



# Balaji Telefilms Limited

## UN-AUDITED FINANCIAL RESULTS FOR THE 3 MONTHS ENDED JUNE 30, 2012

₹ in Lacs

| Sr. No. | Particulars                                                                                   | 3 months ended  | Preceding 3 months ended | Corresponding 3 months ended | Previous Year ended |
|---------|-----------------------------------------------------------------------------------------------|-----------------|--------------------------|------------------------------|---------------------|
|         |                                                                                               | 30-6-2012       | 31-03-2012               | 30-6-2011                    | 31-3-2012           |
|         |                                                                                               | (Un-Audited)    | (Un-audited)             | (Un-Audited)                 | (Audited)           |
| 1       | a) Net Sales / Income from Operations                                                         | 3,593.27        | 2,783.87                 | 2,625.32                     | 11,811.52           |
|         | b) Other Operating Income                                                                     | 185.03          | 908.01                   | 13.30                        | 1,124.08            |
|         | <b>Total</b>                                                                                  | <b>3,778.30</b> | <b>3,691.88</b>          | <b>2,638.62</b>              | <b>12,935.60</b>    |
| 2       | Expenditure                                                                                   |                 |                          |                              |                     |
|         | a) (Decrease) / (Increase) in stock in trade                                                  | 501.59          | (398.03)                 | 17.94                        | (538.11)            |
|         | b) Cost of Production / Acquisition and Telecast Fees                                         | 2,479.49        | 2,962.97                 | 2,045.26                     | 10,063.54           |
|         | c) Staff Cost                                                                                 | 243.65          | 344.37                   | 379.02                       | 1,494.84            |
|         | d) Depreciation                                                                               | 202.33          | 160.11                   | 158.67                       | 710.84              |
|         | e) Other Expenditure                                                                          | 296.18          | 946.90                   | 424.34                       | 2,624.98            |
|         | <b>Total</b>                                                                                  | <b>3,723.24</b> | <b>4,016.32</b>          | <b>3,025.23</b>              | <b>14,356.09</b>    |
| 3       | <b>Profit / (Loss) from Operation Before Other Income and Interest (1-2)</b>                  | <b>55.06</b>    | <b>(324.44)</b>          | <b>(386.61)</b>              | <b>(1,420.49)</b>   |
| 4       | Other Income                                                                                  | 504.35          | 252.88                   | 1,614.33                     | 2,648.95            |
| 5       | <b>Profit / (Loss) before Interest (3+4)</b>                                                  | <b>559.41</b>   | <b>(71.56)</b>           | <b>1,227.72</b>              | <b>1,228.46</b>     |
| 6       | Finance Costs                                                                                 | -               | -                        | -                            | -                   |
| 7       | <b>Profit / (Loss) from Ordinary Activities Before Tax (5-6)</b>                              | <b>559.41</b>   | <b>(71.56)</b>           | <b>1,227.72</b>              | <b>1,228.46</b>     |
| 8       | Tax Expenses                                                                                  | 122.73          | 7.67                     | 161.83                       | 142.96              |
| 9       | Excess / (Short) Provision for Tax in respect of earlier years                                | 1.97            | 233.37                   | (8.47)                       | 233.37              |
| 10      | <b>Net Profit from continuing operations (7-8+9)</b>                                          | <b>438.65</b>   | <b>154.14</b>            | <b>1,057.42</b>              | <b>1,318.87</b>     |
| 11      | Net (Loss) from dis-continuing operations (before tax)                                        | -               | -                        | (96.83)                      | (157.88)            |
| 12      | Tax Expenses on dis-continuing operations                                                     | -               | -                        | (4.21)                       | -                   |
| 13      | <b>Net Profit for the Period / Year (10+11-12)</b>                                            | <b>438.65</b>   | <b>154.14</b>            | <b>964.80</b>                | <b>1,160.99</b>     |
| 14      | Paid up Equity Share Capital (Face Value Rs. 2/- each)                                        | 1,304.21        | 1,304.21                 | 1,304.21                     | 1,304.21            |
| 15      | Reserves excluding Revaluation Reserves                                                       | -               | -                        | -                            | 39,390.88           |
| 16      | Earnings Per Share (EPS) Basic and Diluted                                                    | 0.67            | 0.24                     | 1.48                         | 1.78                |
| 17      | Public Shareholding                                                                           |                 |                          |                              |                     |
|         | Number of Shares                                                                              | 38079585        | 38247285                 | 38640146                     | 38247285            |
|         | Percentage of Shareholding                                                                    | 58.39           | 58.65                    | 59.25                        | 58.65               |
| 18      | Promoters and promoter group Shareholding                                                     |                 |                          |                              |                     |
|         | a) Pledged / Encumbered                                                                       |                 |                          |                              |                     |
|         | Number of Shares                                                                              | -               | -                        | -                            | -                   |
|         | Percentage of Shareholding (as a % of the total share holding of promoter and promoter group) | -               | -                        | -                            | -                   |
|         | Percentage of Shareholding (as a % of the total share capital of the company)                 | -               | -                        | -                            | -                   |
|         | b) Non-encumbered                                                                             |                 |                          |                              |                     |
|         | Number of Shares                                                                              | 27130858        | 26963158                 | 26570297                     | 26963158            |
|         | Percentage of Shareholding (as a % of the total share holding of promoter and promoter group) | 100.00          | 100.00                   | 100.00                       | 100.00              |
|         | Percentage of Shareholding (as a % of the total share capital of the company)                 | 41.61           | 41.35                    | 40.75                        | 41.35               |

**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

| Sr.<br>No. | Particulars                                                | 3 months         | Preceeding       | Corresponding    | Previous Year    |
|------------|------------------------------------------------------------|------------------|------------------|------------------|------------------|
|            |                                                            | ended            | 3 months ended   | 3 months ended   | ended            |
|            |                                                            | 30-6-2012        | 31-03-2012       | 30-6-2011        | 31-3-2012        |
|            |                                                            | Stand-alone      |                  |                  |                  |
|            |                                                            | (Un-Audited)     | (Un-audited)     | (Un-Audited)     | (Audited)        |
| 1          | Segment Revenue                                            |                  |                  |                  |                  |
|            | a) Commissioned Programs                                   | 3,349.64         | 2,541.60         | 2,216.08         | 10,369.42        |
|            | b) Sponsored Programs                                      | 242.85           | 240.86           | 407.12           | 1,431.98         |
|            | Total                                                      | 3,592.49         | 2,782.46         | 2,623.20         | 11,801.40        |
|            | Less: Inter Segment Revenue                                | -                | -                | -                | -                |
|            | <b>Total Net Sales/ Income from Operations</b>             | <b>3,592.49</b>  | <b>2,782.46</b>  | <b>2,623.20</b>  | <b>11,801.40</b> |
| 2          | Segment Results                                            |                  |                  |                  |                  |
|            | Profit Before Tax and Interest from each Segment           |                  |                  |                  |                  |
|            | a) Commissioned Programs (includes other operating income) | 568.84           | 218.93           | 425.03           | 1,337.68         |
|            | b) Sponsored Programs                                      | (73.61)          | (137.93)         | 71.34            | 18.46            |
|            | <b>Total</b>                                               | <b>495.23</b>    | <b>81.00</b>     | <b>496.37</b>    | <b>1,356.14</b>  |
|            | Less: (i) Interest                                         |                  | -                |                  |                  |
|            | (ii) Other Unallocable Expenditure                         | 441.25           | 727.31           | 1,195.79         | 3,927.05         |
|            | (iii) Unallocable Income                                   | (505.43)         | (574.75)         | (1,830.31)       | (3,641.49)       |
|            | <b>Total (Loss) / Profit before tax</b>                    | <b>559.41</b>    | <b>(71.56)</b>   | <b>1,130.89</b>  | <b>1,070.58</b>  |
| 3          | Capital Employed                                           |                  |                  |                  |                  |
|            | (Segment Assets - Segment Liabilities)                     |                  |                  |                  |                  |
|            | a) Commissioned Programs                                   | 4,610.60         | 4,774.41         | 4,542.86         | 4,774.41         |
|            | b) Sponsored Programs                                      | 333.70           | 516.18           | 478.86           | 516.18           |
|            | c) Unallocable                                             | 36,189.44        | 35,404.50        | 35,628.72        | 35,404.50        |
|            | <b>Total</b>                                               | <b>41,133.73</b> | <b>40,695.09</b> | <b>40,650.44</b> | <b>40,695.09</b> |

Notes:

- During the previous year, the Company in accordance with the shareholders approval vide, resolution passed through postal ballot, has entered into binding business transfer agreements, to sell its Mobile and Education division for a consolidated sum of ₹ 837.00 lacs on slump sale basis, based on fair value determined by an independent firm of Chartered Accountants. As per the terms of the agreements, the transactions would be effective on receipt of full consideration within a period not exceeding a period of 90 days from the date of the agreements. Accordingly, the net consideration of ₹ 824.80 lacs has been accounted in the last quarter of the previous year as "other operating income".

