

# **Q4&FY22 Results Presentation**

May 26, 2022

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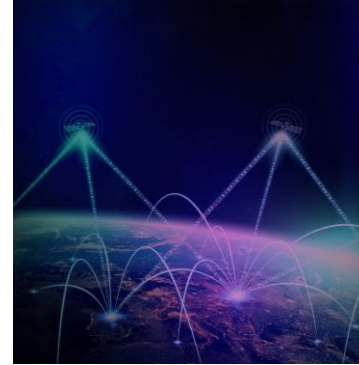
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

# UFO Moviez at a Glance



**3,484**  
**High Impact**  
**Ad Screens**



**1,186**  
**Cities & Towns**  
**Across India**

**872**  
**Movies**  
**Released**  
**in FY22**

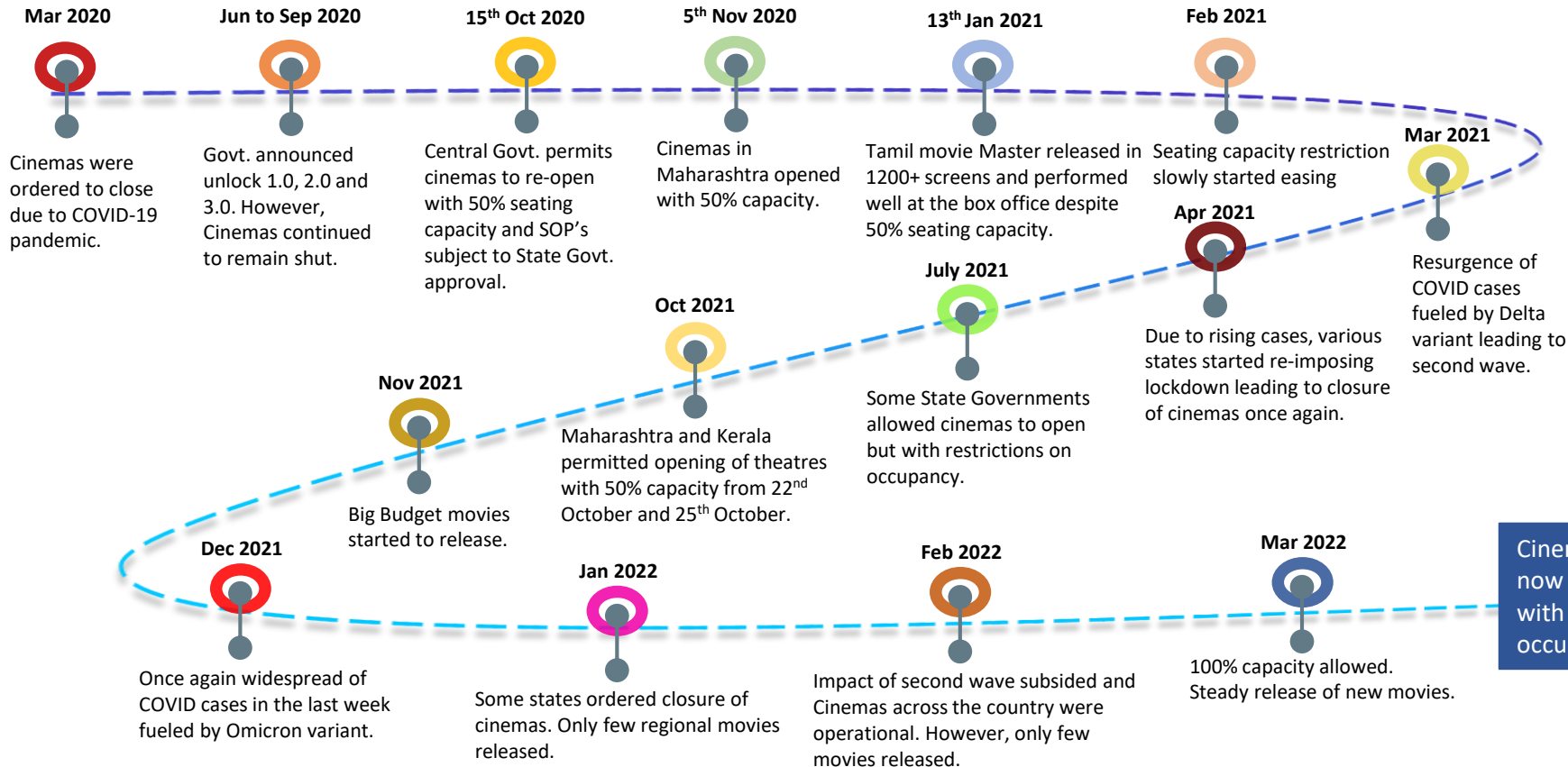


**Power to Impact**  
**upto 1.8 billion**  
**Viewers**  
**Annually**



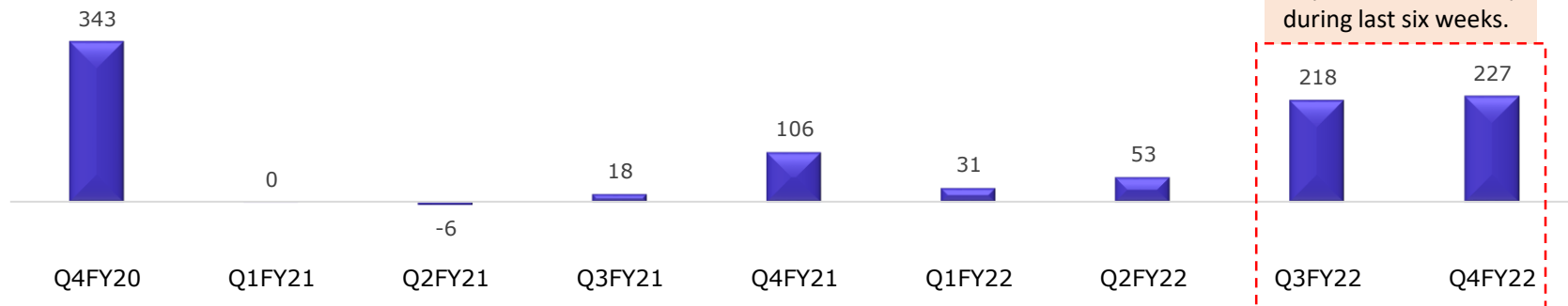
