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**Q4FY22 Results Conference Call**

of

**Saregama India Ltd**

Represented by

**Mr. Vikram Mehra, Managing Director**

**Mr. Pankaj Chaturvedi, CFO**

**Mr. BL Chandak, Executive Director**

**Mr. Pankaj Kedia, Vice President - Investor Relations**

on

**Monday, May 2, 2022**

**at 16:00 hrs India Time**

**Diamond Pass registration link:**

Copy this Link in your browser: [Link](#)

*Call Co-ordinator*

**Mr. Bhupendra Tiwary:** +91 9619147052, e-mail: [bhupendra.tiwary@icicisecurities.com](mailto:bhupendra.tiwary@icicisecurities.com)

*For any clarification, please contact:*

**Mr. Rushad Kapadia:** Phone: +91 22 6807 7334, e-mail: [rushad.kapadia@icicisecurities.com](mailto:rushad.kapadia@icicisecurities.com)

**Ms. Divya Purohit:** Phone: +91 22 6807 7454, e-mail: [divya.purohit@icicisecurities.com](mailto:divya.purohit@icicisecurities.com)

**Ms. Seema Sehgal:** Phone: +91 11 4221 8511, e-mail: [seema.sehgal@icicisecurities.com](mailto:seema.sehgal@icicisecurities.com)

**Saregama India Limited**  
**Registered Office: 33, Jessore Road, Dum Dum, Kolkata - 700 028**  
**web: www.saregama.com, Email id: co.sec@saregama.com, Phone no: 033-2551-2984**  
**CIN:L22213WB1946PLC014346**

(Rs. in Lakhs)

**Statement of Consolidated Financial Results for the Three Months and Year Ended 31 March 2022**

Sl. No.	Particulars	3 Months ended 31 March 2022	3 Months ended 31 December 2021	3 Months ended 31 March 2021	Year ended 31 March 2022	Year ended 31 March 2021
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
		Refer Note 3		Refer Note 3		
1	<b>Income</b>					
	(a) Revenue from operations	18,024	15,034	12,345	58,063	44,196
	(b) Other income	1,884	812	1,864	3,491	3,086
	<b>Total Income</b>	<b>19,908</b>	<b>15,846</b>	<b>14,209</b>	<b>61,554</b>	<b>47,282</b>
2	<b>Expenses</b>					
	(a) Operational cost*	6,127	3,277	3,045	14,311	9,208
	(b) Employee benefits expense	1,780	1,815	1,709	7,345	6,953
	(c) Finance costs	149	94	89	452	345
	(d) Depreciation and amortisation expense	450	354	184	1,310	561
	(e) Advertisement and sales promotion	1,698	1,297	1,249	5,205	3,750
	(f) Royalty expense	1,522	1,586	1,339	6,314	5,661
	(g) Other expenses	1,754	1,622	1,567	6,176	5,614
	<b>Total Expenses</b>	<b>13,480</b>	<b>10,045</b>	<b>9,182</b>	<b>41,113</b>	<b>32,092</b>
3	<b>Profit before exceptional items and tax (1-2)</b>	<b>6,428</b>	<b>5,801</b>	<b>5,027</b>	<b>20,441</b>	<b>15,190</b>
4	<b>Exceptional Items</b>	-	-	-	-	-
5	<b>Profit before tax (3-4)</b>	<b>6,428</b>	<b>5,801</b>	<b>5,027</b>	<b>20,441</b>	<b>15,190</b>
6	<b>Tax Expense</b>					
	(a) Current Tax	1,445	1,437	1,223	5,027	3,773
	(b) Deferred Tax (net)	185	10	86	149	71
	<b>Total tax expense</b>	<b>1,630</b>	<b>1,447</b>	<b>1,309</b>	<b>5,176</b>	<b>3,844</b>
7	<b>Profit for the period (5-6)</b>	<b>4,798</b>	<b>4,354</b>	<b>3,718</b>	<b>15,265</b>	<b>11,346</b>
8	<b>Other Comprehensive Income (net of taxes)</b>					
	(a) Items that will be reclassified to profit or loss	(38)	53	18	26	(5)
	(b) Items that will not be reclassified to profit or loss	(2,057)	(1,485)	(406)	3,817	3,081
	<b>Total other comprehensive income</b>	<b>(2,095)</b>	<b>(1,432)</b>	<b>(388)</b>	<b>3,843</b>	<b>3,076</b>
9	<b>Total comprehensive income for the period (7+8)</b>	<b>2,703</b>	<b>2,922</b>	<b>3,330</b>	<b>19,108</b>	<b>14,422</b>
10	<b>Profit for the period attributable to:</b>					
	(a) Owner of the Company	4,821	4,340	3,703	15,260	11,255
	(b) Non-controlling Interest	(23)	14	15	5	91
11	<b>Other Comprehensive Income for the period attributable to:</b>					
	(a) Owner of the Company	(2,085)	(1,443)	(391)	3,838	3,079
	(b) Non-controlling Interest	(10)	11	3	5	(3)
12	<b>Total Comprehensive Income for the period attributable to:</b>					
	(a) Owner of the Company	2,736	2,897	3,312	19,098	14,334
	(b) Non-controlling Interest	(33)	25	18	10	88
13	<b>Paid-up Equity Share Capital (Face Value of Re.1/- each) (Refer Note 2)</b>	<b>1,928</b>	<b>1,928</b>	<b>1,743</b>	<b>1,928</b>	<b>1,743</b>
14	<b>Other equity</b>				<b>1,35,842</b>	<b>48,836</b>
15	<b>Earnings Per Share (Face Value Re.1/- each): # (Refer Note 2)</b>					
	(a) Basic (Rs.)	2.50	2.36	2.14	8.43	6.56
	(b) Diluted (Rs.)	2.50	2.35	2.12	8.42	6.50

\*Includes media content cost, contract manufacturing charges and cost of production of films and television serials.

#Figures for three months are not annualised.

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(Rs. in Lakhs)

**Consolidated Segment wise Revenue, Results, Assets and Liabilities for the Three Months and Year Ended 31 March 2022**

Sl. No.	Particulars	3 Months ended 31 March 2022	3 Months ended 31 December 2021	3 Months ended 31 March 2021	Year ended 31 March 2022	Year ended 31 March 2021
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
		Refer Note 3		Refer Note 3		
1	<b>Segment Revenue</b>					
	(a) Music	12,710	13,333	10,129	47,381	38,548
	(b) Films/Television serials	5,253	1,558	2,103	10,239	5,210
	(c) Publication	61	143	113	443	438
	Total Segment Revenue	18,024	15,034	12,345	58,063	44,196
	Less: Inter Segment Revenue	-	-	-	-	-
	<b>Total Revenue from Operations</b>	<b>18,024</b>	<b>15,034</b>	<b>12,345</b>	<b>58,063</b>	<b>44,196</b>
2	<b>Segment Results</b>					
	(a) Music	5,834	6,367	4,718	22,519	18,795
	(b) Films/Television serials	741	323	288	1,491	(4)
	(c) Publication	(318)	(244)	(276)	(1,177)	(1,203)
	Total	6,257	6,446	4,730	22,833	17,588
	Less:					
	(a) Finance costs	149	94	89	452	345
	(b) Other unallocable expenditure net of unallocable income	(320)	551	(386)	1,940	2,053
	<b>Total Profit Before Tax</b>	<b>6,428</b>	<b>5,801</b>	<b>5,027</b>	<b>20,441</b>	<b>15,190</b>
3	<b>Segment Assets</b>					
	(a) Music	50,398	47,409	40,156	50,398	40,156
	(b) Films/Television serials	11,077	8,761	5,724	11,077	5,724
	(c) Publication	528	603	456	528	456
	(d) Unallocated	1,06,784	1,14,906	32,064	1,06,784	32,064
	<b>Total Segment Assets</b>	<b>1,68,787</b>	<b>1,71,679</b>	<b>78,400</b>	<b>1,68,787</b>	<b>78,400</b>
4	<b>Segment Liabilities</b>					
	(a) Music	20,404	20,408	16,485	20,404	16,485
	(b) Films/Television serials	2,757	2,361	909	2,757	909
	(c) Publication	296	387	285	296	285
	(d) Unallocated	7,237	7,615	9,829	7,237	9,829
	<b>Total Segment Liabilities</b>	<b>30,694</b>	<b>30,771</b>	<b>27,508</b>	<b>30,694</b>	<b>27,508</b>

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(Rs. in Lakhs)

Consolidated Statement of Assets and Liabilities			
Sl. No.	Particulars	As at 31 March 2022 (Audited)	As at 31 March 2021 (Audited)
	<b>ASSETS</b>		
1	<b>Non-current assets</b>		
	(a) Property, plant and equipment	21,411	20,458
	(b) Right-of-use assets	126	109
	(c) Investment properties	219	225
	(d) Intangible assets	6,017	1,794
	(e) Intangible assets under development	175	195
	(f) Financial assets		
	(i) Investments	14,528	11,141
	(ii) Other financial assets	197	194
	(g) Other non-current assets	2,916	1,117
	<b>Total non-current assets</b>	<b>45,589</b>	<b>35,233</b>
2	<b>Current assets</b>		
	(a) Inventories	10,544	6,919
	(b) Financial assets		
	(i) Investment	53,076	2,516
	(ii) Trade receivables	10,780	8,735
	(iii) Cash and cash equivalents	15,273	1,113
	(iv) Bank balances other than (iii) above	17,101	13,384
	(v) Loans	2,282	924
	(vi) Other financial assets	793	420
	(c) Current tax assets (net)	2,567	1,966
	(d) Other current assets	10,782	7,190
	<b>Total current assets</b>	<b>1,23,198</b>	<b>43,167</b>
	<b>TOTAL ASSETS</b>	<b>1,68,787</b>	<b>78,400</b>
	<b>EQUITY AND LIABILITIES</b>		
1	<b>Equity</b>		
	(a) Equity share capital	1,928	1,743
	(b) Other equity	1,35,842	48,836
	<b>Equity Attributable to Owners of the Company</b>	<b>1,37,770</b>	<b>50,579</b>
	Non-controlling interest	323	313
	<b>Total Equity</b>	<b>1,38,093</b>	<b>50,892</b>
2	<b>Liabilities</b>		
	<b>Non-current liabilities</b>		
	(a) Financial liabilities		
	(i) Lease liabilities	71	75
	(b) Employee benefit obligations	419	419
	(c) Deferred tax liabilities (net)	5,616	5,052
	<b>Total non-current liabilities</b>	<b>6,106</b>	<b>5,546</b>
3	<b>Current liabilities</b>		
	(a) Financial liabilities		
	(i) Lease liabilities	59	36
	(ii) Trade payables		
	a) Total outstanding dues of micro enterprises and small enterprises	1	1
	b) Total outstanding dues of creditors other than micro enterprises and small enterprises	6,452	5,629
	(iii) Other financial liabilities	4,306	6,477
	(b) Other current liabilities	4,661	2,550
	(c) Provisions	9,018	7,094
	(d) Employee benefit obligations	78	175
	(e) Current tax liabilities (net)	13	-
	<b>Total current liabilities</b>	<b>24,588</b>	<b>21,962</b>
	<b>Total liabilities</b>	<b>30,694</b>	<b>27,508</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,68,787</b>	<b>78,400</b>

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(Rs. in Lakhs)

Consolidated Statement of Cash Flows					
Sl. No.	Particulars	Year ended 31 March 2022		Year ended 31 March 2021	
		(Audited)		(Audited)	
	<b>Profit Before Tax</b>		<b>20,441</b>		<b>15,190</b>
<b>A.</b>	<b>Cash Flow from Operating Activities</b>				
	Adjustments for:				
	Depreciation and amortisation expense	<b>1,310</b>		561	
	Allowance for expected credit loss / provision for doubtful advances	<b>10</b>		135	
	Finance costs	<b>452</b>		345	
	Liabilities/Provisions no longer required written back	<b>(29)</b>		(589)	
	Allowance for expected credit loss / provision for doubtful advances no longer required written back	<b>(39)</b>		-	
	Interest income	<b>(1,841)</b>		(1,691)	
	Share based payment expense	<b>76</b>		138	
	Bad debts/advances written off	<b>1</b>		26	
	Profit on sale of Property, plant and equipment*	<b>-</b>		(0)	
	Profit on sale of Investment in Mutual Fund	<b>(48)</b>		-	
	Fair value gain on Mutual Fund at FVTPL	<b>(556)</b>		(17)	
	Net loss on unrealised foreign currency transactions/ translation	<b>(31)</b>		31	
	Dividend income from equity investments designated at FVOCI	<b>(695)</b>		(695)	
			<b>(1,390)</b>		<b>(1,756)</b>
	<b>Operating profit before Working Capital Changes</b>		<b>19,051</b>		<b>13,434</b>
	Adjustments for:				
	Increase in Other current assets, Loans, Other non-current assets, Other financial assets	<b>(4,839)</b>		(1,121)	
	Increase in Other financial liabilities, Provisions, Other current liabilities	<b>5,764</b>		3,338	
	Increase in Trade payables	<b>822</b>		221	
	Increase/(Decrease) in Employee benefit obligations	<b>(10)</b>		(2)	
	(Increase)/Decrease in Trade receivables	<b>(2,002)</b>		2,032	
	(Increase)/Decrease in Inventories	<b>(3,625)</b>		2,444	
			<b>(3,890)</b>		<b>6,912</b>
	<b>Cash generated from operations</b>		<b>15,161</b>		<b>20,346</b>
	Income taxes paid (net of refund)		<b>(5,717)</b>		<b>(1,375)</b>
	<b>Net cash generated from Operating Activities (A)</b>		<b>9,444</b>		<b>18,971</b>
<b>B.</b>	<b>Cash Flow from Investing Activities</b>				
	Purchase of Property, plant and equipment and intangible assets	<b>(7,271)</b>		(2,201)	
	Sale of Property, plant and equipment*	<b>-</b>		0	
	Investment in equity shares of other company (quoted)	<b>-</b>		(93)	
	Interest received	<b>678</b>		191	
	Investment in Mutual Funds	<b>(61,310)</b>		(2,499)	
	Proceeds from sale of Investment in Mutual Funds	<b>11,354</b>		-	
	Dividend income from equity investments designated at FVOCI	<b>695</b>		695	
	Fixed deposits placed with banks (with remaining maturity more than 3 months)	<b>(7,175)</b>		(9,704)	
	<b>Net cash used in Investing Activities (B)</b>		<b>(63,029)</b>		<b>(13,611)</b>
<b>C.</b>	<b>Cash Flow from Financing Activities</b>				
	Repayment of Short term borrowings	<b>-</b>		(923)	
	Proceeds from issue of shares*	<b>185</b>		0	
	Share premium received on issue of shares	<b>73,135</b>		5	
	Sale/(Purchase) of Investment by Saregama Welfare Trust (Treasury Shares) (net)	<b>333</b>		(171)	
	Dividend paid	<b>-</b>		(261)	
	Interim dividend paid	<b>(5,784)</b>		(3,486)	
	Repayment of principal portion of lease liabilities	<b>(42)</b>		(53)	
	Interest paid on lease liabilities	<b>(11)</b>		(4)	
	Interest paid on others	<b>(95)</b>		(55)	
	<b>Net cash generated from/(used in) Financing Activities (C)</b>		<b>67,721</b>		<b>(4,948)</b>
	<b>Net increase in cash and cash equivalents (A+B+C)</b>		<b>14,136</b>		<b>412</b>
	<b>Cash and Cash Equivalents at the beginning of the year</b>		<b>1,113</b>		<b>705</b>
	<b>Effect of exchange rate changes</b>		<b>24</b>		<b>(4)</b>
	<b>Cash and Cash Equivalents at the end of the year</b>		<b>15,273</b>		<b>1,113</b>

\*Represents value of less than Rs. 0.50 Lakh.

