

## HUM <br> NETWORK

3 ${ }^{\text {rd }}$ Quarterly Report March 31, 2013
Un-audited



BOARD OF DIRECTORS

Chairman
Directors

Chief Executive Officer
Chief Financial Officer
Company Secretary
Head of Internal Audit

## AUDIT COMMITTEE <br> Chairman

Members

HUMAN RESOURCE AND
REMUNERATION (HR\&R)
COMMITTEE
Chairperson
Members

AUDITORS

INTERNAL AUDITORS

LEGAL ADVISOR

## BANKERS

## REGISTERED \& HEAD OFFICE

REGISTRAR/TRANSFER AGENT

WEBSITES' INFORMATION

Mr. Mazhar-ul-Haq Siddiqui
Ms. Sultana Siddiqui
Mr. Munawar Alam Siddiqui
Mr. Shunaid Qureshi
Mrs. Mahtab Akbar Rashdi
Mr. Abdul Hamid Dagia
Mr. Muhammad Ayub Younus Adhi

Mr. Duraid Qureshi
Mr. Islam Ahmed Khan
Mr. Nasir Jamal
Mr. Kamran Shamshad Ahmed

Mr. Shunaid Qureshi
Ms. Sultana Siddiqui
Mr. Muhammad Ayub Younus Adhi

Mr. Mazhar-ul-Haq Siddiqui
Mr. Munawar Alam Siddiqui
Mrs. Mahtab Akbar Rashdi
Mr. Shunaid Qureshi
Mr. Duraid Qureshi
Ernst \& Young Ford Rhodes Sidat Hyder
Chartered Accountants
$7^{\text {th }}$ Floor Progressive Plaza,
Beaumont Road, Karachi.

KPMG Taseer Hadi \& Company
Chartered Accountants,
$1^{\text {st }}$ Floor, Sheikh Sultan Trust Building
No.2, Beaumont Road, Karachi
ljaz Ahmed \& Associates
No.7, $11^{\text {th }}$ Zamzama Street, Phase-V,
D.H.A. Karachi.

Bank Alfalah Limited
Faysal Bank Limited
National Bank of Pakistan
KASB Bank Ltd.
JS Bank Ltd.
Allied Bank Limited
United Bank Limited
Askari Bank Limited
Standard Chartered Bank Limited
Hum Network Limited, Plot No. 10/11,
Hassan Ali Street, Off. I.I. Chundrigar
Road, Karachi -74000
UAN 111-486-111
Technology Trade (Pvt.) Ltd.
Dagia House, 241-C, Block-2,
P.E.C.H.S, Off: Shahrah-e-Quaideen,

Karachi.
Tel: 34391316-7 Fax: 34391318
HUM NETWORK LIMITED: www.humnetwork.tv
HUM TV: www.hum.tv
MASALA TV: www.masala.tv
HUM2: www.hum2.tv

## Directors' Report

On behalf of the Board of Directors, I am pleased to present the performance of the third quarter ended March 31, 2013.

The financial results of the Company for the period under review compared with the corresponding period are summarized below:

|  | Quarter Ended <br> 31, March 2013 | Quarter Ended <br> 31, March 2012 |
| :--- | ---: | ---: |
| Net revenues |  | 577,307,570 | | $469,823,259$ |
| ---: |
| Profit before taxation |
| Profit after taxation |
| EPS |

The period started with the 8th anniversary celebrations of Hum Tv, the flagship channel of the network, looking back to an era of dynamism. The company, its individuals and the departments have grown more adaptive to the changing environment and business needs. Hum Tv maintains its title for being the family favorite channel, known for its excellent mix of content and quality of dramas. The most talked about dramas during the period include Dil-e-Muztar, Humnasheen and ofcourse Zindagi Gulzar Hai tops the list.

A major milestone was achieved by the network when HUM Tv announced the first Hum Awards. This was to acknowledge the victory of the channel's tough journey, honour those behind the success, and pay tribute to the characters and the artists contributing to the success. The event was gleaming, full of celebrities, appreciated and enjoyed much by all attendees.

The alteration in the programming of HUM2 has started paying off as it's now attracting more advertisers and viewers. We are hopeful that the trend would continue to make HUM2 one of the leading entertainment channels. viewers. We are hopeful that the trend would continue to make HUM2 one of the leading entertainment channels Pakistan Week. The two day event turned out to be popular amongst the viewers and brought high fashion to the ramps; showcasing works of big names of the fashion industry.
With the network's demand and strong financial results the Board is confident that with sustained performance the Company would be able to outdo itself.

HUM TV INC., USA
Your subsidiary is now actively involved in exploring advertising market in the United States and Canada
The consolidated amounts are as follows:

| Revenue - net | $\underline{1,583,343,709}$ |
| :--- | ---: |
| Gross Profit | $577,352,358$ |
| Profits for the period - before taxation | $\underline{277,084,670}$ |
| Earnings per share | $\underline{3.98}$ |

For \& on behalf of the board
Duraid Qureshi Karachi:

Chief Executive Officer
April 30, 2013

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HUM NETWORK LIMITED
CONDENSED INTERIM BALANCE SHEET
AS AT MARCH 31, }201
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|  |  | $\begin{gathered} 31 \text { March } \\ 2013 \\ \text { (Un-audited) } \end{gathered}$ | $\begin{gathered} 30 \text { June } \\ 2012 \\ \text { (Audited) } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| ASSETS | Note | ---------- Rup | ---------- |
| NON-CURRENT ASSETS |  |  |  |
| Property, plant and equipment | 6 | 193,608,847 | 182,147,192 |
| Intangible assets |  | 10,765,890 | 10,784,432 |
| Long term investment | 7 | 18,725,353 | 8,682,103 |
| Long term deposits and prepayments |  | 24,815,955 | 24,170,381 |
| Television program costs | 8 | 175,729,534 | 281,055,788 |
| Deferred tax asset |  | 28,017,031 | 27,008,002 |
|  |  | 451,662,610 | 533,847,898 |
| CURRENT ASSETS |  |  |  |

Inventories
Current portion of television program costs
Trade debts
Advancesunsecured, considered good
Deposits and prepayments
Accrued profit
Other receivablesunsecured, considered good
Taxation-net
Cash and bank balances

TOTAL ASSETS

EQUITY AND LIABILITIES

SHARE CAPITAL AND RESERVES

Authorised capital
70,000,000 (2012: 70,000,000) ordinary shares of Rs.10/- each
ssued, subscribed and paidup capital

| 700,000,000 | 700,000,000 |
| :---: | :---: |
| 500,000,000 | 500,000,000 |
| 766,456,679 | 618,533,416 |
| 266,456,679 | 1,118,533,416 |

