



November 9, 2015

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

The DCS-CRD,  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No- 'C' Block, G Block  
Bandra-Kurla Complex  
Mumbai-400051

Dear Sir/ Madam,

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

**Sub:- Earnings Release for the Quarter and half year ended September 30, 2015.**

Please find enclosed herewith earning release for the Quarter and half year ended September 30, 2015 of Eros International Media Limited.

You are requested to take the above on record.

Thanking You

Yours faithfully,

For Eros International Media Limited

A handwritten signature in blue ink is written over a circular blue stamp. The stamp contains the text "EROS INTERNATIONAL MEDIA LIMITED" around the perimeter and "MUMBAI" in the center.

**Sunil Lulla**

**Executive Vice Chairman and Managing Director**

**Encl:- Earnings Release for Quarter and half year ended September 30, 2015**

**EROS INTERNATIONAL MEDIA LIMITED**

Corporate Office: 901/902, Supreme Chambers, Off Veera Desai Road, Andheri (W), Mumbai - 400 053.  
Tel.: +91-22-6602 1500 Fax: +91-22-6602 1540 E-mail: eros@erosintl.com • www.erosintl.com  
Regd. Office: Kailash Plaza, 2<sup>nd</sup> Floor, Plot No. 12, Off Veera Desai Road, Andheri (W), Mumbai - 400 053.  
CIN No. L99999MH1994PLC080502



# Eros International Media Ltd

Q2 & H1 FY16 Earnings Presentation – 9<sup>th</sup> November, 2015

## Safe Harbour

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*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.*

# Content

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 **Financial Highlights**

 **Operational Highlights**

 **Company Overview**

 **5-Year Financial Snapshot**



# Financial Highlights

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## Consolidated Q2 FY2016 Results at a Glance – A Blockbuster Quarter



	<u>Q2 FY 2016</u>	<u>Q2 FY 2015</u>	
Total Income	<b>₹5,100mn</b>	<b>₹2,403mn</b>	up by <b>112.2%</b>
EBIT	<b>₹1,390mn</b>	<b>₹721mn</b>	up by <b>92.8%</b>
PAT (after minority)	<b>₹903mn</b>	<b>₹501mn</b>	up by <b>80.1%</b>
Diluted EPS	<b>₹9.57</b>	<b>₹5.41</b>	up by <b>76.9%</b>

## Consolidated H1 FY2016 Results at a Glance – Prolific Growth in the first half



	<u>H1 FY 2016</u>	<u>H1 FY 2015</u>	
Total Income	<b>₹9,906mn</b>	<b>₹4,849mn</b>	up by <b>104.3%</b>
EBIT	<b>₹2,353mn</b>	<b>₹1,320mn</b>	up by <b>78.2%</b>
PAT (after minority)	<b>₹1,437mn</b>	<b>₹860mn</b>	up by <b>67.1%</b>
Diluted EPS	<b>₹15.27</b>	<b>₹9.29</b>	up by <b>64.4%</b>



# Operational Highlights

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## Executive Comment



**Commenting on the performance for Q2 FY2016, Mr. Sunil Lulla, Executive Vice Chairman & Managing Director of Eros International Media Ltd. said,**



*“We are pleased to announce a continued strong performance in the second quarter backed by multiple record breaker ‘Bajrangi Bhaijaan’ starring Salman Khan that became one of the biggest movie in Bollywood history, laugh-riot ‘Welcome Back’ and Mahesh Babu starrer, Telugu film, ‘Srimanthudu’ that registered brilliant box office performances.*

*The core building blocks of business strategy continues to be to having a balanced portfolio of films, strong presales, and healthy catalogue monetization that lends a high degree of predictability to our business.*

*In this quarter, we are excited to release the much anticipated Sanjay Leela Bhansali’s magnum opus ‘Bajirao Mastani’ to light up your holiday season and the remainder of the fiscal year has a string of high profile movies that include Tamil film, Suriya’s ‘24’; Telugu films, ‘Dictator’ and Pawan Kalyan’s ‘Sardar’ and the much traveled film festival favorite, ‘Aligarh’. We have also picked up momentum in the regional market with releases lined up in Punjabi, Marathi, Bengali and Malayalam.*

*At Eros, we remain dedicated to consolidate our market leadership in the Indian filmed entertainment space by achieving diversity and depth in our content and scale in our business operations to achieve superior financial performance.”*

