



September 8, 2016

The DCS-CRD,
BSE Limited
Pheeroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

The Listing Manager,
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No- 'C' Block, G Block
Bandra-Kurla Complex
Mumbai-400051

Ref: BSE Script Code: 533261; NSE Script Code: EROSMEDIA

Sub:- Earning Release for the Quarter ended June 30, 2016

Dear Sir(s),

Please find enclosed herewith earning release for the Quarter ended June 30, 2016 of Eros International Media Limited.

You are requested to take the above on record.

Thanking You

Yours faithfully,

For Eros International Media Limited

Sunil Lulla

Executive Vice Chairman and Managing Director



Encl:- Earning Release for Quarter ended June 30, 2016

EROS INTERNATIONAL MEDIA LIMITED

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Tel.: +91-22-6602 1500 Fax: +91-22-6602 1540 E-mail: eros@erosintl.com • www.erosintl.com
Regd. Office: Kailash Plaza, 2nd Floor, Plot No. 12, Off Veera Desai Road, Andheri (W), Mumbai - 400 053.
CIN No. L99999MH1994PLC080502



Q1 FY2017 Earnings Presentation – September 8, 2016

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.

-  **Highlights at a Glance**
-  **Operational Highlights**
-  **Financial Highlights**
-  **5-Year Financial Snapshot**



Highlights at a Glance

Eros registers Profit After Tax growth of 11.2% in Q1FY2017



Figures in INR million	Q1 FY 2017	Q1 FY2016	Growth
Revenues	4,104 mn	4,806 mn	-14.6%*
EBIT Margin	19.7%	19.9%	-0.2%**
PAT (after minority)	589 mn	529 mn	11.2%
PAT Margin	14.3%	11.0%	+ 3.3%
Diluted EPS	6.17	5.65	9.2%

**Revenues grew by 22.0%, normalising for one-time sale of digital rights of Rs. 1,442 million in Q1 FY2016*

*** EBIT Margin grew by 1.7% from 18.0% to 19.7%, normalising EBIT for one-time sale of digital rights of Rs. 93 million in Q1FY 2016*

- Eros continues its dominant position with release of 3 high budget, 2 medium budget and 9 small budget films in Q1 FY17
- Portfolio of successful films released include Housefull 3, Ki and Ka, Sardaar Gabbar Singh (Telugu), 24 (Tamil), Nil Battey Sannata, amongst others
- Strong financial performance noted by CARE Ratings with an upgrade to A+ (from A) for Long-Term Debt and A1 (from A2+) for Short-Term Debt.



Operational Highlights



Commenting on the performance of Q1 FY2017, Mr. Sunil Lulla, Executive Vice Chairman & MD of Eros International Media Ltd. said,

“Fiscal 2017 has begun on an excellent note for Eros International with notable progress on operational and strategic parameters. Our approach towards investing in high quality portfolio of film content, which is greenlit at appropriate budgets and is monetized across various revenue streams, continues to yield positive results. The quarter was marked by the successful box-office run of our films led by ‘Housefull 3’, ‘Ki and Ka’, ‘Sardaar Gabbar Singh’ (Telugu), ‘24’ (Tamil), and ‘Nil Battey Sannata’ amongst a host of other films. This year is also marked by strong pre-sales of majority of our film slate including, ‘Ki and Ka’, ‘Dishoom’, ‘Baar Baar Dekho’, ‘Rock On 2’, ‘Banjo’ as well as regional films to leading satellite channels, as a part of our derisking strategy and ensuring revenue and cashflow visibility.

Q2FY2017 has also begun well with the power packed performance of ‘Dishoom’ and ‘Happy Bhaag Jayegi’ and our Telugu release ‘Janatha Garage’ is heading to be the biggest Telugu grosser of this year. Our compelling line-up for the remainder of the year features high-potential movies such as ‘Banjo’, ‘Baar Baar Dekho’, ‘Rock On 2’, amongst a host of other Hindi and regional movies. As we look forward to the future, we believe that the Indian Media and Entertainment market provides a tremendous backdrop for the sustained growth of the Company in the years to come.”

