

# **Q1FY24 Results Presentation**

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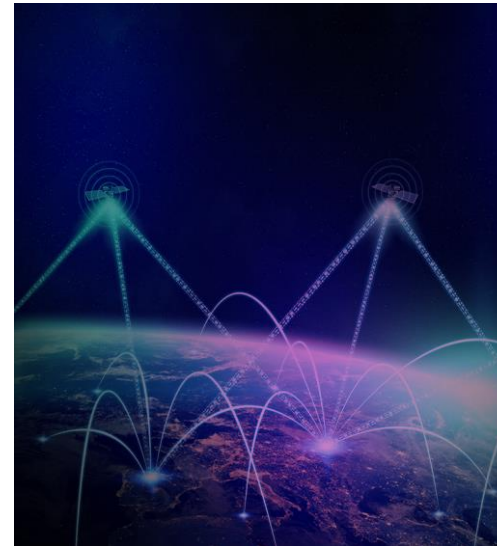
This presentation, except for the historical information, may contain forward looking statements, including the words or phrases such as "expects", "anticipates", "intends", "will", "would", "undertakes", "aims", "estimates", "contemplates", "seeks to", "objective", "goal", "projects", "should" and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. 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. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

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



**3,234**  
**High Impact**  
**Ad Screens**



**1,181**  
**Cities & Towns**  
**Across India**

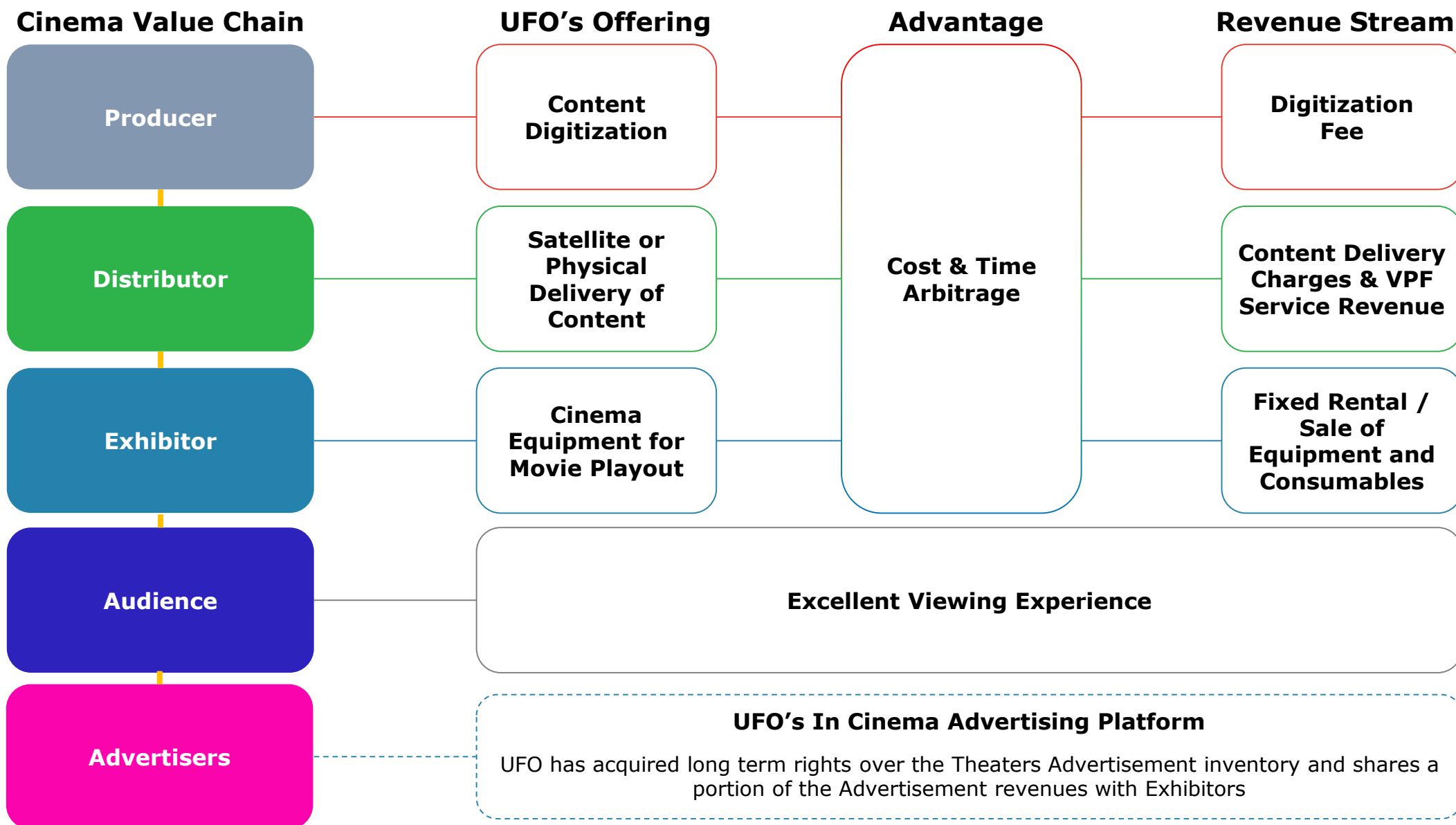
**581**  
**Movies**  
**Digitally**  
**Delivered**  
**in Q1FY24**