## NON-CURRENT LIABILITIES

Liabilities against assets subject to finance lease
Deferred liabilities


CURRENT LIABILITIES

Trade and other payables
Accrued markup
Short term borrowings
Dividend payable
Current portion of liabilities against assets subject to finance lease

COMMITMENTS
TOTAL EQUITY AND LIABILITIES

570,580 368,979,393 473,817,210
50,496,568 4,626,578 725,247 4,204,333 83,422,421 136,260,326 1,123,102,656

1,656,950,554
EQUITY AND LIABILITIES
Unappropriated profit

|  | 612,317 | 570,580 |
| :---: | :---: | :---: |
| 8 | 319,330,862 | 368,979,393 |
| 9 | 529,050,567 | 473,817,210 |
| 10 | 54,538,429 | 50,496,568 |
|  | 7,166,867 | 4,626,578 |
|  | - | 725,247 |
| 11 | 30,023,582 | 4,204,333 |
|  | 83,789,724 | 83,422,421 |
|  | 163,740,610 | 136,260,326 |
|  | 1,188,252,958 | 1,123,102,656 |
|  | 1,639,915,568 | 1,656,950,554 |

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HUM NETWORK LIMITED
CONDENSED INTERIM PROFIT AND LOSS ACCOUNT
FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED)
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|  | Nine Months Period Ended |  | Quarter Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { March } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { March } \\ & 2012 \end{aligned}$ | $\begin{gathered} \hline \text { March } \\ 2013 \end{gathered}$ | $\begin{aligned} & \text { March } \\ & 2012 \end{aligned}$ |
| Revenue-net 14 | 1,555,434,603 | 1,293,762,589 | 577,307,570 | 469,823,259 |
| Cost of production Transmission cost | $\begin{array}{r} \hline(929,848,714) \\ (69,612,687) \end{array}$ | $\begin{array}{r} (745,583,555) \\ (84,462,334) \end{array}$ | $(356,244,191)$ $(22,419,419)$ | $\begin{array}{r} \hline(269,194,250) \\ (25,565,905) \\ \hline \end{array}$ |
|  | (999,461,401) | (830,045,889) | $(378,663,610)$ | $(294,760,155)$ |
| Gross profit | 555,973,202 | 463,716,700 | 198,643,960 | 175,063,104 |
| Distribution costs | (159,455,490) | $(136,787,054)$ | $(48,585,287)$ | $(52,220,202)$ |
| Administrative expenses | (151,781,919) | $(137,025,786)$ | $(50,357,603)$ | $(45,587,075)$ |
|  | 244,735,793 | 189,903,860 | 99,701,070 | 77,255,827 |
| Other operating income | 43,688,610 | 29,226,277 | 18,680,059 | 11,680,767 |
|  | 288,424,403 | 219,130,137 | 118,381,128 | 88,936,594 |
| Finance costs | $(7,269,705)$ | $(26,031,848)$ | $(170,878)$ | $(7,248,866)$ |
| Other charges - Workers' welfare fund | $(5,623,094)$ | $(4,276,613)$ | $(2,364,205)$ | $(2,318,477)$ |
| Profit before taxation | 275,531,604 | 188,821,676 | 115,846,045 | 79,369,251 |
| Taxation |  |  |  |  |
| - current | (82,924,569) | (62,458,751) | $(36,017,602)$ | (31,164,116) |
| - prior | 4,307,198 | 1,888,678 |  |  |
| - deferred | $1,009,030$ $(77,608,341)$ | (12,204,656 | $(487,248)$ $(36,504,850)$ | $4,416,362$ $(26,747,754)$ |
| Profit after taxation | 197,923,263 | 140,456,259 | 79,341,195 | 52,621,497 |
| Earnings per share-basic and diluted | 3.96 | 2.81 | 1.59 | 1.05 |

The annexed notes from 1 to 19 form an integral part of these condensed interim financial statements.

|  | Nine Months Period Ended |  | Quarter Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } \\ 2013 \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ 2012 \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { March } \\ 2012 \end{gathered}$ |
|  | Rupees |  | --------- Rup | ---- |
| Profit for the period after tax | 197,923,263 | 140,456,259 | 79,341,195 | 52,621,497 |
| Other comprehensive income - net of tax | - | - | - | - |
| Total comprehensive income for the period - net of tax | 197,923,263 | 140,456,259 | 79,341,195 | 52,621,497 |

The annexed notes from 1 to 19 form an integral part of these condensed interim financial statements.

MAZHAR UL HAQ SIDDIQUI
Chairman

DURAID QURESH
Chief Executive

HUM NETWORK LIMITED
CONDENSED INTERIM CASH FLOW STATEMENT
FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED)

|  | Nine Months Period Ended |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \hline 31 \text { March } \\ 2013 \end{gathered}$ | $\begin{aligned} & \text { 31 March } \\ & 2012 \end{aligned}$ |
|  | ---- (R | ---------- |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
| Profit before taxation | 275,531,604 | 188,821,676 |
| Adjustments for: |  |  |
| Depreciation | 27,404,283 | 32,008,599 |
| Amortization of intangible assets | 1,483,543 | 1,571,734 |
| Finance costs | 7,269,705 | 26,031,848 |
| Profit on deposit accounts | $(7,535,431)$ | $(4,022,861)$ |
| Gain on disposal of fixed assets | $(534,724)$ | $(3,984,541)$ |
| Unrealized exchange gain | 2,714,788 | $(4,831,305)$ |
| Movement in provisions | 6,861,052 | 23,383,187 |
|  | 37,663,216 | 70,156,661 |
| Operating profit before working capital changes | 313,194,820 | 258,978,337 |
| (Increase) / decrease in current assets |  |  |
| Inventories | $(41,737)$ | $(865,802)$ |
| Television program costs | 49,648,531 | 22,475,883 |
| Trade debts | $(55,233,357)$ | $(53,272,640)$ |
| Advances, deposits and prepayments | $(6,582,150)$ | $(15,955,345)$ |
| Other receivables | $(25,819,249)$ | 11,699,386 |
|  | $(38,027,962)$ | $(35,918,518)$ |
| Increase / (decrease) in current liabilities |  |  |
| Trade and other payables | 28,986,929 | $(10,017,628)$ |
| Net cash generated from operations | 304,153,787 | 213,042,191 |
| Taxes paid | $(89,692,392)$ | (92,353,200) |
| Finance costs paid | $(13,641,070)$ | $(28,333,993)$ |
| Profit received on deposit accounts | 8,260,678 | 3,642,774 |
| Television program costs | 105,326,254 | 51,410,776 |
| Gratuity paid | $(3,256,460)$ | $(2,612,000)$ |
| Long-term deposits | $(645,574)$ | $(633,722)$ |
| Net cash generated from operating activities | 310,505,223 | 144,162,826 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| Purchase of property, plant and equipment and intangibles | (39,623,442) | (15,157,464) |
| Long term investment in a subsidiary | $(10,043,250)$ |  |
| Proceeds from sale of property, plant and equipment | 1,292,230 | 10,490,815 |
| Net cash used in investing activities | $(48,374,462)$ | $(4,666,649)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| Repayment of long term financing |  | $(13,999,997)$ |
| Dividend paid | $(47,313,137)$ | $(52,916,632)$ |
| Payment of liabilities against assets subject to finance lease | $(966,443)$ | $(4,523,965)$ |
| Net cash used in financing activities | $(48,279,580)$ | (71,440,594) |
| Net increase in cash and cash equivalents | 213,851,181 | 68,055,583 |
| Cash and cash equivalents at the beginning of the period | $(50,110,571)$ | $(185,949,671)$ |
| Cash and cash equivalents at the end of the period | 163,740,610 | (117,894,088) |
| CASH AND CASH EQUIVALENTS |  |  |
| Cash and bank balances | 163,740,610 | 88,476,809 |
| Short term running finance | - | $(206,370,897)$ |
|  | 163,740,610 | $(117,894,088)$ |

