

# **Q2&H1FY24 Results Presentation**

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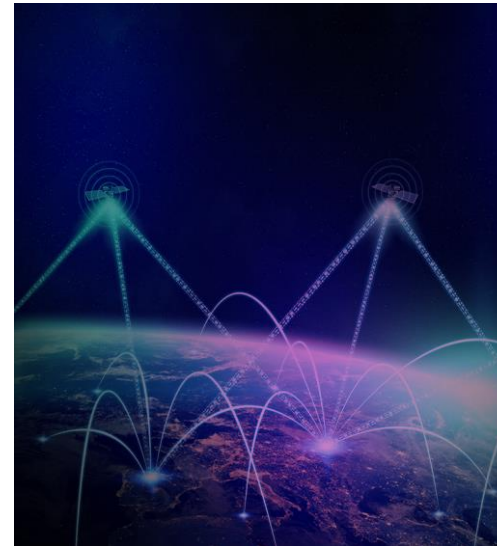
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

# UFO Moviez at a Glance



**3,303  
High Impact  
Ad Screens**



**1,220  
Cities & Towns  
Across India**

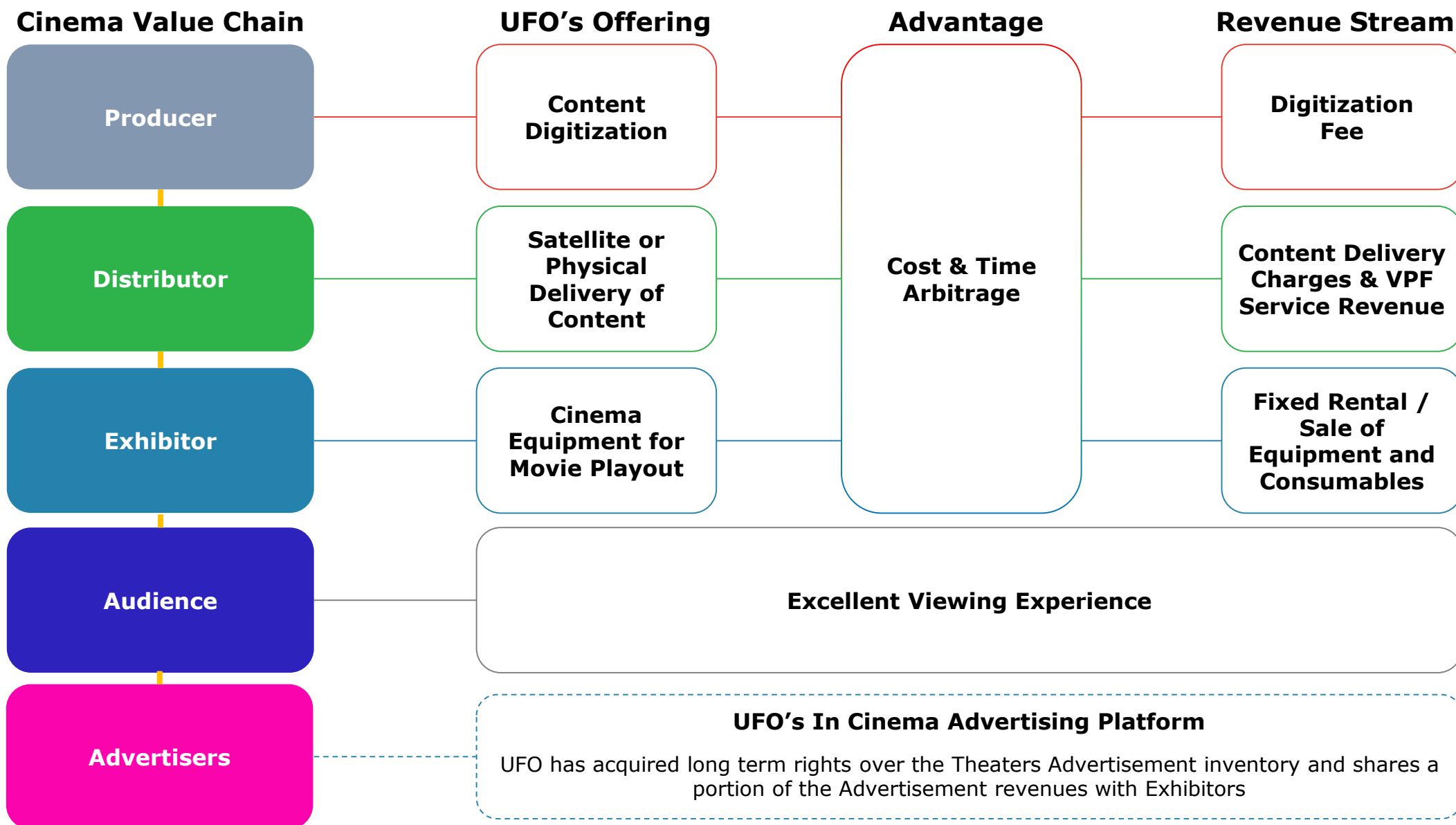
**1,065  
Movies  
Digitally  
Delivered  
in H1FY24**



