

Results Presentation

Q4&FY25

The presentation has been prepared by UFO Moviez India Limited together with its subsidiaries (the “Company”), for informational purpose only and does not constitute or form part of an offer, solicitation or invitation of any offer to purchase or subscribe for any securities of the Company in any jurisdiction, nor should this presentation or any part thereof form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever.

This presentation has not been independently verified. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in the presentation. None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. The information presented or contained in this presentation is subject to change without notice and its accuracy is not guaranteed.

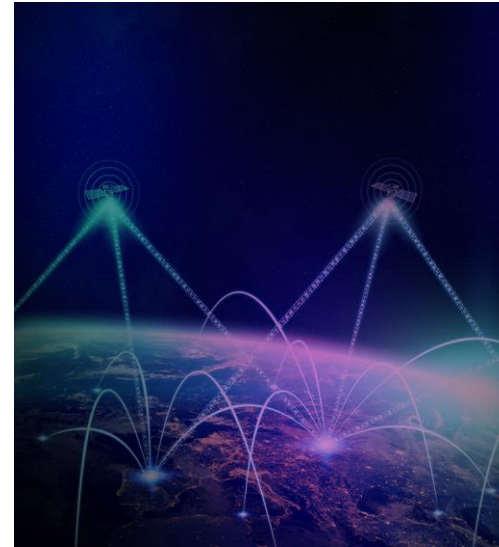
This presentation, except for the historical information, may contain forward looking statements, including the words or phrases such as “expects”, “anticipates”, “intends”, “will”, “would”, “undertakes”, “aims”, “estimates”, “contemplates”, “seeks to”, “objective”, “goal”, “projects”, “should” and similar 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



**3,822
High Impact
Ad Screens**



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

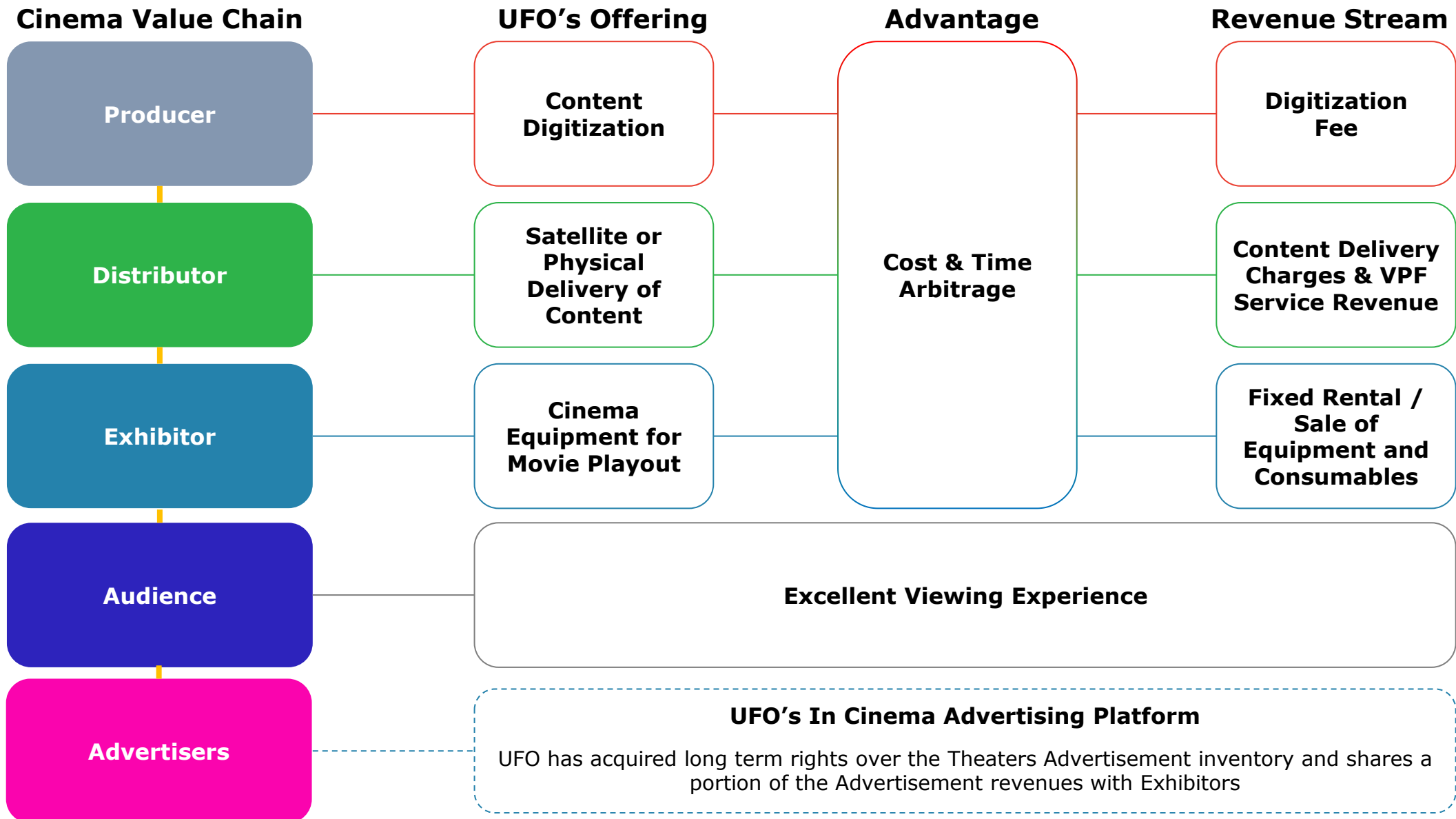
**1,808
Movies
Digitally
Delivered
in FY25**