The annexed notes from 1 to 19 form an integral part of these condensed interim financial statements.

MAZHAR-UL-HAQ SIDDIQUI
Chairman

DURAID QURESHI
Chief Executive


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HUM NETWORK LIMITED
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS
FOR THE NINE MONTHS PERIOD ENDED MARCH 31,2013
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## 1. THE COMPANY AND ITS OPERATIONS

Hum Network Limited (the Company) was incorporated in Pakistan as a public limited company on February 25, 2004 under the Companies Ordinance, 1984. The shares of the Company are quoted on Karachi Stock Exchange. The registered office of the Company is situated at Plot No. 10/11, Hassan Ali Street, Off. I.I. Chundrigar Road, Karachi, Pakistan. The Company's principal business is to launch transnational satellite channels and aims at presenting a wide variety of cultural heritage. Its core areas of operation are production, advertisement, entertainment and media marketing. It covers a wide variety of programmes with respect to information, entertainment, news, education, health, food, music and society
2. BASIS OF PREPARATION

These condensed interim financial statements of the Company for the nine months period ended March 2013 have been prepared in accordance with the requirements of the International Accounting Standard (IAS) - 34, "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Company's annual financial statements for the year ended June 30, 2012.

These condensed interim financial statements are separate financial statements of the Company in which investments in subsidiary is stated at cost less impairment, if any, and has not been accounted for on the basis of reported results and net assets of the investee
3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these condensed interim financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended June 30, 2012 except as follows:

## Defined contribution plan

Effective July 01, 2012 the Company has started a recognised provident fund scheme for all its permanent employees. Equal monthly contributions are made, both by the Company and the employees, to the fund at the rate of $8.33 \%$ of the basic salary.

The Company has adopted the following amended IFRSs and IFRIC interpretations which became effective during the period:

IFRS 7 - Financial Instruments: Disclosures - Enhanced De-recognition Disclosure Requirements (Amendment)
IAS 12 - Income Taxes - Recovery of Underlying Assets (Amendment)
The adoption of the above amendments did not have any material effect on the financial statements.
4. FINANCIAL RISK MANAGEMENT

The financial risk management objectives and policies are consistent with those disclosed in the annual financial statements of the Company for the year ended June 30, 2012.
5. SIGNIFICANT ACCOUNTING JUDGEMENT AND ESTIMATES

The significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation and uncertainty were same as those applied to the financial statements for the year ended June 30, 2012.

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HUM NETWORK LIMITED
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS
FOR THE NINE MONTHS PERIOD ENDED MARCH 31,2013
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6. PROPERTY, PLANT \& EQUIPMENT

Operating assets
Capital work-in-progress
6.1 Operating Assets-owned and leased

Book value at the beginning of the period / year Additions during the period/year

Less:
Disposal during the period / year-at book value Depreciation charged during the period / year
6.1.1 Additions during the period / year

Owned Assets:
Leasehold improvements
Furniture and fittings
Motor vehicles
Audio visual equipment
Uplinking equipment
Office equipmten
Computers
6.1.2 Disposals during the period / year

Owned Assets:
Motor vehicles
Audio visual equipment
Office equipment
6.2 Capital work-in-progress

Lease hold improvement
Lease hold Building
Up-linking Equipment
7. LONG TERM INVESTMENT

HUM TV, Inc., unquoted subsidiary - at cost
10,000 Common stock, \$ 0.01 at par
Paid-in-capital
8. TELEVISION PROGRAM COSTS

Unreleased / released less amortisation
n production

Less: Current portion shown under current assets

| Note | March 31, 2013 <br> (Un-audited) | $\begin{gathered} \text { June } 30, \\ 2012 \end{gathered}$ <br> (Audited) |
| :---: | :---: | :---: |
|  | ---------- Ru | ---------- |
| 6.1 | 165,762,231 | 176,516,790 |
| 6.2 | 27,846,616 | 5,630,402 |
|  | 193,608,847 | 182,147,192 |


|  | 176,516,790 | 199,568,794 |
| :---: | :---: | :---: |
| 6.1.1 | 17,407,228 | 22,720,904 |
| 6.1 .2 | 757,504 | 4,416,351 |
|  | 27,404,283 | 41,356,557 |
|  | 28,161,787 | 45,772,908 |
|  | 165,762,231 | 176,516,790 |


|  |  |  |
| ---: | ---: | ---: |
| $\mathbf{-}$ | $2,709,512$ |  |
| $\mathbf{1 , 2 1 7 , 7 2 3}$ | $1,719,793$ |  |
| $\mathbf{-}$ | $1,274,611$ |  |
| $\mathbf{6 , 6 0 4 , 1 3 6}$ | $2,474,925$ |  |
| $\mathbf{2 , 6 8 0 , 3 5 5}$ | $1,215,452$ |  |
| $\mathbf{2 , 1 9 0 , 7 7 9}$ | $7,292,049$ |  |
| $\mathbf{4 , 7 1 4 , 2 3 5}$ | $6,034,562$ |  |
| $\mathbf{1 7 , 4 0 7 , \mathbf { 2 2 8 }}$ |  | $\mathbf{2 2 , 7 2 0 , 9 0 4}$ |



Holding
100\%

| 8,603 | 8,603 |  |
| ---: | ---: | ---: |
| $\mathbf{1 8 , 7 1 6 , 7 5 0}$ |  | $8,673,500$ |
|  |  | $8,682,103$ |


| 483,730,079 | 635,864,418 |
| :---: | :---: |
| 11,330,317 | 14,170,763 |
| 495,060,396 | 650,035,181 |
| 319,330,862 | 368,979,393 |
| 175,729,534 | 281,055,788 |