# Operational Highlights – Strong diversified film mix and revenues

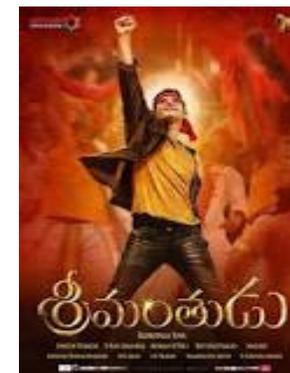


## Robust quarterly performance

- Release of strong portfolio of films supported by healthy contribution from theatrical, overseas, satellite and others
  - Theatrical revenues during the quarter were driven by worldwide releases such as 'Bajrangi Bhaijaan', 'Srimanthudu' (Telugu), 'Welcome Back', 'Hero', 'Life of Josutty' (Malayalam) and other regional language releases
  - 'TV and Others' segment contributed significantly including valuable contribution from the Company's film library
  - Overseas Revenues from Indian theatrical releases as well 'Bangistan'

## Diversified revenue mix

- As a percentage of Total Income, Theatrical Revenues contributed – 59.1%, Overseas Revenues – 11.8% and Television & Others – 29.1%.



# Operational Highlights – Consistent track record of picking winners



## Blockbuster Movie Releases

3 out of top 4 Hindi Box Office movies in CY2015 are Eros Films

- #1 - Bajrangi Bhaijaan released in Q2 FY16 crossed the coveted Rs. 3 billion Net Box Office in India and the worldwide gross is over Rs. 5 billion, smashing multiple records
- #4 -Welcome Back, the recently released action-comedy, garnered a huge number of audiences to the theatres and grossed Rs. 1 billion
- #2-Tanu Weds Manu Returns, released in Q1 FY16, a medium-budget movie, was the first film of CY2015 to cross the Rs. 1 billion mark, with total run of Rs. 1.5 billion and has set new ROI benchmarks in the industry
- 8 out of the top 15 films in CY 2015 are Eros films including Top 2 films.

## Hit Regional Strategy

- The quarter's super-hit Regional movie, Srimanthudu, became the second all-time highest Telugu grosser
- 'Life of Josutty' by the director of Drishyam, Jeethu Joseph, marked the successful entry of Eros into the Malyalam film industry.

No 1



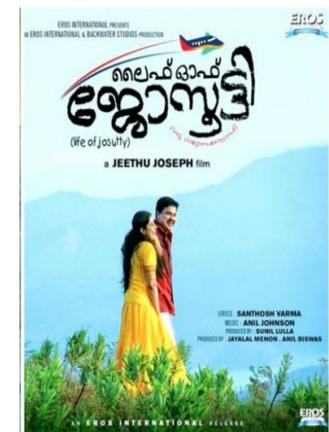
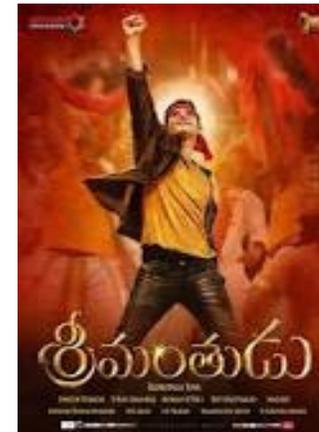
No 2



No 4



Source: Koimoi.com



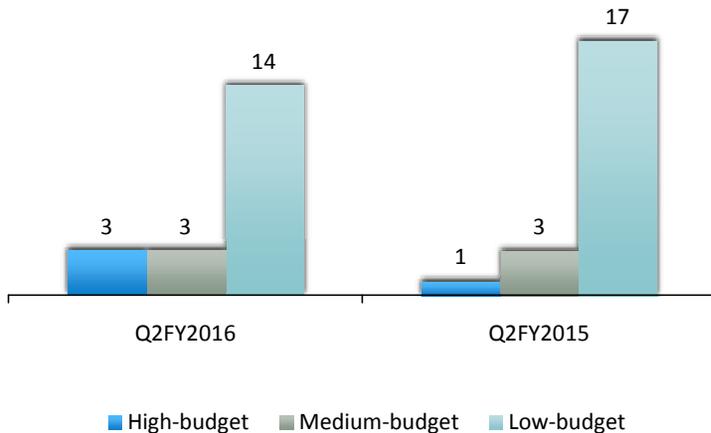
# Operational Highlights – Portfolio Strategy for Mix of Films



