP SONGS #1 BAILY TOP SONGS INDIA #1 BILLBOARD
  - #1 50 MOST PLAYED INDIA
- #1 TOP 20 #1 SJOSABYN
  INDIA SUPERHITS
  TOP 50
- #1 TOP 20



- #1 >hungama
  BOLLYWOOD
  TOP 40
- #1 AIRCHECK
- #1 CONTRACTOR OF THE PROPERTY OF THE PROPERTY

#1 goana
WEEKLY
TOP SONGS

#1 50 MOST PLAYED INDIA

JioSaavn
INDIA SUPERHITS
TOP 50

- #1 TRENDING #1 TOP 100
- #1 DAILY TOP SONGS INDIA
- #1 B BILLBOARD
- #1 TOP 20
- #1 PT TOP 20 #1 LYCA LYCA CHARTS



- #2 DAILY TOP MUSIC
- #7 AIRCHECK
- #9 hungama
  BOLLYWOOD
  TOP 40
- #6 DAILY TOP SONGS INDIA

- #36 50 MOST PLAYED INDIA
- #2 TOP 20
- #29 TOP 100
- #16 TOP 20



- #1 WEEKLY TOP SONGS GLOBAL INDIA 6 UAE
- #2 DAILY TOP SONGS INDIA
- #2 BILLBOARD
- #5 TOP 20
- #5 TOP 20

- #4 BOLLYWOOD
- #2 ORMAX HEARTBEATS #2
- #6 TOP 100 #2 TRENDING
  1.3 MN REELS
  - #2 gaana
    WEEKLY
    TOP SONGS
  - #3 50 MOST PLAYED INDIA
  - #3 SJIOSAAVN
    INDIA SUPERHITS
    TOP 50

# MUSIC: LICENSING | CHARTBUSTERS OF 9M FY25

**TELUGU** 

**TAMIL** 

MALAYALAM





















#### **MUSIC: CONTENT CREATION**

#### Film Music

#### HINDI



Deepika Padukone



Ranveer Singh



Alia Bhatt & Diljit Dosanjh

#### **MALAYALAM**



Alex & Devi Sri Prasad



Ankit Menon & Dabzee



#### **TAMIL**



Nakul & Ramya Bhat Abhyankar



Faisal Razi



Rakshita Suresh

#### **TELUGU**



Thaman S, Prudhvi Chandra



Sam CS & Diwakar



Latha Krishna & Deepthi Suresh

#### **KANNADA**



Vijay Prakash



Anurag Kulkarni



Vijay Prakash & Vaish

#### **MUSIC: CONTENT CREATION**

#### **Non-Film Music**

#### HINDI



Badshah, Sharvi Yadav



Aditya Pushkarna & Mad Trip



Raj Braman

#### **GUJARATI**



Rajesh Ahir



ana 2 (Clean County)

Pinger FJAL THAKOR
MARY VISIANI, VANESIRRANI, VINIS BAJERI SOLARIS.

