

COMPANY OVERVIEW

FEBRUARY 2016



॥ VASUDHAIVA KUTUMBAKAM ॥
THE WORLD IS MY FAMILY

DISCLAIMER

Some of the statements made in this presentation are forward-looking statements and are based on the current beliefs, assumptions, expectations, estimates, objectives and projections of the directors and management of Zee Entertainment Enterprises Limited (ZEE) about its business and the industry and markets in which it operates.

These forward-looking statements include, without limitation, statements relating to revenues and earnings.

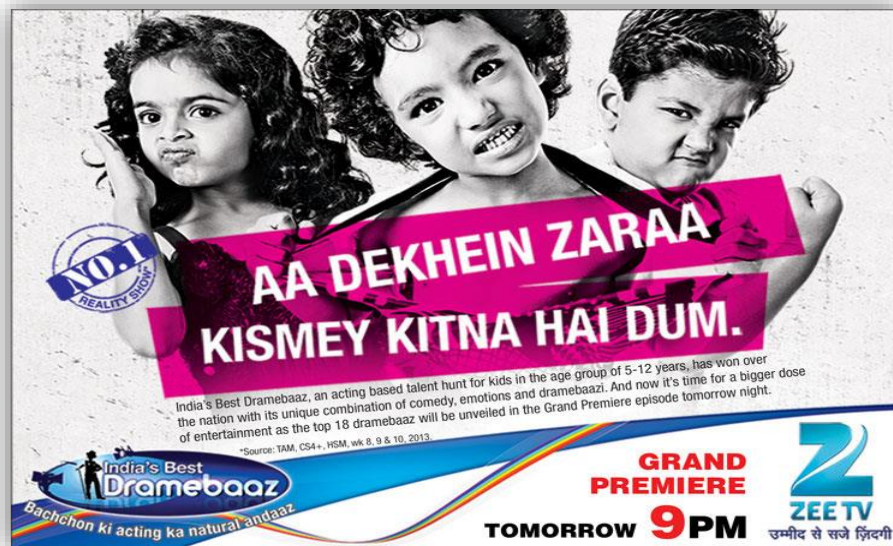
The words “believe”, “anticipate”, “expect”, “estimate”, “intend”, “project” and similar expressions are also intended to identify forward looking statements.

These statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond the control of the Company and are difficult to predict. Consequently, actual results could differ materially from those expressed or forecast in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, changes in the regulatory environment and other business and operational risks. ZEE does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.

ZEE Entertainment



...more than 210,000 hours of content and counting



Leading Hindi Entertainment Network



Consistently Innovating

TEN CRICKET

TEN ACTION

TEN SPORTS

TEN GOLF

TEN HD



Leading Sports Network

Zee Marathi, Maharashtra's reason to smile!

