

# Results Presentation

Q4&FY25

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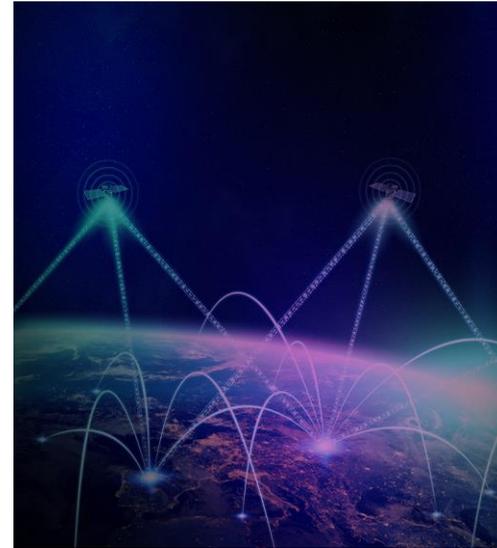
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

# UFO Moviez at a Glance



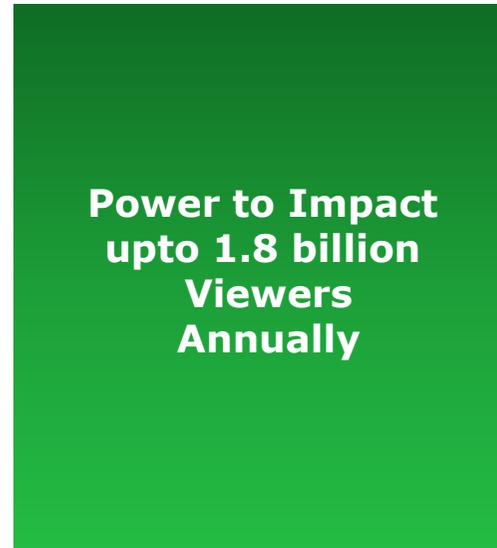
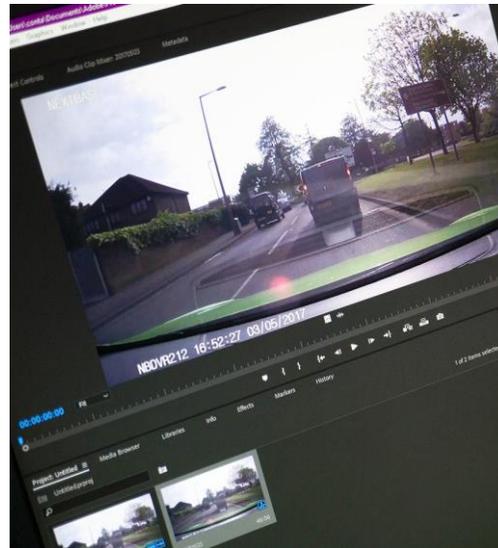
**3,822**  
High Impact  
Ad Screens



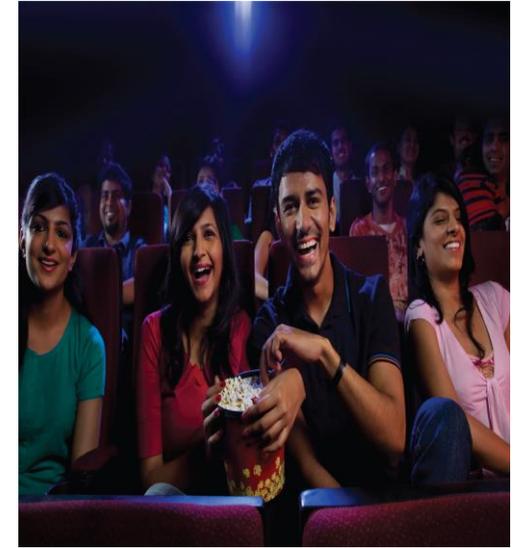
**1,383**  
Cities & Towns  
Across India

