



Eros International Media Ltd

Q1 FY16 Earnings Presentation – 13th August, 2015

Certain statements in this presentation concerning the future growth prospects are forward looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. In some cases, these forward-looking statements can be identified by the use of forward-looking terminology, including the terms “believes”, “estimates”, “forecasts”, “plans”, “prepares”, “projects” “anticipates”, “expects”, “intends”, “may”, “will” or “should” or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this presentation and include, but are not limited to, statements regarding the Company’s intentions, beliefs or current expectations concerning, among other things, the Company’s results of operations, financial condition, liquidity, prospects, growth, strategies, business development, the markets in which the Company operates, expected changes in the Company’s margins, certain cost or expense items as a percentage of the Company’s revenues, the Company’s relationships with theater operators and industry participants, the Company’s ability to source film content, the completion or release of the Company’s films and the popularity thereof, the Company’s ability to maintain and acquire rights to film content, the Company’s dependence on the Indian box office success of its films, the Company’s ability to recoup box office revenues, the Company’s ability to compete in the Indian film industry, the Company’s ability to protect its intellectual property rights and its ability to respond to technological changes, the Company’s contingent liabilities, general economic and political conditions in India, including fiscal policy and regulatory changes in the Indian film industry. By their nature, forward-looking statements involve known and unknown risk and uncertainty because they relate to future events and circumstances. Forward-looking statements speak only as of the date they are made and are not guarantees of future performance and the actual results of the Company’s operations, financial condition and liquidity, and the development of the markets and the industry in which the Company operates may differ materially from those described in, or suggested by, the forward-looking statements contained in these materials. The forward-looking statements in this presentation are made only as of the date hereof and the Company undertakes no obligation to update or revise any forward-looking statement, whether as a result of current or future events or otherwise, except as required by law or applicable rules.

-  **Financial Highlights**
-  **Operational Highlights**
-  **Company Overview**
-  **5-Year Financial Snapshot**



Financial Highlights

Consolidated Results at a Glance



Q1 FY 2016

Q1 FY 2015

Revenues	₹4,806mn	₹2,446mn	up by	96.5%
EBIT	₹963mn	₹599mn	up by	60.7%
PAT (after minority)	₹534mn	₹358mn	up by	48.9%
Diluted EPS	₹5.7	₹3.9	up by	46.7%



Operational Highlights



Commenting on the performance for Q1 FY2016, Mr. Sunil Lulla, Executive Vice Chairman & Managing Director of Eros International Media Ltd. said,

“We have had an excellent start to fiscal 2016 with the resounding success of Tanu Weds Manu Returns’ and our other major new releases, ‘Uttama Villian’ ‘Masss’, ‘Dil Dhadakne Do’ (overseas) and ‘Gabbar’(overseas), doing well. The portfolio performance reinforces our strategy of investing in content-driven films, which are prudently budgeted and then extensively monetized across traditional and emerging platforms.

As a strategy, we continue to diversify our presence across difference film genres, budgets and languages. Further, strong pre-sales for our films remains one of the cornerstones of our strategy.

The start to the second quarter has been exceptional with multiple-record breaker ‘Bajrangi Bhaijaan’ delivering a worldwide gross of over Rs. 5 billion. Last week’s Telugu release, Mahesh Babu starrer ‘Srimanthudu’ has opened to record breaking box office numbers. In addition, we have a compelling line-up for the remainder of the year featuring high-profile and promising movies such as ‘Bajirao Mastani’, ‘Welcome Back’, ‘Hero’, ‘Gabbar Singh 2’, ‘24’ amongst a host of other Hindi and regional movies.

Our leadership position in the nascent Indian Media and Entertainment industry, which is witnessing positive structural trends, backed by an expansive library of movies should enable us to create significant value for all our stake holders going forward.”