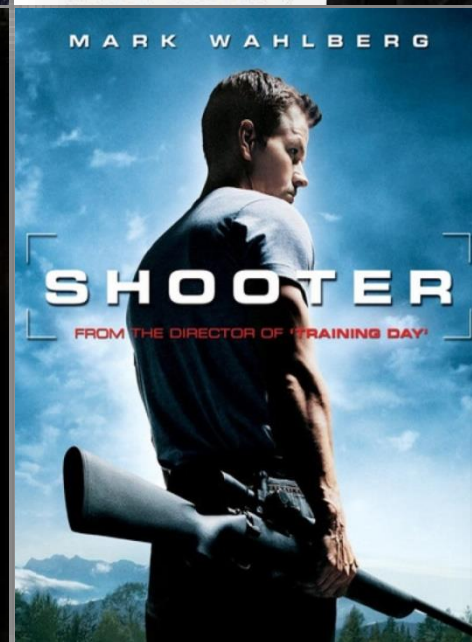


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मराठी

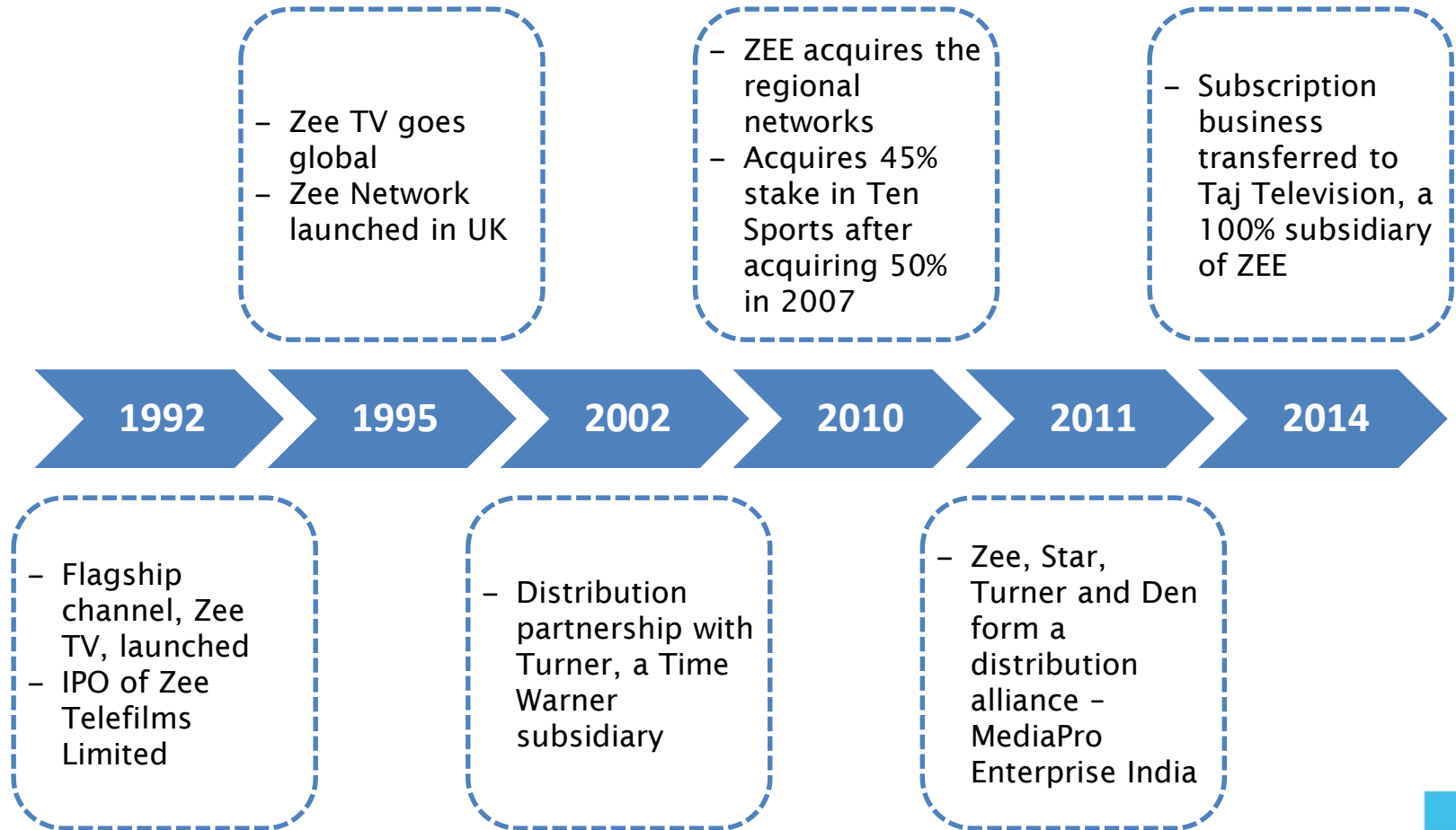
मी मराठी. झी मराठी.

Leading Regional Entertainment Network



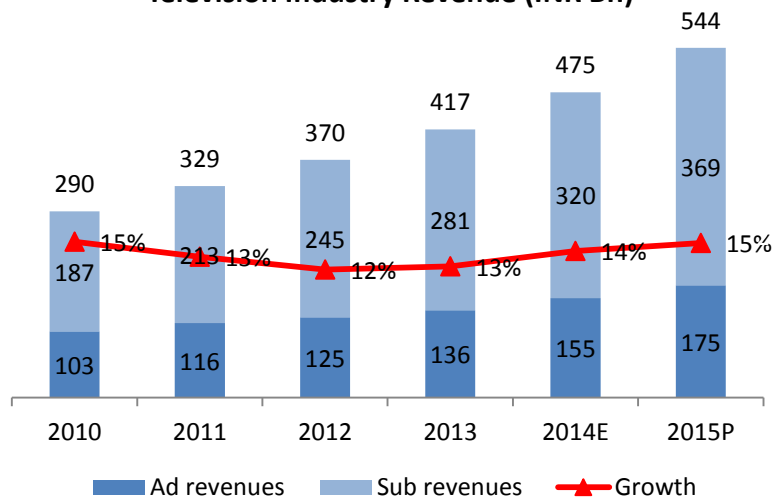
English Entertainment

Our Growth Journey

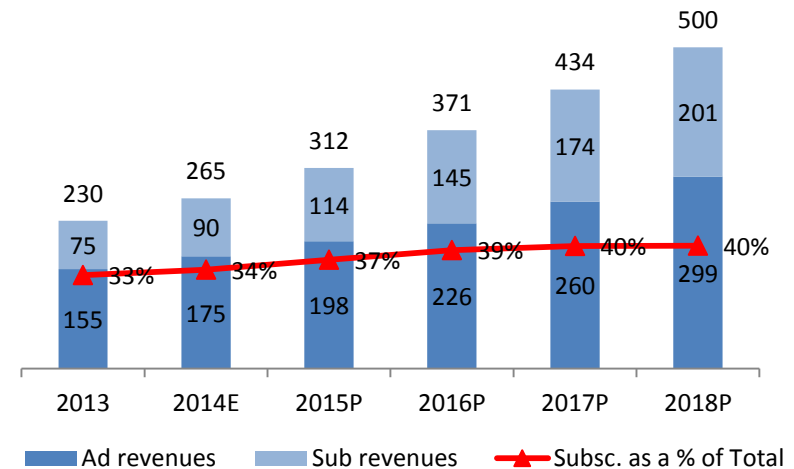


Indian Media Sector

Television Industry Revenue (INR Bn)