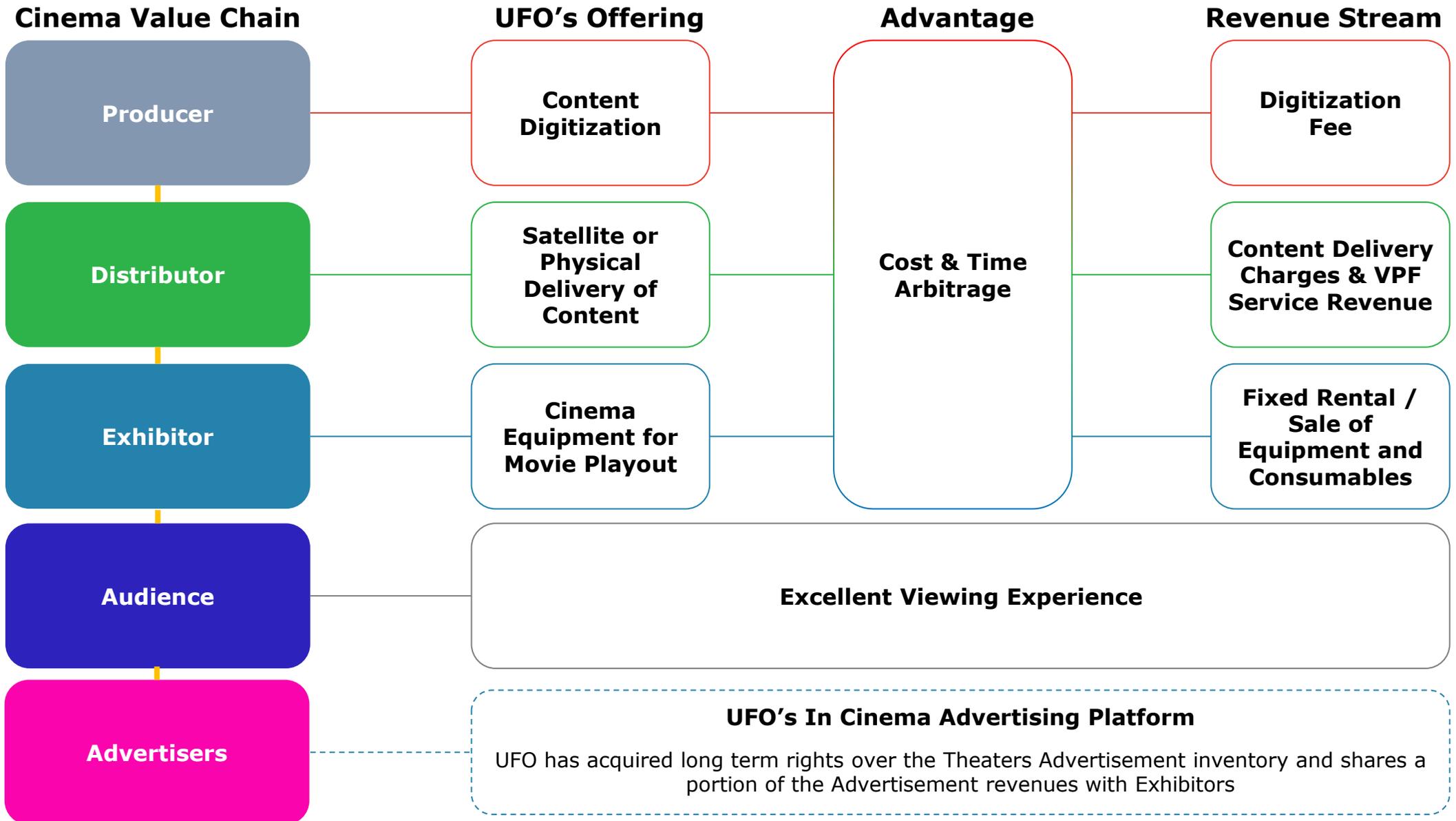


**1,808**  
Movies  
Digitally  
Delivered  
in FY25



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

