



Eros International Builds Strong Growth Momentum with Q2 FY2019 - PAT up by 39.5% & Income by 17.1%

- PAT stood at INR 770 million up by 39.5%; PAT margin expands to 24.0% in Q2 FY2019 from 20.2% in Q2 FY2018
- Total Income stood at INR 3206 million, increased by 17.1% from the corresponding quarter which was at INR 2739 million
- EBIT stood at INR 1068 million up by 23.0% from corresponding quarter; EBIT margin expands to 33.3% in Q2 FY2019 from 31.7% in Q2 FY2018
- Theatrical Revenues contributed – 28.1%, Overseas Revenues – 23.7% and Television & Others – 48.2% as a percentage of Income from Operations
- Leverage and Liquidity improves further – Net Debt reduced from INR 5557 million to INR 5112 million and Net Debt / Equity reduced from 0.25 to 0.21; Cash at Hand increased from INR 1872 million to INR 2106 million from March 31, 2018
- Eros and V.Vijayendra Prasad partner to jointly develop scripts, greenlight projects, produce & distribute films and web-series across Hindi, Telugu and Tamil languages; 10 stories already in pipeline. Additionally, Eros International collaborates with Kyta Productions for two films – Vishal Bhardwaj's Pataakha and the Hindi remake of Kannada super hit Kirik Party
- Eros remains focused on its film pipeline, with 40 – 50 films across genres, Hindi and regional languages slated to release during this financial year. Eros has started Q3 FY 2018 with a strong set of releases with an interesting mix of genres ranging from comedy to horror and crime thriller and encouraging response from the audiences – Boyz 2, Tumbbad, and Overseas releases for Andhadhun, Helicopter Eela, and Namaste England

Mumbai, October 26, 2018: Eros International Media Ltd. (BSE Script Code: 533261; NSE Script Code EROSMEDIA) a leading global Indian Film and Digital Studio, today announced unaudited financial results for the quarter ended September 30, 2018.

Key Business Highlights & Announcements:

- Eros' investments are focused on enhancing its position as a premium content owner of Indian film and digital content while maintaining a conservative balance sheet - Performance during the period was driven by the theatrical releases of Happy Phirr Bhag Jayegi, the critically acclaimed Manmarziyan, Pataakha, Saakshyam (Telugu), Tc.Gn - Take Care Good Night (Marathi) amongst others. Healthy overseas releases of Batti Gul Meter Chalu and Nawabzaade also contributed to the overall performance, reinforcing the portfolio and film mix strategy
- Revenue growth driven by a stronger release slate: Eros released 17 films (4 medium budget, 13 small budget) & 1 Digital Series in Q2 FY2019 as compared to 7 films (2 medium budget, 5 small budget) in Q2 FY2018
- Margin expansion driven by content - driven films, strong pre-sales strategy and catalogue monetization



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, 2nd Floor, Plot No. 12, Off Veera Desai Road, Andheri (W), Mumbai - 400 053
CIN No. L99999MH1994PLC080502



- Capital structure and coverage ratios improve further and are well within the prescribed norms
- Contribution from the television and others segment stood healthy at 48.2%, including satellite sales of Saakshyam (Telugu)
- Eros Music's Manmarziyaan music album ranks first on AirCheck (RCS) India Rating Chart. The music of the movie ranked number one in the Top Twenty Albums (Movie/Music) on Radio in India as per the AirCheck (RCS) India Rating
- Eros International's Marathi Superhit Boyz 2 shines at the box office collecting INR 130 million within 10 days of release
- In this quarter, the Company released "Side Hero", an Eros Now original series on Eros Now, parent Eros International Plc's OTT platform. With new series "**Smoke**" being launched today, there are a host of other new launches including short form web series, short films, as well as digital films on Eros Now
 - Side Hero trailer generates over INR 10 million views in less than a week – Most watched trailer of any Indian original series. This 8-episode series that released on 24th September has been widely appreciated by the audiences
 - Eros Now's Original 'SMOKE' premiered at MIPCOM 2018 in Cannes under 'Made in India Originals' category

