

T.V. Today Network Ltd

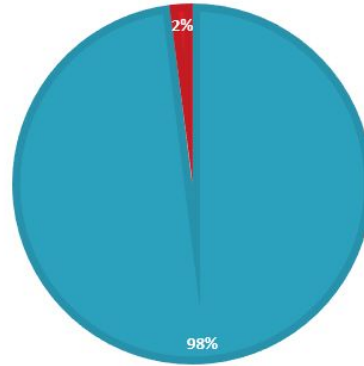
ABOUT THE COMPANY:

TV Today Networks Ltd. is a media and entertainment company which is largely owned by the **Arun Purie** controlled Living Media India Limited (**India Today Group**).

The company broadly engages its operation into these **4 categories** of television channels. **Aaj Tak** and **Aaj Tak HD** broadcast news specifically in Hindi, while **India Today** channel broadcasts the news in English. Both of these are **24-hour news delivering channels**.

REVENUE DISTRIBUTION

■ Television and other Media Operations ■ Radio Broadcasting



सबसे तेज़



गुड न्यूज़ टुडे



The company has also launched **GNT**, replacing one of its channel named, **Aaj Tak Tez** especially with the aim of spreading positive, inspirational and optimistic journalism. The company also owns a radio station named **ISHQ 104.8 FM** which operates in Kolkata, Mumbai and Delhi.

OTHER FORMS OF BROADCASTING (NEWER BUSINESS VENTURES)

DIGITAL OPERATIONS

The Company emerged as the No. 1 video news publisher towards the end of 2022.

Aaj Tak crossed the 50 million subscriber mark on YouTube and retains its position as the World's Most Subscribed and Watched News Channel on YouTube, and also became the first in News space to get a Custom Play Button.

Aaj Tak and India Today are also the first news channels to be available on Alexa.

Taks and The Lallantop are Company's own brand destination initiative to achieve leadership position in the Digital First News Business



TAK APP



THE LALLANTOP

DIGITAL FIRST BRANDS

6.9
BILLION
Video Views on
YouTube in
FY 21-22

4.2
BILLION
Video Views on
Facebook in
FY 21-22

The Company's,
Digital First Channels
collectively have a fan
base of 69.3 Million on
YouTube as of Mar'22

KEY ACHIEVEMENTS

The Company's 20 digital-first channels have garnered 11.1 Billion video views across social media platforms.

(Source: Facebook Insights, YouTube Analytics, April '21 – March '22)

The Company has 20 dedicated Tak digital-first channels with a presence across 11 content genres such as National News, International News, Business News, Regional News, Sports News, Crime News, Entertainment, Astrology, Fitness, & Literature.



***“Aapki News, Aapke Liye,
Aapke Time Par”***

TAK APP

India has 640 million internet users presently of which 350 million consume video online. USA has about 92% and China about 85% penetration in this area.

The Tak universe had a 55.4 Million fanbase and 8.3 Billion video views on social platforms in 2021-22. The new version of the Tak App is India's first personalized video-only news app. It has a pool of 19 video channels offering content in 11 genres across four languages – Hindi, Marathi, Gujarati, and Gurmukhi.

The app offers short-form content, and long-form content and lives with interactivity, where users can chat with like-minded people and express their opinion through voting.



THE LALLANTOP

The Lallantop is a digital first Hindi news platform with over 21 Million subscribers and 1.9 billion views on YouTube and 96.2 million users on our native platform.

We offer news in an easy to understand manner with a storytelling approach. Creating the most viral and share worthy content,

The Lallantop sets a benchmark in video views and subscriptions forming a personal trust worthy bond with its viewers and audiences

Growth Rate: The channel crossed 21 million subscribers and added 3.5 million new subscribers in 2021-22

THE NEWEST VENTURES



'India Today Originals', a content hub which produces original series and features in the nonfiction and fiction space for streaming and audio platforms.

With the group's incredible content pool sourced through decades of reporting experience, the company already stands at an advantageous position to dive into original content space



The Company launched its esports and gaming division with a focus on creating some of the biggest Intellectual Properties in the world of gaming to make esports mainstream across India.

