

May 23, 2023

National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No. C/1, G Block; Bandra (East) Mumbai 400 051			BSE Limited Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street; Fort, Mumbai 400 001		
Equity	Scrip Code	RADIOCITY	Equity	Scrip Code	540366
	ISIN	INE919I01024		ISIN	INE919I01024
NCRPS	Scrip Code	RADIOCITY	NCRPS	Scrip Code	717504
	ISIN	INE919I04010		ISIN	INE919I04010

Sub: Investor Presentation on Audited Financial Results of the Company for the fourth quarter and financial year ended March 31, 2023

Dear Sir/Ma'am,

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of presentation to Analysts/ Investors on the financial performance of the Company for Audited Financial Results of the fourth quarter and financial year ended March 31, 2023.

The aforesaid Analysts/ Investors Presentation is also available on the website of the Company <https://www.radiocity.in>

Kindly take the above on your record.

Thanking you
For Music Broadcast Limited

Arpita Kapoor
Company Secretary and Compliance Officer

Encl: as above



Music Broadcast Limited

Investor Presentation

RAG RAG MEIN
DAUDE CITY.



May 2023



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Radio City

- Company has registered a 20.6% EBITDA Margin
- Recorded a market share of 20%* in Q4FY23
- 38% of the total clients on the Radio platform advertised on Radio City
- 33% of New clients on Radio platform advertised on Radio City
- Collection of Rs. 63.1 Crores during the quarter, of which collection from Government was Rs. 9.6 Crores
- Cash and Cash Equivalents of Rs. 295 Crores as on March 31st, 2023



Radio Industry

- 12% YoY growth in volumes for Q4FY23
- 23% growth in client count for Q4FY23 as compared to Q4FY22
- 2.7 K clients are new in Q4FY23 out of 4.7 K total clients advertised on Radio platform

Key Numbers for Q4 & FY23

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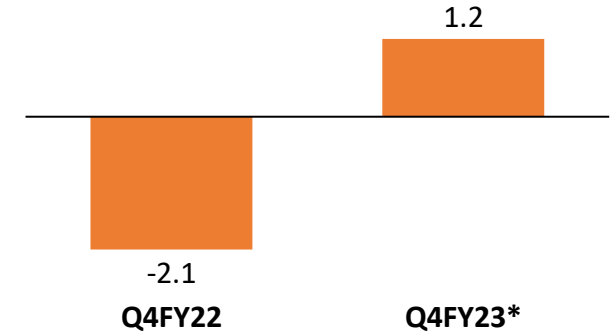
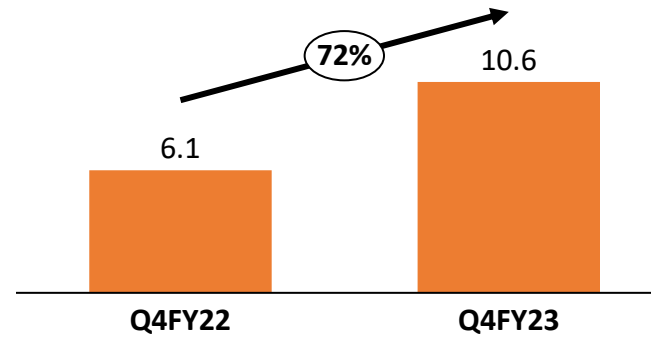
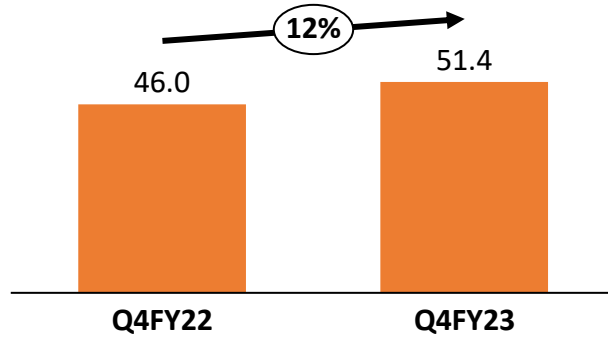
Figures (Rs. in Cr)