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



# UFO's Core Offerings

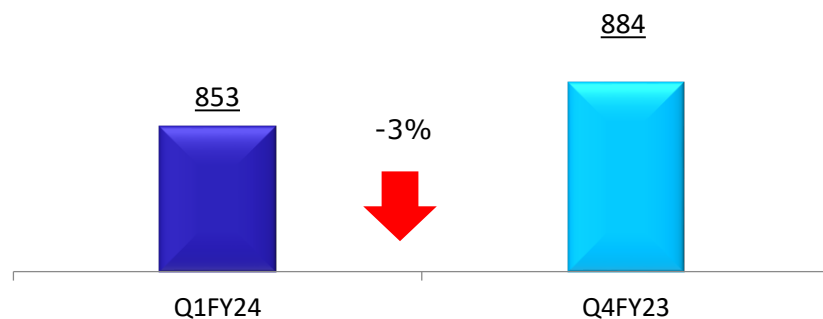


# **Financial & Operating Highlights**

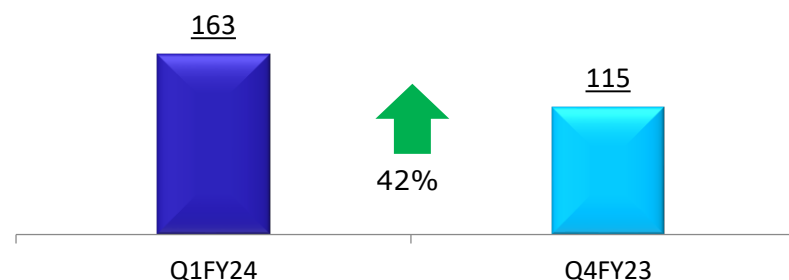
# Consolidated Financial Highlights Q-o-Q

