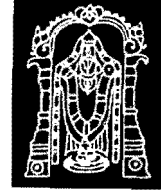


# Balaji Telefilms Ltd.

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



July 22, 2020

To,

**BSE Limited.**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001  
Stock Code: 532382

**National Stock Exchange of India Ltd.**  
"Exchange Plaza",  
Bandra-Kurla Complex, Bandra (East),  
Mumbai - 400 051  
Stock Code: BALAJITELE

**Sub: Outcome of Board Meeting pursuant to Regulation 30 and 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'),**

Dear Sir/Madam,

This is further to our letter dated July 14, 2020 intimating the date of Board Meeting for consideration of Audited Financial Results for the quarter and year ended March 31, 2020.

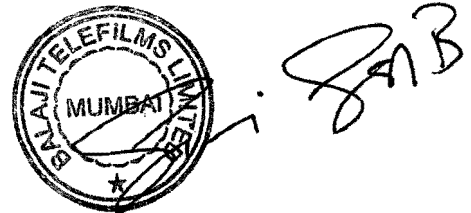
Pursuant to Regulation 30 and 33 of Listing Regulations, we would like to inform you that the Board of Directors in their Meeting held today i.e. July 22, 2020 through Video Conferencing ("VC") / Other Audio Visual Means ("OAVM") have:

1. approved the Audited Financial Results (both Standalone and Consolidated) under Indian Accounting Standard (IndAS) for the quarter and year ended March 31, 2020 along with Audit Report of the Auditors thereon.

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, 2020 is attached.

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



2. considered and evaluated the proposal of voluntary Winding up of Chhayabani Balaji Entertainment Private Limited ('CBEPL'), Subsidiary of Balaji Telefilms Limited, considering that CBEPL may not be able to continue in foreseeable future as a going concern and also approved that financial statements of CBEPL for the year ended 31st March, 2020 be prepared on Non-going concern basis, as the management has decided to liquidate the entity due to no proposed future business plans.
3. given the in principal approval for the proposal for considering the merger of Marinating Films Private Limited ('MFPL'), Subsidiary of the Company with Balaji Telefilms Limited (Holding company), in a manner that is efficient from business, operational, tax and regulatory perspective.

The above information will also be made available on the Company's website, [www.balajitelefilms.com](http://www.balajitelefilms.com)

The Meeting of the Board of Directors commenced at 03.00 p.m. and concluded at 5.23 p.m.

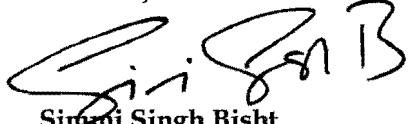
We shall inform you in due course the date on which the Company will hold Annual General Meeting for the year ended March 31, 2020.

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

Thanking you,

Yours Faithfully,

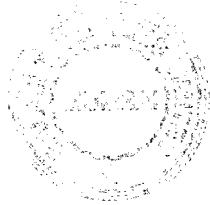
**For Balaji Telefilms Limited**



**Simmi Singh Bisht**

**Group Head Secretarial**

**Membership No. A23360**



Encl: a/a



# 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

PART I:						
STATEMENT OF STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2020						
					₹ in Lacs	
Sr. No.	Particulars	3 months ended	Preceding 3 months ended	Corresponding 3 months ended	Current Year Ended	Previous Year Ended
		31-03-2020	31-12-2019	31-03-2019	31-03-2020	31-03-2019
		(Un-audited) Refer Note 7	(Un-audited)	(Un-audited) Refer Note 7	(Audited)	(Audited)
1	<b>Income</b>					
	a) Revenue from Operations	11,605.72	19,835.64	8,211.72	57,662.80	44,030.15
	b) Other Income	(177.98)	188.85	645.98	605.67	2,482.16
	<b>Total Income</b>	<b>11,428.74</b>	<b>20,024.49</b>	<b>8,857.70</b>	<b>58,268.47</b>	<b>46,512.31</b>
2	<b>Expenses</b>					
	a) Cost of Production / Acquisition and Telecast Fees	7,413.80	10,415.92	7,912.47	31,940.05	36,705.29
	b) Changes in Inventories	(164.17)	2,119.62	(2,012.01)	3,950.20	(1,963.00)
	c) Marketing and Distribution Expense	42.06	443.57	403.70	3,618.48	2,035.94
	d) Employee Benefits Expense	325.21	374.01	711.78	1,389.04	2,271.11
	e) Depreciation and amortisation expense	830.69	816.51	329.70	3,313.46	1,308.79
	f) Finance cost	56.46	63.65	-	242.44	-
	g) Other Expenses	1,162.16	1,032.44	1,335.10	4,348.65	3,509.14
	<b>Total Expenses</b>	<b>9,666.41</b>	<b>15,266.12</b>	<b>8,880.74</b>	<b>48,802.32</b>	<b>43,867.27</b>
3	<b>Profit Before Tax (1-2)</b>	<b>1,762.33</b>	<b>4,758.37</b>	<b>176.96</b>	<b>9,466.15</b>	<b>2,645.04</b>
4	<b>Tax Expense :</b>					
	a) <b>Current tax</b>					
	Current tax	275.69	1,418.38	83.13	2,347.23	695.81
	b) <b>Deferred tax</b>					
	Deferred tax	443.62	(126.79)	(206.68)	49.21	30.87
	MAT Credit Entitlement	-	-	82.77	-	(94.10)
	MAT Credit Utilisation	-	526.20	-	1,282.77	-
	<b>Total tax expenses</b>	<b>719.31</b>	<b>1,817.79</b>	<b>(40.78)</b>	<b>3,679.21</b>	<b>832.58</b>
5	<b>Profit After Tax (3-4)</b>	<b>1,043.02</b>	<b>2,940.58</b>	<b>217.74</b>	<b>5,786.94</b>	<b>2,012.46</b>
6	<b>Other Comprehensive Income (OCI)</b>					
	(i) Items that will not be reclassified to Profit or Loss					
	(a) Remeasurements of post employment benefit obligations	(8.35)	(1.45)	(1.55)	(12.70)	(5.82)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	2.11	0.36	0.52	3.20	2.01
	<b>Other Comprehensive Income for the period / year, net of tax</b>	<b>(6.24)</b>	<b>(1.09)</b>	<b>(1.03)</b>	<b>(9.50)</b>	<b>(3.81)</b>
7	<b>Total Comprehensive Income for the period / year (5+6)</b>	<b>1,036.78</b>	<b>2,939.49</b>	<b>216.71</b>	<b>5,777.44</b>	<b>2,008.65</b>
8	Paid-up Equity Share Capital (Face Value ₹ 2/- each)	2,022.61	2,022.61	2,022.61	2,022.61	2,022.61
9	Other Equity				1,03,716.53	98,970.11
10	Earnings Per Share (EPS) Basic and Diluted (in ₹)	1.03	2.91	0.21	5.72	1.99

## Notes :

- 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 meetings held on July 22, 2020.
- The Company submits this standalone financial results along with the consolidated financial results, in accordance with Indian Accounting Standards (Ind AS 106), Operating Segments, the Company has disclosed the segment information in the consolidated financial results.
- The Company has adopted Ind AS 116 effective April 01, 2019, using the modified retrospective approach. The Company has applied the standard to its leases with the cumulative impact recognised on the date of initial application (April 01, 2019). Accordingly, previous period information has not been restated. This has resulted in recognising a right-of-use asset of ₹ 3,277.69 lacs and a corresponding lease liability of ₹ 3,480.63 lacs. The difference of ₹ 132.93 lacs (net of deferred tax asset of ₹ 70.91 lacs) has been adjusted to retained earnings as at April 01, 2019. In the statement of profit and loss for the current period, year, operating lease expenses which were recognised as cost of production and other expenses in corresponding periods is now recognised as depreciation expense for the right-of-use asset and finance cost for interest accrued on lease liability. The adoption of this standard did not have any significant impact on the profit for the period / year and earnings per share.
- The COVID-19 pandemic and the resultant lockdown declared by the Government in March 2020 has adversely impacted the entire media and entertainment industry and consequently, the business activities of the Company are also affected. The Company has resumed its operations as per the directives and permissions of the State Government and other statutory and trade bodies on June 20, 2020. The resumption of business has been undertaken with the required precautions stipulated by the authorities. 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 as at March 31, 2020 and concluded that there were no material adjustments required in the financial statements as on March 31, 2020. However, 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.
- Section 115BAA of The Income Tax Act, 1962 provides an option to pay income tax at lower rates subject to certain conditions. The Management has evaluated the option and decided to exercise the option under Section 115BAA w.e.f. FY 2020-2021 (AY 2021-22). Accordingly the Deferred tax is calculated at the tax rate of 25.17% as on March 31, 2020.
- The Company has advances / receivable from one of its co-producer and a film director. The advances / receivable amounting to ₹ 1,619 lacs are subject to litigation as at March 31, 2020. On the basis of the evaluation carried out by the management, in consultation with the lawyer, the amounts are considered good and fully recoverable.
- 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 figure upto the third quarter of the respective financial year.