The Company conducted ESports Premier League (ESPL), the world's first franchise-based esports tournament for Free Fire.

It also organised the first edition of the World Esports Cup (WEC), its first international-level tournament between India, Pakistan and Nepal for Free Fire.

India Today Gaming aims to make stars out of gamers by bringing gamers into the mainstream media.



Moreover, an exciting entry into the OTT landscape lies ahead with our partnership with Amazon Audible for 100 hours of content.

CSR(CORPORATE SOCIAL RESPONSIBILITY) INITIATIVES

What are CSRs?

Corporate social responsibility is a business model by which companies make a concerted effort to operate in ways that enhance rather than degrade society and the environment. CSR helps both improve various aspects of society as well as promote a positive brand image of companies.

A. PROJECT ALIGNED TO PROMOTING PREVENTIVE HEALTH CARE & COVID RESPONSE

B. PROJECT ALIGNED TO ENSURING ENVIRONMENTAL SUSTAINABILITY, AGRO FORESTRY, CONSERVATION OF NATURAL RESOURCES & MAINTAINING QUALITY OF SOIL, AIR & WATER

Cost Incorporations for CSR

The Company has allocated `4,25,44,300/- towards CSR activities for the financial year 2021-22 to Care Today Fund. Out of the said amount Care Today Fund utilized `2,55,86,278/- to implement projects aligned to Schedule VII of Companies Act 2013 under five CSR activities.

C. PROJECTS PROMOTING EDUCATION

D. PROJECTS ON EMPLOYMENT ENHANCING VOCATION SKILLS AND LIVELIHOOD ENHANCEMENT

E. PROJECT ALIGNED TO DISASTER MANAGEMENT

BOARD OF DIRECTORS

MR. AROON PURIE

Chairman & Whole-time Director
(Promoter)

Nationality	Indian
Shareholding	9,21,782 shares (1.54%)
Board memberships – Indian Listed companies	
T.V. Today Network Limited	Chairman & Whole-time Director (Promoter)
Directorships in other Public Ltd. companies* (excluding T.V. Today Network Limited)	3
No. of Memberships/ Chairmanships of other Board Committees** (excluding T.V. Today Network Limited)	Member: 1 Chairman: Nil

AREAS OF EXPERTISE



Leadership



Management



Financial Expertise



Governance



Strategy Development & Implementation



Knowledge of Media Sector



Information Technology



Risk Management



Human Resources

MS. KALLI PURIE BHANDAL

Vice Chairperson &
Managing Director (Promoter)

Nationality	Indian
Shareholding	Nil
Board memberships – Indian Listed companies	
T.V. Today Network Limited	Vice Chairperson & Managing Director (Promoter)
Directorships in other Public Ltd. companies* (excluding T.V. Today Network Limited)	1
No. of Memberships/ Chairmanships of other Board Committees** (excluding T.V. Today Network Limited)	Member: Nil Chairperson: Nil

AREAS OF EXPERTISE



Leadership



Management



Financial Expertise



Governance



Strategy Development & Implementation



Knowledge of Media Sector



Information Technology



Risk Management



Human Resources

MR. ASHOK KAPUR

Non-Executive-
Independent Director

Nationality	Indian
Shareholding	Nil
Board memberships – Indian Listed companies	
T.V. Today Network Limited	Non-Executive- Independent Director
Directorships in other Public Ltd. companies* (excluding T.V. Today Network Limited)	3
No. of Memberships/ Chairmanships of other Board Committees** (excluding T.V. Today Network Limited)	Member: Nil Chairman: Nil

AREAS OF EXPERTISE



Leadership



Management



Financial Expertise



Governance



Strategy Development & Implementation



Risk Management



Human Resources

MR. RAJEEV GUPTA

Non-Executive-
Independent Director

Nationality	Indian
Shareholding	Nil
Board memberships – Indian Listed companies	
T.V. Today Network Limited	Non-Executive- Independent Director
Vardhman Special Steels Limited	Non-Executive- Independent Director
EIH Limited	Non-Executive- Independent Director
United Spirits Limited	Non-Executive- Independent Director
Rane Holdings Limited	Non-Executive- Independent Director
Directorships in other Public Ltd. companies* (excluding T.V. Today Network Limited)	4
No. of Memberships/ Chairmanships of other Board Committees** (excluding T.V. Today Network Limited)	Member: 3 Chairman: 1