## Q1FY24 vs Q4FY23 (INR Mn)

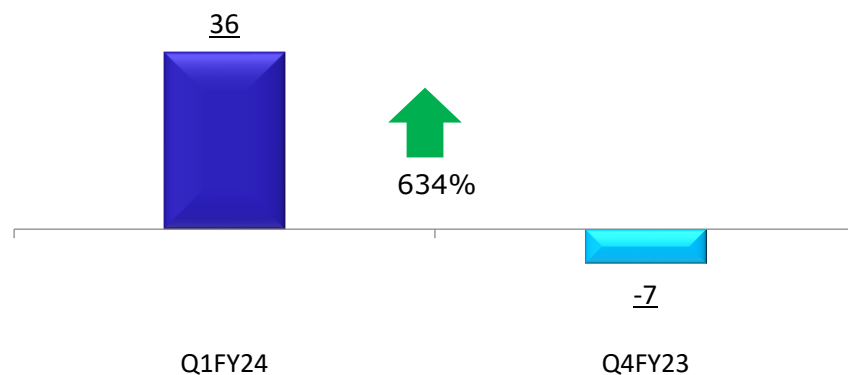
### Total Revenue



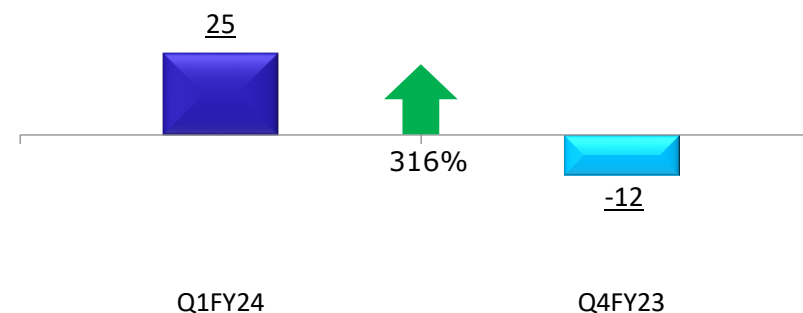
### EBITDA



### PBT



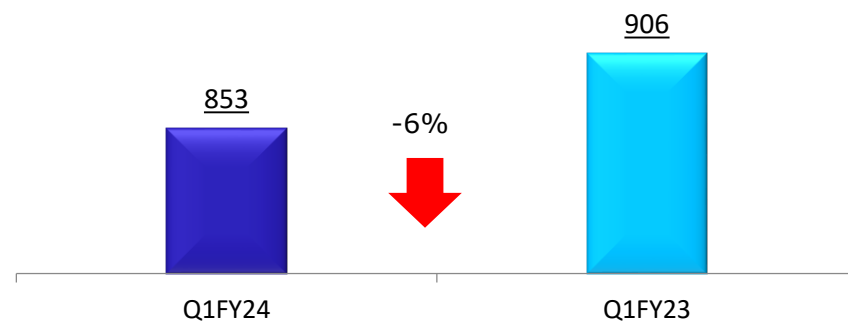
### PAT



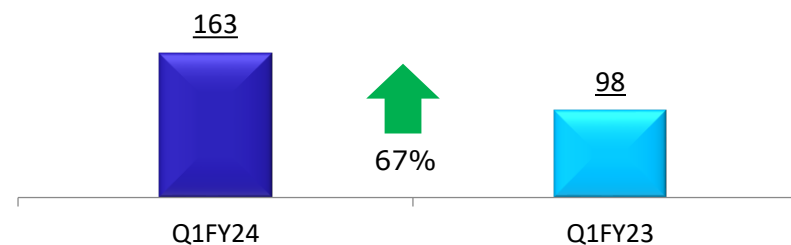
# Consolidated Financial Highlights Y-o-Y

