

Q4&FY23
Results Presentation
May 25, 2023

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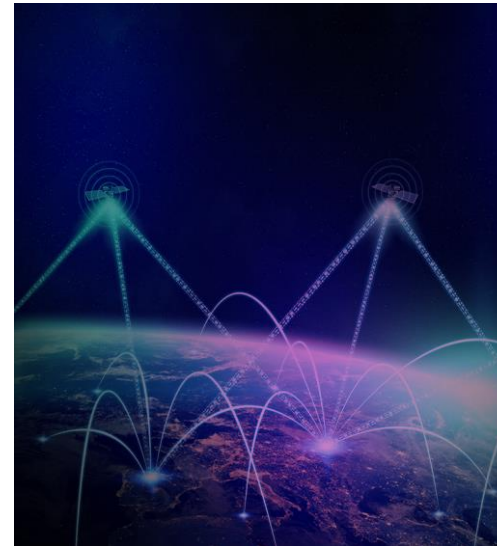
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

UFO Moviez at a Glance



**3,348
High Impact
Ad Screens**



**1,175
Cities & Towns
Across India**

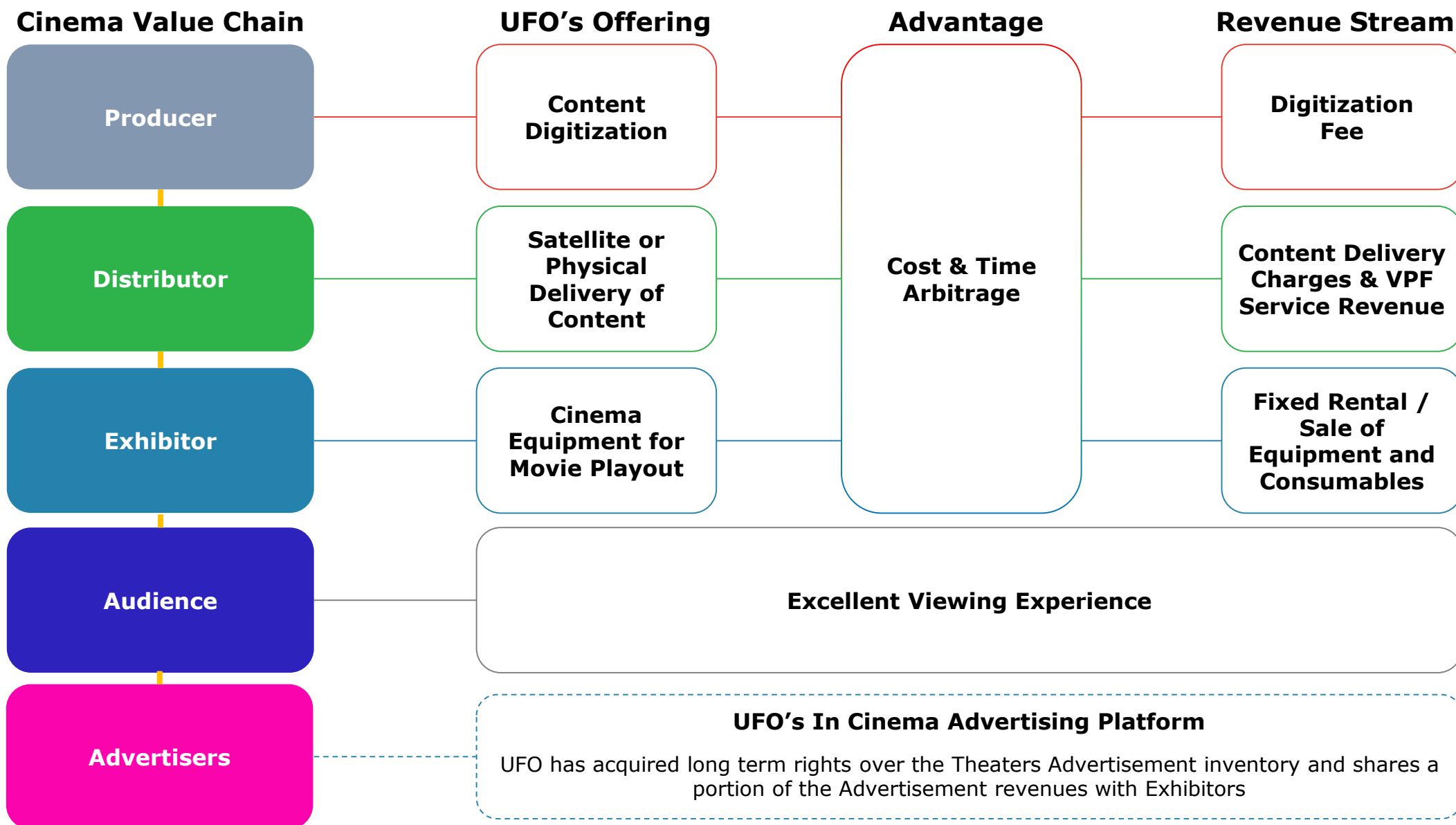
**2,083
Movies
Digitally
Delivered
in FY23**