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



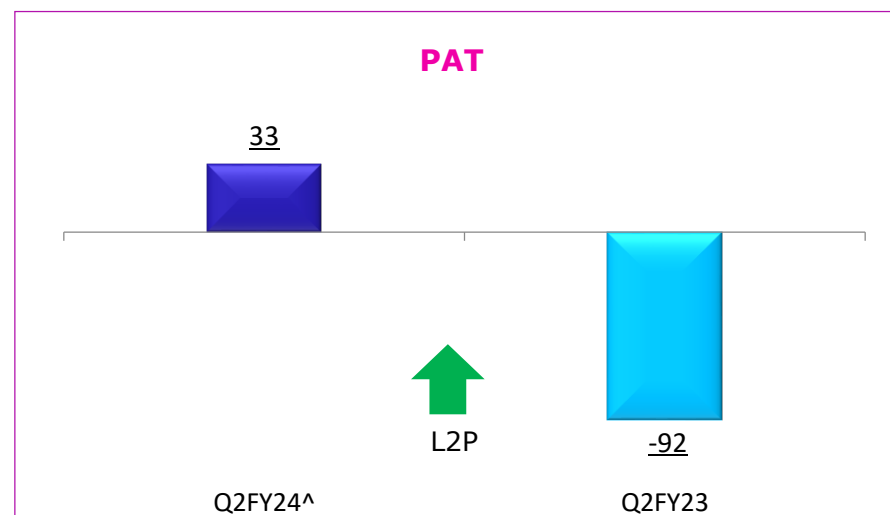
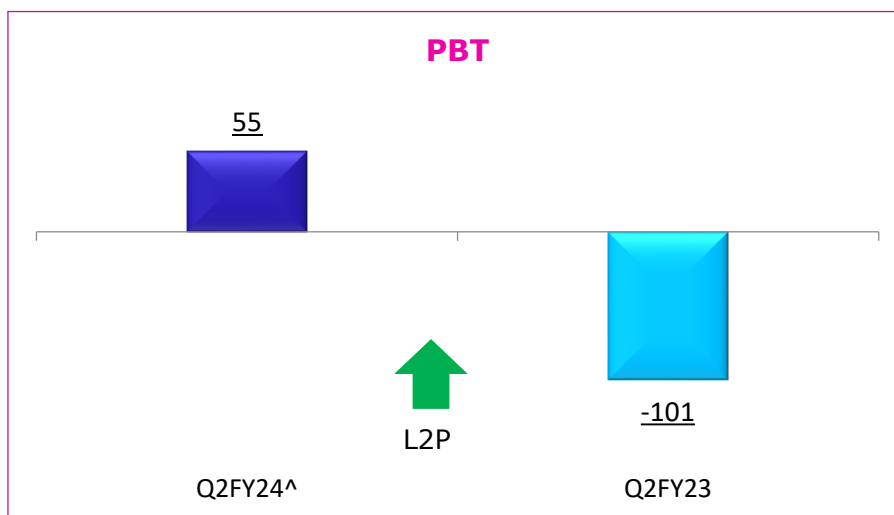
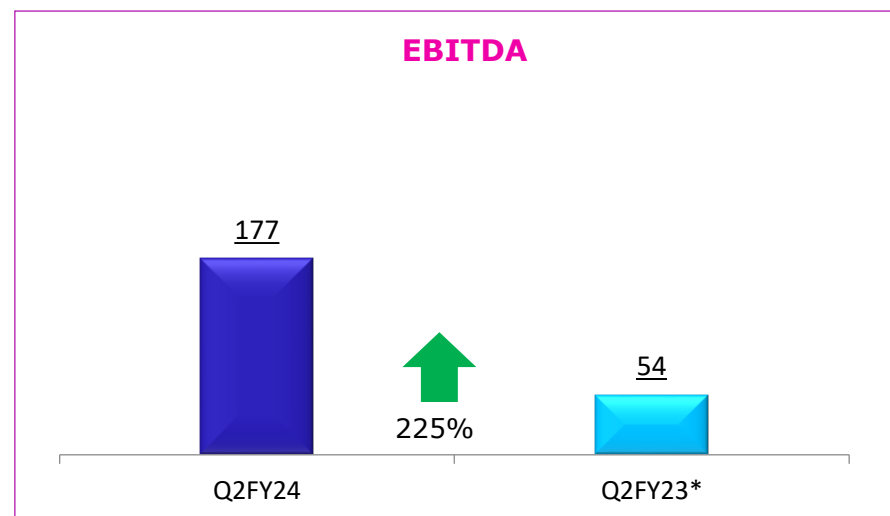
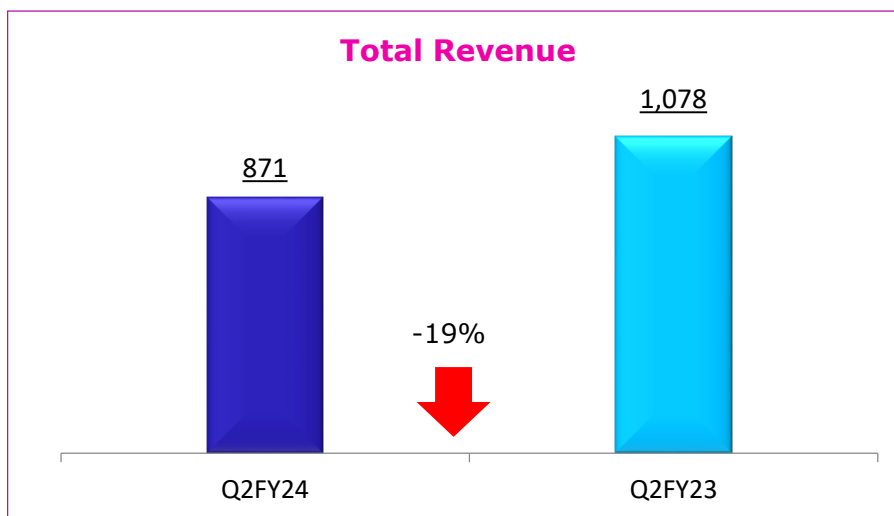
# UFO's Offerings