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



UFO's Offerings

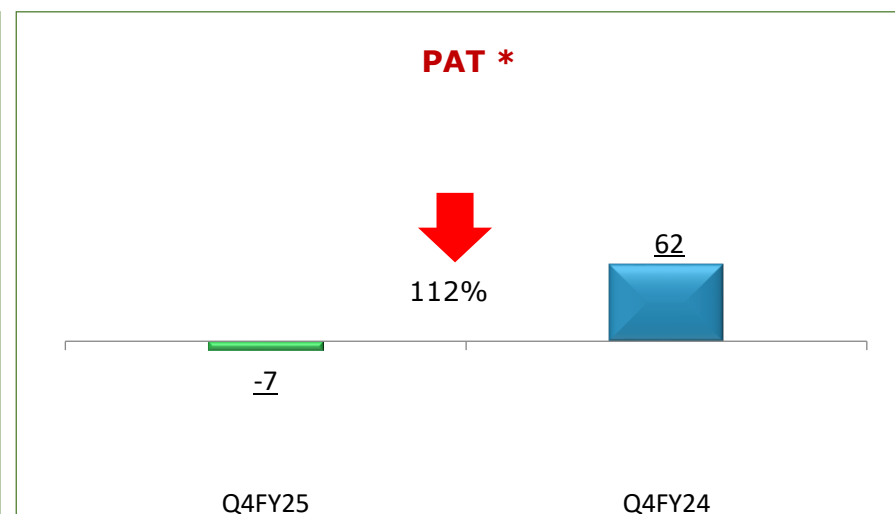
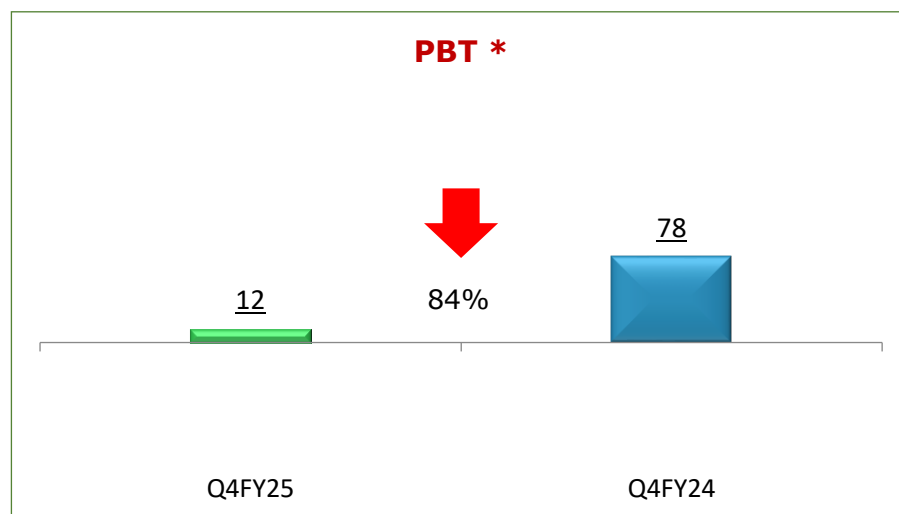
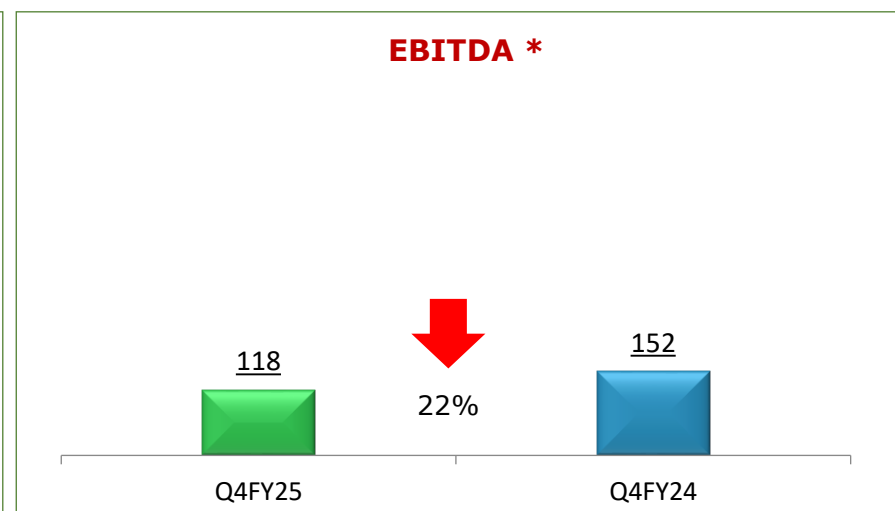
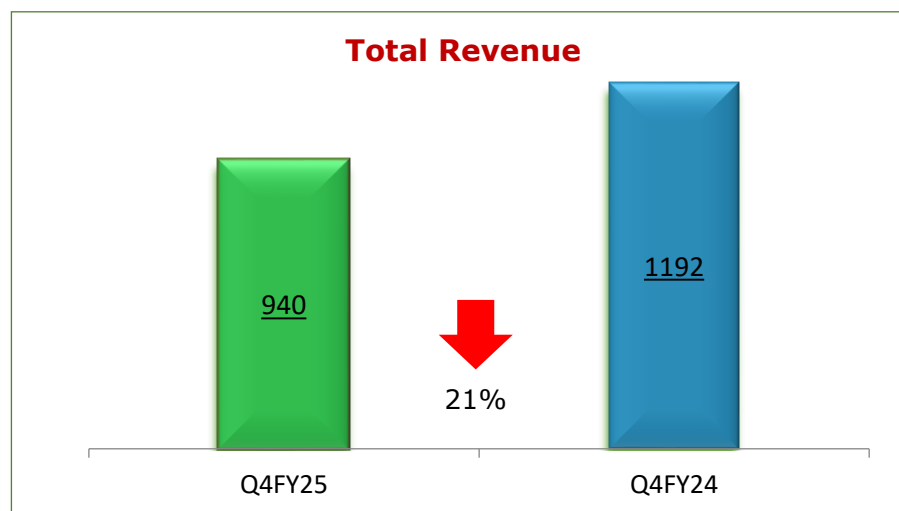




