India | Media & Entertainment | Result Update



9 May 2025

In-line performance

Zee Entertainment's (Z IN) ad revenue was marred by a busy sports calendar, paring ad demand in core GEC. Subscription growth was supported by NTO 3.0 on YoY basis, margin was a tad below led by higher other sales revenue (margin-dilutive). Expect ad revenue to grow on a low base (4.6% CAGR in FY25-28E). Cost control exercises in FY25 improved EBITDA margin by 390bps, expect margin gain to be modest amid muted growth in the core segment. We retain our revenue/EPS estimates and introduce FY28E. Maintain Buy with SoTP-TP retained at INR 200.

IPL + Champions Trophy hit advertisement segment: Advertisement revenue in Q4 dropped by 24.6% YoY as significant viewership shifted to sports (Champions Trophy and IPL-25). This was further amplified by weaker ad regime, and election-led high base of last year. FY25 ad revenue dropped 11.5% YoY. Revival in FMCG ad spending and expansion in regional languages are key to growth. Additionally, Z is taking steps to diversify its client base, targeting new-age businesses and re-focusing on 'free-to-air' channels. We expect 7% growth in FY26E, largely on a low base, ad demand recovery in H2, but steady state growth may converge towards 3-4% led by a structural shift in ad regime towards digital medium. Expect 4.6% ad revenue CAGR till FY28E. The linear TV viewership share was stable at 16.8% in FY25.

NTO 3.0 supports subscription growth: While subscription revenue was flat sequentially (up 0.4%), the 3.9% YoY growth was on a low base of last year in the absence of NTO 3.0. *ZEE5* grew a strong 15.8% YoY. Amid lower incremental benefits of NTO3.0, we believe growth hereon will be a function of better user growth and revenue scale-up led by pricing. FY25 was notable for *ZEE5* as EBITDA losses declined by 49.6% YoY. Further reduction in losses shall be driven by revenue growth than cost control exercises. We expect subscription revenue CAGR of 4.6% in FY25-28E. Other sales and services segment was up 3.6x YoY, led by strong movie releases (Zee Studio released movies such as *Emergency, Fateh, Deva* and *Loveyapa*).

Margin to remain in a narrow band: Q4 EBITDA margin of 13.1% was a tad below estimate on higher-than-expected scale-up in other sales services (margin-dilutive). FY25 EBITDA margin was 14.4%, led by cost measures in the year. With lesser headroom for further loss reduction in *Zee5*, margin gains shall rely on growth in the core segment. While the management maintained 18-20% EBITDA margin guidance in the near term, we expect margin to be in a narrow range of 15.5-16.2% in FY25-28E.

Maintain Buy, TP unchanged at INR 200: FY25 ad revenue was at 70% of pre-Covid levels. Expect ad revenue to grow 7.0%YoY on a low base in FY26E and converge to 3.5% YoY in the medium term. Margin has improved 390bps YoY, with lesser headroom for incremental loss saving at *ZEE5*. We expect a modest gain in EBITDA margin than FY25. As per our estimate, Zee Music's valuation is at INR 50-60bn, in line with listed players. Factoring in this and digital segment resulting in an attractive implied valuation (INR 17bn) for the core broadcasting, a potential value unlocking opportunity exists. We introduce FY28E and retain EBIDTA/EPS estimates for FY26E-27E. We maintain our TP at INR 200, valuing core broadcasting (trading at ~7.3x) at 11x P/E (Jun-28E) and OTT at 3x price/sales. Maintain Buy.