COVID-19 Impact

# COVID-19 Timeline - Film Exhibition Business



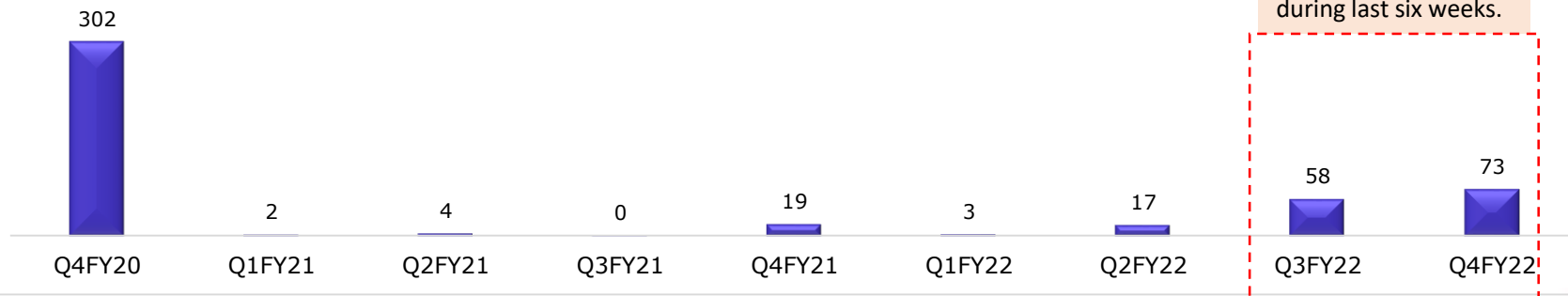
# Assessing Pandemic Impact And Recovery on Key Revenues

## Distributor Revenue (Rs. in mn)

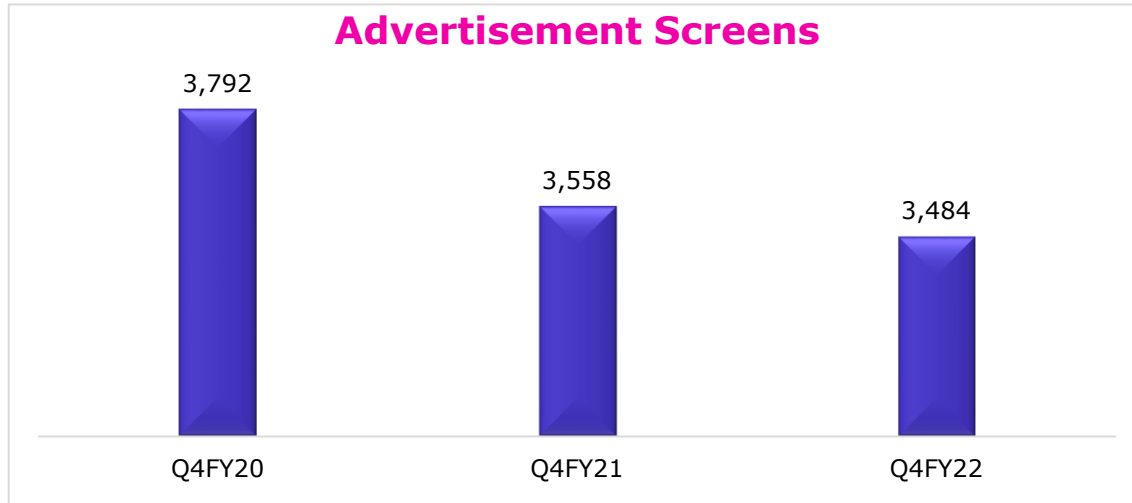


The present trend of the Content Delivery Charges (CDC/VPF) which is a major part of the Distributor revenue, on an annualized basis is showing 80%+ recovery and is expected to improve backed by robust release lineup.

