



## Press Release

# UFO Moviez Reports Q3&9MFY19 Results

In Q3FY19, Advertisement Revenue grew 26.6% to ₹626 Mn  
EBITDA up 10.7% to ₹406 Mn & PAT up 21.9% to ₹146 Mn

**Mumbai, February 06, 2019:** 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, 2018.

### Financial Highlights:

#### **Quarter ended December 31, 2018**

Consolidated revenues increased by 10.3% to ₹1,547 (Q3FY18 – ₹1,402) million. EBITDA increased by 10.7% to ₹406 (Q3FY18 – ₹367) million. PBT increased by 28.5% to ₹230 (Q3FY18 – ₹179) million and PAT increased by 21.9% to ₹146 (Q3FY18 – ₹120) million.

Advertisement revenue grew 26.6% to ₹626 (Q3FY18 – ₹494) million. Average advertisement minutes sold per show per screen grew to 5.81 (Q3FY18 – 4.54) minutes.

#### **Nine Months ended December 31, 2018**

Consolidated revenues stood at ₹4,229 (9MFY18 – ₹4,349) million. EBITDA stood at ₹1,027 (9MFY18 – ₹1,153) million, PBT stood at ₹515 (9MFY18 – ₹574) million and PAT stood at ₹330 (9MFY18 – ₹370) million.

Advertisement revenue grew by 15.3% to ₹1,568 (9MFY18 – ₹1,359) million. Average advertisement minutes sold per show per screen grew to 5.12 (9MFY18 – 4.36) minutes.

*“During the quarter, UFO Moviez delivered strong advertisement performance primarily driven by ~40% growth in Corporate advertisement revenue,”* said **Sanjay Gaikwad, Founder and Managing Director**. *“Caravan Talkies also continued to gain momentum led by higher realizations and increased van utilization. Also, we continue to generate healthy cash flows as the capex intensity remains low. Going forward, we believe that we will continue to deliver healthy operating and financial performance, steady cash flows and as a result higher returns and better value to our shareholders in the long term.”*

## 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, 2018, UFO's global network, along with subsidiaries and associates, spans 5,970 screens worldwide, including 5,289 screens across India and 681 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 3,738 screens, with an aggregate seating capacity of approximately 1.63 million viewers and a reach of 1,291 cities and towns across India, as on December 31, 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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