AREAS OF EXPERTISE



Leadership



Management



Financial Expertise



Governance



Strategy Development & Implementation



Risk Management



Human Resources

MR. DEVAJYOTI N. BHATTACHARYA

Non-Executive – Non-Independent Director

Nationality	Indian
Shareholding	4,655 shares (0.01%)
Board memberships – Indian Listed companies	
T.V. Today Network Limited	Non-Executive – Non-Independent Director
Century Enka Limited	Non Executive – Non Independent Director
Directorships in other Public Ltd. companies* (excluding T.V. Today Network Limited)	8
No. of Memberships/ Chairmanships of other Board Committees** (excluding T.V. Today Network Limited)	Member: 2 Chairman: Nil

AREAS OF EXPERTISE**MR. ANIL VIG**

Non-Executive-Independent Director

Nationality	Indian
Shareholding	Nil
Board memberships – Indian Listed companies	
T.V. Today Network Limited	Non-Executive-Independent Director
Directorships in other Public Ltd. companies* (excluding T.V. Today Network Limited)	Nil
No. of Memberships/ Chairmanships of other Board Committees** (excluding T.V. Today Network Limited)	Member: Nil Chairman: Nil

AREAS OF EXPERTISE**MRS. NEERA MALHOTRA**

Non-Executive-Independent Director

Nationality	Indian
Shareholding	900 shares (0.00%)
Board memberships – Indian Listed companies	
T.V. Today Network Limited	Non-Executive-Independent Director
Directorships in other Public Ltd. companies* (excluding T.V. Today Network Limited)	1
No. of Memberships/ Chairmanships of other Board Committees** (excluding T.V. Today Network Limited)	Member: 1 Chairperson: Nil

AREAS OF EXPERTISE

(i) Mr. Aroon Purie and Ms. Kalli Purie Bhandal are related as Ms. Kalli Purie Bhandal is the daughter of Mr. Aroon Purie. Except them, no other Director is related to any other Director.

(ii) As on March 31, 2022, expect Ms. Neera Malhotra who holds 900 equity shares and Mr. Devajyoti N. Bhattacharya who holds 4,655 equity shares of the Company, no other non-executive director of the Company holds equity shares in the Company.

S.no	Name of the Director/ KMP	Designation	**% increase in Remuneration in the FY 2021-22	**Ratio of remuneration of each Director to median remuneration of employees for the FY 2021-22
1	Mr. Aron Purie	Chairman & Whole time Director	23.62#	183.01
2	Ms. Kalli Purie Bhandal	Vice Chairperson & Managing Director	18.61*	165.46
3	Mr. Ashish Sabharwal	Group Head - Secretarial & Company Secretary & Compliance Officer	(10.32)	NA
4	Mr. Yatender Kumar Tyagi [^]	Chief Financial Officer	NA	NA

Mr. Aron Purie is entitled for fixed commission of 5% on net profits of the Company. Hence, the % increase in the remuneration is due to increase in net profits of the Company.

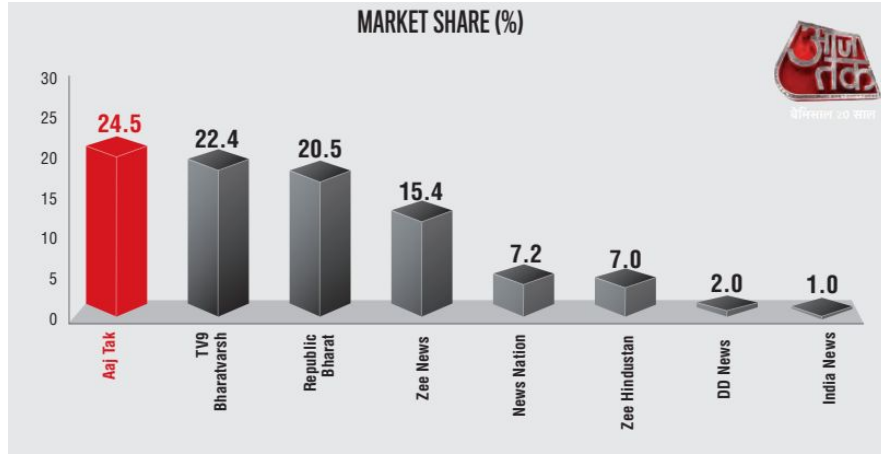
Ms. Kalli Purie Bhandal, apart from fixed remuneration, is also entitled for commission of upto 2% of net profits of the Company. Hence, increase in her remuneration is mainly due to increase in net profits of the Company.