# **Financial & Operating Highlights**

# Consolidated Financial Highlights (1/2)

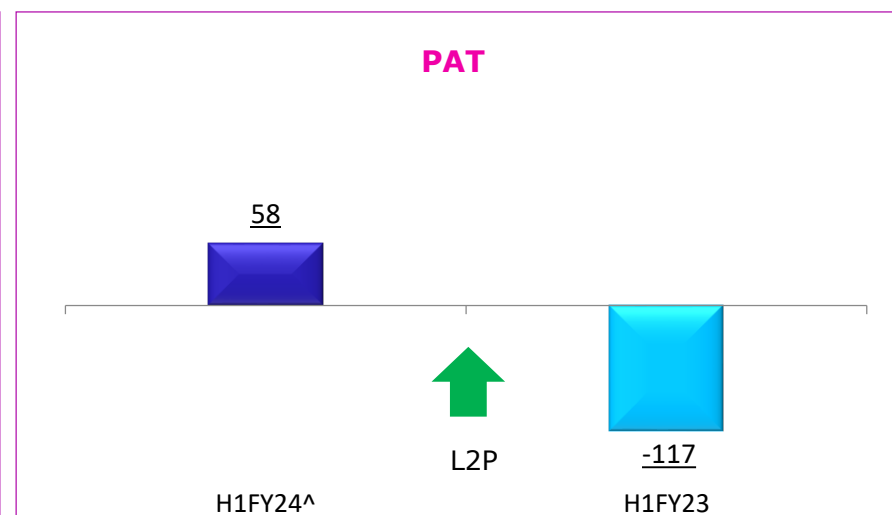