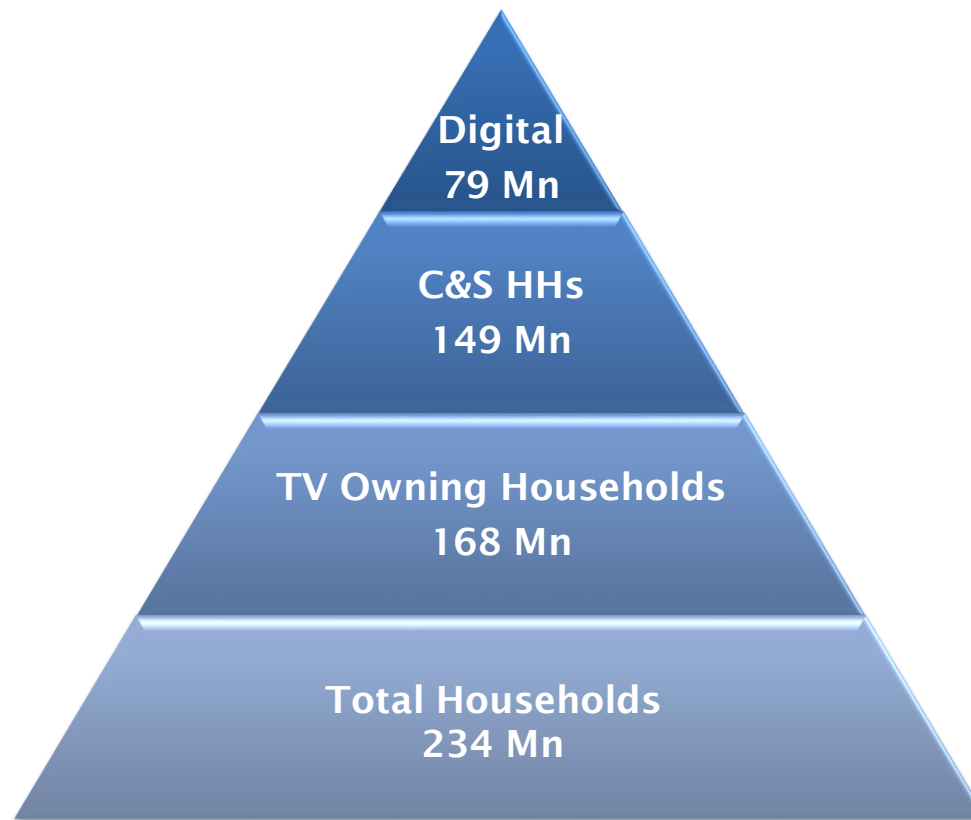
Broadcasting Industry Revenue (INR Bn)



Source: FICCI-KPMG Report 2015

- In 2014, Size of Television sector is estimated at INR 475 bn, constituting 46% of the M&E industry (M&E landustry Size: INR 1,026 bn)
- TV sector recorded a growth of 13.8% in 2014
- Subscription revenues contribution to total revenue for Broadcasters is expected to rise from 33% to 40% in the next five years