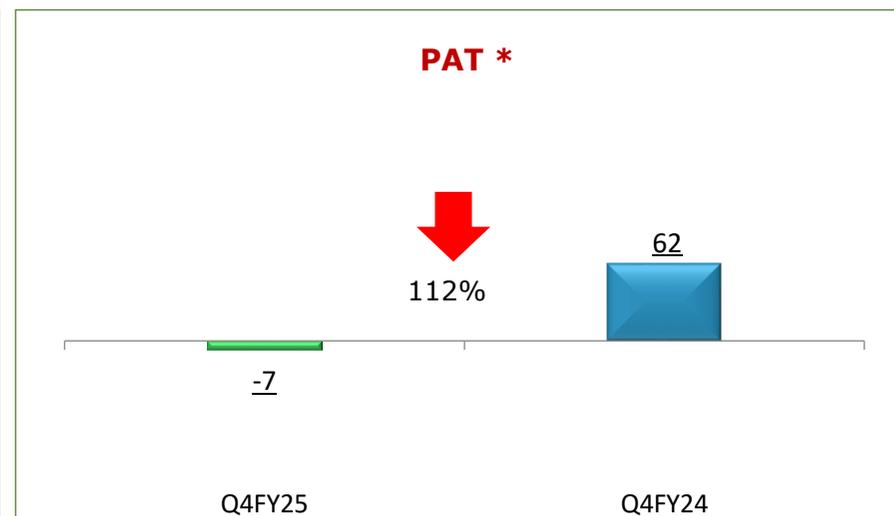
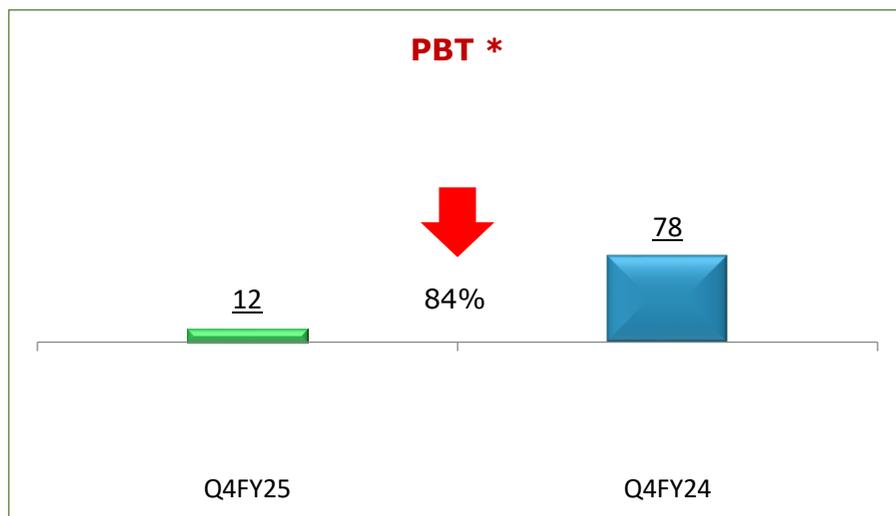
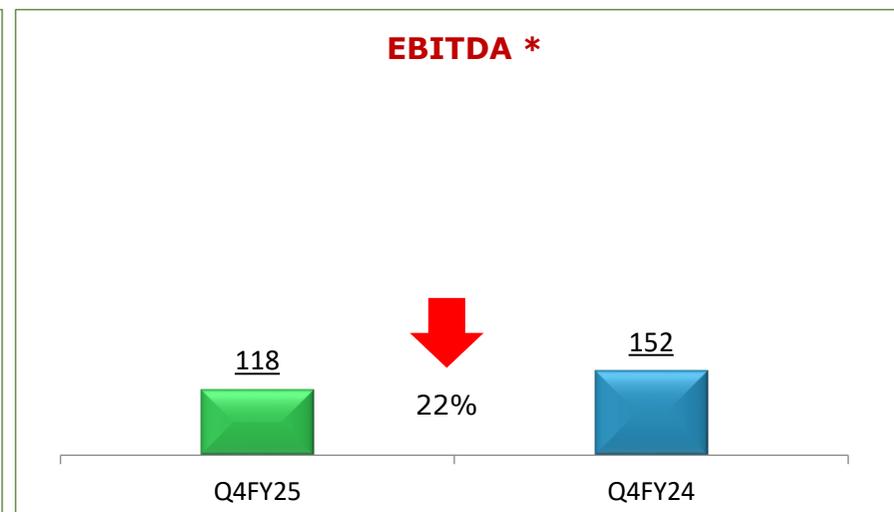
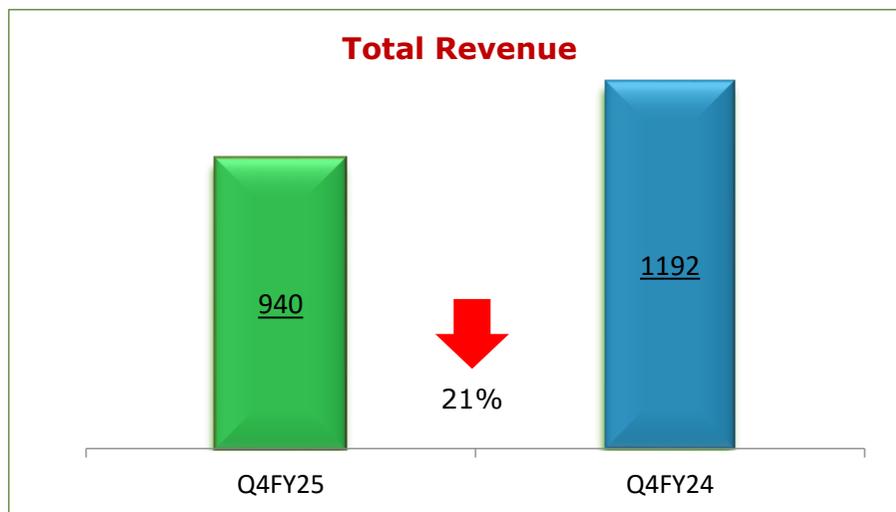




