# Cellcast plc (the "Company")

### Interim Results for the six months ended 30 June 2012

The Board of Cellcast plc (AIM: CLTV) are pleased to announce the Group's interims results for the six months ended 30 June 2012 and to provide an update on the Group's Asia based investments , Cellcast Asia Holdings and Cellcast India.

### **Financial highlights**

- Revenue for the six months ended 30 June 2012 of £9.8m (H1 2011: £11.4m);
- First half loss before tax of £119,000 (H1 2011: profit before tax of £609,000);
- Operating costs reduced by 9.9% to £784,000 (H1 2011: £870,000), leading to improved performance compared to H2 2011.

### Update on Cellcast India

- In October 2011 additional capital raised by Cellcast India and partial sale of stake resulted in dilution of Group's ownership in Cellcast India to 12%.
- Cellcast India's financial position deteriorates further as the effects of new regulations reducing premium mobile tariffs for key application take a toll on Cellcast India margins.
- As a result of the above Cellcast India delays payments due the PLC under the IP Licensing agreement.

#### Andrew Wilson, CEO of Cellcast plc, commented:

The first half of 2012 saw a significant decline in revenue and profitability over the same period in 2011. This was largely attributable to a recession driven decline in consumer demand. On the positive side the first half of 2012 produced significantly improved results over the second half of 2011 as a result of cost cutting measures.

### For further information:

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### CHIEF EXECUTIVE OFFICER'S STATEMENT

#### Half year results

The Group's performance in the first half showed a decline in revenue and operating profit when compared with the first half of 2011 but a noticeable improvement in both revenue and gross operating profit compared with the second half of 2011.

Revenue for the six months ended 30 June 2012 was £9.8 million, a decrease of 13% on the same period last year but an increase of 3% over the second half 2011 performance. Gross profit for the period was £678,000 (H1 2011: £1,601,000), again showing an improvement on the second half of 2011, which recorded a gross profit of £110,000.

Revenues in the second quarter of 2012 were up 8% compared to the first quarter with the costs at a consistent level in these two quarters.

Operating costs for the period were £784,000, which is 10% lower than the £870,000 total for the first half of 2011.

Overall, the Group's UK operations incurred an operating loss of £106,000 for the period after depreciation and amortisation costs of £301,000. This compares unfavourably to an operating profit of £732,000 in the comparative period for 2011 but amounts to a significant improvement over the second half of 2011 when the Group incurred an operating loss of £710,000

The improvement over the second half of 2011 is a direct result of significant costs cutting program implemented during that period.

After taking into account the interest charges, the loss for the period was £119,000 (30 June 2011:  $\pounds$ 570,000 profit). This represents a loss per share of (0.2)p (30 June 2011: 0.8p profit).

### Cellcast Asia Holdings ("CAH")

On 7 October 2011 CAH bought back 3.2 million shares in CAH from Cellcast for a consideration of USD1.5m (£949,000), thereby reducing the Group's holding in Cellcast India to 12%.

The performance of Cellcast India deteriorated in the first half of 2012, impacted by new rules introduced by the Indian telecoms regulator, TRAI, which effectively reduced the premium tariffs applicable to Cellcast India's core services. As a result, Cellcast India has delayed payments due under the Intellectual Property assignment agreement concluded contemporaneously with the Share Buy Back Agreement mentioned above. Adequate provision was made against these amounts at 31 December 2011. No additional provision has been required in the period.

As of this date we understand that Cellcast India is exploring a repositioning and recapitalisation of the business.

### Funding

The cash flow for the sixth months ended 30 June 2012 was significantly improved from the same period last year due to the timing of receipt of the proceeds on the part-disposal of the Group's Indian associate received in November 2011.

Having reviewed the forward cash flows for the foreseeable future, the directors are confident that the Company has sufficient financial resources and that the preparation of the interim accounts on a going concern basis is appropriate.

## Outlook

The group continues to invest in the development of innovative products and services to meet the challenges and growth opportunities presented by the expansion of digital television and the convergence of the web, TV and telephony.