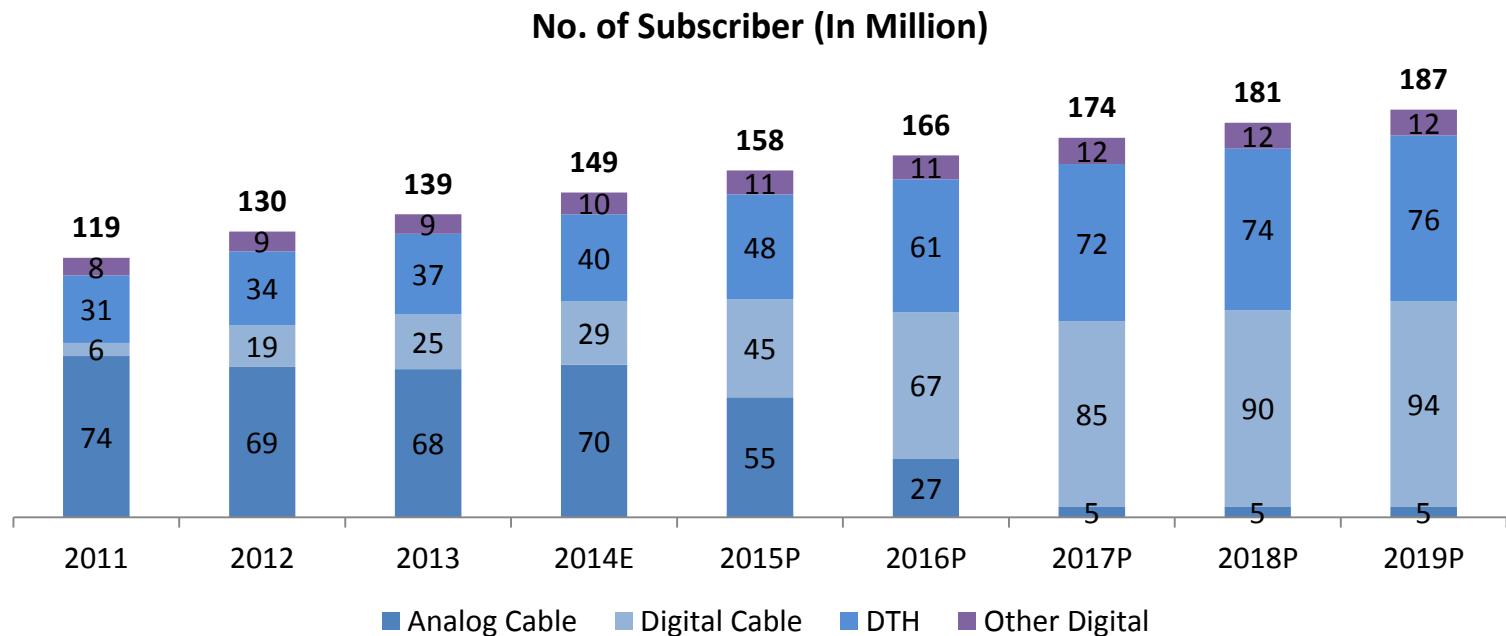
Indian TV HHs at a Glance



2014

Source: TAM, FICCI KPMG Report 2015

Indian – Rapid Digitization



Source: FICCI-KPMG Report 2015

- Digital Cable industry saw a growth of over 15% in 2014
- Both DTH and Digital Cable subscriber growth is expected to accelerate in 2015-2017 given the digitization timelines



