

Ref No.: SEL/Reg. 30 – LODR/May-22

May 10, 2022

The Secretary,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra-Kurla Complex
Bandra (E), Mumbai-400 051.
NSE Symbol: SHEMAROO

The Secretary,
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai-400 023.
Scrip Code : 538685

Dear Sir / Madam,

Re: SHEMAROO ENTERTAINMENT LIMITED - ISIN: INE363M01019

Sub: - Earnings Con. Call Presentation – Intimation under Reg. 30(6) of SEBI (LODR), Regulations, 2015

Please find enclosed herewith Earnings Presentation of Shemaroo Entertainment Limited for the Quarter and year ended March 31, 2022 (12M/Q4-FY22).

This is for your information and records.

The same is also disseminated on the website of the Company i.e. www.shemarooent.com

Thanking you,

Yours faithfully,
For Shemaroo Entertainment Limited


Vipesh U Gosar
Company Secretary & Compliance Officer
Membership no. A23755



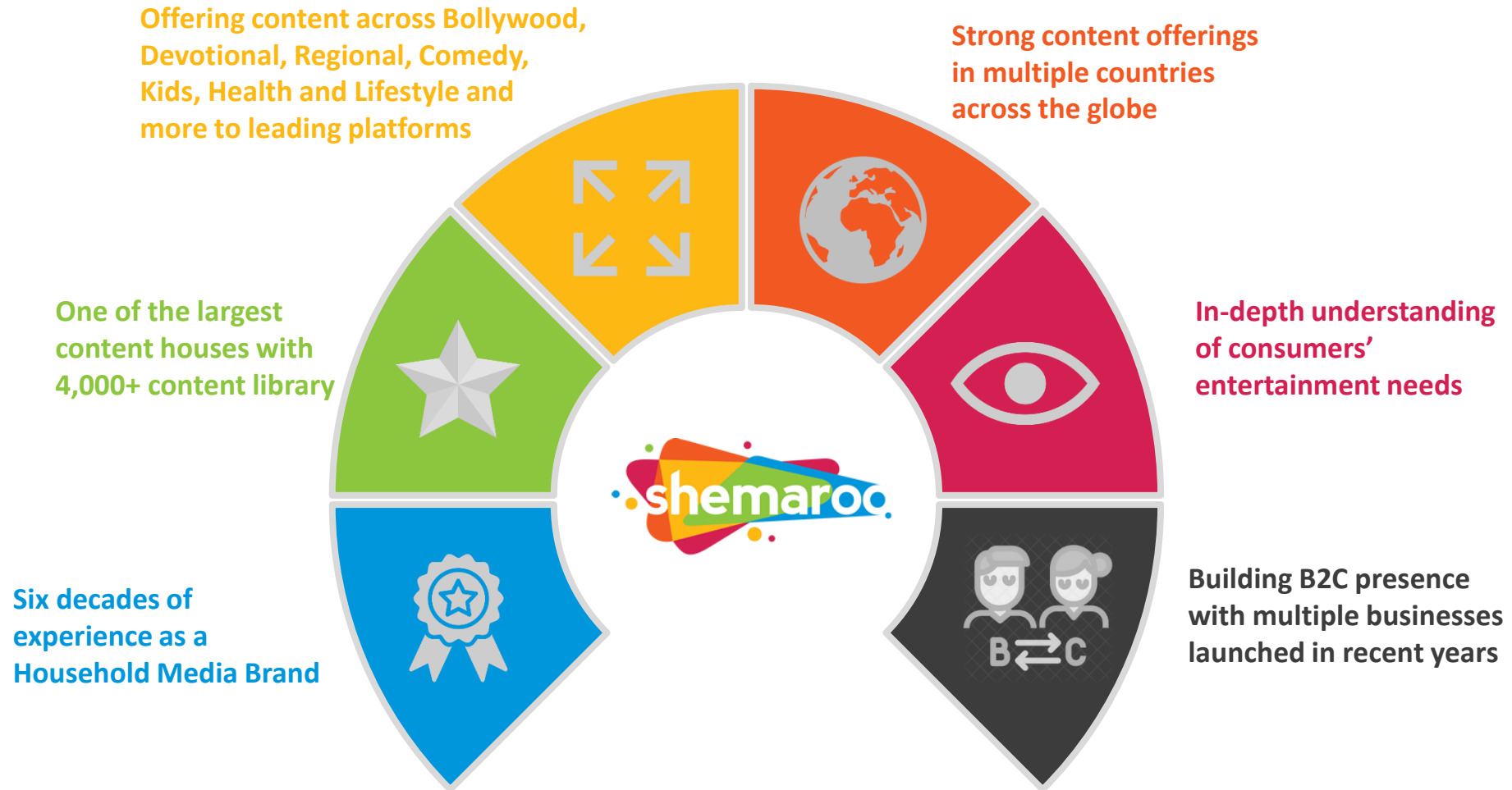
Encl.: As above



Shemaroo Entertainment Limited FY22/Q4-FY22

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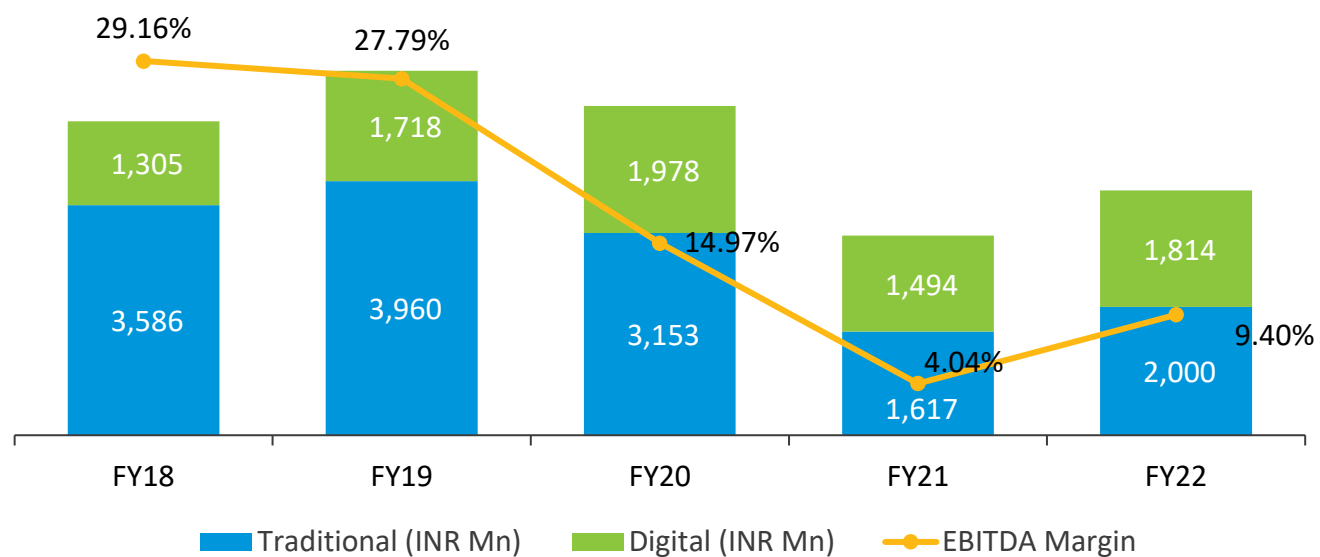
Revenue FY22
INR 3,814 Mn

EBITDA FY22
INR 358 Mn

PAT FY22
INR 53 Mn

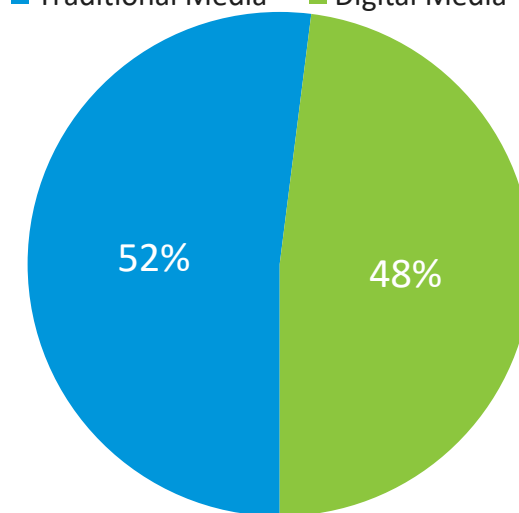
Net Worth FY22
INR 5,818 Mn

Operational Revenue (INR Mn) and EBITDA Margin (%)



FY22 Revenue Distribution

Traditional Media Digital Media







Q4-FY22 performance (Consolidated)