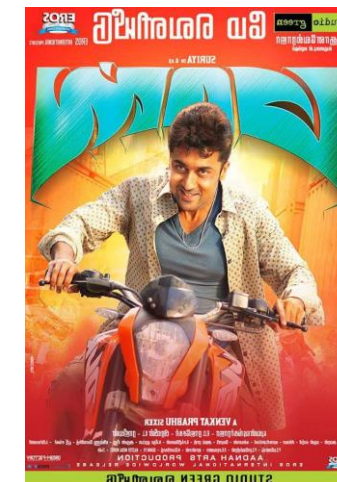
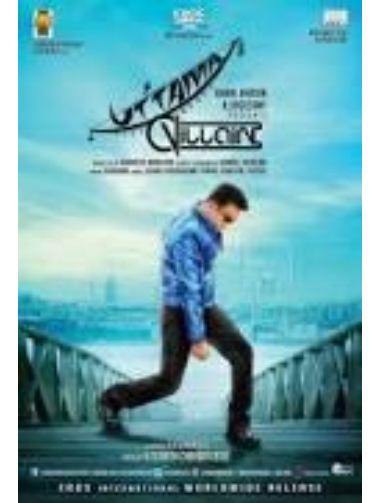
Operational Highlights

Strong financial performance

- New release revenues across theatrical, Overseas, TV and others supported by healthy library monetization
 - Theatrical revenues during the quarter were driven by worldwide releases such as 'Tanu Weds Manu Returns', 'Uttama Villain' (Tamil), 'Masss' (Tamil), 'Aga Bai Arechaa 2' (Marathi), and overseas releases such as 'Gabbar' and 'Dil Dhadkne Do'
 - Tanu Weds Manu Returns, enjoyed huge success, showcasing Eros's content-driven strategy
 - The medium budget movie collected a gross of around Rs. 260 crore worldwide, delivering an attractive return on investment
 - Revenues from the Television segment and valuable contribution from the Company's extensive film library contributed to the financial performance

Diversified revenue mix

- Theatrical Revenues contributed – 51.5%, Overseas Revenues – 27.0% and Television & Others – 21.5% as a percentage of Total Income



Operational Highlights

Top 2 Hindi Box Office movies in CY2015 are Eros Films

- Bajrangi Bhaijaan released in Q2 FY16 crossed the coveted Rs. 3 billion Net Box Office in India and the worldwide gross is over Rs. 5 billion, smashing multiple records
 - Fastest Rs. 1 billion, 1.5 billion, 2 billion & 2.5 billion movie in Bollywood history
 - Highest single day collection of Rs. 387.5 million for any film in India
 - Highest Monday figures of Rs. 270.5 million in India
- Tanu Weds Manu Returns released in Q1 FY16, a medium-budget movie, was the first film of CY2015 to cross the Rs. 1 billion mark, and has set new ROI benchmarks in the industry



Source: Koimoi.com



Mr. Kishore Lulla, Executive Chairman, Eros International Plc, honored with the Entertainment Visionary Award

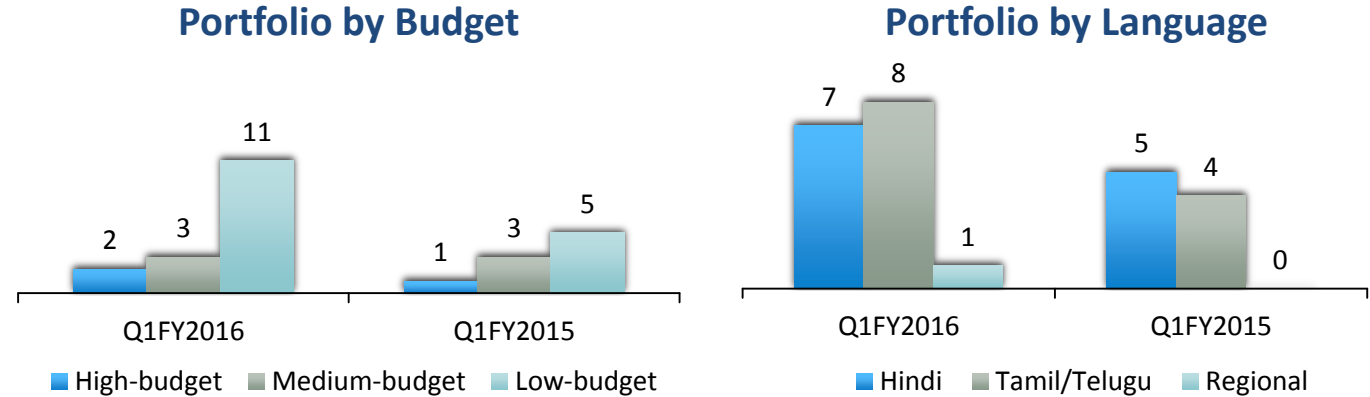
- Asia Society Southern California, a leading educational organization, recognized Mr. Lulla for being a game changer in taking Bollywood global and felicitated his quest to connect the Indian diaspora through films and bridging of cultures by introducing Bollywood to non-Indian audiences