**Power to Impact
upto 1.7 billion
Viewers
Annually**



UFO's Core Offerings

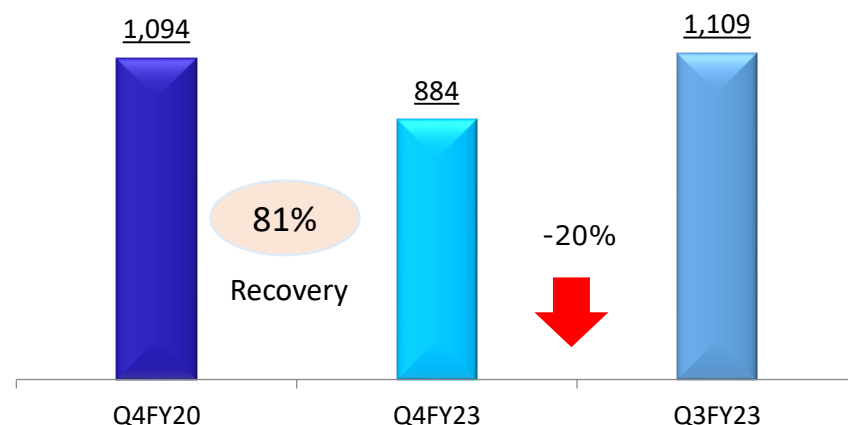


Financial & Operating Highlights

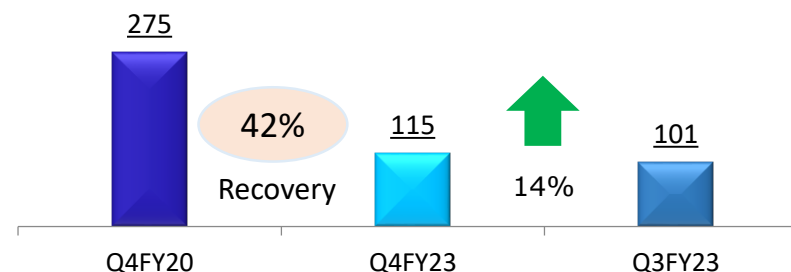
Consolidated Financial Highlights (1/2)

Q4FY23 vs Q4FY20 and Q3FY23 (INR Mn)