The economic situation continues to negatively impact demand for the Group's services in the UK and the Directors expect the last quarter to be a challenging one. As stated in the 2011 Annual Report, the Group has now reached saturation levels in terms of its multi channel multi platform distribution in the UK so we are increasingly focussing our efforts on identifying and developing new international markets for our products and services.

Andrew Wilson Chief Executive Officer 28 September 2012

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

# For the 6 months ended 30 June 2012

|  | 6 months ended<br>30/06/12<br>£ | 6 months ended<br>30/06/11<br>£ | Audited<br>Year ended<br>31/12/11<br>£ |
|--|---------------------------------|---------------------------------|--|
| Revenue  | 9,834,611                       | 11,354,142                      | 20,879,171                             |
| Cost of sales  | (9,156,333)                     | (9,752,894)                     | (19,168,083)                           |
| Gross profit   | 678,278                         | 1,601,248                       | 1,711,088                              |
| Operating costs and expenses:  |                                 |                                 |  |
| General and administrative   | (477,514)                       | (541,336)                       | (1,049,732)                            |
| Share option expense   | (5,619)                         | (14,044)                        | (27,350)                               |
| Amortisation and depreciation  | (301,042)                       | (314,317)                       | (612,273)                              |
| Total operating costs and expenses   | (784,175)                       | (869,697)                       | (1,689,355)                            |
| Operating (loss) / profit  | (105,897)                       | 731,551                         | 21,733                                 |
| Interest receivable & similar income   | 353                             | 1                               | 151                                    |
| Interest payable & similar charges   | (13,406)                        | (28,731)                        | (18,739)                               |
| Profit on disposal of interest in associate  | -                               | -                               | 91,603                                 |
| Gain on sale of intellectual property  | -                               | -                               | 364,005                                |
| Share of loss in associates  | -                               | (93,608)                        | (93,608)                               |
| (Loss) / profit before tax   | (118,950)                       | 609,213                         | 365,145                                |
| Taxation   | -                               | -                               | (72,801)                               |
| (Loss) / profit for the period   | (118,950)                       | 609,213                         | 292,344                                |
| Other comprehensive income<br>Exchange difference on translating foreign<br>operations | -                               | (39,174)                        | (92,083)                               |
| Total comprehensive income attributable to the owners of the parent                    | (118,950)                       | 570,039                         | 200,261                                |
| (Loss) / earning per share<br>Basic and diluted (note 3)                               | (0.2)p                          | 0.8p                            | 0.4p                                   |

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

# As at 30 June 2012

| As at 30 June 2012                          |                               |                        | A                             |
|---|-------------------------------|------------------------|-------------------------------|
|   | 30/06/12                      | 30/06/11               | Audited<br>31/12/11           |
|   | 50/00/12<br>£                 | 50/00/11<br>£          | £                             |
| Assets                                      | 2                             | 2                      | 2                             |
| Non-current assets                          |                               |                        |                               |
| Intangible assets                           | 758,254                       | 1,194,926              | 923,568                       |
| Property, plant and equipment               | 182,819                       | 141,451                | 172,288                       |
| Investments in associates                   | -                             | 907,221                | -                             |
|   | 941,073                       | 2,243,598              | 1,095,856                     |
|   |                               |                        |                               |
| Current assets                              | 2 606 001                     | 2 400 164              | 2 276 007                     |
| Trade and other receivables                 | 2,606,991                     | 3,408,164              | 3,276,087                     |
| Cash and cash equivalents                   | 904,201                       | 127,648                | 662,885                       |
| Total assets                                | <u>3,511,194</u><br>4,452,265 | 3,535,812<br>5,779,410 | <u>3,938,972</u><br>5,034,828 |
| Total assets                                | 4,432,203                     | 5,779,410              | 5,054,626                     |
|   |                               |                        |                               |
| Capital and reserves                        |                               |                        |                               |
| Called up share capital                     | 2,285,398                     | 2,285,398              | 2,285,398                     |
| Share premium account                       | 5,533,626                     | 5,533,626              | 5,533,626                     |
| Merger reserve                              | 1,300,395                     | 1,300,395              | 1,300,395                     |
| Cumulative translation reserve              | -                             | 49,330                 | -                             |
| Warrant reserve                             | 13,702                        | 13,702                 | 13,702                        |
| Retained earnings                           | (8,465,795)                   | (8,048,901)            | (8,352,464)                   |
| Equity attributable to owners of the parent | 667,326                       | 1,133,550              | 667,327                       |
| Liabilities                                 |                               |                        |                               |
| Current liabilities                         |                               |                        |                               |
| Trade and other payables                    | 3,784,939                     | 4,645,860              | 4,208,732                     |
| Borrowings                                  | -                             | -                      | 45,439                        |
| Total liabilities                           | 3,784,939                     | 4,645,860              | 4,254,171                     |
| Total equity and liabilities                | 4,452,265                     | 5,779,410              | 5,034,828                     |
|   |                               |                        |                               |