Financial & Operating Highlights

Consolidated Financial Highlights

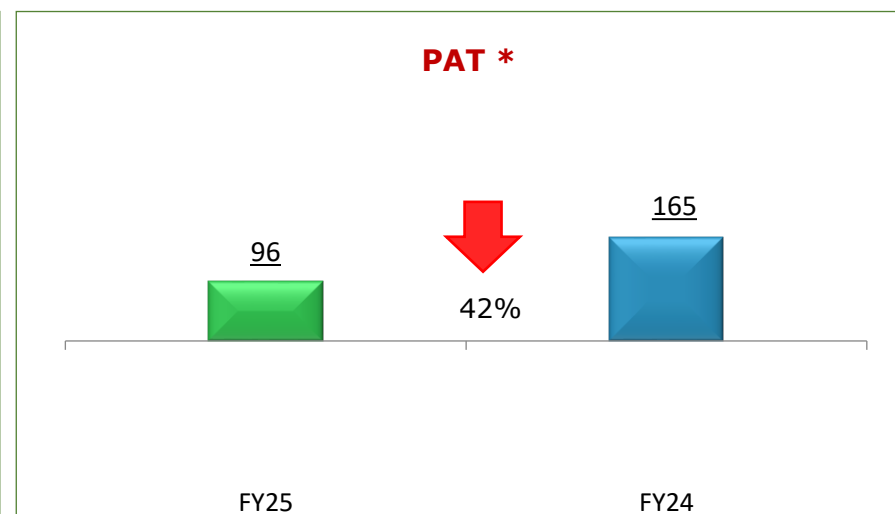
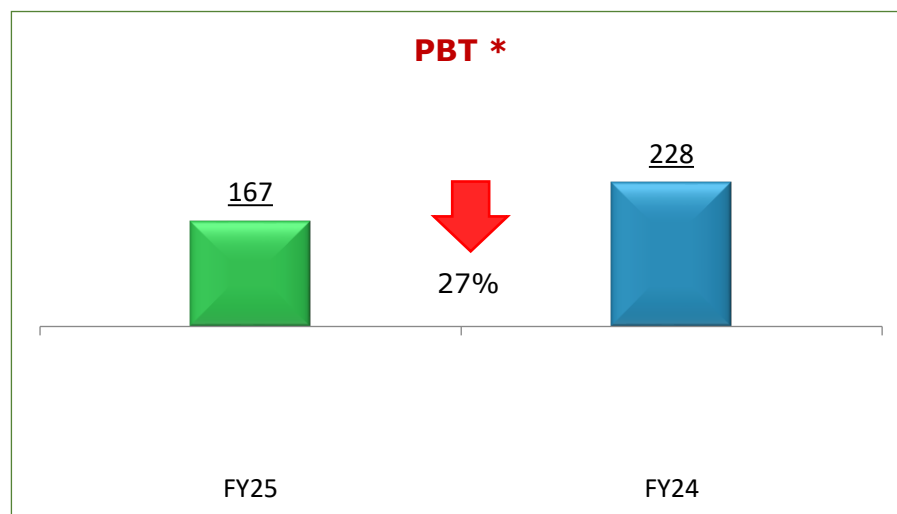