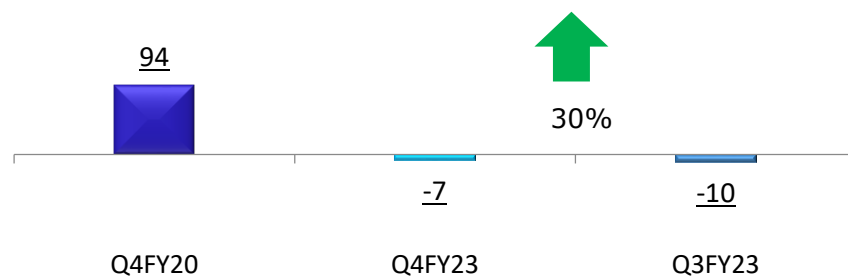
Total Revenue



EBITDA



PBT

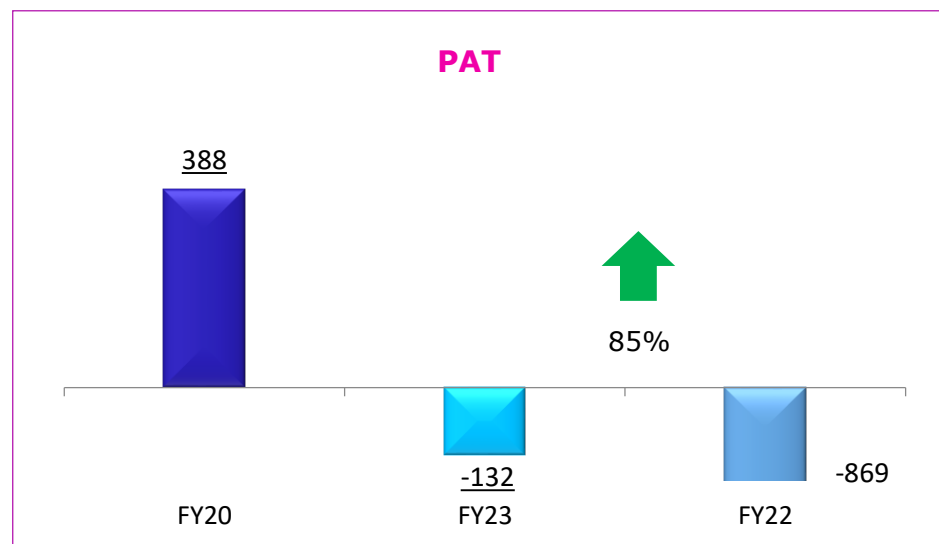
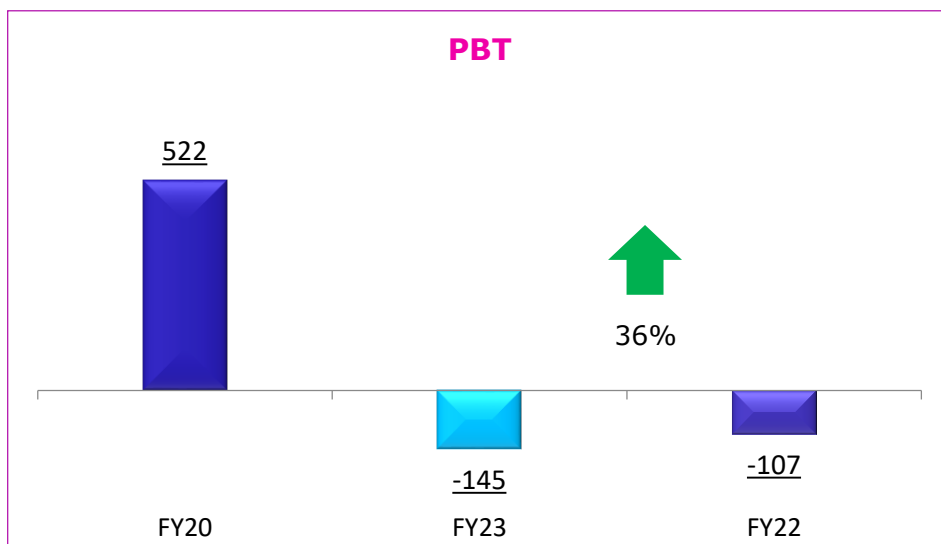
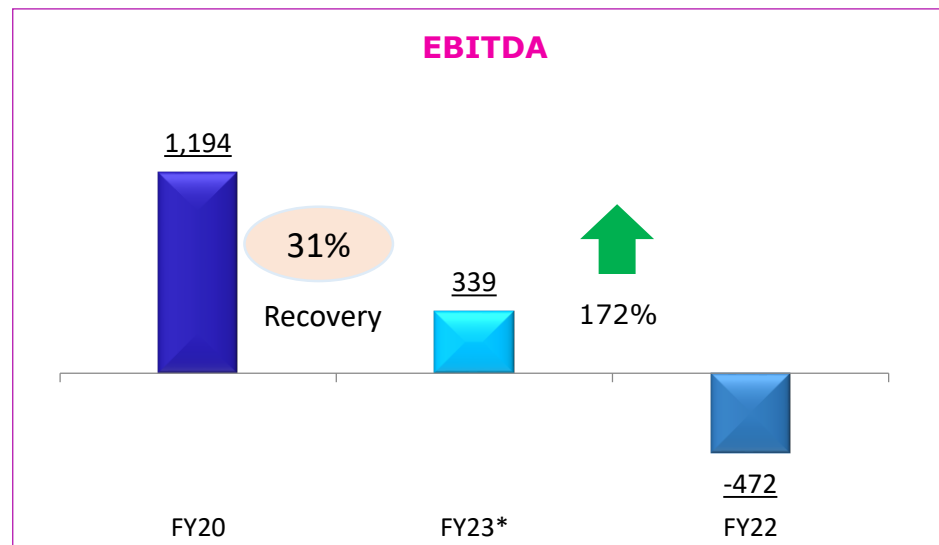
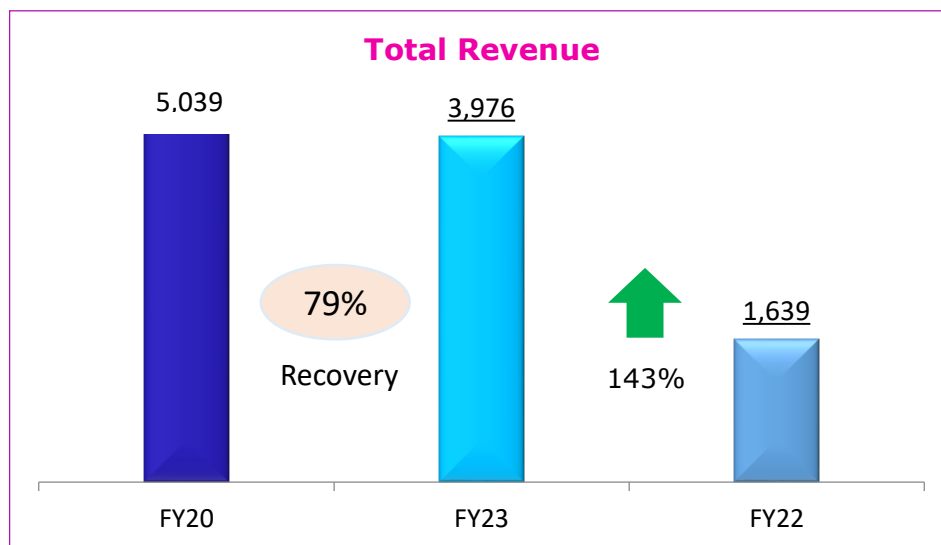


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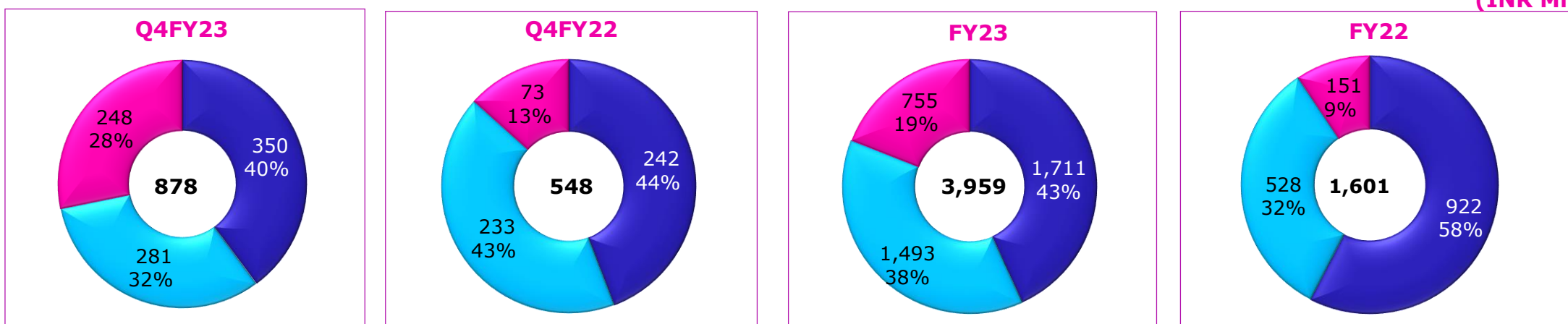
Consolidated Financial Highlights (2/2)

