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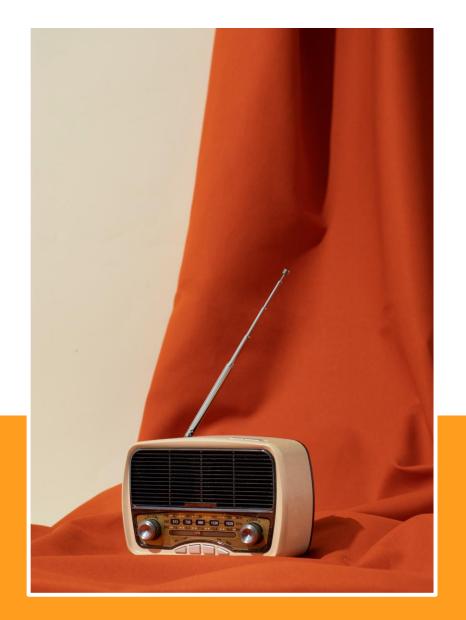
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- 30,000+ stores
- 1Bn + Footfalls across the Network
- Approx 22,000+ unique playlists everyday
- Music database of 100,000+ tracks
- 800+ Screens under CMS
- 14 Digital hoardings
- 650+ brands serviced
- 1400+ cities / towns serviced in India.. and growing..
- Presence in 12 countries across 4 continents *Entry in Africa for In-Store Audio*

Advertising Options





Digital Audio Advertising in ~5,000 grocery stores –Access to 270Mn+ footfalls per month

Digital Audio Advertisements in 150 + malls

Static Branding opportunities in high footfall areas in stores

Growing presence in Digital Out of Home (DOOH)

Lead generation activities in stores

Digital Audio ads and Branded IP creation Via our associate company Sochcast A podcasting platform

Radiowalla provides Advertising options seamlessly across Audio and Digital Platforms

Financials – Standalone

(In	Rs	'000)	
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Particulars	Half Year Ended March'25 (Unaudited)	Half Year Ended March'24 (Unaudited)	Half Year Ended September '24 (Unaudited)	Year Ended March'25 (Audited)	Year Ended March'24 (Audited)
INCOME	(Onducted)	(Onducted)	(Onuturited)	(inductor)	(Tuutteu)
Revenue From Operations	1,08,159.90	79,156.00	96,787.34	2,04,947.24	1,52,743.83
Other Income	3,774.44	644.29	2,702.53	6,476.97	655.46
Total Income	1,11,934.34	79,800.29	99,489.86	2,11,424.21	1,53,399.28
EXPENDITURE					
Cost of Goods & Services	54,974.29	36,038.08	49,013.63	1,03,987.91	66,496.20
Employee benefits expenses	34,602.15	26,918.77	31,652.60	66,254.74	52,890.6
Finance costs	414.68	297.74	956.68	1,371.36	1,170.9
Depreciation and amortisation expenses	1,801.05	2,307.78	2,948.01	4,749.06	4,276.29
Other expenses	9,300.32	8,629.81	8,628.51	17,928.83	13,404.82
Total expenses	1,01,092.48	74,192.18	93,199.42	1,94,291.90	1,38,238.91
Profit before Tax and Exceptional and Extra Ordinary Items	10,841.86	5,608.11	6,290.44	17,132.30	15,160.37
Exceptional and Extra Ordinary Items	-	-	(563.67)	(563.67)	-
Profit Before Tax	10,841.86	5,608.11	5,726.77	16,568.63	15,160.32
Tax expense:					
(1) Current tax	3,352.19	-	1,448.11	4,800.30	0.00
Short Provision	4,240.76			4,240.76	
(2) Deferred tax	(415.52)	(741.83)	356.37	(59.15)	(741.83
Total tax expenses	7,177.42	(741.83)	1,804.48	8,981.90	(741.83
Profit/ (loss) for the year (A)	3,664.44	6,349.93	3,922.30	7,586.73	15,902.19
Other Comprehensive Income					
to profit or loss					
benefits plans	(307.11)	-	-	(307.11)	-
- Income Tax effect on above	77.29	-	-	77.29	-
Other Comprehensive Income for the Year	(229.82)	-	-	(229.82)	-
(A+B)	3,434.62	6,349.93	3,922.30	7,356.92	15,902.19

H2 Revenue up 40% YOY Full year revenue up 38%

H2 PBT up 93 % YOY and Up 9 % for full year

Short provision of 42.40 lacs pertains to FY24 The computation showed a loss and the provision was missed to be made since there was sufficient TDS credit in the books. Accordingly tax expense had to be booked in FY25.