## Advertisement Revenue (Rs. in mn)



# Assessing Pandemic Impact On Advertisement Screens



- ❑ The overall reduction in the advertising screen count is on account of the pandemic.
- ❑ Out of 3,484 screens as of March'22 closing, there are ~250 screens which are currently under watch for low utilization/ not being fully operational due to issues faced by them during the COVID period.

Key Updates Q4&FY22



## Key Updates for the quarter

- ❑ Q4FY22 was expected to start on a positive note because of the overwhelming response to movies that were released in November and December 2021, respectively. However, because of the third wave of the COVID-19 pandemic and ensuing restriction results were impacted.
- ❑ Business operations were impacted in January and most of February 2022.
- ❑ As the third wave subsided, occupancy restrictions were eased and cinemas started to reopen from February.
- ❑ The first big budget Bollywood movie 'Gangubai Kathiawadi' released on 25<sup>th</sup> February 2022.
- ❑ In March 2022 occupancy in all major film circuits restored to 100%.

## Key Updates for the Year

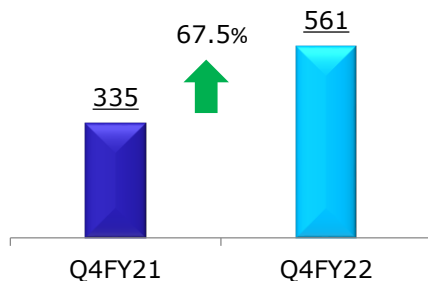
- ❑ Cinemas in many regions remained closed from Q1FY22 until Mid Q2FY22 due to the second wave of the pandemic thereby affecting business operations during this period. During this period the film exhibition business was the most impacted.
- ❑ The Company raised Rs. 968.2mn in Q3FY22 through preferential allotment of equity shares to Nepean Focused Investment Fund.
- ❑ During the year, the Company has reduced its EBITDA loss from Rs.837mn in FY21 to Rs.472mn in spite of the business operations being impacted by the pandemic for eight to nine months in FY22.
- ❑ The liquidity position of the Company as of March 2022 was Rs. 1,190mn.

