



60 YEARS OF
ENTERTAINING
INDIA

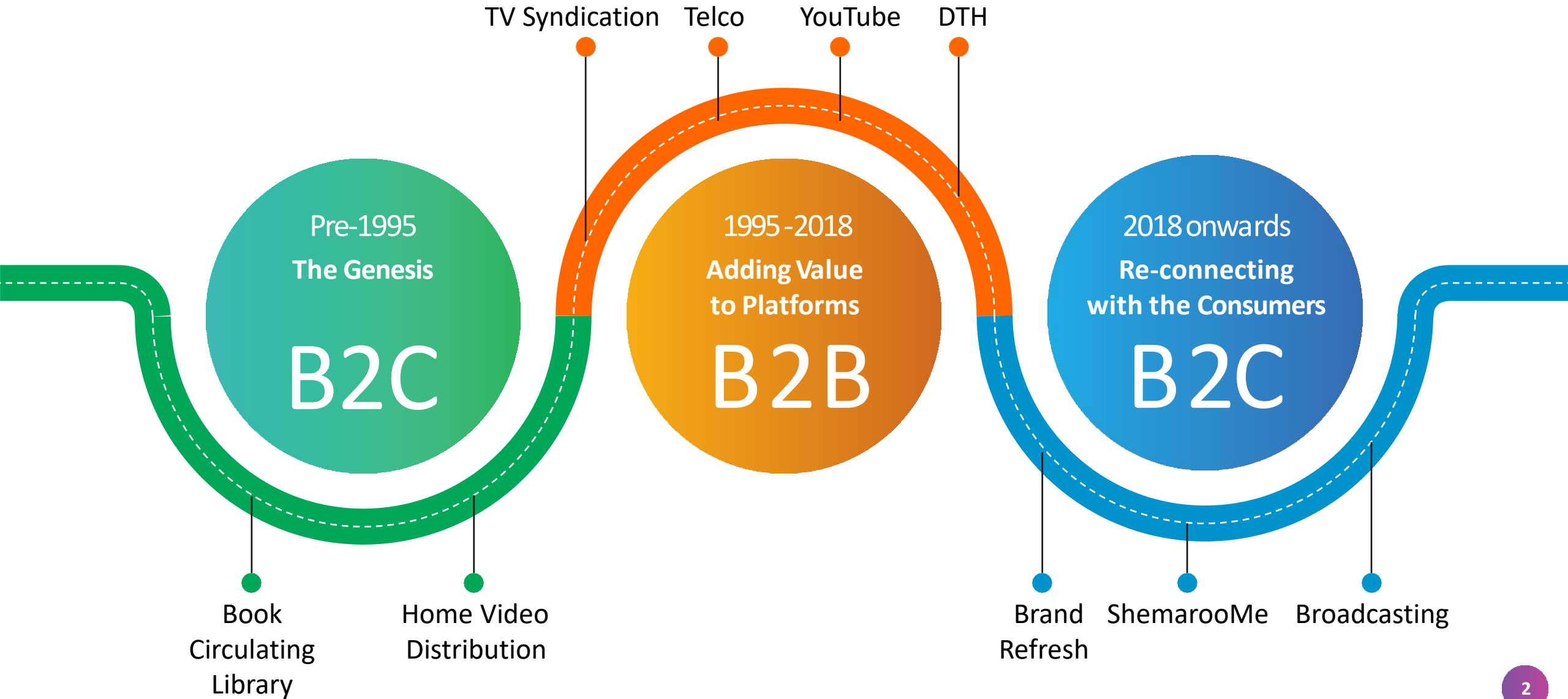
Shemaroo Entertainment Limited

INVESTOR PRESENTATION – JUNE 2023

Evolution of Shemaroo



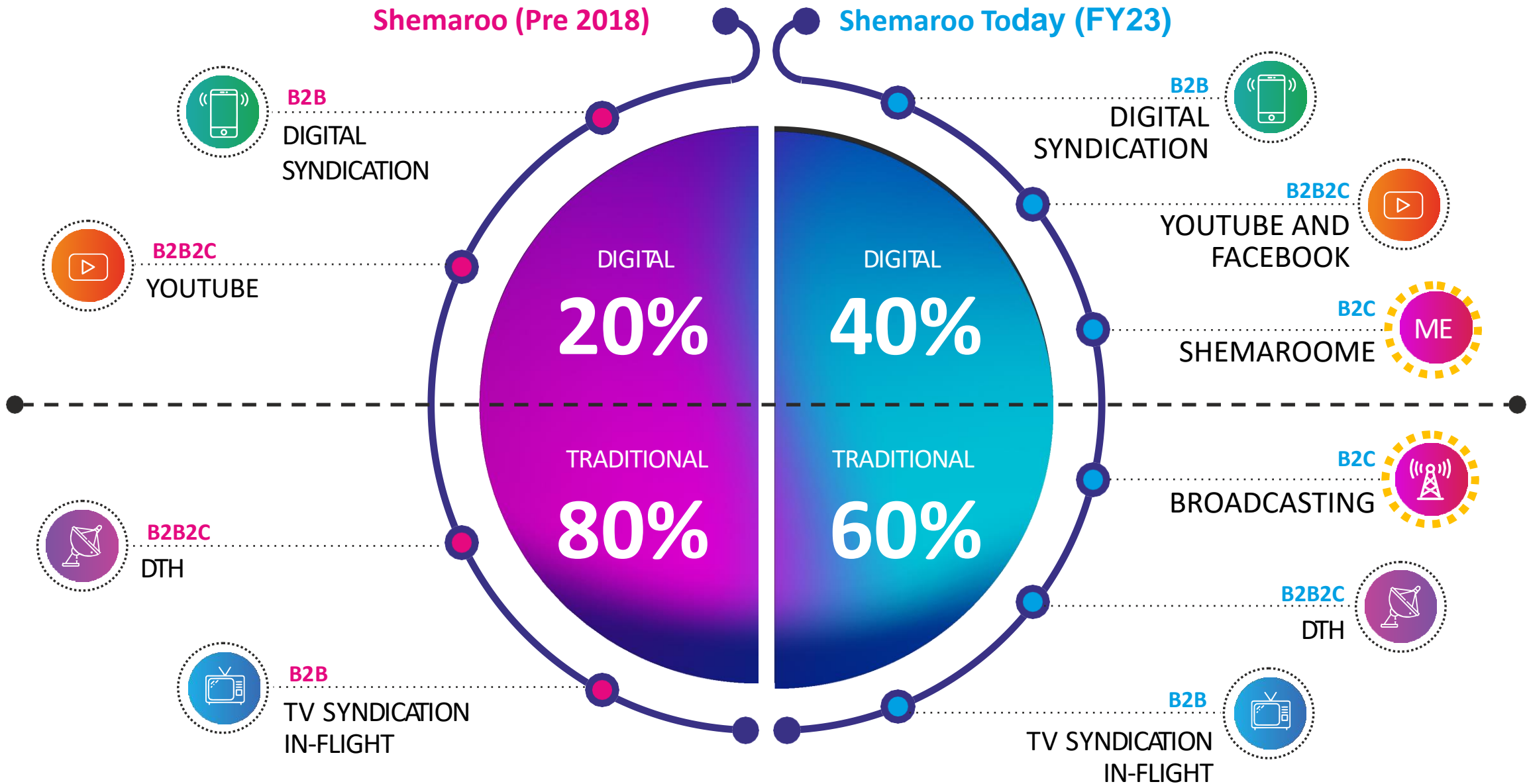
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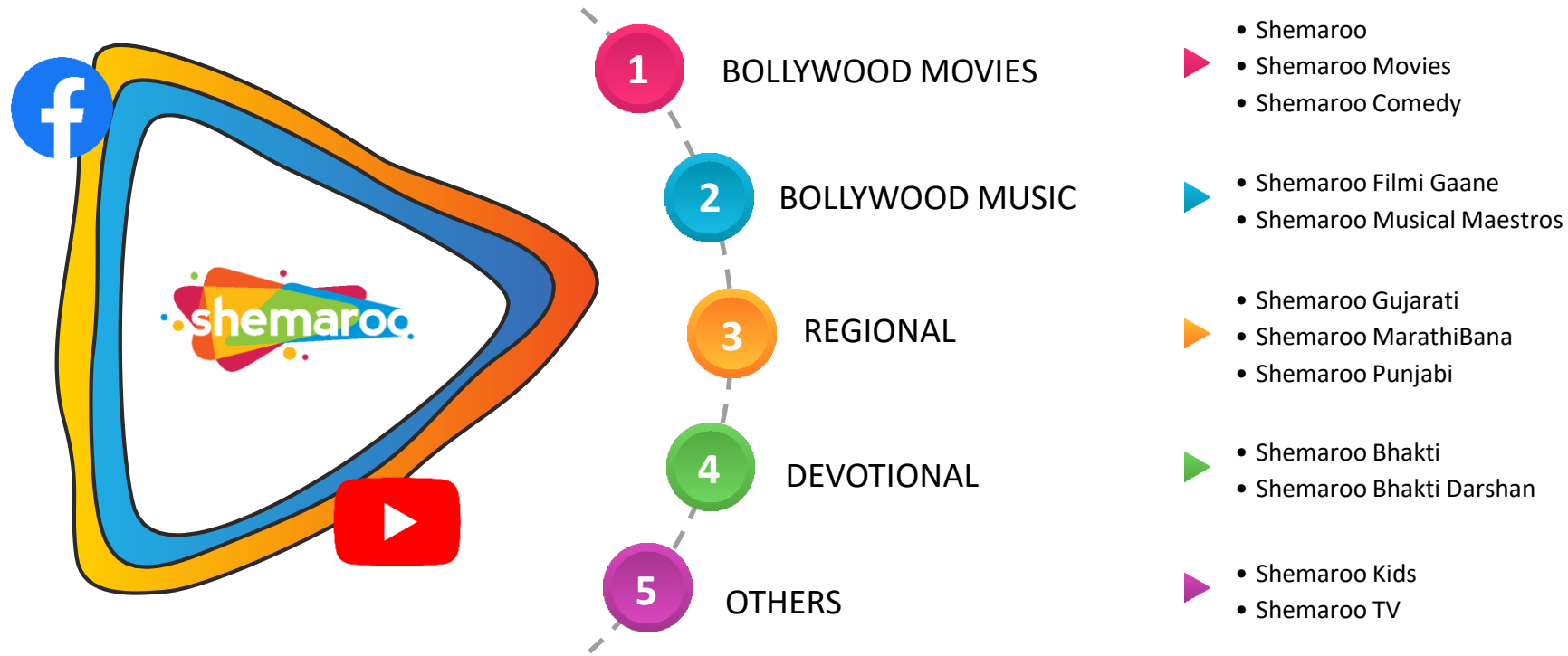
Building stronger consumer businesses