Operational Highlights

Company continues to build on its strength of Portfolio strategy

- The Company released a total of 16 films during the quarter (9 films in Q1 FY 2015)



First Indian studio to associate with the Chinese government and co-produce an Indo-Sino film

- Signed landmark deals with three major Chinese state owned film and entertainment companies to promote, co-produce, distribute and unlock value in respective intellectual properties for Sino-Indian films across all platforms in both the countries in both the countries through co-productions, dubbed releases and remakes
 - Collaboration with the Shanghai Film Group Corporation incorporates exploitation of intellectual property rights owned by each party in their respective markets, development, co-production and distribution of film projects for both India & China
 - Association with Fudan University includes the ability for Eros to license Fudan's IP for remakes or co-productions in India
 - Announced its first ever Sino-Indian film project, DA TANG XUAN ZANG (Monk Xuanzang) in collaboration with Chinese state owned production company, Chinese Film Corporation

Operational Highlights

Eros International Plc, our Parent Company, announces official marketing launch for ErosNow

- ErosNow has over 26.5 million registered users worldwide, and is accessible anytime, anywhere on nearly any internet-connected screen.
- ErosNow offers its users the largest library of films, premium TV, music videos and audio tracks alongwith premieres of latest films before their TV window
- ErosNow offers quality flagship original programming targeted to the young Indians, the largest demographic of the Indian population. Shows announced are:
 - ‘Khel’, a dark drama featuring an insiders perspective on the world of cricket and the Indian Premier League cricket directed by Karan Anshuman
 - ‘The Client’, a stylish, action-packed thriller starring Bipasha Basu to be directed by Rohan Sippy
 - ‘Ponniyin Selvan’, an epic period drama based on popular Tamil historical novel by Kalki Krishnamurthy



Upcoming Releases



Film Name	Star Cast/(Director/Producer)	Tentative Release
Bajrangi Bhaijaan	Salman Khan, Kareena Kapoor (Kabir Khan)	Released in Q2
Srimanthudu (Telugu)	Mahesh Babu, Shruti Haasan (Koratala Siva)	Released in Q2
Bangistan (Overseas)	Riteish Deshmukh, Pulkit Samrat, Jacqueline Fernandez (Karan Anshuman)	Released in Q2
Welcome Back	John Abraham, Anil Kapoor, Nana Patekar, Paresh Rawal (Anees Bazmee)	Q2 FY16
Hero	Sooraj Pancholi, Athiya Shetty (Nikhil Advani)	Q2 FY16
Life of Josutty (Malayalam)	Dileep, Jyothi Krishna, Rachana Narayankutty (Jetthu Joseph)	Q2 FY16
Trisha Illana Nainathara (Tamil)	GV Prakash, Anandhi & Others (Adhik Ravichandran)	Q2 FY16
Haiku (Tamil)	Kavin, Nayana, Abhiman, Karthik kumar & Others (Pandiraj)	Q2 FY16
Singh is Bling (Overseas)	Akshay Kumar, Kareena Kapoor, Amy Jackson (Prabhu Deva)	Q3 FY16
Bajirao Mastani	Ranveer Singh, Deepika Padukone, Priyanka Chopra (Sanjay Leela Bhansali)	Q3 FY16
24 (Tamil)	Suriya Sivakumar & Others (Vikram Kumar)	Q3 FY16
Kai Neelam (Tamil)	Vijay Sethupathy, Samuthrakani & Others (Nalan Kumaraswamy)	Q4 FY16
Rajini Murugan (Tamil)	Sivakarthikeyan (Ponram)	Q4 FY16
Gabber Singh 2 (Telugu)	Pawan Kalyan (K. S. Ravindra)	Q4 FY16
Aligarh	Rajkumar Rao, Manoj Bajpai (Hansal Mehta)	Q4 FY16
Dictator (Telugu)	Balakrishna (Srivaas)	Q4 FY16