Operational Highlights – Strong Mix of Films Released in Q1FY17

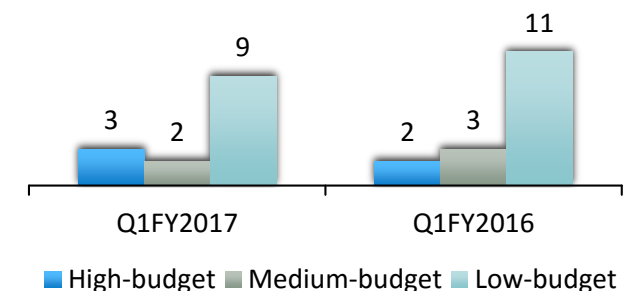
Solid financial performance

- Theatrical revenues during the quarter were driven by worldwide releases of Housefull 3, Ki and Ka, Nil Battey Sannata, Sardaar Gabbar Singh (Telugu), 24 (Tamil), amongst other releases
- Satellite sales during the quarter included, Ki and Ka, Sardaar Gabbar Singh (Telugu), 24 (Tamil), Nil Battey Sannata, Phobia
 - Housefull 3 and Sardaar Gabbar Singh (Hindi) were pre-sold, with revenues being recognised in Q2FY2017

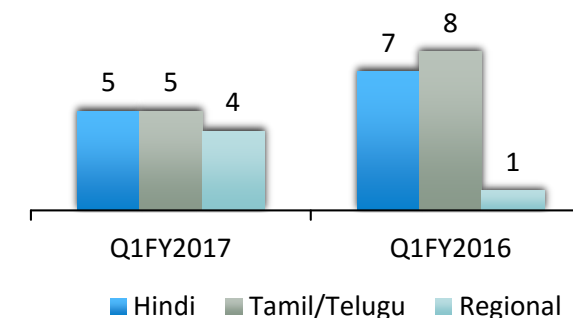
Diversified revenue mix

- Theatrical Revenues contributed – 52.1%, Overseas Revenues – 17.2% and Television & Others – 30.7% as a percentage of Income from Operations

Portfolio by Budget



Portfolio by Language



Operational Highlights - Eros' Successful run at the Box Office continues



A well-balanced Hindi & Regional film release strategy

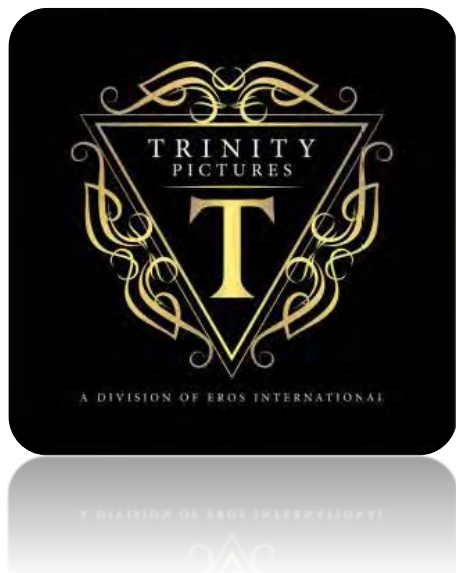
- Housefull 3 became the 3rd highest Bollywood grosser in CY2016
 - One of the biggest box-office grosser of the year with net box office collections in India of Rs. 1.06 billion
- Ki & Ka, a medium-budget film, registered net box office collections in India of Rs. 516 million, delivering an attractive Return on Investment
- Other notable small budget Hindi films include Nil Battey Sannata and Phobia
- Regional movies - '24' (Tamil) and Sardaar Gabbar Singh (Telugu) were high budget films for the regional markets and in accordance with the Eros strategy for regional films, pre-sold across theatrical, TV and other platforms.
 - Marudhu (Tamil), a medium budget film, was the other notable regional film released
- Dishoom marked a solid start to Q2 FY17 – crossed net box office collections of Rs. 680 million