Mr. Devajyoti N. Bhattacharya waived of his entire sitting fee during the financial year 2021-22.

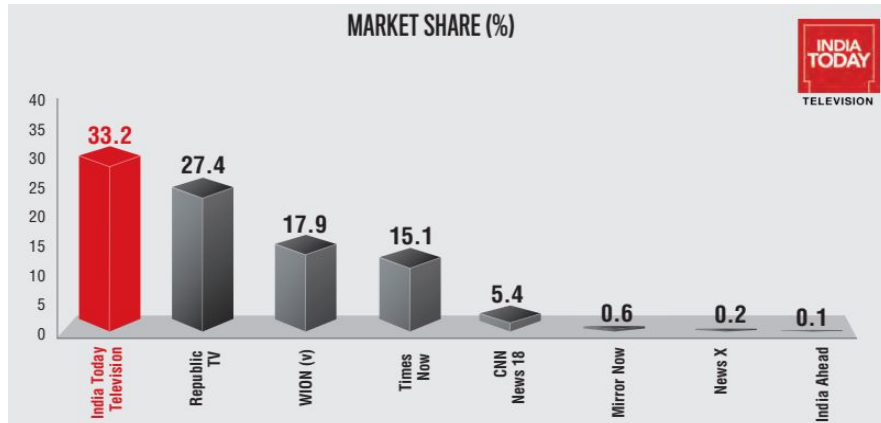
Name of the Directors	Sitting Fees	Salary and allowances ¹	Perquisites ²	Commission ³	Total
Executive directors					
Mr. Aron Purie	–	–	39,600	12,29,42,077	12,29,81,677
Ms. Kalli Purie Bhandal	–	5,98,78,008	21,18,164	4,91,92,671	11,11,88,843
Non-Executive Directors					
Mr. Rajeev Gupta	70,000	–	–	–	70,000
Mr. Ashok Kapur	70,000	–	–	–	70,000
Mr. Anil Vig	80,000	–	–	–	80,000
Mr. Devajyoti N. Bhattacharya	Nil*	–	–	–	Nil
Mrs. Neera Malhotra	90,000	–	–	–	90,000
Total	3,10,000	5,98,78,008	21,57,764	17,21,34,748	23,44,80,520

The Company has entered into service contract with Ms. Kalli Purie Bhandal, for a period of 5 years. The shareholders at the Annual General Meeting held on September 10, 2018, had approved the appointment and key terms of the agreement. Hence, Services of Ms. Kalli Purie Bhandal, may be terminated by either party, giving three month's notice or the Company paying three month's salary in lieu thereof. There is no separate provision for payment of severance fees.

MARKET SHARE OF VARIOUS BUSINESS SEGMENTS:



AAJ TAK maintained its leadership position in FY 2021-22 and was the clear leader during key news events such as coverage of Death of CDS Bipin Rawat, Kashi Vishwanath Corridor Inauguration; Security breach of PM Modi, Republic Day, Union Budget Day, demise of Lata Mangeshkar, Assembly Election Exit Poll, Assembly Election Results Day, and Russian Invasion of Ukraine. Aaj Tak is the only news channel reaching to 10 Crore viewers every week in 2022



“India Today Television” was clear No.1 among young audience (22-30M, Megacities) and was No. 2 in audience group 22+ M AB, in prime time (18:00-24:00).