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HUM NETWORK LIMITED NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS
FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013
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| March 31, | June 30, |
| :---: | :---: |
| 2013 | 2012 |
| (Un-audited) | (Audited) |
| ---------------- Rupees |  |

9. TRADE DEBTS - unsecured

Considered good
Considered doubtful
Less: Provision for doubtful debts

| $\mathbf{5 2 9 , 0 5 0 , 5 6 7}$ |  | $473,817,210$ |
| ---: | ---: | ---: |
| $31,720,019$ |  | $31,720,019$ |
| $\mathbf{5 6 0 , 7 7 0 , 5 8 6}$ |  | $505,537,229$ |
| $\mathbf{3 1 , 7 2 0 , 0 1 9}$ |  | $31,720,019$ |
|  |  |  |
| $\mathbf{5 2 9 , 0 5 0 , 5 6 7}$ |  | $473,817,210$ |

10. ADVANCES

Includes Rs. 10,492,500/- (June 30, 2012: Nil) paid to a related party M.D Production (Private) Limited.
11. OTHER RECEIVABLES

Include Rs.1,819,958/- (June 30, 2012: Rs. 45,649/-) and Rs.22,252,500/- (June 30, 2012: Nil) receivable from HUM TV, Inc., USA, a subsidiary on account of collection made on Company's and behalf on account of subscription income respectively.
12. TRADE AND OTHER PAYABLES

Include Rs. 29,620,000/- (June 30, 2012: Rs. 6,200,000/-) and Rs.15,800,000/- (June 30, 2012: Nil) due to related parties M.D Production (Private) Limited and MNM Productions respectively.
13. COMMITMENTS
13.1 Purchase of television programs commitments with M.D Production (Private) Limited and MNM Productions, related parties as at March 31, 2013 a mounted to Rs. $56,700,000 /$ - and Rs. 32,600,000/- (June 30, 2012: Rs. 38,700,700/- and Nil) respectively. Purchase of television programs commitments as at March 31, 2012 with other than related parties amounted to Rs. 35,839,643/- (June 30, 2012: Rs. 107,640,500/-)
13.2 Commitment in respect of capital expenditure as at March 31, 2012 amounted to Rs. Nil (June 30, 2012: Rs. $2,888,892 /-$ )
13.3 Commitment for rentals under ljarah finance agreement:

|  | Note | March 31, 2013 (Un-audited) ---------- Rup | June 30, 2012 <br> (Audited) $\qquad$ |
| :---: | :---: | :---: | :---: |
| Within one year |  | 1,882,864 | 364,896 |
| After one year but not more than five years |  | 2,253,916 | 364,896 |
|  | 13.3.1 | 4,136,780 | 729,792 |

13.3.1This represent ljarah Finance Facility entered into Islamic Bank in respect of vehicles. Total ljarah payments due under the agreements are Rs. 4,136,780/- (June 30, 2012: Rs. 729,792/-) and are payable in monthly installments latest by November 2015. Taxes, repairs and replacement and insurance costs are to be borne by the muj'ir (lessor). These facilities are secured by on demand promissory notes of Rs. 4,799,972/- (June 30, 2012: Rs. 1,128,000/-)

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HUM NETWORK LIMITED
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS
FOR THE NINE MONTHS PERIOD ENDED MARCH 31, }201
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## FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013

14. REVENUE - net
Advertisement revenue
Less: Agency commission
Sales tax

Advertisement revenue
International
Subscription income
Production revenue

| Note | Nine Months Period Ended |  |
| :---: | :---: | :---: |
|  | March 31, | March 31, |
| 2013 | 2012 |  |
|  | (Un-audited) | (Un-audited) |
|  | ------------- |  |


15. COST OF PRODUCTION

| Cost of outsourced programs | 499,368,663 | 414,352,137 | 152,629,011 | 136,523,779 |
| :---: | :---: | :---: | :---: | :---: |
| Cost of in-house programs | 58,932,909 | 63,577,893 | 23,681,169 | 13,075,809 |
| Cost of inventory consumed | 1,039,763 | 747,880 | 144,067 | 126,680 |
| Salaries, wages and benefits 15.1 | 149,066,100 | 123,627,018 | 50,928,808 | 47,659,500 |
| Depreciation | 16,666,298 | 18,611,111 | 5,487,066 | 5,730,879 |
| Traveling and conveyance | 13,870,209 | 12,716,006 | 4,786,383 | 4,034,196 |
| Utilities | 9,002,266 | 9,445,665 | 2,329,240 | 2,374,605 |
| Rent, rates and taxes | 2,719,747 | 5,559,835 | 1,045,249 | 1,418,124 |
| Insurance | 5,114,399 | 2,899,703 | 1,588,240 | 1,101,634 |
| Repair and maintenance | 7,872,697 | 6,820,445 | 2,395,992 | 2,239,760 |
| Fee and subscription | 1,828,326 | 3,789,992 | 688,330 | 699,996 |
| Communication expense | 4,234,632 | 4,412,217 | 1,350,103 | 1,509,371 |
| Security charges | 1,163,927 | 1,318,689 | 336,255 | 436,310 |
| Amortisation of intangible assets | 1,123,395 | 1,083,395 | 374,465 | 354,465 |
| Consultancy | 2,668,417 | 2,538,288 | 822,133 | 577,844 |
| Printing and stationery | 202,181 | 196,622 | 44,737 | 64,880 |
|  | 774,873,929 | 671,696,896 | 248,631,248 | 217,927,832 |
| In production television programs |  |  |  |  |
| - opening | 14,170,763 | 17,263,445 | 11,762,403 | 14,047,085 |
| In production television programs - closing | $(11,330,317)$ | $(13,852,081)$ | $(11,330,317)$ | $(13,852,081)$ |
|  | 777,714,375 | 675,108,260 | 249,063,334 | 218,122,836 |
| Released / unreleased programs |  |  |  |  |
| - opening | 635,864,418 | 688,558,450 | 590,910,936 | 669,154,569 |
| Released/unreleased programs |  |  |  |  |
| - closing | $(483,730,079)$ | $(618,083,155)$ | $(483,730,079)$ | $(618,083,155)$ |
|  | 929,848,714 | 745,583,555 | 356,244,191 | 269,194,250 |

15.1 These includes Rs. $5,827,814 /$ - (March 31, 2012: Rs. $11,254,582$ ) in respect of staff retirement benefits.

## HUM NETWORK LIMITED <br> NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS <br> FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013

16. TRANSACTIONS WITH RELATED PARTIES
$\left.\begin{array}{llllll} & & & \begin{array}{c}\text { March 31, } \\ \mathbf{2 0 1 3}\end{array} & \begin{array}{c}\text { March 31, } \\ \text { 2012 }\end{array} \\ \text { Related Party }\end{array} \quad \begin{array}{l}\text { Nature of } \\ \text { relationship }\end{array} \quad \begin{array}{l}\text { Nature of } \\ \text { transactions }\end{array}\right)$
17. INTERIM DIVIDEND

The board of directors in their meeting held on April 30, 2013 have recommended an interim cash dividend of Nil per share @ Nil amounting to Rs. Nil (2012: nil) on the existing paid in value of the ordinary share capital.
18. DATE OF AUTHORIZATION

These condensed interim financial statements have been authorised for issue on April 30, 2013 by the Board of Directors.
19. GENERAL

Amounts have been rounded off to the nearest rupees.

