

FY23 YoY Growth: Revenue by 29% PAT by 24%

Building IP for Tomorrow

Mumbai, May 19, 2023: Saregama, a RPSG Group company, announced its financial results for the Quarter and Year Ended March 31, 2023.

The Company's Operating revenue rose 29% YoY at Rs.7,513 Mn in FY23. PAT stood at Rs.1,890 Mn; up 24% YoY

Adjusted EBIDTA grew 21% YoY to reach Rs.2,699 Mn in FY23 from Rs.2,230 Mn in FY22. Adjusted EBIDTA Margin is 36%.

With revenue of Rs.2,074 Mn in Q4FY23, Company posted highest ever quarterly revenue from operation registering a 15% growth compared to same quarter last year.

Music licensing revenue grew at 23% YOY, thereby recording a growth in excess of 20% for 5th year in a row. This is driven by combination of high quality of new content investment and continuing growth of catalogue

Key Operational Highlights:

- In Q4FY23 company released **230 film and non-film "Originals"** including film music of Nani's films "**Dasara**"; Kalyan Ram's "**Amigos**"; Ravi Teja's "**Ravanasura**" in Telugu; Sivakarhikeyan's Film "**Maaveeran**"; Gautham Karthik's "**1947**" in Tamil and Asif Ali's "**Kasargold**" in Malayalam. In non-films Company released chartbuster songs like "**Tu Mile Dil Khile**" by Stebin Ben; "**O Mere Dil ke chain**" by Sanam in Hindi; "**Nagin**" and "**Aara Main**" by Kesari Lal; Akshara Singh's "**Billo Rani**" in Bhojpuri etc.
- During the year, Company released **1,000 plus Originals and Premium Re creations** across Hindi, Bhojpuri, Gujarati, Punjabi, Tamil, Telugu, Malayalam, Marathi and Bengali languages with **11 songs crossing 100Mn views on Saregama's official YouTube Channels**. Company also released **7,000 plus derivatives** (LoFi, Trap Mix, Cover, Acoustic etc.) which is driving the popularity and growth of its catalogue.
- The other highlight of the quarter was the use of our songs for the Yash Raj film "**Pathan**"; Ajay Devgn Film "**Bhola**"; Mammootty's film "**Nanpakal Nerathu Mayakkam**" and for digital content like **Ladies Hostel** (Amazon Prime), **Gulmohar** (Hot star), **Chor Nikal Ke Bhaaga** (Netflix), **The Romantics** (Netflix) and by brands like ITC, Google Pay, Orient Fans, Nestle KitKat, Spotify, KFC, One Card, Marico, Reliance Trends, Lux Cozy etc. in their ad films.
- Carvaan continued to regain its momentum. In FY23, the unit sales grew by 40% YoY, with Carvaan Mobile volumes building up. Overall, Company sold 561k units in FY23 compared to 401k units last year.
- In Q4FY23, Company released two Hindi Web-Series "**Hunter**" starring **Suniel Shetty** and "**United Kacche**" starring **Sunil Grover**. In FY23, Yoodlee released 6 films and web-series across Hindi, Malayalam, Tamil, and Punjabi language.
- Company's TV serials Anbe Vaa, Ilakkiya and Iniya were the Slot Leaders in their respective time slots with "**Ilakkiya**" rated the No. 1 TV serial in afternoon slot across all Tamil Channels for the second consecutive quarters.

- In FY23, Company ventured into Live Events “Saregama's Live” with India’s biggest live Performance star Diljit Dosanjh. Overall, 14 concerts were held across India, USA and Canada. Saregama Live’s stage adaptation of Bollywood’s iconic film – Disco Dancer premiered in London with 6 Live Shows held in FY23.

Avarna Jain, Vice Chairperson Saregama India, said “The digital boom propelled by Govt’s progressive policies and growing income levels is resulting in a huge content demand in the country. Saregama with its enviable legacy and investments in technology, new content and personnel is well set to lead this content demand cycle, and create immense value for its stakeholders”.

Vikram Mehra, MD Saregama India, said “The company is committed to building efficiencies to deliver strong fiscal performance while it continues to diversify its range of businesses. We look forward to the best utilization of new generation technology like Artificial Intelligence and Data Analytics to augment the growth in all respects. We are excited to have marquee projects lined up for release in the coming year which will further strengthen our position as key player in the entertainment sector”

About Saregama India Limited:

Saregama India Limited, formerly known as The Gramophone Company of India Ltd is a RPSG group company owning the largest music archives in India and one of the biggest in the world. The ownership of nearly 50 per cent of all the music ever recorded in India also makes Saregama the most authoritative repository of the country’s musical heritage. Saregama has also expanded into other branches of entertainment - film & series production, live events, and music-based consumer products.

About RPSG Group:

RP-Sanjiv Goenka Group is one of India’s fastest growing conglomerates with a significant global presence. The Group’s businesses include power and energy, carbon black manufacturing, retail, IT-enables services, FMCG, media and entertainment and agriculture.

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