Key Financials

YE March	FY24	FY25	FY26E	FY27E	FY28E
Revenue (INR mn)	86,372	82,941	88,972	93,570	98,509
YoY (%)	6.8	(4.0)	7.3	5.2	5.3
EBITDA (INR mn)	9,110	11,962	13,791	14,971	15,958
EBITDA margin (%)	10.5	14.4	15.5	16.0	16.2
Adj PAT (INR mn)	4,776	7,701	9,062	9,917	10,710
YoY (%)	(18.6)	61.2	17.7	9.4	8.0
Fully DEPS (INR)	5.0	8.0	9.4	10.3	11.1
RoE (%)	4.4	6.9	7.6	7.7	7.7
RoCE (%)	5.6	8.1	9.1	9.1	8.9
P/E (x)	22.4	13.9	11.8	10.8	10.0
EV/EBITDA (x)	9.9	7.6	6.6	6.0	5.7

Note: Pricing as on 08 May 2025; Source: Company, Elara Securities Estimate

Rating: Buy

Target Price: INR 200

Upside: 80%

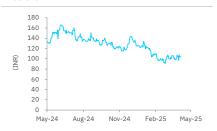
CMP: INR 111

As on 08 May 2025

Key data	
Bloomberg	ZIN
Reuters Code	ZEE.NS
Shares outstanding (mn)	961
Market cap (INR bn/USD mn)	107/1,247
EV (INR bn/USD mn)	91/1,052
ADTV 3M (INR mn/USD mn)	1,462/17
52 week high/low	169/89
Free float (%)	96

Note: as on 08 May 2025; Source: Bloomberg

Price chart



Source: Bloomberg

Shareholding (%)	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25
Promoter	4.0	4.0	4.0	4.0
% Pledge	5.4	5.4	5.4	5.4
FII	18.9	18.5	20.1	22.8
DII	23.9	20.5	19.0	16.0
Others	53.2	57.0	56.9	57.2

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	3.0	0.5	8.8
Zee Entertainment	1.6	(9.3)	(17.3)
NSE Mid-cap	1.9	(2.5)	7.6
NSE Small-cap	(5.3)	(13.9)	(1.5)

Source: Bloomberg

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Financials (YE March)