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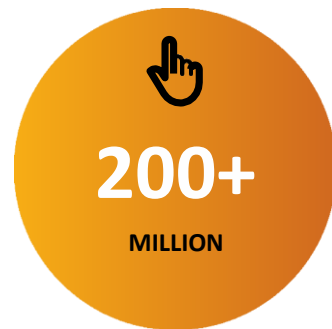
Large presence in the digital AVOD space through YouTube and Facebook



Diversified Presence



Views per day garnered



Cumulative Subscriber Base



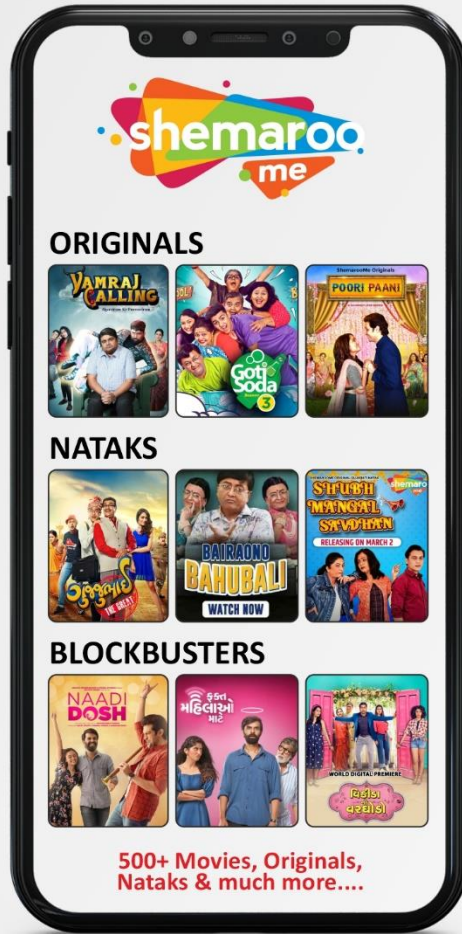
Channel in the world 'Shemaroo Filmi Gaane'

ShemarooMe is the leading OTT for Gujarati entertainment



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B2C



Launched ShemarooMe's Gujarati proposition in 2021, positioning it as a premier Gujarati-focused OTT service

CONTENT:

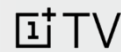
- Has an exciting mix of webseries, natak and movies including direct-to-OTT releases
- Offers one new fresh content piece every week
- Has more than 5 million downloads on Google Play Store

ADDRESSABLE MARKET:

- 13-15 million Gujarati-speaking* internet households



App Available on:



*Gujarat, Mumbai, Rest of India and Rest of World

Growing presence in TV broadcasting with a portfolio of four channels



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B2C



Shemaroc TV is a Hindi GEC channel that offers a broad spectrum of shows of multiple genres



Shemaroc Umang, a Hindi GEC channel, offers a line up of light-hearted stories targeting the masses, specifically women



Shemaroc MarathiBana is the first regional channel under the Shemaroc umbrella



Chumbak TV is a Hindi entertainment channel that offers animations shows and comedy content targeting the young Indians

Hindi GEC Genre



Addressable advertising market for Hindi general entertainment channels (GEC) genre is INR 7,000-7,500 crore



Within three years of launch, our GECs have increased their viewership share from 2% to over 9% in the Hindi GEC genre*