Revenue

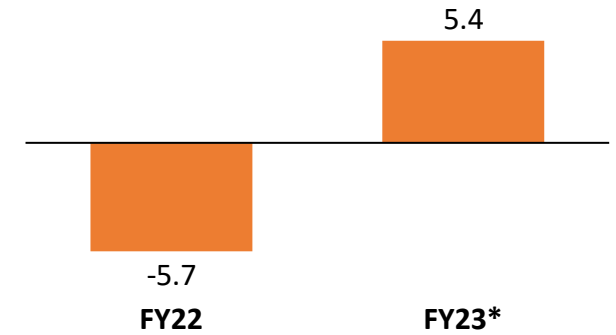
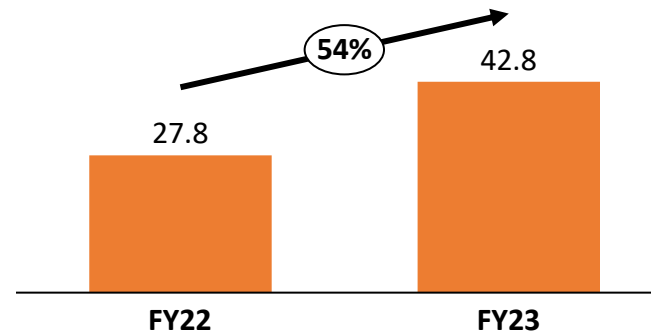
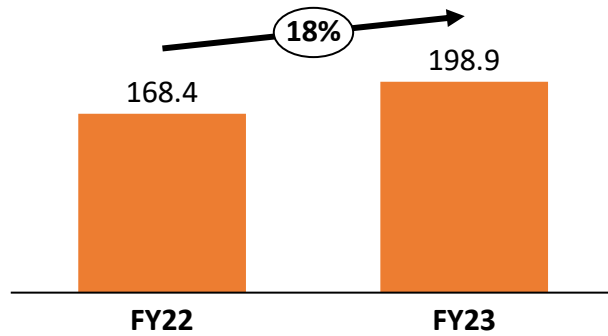
EBITDA