Income Statement (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Total Revenue	86,372	82,941	88,972	93,570	98,509
Gross Profit	35,979	37,769	40,482	43,042	45,314
EBITDA	9,110	11,962	13,791	14,971	15,958
EBIT	6,019	9,177	11,014	11,922	12,621
Interest expense	721	327	385	399	410
Other income	1,293	1,234	1,465	1,714	2,085
Exceptional/ Extra-ordinary items	(2,794)	(827)	-	-	-
PBT	3,797	9,257	12,095	13,237	14,296
Tax	1,818	2,387	3,037	3,323	3,589
Minority interest/Associates income	4	4	4	4	4
Reported PAT	1,983	6,874	9,062	9,917	10,710
Adjusted PAT	4,776	7,701	9,062	9,917	10,710
Balance Sheet (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Shareholders' Equity	108,729	115,334	124,396	134,312	145,023
Trade Payables	14,355	11,907	12,781	13,319	14,022
Provisions & Other Current Liabilities	8,098	6,102	7,774	7,818	7,865
Total Borrowings	55	1,601	1,601	1,601	1,601
Other long term liabilities	3,261	2,397	2,456	2,502	2,551
Total liabilities & equity	134,497	137,341	149,009	159,552	171,061
Net Fixed Assets	8,246	6,262	6,251	6,002	5,764
Goodwill	3,303	3,304	3,304	3,304	3,304
Intangible assets	5	-	-	-	-
Business Investments / other NC assets	10,665	9,506	9,506	9,506	9,506
Cash, Bank Balances & treasury investments	11,131	7,204	11,343	17,530	24,330
Inventories	69,129	67,748	72,674	76,430	80,464
Sundry Debtors	17,016	15,325	16,439	17,289	18,201
Other Current Assets	15,003	27,992	27,992	27,992	27,992
Total Assets	134,497	137,341	147,509	158,053	169,562
		FY25	FY26E	FY27E	FY28E
Cash Flow Statement	FY24				
Cash Flow Statement Cashflow from Operations	6.283			7.672	8.225
Cashflow from Operations	6,283	10,952	5,709	7,672 (1.200)	8,225 (1.250)
Cashflow from Operations Capital expenditure	6,283 (760)	10,952 (848)	5,709 (1,150)	(1,200)	(1,250)
Cashflow from Operations Capital expenditure Other Business cashflow	6,283 (760) 286	10,952 (848) (15,187)	5,709 (1,150) (35)	(1,200)	(1,250) 235
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow	6,283 (760) 286 5,809	10,952 (848) (15,187) (5,083)	5,709 (1,150) (35) 4,524	(1,200) 114 6,586	(1,250) 235 7,210
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing	6,283 (760) 286	10,952 (848) (15,187) (5,083) 1,156	5,709 (1,150) (35) 4,524 (384)	(1,200) 114 6,586 (399)	(1,250) 235
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments	6,283 (760) 286 5,809 (1,856) 3,952	10,952 (848) (15,187) (5,083) 1,156 (3,927)	5,709 (1,150) (35) 4,524 (384) 4,139	(1,200) 114 6,586 (399) 6,187	(1,250) 235 7,210 (410) 6,800
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios	6,283 (760) 286 5,809 (1,856)	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25	5,709 (1,150) (35) 4,524 (384)	(1,200) 114 6,586 (399)	(1,250) 235 7,210 (410)
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share	6,283 (760) 286 5,809 (1,856) 3,952 FY24	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E	(1,200) 114 6,586 (399) 6,187 FY27E	(1,250) 235 7,210 (410) 6,800 FY28E
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share	6,283 (760) 286 5,809 (1,856) 3,952 FY24	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7 9.1 10.2	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9 10.5
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROE%	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7 9.1 10.2 7.7	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9 10.5 7.7
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6 14.2	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7 9.1 10.2 7.7 15.3	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9 10.5 7.7 16.7
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1)	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6 14.2 (0.1)	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7 9.1 10.2 7.7 15.3 (0.1)	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9 10.5 7.7 16.7 (0.2)
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1) (1.2)	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4 0.0 (0.5)	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6 14.2 (0.1) (0.7)	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7 9.1 10.2 7.7 15.3 (0.1) (1.1)	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9 10.5 7.7 16.7 (0.2) (1.4)
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share RoCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1) (1.2)	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4 0.0 (0.5) 36.6	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6 14.2 (0.1) (0.7) 35.8	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7 9.1 10.2 7.7 15.3 (0.1) (1.1) 37.5	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9 10.5 7.7 16.7 (0.2) (1.4) 38.9
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1) (1.2) 12.6	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4 0.0 (0.5) 36.6 432.3	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6 14.2 (0.1) (0.7) 35.8 458.1	(1,200) 114 6,586 (399) 6,187 FY27E - 139.7 9.1 10.2 7.7 15.3 (0.1) (1.1) 37.5	(1,250) 235 7,210 (410) 6,800 FY28E - 150.7 8.9 10.5 7.7 16.7 (0.2) (1.4) 38.9 490.6
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROE'% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev) Valuation	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1) (1.2) 12.6 392.1	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4 0.0 (0.5) 36.6 432.3	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6 14.2 (0.1) (0.7) 35.8 458.1 FY26E	(1,200) 114 6,586 (399) 6,187 FY27E 139.7 9.1 10.2 7.7 15.3 (0.1) (1.1) 37.5 472.3 FY27E	(1,250) 235 7,210 (410) 6,800 FY28E
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Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROIC (Pre-tax) RASSET TURNOVER Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev) Valuation P/E (x) P/Sales (x)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1) (1.2) 12.6 392.1 FY24 22.4	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4 0.0 (0.5) 36.6 432.3 FY25 13.9	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E 129.5 9.1 9.8 7.6 14.2 (0.1) (0.7) 35.8 458.1 FY26E 11.8	(1,200) 114 6,586 (399) 6,187 FY27E 139.7 9.1 10.2 7.7 15.3 (0.1) (1.1) 37.5 472.3 FY27E 10.8 1.1	(1,250) 235 7,210 (410) 6,800 FY28E 150.7 8.9 10.5 7.7 16.7 (0.2) (1.4) 38.9 490.6 FY28E 10.0 1.1
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev) Valuation P/E (x) P/Sales (x) EV/ EBITDA (x)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1) (1.2) 12.6 392.1 FY24 22.4 1.2 9.9	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4 0.0 (0.5) 36.6 432.3 FY25 13.9 1.3 7.6	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E - 129.5 9.1 9.8 7.6 14.2 (0.1) (0.7) 35.8 458.1 FY26E 11.8 1.2 6.6	(1,200) 114 6,586 (399) 6,187 FY27E 139.7 9.1 10.2 7.7 15.3 (0.1) (1.1) 37.5 472.3 FY27E 10.8 1.1 6.0	(1,250) 235 7,210 (410) 6,800 FY28E 150.7 8.9 10.5 7.7 16.7 (0.2) (1.4) 38.9 490.6 FY28E 10.0 1.1 5.7
Cashflow from Operations Capital expenditure Other Business cashflow Free Cash Flow Cashflow from Financing Net Change in Cash / treasury investments Key assumptions & Ratios Dividend per share Book value per share ROCE (Pre-tax) ROIC (Pre-tax) ROIC (Pre-tax) ROE% Asset Turnover Net Debt to Equity (x) Net Debt to EBITDA (x) Interest cover (x) (EBITDA/ int exp) Total Working capital days (WC/rev) Valuation P/E (x) P/Sales (x) EV/ CDF (x)	6,283 (760) 286 5,809 (1,856) 3,952 FY24 - 113.2 5.6 6.1 4.4 9.6 (0.1) (1.2) 12.6 392.1 FY24 22.4 1.2 9.9	10,952 (848) (15,187) (5,083) 1,156 (3,927) FY25 2.4 120.1 8.1 8.9 6.9 11.4 0.0 (0.5) 36.6 432.3 FY25 13.9 1.3 7.6 8.3	5,709 (1,150) (35) 4,524 (384) 4,139 FY26E 129.5 9.1 9.8 7.6 14.2 (0.1) (0.7) 35.8 458.1 FY26E 11.8 1.2 6.6 15.9	(1,200) 114 6,586 (399) 6,187 FY27E 139.7 9.1 10.2 7.7 15.3 (0.1) (1.1) 37.5 472.3 FY27E 10.8 1.1 6.0 11.8	(1,250) 235 7,210 (410) 6,800 FY28E 150.7 8.9 10.5 7.7 16.7 (0.2) (1.4) 38.9 490.6 FY28E 10.0 1.1 5.7 11.0
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Note: Pricing as on 08 May 2025; Source: Company, Elara Securities Estimate