Trinity – India’s first franchise film label, a promising growth vector for Eros



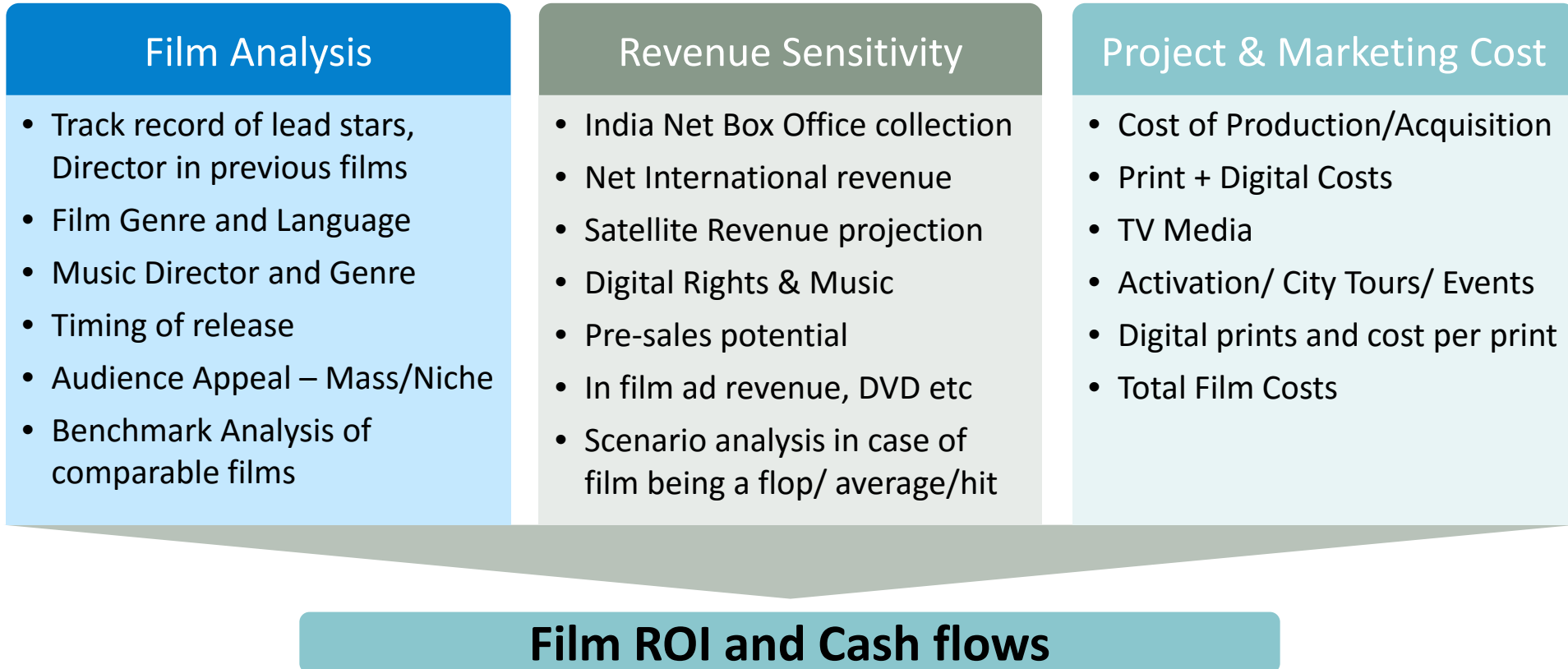
At least 4 films, written in-house, ready to enter production in FY2017 and release in FY2018



- First Indo-China film, ‘The Zookeeper’ (working title), a travel drama, to be co-produced with Chinese Studio Peacock Mountain Culture & Media Ltd, will be directed by Kabir Khan, who also directed ‘Bajrangi Bhaijaan’, and will be shot simultaneously in both the languages.
- Another Indo-China film, ‘Love in Beijing’ (working title), a cross-cultural rom-com will be co-produced with Huaxia Film Distribution Co Ltd and will be directed by Siddharth Anand, to be also shot in both the languages.
- An action franchise with kids where an underdog becomes a superspy, a first of its kind in India. A live action animal film revolving around an elephant and his bond with humans. This will be shot in two Indian languages
- Buddy cop film, a bilingual gritty action buddy cop film featuring top stars from Hindi and Tamil to be directed by acclaimed South Director Krish.