ZEEL : A leading player in the Indian Television Market



Product Offering

Hindi Entertainment



New Launches

Sports



Hindi Cinema



Regional Entertainment



Music, Lifestyle and Niche



English Entertainment



HD Channels

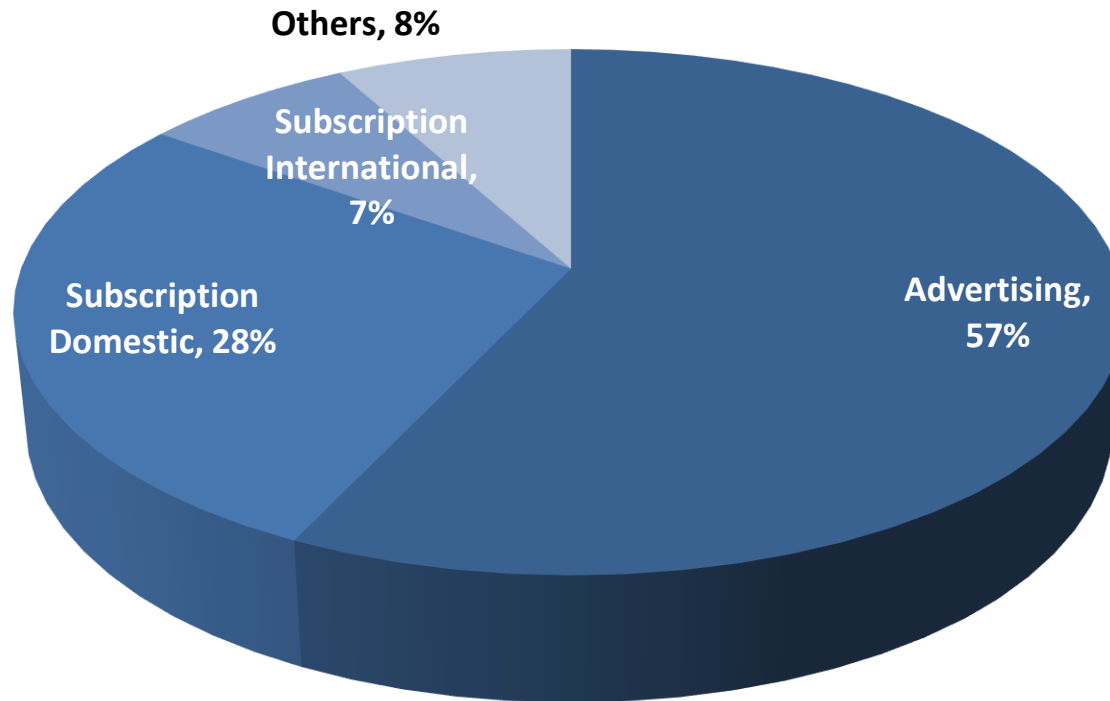


Select International Channels

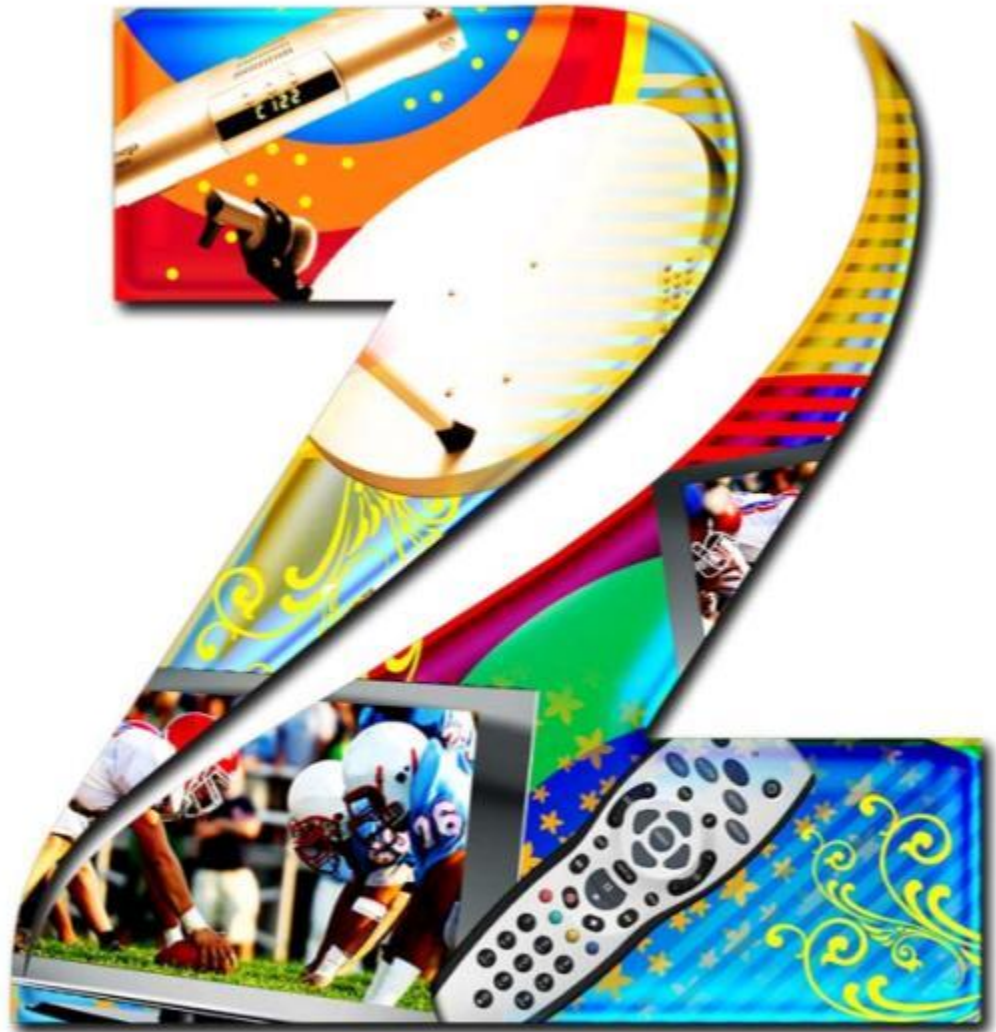


Revenue Pie

LTM Revenue (31 Dec 2015)



Business Performance

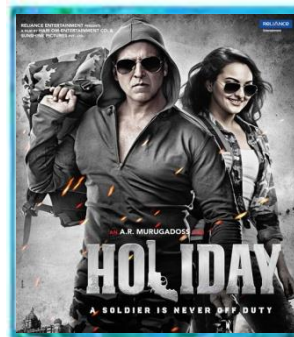
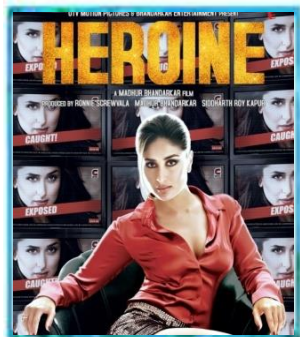
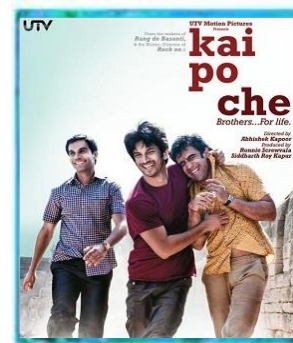