Tejal Thakor

#### **BHOJPURI**



Pramod Premi Yadav, Shivani Singh



Arvind Akela Kallu & Anupma Yadav



Neelkamal Singh

#### **BENGALI**



Devjit & Debosmita Dev



Ujjaini Mukherjee & Ishan Mishra



Rajalakshmee Sanjay

#### **DEVOTIONAL**



Dijit Dosanjh



Priyanka Singh



Amit Pathak

#### **PUNJABI**



Satindar Sartaaj

#### **HARYANVI**



Dilraj Kaur & Vijaya Mazumder

#### **MARATHI**



**Abhijeet Sawant** 

# **MUSIC: CONTENT CREATION**

#### Foray into Hip Hop





**Acquired 130+ SONGS** 



## **MUSIC: ARTIST MANAGEMENT**

# SAREGAMA TALENT



Maahi

**Arjun Tanwar** 



**Pragati Nagpal** 





**Rj Karishma** 15.3M Followers

**Rinkal Parekh** 

3.8M Followers





Saurabh Ghadge 2.7M Followers



**RJ Princy** 4.5M Followers



Viraj Ghelani 1.3M Followers

# EXCLUSIVE ARTISTE



Tony Kakkar 8.2M Followers



**Daler Mehndi** 4.7M Followers



Paradox 2.2M Followers



**The Tabla Guy** 420K Followers



Pranav Chandran 324K Followers



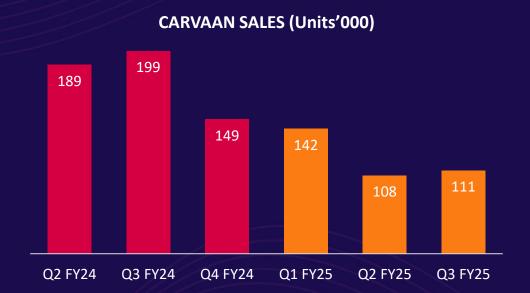
**Gurdeep Mehndi** 63K Followers

80+ Influencers/Artist added during 9MFY25 taking the total Influencers/Artist managed by the Company to 200+ (60% plus Growth from FY24)

#### **MUSIC: RETAIL**

- Transition from sales through distribution channel to sales only through E-commerce and Modern Retail outlets
- While the volumes and topline will shrink, profitability margins improves through control of costs associated with physical distribution







# VIDEO: FILMS, TV & DIGITAL CONTENT



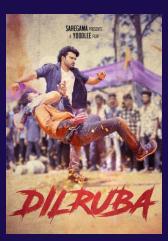
**Hunter Season 2** 

NATIONWIDE HUNT FOR

- Completed shooting of second season of "Hunter Tootega Nahi Todega" starring Suniel Shetty, Jackie Shroff and Anusha Dandekar
- Upcoming releases include
   Mammootty's "Bazooka" in
   Malayalam and Kiran
   Abbavaram's "Dilruba" in Telugu

Upcoming releases





Bazooka

Dilruba

- In collaboration with Doordarshan, Company produced "Battle of Bands", a reality show for India's Best Band
- Started production work of "Roja 2" for exclusive telecast on YouTube
- "Ilakkiya" continued its No. 1 TV serial position in afternoon slot across all Tamil Channels. "Malli" is the slot leaders in its time slots.
- Saregama TV Shows YouTube channel garnered 1 Bn views in Q3 FY25

#### **Future Outlook**

 Unlocking the value of existing IP through language remakes, new platform licensing and syndication



# **VIDEO: FILMS, TV & DIGITAL CONTENT**

C. Digital Content



22M+

Followers & Subscribers



3M+

Followers & Subscribers



**8M+** 

Followers & Subscribers



6M+

Followers & Subscribers









- Arranged Patch-Up S2, a branded web-series with IKEA and Peter England, released on Dice Media, amassing over 25 Mn+ views
- Half Love Half Arranged Season 2 & Karate Girls, Dice creations released on Amazon MiniTV, featured on the Ormax Top 10 Most-Watched Streaming Originals for 3 weeks
- Key Brand Deals IKEA, Peter England, Amazon, Pokerstars, DLF Shopping Malls etc.

## **EVENTS**



- "Dil Luminati" became the biggest live musical concert of 2024 that India has ever experienced. The tour broken all records, becoming the fastest-selling and highest-grossing concert event in Indian history of an Indian Artist.
- No of Live Shows in Q3 FY25:
   14 shows across 13 cities in India
   1 show in Abu Dhabi
   Audience Turnout: 3,75,000+
- "Yeh Shaam Mastani" with Bollywood veteran Zeenat Aman, a live musical-conversational show featuring behind-the-scenes stories were held in Mumbai and Delhi.
- Viraj Ghelani had 2 sold out shows "That's So Viraj-With Friends" in the Royal Opera House, Mumbai.