Adjusted PAT

Q4FY23



FY23

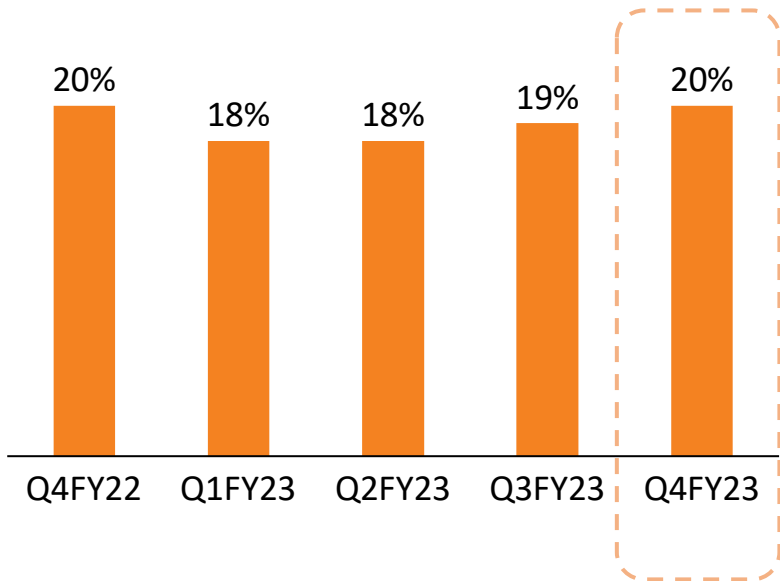


Increased Market Share

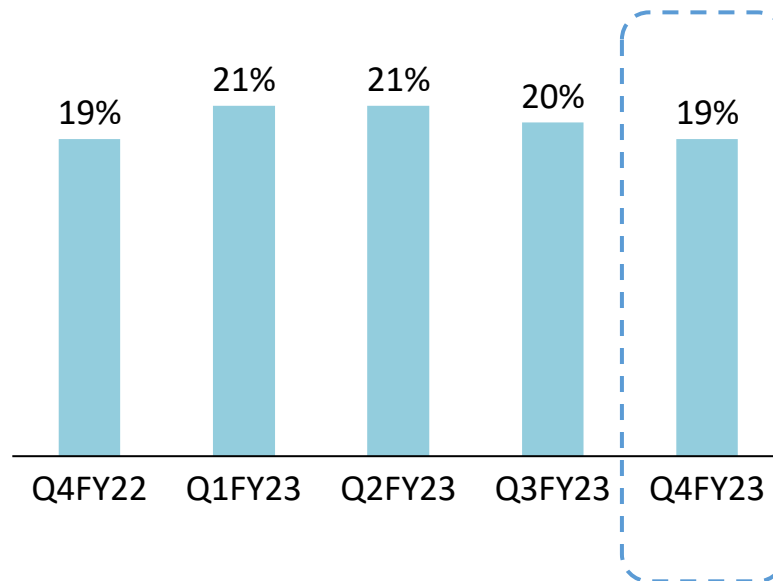
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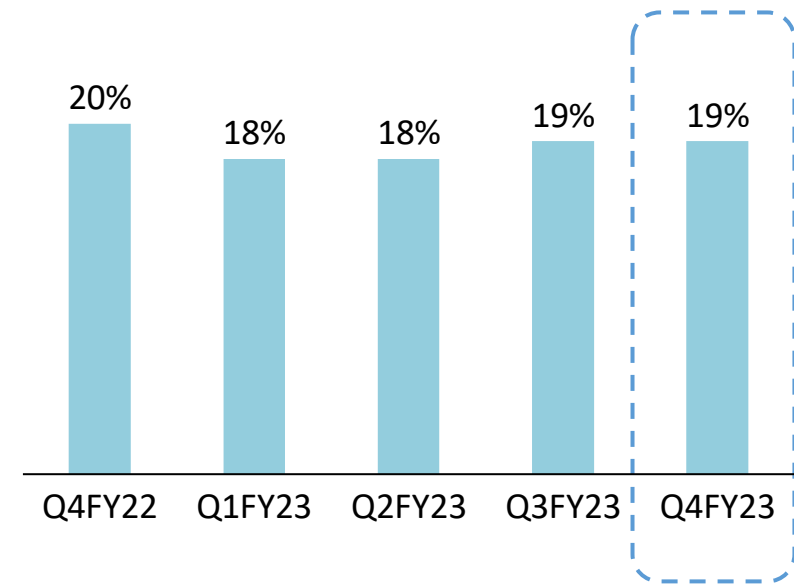
Radio City