The new Hindi News channel “Good News Today” from the Network crosses Zee News in the free network in last week of the FY. In free network Good News Today reaches to more number of audiences than News18 India, India TV, ABP News and Zee News.

SOME OBSERVATIONS FROM ANNUAL REPORT OF FY 2021-22

Segment	2021	2020
Television	72,000	68,500
Print	22,700	19,000
Digital Media	30,300	23,500
Filmed entertainment	9,300	7,200
Animation and VFX	8,300	5,300
Live events	3,200	2,700
Online gaming	10,100	7,900
Out of Home media	2,000	1,600
Radio	1,600	1,400
Music	1,900	1,500
Total	1,61,400	1,38,600

In 2021, Indian M&E sector grew by 16.4% to 1,61,400 Crore still 11% short of pre-pandemic 2019 levels, due to the second wave of COVID-19 which impacted the April – June quarter.

AajTak has shown a growth of 18.4% in users and 18.3% in pageviews YoY. Average time on Page has grown by 83% YoY as well.

Aaj Tak has maintained its leadership among Hindi News Channels in the new Audience Measurement System BARC with a Market Share of 24.5%

“India Today Television” was clear No.1 among young audience with 33.8% market share.

India’s media and entertainment (M&E) industry is expected to grow at a CAGR of 8.8 per cent to reach Rs 4,30,401 crore by 2026, according to PwC’s Global Entertainment and Media Outlook 2022-2026.

Digital advertising overtook television in 2021 on an aggregate basis to become the largest contributor to Indian advertising; it will continue to grow at a 20% CAGR, to reach `43,000 Crore by 2024. It is estimated that the digital segment is likely to grow to `53,700 Crore by 2024, at a 21% CAGR.

Radio and Physical Newspaper Industry size is expected to remain fairly constant at least for the next 3 year. (till 2026)

SOURCES OF REVENUE FOR THE COMPANY:

Income from advertisement and other related operations

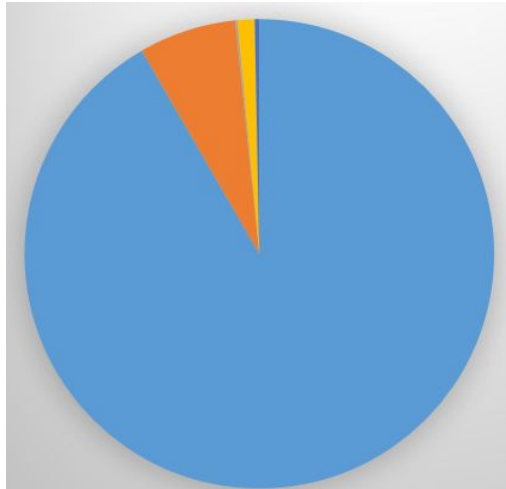
Subscription income

Advertisement income from exchange of services

Income from production support services

Fees from training

Revenue Streams	2021-22	% of Total Revenue
Income from advertisement and other related operations	852.54	91.66%
Subscription income	62.3	6.70%
Advertisement income from exchange of services	1.4	0.15%
Income from production support services	10.92	1.17%
Fees from training	2.94	0.32%
Sale of newspaper publications	0	0.00%
Total	930.1	100%



In 2018-19 and 2019-20 Sales of Newspaper Publications were somewhat a contributor but they have died out with time.

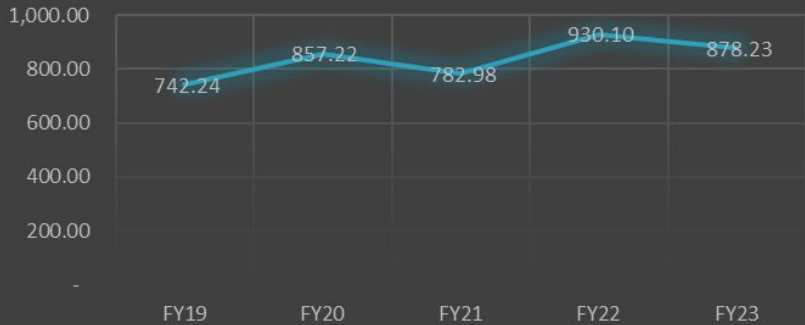
Major Contributor currently being income from Advertisements and other related operations.