INR 936 Mn Revenue from Operations	INR 87 Mn EBITDA	9.31% EBITDA Margin
INR 20 Mn Net Profit	2.19% Net Profit Margin	INR 0.75/share EPS

Q4-FY22 Profit and Loss includes expenses on new initiatives (net of revenue) - INR 141 Mn

FY22 performance (Consolidated)

INR 3,814 Mn Revenue from Operations	INR 358 Mn EBITDA	9.40% EBITDA Margin
INR 53 Mn Net Profit	1.38% Net Profit Margin	INR 1.94 /share EPS

FY22 Profit and Loss includes expenses on new initiatives (net of revenue) - INR 673 Mn

Divisional Breakup (Consolidated):

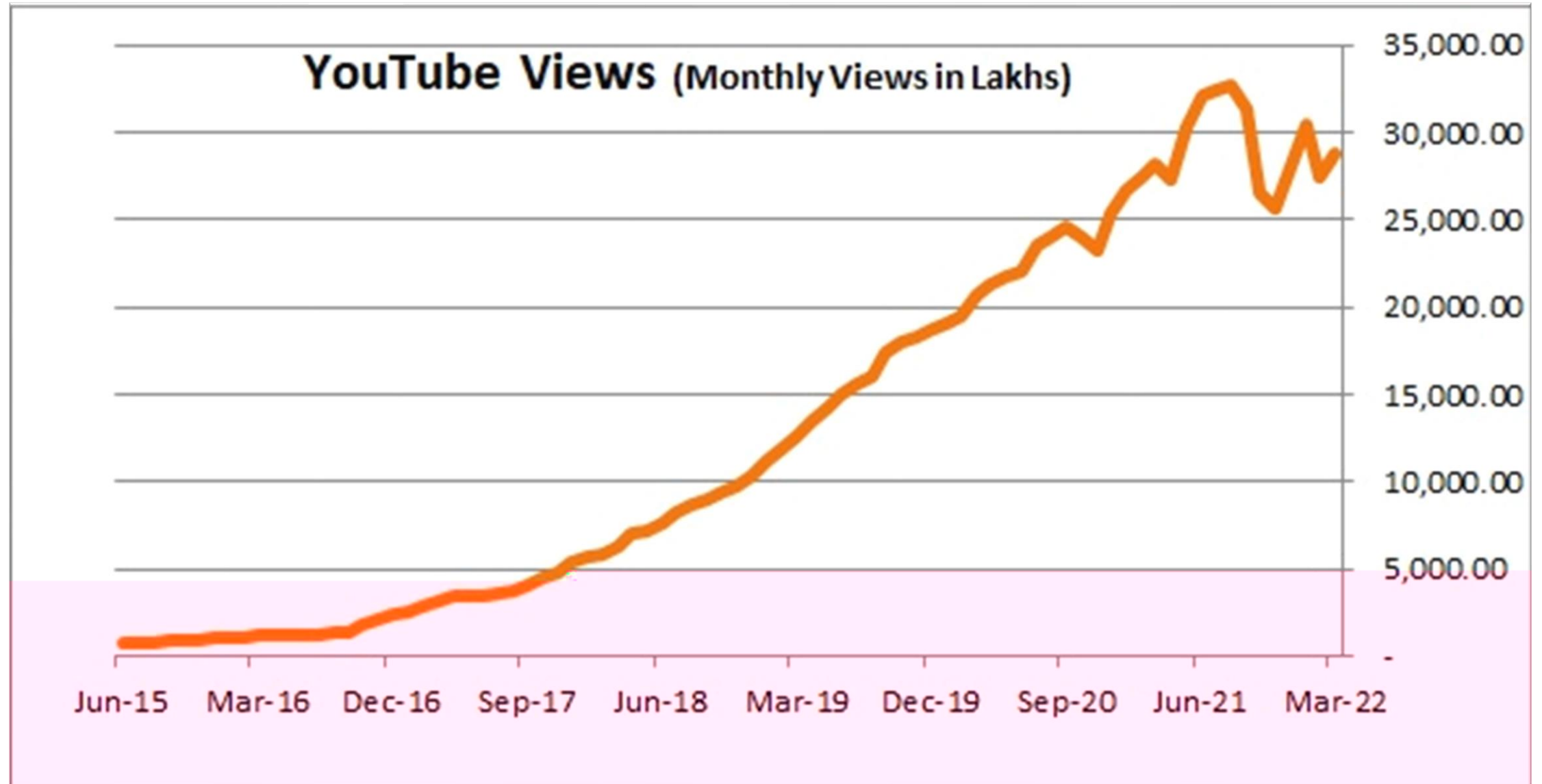
INR Mn	Q4-FY22	Q4-FY21	Y-o-Y Growth	FY22	FY21	Y-o-Y Growth
Digital Media	465	369	25.9%	1,814	1,494	21.4%
Traditional Media	471	407	15.7%	2,000	1,617	23.7%
Income from Operations	936	776	20.6%	3,814	3,111	22.6%