Handwritten signature and stamp of the auditor, Pricewaterhouse Chartered Accountants LLP, Mumbai.

BALAJI TELEFILMS LIMITED  
8 STANDALONE STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2020

₹ in Lacs

Particulars	As at	As at
	March 31, 2020	March 31, 2019
	Audited	Audited
<b>ASSETS</b>		
<b>Non-current assets</b>		
(a) Property, plant and equipment	2,691.95	3,002.75
(b) Right of use Asset	2,670.68	
(c) Capital work-in-progress	179.17	52.46
(d) Financial Assets		
(i) Investments	62,392.21	48,694.65
(ii) Trade receivables	164.11	431.01
(iii) Loans	796.56	940.19
(iv) Other financial assets		326.12
(e) Deferred tax assets (net)	723.99	1,981.86
(f) Non-current income tax assets (net)	1,164.29	2,628.08
(g) Other non-current assets	3,701.51	3,238.08
<b>Total non-current assets</b>	<b>74,484.47</b>	<b>61,295.20</b>
<b>Current assets</b>		
(a) Inventories	2,377.94	6,328.14
(b) Financial assets		
(i) Investments	10,046.23	22,106.08
(ii) Trade receivables	12,455.40	10,283.76
(iii) Cash and cash equivalents	1,382.01	1,577.71
(iv) Bank balances other than (iii) above	10.54	9.33
(v) Loans	3,081.95	316.13
(vi) Other financial assets	5,010.00	1,543.02
(c) Contract assets	4,899.90	1,755.38
(d) Other current assets	7,620.27	4,482.86
<b>Total current assets</b>	<b>46,884.24</b>	<b>48,402.41</b>
<b>Total Assets</b>	<b>1,21,368.71</b>	<b>1,09,697.61</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
(a) Equity share capital	2,022.61	2,022.61
(b) Other equity	1,03,716.53	98,970.11
<b>Total equity</b>	<b>1,05,739.14</b>	<b>1,00,992.72</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
(a) Financial liabilities		
(i) Lease liabilities	685.84	
<b>Total non-current liabilities</b>	<b>685.84</b>	<b>-</b>
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Trade payables		
(I) total outstanding dues of micro and small enterprises	46.19	
(II) total outstanding dues other than (i) (I) above	9,841.52	7,210.55
(ii) Lease liabilities	2,067.51	
(iii) Other financial liabilities	51.10	127.20
(b) Provisions	18.25	15.99
(c) Other current liabilities	2,112.44	1,281.60
(d) Current tax liabilities (net)	806.72	69.55
<b>Total current liabilities</b>	<b>14,943.73</b>	<b>8,704.89</b>
<b>Total Equity and Liabilities</b>	<b>1,21,368.71</b>	<b>1,09,697.61</b>



*[Handwritten signature and stamp]*

Particulars	For the year ended March 31, 2020		For the year ended March 31, 2019	
	Audited		Audited	
<b>A. CASH FLOW FROM OPERATING ACTIVITIES</b>				
Profit before tax		9,466.15		2,645.04
Adjustments for:				
Depreciation and amortisation expenses	3,313.46		1,308.79	
Advances written off	996.63		598.37	
Interest cost - Leases	240.24		-	
Provision for doubtful debts and advances (net)	255.13		255.57	
Loss on fixed assets written off/disposals (net)	3.11		10.47	
Security deposit written off	29.15		-	
Net gains on financial assets mandatorily measured at fair value through profit and loss	(47.83)		(2,068.36)	
Diminution in value of investments	241.08		-	
Provision for gratuity expenses	16.70		11.89	
Advances / creditors written back	(186.69)		(192.07)	
Unwinding of discount on security deposit	(66.47)		(82.34)	
Bad debts written off	503.79		0.02	
Dividend Income on investments mandatorily measured at fair value through profit and loss	-		(10.15)	
Amortisation of prepaid rent element of rental security deposit	-		75.28	
Unrealised exchange (gain)/Loss	(15.70)		-	
Employee share based payment expenses	45.35		612.01	
Interest income on fixed deposits	(10.41)		(20.02)	
Interest income on deferred consideration	(42.14)		(25.03)	
Interest income on income-tax refund	(108.84)		(7.57)	
Interest income on loan to subsidiary	(68.41)	5,096.15	(35.76)	431.10
<b>Operating profit before working capital changes</b>		<b>14,562.30</b>		<b>3,076.14</b>
Adjustments for:				
(Increase)/decrease in trade receivable	(1,965.16)		(2,416.33)	
(Increase)/decrease in other current financial assets	(3,468.26)		309.30	
(Increase)/decrease in other current assets	(4,799.16)		(1,890.62)	
(Increase)/decrease in contract assets	(3,144.52)		(1,626.34)	
(Increase)/decrease in other non current financial assets	326.00		45.53	
(Increase)/decrease in loans	3.40		36.45	
(Increase)/decrease in other non current assets	(463.43)		1,781.24	
(Increase)/decrease in inventories	3,950.20		527.82	
Increase/(decrease) in trade payables	2,863.85		3,134.19	
Increase/(decrease) in other financial liabilities	1.28		-	
Increase/(decrease) in other current liabilities	803.70	(5,882.10)	633.93	535.17
<b>Cash generated from operations</b>		<b>8,680.20</b>		<b>3,611.31</b>
Income-tax refund/(paid)		(146.27)		(1,759.07)
<b>Net cash flow generated from operating activities (A)</b>		<b>8,533.93</b>		<b>1,852.24</b>
<b>B. CASH FLOW FROM INVESTING ACTIVITIES</b>				
Payments for purchase of property, plant and equipment	(1,013.70)		(1,125.05)	
Payments for purchase of current investments	(17,842.00)		(15,018.85)	
Proceeds from sale of current investments	29,961.22		28,701.22	
Payments for purchase of non current investments	(15,050.00)		(15,325.00)	
Proceeds from sale of non current investments	1,131.20		1,506.61	
Loans to related parties (net)	(2,784.16)		594.25	
Interest income received	175.16		88.38	
<b>Net cash (used in) investing activities (B)</b>		<b>(5,422.28)</b>		<b>(578.44)</b>
<b>C. CASH FLOW FROM FINANCING ACTIVITIES</b>				
Payment of principal portion of lease liability	(2,014.39)		-	
Interest expenses on lease liability	(240.24)		-	
Dividend paid to company's shareholders (including DDT)	(975.34)		(487.67)	
<b>Net cash (used in) financing activities (C)</b>		<b>(3,229.97)</b>		<b>(487.67)</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>		<b>(118.32)</b>		<b>785.13</b>
Cash and cash equivalents at the beginning of the year		1,459.77		673.64
Cash and cash equivalents at the end of the year		<b>1,341.45</b>		<b>1,459.77</b>
<b>D. Non-cash financing and investing activities</b>				
Acquisition of Right of use Asset		1,511.78		-

Components of cash and cash equivalents

Particulars	As at March 31, 2020	As at March 31, 2019
Cash and cash equivalents above comprises of		
- Cash and cash equivalent	1,382.01	1,577.71
- Temporarily overdrawn book balances	(40.56)	(117.94)
Cash and cash equivalents at the end of the year	<b>1,341.45</b>	<b>1,459.77</b>



**BALAJI TELEFILMS LIMITED**

10 The said results of the Company are available on the website of the Company at [www.balajitelefilms.com](http://www.balajitelefilms.com) and can also be accessed on the website of BSE Ltd. at [www.bseindia.com](http://www.bseindia.com) and National Stock Exchange of India at [www.nseindia.com](http://www.nseindia.com).

Place : Mumbai  
Date : July 22, 2020



By Order of the Board  
For Balaji Telefilms Limited

Jeetendra Kapoor  
Chairman

# Price Waterhouse Chartered Accountants LLP

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Balaji Telefilms Limited

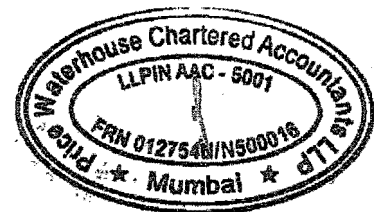
Report on the Audit of Standalone Financial Results

### 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, 2020 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').
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, 2020 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, Nesco IT Building III, 8th Floor, Nesco IT Park, Nesco Complex  
Gate No. 3 Western Express Highway, Goregaon East, Mumbai - 400 063

T: +91(22) 61198000, F: +91 (22) 61198799

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)

# Price Waterhouse Chartered Accountants LLP

## 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 the following:

- (a) Note 4 to the standalone financial results which explains the uncertainties and the management's assessment of the financial impact due to the restrictions and other conditions related to the Covid-19 pandemic situation, for which a definitive assessment of the impact of the event in the subsequent period is dependent upon circumstances as they evolve.
- (b) Note 6 to 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, 2020, from one of its co-producer and a film director against whom arbitration proceedings are in progress for recovery.

Our opinion is not modified in respect of above matters.

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

5. These standalone financial results have been prepared on the basis of the standalone annual financial 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 Company 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 due to fraud or error, 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.



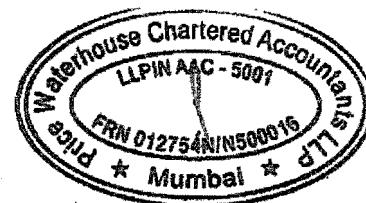


# Price Waterhouse Chartered Accountants LLP

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

## 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.
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.



## **Price Waterhouse Chartered Accountants LLP**

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

### **Other Matters**

11. The Financial Results include the results for the quarter ended March 31, 2020, 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.
  
12. The standalone financial results dealt with by this report has been prepared for the express purpose of filing with 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, 2020 on which we issued an unmodified audit opinion vide our report dated July 22, 2020.

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



Sachin Parekh  
Partner  
Membership Number: 107038  
UDIN: 20107038AAABU1817

Place: Mumbai  
Date: July 22, 2020



# 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, 2020						₹ in Lacs
Sr. No.	Particulars	3 months ended	Preceding	Corresponding	Current Year	Previous Year
		31-03-2020	3 months ended	3 months ended	Ended	Ended
		(Un-audited) Refer Note 7	(Un-audited)	(Un-audited) Refer Note 7	(Audited)	(Audited)
1	<b>Income</b>					
	a) Revenue from Operations	10,767.90	18,799.41	8,886.10	57,355.48	42,770.87
	b) Other Income	(150.89)	278.91	843.04	860.70	3,176.67
	<b>Total Income</b>	<b>10,609.91</b>	<b>19,068.32</b>	<b>9,729.14</b>	<b>58,216.18</b>	<b>45,947.54</b>
2	<b>Expenses</b>					
	a) Cost of Production / Acquisition and Telecast Fees	7,636.48	9,508.96	9,183.45	34,989.09	40,044.69
	b) Changes in Inventories	(164.17)	2,119.62	(2,902.67)	3,950.20	(2,447.28)
	c) Marketing and Distribution Expense	591.01	675.71	834.40	6,055.52	4,312.16
	d) Employee Benefits Expense	656.75	937.23	1,322.24	3,644.80	4,956.52
	e) Depreciation and amortisation expense	967.92	958.59	456.42	3,884.70	1,806.39
	f) Finance Costs	59.52	70.10	0.53	266.21	2.22
	g) Other Expenses	2,016.63	1,602.02	2,781.72	7,642.49	6,415.69
	<b>Total Expenses</b>	<b>11,874.14</b>	<b>15,870.23</b>	<b>12,578.09</b>	<b>60,433.01</b>	<b>55,090.39</b>
3	<b>Profit / (Loss) before share of net (loss)/profit of associates and tax (1-2)</b>	<b>(1,265.13)</b>	<b>3,198.09</b>	<b>(2,846.95)</b>	<b>(2,216.83)</b>	<b>(9,142.85)</b>
4	Share of Profit / (Loss) of associates	-	-	-	-	-
5	<b>Profit / (Loss) before tax (3+4)</b>	<b>(1,265.13)</b>	<b>3,198.09</b>	<b>(2,846.95)</b>	<b>(2,216.83)</b>	<b>(9,142.85)</b>
6	<b>Tax Expenses:</b>					
	a) Current tax					
	Current tax	275.59	1,418.38	74.12	2,347.23	695.81
	b) Deferred tax					
	Deferred tax	443.62	(126.79)	(206.68)	49.21	30.87
	MAT Credit Entitlement	-	-	82.77	-	(94.10)
	MAT Credit Utilisation	-	526.20	-	1,282.77	-
	<b>Total tax expenses</b>	<b>719.31</b>	<b>1,817.79</b>	<b>(49.79)</b>	<b>3,679.21</b>	<b>632.58</b>
7	<b>Profit / (Loss) after tax (5-8)</b>	<b>(1,984.44)</b>	<b>1,380.30</b>	<b>(2,797.16)</b>	<b>(5,896.04)</b>	<b>(9,775.43)</b>
8	<b>Other Comprehensive Income (OCI)</b>					
	(i) Items that will not be reclassified to Profit or Loss					
	(a) Remeasurements of post employment benefit obligations	6.34	(1.45)	36.74	1.99	27.59
	(ii) Income tax relating to items that will not be reclassified to profit or loss	2.11	0.36	0.52	3.20	2.01
	<b>Other Comprehensive Income for the period / year, net of tax</b>	<b>8.45</b>	<b>(1.09)</b>	<b>37.26</b>	<b>5.19</b>	<b>29.60</b>
9	<b>Total Comprehensive Income for the period / year (7+8)</b>	<b>(1,975.99)</b>	<b>1,379.21</b>	<b>(2,759.90)</b>	<b>(5,890.85)</b>	<b>(9,745.83)</b>
	<b>Profit / (Loss) for the period / year attributable to:</b>					
	-Owners of the Company	(1,966.35)	1,391.00	(2,784.45)	(5,878.01)	(9,735.33)
	-Non-controlling interest	3.91	(10.70)	(12.71)	(18.03)	(40.10)
		<b>(1,984.44)</b>	<b>1,380.30</b>	<b>(2,797.16)</b>	<b>(5,896.04)</b>	<b>(9,775.43)</b>
	<b>Other Comprehensive Income for the period / year attributable to:</b>					
	-Owners of the Company	8.45	(1.09)	37.26	5.19	29.60
	-Non-controlling interest	-	-	-	-	-
		<b>8.45</b>	<b>(1.09)</b>	<b>37.26</b>	<b>5.19</b>	<b>29.60</b>
	<b>Total Comprehensive Income for the period / year attributable to:</b>					
	-Owners of the Company	(1,979.90)	1,389.91	(2,747.19)	(5,872.82)	(9,705.73)
	-Non-controlling interest	3.91	(10.70)	(12.71)	(18.03)	(40.10)
		<b>(1,975.99)</b>	<b>1,379.21</b>	<b>(2,759.90)</b>	<b>(5,890.85)</b>	<b>(9,745.83)</b>
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	-	-	-	67,192.16	74,222.30
12	Earning / (Loss) Per Share (EPS) Basic and Diluted attributable to owners of the Company (in ₹)	(1.97)	1.38	(2.76)	(5.81)	(9.63)





# 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, 2020

### SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

₹ in Lacs

Sr. No.	Particulars	3 months ended	Preceding 3 months ended	Corresponding 3 months ended	Current Year Ended	Previous Year Ended
		31-03-2020	31-12-2019	31-03-2019	31-03-2020	31-03-2019
		(Un-audited) Refer Note 7	(Un-audited)	(Un-audited) Refer Note 7	(Audited)	(Audited)
1	<b>Segment Revenue</b>					
	a) Commissioned Programs	11,088.66	13,309.92	8,179.87	42,144.86	34,401.83
	b) Films	546.23	7,138.32	97.20	17,240.18	10,227.19
	c) Digital	2,217.86	2,313.61	1,375.95	7,774.91	4,167.11
	<b>Total</b>	<b>13,852.75</b>	<b>22,761.85</b>	<b>9,653.02</b>	<b>67,159.95</b>	<b>48,816.13</b>
	Less: Inter Segment Revenue	(3,084.65)	(3,972.44)	(766.92)	(9,804.47)	(6,045.26)
	<b>Total Revenue from Operations</b>	<b>10,767.90</b>	<b>18,789.41</b>	<b>8,886.10</b>	<b>57,355.48</b>	<b>42,770.87</b>
2	<b>Segment Results</b>					
	Profit/(Loss) Before Tax and Interest from each Segment					
	a) Commissioned Programs	1,955.52	2,794.43	2,026.74	8,306.01	4,908.62
	b) Films	448.80	3,350.44	(124.89)	5,413.90	826.24
	c) Digital	(1,434.84)	(1,228.55)	(3,174.81)	(9,215.82)	(12,080.65)
	<b>Total</b>	<b>989.48</b>	<b>4,916.32</b>	<b>(1,272.96)</b>	<b>4,504.09</b>	<b>(6,345.80)</b>
	Less: (i) Other Unallocable Expenses	2,015.72	1,909.14	2,417.03	7,581.62	5,973.72
	(ii) Unallocable Income	158.89	(278.91)	(643.04)	(360.70)	(3,176.67)
	<b>Profit/(Loss) before tax</b>	<b>(1,265.13)</b>	<b>3,199.09</b>	<b>(2,846.95)</b>	<b>(2,216.83)</b>	<b>(9,142.85)</b>
3	<b>Segment Assets</b>					
	a) Commissioned Programs	18,065.23	20,648.98	14,777.29	18,065.23	14,777.29
	b) Films	16,731.24	12,189.33	11,143.61	16,731.24	11,143.61
	c) Digital	37,556.14	37,731.31	27,621.91	37,556.14	27,621.91
	<b>Total Segment Assets</b>	<b>72,352.61</b>	<b>70,569.62</b>	<b>53,542.81</b>	<b>72,352.61</b>	<b>53,542.81</b>
	d) Unallocable Assets	16,426.28	20,679.00	34,505.41	16,426.28	34,505.41
	<b>Total</b>	<b>88,778.89</b>	<b>91,247.62</b>	<b>88,048.22</b>	<b>88,778.89</b>	<b>88,048.22</b>
4	<b>Segment Liabilities</b>					
	a) Commissioned Programs	12,081.53	12,493.43	6,774.29	12,081.53	6,774.29
	b) Films	2,241.10	1,766.09	1,512.00	2,241.10	1,512.00
	c) Digital	3,898.41	4,634.82	2,936.11	3,898.41	2,935.11
	<b>Total Segment Liabilities</b>	<b>18,221.04</b>	<b>18,894.34</b>	<b>11,222.40</b>	<b>18,221.04</b>	<b>11,222.40</b>
	d) Unallocable Liabilities	1,336.07	996.94	682.99	1,336.07	682.69
	<b>Total</b>	<b>19,557.11</b>	<b>19,891.28</b>	<b>11,905.39</b>	<b>19,557.11</b>	<b>11,905.29</b>
5	<b>Capital employed</b>					
	a) Commissioned Programs	5,983.70	8,155.55	8,003.00	5,983.70	8,003.00
	b) Films	14,490.14	10,422.24	9,631.61	14,490.14	9,631.61
	c) Digital	33,657.73	33,096.49	24,685.80	33,657.73	24,685.80
	d) Unallocable Assets less Liabilities	15,090.21	19,682.06	33,822.52	15,090.21	33,822.52
	<b>Total</b>	<b>69,221.78</b>	<b>71,356.34</b>	<b>76,142.93</b>	<b>69,221.78</b>	<b>76,142.93</b>