FY 23 Annual report has not been published yet and this distinction was not found in the quarterly reports of 2022-23

SOME FINANCIAL INSIGHTS

Market Cap	₹ 1,153 Cr.	Current Price	₹ 193	High / Low	₹ 324 / 170
Stock P/E	12.1	Book Value	₹ 139	Dividend Yield	1.56 %
ROCE	13.0 %	ROE	9.57 %	Face Value	₹ 5.00
Dividend Payout	473 %	Current ratio	3.91	Debt	₹ 34.2 Cr.
EPS	₹ 14.8	Return on equity	9.57 %	Debt to equity	0.04
ROIC	11.7 %	Quick ratio	3.91	Inven TO	
Asset Turnover	0.71	Sales	₹ 878 Cr.	Profit after tax	₹ 95.1 Cr.
Mar Cap	₹ 1,156 Cr.	Industry PE	17.8	Price to book value	1.40
EVEBITDA	6.45	Price to Sales	1.32	Market Cap to Sales	1.32

Revenue (in Cr.)



EBITDA Margin (in %)



FINANCIAL VISUALIZATIONS

PAT (in Cr.)



ROE (in %)



P&L	FY19	FY20	FY21	FY22	FY23
Revenue	742.24	857.22	782.98	930.10	878.23
EBITDA	200.40	215.95	199.12	244.41	131.26
EBITDA %	27%	25%	25%	26%	15%
PAT	131.10	139.36	131.50	181.51	88.24
PAT %	18%	16%	17%	20%	10%
YoY increase in PAT		6%	-6%	38%	-51%

Cash Flow	FY19	FY20	FY21	FY22	FY23	3Y Average	5Y Average
Cash from operations (CFO)	124.89	200.58	165.88	235.66	40.74	147.43	153.55
Capex	23.67	35.17	21.22	42.29	-201.43		
Free Cash Flow (FCF)	101.22	165.41	144.66	193.37	242.17		
CFO/EBITDA	0.62	0.93	0.83	0.96	0.31	0.70	0.73
CFO/PAT	0.95	1.44	1.26	1.30	0.46	1.01	1.08

Valuation Ratios	Current	3Y Median	5Y Median	10Y Median	Max Duration Median
PE Ratio	12.1	11.9	12.6	16.2	18.6
PB Ratio	1.4	1.6	1.8	2.4	2
EVEBITDA Ratio	6.5	5.8	6.1	8.4	8.4
Price to Sales Ratio	1.4	1.8	2.1	2.6	2.4

THE QUESTION MARKS (DIVING DEEP INTO THE STATEMENTS & PROMISES)

Reason behind drastic YoY decline in the revenue figures in FY 23 and rapid rise in the Expenses incurred by the company.

Decline in CFO from 236 Cr. to 41 Cr. YoY

Great rise in Cash flow from Investing Activities from -217 Cr. to 353 Cr.

Other Incomes Section shows a decline of 9.85 Cr. in this Financial Year despite a stable 0 Cr. in all of the previous years.

Decline in cash flow from financing activities from -22 Cr. to -427 Cr. YoY

Reserves declined from 1128 Cr. to 799 Cr. YoY. Reason behind this?

Some discussions on other assets section

Other Assets -	1,183	857
Inventories	0	0
Trade receivables	192	212
Cash Equivalents	181	64
Short term loans	0	0
Other asset items	810	581

**Reserves declined from 1128 Cr. to 799 Cr. YoY.
Reason behind this?**

**Decline in cash flow from financing activities
from -22 Cr. to -427 Cr. YoY**

The Dividend Story:

In Feb, 2023 prior to Q4 results declarations, TV Today declared an extremely high special dividend of Rs. 67 per share. This is an extremely positive signal for the investors as it shows that the company values its investors by providing provisions of dividends despite a drastic YoY decline in the net profit(PAT) and EPS in FY 23. This builds trust amongst investors about the company and motivates them to remain invested in the same.