Note: The above Consolidated Statement of Cash Flow has been prepared under the "Indirect Method" as set out in Ind AS 7 - "Statement of Cash Flows".

**NOTES:**

1	The aforementioned results for the three months and year ended 31 March 2022 have been reviewed and recommended by the Audit Committee in their meeting held on 02 May 2022 and approved by the Board of Directors of the Parent Company at their meeting held on even date. These results have been subjected to audit by the Statutory Auditors of the Parent Company who have issued an unmodified audit report on the consolidated annual financial results for the year ended 31 March 2022.
2	Pursuant to the Special Resolution passed by the Shareholders of the Parent Company by way of Postal Ballot through electronic means on 31 March 2022, the Parent Company has sub-divided its equity share of face value of Rs.10/- (Rs. Ten only) each fully paid up, into 10 (Ten) equity shares of face value Re.1/- (Rupee One only) each fully paid-up, effective from 28 April 2022. Hence, shares have now been adjusted on account of sub-division of share done by the Parent Company. This has been considered for calculating weighted average number of equity shares for all periods presented, as per Ind AS 33- Earnings Per Share.
3	The figures for the three months ended 31 March 2022 and 31 March 2021 are the balancing figures between audited figures in respect of the full financial year and published year to date figures upto the end of third quarter of the relevant financial year. The published year to date figures upto the end of third quarter of the relevant financial year were subject to Limited Review.
4	The Consolidated annual financial results are prepared in accordance with the principles and procedures as set out in Ind AS 110, notified by Ministry of Corporate Affairs. The consolidated annual financial results of the Company include its seven subsidiaries (including one step-down subsidiary), i.e. Saregama Limited (formerly known as Saregama Plc.), RPG Global Music Limited, Saregama FZE, Kolkata Metro Networks Limited, Open Media Network Private Limited, Digidrive Distributors Limited and Saregama Inc. (Step-down subsidiary of Saregama India Limited) (hereinafter referred as "Group") combined on a line-by-line basis by adding together the book values of like items of assets, liabilities, income and expenses eliminating intra-company balances and transactions and resulting unrealised gains/losses. The Consolidated annual financial results are prepared applying uniform accounting policies. The Group has one joint venture i.e. Saregama Regency Optimedia Private Limited, which is under liquidation with effect from 19 September 2016. Accordingly, this entity has not been consolidated by the Group.
5	<p>Based on the guiding principles given in Ind AS 108 on "Operating Segments", the Group's business activity falls within three operating segments, namely:</p> <p>(a) Music (b) Films/Television serials (c) Publication</p> <p>Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable expenditure net of unallocable income" mainly includes interest income, expenses on common services not directly identifiable to individual segments and corporate expenses.</p> <p>Segment Assets and Segment Liabilities are as at 31 March 2022, 31 December 2021 and 31 March 2021. Unallocable corporate assets less unallocable corporate liabilities mainly represent investment of surplus funds and cash and bank balances.</p>
6	In view of pandemic relating to COVID – 19, the Group has considered internal and external information available up to the date of approval of these consolidated annual financial results and has performed analysis in assessing the recoverability of its assets including trade receivables, inventories, investments, other financial and non-financial assets, for possible impact on these consolidated annual financial results. The Group has also assessed the impact of this whole situation on its capital and financial resources, profitability, liquidity position, etc. On the basis of its present assessment and current indicators of future economic conditions, the Group does not anticipate any material impact on these consolidated annual financial results. However, the actual impact of COVID – 19 on the Group's financial results may differ from that estimated and the Group will continue to closely monitor any material changes to future economic conditions.
7	For more details on Results, visit Investor Relations section of our website at <a href="http://www.saregama.com">http://www.saregama.com</a> and Financial Results under Corporates section of <a href="http://www.nseindia.com">www.nseindia.com</a> and <a href="http://www.bseindia.com">www.bseindia.com</a> .
	<p>For and on behalf of the Board of Directors of Saregama India Limited</p> <div style="text-align: right;"> <p><b>VIKRAM MEHRA</b> Digitally signed by VIKRAM MEHRA Date: 2022.05.02 12:33:38 +05'30'</p> <p><b>Vikram Mehra</b> <b>Managing Director</b> <b>DIN: 03556680</b></p> </div> <p>Mumbai 02 May 2022</p>

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(Rs. in Lakhs)

**Statement of Standalone Financial Results for the Three Months and Year Ended 31 March 2022**

Sl. No.	Particulars	3 Months ended 31 March 2022	3 Months ended 31 December 2021	3 Months ended 31 March 2021	Year ended 31 March 2022	Year ended 31 March 2021
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
		Refer Note 4		Refer Note 4		
1	<b>Income</b>					
	(a) Revenue from operations	17,737	14,658	12,100	56,831	43,425
	(b) Other income	1,724	816	1,730	3,341	2,908
	<b>Total Income</b>	<b>19,461</b>	<b>15,474</b>	<b>13,830</b>	<b>60,172</b>	<b>46,333</b>
2	<b>Expenses</b>					
	(a) Operational cost*	6,076	3,198	3,024	14,053	9,183
	(b) Employee benefits expense	1,513	1,529	1,404	6,108	5,689
	(c) Finance costs	148	94	89	451	345
	(d) Depreciation and amortisation expense	448	352	176	1,302	540
	(e) Advertisement and sales promotion	1,982	1,483	1,613	6,197	5,446
	(f) Royalty expense	1,528	1,586	1,345	6,320	5,666
	(g) Other expenses	1,450	1,536	1,399	5,542	4,919
	<b>Total Expenses</b>	<b>13,145</b>	<b>9,778</b>	<b>9,050</b>	<b>39,973</b>	<b>31,788</b>
3	<b>Profit before exceptional items and tax (1-2)</b>	<b>6,316</b>	<b>5,696</b>	<b>4,780</b>	<b>20,199</b>	<b>14,545</b>
4	<b>Exceptional Items</b>	-	-	-	-	-
5	<b>Profit before tax (3-4)</b>	<b>6,316</b>	<b>5,696</b>	<b>4,780</b>	<b>20,199</b>	<b>14,545</b>
6	<b>Tax Expense</b>					
	(a) Current Tax	1,403	1,438	1,207	4,986	3,755
	(b) Deferred Tax (net)	207	10	103	171	88
	<b>Total tax expense</b>	<b>1,610</b>	<b>1,448</b>	<b>1,310</b>	<b>5,157</b>	<b>3,843</b>
7	<b>Profit for the period (5-6)</b>	<b>4,706</b>	<b>4,248</b>	<b>3,470</b>	<b>15,042</b>	<b>10,702</b>
8	<b>Other Comprehensive Income (net of taxes)</b>					
	(a) Items that will be reclassified to profit or loss	-	-	-	-	-
	(b) Items that will not be reclassified to profit or loss	(1,708)	(1,212)	(332)	3,215	2,509
	<b>Total other comprehensive income</b>	<b>(1,708)</b>	<b>(1,212)</b>	<b>(332)</b>	<b>3,215</b>	<b>2,509</b>
9	<b>Total comprehensive income for the period (7+8)</b>	<b>2,998</b>	<b>3,036</b>	<b>3,138</b>	<b>18,257</b>	<b>13,211</b>
10	Paid-up Equity Share Capital (Face Value of Re. 1/- each) (Refer Note 2)	1,928	1,928	1,743	1,928	1,743
11	Other equity				1,35,255	49,211
12	Earnings Per Share (Face Value Re. 1/- each): # (Refer Note 2)					
	(a) Basic (Rs.)	2.44	2.31	2.01	8.31	6.24
	(b) Diluted (Rs.)	2.44	2.30	1.99	8.30	6.18

\*Includes media content cost, contract manufacturing charges and cost of production of films and television serials.

#Figures for three months are not annualised.

Saregama India Limited  
Registered Office: 33, Jessore Road, Dum Dum, Kolkata - 700 028  
web: www.saregama.com, Email id: co.sec@saregama.com, Phone no: 033-2551-2984  
CIN:L22213WB1946PLC014346

(Rs. in Lakhs)

**Standalone Segment wise Revenue, Results, Assets and Liabilities for the Three Months and Year Ended 31 March 2022**

Sl. No.	Particulars	3 Months ended 31 March 2022	3 Months ended 31 December 2021	3 Months ended 31 March 2021	Year ended 31 March 2022	Year ended 31 March 2021
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
		Refer Note 4		Refer Note 4		
1	<b>Segment Revenue</b>					
	(a) Music	12,484	13,100	9,997	46,592	38,215
	(b) Films/Television serials	5,253	1,558	2,103	10,239	5,210
	<b>Total segment revenue</b>	17,737	14,658	12,100	56,831	43,425
	<b>Less: Inter Segment Revenue</b>	-	-	-	-	-
	<b>Total Revenue from Operations</b>	17,737	14,658	12,100	56,831	43,425
2	<b>Segment Results</b>					
	(a) Music	5,400	6,013	4,190	21,082	16,922
	(b) Films/Television serials	741	323	288	1,491	(4)
	<b>Total</b>	6,141	6,336	4,478	22,573	16,918
	<b>Less:</b>					
	(a) Finance costs	148	94	89	451	345
	(b) Other unallocable expenditure net of unallocable income	(323)	546	(391)	1,923	2,028
	<b>Total Profit Before Tax</b>	6,316	5,696	4,780	20,199	14,545
3	<b>Segment Assets</b>					
	(a) Music	49,828	46,729	39,687	49,828	39,687
	(b) Films/Television serials	11,077	8,761	5,724	11,077	5,724
	(c) Unallocated	1,06,251	1,13,900	32,074	1,06,251	32,074
	<b>Total Segment Assets</b>	1,67,156	1,69,390	77,485	1,67,156	77,485
4	<b>Segment Liabilities</b>					
	(a) Music	19,978	19,846	15,933	19,978	15,933
	(b) Films/Television serials	2,757	2,361	909	2,757	909
	(c) Unallocated	7,238	7,360	9,689	7,238	9,689
	<b>Total Segment Liabilities</b>	29,973	29,567	26,531	29,973	26,531



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(Rs. in Lakhs)

<b>Standalone Statement of Assets and Liabilities</b>			
Sl. No.	Particulars	As at 31 March 2022 (Audited)	As at 31 March 2021 (Audited)
	<b>ASSETS</b>		
1	<b>Non-current assets</b>		
	(a) Property, plant and equipment	21,398	20,452
	(b) Right-of-use assets	126	109
	(c) Investment properties	219	225
	(d) Intangible assets	6,013	1,787
	(e) Intangible assets under development	175	195
	(f) Financial assets		
	(i) Investments	16,394	10,986
	(ii) Other financial assets	195	192
	(g) Other non-current assets	2,916	1,117
	<b>Total non-current assets</b>	<b>47,436</b>	<b>35,063</b>
2	<b>Current assets</b>		
	(a) Inventories	10,317	6,547
	(b) Financial assets		
	(i) Investments	50,571	2,516
	(ii) Trade receivables	10,751	8,959
	(iii) Cash and cash equivalents	14,706	630
	(iv) Bank balances other than (iii) above	17,101	13,384
	(v) Loans	2,385	1,125
	(vi) Other financial assets	787	386
	(c) Current tax assets (net)	2,516	1,889
	(d) Other current assets	10,586	6,986
	<b>Total current assets</b>	<b>1,19,720</b>	<b>42,422</b>
	<b>TOTAL ASSETS</b>	<b>1,67,156</b>	<b>77,485</b>
	<b>EQUITY AND LIABILITIES</b>		
1	<b>Equity</b>		
	(a) Equity share capital	1,928	1,743
	(b) Other equity	1,35,255	49,211
	<b>Total Equity</b>	<b>1,37,183</b>	<b>50,954</b>
	<b>Liabilities</b>		
2	<b>Non-current liabilities</b>		
	(a) Financial liabilities		
	(i) Lease liabilities	71	74
	(b) Employee benefit obligations	367	355
	(c) Deferred tax liabilities (net)	5,655	4,923
	<b>Total non-current liabilities</b>	<b>6,093</b>	<b>5,352</b>
3	<b>Current liabilities</b>		
	(a) Financial liabilities		
	(i) Lease liabilities	59	36
	(ii) Trade payables		
	a) Total outstanding dues of micro enterprises and small enterprises	1	1
	b) Total outstanding dues of creditors other than micro enterprises and small enterprises	6,163	5,260
	(iii) Other financial liabilities	4,090	6,300
	(b) Other current liabilities	4,493	2,337
	(c) Provisions	9,003	7,079
	(d) Employee benefit obligations	71	166
	<b>Total current liabilities</b>	<b>23,880</b>	<b>21,179</b>
	<b>Total liabilities</b>	<b>29,973</b>	<b>26,531</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,67,156</b>	<b>77,485</b>

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(Rs. in Lakhs)

Standalone Statement of Cash Flows				
Sl. No.	Particulars	Year ended 31 March 2022 (Audited)		Year ended 31 March 2021 (Audited)
	<b>Profit Before Tax</b>		<b>20,199</b>	<b>14,545</b>
<b>A.</b>	<b>Cash Flow from Operating Activities</b>			
	Adjustments for:			
	Depreciation and amortisation expense	1,302		540
	Allowance for expected credit loss / provision for doubtful advances	-		2
	Finance costs	451		345
	Liabilities/Provisions no longer required written back	(27)		(538)
	Allowance for expected credit loss / provision for doubtful advances no longer required written back	(17)		-
	Interest income	(1,854)		(1,705)
	Share based payment expense	76		138
	Bad debts/advances written off	-		23
	Profit on sale of Property, plant and equipment*	-		(0)
	Profit on sale of Investment in Mutual Fund	(48)		-
	Fair value gain on Mutual Fund at FVTPL	(550)		(17)
	Net loss on unrealised foreign currency transactions	(30)		32
	Dividend income from equity investments designated at FVOCI	(567)		(567)
			<b>(1,264)</b>	<b>(1,747)</b>
	<b>Operating profit before Working Capital Changes</b>		<b>18,935</b>	<b>12,798</b>
	Adjustments for:			
	Increase in Other current assets, Loans, Other non-current assets, Other financial assets	(4,867)		(728)
	Increase in Other financial liabilities, Provisions, Other current liabilities	5,768		3,252
	Increase in Trade payables	903		430
	Decrease in Employee benefit obligations	(6)		(5)
	(Increase)/Decrease in Trade receivables	(1,764)		2,079
	(Increase)/Decrease in Inventories	(3,770)		2,361
			<b>(3,736)</b>	<b>7,389</b>
	<b>Cash generated from operations</b>		<b>15,199</b>	<b>20,187</b>
	Income taxes paid (net of refund)		<b>(5,613)</b>	<b>(1,442)</b>
	<b>Net cash generated from Operating Activities (A)</b>		<b>9,586</b>	<b>18,745</b>
<b>B.</b>	<b>Cash Flow from Investing Activities</b>			
	Purchase of Property, plant and equipment and intangible assets	(7,260)		(2,196)
	Sale of Property, plant and equipment*	-		0
	Investment in equity shares of subsidiary	(1)		-
	Investment in equity shares of other company (quoted)	(2,698)		(76)
	Interest received	691		216
	Loan to subsidiary companies (net)	99		(95)
	Investment in Mutual Funds	(58,810)		(2,499)
	Proceeds from sale of Investment in Mutual Funds	11,355		-
	Dividend income from equity investments designated at FVOCI	567		567
	Fixed deposits placed with banks (with remaining maturity more than 3 months)	(7,175)		(9,704)
	<b>Net cash used in Investing Activities (B)</b>		<b>(63,232)</b>	<b>(13,787)</b>
<b>C.</b>	<b>Cash Flow from Financing Activities</b>			
	Repayment of Short term borrowings	-		(633)
	Proceeds from issue of shares*	185		0
	Share premium received on issue of shares	73,135		5
	Sale/(Purchase) of Investment by Saregama Welfare Trust (Treasury Shares) (net)	333		(171)
	Dividend paid	-		(261)
	Interim dividend paid	(5,784)		(3,486)
	Repayment of principal portion of lease liabilities	(42)		(53)
	Interest paid on lease liabilities	(11)		(4)
	Interest paid on others	(94)		(55)
	<b>Net cash generated from/(used in) Financing Activities (C)</b>		<b>67,722</b>	<b>(4,658)</b>
	<b>Net increase in cash and cash equivalents (A+B+C)</b>		<b>14,076</b>	<b>300</b>
	<b>Cash and Cash Equivalents at the beginning of the year</b>		<b>630</b>	<b>330</b>
	<b>Cash and Cash Equivalents at the end of the year</b>		<b>14,706</b>	<b>630</b>

\*Represents value of less than Rs. 0.50 Lakh.

