

January 17, 2023

National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G-Block Bandra-Kurla Complex, Bandra (E) Mumbai – 400 051 Trading Symbol: TV18BRDCST	BSE Limited P J Towers, Dalal Street, Mumbai – 400 001 SCRIP CODE: 532800
---	---

**Sub: Investors' Update – Unaudited Financial Results (Standalone and Consolidated)
for the quarter and nine months ended December 31, 2022**

Dear Sirs,

In continuation of our letter of today's date on the above subject, we send herewith a copy of the Investors' Update on the aforesaid financial results being released by the Company.

The Investors' Update will also be available on the Company's website, www.nw18.com.

You are requested to take the same on record.

Thanking you,

Yours faithfully,
For **TV18 Broadcast Limited**

Ratnesh Rukhariyar
Company Secretary

Encl.: As above

TV18 Broadcast Limited

(CIN – L74300MH2005PLC281753)

Regd. office: First Floor, Empire Complex, 414- Senapati Bapat Marg, Lower Parel, Mumbai-400013

T +91 22 40019000, 6666 7777 W www.nw18.com E:investors.tv18@nw18.com

EARNINGS RELEASE: Q3 FY2022-23

Mumbai, 17th Jan, 2023 TV18 Broadcast Limited today announced its results for the quarter ended December 31, 2022.

- **News network maintained undisputed leadership in key markets - CNN News18, □ Hindi and regional HSM channels was #1 in primetime in the Hindi heartland**
- **Viacom18 took a big step towards scaling up of its Digital business with FIFA world cup - peak concurrency of 12.1mn and a cumulative reach of 110mn on digital platform**
- **Colors strengthened the #2 position in the Hindi GEC segment, reaching its highest share in last 5 years; Viewership share of the Entertainment network increased to 10.5% in the non-news genre**
- **Viacom18 further expanded its sports portfolio with addition of SA20, South Africa cricket, and Olympics 2024 rights**
- **Consolidated revenue grew 13% YoY to Rs. 1,768cr; continued softness in advertising impacted profitability despite strong operating metrics across the board**

Summary Consolidated Financials

	YoY		YoY	
Consolidated Operating Revenue (Rs Cr)	1,768	1,567	4,506	4,030
Consolidated Operating EBITDA (Rs Cr)	19	355	117	785

Q3FY23 Highlights**Viacom18 sets a new benchmark for sports streaming with FIFA World Cup 2022**

- Digital reach for a marquee sports event went past TV for the first time in India as more than 110mn viewers tuned in to watch FIFA World Cup on the JioCinema app, the exclusive digital destination for the event. The feat was made possible leveraging the reach of JioCinema and the Jio eco-system to drive users on to the platform.
- The grand finale witnessed a peak concurrency of 12.1mn on JioCinema, highest for a non-cricket sports event in India. Audience scaled up seamlessly on the back of the robust technology infrastructure as record-breaking 32mn consumers came to JioCinema for the final.
- Technology innovations gave consumers an unforgettable experience on smartphones and connected TVs with a never-seen-before *Hype Mode*. It empowered the fans with unique offerings like multi-cam view, trivia and stats in real-time, and a time-wheel that allowed viewers to relive special moments of the match. Connected TV viewers experienced UHD

4K for the first time ever, supported by the wide availability on multiple OEM and CTV devices.

- More than 40bn minutes of watch-time was delivered across TV and digital. Over 50 brands spanning e-commerce, banking, financial services, auto, fashion, hospitality and fintech advertised during the event to reach their audience and amplify their brand.
- The success of the event has given the Company a strong platform for IPL 2023, for which it has exclusive digital rights.

Colors significantly narrowed the gap for #1 position in Hindi GEC segment driven by its strong programming line-up; Entertainment viewership share increased 50bps QoQ to 10.5%¹

- Colors programming initiatives and recorded its highest share in the last 5 years. The channel continued to be the highest reach Hindi GEC for the sixth consecutive quarter.
- *Bigg Boss*, oth edition and was an instant hit as it delivered 67% higher impressions than the previous season, despite total TV impressions declining by 5% during the same period. On weekdays, the impressions of the show nearly doubled and was one the key drivers of
- Regional editions of *Bigg Boss* in Kannada and Marathi also delivered strong performance and were important drivers of traffic and engagement on the digital platform.
- Continuing to expand its sports portfolio, Viacom18 bagged the 5-year TV and Digital rights announced a 10-year partnership for SA20 (launched premier T20 cricket league) and acquired rights for international cricket matches for 7 years. Non-cricket sports catalogue was strengthened with acquisition of Paris Olympics 2024 rights.