Key positive was the company announcing Rs. 67/share as special interim dividend, effectively utilising Rs.400 crore of cash, which was yielding sub optimal return and depressing return ratios

Great rise in Cash flow from Investing Activities from -217 Cr. to 353 Cr.

Some discussions on other assets section

Other Incomes Section shows a decline of 9.85 Cr. in this Financial Year despite a stable 0 Cr. in all of the previous years.

Some of the financial assets have been sold off by T.V. Today because of which a net cash inflow is seen in this section. The payments and proceeds post selling of these has been processed already in the form of deposits from banks, it is also reflected as a decreased value of assets in the Other Assets section in Screener. (Declined from 630Cr. To 403Cr.)

The Company has carried out a valuation of its radio business and the said valuation shows a decline of Rs. 9.85 crores in the carrying amount of Radio licence fee under intangible assets. The reduction in the value of Radio licence fee has been provided for in these financial results during the quarter and year ended March 31, 2023 as an exceptional item. Basic and diluted earnings without such impairment loss would have been Rs. 2.21 per share for the quarter ended March 31, 2023 and Rs. 16.02 per share for the year ended March 31, 2023.

Decline in CFO from 236 Cr. to 41 Cr. YoY

Reason behind drastic YoY decline in the revenue figures in FY 23 and rapid rise in the Expenses incurred by the company.

Expansion into Digital Media Segments (Youtube, India Today Originals)

Targets towards being the only go-to platform for any news related content, ever consumed by Indian Audience

Expansion into more rural and vernacular segments of the society and aims towards being the most popular channel both for news, content, media and information

Investments into newer business segments like gaming in order to expand and diversify its revenue base (corresponding to demand and growth prospects)

The main reason for the decline in CFO was the decline in PAT observed in the Financial Year 2022-23.

The decline in PAT can be attributed to the decline in the overall revenue YoY by 6% and simultaneous increase in costs undertaken by the company.

The possible reasons for these can be :





Increase in competition from digital platforms: Netflix, Amazon Prime Video, and Disney+ Hotstar (Transfer of viewership from traditional media delivering channels to these platforms)

Ad revenue decline

Increase in content production costs



PEER COMPARISON

S.No. ↑	Name	CMP Rs.	P/E	Mar Cap Rs.Cr.	NP Qtr Rs.Cr.	Sales Qtr Rs.Cr.	Debt / Eq	ROE %	ROIC %	EPS 12M Rs.	CMP / BV	OPM %	PAT 12M Rs.Cr.	Current ratio	ROCE %
1.	 T.V. Today Netw.	193.50	12.14	1154.58	5.85	217.14	0.04	9.57	11.70	14.79	1.37	14.95	95.09	3.91	13.01
2.	 NDTV	230.85	37.43	1488.41	-1.08	66.96	0.03	15.51	34.24	7.56	5.31	14.79	39.74	1.56	20.06
3.	 Jagran Prakashan	78.22	10.06	1702.48	23.27	459.38	0.25	8.70	11.29	7.58	1.21	13.68	169.05	1.67	10.82
4.	 D B Corp	138.35	14.58	2462.67	41.03	530.96	0.11	8.83	10.77	9.50	1.25	15.13	169.09	2.49	11.75

1. The company has a PE ratio that lies to the lower end than its industry based competitors (amongst those listed on the stock exchange): The company is currently undervalued and its main competitor NDTV seems to be quite overvalued
2. ROE, ROIC and ROCE of the company stands at the 2nd position in the list after NDTV. This can be attributed to the rapid downfall of PAT in FY 23 (owing to the reducing ad revenue). This is expected to seek a rectification and rise in FY 24
3. Debt to Equity ratio of the company is also quite low and the company is almost debt free (only NDTV amongst the remaining competitors is at a comparable ratio with TVTN)
4. CMP/BV is also quite appreciable when compared with NDTV. This shows that the company has an excellent growth potential.
5. OPM is maintained to be the highest in the list and is expected to see a rise in this financial year as well.
6. The liquidity maintained by the company is excellent and it has maintained a healthy current ratio which improves the risk profile of the company for newer business ventures..