Disciplined “Greenlighting” process for approval of film projects

Films are not green-lit by an individual, but by a committee of top management and divisional heads who run the business



At Eros, we have made picking winners a science resulting in Top 3 out of 4 and Top 7 out of 15 films being Eros films in CY2015

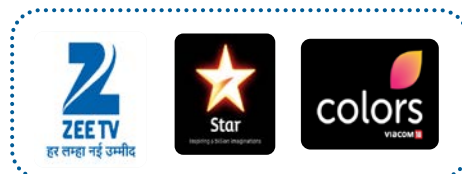
Strong Pre-sales as de-risking strategy in FY2017

Q1 FY2017:

90% of the cost of the total film slate released was covered through pre-sales

98% of the cost of high budget films released was covered through pre-sales

Pre-sales was across all revenue streams including theatrical, satellite and overseas; films include



FY2017:

Strong pre-sales visibility for the remainder fiscal year

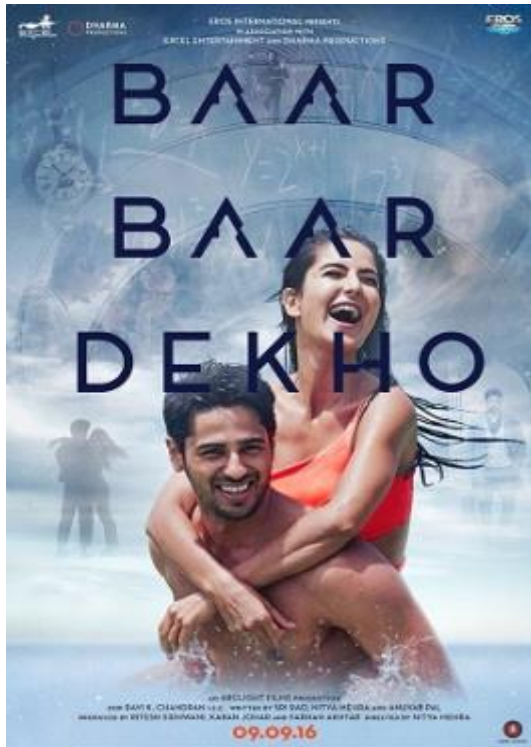


- Catalogues
- Regional slates



Highly-anticipated Future Film Slate

Unparalleled 65 plus films across multiple languages in CY2016 – the biggest slate by any Indian Studio



Forthcoming releases for FY2017



Film Name	Language	Star Cast/(Director/Producer)	Tentative Release
& Jara Hatke	Marathi	Indraneil Sengupta & Mrinal Kulkarni / (Ravi Jadhav)	Released in Q2 FY17
White	Malayalam	Mammooty, Huma Qureshi, Shankar Ramakrishnan / (Uday Amanthan)	Released in Q2 FY17
Saat Kadam	Hindi	Amit Sadh, Deeksha Seth, Ronit Roy / (Mohit Jha)	Released in Q2 FY17
Dishoom	Hindi	John Abraham, Varun Dhawan, Jackie Fernandez / (Nadiadwala / Rohit Dhawan)	Released in Q2 FY17
Happy Bhaag Jayegi	Hindi	Abhay Deol & Diana Penty / (Colour Yellow / Mudassar Aziz)	Released in Q2 FY17
Janatha Garage	Telugu	Junior NTR, Mohanlal, Samantha Ruth and Nithya Menen / (Koratala Siva)	Released in Q2 FY17
Baar Baar Dekho	Hindi	Siddharth Malhotra & Katrina Kaif / (Dharma / Nitya Mehra)	Q2 FY17
Banjo	Hindi	Riteish Deshmukh & Nargis Fakhri / (Ravi Jadhav)	Q2 FY17
Raaz Reboot (Overseas)	Hindi	Emraan Hashmi, Kriti Kharbanda (Vikram Bhatt)	Q2 FY17
Olappeepi	Malayalam	Biju Menon, Punasserri Kanjana (Vibezon Movies)	Q2 FY17
Manmarziyan	Hindi	Ayushmann Khuranna & Bhumi Pednekar / (Colour Yellow)	Q3 FY17
Rock On 2	Hindi	Farhan Akhtar, Arjun Rampal / (Excel / Shujaat Saudagar)	Q3 FY17
Chaar Sahibzaade 2	Punjabi	3D Animation / (Harry Baweja)	Q3 FY17
Kahani 2	Hindi	Vidya Balan, Arjun Rampal (Sujoy Ghosh)	Q3 FY17
Marupadi	Malayalam	Rahman, Bhama, Baby Nayanthara (Bedi Motion pictures)	Q3 FY17
Ticket to Bollywood	Hindi	Amyra Dastoor, Diganth Manchale / (Eros)	Q4 FY17
Guru Tegh Bahadur	Punjabi	3D Animation / (Harry Baweja)	Q4 FY17

