



Press Release
UFO Moviez Reports Q1FY19 Results

Advertisement Revenue stood at ₹451 Mn
EBITDA stood at ₹283 Mn & PAT stood at ₹76 Mn

Mumbai, August 08, 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 ended June 30, 2018.

Financial Highlights:

Quarter ended June 30, 2018

Consolidated revenue stood at ₹1,347 (Q1FY18 – ₹1,544) million. EBITDA stood at ₹283 (Q1FY18 – ₹409) million. PBT stood at ₹117 (Q1FY18 – ₹211) million and PAT stood at ₹76 (Q1FY18 – ₹137) million.

Advertisement revenue stood at ₹451 (Q1FY18 – ₹493) million during Q1FY19.

“Fiscal year 2019 started on a soft note as advertisement performance was weak during the quarter. However, we are confident of delivering improved performance going forward,” said Sanjay Gaikwad, Founder and Managing Director. “The capex during the quarter stood at ₹95 Mn, consistent with our annual guidance. With relatively lower capital intensity, our ability to generate free cash flow will provide the necessary flexibility to reward shareholders. Lastly, the process up to the merger between UFO and Qube has made considerable progress passing major regulatory milestones.”

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 June 30, 2018, UFO's global network, along with subsidiaries and associates, spans 6,361 screens worldwide, including 5,296 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 3,857 screens, with an aggregate seating capacity of approximately 1.71 million viewers and a reach of 1,350 cities and towns across India, as on June 30, 2018. 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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