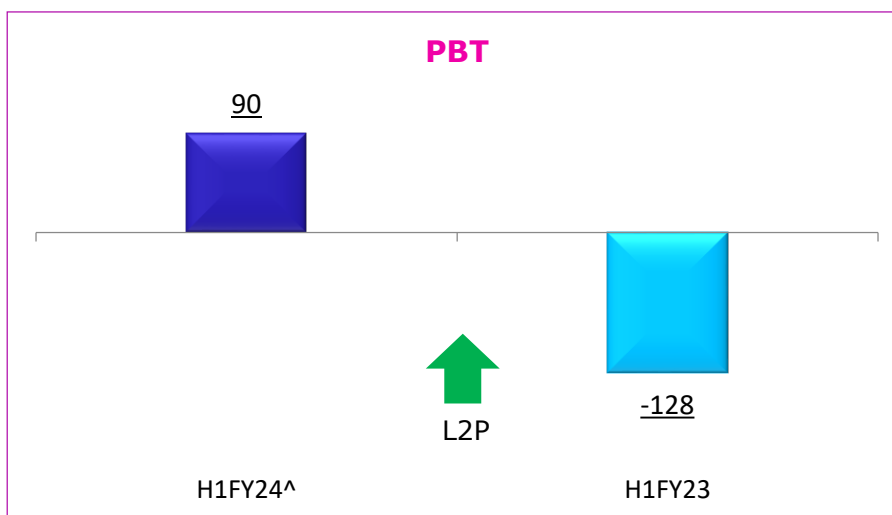
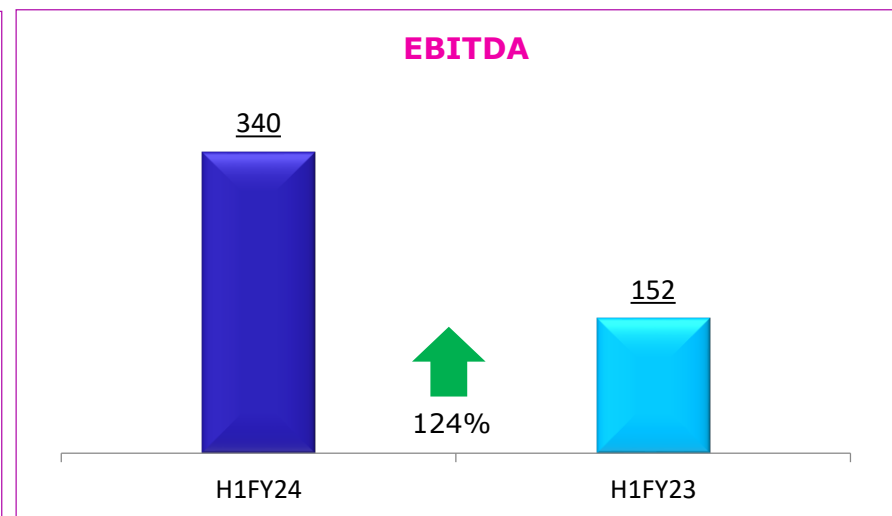
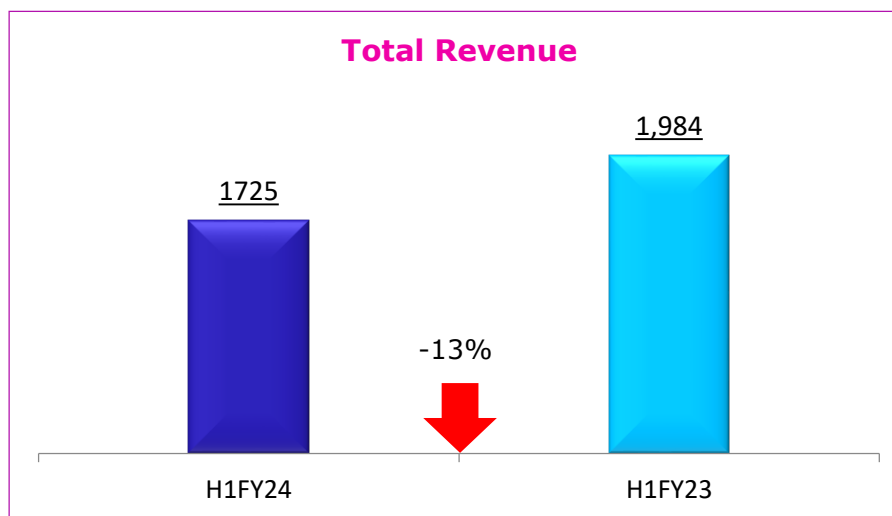
## Q2FY24 vs Q2FY23 (INR Mn)