- Lockdown on account of Omicron variant in the first month of the quarter put pressure on the revenues as advertising was impacted
- This was further heightened by the cautious spends by the large advertisers as they continued to face triple threat of rising input costs, uncertainty in global economic environment and supply chain disruptions
- However, this quarter witnessed the return of advertisers who were absent during Covid'19, thus partially offsetting the pressure on advertising revenue
- Unlocking from February onwards has resulted in increased mobility, thereby affecting media viewership across traditional and digital platforms
- Despite challenges on both viewership and advertiser spends, the Company has maintained positive margins during the quarter
- **ShemarooMe**
 - Partnered with BSNL to provide ShemarooMe to its broadband users
 - Partnered with Orange Telecom and Etisalat Telecom in Egypt
 - *ShemarooMe Gujarati*
 - The Company released 15 new titles during the quarter with content across movies, web series and plays
 - The Company released its original web series 'Goti Soda Season 1 & Goti Soda Season 2' which were well received by the audience
 - Released critically acclaimed theatrical movie '21 mu tiffin'



- **Youtube:** Shemaroo crossed 59.7 mn subscribers on its YouTube channel 'FilmiGaane'; the channel is now the 20th most subscribed channel in the world
- **Broadcasting**
 - The quarter witnessed the exit of the 4 big broadcasters from the GEC space on DD Freedish, thereby creating an opportunity for the FTA focused broadcasters to gain viewership
 - - Launched the Company's third satellite Free-to-Air channel named 'Shemaroo Umang' in April 2022; the channel is currently available on DD Freedish and select DTH and cable operators
 - *Shemaroo TV*
 - Continued focused efforts by the Company in terms of content creation and increasing the reach of Shemaroo TV, have resulted in an upward trajectory of ratings for the channel
 - It launched its original production 'Crime World' during the quarter
 - *Shemaroo MarathiBana*
 - Despite increased competition in the segment, Shemaroo MarathiBana's ratings remained steady during the quarter, on the back of fresh programming
 - Launched new original devotional show titled 'Kirtan Range Indurikar Maharajansange'
- **DTH:** Launched a new DTH service 'Sunehre Pal' with classic TV shows on Airtel Digital TV in January 2022





- Aims to make every Gujarati fall in love with Gujarati Entertainment
- Content:
 - The Company released **15 new titles** during the quarter with content across movies, web series and plays
 - The Company released its original web series 'Goti Soda Season 1 & Goti Soda Season 2' which were well received by the audience
 - Also released critically acclaimed theatrical movie '21 mu tiffin'





Particulars (INR Mn)	Q4-FY22	Q3-FY22	Q-o-Q	Q4-FY21	Y-o-Y
Revenue from Operations	936	899	4.1%	776	20.6%
Total Expenses	849	801	5.9%	665	27.6%
EBITDA	87	98	(10.9)%	111	(21.6%)
EBITDA Margin (%)	9.31%	10.88%	(156) Bps	14.32%	(500) Bps
Other Income	12	3	NA	(1)	NA
Depreciation	15	17	(10.4%)	17	(13.7%)
Finance Cost	61	64	(4.8%)	72	(15.5%)
Exceptional Items	-	-	NA	-	NA
PBT	24	20	17.1%	21	13.6%
Tax	6	2	NA	3	NA
PAT	18	19	(6.9)%	18	(4.6%)
Minority Interest & Share of profit/ (loss) in associate company	3	0	NA	3	NA
PAT after adjustments	20	19	9.8%	22	(6.0%)
PAT Margin (%)	2.19%	2.07%	11 Bps	2.80%	(62) Bps
Comprehensive Income	(2)	(0)	NA	8	NA
Total Profit including Comprehensive Income(Net of tax)	18	19	(2.4)%	30	(38.7%)
EPS (INR)(not annualised)	0.75	0.69	9.8%	0.80	(6.0%)