FY23 vs FY20 and FY22 (INR Mn)



*FY23 EBITDA is before considering provision of Rs.29mn towards provisioning for impairment of an investment in an associate. The reported EBITDA after considering the provision is Rs.338mn.

Consolidated Revenue Mix



Advertiser Revenue



Distributor Revenue

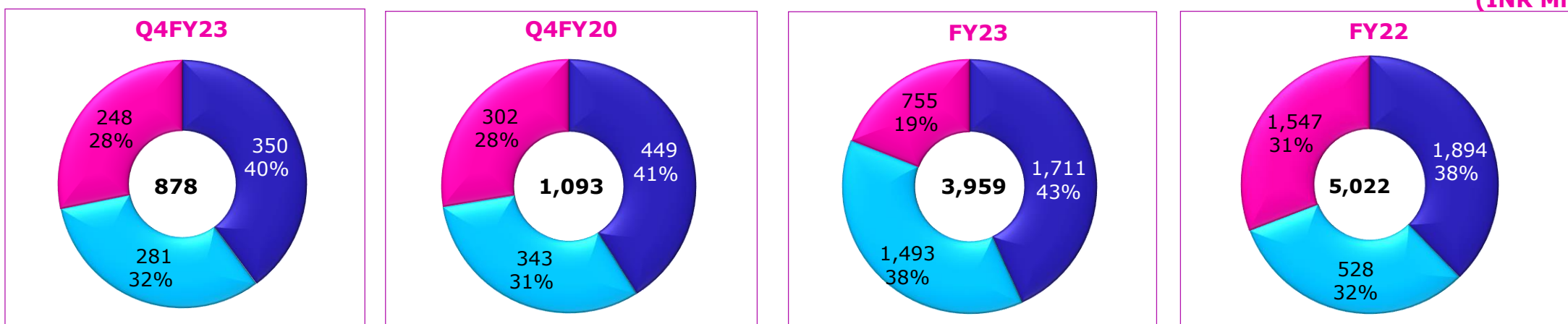


Exhibitor Revenue

(INR Mn)	Q4FY23	Q4FY22	% Change	FY23	FY22	% Change
Advertiser Revenue (i)	248	73	240%	755	151	400%
- In-Cinema Advertisement Revenue	246	73	237%	740	151	390%
- Corporate + Hyperlocal	173	59	193%	567	124	357%
- Government + PSU	73	14	421%	173	26	565%
- Caravan Advertisement Revenue	2	0		15	0	
Revenue from Distributor (ii)	281	233	20%	1,493	552	170%
Content Delivery Charge	186	146	27%	878	334	163%
VPF Service Revenue	47	46	3%	243	110	121%
Digitisation Income	45	34	33%	209	84	149%
Others	3	6	-57%	162	24	
Revenue from Exhibitor (iii)	350	242	44%	1,711	898	90%
Lease rental income	133	45	196%	547	117	368%
Total Sales of Products	138	117	18%	895	612	46%
Other Operating Revenues	78	80	-2%	269	169	59%
Revenue from Operations (i+ii+iii)	878	548	60%	3,959	1,601	147%

Note: Excludes Other Income

Consolidated Revenue Mix (Pre-pandemic Comparison)



Advertiser Revenue



Distributor Revenue



Exhibitor Revenue

(INR Mn)	Q4FY23	Q4FY20	% Recovery	FY23	FY20	% Recovery
Advertiser Revenue (i)	248	302	82%	755	1547	49%
- In-Cinema Advertiser Revenue	246	301	82%	740	1481	50%
- Corporate + Hyperlocal	173	187	93%	567	972	58%
- Government + PSU	73	114	64%	173	509	34%
- Caravan Advertiser Revenue	2	1	200%	15	66	22%
Revenue from Distributor (ii)	281	343	82%	1493	1581	
Content Delivery Charge	186	260	71%	878	1193	74%
VPF Service Revenue	47	30	156%	243	163	149%
Digitisation Income	45	52	87%	209	225	93%
Others	3	0		162	0	
Revenue from Exhibitor (iii)	350	449	78%	1711	1894	
Lease rental income	133	129	103%	547	604	91%
Total Sales of Products	138	275	50%	895	1142	78%
Other Operating Revenues	78	45	174%	269	148	181%
Revenue from Operations (i+ii+iii)	878	1,093	80%	3959	5,022	79%

In-Cinema Advertising Performance

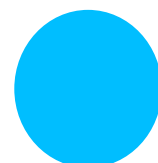
In-Cinema Advertisement Operating Parameter