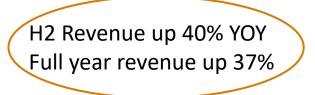
Investor Presentation

Financials – Consolidated



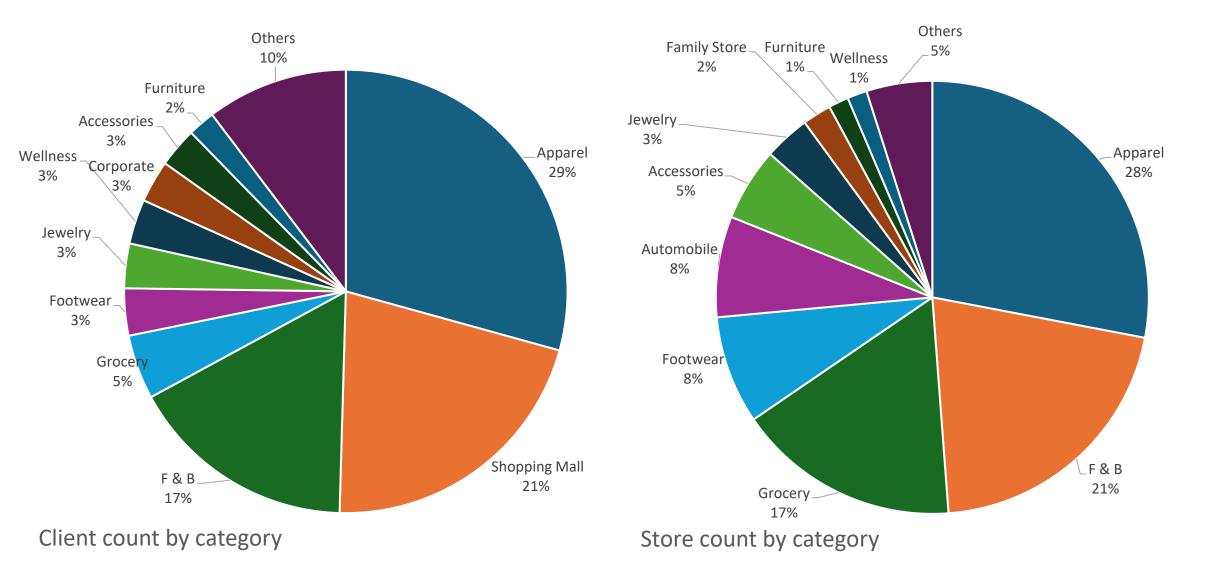
(In Rs '000)