Upcoming Releases

Film Name	Star Cast/(Director/Producer)	Tentative Release
Naale (Malayalam)	Fahad Fazil, Malavika S Mohan, Isha Talwar, Mukesh (Shiju S Bawa)	Q4 FY16
Phuntroo (Marathi)	Madan Deodhar, Ketaki Mategaonkar, (Sujay S Dahake)	Q4 FY16
Pera! Thedai Natkal (Tamil)	Ashok Selvan (Abraham Prabhu)	Q4 FY'6
Enkitta Mothathe (Tamil)	Natarajan Subramaniam Rajaji and Vijay Murugan (Ramu Chellappa)	Q4 FY16
Housefull 3	Akshay Kumar, Abhishek Bachchan, (Director-Sajid-Farhad)	FY17
Dishoom	Varun Dhawan, John Abraham, Jacqueline Fernandez (Rohit Dhawan)	FY17
Shivay	Ajay Devgn (Ajay Devgn Productions)	FY17
Untitled	Kajol (Ajay Devgn Productions)	
Farzi	Shahid Kapoor, Kriti Sanon (Raj Nidimoru and Krishna D.K.)	FY17
Banjo	Riteish Deshmukh, Nargis Fakhri (Ravi Jadhav)	FY17
Raabta	Sushant Singh Rajput (Dinesh Vijayan and Homi Adajania)	FY17
Chaar Sahibzaade 2 (Rise of Banda Singh Bahadur)	Sequel to the Chaar Sahibzade, a Punjabi language Indian 3D Computer-animated historical film (Directed by Harry Baweja)	FY17
Guru Tegh Bhadur	Harry Baweja (Director)	FY17
Jugaadu	Harman Baweja and others	FY17
Untitled	Siddharth Anand (Director)	FY17

Abridged Consolidated P&L – Q1 FY2016



Rs. in Million			
Particular	Q1 FY2016	Q1 FY2015	% Growth
Total Income	4806	2446	96.5%
Direct Cost	3621	1704	
Other Expenses	222	143	
<i>EBIT</i>	<i>963</i>	<i>599</i>	<i>60.7%</i>
<i>EBIT Margins (%)</i>	<i>20.0%</i>	<i>24.5%</i>	
Interest	85	94	
Profit Before Tax	878	506	
PAT (after Minority)	534	358	48.9%
<i>PAT Margins (%)</i>	<i>11.1%</i>	<i>14.7%</i>	
Diluted EPS (Rs.)	5.7	3.9	46.7%

Financial Overview and Discussion



Total Income

- In Q1 FY2016, Total Income stood at Rs. 4,806 million (Rs. 2,446 million in Q1 FY2015) registering an increase of 96.5%
 - During the quarter, 16 movies were released consisting of 7 Hindi and 8 Tamil/Telugu films and 1 Regional film as compared to 9 films during Q1 FY2015, which included 5 Hindi and 4 Tamil/Telugu films
 - 2 high budget, 3 medium & 11 low budget movies were released in Q1 FY16 as against 1 high budget, 3 medium & 5 low budget movies in Q1 FY2015
 - Strong theatrical performance during the period was driven by the success of global and overseas releases namely 'Tanu Weds Manu Returns', 'Uttama Villain', 'Masss', 'Dil Dhadakne Do (Overseas)', 'Gabbar' (Overseas), and other regional (Marathi) language release
 - In-line with the de-risking strategy, Company registered strong pre-sales from theatrical, satellite and music rights exploitation for the various movies it released during the quarter

Financial Overview and Discussion



EBIT

- In Q1 FY2016, EBIT increased by 60.7% to Rs. 963 million; (Rs. 599 million in Q1 FY2015)
 - EBIT improved significantly compared to Q1 FY2015, overall EBIT margin came at 20.0% as compared to 24.5% in FY2015 reflecting the slate mix
 - Significant contribution from 'Tanu Weds Manu Returns', a medium-budget movie directed by Anand L. Rai, produced in Colour Yellow Productions Pvt. Ltd. a subsidiary company.