# **Financial & Operating Highlights**

# Consolidated Financial Highlights

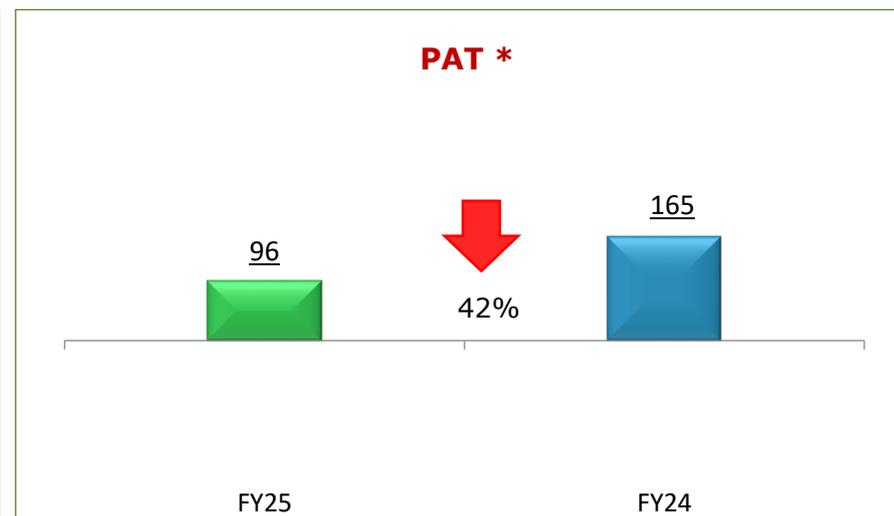
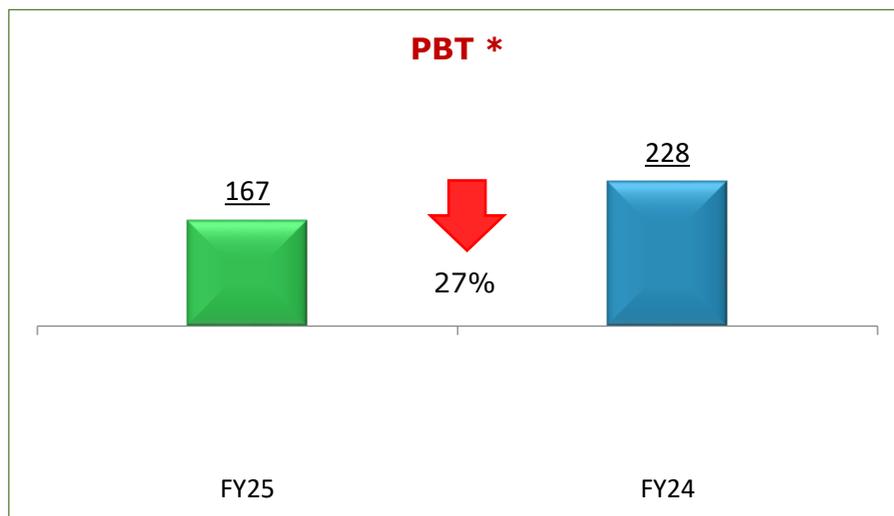
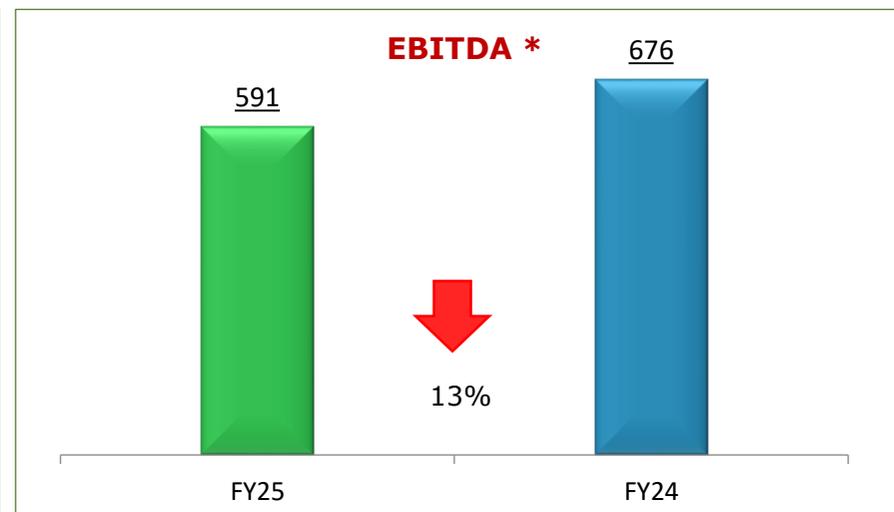
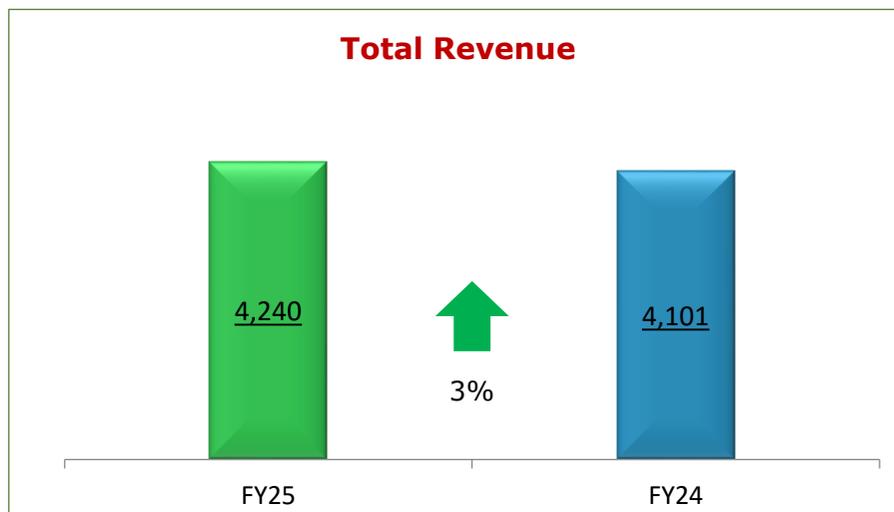
## Q4FY25 vs Q4FY24 (INR Mn)



\* After considering Impairment provision of 37 million in Q4FY25 and 14 million in Q4FY24

# Consolidated Financial Highlights

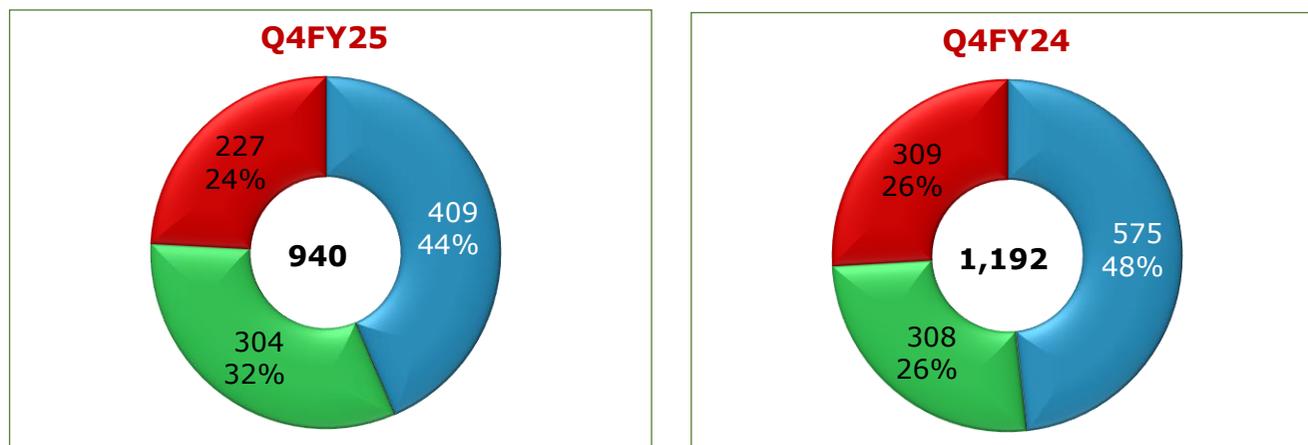
## FY25 vs FY24 (INR Mn)



\* After considering Impairment provision of 37 million in FY25 and 14 million in FY24

# Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue

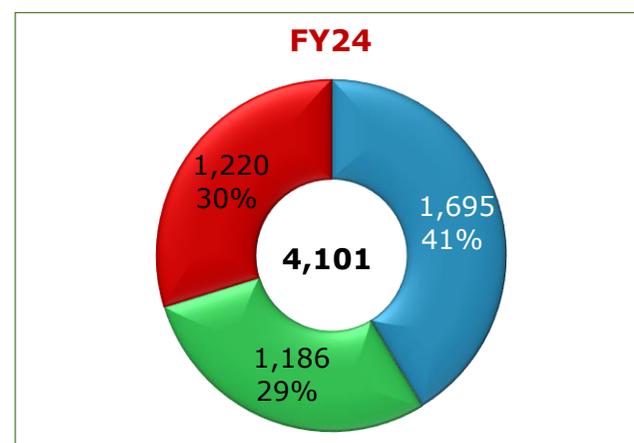
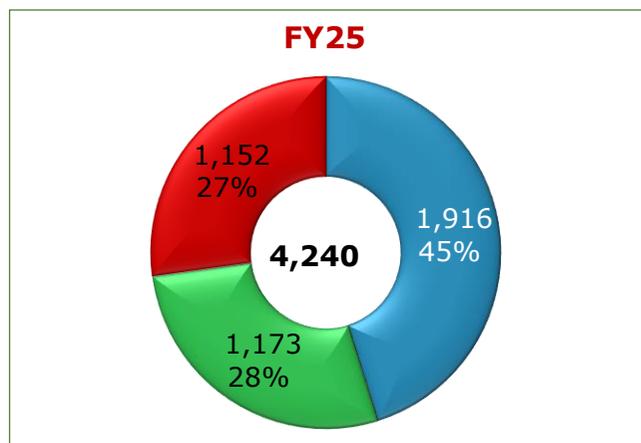


Exhibitor Revenue

(INR Mn)		Q4FY25	Q4FY24	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>227</b>	<b>309</b>	<b>-26%</b>
- In-Cinema Advertisement Revenue		227	265	-14%
- Corporate + Hyperlocal		154	169	-9%
- Government + PSU		73	96	-24%
- Caravan Advertisement Revenue		-	44	-100%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>304</b>	<b>308</b>	<b>-1%</b>
Content Delivery Charge		213	225	-5%
VPF Service Revenue		45	42	5%
Digitisation Income		44	40	9%
Others		3	1	165%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>408</b>	<b>575</b>	<b>-29%</b>
Lease rental income		150	143	5%
Sale of Products		197	334	-41%
Other Operating Revenues		61	98	-38%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>940</b>	<b>1,192</b>	<b>-21%</b>

# Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



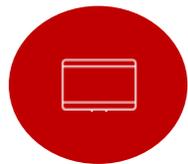
Exhibitor Revenue

(INR Mn)		FY25	FY24	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>1,152</b>	<b>1,220</b>	<b>-6%</b>
- In-Cinema Advertisement Revenue		1,120	1,116	0%
- Corporate + Hyperlocal		839	797	5%
- Government + PSU		281	320	-12%
- Caravan Advertisement Revenue		32	104	-69%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>1,173</b>	<b>1,186</b>	<b>-1%</b>
Content Delivery Charge		837	864	-3%
VPF Service Revenue		169	149	13%
Digitisation Income		150	164	-9%
Others		18	8	120%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>1,916</b>	<b>1,695</b>	<b>13%</b>
Lease rental income		593	572	4%
Sale of Products		1,118	882	27%
Other Operating Revenues		205	240	-15%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>4,240</b>	<b>4,101</b>	<b>3%</b>

# **In-Cinema Advertising Performance**



# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,822**



**Multiplex**  
**2,250**



**Single Screens**  
**1,572\***



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

FY25	Metro and Tier I		Other Cities and Towns	
	Multiplex	Single Screens	Multiplex	Single Screens
# of UFO Screens	972	333	1,278	1,239
Cities and Towns	123	126	456	900
Full House Seating Capacity – Per Show All Screens	2,34,205	1,83,932	2,93,646	5,38,138
Seating Capacity Per Screen Per Show	241	552	230	434
**Full House Seating Capacity Annualized (in Mn Seats)	337	265	423	775

