

A decorative graphic on the left side of the page features two overlapping film strips. The top film strip is green and yellow, while the bottom one is red and yellow. Both strips are coiled into a spiral shape, with the word 'ROLLING' partially obscured by them.

ROLLING COLLECTION

ROLLING GROWTH



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Creating good content is at the heart of TIPS. We began with creating good content in music. We continue creating good content in films.

Content that was enjoyable and that provided wholesome entertainment for the entire family. Content that was always in tune and sync with people's tastes and times.

As the years rolled by, we became proud owners of a good collection comprising of an array of hit music and films - a collection that still reverberates through time and touches hearts of all ages, even today.

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Balance Sheet

At TIPS today, it is our catalogue that makes us stand apart in the industry.

We have the unique and enviable advantage of not only rolling out hit music and films, but also rolling our collection of music and movies across media platforms like television, radio, internet and mobile devices.

At TIPS, we have kept rolling timeless collection and made it appealing and available in every age and to every one, over all these years.

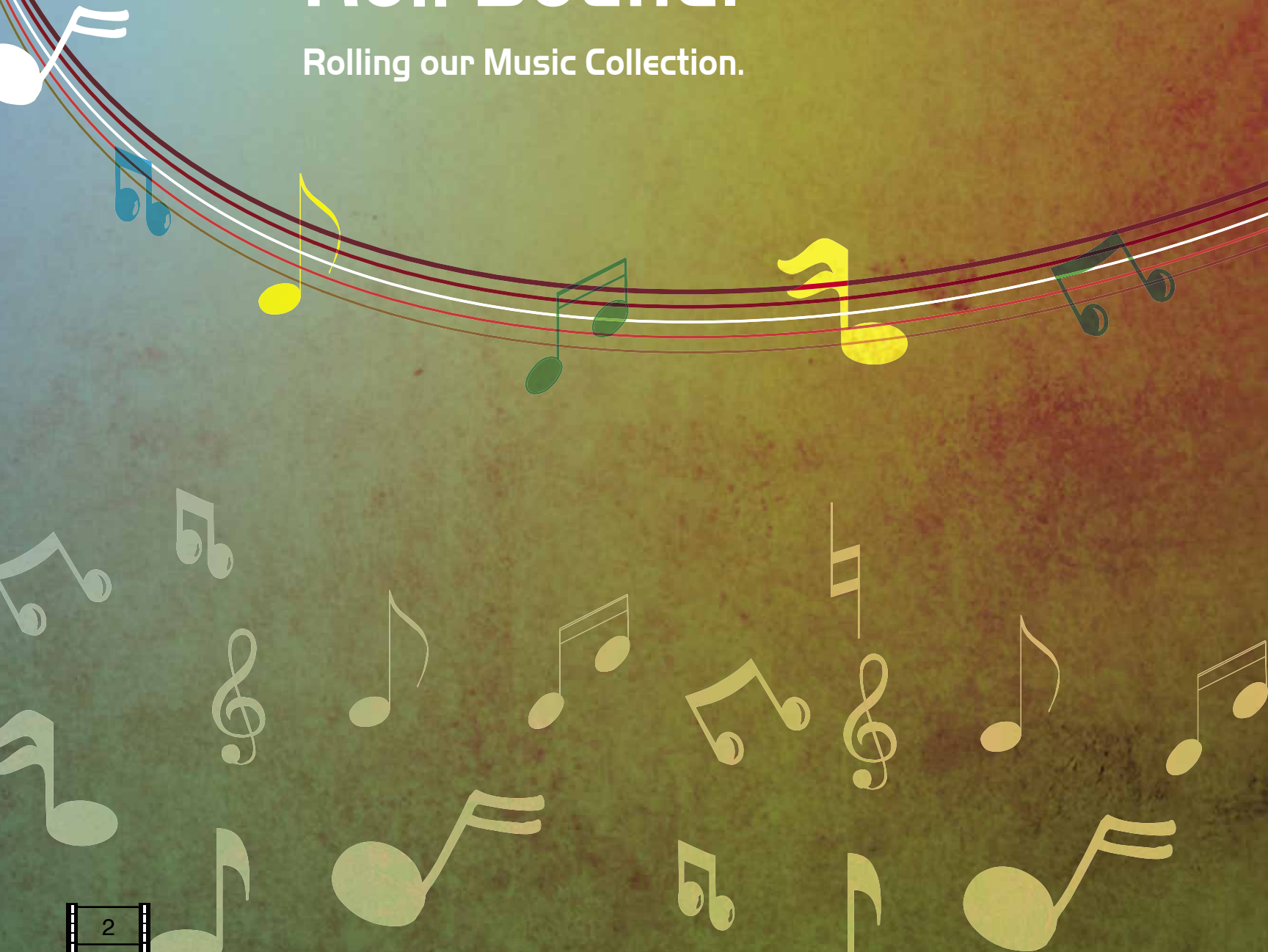
And as we continue rolling good content, as we continue rolling good collection, we are also rolling good value for all our stakeholders - from our audiences to our investors.