### Notes:

- Financial results of the subsidiary companies: Balaji Motion Pictures Limited, Chhayaban Balaji Entertainment Private Limited, Manjiv Films Private Limited, ALT Digital Media Entertainment Limited (together referred as: the Group) and share of the associate entity IPR Capital Advisors LLP have been consolidated with those of Balaji Telefilms Limited (the Company).
- 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 meetings held on July 22, 2020.
- The Group has adopted Ind AS 116 effective April 01, 2019, using the modified retrospective approach. The Group has applied the standard to its leases with the cumulative impact recognised on the date of initial application (April 01, 2019). Accordingly, previous period / year information has not been restated. This has resulted in recognising a right-of-use asset of ₹ 3,574.62 lacs and a corresponding lease liability of ₹ 3,831.91 lacs. The difference of ₹ 186.38 lacs (net of deferred tax asset of ₹ 70.51 lacs) has been adjusted to retained earnings as at April 01, 2019. In the statement of profit and loss for the current period / year, operating lease expenses which were recognised as cost of production and other expenses in corresponding periods / year is now recognised as depreciation expense for the right-of-use asset and finance cost for interest accrued on lease liability. The adoption of this standard did not have any significant impact on the profit / (loss) for the period / year and earnings/(loss) per share.
- The COVID-19 pandemic and the resultant lockdown declared by the Government in March 2020 has adversely impacted the entire media and entertainment industry and consequently the business activities of the Group are also affected. Group has resumed its operations for the TV business as per the directives and permissions of the State Government and other statutory and trade bodies on June 26, 2020. The resumption of business has been undertaken with the required precautions stipulated by the authorities. The Group's digital business continued to operate throughout the lockdown period however, launch of new shows is effected due to shutdown in production activities during the lockdown phase. We expect the production of Digital content and Films to be resumed in due course. The Group's Management has done an assessment of the situation, including the liquidity position and the recoverability and carrying value of all its assets and liabilities as at March 31, 2020 and concluded that there were no material adjustments required in the financial statements as on March 31, 2020. However, 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.
- The Group has advances receivable from one of its co-producer and a film director. The advances / receivable amounting to ₹ 1,619 lacs are subject to litigation as at March 31, 2020. On the basis of the evaluation carried out by the management, in consultation with the lawyer, the amounts are considered good and fully recoverable.
- During the year, the Group has evaluated the amortisation pattern of its inventory of internet series in the subsidiary ALT Digital Media Entertainment Limited. The Group evaluated the expected viewership pattern of the content of internet series by users of services from the launch date of content based on the historical and estimated viewing pattern. On this basis, the Group has decided to revise the amortisation pattern. Till September 30, 2019, the amortisation was spread on an accelerated basis over 2 years. From October 1, 2019 onwards, the amortisation is being spread on an accelerated basis over 3 years of launch. Consequently to the change, the amortisation of internet series grouped under cost of production for the quarter and year ended March 31, 2020 is lower by ₹ 437.24 and ₹ 970.71 respectively.
- 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 figure upto the third quarter of the respective financial year.



**BALAJI TELEFILMS LIMITED**  
**8 CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2020**

₹ in Lacs

PARTICULARS	As at March 31, 2020	As at March 31, 2019
	Audited	Audited
<b>ASSETS</b>		
<b>Non-current assets</b>		
(a) Property, plant and equipment	2,790.73	3,161.95
(b) Right of use Asset	2,883.78	-
(c) Capital work-in-progress	179.17	52.46
(d) Goodwill on consolidation	146.91	146.91
(e) Other intangible assets	72.03	455.33
(f) Financial Assets		
(i) Investments	361.91	1,504.69
(ii) Trade receivables	-	150.12
(iii) Loans	796.56	940.19
(iv) Other financial assets	-	326.12
(g) Deferred tax assets (net)	723.99	1,981.86
(h) Non-current income tax asset (net)	1,721.22	3,017.15
(i) Other non-current assets	3,701.51	3,238.08
<b>Total Non-current assets</b>	<b>13,377.81</b>	<b>14,974.86</b>
<b>Current assets</b>		
(a) Inventories	15,577.80	19,583.91
(b) Financial assets		
(i) Investments	12,263.98	26,525.52
(ii) Trade receivables	17,668.92	9,882.50
(iii) Cash and cash equivalents	1,986.29	1,920.84
(iv) Bank balances other than (iii) above	10.54	9.33
(v) Loans	35.02	71.39
(vi) Other financial assets	6,117.28	1,471.03
(c) Contract assets	63.25	682.25
(d) Other current assets	21,678.00	10,926.59
<b>Total Current assets</b>	<b>75,401.08</b>	<b>73,073.36</b>
<b>Total Assets</b>	<b>88,778.89</b>	<b>88,048.22</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
(a) Equity share capital	2,022.61	2,022.61
(b) Other equity		
- Equity component of compound financial instrument	-	66.45
- Reserves & Surplus	67,192.18	74,155.85
<b>Equity attributable to owners of the Company</b>	<b>69,214.79</b>	<b>76,244.91</b>
Non-controlling interests	6.99	(101.98)
<b>Total Equity</b>	<b>69,221.78</b>	<b>76,142.93</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	-	10.56
(ii) Lease liabilities	833.14	-
<b>Total Non-current liabilities</b>	<b>833.14</b>	<b>10.56</b>
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Trade payables		
(I) total outstanding dues of micro and small enterprises	68.41	34.81
(II) total outstanding dues other than (i) (I) above	11,824.82	9,026.92
(ii) Lease liabilities	2,173.58	-
(iii) Other financial liabilities	51.10	132.74
(b) Provisions	18.25	15.99
(c) Other current liabilities	3,781.09	2,614.72
(d) Current tax liabilities (net)	806.72	69.55
<b>Total Current liabilities</b>	<b>18,723.97</b>	<b>11,894.73</b>
<b>Total Equity and Liabilities</b>	<b>88,778.89</b>	<b>88,048.22</b>