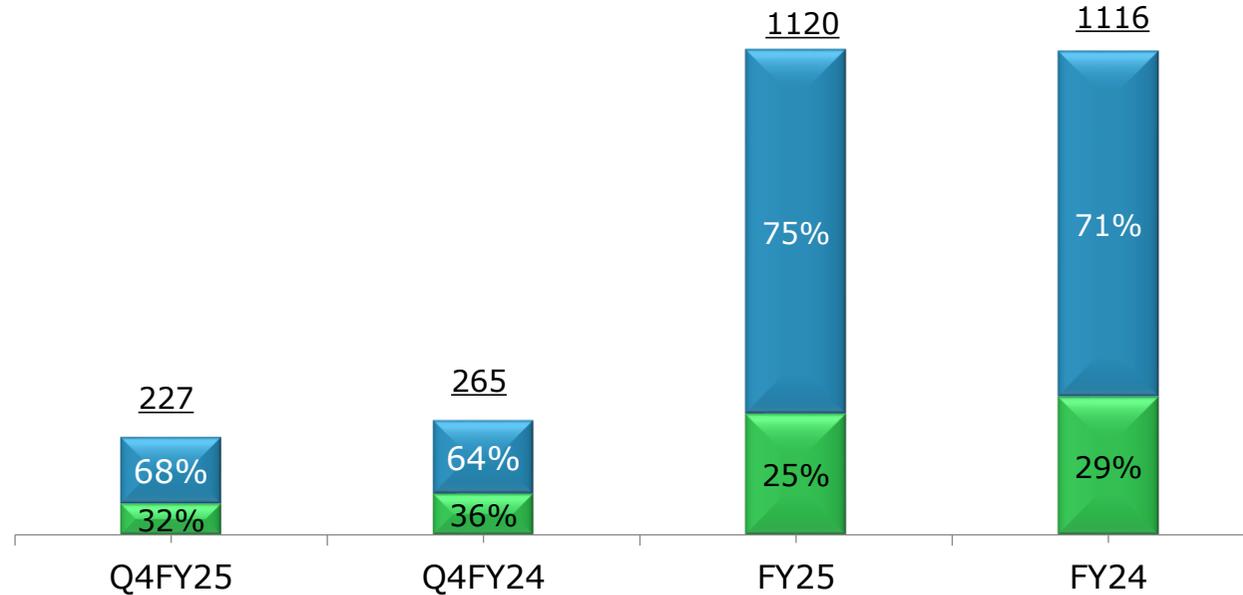
\* Includes 409 premium single screens

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

Full house seating capacity – Annualized 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



	Q4FY25	Q4FY24	FY25	FY24
Ad Revenue / Screen for the period (Avg) (Rs.)	59,118	72,995	2,91,579	3,09,800
Average # of minutes sold / show / Ad Screen	2.77	3.71	3.42	4.20
Advertisement Sharing with Exhibitors	71.55%	63.61%	60.85%	48.13%

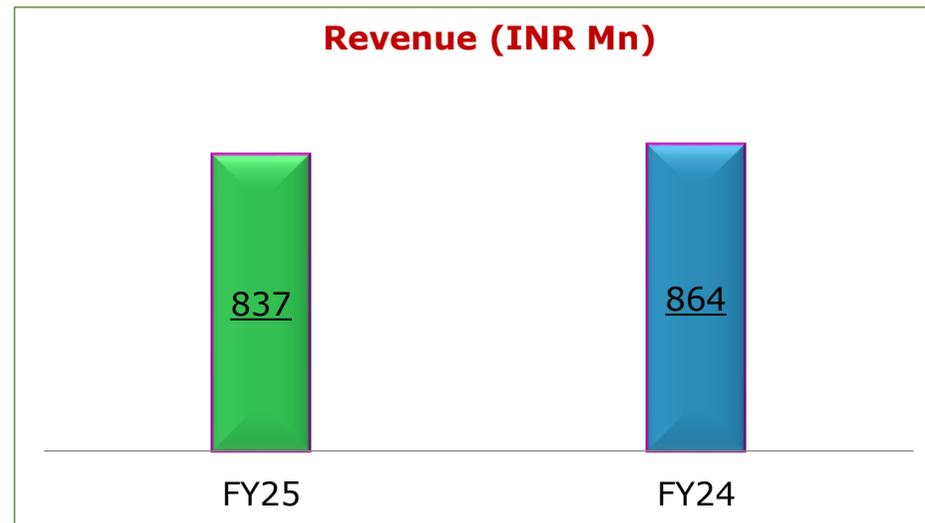
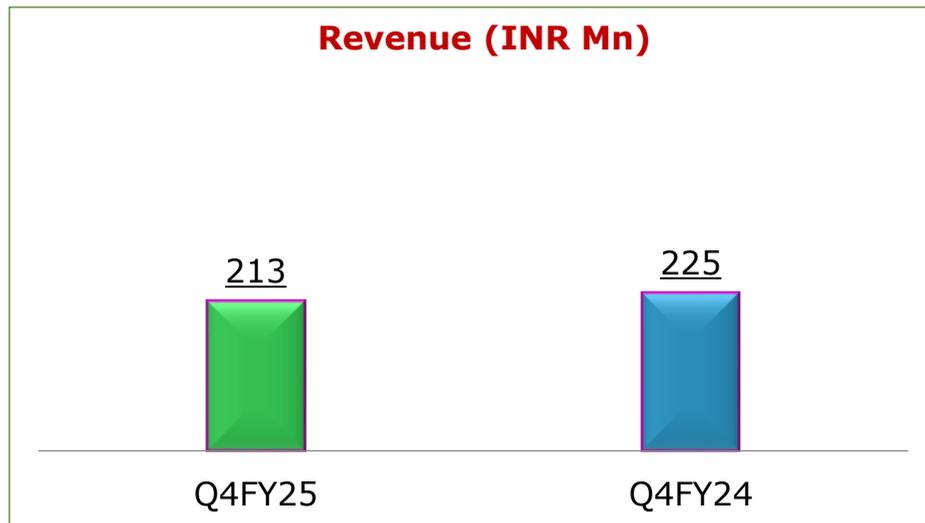
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period  
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

