

VALUABLE

imagine

innovate

inspire

Introduction

Imagine. Innovate. Inspire. Three words that define our core values.

Imagining a better future.

Innovating solutions to achieve it.

Inspiring others by setting an example.

The group manages and operates a spectrum of companies in three industry verticals – media and entertainment, technology and infrastructure, and has made pioneering technology-based business innovations the cornerstone of the group's success formula.

The group uses a blend of satellite technology and innovative models to create new markets and in the process build new businesses. Our vision is to 'Deliver Audiences' and our mission is to 'To create platform based delivery businesses'.

This journey began in 2004 when Mr. Sanjay Gaikwad, Mr. Narendra Hete, Dr. Usman Fayaz and late M.B. Zaidi came together with their respective experience and expertise in networking, technical prowess, and strategic vision, subsequently strengthened by Mr Vijay Jindal's entry and started what is today, the Valuable Group of Companies.

Promoter Group



SANJAY GAIKWAD
Managing Director

Mr. Gaikwad is an engineer with an MBA from Mumbai University. The key person behind the modernization of Zee Group and the initiator of their various forays into Internet and online gaming, he has many pioneering technical innovations to his credit. Having founded the Valuable Group with Mr. Narendra Hete, today he is the driving force behind the Valuable Group of Companies.



NARENDRA HETE
Vice – Chairman

An entrepreneur with over 25 years of rich professional experience, Mr. Hete in 2003 co-promoted Valuable Reserves India Ltd., India's First tech-infrastructure service provider to the online and paper gaming industry. His commercial and business acumen provides invaluable strategic inputs to the group.



Dr. USMAN FAYAZ
Vice – Chairman

It wouldn't be an overstatement to say that Dr. Fayaz is the visionary of the Indian Gaming Industry. Besides promoting online gaming across various states in India, Dr. Fayaz is also the Honorary Consul General of the Republic of Liberia. He has recently been awarded a Doctorate by Indra Prastha University, Delhi.



AMEYA HETE
Executive Director

Mr. Hete is an industrial engineer with a masters from the State University of New York. With extensive experience in technology, strategy and business development, Mr. Hete has been responsible for defining the strategic direction and establishing Valuable Group's presence across various international markets.



VIJAY JINDAL
Chief Mentor

Mr. Jindal has been the chief intellect officer of the Times of India group where he has served for more than 15 years in two stints and held important position of the CEO The Economic Times in his first tenure. Later he set up Times Treaties an equity venture based on the exchange of advertising for equity and has successfully concluded more than 50 deals. As VC and MD of ZEE Telefilms Ltd., he has transformed it into a multi channel, multi-national enterprise with forays into the markets of UK and USA.

Strategic Management Committee

Company's business at the group level is led by top management body called Strategic Management Committee (SMC), currently comprising 10 members with varied backgrounds. The Committee comprises promoters and professionals who together provide strategic direction to the group's business.



KAPIL AGARWAL
Director

Mr. Agarwal is a qualified Chartered Accountant. He is responsible for formulating the overall business strategy for UFO and also providing his management input for the overall growth of Media business. He is a result oriented strategic thinker with initiative, enterprise and penchant for action. He has more than 25 years of rich experience of working with big Indian industrial houses like Modis, Apollo Tyres Group and British Gas (a leading UK based Multinational company).



RAJ TILAK
Director

Mr. Tilak is a film industry veteran, with over 36 years of experience. He started Tilak Movies which has produced half a dozen feature films, TV series, corporate and ad films. He worked as a consultant with India's Telecommunication major companies including Reliance Infocomm, Bharti and Tata Indicom. He advised Adlabs on digital cinema rollout and acquisition of cinema houses. He is currently the Vice President of Film and TV Producers Guild of India.