## Q1FY24 vs Q1FY23 (INR Mn)

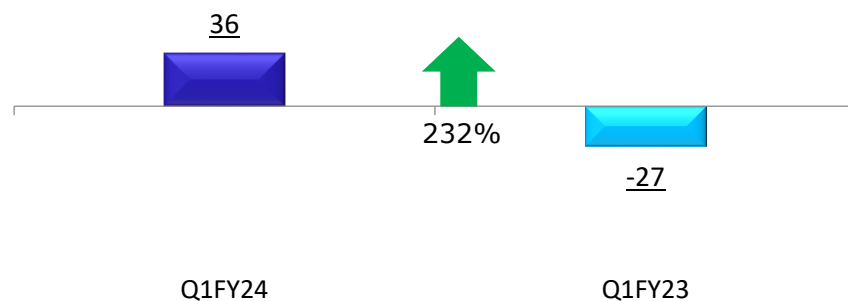
### Total Revenue



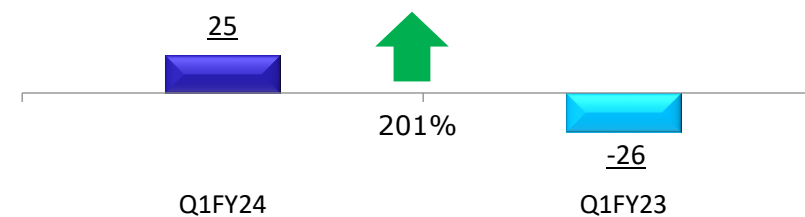
### EBITDA



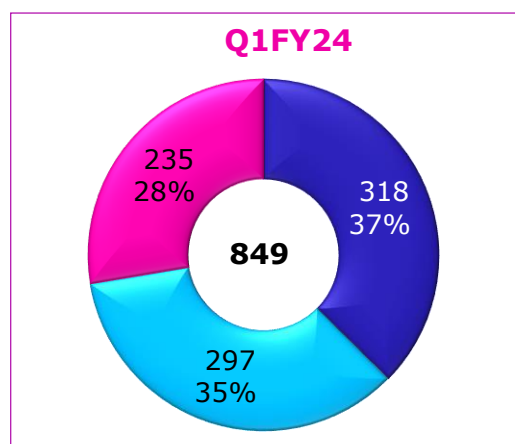
### PBT



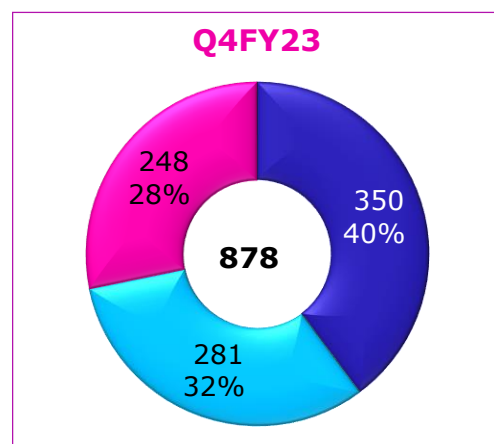
### PAT



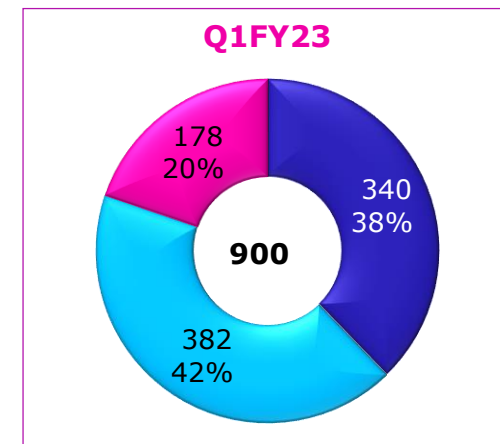
# Consolidated Revenue Mix



Advertiser Revenue



Distributor Revenue



Exhibitor Revenue

(INR Mn)	Q1FY24	Q4FY23	QoQ % Change	Q1FY23	YoY % Change
<b>Advertisement Revenue (i)</b>	<b>235</b>	<b>248</b>	<b>-5%</b>	<b>178</b>	<b>32%</b>
- In-Cinema Advertisement Revenue	218	246	-11%	176	24%
- Corporate + Retail	180	173	4%	151	19%
- Government + PSU	38	73	-48%	25	52%
- Caravan Advertisement Revenue	16	2		2	
<b>Revenue from Distributor (ii)</b>	<b>297</b>	<b>281</b>	<b>6%</b>	<b>382</b>	<b>-22%</b>
Content Delivery Charge	206	186	11%	221	-7%
VPF Service Revenue	42	47	-10%	63	-33%
Digitisation Income	47	45	4%	54	-13%
Others	2	3	-39%	44	
<b>Revenue from Exhibitor (iii)</b>	<b>318</b>	<b>350</b>	<b>-9%</b>	<b>340</b>	<b>-6%</b>
Lease rental income	143	133	7%	138	3%
Total Sales of Products	143	138	3%	155	-8%
Other Operating Revenues	33	78	-58%	47	-31%
<b>Revenue from Operations (i+ii+iii)</b>	<b>849</b>	<b>878</b>	<b>-3%</b>	<b>900</b>	<b>-6%</b>

Note: Excludes Other Income



# **In-Cinema Advertising Performance**

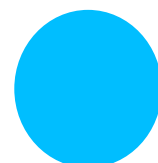
# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,234**



**Prime Screens**  
**1,957**



**Popular Screens**  
**1,277**



**Full House Seating Capacity - Annualized**  
**~1.7 Bn**

Q1FY24	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	842	235	1,115	1,042
Cities and Towns	127	100	426	781
Full House Seating Capacity – Per Show All Screens	264,463	126,759	314,454	463,068
Seating Capacity Per Screen Per Show	314	539	282	444
**Full House Seating Capacity Annualised (in Mn Seats)	381	183	453	667

\*\*Cities and Towns with population greater than 1.5 Mn are categorized as “Metro and Tier I”

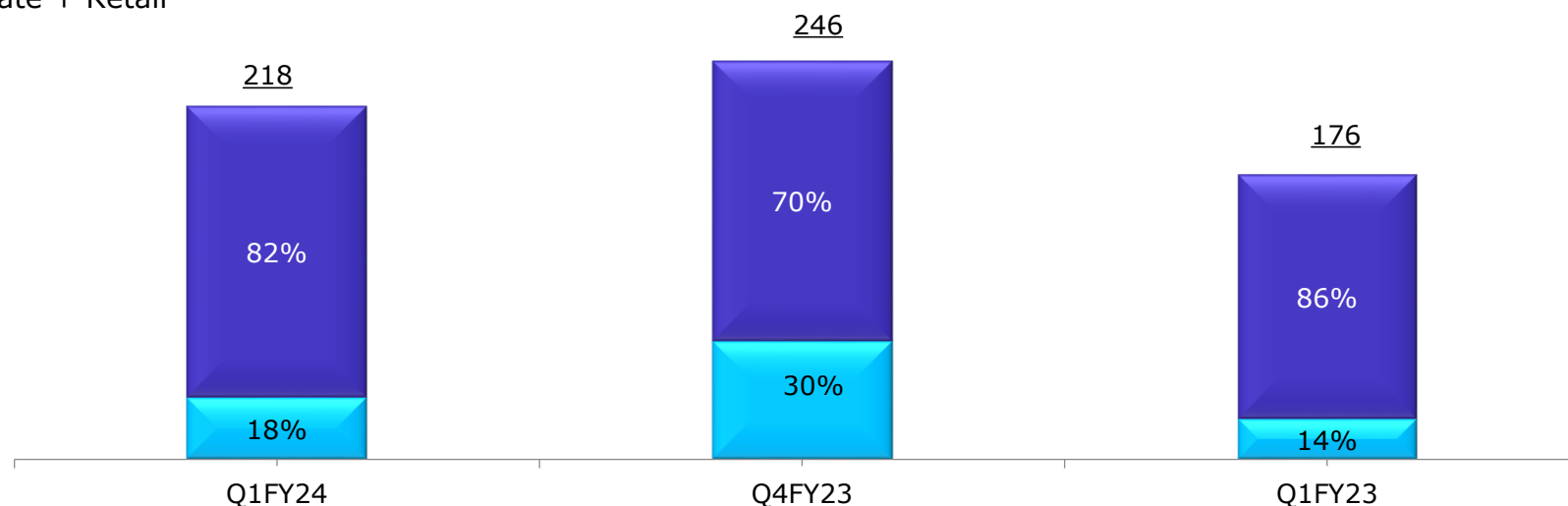
Full house seating capacity – Annualised is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

# In-Cinema Advertisement Revenue Analysis

■ Government + PSU

■ Corporate + Retail

INR Mn



	Q1FY24	Q4FY23	Q1FY23
Ad Revenue / Screen for the period (Avg) (Rs.)	66,293	72,996	50,510
Average # of minutes sold / show / Ad Screen	4.23	4.60	2.80
Advertisement Sharing with Exhibitors	48.15%	51.08%	50.63%