We expect revenue CAGR of 5.9% in FY25-28E.



Exhibit 1: Financials - Highlights

Consolidated (INR mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Revenue	21,841	21,699	0.7	19,788	10.4	82,941	86,372	(4.0)
EBITDA	2,852	2,102	35.7	3,184	(10.4)	11,962	9,110	31.3
EBITDA margin (%)	13.1	9.7	337 bps	16.1	(303) bps	14.4	10.5	388 bps
Depreciation	639	772	(17.2)	658	(2.9)	2,785	3,091	(9.9)
Interest cost	81	69	17.4	108	(25.0)	327	721	(54.6)
Other income	362	154	135.5	345	4.9	1,234	1,293	(4.6)
PBT	2,619	1,138	130.1	1,977	32.5	10,088	6,594	53.0
Tax	734	1,018	(27.9)	342	114.6	2,387	1,818	31.3
Effective tax rate (%)	28	89		17		24	28	
PAT	1,886	121	1,461.2	1,636	15.3	6,874	1,983	246.7
Adj. PAT	1,761	397	343.4	2,422	(27.3)	7,701	4,776	61.2

Source: Company, Elara Securities Research

Exhibit 2: Segmental performance

Segmental breakdown (INR mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Advertising	8,375	11,102	(24.6)	9,406	(11.0)	35,911	40,577	(11.5)
Subscription	9,865	9,494	3.9	9,825	0.4	39,261	36,660	7.1
Core total	18,240	20,596	(11.4)	19,231	(5.2)	75,172	77,236	(2.7)
Other operating income	3,601	1,103	226.4	557	546.5	7,769	9,136	(15.0)
Total	21,841	21,699	0.7	19,788	10.4	82,941	86,372	(4.0)