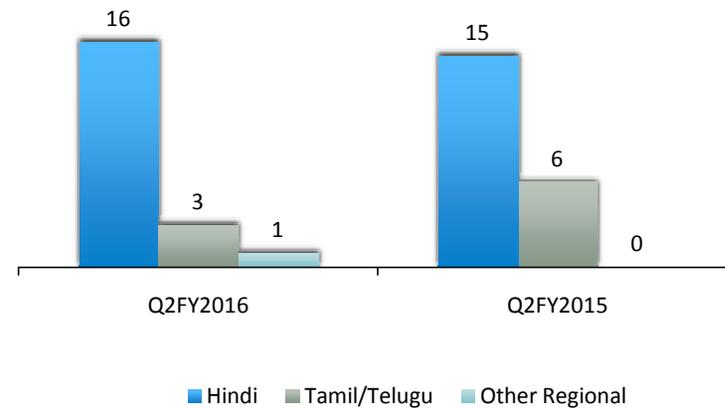
## Company continues to build on its strength of Portfolio strategy

- The Company released a total of 20 films during the quarter (21 films in Q2 FY 2015). During H1, FY2016, the Company released a total of 36 films (30 films in H1, FY2015)

Portfolio by Budget



Portfolio by Language



## Upcoming Releases – Fiscal 2016 - Exciting diversified second half slate



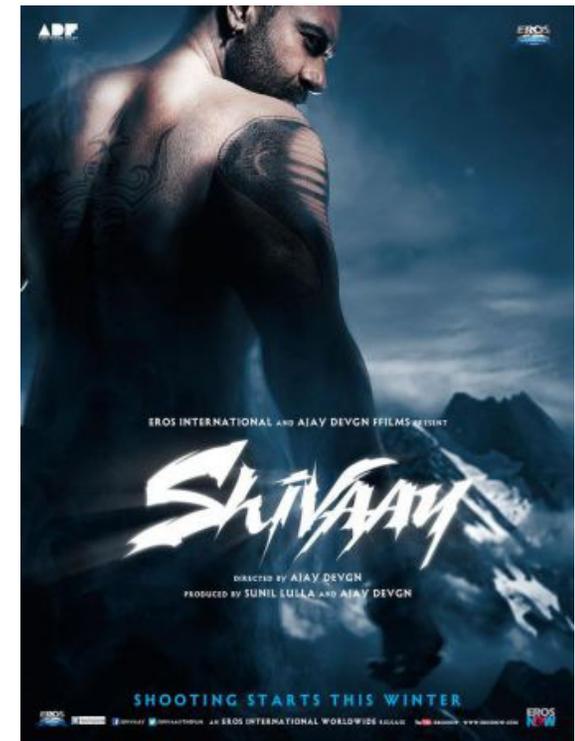
Film Name	Star Cast/(Director/Producer)
<b>Bajirao Mastani</b>	<b>Ranveer Singh, Deepika Padukone, Priyanka Chopra (Sanjay Bhansali)</b>
Mumbai Pune Mumbai2 (Marathi)	Swapnil Joshi, Mukta Barve (Satish Rajwade)
Do Lafzon KI Kahani	Randeep Hooda, Kajal Aggarwal (Deepak Tijori)
Mukhtiar Chadha (Punjabi)	Diljit Dosanjh, Oshin Sai (Chetan Parwana)
<b>24 (Tamil)</b>	<b>Suriya Sivakumar &amp; Others (Vikram Kumar)</b>
Sanam Teri Kasam	Harshvardhan Rane, Mawra Hocane (Radhika Rao, Vinay Sapru)
Kai Neelam ( Tamil)	Vijay Sethupathy, Samuthrakani & Others (Nalan Kumaraswamy)
<b>Sardar Gabbar Singh (Telugu)</b>	<b>Pawan Kalyan (K. S. Ravindra)</b>
<b>Aligarh</b>	<b>Rajkumar Rao, Manoj Bajpai (Hansal Mehta)</b>
<b>Dictator (Telugu)</b>	<b>Balakrishna (Srivaas)</b>
Naale (Malayalam)	Fahad Fazil, Malavika S Mohan, Isha Talwar, Mukesh (Shiju S Bawa)
Phuntroo ( Marathi )	Madan Deodhar, Ketaki Mategaonkar, (Sujay S Dahake)
Enkitta Mothathe (Tamil)	Natarajan Subramaniam Rajaji and Vijay Murugan (Ramu Chellappa)
Phobia	Radhika Apte (Pawan Kriplani)
Guru (Marathi)	Ankush Chaudhary, Urmila Kannekar (Sanjay Jadhav)



