



May 23, 2019

The Secretary
BSE Limited
Pheeroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400 001
Scrip Code: **533261**

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No- 'C' Block, G Block
Bandra-Kurla Complex, Bandra (East)
Mumbai-400051
Scrip Code: **EROSMEDIA**

SUB: Press Release

Dear Sir/ Madam,

Please find enclosed herewith Press Release of Eros International Media Limited.

You are requested to kindly take the information on record.

Thanking you

Yours faithfully,
For Eros International Media Limited

A handwritten signature in blue ink, appearing to be "Abhishekh Kanol", written over a blue circular stamp.



Abhishekh Kanol
VP-Company Secretary & Compliance Officer

Encl: Press Release

EROS INTERNATIONAL MEDIA LIMITED

Corporate Office: 9th Floor, Supreme Chambers, Off Veera Desai Road, Andheri (W), Mumbai - 400 053.

Tel.: +91-22-6602 1500 Fax: +91-22-6602 1540 E-mail: eros@erosintl.com • www.erosplc.com

Regd. Office: 201, 2nd Floor, Kailash Plaza, Plot No. A-12, Off New Link Road, Andheri (W), Mumbai - 400053.

CIN No. L99999MH1994PLC080502



Eros International PAT up by 17.4%

***FY2019 - Total Income up by 12.8%, EBIT up by 7.4%
Expanded presence in digital content creation***

- Total Income stood at INR 11,397 million, increased by 12.8% from the corresponding year which was at INR 10,100 million; Q4 Total Income stood at INR 2,632 million, increased by 2.1% from the corresponding year which was INR 2,578 million
- EBIT stood at INR 3,951 million in FY2019 as compared to INR 3,678 million in FY2018, a growth of 7.4%;
- PAT clocked an increase of 17.4% to INR 2,691 million in FY2019 from INR 2,293 in FY2018; Q4 PAT stood at INR 697 million, increased by 14.6% from the corresponding quarter which was INR 608 million
- Revenue growth driven by a healthy mix of release slate: Eros released 72 films (7 medium budget, 65 small budget) & 11 Digital Series in FY2019 as compared to 24 films (1 high budget, 4 medium budget and 19 small budget films) as in FY2018
- As on March 31, 2019, the Net Debt of the company stood at Rs. 4,384 million as compared to Rs. 5,557 million as on March 31, 2018 and the Net Debt/Equity ratio stood at 0.17 as compared to 0.25 as on March 31, 2018
- Eros' strategy of moving away from films that rely on box office performance and expand presence in digital content creation is getting recognized

Mumbai, May 23, 2019: Eros International Media Ltd. (BSE Script Code: 533261; NSE Script Code EROSMEDIA) a leading global Indian Film and Digital Studio, today announced financial results for the quarter and year ended March 31, 2019.

The company reported yearly income at INR 11,397 million, an EBIT at INR 3,951 million with an EBIT margin at 34.7%. The Profits after Tax surged by 17.4% to INR 2,691 million.

The quarterly income stood at INR 2,632 million, an EBIT at INR 988 million with an EBIT margin at 37.5 %, and the Profits after Tax grew by 14.6% to INR 697 million.



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Key Business Highlights & Announcements:

- Revenues during the period were driven by releases of Gone Kesh, Mumbai Pune Mumbai 3 (Marathi), Boyz II (Marathi), Happy Phirr Bhag Jayegi, the critically acclaimed Manmarziyan and Patakhah, Gone Kesh & Kelavu Dinagala (Kannada), Roll No. 56 (Gujarati), Bhagshesh (Bengali), Eros Now originals – Smoke, Operation Cobra, Flip, Side Hero, Saakshyam (Telugu), Tc.Gn - Take Care Good Night (Marathi) amongst others.
- Healthy performance from the overseas releases of Andhadhun, Helicopter Eela, Batti Gul Meter Chalu and Blackmail, amongst others also supported performance during the period under review
- During the quarter, the company released, 16 films across languages and 7 Digital series
- Eros released 7 original series - Operation Cobra, Meri Khoj Mere Haath, Flip, Ennaya, Metro Park, Tum Se Na Ho Paayega and The Investigation on Eros Now, parent Eros International Plc's OTT platform. All 7 original series have been widely appreciated by the audiences. Reached FY19 guidance of 16m paying subscribers early - in less than nine months Now targeting over 50 million paying subscribers in 3 years
- The Revenue split across segments for FY2019 was: Theatrical – 28.0%, Television and Others – 53.5% and Overseas segment – 18.5%.

Commenting on the performance of Q4 & FY2019, Mr. Sunil Lulla, Executive Vice Chairman & MD of Eros International Media Ltd. said: *"Our investments are focused on enhancing our position as a premium content owner of Indian film and digital content while maintaining a conservative balance sheet. We have a strong focus on films that don't just rely on box office performance and therefore we invested on expanding our presence in digital content creation. In this quarter we released 7 original series - Operation Cobra, Meri Khoj Mere Haath, Flip, Ennaya, Metro Park, Tum Se Na Ho Paayega and The Investigation on Eros Now, parent Eros International Plc's OTT platform and a total of 16 films across languages. A mix of film content across languages and an increase in digital content creation, together with catalogue revenues contributed to the quarterly performance and definitely enhanced the year-on-year growth."*

He further added, *"Our margin is expanding with content-driven films, strong pre-sales strategy, catalogue monetization and now with additional presence & focus on digital it will only enhance our offerings. We hope to take entertainment to the audience which is no longer bounded by geographical boundaries, and for that content creation with strong distribution will definitely strengthen our balance sheet and margins for shareholders in the future."*

Achievements in FY 2019:

- Eros International senior management bag prestigious awards at 'Pride of India Awards' 2018. Kishore Lulla and Rishika Lulla Singh receive 'Most Responsible Leader' and 'India's most Trusted CEOs' Awards at 'Pride of India Awards' 2018 by WCRC Leaders Asia
- Kishore Lulla was awarded the Game Changers of India at the ET Global Business Summit, London Edition
- Rishika Lulla Singh, CEO, Eros Digital honored at BW Business World 40 Under 40 Awards and Summit
- Ridhima Lulla appointed as the Head of the ICC Western India Expert Committee on Media & Entertainment by the ICC Board
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- Team Eros Now won two awards at the 'Times National Awards for Marketing Excellence'. Rishika Lulla Singh won 'Women Leadership in Industry Award' and the social media team won 'Best Social Media Campaign' for *Munna Michael*
- Eros Now's Original 'SMOKE' premiered at MIPCOM 2018 in Cannes under 'Made in India Originals' category
- Eros Now Enters Into Partnership With Veriown Global, Inc. - Helping to Bring Digital Entertainment and Energy To Rural India
- Eros Now expanded its content strategy with the launch of Eros Now Quickies

About Eros International Media Ltd

Eros International Media Ltd. (BSE Script Code: 533261; NSE Script Code: EROSMEDIA) is a leading global company in the Indian film entertainment industry that acquires, co-produces and distributes Indian films across all available formats such as cinema, television and digital new media and is also a leading producer of digital content for its parent company, Eros International Plc, which is the first Indian media company to raise capital and be listed on the New York Stock Exchange. Eros International has experience of over four decades in establishing a global platform for Indian cinema. The company has a competitive advantage through its extensive and growing movie library comprising of over 2,000 films, which include Hindi, Tamil, and other regional language films for home entertainment distribution. Eros International has built a dynamic business model by combining the release of new films every year with the exploitation of its film library. For more information please visit: www.erosintl.com

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