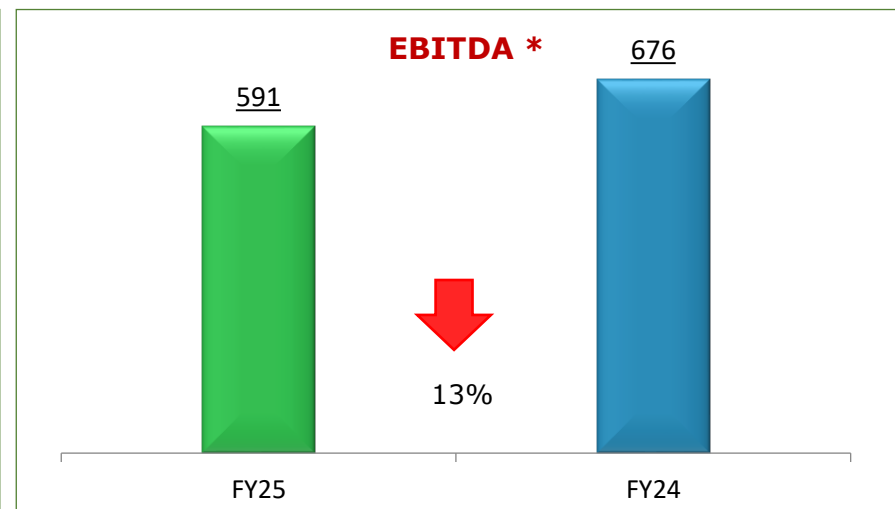
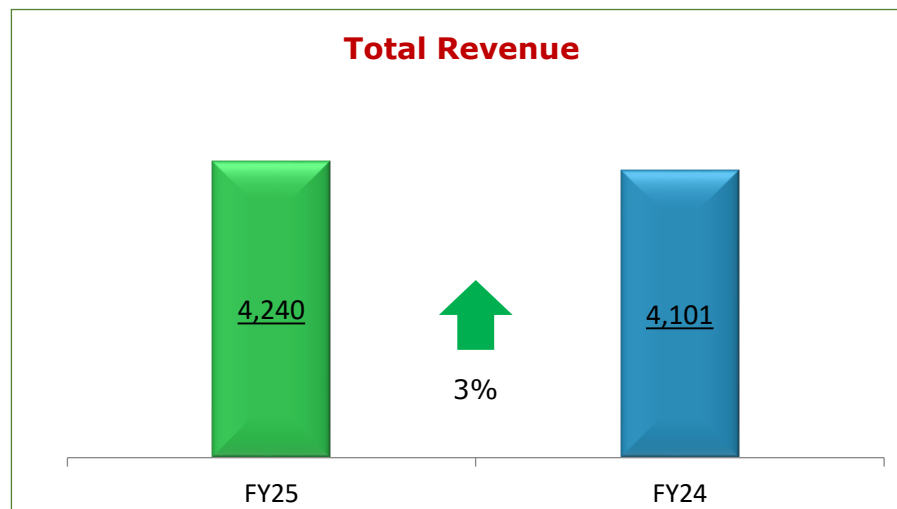
Q4FY25 vs Q4FY24 (INR Mn)