Marathi Genre



Addressable advertising market for Marathi genre is INR 1,200-1,500 crore

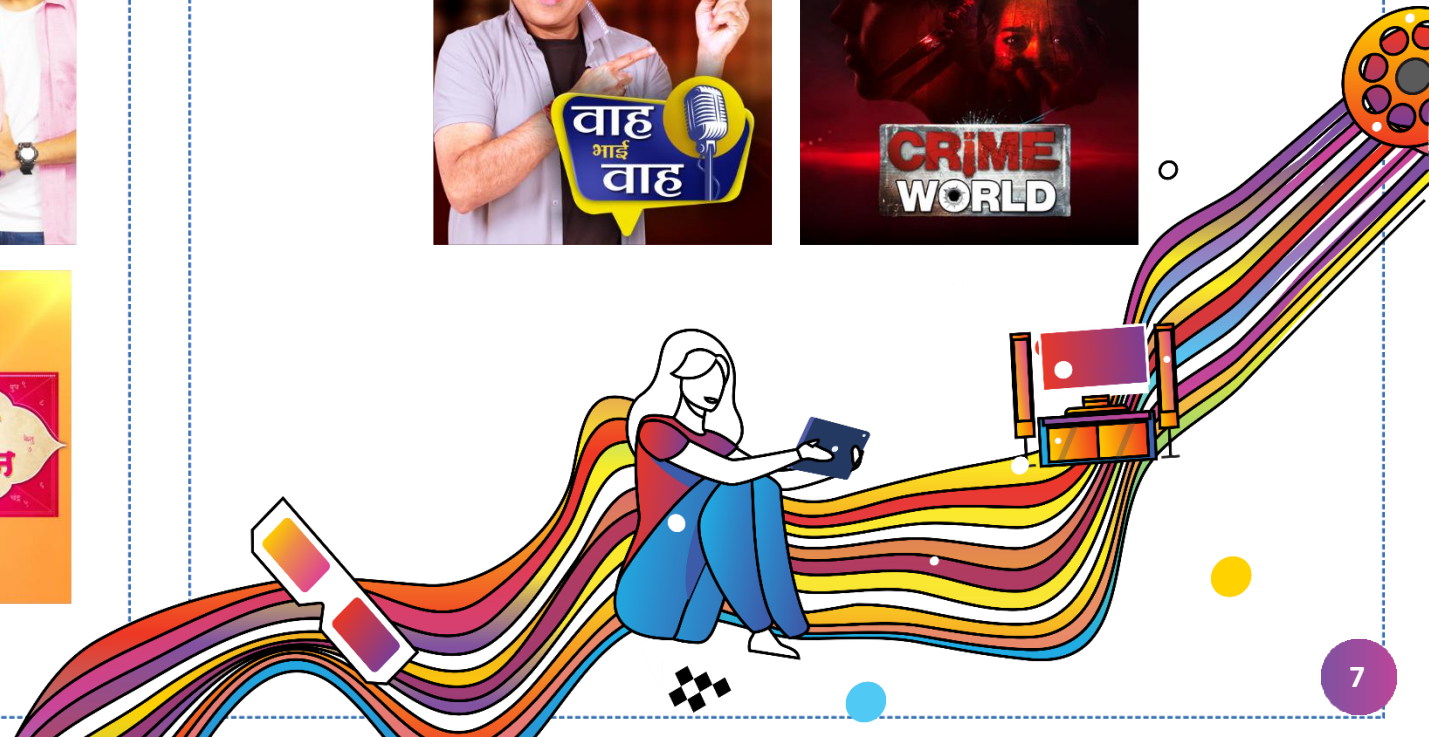


Our Marathi channel has achieved a viewership share of ~4% in the Marathi genre*

*As on Mar 2023
Source: Pitch Madison Advertising Report 2023

Built a portfolio of diverse original TV Shows

B2C

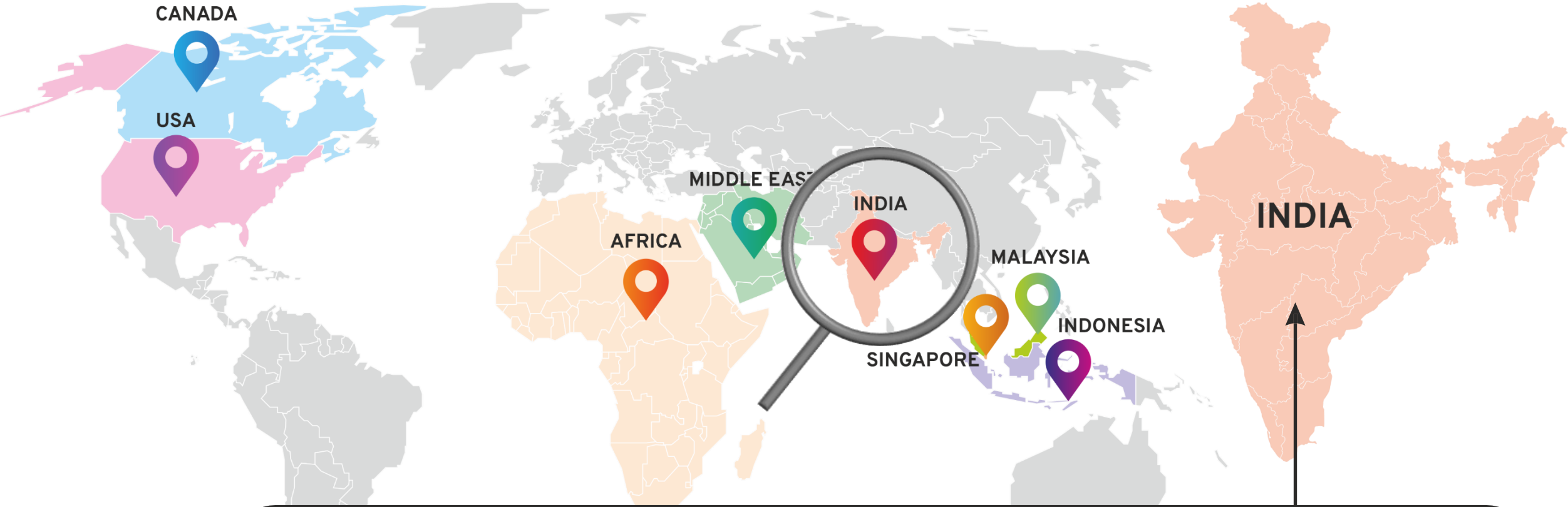


Content syndicated across most global media platforms



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B2B



TELEVISION SYNDICATION

ZEE SONY ENTERTAINMENT TELEVISION viacom 18 Disney Star

DIGITAL SYNDICATION

JioTV N prime video MXPLAYER

Taken great strides across multiple fronts on the path set out in 2018


1



DIGITAL BUSINESS RAMP-UP

Contribution of digital revenue to our topline increased from 27% in FY18 to 40% in FY23