₹ in Lacs

Particulars	For the year ended March 31, 2020		For the year ended March 31, 2019	
	Audited		Audited	
<b>A. CASH FLOW FROM OPERATING ACTIVITIES</b>				
Loss before tax		(2,216.83)		(9,142.85)
Adjustments for:				
Depreciation and amortisation expenses	3,884.70		1,805.39	
Interest cost - Leases	264.01		-	
Finance cost	-		2.22	
Bad debts written off	504.24		0.02	
Advances written off	997.24		598.37	
Provision for doubtful debts and advances (net)	430.25		255.57	
Loss on fixed assets written off/ disposal (net)	19.37		10.47	
Diminution in value of investments	0.38		-	
Security deposit written-off	29.15		-	
Net gains on financial assets mandatorily measured at fair value through profit and loss	(364.89)		(2,804.25)	
Dividend Income on investments mandatorily measured at fair value through profit and loss	-		(10.15)	
Provision for gratuity expenses	28.03		35.38	
Amortisation of content	8,720.46		7,417.97	
Discontinued shows written off	-		205.95	
Advances / Creditors written back	(202.39)		(203.24)	
Amortisation of prepaid rent element of rental security deposit	-		75.03	
Unwinding of discount on security deposit	(71.76)		(86.21)	
Unrealised exchange (gain)/Loss	(13.62)		(0.02)	
Employee share based payment expenses	75.37		1,057.26	
Interest income on fixed deposits	(10.41)		(20.02)	
Interest income on income-tax refund	(110.36)		(11.94)	
Interest income on deferred consideration	(7.33)	14,153.44	-	8,332.80
<b>Operating Profit / (loss) before working capital changes</b>		<b>11,936.61</b>		<b>(810.05)</b>
Adjustments for:				
(Increase) / decrease in trade receivable	(7,736.74)		(685.72)	
(Increase) / decrease in other current financial assets	(4,654.62)		278.31	
(Increase) / decrease in other current assets	(12,588.90)		(5,104.74)	
(Increase) / decrease in the contract assets	619.05		(262.86)	
(Increase) / decrease in non-current financial assets	325.12		46.11	
(Increase) / decrease in loans	25.77		385.45	
(Increase) / decrease in other non-current assets	(483.43)		1,780.49	
(Increase) / decrease in inventories	(4,714.36)		(14,427.36)	
Increase / (decrease) in trade payables	3,033.88		1,826.30	
Increase / (decrease) in provisions	(27.75)		(9.72)	
Increase / (decrease) in other financial liabilities	(4.26)		-	
Increase / (decrease) in other current liabilities	1,156.37	(25,018.92)	1,160.34	(15,012.40)
<b>Cash (used in) operations</b>		<b>(13,082.31)</b>		<b>(15,822.45)</b>
Income-tax paid		(312.61)		(2,014.63)
<b>Net cash (used in) operating activities (A)</b>		<b>(13,394.92)</b>		<b>(17,837.28)</b>
<b>B. CASH FLOW FROM INVESTING ACTIVITIES</b>				
Payments for property, plant and equipment	(1,055.92)		(1,185.40)	
Payments for intangible assets	(7.92)		(55.55)	
Proceeds from sale of property, plant and equipment	0.65		-	
Payments for purchase of current investments	(32,841.85)		(29,083.84)	
Proceeds from sale of current investments	49,499.98		47,099.07	
Proceeds from sale of non-current investments	1,131.20		1,505.61	
Interest income received	120.77		31.95	
<b>Net cash generated from investing activities (B)</b>		<b>16,846.90</b>		<b>18,312.85</b>
<b>C. CASH FLOW FROM FINANCING ACTIVITIES</b>				
Payment of principal portion of lease liability	(2,112.30)		-	
Interest expenses on lease liability	(254.01)		-	
Share issue costs	(7.50)		(15.00)	
Dividend paid to company's shareholders (including DDT)	(975.34)		(467.87)	
Proceeds from issue of shares in subsidiary to non-controlling interest	50.00		-	
<b>Net cash (used in) financing activities (C)</b>		<b>(3,309.15)</b>		<b>(502.67)</b>
<b>Net increase / (decrease) in cash and cash equivalents (A+B+C)</b>		<b>142.83</b>		<b>(27.30)</b>
Cash and cash equivalents at the beginning of the year		<b>1,802.90</b>		<b>1,830.20</b>
<b>Cash and cash equivalents at the end of the year</b>		<b>1,945.73</b>		<b>1,802.90</b>
<b>D. Non-cash financing and investing activities</b>				
Acquisition of Right of use Asset		1,511.78		-

Components of cash and cash equivalents

Particulars	As at March 31, 2020	As at March 31, 2019
Cash and cash equivalents above comprises of:		
- Cash and cash equivalent	1,986.29	1,920.84
- Temporarily overdrawn bank balances	(40.56)	(117.94)
Cash and cash equivalents at the end of the year	<b>1,945.73</b>	<b>1,802.90</b>



Handwritten signature and circular stamp of a company official.


**BALAJI TELEFILMS LIMITED**

10 The said results of the Company are available on the website of the Company at [www.balajitelefilms.com](http://www.balajitelefilms.com) and may also be accessed on the website of BSE Ltd. at [www.bseindia.com](http://www.bseindia.com) and National Stock Exchange of India at [www.nseindia.com](http://www.nseindia.com)

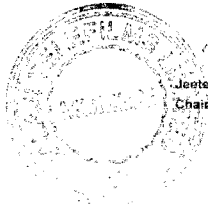
Place : Mumbai  
Date : July 22, 2020



By Order of the Board  
For Balaji Telefilms Limited



Jeetendra Kapoor  
Chairman

A circular stamp, likely the official seal of Balaji Telefilms Limited, positioned to the left of the signature and name.

# Price Waterhouse Chartered Accountants LLP

## 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, 2020 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').
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, 2020 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

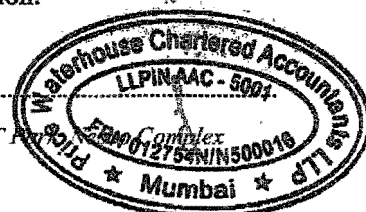
3. We conducted our audit in accordance with the Standards on Auditing (SAs) specified under Section 143(10) of the Act and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Our responsibilities under those Standards are further described in the '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 Matter" paragraph below, is sufficient and appropriate to provide a basis for our opinion.

Price Waterhouse Chartered Accountants LLP, Nesco IT Building III, 8th Floor, Nesco IT Park,  
Gate No. 3 Western Express Highway, Goregaon East, Mumbai — 400 063

T: +91(22) 61198000, F: +91 (22) 61198799

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/NS00016 (ICAI registration number before conversion was 012754N)





# Price Waterhouse Chartered Accountants LLP

## 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

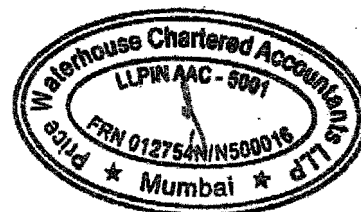
4. We draw your attention to the following:

- (a) Note 4 to the consolidated financial results which explains the uncertainties and the management's assessment of the financial impact due to the restrictions and other conditions related to the Covid-19 pandemic situation, for which a definitive assessment of the impact of the event in the subsequent period is dependent upon circumstances as they evolve.
- (b) Note 5 to 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, 2020, from one of its co-producer and a film director against whom arbitration proceedings are in progress for recovery.

Our opinion is not modified in respect of above matters.

### 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.



# Price Waterhouse Chartered Accountants LLP

## INDEPENDENT AUDITOR'S REPORT

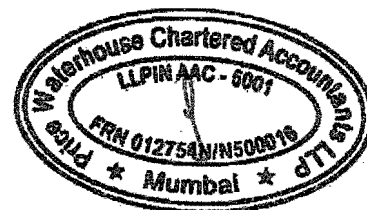
To the Board of Directors of Balaji Telefilms Limited

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.



# Price Waterhouse Chartered Accountants LLP

## 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, 2020 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 the financial information certified by the Management.

13. The consolidated financial results include the results for the quarter ended March 31, 2020, 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 financial results dealt with by this report have been prepared for the express purpose of filing with stock exchanges. 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, 2020 on which we have issued an unmodified audit opinion vide our report dated July 22, 2020.

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



Sachin Parekh  
Partner

Membership Number: 107038

UDIN: 20107038AAAABV7767

Place: Mumbai

Date: July 22, 2020

# Price Waterhouse Chartered Accountants LLP

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

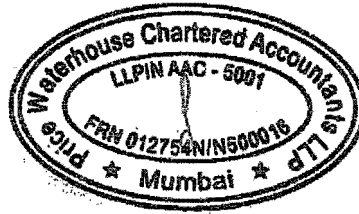
### List of Entities Consolidated

#### Subsidiaries

ALT Digital Media Entertainment Limited  
Balaji Motion Pictures Limited  
Marinating Films Private Limited  
Chhayabani Balaji Entertainment Private Limited

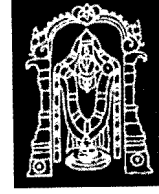
#### Associate Entity

IPB Capital Advisors LLP



# Balaji Telefilms 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



July 22, 2020

To,

**BSE Limited**

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai 400001

**Stock Code: 532382**

**National Stock Exchange of India Ltd.**

“Exchange Plaza”,

Bandra - Kurla Complex, Bandra (East),

Mumbai 400051

**Stock Code: BALAJITELE**

Dear Sir/Madam,

**Sub: Declaration pursuant to Regulation 33 (3) (d) of the Securities & Exchange Board of India (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-400053, 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, 2020.

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 your records.