# CONDENSED INTERIM CONSOLIDATED <br> FINANCIAL STATEMENTS 

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HUM NETWORK LIMITED
CONDENSED INTERIM CONSOLIDATED BALANCE SHEET
AS AT MARCH 31, 2013 (UN-AUDITED)
```

|  | Note | $\begin{aligned} & 31 \text { March } \\ & 2013 \end{aligned}$ | $\begin{aligned} & 30 \text { June } \\ & 2012 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
|  |  | Rupees | ----- |
| ASSETS |  |  |  |
| NON-CURRENT ASSETS |  |  |  |
| Property, plant and equipment | 6 | 198,717,131 | 184,974,649 |
| Goodwill |  | 1,284,118 | 1,242,569 |
| Intangible assets |  | 10,765,890 | 10,784,432 |
| Long term deposits and prepayments |  | 24,815,955 | 24,170,381 |
| Television program costs | 7 | 175,729,534 | 281,055,788 |
| Deferred tax asset |  | 29,676,276 | 28,613,561 |
|  |  | 440,988,904 | 530,841,380 |
| CURRENT ASSETS |  |  |  |
| Inventories |  | 612,317 | 570,580 |
| Current portion of television program costs | 7 | 319,330,862 | 368,979,393 |
| Trade debts | 8 | 533,186,961 | 476,949,088 |
| Advancesunsecured, considered good | 9 | 55,245,070 | 50,975,068 |
| Deposits and prepayments |  | 8,291,855 | 5,715,166 |
| Accrued profit |  | - | 725,247 |
| Other receivables - unsecured, considered good |  | 5,951,124 | 4,158,684 |
| Taxation - net |  | 83,928,184 | 83,422,421 |
| Cash and bank balances |  | 259,689,434 | 136,440,625 |
|  |  | 1,266,235,807 | 1,127,936,272 |
| TOTAL ASSETS |  | 1,707,224,711 | 1658,777,652 |

## EQUITY AND LIABILITIES

SHARE CAPITAL AND RESERVES

| Authorised capital |  |  |
| :---: | :---: | :---: |
| 70,000,000 (2012: 70,000,000) ordinary shares of Rs.10/- each | 700,000,000 | 700,000,000 |
| Issued, subscribed and paid-up capital | 500,000,000 | 500,000,000 |
| Unappropriated profit | 767,092,485 | 617,078,388 |
|  | 1,267,092,485 | 1,117,078,388 |
| NON-CURRENT LIABILITIES |  |  |
| Liabilities against assets subject to finance lease | 70,240,292- | 1,190,126 |
| Deferred liabilities | 76,246,292 | 78,264,793 |
|  | 76,246,292 | 79,454,919 |
| CURRENT LIABILITIES |  |  |
| Trade and other payables 10 | 360,818,048 | 268,170,673 |
| Accrued markup |  | 6,371,365 |
| Short term borrowings | -- | 186,370,897 |
| Dividend payable | 1,520,593 | 7,800 |
| Current portion of liabilities against assets subject to finance lease | 1,547,293 | 1,323,610 |
|  | 363,885,934 | 462,244,345 |
| COMMITMENTS 11 |  |  |
| TOTAL EQUITY AND LIABILITIES | 1,707,224,711 | $\underline{\underline{1,658,777,652}}$ |

The annexed notes from 1 to 17 form an integral part of these condensed interim consolidated financial statements.

MAZHAR-UL-HAQ SIDDIQU
Chairman

DURAID QURESHI
Chief Executive

| HUM NETWORK LIMITED CONDENSED INTERIM CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Period Ended |  | Quarter Ended |  |
|  | $\begin{aligned} & \hline \text { March } \\ & 2013 \end{aligned}$ | $\begin{gathered} \hline \text { March } \\ 2012 \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ 2013 \end{gathered}$ | $\begin{gathered} \hline \text { March } \\ 2012 \end{gathered}$ |
| Revenue - net 12 | 1,583,343,709 | 1,294,426,939 | 583,379,261 | 470,487,609 |
| Cost of productionTransmission cost | $(929,848,714)$ $(76,142,637)$ | $\begin{array}{r}(745,583,555) \\ (84,462,334) \\ \hline\end{array}$ | $(356,244,191)$ $(24,645,119)$ | $(269,194,250)$ $(25,565,905)$ |
|  | $(1,005,991,351)$ | (830,045,334) | $(380,889,310)$ | (294,760,155) |
| Gross profit | 577,352,358 | 464,381,050 | 202,489,951 | 175,727,454 |
| Distribution costs | $(163,305,742)$ | $(136,787,054)$ | $(46,887,839)$ | $(52,220,202)$ |
| Administrative expenses | $(167,745,568)$ | $(142,225,521)$ | $(56,797,187)$ | $(47,794,876)$ |
|  | 246,301,048 | 185,368,475 | 98,804,925 | 75,712,376 |
| Other operating income | 43,688,610 | 29,226,277 | 18,680,059 | 11,680,767 |
|  | 289,989,658 | 214,594,752 | 117,484,984 | 87,393,143 |
| Finance costs | $(7,281,894)$ | $(26,035,214)$ | $(177,328)$ | $(7,251,091)$ |
| Other charges - Workers' welfare fund | $(5,623,094)$ | $(4,276,613)$ | $(2,364,205)$ | $(2,318,477)$ |
| Profit before taxation | 277,084,670 | 184,282,925 | 114,943,451 | 77,823,575 |
| Taxation |  |  |  |  |
| - current <br> - prior <br> - deferred | $83,252,905$ $(4,307,198)$ $(1,009,030)$ | $\begin{array}{r}(62,458,751) \\ 1,888,678 \\ 13,851,713 \\ \hline\end{array}$ | $\begin{array}{r}(35,797,003) \\ - \\ (487,248) \\ \hline(36,24,\end{array}$ | $(31,164,116)$ - $5,045,810$ |
|  | 77,936,677 | $(46,718,360)$ | $(36,284,251)$ | $(26,118,306)$ |
| Profit after taxation | 199,147,993 | 137,564,565 | 78,659,200 | 51,705,269 |
| Earnings per share - basic and diluted | 3.98 | 2.75 | 1.57 | 1.03 |
| The annexed notes from 1 to 17 form an integral part of these condensed interim consolidated financial statements. |  |  |  |  |
| MAZHAR-UL-HAQ SIDDIQUI Chairman |  | DURAID QURESHI Chief Executive |  |  |
| 15 |  |  |  |  |

HUM NETWORK LIMITED
CONDENSED INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED)

|  | Nine Months Period Ended |  | Quarter Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | March 2013 | March 2012 | March 2013 | March 2012 |
|  | Rupees |  | ----- | - |
| Profit for the period after tax | 199,147,993 | 137,564,565 | 78,659,200 | 51,705,269 |
| Other comprehensive income - net of tax Effect of translation of net investment in foreign subsidiary | 866,104 | $(77,675)$ | 307,344 | 11,616 |
| Total comprehensive income for the period - net of tax | 200,014,097 | 137,486,890 | 78,966,544 | 51,716,887 |

