

Eros International Media Track Record

Name of the Issuer: Eros International Media Limited

1	Type of issue (IPO/ FPO)	IPO
2	Issue size (Rs crore)	350
3	Grade of issue alongwith name of the rating agency	
	Name	Credit Analysis and Research Limited
	Grade	4 / 5 indicating above average fundamentals
4	Subscription level (number of times)	24.52
	Source: Final post issue monitoring report dated October 13, 2010	
	Note: The above figures are after technical rejections, cheque returns and spill overs	

5 QIB holding* (as a % of total outstanding capital)

Particulars	%
(i) allotment in the issue ¹	13.1%
(ii) at the end of the 1st Quarter immediately after the listing of the issue ²	10.2%
(iii) at the end of March 31, 2011 ²	11.1%
(iv) at the end of March 31, 2012 ²	10.3%
(v) at the end of March 31, 2013 ²	12.3%

Source: ⁽¹⁾ Basis of allotment ⁽²⁾ Clause 35 reporting to Stock exchanges

* QIB Holding disclosed represents the sum of the "Institutions" category in the reporting made under Clause 35

6 Financials of the issuer

Parameters	in Rs. crs		
	March 31, 2011	31-Mar-12	31-Mar-13
Income from operations	706.97	943.88	1,067.95
Net Profit for the period	117.23	147.84	155.81
Paid-up equity share capital	91.41	91.74	91.92
Reserves excluding revaluation reserves	577.50	742.87	894.58

Source: Clause 41 reporting to Stock Exchanges

on a consolidated basis

7 Trading status in the scrip of the issuer

(i) at the end of 1st FY (March 31, 2011)	Frequently traded
(ii) at the end of 2nd FY (March 31, 2012)	Frequently traded
(iii) at the end of 3rd FY (March 31, 2013)	Frequently traded

Company's Equity Shares are listed on both the BSE Limited and the National Stock Exchange of India Limited.

8 Change, if any, in directors of issuer from the disclosures in the offer document*

Particulars	Name of the Director	Appointed / Resigned
(i) During the year ending March 31, 2011	NIL	NIL
(ii) During the year ending March 31, 2012	Ms Jyoti Deshpande	Resigned
(iii) During the year ending March 31, 2013	Ms Jyoti Deshpande	Appointed

* Source: BSE and NSE

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9 Status of implementation of project/ commencement of commercial production

(i) As disclosed in the Offer Document and (ii) Actual Implementation

As disclosed in the Offer Document			Actual Release
Project Name (as per Prospectus)	Star Cast	Tentative Release	
Untitled	Shah Rukh Khan	Fiscal 2012	Fiscal 2012
Anjaana Anjaanee	Ranbir Kapoor, Priyanka Chopra	Fiscal 2011	Fiscal 2011
Desi Boyz	To be finalised	Fiscal 2012	Fiscal 2012
Untitled	Saif Ali Khan	Fiscal 2012	Fiscal 2012
Haapus	Makarand Anaspure, Shivaji Satam	Fiscal 2011	Fiscal 2011
Shodh	To be finalised	Fiscal 2011	Not Released (refer note in 9(iii) below)
Phakt Ladh Mhana	Sachin Khedekar, Bharat Jadhav, Makarand Anaspure	Fiscal 2012	Not Released (refer note in 9(iii) below)
Murattu Kalai	Sundar C., Sneha, Vivek	Fiscal 2011	FY13
Arjunan Kaadhal	Jai, M.S. Bhaskar, Kancha Karuppu, Santhanam	Fiscal 2011	Not Released (refer note in 9(iii) below)
Krishna Leelai	Jeevan, Vadivelu	Fiscal 2011	Not Released (refer note in 9(iii) below)

(iii) Reasons for delay in implementation, if any

Note: Due to delay in certain regional projects, proceeds were utilized towards part production of two other Hindi films, viz. Teri Meri Kahani and Cocktail

10 Status of utilization of issue proceeds

(i) As disclosed in the offer document

Rs. Crores

Description	FY11
Acquiring and co-producing Indian films including primarily Hindi language films as well as certain Tamil and other regional language films	280.00
General corporate purposes	38.54
Total (Net Issue Proceeds)	318.54

(ii) Actual utilization*

Rs. Crores

Description	FY11	FY12	FY13**
Acquiring and co-producing Indian films including primarily Hindi language films as well as certain Tamil and other regional language films	176.36	300.74	NA
General corporate purposes	15.72	17.80	NA
Total	192.08	318.54	-

*Source: Clause 41 reported to Stock exchanges

** NA - Not Applicable as the Issue proceeds were completely used by FY12

(iii) Reasons for deviation, if any

Certain film projects were delayed and payments for such film projects had been made against the progress of film production

Source: Company

11 Comments of monitoring agency, if applicable

Not Applicable, as issue size is less than Rs 500 cr

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12 Price- related data

Issue price (Rs): 175

Price parameters	At close of listing day (6-Oct-10)	At close of 30th calendar day from listing day (4-Nov-10)	At close of 90th calendar day from listing day (3-Jan-11)	As at the end of March 31, 2011		
				Closing price	High (during the FY)	Low (during the FY)
Market Price	190.05	192.10	162.40	138.90	217.70	124.30
Index (of the Designated Stock Exchange): - BSE	20,543.08	20,893.57	20,561.05	19,445.22	21,108.64	17,295.62
Sectoral Index	Not applicable					

