

Q4 FY24 Total Revenue at Rs.2,810 Mn with a YoY growth of 27% and QoQ growth of 28%; PBT of Rs 760 Mn at 31% YoY growth

Building IP for Tomorrow

Mumbai, May 23rd, 2024: Saregama, a RPSG Group company, announced its financial results for the Quarter and Year Ended March 31, 2024

Company's Operating Revenue for Q4 FY24 stood at Rs 2,631 Mn growing at 29% both on YoY as well as QoQ basis, with a strong adjusted EBITDA of Rs.864 Mn registering a YoY growth of 40%. Company delivered a PBT of Rs 760 Mn with a 31% YOY growth.

Company's Revenue from operations for FY24 stood at Rs 8,030 Mn with a strong adjusted EBITDA of Rs. 3,029 Mn with a margin of 38%. Company delivered a PBT of Rs 2,708 Mn with a 34% Margin and PAT of Rs 1,976 Mn for FY24

Key Operational Highlights:

- The company's strong performance is led by growth in music licensing on account of strong advertisement revenues driven by its investment in new music and the revenues generated through the artist management vertical
- This quarter saw music release of A.R.Rahman and Diljit Dosanjh's **Chamkila**, Ajay Devgn's **Maidaan**, Ram Charan and Kiara Advani's **Game Changer**, Yami Gautam's "**Article 370**", Mohanlal's **Malaikottai Valliban**, Diljit Dosanjh single **Love Ya**, multiple songs by Bhojpuri star **Neelkamal, Pawan Singh** and Gujarati's No.1 singer **Rakesh Barot**.
- During the Quarter, Company **released 290 plus Originals and Premium Recreations** across Hindi, Bhojpuri, Gujarati, Punjabi, Tamil, Telugu, Malayalam, Marathi and Bengali languages. Company also **released 2,000 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 **Shahid Kapoor and Kriti Sanon starrer** 'Teri Baaton Mein Aisa Ulhja Jiya' (Hindi), for **Mahesh Babu's** 'Guntur Karam' (Telugu), for **Dulquer Salmaan's** 'King of Kotha' (Malayalam) etc. and by brands like HUL Lux, Meesho, Junglee Rummy, Andrex etc. in their ad films.
- Riding on the success of its Tamil Serial "Ilakkiya", Company started its Malayalam remake "**Mangalyam Thanthunanena**" on Surya Tv. We released "**Crushed Season 4**" series from Dice of Pocket Aces on Amazon mini-TV.
- In Q4FY24 Yoodlee released Mohanlal starrer "**Malaikottai Vaaliban**", Tovino Thomas starrer "**Anweshippin**" in Malayalam and Gippy Grewal "**Warning 2**" in Punjabi.
- **Digital footprint** across Saregama owned and controlled channels touched **239Mn followers and subscribers** across YouTube, Instagram and Facebook.

Avarna Jain, Vice Chairperson Saregama India, said “FY24 has been a significant year of transition with Saregama adopting a customer first approach, which is demonstrated by the diverse nature of content released across target segments, genres and languages. Our acquisition of digital entertainment company Pocket Aces, bold moves to launch artist management and event management segments is a testament to our strategy of being future ready.

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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