



Press Release

UFO Moviez Reports Q2&H1FY19 Results

In Q2FY19, Advertisement Revenue grows 32% Y-o-Y to ₹490 Mn
EBITDA stood at ₹338 Mn & PAT stood at ₹108 Mn

Mumbai, November 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 half year ended September 30, 2018.

Financial Highlights:

Quarter ended September 30, 2018

Consolidated revenue stood at ₹1,335 (Q2FY18 – ₹1,392) million. EBITDA stood at ₹338 (Q2FY18 – ₹378) million. PBT stood at ₹168 (Q2FY18 – ₹184) million and PAT stood at ₹108 (Q2FY18 – ₹113) million.

Advertisement revenue grew 32% to ₹490 (Q2FY18 – ₹372) million. Average advertisement minutes sold per show per screen grew to 5.08 (Q2FY18 – 3.52) minutes.

Half Year ended September 30, 2018

Consolidated revenues stood at ₹2,682 (H1FY18 – ₹2,936) million. EBITDA stood at ₹621 (H1FY18 – ₹786) million. PBT stood at ₹286 (H1FY18 – ₹395) million and PAT stood at ₹184 (H1FY18 – ₹250) million.

Advertisement revenue grew by 8.9% to ₹942 (H1FY18 – ₹865) million. Average advertisement minutes sold per show per screen grew to 4.77 (H1FY18 – 4.15) minutes.

“Advertisement revenues grew 32% during the quarter. We expect advertisement revenues to continue gaining steam in a seasonally strong second half driven by a robust line up of blockbuster releases,” said Sanjay Gaikwad, Founder and Managing Director. “The Government of India recently revised rates for digital cinema advertising by 20%. We expect new rates to impact us positively in the next fiscal year. We also recently commissioned research and measurement across the advertisement network. The weekly outcomes of the research are expected to be published December onwards. The merger between UFO and Qube is also progressing well and we expect that requisite approvals will be received soon. The outcome of the research and the merger are going to further strengthen UFO’s advertisement offerings as we look optimistically towards the future.”

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 September 30, 2018, UFO's global network, along with subsidiaries and associates, spans 5,980 screens worldwide, including 5,302 screens across India and 678 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 3,800 screens, with an aggregate seating capacity of approximately 1.67 million viewers and a reach of 1,323 cities and towns across India, as on September 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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