



Press Release

UFO Moviez Reports Q4&FY19 Results

The Board declares/recommends 300% dividend

In Q4FY19, Advertisement Revenue grows 3.6% to ₹805 Mn

EBITDA up 13.8% to ₹656 Mn & PAT up 29.7% to ₹335 Mn

In FY19, Advertisement Revenue grows 11.1% to ₹2,372 Mn

EBITDA stood at ₹1,683 Mn & PAT up 5.9% to ₹665 Mn

Mumbai, May 21, 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 and year ended March 31, 2019.

Financial Highlights:

Quarter ended March 31, 2019

Consolidated revenues increased by 19.7% to ₹1,939 (Q4FY18 – ₹1,620) million. EBITDA grew by 13.8% to ₹656 (Q4FY18 – ₹576) million. PBT was higher by 17.0% to ₹480 (Q4FY18 – ₹410) million and PAT grew by 29.7% to ₹335 (Q4FY18 – ₹259) million.

Advertisement revenue grew 3.6% to ₹805 (Q4FY18 – ₹777) million. Average advertisement minutes sold per show per screen stood at 6.85 (Q4FY18 – 7.39) minutes.

Year ended March 31, 2019

Consolidated revenues increased by 3.3% to ₹6,169 (FY18 – ₹5,970) million. EBITDA stood at ₹1,683 (FY18 – ₹1,729) million, PBT was higher by 1.1% to ₹995 (FY18 – ₹984) million and PAT grew 5.9% to ₹665 (FY18 – ₹629) million.

Advertisement revenue grew 11.1% to ₹2,372 (FY18 – ₹2,136) million. Average advertisement minutes sold per show per screen grew to 5.54 (FY18 – 5.19) minutes.

"We are pleased with UFO's advertisement performance and earnings growth in fiscal year 2019," said Kapil Agarwal, Joint Managing Director. "Our performance demonstrates our continued ability to deliver on our advertisement objectives, with Corporate advertisement revenues growing 15% during the year. In line with the Company's capital distribution philosophy, the Board has enhanced the dividend to 150% for the fiscal year 2019. Further, in view of the accumulated cash available with the Company, the Board has also declared a one-time special interim dividend of 150%. UFO has established the building blocks to capitalize on opportunities and deliver long-term growth."

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, 2019, UFO's global network, along with subsidiaries and associates, spans 5,758 screens worldwide, including 5,315 screens across India and 443 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 3,697 screens, with an aggregate seating capacity of approximately 1.50 million viewers and a reach of 1,281 cities and towns across India, as on March 31, 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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