Roll Sound. Roll Camera. Roll Success. Roll Growth.



Roll Sound.

Rolling our Music Collection.



At TIPS, our excellent music collection ensures that we keep earning a handsome annuity income through royalty and licensing.

TIPS has a collection of over 4500 albums and 25000 tracks covering all the genres of music – from classical, pop, rock, devotional, ghazals, kids, etc., to compilations, from movies to music albums, instrumental, devotional and re-mixes across over a dozen languages like Hindi, Punjabi, Gujarati, Marathi, Sindhi, Bhojpuri, etc. And this entire collection has a unique quality – it is ever popular and ever-in-demand. Our revenues from licensing/royalty of our music collection is Rs. 3483.27 Lacs, chiefly driven by licensing from rolling of our collection.

The consumption preferences and patterns have changed radically from the humble days of radios and cassette players. Today, music has to be made available to the consumer as she wants it, how she wants it, when she wants it and where she wants it – we live in a 24/7 ALWAYS ON digital age.

At TIPS, we have been at the fore-front in digitisation.

Over 10,000 tracks from our timeless collection of music are available to our audiences in formats, platforms and devices of their choice – from Amazon to iTunes, from YouTube to Flipkart, from Saavn to Dhingana, from Mobile to Radio, Caller Ring Back Tunes, etc.

And because we have taken the lead in digitizing our music collection, we have seen our revenues increase from 24 Crores to 35 Crores over couple of years from our digital initiatives. And this is today when 3G has not been fully exploited! Imagine the potential for growth when 4G is launched this year when a full song will be downloaded almost instantly! Imagine the increase in usage and user-base as prices come down.

At TIPS, we believe that as technology advances to 4G and as tariffs come down, our revenues from this stream are set to grow many folds!

Roll Camera

Rolling successful films.

TIPS released two movies during the year, one Punjabi and one mainstream Hindi. And both were immense hits at the box-office.

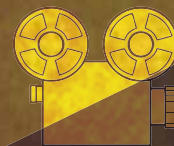
In July, JIHNE MERA DIL LUTIYA was released. It proved to be a huge success at the box office. The film was directed by Mandeep Singh and starring Gippy Grewal, Neeru Singh Bajwa, Daljeet and others. The film was produced with a budget of Rs. 2.30 Crores. It ran for over seven weeks and had a record breaking box-office earning/collection of over Rs. 10 Crores.

The success of JIHNE MERA DIL LUTIYA has made TIPS the only producer to create a hat-trick of three successive hit Punjabi films. Not only these three films have been successful at the box-office, but they have been so successful that they form the TOP 3 all-time Punjabi hit films ever!

What makes this success more relevant and significant is the fact that in none of these three films TIPS repeated either the director or the star-cast. What this success underlines is the expertise and experience of TIPS in making movies that connect with audiences and create records, time and again!



Rolling
more films



Rolling more
entertainment



**Rolling more
success!**

TIPS released its mainstream Hindi film, TERE NAAL LOVE HO GAYA in the month of February.

The film starred the newly married couple Genelia and Ritesh Deshmukh. It was directed by Mandeep Kumar. This is the second TIPS film directed by Mandeep Kumar, who is under contract with TIPS to direct a total of 5 films for the company.. The film was one of the top success stories at the box-office of the year with a collection of over Rs. 25 Crores .

The year also saw launch of two new movies by TIPS – RACE 2 and JAYANTABHAI KI LOVE STORY, both scheduled for release in the current financial year.

RACE2 is a sequel to RACE, a super-hit film released in 2008. With a stunning star cast of top names in Bollywood like Saif Ali Khan, Deepika Padukone, John Abraham, Anil Kapoor, Amisha Patel and Jacqueline among others. RACE2 is the biggest film to be made by TIPS, and one of the biggest hindi films to be made in recent times, and it is also one of the most eagerly awaited films of 2012. RACE2 was launched in

October 2011. The production of the film is on schedule and is 80-85% complete, and is tentatively slated for release on 25th January 2013. TIPS is confident it will be one of the biggest films in recent times.

Another film under production is JAYANTABHAI KI LOVE STORY, starring Vivek Oberoi, Neha Sharma and others. It is a relatively smaller film, but has an excellent plot and entertaining ROM. COM with underworld background. The film is almost complete and is scheduled for release in October 2012.