Yours Sincerely

**For Balaji Telefilms Limited**

**Sanjay Dwivedi**

**Group Chief Financial Officer**





*Palaji Telefilms Ltd.*

# Quarterly Performance Update

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Q4 FY20 and Year ended 31<sup>st</sup> March 2020

# Business Turnaround : EBITDA FY20 at Rs 11cr vs FY19 loss Rs 105cr



Consolidated Business In Rs Cr	Q4 FY20	Q4 FY19	Growth	H1FY20	H2FY20	FY20	FY19	Growth
Revenues	108	89	21.2%	278	296	574	428	34%
Gross Margin	33	17	95.4%	79	104	183	50	264%
Gross Margin %	30%	19%	1100bps	29%	35%	32%	12%	2000bps
EBITDA	-0.8	-32	-	-28	39	11	-105	-
EBITDA Margin %	-0.7%	-36%	Na	-10%	13%	2%	-25%	Na
Profit Before Tax	-13	-28	-	-41	19	-22	-91	-
Profit After Tax	-20	-28	-	-53	-6	-59	-98	-

- **Full year growth across all parameters and significant improvement in business performance**
  - Revenue Up 34% to Rs 574cr vs Rs 428cr and gross margin expansion
  - EBITDA turnaround – EBITDA FY20 at Rs 11cr vs FY19 loss Rs 105cr
- BTL TV Business had a very strong performance – **Rs 88cr of EBITDA vs Rs 21cr in FY19**
  - Proactive cost control measures implemented and EBITDA margins maintained in Q4 at 23%
- BTL Movie business had an excellent year driven by pre-sales strategy
  - **Movie business EBITDA at Rs 37cr vs Loss of 7cr in FY19**
- **ALTBalaji had strong revenue growth for the year – FY20 Revenue at Rs 77cr vs FY19 Rs 41cr,**
  - Zee5 deal reduces cash outlay and has been operational since September 2019
- Other non operating income reduced from Rs 31cr in FY19 to 8cr in FY20, as a result of lower treasury income
- PBT at Rs -22cr vs Rs -91cr in FY19 driven by better operating performance
- Overall PAT at -59cr (**-6cr in H2 FY20 vs -53cr in H1FY20**) – includes Rs 36cr tax on TV + Movie business, vs Rs 6cr tax in FY19. Current tax includes Rs 13cr of MAT utilization. Effective tax rate going forward to be 25%
- **Healthy cash balance** -Investment in Bank FD and Mutual Funds Rs 163 cr. Short term working capital in movies of Rs 76 cr. Total balance at Rs 239cr

# COVID-19 hastens digital adoption



## **TV – Balaji Telefilms remains the #1 hit production house**

- Q4 FY20 - 197 hours of content produced at an average realization of Rs 0.39cr / hour
- Full year – 823 hours of content produced at an average realization of Rs 0.37cr / hour
  - Improvement in hours from 763 hours in FY19, average realization down by 0.01cr / hour
- 8 shows on air during the quarter
  - 1 new shows launched during the quarter, while 2 shows came to an end
  - All production activity stopped on March 18th as per local health and safety regulations
    - Production partially resumed 26th June 2020

## **Movies – has a very strong and profitable year**

- Total movies released in the year – 3
- Pipeline currently has 4 movies
  - Dolly Kitty Aur Woh Chamakte Sitare, Villain 2, KTina and Pagglait
- Remain conservative with the investments in movies, and continue to do co production deals where possible
- COVID-19 has impacted the theatrical release of movies so the Company has completed the direct to digital releases for one of its movies and is evaluating options for the others
  - Dolly Kitty Aur Woh Chamakte Sitare will premier on Netflix



# COVID-19 hastens digital adoption



## **ALTBalaji's dominates the Mass OTT market – creates hit shows that continue to fuel the binge watching habit**

- Direct subscription revenue grown over 100% year on year.
- Only 44% of the consumer are from the 8 big cities (Ahmedabad, Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Mumbai, Pune), 56 % of consumer from non metro and tier 2/tier 3 towns and cities
- User profile – Male 70 : Female 30 and 75% of user base below 35 years
- Total library of original shows available on ALTBalaji currently at 62\*, one of the largest in the country
  - Includes 7 shows running into multiple seasons
- High engagement with subscribers and continue to witness higher screen time during the lockdown
- ALTBalaji remains one of the Top 5 paid Apps in the country
- Current year pipeline to include 20 to 24 original shows

# ALTBalaji continues to dominate the Hindi language OTT market



- ALTBalaji remains one of the Top 5 paid Apps in the country
- ALTBalaji is one of the most affordable OTT options with plans at Rs 300 a year / Rs 100 a quarter (less than Re 1 a day)
- Direct to consumer billing continues to grow as ALTBalaji has pivoted from multi partner (free to customer) to single partner (behind paywall) environment
  - Average daily subscriber addition in Q4Fy20 at 12,300 vs 10,000 in Q3FY20
- FY20 direct subscription revenue grown over 100% year on year.
- High engagement with subscribers
  - Seen a sharp rise in watch time during the lockdown
  - Deeper engagement with the platform with consumers watching more shows including older library content

## App Annie Rankings (Gross Billing)

Rank	Q4 FY20	Q3 FY20	Q2 FY20	Q1 FY20	Q4 FY19
1	Netflix	Netflix	Netflix	Netflix	Netflix
2	Hotstar	Hotstar	Hotstar	Hotstar	Hotstar
3	ZEE5	ZEE5	ZEE5	ZEE5	<b>ALTBalaji</b>
4	<b>ALTBalaji</b>	<b>ALTBalaji</b>	<b>ALTBalaji</b>	<b>ALTBalaji</b>	ZEE5
5	Voot	Sony LIV	Sony LIV	Sun NXT	Sony LIV

Source: 1. App Annie – Based on Gross Revenue across Ios and Google

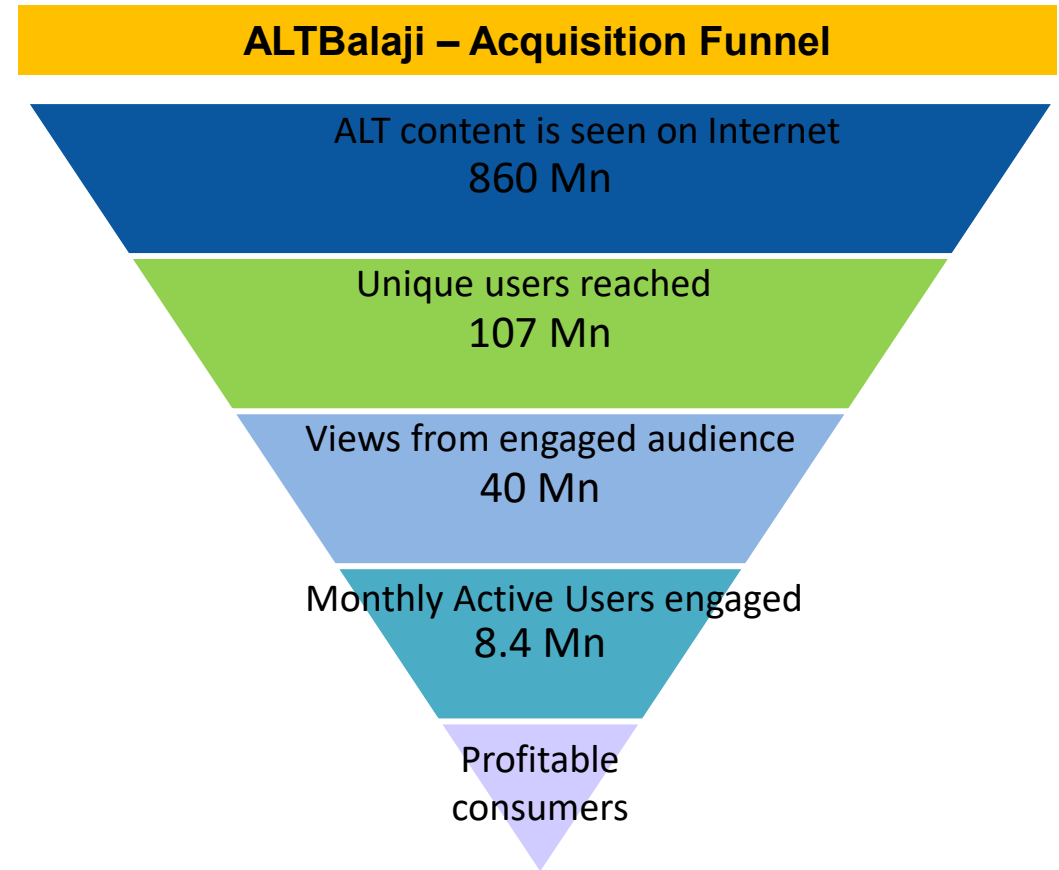


ET Now Digital Company of the Year

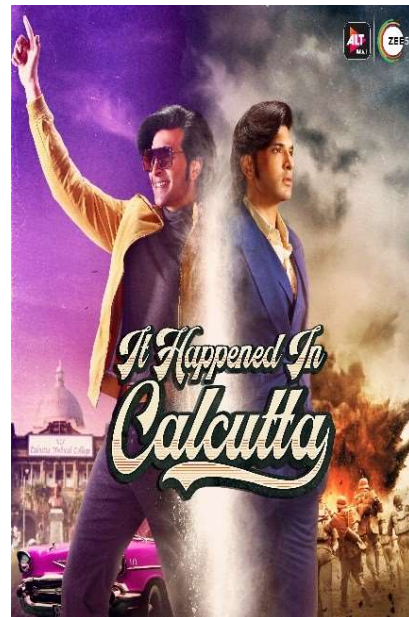
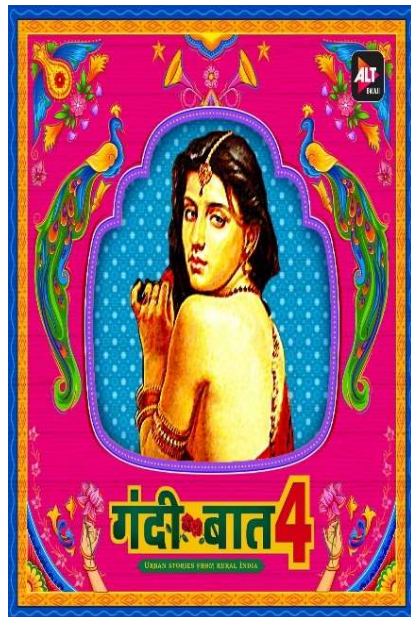
# ALTBalaji unique marketing strategy to drive subscription