## Upcoming Releases – Fiscal 2017 – Slate visibility is a key strategy



Film Name	Star Cast/(Director/Producer)
Housefull 3	Akshay Kumar, Abhishekh Bachchan, Ritesh Deshmukh (Sajid-Farhad)
Dishoom	Varun Dhawan, John Abraham, Jacqueline Fernandez (Rohit Dhawan)
Shivay	Ajay Devgn (Ajay Devgn Productions)
Singham - 3 (Tamil)	Suriya, Anushka Shetty, Shruti Haasan (Hari)
Banjo	Riteish Deshmukh, Nargis Fakhri (Ravi Jadhav)
Raabta	Sushant Singh Rajput (Dinesh Vijayan and Homi Adajania)
Chaar Sahibzaade 2 (Punjabi)	Sequel to the Chaar Sahibzade, 3D animation (Harry Baweja)
Guru Tegh Bhadur (Punjabi)	3D Animation (Harry Baweja)
Baar Baar Dekho	Siddharth Malhotra, Katrina Kaif (Nitya Mehra)
Rock on 2	Farhan Akhtar, Arjun Rampal, Shraddha Kapoor (Farhan Akhtar)
Reunion	Various artistes (Sujoy Gosh)
Farzi	Shahid Kapoor, Kriti Sanon (Raj Nidimoru and Krishna D.K.)
Bhavesh Joshi	Harshvardhan Kapoor (Vikramaditya Motwane/Phantom Films)
Happy Bhaag Jayegi	Abhay Deol, Diana Penty, Ali Fazal (Mudassar Aziz)



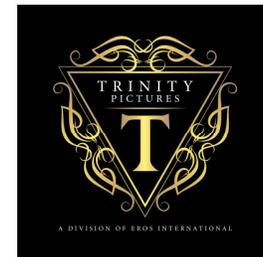
Apart from the above, Aanand Rai, Sanjay Leela Bhansali and Kabir Khan are some talent signed with Eros to make films

## Trinity Vision – The Power of building franchises

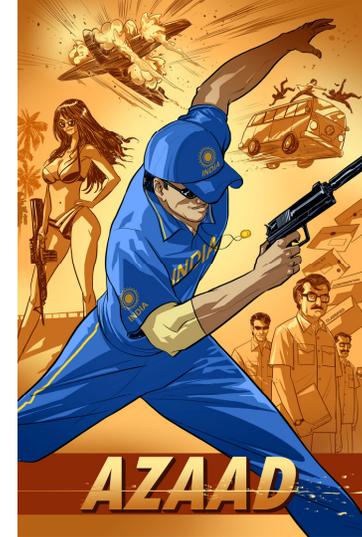
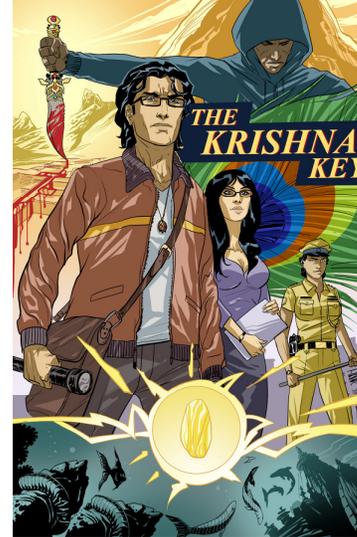
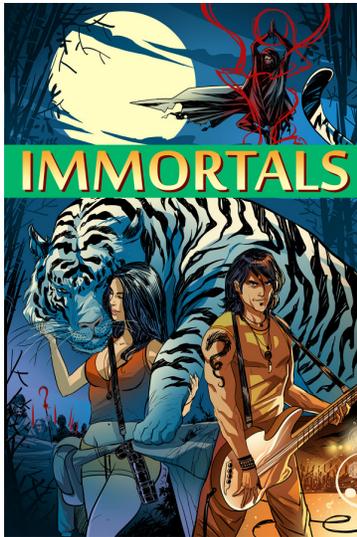
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To be a **global content studio**  
targeting **entertainment seekers**  
by **creating powerful character driven franchises**  
derived from **infinite universes**  
driven by **imagination, world class talent and rigorous processes**  
to create **sustainable long term shareholder value**



## Trinity Pictures - Films under development – 3 UNIVERSES

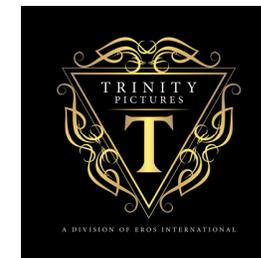


1. Kids and Teens
2. Action and Adventure
3. Gods and Kings

Multiple films being developed in the above 3 universes.

At least 4 Trinity films will release in FY 2017.

We will announce names of directors and star cast in due course.