Note: The above Standalone Statement of Cash Flow has been prepared under the "Indirect Method" as set out in Ind AS 7 - "Statement of Cash Flows".

**NOTES:**

- 1 The aforementioned results for the three months and year ended 31 March 2022 have been reviewed and recommended by the Audit Committee in their meeting held on 02 May 2022 and approved by the Board of Directors of the Company at their meeting held on even date. These results have been subjected to audit by the Statutory Auditors of the Company who have issued an unmodified audit report on the standalone annual financial results for the year ended 31 March 2022.
- 2 Pursuant to the Special Resolution passed by the Shareholders of the Company by way of Postal Ballot through electronic means on 31 March 2022, the Company has sub-divided its equity share of face value of Rs.10/- (Rs. Ten only) each fully paid up, into 10 (Ten) equity shares of face value Re.1/- (Rupee One only) each fully paid-up, effective from 28 April 2022. Hence, shares have now been adjusted on account of sub-division of share done by the Company. This has also been considered for calculating weighted average number of equity shares for all periods presented, as per Ind AS 33- Earnings Per Share.
- 3 Out of the 53,38,628 equity shares of Rs.10/- each issued for cash at a premium of Rs.35/- (issue price - Rs.45/-) pursuant to the Rights Issue in 2005, allotment of 5,290 equity shares of face value Rs.10/- each (relating to cases under litigation / pending clearance from concerned authorities) were in abeyance till 31 March 2022. These shares have now been adjusted on account of sub-division of share done by Company as explained in note 2 above.
- 4 The figures for the three months ended 31 March 2022 and 31 March 2021 are the balancing figures between audited figures in respect of the full financial year and published year to date figures upto the end of third quarter of the relevant financial year. The published year to date figures upto the end of third quarter of the relevant financial year were subject to Limited Review.
- 5 During the year ended 31 March 2022, the Company has issued and allotted 18,50,937 equity shares of Rs.10/- each at an issue price of Rs.4,052/- per equity share, aggregating to Rs.74,999.97 lakhs (including security premium of Rs.74,814.87 lakhs) on 10 November 2021. The issue was made through eligible Qualified Institutions Placement (QIP) in terms of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 as amended and other relevant provisions of the Companies Act, 2013. These shares have now been adjusted on account of sub-division of share done by Company as explained in note 2 above.
- 6 In order to lay specific focus on the e-commerce distribution business of the Company alongwith identified non-core assets (including investment(s) in publication business) and other activities and/ or arrangements incidental or relating thereto, the Board of the Directors of the Company at its meeting held on 30 March 2022 approved, subject to necessary approvals, Scheme of Arrangement between the Company and Digidrive Distributors Limited ("Resulting Company") and their respective shareholders and creditors under Sections 230 to 232 and other applicable provisions of the Companies Act, 2013 ("Act") ("Scheme") which inter alia provides for the demerger, transfer and vesting of the Demerged Undertaking (as defined in the Scheme) from the Company into the Resulting Company, on a going concern basis. The appointed date being 1 April 2022. Upon implementation of the Scheme, each shareholder of the Company would be entitled to fully paid shares of the respective companies in the ratio set out in the Scheme. Necessary accounting effect of the Scheme will be given in due course, upon receipt of the requisite approvals. The above mentioned Resulting Company is a wholly owned subsidiary of the Company formed with a total investment of Rs.1 Lakh on 15 March 2022.
- 7 The Board of Directors in their meeting held on 19 January 2022 has declared an interim dividend for the financial year 2021-22 of Rs.30/- per equity share (300% on the face value of Rs.10/- each) and has paid an amount of Rs.5,784.28 Lakhs during the quarter ended 31 March 2022.
- 8 Based on the guiding principles given in Ind AS 108 on "Operating Segments", the Company's business activity falls within two operating segments, namely:  
(a) Music  
(b) Films/Television serials  
Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable expenditure net of unallocable income" mainly includes interest income, expenses on common services not directly identifiable to individual segments and corporate expenses.  
Segment Assets and Segment Liabilities are as at 31 March 2022, 31 December 2021 and 31 March 2021. Unallocable corporate assets less unallocable corporate liabilities mainly represent investment of surplus funds and cash and bank balances.
- 9 In view of pandemic relating to COVID – 19, the Company has considered internal and external information available up to the date of approval of these standalone annual financial results and has performed analysis in assessing the recoverability of its assets including trade receivables, inventories, investments, other financial and non-financial assets, for possible impact on these standalone financial results. The Company has also assessed the impact of this whole situation on its capital and financial resources, profitability, liquidity position, etc. On the basis of its present assessment and current indicators of future economic conditions, the Company does not anticipate any material impact on these standalone annual financial results. However, the actual impact of COVID – 19 on the Company's financial results may differ from that estimated and the Company will continue to closely monitor any material changes to future economic conditions.
- 10 For more details on Results, visit Investor Relations section of our website at <http://www.saregama.com> and Financial Results under Corporates section of [www.nseindia.com](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

For and on behalf of the Board of Directors of Saregama India Limited

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**Vikram Mehra**  
**Managing Director**  
**DIN: 03556680**

Mumbai  
02 May 2022

## **SAREGAMA RECORDS ALL-TIME-HIGH REVENUE AND PAT WITH INCREASING MARKET PRESENCE**

**The Company's Operating revenue rose 31% YoY at Rs.5806 Mn in FY22. PAT stood at Rs.1526 Mn; up 35% YoY**

**Mumbai, May 02, 2022:** Saregama, a RPSG Group company, announced its financial results for the Quarter and Year Ended March 31, 2022.

**Total Income stood at Rs 6155 Mn, up 30% YOY. FY22 PBT at Rs.2044 Mn; up 35% YoY from Rs.1519 Mn in FY21. PAT Margin maintained at 26%.**

**Company's Operating Income before Content Charge, Interest and Depreciation (OIBCID) rose 54% to Rs.2229 Mn in FY22 from Rs.1451 Mn in FY21.**

**Company's Q4 FY22 Revenue from Operations at Rs.1802 Mn registered a 46% growth compared to same quarter last year. Q4 FY22 PBT stood at Rs.643 Mn as against Rs.503 Mn in the corresponding quarter last year (i.e. 28% YoY)**

During this quarter, Company has acquired over **1500+ music IP** belonging to 280 Telugu films from Mango Music. Company launched music of two big films: Sanjay Leela Bhansali's Gangubai Kathiawadi and Mahesh Babu's Sarkaru Vaari Paata. Both albums are super hits. Company released 135 films and non-films songs across Hindi, Bhojpuri, Gujarati, Punjabi, Tamil, Telugu, Malayalam, Marathi and Bengali languages.

In FY22, Company registered **17% growth** in Carvaan sales; **4.01 Lakhs units** sold in FY22 as against 3.44 Lakhs units in FY21.

In FY22 Films, Web Series and TV serials vertical crossed **Rs.1000 Mn** Revenue for the very first time. Company managed to deliver its first digital web series to a leading digital platform. Company also delivered two Marathi films.

Avarna Jain, Vice Chairman Saregama India, said "India's sustained economic growth and the universal acceleration of digital adoption by users across geographies are the key drivers of change in content consumption habits. This trend is expected to continue for a long time, and Saregama has aligned its content strategy to ride on this digital wave. The strategy includes monetisation of existing content as well as acquiring content through increased investments"

Vikram Mehra, MD Saregama India, said "Saregama is well poised to capture leadership position across Content IP industry. FY22 was a good year for the company, and we expect to continue this trend"

**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 - publishing, film production and digital content.

**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.

**For further information, please contact:**

Honey Sheth | [honey.sheth@mslgroup.com](mailto:honey.sheth@mslgroup.com) | 9870097011

Nehal Palod | [nehal.palod@mslgroup.com](mailto:nehal.palod@mslgroup.com) | 9329983701







# SAREGAMA STRENGTHS



India's only entertainment company with IP offerings across media channels (music, film, web series AND TV serials), delivery platforms (physical and digital) and business models (licensing and retail)



Large intellectual property portfolio of 142K+ songs, 64 films, 1 web-series, 6K+ hours of television content



Strong licensing relationships with streaming applications and platforms for music and video



Increasing IP library with a growing presence in all leading Indian languages



Investments and Capabilities in Data Analytics and Technology for content acquisition and IP protection



Strong financial position with track record of revenue growth, margin expansion and cash flow generation

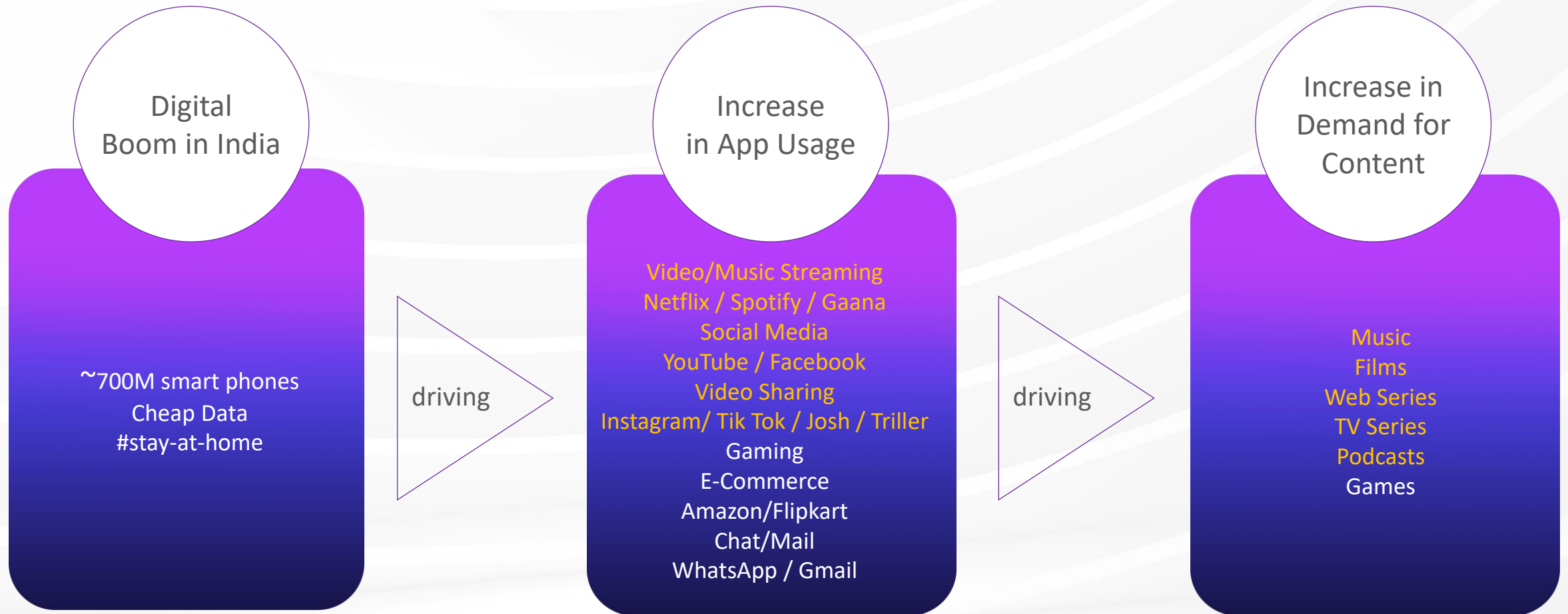


Experienced and creative leadership through Management Team and Promoter Group



# STRATEGIC OVERVIEW

Digitisation Driving Growth



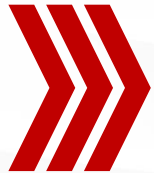
142k+ Songs | 64 Movies | 1 Web Series | 6k+ hrs of TV Series | Advantage **Saregama**



# STRATEGIC OVERVIEW

To be a **Pure Play Content Company** capitalising on the global content consumption boom driven by the ever-increasing **Digitisation**

## Monetisation of Existing IP



Through licensing to EVERY 3rd party Digital (music, video, social) and TV platform.



Carvaan transitioning from being a Product with only one-time margin to a Platform with upfront margin and recurring advertising and subscription revenue.

## Building of New IP



Cementing leadership position with New film and non-film music acquisition across Hindi, Tamil, Telugu, Bhojpuri, Gujarati, Punjabi, Malayalam, Bengali and other regional languages.



Producing Theatrical Films in only Regional languages and Web Series in all languages. Revenue secured through pre-licensing to digital platforms. Scale allowing lower cost of production.

