



## Press Release

### UFO Moviez Reports Q4 & FY18 Results

Advertisement Revenue up 73.1% to ₹777 Mn in Q4FY18  
EBITDA grows 16.1% to ₹576 Mn & PAT higher by 33.5% to ₹259 Mn in Q4FY18  
FY18 Advertisement Revenue higher by 19.3% to ₹2,136 Mn  
Board Recommends Enhanced Dividend of 125%

**Mumbai, May 29, 2018:** 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, 2018.

#### Financial Highlights:

##### *Quarter ended March 31, 2018*

Consolidated revenue grows 4.3% to ₹1,620 (Q4FY17 – ₹1,553) million. EBITDA was higher by 16.1% to ₹576 (Q4FY17 – ₹496) million. PBT increased 38.1% to ₹410 (Q4FY17 – ₹297) million and PAT higher by 33.5% to ₹259 (Q4FY17 – ₹194) million.

Advertisement revenue grew by 73.1% to ₹777 (Q4FY17 – ₹449) million. Average advertisement minutes sold per show per screen grew to 7.39 (Q4FY17 – 4.40) minutes during Q4FY18.

##### *Year ended March 31, 2018*

Consolidated revenues stood at ₹5,970 (FY17 – ₹6,007) million. EBITDA stood at ₹1,729 (FY17 – ₹1,869) million. PBT grew by 2.1% to ₹984 (FY17 – ₹963) million and PAT higher by 3.9% to ₹629 (FY17 – ₹605) million.

Advertisement revenue grew by 19.3% to ₹2,136 (FY17 – ₹1,790) million. Average advertisement minutes sold per show per screen grew to 5.19 (FY17 – 4.34) minutes during FY18.

#### Dividend

Subject to approval of shareholders, the Board of Directors of the Company has recommended a Dividend of 125%, ₹12.5 per equity share on the face value of ₹10/- each for the financial year ended March 31, 2018. This Dividend including dividend distribution tax translates to 68% of the Company's FY18 Consolidated Profit After Tax.

*“UFO ended fiscal 2018 on a strong note by delivering robust advertisement revenues,” said **Sanjay Gaikwad, Founder and Managing Director**. “Growing advertisement contribution to overall profitability minimized the impact of planned reduction in D-Cinema VPF revenue. Additionally, the Scheme of Arrangement and Amalgamation between UFO and Qube is progressing as per schedule and is currently awaiting requisite approvals from regulatory bodies. We are extremely excited about the future of the merged entity and the opportunities across in-cinema advertising. Also, the Board recommended an enhanced dividend of ₹12.5 per equity share in fiscal 2018. This marks the third consecutive dividend in line with UFO’s shareholder value creation philosophy. Going forward, we will continue to achieve our goals and are confident of delivering long term sustainable growth and shareholder value creation.”*

## 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, 2018, UFO's global network, along with subsidiaries and associates, spans 6,387 screens worldwide, including 5,322 screens across India and 1,065 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 3,897 screens, with an aggregate seating capacity of approximately 1.75 million viewers and a reach of 1,363 cities and towns across India, as on March 31, 2018. 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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