\*Q2FY23 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.25mn.  
^ Q2FY24 PBT and PAT includes net exceptional loss of Rs.14 mn.

# Consolidated Financial Highlights (2/2)

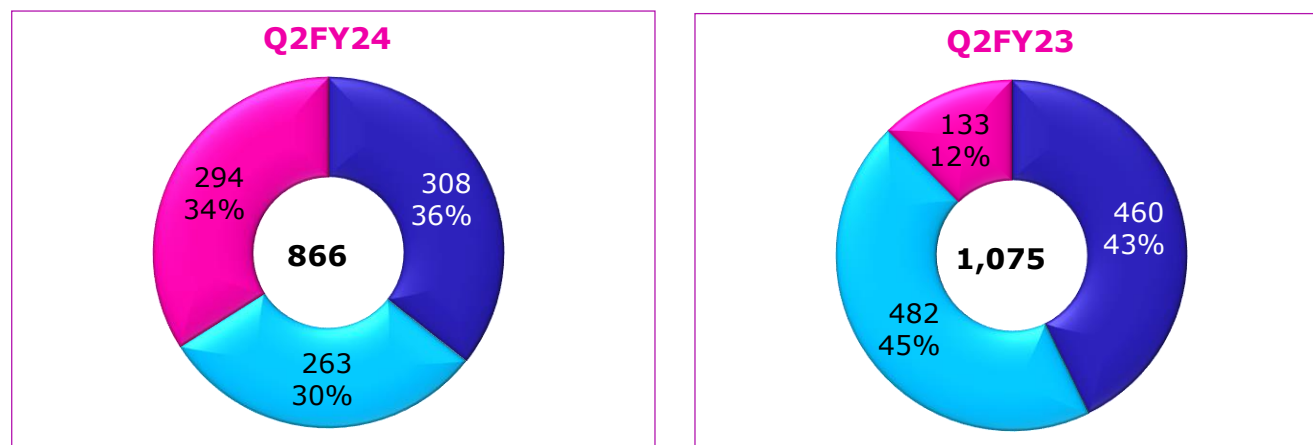
## H1FY24 vs H1FY23 (INR Mn)



\*H1FY23 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.123mn.  
^ H1FY24 PBT and PAT includes net exceptional loss of Rs.14mn.

# Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



Exhibitor Revenue

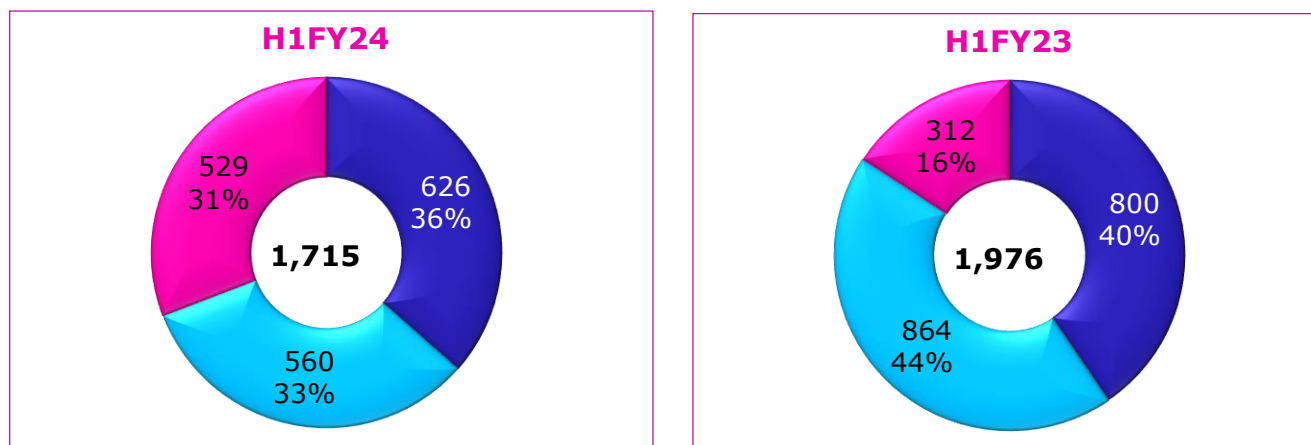
(INR Mn)		Q2FY24	Q2FY23	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>294</b>	<b>133</b>	<b>120%</b>
- In-Cinema Advertisement Revenue		292	131	123%
- Corporate + Hyperlocal		215	103	110%
- Government + PSU		77	29	167%
- Caravan Advertisement Revenue		3	3	1%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>263</b>	<b>482</b>	<b>-45%</b>
Content Delivery Charge		201	244	-17%
VPF Service Revenue		23	79	-71%
Digitisation Income		35	54	-35%
Others		4	105	-96%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>308</b>	<b>460</b>	<b>-33%</b>
Lease rental income		141	135	5%
Total Sales of Products		126	288	-56%
Other Operating Revenues		41	37	11%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>866</b>	<b>1,075</b>	<b>-20%</b>

Note: Excludes Other Income



# Consolidated Revenue Mix

(INR Mn)



**Advertiser Revenue**



**Distributor Revenue**



**Exhibitor Revenue**

(INR Mn)		H1FY24	H1FY23	YoY % Change
<b>Advertiser Revenue</b>	<b>(i)</b>	<b>529</b>	<b>312</b>	<b>70%</b>
- In-Cinema Advertiser Revenue		510	307	66%
- Corporate + Hyperlocal		395	253	56%
- Government + PSU		115	54	113%
- Caravan Advertiser Revenue		19	5	320%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>560</b>	<b>864</b>	<b>-35%</b>
Content Delivery Charge		407	465	-12%
VPF Service Revenue		65	142	-54%
Digitisation Income		82	108	-24%
Others		6	149	-96%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>626</b>	<b>800</b>	<b>-22%</b>
Lease rental income		284	273	4%
Total Sales of Products		268	443	-39%
Other Operating Revenues		74	84	-12%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>1,715</b>	<b>1,976</b>	<b>-13%</b>