FUTURE OUTLOOK AND GROWTH TRIGGERS

Strengths and Weaknesses:

Market leadership in the Hindi news segment
Robust financial risk profile

Robust financial risk profile
Modest profitability of other businesses

Key triggers for future price performance:

Viewership trend over the medium term as this will drive the ad revenue growth trajectory post inflation cool down

Digital segment expansion

Expansions into contemporary business ventures might also escalate revenue in a longer run

According to a report published by IAMAI and Kantar Research, India internet users are expected to reach 900 million by 2025, from ~622 million internet users in 2020, increasing at a CAGR of 45% until 2025.

The advertising-based video on demand (AVoD) segment is expected to rise at a CAGR of 24% to reach US\$ 2.6 billion by 2025.

The Indian mobile gaming market is poised to reach US\$ 7 billion, in value, by 2025.

The Government of India has taken various initiatives such as digitizing the cable distribution sector to attract greater institutional funding, increasing the FDI limit from 74% to 100% in cable and direct-to-home (DTH) satellite platforms, and granting industry status to the film industry for easy access to institutional finance.

Source: <https://www.ibef.org/industry/media-entertainment-india>

India is spending 82% of its time on mobile phone apps on media and entertainment. India's Media & Entertainment industry is expected to grow to \$34.62 Bn by 2025 at 10.5% CAGR, led by Live events, Animation and VFX and online gaming.



SOME HEADLINES AND PROJECTIONS:

1. 93% of YouTube viewers watch content in Hindi or other regional language.
2. Indians spent 1.9 bn+ hours on online sports, among the most time spent in the world.
3. The share of regional content in TV and OTT consumption reached 50% in 2022.
4. Digital advertising grew 30% to reach USD 6.1 Bn in 2022 and is expected to reach \$ 12.2 Bn by 2027-2028.

Source: <https://www.investindia.gov.in/sector/media>

Personal Viewpoints and guidance:

In FY24, a rebound is anticipated. Over the next few years, I anticipate a sales CAGR of about 10%(top-line). I expect a recovery in revenue to drive an increase in EBITDA margins to 24% in FY25.

Reasons:

- 1) The upcoming elections in the year 2024-25 is going to generate a great drive in the viewerships and is expected to boost the revenue significantly in the same quarter.
- 2) Post the unfortunate global inflation, the ad revenues are going to normalize, accompanied by slight normalization of operational costs, thereby boosting the EBITDA margin at least to the historical numbers.
- 3) Digital Media and its Revenue Contributions
- 4) Greatest Market Shareholding advantage
- 5) Newer Business Ventures

RISKS AND THREATS

CYBER SECURITY RISKS

Risk and impacts	Mitigation plan
With increasing use of technology in all spheres, there lies a risk of financial loss or disruption in operations due to failure of IT systems. Further, there can also be deliberate attempts breaching access to our IT systems.	<ul style="list-style-type: none"> • Implementation of information security policy • Use of back up procedures • Upgrading all the systems with latest security standards • Quarterly security assessment of IT networks • Network access controls etc. are put in place • Coverage under cyber insurance policy

Availability of competent human resource

Risk and impacts	Mitigation plan
Any default may attract penal provisions and may impact reputation of the Company. The Company may face litigation from third party by virtue of being in news industry.	<ul style="list-style-type: none"> • Implementation of legal compliance monitoring system • In house legal experts as well as consultation with experts • Continuous monitoring of regulatory changes • Periodic reviews of the compliances • Commitment in complying with laws and regulations • Adherence to current regulatory norms is being ensured by following a bottom up approach

COMPETITIVE RISKS

RISK AND IMPACTS	MITIGATION PLAN		
Success of our news channels highly depends on viewership, ratings and our ability to innovate and remain competitive. With emergence of new entrants, competition risk is a sustained risk for our business.	Strategic initiatives and continuous investment to enhance the brand equity of the company by focusing on sensible and credible news reporting, timely delivered content and continuous endeavour to innovative marketing strategies.	Ensuring the striking presence in all major Hindi Speaking Market (HSM) and make continuous investments to expand it.	Monitoring viewership trends and consumer preferences in order to develop the business strategies.

Valuation Exercise:

