Balaji Gelefilms Ltd.

C-13, Balaji House, Dalia Industrial Estate,Opp. Laxmi Industries New Link Road, Andheri (West), Mumbai - 400 053. Tel.:40698000 • Fax : 40698181 / 82 / 83 Website : www.balajitelefilms.com CIN No. : L99999MH1994PLC082802



May 20, 2022

To,

BSE Limited Corporate Services Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400 001 Stock Code: 532382 National Stock Exchange of India Ltd Corporate Communications Department "Exchange Plaza" Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051 Stock Code: BALAJITELE

### Sub: i) Outcome of Board Meeting

ii) Disclosure under Regulation 30 and 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

Dear Sir/Madam,

This is further to our letter dated May 05, 2022 intimating the date of Board Meeting for consideration of Audited Financial Results for the quarter and year ended March 31, 2022.

Pursuant to Regulation 30 and 33 of Listing Regulations, we would like to inform you that the Board of Directors at their Meeting held today i.e. May 20, 2022 through Video Conferencing ("VC') / Other Audio Visual Means ("OAVM"):

1. approved the Audited Financial Results (both Standalone and Consolidated) under Indian Accounting Standard (Ind AS) for the quarter and year ended March 31, 2022.

The Statutory Auditors of the Company have issued the Audit Report on the Standalone and Consolidated financial results for the quarter and year ended March 31, 2022 with unmodified opinion.

A copy of the Audited Financial Results (both Standalone and Consolidated) along with Audit Report of the Auditors thereon, Quarterly Performance Report and Press Release issued in this regard is attached.

Further a declaration under Regulation 33(3)(d) of the Listing Regulations with respect to Audit Report for the financial year ended March 31, 2022 is attached.

We are arranging to publish the said Financial Results in newspapers in the format prescribed under Regulation 47 of Listing Regulations.

- 2. on the recommendation of the Audit Committee and in accordance with the provisions of Sections 139 and 142 of the Companies Act, 2013, and subject to the approval of the shareholders at the forthcoming Annual General Meeting, appointed Deloitte Haskins and Sells LLP, Chartered Accountants (Firm Registration No. 117366W/W100018) as the Statutory Auditors of the Company, in place of M/s. Price Waterhouse Chartered Accountants LLP who will be completing their term as Statutory Auditors of the Company at the conclusion of the ensuing Annual General Meeting. The relevant details pursuant to SEBI Circular dated September 09, 2015 is attached.
- 3. considered and approved the appointment of Ms. Priyanka Chaudhary (DIN: 06520285) as an Additional Director (Non-Executive Non-Independent) of the Company;

The relevant details pursuant to SEBI Circular dated September 09, 2015 are attached herewith.

- 4. have taken on record, the resignation of Mr. Nachiket Pantvaidya, Group Chief Executive Officer of the Company, effective from closing of business hours on May 31, 2022;
- approved the proposal to invest Rs. 25,00,000/- (Rupees Twenty-Five Lacs Only) in Trishoolin Picturez India Private Limited, for 51% stake in the form of Equity Shares. Pursuant to this investment, Trishoolin Picturez India Private Limited will become a Subsidiary of Balaji Telefilms Limited.

The relevant details pursuant to SEBI Circular dated September 09, 2015 are attached herewith.

- 6. authorized the following Key Managerial Personnel(s) to determine the materiality of an event or information and to intimate such event or information to the Stock Exchanges:
  - a) Mrs. Shobha Kapoor, Managing Director;
  - b) Mr. Sanjay Dwivedi, Group Chief Financial Officer; and
  - c) Ms. Tannu Sharma, Company Secretary and Compliance Officer.

The above information will also be made available on the Company's website, <u>www.balajitelefilms.com</u>

The Meeting of the Board of Directors commenced at 03.30 p.m. and concluded at 07:10 p.m.

You are requested to take the aforementioned information on your record.

Thanking you.

Yours Faithfully,

For Balaji Telefilms Limited



Tannu Sharma Company Secretary and Compliance Officer

Encl: a/a

Particulars	Details
Reason for change viz. appointment or otherwise.	In line with the provisions of Section 139 and Section 142 of the Companies Act, 2013 with respect to rotation of Auditors, and as a good governance, it is proposed to appoint Deloitte Haskins and Sells LLP as the Statutory Auditors of the Company, in place of M/s. Price Waterhouse Chartered Accountants LLP, who will be completing their term as Statutory Auditors of the Company at the conclusion of ensuing Annual General Meeting.
Date of appointment & term of appointment;	Subject to the approval of the shareholders at the ensuing Annual General Meeting, Deloitte Haskins and Sells LLP will hold office from the conclusion of this AGM, for a period of 5 years.
Brief profile (in case of appointment);	Deloitte Haskins and Sells LLP is one of the world's largest professional services firms. Deloitte India is a leading professional services firm of the country and has the scale and capacity, to serve across locations.

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Annexure for point no. 2 w.r.t. ar	pointment of Statutory Auditors

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Particulars	Details
Date of Appointment	May 20, 2022
Terms of Appointment	Ms. Priyanka Chaudhary has been appointed as an Additional Director (Non-Executive Non-Independent).
Brief Profile of Ms. Priyanka Chaudhary	<ul> <li>Privanka Chaudhary is a Senior Vice President at Reliance Industries. Currently, she is the Chief Financial Officer of Jio Studios, which is the media business of Reliance.</li> <li>Her role encompasses working closely with the leadership team to build the Media and Entertainment business through organic growth and inorganic partnerships as well as synergising with investee companies to consolidate Reliance's position in the fragmented \$25 billion media and entertainment industry in India.</li> <li>Prior to this, Ms. Chaudhary worked at Grant Thornton where she worked in leadership positions in finance and accounting with a specific focus on TMT.</li> <li>She holds graduate degrees in International Finance and Accounting from National American University, Institute of Chartered Accountants of India and the ACCA, UK.</li> </ul>
Disclosures of relationships between Director	Ms. Priyanka Chaudhary is not related to any Director of the Company.

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### Annexure for point no. 3 w.r.t. appointment of Ms. Priyanka Chaudhary

### Annexure for point no. 5 w.r.t. investment in Trishoolin Picturez India Private Limited

Particulars	Details
Name of the target entity, details in brief	Trishoolin Picturez India Private Limited
such as size, turnover, etc	
Whether the acquisition subscription	No, this transaction would not fall within related party
would fall within related party	transactions of the Company. Trishoolin Picturez India
transaction(s) and whether the	(P) Ltd is content creation company incorporated in
promoter/ promoter group/ group	2021 under the leadership of Baljit Singh Chaddha,
companies have any interest in the	Head of Creative, ALT Digital Media Entertainment
entity being acquired? If yes, nature of	Limited, acting as a consultant.
interest and details thereof and whether	The promoter/promoter group/promoter group
the same is done at "arm's length"	companies don't have any interest in the entity being
U	acquired).
Industry to which the entity being	Media & Entertainment
acquired belongs	ivienta de Ernertammern
Objects and effects of acquisition	To produce premium TV shows, Web series, shorts,
subscription (including but not limited	documentaries and films at competitive budgets, give
to, disclosure of reasons for acquisition	their directors and creators freedom, and share the
subscription of target entity, if its	founders unique vision across a variety of genres.
business is outside the main line of	iounders and a vision across a variety of genres.
business of the listed entity)	
Brief details of any governmental or	No government or regulatory approval is required
regulatory approvals required for the	
subscription	
Indicative time period for completion of	Within 45 days from the date of this disclosure or such
the-acquisition subscription	other mutually extended date
Nature of consideration - whether cash	Cash consideration to be paid for subscription of
consideration or share swap and details	Equity shares of Trishoolin Picturez India Private
of the same	Limited.
Cost of acquisition subscription or the	The cost of subscription will be INR 25,00,000 (Rupees
price at which the shares are acquired	Twenty-Five Lacs Only)
Percentage of shareholding / control	Balaji Telefilms Limited will acquire stake of 51% in the
acquired and / or number of shares	target entity i.e., Trishoolin Picturez India Private
acquired	Limited.
Brief background about the entity	Trishoolin Picturez India Private Limited
acquired in terms of products/line of	("Company") was incorporated on December 31, 2021
business acquired, date of	in India. It is a Content creation company. The
incorporation, history of last 3 years	Company is into creating 100% original, path breaking
turnover, country in which the	and cuts through the clutter of content. Vision of the
acquired entity has presence and any	company is to create disruptive, massy, and technically
other significant information (in brief)	supreme content across various genres. The
	Company's model is to produce premium shows and
	films at competitive budgets, give their directors and
•	creators, freedom, and share the founders unique
	vision across a variety of genres.



# **Balaji Telefilms Limited**

CIN-L99999MH1994PLC082802

Regd Off: C-13, Balaji House, Dalia Industrial Estate, New Link Road, Andheri (West), Mumbai 400053

Tel.: 40698000 • Fax : 40698181 / 82 / 83

Website : www.balajitelefilms.com

						₹ in Lac
		3 months	Preceding	Corresponding	Current	Previous
Sr.		ended	3 months ended	3 months ended	Year Ended	Year Ended
No.	Particulars	31-03-2022	31-12-2021	31-03-2021	31-03-2022	31-03-2021
140.		(Un-audited) Refer Note 6	(Un-audited)	(Un-audited) Refer Note 6	(Audited)	(Audited)
1	Income			and the second s		
	a) Revenue from Operations	6,951.20	6,360.66	10,163.79	24,212.23	31,578.29
	b) Other Income	406.03	42.08	308.38	694.52	1,381.28
	Total Income	7,357.23	6,402.74	10,472.17	24,906.75	32,959.57
2	Expenses			and the second	A	
	a) Cost of Production / Acquisition and Telecast Fees	9,577.60	5,948.20	10,706.54	29,668.49	25,318.14
	b) Changes in Inventories	(3,939.19)	(1,644.82)		(10,920.18)	(973.82
	c) Marketing and Distribution Expense	28.14	21.08	60.63	68.88	208.87
	d) Employee Benefits Expense	429.33	391.80	133.93	1,516.07	1,012.7
	e) Depreciation and amortisation expense	322.74	313.54	555.70	1,354.61	2,632.82
	f) Finance cost	123.94	18.92	78.59	164.62	151.79
	g) Other Expenses	522.52	626.39	949.16	2,414.44	2,271.65
	Total Expenses	7,065.08	5,675.11	9,679.29	24,266.93	30,622.16
3	Profit Before Exceptional item and Tax (1-2)	292.15	727.63	792.88	639.82	2,337.41
4	Exceptional Item (Refer note 5)			1,044.44	•	1,044.44
5	Profit Before Tax (3+4) Tax Expense :	292.15	727.63	1,837.32	639.82	3,381.85
	Current tax	110.60	65.00	518.67	175.60	918.67
	Deferred tax	(3.81)	120.06	(9,19)	25.80	(65.05
	Total tax expenses	106.79	185.06	509.48	201,40	853.62
7	Profit After Tax (5-6)	185.36	542.57	1,327.84	438.42	2,528.23
8	Other Comprehensive Income (OCI) (i) Items that will not be reclassified to Profit or Loss					
	(a) Remeasurements of post employment benefit obligations	(12.16)	4.45	27.34	1.19	17.81
	(ii) Income tax relating to items that will not be reclassified to profit or loss	3.06	(1.12)		(0.30)	(4.48
	Other Comprehensive Income for the period / year, net of tax	(9.10)	3.33	20.46	0.89	13.33
9	Total Comprehensive Income for the period / year (7+8)	176.26	545.90	1.348.30	439.31	2,541.56
10	Paid-up Equity Share Capital (Face Value ₹ 2/- each)	2.022.61	2,022.61	2,022.61	2.022.61	2.022.61
11	Other Equity	2,022.01	2,022.01	2,022.01	106,950.05	106,243.57
12	Earnings Per Share (EPS) Basic and Diluted (in ₹)	0.18	0.54	1.31	0.43	2.50

See accompanying notes to the financial results

AMIT ARUN BORKAR Digitally signed by AMIT ARUN BORKAR Date: 2022.05.20 18:09:00 +05'30'

The statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with the audit report dated May 20, 2022

Ravikumar Allias Jeetendra Kapoor 🥖



BALAJI TELEFILMS LIMITED STANDALONE STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2022

Particulars	As at March 31, 2022	₹ In Lac As at March 31, 2021	
	Audited	Audited	
SSETS			
Non-current assets	00 - 10 - PASS		
(a) Property, plant and equipment	1,458.22	2,041.83	
(b) Right of use Asset	200.73	353.8	
	200.00	000.0	
(c) Financial Assets			
(i) Investments	64,860.31	64,044.4	
(ii) Trade receivables		34.5	
(iii) Loans	53.13	87.5	
(iv) Other financial assets	108.37	115.5	
	758.46	784.5	
(d) Deferred tax assets (net)			
(e) Non-current income tax assets (net)	964.58	287.9	
(f) Other non-current assets	4,876.53	4,548.5	
Total non-current assets	73,280.33	72,298.8	
Current exects			
Current assets			
(a) Inventories	14,271.94	3,351.7	
(b) Financial assets			
(i) Investments	123.56	1,716.6	
(ii) Trade receivables	26,517.99	21,344.7	
	967.29	7.272.4	
(iii) Cash and cash equivalents			
(iv) Bank balances other than (iii) above	9.53	10.1	
(v) Loans	1,912.38	571.9	
(vi) Other financial assets	1,000.66	1,040.0	
(c) Contract assets	285.26	4,210.5	
(d) Other current assets	4,956.79	7,365.7	
Total current assets	50,045.40	46,884.0	
Total Assets	123,325.73	119,182.8	
QUITY AND LIABILITIES			
Equity			
		0.000.0	
(a) Equity share capital	2,022.61	2,022.6	
(b) Other equity	106,950.05	106,243.5	
Total equity	108,972.66	108,266.1	
		100,20011	
Liabilities			
Non-current liabilities			
(a) Financial liabilities			
(i) Lease liabilities		64.3	
(i) Lease nationues		04.0	
Total non-current liabilities	•	64.3	
Current liabilities			
(a) Financial liabilities			
	in the second se		
(i) Short-term borrowings (ii) Trade payables	4,517.17		
(I) total outstanding dues of micro and small enterprises	227.88	63.7	
(II) total outstanding dues other than (ii) (i) above	5,511.80	9,576.4	
(iii) Lease liabilities	210.56	252.0	
(iv) Other financial liabilities	9.53	10.1	
(b) Provisions	44.74	10.1	
(c) Other current liabilities	3,831.39	939.7	
Total current liabilities	14,353.07	10,852.3	
Total Equity and Liabilities	123,325.73	119,182.8	

See accompanying notes to the financial results

AMIT ARUN BORKAR

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Date: 2022.05.20 18:09:41

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Ravikumar Allias Jeetendra Kapoor



#### BALAJI TELEFILMS LIMITED

STANDALONE STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2022

	Particulars	For the year March 31,		For the year ended March 31, 2021	
		Audite	d	Audited	1
A.	CASH FLOW FROM OPERATING ACTIVITIES				
	Profit before tax		639.82		2,337.4
	Adjustments for:	A RECYCLERED STREET, ST.			
	Depreciation and amortisation expense	1,354.61		2.632.82	
	Finance cost	164.62		151.79	
	Net gains on financial assets measured at fair value through profit and loss	(36.98)	Trees States (C)	(141.77)	
	Advances written off	247.72	a second s	25.77	
		(70.30)		(74.46)	
	Unwinding of discount on security deposit			314.90	
	Bad-debts write-off	35.49			
	Loss on Sale of Property, plant & equipment and Capital work in progress written off	1.21		6.00	
	Creditors / Provisions written back	(312.59)	10000	(5.98)	
	Employee share based payment expenses	153.59	Contraction of the	(28.24)	
	Interest income	(204.28)		(706.06)	
	Gain on lease modification			(36.00)	
	Rent concession	(17.52)	1,315.57	(326.15)	1,812
	Operating profit before working capital changes		1,955,39		4,150
		The second s			
	Adjustments for:	the submer of the submer of the	and the second	and the second	
	(Increase)/decrease in trade receivables	(5,163.71)		(6,001.10)	
	(Increase)/decrease in other current financial assets	110.33		1,031.38	
	(Increase)/decrease in other current assets	2,408,91	and the second sec	254.57	
	(Increase)/decrease in contract assets	3,925.24	P This share in the	689.40	
	(Increase)/decrease in inventories	(10,920.18)	and the second second	(973.82)	
				681.20	
	(Increase)/decrease in other non current financial assets	7.21	0.000		
	(Increase)/decrease in other non current assets	(575.67)		(872.84)	
	Increase/(decrease) in trade payables	(3,594.33)	and to see the set	(249.08)	
	Increase/(decrease) in other current financial liabilities	(0.60)		(0.41)	
	Increase/(decrease) in other current liabilities and provisions	2,927.44		(1,163.00)	
			(10,875.36)		(6,603.
	Cash (used in) operations		(8,919.97)		(2,453.
	Direct taxes (paid) / refund				
	(includes amount received on account of refund of tax penalty, Refer note 5)	No. of the second se	(852.21)	C Inc With Come	195.
	Interest received on income tax refund		64.22		178.
	Net cash flow (used in) operating activities (A)		(9,707.96)		(2,079.
		a har a fair and a fair and a second s			
5.	CASH FLOW FROM INVESTING ACTIVITIES			-	
	Payments for purchase of property, plant and equipment	(236.08)	1.1	(165,84)	
	Sale of property, plant and equipment	40.00			
	Proceeds from sale of current investments	1,630.10		8,471.32	
	Payments for purchase of non current investments	(500.00)		(2,000.00)	
	Proceeds from sale of non current investments		1.1	361.46	
	Loans to related parties and employees (net)	(1,296.24)		2,398.36	
	Interest income received	119.76	10.10.101	502.91	
	Net cash (used in) / generated from investing activities (B)	the second second second	(242.46)	and the second second	9,568.
	CASH FLOW FROM FINANCING ACTIVITIES		- 350		
	Loan taken from related party	1.000.00			
	Repayment of Loan taken from related party	(1,000.00)			
	Borrowing under cash credit facility (net of repayment)	4,496,38			
	Payment of principal portion of lease liability	(511.40)	1.1	(1,413.03)	
	Interest expenses on lease liability	(33.71)		(81.16)	
	Interest and other finance charges paid during the year	(103.78)		(63.04)	
	Dividend paid to company's shareholders	(202.26)		•	Constant Const and Blocks
	Net cash generated from / (used in) financing activities (C)		3,645.23		(1,557
	Net (decrease) / increase in cash and cash equivalents (A+B+C)		(6,305.19)		5,931
	Cash and cash equivalents at the beginning of the year		7,272,48		1,341.
	Cash and cash equivalents at the end of the year		967.29	-	7.272
	Non-cash financing and investing activities				
	Acquisition of Right of use Asset		423.05		
	De-recognition of Right to use asset on account of lease modification		•		(673.
	Components of cash and cash equivalents				
	Particulars	As at March		As at March 3 Audited	

Particulars	As at March 31, 2022	As at March 31, 2021	
	Audited	Audited	
Cash and cash equivalents above comprise of			
(a) Cash on hand	28.61	23.38	
(b) Balances with banks-			
(i) In current accounts	886.92	2,447.26	
(ii) In deposit accounts with original maturity of less than three months	51.76	4,801.84	
Cash and cash equivalents at the end of the year	967.29	7,272.48	

See accompanying notes to the financial results

AMIT ARUN BORKAR Digitally signed by AMIT ARUN BORKAR Date: 2022.05.20 18:10:17 +05'30'

The statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with the audit report dated May 20, 2022

Ravikumar Allias Jeetendra Kapoor



#### INDEPENDENT AUDITOR'S REPORT

#### To the Board of Directors of Balaji Telefilms Limited

#### **Report on the Audit of Standalone Financial Results**

### Opinion

- 1. We have audited the standalone annual financial results of Balaji Telefilms Limited (hereinafter referred to as the 'Company") for the year ended March 31, 2022 and the standalone Statement of Assets and Liabilities and the standalone Statement of Cash Flows as at and for the year ended on that date, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, ('Listing Regulations') which has been digitally signed by us for identification purposes.
- 2. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid standalone financial results:
  - (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
  - (ii) give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards prescribed under Section 133 of the Companies Act, 2013 (the "Act") and other accounting principles generally accepted in India, of net profit and other comprehensive income and other financial information of the Company for the year ended March 31, 2022 and the standalone Statement of Assets and Liabilities and the standalone Statement of Cash Flows as at and for the year ended on that date.

### **Basis for Opinion**

3. We conducted our audit in accordance with the Standards on Auditing (SAs) specified under Section 143(10) of the Act and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Our responsibilities under those Standards are further described in the 'Auditor's Responsibilities for the Audit of the Standalone Financial Results' section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our opinion.

Price Waterhouse Chartered Accountants LLP, 7th Floor, Tower A - Wing 1, Business Bay, Airport Road Yerwada, Pune - 411 006 T: +91 (20) 41004444, F: +91 (20) 41006161

Registered office and Head office: Sucheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110 002

Price Waterhouse (a Partnership Firm) converted into Price Waterhouse Chartered Accountants LLP (a Limited Liability Partnership with LLP identity no: LLPIN AAC-5001) with effect from July 25, 2014. Post its conversion to Price Waterhouse Chartered Accountants LLP, its ICAI registration number is 012754N/N500016 (ICAI registration number before conversion was 012754N)

INDEPENDENT AUDITOR'S REPORT To the Board of Directors of Balaji Telefilms Limited Report on the Standalone Financial Results Page 2 of 4

#### **Emphasis of Matter**

- 4. We draw your attention to Note 4 of the standalone financial results regarding receivable amounting to Rs. 1,619 lacs, disclosed under "other non-current assets" of the statement of Assets and Liabilities as at March 31, 2022, from one of its co-producers and a film director against whom arbitration proceedings are in progress.
  - Our opinion is not modified in respect of the above matter.

#### Board of Directors' Responsibilities for the Standalone Financial Results

- These Standalone financial results have been prepared on the basis of the standalone annual financial 5. statements. The Company's Board of Directors are responsible for the preparation and presentation of these standalone financial results that give a true and fair view of the net profit and other comprehensive income and other financial information of the Company and the standalone Statement of Assets and Liabilities and the standalone Statement of Cash Flows in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Board of Directors of the Ccompany are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone financial statements that give a true and fair view and are free from material misstatement, whether duc to fraud or crror, which have been used for the purpose of preparation of the standalone financial results by the Directors of the Company, as aforesaid.
- 6. In preparing the standalone financial results, the Board of Directors of the Company are responsible for assessing the ability of the Company to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.
- 7. The Board of Directors of the Company are responsible for overseeing the financial reporting process of the Company.

#### Auditor's Responsibilities for the Audit of the Standalone Financial Results

8. Our objectives are to obtain reasonable assurance about whether the standalone financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these standalone financial results.

INDEPENDENT AUDITOR'S REPORT To the Board of Directors of Balaji Telefilms Limited Report on the Standalone Financial Results Page 3 of 4

- 9. As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
  - Identify and assess the risks of material misstatement of the standalone financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
  - Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3) (i) of the Act, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls. (Refer paragraph 12 below)
  - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
  - Conclude on the appropriateness of the Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Company to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the standalone financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
  - Evaluate the overall presentation, structure and content of the standalone financial results, including the disclosures, and whether the standalone financial results represent the underlying transactions and events in a manner that achieves fair presentation.
- 10. We communicate with those charged with governance of the Company regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

#### **Other Matters**

11. The Financial Results include the results for the quarter ended March 31, 2022, being the balancing figures between the audited figures in respect of the full financial year and the published unaudited year to date figures up to the third quarter of the current financial year, which are neither subject to limited review nor audited by us.

INDEPENDENT AUDITOR'S REPORT To the Board of Directors of Balaji Telefilms Limited Report on the Standalone Financial Results Page 4 of 4

12. The standalone annual financial results dealt with by this report has been prepared for the express purpose of filing with the stock exchanges. These results are based on and should be read with the audited standalone financial statements of the Company for the year ended March 31, 2022 on which we issued an unmodified audit opinion vide our report dated May 20, 2022.

> For Price Waterhouse Chartered Accountants LLP Firm Registration Number: 012754N/N500016

BORKAR

AMIT ARUN Digitally signed by AMIT ARUN BORKAR Date: 2022.05.20 18:08:12 +05'30'

Amit Borkar Partner Membership Number: 109846 UDIN: 22109846AJHKNW2468

**Place:** Pune Date: May 20, 2022

#### **BALAJI TELEFILMS LIMITED**

Notes :

- 1 The above results have been prepared in accordance with Indian Accounting Standards ('Ind AS') notified under Section 133 of the Companies Act, 2013 and the recognized accounting practices and policies to the extent applicable and have been reviewed and recommended by the Audit Committee and thereafter approved by the Board of Directors at their meeting held on May 20, 2022.
- 2 The Company submits these standalone financial results along with the consolidated financial results. In accordance with Indian Accounting Standards (Ind AS 108), Operating Segments, the Company has disclosed the segment information in the consolidated financial results.
- 3 The COVID-19 pandemic had adversely impacted the entire media and entertainment industry, now the operations and shootings are normarilsed and are operating as per the schedule. The Company's Management has done an assessment of the situation, including the liquidity position and the recoverability and carrying value of all its investments, other assets and liabilities and concluded that there were no material adjustments required as on March 31, 2022. The impact assessment of COVID-19 is a continuing process given the uncertainty associated with its nature and duration. The Company will continue to monitor any material changes as the situation evolves.
- 4 The Company has advances / receivable from one of its co-producers and a film director, amounting to ₹ 1,619 lacs which are subject to litigation as at March 31, 2022. On the basis of the evaluation carried out by the management, in consultation with the legal counsel, the amounts are considered good and fully recoverable.
- 5 Exceptional item In respect of Income Tax Matters, a search was conducted on the premises of the Company on April 30, 2013. Pursuant to the aforesaid search, block assessment under section 153A of the Income-tax Act, 1961 (Act) was conducted for Assessment Years 2007- 08 to 2012-13. The Company did not appeal against the additions made in the assessment orders for the aforesaid assessment years. However, penalties were levied for the said assessment years, which were challenged by the Company before the Income-tax Appellate Tribunal-Mumbai (ITAT). The Company had accounted for the penalty amount in FY 17-18 as an exceptional item. Subsequently, in the year ended March 31, 2021, ITAT had deleted the penalty levied and the Income tax department had refunded the penalties amounting to ₹ 1,044.44 lacs along with

Subsequently, in the year ended March 31, 2021, ITAT had deleted the penalty levied and the Income tax department had refunded the penalties amounting to ₹ 1,044.44 lacs along with interest under the Act to the Company. This had been disclosed under exceptional item in the year ended March 31, 2021.

- 6 The figures for the last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the respective financial year.
- 7 The figures for the previous period/year have been regrouped/ reclassified, wherever necessary to conform to current period/year classification.
- 8 The said results of the Company are available on the website of the Company at www.balajitelefilms.com and can also be accessed on the website of BSE Ltd. at www.bseindia.com and National Stock Exchange of India at www.nseindia.com.

AMIT ARUN BORKAR Date: 2022.05.20 18:10:53 +05'30'

read in conjunction with the audit report dated May 20, 2022



By Order of the Board For Balaji Telefilms Limited

Ravikumar Allias Jeetendra Kapoor

ktendra Gapcor DN: cn10, onferonal, 25:4.30 net 0063od4303rb51 787730060568077557rtfe post2Code-000009, s1-Ma srrial/Namber-dha1b30500 goodsa323734041 bacite coffoc.on-Barkemer Allas, North

Jeetendra Kapoor Chairman

Place : Mumbai Date: May 20, 2022

Date: May 20, 2022



# **Balaji Telefilms Limited**

CIN-L99999MH1994PLC082802

Regd Off: C-13, Balaji House, Dalla Industrial Estate, New Link Road, Andheri (West), Mumbai 400053

Tel.: 40698000 • Fax : 40698181 / 82 / 83

Website : www.balajitelefilms.com

		3 months	Preceding	Corresponding	Current Year	Previous Year
0		ended	3 months ended	3 months ended	Ended	Ended
Sr. No.	Particulars	31-03-2022	31-12-2021	31-03-2021	31-03-2022	31-03-2021
NO.		(Un-audited)	(Un-audited)	(Un-audited)	(Audited)	(Audited)
		Refer Note 7		Refer Note 7		
1	Income	44.044.00	7 000 07	7 400 40	33,685.22	29,370.44
	a) Revenue from Operations	11,911.92	7,620.07 49.07	7,488.10 283.83	732.04	1,343,48
	b) Other Income	<u>392.59</u> 12,304.51	7.669.14	7,771.93	34,417.26	30.713.92
2	Total Income Expenses	12,304.31	7,005.14	1,111.55	34,417.20	30,113,32
4	a) Cost of Production / Acquisition and Telecast Fees	15,735.69	8.762.76	10.571.24	43,664,47	27.070.57
		(3,939.18)			(10,920.18)	(973.83
	b) Changes in Inventories c) Marketing and Distribution Expense	632.53	391.67	1,528.53	3,439.86	4,687.32
	d) Employee Benefits Expense	884.92	801.62	443.22	3,009.41	2,460.83
		363.70	352.44	594.98	1,503.28	2,400.03
	e) Depreciation and amortisation expense f) Finance Costs	126.61	21.85	81.65	1,503.28	167.40
	g) Other Expenses	1.736.88	1.444.05	1.878.24	6,660.34	6.525.46
	Total Expenses	15,541.15	10,129,56	12,292.59	47,532.48	42,796.62
3	Loss before share of net profit of associate, exceptional item and tax (1-2)	(3,236.64)	(2,460,42)		(13,115.22)	(12,082.70
4	Share of profit of associate	(0,200,04)	(4,700,72)	(4,020,00)	(10,110,22)	(ILJOULI)
5	Loss before exceptional item and tax (3+4)	(3,236.64)	(2,460.42)	(4,520.66)	(13,115.22)	(12,082.70
6	Exceptional item (Refer note 6)	[0,200.04]	(2,400.42)	1,044.44	(10,110,66)	1,044.44
7	Loss before tax (5+6)	(3.236.64)	(2,460,42)		(13.115.22)	(11.038.26
8	Tax Expenses:	(0,200,04)	(4,700.74)	(0,710,62)	(10,110,22)	(11,000,20
0	Current tax	106.60	65.00	518.67	175.60	918.67
	Deferred tax	(3.81)		(9.19)	25.80	(65.05
		102.79	120.00	509.48	201.40	853.62
9	Total tax expenses Loss after tax (7-8)	(3,339.43)		and some the second s	(13,316.62)	(11,891.88
10		(0,000,00)	(2,040,40)	(0,000,10)	(10,010,02)	(11)00100
10	Other Comprehensive Income (OCI) (i) Items that will not be reclassified to Profit or Loss					
		(8.38)	4.45	29.03	4.97	19.50
	(a) Remeasurements of post employment benefit obligations (ii) Income tax relating to items that will not be reclassified to profit or loss	3.06	(1,12)		(0.30)	(4.48
	Other Comprehensive Income for the period / year, net of tax	(5.32)	3.33	22,15	4.67	15.02
11	Total Comprehensive Income for the period / year, net of tax	(3,344.75)	(2,642.15)		(13,311.95)	(11,876.86
	Loss for the period / year attributable to:	(0,044,10)	(2,042,10)	(0,000,00)	(10,011.00)	(11,010,00
	-Owners of the Company	(3,320.91)	(2,614.90)	(3,979.95)	(13,233.87)	(11,884.89
	-Non-controlling interest	(18.52)	(30.58)		(82.75)	(6.99)
	-indi-controlling interest	(3,339.43)			(13,316.62)	(11,891.88
	Other Comprehensive Income for the period / year attributable to :	(0,000,40)	(2,010,10)	(0,000110)	(10,010,02)	(11)00 1100
	-Owners of the Company	(5.32)	3.33	22.15	4.67	15.02
	-Non-controlling interest	(0.02)	0.00	LLITO	107	10102
	-Non-controlling interest	(5.32)	3.33	22.15	4.67	15.02
	Total Comprehensive Income for the period / year attributable to:	(0.02)	0.00		4.07	10.02
	-Owners of the Company	(3,326.23)	(2,611.57)	(3,957.80)	(13,229.20)	(11,869.87
	-Non-controlling interest	(18.52)	(30.58)		(82.75)	(6.99
		(3,344.75)			(13,311.95)	(11.876.86
12	Paid-up Equity Share Capital (Face Value ₹ 2/- each)	2,022.61	2,022.61	2,022,61	2.022.61	2.022.61
12	Other Equity Share Capital (Face Value C 2/- each)	2,022.01	2,022,01	6,066,01	42.360.18	55.322.21
14	Loss Per Share (EPS) Basic and Diluted attributable to owners of the Company (in ₹)	(3.29)	(3.88)	(3.94)	(13.09)	(11.75

See accompanying notes to the consolidated financial results

### AMIT ARUN BORKAR

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The statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with the audit report dated May 20, 2022.

Allias Jeetendra Kapoor /



Ravikumar



## **Balaji Telefilms Limited**

CIN-L99999MH1994PLC082802

Regd Off: C-13, Balaji House, Dalia Industrial Estate, New Link Road, Andheri (West), Mumbai 400053

Tel.: 40698000 • Fax : 40698181 / 82 / 83

Website : www.balajitelefilms.com

#### STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2022

Sr.	15,042 (35,14)	3 months	Preceding	Corresponding	Current Year	1
No.	Particulars	ended	3 months ended	3 months ended	Ended	
140.		31-03-2022	31-12-2021	31-03-2021	31-03-2022	
	state - sate	(Un-audited) Refer Note 7	(Un-audited)	(Un-audited) Refer Note 7	(Audited)	
1	Segment Revenue				20-12-12	
	a) Commissioned Programs	7,191.11	6,938.85	10,149.12	24,996.70	
	b) Films	79.44	127.12	39.67	342.44	
	c) Digital	5,098.46	1,246.18	1,140.69	10,262.46	
	Total	12,369.01	8,312.15	11,329.48	35,601.60	
	Less: Inter Segment Revenue	(457.09)		(3,841.38)	(1,916.38)	
	Total Revenue from Operations	11,911.92	7,620.07	7,488.10	33,685.22	
2	Segment Results				or 1947-10	
	Loss Before Tax from each Segment	and the second second			Interfacement of	
	a) Commissioned Programs	(5.15)		1,620.61	2,594.17	
	b) Films	167.73	29.90	(64.45)	130.05	
	c) Digital	(2,431.71)		(4,845.02)	(12,029.72)	_
	Total	(2,269.13)			(9,305.50)	
	Less: (i) Other Unallocable Expenses	1,048.35	1,127.01	1,515.63	4,230.01	
	(ii) Unallocable Income	(80.84)		(1,328.27)	(420.29)	
	Loss before tax	(3,236.64)	(2,460.42)	(3,476.22)	(13,115.22)	
3	Segment Assets					
	a) Commissioned Programs	11,975.84	12,233.38	12,357.71	11,975.84	
	b) Films	23,214.51	19,740.19	13,084.81	23,214.51	
	c) Digital	28,227.71	28,152.47	38,627.07	28,227.71	
	Total Segment Assets	63,418.06	60,126.04	64,069.59	63,418.06	
	d) Unallocable Assets	4,439.84	6,647.51	12,614.27	4,439.84	
	Total	67,857.90	66,773.55	76,683.86	67,857.90	_
4	Segment Liabilities				hard services and	
	a) Commissioned Programs	5,498.69	6,190.55	8,625.40	5,498.69	
	b) Films	4,148.21	3,133.16	1,654.47	4,148.21	
	c) Digital	8,475.92	6,727.90	8,424.02	8,475.92	
	Total Segment Liabilities	18,122.82	16,051.61	18,703.89	18,122.82	
	d) Unallocable Liabilities	5,208.52	3,011.60	635.15	5,208.52	
	Total	23,331.34	19,063.21	19,339.04	23,331.34	_
5	Capital employed				Barris and	
	a) Commissioned Programs	6,477.15	6,042.83	3,732.31	6,477.15	
	b) Films	19,066.30	16,607.03	11,430.34	19,066.30	
	a) Digital	40 754 70	04 404 57	000000	40 754 70	

19,751.79

44.526.56

(768.68)

21,424.57

3,635.91

47.710.34

30,203.05

11,979.12

57.344.82

See accompanying notes to the consolidated financial results

AMIT ARUN BORKAR

c) Digital d) Unallocable Assets less Liabilities

Total

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Ravikumar Allias Jeetendra Kapoor

19,751.79

44.526.56

(768.68)



₹ in Lacs Previous Year

> 27,413.03 4,287.76 6,111.97 37,812.76 (8,442.32) 29,370.44

4,299.68 1,032.61 (13,584.24) (8,251.95) 5,174.23 (2,387.92) (11,038.26)

12,357.71 13,084.81 38,627.07 64,069.59 12,614.27 76,683.86

8,625.40 1,654.47 8,424.02 18,703.89 635.15 19,339.04

3,732.31 11,430.34

30,203.05

11,979.12

57.344.82

Ended

31-03-2021 (Audited)

BALAJI TELEFILMS LIMITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2022

Particulars	As at March 31, 2022	As at March 31, 2021
I III GOMINI O	Audited	Audited
SSETS		
Non-current assets		
(a) Property, plant and equipment	1,507.99	2,095.8
(b) Right of use Asset	305.73	472.9
(c) Goodwill on consolidation	370.99	146.9
(d) Other intangible assets	- 1000 - 1000 - 1000 - 1000 - 1000 - 1000 - 1000	1.0
(e) Financial assets		
(i) Investments	1,500.45	1,500.4
(ii) Loans	53.13	87.5
(II) Other financial assets	116.63	115.5
(f) Deferred tax assets (net)	758.46	784.5
(g) Non-current income tax assets (net)	1,224.36	470.5
(h) Other non-current assets	12,251.70	13,642.7
Total non-current assets	18,089.44	19,318.2
Current assets		
(a) Inventories	21.896.50	21,933.64
(b) Financial assets	21,000.00	21,000.0
(i) Investments	361.72	2.798.9
(ii) Trade receivables	11.319.93	11,989.2
(iii) Cash and cash equivalents	1,233.05	7,710.5
(iv) Bank balances other than (iii) above	9.53	10.1
(v) Loans	403.09	168.7
(vi) Other financial assets	953.75	1,078.7
(c) Contract assets	285.26	600.2
(d) Other current assets	13,305.63	11,075.3
Total current assets	49,768.46	57,365.6
Total Assets	67.857.90	76,683.8
QUITY AND LIABILITIES		
Equity		
(a) Equity share capital	2,022.61	2,022.6
(b) Other equity	42,360.18	55,322.2
Equity attributable to owners of the Company	42,300.18	57,344.8
Non-controlling interests	143.77	31,344.0/
Total equity	44.526.56	57.344.82
Liabilities		01,011,01
Non-current liabilities		
(a) Financial liabilities		
(i) Lease liabilities	51,40	96.8
Total non-current liabilities	51.40	96.8
Current liabilities	51.40	30.0
(a) Financial liabilities		
(i) Short term borrowings	4,517,17	
(ii) Trade payables	4,517,17	-
(I) total outstanding dues of micro and small enterprises	382.86	293.3
(II) total outstanding dues of histo and sinal energiness	10.506.82	15.716.1
(iii) Lease liabilities	272.64	366.9
(iv) Other financial liabilities	9.53	10.1
(b) Provisions	44.74	10.1
(c) Other current liabilities	7,546.18	2,845.5
Total current liabilities	23,279.94	19,242.2
Total Equity and Liabilities	67,857.90	76,683.8

See accompanying notes to the consolidated financial results

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Kapoor



Ravikumar Allias Jeetendra

BALAJI TELEFILMS LIMITED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2022

	Particulars	For the ye March 3	1, 2022	For the year ended March 31, 2021	
		Audited		Audited	
Ą.	CASH FLOW FROM OPERATING ACTIVITIES		(13.115.22)		(12.082.70
	Adjustments for:		(13,113,22)		(12,002.11
	Depreciation and amortisation expense	1,503.28		2,858.87	
	Finance Cost	175.30	100 Carros	167.40	
	Bad debts written off	35,49		314.90	
	Advances written off	258.16		25.77	
	Provision for doubtful debts and advances (net)	200.10		69,39	
	Loss on sale of Property, plant & equipment	1.21		6.00	
	Net gains on financial assets measured at fair value through profit and loss	(57.20)		(216.53)	
	Discontinued shows written off	561.56		1210.001	
	Amortisation of content	9,641.47	and the state of the	9,409,57	
	Creditors / provision written back	(312.59)		(5.98)	
	Unwinding of discount on security deposit	(74.59)		(78.11)	
	Unrealised exchange gain	1		(6.48)	
	Employee share based payment expenses	469.43		(14.52)	
	Interest income	(187.55)	distant of	(540.16)	
	Gain on Lease Modification	(10/100)		(36.00)	
	Rent Concession	(59.80)	11.954.17	(375.84)	11.578.20
	Operating Profit / (Loss) before working capital changes	00.00/	(1,161.05)	010.04/	(504.4
			(1,101.03)	and the second second	loors
	Adjustments for:	and the second			
	(Increase)/decrease in trade receivables	633.78		7,376.39	
	(Increase)/decrease in other current financials assets	200.19		3,119,96	
	(Increase)/decrease in other current assets	(2,230.31)	1	10,602.68	
	(Increase)/decrease in contract assets	315.03		(537.03)	
	(Increase)/decrease in non-current financial assets	(1.05)	0.00	681.20	
	(Increase)/decrease in other non-current assets	1,132.93	the state of the	(9,967.05)	
	(Increase)/decrease in inventories	(9,940.29)		(15,765,41)	
	Increase/(decrease) in trade payables	(4,813.52)	10000	4,125.09	
	Increase/(decrease) in other current financial liabilities	(0.60)		(0.41)	
	Increase/(decrease) in other current liabilities	4,740.18	(9,963.66)	(922.19)	(1,286.7
	Cash (used in) operations		(11,124.71)		(1,791.1
	Direct taxes refund /(paid)	10.2.05.00000	(929.41)		566.44
	(includes amount received on account of refund of tax penalty, Refer note 6)				
	Interest income on income tax refund		102.10	-	211.4
	Net cash flow (used in) operating activities (A)		(11,952.02)		(1,013.3
в.	CASH FLOW FROM INVESTING ACTIVITIES				
2	Payments for purchase of property, plant and equipment	(268.31)	_	(182.23)	
	Payment for acquisition of subsidiary, net of cash acquired	(222.93)		-	
	Proceeds from sale of property, plant and equipment	40.00		-	
	Payments for purchase of current investments	(299.99)		(800.00)	
	Proceeds from sale of current investments	2,794.43		10,481.55	
	Payments for purchase of non current investments	· ·	1.1	(1,500.00)	
	Proceeds from sale of non current investments			361.46	
	Interest income	68.13	1.1.1	302.97	
	Loans to employees and related parties (net)	(184.38)		(256.25)	
	Net cash generated from investing activities (B)		1,926.95		8,407.5
C.	CASH FLOW FROM FINANCING ACTIVITIES				
	Loan taken from related party	1,000.00			
	Repayment of loan taken from related party	(1,000.00)			
	Borrowing under cash credit facility (net of repayment)	4,496,38			
	Payment of principal portion of lease liability	(598.42)	25-10-00	(1,469.41)	
	Interest expenses on lease liability	(44.39)		(96,77)	
	Interest expenses (others) paid during the period	(103.78)		(63.04)	
	Share issue costs			(0.10)	
	Dividend paid to company's shareholders	(202,26)		-	
		(202.20)	9 547 50	· · · · ·	14 000 0
	Net cash generated from / (used in) financing activities (C)		3,547.53		(1,629.3
	Net (decrease) / increase in cash and cash equivalents (A+B+C)		(6,477.54)	1	5,764.8
	Cash and eash equivalents at the beginning of the year		7,710.59	L	1,945.7
	Cash and cash equivalents at the end of the year		1,233.05		7,710.5
).	Non-cash financing and investing activities				
	Acquisition of right of use assets		518.53		
	De-recognition of Right to use asset on account of lease modification				(673.1

Components of cash and cash equivalents						
Particulars	As at March 31, 2022	As at March 31, 2021				
Cash and cash equivalents above comprise of						
(a) Cash on hand	28.71	23.70				
(b) Balances with banks-						
(i) In current accounts	1,152.58	2,885.05				
(ii) In deposit accounts with original maturity of less than three months	51.76	4,801.84				
Cash and cash equivalents at the end of the year	1,233.05	7.710.59				

See accompanying notes to the financial results

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The statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with the audit report dated May 20, 2022

Ravikumar Allias Jeetendrar "Conoor

### INDEPENDENT AUDITOR'S REPORT

#### To the Board of Directors of Balaji Telefilms limited

#### **Report on the Audit of Consolidated Financial Results**

#### Opinion

- 1. We have audited the consolidated annual financial results of Balaji Telefilms limited (hereinafter referred to as the 'Holding Company") and its subsidiaries (Holding Company and its subsidiaries together referred to as "the Group"), and its associate entity (Refer note 1 to the consolidated annual financial results) for the year ended March 31, 2022 and the consolidated Statement of Assets and Liabilities and the consolidated Statement of Cash Flows as at and for the year ended on that date, attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations') which has been digitally signed by us for identification purposes.
- 2. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid consolidated financial results:
  - (i) include the annual financial results of the entities listed in Annexure 1;
  - (ii) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
  - (iii) give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards prescribed under Section 133 of the Companies Act, 2013 (the "Act") and other accounting principles generally accepted in India, of net loss and other comprehensive income and other financial information of the Group and its associate entity for the year ended March 31, 2022 and the consolidated Statement of Assets and Liabilities and the consolidated Statement of Cash Flows as at and for the year ended on that date.

#### **Basis for Opinion**

3. We conducted our audit in accordance with the Standards on Auditing (SAs) specified under Section 143(10) of the Act and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Our responsibilities under those Standards are further described in the 'Auditor's Responsibilities for the Audit of the Consolidated Financial Results' section of our report. We are independent of the Group and its associate entity in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us, other than the unaudited financial information as certified by the Management and referred to in "Other Matters" paragraph below, is sufficient and appropriate to provide a basis for our opinion.

Price Waterhouse Chartered Accountants LLP, 7th Floor, Tower A - Wing 1, Business Bay, Airport Road Yerwada, Pune - 411006 T: +91 (20) 41004444, F: +91 (20) 41006161

Registered office and Head office: Sucheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110 002

Price Waterhouse (a Partnership Firm) converted into Price Waterhouse Chartered Accountants LLP (a Limited Liability Partnership with LLP identity no: LLPIN AAC-5001) with effect from July 25, 2014. Post its conversion to Price Waterhouse Chartered Accountants LLP, its ICAI registration number is 012754N/N500016 (ICAI registration number before conversion was 012754N)

INDEPENDENT AUDITOR'S REPORT To the Board of Directors of Balaji Telefilms Limited Report on the Consolidated Financial Results Page 2 of 5

#### **Emphasis of Matter**

4. We draw your attention to Note 5 of the consolidated financial results regarding receivable amounting to Rs. 1,619 lacs, disclosed under "other non-current assets" of the Statement of Assets and Liabilities as at March 31, 2022, from one of its co-producers and a film director against whom arbitration proceedings are in progress.

Our opinion is not modified in respect of the above matter.

### Board of Directors' Responsibilities for the Consolidated Financial Results

- 5. These Consolidated financial results have been prepared on the basis of the consolidated annual financial statements. The Holding Company's Board of Directors are responsible for the preparation and presentation of these consolidated financial results that give a true and fair view of the net loss and other comprehensive income and other financial information of the Group including its associate entity and the consolidated statement of assets and liabilities and the consolidated statement of cash flows in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The respective Board of Directors of the companies included in the Group and of its associate entity are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Group and its associate entity and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the consolidated financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated financial results by the Directors of the Holding Company, as aforesaid.
- 6. In preparing the consolidated financial results, the respective Board of Directors of the companies included in the Group and of its associate entity are responsible for assessing the ability of the Group and its associate entity to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the Group and its associate entity or to cease operations, or has no realistic alternative but to do so.
- 7. The respective Board of Directors of the companies included in the Group and of its associate entity are responsible for overseeing the financial reporting process of the Group and of its associate entity.

INDEPENDENT AUDITOR'S REPORT To the Board of Directors of Balaji Telefilms Limited Report on the Consolidated Financial Results Page 3 of 5

### Auditor's Responsibilities for the Audit of the Consolidated Financial Results

- 8. Our objectives are to obtain reasonable assurance about whether the consolidated financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial results.
- 9. As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
  - Identify and assess the risks of material misstatement of the consolidated financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
  - Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls. (Refer paragraph 14 below)
  - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
  - Conclude on the appropriateness of the Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group and its associate entity to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and its associate entity to cease to continue as a going concern.
  - Evaluate the overall presentation, structure and content of the consolidated financial results, including the disclosures, and whether the consolidated financial results represent the underlying transactions and events in a manner that achieves fair presentation.
  - Obtain sufficient appropriate audit evidence regarding the financial results of the entities within the Group and its associate entity to express an opinion on the consolidated Financial Results. We are responsible for the direction, supervision and performance of the audit of financial information of such entities included in the consolidated financial results of which we are the independent auditors. We remain solely responsible for our audit opinion.

INDEPENDENT AUDITOR'S REPORT To the Board of Directors of Balaji Telefilms Limited Report on the Consolidated Financial Results Page 4 of 5

- 10. We communicate with those charged with governance of the Holding Company and such other entities included in the consolidated financial results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.
- 11. We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations, as amended, to the extent applicable.

#### **Other Matters**

12. The consolidated financial results includes the Group's share of net profit after tax of Rs. Nil and total comprehensive income of Rs. Nil for the year ended March 31, 2022 in respect of an associate entity, whose financial information have not been audited by us. These financial information are unaudited and have been furnished to us by the Management and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of this associate entity, is based solely on such unaudited financial information. In our opinion and according to the information and explanations given to us by the Management, these financial information are not material to the Group.

Our opinion on the consolidated Financial Results is not modified in respect of the above matter with respect to the financial information certified by the Management.

- 13. The Consolidated Financial Results include the results for the quarter ended March 31, 2022 being the balancing figures between the audited figures in respect of the full financial year and the published unaudited year to date figures up to the third quarter of the current financial year, which are neither subject to limited review nor audited by us.
- 14. The consolidated annual financial results dealt with by this report have been prepared for the express purpose of filing with stock exchange. These results are based on and should be read with the audited consolidated financial statements of the group and its associate entity for the year ended March 31, 2022 on which we have issued an unmodified audit opinion vide our report dated May 20, 2022.

For Price Waterhouse Chartered Accountants LLP Firm Registration Number: 012754N/N500016

AMIT ARUN BORKAR

Membership Number: 109846

UDIN: 22109846AJHKTR4331

Amit Borkar Partner

**Digitally signed by AMIT ARUN BORKAR** Date: 2022.05.20 18:12:21 +05'30'

Place: Pune

Date: May 20, 2022

INDEPENDENT AUDITOR'S REPORT To the Board of Directors of Balaji Telefilms Limited Report on the Consolidated Financial Results Page 5 of 5

#### **Annexure I**

### List of Entities Consolidated

### **Subsidiaries**

- a) ALT Digital Media Entertainment Limited
- b) Balaji Motion Pictures Limited
- c) Marinating Films Private Limited
- d) Ding Infinity Private Limited (w.e.f. May 25, 2021)

### **Associate Entity**

a) IPB Capital Advisors LLP

#### **BALAJI TELEFILMS LIMITED**

#### Notes :

- Financial results of the subsidiary companies, ALT Digital Media Entertainment Limited, Balaji Motion Pictures Limited, Marinating Films Private Limited and Ding Infinity Private Limited 1 (together referred as 'the Group') and share of the associate entity, IPB Capital Advisors LLP have been consolidated with those of Balaji Telefilms Limited ('the Company').
- The Company has invested an amount of ₹ 500 lacs on May 25, 2021 in Ding Infinity Private Limited for 55% stake in the form of Equity Shares. Pursuant to this investment, Ding Infinity 2 Private Limited has become a subsidiary of Balaii Telefilms Limited.
- The above results have been prepared in accordance with Indian Accounting Standards ('Ind AS') notified under Section 133 of the Companies Act, 2013 and the recognized accounting 3 practices and policies to the extent applicable and have been reviewed and recommended by the Audit Committee and thereafter approved by the Board of Directors at their meeting held on May 20, 2022.
- The COVID-19 pandemic had adversely impacted the entire media and entertainment industry, now the operations and shootings are normarlised and are operating as per the schedule. The 4 Group's Management has done an assessment of the situation, including the liquidity position and the recoverability and carrying value of all its investments, other assets and liabilities and concluded that there were no material adjustments required as on March 31, 2022. The impact assessment of COVID-19 is a continuing process given the uncertainty associated with its nature and duration. The Group will continue to monitor any material changes as the situation evolves.
- 5 The Group has advances / receivable from one of its co-producers and a film director, amounting to ₹ 1,619 lacs which are subject to litigation as at March 31, 2022. On the basis of the evaluation carried out by the management, in consultation with the legal counsel, the amounts are considered good and fully recoverable.
- Exceptional item In respect of Income Tax Matters, a search was conducted on the premises of the Company on April 30, 2013. Pursuant to the aforesaid search, block assessment under 6 section 153A of the Income-tax Act, 1961 (Act) was conducted for Assessment Years 2007- 08 to 2012-13. The Company did not appeal against the additions made in the assessment orders for the aforesaid assessment years. However, penalties were levied for the said assessment years, which were challenged by the Company before the Income-tax Appellate Tribunal-Mumbai (ITAT). The Company had accounted for the penalty amount in FY 17-18 as an exceptional item. Subsequently, in the year ended March 31, 2021, ITAT had deleted the penalty levied and the Income tax department had refunded the penalties amounting to ₹ 1,044.44 lacs along with interest under the Act to the Company. This had been disclosed under exceptional item in the year ended March 31, 2021.
- The figures for the last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the 7 respective financial year.
- The figures for the previous period/year have been regrouped/ reclassified, wherever necessary to conform to current period/year classification. 8
- The said results of the Company are available on the website of the Company at www.balajitelefilms.com and can also be accessed on the website of BSE Ltd. at www.bseindia.com and 9 National Stock Exchange of India at www.nseindia.com.

### AMIT ARUN Digitally signed by AMIT ARUN BORKAR Date: 2022.05.20 BORKAR 18:15:19 +05'30'

EFILA MUMBA

By Order of the Board For Balaji Telefilms Limited Ravikumar Allias

leetendra

Jeetendra Kapoor Chairman

Kapoor

Place : Mumbai Date: May 20, 2022

The statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with the audit report dated May 20, 2022.

Date: May 20, 2022

Gelefilms Ltd.

C-13, Balaji House, Dalia Industrial Estate,Opp. Laxmi Industries New Link Road, Andheri (West), Mumbai - 400 053. Tel.:40698000 • Fax : 40698181 / 82 / 83 Website : www.balajitelefilms.com CIN No. : L99999MH1994PLC082802



May 20, 2022

To BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. Company Scrip Code: - 532382 To

National Stock Exchange of India Limited "Exchange Plaza", C – 1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai-400 051. Company Script Code: BALAJITELE

Dear Sir/ Madam,

### <u>SUB</u>: <u>Declaration pursuant to Regulation 33(3)(d) of the Securities & Exchange Board of India</u> (Listing Obligations and Disclosure Requirements) Regulations, 2015

I, Sanjay Dwivedi, Group Chief Financial Officer of Balaji Telefilms Limited (CIN: L99999MH1994PLC082802) having its Registered Office at C-13, Balaji House, Dalia Industrial Estate, Opp. Laxmi Industrial Estate, New Link Road, Andheri (West), Mumbai – 400 053, Maharashtra, hereby declare that the Statutory Auditors of the Company M/s Price Waterhouse Chartered Accountants LLP, have issued an Audit Report with unmodified opinion on Audited Financial Results of the Company (Standalone and Consolidated) for the quarter and year ended March 31, 2022.

This declaration is given in compliance with Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Circular No. DCS/COMP/04/2016-17 dated June 01, 2016.

Kindly take this declaration on records.

Thanking You.

Yours Faithfully For Balaji Telefilms Limited

Sanjay Dwivedi Group Chief Financial Officer



Balaji Telefilms Limited



C-13, Balaji House, Dalia Industrial Estate, Opp. Laxmi Industries, New Link Road, Andheri (West), Mumbai 400 053 Tel: 40698000 Fax: 40698181/82/83 Website: www.balajitelefilms.com CIN: L99999MH1994PLC082802

### ALTBalaji direct subscriptions twelve-month revenue at Rs 52.39cr Original show library at 90+

<u>May 20<sup>th</sup> 2022</u>: Balaji Telefilms announced its financial results for the fourth quarter and twelve-months ended 31<sup>st</sup> March 2022.

ALTBalaji remains one of OTT's most consistent hit content creators adding 13 shows in the twelve months taking the overall library to 90+ shows. The Company sold 3.88mn subscriptions during twelve months ending 31<sup>st</sup> March 2022. This excludes subscribers on partner apps where the content continues to do well. The Company continues its strategy to drive deeper audience engagement by creating content that is targeted at mass India seeking differentiated stories. The platform has over 90+ shows and some of the hits launched in Q4Fy22 includes Lock Upp which garnered immense popularity and became the highest watched reality show in OTT space within a very short span and crossed 500+ million views. At the same time, the engagement time stands at 66 mins, with watch time at 15.75 billion in minutes. Video views stand at 1.29 billion cumulative till date.

During the twelve months TV business produced 863+ hours of content across 7 shows for 4 broadcasters. 2 new exciting shows have been lined up and should commence shortly.

Movie business continued to make good progress in completing its productions given that normal operations were fully resumed on account of easing of restrictions. Further, with the relaxations implemented in terms of re-opening of cinema theatres, the theatrical distribution business is steadily on its way to regain momentum and this has accordingly allowed the Company to pursue its monetization strategies for completed productions in terms of theatrical launches as well as deals for direct to digital. 7 movies are planned for release in Fy23 and Pre-locked exiting deals on few movies. As part of its strategy the Company continues to control investments in movies and pursue pre sales and co-production deals where feasible.

**Mrs. Shobha Kapoor, Managing Director, Balaji Telefilms Limited** said, "The relaxation of COVID-19 restrictions and norms in this financial year allowed us to operate at our optimum efficiency levels. ALTBalaji continues to drive subscription growth and we added 3.88mn subscriptions during the twelve months. We added 13 shows in the twelve months which included the highest watched reality show Lock Upp in OTT space signalling the reach of the business. We continue to have strong controls on the cash spend while driving overall profitability including some strong strategic content sharing deals which allows us to further our growth.

Our TV business has shown good recovery in terms of production hours and we hope to improve this momentum as 2 new shows will commence. In the movie business, production

for some exciting projects is at various stages of completion. We closely monitor the availability of theatrical releases and direct to digital launches. Overall, the year has been good and expected to continue the momentum."

### **OPERATIONAL and FINANCIAL HIGHLIGHTS**

- ALTBalaji total subscriptions sold in FY22 were 3.88 mn. Direct subscription revenues at Rs 52.39cr vs Rs 54.05 cr
- ALTBalaji 90+ shows live on the platform
- TV business continued at normal in twelve months with 863+ hours of production across 7 shows and a strong pipeline with exciting shows for the year.
- Movies current pipeline includes 7 exciting projects with some of the top leading actors and directors of the country
- Overall financial performance for the twelve months
  - Group revenues at Rs 337cr of which ALTBalaji contributed Rs 102cr
  - Group EBITDA loss at Rs 121cr and Loss after tax at Rs 133cr

### About Balaji Telefilms Limited:

Balaji Telefilms is India's leading integrated media conglomerate operating across television, movie and digital content production. The Company, under the stewardship of Mrs. Shobha Kapoor and Ms.Ekta Kapoor, enjoys market leadership in the television content industry for over two decades with an exemplary track record for content creation across genres and target groups.

Balaji Telefilms is a household name which has produced some of the best television serials in the country including the famous K Series of daily soaps such as Kyunki Saas Bhi Kabhi Bahu Thi and Kahaani Ghar Ghar Ki. More recently it has created an extremely successful mystical fantasy series of Naagin 1 to Naagin 6, paving the way for weekend fiction based programming.

Over the years the Company through its movies business has also demonstrated success in pioneering the production of a differentiated cinematic content across different genres. The Company has been involved in creating a number of commercial as well as critically acclaimed movies such as The Dirty Picture, LSD, Once Upon a Time, Ek Villain, Udtaa Punjab and recently Veere Di Wedding and Dream Girl

Balaji Telefilms Ltd's foray into original shows on digital platforms, ALT Digital Media Entertainment Limited is a wholly owned subsidiary of the production house. Serving as a multi-device subscription Video on Demand (SVOD) Platform, ALTBalaji's offerings include premium, disruptive content and original series across genres, that audiences can watch at their convenience. With originality, courage and relentlessness at its core, ALTBalaji's content stands out for being non-conformist and inclusive. ALTBalaji is here to set new standards and benchmarks in giving digitally-first audiences an alternate content platform.

### For further queries please contact:

Tannu Sharma (Group Head – Secretarial) tannu.sharma@balajitelefilms.com| +91 9891569555



## **Quarterly Performance Update**

Q4 FY22 and 12M FY22



## BTL – Consolidated Financials FY 2022 - Snapshot



Consolidated Financials (In Rs Cr)	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Total Income from operations	119.1	76.2	74.9	336.85	293.7
Cost of Production	117.9	71.1	77.7	327.44	261.0
Gross Margin	1.15	5.0	-2.8	9.41	32.7
Gross Margin %	1%	7%	-4%	3%	11%
EBITDA Loss	-31.4	-21.3	-41.3	-121.7	-104.0
EBITDA Margin %	-26 %	-28%	-55%	-36%	-35%
Loss Before Tax	-32.3	-24.6	-34.8	-131.1	-110.4
Loss After Tax	-33.3	-26.4	-39.9	-133.1	-118.9

- ALTBalaji total subscriptions sold for Fy22 at 3.88m, direct subscription revenues at Rs 52.39 cr vs Rs 54.04 cr.
- ALTBalaji launched Lock Upp a Reality based Non-fiction show on ALT and MX player platforms.

- Lock Upp was a massive Hit with 500+ Mn views. It was the highest watched reality show in OTT space

- ALTBalaji added **13** shows in the twelve months, taking the overall library to 90+ shows.
- TV business returned to normal in 12M with 863.5 hours of production across 7 shows and strong pipeline for the year ahead
  - realisation rates remain low given broadcast uncertainties
  - with more number of 6 days shows and 1 hour episode, resulted in increase in telecast hours
- Current movie pipeline include 7 exciting projects

## Digital on track for expansion



### ALTBalaji's remains focused on Hindi Originals

- ALTBalaji continues to drive growth on the back of strong content, innovative marketing and affordable pricing
- Continue to pursue with creating original shows, library on ALTBalaji at 90+ and 14 movies includes multiple seasons of hit shows
- Remain focused on high quality of content with strong narratives for younger audiences
- Consumer engagement remains high multiple competing content, focus remains to minimize consumer churn
- Pricing remains at Rs 300 a year (less than Re 1 a day making it affordable to mass audiences)
- Overall revenue for FY22 at 102cr, however additional 23.73 cr of revenue to be accounted in next 4 quarters as deferred revenue
- Focus is on reducing cash burn. FY22 Cash burn is ₹ 81Cr, FY21 was ₹ 122Cr

### TV business now returned to normal levels, very robust pipeline of new shows

- TV business continued at normal production with 863.5 hours of production across 7 shows in the twelve months and a strong pipeline for the year ahead
- 7 shows were on air
  - 7 shows running through the quarter Kumkum Bhagya, Kundali Bhagya, Bhagya Lakshmi on Zee, Yeh Hai Chhatein on Star, Naagin 6 and Parineeti on Colors and Bade Acche Lagte Hain 2 on Sony
  - Hourly realizations remain muted at Rs 27 lakhs per hr and expected to remain soft as broadcasters continue to asses COVID 19 impact.
- 2 new exciting shows lined up

### Movies - working on 7 projects

- 7 Movie to be released in Fy23, out of which 5 films shoot has been completed and are in post production, Pre-locked exiting deals on few movies
- Theatrical release date have been locked for 2 films, Villain 2 (starring John Abraham) on 29<sup>th</sup> July, 22 and Dobaara (starring Taapsee Pannu) on 19<sup>th</sup> Aug, 22,
- Tightly controlled investments across movies continue to monitor shooting schedules and availability of theatrical windows
- Company open to various monetization opportunities for existing and future projects including direct to digital launches



## **CONTENT – New Launches**





2 Shows launched in the JFM quarter

ALTBalaji entered into a new venture with a non-fiction Live Streaming Reality Show Lock Upp



BALAJI





# **Top rated ALTBalaji** shows on IMDB







8.4 ★







8.2 ★

BALAJI

8.7 ★



8\*









8.4 ★

7.4 ★

7.1 ★

ALT Library with critically acclaimed and top rated IMDb shows:

- Bose ٠
- Broken But Beautiful
- The Test Case
- Apharan
- Haq Se
- Cartel
- Baarish
- His Story
- Dil Hi Toh Hai ٠
- Bicchoo Ka Khel ٠



## TV and Movie returns to normal, strong pipeline heading into FY23



- Overall demand for content remains strong however witnessing some softness in rates given the impact on broadcasters revenue and future outlook on broadcasting revenues
- Strong pipeline with 2 new exciting shows. Volume growth to drive revenues and pricing remains soft
  - 1 show on DD
  - 1 show on Sony
- Shows on Air :

Broadcaster	Show			
Zee	<ul><li>Kumkum Bhagya</li><li>Kundali Bhagya</li><li>Bhagya Lakshmi</li></ul>			
Star	Yeh Hai Chhatein			
Colors	<ul><li>Naagin 6</li><li>Parineeti</li></ul>			
Sony	Bade Acche Lagte Hain 2			

- Direct to digital movies remain a profitable opportunity given the growing demand from digital platforms
- Currently evaluating production schedules and release schedules
- Status of current projects expected to release in Fy23,
  - Villain 2 directed by Mohit Suri and starring John Abraham, shoot completed, now under post production
  - Goodbye directed by Vikas Behl and starring Mr Amitabh Bachchan, shoot nearing completion
  - Dobaaraa directed by Anurag Kashyap and starring Taapsee Pannu, 100% shoot completed, now under post production
  - U Turn starring Alaya F, remake of hit Kannada movie, 100% shoot completed, now under post production
  - Freddy with Kartik Aaryan, 100% shoot completed, now under post production
  - Kathal starring Sanya Malhotra, shoot has been completed, now under post production
  - Thankyou for Coming starring Bhumi Pednekar, Shoot has been started



## Financials

## **BTL Consolidated Financial Performance**



In Rs Cr	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Total Income from operations	119.1	76.2	74.9	336.85	293.7
Cost of Production	117.9	71.1	77.7	327.44	261.0
Gross Margin	1.15	5.0	-2.8	9.41	32.7
Gross Margin %	1%	7%	-4%	3%	11%
Marketing and Distribution	6.3	3.9	15.3	34.4	46.9
Employee Benefits Expense	8.8	8.2	4.4	30.1	24.6
Other Expenses	17.3	14.4	18.8	66.6	65.3
EBITDA	-31.3	-21.3	-41.3	-121.7	-104.0
EBITDA Margin %	-26%	-28%	-55%	-36%	-35%
Finance Cost	1.2	0.2	0.8	1.76	1.7
Depreciation and amortisation	3.6	3.5	5.9	15.03	28.6
Other Income	3.9	0.5	2.8	7.32	13.4
Exceptional Items	-	-	10.4	-	10.4
Profit / Loss Before Tax	-32.3	-24.6	-34.8	-131.16	-110.4
Tax Expenses	1.0	1.9	5.1	2.01	8.5
Net Profit After Tax	-33.3	-26.4	-39.9	-133.17	-118.9

Note : Numbers may not add up due to rounding



Particulars (In Rs cr)	BTL (TV + Movie Production)	BMPL (Movie Distribution)	ALTBalaji	Ding	Elimination	Consol
Net Sales / Income from Operations	68.4	-	50.9	3.1	3.4	119.2
Other Operating Income	1.1	-	-	-	1.1	-
Total Income	69.5	-	50.9	3.1	4.5	119.2
Cost of Production	56.4	-	63.9	2.9	-5.2	117.9
Marketing and Distribution Expenses	0.2	-	6.1	-	-	6.3
Staff Cost	4.3	0.7	1.2	0.2	2.4	8.8
Other Expenditure	5.2	0.1	13.9	0.4	-2.4	17.3
EBITDA	3.3	-0.8	-34.0	-0.4	-0.7	-31.4
Finance Cost	1.2	0.1	0.2	-	-0.3	1.27
Depreciation	3.2	-	0.3	0.1	-	3.64
Profit / (Loss) from Operation Before Other Income	-1.1	-0.9	-34.6	-0.5	-1.0	-36.2
Other Income	4.0	-	-	0.1	0.3	3.9
Profit / (Loss) from Ordinary Activities Before Tax	2.9	-0.9	-34.5	-0.4	-0.7	-32.3
Tax Expenses	1.0	-	-	-	-	1.0
Net Profit / (Loss) from continuing operations	1.8	-0.9	-34.5	-0.4	-0.7	-33.4

Note : numbers may not add up due to rounding



Particulars (In Rs cr)	BTL (TV + Movie Production)	BMPL (Movie Distribution)	ALTBalaji	Ding	Elimination	Consol
Net Sales / Income from Operations	238.7	0.1	102.6	11.18	15.9	336.4
Other Operating Income	3.39	) –	-		3.2	0.1
Total Income	242.1	0.1	102.6	11.18	19.1	336.8
Cost of Production	187.5	; -	151.9	10.8	-22.8	327.4
Marketing and Distribution Expenses	0.69	) -	33.8	-	-	34.4
Staff Cost	15.16	5 2.0	4.3	0.63	7.9	30.0
Other Expenditure	24.14	0.7	48.0	1.6	-7.9	66.6
EBITDA	14.61	-2.6	-135.4	-1.9	-3.7	-121.6
Finance Cost	1.6	<b>0.4</b>	0.4	-	-0.72	1.75
Depreciation	13.5	; -	1.3	0.17	-	15.0
Profit / (Loss) from Operation Before Other Income	-0.5	-2.9	-137.1	-2.07	-4.4	-138.4
Other Income	6.9	0.2	0.6	0.2	0.72	7.3
Profit / (Loss) from Ordinary Activities Before Tax	6.4	-2.7	-136.5	-1.84	-3.7	-131.1
Tax Expenses	2.0	) -	-	-	-	2.0
Net Profit / (Loss) from continuing operations	4.4	-2.7	-136.5	-1.84	-3.7	-133.2

Note : numbers may not add up due to rounding



### **Accounting Policies for Amortization on Inventory**

### Movies

- Items of inventory are carried at lower of cost and net realisable value. Cost is determined on the following basis:
  - Films: Actual Cost
  - Unamortised cost of films: The cost of films is amortised in the ratio of current revenue to the expected total revenue. At the end of each accounting period, balance unamortised cost is compared with the net expected revenue. If the net expected revenue is less than unamortised cost, the same is written down to the net expected revenue
- Marketing and distribution expenses are charged to revenue in the period in which they are incurred and are not added to inventory

### Digital

- Original content amortised over 3 years, 65% of the cost in the first year and 25% in the second year and 10% in third year
- Acquired content is amortised over license period



## Thank You

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