- ALTBalaji content appeals across age groups
- Content is made for Hindi Speaking audiences across India
  - Only 44% of the consumer are from the 8 big cities (Ahmedabad, Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Mumbai, Pune)
  - 56 % of consumer from non metro and tier 2/tier 3 towns and cities
- ALTBalaji offers a wide range of content across various genres and story lines
  - 7 shows already in multiple season
  - A number of shows are designed with longer format with more episodes
- Leverage Balaji ecosystem of TV and Films to promote shows and acquire consumers via lower marketing spends
- Deeper library of original shows allows ALTBalaji to acquire customers at a lower cost of acquisition



# Continue to add new shows and new seasons of hit shows



**Total library of original shows at 62\***

**Includes multiple shows with returning seasons**

**Continue to add 20-24 shows for the year**

\* Note as on 22 July



## Lineup of TV shows during the quarter

Broadcaster	Show Name	Time	Schedule
	Naagin 4	20.00 – 21.00	Saturday to Sunday
	Pavitra Bhagya	22.00 – 22.30	Monday to Friday
	Bepanha Pyaar	22.00 – 22.30	Monday to Friday
	Ye Hai Chahatein	22.30 - 23.00	Monday to Friday
	Kasautii Zindagii Kay	20.00 – 20.30	Monday to Friday
	Kumkum Bhagya	21.00 - 21.30	Monday to Friday
	Kundali Bhagya	21.30 - 22.00	Monday to Friday
	Haiwaan	19:00 - 20:00	Saturday to Sunday

- Pavitra Bhagya new show launched to replace Bepanha Pyaar
- All production activity stopped on March 18<sup>th</sup> as per local regulations and health and safety measures and resumed 26<sup>th</sup> June 2020
- Changes in line up in Q1/Q2 FY21 expected as COVID-19 continues to affect production schedules

# Movies – Entertaining and commercially successful



- 3 movies released in current financial year
  1. Judgementall Hai Kya
  2. Jabariya Jodi
  3. Dream Girl
- Continue to focus on pre-sales and co-production of its future slate
- Current slate includes 4 movies
  1. Dolly Kitty Aur Woh Chamakte Sitare (Staring Konkona Sen Sharma and Bhumi Pednekar)
  2. Pagglait (staring Sanya Malhotra)
  3. Ek Villain 2 (staring John Abraham)
  4. K Tina (staring Disha Patani)
- Currently evaluating production schedules and release schedules given the disruption caused by COVID-19



**Dolly Dolly Kitty Aur Woh Chamakte Sitare to release on Netflix shortly**



## Financials

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## TV Business KPIs impacted in Q4 due to partial lockdown

Particulars (In Rs Cr)	QoQ change	YoY change	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19	Full Year FY20	Full Year FY19
<b>Programming Hours</b>	-10%	-1%	<b>198</b>	219	210.5	195.5	200.5	823	763
<b>Revenue</b>	-6%	<b>5%</b>	<b>77.1</b>	81.96	75.6	69.6	73.6	304.3	287.3
<b>Realisation / Hour</b>	6%	<b>6%</b>	<b>0.39</b>	0.37	0.36	0.36	0.37	0.37	0.38
<b>Gross Margin</b>	-10%	<b>19%</b>	<b>26.0</b>	28.8	24.1	21.1	21.9	100.0	60.3
<b>Gross Margin / Hour</b>	1%	<b>20%</b>	<b>0.13</b>	0.13	0.11	0.11	0.11	0.12	0.08
<b>Gross Margin %</b>	-4%	<b>13%</b>	<b>33.7%</b>	35.1%	31.9%	30.3%	29.7%	32.9%	21.0%

**Note :** Only includes commissioned programs for Television broadcaster

- Q4 impacted by shutdown of production as all production halted from 18<sup>th</sup> March 2020
- Improvement in programming hours – FY20 had lower number of weekend shows resulting in lower realization per hour as compared to FY19.
- Gross margins continue to remain strong driven by better operating efficiencies and overall cost control



# BTL Standalone Financial Performance (TV + Movie Production)



In Rs Cr	Q4 FY20	Q4 FY19	Q3 FY20	FY20	FY19
Total Income from operations	116.1	82.1	198.4	576.6	440.3
Cost of Production	72.5	59.0	125.4	358.9	347.4
Gross Margin	43.6	23.1	73.0	217.7	92.9
<i>Gross Margin %</i>	38%	28%	37%	38%	21%
Marketing and Distribution	0.4	4.0	4.4	36.2	20.4
Employee Benefits Expense	3.3	7.1	3.7	13.9	22.7
Other Expenses	11.6	13.4	10.3	43.5	35.1
<b>EBITDA</b>	<b>28.3</b>	<b>-1.4</b>	<b>54.5</b>	<b>124.2</b>	<b>14.7</b>
<i>EBITDA Margin %</i>	24%	-2%	27%	22%	3%
Finance Cost	0.6	0.0	0.6	2.4	0.0
Depreciation and amortisation	8.3	3.3	8.2	33.1	13.1
Other Income	-1.8	6.5	1.9	6.1	24.8
Profit Before Tax	17.6	1.8	47.6	94.7	26.5
Tax Expenses	7.2	-0.4	18.2	36.8	6.3
Net Profit After Tax	10.4	2.2	29.4	57.9	20.1

- 8x EBITDA growth from Rs 14.7cr to Rs 124.2cr
- Other income fallen from Rs 24.8cr to Rs 6.1cr on account of lower treasury income
- Tax expenses include Rs 13cr of MAT utilization, effective tax rate going forward at 25%

Note : numbers may not add up due to rounding

# BTL Standalone Balance Sheet (TV + Movie Production)



Particulars (Rs Cr)	31-Mar-20	31-Mar-19	Particulars (Rs Cr)	31-Mar-20	31-Mar-19
<b>Equity</b>			<b>Non-current assets</b>		
Equity Share Capital	20.2	20.2	Property, plant and equipment	26.9	30.0
Other Equity	1,037.2	989.7	Right to use assets	26.7	-
<b>Total Equity</b>	<b>1,057.4</b>	<b>1,009.9</b>	Capital work-in-progress	1.8	0.5
			Investments	623.9	486.9
<b>Non Current Liabilities</b>	<b>6.9</b>	-	Other Financial Assets	9.6	17.0
			Others (including Deferred Tax Assets)	55.9	78.5
<b>Current Liabilities</b>			<b>Total Non Current Assets</b>	<b>744.8</b>	<b>613.0</b>
Trade and Other Payables	98.9	72.1			
Others	50.6	14.9	<b>Current Assets</b>		
<b>Total Current Liabilities</b>	<b>149.4</b>	<b>87.0</b>	Inventories	23.8	63.3
			Investments	100.5	221.1
<b>Total Equity + Liabilities</b>	<b>1,213.7</b>	<b>1,097.0</b>	Trade Receivables	124.6	102.8
			Cash and Cash Equivalent	13.8	15.8
			Others	206.2	81.1
			<b>Total Current Assets</b>	<b>468.8</b>	<b>484.0</b>
			<b>Total Assets</b>	<b>1,213.7</b>	<b>1,097.0</b>

Note : numbers may not add up due to rounding

# BTL Consolidated Financial Performance



In Rs Cr	Q4 FY20	Q4 FY19	Q3 FY20	FY20	FY19
<b>Total Income from operations</b>	<b>107.7</b>	<b>88.9</b>	<b>187.9</b>	<b>573.6</b>	<b>427.7</b>
Cost of Production	74.7	71.8	116.3	389.4	376.0
<b>Gross Margin</b>	<b>33.0</b>	<b>17.1</b>	<b>71.6</b>	<b>184.2</b>	<b>51.7</b>
<i>Gross Margin %</i>	31%	19%	38%	32%	12%
Marketing and Distribution	5.0	8.3	6.8	60.6	43.1
Employee Benefits Expense	8.6	13.2	9.4	36.4	49.6
Other Expenses	20.2	27.8	16.0	76.4	64.2
<b>EBITDA</b>	<b>-0.8</b>	<b>-32.3</b>	<b>39.5</b>	<b>10.7</b>	<b>-105.1</b>
<i>EBITDA Margin %</i>	-1%	-36%	21%	2%	-25%
Finance Cost	0.6	0.0	0.7	2.7	0.0
Depreciation and amortisation	9.7	4.6	9.6	38.8	18.1
Other Income	-1.6	8.4	2.8	8.6	31.8
Profit Before Tax	-12.7	-28.5	32.0	-22.2	-91.4
Tax Expenses	7.2	-0.5	18.2	36.8	6.3
<b>Net Profit After Tax</b>	<b>-19.8</b>	<b>-28.0</b>	<b>13.8</b>	<b>-59.0</b>	<b>-97.8</b>