TV News network maintained undisputed leadership in key genres and an all-India share of 11.4%

- The network continued to be the leader in Hindi (News18 India²) and English (CNN News18³) for the second consecutive quarter while CNBC TV18 maintained status quo of undisputed leadership in English business news genre.

¹ Source: BARC | Mkt: All India, Non-News | TG: 2+ | Wk 40'22 to 52'22

² Source: BARC | Mkt: HSM | TG: 15+ | Wk 49'22 to 52'22

³ Source: BARC | Mkt: All India | TG: 2+ | Wk 49'22 to 52'22

- The strength of these brands is reflected in other metrics as well - News18 India was #1 in evening prime time and CNBC TV18 had ~80% viewership share during market hours.
- channels News18 Rajasthan, News18 Bihar/Jharkhand and News18 MP/Chhattisgarh were ranked #1 in their respective markets, making News18 the leading⁴ news network in the Hindi-speaking heartland.
- The network continued to be the leader in India in terms of reach⁵, connecting with over 600mn people during the quarter (~70% of TV universe).
- The network has shown continuous improvement across viewership metrics over the last nine months (since the resumption of BARC ratings) and had a market share of 11.4%⁶. Even as the share of news in the overall viewership pie and the total reach of the genre have fallen, the network has continued to maintain strong reach while improving viewership share as well. The strong operating performance has been driven by the dual pronged approach of a sharp editorial strategy coupled with initiatives to make our channels accessible to consumers across the country.

Soft advertising demand impeded growth and profitability despite the strong audience traction across verticals

- The continued softness in the macro-economic environment dampened the advertising demand and impacted the revenue, in contrast to the strong festive demand witnessed last year, thereby impacting the growth.
- Despite inflation showing signs of easing, economic sentiment remained weak during the quarter. While core categories continued to spend on advertising, driving growth was challenging due to restrained spends by brands across categories and a sharp pull-back by start-ups and e-com players.
- Along with a weak advertising environment, TV impressions were also down 5% YoY. Total ad inventory on TV declined by 10% on a YoY basis with News category seeing a drop of 27%. Ad revenue of both news and entertainment segments declined on a YoY basis.
- The drop in advertising revenue had a direct impact on margins as we continued with investments in content, with a view to consolidate our operating metrics. The profitability of the business also suffered due to investments in new initiatives, digital entertainment and sports, which had a negative contribution of ~Rs.140cr to EBITDA.

⁴ Source: BARC | Mkt: All India | TG: 15+ | Wk 49'22 to 52'22, Prime Time (1800-2400 hrs)

⁵ Source: BARC | Mkt: All India | TG: 15+ | Wk 40'22 to 52'22

⁶ Source: BARC | Mkt: All India, News genre | TG: 15+ | Wk 49'22 to 52'22

- TRAI published the new tariff order (NTO 2.0) and set 1st February as the deadline for implementation. The Company has published the new channel and bouquet pricing in compliance with the new order. However, based on the implementation experience of the first phase, the new regulation could take a few months to settle down on the ground.

Financials for the quarter

	YoY		YoY	
A) News (TV18 Standalone) @	327	347	891	916
B) Entertainment (Viacom18+AETN18+Indiacast) *	1,441	1,220	3,615	3,114
		13%		12%
includes: Subscription	490	455	1,387	1,371
includes: Film production/distribution	209	15	1262%	47
	YoY		YoY	
A) News (TV18 Standalone) @	13	94	5	188
B) Entertainment (Viacom18+AETN18+Indiacast) *	5	261	112	597
		-95%		-85%

Financial Performance

	YoY		YoY	
Op. Revenue (Rs Cr)	327	347	891	916
Op. Expense (Rs Cr)	314	252	886	728
Op. EBITDA (Rs Cr)	13	94	5	188

- Q3 revenue was down 6% YoY due to de-growth in advertising revenue. TV news ad inventory declined by 27% at industry level due to the soft advertising demand as well as drop in the news genre share as a percentage of the total viewership pie. However, the impact of these factors on our network was lower as the events-led monetisation and viewership share continued to be strong.
- Operating costs for the quarter increased by 24%, primarily driven by content cost and distribution initiatives. Due to the high operating leverage nature of the business, lower-than-expected advertising revenue directly impacted the profitability. However, our investment in the business has helped establish strong viewership positions across market which will be instrumental in capturing growth when the demand for advertising bounces back.