Source: Company, Elara Securities Estimate

Q4FY25 results highlights

- ▶ Z posted a revenue of INR 21.8bn, as estimated, up 0.7% YoY and 10.4% QoQ. Overall ad revenue declined 24.6% YoY and 11.0% QoQ to INR 8.3bn. Domestic ad revenue was at INR 7.7bn, down 24.4% YoY.
- Overall subscription revenue grew at 3.9% YoY and 0.4% QoQ to INR 9.8bn. The segmental performance was driven by ZEE5 performance.
- In Q4, other sales and services revenue grew a healthy 226.4% YoY and 546.5% QoQ to INR 3.6bn, as Z released performing movies such as *Emergency, Fateh* etc.
- Z reported an EBITDA of INR 2.8bn, up 35.7% YoY but down by 10.4% QoQ. Q4 EBITDA margin was at 13.1%, up 337bps YoY but down 303bps QoQ. The sequential margin drop was due to revenue higher revenue in margin-dilutive other sales and services segment.
- Z reported a profit of INR 1.8bn in Q4FY25 versus a profit of INR 121mn in Q4FY24 and a profit of INR 1.6bn in Q3FY25.
- Zee5's revenue grew 15.8% YoY and 13.8% QoQ to INR 2.7bn, with reduced EBITDA loss to INR 0.7bn. EBITDA loss contracted to 27% in Q4 versus 56% in Q3. The vertical released 16 shows and movies in Q4 versus 14 in Q3FY25 and 16 in Q4FY24.

Q4 conference call highlights

- FY25 was a mixed bag for Z, with the company revising its channel prices and focusing on enhancing profitability.
- Efforts are underway to improve content quality, although rural recovery was slower than expected, leading to a soft quarter.
- ▶ Z is exploring new genres to drive ad revenue, with NTO3.0 and growth in digital subscriptions supporting overall growth.
- The viewership share declined in Q4FY25 due to the absence of a sports calendar, but *Zee5's* EBITDA loss decreased by 50% YoY, reflecting better control over content inventory.
- Zee Studio released 20 movies in FY25, supporting segmental performance.



- ▶ Effective cost management has resulted in YoY gains, and Z plans to release 18-20 movies in FY26 without requiring additional investments.
- ▶ Z expects high single-digit ad revenue growth in FY26, and future loss reduction at *Zee5* will depend on revenue growth, as further cost-cutting potential is limited.
- > Z is open to all possible solutions for resolving the Star-Zee issue, with an expected outcome by early next year.
- A one-off reversal of earlier provisions led to a reduction in other expenses in the quarter.
- > Z does not expect any impact from Trump tariffs on its international business.
- Despite the Jio-Hotstar merger, Z is optimistic about online content growth prospects, with the merger expected to benefit the industry (may lead to higher ad prices).
- > Z plans to enhance its content offerings on Zee Music to sustain growth.
- Z expects to leverage its regionally-focused business model to drive growth in both linear and digital ad segments and is targeting an 18% EBITDA margin for FY26.
- ▶ Television penetration in India continues to grow, primarily in the free-to-air segment.
- Z is evaluating potential assets to deploy FCCB funds and is exploring inorganic growth opportunities.
- For Zee5, Z anticipates Q3FY25 loss rate to persist until revenue growth accelerates.
- Although the advertising market is under pressure, Z expects growth to rebound after IPL-25, and expansion in regional language content to drive growth in regional markets.



