

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



August 10, 2018

To,

BSE Ltd.
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 held on August 10, 2018

Dear Sir/Madam,

This is further to our letter dated August 01, 2018 intimating the date of Board Meeting for consideration of Unaudited Financial Results for the quarter ended June 30, 2018.

Pursuant to Regulation 30 and 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), we would like to inform you that the Board of Directors in their Meeting held today i.e. August 10, 2018 have considered and approved the Unaudited Financial Results (both Standalone and Consolidated) for the quarter ended June 30, 2018 along with Limited Review Report of the Auditors thereon.

A copy of the Unaudited Financial Results (both Standalone and Consolidated) along with Limited Review Report thereon and copy of Quarterly Performance Report issued in this regard is enclosed.

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

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

The Meeting of the Board of Directors commenced at 03.30 p.m. and concluded at 06.20 p.m.

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

PART I:
STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

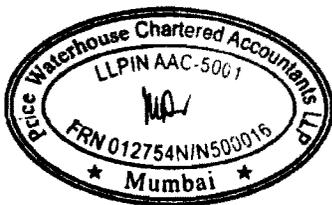
		₹ in Lacs			
Sr. No.	Particulars	3 months ended	Preceding 3 months ended	Corresponding 3 months ended	Previous Year Ended
		30-06-2018	31-03-2018	30-06-2017	31-03-2018
		(Un-audited)	(Un-audited) (Refer Note 1)	(Un-audited)	(Audited)
1	Income				
	a) Revenue from Operations	13,365.23	8,896.13	15,164.12	41,658.69
	b) Other Income	293.67	600.41	197.94	1,659.28
	Total Income	13,658.90	9,496.54	15,362.06	43,317.97
2	Expenses				
	a) Cost of Production / Acquisition and Telecast Fees	10,515.53	5,557.87	8,412.75	27,845.88
	b) Changes in Inventories	702.69	130.65	3,278.42	2,349.50
	c) Marketing and Distribution Expense	1,018.91	445.31	801.90	1,312.00
	d) Employee Benefits Expense	357.38	393.65	416.54	1,595.94
	e) Depreciation and amortisation expense	310.81	324.67	364.72	1,389.93
	f) Other Expenses	859.11	881.72	527.09	3,247.75
	Total Expenses	13,764.43	7,733.87	13,801.42	37,741.00
3	Profit/(Loss) Before Exceptional Items and Tax (1-2)	(105.53)	1,762.67	1,560.64	5,576.97
4	Exceptional items (Refer note 4)	-	-	-	905.07
5	Profit/(Loss) Before Tax (3-4)	(105.53)	1,762.67	1,560.64	4,671.90
6	Tax Expense :				
	a) Current tax	5.54	393.96	374.55	1,309.38
	b) Deferred tax	8.94	575.00	231.62	1,023.44
	c) Short Provision for Tax in respect of earlier years	-	410.85	221.83	708.98
	Total tax expenses	14.48	1,379.81	828.00	3,041.80
7	Profit/(Loss) After Tax (5-6)	(120.01)	382.86	732.64	1,630.10
8	Other Comprehensive Income (OCI)				
	(i) Items that will not be reclassified to Profit or Loss				
	(a) Remeasurements of the defined benefit liabilities / (asset)	(1.43)	3.72	(3.05)	(5.70)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0.50	(1.29)	1.08	1.97
	Total Other Comprehensive Income	(0.93)	2.43	(1.97)	(3.73)
9	Total Comprehensive Income for the year (7+8)	(120.94)	385.29	730.67	1,626.37
10	Paid-up Equity Share Capital (Face Value ₹ 2/- each)	2,022.61	2,022.61	1,518.61	2,022.61
11	Other Equity				96,307.89
12	Earnings Per Share (EPS) Basic and Diluted (in ₹)	(0.12)	0.38	0.96	1.79

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Notes:

1. The figures for the last quarter of financial year ended March 31, 2018 are 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.
2. The Ministry of Corporate Affairs (MCA), on March 28, 2018, notified Ind AS 115 "Revenue from Contracts with Customers" as part of the Companies (Indian Accounting Standards) Amendment Rules, 2018. The new standard is effective for accounting periods beginning on or after April 1, 2018. In contracts with its customers, it has been assessed that the Company is acting as a contracted producer of television and digital serials and therefore, proportionate revenue is to be recognised for shows produced but not telecast/delivered together with their related costs. Till March 31, 2018, the Company recognised revenue based on telecast/delivery as applicable of the television and digital serials to its customers. This change in accounting resulted in an increase in opening reserves of ₹ 129.09 lakhs, which has been accounted for on April 1, 2018. The figures for the corresponding periods have not been restated since the Company has applied the modified retrospective approach in adopting the new standard.
3. The Company has adopted the employee stock option plan by the name of Balaji Telefilms ESOP, 2017. The scheme has received in principal approval from BSE and NSE on April 13, 2018 and April 26, 2018 respectively. Under this scheme the Company has granted 1,663,734 and 2,125,239 stock options on May 19, 2018 and June 20, 2018 respectively to the employees of the Company and two of its wholly owned subsidiaries. The above grant of options have been accounted as per Ind AS 102 "Share-based payment" in these results.
4. Pursuant to action under Section 132 of the Income-tax Act, 1961 during the financial year 2013-14, the Company filed Return of Income u/s 153A for the respective years from FY 2006-07 to FY 2013-14. Income Tax Department completed the assessment thereof u/s 143(3) read with Section 153A in the financial year 2015-16. However, since there were differences in the original returns filed u/s 139(1) and those filed u/s 153A for the respective years, orders levying penalty were passed. The Company succeeded in cancelling the penalty for one of the years. Penalty proceedings for other years is still pending for disposal before the Income-tax Appellate Tribunal, Mumbai. The Order u/s 132B dated September 27, 2017 is received by the Company. The Company, as a matter of abundant precaution, has adjusted the net penalty amount against the advance tax balance appearing in the books and the resultant charge (net of interest on refund due) amounting to ₹ 905.07 lacs is debited to the Statement of Profit and Loss and disclosed under Exceptional Items in the Financial Results for the year ended March 31, 2018.
5. 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 August 10, 2018.
6. In accordance with the Indian Accounting Standards (Ind AS 108), the Company has disclosed segment results in its consolidated financial results.



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7. 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.

By Order of the Board
For Balaji Telefilms Limited



Jeetendra Kapoor
Chairman

Place: Mumbai
Date: August 10, 2018



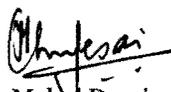
Price Waterhouse Chartered Accountants LLP

The Board of Directors
Balaji Telefilms Limited
C-13, Balaji House
Dalia Industrial Estate
Opp. Laxmi Industrial Estate
New Link Road, Andheri (West)
Mumbai – 400 053

1. We have reviewed the unaudited standalone financial results of Balaji Telefilms Limited (the "Company") for the quarter ended June 30, 2018 which are included in the accompanying "Statement of Standalone Unaudited Financial Results for the Quarter ended June 30, 2018" (the "Statement"). The Statement has been prepared by the Company pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. The Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. We draw attention to following matters:
 - (a) The standalone financial results of the Company for the quarter ended June 30, 2017 were reviewed by another firm of Chartered Accountants who issued their unmodified conclusion, vide their report dated August 10, 2017.
 - (b) During the quarter ended December 31, 2017, the composite Scheme of Arrangement and Amalgamation between the Company and two of its subsidiaries (the 'Scheme') was approved by the National Company Law Tribunal and subsequently filed with the relevant regulatory authorities and has become effective thereafter. The figures disclosed in the Statement for quarter ended June 30, 2017, which have been adjusted to give effect to the Scheme, are as furnished by the Management, and have not been subjected to review or audit.

Our conclusion is not qualified in respect of these matters.

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



Mehul Desai
Partner
Membership Number: 103211

Mumbai
Date: August 10, 2018

Price Waterhouse Chartered Accountants LLP, 252, Veer Savarkar Marg, Shivaji Park, Dadar (West)

Mumbai - 400 028

T: +91 (22) 66691500, F: +91 (22) 66547804 / 07

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)



Balaji Telefilms Limited

CIN-L99999MH1994PLC082802

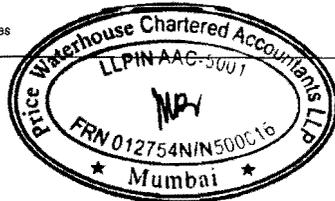
Regd Off: C-13, Balaji House, Dalia Industrial Estate, New Link Road, Andheri (West), Mumbai 400053