Hindi Entertainment Channels

- Zee TV is the largest Hindi entertainment channel of the world



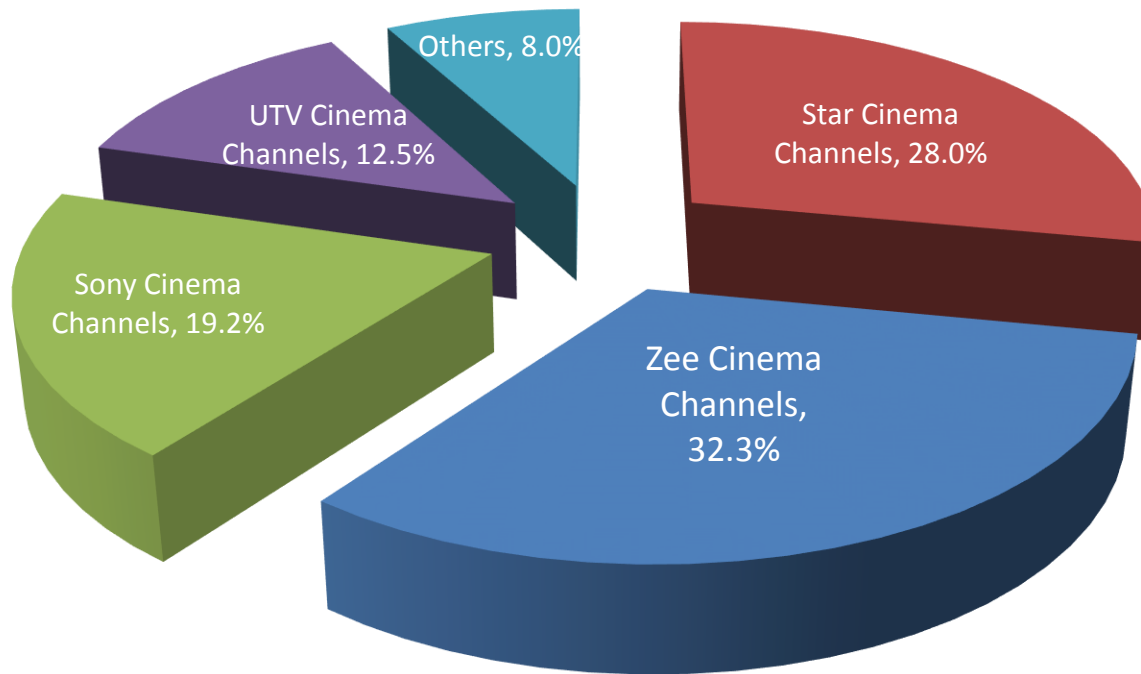
Strong Movie Library



Largest Hindi Movie Library in the World

Hindi Movie Channels

Relative Viewership Share



Source: TAM Media Research;
Period: April 2014 to March 2015
TG: CS 4+, HSM;
Sony ratings- non-cricket
Others include FILMY, B4U Movies and Cinema TV



SPORTS CHANNELS



TEN  SPORTS TEN  CRICKET TEN  GOLF TEN  ACTION TEN  HD



Ten Network – Key Properties

CRICKET



SOCCER



TENNIS



GOLF



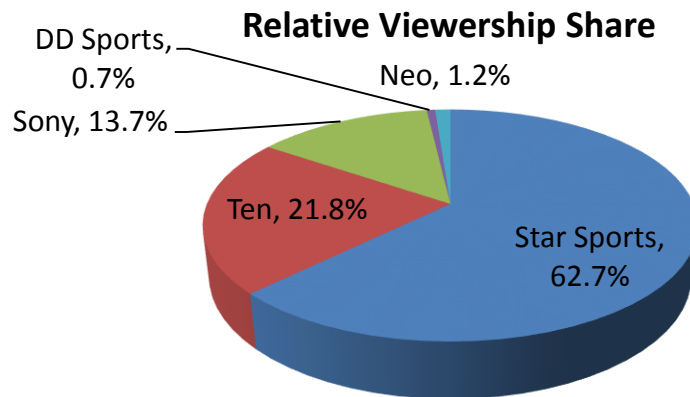
ATHLETICS



OTHER



Ten – Strong Sports Franchise



Source: TAM Media Research; Market: All India; TG: CS 15+ M ABC; Period; Apr 2014 - Mar 2015



English and Niche Channels

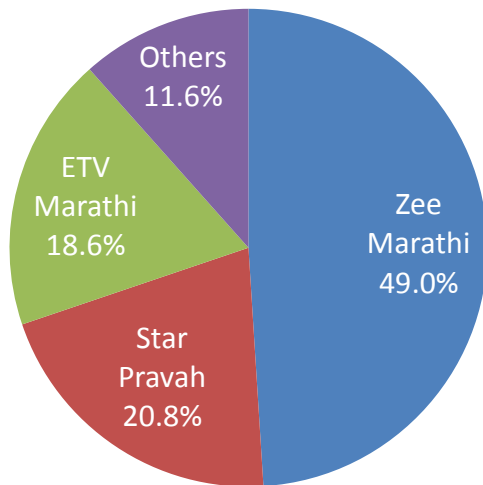
- Tie-ups with leading studios across the world



Zee Marathi - Highlights

- Strong market leader in the state of Maharashtra
- Library of over 9,000 hours & rights to over 400 movie titles
- Key properties: Honar Soon Mi Hya Gharchi, Jai Malhar, Maze Pati Saubhagyavati, Chala Hava Yeun Dya

Relative Viewership Share

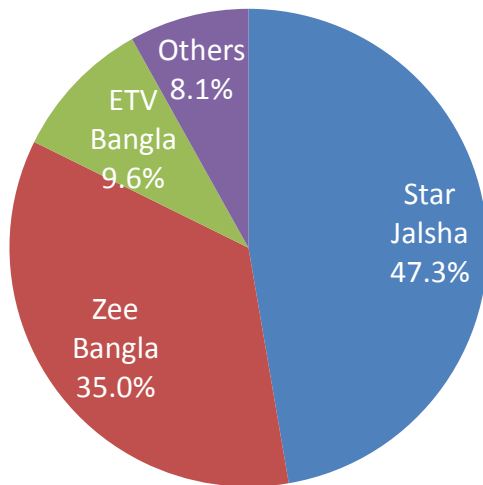


Source: TAM, Period: Apr 2014 to Mar 2015, CS 4+, All Maharashtra
Others include DD Sahyadri, Maiboli, Mi Marathi and Saam TV

Zee Bangla - Highlights

- Leading GEC in West Bengal with dominant share in non-fiction programming
- Library of over 9,000 hours & rights to over 600 movie titles
- Key properties: Sa Re Ga Ma Pa, Didi no. 1, Deep Jwele Jai, Eso Ma Lakkhi, Goyenda Ginni, Mirakkel