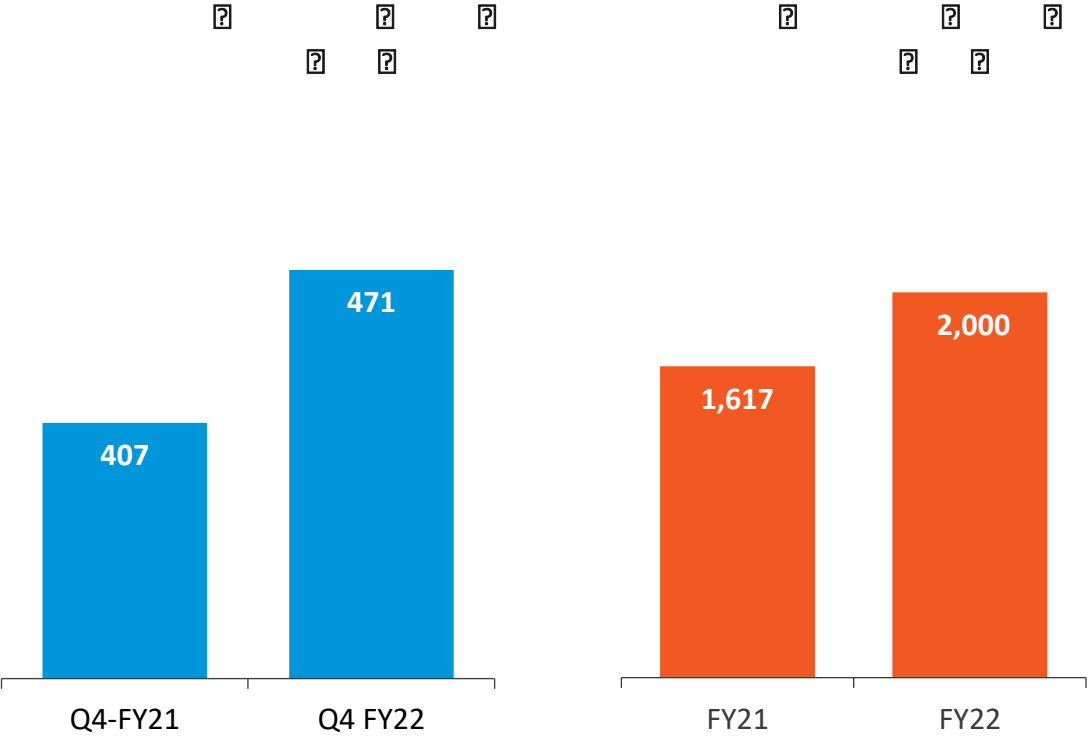
Particulars (INR Mn)	FY22	FY21	Y-o-Y
Revenue from Operations	3,814	3,111	22.6%
Total Expenses	3,455	2,986	15.7%
EBITDA	358	126	185.2%
EBITDA Margin (%)	9.40%	4.04%	536 bps
Other Income	19	10	82.5%
Depreciation	66	73	(8.8%)
Finance Cost	259	284	(9.0%)
Exceptional Items	-	-	NA
PBT	52	(221)	NA
Tax	1	(2)	NA
PAT	51	(219)	NA
Minority Interest & Share of profit/ (loss) in associate company	2	4	(51.0%)
PAT after adjustments	53	(215)	NA
PAT Margin (%)	1.38%	(6.91)%	NA
Comprehensive Income	(3)	9	NA
Total Profit including Comprehensive Income(Net of tax)	50	(205)	NA
EPS (INR)(not annualised)	1.94	(7.90)	NA



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Particulars (INR Mn)	FY19	FY20	FY21	FY22
Revenue from Operations	5,678	5,131	3,111	3,814
	4,100	4,363	2,986	3,455
EBITDA	1,578	768	126	358
EBITDA Margin (%)	27.79%	14.97%	4.04%	9.40%
	18	30	10	19
	56	75	73	66
	256	244	284	259
Exceptional Items	-	(62)	-	-
PBT	1,284	417	(221)	52
	457	113	(2)	1
PAT	827	304	(219)	51
	3	(3)	4	2
PAT after adjustments	830	301	(215)	53
PAT Margin (%)	14.62%	5.87%	(6.91)%	1.38%
	3	7	9	(3)
Total Profit including Comprehensive Income (Net of tax)	833	309	(205)	50
	30.52	11.09	(7.90)	1.94