IP Creation ambition over next 3-5 years



Market Leadership  
In Music Segment

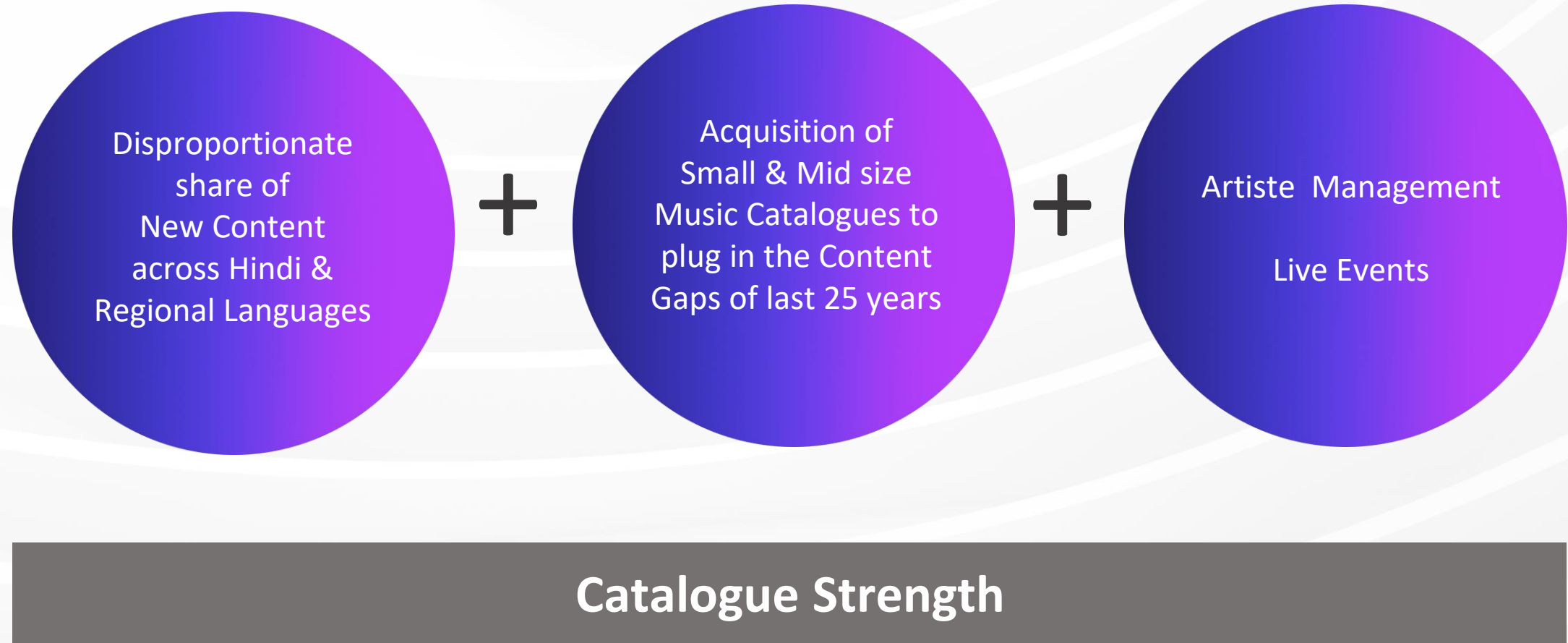


60 New Films and  
Web Series Episodes



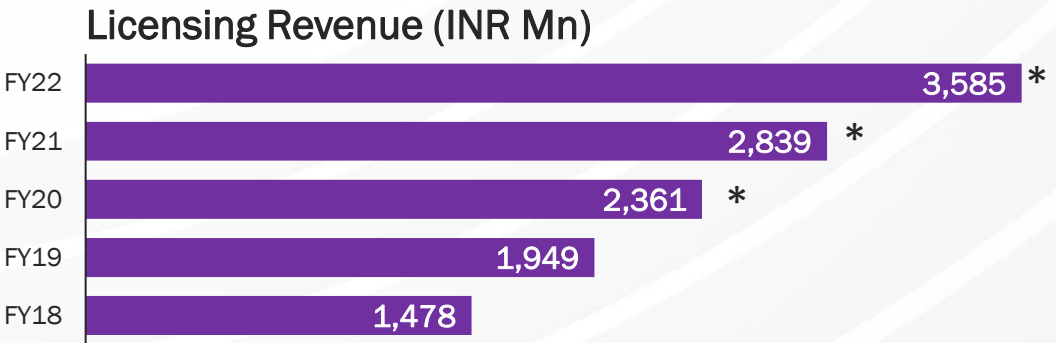
1200 - 1500 hrs  
of new TV serials content

## SAREGAMA WANTS TO TAKE MARKET LEADERSHIP POSITION IN INDIAN MUSIC



# SAREGAMA MUSIC IP

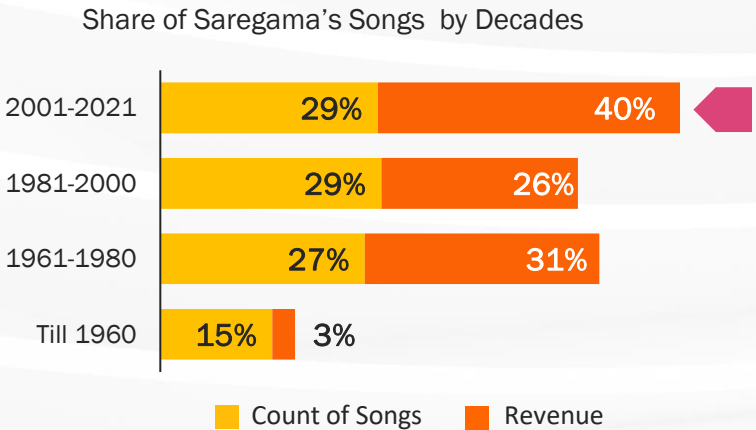
## Fast Growing Licensing Revenue



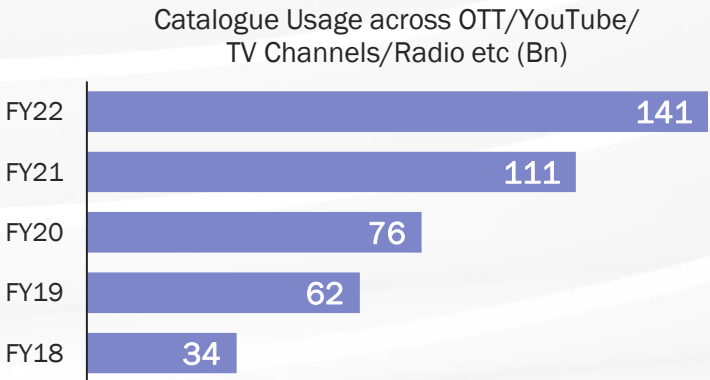
\* One time income of INR 97 Mn (FY22), 155 Mn (FY21) and INR 21 Mn (FY20) are excluded

### On account of

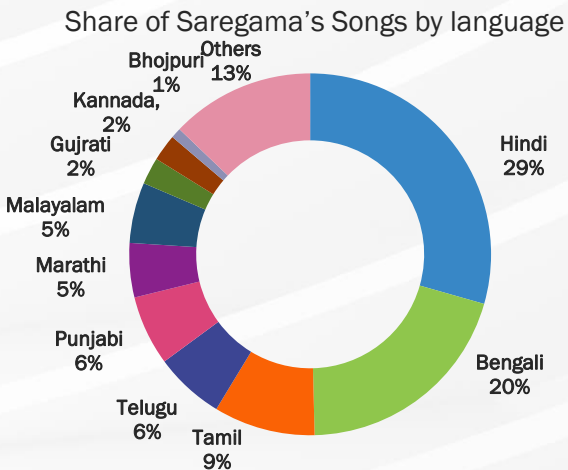
#### A. Saregama’s Focus on New Music



#### B. Growing customer interest in Retro Music



#### C. Presence across all Indian Languages



A typical movie has 5 songs. Assuming a music label acquires 1000 movies in a year, it will get 5k songs. By comparison, Saregama owns 142k songs, each digitised with rich metadata behind it, giving it a big competitive advantage

# OUR MUSIC LICENSING PARTNERS

## Music Streaming Partners



## Broadcasting Partners



## Video Streaming Partners



## Social Media Platforms



## Brands



# OPERATIONAL HIGHLIGHTS



# MUSIC SEGMENT OPERATIONAL HIGHLIGHTS

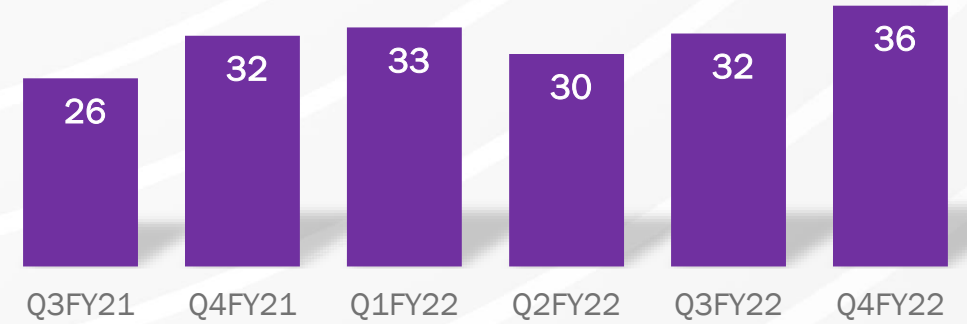
## Licensing:

- Music licenses to following brands:  
Google, Johnson & Johnson, Marico, Colgate, etc.
- Digital Content Licenses:  
Chandan sa badan (Amazon Prime), Un Azhagai Kandukondaal (Sony Liv) etc.
- Film Sync Licenses:  
Hum bane tum bane (Hindi Film “83”), Naadha Nee Varum (Malayalam film “Antakshari”)
- Signed an exclusive deal with Padma Shri singer-musician **Adnan Sami**

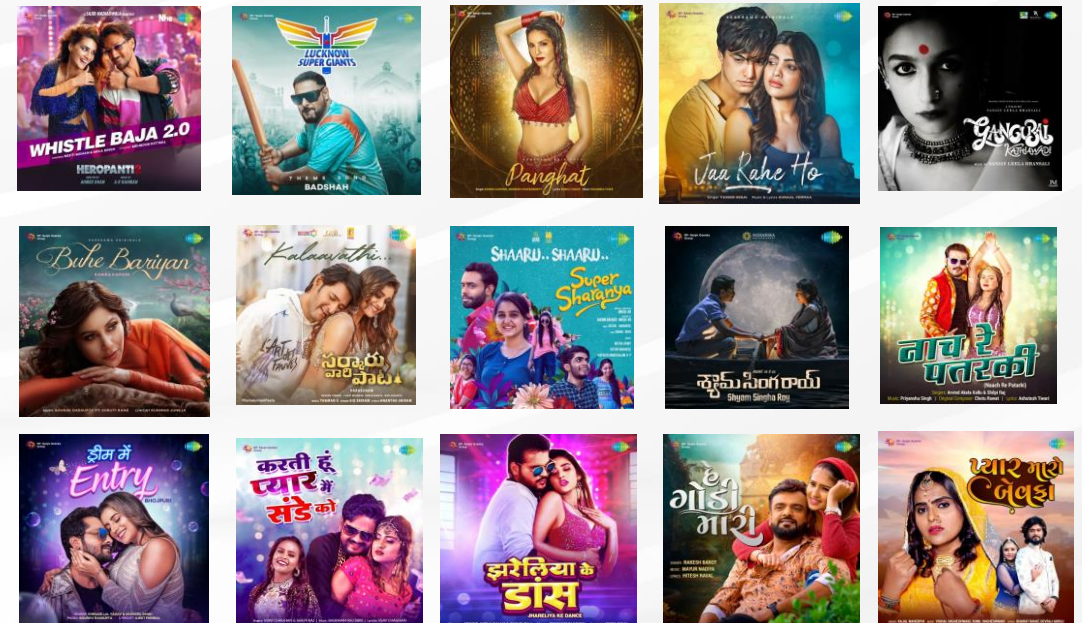
## WHAT’S NEW

- Company has acquired over 1500+ music IP belonging to 280 Telugu films released over the last two decades including songs from super-hits like RX100 and Ninnu Kori from Mango Music
- Continuing its digitization efforts activated during lockdown, Company has added 10,000 musical marvels to its digital catalogue. Catalogue grows to 142K+
- In the New Film Music category, Company launched music of two big films: Sanjay Leela Bhansali’s Gangubai Kathiawadi and Mahesh Babu’s Sarkaru Vaari Paata. Both albums are super hits.
- Overall. 41 new film songs released during this quarter –12 Telugu, 9 Malayalam, 7 Tamil, 6 Hindi , 4 Bengali and 3 songs in Marathi
- 94 new non film songs released this quarter. This includes 15 Hindi, 37 Bhojpuri, 26 Gujarati, 5 Bengali songs, 3 Tamil, 2 Punjabi

## YOUTUBE VIEWS (Bn) PER QUARTER



Includes all views related to Saregama IP across its Owned Channels and User Generated Content. Q2-FY22 views is under reconciliation with YouTube



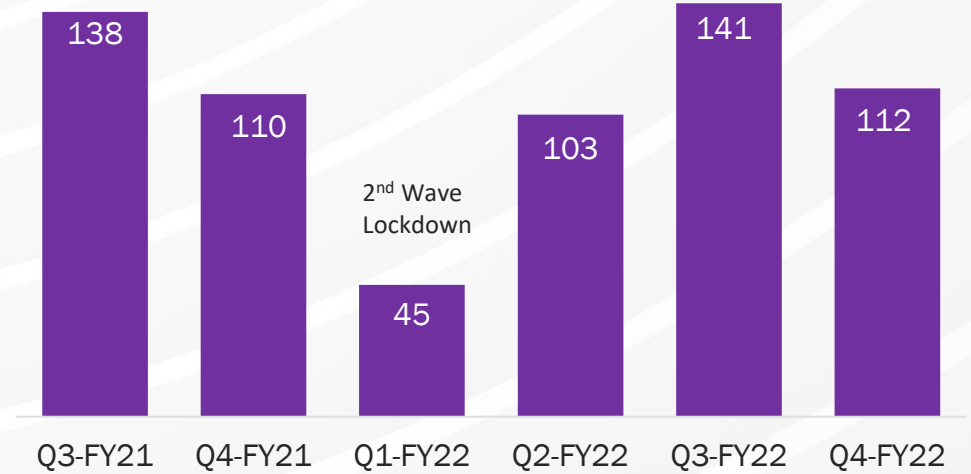
# MUSIC SEGMENT OPERATIONAL HIGHLIGHTS

## Retail:

- In spite of 3<sup>rd</sup> wave of Covid impact felt during first fortnight of Jan'22, Carvaan sales picked up.
- Supply situation improving, but chip shortage still a reality



Carvaan Sales (units '000s)



## Future Outlook

- Reliance on Natural Pull from the market
- Tight cost controls to continue

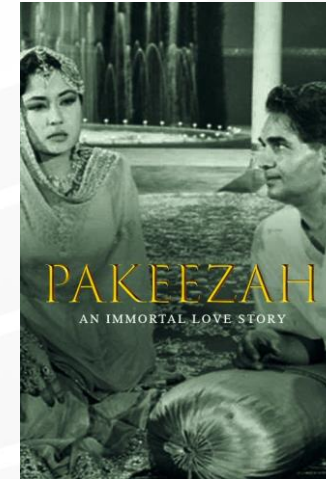


# FILMS, WEB SERIES & TV SEGMENT OPERATIONAL HIGHLIGHTS

## Films and Web Series



- Two more Yoodlee films 'Zombivili' and 'Habbadi' licenced to Zee 5 and Netflix in Q4.
- Licenced its 1<sup>st</sup> Web Series 'Mindscapes' to leading digital platform.



### Future Outlook

- Web Series '**Invisible Women**' starring Suniel Shetty expected to release in Q1 FY23
- Announced a web series on the making of '**Pakeezah**'
- Signed multiple project deal with Malayalam star '**Tovino Thomas**'

## TV Segment



- **Roja and Anbe Vaa** being the Slot Leader in their respective prime time slots.
- Saregama TV Shows YouTube channel garnered 457 Mn views in Q4
- Licenced remake rights of tv serial "**Roja**" to Star India for Marathi language
- Created and released short video content relating to '**Bhakti**', '**Yoga**' exclusively for YouTube. The same received good response from the audiences.