The annexed notes from 1 to 17 form an integral part of these condensed interim consolidated financial statements.

|  | Nine Months Period Ended |  |
| :---: | :---: | :---: |
|  | $\begin{aligned} & \text { 31 March } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { 31 March } \\ & 2012 \end{aligned}$ |
|  | --------- ( | ------ |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
| Profit before taxation | 277,084,670 | 184,282,925 |
| Adjustments for: |  |  |
| Depreciation | 28,248,823 | 32,008,599 |
| Amortization of intangible assets | 1,483,543 | 1,571,734 |
| Finance costs | 7,281,894 | 26,035,214 |
| Profit on deposit accounts | $(7,535,431)$ | $(4,022,861)$ |
| Gain on disposal of fixed assets | $(534,724)$ | $(3,984,541)$ |
| Unrealized exchange gain | 2,741,913 | $(5,802,047)$ |
| Movement in provisions | 6,861,053 | 23,383,187 |
|  | 38,547,071 | 69,189,286 |
| Operating profit before working capital changes | 315,631,741 | 253,472,211 |
| (Increase) / decrease in current assets |  |  |
| Inventories | $(41,737)$ | $(865,802)$ |
| Television program costs | 49,648,531 | 22,475,883 |
| Trade debts | $(56,237,873)$ | $(53,272,640)$ |
| Advances, deposits and prepayments | $(6,846,691)$ | $(15,955,345)$ |
| Other receivables | $(1,792,440)$ | 6,788,194 |
|  | $(15,270,210)$ | $(40,829,709)$ |
| Increase in current liabilities |  |  |
| Trade and other payables | 92,378,140 | $(6,324,941)$ |
| Net cash generated from operations | 392,739,671 | 206,317,561 |
| Taxes paid | $(89,692,392)$ | $(92,353,200)$ |
| Finance costs paid | $(13,653,259)$ | $(28,337,359)$ |
| Profit received on deposit accounts | 8,260,678 | 3,642,774 |
| Television program costs | $(645,574)$ | 51,410,776 |
| Gratuity Paid | $(3,256,460)$ | (2,612,000) |
| Long-term deposits | 105,326,254 | $(633,722)$ |
| Net cash generated from operating activities | 399,078,918 | 137,434,830 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| Purchase of property, plant and equipment and intangibles Proceeds from sale of property, plant and equipment | $(42,471,861)$ $1,292,230$ | $\begin{array}{r} (15,157,464) \\ 10.490 .815 \end{array}$ |
| Net cash used in investing activities | (41,179,631) | (4,666,649) |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| Repayment of long term financing | - | $(13,999,997)$ |
| Dividend paid | $(47,313,138)$ | $(52,916,633)$ |
| Payment of liabilities against assets subject to finance lease | $(966,443)$ | $(4,523,965)$ |
| Net cash used in financing activities | $(48,279,581)$ | (71,440,595) |
| Net increase in cash and cash equivalents | 309,619,706 | 61,327,586 |
| Cash and cash equivalents at the beginning of the period | $(49,930,272)$ | $(142,217,353)$ |
| Cash and cash equivalents at the end of the period | 259,689,434 | (80,889,767) |
| CASH AND CASH EQUIVALENTS |  |  |
| Cash and bank balances | 259,689,434 | 125,481,130 |
| Short term borrowings | - | 206,370,897 |
|  | 259,689,434 | $(80,889,767)$ |

The annexed notes from 1 to 17 form an integral part of these condensed interim consolidated financial statements.


DURAID QURESH
Chief Executive

|  | Issued, subscribed and paid-up capital | Reserves |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Foreign exchange translation reserve | Unappropriated Profit | Sub-total |  |
|  |  |  |  |  |  |
| Balance as at July 01, 2011 | 500,000,000 | $(18,296)$ | 521,713,509 | 521,695,213 | 1,021,695,213 |
| Profit for the nine months period ended March 31, 2012 <br> Other comprehensive income | - | $(77,675)$ | 137,564,565 | $\begin{array}{r} 137,564,565 \\ (77,675) \\ \hline \end{array}$ | $\begin{array}{r} 137,564,565 \\ (77,675) \\ \hline \end{array}$ |
| Total comprehensive income | - | $(77,675)$ | 137,564,565 | 137,486,890 | 137,486,890 |
| Final dividend for the year ended 30 June 2011: Re. 1.00 per share | - | - | (50,000,000) | (50,000,000) | $(50,000,000)$ |
| Balance as at March 31, 2012 | 500,000,000 | (95,971) | 609,278,074 | 609,182,103 | 1,109,182,103 |
| Balance as at July 01, 2012 | 500,000,000 | 259,809 | 616,818,579 | 617,078,388 | 1,117,078,388 |
| Profit for the nine months period ended March 31, 2013 Other comprehensive income | - | $866,104$ | 199,147,993 | $\begin{array}{r} 199,147,993 \\ 866,104 \\ \hline \end{array}$ | $\begin{array}{r} 199,147,993 \\ 866,104 \\ \hline \end{array}$ |
| Total comprehensive income | - | 866,104 | 199,147,993 | 200,014,097 | 200,014,097 |
| Final dividend for the year ended 30 June 2012 : Re. 1.00 per share | - | - | $(50,000,000)$ | $(50,000,000)$ | $(50,000,000)$ |
| Balance as at March 31, 2013 | 500,000,000 | 1,125,913 | 566,818,580 | 767,092,485 | $\underline{\text { 1,267,092,485 }}$ |

The annexed notes from 1 to 17 form an integral part of these condensed interim consolidated financial statements.

1. THE COMPANY AND ITS OPERATIONS

The 'Group' consists of

### 1.1 Holding Company

HUM Network Limited (the Company) was incorporated in Pakistan as a public limited company under the Companies Ordinance, 1984 (the Ordinance). The shares of the Company are quoted on Karachi Stock Exchange. The registered office of the Holding Company is situated at Plot No. 10/11, Hassan Ali Street, Off. I.I. Chundrigar Road, Karachi, Pakistan.

The Holding Company's principal business is to launch transnational satellite channels and aims at presenting a wide variety of cultural heritage. Its core areas of operation are production, advertisement, entertainment and media marketing. It covers a wide variety of programmes with respect to information, entertainment, news, education, health, food, music and society.