2



BUILD TOWARDS A B2C COMPANY

Launched two B2C businesses – television channels and an OTT app

3



DERISKED BUSINESS MODEL

Significantly increased predictable revenue streams

4



PROFESSIONAL MANAGEMENT

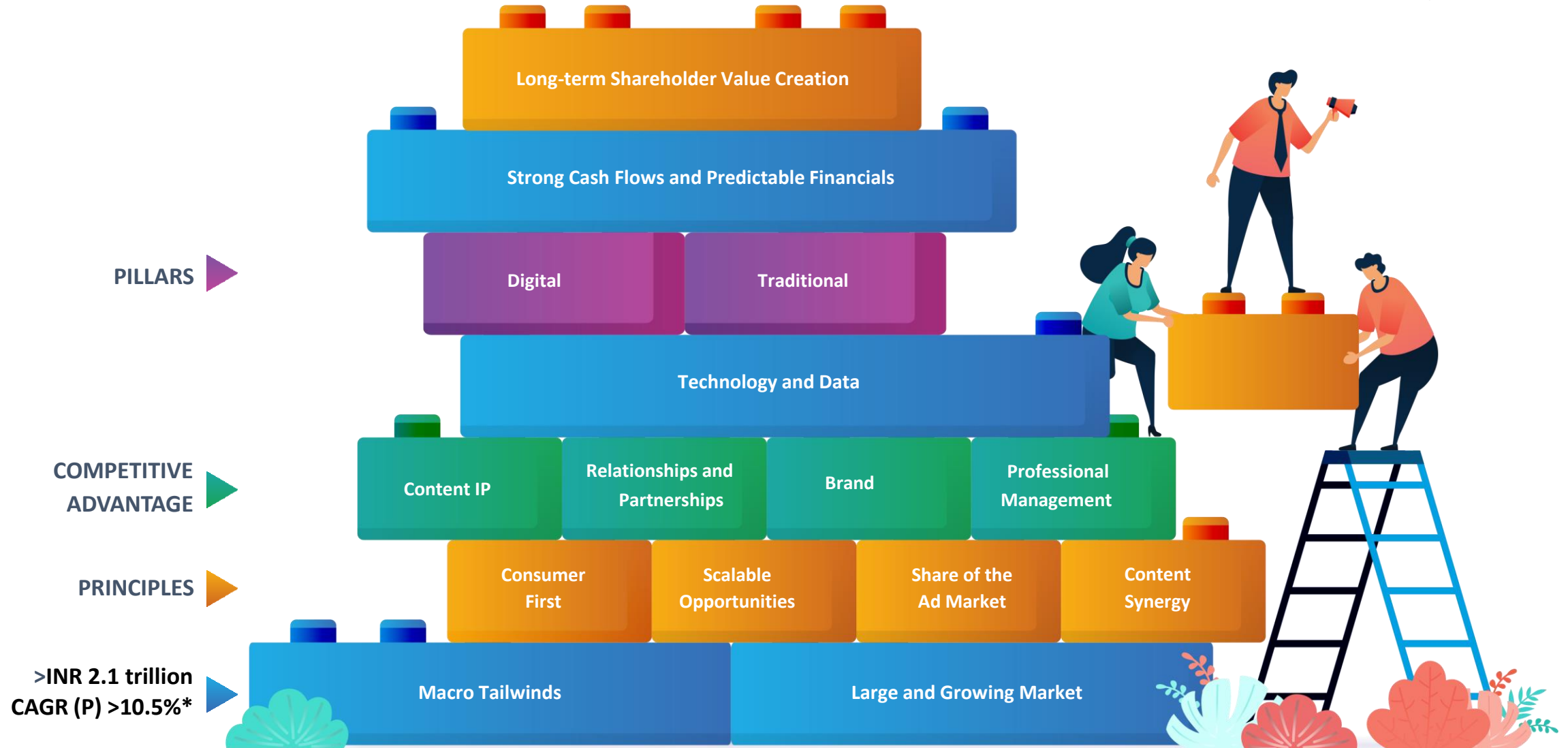
Built a strong leadership team of professionals from the industry