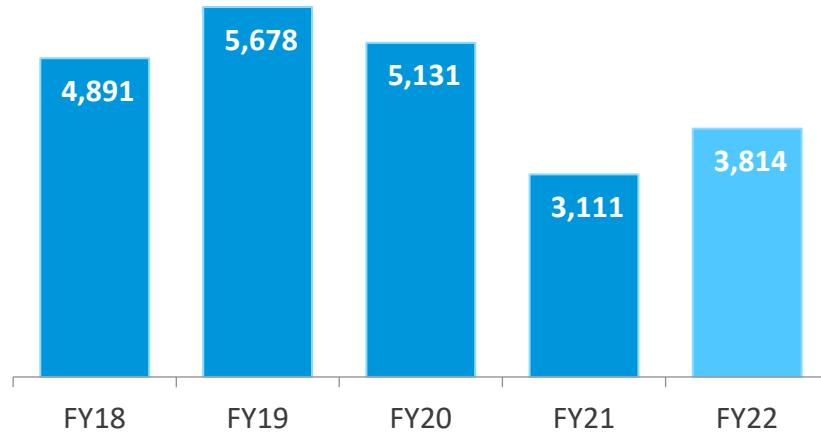


Equity and Liabilities (INR Mn)	FY21	FY22
Shareholders Fund		
?		272
?		5,546
Total Equity	5,763	5,818
?		(47)
Non Current Liabilities		
?		116
?		1
?		4
?		8
Total Non-Current Liabilities	204	128
Current Liabilities		
?		2,362
?		493
?		73
?		1
?		48
?		13
?		-
Total Current Liabilities	2,843	2,989
Total	8,765	8,888

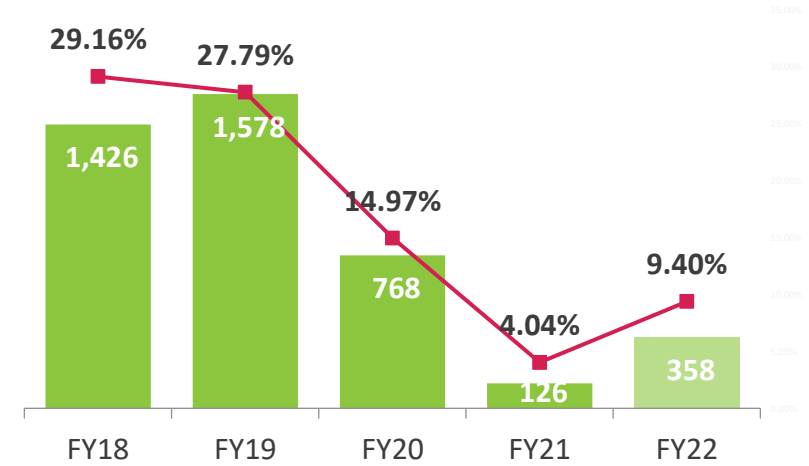
Assets (INR Mn)	FY21	FY22
Non Current Assets		
Fixed Assets		
?		
?		
?		
?		
?		
?		
Total Non-Current Assets	324	270
Current Assets		
?		
?		
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Total Current Assets	264	394
Total	8,442	8,617
	8,765	8,888



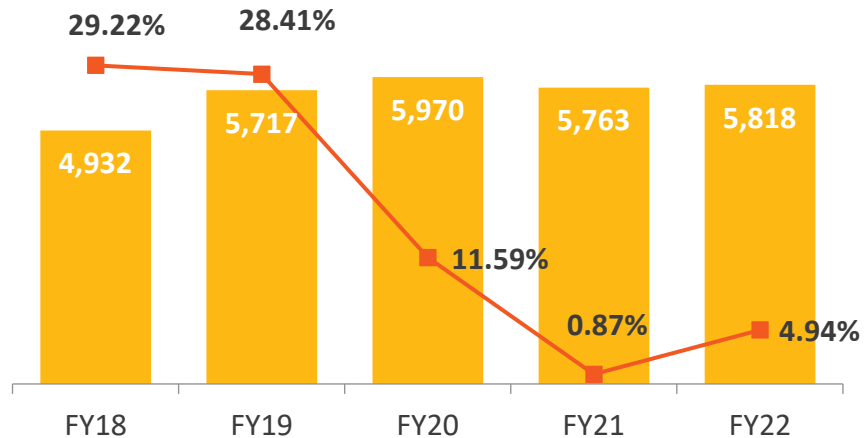
Operational Revenue (INR Mn)