Eros India participates in the long term value creation of ErosNow



ErosNow⁽¹⁾ Registered User Base is over 44 Million⁽²⁾ across WAP, APP & Web



5,000

Film Rights

250,000

Audio Tracks

13

Indian music labels
providing music
content

44 MILLION +

Registered users
across WAP, APP &
Web

135 COUNTRIES

Global footprint of
Users



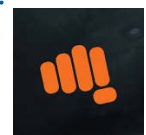
The most-anticipated 4G
digital platform in India



China's leading Internet
and Technology Group



Largest market share of
mobile subscribers in India



Micromax, second largest
handset manufacturer in
India



Third largest market share of
mobile subscribers in India



Only Indian OTT platform
to penetrate into the
growing Malaysian market



amazon fireTV



Why is Eros a Market Leader ?

- 2000+ unique and compelling film library
- Established, multi-channel global distribution network across 50+ countries
- Dominant market share of Indian films globally
- Portfolio strategy of over 65 films a year across budgets and languages
- Diversified revenue streams and pre-sales strategies mitigate risk and promote cash flow generation
- Progressive adoption of changing technology with the Eros Now digital strategy
- Strong and experienced management team with deep relationships with Indian film industry
- Robust profitability and Balance Sheet strength



Financial Highlights

Q1 FY2017

Abridged Consolidated P&L – Q1 FY2017



Rs. in Million

Particular	Q1 FY2017	Q1 FY2016	Growth
Total Income	4,104	4,806	-14.6%*
Direct Cost	2,879	3,621	
Other Expenses	415	228	
EBIT	810	957	
EBIT Margins (%)	19.7%	19.9%	-0.2%**
Interest	94	86	
Profit Before Tax	716	871	
PAT (after Minority)	589	529	11.3%
PAT Margins (%)	14.3%	11.0%	+3.3%
Diluted EPS (Rs.)	6.17	5.65	9.2%

**Revenues grew by 22.0%, normalising for one-time sale of digital rights of Rs. 1,442 million in Q1 FY2016*

*** EBIT Margin grew by 1.7% from 18.0% to 19.7%, normalising EBIT for one-time sale of digital rights of Rs. 93 million in Q1FY 2016*

Total Income

- In Q1 FY2017, Total Income stood at Rs. 4,104 million (Rs. 4,806 million in Q1 FY2016)
 - Revenues grew by 22.0%, normalising for one-time sale of digital rights of Rs. 1,442 million in Q1FY2016,
 - Theatrical performance during the period was driven by the success of global and overseas releases namely 'Housefull 3', 'Ki & Ka', 24 (Tamil), 'Sardaar Gabbar Singh' (Telugu), 'Nil Battey Sannata', and other regional language releases
 - Theatrical Revenues contributed – 52.1%, Overseas Revenues – 17.2% and Television & Others – 30.7% as a percentage of Income from Operations (Rs.4,082 mn)

EBIT

- In Q1 FY2017, EBIT at Rs. 810 million (Rs. 956 million in Q1 FY2016)
 - Direct Costs during Q1 FY2017 stood at Rs. 2,879 million, including 1,750 million of content amortization (Rs. 3,621 million of direct costs including content amortization of Rs. 1,351 million in Q1 FY2016)
 - EBIT Margin grew by 1.7% from 18.0% to 19.7%, normalising for one-time sale of digital rights of Rs. 93 million

PAT

Profit after tax (after minority) stood at Rs. 589 million (Rs. 529 million in Q1 FY2016), an increase of 11.2%

- PAT margins at 14.3% (11.0% in Q1 FY2016)

