



UFO Moviez India Limited Q4&FY25 Earnings Conference Call

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MANAGEMENT:

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MR. TUSHAR PENDHARKAR – VENTURA SECURITIES LTD

Moderator: Ladies and gentlemen, good day, and welcome to the UFO Moviez India Limited Q4&FY25 earnings conference call hosted by Ventura Securities Limited. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call please signal the operator by pressing “*” then “0” on your touchtone phone. Please note that this conference is being recorded. I would now like to hand the conference over to Mr. Tushar from Ventura Securities Ltd. Thank you and over to you, Sir.

Tushar Pendharkar: Thank you. Good day, ladies and gentlemen. On behalf of Ventura Securities Ltd, I welcome you all to the Q4&FY25 earnings call of UFO Moviez India Limited. The company today is represented by Mr. Rajesh Mishra, Executive Director and Group CEO of the company, Mr. Ashish Malushte, Chief Financial Officer, Mr. Siddharth Bhardwaj, CEO-Digital Cinema Network business of the company. I would now like to hand over the call to Mr. Mishra for opening remarks, post which we can open the floor for Q&A. Thank you and over to you Sir.

Rajesh Mishra: Thank you, Tushar. Greetings everyone and thank you all for joining our Q4&FY25 earnings call. Q4 delivered a mixed performance, with clear shifts in audience preferences. While big-budget Hindi films like “Skyforce” and “Deva” were expected to lead, it was regional cinema that outperformed. The Telugu film “Sankranthiki Vasthunam” and the Tamil drama “Kudumbasthan” saw strong box office results across key markets, highlighting the increasing pan-India appeal of regional content. In contrast, several Hindi titles underperformed. Films such as “Emergency”, “Fateh”, and “Azaad” failed to meet expectations, reflecting the ongoing unpredictability in the Hindi theatrical segment. February was one of the stronger months of the quarter. “Chhaava”, starring Vicky Kaushal, became one of the top-performing Hindi films of the year. In the South, the Tamil action film “Dragon” also did well and kept up steady box office numbers. However, not all releases were successful. Films like “Loveyapa”, “Badass Ravi Kumar”, and “Mere Husband Ki Biwi” did not meet expectations, showing that mid-budget titles continue to face challenges in attracting audiences. March was relatively muted. Despite strong anticipation, “Sikandar” starring Salman Khan, fell short of expectations and did not meet initial forecasts. Overall, FY25 brought a diverse mix of theatrical releases across languages and genres. While only a handful of films delivered strong box office results, the year reflected the industry's efforts to better understand and respond to shifting audience preferences. There was a clear push toward more varied and innovative storytelling, which we believe is a step in the right direction. In FY25, a total of 1,808 movies were released (including versions/languages) against 2,117 movies in FY24. During Q4FY25, 458 movies were released compared to 550 in Q4FY24 and 404 in Q3FY25. On the screen network front, our advertising footprint now stands at 3,821 screens. This includes 2,250 multiplex screens and 1,571 single screens. Compared to the same period last year, the total count has reduced by 38 screens, and there has been a quarter-over-quarter reduction of 42 screens. Turning to the key figures for the quarter and year ended March 2025 – The consolidated revenue for Q4 FY25 stood at ₹940 million, compared to ₹1,192 million in Q4 FY24. and ₹1,387 million compared to Q3 FY25, EBITDA stood at ₹118 million, compared to ₹152 million YoY, and ₹305 million compared to Q3 FY25, The company reported a net loss of ₹7 million in Q4 FY25, compared to a net profit of ₹62 million in Q4 FY24 and a net profit of ₹153 million in Q3 FY25, Regarding year end performance, consolidated revenues amounted to ₹4,240 million, compared to ₹4,101 million in FY24. EBITDA for FY25 was ₹591 million, compared to ₹676 million in FY24, On the PAT front, the company reported a net profit of ₹96 million in FY25 against a net profit of ₹165 million in FY24, The consolidated cash at the end of the year was ₹1,156 million, and the net cash was ₹483 million after considering outstanding debt.

Looking ahead, although the quarter began on a mixed note with the release of “Jaat”, “Ground Zero”, “Kesari Chapter 2” and “Raid 2”. However, the upcoming content pipeline is strong and

diverse, featuring highly anticipated titles such as “Bhool Chuk Maaf”, “Karate Kid: Legends”, “Housefull 5”, “Kuberaa”, “Sitaare Zameen Par”, “Sardarji 3”, “Thug Life”, “Jurassic World: Rebirth” and “Premachi Goshta 2”. With this promising slate, we remain optimistic about regaining momentum and delivering a stronger performance in the coming quarter.

Also, During the quarter, the Company has initiated a strategic restructuring aimed at enhancing operational efficiency, accelerating growth, and building future leadership. As part of this effort, two Strategic Business Units (SBUs) have been established to streamline focus and execution. Senior leaders have transitioned into mentorship roles to support this shift, ensuring that operations are better aligned with our long-term vision and evolving market dynamics.

I would like to take this opportunity to thank all our stakeholders for their continued trust in the Company.

With that I open the floor to take your questions. My colleagues, Mr. Ashish Malushte-Chief Financial Officer and Mr. Siddharth Bhardwaj – CEO and I will be happy to take your questions. Thank you.

Moderator: Thank you, sir. Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question, please press * and 1 on your telephone keypad and wait for your turn to ask the question. If you would like to withdraw your request, you may do so by pressing * and 1 again. Ladies and gentlemen, if you have a question, please press * and 1 on your telephone keypad and wait for your name to be announced. We will wait for a moment while the question queue assembles.

Thank you. Now I hand over the floor to Mr. Rajesh Mishra for closing comments.

Rajesh Mishra: Thank you all for joining today’s call. Our teams are available to provide any further information or clarification you may need. We appreciate your time and continued support. Thank you very much, everyone.

Moderator: Ladies and gentlemen, this concludes the conference call for today. Thank you for your participation. You may disconnect your lines now. Thank you and have a good day.

The transcript has been edited for language and grammar; it, however, may not be a verbatim representation of the call.