## Abridged Consolidated P&L – Q2 & H1 FY2016



Rs. in Million

Particular	Q2 FY2016	Q2 FY2015	% Growth	H1 FY2016	H1 FY2015	% Growth
Total Income	5,100	2,403	112.3%	9,906	4,849	104.3%
Direct Cost	3,412	1,448	135.7%	7,033	3,152	123.1%
Other Expenses	298	234	27.2%	520	377	37.9%
<b>EBIT</b>	<b>1,390</b>	<b>721</b>	<b>92.8%</b>	<b>2,353</b>	<b>1,320</b>	<b>78.3%</b>
<i>EBIT Margins (%)</i>	27.3%	30%		23.8%	27.2%	
Interest	105	109	(3.7%)	189	203	(6.9%)
Profit Before Tax	1,285	612	110.0%	2,164	1,118	93.6%
<b>PAT (after Minority)</b>	<b>903</b>	<b>501</b>	<b>80.2%</b>	<b>1,437</b>	<b>860</b>	<b>67.1%</b>
<i>PAT Margins (%)</i>	17.7%	20.9%		14.5%	17.7%	
<b>Diluted EPS (Rs.)</b>	<b>9.57</b>	<b>5.41</b>	<b>76.9%</b>	<b>15.27</b>	<b>9.29</b>	<b>64.4%</b>

## Abridged Balance Sheet – Q2 & H1 FY2016



Rs. in Million

Particulars	As on September 30, 2015	As on March 31, 2015
<b>Equity and Liabilities</b>		
Shareholders' Funds	16,847	14,822
Minority Interest	119	12
Total Non Current liabilities	3,816	3,555
Total Current liabilities	14,988	14,297
<b>Total Equity and Liabilities</b>	<b>35,770</b>	<b>32,686</b>
<b>Assets</b>		
<b>Non-current assets</b>	<b>26,950</b>	<b>23,741</b>
- Intangible Assets	12,566	11,728
- Content Advances	12,799	10,181
<b>Current Assets</b>	<b>8,820</b>	<b>8,945</b>
- Trade Receivables	6,300	5,257
- Cash & bank balances	1,801	1,697
<b>Total assets</b>	<b>35,770</b>	<b>32,686</b>

# Financial Overview and Discussion

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## Total Income

- In Q2 FY2016, Total Income stood at Rs. 5,100 million (Rs. 2,403 million in Q2 FY2015) registering an increase of 112.2%
  - During the quarter, 20 movies were released consisting of 16 Hindi and 3 Tamil/Telugu films and 1 Other Regional film as compared to 21 films during Q2 FY2015, which included 15 Hindi and 6 Tamil/Telugu films
    - 3 high budget, 3 medium & 14 low budget movies were released in Q2 FY16 as against 1 high budget, 3 medium & 17 low budget movies in Q2 FY2015
  - Strong theatrical performance during the period was driven by the success of global and overseas releases namely 'Bajrangi Bhaijaan', 'Srimanthudu' (Telugu), Life of Josutty (Malayalam), 'Welcome Back', 'Hero', and other releases
  - In-line with the de-risking strategy, Company registered strong pre-sales from theatrical, satellite and music rights exploitation for the various movies it released during the quarter

## Financial Overview and Discussion (..Continued)

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### EBIT

- In Q2 FY2016, EBIT stood at Rs. 1,390 million (Rs. 721 million in Q2 FY2015) registering an increase of 92.8%
  - Direct Costs during Q2 FY2016 stood at Rs. 3,412 million (Rs. 1,448 million in Q2 FY2015) mainly increased due to an increase in marketing costs due to the mix of films comprised of more high and medium budget films, increased amortization charge as well as overflows accrued to co-producers as a result of the high performance of the films.
  - Overall EBIT margin came at 27.3% as compared to 30.0% in Q2 FY2015. The decrease in margin has to be seen in context of overall increase of 92.8% in the EBIT numbers.

### PAT

- In Q2 FY2016, Profit after tax (after minority) stood at Rs. 903 million (Rs. 501 million in Q2 FY2015) registering an increase of an impressive 80.2%.
  - Overall PAT margin came at 17.7% as compared to 20.9% in Q2 FY2015 . Margins, in general, can fluctuate quarter on quarter basis based on quantum of library income and as such should be looked at annually.