# Financial & Operating Highlights

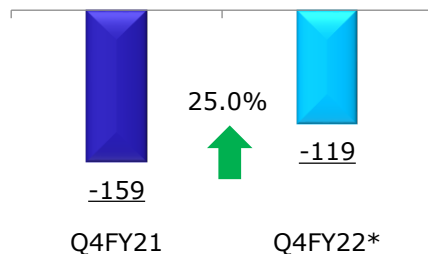
# Consolidated Financial Highlights

## Q4FY22 YoY Comparison (INR Mn)

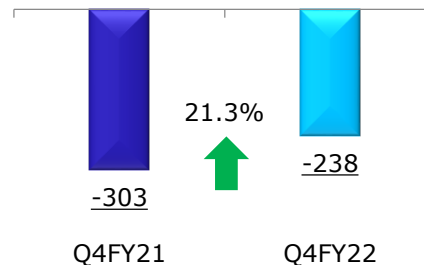
### Total Revenue



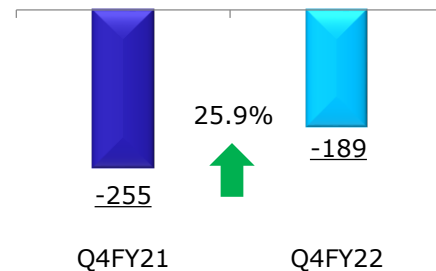
### EBITDA



### PBT

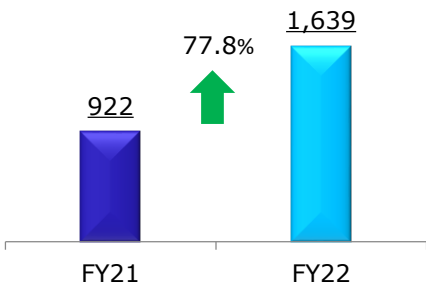


### PAT\*

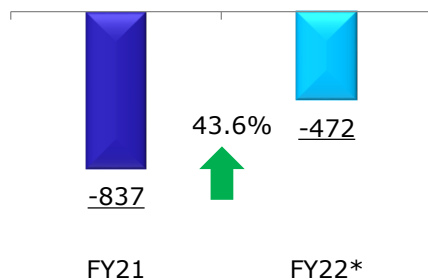


## FY22 YoY Comparison (INR Mn)

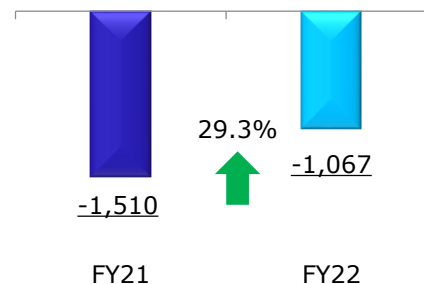
### Total Revenue



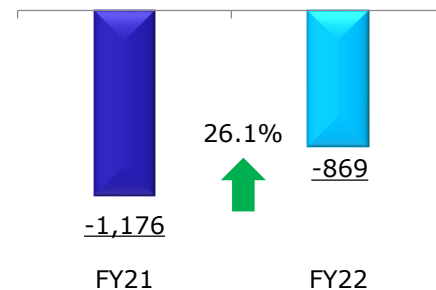
### EBITDA



### PBT

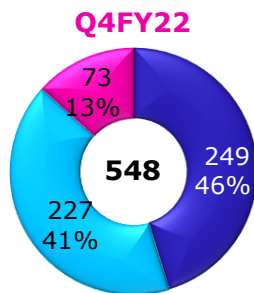


### PAT\*

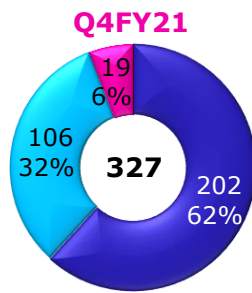


\*EBITDA loss is after considering provision of Rs.41mn towards diminution in value of investment in associates.  
PAT after Non-Controlling Interest

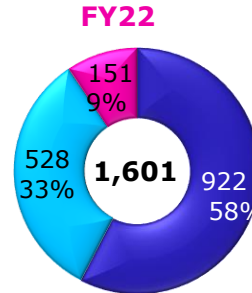
# Consolidated Revenue Mix



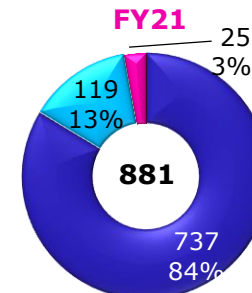
**Advertisement Revenue**



**Distributor Revenue**



**Exhibitor Revenue**



**(INR Mn)**

(INR Mn)	Q4FY22	Q4FY21	% Change	FY22	FY21	% Change
Advertisement Revenue	73	19	290.1%	151	25	495.3%
- In-Cinema Advertisement Revenue	73	19	290.1%	151	21	614.2%
- Corporate + Hyperlocal	59	9	546.9%	124	12	963.9%
- Government + PSU	14	10	43.7%	26	9	179.5%
- Caravan Advertisement Revenue	0	0	-	0	4	-100.0%
Content Delivery Charge (CDC/VPF)- E-Cinema	136	54	150.5%	312	55	463.4%
Content Delivery Charge (CDC/VPF) - D-Cinema	56	28	98.5%	133	30	335.1%
Lease rental income - E-Cinema	37	22	64.3%	100	32	207.3%
Lease rental income - D-Cinema	8	6	31.8%	17	8	128.0%
Digitisation Income	34	24	44.2%	84	33	155.8%
Other Operating Revenues	87	82	6.0%	193	186	4.1%
<b>Total Sale of Services</b>	<b>431</b>	<b>236</b>	<b>83.0%</b>	<b>990</b>	<b>370</b>	<b>167.8%</b>
<b>Total Sales of Products</b>	<b>117</b>	<b>92</b>	<b>27.2%</b>	<b>612</b>	<b>511</b>	<b>19.6%</b>
<b>Revenue from Operations</b>	<b>548</b>	<b>327</b>	<b>67.3%</b>	<b>1,601</b>	<b>881</b>	<b>81.7%</b>

Note: Excludes Other Income

# In-Cinema Advertising Performance

# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,484**



**Prime Screens**  
**1,975**



**Popular Screens**  
**1,509**



**Full House Seating  
Capacity - Annualized**  
**~1.8 Bn**

FY22	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	732	218	1,243	1,291
Cities and Towns	98	85	446	874
Full House Seating Capacity – Per Show All Screens	241,923	115,706	363,608	578,961
Seating Capacity Per Screen Per Show	330	531	293	448
*Full House Seating Capacity Annualised (in Mn Seats)	348	167	524	834

Cities and Towns with population greater than 1.5 Mn are categorized as "Metro and Tier I"