Number of Screens
3,348



Prime Screens
2,073



Popular Screens
1,275



Full House Seating Capacity - Annualized
~1.7 Bn

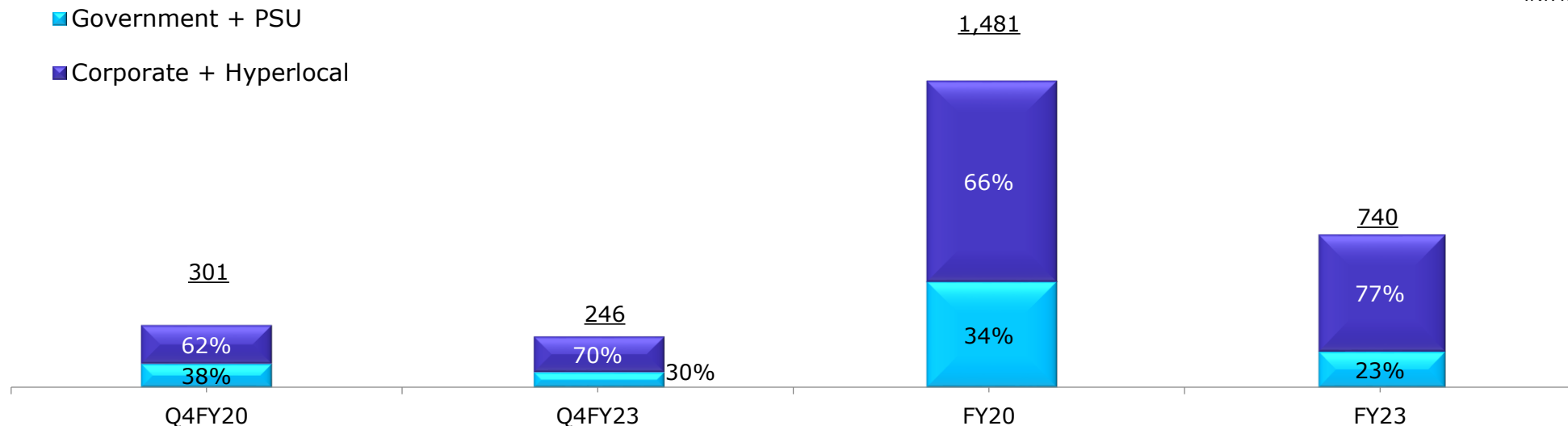
FY23	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	927	235	1,146	1,040
Cities and Towns	132	104	405	785
Full House Seating Capacity – Per Show All Screens	290,039	127,600	323,170	464,225
Seating Capacity Per Screen Per Show	313	543	282	446
**Full House Seating Capacity Annualised (in Mn Seats)	418	184	465	668

**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



	Q4FY20	Q4FY23	FY20	FY23
Ad Revenue / Screen for the period (Avg) (Rs.)	80,990	72,996	395,524	216,702
Average # of minutes sold / show / Ad Screen	3.06	4.60	4.16	3.06
Advertisement Sharing with Exhibitors	27.67%	51.08%	36.41%	60.13%

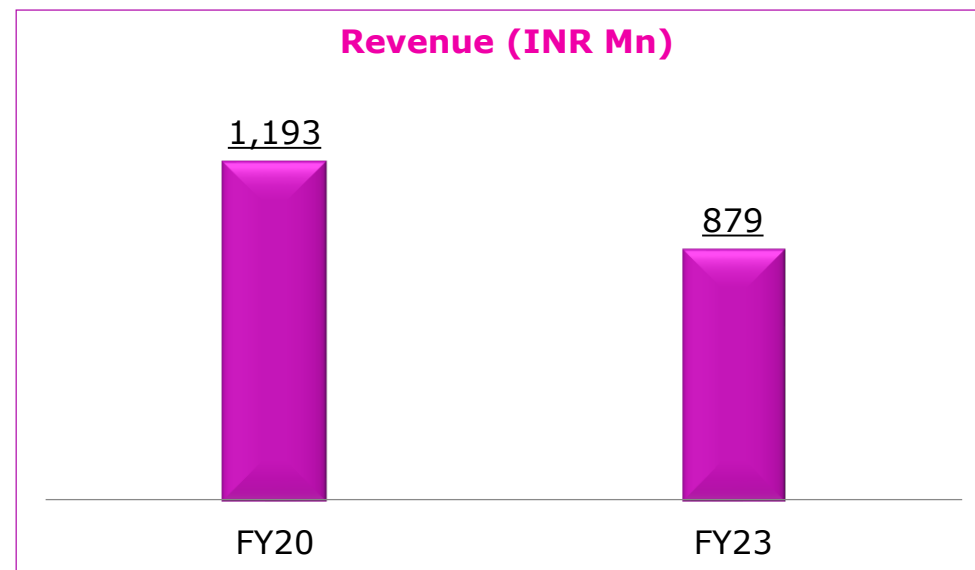
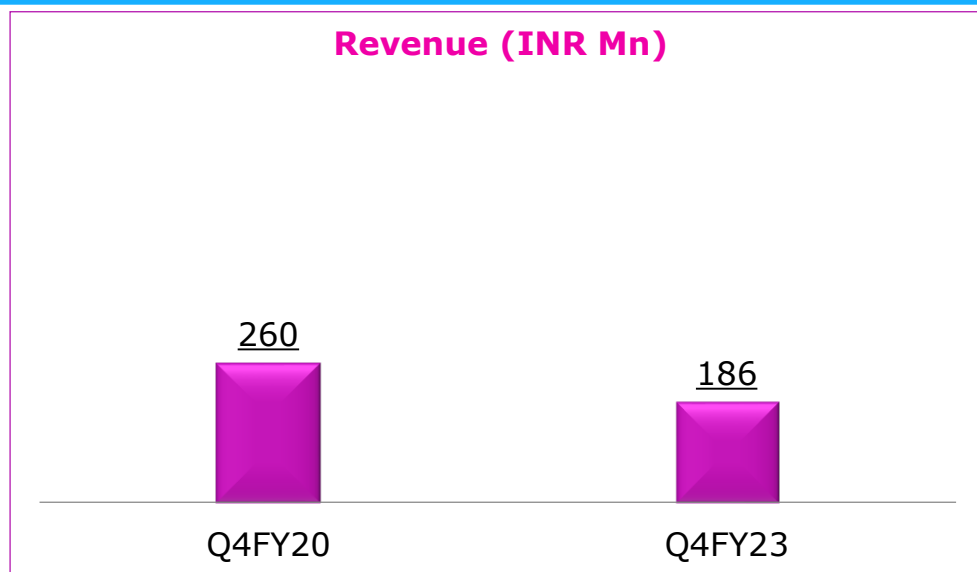
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period

Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

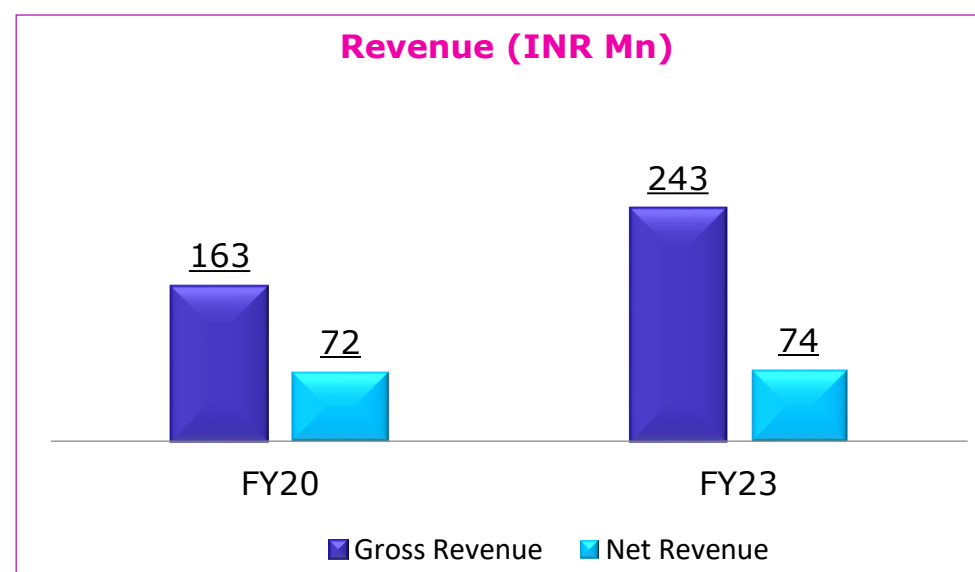
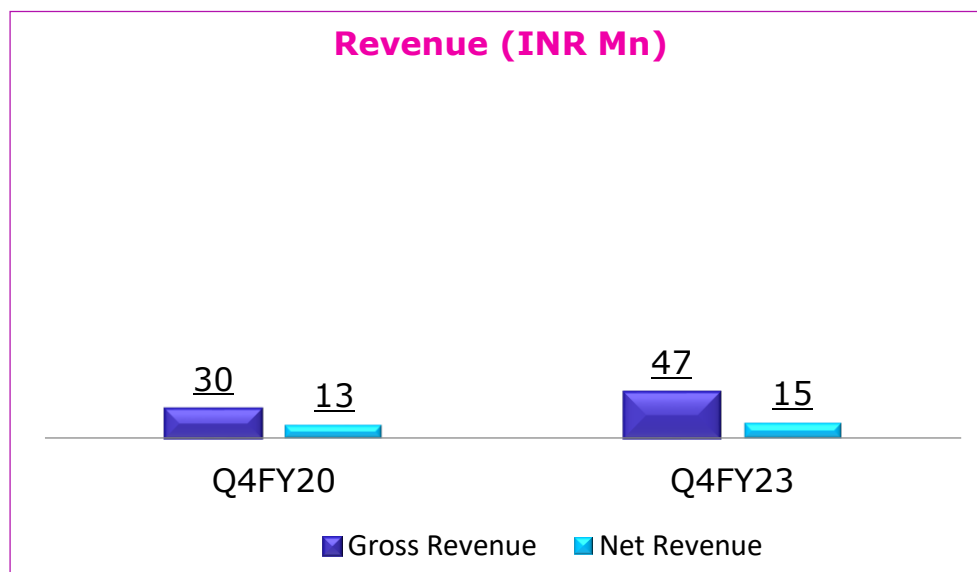
Theatrical Revenues