# Financial Overview and Discussion

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## Balance Sheet

- Receivables
  - As on September 30, 2015, total receivables stood at Rs. 6,299.6 million as compared to Rs. 5,257.4 million as on 31<sup>st</sup> March, 2015. Receivables Not Due as of September 30, 2015 was Rs. 336.3 million.
  - The Days' Sales Outstanding improved to 119 days compared to 133 days as of 31<sup>st</sup> March 2015. This includes TechZone's Debtors, which have higher DSO due to delayed payments from telecom operators.
  - Receivables over 365 days old were Rs. 347 million as of September 30<sup>th</sup> 2015.
  - Between October 1 to November 7<sup>th</sup>, the company has seen a further collection of Rs. 757.6 million of receivables.
  - The Company targets to bring the overall receivables down to Rs. 5,250 million by the end of FY2016.
  
- Net Debt
  - As of September 30, 2015, Net Debt position improved by Rs. 330 million to Rs. 2,808 million as compared to Rs. 3,138 million as on 31<sup>st</sup> March 2015.
  - As on September 30, 2015 Net Debt / Equity Ratio stood at 0.17 as compared to 0.21 as on 31<sup>st</sup> March 2015.

## Eros International Plc – An update from our NYSE listed parent



Jyoti Deshpande is Group CEO & MD of Eros International Plc. A passionate leader and positive thinker, she has been with Eros group for over 18 years and has over 23 years of experience in media and entertainment. On November 8 2015, she featured in The Fortune India list of Most Powerful Women in Business. In Sep 2015 she featured in a similar MPW list by Business Today.

*Jyoti Deshpande, Group CEO and Managing Director of Eros International Plc commented, “We held our maiden Investor Day on 13<sup>th</sup> October 2015 in New York, where we shared details of our business strategy for the film studio business supported by Trinity Pictures as well as our emerging digital business ErosNow. We shared the registered user numbers for ErosNow, which had grown from 14 million in December 2014 to 30 million by September 2015. We showcased our roadmap for the launch of new original programming, new product features and new pricing for ErosNow, and detailed our monetization strategies across the advertising, transactional and premium subscription models.*

*In spite of our strong business fundamentals and no material changes since our March and June results, both of which were positive, we recently became the target of an anonymous attack resulting in great volatility of our stock price. We have already responded in detail to this attack. We expect to follow the strong growth and profitability showcased in our Indian subsidiary results with positive results for Eros International soon after these results.*

*We have built the company, brick by brick, with over a three decade consistent track record of leadership and innovation and our dominant presence in the Indian media and entertainment sector is neither new nor by chance. We believe it is the result of a carefully designed and executed strategy built on strong fundamentals, a great team and deep relationships across the value chain. We are passionate about our brand and we are ready to embrace any challenge so we can rise above it, stronger and better, with a greater sense of purpose and resilience. We pride ourselves on our value system and are committed to enhancing shareholder value and upholding the trust you have placed in us.*

*A very Happy Diwali and a Prosperous New year to all of you.*



# Company Overview

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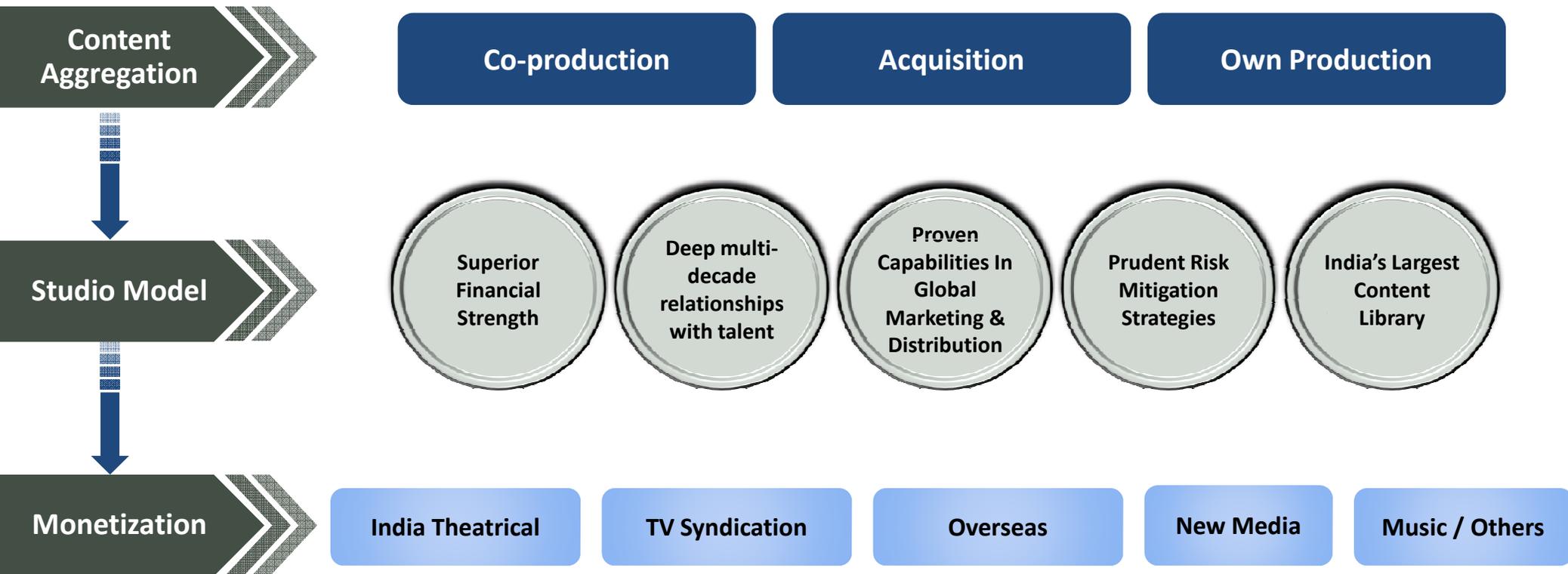
# Investment Highlights