Note: Excludes Other Income

# **In-Cinema Advertising Performance**

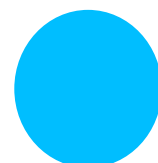
# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,303**



**Prime Screens**  
**2,033**



**Popular Screens**  
**1,270**



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

H1FY24	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	863	231	1,170	1,039
Cities and Towns	129	100	457	786
Full House Seating Capacity – Per Show All Screens	268,663	121,864	325,826	459,272
Seating Capacity Per Screen Per Show	311	528	278	442
**Full House Seating Capacity Annualised (in Mn Seats)	387	175	469	661

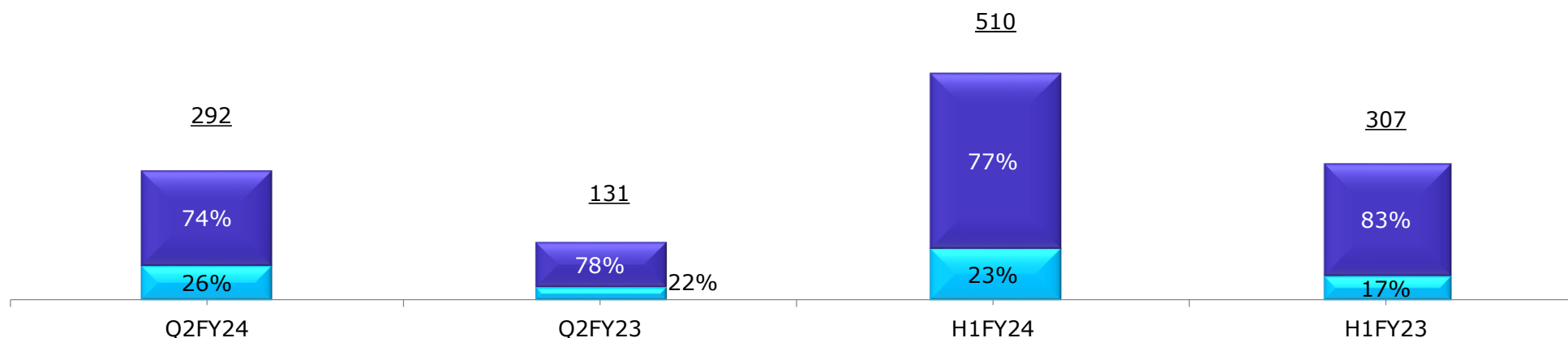
\*\*Cities and Towns with population greater than 1.5 Mn are categorized as “Metro and Tier I”

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 + Hyperlocal

INR Mn



	Q2FY24	Q2FY23	H1FY24	H1FY23
Ad Revenue / Screen for the period (Avg) (Rs.)	89,259	37,501	153,335	88,271
Average # of minutes sold / show / Ad Screen	4.79	1.75	4.45	2.29
Advertisement Sharing with Exhibitors	41.32%	86.52%	44.26%	66.02%