### 1.2 Subsidiary Company

HUM TV, Inc. (the subsidiary company), having registered office at 4546 El Camino Real, \#223 Los Altos, CA 94022, has been established with the purpose of providing entertainment programmes to the South Asian community by increasing presence in the United States of America (USA) and Canada. The subsidiary company will also serve as a platform for the Holding Company to explore avenues for greater distribution of the Holding Company brands in USA and Canada and will establish relations with advertisers, as well as develop US-based media materials, such as dramas, documentaries and other entertainment shows and events.

The subsidiary company is a wholly owned subsidiary of the Holding Company with effect from April 01, 2011.
2. BASIS OF PREPARATION

These condensed interim consolidated financial statements of the Company for the nine months period ended 31 March 2013 have been prepared in accordance with the requirements of the International Accounting Standard (IAS) - 34, "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed. These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Company's annual consolidated financial statements for the year ended June 30, 2012.
3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these condensed interim consolidated financial statements are consistent with those followed in the preparation of the Company's annual consolidated financial statements for the year ended June 30, 2012 except as follows:

The Company has adopted the following amended IFRSs and IFRIC interpretations which became effective during the period:

FRS 7 - Financial Instruments: Disclosures - Enhanced De-recognition Disclosure Requirements (Amendment)
IAS 12 - Income Taxes - Recovery of Underlying Assets (Amendment)
The adoption of the above amendments did not have any material effect on the financial statements.

## Defined contribution plan

Effective July 01, 2012 the Holding Company has started a recognised provident fund scheme for all its permanent employees. Equal monthly contributions are made, both by the Company and the employees, to the fund at the rate of $8.33 \%$ of the basic salary.

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HUM NETWORK LIMITED
NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS
FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED)
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4. FINANCIAL RISK MANAGEMENT

The financial risk management objectives and policies are consistent with those disclosed in the annual consolidated financial statements of the Company for the year ended June 30, 2012.
5. SIGNIFICANT ACCOUNTING JUDGEMENT AND ESTIMATES

The significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation and uncertainty were same as those applied to the consolidated financial statements for the year ended June 30, 2012.

PROPERTY, PLANT \& EQUIPMENT

Operating assets
Capital work-in-progress
6.1 Operating Assets-owned and leased

Book value at the beginning of the period / year
Additions during the period / year
Less:
Disposal during the period / year-at book value
Depreciation charged during the period / year
6.1.2

| 6.1 | $\mathbf{1 7 0 , 8 7 0 , 5 1 5}$ | $179,344,247$ |  |
| :--- | ---: | ---: | ---: |
| 6.2 | $\mathbf{2 7 , 8 4 6 , 6 1 6}$ | $5,630,402$ |  |
|  |  |  | $\mathbf{1 9 8 , 7 1 7 , 1 3 1}$ |
|  |  |  |  |


|  | 179,344,247 | 199,568,794 |
| :---: | :---: | :---: |
| 6.1 .1 | 20,534,595 | 25,687,413 |
| 6.1.2 | 759,504 | 4,416,351 |
|  | 28,248,823 | 41,495,609 |
|  | 29,008,327 | 45,911,960 |
|  | 170,870,515 | 179,344,247 |

6.1.1 Additions during the period / year

Owned Assets:
Building on leasehold land
Leasehold improvements
Furniture and fittings
Motor vehicles
Audio visual equipment

| March 31, | June 30 |
| :---: | :---: |
| 2013 | 2012 |




| - | $5,133,880$ |
| ---: | ---: | ---: |
| $\mathbf{1 , 2 1 7 , 7 2 3}$ | $2,261,934$ |
| $\mathbf{3 , 1 2 7 , 3 6 7}$ | $1,274,611$ |
| $\mathbf{6 , 6 0 4 , 1 3 6}$ | $2,474,925$ |
| $\mathbf{2 , 6 8 0}, \mathbf{3 5 5}$ | $1,215,452$ |
| $\mathbf{2 , 1 9 0 , 7 7 9}$ | $7,292,049$ |
| $\mathbf{4 , 7 1 4 , 2 3 5}$ | $6,034,562$ |
| $\mathbf{2 0 , 5 3 4 , 5 9 5}$ | $25,687,413$ |

6.1.2 Disposals during the period / year

## Owned Assets:

Motor vehicles
Audio visual equipment
Office equipment

| 735,130 | 3,820,009 |
| :---: | :---: |
| 24,374 | - |
| - | 596,342 |
| 759,504 | 4,416,351 |

6.2 Capital work-in-progress

Lease hold improvement
Lease hold Building
Uplinking Equipment

| $\mathbf{5 , 9 2 3 , 0 1 2}$ |  | $5,630,402$ |
| ---: | :---: | :---: |
| 506,383 |  | - |
| $\mathbf{2 1 , 4 1 7 , 2 2 1}$ | - |  |
| $\mathbf{2 7 , 8 4 6 , 6 1 6}$ |  | $5,630,402$ |

## HUM NETWORK LIMITED <br> NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED)

| March 31, | June 30, |
| :---: | :---: |
| 2013 | 2012 |
| (Un-audited) | (Un-audited) |
| --------------- Rupees |  |

7. TELEVISION PROGRAM COSTS

Unreleased / released less amortisation In production

Less: Current portion shown under current assets

| $\mathbf{4 8 3 , 7 3 0 , 0 7 9}$ |  | $635,864,418$ |
| ---: | ---: | ---: |
| $\mathbf{1 1 , 3 3 0 , 3 1 7}$ |  | $14,170,763$ |
| $\mathbf{4 9 5 , 0 6 0 , 3 9 6}$ |  | $650,035,181$ |
| $\mathbf{3 1 9 , 3 3 0 , 8 6 2}$ | $368,979,393$ |  |
|  |  |  |

8. TRADE DEBTS - unsecured

Considered good
Considered doubtful

| $\mathbf{5 3 3 , 1 8 6 , 9 6 1}$ |  | $476,949,088$ |
| ---: | ---: | ---: |
| $31,720,019$ |  |  |
|  |  | $31,720,019$ |
| $\mathbf{3 1 , 7 2 0 , 0 1 9}$, | $31,720,019$ |  |

9. ADVANCES

