



UFO Moviez Reports Q4&FY20 Results

Mumbai, June 22, 2020: UFO Moviez, India's largest in-cinema advertising platform, with the power to impact almost 2.1 billion viewers annually through 3,792 screens under the PRIME and POPULAR channels across 1,231 cities & towns, today, announced its financial results for the quarter and year ended March 31, 2020.

Financial Highlights:

Quarter ended March 31, 2020

Consolidated revenue stood at ₹1,094 (Q4FY19 – ₹1,939) million. EBITDA stood at ₹275 (Q4FY19 – ₹656) million. PBT stood at ₹94 (Q4FY19 – ₹480) million and PAT stood at ₹68 (Q4FY19 – ₹335) million.

Advertisement revenue stood at ₹302 (Q4FY19 – ₹805) million. Average advertisement minutes sold per show per screen stood at 3.06 (Q4FY19 – 6.85) minutes.

Year ended March 31, 2020

Consolidated revenues stood at ₹5,039 (FY19 – ₹6,169) million. EBITDA stood at ₹1,194 (FY19 – ₹1,683) million. PBT stood at ₹522 (FY19 – ₹995) million and PAT stood at ₹388 (FY19 – ₹665) million.

Advertisement revenue stood at ₹1,547 (FY19 – ₹2,372) million. Average advertisement minutes sold per show per screen stood at 4.16 (FY19 – 5.54) minutes.

"UFO's advertisement performance during the quarter and full-year was weak primarily on account of lower Government spending. Additionally, the shutdown of operations in mid of March due to the COVID-19 pandemic impacted total revenues including Corporate advertising. This has severely impacted the overall profitability of the Company," said Kapil Agarwal, Joint Managing Director. "To conserve cash, we have implemented cost optimisation strategies. The Company's liquidity position remains comfortable to sustain during this challenging phase. We are awaiting the Government's decision to reopen Cinemas that is likely to take place in the third phase of unlocking based on the situation. Post-re-opening, we expect slow recovery as social distancing will impact cinema footfalls until the situation normalizes. However, we are optimistic that UFO will emerge stronger at the end of this crisis."

About UFO Moviez India Limited

UFO is the first one, to enable cinema digitization with satellite technology in India. That also makes UFO the largest in-cinema advertising platform, with the power to impact almost 2.1 billion viewers annually through 3,792 screens comprising of 2,002 screens in the PRIME channel and 1,790 screens in the POPULAR channel across 1,231 cities, leading directly into the hearts of India's Urban Heartland.

In the early 2000s, UFO optimized the potential of Indian cinema with satellite-based technology that transformed Annual Jubilee into Friday box office collections, slow-chain release into First Day - First Show, one blockbuster after another. It has made cinema into an equal experience for the whole country, making it an instant success with the youth that is already teased with pre-release teasers and trailers.

UFO is the end to end service provider for all DCI and non-DCI related cinema solutions. As on March 31, 2020, UFO's global network, along with subsidiaries and associates, spans 5,508 screens worldwide, including 5,298 screens across India and 210 screens across USA and Mexico. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,792 screens, with an aggregate seating capacity of approximately 2.1 billion viewers annually and a reach of 1,231 cities and towns across India, as on March 31, 2020.

UFO's innovation driven DNA empowers it to use technology and business intelligence to minimize content irrelevance by providing relevant content, to the relevant people, at the relevant time! With the same in mind, it launched NOVA Cinemaz, a purpose driven, asset-light franchisee model under UFO's subsidiary, Valuable Digital Screens Private Limited (VDSPL). It aims at enabling an environment of content sufficiency to the running cinema infrastructures, as well as to create a one stop solution to set-up local movie theatres through a standardized model both in terms of infrastructure and experience. Apart from this the company also has UFO Framez and Caravan Talkies, the former enables small businesses to use the UFO network to reach the local neighbourhood catchment areas while the latter takes brands to rural India while giving brands an opportunity to reach media dark areas.

UFO's mission is clear - un-biased, undivided, uninterrupted, cinema for all, and in doing so, outshining as the country's largest cinema influencers.

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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