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

| As at 30 June 2012  | Share<br>Capital | Share<br>Premium | -         | Cumulative<br>Translation<br>Reserve | Warrant<br>Reserve | Retained<br>Earnings | Shareholders<br>Funds |
|---|------------------|------------------|-----------|--------------------------------------|--------------------|----------------------|-----------------------|
|   | £                | £                | £         | £                                    | £                  | £                    | £                     |
| Balance at 1 January 2012   | 2,285,398        | 5,533,626        | 1,300,395 | -                                    | 13,702             | (8,352,464)          | 780,657               |
| Loss for the period   | -                | -                | -         | -                                    | -                  | (118,950)            | (118,950)             |
| Transactions with owners<br>- Equity settled share-based<br>payment charge                                | -                | _                | -         | -                                    | -                  | 5,619                | 5,619                 |
| Balance at 30 June 2012   | 2,285,398        | 5,533,626        | 1,300,395 | -                                    | 13,702             | (8,465,795)          | 667,326               |
|   |                  |                  |           |                                      |                    |                      |                       |
| As at 31 December 2011  | Share            | Share            | Merger    | Cumulative                           | Warrant            | Retained             | Shareholders          |
| (Audited)   | Capital          | Premium          | Reserve   | Translation<br>Reserve               | Reserve            | Earnings             | Funds                 |
|   | £                | £                | £         | £                                    | £                  | £                    | £                     |
| Balance at 1 January 2011   | 2,285,398        | 5,533,626        | 1,300,395 | 88,504                               | 13,702             | (8,672,158)          | 549,467               |
| Profit for the year<br>Exchange difference on<br>translating foreign                                      | -                | -                | -         | -                                    | -                  | 292,344              | 292,344               |
| operations  | -                | -                | -         | (92,083)                             | -                  | -                    | (92,083)              |
| Total comprehensive<br>income   | -                | -                | -         | (92,083)                             | -                  | 292,344              | 200,261               |
| Transactions with owners<br>- Recycling of translation<br>reserve on disposal of<br>interest in Associate | -                | -                | -         | 3,579                                | -                  | -                    | 3,579                 |
| - Equity settled share-<br>based payment charge   | -                | -                | -         | -                                    | -                  | 27,350               | 27,350                |
| Total transactions with<br>owners   | -                | -                | -         | 3,579                                | -                  | 27,350               | 30,929                |
| Balance at 31 Dec 2011  | 2,285,398        | 5,533,626        | 1,300,395 | -                                    | 13,702             | (8,352,464)          | 780,657               |
| As at 30 June 2011  | Share            | Share            | 5         | Cumulative                           | Warrant            |                      | Shareholders          |
|   | Capital          | Premium          | Reserve   | Translation<br>Reserve               | Reserve            | Earnings             | Funds                 |
|   | £                | £                | £         | £                                    | £                  | £                    | £                     |
| Balance at 1 January 2011   | 2,285,398        | 5,533,626        | 1,300,395 | 88,504                               | 13,702             | (8,672,158)          | 549,467               |
| Profit for the period<br>Exchange difference on<br>translating foreign                                    | -                | -                | -         | -                                    | -                  | 609,213              | 609,213               |
| operations<br>Total comprehensive   | -                | -                | -         | (39,174)                             | -                  | -                    | (39,174)              |
| income  | -                | -                | -         | (39,174)                             | -                  | 609,213              | 570,039               |
| Transactions with owners<br>- Equity settled share-based<br>payment charge                                | -                | -                | -         | -                                    | -                  | 14,044               | 14,044                |
| Total transactions with<br>owners   | -                | -                | _         | -                                    | -                  | 14,044               | 14,044                |
| Balance at 30 June 2011   | 2,285,398        | 5,533,626        | 1,300,395 | 49,330                               | 13,702             | (8,048,901)          | 1,133,550             |
|   |                  |                  |           |                                      |                    |                      |                       |