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

Consolidated Financial Highlights

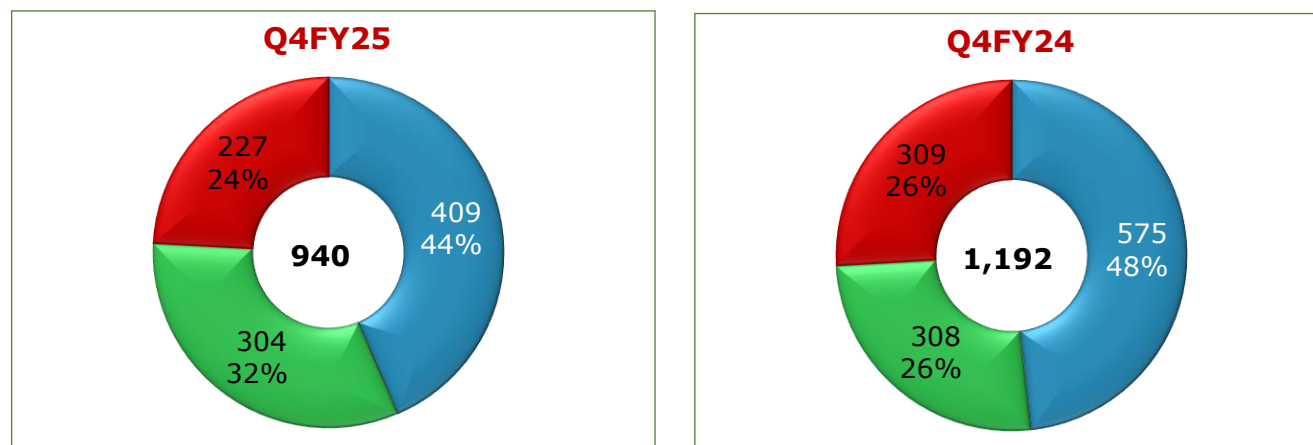
FY25 vs FY24 (INR Mn)



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

Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue

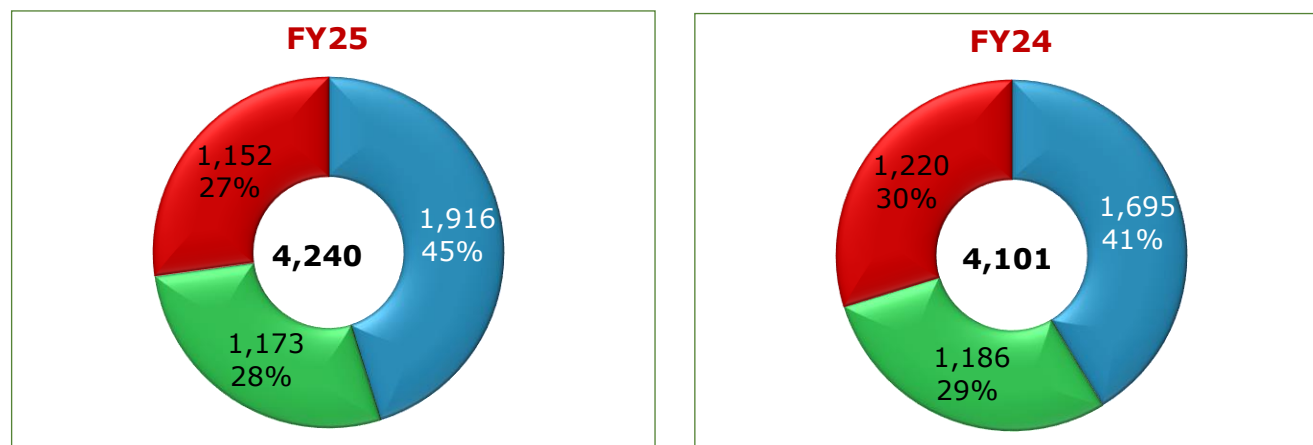


Exhibitor Revenue

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

Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



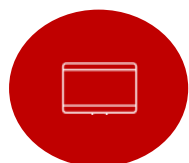
Exhibitor Revenue

(INR Mn)		FY25	FY24	YoY % Change
Advertisement Revenue	(i)	1,152	1,220	-6%
- 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%
Revenue from Distributor	(ii)	1,173	1,186	-1%
Content Delivery Charge		837	864	-3%
VPF Service Revenue		169	149	13%
Digitisation Income		150	164	-9%
Others		18	8	120%
Revenue from Exhibitor	(iii)	1,916	1,695	13%
Lease rental income		593	572	4%
Sale of Products		1,118	882	27%
Other Operating Revenues		205	240	-15%
Revenue from Operations	(i+ii+iii)	4,240	4,101	3%