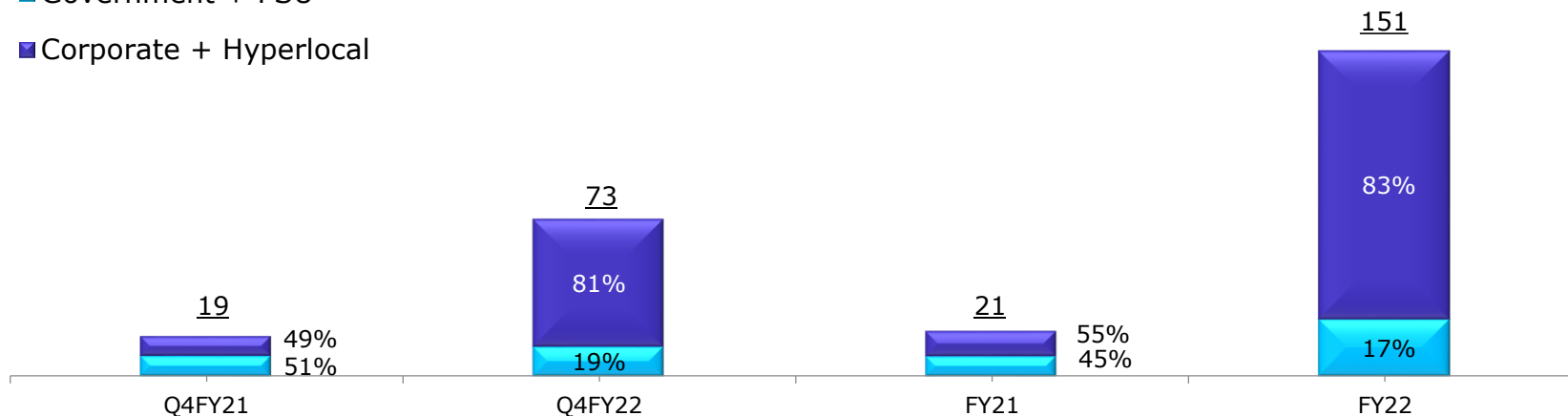
\*Full house seating capacity – Annualised is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

# In-Cinema Advertisement Revenue Analysis

INR Mn

■ Government + PSU

■ Corporate + Hyperlocal



	Q4FY21	Q4FY22	FY21	FY22
Ad Revenue / Screen for the period (Avg) (Rs.)	5,198	20,745	5,744	42,822
Average # of minutes sold / show / Ad Screen	0.14	0.94	0.04	0.43
Advertisement Sharing with Exhibitors	11.24%	12.48%	7.11%	10.01%

Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period  
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

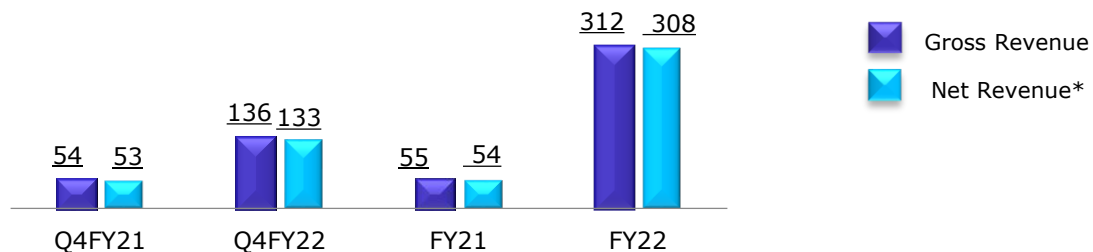
# Theatrical Revenues



# Theatrical revenues from Distributors

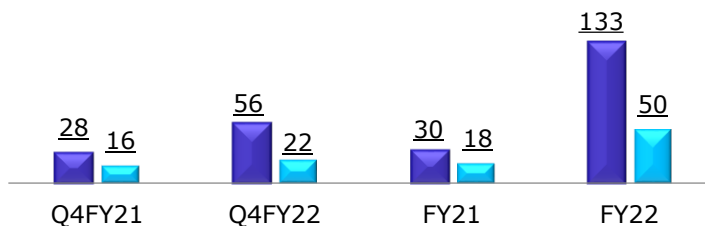
## E – Cinema – CDC

### Revenue (INR Mn)



## D – Cinema - CDC

### Revenue (INR Mn)



\*Net Revenue = Gross Revenue less Revenue Share with the Exhibitors

# Operating Parameter – CDC/VPF Revenue India

# of Screens*	Q4FY22	Q4FY21	FY22	FY21
E – Cinema	3,217	3,303	3,217	3,303
D – Cinema	252	272	252	272
D – Cinema (VPF Services Screens)	1,591	1,514	1,591	1,514
Total	5,060	5,089	5,060	5,089
# of Screens as on March 31, 2022				

CDC Revenue / Screen (Average) (in Rs.)	Q4FY22	Q4FY21	FY22	FY21
E – Cinema Gross	41,820	16,422	95,704	16,324
E – Cinema Net	40,824	16,120	94,522	16,044
D – Cinema Gross	70,989	34,867	180,850	32,902
D – Cinema Net	59,042	52,074	144,934	50,110
D – Cinema Gross (VPF Services Screens)	24,250	12,466	54,835	14,144
D – Cinema Net (VPF Services Screens)	4,491	1,320	7,812	2,997