In the above tables, the amounts are attributable to the equity holders of the parent.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

# For the 6 months ended 30 June 2012

|  |   | 6 months ended 30/06/12 | 6 months ended<br>30/06/11 | Audited<br>Year ended<br>31/12/11 |
|--|---|-------------------------|----------------------------|-----------------------------------|
| Net increase / (decrease) in cash and cash equivalents |   | £                       | £                          | £                                 |
| Net cash inflow / (outflow) from operations            | а | 446,06                  | 5 207,990                  | (323,027)                         |
| Income taxes   |   |                         | -                          | (72,801)                          |
| Interest received                                      |   | 35                      | 3 1                        | 151                               |
| Net cash inflow / (outflow) from operating activities  |   | 446,41                  | 8 207,991                  | (395,677)                         |
| Net cash (outflow) / inflow from investing activities  | b | (146,257                | ) (61,945)                 | 1,021,529                         |
| Net cash used in financing activities                  | с | (13,406                 | ) (128,731)                | (118,739)                         |
| Net increase in cash and cash equivalents              |   | 286,75                  | 5 17,315                   | 507,113                           |
| Cash and cash equivalents at beginning of period       |   | 617,44                  | 6 110,333                  | 110,333                           |
| Cash and cash equivalents at end of period             |   | 904,20                  | 1 127,648                  | 617,446                           |

Cash and cash equivalents

|                           | 6 months ended          | 6 months ended                      | Audited<br>Year ended                      |
|---------------------------|-------------------------|-------------------------------------|--|
| Cash at bank<br>Overdraft | 30/06/12<br>904,201<br> | 30/06/11<br>127,648<br>-<br>127,648 | 31/12/11<br>662,885<br>(45,439)<br>617,446 |

# NOTES TO THE UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

# For the 6 months ended 30 June 2012

|   | Reconciliation of net loss to net cash           | 6 months<br>ended<br>30/06/12<br>£ | 6 months<br>ended<br>30/06/11<br>£ | Audited<br>Year ended<br>31/12/11<br>£ |
|---|--|------------------------------------|------------------------------------|--|
| а | inflow / (outflow) from operating activities     |                                    |                                    |  |
|   | (Loss) / profit before tax                       | (118,950)                          | 609,213                            | 365,145                                |
|   | Interest receivable & similar income             | (353)                              | (1)                                | (151)                                  |
|   | Interest payable & similar charges               | 13,406                             | 28,731                             | 18,739                                 |
|   | Share of operating losses in associates          | -                                  | 93,608                             | 93,608                                 |
|   | Amortisation and depreciation                    | 301,042                            | 314,317                            | 612,275                                |
|   | Profit on part-disposal of Indian associate      | -                                  | -                                  | (91,603)                               |
|   | Gain on sale of intellectual property            | -                                  | -                                  | (364,005)                              |
|   | Share option expense                             | 5,619                              | 14,044                             | 27,350                                 |
|   | Decrease / (increase) in trade and other receiva | 669,096                            | (796,323)                          | (491,659)                              |
|   | Decrease in trade and other payables             | (423,791)                          | (55,599)                           | (492,726)                              |
|   | Net cash inflow / (outflow) from operations      | 446,065                            | 207,990                            | (323,027)                              |