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

Website : www.balajitelefilms.com

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018					₹ in Lacs
Sr. No.	Particulars	3 months ended	Preceding	Corresponding	Previous Year
		30-06-2018	3 months ended	3 months ended	Ended
		(Un-audited)	31-03-2018 (Un-audited) (Refer Note 2)	30-06-2017 (Un-audited)	31-03-2018 (Audited)
1	Income				
	a) Revenue from Operations	12,344.38	9,373.88	14,464.72	41,331.79
	b) Other Income	541.63	391.58	362.39	1,902.65
	Total Income	12,886.01	9,765.46	14,827.11	43,234.44
2	Expenses				
	a) Cost of Production / Acquisition and Telecast Fees	11,409.17	3,631.53	9,226.98	30,145.98
	b) Changes in inventories	167.39	3,885.70	2,019.89	2,227.72
	c) Marketing and Distribution Expense	1,288.32	1,189.48	2,853.44	5,518.89
	d) Employee Benefits Expense	901.56	741.24	843.74	3,114.49
	e) Finance Costs	1.02	4.88	0.03	5.00
	f) Depreciation and amortisation expense	430.97	436.27	434.32	1,770.62
	g) Other Expenses	1,375.94	1,858.63	1,000.47	5,503.02
	Total Expenses	15,574.37	11,747.73	16,378.87	48,285.72
3	(Loss) before share of net (loss)/profit of associates, exceptional items and tax (1-2)	(2,688.36)	(1,982.27)	(1,551.76)	(5,051.28)
4	Share of (Loss) / Profit of associates	-	-	(0.05)	(0.05)
5	(Loss) before exceptional items and tax (3+4)	(2,688.36)	(1,982.27)	(1,551.81)	(5,051.33)
6	Exceptional items (Refer Note 5)	-	-	-	905.07
7	(Loss) Before Tax (5-6)	(2,688.36)	(1,982.27)	(1,551.81)	(5,956.40)
8	Tax Expenses:				
	a) Current tax	39.79	393.96	623.11	1,309.38
	b) Deferred tax	(25.31)	601.75	(54.56)	(1,771.77)
	c) Short / (Excess) Provision for Tax in respect of earlier years	-	410.85	221.84	(860.69)
	Total tax expenses	14.48	1,406.56	790.39	(1,323.08)
9	(Loss) after tax (7-8)	(2,702.84)	(3,388.83)	(2,342.20)	(4,633.32)
10	Other Comprehensive Income (OCI)				
	(i) Items that will not be reclassified to Profit or Loss				
	(a) Remeasurements of the defined benefit liabilities / (asset)	(3.06)	(0.26)	(3.66)	(12.46)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0.50	(1.29)	1.09	1.97
	Total Other Comprehensive Income	(2.56)	(1.55)	(2.57)	(10.49)
11	Total Comprehensive Income for the year (9+10)	(2,705.40)	(3,390.38)	(2,344.77)	(4,643.81)
	(Loss) for the period attributable to:				
	-Owners of the Company	(2,699.39)	(3,270.73)	(2,324.99)	(4,515.26)
	-Non-controlling interest	(3.45)	(118.10)	(17.21)	(118.06)
	Total Comprehensive Income for the period attributable to:	(2,702.84)	(3,388.83)	(2,342.20)	(4,633.32)
	-Owners of the Company	(2,56)	(1,55)	(2,57)	(10,49)
	-Non-controlling interest	-	-	-	-
	Total Comprehensive Income for the period attributable to:	(2,701.95)	(3,272.28)	(2,327.56)	(4,525.75)
	-Owners of the Company	(3,45)	(118,10)	(17,21)	(118,06)
	-Non-controlling interest	-	-	-	-
	Total Comprehensive Income for the period attributable to:	(2,705.40)	(3,390.38)	(2,344.77)	(4,643.81)
12	Paid-up Equity Share Capital (Face Value ₹ 2/- each)	2,022.61	2,022.61	1,518.61	2,022.61
13	Other Equity	-	-	-	83,263.58
14	Earnings / (Loss) Per Share (EPS) Basic and Diluted attributable to owners of the Company (in ₹)	(2.67)	(3.23)	(3.06)	(4.95)

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED					₹ in Lacs
Sr. No.	Particulars	3 months ended	Preceding	Corresponding	Previous Year
		30-06-2018	3 months ended	3 months ended	Ended
		(Un-audited)	31-03-2018 (Un-audited) (Refer Note 2)	30-06-2017 (Un-audited)	31-03-2018 (Audited)
1	Segment Revenue				
	a) Commissioned Programs	7,001.31	7,655.36	9,431.72	32,421.03
	b) Films	6,804.21	2,279.99	5,732.40	11,172.47
	c) Digital	578.42	365.65	80.47	683.74
	Total	14,383.94	10,301.00	15,244.59	44,277.23
	Less: Inter Segment Revenue	(2,039.56)	(927.12)	(779.87)	(2,945.44)
	Total Net Sales/ Income from Operations	12,344.38	9,373.88	14,464.72	41,331.79
2	Segment Results				
	Profit Before Tax and interest from each Segment				
	a) Commissioned Programs	(210.12)	2,631.86	1,787.49	7,061.91
	b) Films	956.47	1,113.79	135.98	1,823.88
	c) Digital	(1,627.74)	(863.04)	(3,203.03)	(6,971.12)
	Total	(881.39)	2,882.61	(1,279.57)	1,914.68
	Less: (i) Finance Costs	1.02	4.88	0.03	5.00
	(ii) Other Unallocable Expenditure	2,347.58	5,026.05	634.56	9,768.67
	(iii) Unallocable Income	(541.63)	(166.05)	(362.40)	(1,902.64)
	(iv) Share of (Loss) / Profit of associates	-	-	(0.05)	(0.05)
	(Loss) before tax	(2,688.36)	(1,982.27)	(1,551.81)	(5,956.40)
3	Segment Assets				
	a) Commissioned Programs	12,638.30	12,592.44	18,889.24	12,592.44
	b) Films	13,006.76	11,650.70	13,403.46	11,650.70
	c) Digital	8,568.63	8,452.51	4,997.35	8,452.51
	Total Segment Assets	34,213.69	32,695.65	37,290.05	32,695.65
	d) Unallocable Assets	61,362.89	62,219.15	21,845.06	62,219.15
	Total	95,576.58	94,914.80	59,135.11	94,914.80
4	Segment Liabilities				
	a) Commissioned Programs	5,662.17	4,146.76	7,083.85	4,146.76
	b) Films	3,686.37	345.64	1,086.34	345.64
	c) Digital	1,766.39	1,901.03	2,125.35	1,901.03
	Total Segment Liabilities	11,114.93	6,393.43	10,295.54	6,393.43
	d) Unallocable Liabilities	1,681.27	3,561.52	817.32	3,561.52
	Total	12,816.20	9,954.95	11,112.86	9,954.95
5	Capital employed				
	a) Commissioned Programs	6,956.13	8,445.68	11,805.39	8,445.68
	b) Films	9,320.39	11,305.06	12,317.12	11,305.06
	c) Digital	8,802.24	6,551.48	2,872.00	6,551.48
	d) Unallocable Assets less Liabilities	59,681.62	56,657.62	21,027.74	58,657.62
	Total	82,760.38	84,959.85	48,022.25	84,959.85