Price parameters	As at the end of March 31, 2012			As at the end of March 31, 2013		
	Closing price ¹	High (during the FY)	Low (during the FY)	Closing price ²	High (during the FY)	Low (during the FY)
Market Price	181.15	277.00	136.35	173.10	235.05	153.05
Index (of the Designated Stock Exchange): - BSE	17,404.20	19,811.14	15,135.86	18,835.77	20,203.66	15,748.98
Sectoral Index	Not applicable					

¹ Closing price for March 30, 2012 considered as March 31, 2012 was a Saturday

² Closing price for March 28, 2013 considered, being the last trading day for FY 2013

13 Basis for Issue Price and Comparison with Peer Group & Industry Average

Accounting ratio	Name of company	As disclosed in the offer document - FY10	At the end of FY11^	At the end of FY12^	At the end of FY13^
EPS (in Rs.)	Issuer (on standalone basis):	7.23	8.52	12.00	12.71
	Peer Group:				
	UTV Software Communications Limited	13.9	33.00	*	*
	Industry Avg:	NA	NA	NA	NA
P/E	Issuer (on standalone basis):	24.2	16.30	15.10	13.62
	Peer Group:				
	UTV Software Communications Limited	19.9	21.9	*	*
	Industry Avg:	101.25	19.3	19.4**	23.3**
RoNW (%)	Issuer (on standalone basis):	31.60	12.47	16.39	15.09
	Peer Group:				
	UTV Software Communications Limited	5.7	5.7	*	*
	Industry Avg:	NA	NA	NA	NA
NAV per share in Rs.)	Issuer (on standalone basis):	22.89	68.79	73.02	84.43
	Peer Group:				
	UTV Software Communications Limited	244.7	277.70	*	*
	Industry Avg:	NA	NA	NA	NA

^Source: Standalone audited financial statements for Issuer; For peer group and industry average, values taken from Capital Markets, Volume XXVI/09 dated Jun 27 – Jul 10, 2011 (Industry-Entertainment/ Electronic media software) for FY11, from Capital Markets, Volume XXVII/10 dated Jul 9 – Jul 22, 2012 (Industry-Entertainment/ Electronic media software) for FY12, and from Capital Markets Volume XXVIII/10 dated Jul 8 - Jul 21, 2013 (Industry - Entertainment/ Electronic Media Software)

** Based on unaudited financial information for certain companies

Note: Key ratios for the Issuer has been calculated as below

(i) EPS - Diluted EPS as reported by the Company in its Annual Report.

(ii) P/E - Closing Price as of March 31 of each year sourced from BSE/ EPS

(iii) RoNW - Net Profit After Tax excluding extraordinary income/ Net Worth excluding revaluation reserve and preference share capital at the end of the year

(iv) NAV per share - Net worth excluding revaluation reserve at the end of the year/ Number of Basic weighted average equity shares outstanding at the end of the year

* delisted wef March 16, 2012

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14 Any other material information

Note:

Particulars	Date
Eros International signs a multi-film television syndication deal worth Rs. 64 crore with Zee Entertainment's television network	15-Oct-10
<p>The members of the Company by way of Postal Ballot have passed the following Special Resolutions with the requisite majority.</p> <p>1. To revise the terms of "ESOP 2009" scheme of the Company by revising Fair Market Value from Rs. 200/- per share to Rs. 175/- per share and accordingly to re-price the option price of the unexercised Employee Stock Options (ESOPs) issued under the 'ESOP 2009' scheme.</p> <p>2. To extend the benefits of the "ESOP 2009" scheme of the Company to such present and future permanent employees including Directors of such subsidiary Companies of the Company, as may be decided by the Board of Directors of the Company.</p>	22-Dec-10
<p>The Company has received Credit Analysis & Research (CARE) ratings as below:</p> <p>For the proposed NCD issuances aggregating to Rs. 200 crore having tenure ranging between one to two years, the Company has received a CARE rating of 'CARE A+' [Single A Plus] signifying that the instrument carries low credit risk and offers adequate safety for timely servicing of debt obligations.</p> <p>For the issue of commercial paper / short term debt up to Rs. 100 crore having maturity not exceeding one year, CARE has assigned a 'PR1+' (PR One Plus) rating which is highest rating for short term debt instrument, denoting that this instrument carries the lowest credit risk and strong capacity for timely payment of the short term debt obligations.</p>	1-Apr-11
Eros International digitizes and catalogues its entire movie library and setting up an in-house digital asset management platform. It is deploying Prime Focus Technologies' CLEAR platform for the same	15-Apr-11
Ricky Ghai appointed as Chief Executive Officer of EROS Digital (digital and new media arm of Eros International Plc)	13-May-11
Eros International has tied up with IP Avenue to provide personalised entertainment through wireless device "Mint Pod" developed by IP Avenue	8-Jun-11
<p>The Company has received Credit Analysis & Research (CARE) ratings as below:</p> <p>For the issue of commercial paper / Short Term Debt up to Rs. 200 crore having maturity not exceeding one year, CARE has assigned a 'CARE A1+' [CARE A One Plus] rating which is highest rating for short term debt instrument, denoting that this instrument carries the lowest credit risk and strong degree of safety for timely payment of the short term debt obligations.</p>	12-Oct-11
<p>The Remuneration Committee vide its Circular Resolution dated October 10, 2011, has allotted equity shares arising out of exercise of options granted to the employees as follows:</p> <p>(A) ESOP Scheme 1 Shares Allotted (nos): 1,47,760 Credit Confirmation received from Depositories (CDSL and NSDL) (nos) : 1,26,485 Listing Approval received from BSE & NSE (nos) : 1,26,485 FV per share (Rs.) : 10</p> <p>(B) ESOP Scheme 2 Shares Allotted (nos): 12,226 Credit Confirmation received from Depositories (CDSL and NSDL) (nos) : 12,226 Listing Approval received from BSE & NSE (nos) : 12,226 FV per share (Rs.) : 10</p> <p>(C) Total Shares Allotted (nos): 1,59,986 Credit Confirmation received from Depositories (CDSL and NSDL) (nos) : 1,38,711 Listing Approval received from BSE & NSE (nos) : 1,38,711 FV per share (Rs.) : 10</p>	1-Nov-11
Results of postal ballot for shareholder approval for payment of remuneration to Mr Kishore Lulla and revision in terms of employment of Mr Sunil Lulla	29-Dec-11
Company have issued and allotted 1,70,671 Equity Shares of Rs. 10/- each on March 01, 2012, under the Employee Stock Exchange Scheme 2009 of the Company	6-Mar-12
Eros International announces the launch of its online entertainment service "Eros Now"	16-Mar-12
Board of Directors approved incorporation of wholly owned subsidiary in Singapore for carrying on productions/ distribution of films, music etc	30-Mar-12
Company's parent company, Eros International Plc has filed registration statement with the US SEC relating to proposed initial public offering	31-Mar-12
Issue and allotted 40,863 equity shares under ESOP 2009 scheme	9-Apr-12
Awarded certificate of excellence by Inc.India	19-Apr-12
Announced the launch of its online music channel "Eros Now Music" on YouTube	12-Jun-12
Eros International announces satellite television licensing deal with COLORS' Viacom18 for new and forthcoming releases and library films to be shown exclusively on Viacom18's COLORS channel	6-Jul-12
Board of Directors of the Company has considered appointment of new Company Secretary and Compliance Officer of the Company shall inform the exchange about the same once the new appointee joins the organization	10-Aug-12
Informed that Eros and HBO will make a media statement on December 06, 2012 to announce a strategic partnership.	3-Dec-12
HBO Asia and Eros International to launch 2 Premium Television Channels in India	6-Dec-12

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Notice of Offer for Sale of an aggregate of 25,73,710 equity shares of Rs. 10 each of Eros International Media Ltd (the "Sale Shares") representing 2.8% of the equity share capital of the Company, by Promoter (the "Sellers") through a sale on the separate window provided by the BSE Ltd & NSE Ltd (the "Stock Exchanges") for this purpose. The Sale shall take place on the separate window of the Stock Exchanges and shall commence on December 20, 2012 at 9.15 a.m. and shall close on the same day at 3.30 p.m. Indian Standard Time ("Trade Date").

18-Dec-12

With reference to the Offer for Sale of Shares by Promoter, Eros Worldwide FZ LLC ("Promoter") (the "Seller") has now informed that the Floor Price for the Sale Shares shall be Rs. 200 (Rupees Two hundred only) per equity share

19-Dec-12

Eros received awards for "Top Grossing Banner" and "Excellence in International Distribution" at the Zee ETC Bollywood Business Awards 2012. Additionally, the movie "Vicky Donor" produced by the Company received the award for "Most Successful Small Budget Film".

8-Jan-13

The Company has been assigned the following ratings from CARE and CRISIL:

CRISIL rating "CRISIL A1+" for commercial paper of Rs 150 crores; CARE rating "CARE A1+" for short term bank facilities of Rs 1 crore; CARE rating "CARE A+" for non convertible debentures issue of Rs 220 crore; CARE rating "CARE A+" for long term bank facilities of Rs 393.33 crore

23-Jan-13

The Company and Endemol India announce a strategic alliance to co-produce 3 films and television content

12-Feb-13

Eros International & Multi Screen Media Private Limited (Sony Entertainment) will co-invest and co-produce Shashant Shah's "Bhajathe Raho"

13-Feb-13

The Company and HBO Asia announced distribution deals with DTH operators Dish TV & Airtel Digital TV to launch "HBO DEFINED" and "HBO HITS" in India

26-Feb-13

Source: www.bseindia.com and www.nseindia.com

Note: Further details on the above and a complete list of material information as disclosed by the Company is available on the website of the stock exchanges