Includes Rs. 10,492,500/- (June 30, 2012: Nil) to a related party M.D Production (Private) Limited
10. TRADE AND OTHER PAYABLES
0.1 Include Rs. 29,620,000/- (June 30, 2012: Rs. 6,200,000/-) and Rs. 15,800,000/- (June 30, 2012: Nil) due to related parties M.D Production (Private) Limited and MNM Productions respectively.
10.2 Includes Rs. Nil (June 30, 2012: Rs. 14,929/-) due to a related party, Ms. Malika Junaid
11. COMMITMENTS
11.1 Purchase of television programs commitments with M.D Production (Private) Limited and MNM Productions, related parties as at March 31, 2013 amounted to Rs. $56,700,000 /$ - and Rs. 32,600,000/- (June 30, 2012: Rs $38,700,700 /-$ and Nil) respectively. Purchase of television programs commitments as at March 31, 2012 with other than related parties amounted to Rs. 35,839,643/- (June 30, 2012: Rs. 107,640,500/-).
1.2 Commitment in respect of capital expenditure as at March 31, 2012 amounted to Rs. Nil (June 30, 2012: Rs. 2,888,892/-)
11.3 Commitment for rentals under ljarah finance agreement:
$\left.\begin{array}{lrrrr} & \text { Note } & \begin{array}{c}\text { March 31, } \\ \text { 2013 }\end{array} & \begin{array}{c}\text { June 30, } \\ \text { 2012 }\end{array} \\ \text { (Un-audited) }\end{array}\right]$

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HUM NETWORK LIMITED
NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS
FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED)
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11.3.1 This represent Ijarah Finance Facility entered into Islamic Bank in respect of vehicles. Total ljarah payments due under the agreements are Rs. 4,136,780/- (June 30, 2012: Rs. 729,792/-) and are payable in monthly installments latest by November 2015. Taxes, repairs and replacement and insurance costs are to be borne by the muj'ir (lessor). These facilities are secured by on demand promissory notes of Rs. 4,799,972/- (June 30, 2012: Rs. 1,128,000/-).

Advertisement revenue
Less: Agency commission Sales tax Discount to customers
-------- Rupees ----------
12. REVENUE - ne
Discount to customers

| 2,256,611,289 | 1,905,810,650 |
| :---: | :---: |
| 280,636,174 | 229,146,738 |
| 296,529,222 | 244,225,965 |
| 138,025,404 | 204,344,377 |
| 715,190,800 | 677,717,080 |
| 1,541,420,489 | 1,228,093,570 |


| 837,192,395 | $652,120,421$ |
| ---: | ---: |
| $103,785,976$ <br> $111,876,453$ <br> $44,038,197$ | $81,887,886$ <br> $86,619,775$ <br> $44,268,214$ <br> $259,700,626$ <br> $577,491,769$ |
|  | $212,775,875$ |

Advertisement revenue -
International

| - | 2,680,950 |  | 2,680,950 |
| :---: | :---: | :---: | :---: |
| 21,510,720 | 37,634,209 | 37,492 | 13,382,113 |
| 20,412,500 | 26,018,210 | 5,850,000 | 15,080,000 |
| 1,583,343,709 | 1,294,426,939 | 583,379,261 | 470,487,609 |

13. COST OF PRODUCTION

| Cost of outsourced programs | 499,368,663 | 414,352,137 | 152,629,011 | 136,523,779 |
| :---: | :---: | :---: | :---: | :---: |
| Cost of in-house programs | 58,932,909 | 63,577,893 | 23,681,169 | 13,075,809 |
| Cost of inventory consumed | 1,039,763 | 747,880 | 144,067 | 126,680 |
| Salaries, wages and benefits 13.1 | 149,066,100 | 123,627,018 | 50,928,808 | 47,659,500 |
| Depreciation | 16,666,298 | 18,611,111 | 5,487,066 | 5,730,879 |
| Traveling and conveyance | 13,870,209 | 12,716,006 | 4,786,383 | 4,034,196 |
| Utilities | 9,002,266 | 9,445,665 | 2,329,240 | 2,374,605 |
| Rent, rates and taxes | 2,719,747 | 5,559,835 | 1,045,249 | 1,418,124 |
| Insurance | 5,114,399 | 2,899,703 | 1,588,240 | 1,101,634 |
| Repair and maintenance | 7,872,697 | 6,820,445 | 2,395,992 | 2,239,760 |
| Fee \& subscription | 1,828,326 | 3,789,992 | 688,330 | 699,996 |
| Communication expense | 4,234,632 | 4,412,217 | 1,350,103 | 1,509,371 |
| Security charges | 1,163,927 | 1,318,689 | 336,255 | 436,310 |
| Amortisation of intangible assets | 1,123,395 | 1,083,395 | 374,465 | 354,465 |
| Consultancy | 2,668,417 | 2,538,288 | 822,133 | 577,844 |
| Printing and stationery | 202,181 | 196,623 | 44,737 | 64,881 |
|  | 774,873,929 | 671,696,896 | 248,631,248 | 217,927,832 |
| In production television programs - opening | 14,170,763 | 17,263,445 | 11,762,403 | 14,047,085 |
| In production television programs - closing | $(11,330,317)$ | $(13,852,081)$ | $(11,330,317)$ | $(13,852,081)$ |
|  | 777,714,375 | 675,108,260 | 249,063,334 | 218,122,836 |
| Released / unreleased programs - opening | 635,864,418 | 688,558,450 | 590,910,936 | 669,154,569 |
| Released / unreleased programs |  |  |  |  |
| - closing | $(483,730,079)$ | $(618,083,155)$ | $(483,730,079)$ | $(618,083,155)$ |
|  | 929,848,714 | 745,583,555 | 356,244,191 | 269,194,250 |

13.1 These includes Rs. 5,827,814/- (March 31, 2012: Rs. 11,254,582/-) in respect of staff retirement benefits.

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HUM NETWORK LIMITED NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2013 (UN-AUDITED)
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14. TRANSACTIONS WITH RELATED PARTIES

15. INTERIM DIVIDEND

The Board of Directors of the Holding Company in their meeting held on April 30, 2013 have recommended an interim cash dividend of Nil per share @ Nil amounting to Rs. Nil (2012: nil) on the existing paid-in value o the ordinary share capital
16. DATE OF AUTHORIZATION

These condensed interim financial statements have been authorised for issue on April 30, 2013 by the Board of Directors of the Holding Company.
17. GENERAL

Amounts have been rounded off to the nearest rupees

MAZHAR-UL-HAQ SIDDIQUI
Chairman

DURAID QURESH Chief Executive




