



Press Release

UFO Moviez Reports Q3FY18 Results

Advertisement Revenue grew 15.8% to ₹494 Mn
EBITDA stood at ₹367 Mn & PAT stood at ₹120 Mn

Mumbai, February 12, 2018: UFO Moviez India Limited, India's largest digital cinema distribution network and in-cinema advertising platform in terms of number of screens, today, announced its financial results for the quarter and nine months ended December 31, 2017.

Financial Highlights:

Quarter ended December 31, 2017

Consolidated revenues stood at ₹1,402 (Q3FY17 – ₹1,502) million. EBITDA stood at ₹367 (Q3FY17 – ₹443) million. PBT stood at ₹179 (Q3FY17 – ₹227) million and PAT stood at ₹120 (Q3FY17 – ₹137) million.

Advertisement revenue grew by 15.8% to ₹494 (Q3FY17 – ₹427) million. Average advertisement minutes sold per show per screen grew to 4.54 (Q3FY17 – 3.88) minutes during Q3FY18.

Nine Months ended December 31, 2017

Consolidated revenues stood at ₹4,349 (9MFY17 – ₹4,453) million. EBITDA stood at ₹1,153 (9MFY17 – ₹1,373) million, PBT stood at ₹574 (9MFY17 – ₹667) million and PAT stood ₹370 (9MFY17 – ₹412) million.

Advertisement revenue grew by 1.4% to ₹1,359 (9MFY17 – ₹1,341) million. Average advertisement minutes sold per show per screen stood at 4.36 (9MFY17 – 4.32) minutes during 9MFY18.

“UFO’s advertisement revenues performed well as the economy started recovering indicating that the inherent strength of the advertisement platform remains intact,” said **Sanjay Gaikwad, Founder and Managing Director**. *“Our profitability was under pressure on account of scheme of arrangement and amalgamation related expenses and planned losses in D-Cinema on account of sunset. As we look ahead, we are certain that spends on our in-cinema advertising platform will continue to grow and we remain confident in our ability to continue delivering value to our customers and shareholders.”*

About Us

UFO Moviez India Limited (BSE Code: 539141; NSE Code: UFO) is India's largest digital cinema distribution network and in-cinema advertising platform in terms of number of screens. UFO operates India's largest satellite-based, digital cinema distribution network using its UFO-M4 platform, as well as India's largest D-Cinema network. As on December 31, 2017, UFO's global network, along with subsidiaries and associates, spans 6,379 screens worldwide, including 5,314 screens across India and 1,065 screens across the Middle East, Israel, Mexico and the USA.

UFO's digitization and delivery model has been a key driver of extensive digitization of Indian cinemas and has enabled wide-spread, same day release of movies across India. UFO adds value to all stakeholders in the movie value chain, spanning movie producers, distributors, exhibitors and the cinema-going audience. UFO provides value to movie producers and distributors by reducing distribution costs, providing reach to a wide network, providing a faster method of delivery of content and reducing piracy through encryption and other security measures. We provide value to movie exhibitors throughout India by providing access to first day release of movies on our digital platform. Audiences benefit from faster access to new movie releases and a consistently high quality viewing experience.

UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,943 screens, with an aggregate seating capacity of approximately 1.77 million viewers and a reach of 1,384 cities and towns across India, as on December 31, 2017. UFO's in-cinema advertising platform enables advertisers to reach a targeted, captive audience with high flexibility and control over the advertising process. UFO's in-cinema advertising platform also allows small exhibitors who otherwise are not able to effectively monetise their advertising inventory due to their limited scale and reach to receive a greater share of advertisement revenue than they are able to using traditional advertising methods.

Safe Harbour

This document, except for the historical information, may contain forward looking statements indicating future performance or results, financial or otherwise. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events.

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