



## Press Release

### UFO Announces Q1FY17 Results

**Mumbai, August 2, 2016:** 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, 2016.

#### Financial Highlights:

Theatrical and In-Cinema Advertisement (Consolidated excluding new businesses) revenues grew by 3.2% to ₹1,332 (Q1FY16 - ₹1,290) million, EBITDA stood at ₹396 (Q1FY16 - ₹411) million, PBT increased by 6.1% to ₹204 (Q1FY16 - ₹192) million and PAT was higher 5.7% to ₹150 (Q1FY16 - ₹142) million.

Consolidated revenues improved by 3.1% to ₹1,346 (Q1FY16 - ₹1,306) million, EBITDA stood at ₹364 (Q1FY16 - ₹406) million, PBT was ₹152 (Q1FY16 - ₹183) million and PAT stood at ₹98 (Q1FY16 - ₹133) million.

Advertisement revenue grew 9.5% to ₹397 (Q1FY16 - ₹363) million. Average advertisement minutes sold per show per screen increased to 3.97 (Q1FY16 - 3.81) minutes during the quarter.

*"In the first quarter of fiscal 2017, UFO's consolidated revenues stood at ₹1,346 million. Advertisement revenues grew by 9.5% over the higher base of last year, and our annual guidance of 30% growth remains unchanged,"* said Kapil Agarwal, Joint Managing Director. *"Profitability was negatively impacted due to planned losses in Caravan Talkies. Efforts to improve Caravan revenues have further intensified, which we believe should lead to cash breakeven in H2FY17."*

*"We continue to make progress towards achieving our strategic objectives,"* said Sanjay Gaikwad, Founder and Managing Director. *"Our hyperlocal advertising initiative - UFO Framez has been well received by direct sales associates and advertisers and has started yielding results. To sustain the current direction, we continue to appoint dynamic and self-motivated direct sales associates across our advertisement network. Recently, we also announced the merger between UFO and its wholly owned subsidiaries, which on completion would result in significant synergies, cost saving and operating efficiencies."*

## 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, 2016, UFO's global network, along with subsidiaries and associates, spans 6,672 screens worldwide, including 4,997 screens across India and 1,675 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 3,670 screens, with an aggregate seating capacity of approximately 1.75 million viewers and a reach of 1,892 locations across India, as on June 30, 2016. 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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