\*Includes franchisee screens

Financial Performance

# Consolidated Reported P&L Statement

(INR Mn)	Q4FY22	Q4FY21	% Change
Revenue from Operations	548	327	67.3%
Other Income	13	8	72.8%
<b>Total Revenue</b>	<b>561</b>	<b>335</b>	<b>67.5%</b>
<b>Total Expenses</b>	<b>681</b>	<b>494</b>	<b>37.7%</b>
<b>EBITDA*</b>	<b>-119</b>	<b>-159</b>	<b>-25.0%</b>
Depreciation and Amortisation	-137	-148	-7.3%
<b>EBIT</b>	<b>-257</b>	<b>-307</b>	<b>-16.5%</b>
Finance Cost	-27	-30	-9.0%
Finance Income	24	18	32.1%
Profit from Associates	21	16	33.3%
<b>PBT</b>	<b>-238</b>	<b>-303</b>	<b>-21.3%</b>
Tax	-49	-48	2.6%
<b>PAT</b>	<b>-189</b>	<b>-255</b>	<b>-25.9%</b>
Non-Controlling Interest (NCI)	0	0	N.A
<b>PAT after NCI^</b>	<b>-189</b>	<b>-255</b>	<b>-25.9%</b>
<b>Basic EPS</b>	<b>-6.04</b>	<b>-8.99</b>	<b>-32.8%</b>

FY22	FY21	% Change
1,601	881	81.7%
38	41	-7.5%
1,639	922	77.8%
2,111	1,759	20.0%
-472	-837	-43.6%
-558	-630	-11.5%
-1,030	-1,467	-29.8%
-116	-131	-11.0%
45	95	-53.1%
34	-7	-576.5%
-1,067	-1,510	-29.3%
-199	-334	-40.5%
-869	-1,176	-26.1%
0	0	#DIV/0!
-869	-1,176	-26.1%
-27.77	-41.48	-33.1%

Ind AS 116 impact on P&L - certain operating lease expense (Q4FY22 - Rs. 20.8 Mn & FY22 - Rs. 93.6 Mn) are recognised as Depreciation expense for the right of use assets (Q4FY22 - Rs. 21.4 Mn & FY22 - Rs. 83.3 Mn) and Finance Cost for interest accrued on lease liability (Q4FY22 - Rs. 2.9 Mn & FY22 - Rs. 12.0 Mn).

\* Q4FY22 and FY22 EBITDA loss is after considering provision of Rs.41mn towards diminution in value of investment in associates.

^Excluding Other Comprehensive Income

# Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q4FY22	Q4FY21	FY22	FY21
<b>1) Total Operating Direct Cost</b>	<b>38.6%</b>	<b>55.6%</b>	<b>56.9%</b>	<b>82.8%</b>
<b>Key Operating Direct Cost Components</b>				
i) Advertisement revenue share payment	<u>1.6%</u>	<u>0.6%</u>	<u>0.9%</u>	<u>0.2%</u>
ii) Purchase of Equipment, Lamps and Spares	<u>15.5%</u>	<u>22.8%</u>	<u>30.3%</u>	<u>46.9%</u>
<b>2) Employee Benefit Expenses</b>	<b>47.0%</b>	<b>46.4%</b>	<b>42.1%</b>	<b>56.2%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>35.7%</b>	<b>45.5%</b>	<b>29.8%</b>	<b>51.7%</b>
<b>Total Expenses</b>	<b>121.3%</b>	<b>147.5%</b>	<b>128.3%</b>	<b>190.7%</b>
<b>EBITDA Margin</b>	<b>-21.3%</b>	<b>-47.5%</b>	<b>-28.8%</b>	<b>-90.7%</b>