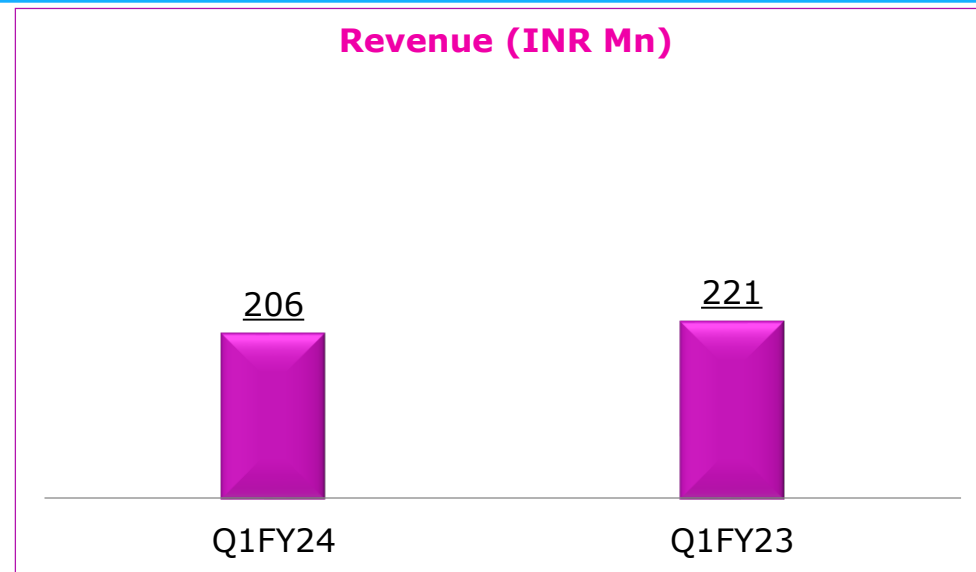
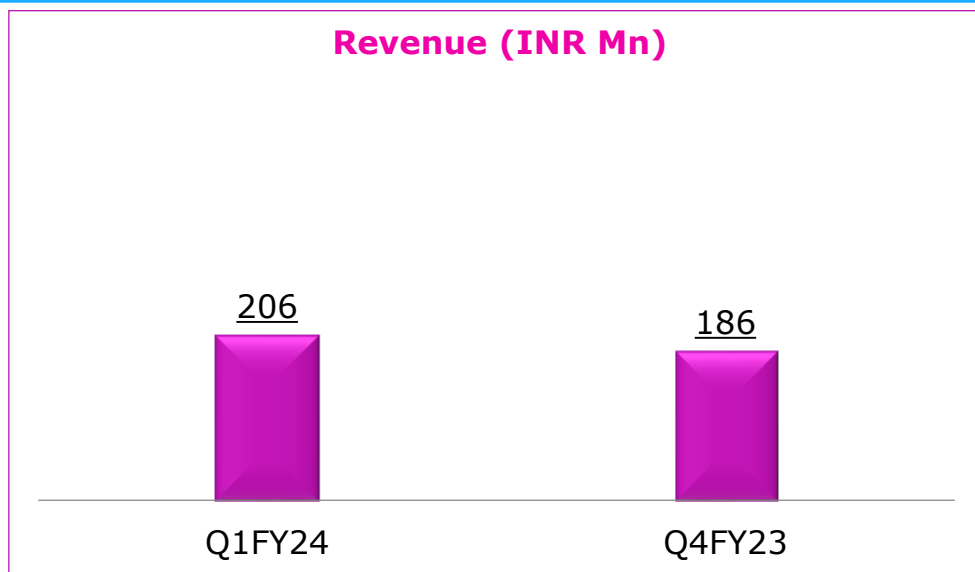
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period