Peer 1



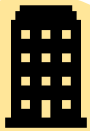
Peer 2



Increase in market share to 20% in Q4FY23 from 19% of Q3FY23

Initiatives Driving Ad-Volumes

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Bole Toh Property



Show Sponsorship



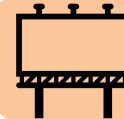
Govt. Proactive pitches



Regional Property



Initiatives



National Properties



Local Initiatives



Digital First Integrations



Big Ticket Content Integrations

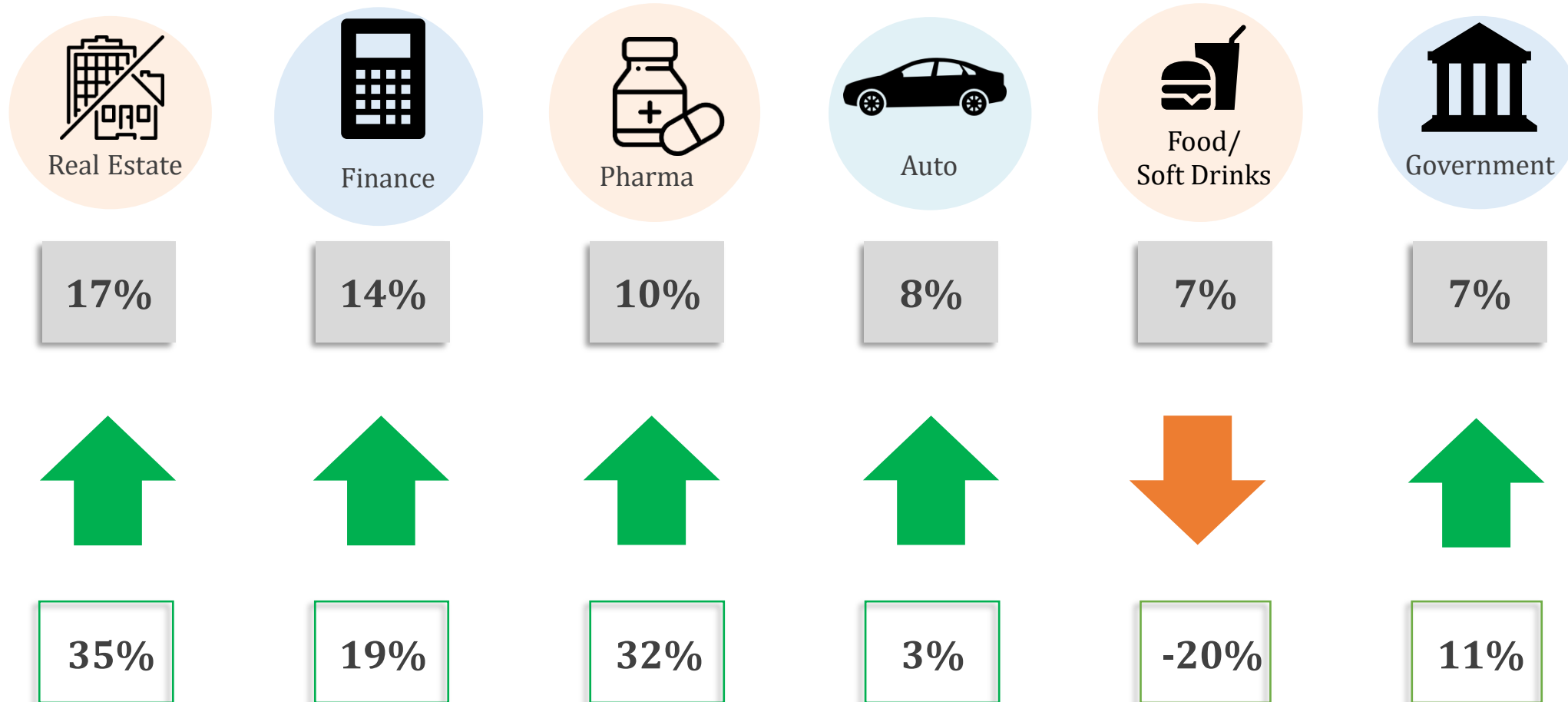
- **32%** Revenue Garnered from Created Business - Properties, Proactive pitches, Digital, Sponsorships & Special days
- Q4FY23 Digital revenue has grown by **92%** over Q4FY22
- 2nd Highest client count share in the Industry with **38%** in Q4FY23

Radio Industry – Q4FY23 Category Trend

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Categories





Radio City Programming & Digital Performance & Initiatives

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Digital Highlights

Digital reach of **432 Mn** through social media apps like Youtube, Facebook, Twitter, Instagram and Web Radio



Rank #1
4.1 Mn



Rank #2
332.9 K



Rank #3
367.2 K



Rank #3
1.4 Mn

Maruti Suzuki



Brand led posts, Informative videos and audiograms were posted which helped spread awareness about the brand's C.S.R. campaign

Sesame Workshop



6 videos and 10 static posts were created & posted on Radio City's social media platforms. The 3 videos posted so far have garnered 800K+ reach

UP Warriors



The posts were uploaded on Radio City's Facebook page and the reels on RJ's personal handle



Radio City started 2023 on a high note by bagging two awards at India Audio Summit & Awards 2023

- RJ Ginnie won The Best Morning Show award for 'Kaam Wapsi'
- The Best CSR Initiative Award was awarded to 'Aapni Bhasha Aapno Swag'



Radio City became the only radio network from India to win a Bronze Award and Four Finalist position at New York Festivals Radio Awards 2023

- Won a bronze award for 'Blade Running Victoriously Through Life' in the category 'Heroes Feature' and received four finalist certificates for
 - Public Service Announcement Promotion for the campaign Peeche Wale Babu Helmet Laga Lo
 - Best Talk/Interview Special for Cine verve - 8 States, 8 Radio Hosts, 1 Movie, 1 Star
 - Best Two-way Telephone Talk/ Interview Show for RJ Ginnie
 - Public Service Announcement Promotion for Radio City Handwash Sound



Radio City won 19 awards at the 12th edition of ACEF Global Customer Engagement Forum & Awards 2023

- Received 10 Gold, 5 Silver and 4 Bronze awards across varied radio categories
- RJ Shonali and RJ Nikhil bagged 'RJ of the Year' Award



Radio City swayed at the 11th Edition of the E4M Golden Mikes- Radio & Audio Awards with 18 Glorious Wins!