Dr. SUNIL PATIL
Director

Dr. Patil is a Doctor of Medicine with a specialization in Radiodiagnosis. He has a career spanning 15 years in the distribution and exhibition of films. He has worked as CEO of Mukta Adlabs Digital Exhibition Pvt. Ltd and was the pioneer of the e-cinema revolution in India. The first 90 e-cinema screens in India were set up by him. He has worked as CEO of PVR digital cinema division and also Chief Operating Officer of South and West India for PVR.



TUSHAR AGARWAL
Director

A Chartered Accountant by qualification, Mr. Agarwal is the Founder-Director and Chief Executive Officer in Glance Finance Ltd, a listed company engaged in offering financial services including funds syndication, corporate advisory services and financial management. In addition, he is also involved in running other business like stainless steel exports, jewelry exports, and real estate.



SHANKAR GAIKWAD
Director

Mr. Gaikwad has wide experience in administration and logistics. He has worked with Indian Navy (Naval Dockyard and various other establishments) for more than 37 years, managing administration and logistics for nearly 15,000 strong work force. He is currently leading Valuable's foray into Infrastructure business involved in land acquisition, interacting with the government and managing global partners and vendors.

Corporate Team

listed alphabetically



Bruce Rider
Consultant -
Studio Relations



Charu Satam
Head - Corporate
Communication



Ishwar Shandilya
Group Head - Legal &
Company Secretary



Manjiri Hete
VP - Corporate HR



Om Raut
VP - Creative Business
Development



Prafulla Vaidya
Director - Group Finance
CEO - Impact



Prashanth Nutula
VP - Strategy



Shirish Nandeshwar
VP - Infrastructure Projects



Ulhas Potnis
Director - Group Operations
CEO - BoxTech



Vishnu Kabra
VP - Group Finance &
Accounting

Operations Team



Anil Pagar
MD - Spadeworx



Ashish Malushte
CFO - UFO



Chintan Dave
CTO - Impact



Deepak Ranjan
Head Ad Sales - UFO



Dhvani Talati
AVP - Infrastructure Projects

listed alphabetically



Fereidoon Khosravi
CIO - Box



K Suvarna
VP Commercial - UFO



Makarand Karanjkar
CTO New Product
Development - UFO



Mitalee Patel
VP Content Acquisition - UFO



Niranjan Dusane
CEO - Dusane Infotech



Dr. Padmakar Tarharkar
Agriculture Specialist -
Ag Bio Project



Pankaj Jaysingh
COO - UFO



Prashant Vitlani
Head Operations - VT Inc.



Rajarshi Mukhopadhyay
Senior VP Engineering
BoxTech



Rajesh Mishra
CEO Indian Operations - UFO



Sanjay Chavan
CTO Technology Operations -
UFO



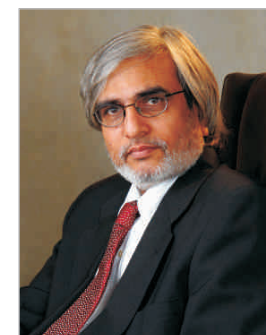
Sanjay Peer
Head Marketing -
Consumer Box



Selvakumar Jawahar
CEO - DIMA



Vidhyadhar Deshpande
Advisor - Infrastructure
Projects



Vishnu Patel
CEO International and
Franchisee Operations - UFO

Media & Entertainment

Using a combination of satellite technology and innovative business models to establish new delivery platforms for distribution of entertainment and media.



UFO Moviez

UFO Moviez was established in the year 2005 by Valuable Group with equity participation from Apollo International Limited, which is a part of the over \$ 1 billion Apollo Group, a leading business house of India. The Company has revolutionized the way films are distributed and exhibited in India through its pioneering technology, infrastructure and unique pay per show business model, bringing in a 'First Day First Show' regime for film distributors and cinema owners across the country.

The launch of UFO has resulted in two major advantages: Cost arbitrage and Time arbitrage. Not only film distributors save on account of cost of print, which are obviously not needed in the digital delivery cinema but also they gain huge time advantage by simultaneously delivering the movies across the country.