Strategy

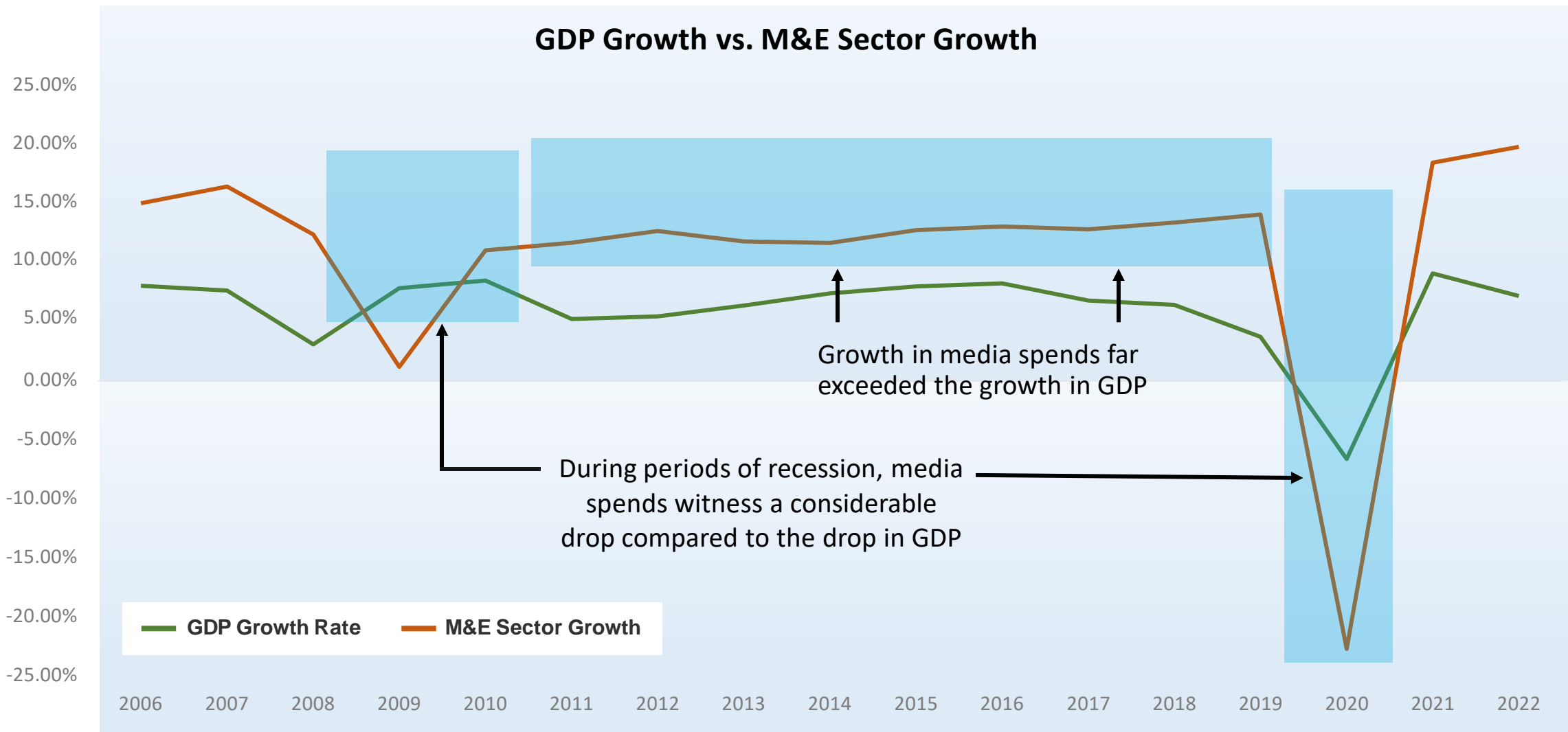
WAY FORWARD

All the building blocks are in place

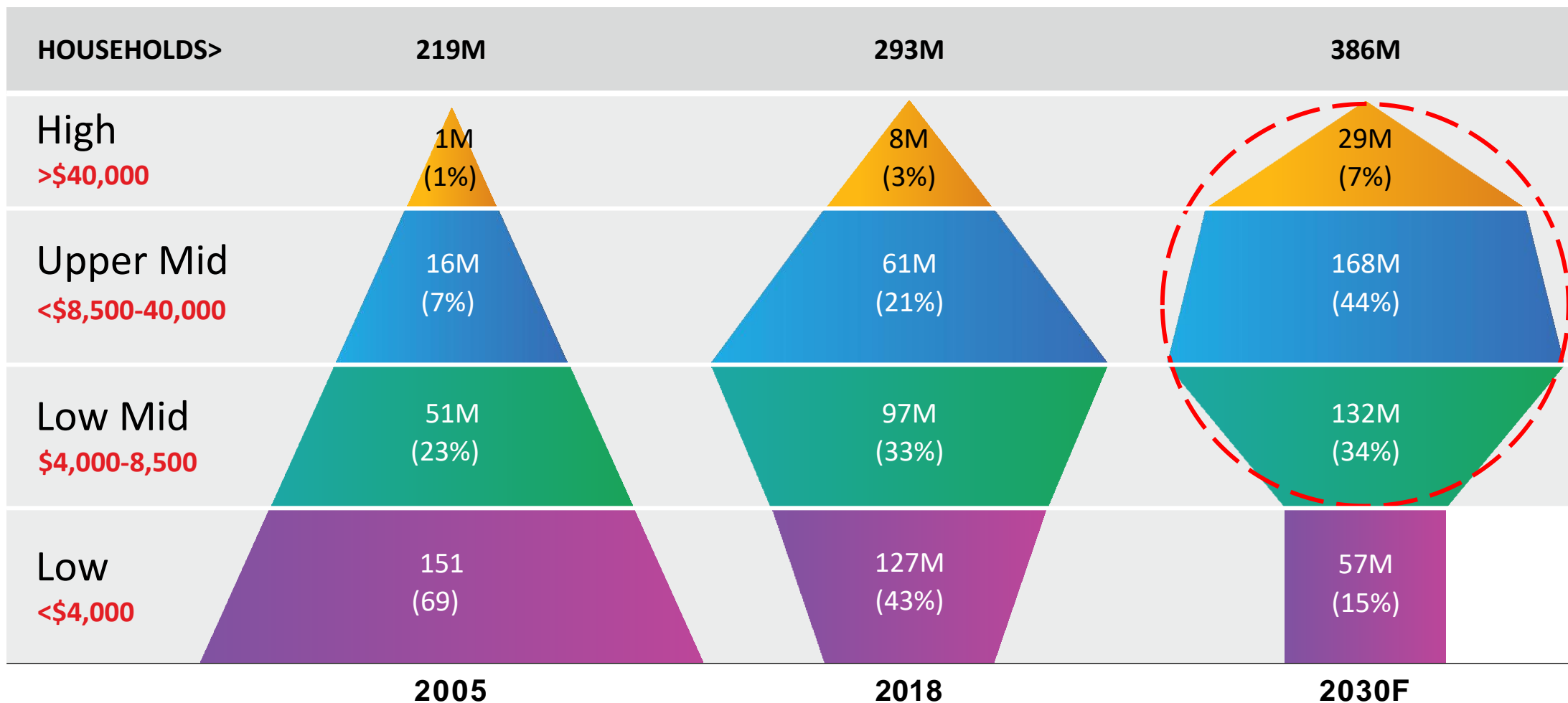


*Source: FICCI- EY

Media spends tend to mirror GDP growth / degrowth



MACRO TAILWINDS: Growing middle-class will boost both advertising as well as subscription spends



Income per HH in real terms at 2017-18 prices

Source: World Economic Forum

LARGE AND GROWING MARKET: Laid the foundation to capitalize on the growth in both television and digital media



CY 2022

CY 2025E



Subscription 7,200 + Advertising 31,900

Subscription 9,500-12,500 CAGR (2022-25): 10-20% + Advertising 48,900 CAGR (2022-25): 15%

+ More than 3/4ths of the advertising market in 2025



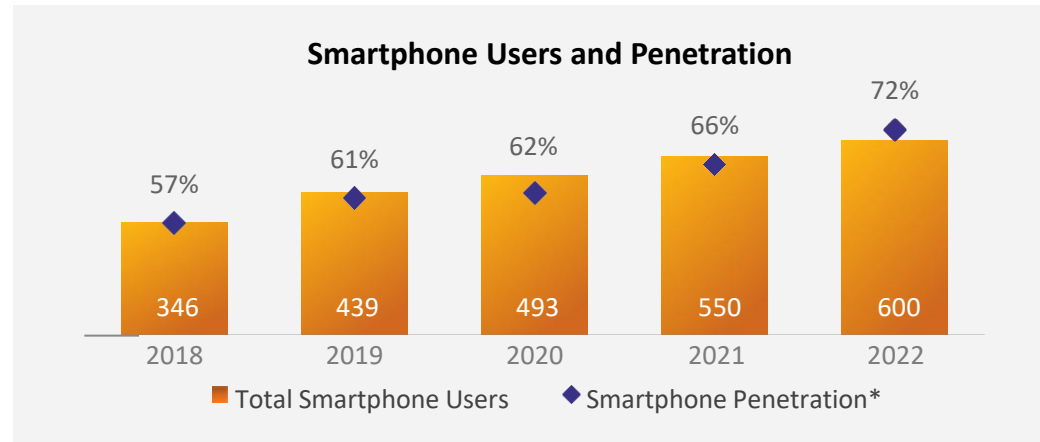
Subscription 39,200 + Advertising 31,800

Subscription 42,500 CAGR (2022-25): 3% + Advertising 37,100 CAGR (2022-25): 5%

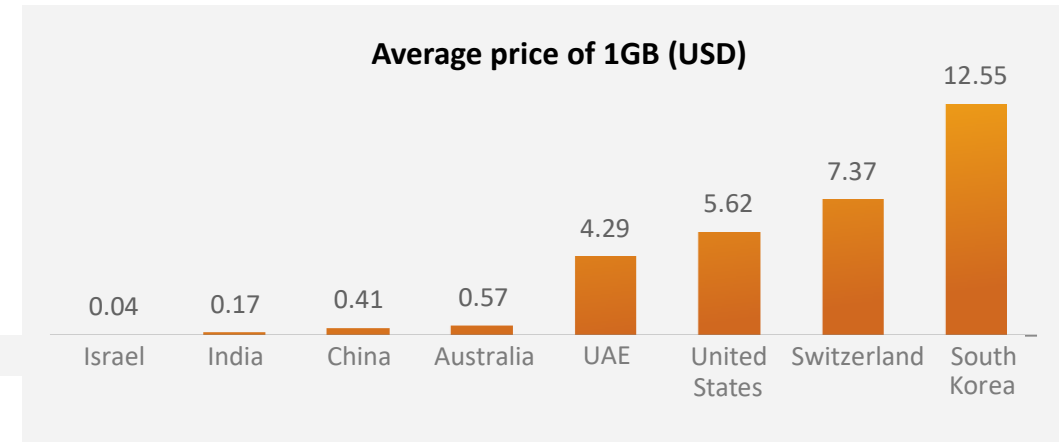
LARGE AND GROWING MARKET: Digital media will continue to grow on the back of a strong foundation of digital infrastructure and adoption