The disclosures as required by AS 24 are as under:

Details of revenue and expenses of continued and discontinued operations for standalone financial results are as follows:

| Particulars                | Quarter ending June 30, 2012 |                         |          | Quarter ending March 31, 2012 |                         |          | Quarter ending June 30, 2011 |                         |          | Year ending March 31, 2012 |                         |           |
|----------------------------|------------------------------|-------------------------|----------|-------------------------------|-------------------------|----------|------------------------------|-------------------------|----------|----------------------------|-------------------------|-----------|
|                            | Continuing Operation         | Discontinuing Operation | Total    | Continuing Operation          | Discontinuing Operation | Total    | Continuing Operation         | Discontinuing Operation | Total    | Continuing Operation       | Discontinuing Operation | Total     |
| Turnover net               | 3,778.30                     | -                       | 3,778.30 | 3,691.88                      | -                       | 3,691.88 | 2,536.62                     | 215.16                  | 2,853.78 | 12,935.60                  | 661.97                  | 13,597.57 |
| Other Income               | 504.35                       | -                       | 504.35   | 252.88                        | -                       | 252.88   | 1,614.33                     | -                       | 1,614.33 | 2,648.95                   | -                       | 2,648.95  |
| Total Income               | 4,282.65                     | -                       | 4,282.65 | 3,944.76                      | -                       | 3,944.76 | 4,232.95                     | 215.16                  | 4,488.11 | 15,584.55                  | 661.97                  | 16,246.53 |
| Total Expenditure          | 3,723.24                     | -                       | 3,723.24 | 4,016.32                      | -                       | 4,016.32 | 3,023.92                     | 312.00                  | 3,335.92 | 14,365.09                  | 819.65                  | 15,175.95 |
| Profit / (Loss) before tax | 559.41                       | -                       | 559.41   | (71.56)                       | -                       | (71.56)  | 1,229.03                     | (96.83)                 | 1,132.19 | 1,228.46                   | (157.68)                | 1,070.58  |
| Provision for taxation     | 120.75                       | -                       | 120.75   | (225.70)                      | -                       | (225.70) | 163.18                       | 4.21                    | 167.39   | (90.41)                    | -                       | (90.41)   |
| Profit / (Loss) after tax  | 438.65                       | -                       | 438.65   | 154.14                        | -                       | 154.14   | 1,065.85                     | (101.04)                | 964.80   | 1,138.87                   | (157.68)                | 1,000.99  |

- During the previous financial years, the Company had received demand notices from the Office of the Commissioner of Service Tax, Mumbai aggregating to ₹ 9,245.00 lacs (excluding interest and penalty) pertaining to Service tax for the period from April 2006 to March 2010 on exports made to one of the customers of the Company. On appeal, the matter pertaining to the period from April 2006 to March 2008 was adjudicated in favour of the Company. The Commissioner has further filed an appeal against the adjudication with the Customs, Excise & Service Tax Appellate Tribunal. The matter is pending for hearing, including for the balance period from April 2008 to March 2010.
- During the previous financial years, the Company had received notices of demand from the Department of Sales Tax, Government of Maharashtra, to the extent of ₹ 17,107.87 lacs (including interest and penalty) pertaining to the years 2000 to 2004. The department has sought to tax the Sales revenue of the Company under the 'Commissioned Programs' category to Sales tax under the Bombay Sales Tax Act, 1959. The Company has appealed against the said order of the Sales Tax Officer to the Deputy Commissioner (Appeals) and the same is pending adjudication.
- There were no Investors Complaints pending at the beginning of the quarter. The Company has received 9 complaints from the investors during the quarter ended June 30, 2012 and all the complaints were disposed off during the quarter. There were no complaints lying unsolved at the end of the quarter.
- Figures for the preceeding quarter ended March 31, 2012 are the balancing figures between the audited figures in respect of the full financial year ending March 31, 2012 and the published year to date figures up to the third quarter of the financial year.

6. Corresponding figures of the previous period / year have been regrouped / restated, wherever necessary.
7. The above un-audited financial results have been reviewed by the Audit Committee and by the Board of Directors at their meeting held on July 31, 2012.

Place, Mumbai

Date : July 31, 2012

By Order of the Board  
For Balaji Telefilms Limited



Jeetendra Kapoor  
Chairman

## LIMITED REVIEW REPORT

Board of Directors  
Balaji Telefilms Limited

1. We have reviewed the accompanying statement of unaudited financial results ("the Statement") of Balaji Telefilms Limited (the Company) for the quarter ended 30<sup>th</sup> June, 2012. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial results based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatements. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly we do not express an opinion.
3. Based on our review, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the accounting standards referred to in Section 211 (3C) of the Companies Act, 1956 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with stock exchanges including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. Further, we also report that we have traced the number of shares as well as the percentage of shareholdings in respect of aggregate amount of public shareholdings, pledged/encumbered shares and non-encumbered shares of promoter and promoter group shareholders in terms of Clause 35 of the Listing Agreements and the particulars relating to undisputed investor complaints from the details furnished by the Registrars.

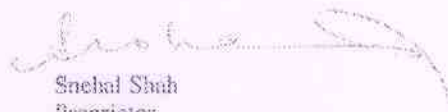
For Deloitte Haskins & Sells,  
Chartered Accountants  
(Reg. No. 117366W)



A.B. Jani  
Partner  
Membership No. 46488

Mumbai, dated: July 31, 2012

For Snehal & Associates,  
Chartered Accountants  
(Reg. No. 110314W)



Snehal Shah  
Proprietor  
Membership No. 40016

Mumbai, dated: July 31, 2012