# Theatrical Revenues

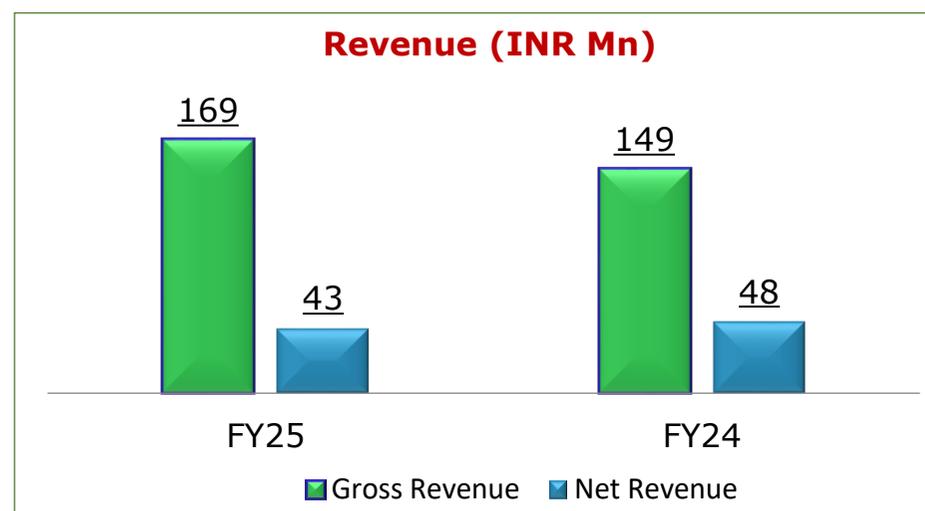
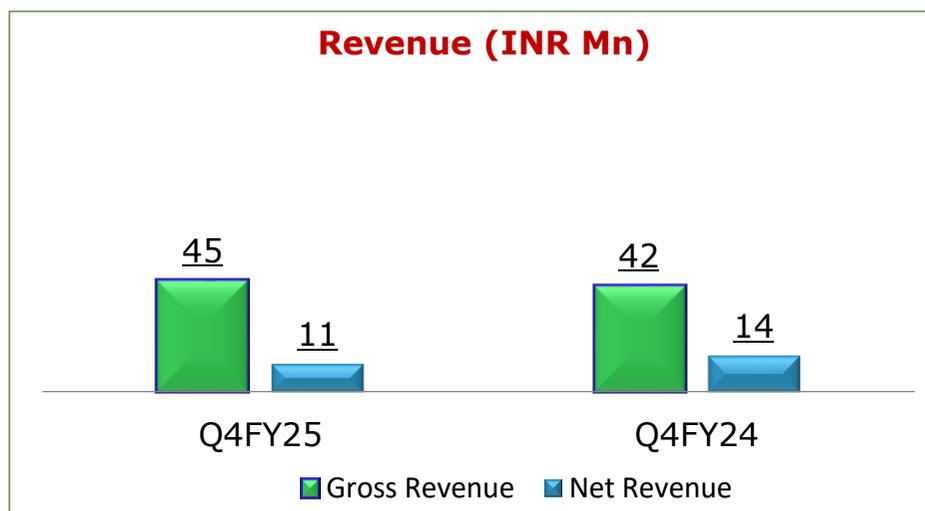
The slide features a white background with three large, overlapping geometric shapes: a blue triangle in the bottom-left corner, a red trapezoid in the top-right corner, and a green trapezoid in the bottom-right corner.

# Theatrical revenues from Distributors

## Content Delivery Charges



## VPF Service Revenue



Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

# Operating Parameter – Distributor Revenue

<b># of Screens<sup>^</sup></b>	<b>Q4FY25</b>	<b>Q4FY24</b>	<b>FY25</b>	<b>FY24</b>
CDC Category Screens	3,053	3,131	3,053	3,131
VPF Category Screens	451	423	451	423
Total	3,504	3,554	3,504	3,554

# of Screens as on March 31, 2025

<b>Revenue / Screen (Average) (in Rs.)</b>	<b>Q4FY25</b>	<b>Q4FY24</b>	<b>FY25</b>	<b>FY24</b>
CDC Category Screens	69,130	72,153	2,70,735	2,82,197
VPF Category Screens – Gross	1,00,185	1,04,767	3,86,598	3,95,330
VPF Category Screens – Net	25,291	35,058	99,059	1,26,540

<sup>^</sup>Includes franchisee screens

# Financial Performance

# Consolidated Reported P&L Statement

(INR Mn)	Q4FY25	Q4FY24	% Change	FY25	FY24	% Change
<b>Revenue from Operations</b>	<b>930</b>	<b>1,187</b>	<b>-22%</b>	<b>4,224</b>	<b>4,082</b>	<b>4%</b>
<b>Other Income</b>	<b>10</b>	<b>3</b>	<b>-71%</b>	<b>16</b>	<b>18</b>	<b>-13%</b>
<b>Total Revenue</b>	<b>940</b>	<b>1,192</b>	<b>-21%</b>	<b>4,240</b>	<b>4,101</b>	<b>3%</b>
<b>Total Expenses</b>	<b>822</b>	<b>1,041</b>	<b>-21%</b>	<b>3,649</b>	<b>3,425</b>	<b>7%</b>
<b>EBITDA (Reported)</b>	<b>118</b>	<b>152</b>	<b>-22%</b>	<b>591</b>	<b>676</b>	<b>-13%</b>
<b>EBITDA (before Impairment)</b>	<b>154</b>	<b>166</b>	<b>-7%</b>	<b>627</b>	<b>690</b>	<b>-9%</b>
Depreciation and Amortisation	98	104	-6%	386	428	-10%
<b>EBIT</b>	<b>20</b>	<b>48</b>	<b>-58%</b>	<b>205</b>	<b>248</b>	<b>-17%</b>
Finance Cost	31	27	15%	124	127	-2%
Finance Income	18	50	-65%	65	80	-18%
Profit from Associates	5	7	-24%	12	34	-59%
<b>PBT</b>	<b>12</b>	<b>78</b>		<b>163</b>	<b>241</b>	
Exceptional item	-	-		4	-143	
<b>PBT (After considering exceptional item)</b>	<b>12</b>	<b>78</b>		<b>167</b>	<b>227</b>	
Tax	19	16		72	64	
<b>PAT</b>	<b>-7</b>	<b>62</b>		<b>96</b>	<b>164</b>	
<b>Basic EPS</b>	<b>(0.18)</b>	<b>1.57</b>		<b>2.47</b>	<b>4.26</b>	

Ind AS 116 impact on P&L - certain operating lease expense (Q4FY25 - Rs. 23.30 Mn & FY25 - Rs. 89.11 ) is recognised as 1) Depreciation expense for the right of use assets (Q4FY25 - Rs. 19.79 Mn & FY25 - Rs. 75.61) and 2) Finance Cost for interest accrued on lease liability (Q4FY25 - Rs. 5.35 Mn & FY25 - Rs. 22.85).

