



## Press Release

# UFO Moviez Announces Q4 & FY17 Results

Q4 Advertisement Revenue stood at ₹449 Mn & EBITDA stood at ₹490 Mn

PAT grew by 9.9% to ₹195 Mn during the quarter

Advertisement Revenue for FY17 grew 13.4% to ₹1,790 Mn

Board Recommends Dividend of ₹10 per share in FY17 compared to ₹8 per share in FY16

**Mumbai, May 17, 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 year ended March 31, 2017.

### Financial Highlights:

#### **Quarter ended March 31, 2017**

Consolidated revenues grew by 6.0% to ₹1,556 (Q4FY16 - ₹1,467) million. EBITDA stood at ₹490 (Q4FY16 - ₹531) million and PBT stood at ₹270 (Q4FY16 - ₹322) million. PAT was higher 9.9% to ₹195 (Q4FY16 - ₹177) million.

Excluding new businesses (VDSPL), the consolidated Theatrical and In-Cinema Advertisement business delivered Revenue growth of 6.7% to ₹1,548 (Q4FY16 - ₹1,451) million, EBITDA stood at ₹504 (Q4FY16 - ₹559) million, PBT stood at ₹307 (Q4FY16 - ₹360) million and PAT grew 7.5% to ₹232 (Q4FY16 - ₹216) million.

Advertisements revenues stood at ₹449 (Q4FY16 - ₹466) million.

#### **Year ended March 31, 2017**

Consolidated revenues grew by 4.7% to ₹5,989 (FY16 - ₹5,721) million. EBITDA stood at ₹1,845 (FY16 - ₹1,848) million, PBT stood at ₹959 (FY16 - ₹981) million and PAT stood at ₹632 (FY16 - ₹635) million.

Excluding new businesses (VDSPL), the consolidated Theatrical and In-Cinema Advertisement business delivered Revenue growth of 4.9% to ₹5,949 (FY16 - ₹5,671) million, EBITDA grew by 0.5% to ₹1,927 (FY16 - ₹1,918) million, PBT grew 4.4% to ₹1,130 (FY16 - ₹1,082) million and PAT was higher 9.0% to ₹803 (FY16 - ₹736) million.

Advertisement revenue grew 13.4% to ₹1,790 (FY16 - ₹1,578) million. Average advertisement minutes sold per show per screen increased to 4.34 (FY16 - 4.15) minutes during the year.

### Other Highlights:

UFO Moviez entered into a strategic tie up with United Media Works Pvt. Limited (UMW), a digital cinema technology and service provider having more than 300 digitized cinema screens on its network in India. Under this tie up, UFO has acquired long term exclusive rights from UMW to monetize the advertising inventory on these screens. In addition, UFO will share movie content to these screens in UFO M-4 format. However, existing commercial and service arrangement between UMW and its Channel Partners / Exhibitors / Distributors shall remain unchanged.

### Awards & Recognition:

UFO Moviez was bestowed with the 'Golden Peacock Innovative Product/Service Award' for the year 2017 at the Golden Peacock Awards Ceremony held in Dubai, UAE, during the '27th World Congress on BUSINESS EXCELLENCE & INNOVATION' organized by the Institute of Directors (IOD).

### Dividend:

The Board of Directors of the Company has recommended a Dividend of 100%, ₹10 per equity share on the face value of ₹10/- each for the financial year ended March 31, 2017. This Dividend including dividend distribution tax translates to 52.6% of the Company's FY17 Consolidated Profit After Tax.

*"With the impact of demonetization behind us, we are fully focused on the future and we see exciting opportunities ahead," said **Sanjay Gaikwad, Founder and Managing Director**. "In line with the Company's capital distribution philosophy, we have declared a higher dividend of 100% in FY17. The dividend rate has increased underlining the strength of UFO Moviez business model. We believe that our strategic focus and disciplined approach will continue to drive strong results and build long-term value for our shareholders."*

*"While we were impacted by challenges in the second half of fiscal 2017, UFO Moviez has started the year with healthy momentum in both in-cinema advertising and Caravan's performance," added **Kapil Agarwal, Joint Managing Director**. "Driving revenues by leveraging on the strength of our advertisement platform remains our highest priority. We recently demonstrated this strength by acquiring long term advertisement rights from UMW for over 300 screens."*

## 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 March 31, 2017, UFO's global network, along with subsidiaries and associates, spans 6,579 screens worldwide, including 5,105 screens across India and 1,474 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 3,745 screens, with an aggregate seating capacity of approximately 1.73 million viewers and a reach of 1,874 locations across India, as on March 31, 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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