3i, one of the world's leading investment funds dealing in technology and innovative products, took a strategic stake in UFO enabling it to fuel its ambitious growth plans.

In a short span of less than 4 years UFO Moviez has grown into the largest digital cinema network in India with over 1500 installations receiving movies delivered to them via satellite.



moviebeam

Valuable Group has recently acquired moviebeam, founded by Disney with over an estimated USD 250 million in aggregate investments from industry titans like Intel Capital, Cisco, Norwest Venture Partners and Mayfield Partners in addition to Disney. moviebeam is the first studio certified platform that supports a hybrid Push and Pull architecture allowing unlimited choice to consumers.

moviebeam's technology and architecture with storage on Set Top Box (STB) is a unique model of providing Digital Movie Rental (DMR) service with an unrivalled mode of push and pull technology advantage. This results in a competitive edge to Valuable Group as other existing players still carry on the business with old model of streaming.

Since acquisition, Valuable Group has transformed moviebeam to support next generation technologies in providing cost effective DMR solutions.

BoxTech

BoxTech has been established as a business division of Valuable Technologies Pvt. Ltd. (VTPL), a holding company representing group's initiatives in the media and technology domains, to focus on the area of providing technology backend support services to various entertainment companies that are building their customer base on moviebeam technology.

BoxTech shall be responsible for providing complete technology service support to companies worldwide which are building its customer base for providing Digital Movie Rental service. The broad categories of service offerings of BoxTech are billing support, content packaging and technical support.



moviebeam Hospitality

Valuable Group is establishing its niche in the US hospitality sector. Through its subsidiary Valuable Technologies Inc. (VT Inc.), Valuable Group is launching the moviebeam platform as a low cost Digital Movie Rental (DMR) solution - Flix Entertainment, for small and mid-tiered hotels in the US, a sector of US Hospitality currently not addressed by current players.

The present design of the installations, system and high capex involved deters small and medium hotels from providing DMR service. At the same time, both business and leisure travellers visiting these small and medium hotels look forward to high quality in-room entertainment services. VT Inc. fills this gap through its low cost DMR solution providing High Definition content to the hotels.



BOX - Consumer Markets

BOX is a first of its kind Digital Movie Rental (DMR) service to be provided to the consumer homes and fills the gap, where the existing technology and business models has not penetrated the on demand living room entertainment services in different consumer markets worldwide especially in India and MENA regions (Middle East and North Africa). The company is launching a convenient solution for the viewer to order and watch movies on a High Definition digital format delivered through a combination of satellite and cable technologies. BOX will also have an ad supported DMR service using MyPlex player which is non-invasive dynamic thematic player.

White Labelling

Leveraging the delivery platforms and distribution of moviebeam, VTPL has created a pure play technology end to end solution, that can be used by the existing DMR players especially in the USA to distribute the movies and entertainment content online.

Most of the existing DMR players in the USA are looking forward to migrate from the present day physical delivery to online distribution. Their core competency is content and VTPL's is in building platforms not only for its own content but also for other's content.

With the launch of VTPL's online platforms for content delivery into homes, DMR players in the USA will have unparallel access to platform and delivery system for delivery of the content. Later, following the establishment of the Company's white labeling business in the USA, VTPL shall tap opportunities in the rest of the world.



ImPACT

Although the film industry is 100 years old, transactions are still done in old ways. ImPACT (Integrated Media PACT) is a first of its kind settlement platform, aiming to install computerized ticketing system with VSAT connectivity in theatres to make the sales data accessible real time to all the stakeholders in the film industry.

This will institute transparency and honesty in recording and declaration of ticket sales with the result that Impact equipped cinemas will begin to build the confidence of distributors for movie releases in these theatres, and the government would start to realise higher revenues because of the transparency of the system.