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Notes:

1. Financial results of the subsidiary companies, Balaji Motion Pictures Limited (BMPL), Chhayabani Balaji Entertainment Private Limited (CBEPL), Marinating Films Private Limited (MFPL), ALT Digital Media Entertainment Limited (ALT) (together referred as 'the Group') and share of the associate entities, IPB Capital Advisors LLP (IPB) and Indus Balaji Education Capital Advisors LLP (INDUS) have been consolidated with those of Balaji Telefilms Limited ('the Company').
2. The figures for the last quarter of the financial year ended March 31, 2018 are 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.
3. The Ministry of Corporate Affairs (MCA), on March 28, 2018, notified Ind AS 115 "Revenue from Contracts with Customers" as part of the Companies (Indian Accounting Standards) Amendment Rules, 2018. The new standard is effective for accounting periods beginning on or after April 1, 2018. In certain contracts with its customers for commissioned sales, it has been assessed that the Group is acting as a contracted producer of television and digital serials and therefore, proportionate revenue is to be recognised for shows produced but not telecast/delivered together with their related costs. Till March 31, 2018, the Group recognised revenue based on telecast/delivery as applicable of the television and digital serials to its customers. This change in accounting resulted in an increase in opening reserves of ₹ 129.09 lacs, which has been accounted for on April 1, 2018.
The Group enters into certain contracts for digital content with its customers where it does not have any continuing involvement subsequent to delivery of content. The Group has identified separate performance obligations within the contract and revenue is recognised on fulfillment of each such performance obligation. Till March 31, 2018, the Group recognised revenue on such contracts on a straight line basis over the period of the contract. This change in accounting resulted in an increase in opening reserves of ₹ 289.29 lacs, which has been accounted for on April 1, 2018.
The figures for the corresponding periods have not been restated since the Company has applied the modified retrospective approach in adopting the new standard.
4. The Company has adopted the employee stock option plan by the name of Balaji Telefilms ESOP, 2017. The scheme has received in principal approval from BSE and NSE on April 13, 2018 and April 26, 2018 respectively. Under this scheme the Company has granted 1,663,734 and 2,125,239 stock options on dates May 19, 2018 and June 20, 2018 respectively to the employees of the Company and two of its wholly owned subsidiaries. The above grant of options have been accounted as per Ind AS 102 "Share-based payment" in these results.
5. Pursuant to action under Section 132 of the Income-tax Act, 1961 during the financial year 2013-14, the Company filed Return of Income u/s 153A for the respective years from FY 2006-07 to FY 2013-14. Income Tax Department completed the assessment thereof u/s 143(3) read with Section 153A in the financial year 2015-16. However, since there were differences in the original returns filed u/s 139(1) and those filed u/s 153A for the respective years, orders levying penalty were passed. The Company succeeded in cancelling the penalty for one of the years. Penalty proceedings for other years is still pending for disposal before the Income-tax Appellate Tribunal, Mumbai. The Order u/s 132B dated September 27, 2017 is received by the Company. The Company, as a matter of abundant precaution, has adjusted the net penalty amount against the advance tax balance appearing in the books and the resultant charge (net of interest on refund due) amounting to ₹ 905.07 lacs is debited to the Statement of Profit and Loss and disclosed under Exceptional Items in the Financial Results for the year ended March 31, 2018.



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6. 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 August 10, 2018.
7. The said results of the Company are available on the website of the Company at www.balajitelefilms.com and may also be accessed on the website of BSE Ltd. at www.bseindia.com and National Stock Exchange of India at www.nseindia.com.

