



Press Release

UFO Moviez Reports Q2FY18 Results

Advertisement Revenue stood at ₹372 Mn

PAT stood at ₹113 Mn

Mumbai, November 30, 2017: 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, 2017.

Financial Highlights:

Quarter ended September 30, 2017

Consolidated revenues stood at ₹1,392 (Q2FY17 – ₹1,601) million. EBITDA stood at ₹378 (Q2FY17 – ₹559) million. PBT stood at ₹184 (Q2FY17 – ₹308) million and PAT stood at ₹113 (Q2FY17 – ₹200) million.

Advertisement revenue stood at ₹372 (Q2FY17 – ₹517) million. Average advertisement minutes sold per show per screen stood at 3.52 (Q2FY17 – 5.15) minutes during Q2FY18.

Half Year ended September 30, 2017

Consolidated revenues stood at ₹2,936 (H1FY17 – ₹2,954) million. EBITDA stood at ₹786 (H1FY17 – ₹930) million, PBT stood at ₹395 (H1FY17 – ₹440) million and PAT stood ₹250 (H1FY17 – ₹275) million.

Advertisement stood at ₹865 (H1FY17 – ₹914) million. Average advertisement minutes sold per show per screen stood at 4.15 (H1FY17 – 4.52) minutes during H1FY18.

“The last twelve months have been extremely challenging for the entire industry on account of one-off events like demonetization and implementation of GST, especially the media sector which was most severely impacted,” said **Sanjay Gaikwad, Founder and Managing Director**. *“Q2FY18 was one of our toughest quarters, advertisement revenues declined sharply on a high base of last year combined with slowdown in Government advertisement spends. Nevertheless, we continue to remain extremely positive about the long-term growth prospects of the advertising business. We are hopeful that demand will pick up in few months. Temporary slowdown has failed to deter us and we remain focused on achieving our long-term strategic goals by entering into a Scheme of Arrangement and Amalgamation with Qube Cinema Technologies Pvt. Ltd. We believe that this consolidation will further strengthen our position to capitalize on growth opportunities as the economy revives and gains steam.”*

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, 2017, UFO's global network, along with subsidiaries and associates, spans 6,846 screens worldwide, including 5,384 screens across India and 1,462 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 4,021 screens, with an aggregate seating capacity of approximately 1.82 million viewers and a reach of over 2,000 locations across India, as on September 30, 2017. 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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