The Company in its role as a settlement exchange is mediating the transaction between the exhibition centres on the one hand, and the government and the distributors on the other hand, in consideration of a nominal settlement fee to be paid by the distributors and the government and with a small equipment providing fee from the exhibitors.



DIMA E-Solutions

DIMA was set up by the enterprising engineers who were earlier part of a digital technology company which has licensed its MPEG4 technology to UFO for its digital cinema initiative. DIMA's promoters are largely technocrats who have experience in working on the Set Top Box (STB) technology and MPEG4 technology. These technologies form the foundation of the Valuable's emerging businesses. They are a crucial link in the Valuable's design and model of the businesses.

Valuable Group has outsourced to DIMA the R&D activity pertaining to the activity of the STB for launch of its Digital Movie Rental service initially in the US hospitality industry followed by launch in the consumer homes in different markets.

DIMA is also engaged in the R&D work for UFO Moviez.



Dusane InfoTech

Dusane InfoTech (DI) is a technology consulting and product development firm that has developed its expertise in providing products & solutions at a low development cost with a rapid time-to-market. With its technology expertise encompassing Java tools, .NET tools and System side programming, networking, databases and data management, DI helps its clients develop customized enterprise software solutions (J2EE, MicroSoft .NET), web-based and client –server applications along with an understanding of business processes.

DI's current projects include developing gaming systems for casinos, betting terminals, online lottery systems. It's also assisting Impact implement the electronic settlement platform for the film industry in India and moviebeam in building and managing the Digital Asset Management system and billing systems for Hospitality and Consumer businesses.

SpadeWorx

Driven by innovation, customized solutions and superior quality delivery, SpadeWorx Software Services is one of the fastest growing IT Services Company specializing in Software Product Lifecycle Services. It offers a combination of domain expertise, specialized skills, productivity tools and frameworks at an optimized cost structure. In addition to domain and technical know-how, SpadeWorx brings flexibility, transparency, openness and management skills in the engagement.

Spadeworx is building the MyPlex player for BOX consumer business which is a non-invasive dynamic thematic player for playing the content and could be used to insert advertising along with the content.



Gi Terminal Tech.

Evaluating the growing seriousness in the gaming industry, the Valuable Group launched Valuable Reserves (I) Ltd., India's first business process platform unit for the gaming sector and consequently transferred it to GI Terminal Tech., thus pioneering the transformation of the gaming industry from an unorganized sector into a serious, technology-driven marketplace. Barings, a top-tier investor group, is a key investor in this venture. Apart from this it's also transforming intricate briefs of the gaming sector into reality on a quick time basis as part of its expansion strategy.

Hermes

Hermes is India's first Indigenous Distribution System and integrated travel platform primarily targeted towards the travel agent network. The company has proved to be the single-window ticketing platform for the travel industry, offering online reservations for airlines, buses, trains and hotels. Route Management is a unique HERMES feature that brings artificial intelligence into the system. Hermes addresses a niche segment catering to low cost carriers by providing a cost effective solution. At present it has a network of over 500 terminals remotely managed across a network of 200 travel agents. As an effective B2B platform for Low Cost Carriers (LCC), the Company is at the threshold of attaining the designation of a Global Distribution System (GDS) for the international market.

Infrastructure

Infrastructure development is crucial to a nation's growth. Contributing to this, Valuable is laying the foundation for a new India through various infrastructure projects.



Mumbai Economic Development Zone

As a strategic local partner, Valuable Group is assisting Gulf Finance House of Bahrain to set up Asia's first Economic Development Zone near Mumbai. This Economic Development Zone will consist of Energy City, Mumbai Software City, Mumbai Telecom City and Entertainment City.

Spread over an area of 1600 acres this Economic Development Zone will be amongst the most vibrant, technologically advanced, fully integrated development project in the country.

Global Logistix Park

Valuable Group is assisting Khaleeji Commercial bank headquartered in Bahrain is developing India's first integrated Logistics Park on a 400 acre site.