By Order of the Board
For Balaji Telefilms Limited


Jeetendra Kapoor
Chairman

Place: Mumbai
Date: August 10, 2018



Price Waterhouse Chartered Accountants LLP

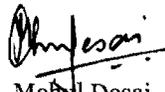
The Board of Directors
Balaji Telefilms Limited
C-13, Balaji House
Dalia Industrial Estate
Opp. Laxmi Industrial Estate
New Link Road, Andheri (West)
Mumbai – 400 053

1. We have reviewed the unaudited consolidated financial results of Balaji Telefilms Limited (the "Company"), its subsidiaries and associates (hereinafter referred to as the "Group") for the quarter ended June 30, 2018 which are included in the accompanying "Statement of Unaudited Consolidated Financial Results for the Quarter ended June 30, 2018" (the "Statement"). The Statement has been prepared by the Company's Management pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. The Statement is the responsibility of the Company's Management and has been approved by its Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement.
3. A review is limited primarily to inquiries of group personnel and analytical procedures applied to group's financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. We did not review the financial results of two associates considered in the preparation of the Statement and which constitute total comprehensive income of Rs. Nil for the quarter ended June 30, 2018. These financial results have been furnished to us by the Management, and our conclusion on the Statement insofar as it relates to the amounts and disclosures included in respect of these associates, is based solely on such financial results.
5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement
6. We draw attention to following matter:

The consolidated financial results of the Group for the quarter ended June 30, 2017 were reviewed by another firm of Chartered Accountants who issued their unmodified conclusion, vide their report dated August 10, 2017.

Our conclusion is not qualified in respect of this matter.

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



Mehul Desai
Partner
Membership Number: 103211

Mumbai
Date: August 10, 2018

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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)



Balaji Telefilms Ltd.

Quarterly Performance Report

Q1 FY19

3 new shows launched on TV, VDW was a hit, Strong growth in Digital



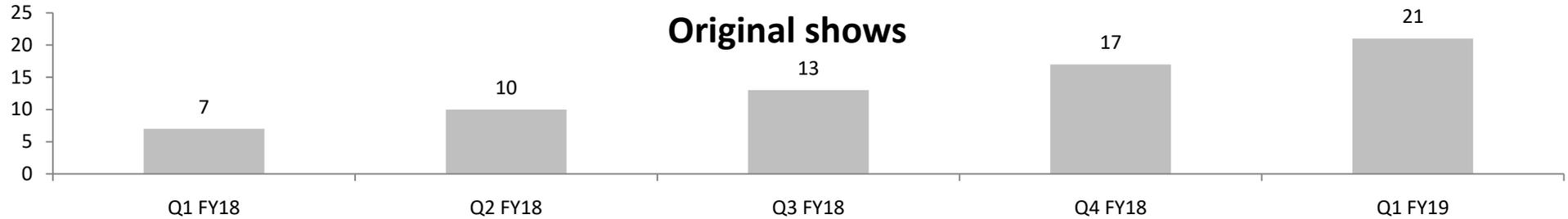
Balaji's Momentum remains strong in Q1 FY 19 with a strong outlook for the rest of the year. # 1 in TV content. Veere Di Wedding (VDW) in the Top 4 Hindi movies launched in this quarter. 7x growth in revenues for ALT

- **In the TV Content business, Balaji Telefilms is the #1 producer for Prime Time Hindi GEC . We had three new show launches in the quarter, across the major broadcasters**
 - **Naagin 3** returning back to become **#1 weekend show**
 - **Dil Hi To Hai** launched on SONY, Balaji has retained Intellectual Property rights for this show and will be showcasing the same on ALTBalaji
 - **Qayamat Ki Raat** on Star Plus, bringing back the horror genre to prime time weekend programming
- **Kundali Bhagya and Kumkum Bhagya** continue to be the **#1 and # 2 shows on weekday prime time**. TV business programming hours were at **170 hours for the quarter at Rs 0.34 cr / hour realisations**
- **In the Movie business, Veere De Wedding with overall gross collection of Rs 143 cr won critical acclaim for its Women themed bold subject and is the Top 4 grosser this year amongst Hindi movies**
- **In the OTT space, ALT stood tall, with 75 % growth in subscribers and a 7 x growth in Q1 vs previous year**
 - **2.1m paid users added in Q1 FY19 vs 1.2m added in FY18** (excluding Reliance Jio Platform users)
 - **Number 1 destination for original digital shows. 21 Original shows** (excluding Kids and Comedy short clips). Content also dubbed in regional languages (Tamil, Telugu and Malayalam and soon in Arabic, Bahasa Indonesia and Bahasa Malaysia)
 - **Digital revenues continue to scale exponentially** - ALTBalaji Q1 FY19 at Rs 5.8cr. Q1 FY19 revenue 7x Q1 FY 18, Digital revenue without impact of IND-AS 115 at Rs 7.1 cr
 - **Strengthened ALTBalaji partnerships and alliances** – integration underway with Airtel DTH, Yupp TV, ShareIT and Times Internet to name a few domestically and XL Axiata (Indonesia), Dialog (Sri Lanka) and Celcom (Malaysia) internationally
 - **Gandii Baat** a show based on urban stories from rural India launched during the quarter **has performed exceedingly well** across platforms with over 800k average views per week