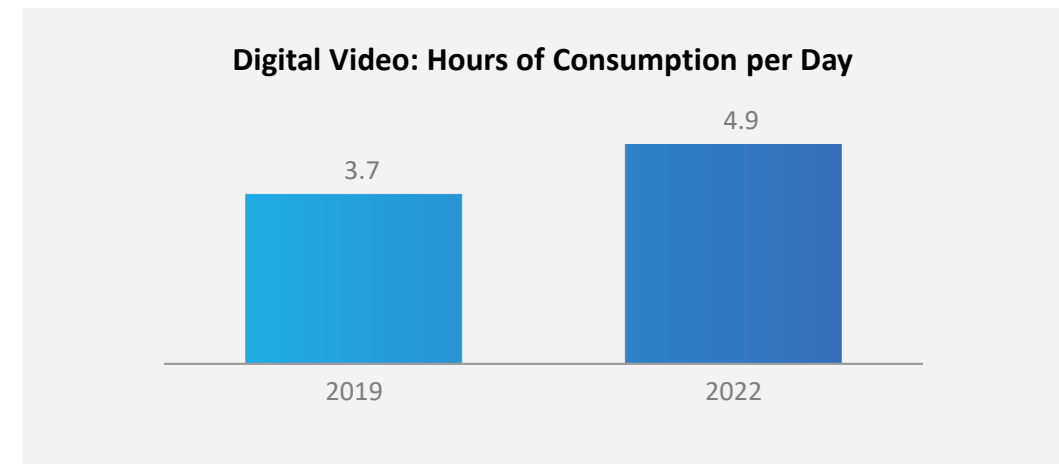
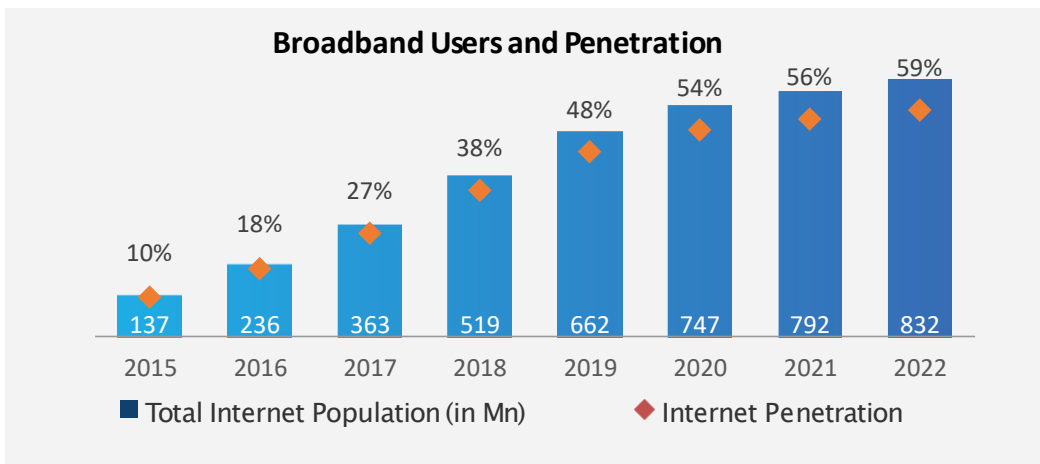
Affordable smartphones and cheap data prices



*Smartphone users as a % of total internet population



...have lead to an explosion in internet usage and given a boost to digital video consumption



LARGE AND GROWING MARKET: Despite being the largest and most mature segment in M&E, television still has headroom for growth



Headroom for Growth

TV Dark Houses



300 Mn



210 Mn



90 Mn

Rise in rural and middle class income, benefits of village electrification and drop in TV prices to drive further TV adoption

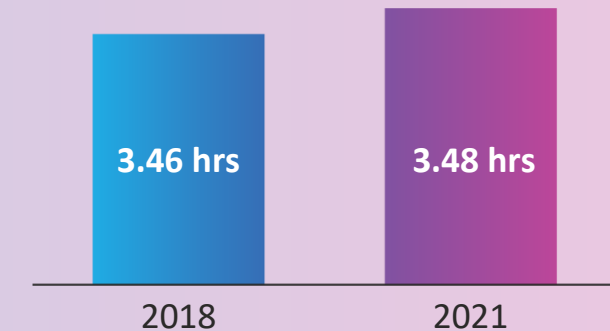
Price Arbitrage vs. Digital

	Pay TV ARPU p.m.	Digital ARPU p.m.
USA	\$40-80	\$8-12
UK	\$25-40	\$6-12
Africa	\$15-20	\$5-8
Middle East	\$15-20	\$5-12
India	\$2-5	\$3-8

TV continues to be **THE MOST ECONOMICAL** source of entertainment with viewers being spoilt for CHOICE at a low price point

Consumption Remains Strong

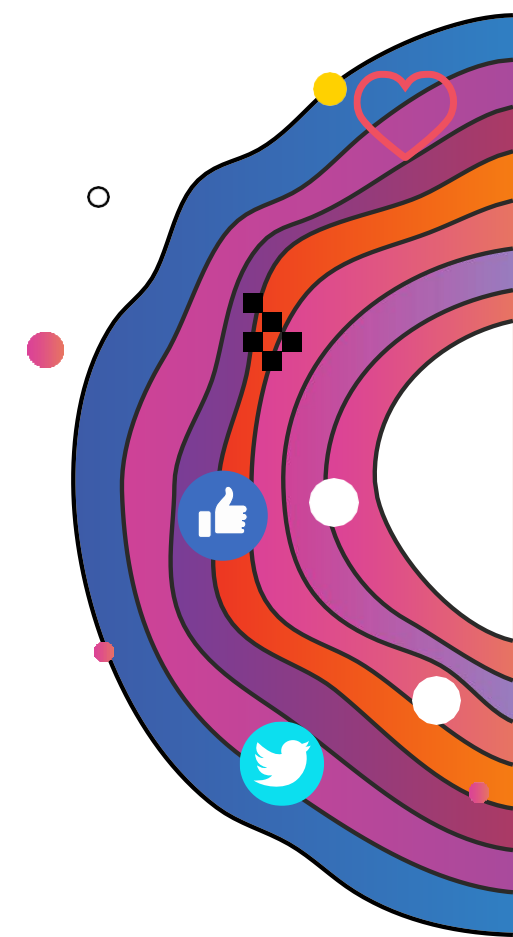
~Hours of Consumption Per Day



While Covid-19 led to a surge in consumption across digital screens and platforms, the TV consumption remained strong

COMPETITIVE ADVANTAGE:

Leveraging the strengths built over the years



TECHNOLOGY AND DATA:

Investing in strengthening digital capabilities



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**Digital Transformation at
Enterprise Level**