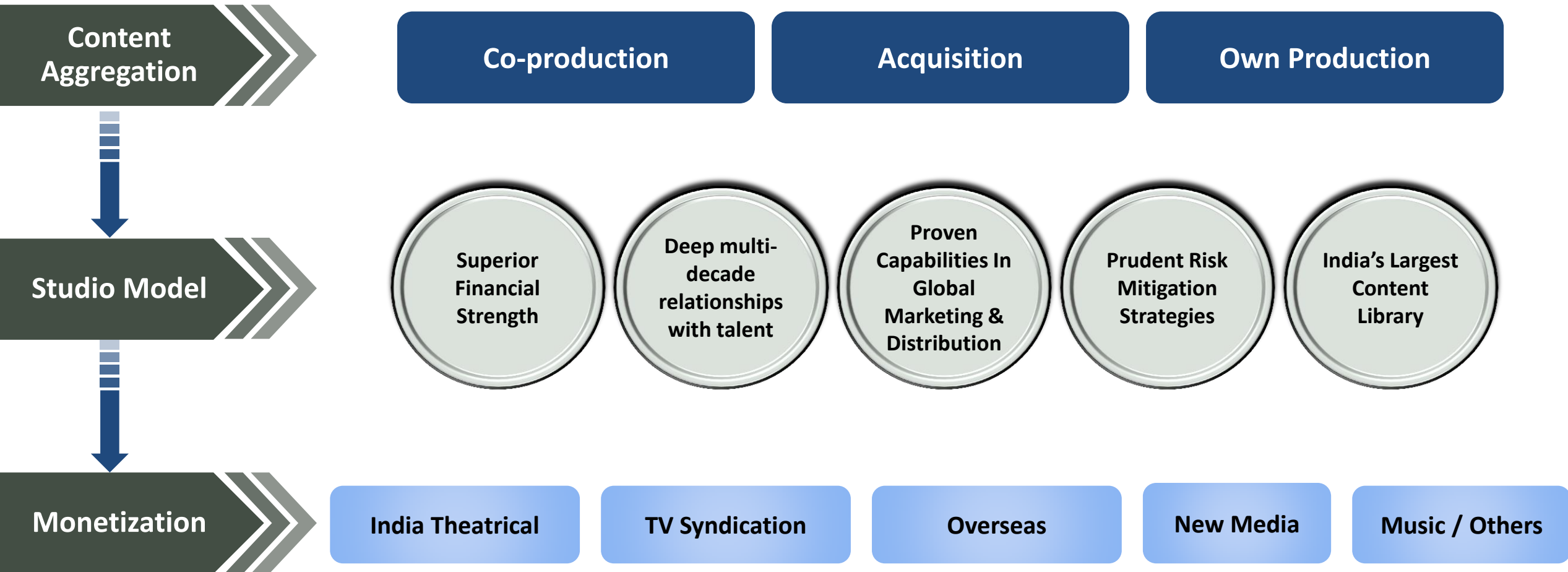
PAT

- In Q1 FY2016, Profit after tax (after minority) increased by Rs. 48.9% to Rs. 583 million (Rs. 358 million in Q1 FY2015)
 - In Q1 FY16, we have taken an additional tax charge of Rs. 46.3 million towards deferred tax liability on account of change in effective tax rate from 33.99% to 34.61%.



Company Overview

India's First Vertically-Integrated Studio Model



IPR Creation – Concept to Library Exploitation

Content Aggregation

- Co-Production: Perpetual copyrights
- Acquisition: 15 – 20 year rights
- Own Production: Developing intellectual property in-house
- Disciplined Greenlighting Process
- Portfolio Approach by Film Budgets & Genres
- Multi-lingual Releases – Hindi, Tamil, Telugu, Marathi, Punjabi