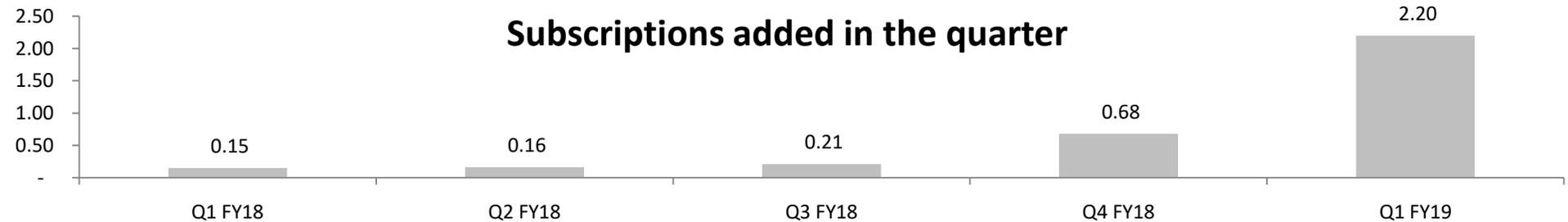
Note : All data as of 30th June 2018

1. Paid user count does not includes users on Reliance Jio

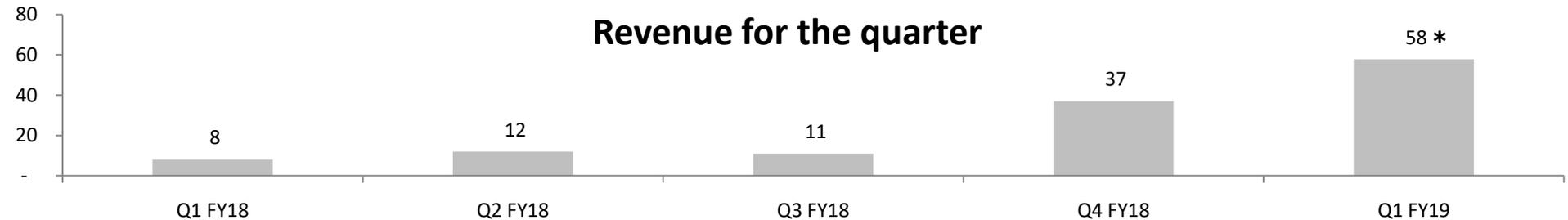
ALTBalaji growing exponentially as the internet spreads in the country



Non linear relation between growth in library and subscription growth



Growth Driven by diversified revenue model (Pay per watch / Minimum Guarantees)



Note :

1. Subscriptions and revenue figure in Millions . Subscription count does not includes Reliance Jio platform users
2. Q1 FY19 Revenues without the impact of IND AS 115 (Revenue from Contracts with Customers) was at Rs 71.3 million



INKSPELL AWARDS



SOCIAL SAMOSA



Social Samosa
@Social_Samosa

Follow

#[SAMMIE2018](#): @altbalaji bags a Silver in the Media, OTTs category!

Congratulations! Keep providing us with original and exclusive content always!

APP OF THE DAY



Compelling hit content across target groups ...



FAVOURITE SHOWS



YOUNGER

AGE GROUP
WATCHING

38

MINUTES

PER USER PER DAY



FAVOURITE SHOWS



OLDER

AGE GROUP
WATCHING

45

MINUTES

PER USER PER DAY

With more hit content coming soon ... the show has just begun



Karrle Tu Bhi Mohabbat S3

Kehne Ko Humsafar Hain S2 **The Family** Ek Hi Bhool

Dev DD S2 NOORJAHAN

Fitrat **Haq Se S2**

Puncchbeat **Home** The Verdict - State v/s Nanavati

Mentalhood HUM - I'm because of us

Baby Come Naa! **FCUK Hero Varrdiwala**

Mangalyaan **Mint** **Frenemies**

Gandii Baat S2 Broken **Mint** Toxic

The Great Indian Dysfunctional Family

Apharan **Ghost Who Bombs**

Kal Se Daaru Band **Kasam** Kaun Banegi BOBBY ki Dulhaniya

ALTBalaji is the Number 1 destination for originals

We account for nearly 16% of India's prime time GEC TV ratings



Broadcaster	Show Name	Time	Schedule	Notes
	Kasam Tere Pyaar Ki	18.00 - 18.30	Monday to Friday	Ended in July 2018 after over 2 years on air
	Chandrakanta	20.00 – 21.00	Saturday to Sunday	Finite fiction show came to an end in June, making way for Naagin 3
	Naagin 3	20.00 – 21.00	Saturday to Sunday	Launched in June - # 1 show on weekends
	Kumkum Bhagya	21.00 - 21.30	Monday to Friday	# 2 weekday fiction show in 2018
	Kundali Bhagya	21.30 - 22.00	Monday to Friday	# 1 weekday fiction show in 2018
	Ye Hai Mohabbatein	22.30 - 23.00	Monday to Friday	Moved to a new slot during the quarter
	Qayamat Ki Raat	19.00 – 20.00	Saturday to Sunday	Horror genre on weekends
	Dil Hi To Hai	22.00 – 22.30	Monday to Friday	Restarted programming on SONY after a gap of 4years