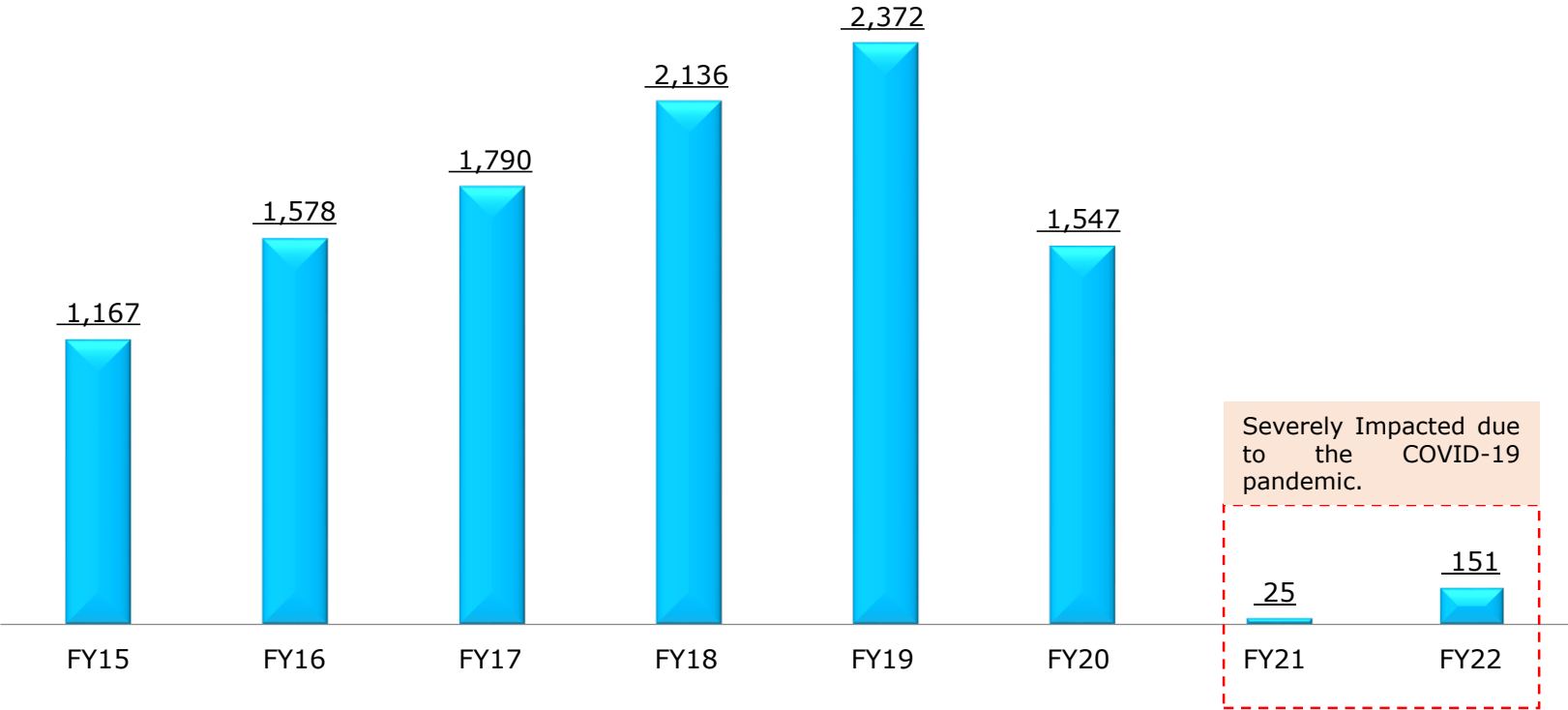
# Consolidated Balance Sheet

Assets (INR Mn)	31-Mar-22	31-Mar-21	Equity and Liability (INR Mn)	31-Mar-22	31-Mar-21
<b>Non-Current Assets</b>			<b>Equity</b>		
Property, plant and equipment	1,119	1,388	Equity Share Capital	380	284
Capital work-in-progress	90	183	<b>Other Equity</b>		
Right-of-use assets	71	86	Reserves and surplus	2,377	2,364
Other Intangible assets	28	30	<b>Equity attributable to Shareholders</b>	<b>2,757</b>	<b>2,647</b>
Goodwill on consolidation	231	231	Non Controlling interest	0	0
Investment in Subsidiaries, Associates and JV	223	247	<b>Total Equity</b>	<b>2,757</b>	<b>2,647</b>
<b>Financial Assets</b>			<b>Liabilities</b>		
(i) Loans	0	0	<b>Non-Current Liabilities</b>		
(ii) Others	75	107	<b>Financial Liabilities</b>		
Deferred tax assets (net)	1,005	804	(i) Borrowings	505	601
Income tax assets (net)	374	373	(ii) Lease liabilities	34	52
Other non-current assets	16	42	(iii) Others	296	335
<b>Total Non-Current Assets</b>	<b>3,233</b>	<b>3,490</b>	Provisions	103	77
<b>Current Assets</b>			Deferred tax liabilities (net)	53	56
Inventories	88	113	Other non-current liabilities	52	45
<b>Financial Assets</b>			<b>Total non-current liabilities</b>	<b>1,042</b>	<b>1,166</b>
(i) Investments	255	407	<b>Current Liabilities</b>		
(ii) Trade receivables	343	402	<b>Financial Liabilities</b>		
(iii) Cash and cash equivalents	152	125	(i) Borrowings	364	339
(iv) Bank balances other than (iv) above	736	219	(ii) Lease liabilities	49	47
(v) Loans	0	0	(iii) Trade payables	567	597
(vi) Others	56	12	(iv) Others	212	180
Other current assets	445	426	Provisions	53	45
<b>Total Current Assets</b>	<b>2,076</b>	<b>1,703</b>	Other current liabilities	265	172
			<b>Total Current Liabilities</b>	<b>1,510</b>	<b>1,380</b>
			<b>Total Liabilities</b>	<b>2,552</b>	<b>2,546</b>
<b>Total Assets</b>	<b>5,309</b>	<b>5,193</b>	<b>Total Equity and Liabilities</b>	<b>5,309</b>	<b>5,193</b>

Annexure

# Advertisement Performance

Advertisement Revenues (INR Mn)