Connectivity being a critical factor for its success, Logistics Park has been proposed to be developed near Mumbai closer to the existing as well as proposed international airport and also to the Mumbai Port.

The main components of the project would include transportation and logistics infrastructure, industry and manufacturing support for targeting high-end manufacturing, information and services, training facilities, utilities like power generation, energy conservation technologies etc.



Destination Shirdi

Valuable Group has planned a unique infrastructure development project near Shirdi in Maharashtra. This spiritual destination shall be one of its kinds in India and shall provide world-class facilities and amenities to devotees of Sai Baba who visit Shirdi.

The project shall have a township of 1000 service apartments, a meditation center, gardens, recreational facilities, etc. allowing a Shirdi visitor to unwind in peace and harmony. Along with the service apartments, the project will also include exclusive luxurious villas, spa, recreational amenities and a private heli-pad.

The project shall also be equipped with a multilingual digital library chronicling the life of Sai Baba along with an interactive living museum offering a virtual walk through the time and life of Sai Baba.



Ag Bio

Valuable Group is developing Agro-Ecology-Tourism project in a 400 acre site near the Mumbai Pune Highway, two hours from Mumbai, encompassing modern agriculture and farming techniques, agricultural research and development and eco-tourism.

The proposed land use components include building agricultural research institute, open farming zone for traditional farming of crops, educational and agro-themed guides for thematic farming, horizontal farm residences (similar to the traditional green house) and agro-scrapper city centre which include facilities like eco-spa, boutiques, restaurants, conference facilities and temple and event gathering space.



Rural Infotainment Centres

Valuable Group has pioneered the concept of Integrated Retailing and Infotainment centers wherein it provides information, entertainment and retailing services under one roof. These centres titled “Rural Infotainment Centres”, which entails setting up of a multi screen digital cinema exhibition centre, information kiosk for providing market price data on agricultural commodities, crop insurance and other financial products, and ATMs for providing banking services.



Valuable Life Foundation

Building value for all stakeholders, be it shareholders or employees or society or the State, is indeed what shapes our approach to all what we do, Valuable views itself as an integral part of the society. After all it draws its vitality and vigour from the society. We owe it to the society for whatever we have been able to accomplish so far.

One of our promoters, late M.B. Zaidi had discernible love for people and had the dream of making Valuable Group a responsible corporate citizen. In pursuit of his vision, the Valuable Group has set up Valuable Life Foundation to support and cherish the human spirit and serve and nurture the society for a better tomorrow.

Valuable Life is working in areas of education, healthcare, environment and development of technologies dedicated to improving the quality of human life.

Our Inspiration - Mr. Zaidi



Zaidi Saab as he was popularly called had a great love for life and his passion for relationships has been our guiding force. His values still echo and reverberate in the environs of Valuable Group. The journey started by Zaidi Saab continues with Valuable Group and today in his honor and memory we carry forward the legacy left behind by him.



Awards & Accolades

UFO Moviez Limited has won:

- GES (Global Entrepolis @ Singapore) Technopreneur Of The Year 2007, awarded by the Asian Wall Street Journal and Government of Singapore
- IIFA Innovation Award In Indian Cinema 2007
- Bangalore Ad Club Awards For Excellence In Advertising And Media 2007
 - Best Media Innovation Digital – Gold
 - Best Media Innovation Cinema – Gold
 - Best Media Innovation Never Used Before Media – Bronze
- Sanjay Gaikwad has received the Zee 24 Taas Ananya Award in 2008 for bringing revolution to the Indian cinema
- Sanjay Gaikwad was nominated for the 9th Ernst & Young “Entrepreneur of the year” award in 2007

Brand Portfolio



imagine . innovate . inspire



Media & Entertainment



Technology



Valuable Group

602, Center Point, J.B. Nagar,
Andheri East, Mumbai- 400059
www.valuablegroup.com