



Press Release
UFO Moviez Reports Q1FY20 Results

Advertisement Revenue stood at ₹440 Mn
EBITDA grew 2.0% to ₹289 Mn & PAT higher by 8.1% to ₹82 Mn

Mumbai, August 13, 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 ended June 30, 2019.

Financial Highlights:

Quarter ended June 30, 2019

Consolidated revenue stood at ₹1,268 (Q1FY19 – ₹1,347) million. EBITDA grew by 2.0% to ₹289 (Q1FY19 – ₹283) million. PBT was higher by 15.3% to ₹135 (Q1FY19 – ₹117) million and PAT grew by 8.1% to ₹82 (Q1FY19 – ₹76) million.

Advertisement revenue stood at ₹440 (Q1FY19 – ₹451) million. Average advertisement minutes sold per show per screen grew to 4.64 (Q1FY19 – 4.46) minutes during Q1FY20.

*“Fiscal year 2020 started on expected lines with moderate earnings growth in Q1FY20” said **Kapil Agarwal, Joint Managing Director**. “We continued to see positive movement in the Corporate advertisement vertical which grew by over 18% Y-o-Y. Government advertisement performance as expected was subdued due to the imposition of the Model Code of Conduct. Looking forward, we remain optimistic about the future as we continue to focus on what is best for our shareholders and all stakeholders.”*

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, 2019, UFO's global network, along with subsidiaries and associates, spans 5,646 screens worldwide, including 5,244 screens across India and 402 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 3,600 screens, with an aggregate seating capacity of approximately 1.47 million viewers and a reach of 1,249 cities and towns across India, as on June 30, 2019. 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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