**De-risked & Diversified
Business Model**

**Valuable Addition to
High-margin Movie
Library**

**Strong Revenue
Visibility**



Content Monetization

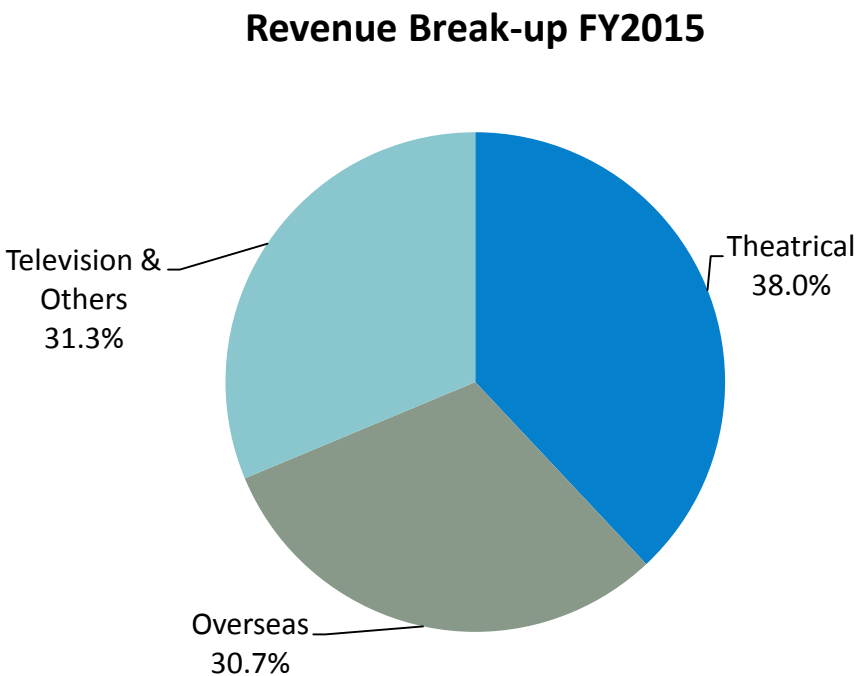
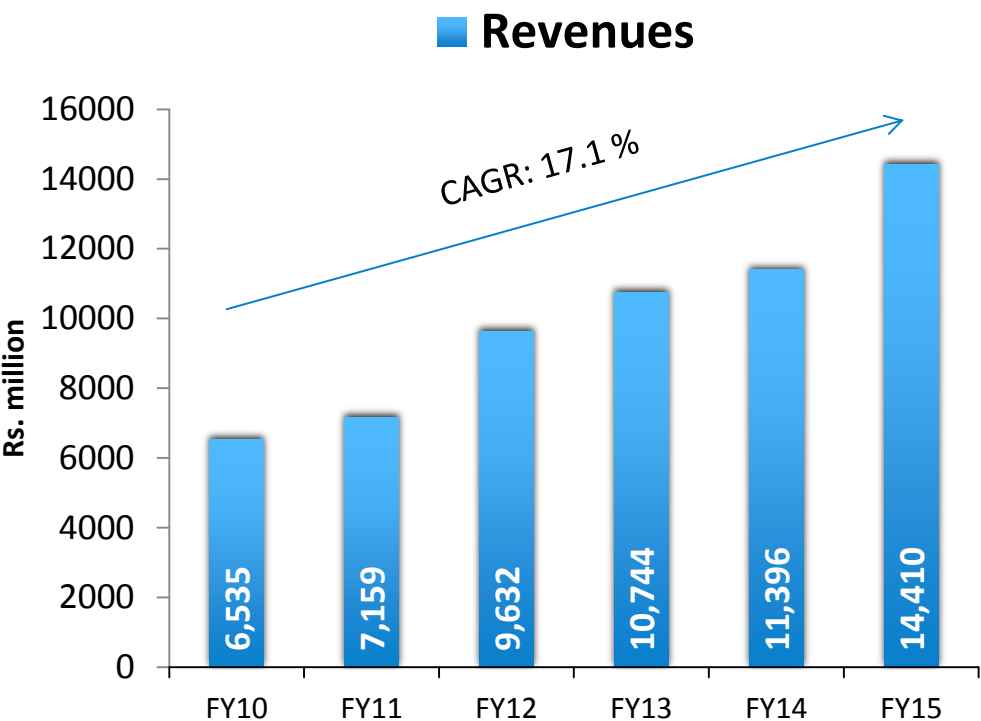
- Diversified & Growing Revenue Streams
- Pre-Sale Focus: Upto 80% Hindi Film and over 100% of Tamil Direct Production Costs
- Global Marketing & Multi-platform Distribution Capabilities in 50+ Countries
- Subtitled / dubbed Content in 25+ Different Languages
- Content Bundling Strategy Maximizes Exploitation
- New and Library Content Distributed through ErosNow