- Received 4 Gold, 5 Silver, and 9 Bronze awards
- RJ Ginnie won 'RJ of the Year' award

Profit and Loss Statement

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Particulars (Rs. in Cr)	Q4FY23	Q4FY22	YoY	Q3FY23	QoQ	FY23	FY22	YoY
Revenue	51.4	46.0	12%	54.7	-6%	198.9	168.4	18%
Other Income	5.2	4.2		5.2		19.7	16.8	
Total Income	56.6	50.3		59.9		218.6	185.2	
Licenses Fees	4.9	4.8		4.9		19.4	19.1	
Employee Expenses	15.4	14.3		15.7		60.6	53.1	
Other Expenses	25.7	25.0		24.8		95.8	85.2	
EBITDA	10.6	6.1	73%	14.5	-27%	42.8	27.8	54%
EBITDA Margin	20.6%	13.3%		26.6%		21.5%	16.5%	
Depreciation/Amortization	8.2	8.2		8.2		32.8	32.7	
EBIT	2.4	(2.0)	-	6.4	-62%	10.0	(4.9)	-
EBIT Margin	4.7%	-4.4%		11.6%		5.0%	-2.9%	
Adjusted Finance costs*	0.4	0.6		0.5		2.0	2.6	
PBT	2.0	(2.7)	-	5.8	-66%	8.0	(7.6)	-
Tax	0.8	(0.6)		1.7		2.6	(1.9)	
Adjusted PAT	1.2	(2.1)	-	4.1	-73%	5.4	(5.7)	-
Adjusted PAT Margin	2.2%	-4.5%		7.5%		2.7%	-3.4%	
Interest on NCRPS	1.9	0.0		0.0		1.9	0.0	
Final PAT	(0.8)	(2.1)	-	4.1	-	3.4	(5.7)	-
Other Comprehensive Income	0.1	(0.3)		0.1		0.3	(0.5)	
Total Comprehensive Income	(0.7)	(2.4)	-	4.2	-	3.7	(6.2)	-

*adjusted for interest on NCRPS

Balance Sheet

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Assets (Rs. in Cr)	March 31, 2023	March 31, 2022
Total Non Current Assets	507.8	501.5
Fixed Assets	233.2	255.0
Tangible Assets	68.2	65.2
Intangible Assets	152.5	172.7
Right of use asset	12.5	17.1
Financial Assets		
Investments	204.0	192.3
Other Financial Asset	42.9	24.2
Deferred Tax Asset(Net)	18.2	19.7
Other Non Current Assets	2.9	3.3
Non Current Tax Assets	6.6	7.0
Total Current Assets	148.4	152.6
Current Investments	15.7	26.8
Trade Receivables	65.9	75.6
Cash & Cash Equivalent	6.4	7.6
Bank Balances	0.5	18.4
Other Financial Assets	37.8	6.3
Other Current Assets	22.1	17.9
TOTAL ASSETS	656.2	654.1

Liabilities (Rs. in Cr)	March 31, 2023	March 31, 2022
Shareholders Fund	524.7	603.6
Share Capital	69.1	69.1
Other Equity	455.6	534.5
Total Non Current Liabilities	95.1	15.3
Long Term Borrowings*	83.7	0.0
Lease Liabilities	9.0	13.5
Employee Benefit Obligation	2.4	1.9
Total Current Liabilities	36.3	35.1
Short Term Borrowings	0.0	0.0
Trade Payables	17.3	16.4
Lease Liabilities	5.6	6.0
Other Financial Liabilities	2.7	2.2
Employee Benefit Obligation	1.3	1.1
Other Current Liabilities	9.4	9.4
Current tax liabilities (net)	0.0	0.0
TOTAL EQUITY & LIABILITIES	656.2	654.1

*0.1% Non-Convertible Non-Cumulative Redeemable Preference Shares (NCRPS)

Cashflow Statement

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Particulars (Rs. in Crs)	March 31, 2023	March 31, 2022
Profit before tax	6.1	(7.6)
<i>Adjustments</i>	20.3	25.0
Operating Profit Before Working Capital Changes	26.4	17.4
<i>Change in operating assets and liabilities</i>	4.9	5.7
Cash generated from operations	31.3	23.1
<i>Income taxes paid (net of refunds)</i>	(0.8)	(0.4)
Net cash inflow from operating activities (A)	30.5	22.7
Net cash inflow/(outflow) from investing activities (B)	(23.8)	(17.6)
Net cash outflow from financing activities (C)	(7.9)	(7.4)
Net increase/(decrease) in cash and cash equivalents (A+B+C)	(1.2)	(2.3)
Cash and cash equivalents at the beginning of the year	7.6	9.9
Cash and cash equivalents at the end of the year	6.4	7.6

Contact Us

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