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

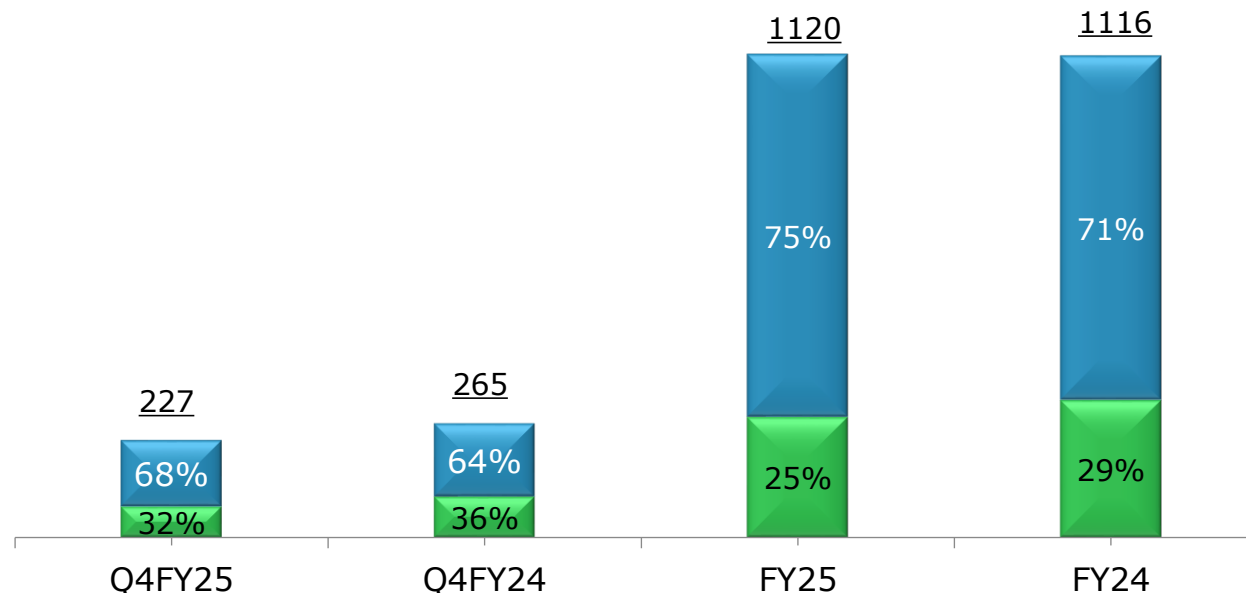
* Includes 409 premium single screens

**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



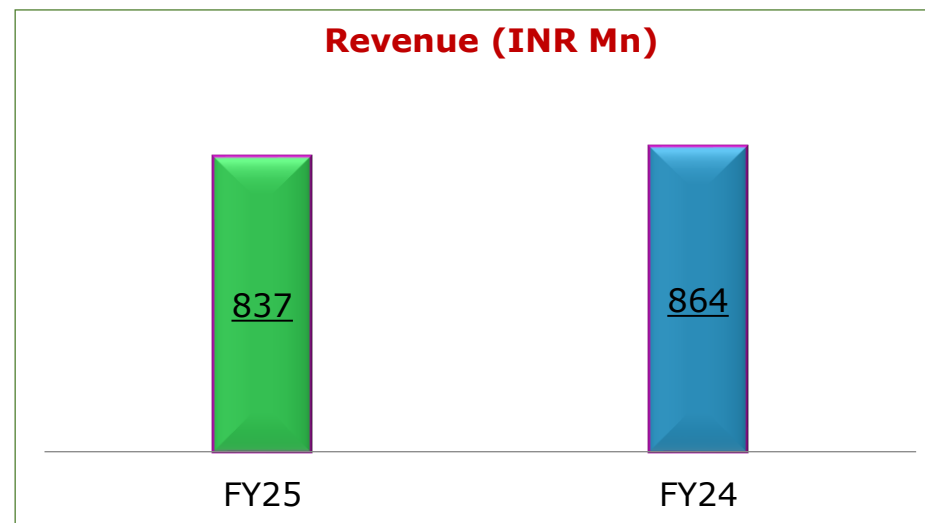
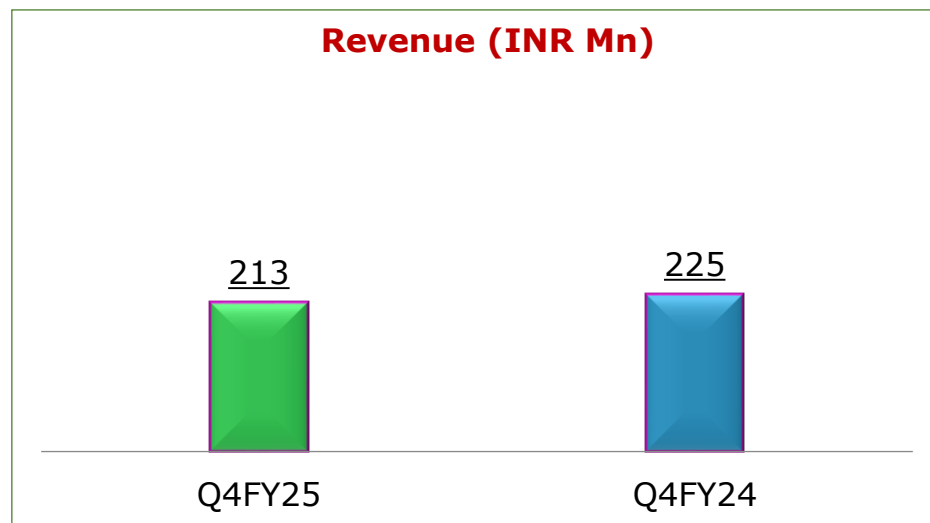
	Q4FY25	Q4FY24	FY25	FY24
Ad Revenue / Screen for the period (Avg) (Rs.)	59,118	72,995	2,91,579	3,09,800
Average # of minutes sold / show / Ad Screen	2.77	3.71	3.42	4.20
Advertisement Sharing with Exhibitors	71.55%	63.61%	60.85%	48.13%