# **b** Cash flow from investing activities

| Proceeds on part-disposal of Indian associate     | -         | -        | 949,493   |
|---|-----------|----------|-----------|
| Proceeds on sale of intellectual property         | -         | -        | 191,418   |
| Purchase of property, plant and equipment         | (38,257)  | (51,945) | (105,077) |
| Purchase of intangible assets                     | (108,000) | (10,000) | (14,305)  |
| Net cash (outflow) / inflow from investing activi | (146,257) | (61,945) | 1,021,529 |

# c Cash flow from financing activities

| Interest paid                            | (13,406) | (28,731)  | (103,201) |
|--|----------|-----------|-----------|
| Repayment of loan                        | -        | (100,000) | (200,000) |
| Proceeds from the issue of share capital | -        | -         | 55,000    |
| Proceeds from directors loan             | -        | -         | 100,000   |
| Net cash used in financing activities    | (13,406) | (128,731) | (148,201) |

# NOTES TO THE UNAUDITED CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

### 1. General Information

Cellcast plc is a limited liability Company incorporated and domiciled in the United Kingdom. Its business address is 150 Great Portland Street, London, W1W 6QD. The address of its registered office is The Registry, 34 Beckenham Road, Beckenham, Kent, BR3 4TU. Copies of this statement are available from this address and from the Company's website <u>www.cellcast.tv</u>.

The Company is quoted on the AIM Market of the London Stock Exchange.

This condensed consolidated interim financial information was approved for issue on 28 September 2012.

#### 2. Basis of preparation

This unaudited condensed consolidated interim financial information is for the six months ended 30 June 2012. This has been prepared in accordance with recognition and measurement principles of International Financial Reporting Standards (IFRS) as endorsed by the European Union and implemented in the UK. The financial information in this interim announcement does not constitute statutory accounts within the meaning of Section 434 of the Companies Act 2006.

The interim financial information does not include all of the information required for full annual financial statements and accordingly, whilst the interim financial information has been prepared in accordance with the recognition and measurement principles of IFRS, it cannot be construed as being in full compliance with IFRS.

The comparative financial information for the year ended 31 December 2011 does not constitute statutory accounts within the meaning of Section 434 of the Companies Act 2006. The statutory accounts of the Group for the year ended 31 December 2011 have been reported on by the Company's auditor and have been delivered to the Registrar of Companies. The auditor's report on those accounts was not qualified, did not contain statements under section 498(2) and (3) of the Companies Act 2006 and included an emphasis of matter relating to the uncertainties in respect to the Group's ability to continue as a going concern.

The IFRS's that will be effective in the financial statements for the year to 31 December 2012 are still subject to change and to the issue of additional interpretation(s) and therefore cannot be determined with certainty. Accordingly, the accounting policies for that annual period that are relevant to this interim financial information will be determined only when the IFRS financial statements are prepared at 31 December 2012.

Except as described above, the current and comparative periods to June have been prepared using accounting policies and practices consistent with those adopted in the annual financial statements for the year ended 31 December 2011 and are also consistent with those which will be adopted in the 31 December 2012 financial statements.

There were no other Standards and Interpretations which were in issue but not effective at the date of authorisation of this condensed interim financial information that the directors anticipate will have a material impact on the financial statements of the Group.

# NOTES TO THE UNAUDITED INTERIM ACCOUNTS STATEMENT

# 3. (Loss) /earnings per share

Basic and diluted loss per share is based on the loss after tax and on the following weighted average number of shares in issue.

|  | 30/06/2012<br>£  | 30/06/2011<br>£ | Audited<br>31/12/2011<br>£ |
|--|------------------|-----------------|----------------------------|
| Reported profit / (loss) for the financial period  | (118,950)        | 609,213         | 292,344                    |
|  | Number           | Number          | Number                     |
| Weighted average number of ordinary shares   | 76,471,557       | 77,513,224      | 76,471,557                 |
| Dilutive effect of outstanding share options and warrants                                | -                | 1,292,626       | -                          |
| Weighted average number of ordinary shares for diluted earnings per share                | 76,471,557       | 78,805,850      | 76,471,557                 |
| Basic (loss) / earnings per share (pence)<br>Diluted (loss) / earnings per share (pence) | (0.2)p<br>(0.2)p | 0.8p<br>0.8p    | 0.4p<br>0.4p               |