Shows expected in Q2



Kasautii Zindagii Kay – 2

Launching in September

3 new launches on TV – margins to improve as shows stabilise

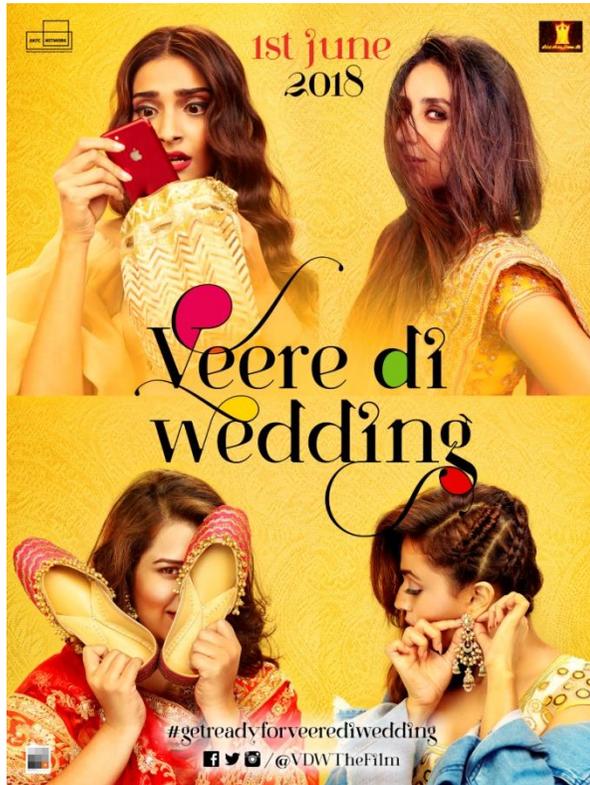


Particulars	QoQ change	YoY change	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Full Year FY18
Programming Hours	7%	-29%	170.5	160	179	240	240	819
Revenue (Rs Cr)	8%	-29%	57.34	53.2	59.4	77.6	80.4	270.6
Realisation / Hour (Rs Cr)	3%	0%	0.34	0.33	0.33	0.32	0.34	0.33
Gross Margin (Rs Cr)	-96%	-97%	0.72	16.5	22.5	18.9	22.4	80.3
Gross Margin / Hour (Rs Cr)	-96%	-96%	0.004	0.10	0.13	0.08	0.09	0.10
Gross Margin %	-3000bps	-2700bps	1.2%	31.0%	37.9%	24.4%	27.9%	29.7%

Note : Only includes commissioned programs

- **8 shows were running during the quarter** - 3 new high impact launches during the quarter and 5 ongoing shows
 - **Naagin 3 on Colors** – A great hit and created 4x increase in viewership for that slot
 - **Dil Hi to Hai on SONY** – Balaji has retained the digital rights for the show and is available exclusively on ALTBalaji
 - **Qayamat Ki Raat on Star Plus** – Return of Horror genre on weekends, had a very strong opening
- **Realisation per hour continue to remain steady at Rs 0.34 cr per hour**
- **Gross margins this quarter impacted as three new shows were launched** during the quarter. Balaji Telefilms follows a strategy of launching high cost and high impact initial episodes. The costs moderate as the show stabilizes resulting in better margins in later quarters for the show. IND AS -115 (Revenue from Contracts with Customers) resulted in negative impact on gross margins of Rs 2.5cr . **Full year margins to remain in line with previous years.**

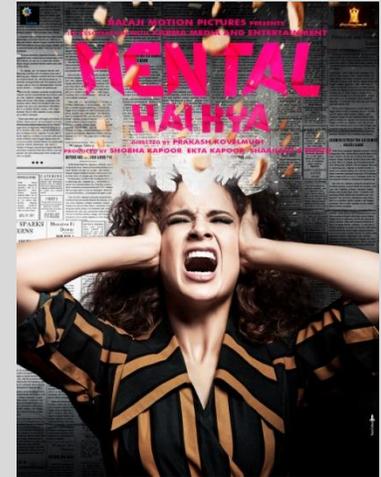
Veere Di Wedding was a hit ... 2 more movies expected during the year



Veere Di Wedding released 1st June

Gross collections Rs 143 cr

2 entertaining movies yet to come





Financials

Financial Highlights



Television and Movie Business (Standalone business)

- **Revenue at Rs 133.7 cr comprising of Rs 67.9 cr from content production and Rs 65.8 cr from movies**
 - On QoQ basis revenues were up 50% on account of revenue from movies. Q4 FY18 had no releases vs. current quarter which had 1 release – Veere Di Wedding. TV production revenues remained flat across the two quarters
 - On a YoY basis revenues were down 12% on account higher revenues in the TV segment in Q1 FY18 which had 240 programming hours vs 170.5 programming hours in the current quarter.
- **EBITDA at Rs (0.9) cr, TV EBITDA at (6.9) cr and Movies at Rs 6.0 cr**
 - EBITDA is down primarily on account of new show launched in the TV business.
 - **Q1 FY19 had 3 new shows launched resulting in higher initial costs for the shows.** We follow a strategy of launching high cost and high impact initial episodes and recover these costs as the show progresses. Full year margins to remain in line with previous years.
 - **All marketing and distribution expenses related to Veere Di Wedding were expensed in the quarter**, however certain confirmed revenues on account of sale of satellite and digital rights that have been agreed but will only be accounted later once the movie is broadcast / released on the internet. This will result in **incremental EBITDA being accounted in subsequent quarters**
- **Net loss at Rs (1.2) cr.**
 - Loss includes an amount of Rs 2.5 cr on account of implementation of Ind AS 115 "Revenue from Contracts with Customers". This is a one time impact due to the adoption of this accounting standard