Data Analytics

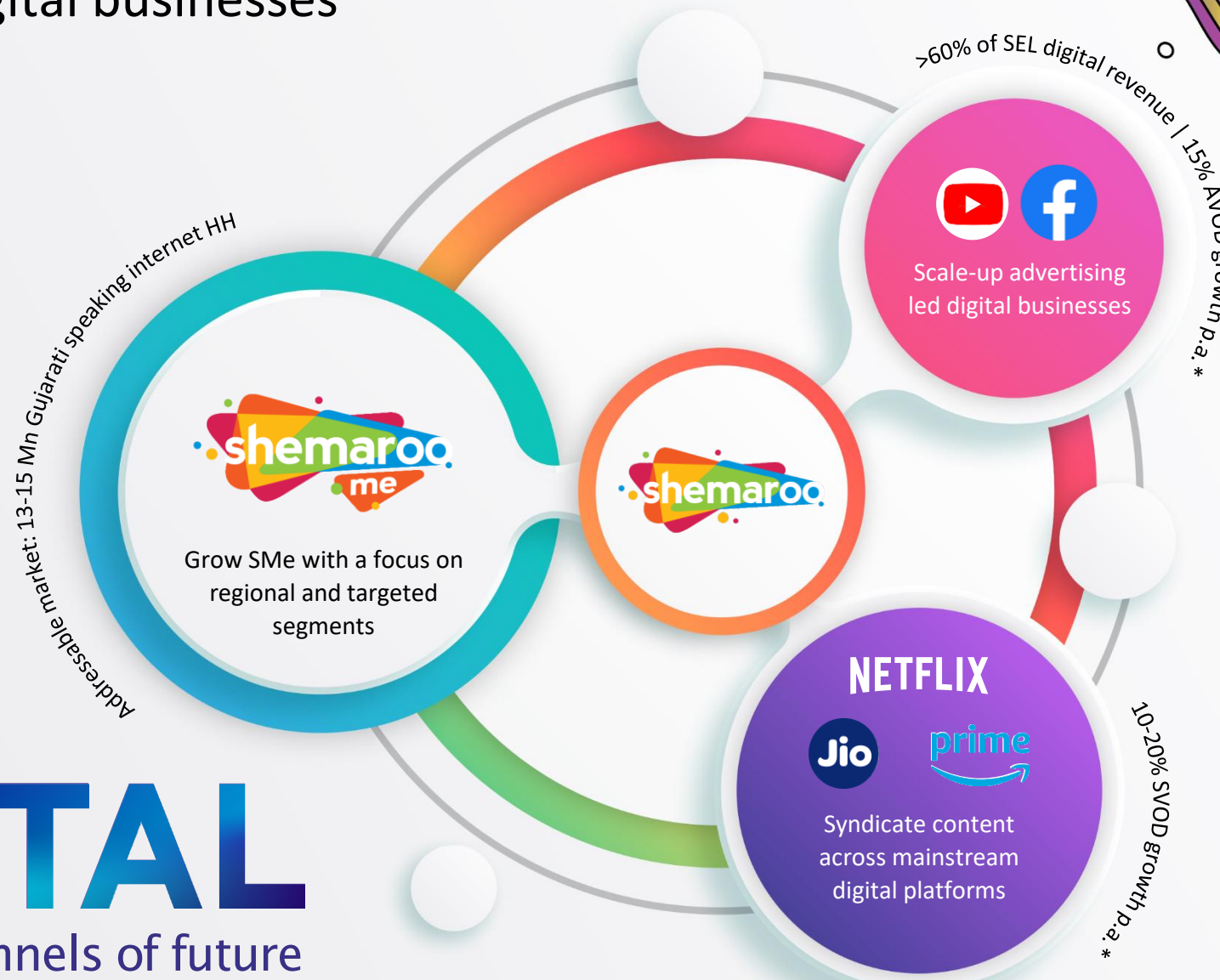


**Early Adopters in
New-Age Tech**

DIGITAL: We have a clear three-pronged strategy for growing our digital businesses



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Scale-up advertising led digital businesses

YouTube icon | Facebook icon

Scale-up advertising led digital businesses

Jio icon | prime icon

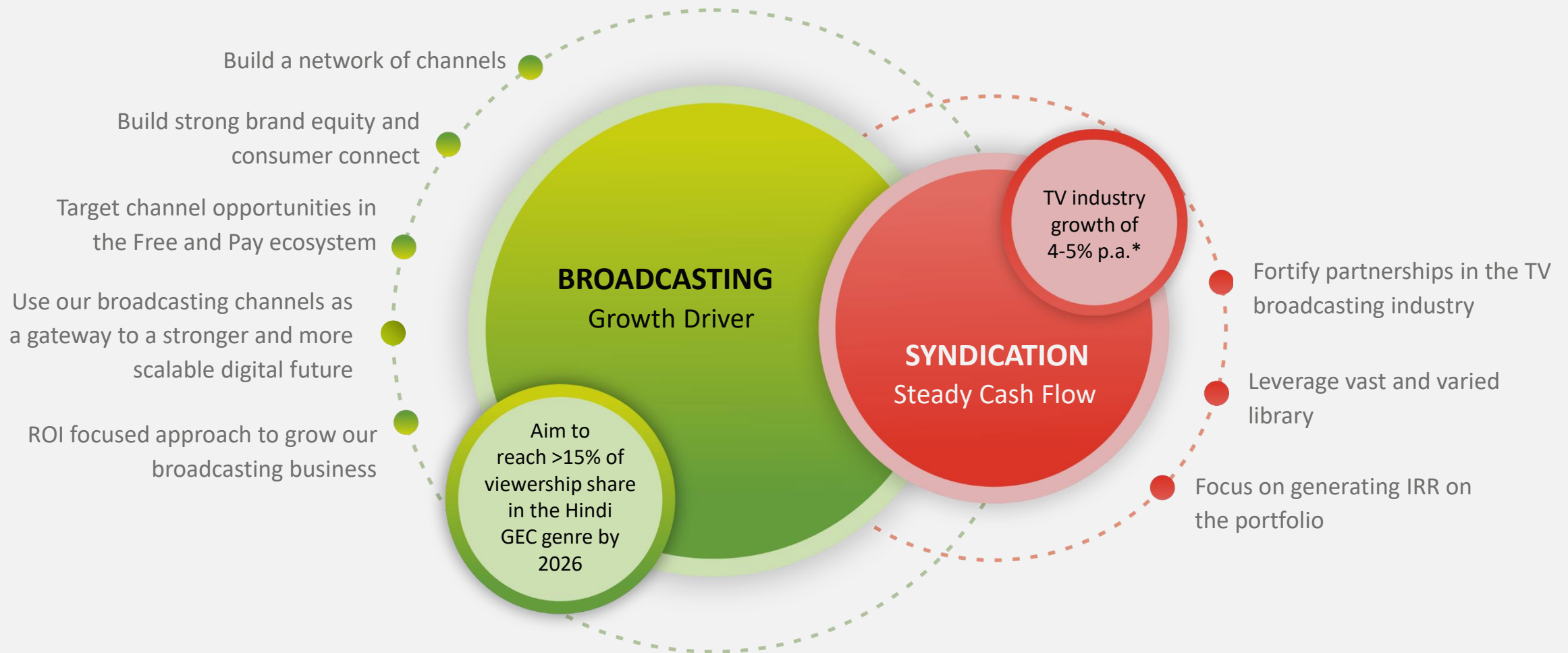
DIGITAL

Leading the channels of future

* Projected industry growth



TRADITIONAL: While broadcasting will be the growth driver, syndication will drive cash flows



* Projected growth

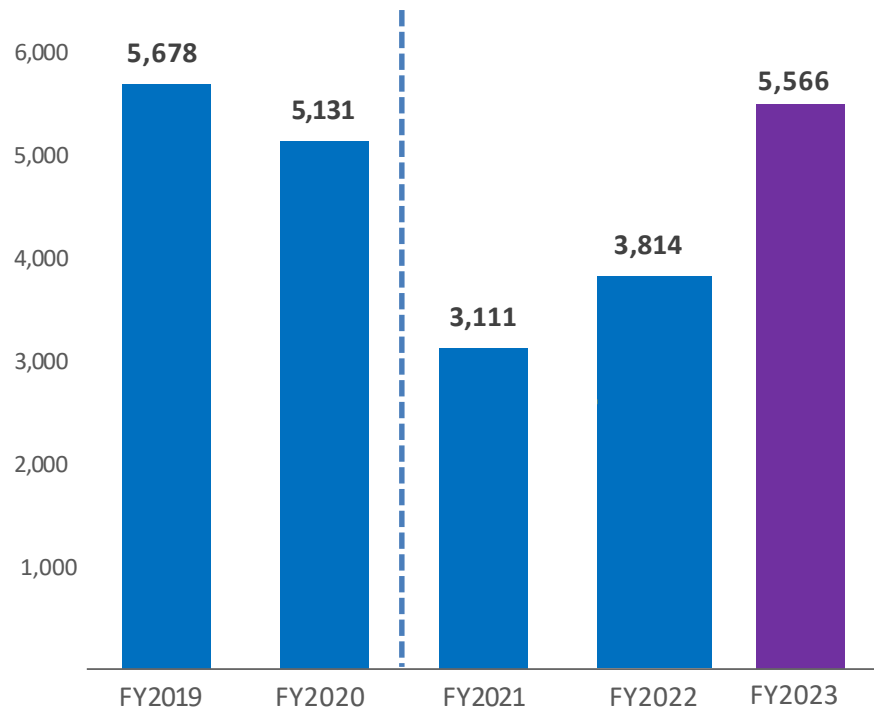
STRONG CASH FLOWS AND PREDICTABLE FINANCIALS