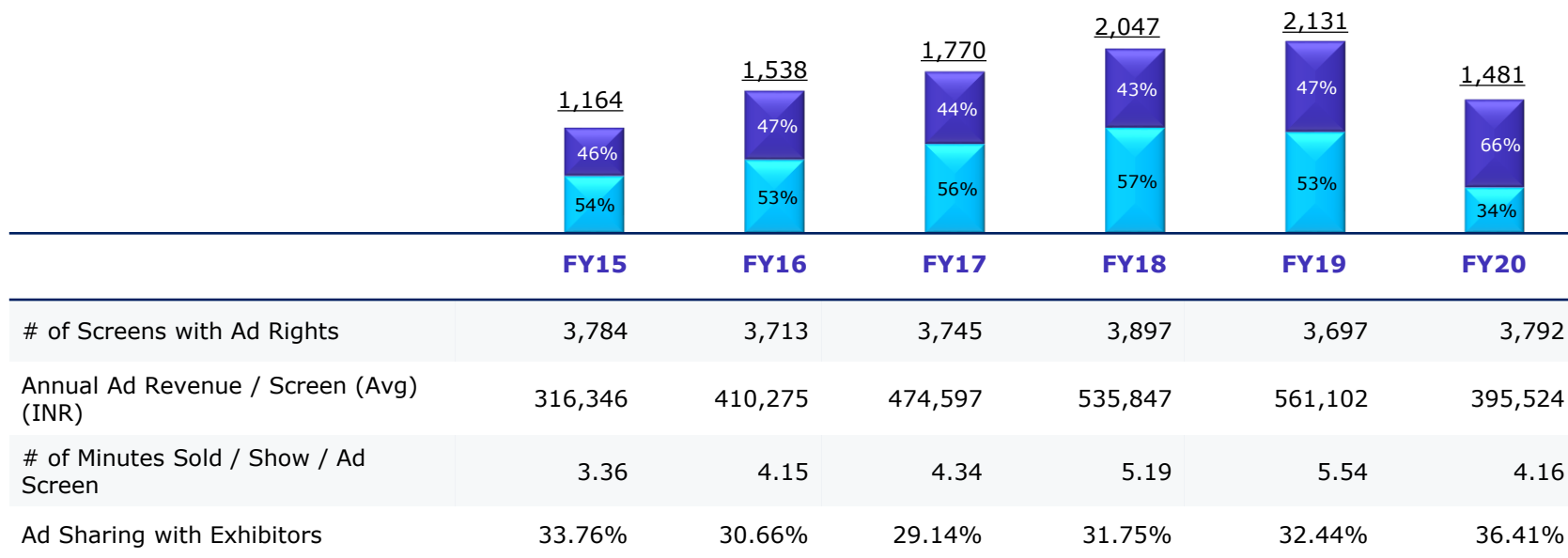




# Historical In-Cinema Advertising Performance

INR Mn

■ Government + PSU ■ Corporate + Hyperlocal



\*Excludes Advertisement Revenues from Caravan Talkies

# of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of advertisement screens during the period  
Average # of Advertising Screens = ( Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens ) / 2

# Shareholding

(% of Total # of shares)	March 31, 2022
Promoters	22.79%
Institutional Investors	24.71%
Foreign Portfolio Investors	1.16%
Corporate Bodies	3.27%
Others	48.07%
<b>Total # of Shares</b>	<b>38,041,143</b>

# About UFO Moviez India Limited



UFO is the first one, to enable cinema digitization with satellite technology in India. That also makes UFO the largest in-cinema advertising platform, with the power to impact almost 1.8 billion viewers annually through 3,484 screens comprising of 1,975 screens in the PRIME channel and 1,509 screens in the POPULAR channel across 1,186 cities, leading directly into the hearts of India's Urban Heartland.

In the early 2000s, UFO optimized the potential of Indian cinema with satellite-based technology that transformed Annual Jubilee into Friday box office collections, slow-chain release into First Day - First Show, one blockbuster after another. It has made cinema into an equal experience for the whole country, making it an instant success with the youth that is already teased with pre-release teasers and trailers.

UFO is the end to end service provider for all DCI and non-DCI related cinema solutions. As on March 31, 2022, UFO's global network, along with subsidiaries and associates, spans 5,152 screens across worldwide, including 5,144 screens in India and 8 screens across USA. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,484 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,186 cities and towns across India, as on March 31, 2022.

UFO's innovation driven DNA empowers it to use technology and business intelligence to minimize content irrelevance by providing relevant content, to the relevant people, at the relevant time! It aims at enabling an environment of content sufficiency to the running cinema infrastructures, as well as to create a one stop solution to set-up local movie theatres through a standardized model both in terms of infrastructure and experience. Apart from this the company also has Caravan Talkies that takes brands to rural India providing them an opportunity to reach media dark areas.

UFO's mission is clear - un-biased, undivided, uninterrupted, cinema for all, and in doing so, outshining as the country's largest cinema influencers.

Visit us at [www.ufomoviez.com](http://www.ufomoviez.com). For further details, contact:

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