Ind AS 116 impact on P&L - certain operating lease expense (Q4FY24 - Rs. 31.74 Mn & FY24 - Rs. 91.80 ) is recognised as 1) Depreciation expense for the right of use assets (Q4FY24 - Rs. 17.69 Mn & FY24 - Rs. 69.94) and 2) Finance Cost for interest accrued on lease liability (Q4FY24 - Rs. 5.62 Mn & FY24 - Rs. 24.92).

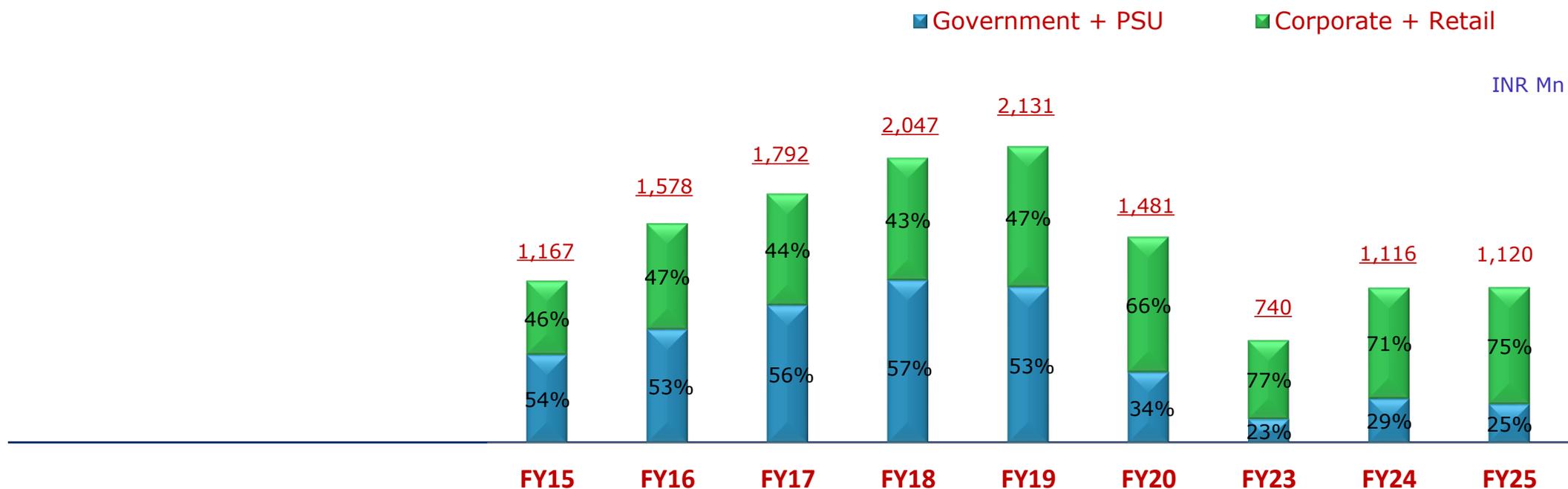
# Consolidated Expenditure Analysis

(INR Mn)

<b>Expenses</b>	<b>Q4FY25</b>	<b>Q4FY24</b>	<b>FY25</b>	<b>FY24</b>
<b>1) Total Operating Direct Cost</b>	<b>401</b>	<b>590</b>	<b>2,004</b>	<b>1,765</b>
<b>Key Operating Direct Cost Components</b>				
- <i>Advertisement revenue share</i>	<u>162</u>	<u>169</u>	<u>681</u>	<u>537</u>
- <i>VPF service revenue share</i>	<u>33</u>	<u>28</u>	<u>126</u>	<u>102</u>
<b>2) Employee Benefit Expenses</b>	<b>202</b>	<b>250</b>	<b>873</b>	<b>923</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>220</b>	<b>201</b>	<b>773</b>	<b>736</b>
<b>Total Expenses</b>	<b>822</b>	<b>1,041</b>	<b>3,649</b>	<b>3,425</b>

# Annexure

# Historical In-Cinema Advertising Performance



	FY15	FY16	FY17	FY18	FY19	FY20	FY23	FY24	FY25
# of Screens with Ad Rights	3,784	3,713	3,745	3,897	3,697	3,792	3,348	3,859	3,822
Annual Ad Revenue / Screen (Avg) (INR)	316,346	410,275	474,597	535,847	561,102	395,524	216,702	309,800	2,91,579
# of Minutes Sold / Show / Ad Screen	3.36	4.15	4.34	5.19	5.54	4.16	3.06	4.22	3.42
Ad Sharing with Exhibitors	33.76%	30.66%	29.14%	31.75%	32.44%	36.41%	60.13%	48.13%	60.85%

\*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

Note - For fair comparison, the year FY21 and FY22 is not included

# Shareholding

<b>(% of Total # of shares)</b>	<b>March 31, 2025</b>
Promoters	22.8%
Institutional Investors	24.2%
Foreign Portfolio Investors	0.9%
Corporate Bodies	2.8%
Others	49.3%
<b>Total # of Shares</b>	<b>3,88,14,757</b>

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 3,822 screens, comprising 2,250 Multiplex screens and 1,572 single screens across 1,383 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, 2025, UFO's global network, along with subsidiaries and associates, spans 3,637 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,822 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,383 cities and towns across India, as on March 31, 2025.

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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