ALTBalaji

- **ALTBalaji showing very strong revenue and subscription growth.** Q1 FY 19 revenues at Rs 5.8 cr vs Rs 0.80 cr in Q1 FY18 and full year FY 18 was Rs 6.8 cr, however if we were to remove the impact of IND-AS 115 the **revenue for ALTBalaji this quarter was at Rs 7.1 cr which is more than entire FY18 revenue of Rs 6.8 cr**

Investments

- Total value of investments in mutual fund held across the Group as on 30th June 2018 was at Rs 428 cr

BTL Standalone Financial Performance (TV + Movie Production)



Particulars (Amounts in INR Cr)	Q1 FY19	Q4 FY18	Q1 FY18	FY18
Total Income from operations	133.7	89.0	151.6	416.6
Cost of Production	122.4	61.3	124.9	315.1
Gross Margin	11.3	27.6	26.7	101.5
Gross Margin %	8%	31%	18%	24%
Employee Benefits Expense	3.6	3.9	4.2	16.0
Other Expenses	8.6	8.8	5.3	32.5
EBITDA	(0.9)	14.9	17.3	53.1
EBITDA Margin %	-1%	17%	11%	13%
Depreciation and amortisation expense	3.1	3.2	3.6	13.9
Other Income	2.9	6.0	2.0	16.6
Exceptional Items	-	-	-	9.1
Profit / Loss Before Tax	(1.1)	17.6	15.6	46.7
Tax Expenses	0.1	13.8	8.3	30.4
Net Profit / Loss After Tax	(1.2)	3.8	7.3	16.3
Other Comprehensive Income	(0.0)	0.0	(0.0)	(0.0)
Total Comprehensive Income	(1.2)	3.9	7.3	16.3

Note : numbers may not add up due to rounding

BTL Consolidated Financial Performance



Particulars (Amounts in INR Cr)	Q1 FY19	Q4 FY18	Q1 FY18	FY18
Total Income from operations	123.4	93.7	144.6	413.3
Cost of Production	115.8	75.2	112.5	323.7
Gross Margin	7.7	18.6	32.2	89.6
Gross Margin %	6%	20%	22%	22%
Marketing and Distribution	12.9	11.9	28.5	55.2
Employee Benefits Expense	9.0	7.4	8.4	31.1
Other Expenses	13.8	18.6	10.0	55.1
EBITDA	(28.0)	(19.4)	(14.8)	(51.8)
EBITDA Margin %	-23%	-21%	-10%	-13%
Depreciation and amortisation expense	4.3	4.4	4.3	17.7
Other Income	5.4	3.9	3.6	19.0
Exceptional Items	-	-	-	9.1
Loss Before Tax	(26.9)	(19.8)	(15.5)	(59.6)
Tax Expenses	0.1	14.1	7.9	(13.2)
Loss After Tax	(27.0)	(33.9)	(23.4)	(46.3)
Other Comprehensive Income	(0.0)	(0.0)	(0.0)	(0.1)
Total Comprehensive Income	(27.1)	(33.9)	(23.4)	(46.4)

Note : numbers may not add up due to rounding

Legal Entity wise performance : Q1 FY19



Particulars (In Rs cr)	BTL (TV + Movie Production)	BMPL (Movie Distribution)	ALT (Digital)	MFPL	CBEPL	Eliminations	Consol
Net Sales / Income from Operations	133.2	2.3	5.8	1.1	1.0	20.4	123.0
Other Operating Income	0.4						0.4
Total Income	133.7	2.3	5.8	1.1	1.0	20.4	123.4
Cost of Production	112.2		18.6	1.1	1.0	(17.0)	115.8
Marketing and Distribution Expenses	10.2		2.7				12.9
Staff Cost	3.6	0.3	3.5			1.6	9.0
Finance Cost		0.1				(0.1)	
Depreciation	3.1		1.2				4.3
Other Expenditure	8.6	0.2	8.8			(3.9)	13.8
Total Expenditure	137.6	0.7	34.7	1.1	1.0	(19.4)	155.7
Profit / (Loss) from Operation Before Other Income	(4.0)	1.6	(28.9)	0.1	(0.1)	1.0	(32.3)
Other Income	2.9		2.5	1.4		1.4	5.4
Profit/(loss) before tax & exceptional items	(1.1)	1.6	(26.4)	1.5	(0.1)	2.5	(26.9)
Profit / (Loss) from Ordinary Activities Before Tax	(1.1)	1.6	(26.4)	1.5	(0.1)	2.5	(26.9)
Tax Expenses	0.1						0.1
Net Profit / (Loss) from continuing operations	(1.2)	1.6	(26.4)	1.5	(0.1)	2.5	(27.0)

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 2 years, 75% of the cost in the first year and 25% in the second year
- Acquired content is amortised over license period



Thank You

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