



Press Release

UFO Moviez reports Q4 & FY16 Financial Results

Full Year Advertisement Revenues up 35%; Net Profits grows 30%

Board Recommends Final Dividend

Mumbai, May 26, 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 fourth quarter and year ended March 31, 2016.

Financial Highlights:

Quarter ended March 31, 2016

Theatrical and In-Cinema Advertisement (Consolidated excluding new businesses) Revenues grew by 19.9% to ₹1,451 (Q4FY15 - ₹1,210) million, EBITDA grew 39.0% to ₹559 (Q4FY15 - ₹402) million, PBT increased by 108.3% to ₹360 (Q4FY15 - ₹173) million and PAT was higher 72.6% to ₹216 (Q4FY15 - ₹125) million.

Consolidated Revenues improved by 20.1% to ₹1,467 (Q4FY15 - ₹1,221) million, EBITDA grew 33.4% to ₹531 (Q4FY15 - ₹398) million, PBT increased by 92.1% to ₹322 (Q4FY15 - ₹167) million and PAT increased 48.4% to ₹177 (Q4FY15 - ₹120) million.

Advertisement revenue grew 55.1% to ₹466 (Q4FY15 - ₹300) million. Average advertisement minutes sold per show per screen increased to 4.71 (Q4FY15 - 3.47) minutes during the quarter.

Year ended March 31, 2016

Theatrical and In-Cinema Advertisement (Consolidated excluding new businesses) Revenues grew by 18.6% to ₹5,671 (FY15 - ₹4,783) million, EBITDA increased by 19.0% to ₹1,918 (FY15 - ₹1,613) million, PBT grew 56.0% to ₹1,082 (FY15 - ₹694) million and PAT was higher 49.1% to ₹736 (FY15 - ₹494) million.

Consolidated revenues improved by 19.4% to ₹5,721 (FY15 - ₹4,793) million. EBITDA grew 14.9% to ₹1,848 (FY15 - ₹1,608) million, PBT increased by 42.5% to ₹981 (FY15 - ₹688) million and PAT grew 30.0% to ₹635 (FY15 - ₹488) million.

Advertisement revenue grew 35.3% to ₹1,578 (FY15 - ₹1,167) million. Average advertisement minutes sold per show per screen increased to 4.15 (FY15 - 3.36) minutes during the year.

Other Highlights:

The Board of Directors of the Company has recommended a Final Dividend of 30%, ₹3 per equity share on the face value of ₹10/- each for the financial year ended March 31, 2016. Accordingly, the cumulative Dividend declared by the Board of Directors for the financial year ended March 31, 2016 aggregates to 80%, ₹8 per equity share on the face value of ₹10/- each. The cumulative Dividend translates to over 34% of the Company's FY16 Consolidated Profit After Tax.

“Fiscal 2016 was another successful year for UFO as our financial results exceeded expectations across all metrics,” said Sanjay Gaikwad, Founder and Managing Director. *“Our confidence in our advertisement growth strategy has further strengthened. We continued to generate strong cash flows, allowing us to return value to our shareholders through dividends. We are excited about the potential of our advertisement platform and committed to deliver growth ahead aiming at unlocking further value for shareholders.”*

“UFO delivered record revenue and profitability with consistent growth year on year for the last 5 fiscal years,” said Kapil Agarwal, Joint Managing Director. *“Our theatrical business continues to deliver stable results and we remain strategically focused on driving growth through advertising. Momentum from advertisements continued in fiscal 2016 with advertisement sales exceeding 35% growth achieving record levels. As we enter fiscal 2017, we remain confident in our momentum and see tremendous opportunity and exciting prospects for the Company.”*

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, 2016, UFO's global network, along with subsidiaries and associates, spans 6,689 screens worldwide, including 5,034 screens across India and 1,655 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 3,713 screens, with an aggregate seating capacity of approximately 1.78 million viewers and a reach of 1,904 locations across India, as on March 31, 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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