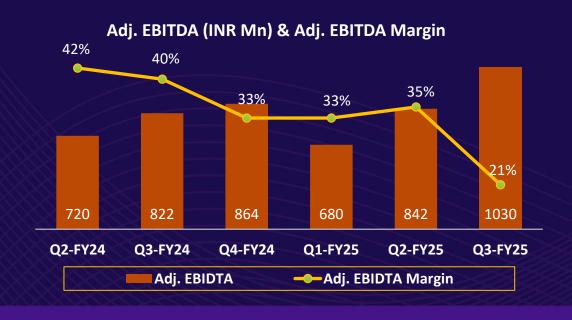
# FINANCIAL HIGHLIGHTS CONSOLIDATED

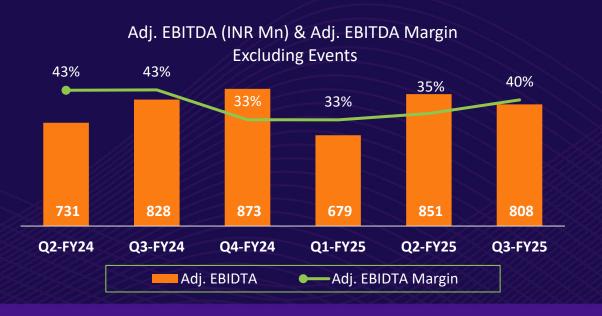
# **QUARTERLY FINANCIAL SUMMARY**

| Particulars (INR Mn)                              | Q3 FY25 | Q2 FY25 | Q-o-Q Growth | Q3 FY24 | Y-o-Y Growth |
|---|---------|---------|--------------|---------|--------------|
| Revenue from Operations                           |         |         |              |         |              |
| Music : Licensing + Artist Management             | 1,577   | 1,480   | 7%           | 1,319   | 20%          |
| Music : Retail                                    | 225     | 212     | 6%           | 371     | (39)%        |
| • Video   | 243     | 720     | (66)%        | 252     | (4)%         |
| • Events  | 2,789   | 6       | 46383%       | 101     | 2661%        |
| Revenue from Operations                           | 4,834   | 2,418   | 100%         | 2,043   | 137%         |
| Adjusted EBIDTA (EBIDTA excluding Content Charge) | 1,030   | 842     | 22%          | 822     | 25%          |
| Adjusted EBIDTA excluding Event                   | 808     | 851     | (5)%         | 828     | (2)%         |

**Content Charge** include the following charges related to the new content during the year:

<sup>1)</sup> Amount amortised in case of Royalty based deals 2) Amount amortised against the one-time fee paid in case of Outright purchase-based deals 3) Marketing of new content 4) Content charge does not include any royalty paid post recoupment of the Minimum Guarantee amount.





# **ADJUSTED EBIDTA TO PAT**

| Particulars (INR Mn)                    | Q3 FY25 | Q2 FY25 | Q-o-Q<br>Growth | Q3 FY24 | Y-o-Y<br>Growth | FY 24 |
|---|---------|---------|-----------------|---------|-----------------|-------|
| Revenue from Operations (A)             | 4,834   | 2,418   | 100%            | 2,043   | 137%            | 8,030 |
| Total Expenses (B)                      | 3,804   | 1,576   | 141%            | 1,220   | 212%            | 5,001 |
| Adjusted EBIDTA (C= A-B)                | 1,030   | 842     | 22%             | 822     | 25%             | 3,029 |
| Adjusted EBIDTA Margin (%)              | 21%     | 35%     |                 | 40%     |                 | 38%   |
| Content Charging Cost (D)               | 318     | 350     | (9)%            | 246     | 29%             | 864   |
| Depreciation (E)                        | 21      | 20      | 1%              | 13      | 62%             | 62    |
| Finance Cost (F)                        | 4       | 4       | -               | 12      | (67)%           | 32    |
| Other Income (G)                        | 157     | 125     | 26%             | 150     | 5%              | 637   |
| PBT (C-D-E-F+G)                         | 844     | 593     | 42%             | 701     | 20%             | 2,708 |
| Tax                                     | 221     | 144     | 53%             | 177     | 25%             | 732   |
| PAT                                     | 623     | 449     | 39%             | 523     | 19%             | 1,976 |
| PAT Margin (%)                          | 13%     | 19%     |                 | 26%     |                 | 25%   |
| <b>Diluted EPS</b><br>(Face Value Re.1) | 3.23    | 2.33    |                 | 2.72    |                 | 10.27 |