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

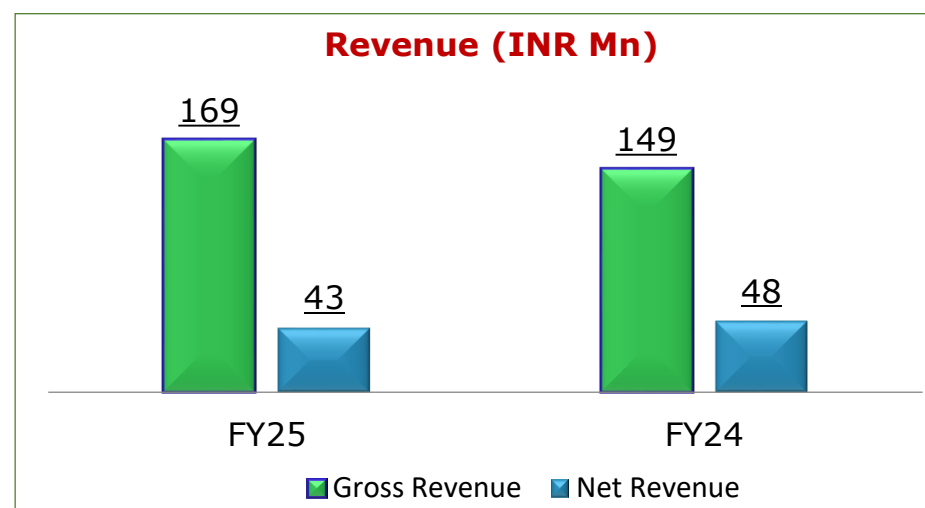
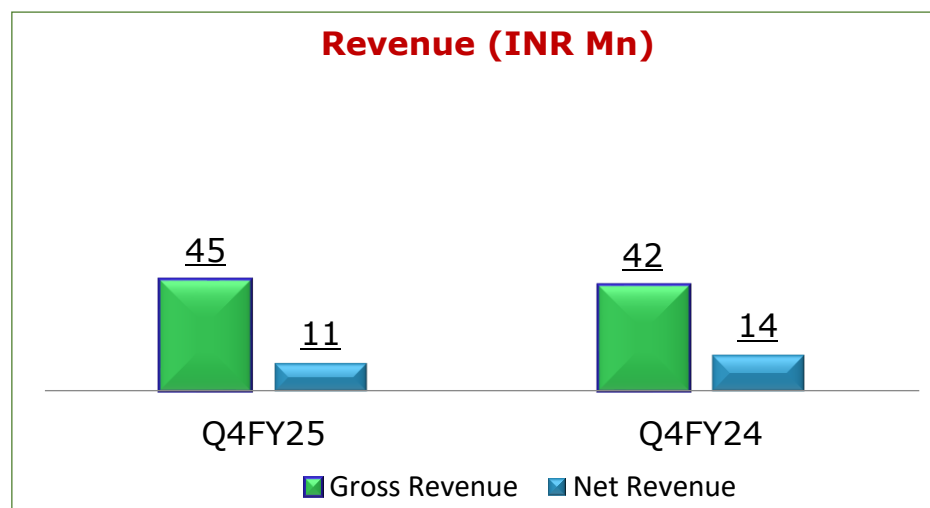
Theatrical Revenues

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 [^]	Q4FY25	Q4FY24	FY25	FY24
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

Revenue / Screen (Average) (in Rs.)	Q4FY25	Q4FY24	FY25	FY24
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

[^]Includes franchisee screens

Financial Performance

Consolidated Reported P&L Statement

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

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).