### Future Outlook

- Unlocking the value of existing IP through language remakes, new platform licensing and syndication



# FINANCIAL HIGHLIGHTS

## CONSOLIDATED

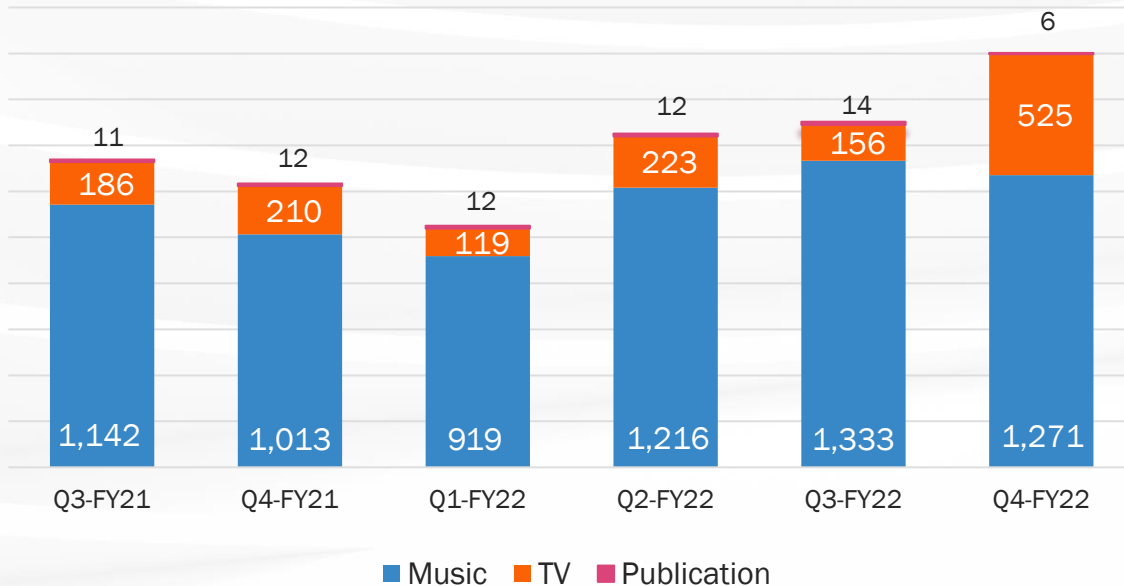
# QUARTERLY FINANCIAL SUMMARY

Particulars (INR Mn)	Q4 FY22	Q3 FY22	Q-o-Q Growth	Q4 FY21	Y-o-Y Growth
<b>Revenue from Operations</b>					
• Music	1,271	1,333	(5)%	1,013	25%
• TV & Films	525	156	237%	210	150%
• Publication	6	14	(57)%	12	(50)%
<b>Revenue from Operations</b>	<b>1,802</b>	<b>1,503</b>	<b>20%</b>	<b>1,235</b>	<b>46%</b>
<b>Operating Income before Content Charge, Interest and Depreciation (OIBCID)</b>	<b>644</b>	<b>629</b>	<b>2%</b>	<b>411</b>	<b>57%</b>

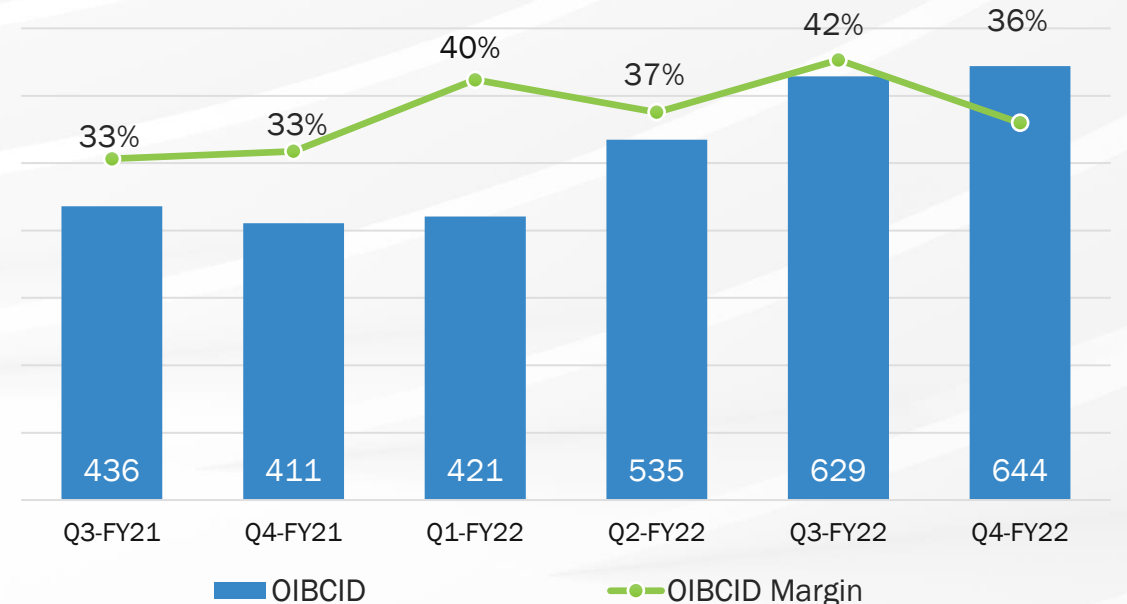
Content Charge include the following charges related to the new content during the year:

- 1) Amount amortised in case of Royalty based deals
- 2) Amount amortised against the one-time fee paid in case of Outright purchase-based deals
- 3) Marketing of new content
- 4) Content charge does not include any royalty paid post recoupment of the Minimum Guarantee amount.

## Revenue from Operations (INR Mn)



## OIBCID (INR Mn) & OIBCID Margin



# OIBCID to PAT

Particulars (INR Mn)	Q4-FY22	Q3-FY22	Q-o-Q Growth	Q4-FY21	Y-o-Y Growth	FY22	FY21	Y-o-Y Growth
Revenue from Operations (A)	1,802	1,503	20%	1,235	46%	5,806	4,420	31%
Total Expenses (B)	1,158	874	33%	824	41%	3,576	2,969	20%
OIBCID (C= A-B)	644	629	2%	411	57%	2,230	1,451	54%
<i>OIBCID Margin (%)</i>	36%	42%		33%		38%	33%	
Content Charging Cost (D)	167	115	45%	79	111%	463	179	159%
Depreciation (E)	7	6	17%	6	17%	27	27	-
Finance Cost (F)	15	9	67%	9	67%	45	35	29%
Other Income (G)	188	81	132%	186	1%	349	309	13%
PBT (C-D-E-F+G)	643	580	11%	503	28%	2,044	1,519	35%
Tax	163	144	13%	131	24%	518	384	35%
PAT	480	436	10%	372	29%	1,526	1,135	34%
<i>PAT Margin (%)</i>	27%	29%		30%		26%	26%	
Diluted EPS (Face Value Re.1)	2.50	2.35		2.12		8.42	6.50	

**Content Charge** include the following charges related to the new content during the year:

- 1) Amount amortised in case of Royalty based deals
- 2) Amount amortised against the one-time fee paid in case of Outright purchase-based deals
- 3) Marketing of new content
- 4) Content charge does not include any royalty paid post recoupment of the Minimum Guarantee amount.

# BALANCE SHEET

Equity and Liabilities (INR Mn)	As at 31 <sup>st</sup> Mar' 2022	As at 31 <sup>st</sup> Mar' 2021
<b>Shareholder's fund</b>		
(a) Equity share capital	193	174
(b) Other equity*	13,584	4,884
<b>Net worth</b>	13,777	5,058
(a) Non-controlling interest	32	31
<b>Non-current liabilities</b>		
(a) Financial liabilities		
(i) Lease liabilities	7	7
(b) Employee benefit obligations	42	42
(c) Deferred tax liabilities (net)	562	505
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Lease liabilities	6	4
(ii) Trade payables	645	563
(iii) Other financial liabilities	431	648
(b) Other current liabilities	466	255
(c) Provisions	902	709
(d) Employee benefit obligations	8	18
(e) Current tax liabilities	1	-
<b>Total</b>	16,879	7,840

Assets (INR Mn)	As at 31 <sup>st</sup> Mar' 2022	As at 31 <sup>st</sup> Mar' 2021
<b>Non-current assets</b>		
(a) Property, plant and equipment *	2,141	2,046
(b) Right-of-use assets	13	11
(c) Investment properties	22	23
(d) Intangible assets	602	179
(e) Intangible assets under development	17	19
(f) Financial assets		
(i) Investments	1,453	1,114
(ii) Other financial assets	20	19
(g) Other non-current assets	292	112
<b>Current assets</b>		
(a) Inventories	1,054	692
(b) Financial assets		
(i) Investments	5,308	252
(ii) Trade receivables	1,078	874
(iii) Cash and cash equivalents	1,527	111
(iv) Bank balances other than (iii) above	1,710	1,338
(v) Loans	228	92
(vi) Other financial assets	79	42
(c) Current tax assets (net)	257	197
(d) Other current assets	1,078	719
<b>Total</b>	16,879	7,840

\* Include INR 7313 Mn (net of Issue expense) added on Fund raised through QIP and INR.96 Mn added on account of Revaluation of land during the Year ended 31<sup>st</sup> March, 2022 with corresponding credit to Other Equity.

# CASH FLOW STATEMENT

Particulars (INR Mn)	FY 22		FY 21	
Pre-Tax Profit	2,044		1,519	
Change in other operating activities ( including non-cash Items)	(139)		(176)	
Change in Working capital	(389)		692	
Taxes Paid	(572)		(139)	
<b>Net cash generated from Operating Activities (A)</b>		<b>944</b>		<b>1,896</b>
Redemption/(Investment) in Fixed Deposits with maturity > 3m	(718)		(971)	
Redemption/(Investment) in Mutual Fund	(4,995)		(250)	
Net cash used in Fixed assets and other Investing activities	(590)		(139)	
<b>Net cash used in Investing Activities (B)</b>		<b>(6,303)</b>		<b>(1,360)</b>
Net cash generated from/(used in) Treasury Shares	33		(17)	
Repayment of Short-term Borrowing	-		(92)	
Proceeds from Issue of Share Capital #	7,332		1	
Repayment of Lease Liability	(4)		(6)	
Dividend paid*	(577)		(375)	
Interest paid	(11)		(6)	
<b>Net cash generated from/(used in) Financing Activities ( C )</b>		<b>6,773</b>		<b>(495)</b>
<b>Net increase in Cash and Cash Equivalent</b>		<b>1414</b>		<b>41</b>
Cash and Cash Equivalents at the beginning of the period		111		70
Effect of Translation of foreign currency cash and cash equivalents		2		0
<b>Cash and Cash Equivalents at End of the period</b>		<b>1,527</b>		<b>111</b>

# Net of Issue expense of INR 168 Mn

\* dividend paid as on 31 March 2021 include Dividend declared on 23rd March 2021 – INR 349 Mn which is paid in FY22

# FINANCIAL HIGHLIGHTS

## STANDALONE

# FINANCIAL PERFORMANCE

Particulars (INR Mn)	Q4-FY22	Q3-FY22	Q-o-Q Growth	Q4-FY21	Y-o-Y Growth	FY 22	FY 21	Y-o-Y Growth
Turnover	1,774	1,466	21%	1,210	47%	5,683	4,343	31%
Other Income	172	82	110%	173	(1)%	334	290	15%
Total Revenue	1,946	1,548	26%	1,383	41%	6,017	4,633	30%
Total Expenses	1,254	935	34%	878	43%	3,822	3,090	24%
Depreciation & Amortisation	45	35	29%	18	150%	130	54	141%
Finance Cost	15	9	67%	9	67%	45	35	29%
PBT	632	569	11%	478	32%	2,020	1,454	39%
Tax	161	145	11%	131	23%	516	384	34%
PAT	471	424	11%	347	36%	1,504	1,070	41%
PAT Margin (%)	26%	29%		29%		26%	25%	
Diluted EPS (Face Value Re.1)	2.44	2.30		1.99		8.30	6.18	



# BALANCE SHEET

Equity and Liabilities (INR Mn)	As at 31 <sup>st</sup> March 2022	As at 31 <sup>st</sup> March 2021
<b>Shareholder's fund</b>		
(a) Equity share capital	193	174
(b) Other equity*	13,526	4,921
<b>Net worth</b>	13,719	5,095
<b>Non-current liabilities</b>		
(a) Financial liabilities		
(i) Lease liabilities	7	7
(b) Employee benefit obligations	37	36
(c) Deferred tax liabilities (net)	566	492
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Lease liabilities	6	4
(ii) Trade payables	616	526
(iii) Other financial liabilities	409	630
(b) Other current liabilities	449	234
(c) Provisions	900	708
(d) Employee benefit obligations	7	17
<b>Total</b>	16,716	7,749

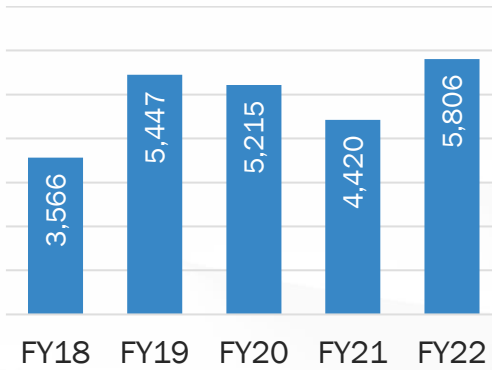
Assets (INR Mn)	As at 31 <sup>st</sup> March 2022	As at 31 <sup>st</sup> March 2021
<b>Non-current assets</b>		
(a) Property, plant and equipment*	2,140	2,045
(b) Right-of-use assets	13	11
(c) Investment properties	22	22
(d) Intangible assets	601	179
(e) Intangible asset under development	17	19
(f) Financial assets		
(i) Investments	1,639	1,098
(ii) Other financial assets	20	19
(g) Other non-current assets	291	112
<b>Current assets</b>		
(a) Inventories	1,032	655
(b) Financial assets		
(i) Investments	5,057	252
(ii) Trade receivables	1,075	896
(iii) Cash and cash equivalents	1,471	63
(iv) Bank balances other than (iii) above	1,710	1,338
(v) Loans	238	113
(vi) Other financial assets	79	39
(c) Current tax assets (net)	252	189
(d) Other current assets	1,059	699
<b>Total</b>	16,716	7,749

\* Include INR 7313 Mn (net of Issue expense) added on Fund raised through QIP and INR.96 Mn added on account of Revaluation of land during the Year ended 31<sup>st</sup> March, 2022 with corresponding credit to Other Equity.



# FINANCIAL CHARTS (CONSOLIDATED)

Revenue from Operations  
(Turnover) (INR Mn)

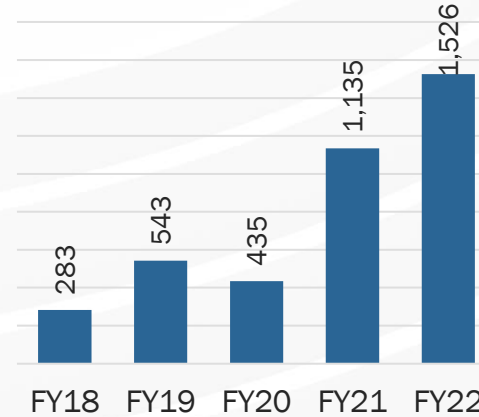


Music Licensing Revenue  
(INR Mn)

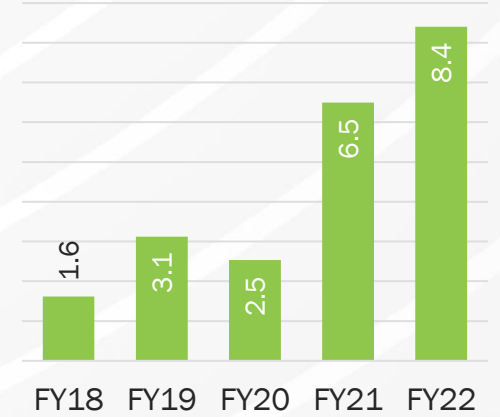


\* One time income of IINR 97 Mn (FY22), INR 155 Mn (FY21) and INR 21 Mn (FY20) are excluded

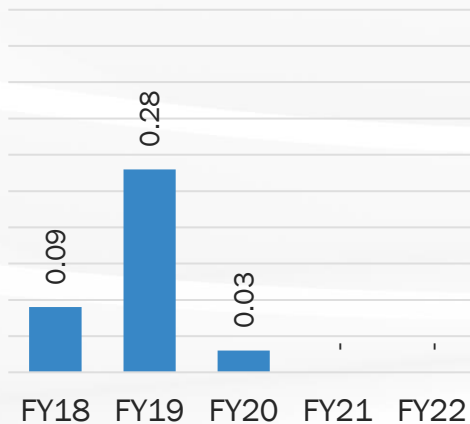
PAT (INR Mn)



Diluted EPS (INR)

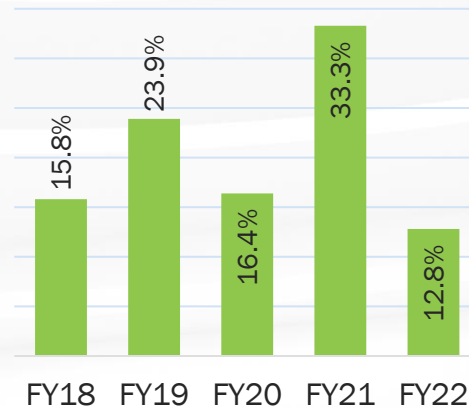


Debt to Equity Ratio



\* Debt is Nil as on 31<sup>st</sup> Mar'22 and 31<sup>st</sup> March'21.