# **BALANCE SHEET**

| Equity and Liabilities (INR Mn)    | As at 31st<br>December 2024 | As at 31st<br>March 2024   |  |  |
|------------------------------------|-----------------------------|--|--|--|
| Shareholder's fund                 |                             |  |  |  |
| (a) Equity share capital           | 193                         | 193  |  |  |
| (b) Other equity                   | 15,999                      | 193<br>14,498<br>14,691<br>35<br>23<br>2,090<br>57<br>474        |  |  |
| Net worth                          | 16,192                      | 14,691<br>35<br>23<br>2,090                                      |  |  |
| (a) Non-controlling interest       | 37                          | 193<br>14,498<br>14,691<br>35<br>23<br>2,090<br>57               |  |  |
| Non-current liabilities            |                             |  |  |  |
| (a) Financial liabilities          |                             |  |  |  |
| (i) Lease liabilities              | 14                          | 193 14,498 14,691 35  23 2,090 57 474  17 15 933 610 655 650 88  |  |  |
| (ii) Other financial liabilities   | 1,939                       | 193 14,498 14,691 35  23 2,090 57 474  17 15 933 610 655 650     |  |  |
| (b) Provisions                     | 65                          | 57   |  |  |
| (c) Deferred tax liabilities (net) | 523                         | 474  |  |  |
| Current liabilities                |                             |  |  |  |
| (a) Financial liabilities          |                             |  |  |  |
| (i) Borrowing                      | 38                          | 17   |  |  |
| (ii) Lease liabilities             | 15                          | 15   |  |  |
| (iii) Trade payables               | 1028                        | 933  |  |  |
| (iv) Other financial liabilities   | 2,014                       | 23<br>2,090<br>57<br>474<br>17<br>15<br>933<br>610<br>655<br>650 |  |  |
| (b) Other current liabilities      | 2,013                       | 655  |  |  |
| (c) Provisions                     | 826                         | 650  |  |  |
| (d) Current tax liabilities        | 24                          | 88   |  |  |
| Total                              | 24,728                      | 20,338   |  |  |

| Assets (INR Mn)                           | As at 31st<br>December 2024 | As at 31st<br>March 2024 |
|---|-----------------------------|--------------------------|
| Non-current assets                        |                             |                          |
| (a) Property, plant and equipment         | 2,227                       | 2,238                    |
| (b) Right-of-use assets                   | 24                          | 34                       |
| (c) Investment properties                 | 20                          | 21                       |
| (d) Intangible assets                     | 6,046                       | 5,130                    |
| (e) Intangible assets under development   | -                           | 55                       |
| (f) Financial assets                      |                             |                          |
| (i) Investments                           | -                           | -                        |
| (ii) Other financial assets               | 528                         | 172                      |
| (g) Other non-current assets              | 522                         | 468                      |
| Current assets                            |                             |                          |
| (a) Inventories                           | 2,648                       | 2,393                    |
| (b) Financial assets                      |                             |                          |
| (i) Investments                           | 2,772                       | 1,177                    |
| (ii) Trade receivables                    | 2,076                       | 1,587                    |
| (iii) Cash and cash equivalents           | 2,669                       | 569                      |
| (iv) Bank balances other than (iii) above | 3,781                       | 4,852                    |
| (v) Loans                                 | 214                         | 221                      |
| (vi) Other financial assets               | 129                         | 31                       |
| (c) Current tax assets (net)              | 311                         | 275                      |
| (d) Other current assets                  | 761                         | 1,115                    |
| Total                                     | 24,728                      | 20,338                   |

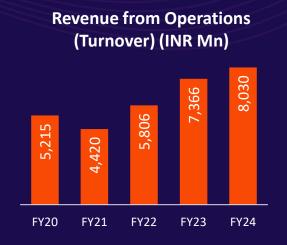
# **CASH FLOW STATEMENT**

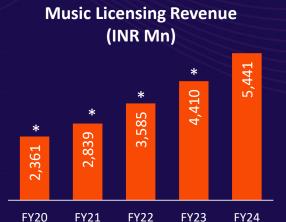
| Particulars (INR Mn)   | 9M FY25 |         | FY 24   |       |
|--|---------|---------|---------|-------|
| Pre-Tax Profit   | 1,944   |         | 2,708   |       |
| Change in other operating activities (including non-cash Items)          | 6       |         | (400)   |       |
| Change in Working capital  | 3,095   |         | (348)   |       |
| Taxes Paid   | (538)   |         | (514)   |       |
| Net cash generated from Operating Activities (A)                         |         | 4,507   |         | 1,446 |
| Spent on New Content @   | (1,717) |         | (1,342) |       |
| Investment in Pocket Aces  | -       |         | (1,662) |       |
| Redemption/ (Investment) in Fixed Deposits with maturity > 3m            | 566     |         | 761     |       |
| Redemption/(Investment) in Mutual Fund                                   | (1501)  |         | 1,422   |       |
| Net cash generated from other Investing activities                       | 231     |         | 474     |       |
| Net cash used in Investing Activities (B)                                |         | (2,421) |         | (347) |
| Net cash (used in)/generated from Treasury Shares                        | 15      |         | (22)    |       |
| Proceeds from /(Repayment of) Borrowing                                  | 22      |         | (14)    |       |
| Repayment of Lease Liability   | (8)     |         | (11)    |       |
| Dividend paid  | -       |         | (771)   |       |
| Interest paid  | (10)    |         | (31)    |       |
| Net cash (used in)/generated from Financing Activities (C)               |         | 19      |         | (849) |
| Net (decrease)/increase in Cash and Cash Equivalent (A+B+C)              |         | 2,105   |         | 250   |
| Cash and Cash Equivalents at the beginning of the period                 |         | 569     |         | 167   |
| Add: Cash and Cash Equivalents of Pocket Aces on the date of acquisition |         | -       |         | 149   |
| Effect of Translation of foreign currency cash and cash equivalents      |         | (5)     |         | 3     |
| Cash and Cash Equivalents at end of the period #                         |         | 2,669   |         | 569   |