Financial Snapshot

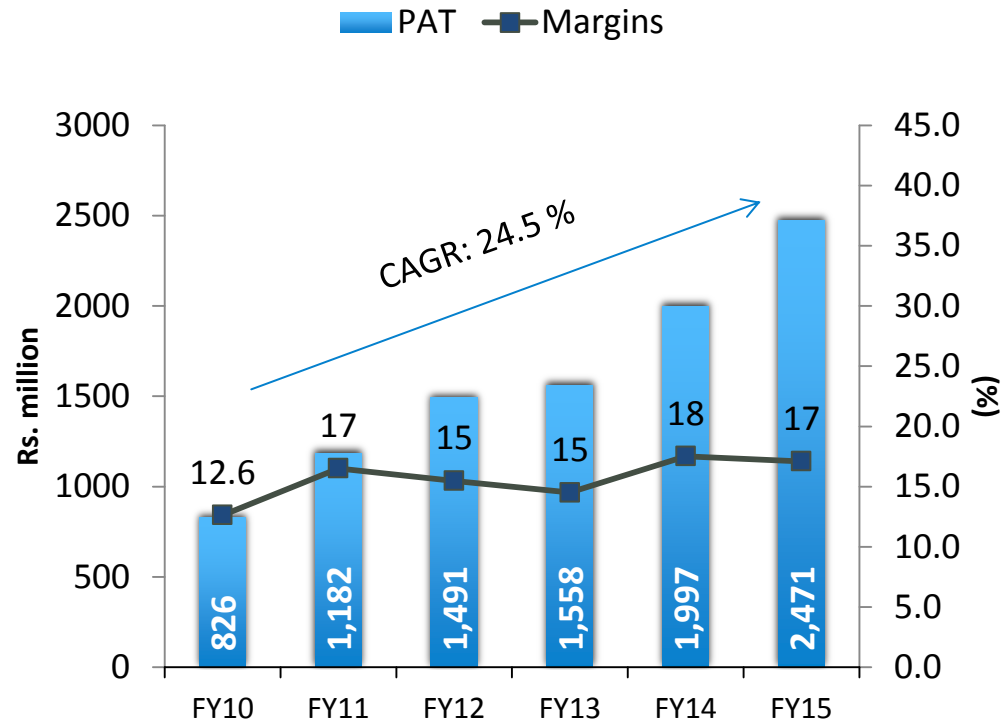
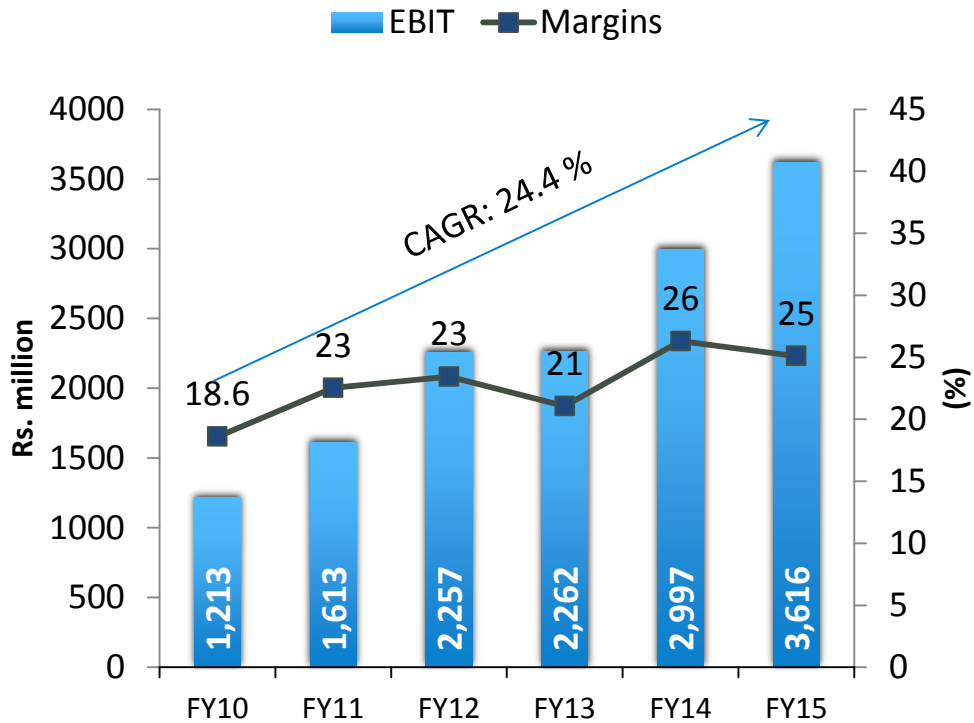
Strong Financial Track-record



Diversified Revenue Mix



Consistent Profit Growth



Q1 FY2016 Conference Call Details



Timing

- 2.30 pm IST, Monday, August 17, 2015

Conference dial-in

- Primary number: + 91 22 3938 1071
- Secondary number: + 91 22 6746 8354

Toll Free Number

- Singapore: 800 101 2045
- Hong Kong: 800 964 448
- USA: 1 866 746 2133
- UK: 0 808 101 1573

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. Eros International is part of Eros International Plc, which became the first Indian media Company to raise capital and be listed on the New York Stock Exchange. Eros International has experience of over three 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 further information please visit: www.erosintl.com

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Thank You