TIPS has ambitious plans to roll out quality, wholesome entertainment films on a more regular basis. By 2013-14, TIPS will release 3-4 films per year, with a target to increase film production by one incremental year, every year, and achieve a target of six films per year by 2016-17.

Rolling more films...Rolling more entertainment...Rolling more success!

Rolling Digitisation

Streaming Revenues

Digitisation has changed the face of M&E industry forever. The maximum impact of this change has been in the dramatically new consumption demand.

Armed with new devices like smartphones and tablets, the consumer today dictates her 'demand' – how, where, and when she wants to listen to a song or watch a movie. Content has to be customised and made available in any format, platform or media that the consumer chooses.

At TIPS, we have always moved with times and technology. When CD and DVDs took over audio and video cassettes as the primary music medium, we were one of the first in the industry to convert our collection into this new medium. Today, we are in sync with the new digital revolution as we have already more than 10,000 tracks on multiple platforms, multiple formats and multiple media. You can listen and watch our collection on your smartphone, on your laptop computers or even on your tablet.

And because of our digitisation efforts, our revenues from new media have been increasing at the rate of 10%.

At TIPS, we believe that the true power and potential of technology will be unleashed with the launch of 4G services. Already started in Kolkata on a trial basis, 4G is expected to rollout across other cities shortly. Where 4G will become a game-changer for the M&E industry will be in the high-speeds of data transfers and affordability. Combined with advances in technology like smart televisions, you will be able to watch any film of your choice by just pressing a few buttons on the remote-control of your TV!

Another advantage of digitisation is in better control of piracy, which has been plaguing both the music and the film industries. With digitisation, illegal hosting can be much easily tracked (through their ISP) and thus, blocked.

The background of the page is a textured, mottled green and brown. Overlaid on this are several wavy, concentric lines in shades of yellow and white, creating a sense of motion or signal waves. Scattered throughout the upper half of the page are various electronic devices, including smartphones, laptops, and tablets, some in solid colors and others as wireframe outlines.

TIPS in Social Media

The audiences today live more inside their screens than outside; they have more online friends than real friends.

Indeed, social media is the new place where audiences of today and tomorrow connect and interact, form opinions and choices, voice concerns and compliments. For almost anything, their first touch-point is the social media.

At TIPS, we have always strived to stay connected with our audiences. And we do so on social media too. Our cumulative direct reach on Facebook is with over 25,00,000 Fans.

The Facebook page of TERE NAAL LOVE HO GAYA attracted over 8.5 Lac fans and followers.

The TIPS MUSIC and TIPS FILMS pages on

Facebook already have over 2,00,000 fans, and we plan to increase this to a fan-base of 1 million each for TIPS MUSIC and TIPS FILMS.

Our social media presence and our digitisation drive open new avenues for cross marketing and cross selling across platforms like Saavn, Dhangana, Flipkart, iTunes and Amazon.

View a trailer of our movie on YouTube, download music from iTunes and download CD/DVD from Flipkart!

At TIPS, we have as our partners leading brands and players to leverage this tremendous opportunity and open more revenue streams.

Chairman's Message

KUMAR S. TAURANI

Dear Shareholders,

I am pleased to present before you Annual Report for the year 2011-12. The year was indeed a successful and a significant year for TIPS. Both the two mainstay businesses of the company, namely – music and films, did well in a year that saw much better content in the year compared to the previous year.

In the music business, we continued with our drive to digitise our collection so that it is available across the various platforms and formats, ready for consumption via an array of new-age devices like the smartphones and tablets and other gadgets. Today, more than 10,000 tracks from our collection have been digitised. Our revenues from royalty during the year were Rs. 34.83 Crores. The music industry is going through many changes like the TRAI guidelines which are affecting our revenues. However, we are confident that our music business is all set for a bigger leap as internet rentals go down making downloading of content cheaper, and as 4G gets launched in the country, enabling downloading almost instantaneously.

During the year, we also took the decisive step to write off obsolete machinery, non-recoverable debtors and advances and thereby, cleaned up our balance sheet. In the film business, we released one Punjabi film JIHNE MERA DIL LUTIYA in the month of July 2011 and one hindi film TERE NAAL LOVE HO GAYA in February 2012. JIHNE MERA DIL LUTIYA was a big hit and completed a hat-trick of hits in Punjabi cinemas for TIPS. Today, the top three all time Punjabi films belong to TIPS – a proud achievement indeed for all of us at TIPS! The film grossed over Rs. 10 Crores and successfully ran for 7 weeks.

TERE NAAL LOVE HO GAYA was released in February 2012, coinciding with the wedding of the two main stars, Genelia and Ritesh Deshmukh. The film was light-hearted comedy providing the trade-mark TIPS wholesome entertainment for the entire family. The film grossed over 25 Crores globally, making it one of the top hindi movies of the year.