Ratings Upgrade by CARE Ratings



CARE upgrades ratings on Eros International Media Ltd

Credit Analysis & Research Ltd (CARE) has upgraded ratings on Eros International Media Ltd's Bank facilities, proposed non-convertible debenture (NCD) and the Company's CP/ short-term debt

Sr. No.	Facilities	Rating	Amount (Rs. in crore)	Remarks
1	Long term Bank Facilities	CARE A+ (Single A plus)	Rs. 451.76 crore (enhanced from Rs. 265.99)	Upgraded from CARE A and removed from credit watch
2	Short term Bank Facilities	CARE A1 (A one)	Rs. 187.00 crore (enhanced from Rs. 129.00)	Upgraded from CARE A2+ and removed from credit watch
3	Proposed Long-term / Short-term facilities	CARE A+ / CARE A1 (Single A plus / A one)	Rs. 111.24 crore	Assigned
4	Proposed Non-Convertible Debentures	CARE A+ (Single A plus)	Rs. 400.00 crore	Upgraded from CARE A and removed from credit watch
5	Commercial Paper/Short-term Debt	CARE A1 (A one)	Rs. 200.00 crore	Upgraded from CARE A2+ and removed from credit watch

Note: The Company has no outstanding against facilities detailed in serial no. 3, 4 & 5