Commenting on the performance of Q2 & H1 FY2019, Mr. Sunil Lulla, Executive Vice Chairman & MD of Eros International Media Ltd. said: "We continue to be a pioneer in industry innovations in catering to the changing tastes and preferences of the audiences and are happy to report a strong performance during the Q2 and H1 FY2019 which has been a result of our continuous focus on building a portfolio of deeply researched, content driven films that appeal to a wide cross-section of audiences, produced at optimum costs and marketed around the world across diverse entertainment platforms. During Q2 FY2019, we had a tremendous response from the audience for our releases - a total of 17 films & 1 Digital series comprising of the hit franchise 'Happy Phirr Bhag Jayegi', the critically acclaimed 'Manmarziyan,' Vishal Bharadwaj directed 'Patakhaha', Saakshyam (Telugu), Tc.Gn - Take Care Good Night (Marathi) amongst others. Overseas releases of Batti Gul Meter Chalu (Hindi) and Nawabzaade (Hindi) supported to deliver margin enhancing performance again in this quarter.

With our strategy of being a leading producer in digital content, we released an ErosNow 8-episode original series directed by Rohan Sippy, "Side Hero," which was received very well by the global audiences. Going forward, we have a refreshing slate of high-potential ErosNow originals with crime drama "Smoke" releasing today. We believe with the roll-out of our digital original series, we will be able to capture the attention of the fast growing millennial and post-millennial audiences, while spurring the growth with subscriber addition and penetration in other cities for Eros Now".

He further added, "H2 FY19 has begun well for us with the successful release of "Boyz 2" (Marathi), "Tummbad" as well as "Andhadhun" (overseas), "Helicopter Eela" (overseas) and "Namaste England" (overseas) at the box office. Further, we have a growing and compelling line-up for the remainder of FY 2019 and FY2020. As we look forward, our proven content acquisition and co-production model, our strong partnerships with Colour Yellow Production, Reliance Industries and the latest partnership with V. Vijayendra Prasad as well as our Indo-China collaborations will be the key differentiator in the forthcoming quarters."



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Partnerships and Other Developments:

- Eros and V. Vijayendra Prasad agreed to partner and jointly develop scripts, greenlight projects, produce & distribute films and web-series across Hindi, Telugu and Tamil languages; 10 stories already in pipeline
- Eros teamed up with producers Dheeraj Wadhawan, Ajay Kapoor, Ishant Saxena, Vishal and Rekha Bhardwaj and released *Pataakha* in India, a Rajasthan-set drama about two warring sisters and the yet untitled Hindi remake of Kannada blockbuster *Kirik Party*, worldwide starring Kartik Aaryan and Jacqueline Fernandez

Achievements:

- Eros International senior management bag prestigious awards at 'Pride of India Awards' 2018. Kishore Lulla and Rishika Lulla Singh receive 'Most Responsible Leader' and 'India's most Trusted CEOs' Awards at 'Pride of India Awards' 2018 by WCRC Leaders Asia
- Kishore Lulla was awarded the Game Changers of India at the ET Global Business Summit, London Edition
- Rishika Lulla Singh, CEO, Eros Digital honored at BW Business World 40 Under 40 Awards and Summit
- Ridhima Lulla appointed as the Head of the ICC Western India Expert Committee on Media & Entertainment by the ICC Board
- Team Eros Now won two awards at the 'Times National Awards for Marketing Excellence'. Rishika Lulla Singh won 'Women Leadership in Industry Award' and the social media team won 'Best Social Media Campaign' for *Munna Michael*

About 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 four 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. 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 more information please visit: www.erosintl.com

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Contact:

Amita Naidu
Eros International
M: +91 98204 38754
E: amita.naidu@erosintl.com

Abhinav Srivastava
AvianWE
M: +91 98923 23750
E: abhinav@avianwe.com



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