Relative Viewership Share

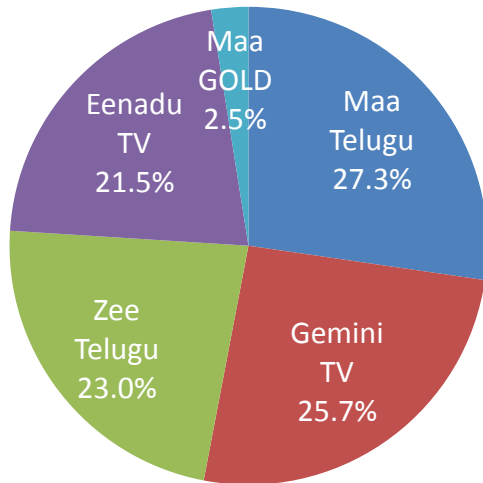


Source: TAM, Period: Apr 2014 to Mar 2015, CS 4+, All WB
Others include Aakaash (Bangla), DD Bangla and Rupashi Bangla

Zee Telugu - Highlights

- Leading GEC in Andhra Pradesh
- Library of over 18,000 hours & rights to over 500 movie titles
- Key properties: Varudhini Parinayam, Mangammagaari Manavaraalu, Koncham Ishtam Koncham Kashtam

Relative Viewership Share



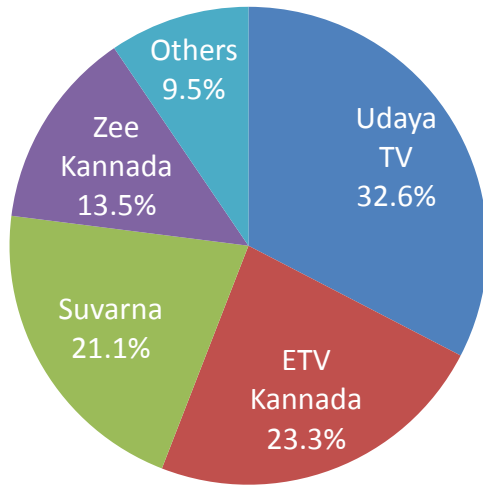
Source: TAM, Period: Apr 2014 to Mar 2015, CS 4+, All AP



Zee Kannada - Highlights

- Strong player in Kannada GEC space
- Library of over 14,000 hours & rights to over 225 movie titles
- Key properties: Srirastu Subhamastu, Mahadevi, Gruhalakshmi

Relative Viewership Share



Source: TAM, Period: Apr 2014 to Mar 2015, CS 4+, All Karnataka
Others include DD Chandana, Kasturi TV and Plus Suvarna

International Operations



- Presence across 5 continents through over 37 dedicated channels
- Catering to both South Asian as well as non South Asian communities
- Increased reach through new distribution deals in Caribbean, African & APAC markets
- International operations contributed 17% of company top line in Q3FY2016
- Renewed focus on advertising as a source of revenues

Focused Investments

Digital Investments



Regional Channels



National Channels



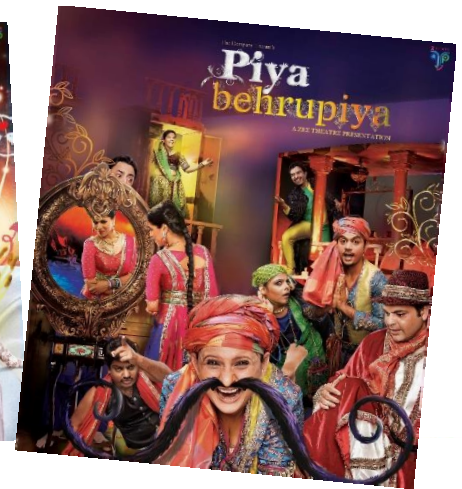
International Channels



New Initiatives



*Initiative to preserve and spread
centuries old Indian heritage and
taking its timeless stories to audiences
across the world*



Key Financials



Financial Results

(Rs million)	FY14	FY15*	Y-o-Y Growth	Q3FY15	Q3FY16	Y-o-Y Growth
Operating Revenues	44,217	48,837	10.4%	13,637	15,951	17.0%
Expenditure	32,174	36,299	12.8%	10,104	11,649	15.3%
Operating Profit (EBITDA)	12,043	12,537	4.1%	3,533	4,302	21.7%
EBITDA Margin	27.2%	25.7%		25.9%	27.0%	
PBT before exceptional items	13,190	14,039	6.4%	4,137	4,346	5.0%
Less: Provision for Tax	4,291	4,284	-0.2%	1,072	1,602	49.4%
PAT before exceptional items	8,900	9,755	9.6%	3,065	2,744	-10.5%
Add: Exceptional Items	-	-		-	-	
PAT after exceptional items	8,900	9,755	9.6%	3,065	2,744	-10.5%
Less: Minority Interest / Share of Associates	(21)	(20)		(21)	(6)	