Operating Highlights



News18 was the highest reach news network in the country, reaching nearly 180mn consumers on average on a weekly basis during the quarter. In terms of viewership, it was the #2 network with 11.4% market share in the news segment.

- **Business News:** CNBC TV18 was the undisputed leader in the English Business News genre with 70%+⁷ overall share and ~80% viewership share during the market hours.
- **National News:** Both our national news channels, News18 India and CNN News18, continued to be leaders in their respective markets. News18 India had 15.7%⁸ viewership share, ~200bps higher than the second ranked channel and was also the leading channel in evening prime-time. CNN News18 was the #1 English news channel with 32.9%⁹ market share in the genre.
- **Regional News:** 4 of our regional news channels were leaders in their respective genres including 3 regional HSM channels - News18 Rajasthan, News18 Bihar/Jharkhand and News18 MP/Chhattisgarh, making News18 the dominant news brand in the Hindi-speaking heartland.
- **CNBCTV18.com:** CNBCTV18.com continued to grow at a fast clip and launched CNBC Hindi to increase reach amongst the non-English speaking audience.

⁷ Source: BARC | Mkt: India, News Genre | TG: AB Male 22+ | Wk 49'22 to 52'22

⁸ Source: BARC | Mkt: HSM, News Genre | TG: 15+ | Wk 49'22 to 52'22

⁹ Source: BARC | Mkt: India, News Genre | TG: 2+ | Wk 49'22 to 52'22

Entertainment

channels, Voot

entertainment portfolio had a viewership share of 10.5%¹⁰ in the non-news genre in Q3FY23.**Financial performance**

	YoY		YoY	
Op. Revenue (Rs Cr)	1,441	1,220	3,615	3,114
Op. Expense (Rs Cr)	1,435	960	3,503	2,517
Op. EBITDA (Rs Cr)	5	261	112	597

- segments. Non-sports ad revenue declined due to the soft advertising demand and the impact of withdrawal of Colors Rishtey from DD FreeDish.
- Increase in operating costs was primarily driven by sports and movie business, excluding which the cost was flat.
- The Company has been scaling up its digital vertical and building a new-age digital platform. With IPL coming up, for which Viacom18 has exclusive digital rights, ramping up of the digital platform has been a key focus area. FIFA was the first major sports property on the network and a stepping-stone in this development phase. We are investing to drive digital user acquisition and engagement with technological innovations.

Operating Highlights

- Flagship Hindi GEC, Colors, strengthened its #2 position in the segment as it recorded its highest share and TSV in the last 5 years. The channel was driven by the performance of *Bigg Boss S16* which was an instant hit. The show delivered 67% higher impressions than the previous season and was the #1 non-fiction show in the quarter. Shows were slot leaders in the weekdays.
- Pay Hindi movie channel, Colors Cineplex, aired the TV premier of *Jug Jugg Jeeyo* and had a viewership share of 8.0% in the genre. The channel was also the broadcast destination of the cricket event *Abu Dhabi T10*. FTA channels, Colors Cineplex Superhits and Colors Cineplex Bollywood, gave the network a viewership share of 15.7% in the FTA market.
- Colors Kannada was the #2 channel in the genre with 22.6% viewership share. *Bigg Boss Kannada S9* and fiction shows like *Bhagyalakshmi*, and *Kendasampige* were the top shows on the channel. Second GEC, Colors Super, added 3% to our Kannada portfolio, taking the

¹⁰ Source: BARC | Mkt: India, Non-News Genre | TG: 2+ | Wk 40'22 to 52'22

total share to ~26%. Colors Marathi exited the quarter as #2 Marathi GEC and aired the new season of the popular non-fiction show *Bigg Boss Marathi*.



