



## NDTV REPORTS TURNAROUND FOR Q4 AS WELL AS FOR THE YEAR 2014-15

### NDTV EARNINGS RELEASE FOR THE QUARTER ENDED 31 MARCH 2015

- NDTV Consolidated profit in Q4 (before tax and exceptional items) is Rs 10.5 crore as compared to a loss of Rs 35 crore same quarter last year.
- NDTV Standalone profit in Q4 (before tax and exceptional items) is Rs 8.7 crore as compared to a loss of Rs 16.4 crore same quarter last year.
- NDTV Consolidated reports a turnaround of Rs 62 crore from an EBIDTA loss of Rs 29 crore in last year to an EBIDTA of Rs 33 crore in FY15.
- NDTV Consolidated income from operations increased by Rs 112 crore to Rs 571 crore from Rs 459 crore last year

### Financial – Breakdown by Key Verticals

All figures in Rs Crore

PARTICULARS Full Year FY 2014-15	Television & Allied (A)		Digital (B)		Sub-Total (A + B)		E-Commerce		Inter-segment		Total	
	CY	LY	CY	LY	CY	LY	CY	LY	CY	LY	CY	LY
Revenue	508	449	107	72	615	521	19 <sup>1</sup>	6	(49)	(32)	586	495
Expense	466	467	84	60	551	527	45	30	(43)	(32)	553	524
<b>EBITDA</b>	<b>42</b>	<b>(18)</b>	<b>22</b>	<b>12</b>	<b>64</b>	<b>(6)</b>	<b>(26)</b>	<b>(24)</b>	<b>(6)</b>	-	<b>33</b>	<b>(29)</b>
<b>PAT (before exceptional items)</b>	<b>(4)</b>	<b>(64)</b>	<b>11</b>	<b>7</b>	<b>7</b>	<b>(56)</b>	<b>(26)</b>	<b>(25)</b>	<b>(6)</b>	-	<b>(25)</b>	<b>(81)</b>
Exceptional items*	(19)	-	-	-	(19)	-	-	-	-	-	(19)	-
<b>PAT</b>	<b>(23)</b>	<b>(64)</b>	<b>11</b>	<b>7</b>	<b>(12)</b>	<b>(56)</b>	<b>(26)</b>	<b>(25)</b>	<b>(6)</b>	-	<b>(44)</b>	<b>(81)</b>

\*Non-cash items: impairment of investment in Jaiprakash Power (7.8 Cr), write-down of deferred tax assets (11.2 Cr)

- NDTV (other than ecommerce) reports an EBIDTA of Rs 64 crore in FY 15, as compared to an EBIDTA loss of Rs 6 crores last year
- NDTV's digital arm NDTV Convergence clocked Rs 107 crore revenue at a 47% growth rate for FY15
- NDTV's E-commerce vertical - IndianRoots.com achieves 8x multiple of Gross Merchandize Value (GMV) to Rs 61 crore in the current year from Rs 8 crore last year.

## Business Highlights

### Broadcast

NDTV Prime's effective re-positioning as a youth audience channel with genre specific show bands saw revenues for NDTV Profit/Prime grow 66% Y-o-Y as the channel attracted new and contextually integrated sponsors. NDTV Profit/Prime continued its run of being EBITDA breakeven into its third consecutive quarter

NDTV India broke its highest revenue record for the second year in a row with sales of Rs 106 Cr during the financial year

Q4-2015 & FY15 PAT includes two non-cash exceptional items

- Impairment of investment in Jaiprakash Power Ventures Limited = Rs 7.8 Cr
- Write-down of deferred tax assets = Rs 11.2 Cr

### Digital: Convergence

All revenues streams – Web, VAS, and App showed healthy growth in revenues, exceeding even our internal expectations

E-Commerce: [www.IndianRoots.com](http://www.IndianRoots.com)

- Indianroots won the 'e-Retailer of the Year Award 2015' at the **Indian eRetail Awards 2015**
- Number of transactions rose 5 times vs last year, Average Order Value (AOV) more than doubled in the current year to Rs 17,000 vs Rs 9,000 in the previous year
- Clocked a GMV of Rs 26 crore for the quarter compared to Rs 6 crore last year same quarter

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