Return on Equity (ROE)  
(%)\*

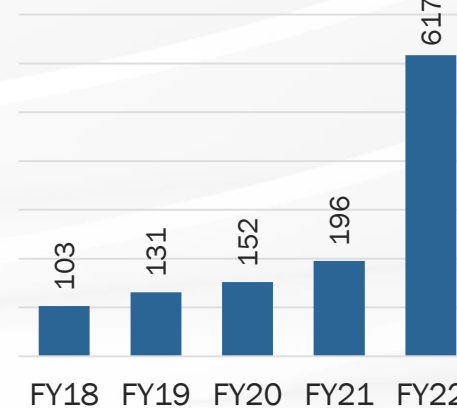


\* ROE = PAT / Shareholders Equity

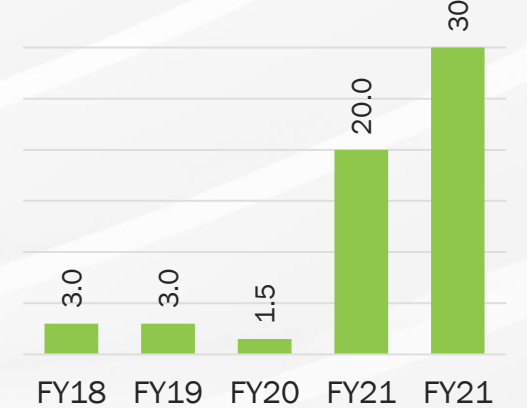
\* Shareholders Equity = Equity share capital and free reserves

The decrease in ROE for FY22 is on account of fresh fund raise through QIP of Rs.7500 MN

Book Value Per Share  
(INR)



Dividend per Share  
(INR)



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**“Saregama India Limited  
Q4 FY2022 Earnings Conference Call”**

**May 02, 2022**



**ANALYST: MR. BHUPENDRA TIWARY – ICICI SECURITIES**

**MANAGEMENT: MR. VIKRAM MEHRA – MANAGING DIRECTOR - SAREGAMA INDIA LIMITED**  
**MR. PANKAJ CHATURVEDI – CHIEF FINANCIAL OFFICER - SAREGAMA INDIA LIMITED**  
**MR. B L CHANDAK - EXECUTIVE DIRECTOR - SAREGAMA INDIA LIMITED**  
**MR. PANKAJ KEDIA - VICE PRESIDENT, INVESTOR RELATIONS - SAREGAMA INDIA LIMITED**  
**MR. DEEPAK JAIN – SAREGAMA INDIA LIMITED**



*Saregama India Limited*  
*May 02, 2022*

**Moderator:** Ladies and gentlemen, good day and welcome to the Saregama India Limited's Q4 FY2022 Earnings Conference Call hosted by ICICI Securities. As a reminder all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call please signal an operator by pressing "\*" then "0" on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Bhupendra Tiwary. Thank you and over to you Sir!

**Bhupendra Tiwary:** Thank you Seema. On behalf of ICICI Securities, we welcome you to Q4 FY2022 results conference call of Saregama India Limited. We thank the management. From the management we have Mr. Vikram Mehra, who is Managing Director; Mr. Pankaj Chaturvedi, who is CFO; Mr. B L Chandak, who is Executive Director; and Mr. Pankaj Kedia, who is Vice President, Investor Relations. Without much ado I will hand over to Vikram. Over to you Vikram!

**Vikram Mehra:** Hi! Good afternoon, everyone. Let me first start this call by welcoming Pankaj who has joined our company as the CFO. Our earlier CFO Vineet is on medical leave at this moment. So Pankaj has come full-time as a new CFO of the company.

FY2022 saw our operating revenues increasing by 31% and PAT by 35%. It is very tempting to call it a bumper year, but I believe that will be very misleading. That gives you a feeling as if its a one-off phenomenon. It is actually just a continuation of Saregama's resurgence, which started a few years ago. Remember in FY14-15 our PBT was just 6 Crores. We spent three to four years between 2014-15 to 2018-19, in rebuilding the foundation of the company on the technology side, contracts side, data side and people side. What you saw after 2018-2019 was a very, very new company. And the results immediately started showing. Just to jog everybody's memory our PBT for FY2019 was 84 Crores, FY2020 was a COVID-based aberration so I will not count it, 2021 was 152 Crores, and this year we are ending our PBT at 204 Crores. So this by no means is an exception, but this is just a continuation of a story, a story where Saregama which is the custodian and the owner of the largest IP both in audio and video in the country is finding its place under the sun by monetizing its IP to the fullest. And this is just the start, kyuki picture to abhi shuru hui hai. We believe that the story will be far more bullish as we people go forward.



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*May 02, 2022*

At 615 Crores this is the highest revenue Saregama has ever written and a PBT of 204 Crores is the highest PBT Saregama has ever written. This year has been a year of multiple milestones for us. Our music licensing revenue showed the highest year-on-year growth ever of 26% which is no mean achievement. Do keep in mind we have been able to grow music licensing revenues by over 20% fourth year in a row, once again reiterating it is not a one year exception. The foundation that has been built here is going to ensure that as we people go forward, this success story will continue. In fact the licensing revenue crossed 360 Crores this year. This is a result of both big investments in new content as well as our catalogue working harder. In this year we took a content charge off of 46 Crores compared to 18 Crores in the earlier year that is FY2021, so we have been able to write a much higher PBT in spite of us taking a much bigger content charge off during the year.

Lot of you have asked me questions in the past about our films division as to when will it start making money and when will it become significant and I have been telling you that maybe FY2022 is the year and that is what happened. For the first time films, television and series vertical crossed the 100 Crores annual revenue number and we delivered a committed margin of 15%. Carvaan sales number during the year touched 4 lakh and this is in spite of zero marketing. In fact the sales numbers grew by 17% compared to FY2021, this is nothing but a reflection of the inherent strength of the brand and yes, as committed, we have done a breakeven on Carvaan this year too.

Overall we delivered an operating income before content charge, interest and depreciation (OIBCID) of 38% and our commitment was in the range of 32% to 33%. But as we go forward we continue maintaining OIBCID guidance in the range of 32% to 33%. FY2022 was just an exception.

During the year we successfully raised 750 Crores of fresh capital from the market. This is going to be used for inorganic purchases in terms of music labels as well as more aggressive purchase of new content. The first acquisition we did from this money was of a Telugu music label's catalogue. We have got around 1500 music IPs from 280 Telugu films. This is helping give the initial boost needed for the Telugu business because as stated earlier we are now investing now heavily on Telugu film music.

Another story which I would like to share with you, something we are very proud of, during the time of lockdown we started this project called Punarjanam. This involved recovering and digitizing some of the songs owned by Saregama belonging to 1930s, 40s and 50s. They were owned by us but somewhere got lost over decades. Those songs were sourced from original LPs owned by multiple LP collectors. Each of the songs were cleaned up,



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moved from analog to digital and then was serviced to every licensing partner of ours. The good news is that from a 130k IP catalogue we had at the beginning of the year, we now own 142k IP. This increase came through project Punarjanam, acquisition of Telugu music catalogue and new content acquisition.

So this is by and large the year gone by. Let me now share more details about the quarter gone ie Q4. Revenue from operations grew by 46% while PBT grew by 28% compared to last year. An obvious question can be why was the PBT growth lower. This was because a larger proportions of revenue growth in this quarter came from the films and television business which is a 15% margin business. Our operating income before content charge, interest and depreciation at 64 Crores grew by 57% compared to the same quarter last year. This quarter was also a very big one from the music licensing perspective. We released songs of two super hit albums. First was Sanjay Leela Bhansali and Alia Bhatt's Gangubai Kathiawadi and second was Mahesh Babu's Sarkaru Vaari Paata. If I take both these films and start looking at the cumulative Youtube views of the IP that came from these films, the numbers have already crossed a billion. Remember Gangubai got released in February and Sarkaru Vaari Paata is yet to be released. This is the power of new content if you get it right. As shared in the past, we have made large investments in data analytics and predictive modelling to ensure that we get it right more often than not. We continued with our investments in Bhojpuri, Gujarati, Telugu, Malayalam, Tamil, Bengali and devotional music. Often some people ask us how will we sustain competition from some of the other existing players in the market, players who have been there in the market very actively for the last 15, 20 years. Let me acknowledge - are they formidable competitors? Yes they are, And we often look at them to replicate good marketing practices. But also remember that inspite of these formidable competitors, we have been able to secure music rights of some of the biggest upcoming films in Hindi, Tamil, Telugu and Malayalam. So why are the big film producers selling the music to Saregama? I think it is our marketing power which is now being acknowledged by the industry. Remember in the film industry the biggest marketing of a film is done by the music of the film, so more film producers are keen to partner with music labels that bring solid marketing strengths to the table and that is what we have invested in. Let me take the example of influencer marketing which is the latest way to market any product these days. We have invested heavily in data analytics once again to ensure that we work with the influencers who are the best in the category from customer segmentation perspective and who give a high return on investment. We are tracking the performance of every influencer in every category to keep on deciding which influencer to work with and this is just a small example. So its our marketing ability, our investments on the data side, on the predictive modeling side and our balance sheet position, If we want to do a deal with a producer, the producer knows that he is going to get



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*May 02, 2022*

his money on time. Also the impeccable record that Saregama enjoys in the market that we always pay money on time and we pay royalties which are correct. All this is giving us a huge edge in the new film music acquisition space.

Our revenues on the digital side grew on all fronts. They grew substantially on YouTube, on music streaming platforms, on sync side, on short format app side and we expect this trend to continue as we keep on investing in new music. I will repeat something I have said in the last quarter. Our growth rate track record of over 20% is a combination of the industry growth of 11% to 12% and increase in our market share. And market share is increasing because of the rising popularity of catalogue music that we keep on pushing and more importantly due to our investments in new content. We will continue to invest in data analytics to ensure that we keep on investing in content which has got a higher probability of success and in infringement tracking technology to ensure that there is no leakage of revenue happening once we have bought any content.

The only black mark on the music licensing side during the year and the quarter, was public performance revenue. We were expecting a lot to come from public performance during the New Year and Christmas time. Unfortunately the 3<sup>rd</sup> wave of COVID raised its head during that time, resulting into celebrations and parties being cancelled. Hence our public performance revenues are muted during the quarter and overall during the year.

Just like the last few years, Q3 is the biggest quarter for us from the Carvaan sales perspective because of the Diwali season. So after the 141k units high that we sold in Q3, we managed to sell a pretty good 112k units during Q4. Overall the annual Caravan numbers were 4 lakh, which was a 17% growth over last year. We have been maintaining this over the last eight quarterly calls, that till the COVID issue is not fully resolved both from demand side and supply side, our entire focus on Carvaan is to manage our cost structure both on the marketing as well as manpower side. With retail markets opening up the demand side is improving, which is very clearly seen in sales numbers. But the supply side is still an issue because of the global chip shortage. We believe as we get into maybe Q3 of the year, the chip shortage issue may start getting resolved to some extent and that is the time you may see higher numbers coming on the Carvaan side. Our focus and our commitment again in the year is that we will not spend any major amounts of money on manpower or marketing till the time the market is not fully opened both on supply and demand side. And we will deliver atleast a breakeven on the Carvaan front during this financial year.



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This was a super big quarter for Yoodlee, a product that has taken four years from the first year writing losses to this year finally turning profitable. It was an expected journey. It took us that much amount of time to establish our credentials in the market where we were relatively new. We delivered our first digital web series to a leading platform during this quarter. We also ended up doing two Marathi films and delivered it to various platforms. The story looks even brighter as we go forward. Somebody had asked me I think two quarters back that when will this division end up writing 100 Crores? So yes that division has really written a 100cCrore number in this financial year. But this 100 Crores is a combination of Yoodlee and TV business, Hopefully Yoodlee on its own should be able to write 100 Crores of the topline in an year or two.

Our TV serial business continues to do well in terms of TRPs. Our Q3 was special because not only did we make money from serials being broadcasted on the channel, but a substantial amount of money came from YouTube. Q3, being the festival time, is always the biggest quarter from YouTube revenue perspective. Q4 in that sense is typically muted. Overall we still did pretty decent numbers during the quarter.

Here we are ending financial year 2022 on a high with all four business verticals delivering both the topline and the bottomline numbers. Also we are becoming a force to reckon with in the new content space, both on music as well as video side. Thank you. Happy to take questions from you now.

**Moderator:** Thank you. We will now begin with question and answer session. We have the first question from the line of Dharmesh. Please go ahead Sir.

**Dharmesh:** Good afternoon Vikram and all. Thank you very much for giving this opportunity and great sets of number I am invested since 2018 and it is a remarkable journey with Saregama. I have only one question Vikram that what kind of pricing power we may have in future because as we know which OTT stream we have around 10 paisa but looking ahead do we have any pricing power rather than increasing number only?

**Vikram Mehra:** Yes, in future I am much more bullish on the subscription part of the business taking off. In streaming business, India is the only major market, which is so free content driven. Globally the paid subscribers for music streaming are growing at a steep pace and they have already clocked over 500 million paid subscribers as I talk to you today. I am bullish that in another 12 to 18 months, the subscription business is going to take off in India also, and that is what is going to give a huge dividend. A paid subscriber when he listens to Lag Jaa Gale is far more valuable to us than a free customer when he listens to the same song. Regarding





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our pricing power ability, see the good part with music IP is that if you want to listen to Badshah's Paani Paani or Gangubai's Meri Jaan, then nobody can replace that song with any other song. Because if you like a song, then you like that song and you will continue to listen to that song for the next 30, 40, 50 years. And that is the power of Saregama's catalogue. We not only have the greatest songs from the 20th century sitting with us, sung by likes of Lata Mangeshkar, Kishore Kumar, Asha Bhosle, Mohammed Rafi, Jagjit Singh, MS Subbulakshmi, Chamkila etc but we are also now investing very heavily on newer content. The combination of the two hopefully will put us in a very formidable position when we keep on negotiating with these streaming platforms.

**Dharmesh:** Thank you Vikram. I will come in queue if I have another question. Thank you.

**Moderator:** Thank you Mr. Dharmesh. We have the next question from the line of Mr. Vivek Gautam from GS Investment. Please go ahead.