- Nick continues to reign as the undisputed #1 channel in the Kids genre with *Motu Patlu* as the top property. With Nick, Sonic and Nick Jr, our Kids portfolio commanded a ~30% market share.
- MTV continued to lead the genre in terms of time spent. destination and home of some of the most popular and iconic youth IPs, MTV launched the new seasons of *Splitsvilla* and *Nishedh*, which received good traction on both TV and digital. s YouTube channel, FullyFaltoo, grossed ~350mn views during the quarter and saw the subscriber count double to 2.5mn.
- With strong brands like Comedy Central, Colors Infinity, and VH1, our English entertainment portfolio continued to be the dominant genre leader with 95%+ market share.
- Our sports portfolio World Cup. Live broadcast of FIFA World Cup across Sports18 and other TV channels garnered a cumulative reach of 61mn with the finals delivering a rating of 4.3, higher than the previous edition. Digital broadcast of the event on JioCinema was a resounding success with a total reach of 110mn and over 32mn viewers tuning in to watch the finals. This was the most watched global sporting event where India was not performing. FIFA broadcast was further aided by strong bouquet of original programming like *Fantastic Lives of Footballers*, *100 Days to Kick Off*, *Road to Qatar* and many other stories which engaged core football fans and samplers. The network strengthened its catalogue with acquisition of IPL (5 years), SA20 (10 years), Cricket South Africa (7 years) and Olympics 2024.
- History TV18 was #2 channel in urban markets (NCCS AB 15+) in the Factual entertainment genre.



a mix of new shows, movies, content around reality shows, and sports programming. The platform leverages the strength of impact properties to drive footfalls and engagement. The new season of *Bigg Boss* was a huge success, clocking 1bn+ video views and ~18bn minutes of watch-time. The Marathi and Kannada versions of the show also delivered strong engagement with ~3bn minutes of watch time. Interactivity features centered around the show drew participation from over a million users. The engaging content helped platform lead the charts in terms of Average Daily Time Spent during the quarter. Voot Select, the SVOD offering, saw its monthly active user base double compared to last year.

- Viacom18 Studios includes Viacom18 Motion pictures (movie production) and Tipping Point (digital content production house). *Drishyam 2*, was the third highest-grossing Hindi film of 2022 and *Govinda Naam Mera*, was released on an OTT platform. Tamil film, *Nitham Oru Vaanam*, released in theatres in November and garnered significant buzz.

TV18 Broadcast Limited

Reported Standalone Financial Performance for the Quarter ended 31st Dec 2022

	Particulars	Quarter Ended (Unaudited)			Nine Months Ended (Unaudited)		Year Ended (Audited)
		31 st Dec'22	30 th Sep'22	31 st Dec'21	31 st Dec'22	31 st Dec'21	31 st Mar'22
1	Income						
	Value of Sales and Services	383	349	407	1,045	1,076	1,483
	Goods and Services Tax included in above	56	52	60	154	160	221
	Revenue from Operations	327	298	347	891	916	1,262
	Other Income	31	9	22	57	40	50
	Total Income	358	306	369	948	956	1,313
2	Expenses						
	Operational Costs	59	56	39	152	98	149
	Marketing, Distribution and Promotional Expense	90	89	74	258	212	281
	Employee Benefits Expenses	116	113	100	342	298	395
	Finance Costs	10	8	7	26	23	30
	Depreciation and Amortisation Expense	14	13	12	39	38	51
	Other Expenses	48	45	40	134	120	175
	Total Expenses	338	323	272	951	790	1,082
3	Profit/ (Loss) before Tax (1 - 2)	20	(17)	97	(3)	167	231
4	Tax Expense						
	Current Tax	(18)	-	-	(18)	-	-
	Deferred Tax	6	(4)	25	1	42	58
	Total Tax Expense	(12)	(4)	25	(18)	42	58
5	Net Profit/ (Loss) after tax for the Period/ Year (3 - 4)	32	(12)	72	14	125	173
6	Other Comprehensive Income						
	Items that will not be reclassified to Profit or Loss	3	0	1	2	3	3
	Income tax relating to items that will not be reclassified to Profit or Loss	(1)	(0)	(0)	(0)	(1)	(1)
	Total Other Comprehensive Income for the Period/ Year	2	0	1	1	2	2
7	Total Comprehensive Income for the Period/ Year (5 + 6)	34	(12)	73	16	127	175

Due to rounding, individual numbers presented above may not add up precisely to the totals provided