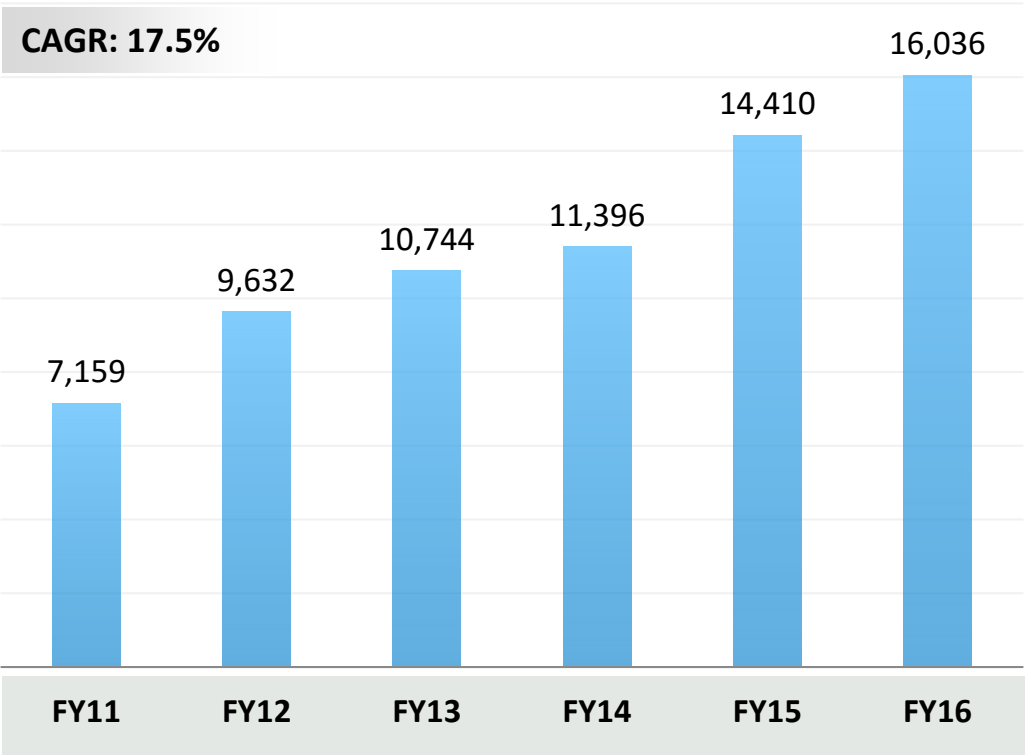
Historical Financial Snapshot

Strong Financial Track-record

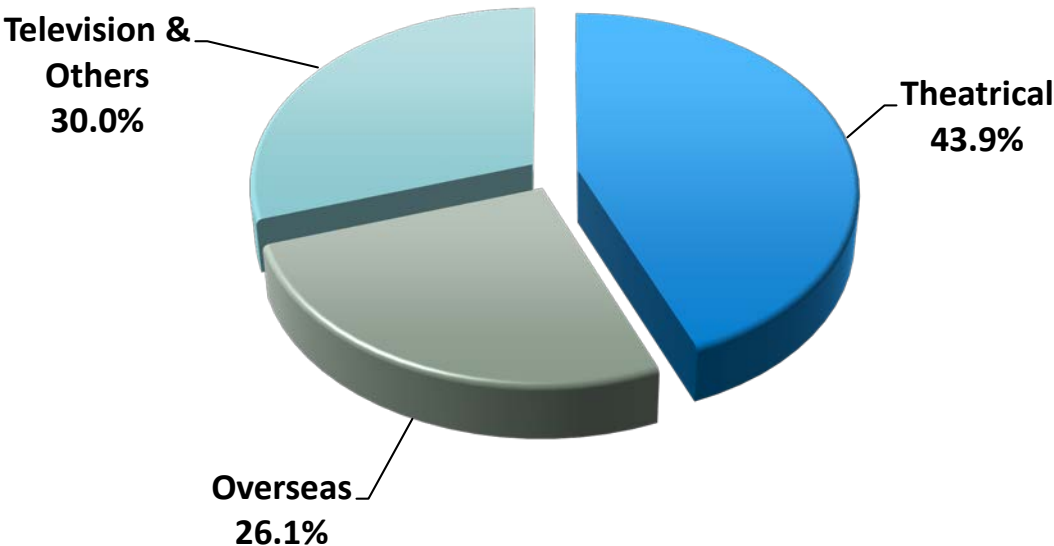


Diversified Revenue Mix

Revenues (Rs. million)