Particulars	Half Year Ended March'25 (Unaudited)	Half Year Ended September' 24 (Unaudited)	Half Year Ended March' 24 (Unaudited)	Year Ended March'25 (Audited)	Year Ended March'24 (Audited)
INCOME				· · · · · · · · · · · · · · · · · · ·	
Revenue From Operations	1,08,159.90	96,787.34	79,626.00	2,04,947.24	1,53,513.81
Other Income	3,503.63	2,702.53	373.70	6,206.16	384.87
Total Income	1,11,663.53	99,489.86	79,999.70	2,11,153.40	1,53,898.69
EXPENDITURE					
Cost of Goods & Services	54,974.29	49,023.63	36,173.08	1,03,997.91	66,646.20
Employee benefits expenses	34,602.15	31,695.10	27,259.57	66,297.24	53,495.71
Finance costs	279.03	1,199.21	812.21	1,478.24	1,685.42
Depreciation and amortisation expenses	1,826.86	2,972.94	2,337.27	4,799.80	4,351.42
Other expenses	9,380.57	8,685.94	8,204.40	18,066.51	13,031.47
Total expenses	1,01,062.90	93,576.81	74,786.53	1,94,639.71	1,39,210.23
Profit before Tax and Exceptional and Extra Ordinary Items	10,600.64	5,913.05	5,213.17	16,513.69	14,688.46
Exceptional and Extra Ordinary Items	-	(563.67)		(563.67)	-
Profit Before Tax	10,600.64	5,349.38	5,213.17	15,950.02	14,688.46
Tax expense:					
(1) Current tax	(3,352.19)	(1,448.11)		(4,800.30)	_
Short & Excess Provision	(4,240.76)			(4,240.76)	
(2) Deferred tax	415.52	(356.37)	(741.83)	59.15	(741.83)
Total tax expenses	(7,177.42)	(1,804.48)	(741.83)	(8,981.90)	(741.83)
Profit/ (loss) for the year (A)	3,423.22	3,544.90	5,955.00	6,968.12	15,430.29
Other Comprehensive Income					
Items not to be reclassified subsequently to profit or					
- Re-measurement gains / (Loss) on defined benefits	(307.11)	-	-	(307.11)	-
- income Tax effect on above	77.29	-	-	77.29	-
Other Comprehensive Income for the Year (B)	(229.82)	-	-	(229.82)	-
Total Comprehensive Income for the year (A+B)	3,193.40	3,544.90	5,955.00	6,738.30	15,430.29



H2 PBT up 103% YOY and Up 9% for full year







- In-Store radio service revenue up by 31 % YOY
- Increase in client base from 563 to 681
- Store count increased by 2000+ stores
- Servicing clients in India, Africa, USA and Middle East





Digital Signages



- Digital Signage Services revenue up 25 % YOY
- Focus on high margin content management solutions
- Our recent projects in this space
 - Ongoing Content management in 800+ screens across 50+ cities
 - 19 clients and 500+ screens onboarded for content management in FY 24-25
 - Some of the Clients include a jewellery chain, apparel chain, large multinational

insurance company, grocery chain in Congo an e-commerce company etc

• Very strong pipeline of 1000+ screens for content management









- Advertising revenue up 94 % YOY
- Pan India network of 5000+ stores
- Largest grocery chains on the platform
- Expansion outside India as well
- Recent FMCG brand wins –Goldiee Spices,, Kwality Walls, Cadburys, ITC Ashirwad Atta, Swasti Ghee, D'lecta Cheese, Sumeru Foods etc
- Non FMCG brands joining the bandwagon Dr Agarwal's, Amazon Pay, AECC, Alchemy

School, JioHotstar, National Book Trust etc

GROUP



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Advertising – Digital OOH



- 15 large digital hoardings (12 in Gujarat and 3 in UP)
- Revenue from this stream is scaling up as per the plan
- Recent brands onboarded MTDC, LIC, KTC, Orra, Mohanlal Sons, Sonic TV, DB Corp,

Sreenathji Infra, Amiown school

- Strong pipeline of clients in both Gujarat and UP
- Margins in this business will continue to expand over coming years due to increasing volumes









- Corporate Radio service revenue up 8 % YOY
- Launched a corporate radio project in Brazil
- Creating content in multiple Indian languages apart from Spanish and Portuguese
- In house audio communication platform for multiple companies
- Focus on expanding the portfolio and add more corporates for this service





- In-Store Radio segment would continue to grow strongly over next 3-4 years driven by volume increase and international expansion
- Indian brands expanding outside India will provide an additional organic growth opportunity
- Brands increasingly investing in digital screens. We are continuing on our target of achieving 5000+ screens under content management within next 2 -3 years.
- Advertising revenues are set to grow exponentially on the back of mainstreaming of Audio OOH and our existing DOOH network in Gujarat and UP
- Setting up a pilot for DOOH screens in a National Retail chain
- Expansion into Middle East through a subsidiary to be setup in Dubai

Technology Investments

- Expanding the library of AI Generated music
- Music curation platform for smaller chains / standalone outlets
- Revamping the backend infra for next stage of growth targeting optimization of streaming and related costs

Some of Our Clients in India





Some of Our International Clients





An E Commerce Company – India, Mexico and Brazil



Thank You