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- 1** A global leader in Indian film entertainment with strong box office market share
- 2** Large unmatched content library of 2000+ Indian language films and music
- 3** Robust India macro landscape with attractive fundamentals & structural upside
- 4** Strong revenue growth and solid track record of profitability
- 5** Deep relationships within talent built over four decades in the business

# India's First Vertically-Integrated Studio Model



*IPR Creation – Concept to Library Exploitation*

## Content Aggregation

- Co-Production: Perpetual copyrights
- Acquisition: 15 – 20 year rights
- Own Production: Developing intellectual property in-house
- Disciplined Greenlighting Process
- Portfolio Approach by Film Budgets & Genres
- Multi-lingual Releases – Hindi, Tamil, Telugu, Marathi, Punjabi



**De-risked & Diversified  
Business Model**

**Valuable Addition to  
High-margin Movie  
Library**

**Strong Revenue  
Visibility**



## Content Monetization

- Diversified & Growing Revenue Streams
- Pre-Sale Focus: Upto 80% Hindi Film and over 100% of Tamil Direct Production Costs
- Global Marketing & Multi-platform Distribution Capabilities in 50+ Countries
- Subtitled / dubbed Content in 25+ Different Languages
- Content Bundling Strategy Maximizes Exploitation
- New and Library Content Distributed through ErosNow



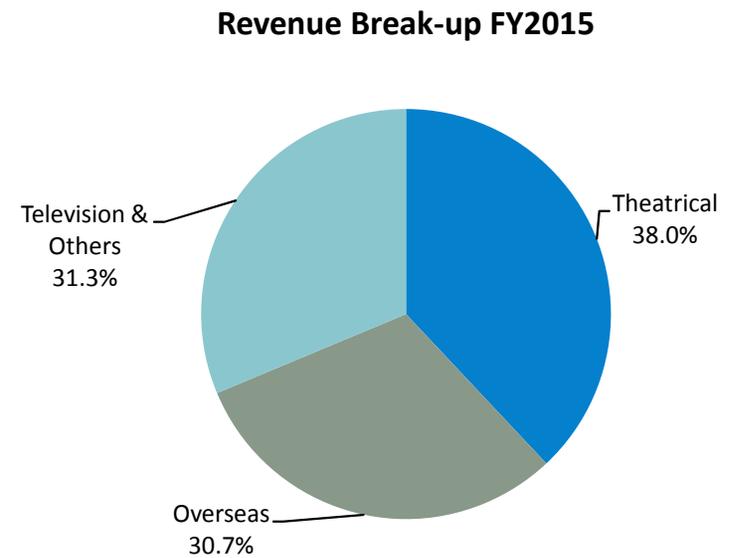
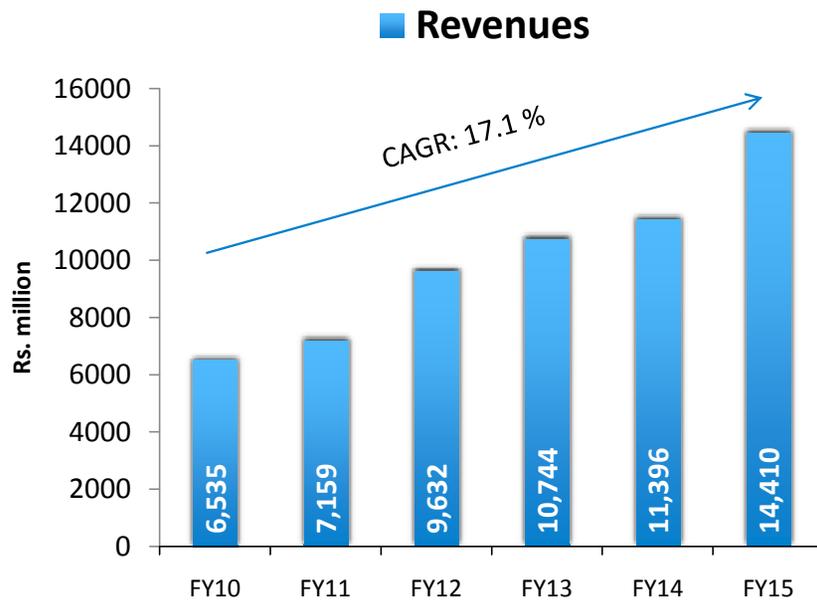
# Financial Snapshot