**Vivek Gautam:** Congratulations and once again good set of numbers very consistent performance. My question is regarding this derating we are seeing in the western world of Netflix and Spotify what impact can it have in terms of us also pursuing some sort of derating in terms of price/earning, valuation whichever company was enjoying?

**Vikram Mehra:** I can only answer this on a hard data basis. Both on revenues and profitability, you are seeing Saregama's numbers constantly going up. See that is the advantage we have as a content IP owner and not being a platform company. We are not directly getting affected by the ups and downs of a platform's subscriber base. More importantly, almost all our deals are either protected by a minimum guarantee or have a fixed fee component in it. So we do not see any reason why our profitability is going to get affected just because some of the platforms maybe losing some numbers either on the video side or the audio side. At this juncture I will put my neck out and say I do not think we will get impacted in the short run.

**Vivek Gautam:** On the second phenomena which is nowadays in India is that the Pan India presence of especially of the south Indian films like KGF part one, two and RRR so that the Telugu focus for us seems to be a very sensible step, but is there a risk of we overpaying for this musicright or that sort of a bonanza coming up for us because of this so far we were focusing only the Telugu movie was only in Andhra but now it is all over India thanks to the good report and response all over India?

**Vikram Mehra:** What you are asking is a very subjective question. I would like to believe that we will end up paying the right price but there is always a supply demand negotiation that happens. The



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only part that I can give you comfort is that at Saregama we use data a lot to decide how much should we be paying for an album/song. There have been deals where we people have just walked out because we thought it is overpriced. 8 out of 10 times we have proved to be correct, while in remaining 2 we lost out on great albums. But I think we are okay with that. We want to minimize our risks. So 80% of the times if we are getting it right in terms of leaving a project due to overpricing, then I think we will take it.

Now to the first part of your question, You are right that there is a large market for multilingual films and their music. We people had a Telugu movie called Shyam Singha Roy and then we had a Malayalam movie called Kurup. They are not 1000 crores movies but they are still big movies for their markets and the music of these films was multilingual. Music albums of both these films have done very well for us.

**Vivek Gautam:** How the society for artist headed by Mr. Javed Akhtar performing and sort of we are also getting the benefit accruing from it or not basically?

**Vikram Mehra:** That society is called IPRS, and Saregama has a Board member seat on it .In fact I myself sit on the Board of IPRS. I think that society is being run very effectively and you are already seeing signs of growth coming in. Globally publishing revenue contributes anything around 15% to 17% to the music labels' overall revenue and I see as we go forward all of us enjoying that benefit. If you google search for IPRS, you will realize that this is the biggest year IPRS has ever seen in terms of its collection, and they are going from strength-to-strength.

**Vivek Gautam:** Mutually beneficial for us and the artist also?

**Vikram Mehra:** Overall it is beneficial for the industry. We love it when artist is also benefiting because at the end of the day we have to all acknowledge that we music labels or entertainment companies exist because of the artists. So it is always great that artist also makes money and so do we.

**Vivek Gautam:** Fantastic thank you.

**Moderator:** Thank you very much Mr. Gautam. We have the next question from the line of Ankush Agrawal from Surge Capital. Please go ahead.

**Ankush Agrawal:** Hi! Vikram. Firstly can you clarify a few things from this restructuring that you are going for what exactly is going to be demerged from the current entity?



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**Vikram Mehra:** Let me start with the genesis of this. We people very strongly believe that the expertise we have developed within the company of distributing Carvaan on digital platforms can now be used to sell non-Carvaan related products too. And hence this particular expertise we have put into a company which is being demerged. This new company will become a nonexclusive distributor of Saregama Carvaan for digital distribution. It will also try getting distributorship for non-Saregama non-RPSG businesses. We have also put all our noncore investments including those in RPSG group companies into this demerged company. These include our shares in CESC and Open Media.

**Ankush Agrawal:** I believe the current physical distribution is already outsourced for the Carvaan the offline distribution?

**Vikram Mehra:** Distribution of Carvaan is always an outsourced activity. How does Carvaan distribution work? Carvaan sales team appoints distributors to whom they bill Carvaan on cash-on-carry basis. These distributors in turn sells it to retailers, who sell it to the customers. So now this demerged company will become one more distributor of Saregama.

**Ankush Agrawal:** So any reason why the Carvaan itself is not being demerged separately and making Saregama the current entity as the pure play music licensing business any thoughts on that?

**Vikram Mehra:** We have always maintained we believe in the long term potential of Carvaan business. Due to Covid this business showed a loss in FY20 and then two straight years of breakeven. As we go forward, we believe there is potential to make money from Carvaan like it did in the first two-and-a-half years of its existence. But till the time we do not feel that the supply and demand issues of Carvaan are fully sorted we will not be doing any spends on marketing or manpower enhancement

**Ankush Agrawal:** Yes, that is well taken you have highlighted that multiple times. So secondly this recent Mango label acquisition so in the current quarter have we seen any benefits out of that library or do you expect it to accrue to us in the future negotiation that will come in FY2023?

**Vikram Mehra:** The way it functions is that on YouTube, you can see the revenue enhancement immediately. While on short format apps, where we get into one or two year fixed fee deals, it will take some time for benefits to start accruing. More importantly it gives us a solid ground now in the Telugu market. Suppose we go to a Telugu TV channel for music licensing, we may not be in a position to cut a deal with music of just 4 new movies. But now since we have a larger catalogue courtesy Mango Music IP, we are in a better position



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to negotiate in that market. So you will start seeing benefits getting accrued to us as we go forward.

**Ankush Agrawal:** Would it be a fair understanding that at the time of raising QIP you had mentioned that with this inorganic acquisitions we will accelerate our growth rate from about 20%, 25% to upward of 30% so do you see that coming in FY2023 or it will take some time?

**Vikram Mehra:** You are playing around with words as I never said that. What I have been saying is that because of the investments we are making in newer content and inorganic purchases, the growth rate will move from 20% to 25%. The 30% number that you are referring to was our stated ambition that of the new content that comes out in the market, we want to grab a 30% market share. This will in turn result into music licensing revenue growing between 23% and 25% and I am holding onto that number.

**Ankush Agrawal:** Lastly Sir one more thing we have raised about 750 Crores in QIP out of that 60 Crores have paid out immediately and this what I believe we have invested out 30 Crores in group companies as well so this thing does not add up that you dilute equity and then although chunk of that?

**Vikram Mehra:** We have not invested in any group companies. There are only two investments that have been made right now out of that money and we have declared that already. out. The expenses of QIP plus the money that we have spent on the acquisition of mango music catalogue. That is it. There is no money flowing to any group company.

**Ankush Agrawal:** Not sure about it because you see the quarterly shareholding pattern there has been some increase in Saregama as a shareholder in a group company and the cash flow shows some 27 odd Crores of no investment in the state subsidiaries.

**Vikram Mehra:** Let me explain this right now; We people have a company called Kolkata Metro Networks which is a 100% subsidiary of Saregama. This company was holding some shares of CESC, RPSG, Venture and Spencer Retail. This company is eventually going to be merged into Saregama. But before that we needed to transfer the shares held by this 100% subsidiary to Saregama. These transferred group company shares along with the earlier shares held by Saregama, will subsequently move out as part of the demerged entity. When Kolkata Metro Network finally gets fully merged into Saregama, the cash will come back into the parent company.

**Ankush Agrawal:** Basically have taken the share from the subsidiaries got it that was very helpful. Thank you.



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- Vikram Mehra:** So the cash was 22 Crores that you are seeing right now sitting as part of Saregama's 100% subsidiary and that as the subsidiary gets merged into Saregama the cash will move from this 100% subsidiary back into Saregama. There is no other thing happening in here.
- Ankush Agrawal:** Got it. Thank you.
- Moderator:** Thank you. We have the next question from the line of Ishmohit Arora from SOIC LLP. Please go ahead.
- Ishmohit Arora:** Hi! Sir, hope you are doing well congratulations for a hearty set of numbers. What is our growth guidance for FY2023 are we still remain in the 23%, 25% guidance?
- Vikram Mehra:** Yes, we are maintaining the 23%- 25% guidance there and an operating income before content interest and depreciation number of 32% to 33%.
- Ishmohit Arora:** Second question was when it comes to the QIP proceeds what is the utilization status of that are we seeing any good opportunity for acquisition?
- Vikram Mehra:** We are in advance conversation with couple of more labels but till now the funds have been used only for two things: one is the issue expenses itself and second in picking up the catalogue of mango music.
- Ishmohit Arora:** Because I think we have been hearing that the private market valuation in this space has been actually reaching to a very high level so how do you think about that?
- Vikram Mehra:** That is what is taking time. We want to pickup catalogues but somebody has to be willing to sell at a price that makes sense to us and the catalogue should be something that is relevant even now. So that is why we are taking our time and not rushing into it. Till that time, the money is fully secured and invested in debt and fixed deposits. You can easily check this from our balance sheet.
- Ishmohit Arora:** Okay Sir that makes sense. Thank you so much. All the best for the future.
- Moderator:** Thank you. We have the next question from the line of Devanshu Sampat from Yes Securities. Please go ahead.
- Devanshu Sampat:** Good afternoon Sir. Just two questions from my side. One is can you talk a bit about the economics and the expected investments and plan that we have for the artist management?



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- Vikram Mehra:** Listen it is too early for me to start talking about artist management. It is not something which requires large amount of investments from our side. But it is strategically a very important part of our overall music strategy. Financially it does not take too much of investment. As and when we are in a position to talk about that, I will share more details.
- Devanshu Sampat:** Even if I look at some of the charts that you have this is the enormous size of the Indian media and entertainment sector the live event is a sector, nearly three times the size of the Indian music industry and is growing much faster and we have also mentioned that live events is something that we are looking at?
- Vikram Mehra:** Yes, I can talk about live events. We started live events actually in the financial year 2023. In the month of April, we had our first two concerts with a leading Indian artist called Diljit Dosanjh. He is a very big Punjabi music artist and we are pretty happy with the way things went off. We are now doing Diljit's live events in US and Canada later this quarter. Overall in the initial years, our projections for the live business is between 5% and 7% margin. It will take us some time to stabilize that and after that we can look at a 10% plus margin on the live event side.
- Devanshu Sampat:** This would also probably help us get enrolls with these artists and probably get better connect with them?
- Vikram Mehra:** One of the biggest benefits of doing live events is the benefit that the music business ends up getting. When you are spending that much amount of time with an artist doing his live events, there are all the other things you can work with the artist. This includes convincing the artist to do some songs for you which with some of the artists is impossible to get otherwise or you get it at a subsidized rate because you are doing a bundle deal.
- Devanshu Sampat:** Sir can you give a sense of some of how big are the some of the players who are managing this, how big is the revenue of that type of the business for the live?
- Vikram Mehra:** Early days. We are clear we are not getting into all kinds of live events, Our live events business will be connected to music only. So if there is a fashion show happening, Saregama is not interested in getting into that space. So ours will be limited only and only to either an artiste show or a musical play that we can go out and then put up. If there is music then only Saregama will get involved in it.



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**Devanshu Sampat:** Last question from my side you were maintaining that we will not be upping our investments in Carvaan unless and until anything opens up this seems to have been the case now so what are the expectations from this business in the coming year?

**Vikram Mehra:** From which business Carvaan?

**Devanshu Sampat:** Yes.

**Vikram Mehra:** So Carvaan is funding for itself right now. In light of the supply crunch on the chip side, we are gunning for a breakeven in the current financial year also. Currently there are no plans for any fresh investments. We sold 4 lakh units in the year gone by. We should be able to show some amount of growth this year but that is all I can project. All investments needed to go deeper in the market on the distribution side and to further build consumer demand are deferred till that time we are not 100% secure on the supply side. And I do not see that happening over the next five, six months.

**Devanshu Sampat:** Okay Sir that is it from my side. Wishing you and your team all the best.

**Moderator:** Thank you Mr. Sampat. We have the next question from the line of Aditya Nahar from Alpna Enterprises. Please go ahead.

**Aditya Nahar:** Hi! Vikram no question I just wanted to say congratulations on the demerger of the online business and the group company investments and specifically the open magazine it has been a long ask from a lot of people especially from a small vocal minority like us but thank you so much and wish you all the very best Vikram thank you so much.

**Vikram Mehra:** Very sweet of you thank you.

**Moderator:** Thank you Sir. We have the next question from the line of Mr. Jathin from InvestSavvy. Please go ahead.

**Jathin K:** Congratulations on great results. I had a few questions one is are there any tie-ups which you have planned with foreign music digital platforms which could help sell rights globally, so like streaming music across because I think collections are much more transparent and fair in the global market on this and global users are more willing to pay, the other question is in the demerger that is planned the publication business being hived off to the new firm or it is going to continue with the digital part of the business and finally in the balance sheet there is a share of the difference quarter-on-quarter on the unallocable expense net off input



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which is actually making quite a significant difference in the net figures to show good quarter-on-quarter growth is that something is it a sustainable reduction or is it something which is only for this quarter, so three questions respectively?

**Vikram Mehra:** Let me answer your second question first. Yes as part of the demerger, the new company has been created whose primary job is to be a digital distributor of goods. Also in that company we have hived off all our noncore investments including the publication business, so Saregama as a parent company will not have the publication business with them any longer. Your first question was not very clear to me, you are talking about aggregators?

**Jathin K:** No, I was talking about something like Gaana so other platforms which would actually allow the international users to use your platform to listen to your music and pay you a fee for that?

**Vikram Mehra:** Remember we people today, if I remember the numbers correctly, are available on some 42 different global streaming platforms. The ones who are there in India, we are licensing directly. There are few outside India, whom we are licensing through an aggregator. Overall, you have a very wide distribution for our content.

**Jathin K:** Is that coming up well how is that shaping up?

**Vikram Mehra:** You are asking is the revenue going up?

**Jathin K:** Yes.

**Vikram Mehra:** Yes, so remember a large share of music licensing revenue comes out of OTT streaming. If we are showing 26% growth this year on music licensing business, then obviously e music streaming has also grown pretty significantly. This growth comes both from the domestic as well as the international markets. It is more from the domestic side obviously but as a percentage even international is growing.

**Jathin K:** Lastly the unallocable expense net off converted to other income.

**Deepak Jain:** If you see Q4 generally we receive dividend from our group So if you see this year we will be having a dividend of around 7 Crores which is the only reason why our unallocable expenditure is showing a negative number.

**Jathin K:** So that means this quarter is more or less comparable to last quarter if we adjust quarter dividend received?





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**Deepak Jain:** Yes.

**Vikram Mehra:** The same thing happened in Q4 last year. With those shares now being moved out to the demerged entity, you will not have the same phenomena happening from next year onwards.

**Moderator:** We take the next question from the line of Mr. Ravi Srikant, he is a private investor. Please go ahead Sir!

**Ravi Srikant Veturi:** Hi! Thanks for the opportunity. I basically had two questions related to the premium services that the streaming companies offer. I think you mentioned that there is a move towards customers paying for the premium service, so for the premium services I know you do premium but I am not sure of the other steaming services there is an option to download the songs so how does that affect the revenue for the companies like yours and secondly if you look at the prices for these premium services say for example YouTube in the US and Europe they are roughly I think five or six times the cost in India so if a view comes from these geographies would it be fair to assume that the revenue that you guys earn will be five or six times if the view comes from India?

