

Total Revenue at 1,809 Mn with a 27% PAT Margin

Building IP for Tomorrow

Mumbai, July 27, 2023: Saregama, a RPSG Group company, announced its financial results for the Quarter Ended June 30, 2023.

Company's operating revenue stood at Rs 1,633 Mn with a strong adjusted EBITDA of Rs 623 Mn at 38% Margin.

Company delivered a PAT of Rs 433 Mn at 27% margin, delivering a margin growth of 6% over Q4FY23 and 2% over Q1FY23.

Music segment revenue grew strongly to Rs 1,491 Mn with new content continuing to contribute significantly to the Company's revenue and profitability.

Key Operational Highlights:

- This quarter saw release of super successful songs of Vicky Kaushal, Sara Ali Khan starrer **"Zara Hatke Zara Bachke"** which topped every possible chart in the country, including Spotify, YouTube, Wynk, Radio etc. We also saw release of the first song of Ranveer Singh and Alia Bhatt starrer **"Rock Aur Rani Ki Prem Kahani"**. Other big album this quarter was Telugu movie **"Kushi"** whose first song topped charts in Telugu. Malayalam album **"Romancham"** was a big hit. In non-films Company released songs like **"Rista Rista"** by Stebin Ben; **"Kya Hua Tera Wada"** by Sanam in Hindi; **"Murabba"** by Khesari Lal; **"Nach Re Patarki 3.0"** by Arvind Akela Kalu in Bhojpuri and **"Bhulva Mangu Chu Tane"** by Rakesh Barot in Gujarati etc.
- During the Quarter, Company released **250 plus Originals and Premium Re creations** across Hindi, Bhojpuri, Gujarati, Punjabi, Tamil, Telugu, Malayalam, Marathi and Bengali languages. Company also released **2,600 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 **IB71** (Hindi, Action Hero Films), **Gullu Gullu** (Tamil Film, Raj productions), **Enkilum Chandrike** (Malayalam, Friday Films), **Dr. Bezboruah** (Assamese Film) and by brands like Mumbai Indians, Google, Uber, Spotify, etc. in their ad films.
- Carvaan continued to regain its momentum. In Q1 FY24, the unit sales grew by 52% YoY, with Carvaan Mobile volumes building up. Overall, Company sold 149k units in Q1 FY24 compared to 98k units last year.
- 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 third consecutive quarters.
- We strengthened our credentials as a serious Live Event Business Player with the release of Disco Dancer show in Mumbai. 12 shows were held in Q1 FY24.

Avarna Jain, Vice Chairperson Saregama India, said “Saregama continues to invest in content that generates healthy returns and fortifies its position as the leading music label. More importantly, our bets to diversify the business are well placed to realize organization’s goal of being the leading entertainment company that continues to grow profitably. Success of our strategy is demonstrated in the Q1FY24 results with Operating revenue of Rs 1,633 Mn combined with 27% PAT margin”.

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-enabled services, FMCG, media and entertainment and agriculture.

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