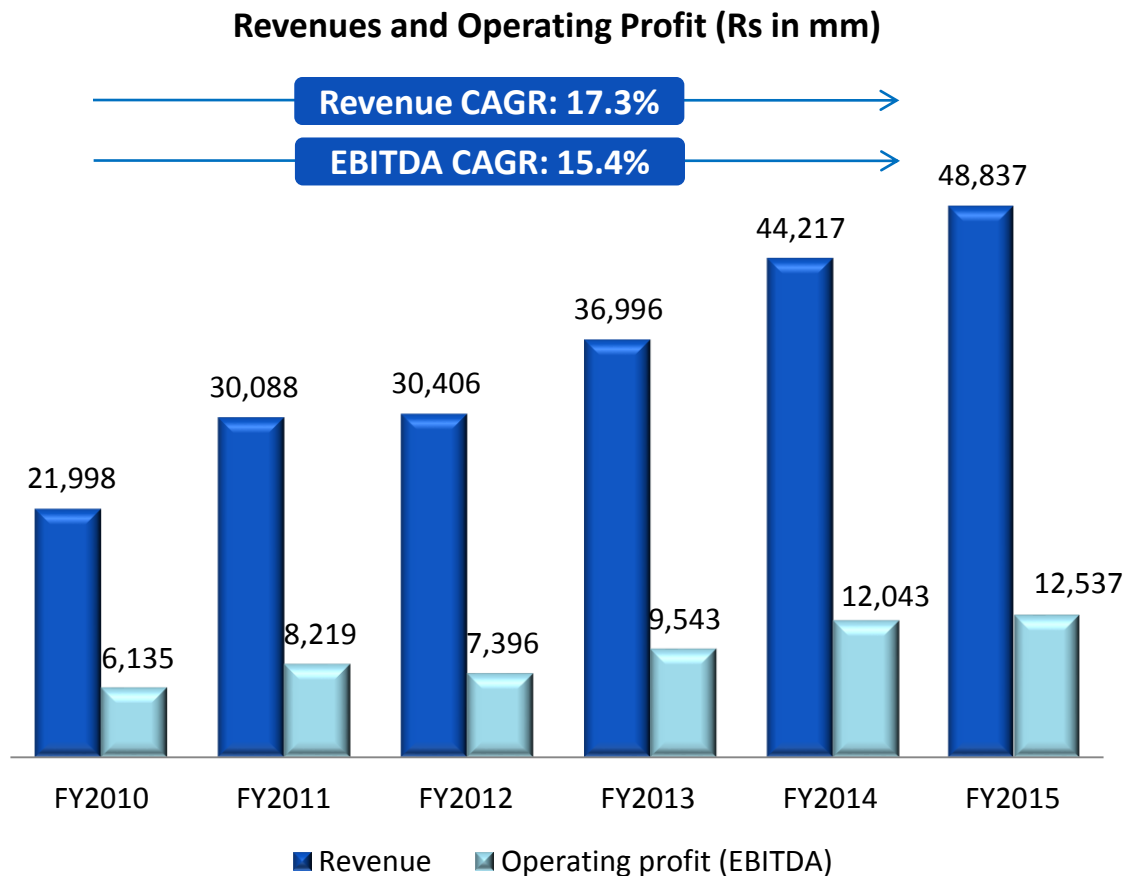
* Full year numbers are not comparable due to changes in accounting treatment of various items (accounting changes necessitated by change in TRAI's content aggregator regulation and change in arrangement with various operators across international territories). The absolute EBITDA number however remains comparable

Balance Sheet

(Rs million)	As on 31 st March, 2015	As on 30 th September, 2015
Equity & Liabilities		
Shareholder's Funds	55,503	61,114
Long-term Borrowings	12	9
Other Non Current Liabilities	769	865
Current Liabilities		
a) Trade Payables	4,204	5,271
b) Other Current Liabilities	9,571	7,007
Total - Equity and Liabilities	70,059	74,267
Assets		
Non Currrent Assets		
a) Tangible Assets	4,368	4,845
b) Goodwill on Consolidation	7,887	8,225
c) LT Loans & Advances	5,674	7,274
d) Others	2,373	2,793
Current Assets		
a) Current Investments	8,291	7,822
b) Inventories	11,878	13,743
c) Trade Receivables	10,692	15,653
d) Cash & Bank Balance	7,365	2,938
e) Others	11,531	10,974
Total Assets	70,059	74,267

- Debt free balance sheet
- Strong net cash position

Consistent Profitable Growth



- FY15 equity dividend of Rs.2.25 per share (225% of FV)
- Bonus Issue of 6% Redeemable Preference Shares aggregating to over Rs.20 bn

Consistent dividend payout since 1994

Outlook and Strategy

Content

- Innovation & quality
- Regional revolution
- Niche content
- Broadcast to narrowcast

Revenues

- Digitization: Big pay opportunity
- Advertising: Continued growth
- New streams: Digital media, syndication

Returns

- Consolidation
- Collaboration
- Disciplined investments

Our Strategy

Enhance our leadership position in the genres we compete
Continue to run our business as best in class
Deploy strong cash flows to improve returns to shareholders



The global force in entertainment

Pioneer in several entertainment genres

World's leading Indian TV network with 960 million viewers in over 169 countries

Consistent performer since inception; Shareholder value CAGR of >30% since listing