- EBITDA turn around from loss of Rs 105cr to Rs 10.7cr
- Other income fallen from Rs 31.8cr to Rs 8.6cr on account of lower treasury income
- Tax expenses include Rs 13cr of MAT utilization, effective tax rate going forward at 25%

# BTL Consolidated Balance Sheet



Particulars (Rs Cr)	31-Mar-20	31-Mar-19	Particulars (Rs Cr)	31-Mar-20	31-Mar-19
<b>Equity</b>			<b>Non-current assets</b>		
Equity Share Capital	20.2	20.2	Property, plant and equipment	27.9	31.6
Other Equity and reserves	671.9	742.2	Right to use assets	28.8	-
Non control interest	0.1	-1.0	Goodwill on Consolidation	1.5	1.5
<b>Total Equity</b>	<b>692.2</b>	<b>761.4</b>	Investments	3.6	15.0
			Other Financial Assets	8.0	14.2
<b>Non Current Liabilities</b>	<b>8.3</b>	<b>0.1</b>	Others (including Deferred Tax Assets)	64.0	87.4
			<b>Total Non Current Assets</b>	<b>133.8</b>	<b>149.7</b>
<b>Current Liabilities</b>					
Trade and other payables	118.9	90.6	<b>Current Assets</b>		
Others	68.3	28.3	Inventories	155.8	195.8
<b>Total Current Liabilities</b>	<b>187.2</b>	<b>118.9</b>	Investments	122.6	285.3
			Trade Receivables	176.7	98.8
<b>Total Equity + Liabilities</b>	<b>887.8</b>	<b>880.5</b>	Cash and Cash Equivalent	19.9	19.2
			Others	279.0	131.6
			<b>Total Current Assets</b>	<b>754.0</b>	<b>730.7</b>
			<b>Total Assets</b>	<b>887.8</b>	<b>880.5</b>

Note : numbers may not add up due to rounding

# Legal Entity Wise Performance : Q4 FY20



Particulars (In Rs cr)	BTL (TV + Movie Production)	BMPL (Movie Distribution)	ALTBalaji	MFPL	CBEPL	Elimination	Consol
Net Sales / Income from Operations	112.0	0.2	22.2	0.0	-	27.0	107.5
Other Operating Income	4.0	-	-	-	-	3.9	0.2
<b>Total Income</b>	<b>116.1</b>	<b>0.2</b>	<b>22.2</b>	<b>0.0</b>	<b>-</b>	<b>30.8</b>	<b>107.7</b>
Cost of Production	72.5	-	26.1	-0.5	-0.1	-23.2	74.7
Marketing and Distribution Expenses	0.4	-	4.8	0.0	-	-0.2	5.0
Staff Cost	3.3	0.7	2.5	-	-	2.1	8.6
Other Expenditure	11.6	-0.1	12.8	0.1	0.2	-4.5	20.2
<b>EBITDA</b>	<b>28.3</b>	<b>-0.4</b>	<b>-24.0</b>	<b>0.4</b>	<b>-0.1</b>	<b>-4.9</b>	<b>-0.8</b>
Finance Cost	0.6	0.4	0.1	-	-0.0	-0.5	0.6
Depreciation	8.3	-	1.4	-	0.0	-	9.7
<b>Total Expenditure</b>	<b>96.7</b>	<b>1.1</b>	<b>47.7</b>	<b>-0.3</b>	<b>0.1</b>	<b>-26.4</b>	<b>118.7</b>
Profit / (Loss) from Operation Before Other Income	19.4	-0.8	-25.5	0.4	-0.1	-4.5	-11.1
Other Income	-1.8	-	0.5	0.0	0.2	-0.5	-1.6
Profit / (Loss) from Ordinary Activities Before Tax	17.6	-0.8	-24.9	0.4	0.1	-5.0	-12.7
Tax Expenses	7.2	-	-	-	-	-	7.2
<b>Net Profit / (Loss) from continuing operations</b>	<b>10.4</b>	<b>-0.8</b>	<b>-24.9</b>	<b>0.4</b>	<b>0.1</b>	<b>-5.0</b>	<b>-19.8</b>

Note : numbers may not add up due to rounding

# Legal Entity Wise Performance : FY20



Particulars (In Rs cr)	BTL (TV + Movie Production)	BMPL (Movie Distribution)	ALTBalaji	MFPL	CBEPL	Elimination	Consol
Net Sales / Income from Operations	563.4	6.2	77.7	11.1	-	85.6	572.8
Other Operating Income	13.2	-	-	-	-	12.5	0.7
<b>Total Income</b>	576.6	6.2	77.7	11.1	-	98.0	573.6
Cost of Production	358.9	-	104.2	10.6	-	-84.3	389.4
Marketing and Distribution Expenses	36.2	-	30.4	0.1	-	-6.2	60.6
Staff Cost	13.9	4.2	10.5	-	-	7.8	36.4
Other Expenditure	43.5	0.2	41.2	1.4	0.4	-10.3	76.4
<b>EBITDA</b>	124.2	1.8	-108.5	-1.0	-0.4	-5.2	10.7
Finance Cost	2.4	0.7	0.6	-	-	-1.0	2.7
Depreciation	33.1	-	5.6	-	0.1	-	38.8
<b>Total Expenditure</b>	488.0	5.1	192.5	12.1	0.5	-93.9	604.3
Profit / (Loss) from Operation Before Other Income	88.6	1.1	-114.7	-1.0	-0.5	-4.2	-30.8
Other Income	6.1	-	3.4	0.1	0.2	-1.0	8.6
Profit / (Loss) from Ordinary Activities Before Tax	94.7	1.1	-111.4	-1.0	-0.4	-5.2	-22.2
Tax Expenses	36.8	-	-	-	-	-	36.8
<b>Net Profit / (Loss) from continuing operations</b>	57.9	1.1	-111.4	-1.0	-0.4	-5.2	-59.0

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 inventorised

### **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

**Balaji Telefilms Limited**

**CIN : L99999MH1994PLC082802**

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## **Balaji Telefilms reports growth across all parameters and significant improvement in business performance**

**FY20 EBITDA at Rs 11cr vs FY19 EBITDA loss Rs 105cr**

**July 22, 2020:** Balaji Telefilms Limited, India's leading media and content powerhouse, today announced its financial results for the fourth quarter and full year ended on 31<sup>st</sup> March 2020.

Balaji Telefilms TV content production had a strong year, 823 hours of programming at an average realisation of Rs 0.37cr / hour. Shows continue to dominate the ratings making Balaji Telefilms the #1 ranked production house.

Movie business had a very strong performance for the year with 3 releases. Strategy to pre-sell movies resulted in an EBITDA of Rs 37 cr for the year vs loss of Rs 7 cr in the previous year. Exciting line up of movies for the next year being developed.

ALTBalaji had strong revenue growth for the year with revenues growing at 88%, FY20 Revenue at Rs 77cr vs FY19 Rs 41cr. ALTBalaji continues to be a leader in the original Hindi SVOD space, the platform today has 62 shows. The content alliance with Zee5 has been live for half the year and is driving growth for both partners. ALTBalaji well positioned to minimize cash burn and develop a profitable and scalable, direct-to-consumer business.

**Mrs. Shobha Kapoor, Managing Director, Balaji Telefilms Limited** said, "This year has been one of the best year for Balaji Telefilms despite the partial impact of COVID-19 towards the end of March 2020. We continue to focus on creating good content and growing our digital platform. We are witnessing huge opportunity within the digital space due to COVID-19 and we are gearing ourselves to exploit this opportunity."

The Board of Balaji Telefilms has appointed IDFC Securities Limited as advisors to explore various financial and strategic opportunities.

### **OPERATIONAL HIGHLIGHTS**

- 823 hours of content produced at an average realization of Rs 0.37cr / hour. Improvement in hours from 763 hours in FY19
- Movies had a very strong and profitable year with 3 releases. COVID-19 has impacted the theatrical release of movies so the Company has completed the direct to digital

releases for one of its movies and is evaluating options for the others. Dolly Kitty Aur Woh Chamakte Sitare will premier on Netflix

- COVID-19 hastens digital adoption, ALTBalaji's dominates the Mass OTT market – creates hit shows that continue to fuel the binge watching habit.
- Direct subscription revenue grown over 100% year on year

### **FINANCIAL PERFORMANCE HIGHLIGHTS**

- Revenue up 34% to Rs 574cr vs Rs 428cr and gross margin expansion
- EBITDA turnaround – EBITDA FY20 at Rs 11cr vs FY19 loss Rs 105cr
- BTL TV Business had a very strong performance – Rs 88cr of EBITDA vs Rs 21cr in FY19
- Movie business had an excellent year driven by pre-sales strategy, Movie business EBITDA at Rs 37cr vs Loss of 7cr in FY19
- ALTBalaji had strong revenue growth for the year – FY20 Revenue at Rs 77cr vs FY19 Rs 41cr,
- Healthy cash balance with investment in Bank FD and Mutual Funds Rs 163 cr. Short term working capital in movies of Rs 76 cr. Total balance at Rs 239cr

### **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 4, 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 most 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:**

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