Exhibit 3: Operating metrics

Particulars	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Revenue break-down (INR mn)									
Advertisement revenue	10,058	9,409	9,792	10,274	11,102	9,113	9,017	9,406	8,375
QoQ growth (%)	(5.5)	(6.4)	4.1	4.9	8.1	(17.9)	(1.1)	4.3	(11.0)
YoY growth (%)	(10.2)	(3.6)	(3.3)	(3.4)	10.4	(3.1)	(7.9)	(8.4)	(24.6)
Subscription revenue	8,474	9,075	8,878	9,213	9,494	9,872	9,699	9,825	9,865
QoQ growth (%)	(5.3)	7.1	(2.2)	3.8	3.1	4.0	(1.8)	1.3	0.4
YoY growth (%)	(0.9)	17.6	8.0	3.0	12.0	8.8	9.2	6.6	3.9
Other sales & services	2,589	1,354	5,708	970	1,103	2,320	1,291	557	3,601
QoQ growth (%)	69.3	(47.7)	321.6	(83.0)	13.7	110.3	(44.4)	(56.9)	546.5
YoY growth (%)	(25.6)	38.5	194.7	(36.6)	(57.4)	71.3	(77.4)	(42.6)	226.4
Zee5									
Revenue (INR mn)	2,200	1,939	2,652	2,232	2,372	2,237	2,363	2,413	2,747
QoQ growth (%)	36.3	21	59	14.9	7.8	(5.7)	5.6	2.1	13.8
YoY growth (%)	13.2	(12.0)	37.0	(15.8)	6.3	15.4	(10.9)	8.1	15.8
EBITDA (INR mn)	(3,109)	(3,421)	(2,359)	(2,440)	(2,652)	(1,777)	(1,588)	(1,362)	(753.0)
EBITDA margin (%)	(141)	(176)	(89)	(109)	(112)	(79)	(67)	(56)	(27)
No. of shows and movies released	42	32	22	19	16	13	16	14	16
Domestic Linear TV									
Zee Network share (%)	17.3	17.0	17.9	16.5	16.8	16.4	17.4	16.9	16.6
Zee Music Company									
Total subscribers count (mn)	134	137	142	146	149	153	156	159.6	164.0
QoQ growth (%)	3.9	2.2	3.6	2.8	2.1	2.7	2.0	2.3	2.8
Total video views (bn)	38	42	45	41	36	46	46.5	43	54.5
QoQ growth (%)	11.8	10.5	7.1	(8.9)	(12.2)	27.8	1.1	(7.5)	26.7
Source: Company, Elara Securities Research									

Source: Company, Elara Securities Research

Exhibit 4: SoTP valuation

(INR mn)	Jun-28E
TV Segment	
PAT ex. OTT loss	15,155
Multiple (x)	11
TV segment market cap	1,63,098
OTT revenue	11,602
Multiple (x)	3
Digital segment market cap	29,006
Total market cap	1,92,104
Number of shares	961
TP (INR)	200
CMP (INR)	111
Upside (%)	80

Source: Company, Elara Securities Estimate



Exhibit 5: Changes in estimates

(TND)	Old	Old			Change (%)	New	
(INR mn)	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY28E	
Revenue	89,249	94,076	88,972	93,570	(0.3)	(0.5)	98,509	
EBITDA	13,834	15,052	13,791	14,971	(0.3)	(0.5)	15,958	
EBITDA margin	15.5	16.0	15.5	16.0			16.2	
Net profit	8,806	9,790	9,062	9,917	2.9	1.3	10,710	
EPS (INR)	9.2	10.2	9.4	10.3	2.9	1.3	11.1	

Source: Elara Securities Estimates



Coverage History



Date	Rating	Target Price (INR) Closing Price (I	INR)
16-Sep-2022	Buy	425	261
11-Nov-2022	Buy	410	266
13-Feb-2023	Buy	390	218
25-May-2023	Buy	300	179
10-Aug-2023	Buy	340	282
20-Jan-2024	Sell	170	230
13-Feb-2024	Sell	180	189
17-May-2024	Buy	180	135
31-Jul-2024	Buy	210	149
23-Jan-2025	Buy	200	121

Guide to Research Rating

BUY (B) Absolute Return >+20%

ACCUMULATE (A) Absolute Return +5% to +20%

REDUCE (R) Absolute Return -5% to +5%

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