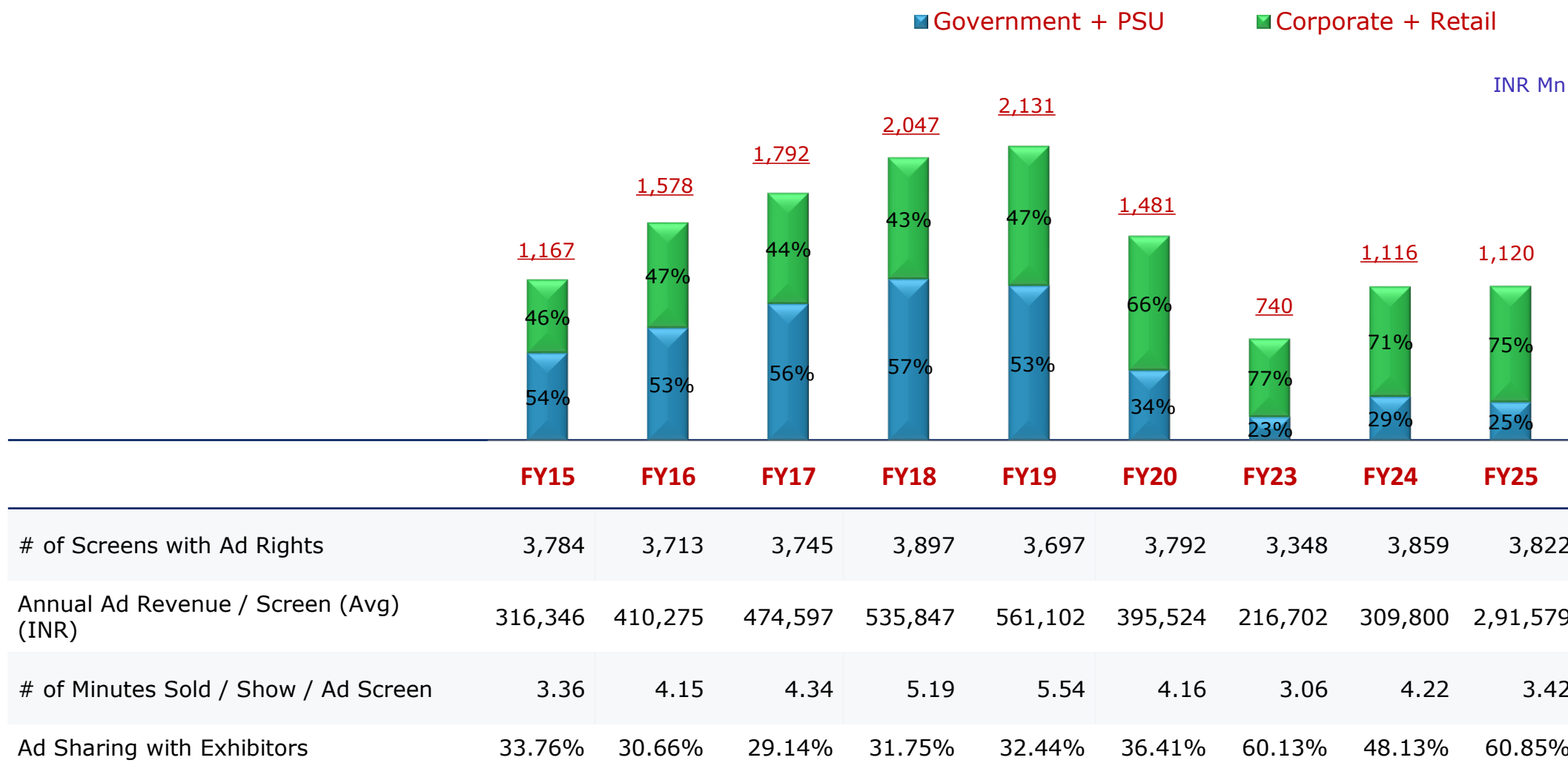
Consolidated Expenditure Analysis

(INR Mn)

Expenses	Q4FY25	Q4FY24	FY25	FY24
1) Total Operating Direct Cost	401	590	2,004	1,765
Key Operating Direct Cost Components				
- <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>
2) Employee Benefit Expenses	202	250	873	923
3) Other Expenses (SG&A)	220	201	773	736
Total Expenses	822	1,041	3,649	3,425

Annexure

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

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

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

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. For further details, contact:

Hemal Rathod

Investor Relations

M: +91 96194 68001 Tel: +91 22 4030 5126

Email: hemal.rathod@ufomoviez.com