



Q2FY21 PAT up by 49% to Rs 289 Mn. Riding the Stay-at-Home wave

Mumbai, 28th Oct, 2020: Saregama, India's oldest music label and the youngest movie studio, announced its financial results for the 2nd Quarter of the financial year 20-21. Company registered **49% growth in PAT** yoy during this quarter. With the consolidated turnover of the Company being Rs. 1081 Mn and PBT of Rs 382 Mn, the company enjoyed a **35% PBT margin** for the quarter. On PAT basis, the Company registered **27% PAT margin** for Q2 FY 21 against 12% in the same quarter last year.

H1 FY21 PAT is **Rs 447 Mn** against Full-year FY20 PAT of 435 Mn.

The key driver for the growth continues to be the increasing Digitisation in India. With more and more people consuming content on their smartphones, Saregama is constantly able to increase monetisation of its IP (music, films, series). This phenomenon has become even more accelerated due to the stay-at-home phenomenon caused by Covid-19.

Company re-started shoot of its Movies and TV serials from July'20. It's Tamil serial Roja regained its no.1 position (by TRPs) across Tamil channels immediately.

With lots of elderly people stuck at home, the latent need for Carvaan has been rising since lockdown. As retail network starts opening up, we expect Caravan sales to also start growing. From a paltry 15k units in Q1, Carvaan sales went up to 81k in Q2, and is expected to improve further in Q3.

Other Highlights:

- New Music Licensing deals with ShareChat and Moj
- 285 Podcasts station are now available on Carvaan 2.0, with daily average consumption being 37 mins /day/ user during the quarter.

Company is expecting this digitisation-of-India driven content consumption trend to continue, and is aligning its strategy to provide more-n-more relevant content to the audiences.

About Saregama India:

Formerly known as The Gramophone Company of India Ltd, Saregama owns the largest music archives in India, 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 has expanded into other branches of entertainment - publishing, film production and digital content.

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