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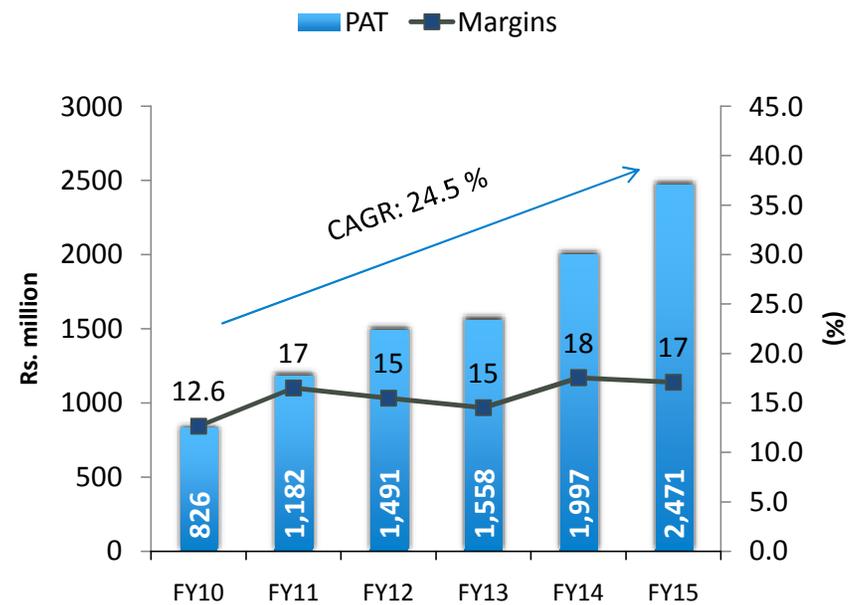
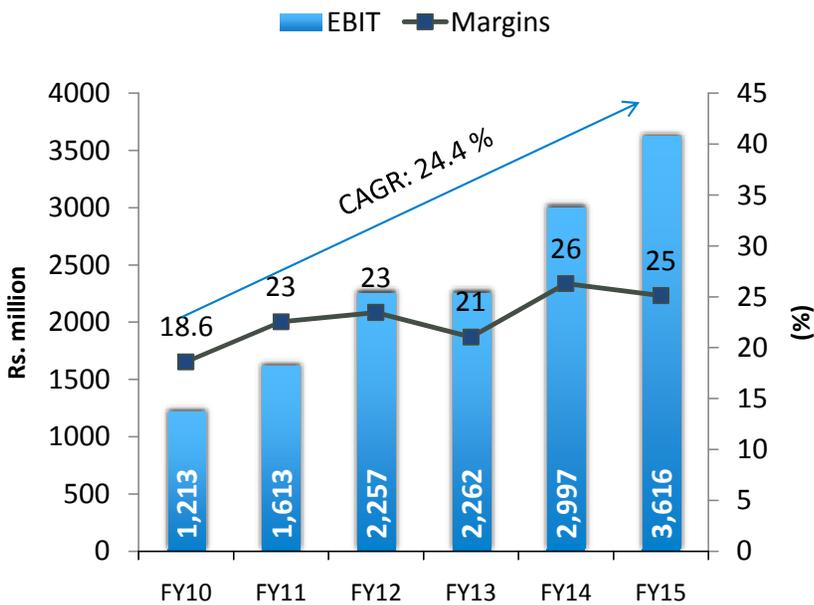
# Strong Financial Track-record



## Diversified Revenue Mix



# Consistent Profit Growth



# About Us

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## 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 raise capital and 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 for home entertainment distribution. 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](http://www.erosintl.com)

### For further information, please contact:

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Thank You

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