TV18 Broadcast Limited

Reported Consolidated Financial Performance for the Quarter ended 31st Dec 2022

	Particulars	Quarter Ended (Unaudited)			Nine Months Ended (Unaudited)		Year Ended (Audited)
		31 st Dec'22	30 th Sep'22	31 st Dec'21	31 st Dec'22	31 st Dec'21	31 st Mar'22
1	Income						
	Value of Sales and Services	2,073	1,727	1,824	5,274	4,688	6,432
	Goods and Services Tax included in above	305	253	257	767	658	906
	Revenue from Operations	1,768	1,473	1,567	4,506	4,030	5,526
	Other Income	55	10	26	96	59	75
	Total Income	1,823	1,483	1,593	4,602	4,089	5,601
2	Expenses						
	Operational Costs	1,053	776	655	2,414	1,645	2,326
	Marketing, Distribution and Promotional Expense	351	345	263	983	731	992
	Employee Benefits Expense	256	234	223	755	675	897
	Finance Costs	31	25	9	67	28	38
	Depreciation and Amortisation Expenses	33	28	28	88	86	113
	Other Expenses	89	77	71	237	195	273
	Total Expenses	1,813	1,485	1,249	4,543	3,360	4,639
3	Profit/ (Loss) before Share of Profit of Associate and Joint Venture and Tax (1 - 2)	10	(2)	344	58	729	962
4	Share of Profit of Associate and Joint Venture	14	12	12	36	40	54
5	Profit/ (Loss) before Tax (3 + 4)	24	10	356	94	769	1,016
6	Tax Expense						
	Current Tax	(20)	4	20	(15)	22	31
	Deferred Tax	6	(4)	25	1	42	59
	Total Tax Expense	(14)	0	45	(14)	64	90
7	Profit/ (Loss) for the Period/ Year (5 - 6)	38	10	311	108	705	926
8	Other Comprehensive Income						
	(i) Items that will not be reclassified to Profit or Loss	3	1	3	1	4	6
	(ii) Income Tax relating to items that will not be reclassified to Profit or Loss	(1)	0	0	0	0	(1)
	(iii) Items that will be reclassified to Profit or Loss	1	0	0	0	0	0
	Total Other Comprehensive Income for the Period/ Year	3	1	3	1	4	5
9	Total Comprehensive Income for the Period/ Year (7 + 8)	41	11	314	109	709	931
	Net Profit/ (Loss) for the Period/ Year attributable to:						
	(a) Owners of the Company	42	6	200	81	441	584
	(b) Non-Controlling Interest	(4)	5	111	27	264	342
	Other Comprehensive Income for the Period/ Year attributable to:						
	(a) Owners of the Company	3	0	2	1	3	4
	(b) Non-Controlling Interest	0	0	1	0	1	1
	Total Comprehensive Income for the Period/ Year attributable to:						
	(a) Owners of the Company	44	6	202	82	444	588
	(b) Non-Controlling Interest	(4)	5	112	27	265	343

Due to rounding, individual numbers presented above may not add up precisely to the totals provided

INVESTOR COMMUNICATION:

TV

quarterly investor updates are designed to regularly provide detailed information to investors. Each update covers information pertaining to the reporting period under review. If you would like to get a sequential and continued perspective on the company this report should be read along with the updates sent out earlier. The previous updates can be accessed on request from the contact persons mentioned below, or from

Q3FY23.

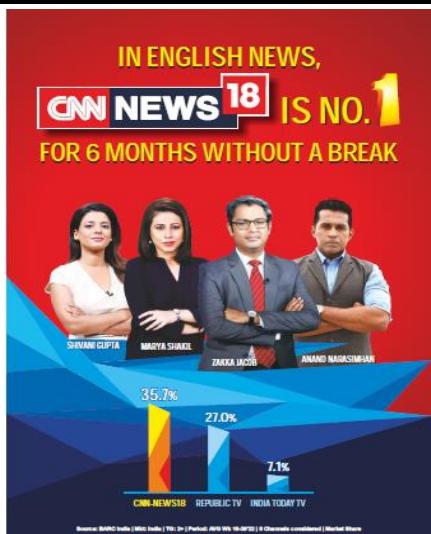
For further information on business and operations, please contact:

Saurabh Garg

TV18 Broadcast Ltd.

E-mail: saurabh.garg@nw18.com

Further information on the company is available on its website www.nw18.com



TV18



**PRIME
HD**



CNN NEWS 18
ON YOUR SIDE



NEWS 18
उत्तरप्रदेश
उत्तराखण्ड

NEWS 18
बिहार
झारखण्ड

NEWS 18
मध्यप्रदेश
छत्तीसगढ़

NEWS 18
राजस्थान

NEWS 18
ਪੰਜਾਬ
ਹਰਿਯਾਣਾ



NEWS 18
অসম
NORTH EAST

NEWS 18
ગુજરાતી

NEWS 18
বাংলা

NEWS 18
କେନ୍ଦ୍ରିୟ

NEWS 18
କନ୍ଦ୍ର

NEWS 18
କମ୍ପ୍ୟୁଟର

NEWS 18
ଲୋକମତ



CNBCTV18.COM