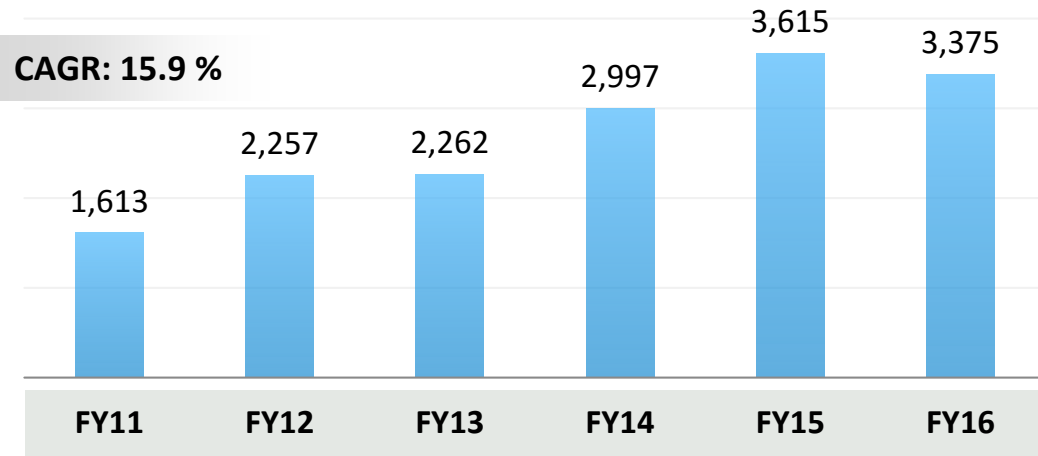


Revenue Break-up FY2016

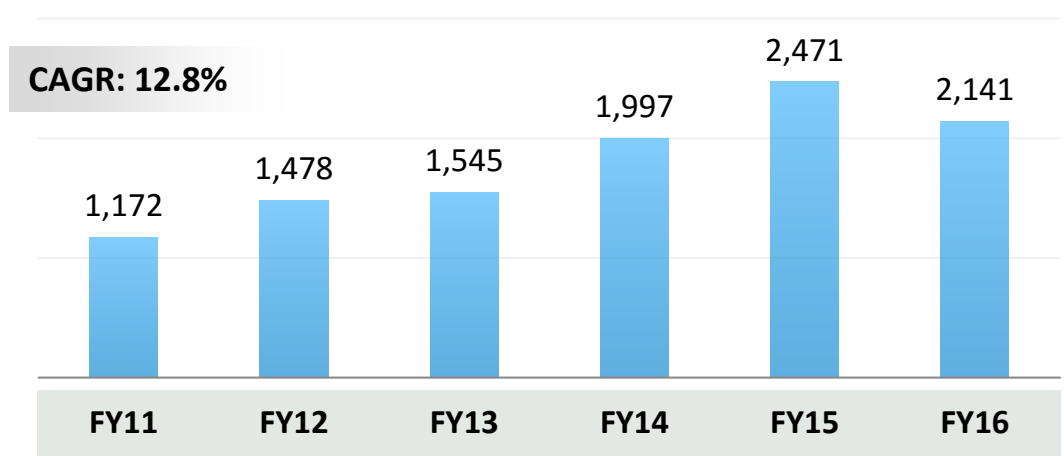


Consistent Profit Growth

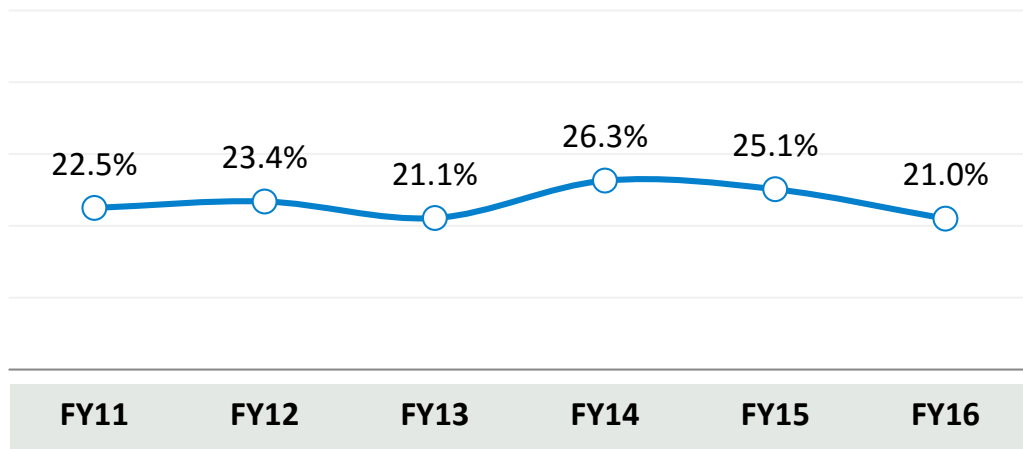
EBIT (Rs. Mn)



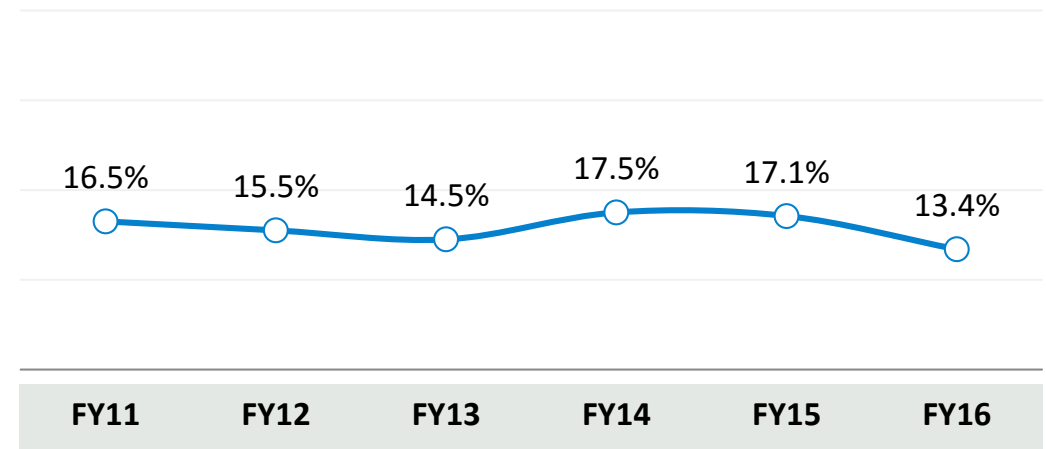
PAT (Rs. Mn)



EBIT Margin (%)



PAT Margin (%)



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 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. 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

For further information, please contact:

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Thank You