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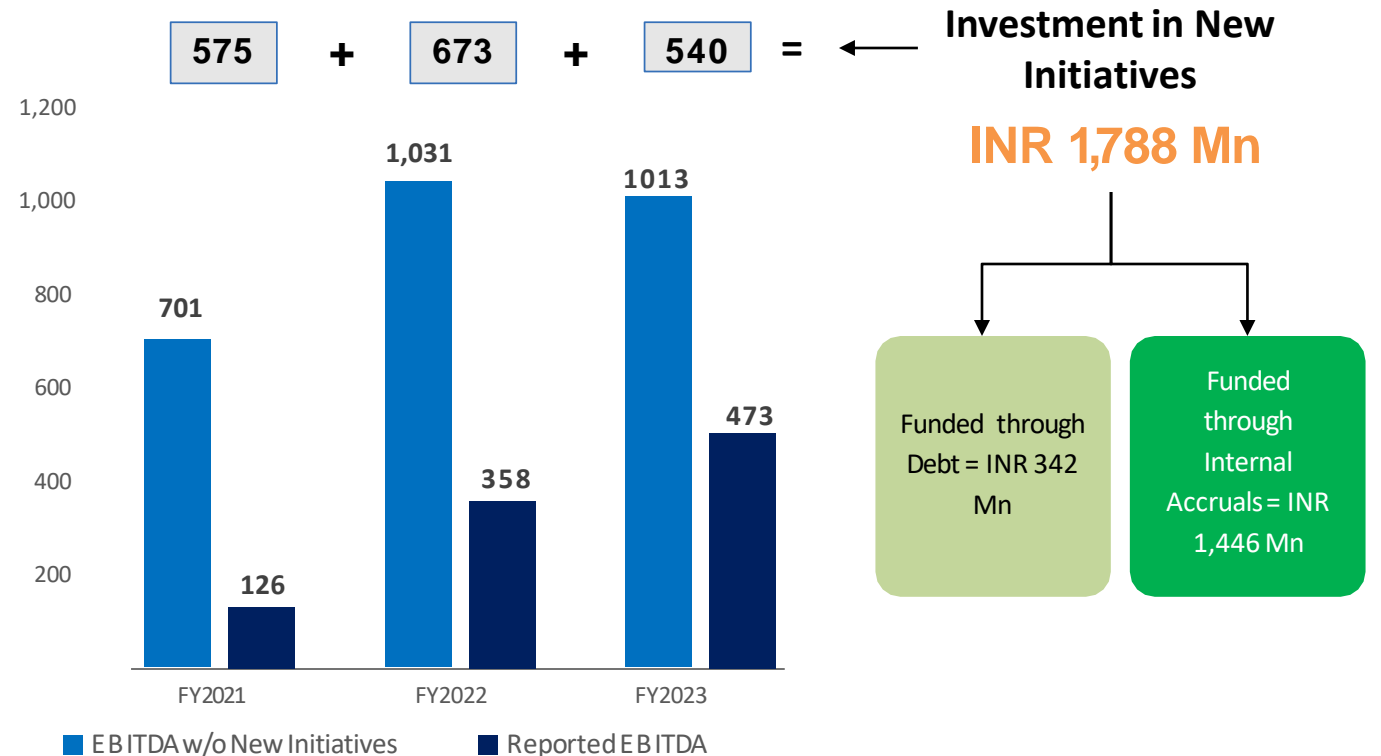
Shift in mix towards B2C has led to more predictable revenues

Operating Revenue (in INR Mn)

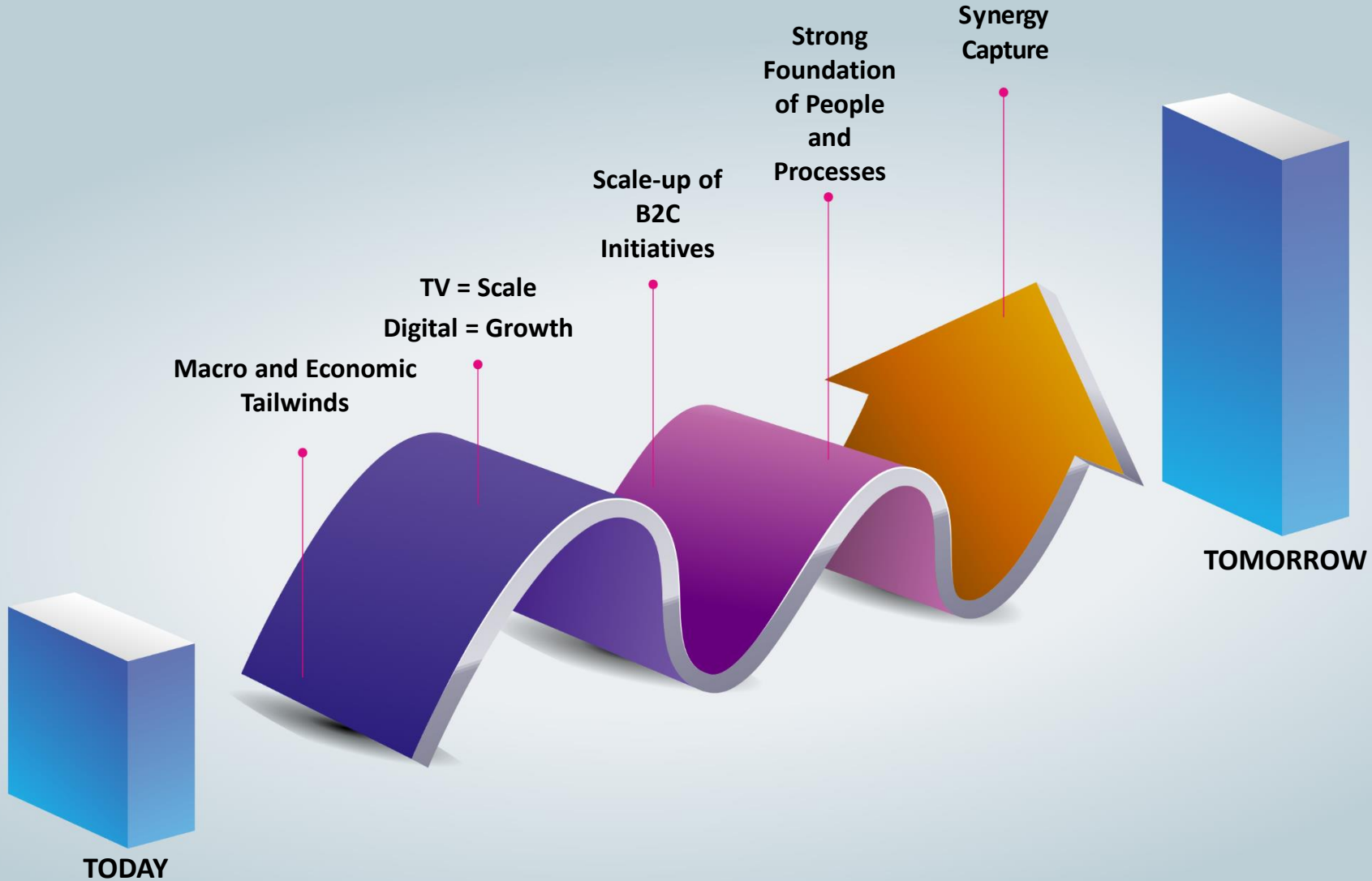


More than 80% of the investment in new initiatives FY2021 onwards has been funded through internal accruals

EBITDA (in INR Mn)



LEVERS FOR LONG-TERM VALUE CREATION



THANK YOU