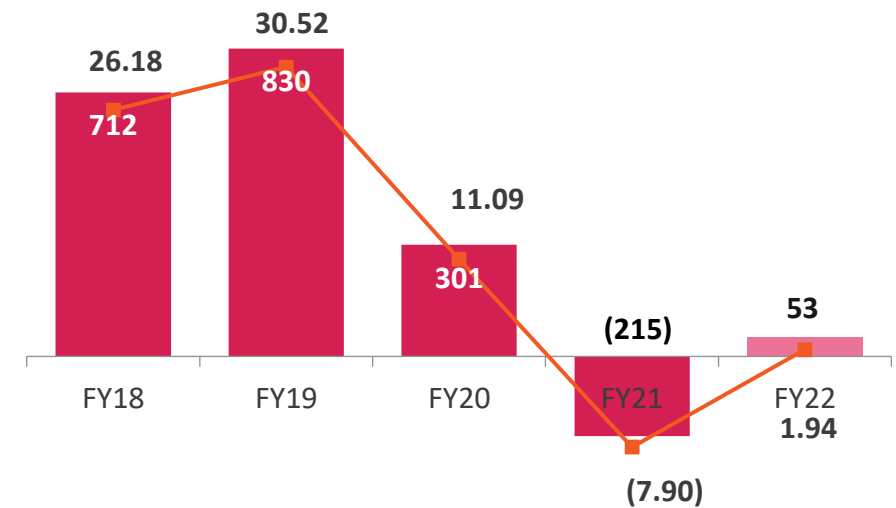
EBITDA (INR Mn) and EBITDA Margin (%)

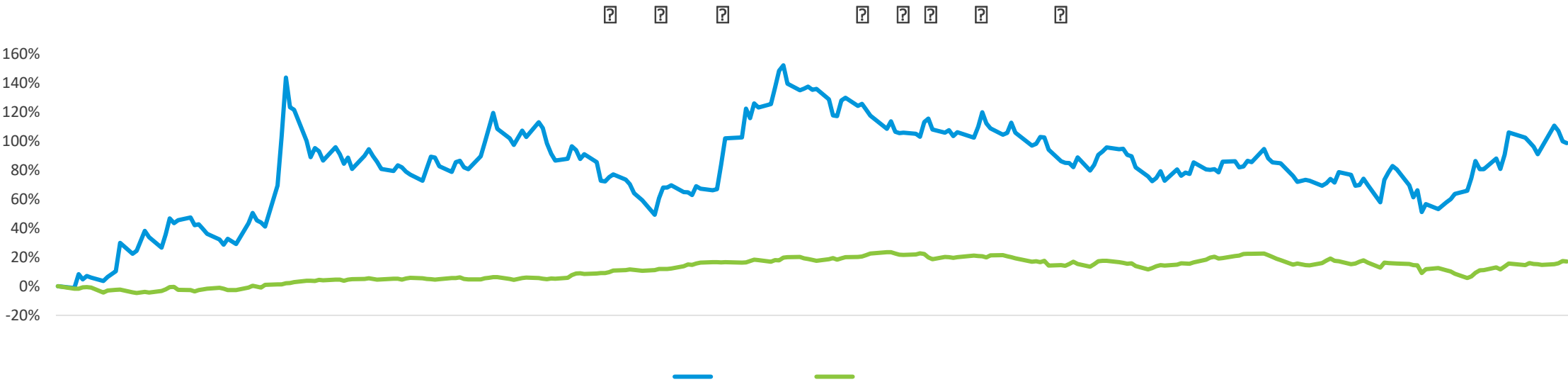


Net Worth (INR Mn) and ROCE (%)



PAT (INR Mn) and EPS (INR)







Shemaroo Entertainment Limited

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Investor Kit Link: www.valoremadvisors.com/shemaroo

THANK YOU