**Vikram Mehra:** Let me try to answer both the questions.. Yes, a YouTube view that comes from outside India, especially from Europe or US, ends up having a higher yield. Our YouTube model is whatever advertising money YouTube makes because of any IP owned by Saregama YouTube gets 45% we get 55%. Since the ad rates are far higher in European countries or US and Canada, we do end up getting up a higher amount of money per view from these countries. The yield is better if the views are coming from other countries. Some of the regional languages that we are investing in, have been selected keeping in mind the fact that a large amount of views end up coming from outside India.

**Ravi Srikant Veturi:** If the customer downloads the song on to music device whether you guys paid for it?

**Vikram Mehra:** Yes, first let me clarify that if you are a paid subscriber, you get the right to offline a song and not download it. This means that whenever you turn off your subscription, all the content that you have offlined will automatically go away. Since the song is not downloaded, you do not get a permanent copy with you. Now the way our business deals work is that we get paid for everytime the customer listens to an offlined song. Suppose you are a paid subscriber of a streaming app and you offline the song Paani Paani and then listen to it 7 times while in a flight with no data connection. The moment you get off the flight and the phone gets data connectivity back, this information will be passed from the



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music streaming application frontend on your phone to their backend (that this specific song was heard seven times). So we end up getting money for every time you end up consuming something that you have offlined.

**Ravi Srikant Veturi:** So, basically there is no difference come in from an end point of view?

**Vikram Mehra:** Even YouTube video off lining works on the same principle.

**Ravi Srikant Veturi:** I just had one question on the valuations if you look at the global markets I believe there are two listed funds which are into the songs royalty business since they have mentioned that they typically acquire new content at around 15 to 16x the publisher share of income historical publisher share of income so what would be this sort of valuation metric in India?

**Vikram Mehra:** Every song has two rights built into it, namely sound recording (also called master right) and publishing. Typically in India both these rights are bought by the same entity. When Saregama buys a song, it gets 100% ownership as well as right to royalty for the master right. On the publishing right front, Saregama gets 100% ownership but only 50% right to royalty. The other 50% royalty is shared equally between the writer and composer of the song. When you are talking about these global funds, very often they are buying the writer/composer share of right to royalty of publishing rights. In India, no such move seems to be currently happening. Somebody had asked the question earlier that how do we believe this publishing rights society is going to develop over time. I think they are doing a fabulous job under Mr.Javed Akhtar and you will see that publishing rights will become more and more valuable as we go forward. It will benefit us (as we own the right and 50% right to royalty) as well as the writers / composers (50% right to royalty)

**Ravi Srikant Veturi:** I understand correctly I think one of these funds which I was mentioning which is listed I think song royalty board or something had sort of given a notice that the sort of share of the song writer is going up I think YouTube and Spotify, etc., I think they have filed a counter suit against stating that the state should not go up but ideally the YouTube has to pay from their pocket.

**Vikram Mehra:** These are legal issues I cannot discuss that on this call. But as mentioned earlier, in India the value of the publishing rights is steadily going up. Till 3 years ago, this right used to make practically nothing for us. But now this right is becoming more and more valuable. As the valuation of that right goes up both the owner which is Saregama as well as the person who wrote the song and composed the song all the parties are going to benefit.



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- Ravi Srikant Veturi:** Got it thank you.
- Moderator:** Thank you very much. We have the next question from the line of Raghav Akar he is an individual investor. Please go ahead. As there is no response we take the next question from the line of Ishmohit Arora from SOIC LLP. Please go ahead.
- Ishmohit Arora:** Just had a very basic question the entire revenue from YouTube is it variable or do we also have a licensing deal over here?
- Vikram Mehra:** I cannot get into that specific detail. We monetise any IP which is owned by us: it may be a song that we have uploaded on the official Saregama YouTube channel or it may be a user generated video using our IP (a Saregama song that you have recorded in your voice and have put it up on your own YouTube channel). Our backend technology will be able to track it immediately that you are using lyrics owned by Saregama and after that whatever advertising happens there the revenue split is 55% goes to the IP owner and 45% retained by YouTube. I am not at a liberty to share any more details here
- Ishmohit Arora:** No worries thank you so much for answering.
- Moderator:** Thank you very much. We have the next question from the line of Ravi Naredi from Naredi Investment. Please go ahead.
- Ravi Naredi:** Yes, Vikram Ji again very fantastic results. To decide for web series selection how our internal system works?
- Vikram Mehra:** As to which web series to make?
- Ravi Naredi:** Yes.
- Vikram Mehra:** We have this core team that has been developed and remains on our payroll, Their job is to constantly read multiple scripts that keep on coming across to us.
- :** In web series after reading the script, if we believe there is potential in it, then we take it to some of the digital platforms to gauge their interest levels. Often we further work on the script basis the feedback received. But we start shooting our series only and only if we have a firm interest coming from a digital platform to license it.
- Ravi Naredi:** Really Vikram you are doing a very hard work and very fantastic work we are proud on you. Thank you very much Sir.



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**Moderator:** Thank you Mr. Ravi. We have the next question from the line of Akshay Jogani from Xponent Capital. Please go ahead.

**Akshay Jogani:** I wanted to understand YouTube is little better how are CPMs evolving because I see it is this quarter we have seen a good jump in the number of YouTube views not for the CPMs are also holding and till date how are they doing would be good to hear that?

**Vikram Mehra:** That I think I will leave it to YouTube to comment on. But overall remember Q3 is the best quarter for everybody. Anybody who is dependent on advertising revenue Q3 is their best quarter. But we people had a very good Q4 also primarily because there were some very big movie releases in that quarter. Mahesh Babu's movie SVP as well as Sanjay Leela Bhansali's Gangubai, we have some two, three very big hits in Bhojpuri and Gujarati language too. All that helped in the views going up substantially on YouTube and hence also the money that we made from YouTube.

**Akshay Jogani:** Let us say if we take a three-year view how has YouTube on a per unit, per screen basis is all did we generally hear digital advertising growing at a much faster pace, is pricing also improving or is it just more consumptions leading to more ads?

**Vikram Mehra:** Sir it is a combination of both. Pricing is actually quite seasonal in nature but directionally it is going up. Over the last few quarters, we have seen a lot more advertising monies moving from television business into digital business. This is because the consumer eyeballs have moved from a pre-programmed television experience to an on-demand digital experience and YouTube is one of the big beneficiaries of that. So we get a benefit on both sides. With more people on digital platforms, we have a higher amount of views coming for each of our content pieces. And since there is more money coming in, so either the fill rate goes up or the rate per ad improves.

**Akshay Jogani:** No, of course understanding the quality of that from where it kind of comes from?

**Vikram Mehra:** The comfort I can give you without sharing competitively sensitive information, is that it is sustainable. We do not see this as a one-off phenomenon. On quarter-on-quarter basis, we are seeing sustained increase both on the views side but more importantly on the revenue side.

**Akshay Jogani:** When you see over a longer run the industry is doing at 11%, 12% and you want to grow at 20%, 25% what we see is digital advertising itself is growing at 20%, 25% given the large



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chunk of our digit comes from there while why is it that industry the streaming part of it is going at 10%, 11% ?

**Vikram Mehra:** See a large growth of the industry is actually coming from streaming. Streaming is a free business which does not get too much of advertising. Audio does not attract too much of advertising in our country. Most of the digital advertising chases video and not audio, which is skewed towards YouTube. The real growth in music streaming business is going to come from subscription and not advertising. The day subscription takes off in India. you will see both the industry in general and Saregama in particular growing at a rate far higher than the rate that we are projecting today. I am personally very bullish on subscription taking off in next 18 months to 24 months. But the 23-25% growth projection we are making for our licensing business is without considering any potential upside coming from subscription.

**Akshay Jogani:** Yes sure thanks and good luck continue the excellent performance.

**Moderator:** Thank you Sir. We have the next question from the line of Yash Mandawewala. Please go ahead.

**Yash Mandawewala:** Thanks for the opportunity. Just a couple of questions from my side. Vikram if you see the revenue growth from the retro catalogue and by retro I mean music that was launched before 2000 the growth here for us seems to have slowed down significantly can you explain a bit what is happening in this portion of the catalogue and how would we expect revenues here to grow over the next three to five years?

**Vikram Mehra:** Sorry how have you arrived to that confusion?

**Yash Mandawewala:** The numbers are disclosed in the investor presentation.

**Vikram Mehra:** Which number has given you that impression. So can you just tell me which table or slide are you referring to

**Yash Mandawewala:** You disclose the share of revenue by decades from 1960s to 1980s.

**Vikram Mehra:** The revenues from music belonging to 1981 to 2000 or 1961 to 80 has not come down. It is the newer content which has disproportionately grown. We were not investing in newer content earlier, and hence the share of 2000-2021 music was lower. Please remember that the newer content always gives you the biggest kick, Please go to the large corporate presentation which is there on our website it will give you a very good idea where we have



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shared information about music of various decades and what kind of a growth rate is it showing. Our number is in the range of above 30% year-on-year.

**Yash Mandawewala:** If you just look at the absolute so you have been disclosing the licensing revenue and I do not know what slide this is Saregama music IP you also disclose a percentage of revenue from each of the decade.

**Vikram Mehra:** At the end of the day even if the licensing revenue from catalogue is growing at x%, if the new content start growing at 2.5- 3x, then obviously the share of new content is going to become that much bigger. That doesn't mean that the catalogue content growth rate has slowed down. I just explained to you if we take our song Paani Paani which was released in June last year we have already crossed over 2 billion views cumulatively of all the videos connected to Paani Paani. No old song can ever grow that way. If we look at Mahesh Babu's film or Gangubai combined they have contributed 1 billion YouTube views in less than three months. So newer content grows at a different pace altogether. As shared in the presentation, the catalogue content is still showing above 30% growth year-on-year. So if something is growing at 60% and other thing is growing at 30% obviously the 60% will have a higher contribution.

**Yash Mandawewala:** Is the revenue from the old catalogue still growing at 30%?

**Vikram Mehra:** Yes, that is why the data we people are sharing with you are OTT streams data. In YouTube it is possible that a view has come and no ad has come, but in OTT every stream is worth money. Catalogue showing growth is not just a Saregama phenomenon, but is being witnessed by all the global music labels. And the primary reason is easier discoverability on the digital platforms.

**Yash Mandawewala:** Maybe there is an error in my calculation maybe I can take it offline.

**Vikram Mehra:** We will be happy to help you right now.

**Yash Mandawewala:** Right, that is it from me.

**Moderator:** Thank you Sir. We have the next question from the line of Nitin Sharma from MCPro Research. Please go ahead.

**Nitin Sharma:** Hi! First of all congratulations on great set of numbers. I have a fundamental question just to understand that for a new song what is the typical number of streams that you guys see





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for let just say first set of months and how it times out in over a year if you can throw some light on that?

**Vikram Mehra:** I cannot share that information because then my negotiation power with the film producer goes away immediately.

**Nitin Sharma:** General understanding would be fine.

**Vikram Mehra:** All I can tell you is something we have shared in the past, that for all the music that we acquire in a financial year across all languages, both film and non-film, our commitment to our Board is a payback period of five years.

**Nitin Sharma:** Understood thank you.

**Moderator:** Thank you Mr. Sharma. We have the last question from the line of Devanshu Sampat from Yes Securities. Please go ahead.

**Devanshu Sampat:** Thanks for the followup, just two more questions. So can you please give us the revenue numbers for the quarterly performance in FY2022 versus 2021 and if you can also like what was it in the pre-COVID era?

**Vikram Mehra:** No, so I will not be able to share our revenues from any specific one vertical. It is all competitively sensitive information. But as I said we have managed to grow our numbers by 26% in spite of PPL not contributing in last year. PPL even did not contribute the year before that. PPL contributed last during the pre-COVID era. And now we are out of Covid, we believe this year PPL should start contributing.

**Devanshu Sampat:** Last question if you can just elaborate a bit on this, I just want to know a bit on how much of an issue piracy is right now and how are the industry bodies of companies involved basically tackling this and if not what are the challenges that you are facing to do particular apps or particular B2B sharing apps something about that if you can just give some sense on that?

**Vikram Mehra:** Sure enough. apart from being the Managing Director of Saregama I also happen to be the Chairman of the music industry's apex body IMI. In that capacity I have worked closely with the government on controlling music piracy. Over my last 7 years in this industry, I have seen a massive difference in the country on the piracy front, both in music as well as films and it is a combination of carrot and stick policy. One the very easy access of



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legitimate music through digital apps and short format apps and YouTube has ensured that more and more people now want to listen to music legitimately rather than using the pirated route. Who is going to go hunting for a pirated version of Meri Jaan, when you can easily get the legal version at the press of a button. On the stick side, we have seen a massive change in the overall mindset where people have started acknowledging now that the piracy of a song is as heinous a crime as maybe going and stealing somebody's car. Earlier times people did not understand how can IP piracy be stealing. Now we are getting more and more courts coming out very strongly against IP piracy which is helping a lot in India. And lastly, one of the biggest changes that has happened is that from 2014-2015 onwards people like you and me have changed our content consumption vehicle. Earlier we used to listen to music or watch videos by going to a laptop or a desktop and typing [www.something.com](http://www.something.com) on a web browser. In those days it was very difficult to control the pirates because the server used to be based in countries where we have no jurisdiction and no control. But from 2015 onwards, many of us have started consuming content through mobile phones. On a Smartphone you would consume content through an app store which will be either a Google or an Apple app store. Both these companies are very helpful when it comes to controlling piracy. Our investments in technology enable us to track content infringement by apps relatively faster. We then immediately reach out to Google and Apple and seek their help to remove the infringing app from the app store. The combination of all this, namely easy access to legitimate content and the stick used by both judiciary and Google/Apple is ensuring that the piracy is falling very steeply in our country. Is it zero now? No it is not zero. In the smaller towns it still exists, In smaller towns we are hitting piracy a lot through Carvaan because the easy access of that content makes it that much easier for parents not to go for illegal side loading. I would like to believe that in another few years, piracy will start vanishing even from smaller towns.

**Devanshu Sampat:**

Got it thank you and all the best.

**Moderator:**

Thank you gentlemen. As there are no further questions I would now like to hand over the conference to Mr. Vikram Mehra for closing comments. Please go ahead Sir!

**Vikram Mehra:**

Thank you everyone. A great year for us. We needed your support and all of you have backed us whole-heartedly. The sustenance of both revenue and profitability numbers, both during and post COVID is a testament that the fundamentals of the company are now strong. Environmental changes which are temporary in nature are not going to impact either topline or bottomline that significantly any longer. We maintain our bullish stand on music licensing; we are looking at 23% to 25% revenue growth in this business over the next three to five years. We will continue aggressively with our investments in newer content both on



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the film side and the non-film side. We will also be on a lookout for any inorganic purchases that we can make in either Hindi or other regional languages. Again continuing our cautious approach on Carvaan side, the objective is to ensure that we control our costs and we will not be making any major investments here till the time the market is fully stabilized. We commit to at least a breakeven during the year. The films and TV series vertical is expected to grow around 20% to 22% as we people go forward, and we are looking at a 15% margin in that vertical. We have already entered into live events this year. In the initial years we hope to deliver a margin of 5% to 7%. As we stabilize the vertical we may look at a double digit margin as we go forward. Overall we are looking at a 22% to 25% revenue growth for the company with an operating income before content interest and depreciation levels of 32% to 33% as we move into FY2023. Thank you and look forward to talking to you guys for Q1 call of FY2023. Bye! Bye!

**Moderator:**

Thank you. On behalf of ICICI Securities that concludes this conference call. Thank you for joining us. You may now disconnect your lines.