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

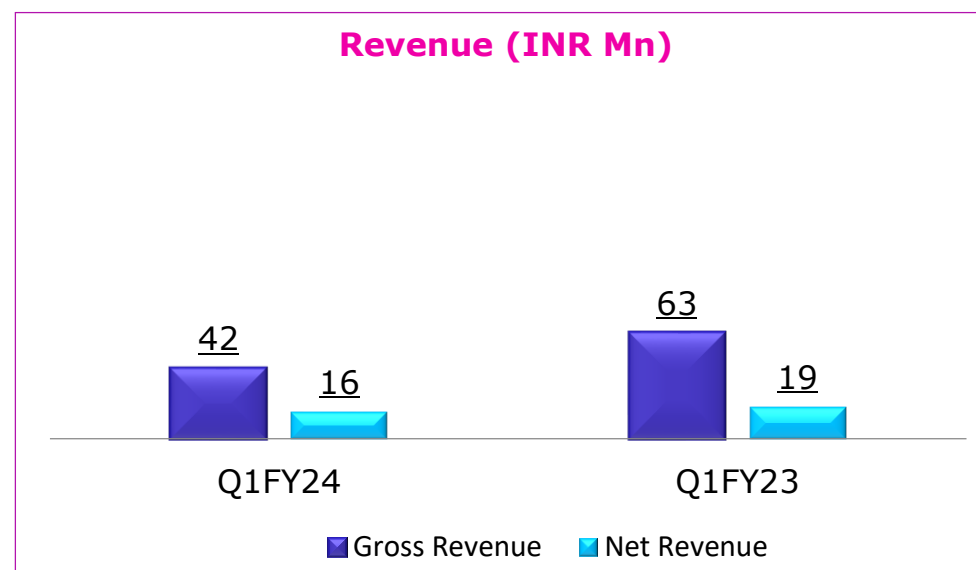
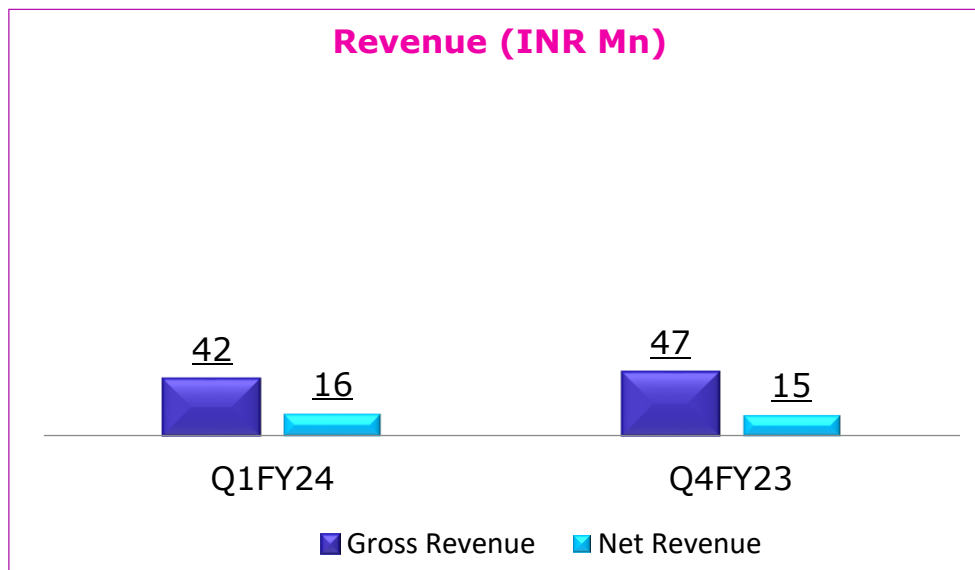
# Theatrical Revenues

# 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*	Q1FY24	Q4FY23	Q1FY23
CDC Category Screens	2,983	2,994	3,175
VPF Category Screens	346	333	1,797
Total	3,329	3,327	4,972

# of Screens as on June 30, 2023

Revenue / Screen (Average) (INR)	Q1FY24	Q4FY23	Q1FY23
CDC Category Screens	68,798	61,439	68,817
VPF Category Screens – Gross	1,23,998	1,37,625	35,484
VPF Category Screens – Net	46,463	44,898	10,847

\*Includes franchisee screens

# Financial Performance

# Consolidated Reported P&L Statement

(INR Mn)	Q1FY24	Q4FY23	% Change	Q1FY23	% Change
Revenue from Operations	849	879	-3%	900	-6%
Other Income	4	6	-20%	5	-17%
<b>Total Revenue</b>	<b>853</b>	<b>885</b>	<b>-4%</b>	<b>906</b>	<b>-6%</b>
<b>Total Expenses</b>	<b>690</b>	<b>769</b>	<b>-10%</b>	<b>808</b>	<b>-15%</b>
<b>EBITDA</b>	<b>163</b>	<b>115</b>	<b>42%</b>	<b>98</b>	<b>67%</b>
Depreciation and Amortisation	110	126	-13%	-127	-187%
<b>EBIT</b>	<b>53</b>	<b>-11</b>	<b>-581%</b>	<b>-29</b>	<b>-283%</b>
Finance Cost	-36	-25	47%	-26	40%
Finance Income	9	17	-46%	10	-11%
Profit from Associates	10	12	-17%	19	-46%
<b>PBT</b>	<b>36</b>	<b>-7</b>	<b>-626%</b>	<b>-27</b>	<b>33%</b>
Tax	11	5	118%	-2	425%
<b>PAT</b>	<b>25</b>	<b>-12</b>	<b>-308%</b>	<b>-25</b>	<b>0%</b>
<b>Basic EPS</b>	<b>0.66</b>	<b>-0.31</b>	<b>-313%</b>	<b>-0.81</b>	<b>-19%</b>

Ind AS 116 impact on P&L - certain operating lease expense (Q1FY24 - Rs. 19.98 Mn) is recognised as Depreciation expense for the right of use assets (Q1FY24 - Rs. 15.93 Mn) and Finance Cost for interest accrued on lease liability (Q1FY24 - Rs. 5.9Mn).