Theatrical revenues from Distributors

Content Delivery Charges



VPF Service Revenue



*Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

Operating Parameter – Distributor Revenue

# of Screens**	Q4FY23	Q4FY20	FY23	FY20
CDC Category Screens	2,994	3,527	2,994	3,527
VPF Category Screens	333	1,677	333	1,677
Total	3,327	5,204	3,327	5,204
# of Screens as on March 31, 2023				

Revenue / Screen (Average) (in Rs.)	Q4FY23	Q4FY20	FY23	FY20
CDC Category Screens	61,439	73,536	281,657	333,463
VPF Category Screens – Gross	137,625	17,963	231,698	86,986
VPF Category Screens – Net	44,898	7,647	70,983	37,942

Financial Performance

Consolidated Reported P&L Statement

(INR Mn)	Q4FY23	Q4FY20	% Change	FY23	FY20	% Change
Revenue from Operations	879	1,093	-20%	3,959	5,021	-21%
Other Income	6	0	-	18	18	0%
Total Revenue	885	1,093	-19%	3,977	5,039	-21%
Total Expenses	769	818	-6%	3,639	3,845	-5%
EBITDA (Reported)	115	275	-58%	339	1194	-72%
Depreciation and Amortisation	126	183	-31%	495	710	-30%
EBIT	-11	92	-112%	-156	484	-132%
Finance Cost	-25	-25	0%	111	-101	-210%
Finance Income	17	19	-11%	-49	99	-149%
Profit from Associates	12	8	50%	74	40	85%
PBT	-7	94	-107%	-145	522	-128%
Tax	5	26	-81%	-13	134	-110%
PAT	-12	68	-118%	-132	388	-134%
Basic EPS	-0.31	2.39	-113%	-3.47	13.68	-125%

*FY23 EBITDA is after considering provision of Rs.29mn towards provisioning for impairment of an investment in an associate.

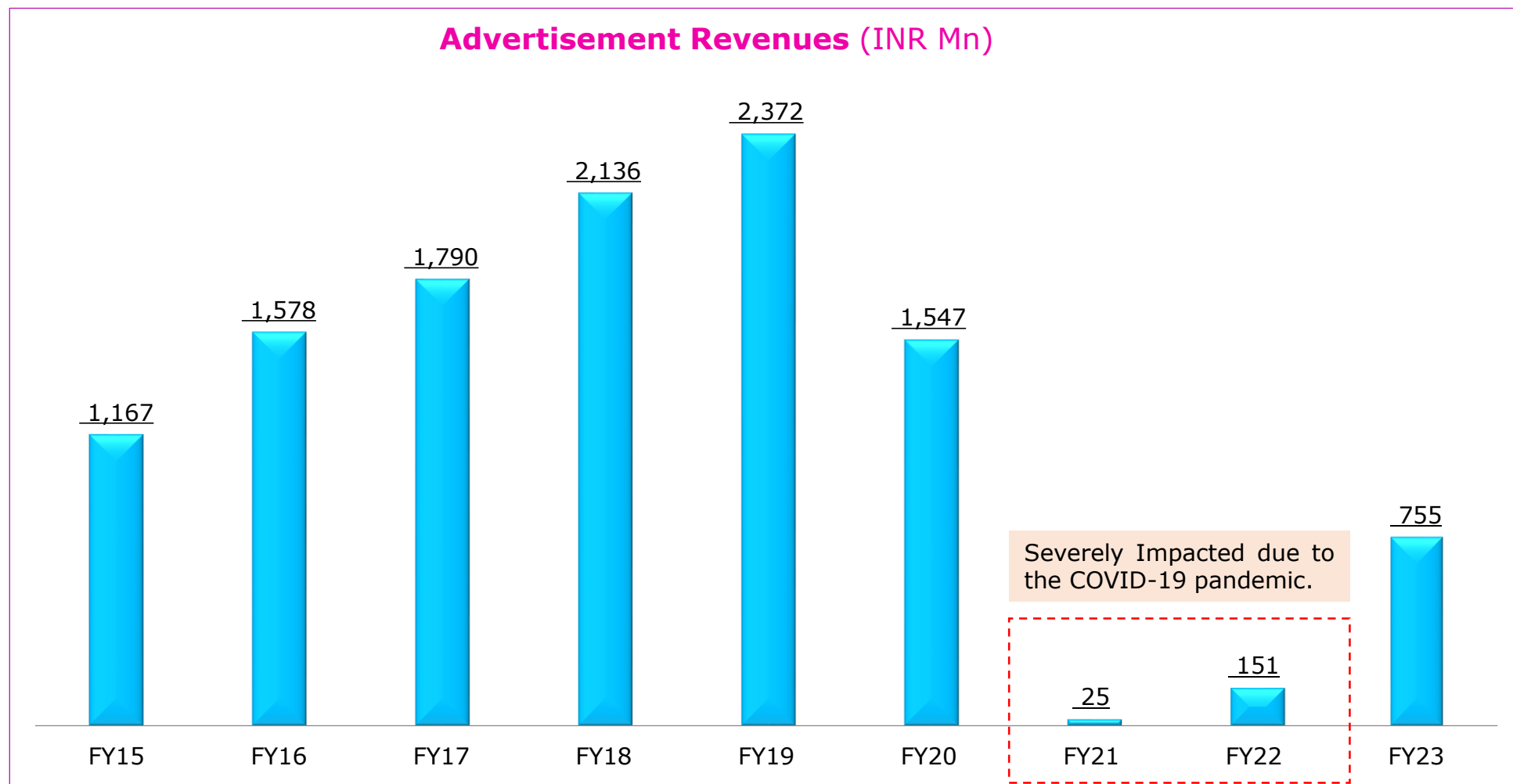
Ind AS 116 impact on P&L - certain operating lease expense (Q4FY23 - Rs. 20.8 Mn & FY23 - Rs. 88.91 Mn) are recognised as Depreciation expense for the right of use assets (Q4FY23 - Rs. 16.39 Mn & FY23 - Rs. 74.45 Mn) and Finance Cost for interest accrued on lease liability (Q4FY23 - Rs. 6.70Mn & FY23 - Rs. 19.63 Mn).

Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q4FY23	Q4FY20	FY23	FY20
1) Total Operating Direct Cost	41.40%	38.48%	47.34%	40.94%
Key Operating Direct Cost Components				
i) Advertisement revenue share payment	<u>14.25%</u>	<u>7.59%</u>	<u>11.19%</u>	<u>10.70%</u>
ii) VPF service revenue share	<u>3.62%</u>	<u>1.55%</u>	<u>4.25%</u>	<u>1.79%</u>
iii) Purchase of Equipment, Lamps and Spares	<u>12.53%</u>	<u>20.61%</u>	<u>17.83%</u>	<u>17.70%</u>
2) Employee Benefit Expenses	24.66%	17.18%	24.74%	16.99%
3) Other Expenses (SG&A)	21.04%	19.10%	18.68%	18.40%
Total Expenses	87.10%	74.77%	90.76%	76.32%
EBITDA Margin	12.90%	25.23%	9.24%	23.68%

Annexure

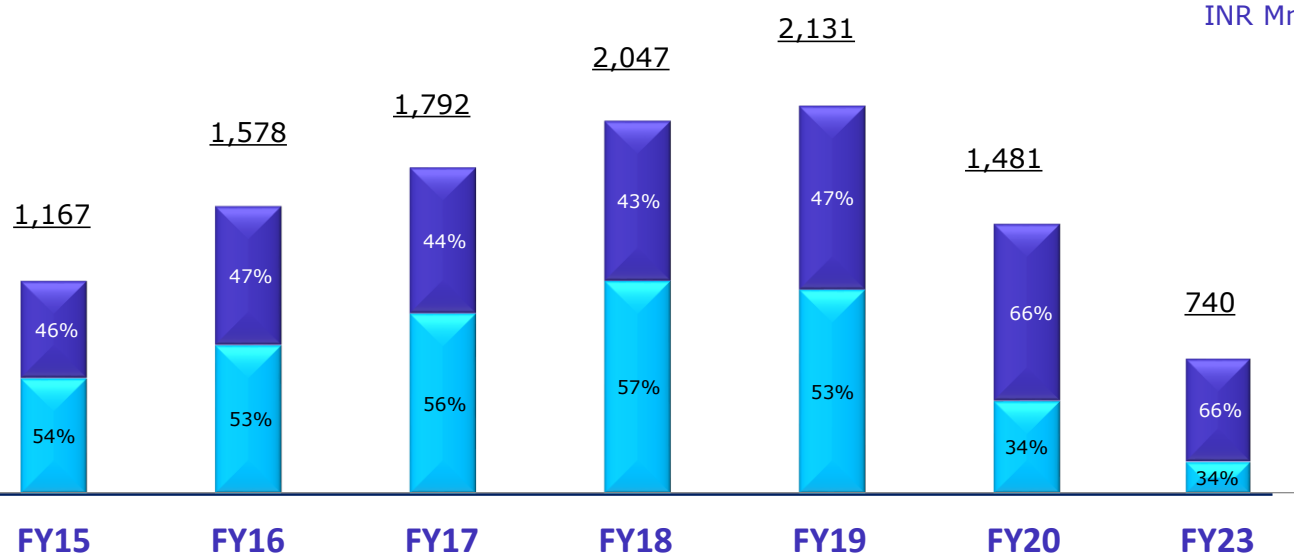
Historical Advertisement Performance



Historical In-Cinema Advertising Performance

■ Government + PSU ■ Corporate + Hyperlocal

INR Mn



	FY15	FY16	FY17	FY18	FY19	FY20	FY23
# of Screens with Ad Rights	3,784	3,713	3,745	3,897	3,697	3,792	3,348
Annual Ad Revenue / Screen (Avg) (INR)	316,346	410,275	474,597	535,847	561,102	395,524	216,702
# of Minutes Sold / Show / Ad Screen	3.36	4.15	4.34	5.19	5.54	4.16	3.06
Ad Sharing with Exhibitors	33.76%	30.66%	29.14%	31.75%	32.44%	36.41%	60.13%

*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, 2023
Promoters	22.71%
Institutional Investors	24.62%
Foreign Portfolio Investors	1.07%
Corporate Bodies	4.15%
Others	47.45%
Total # of Shares	38,176,230

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 1.7 billion viewers annually through 3,348 screens comprising of 2,073 screens in the PRIME channel and 1,275 screens in the POPULAR channel across 1,175 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, 2023, UFO's global network, along with subsidiaries and associates, spans 3,456 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,348 screens, with an aggregate seating capacity of approximately 1.7 billion viewers annually and a reach of 1,175 cities and towns across India, as on March 31, 2023.

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. For further details, contact:

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