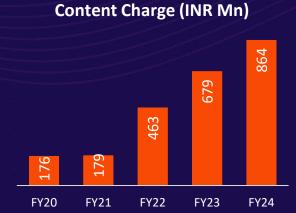
<sup>@</sup> Represents amount invested in acquiring/producing Music IPs

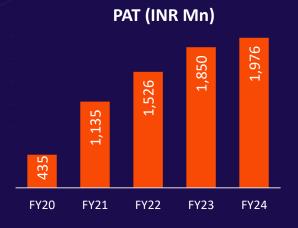
<sup>#</sup> Exclude Investment in Bank FD with maturity more than 3 months and Investment in Mutual Funds INR 7,052Mn (FY24 INR 6,023Mn)

# FINANCIAL CHARTS (CONSOLIDATED)

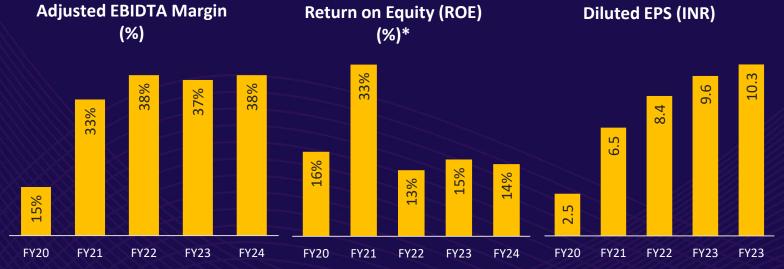




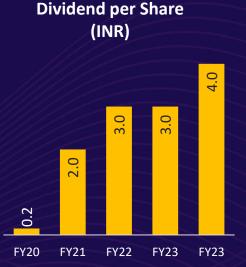




<sup>\*</sup> One time income of INR 84Mn in FY23, INR 97Mn in FY22, INR 155Mn in FY21 and INR 21Mn (FY20) are excluded



- ROE = PAT / Shareholders Equity
- Shareholders Equity = Equity share capital and free reserves
- · Since FY22 INR 7500 Mn of fresh fund raise through QIP added to Shareholders Equity



Previous Years EPS has been restated basis face value of Re.1 per share



**Debt to Equity Ratio** 

All FY23 numbers are re-stated, as applicable, post impact of demerger

## **DISCLAIMER**

#### Saregama India Ltd. Disclaimer:

In evaluating our business, we consider and use non-GAAP financial measures such as EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin, PAT Margin, Debt to Equity Ratio, Return on Equity, to review and assess our operating performance. These non-GAAP financial measures are not defined under Ind AS and are not presented in accordance with Ind AS. They may not be comparable to similarly titled measures reported by other companies due to potential inconsistencies in the method of calculation. We have included these non-GAAP financial measures because we believe they are indicative measures of our operating performance and are used by investors and analysts to evaluate companies in the same industry. These non-GAAP financial measures should be considered in addition to, and not as a substitute for, other measures of financial performance and liquidity reported in accordance with Ind AS. These measures should not be considered in isolation or construed as an alternative to Ind AS measures of performance or as an indicator of our operating performance, liquidity, profitability, or results of operations. The presentation of these non-GAAP financial measures is not intended to be considered in isolation or as a substitute for the Standalone/Consolidated Financial Statements.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Saregama India Ltd., which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.