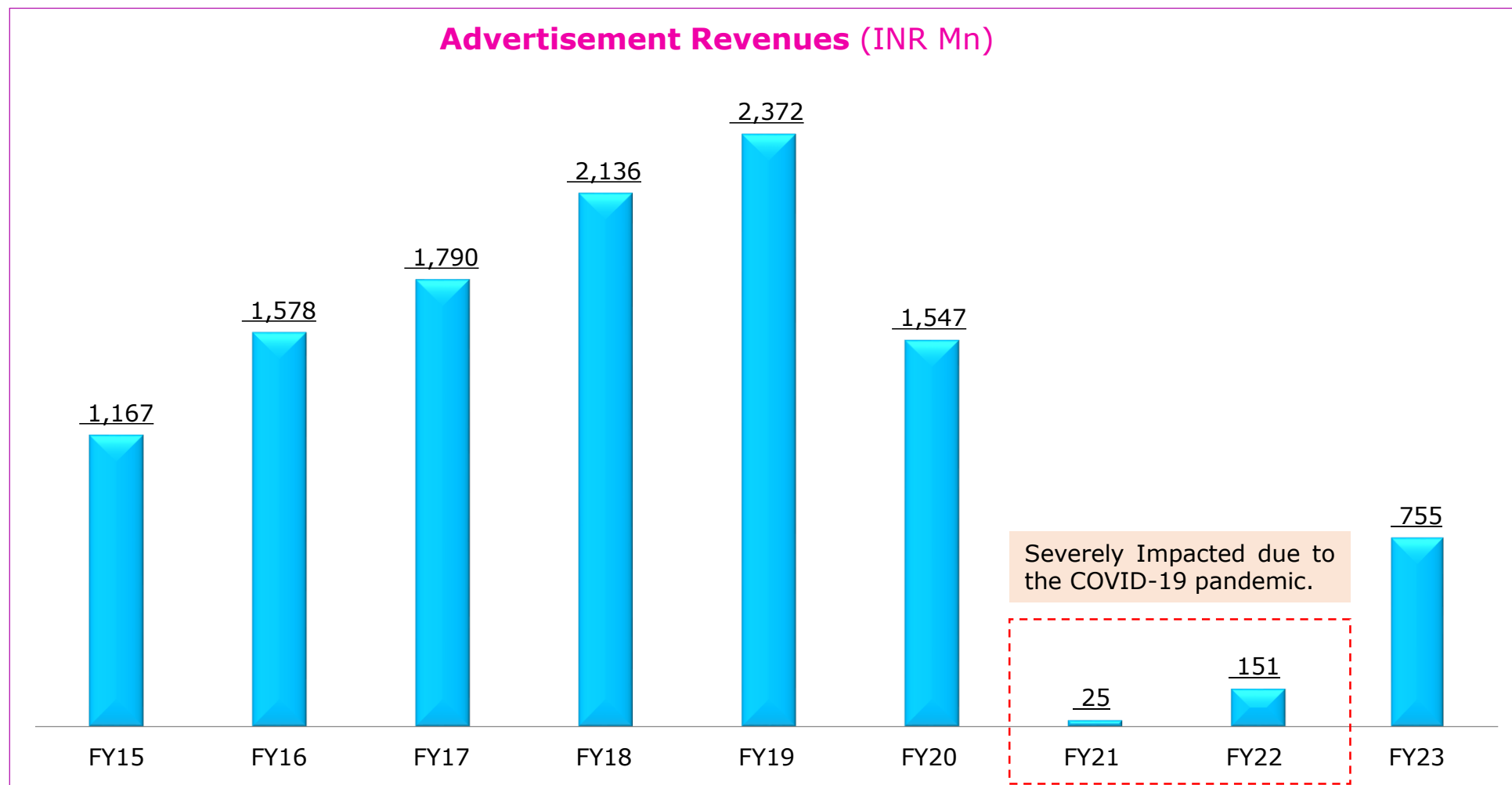


# Consolidated Expenditure Analysis

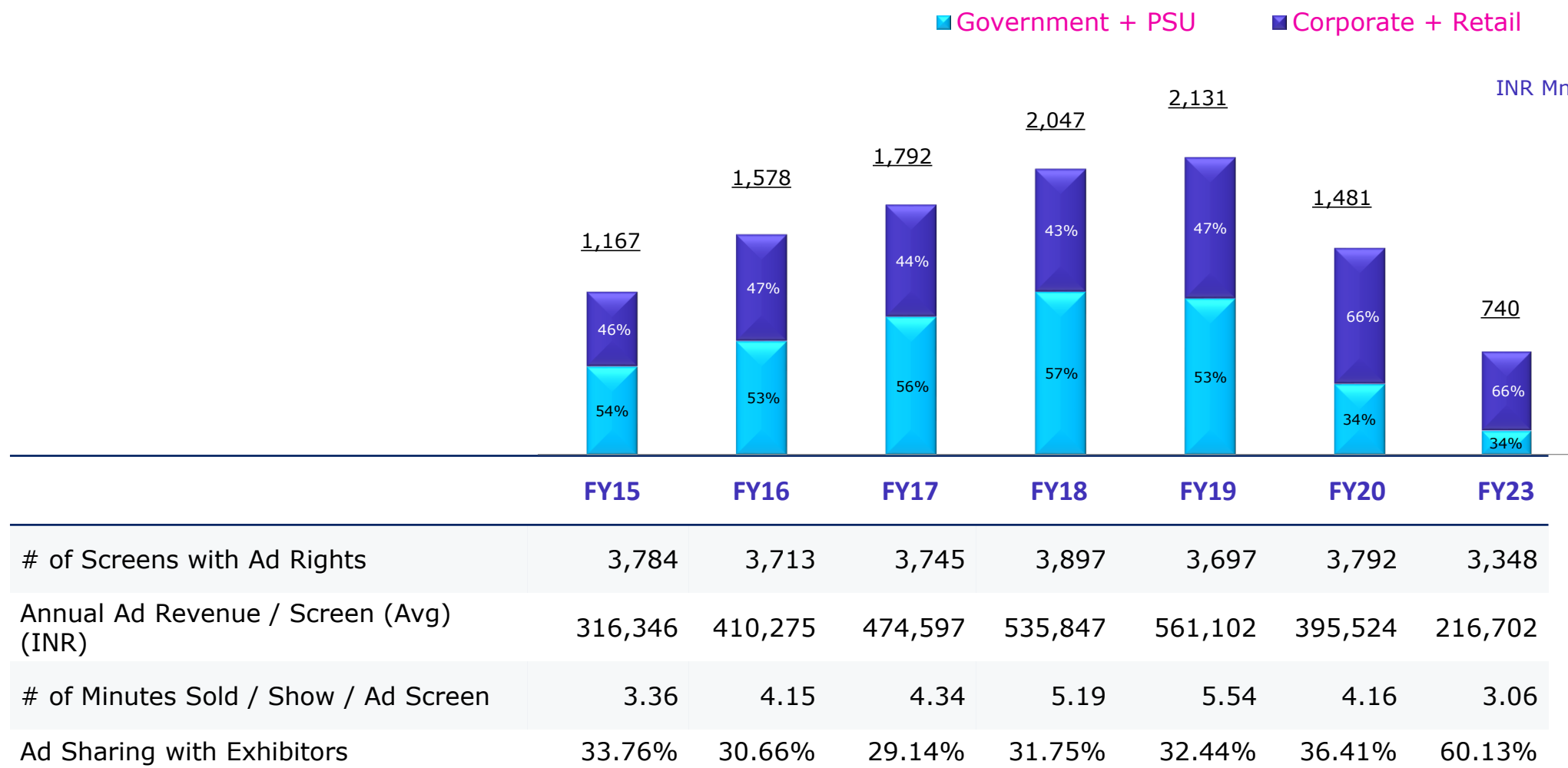
Expenses as a % of Total Revenue	Q1FY24	Q4FY23	Q1FY23
<b>1) Total Operating Direct Cost</b>	<b>39.94%</b>	<b>41.40%</b>	<b>41.70%</b>
<b>Key Operating Direct Cost Components</b>			
- Advertisement revenue share payment	<u>12.31%</u>	<u>14.25%</u>	<u>9.90%</u>
- VPF service revenue share	<u>3.09%</u>	<u>3.62%</u>	<u>4.86%</u>
- Purchase of Equipment, Lamps and Spares	<u>13.47%</u>	<u>12.53%</u>	<u>12.70%</u>
- Others	<u>11.08%</u>	<u>11.00%</u>	<u>14.24%</u>
<b>2) Employee Benefit Expenses</b>	<b>22.45%</b>	<b>24.66%</b>	<b>28.20%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>18.53%</b>	<b>21.04%</b>	<b>19.30%</b>
<b>Total Expenses</b>	<b>80.92%</b>	<b>87.10%</b>	<b>89.20%</b>
<b>EBITDA Margin</b>	<b>19.12%</b>	<b>12.98%</b>	<b>10.79%</b>

# Annexure

# Historical Advertisement Performance



# Historical In-Cinema Advertising Performance



\*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)	June 30, 2023
Promoters	22.61%
Institutional Investors	24.52%
Foreign Portfolio Investors	0.75%
Corporate Bodies	4.22%
Others	47.89%
<b>Total # of Shares</b>	<b>3,83,32,349</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 1.7 billion viewers annually through 3,234 screens comprising of 1,957 screens in the PRIME channel and 1,277 screens in the POPULAR channel across 1,181 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 June 30, 2023, UFO's global network, along with subsidiaries and associates, spans 3,452 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,234 screens, with an aggregate seating capacity of approximately 1.7 billion viewers annually and a reach of 1,181 cities and towns across India, as on June 30, 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](http://www.ufomoviez.com). For further details, contact:**

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