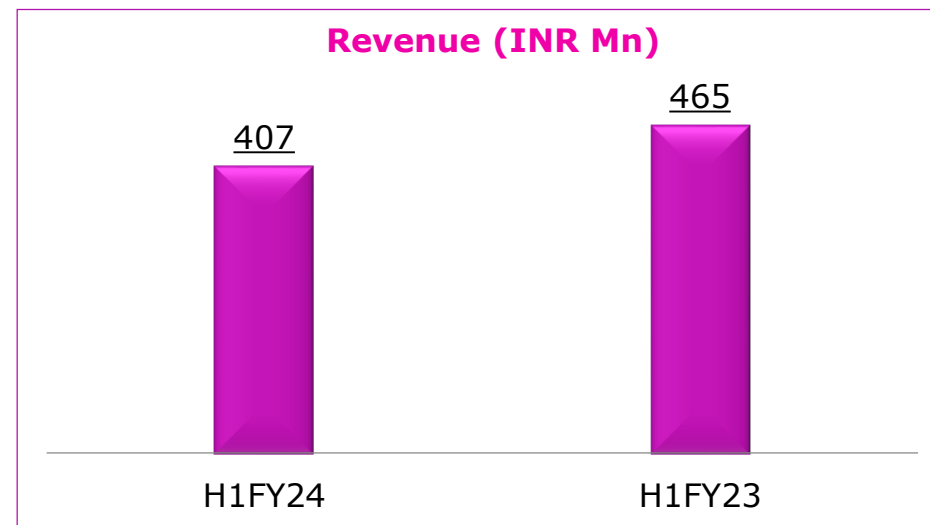
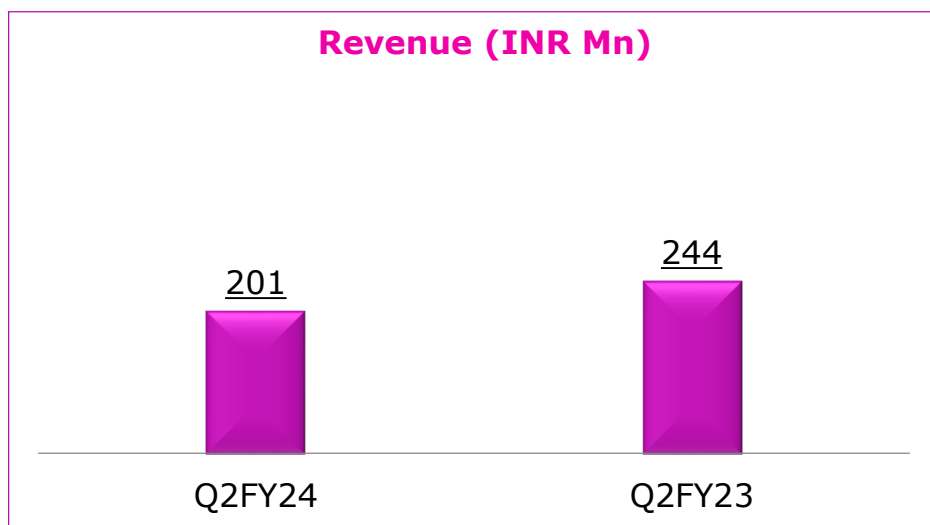
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period

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

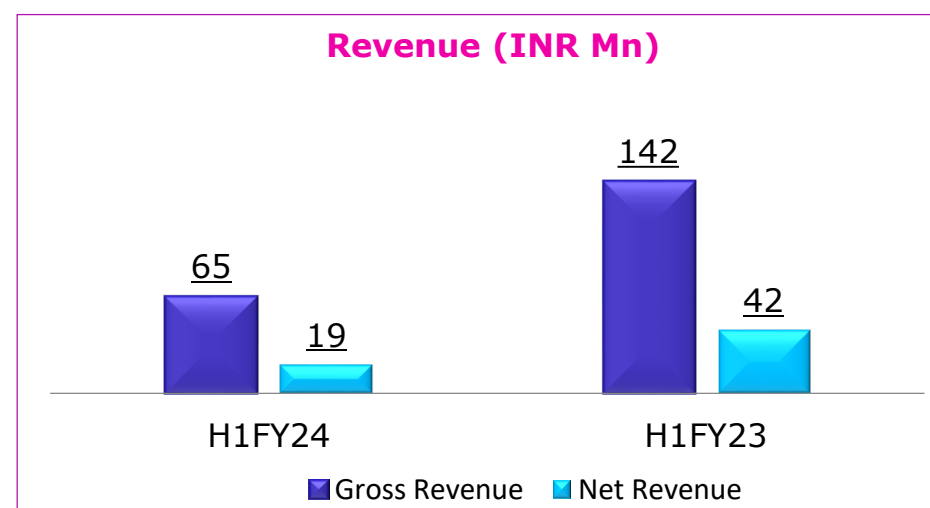
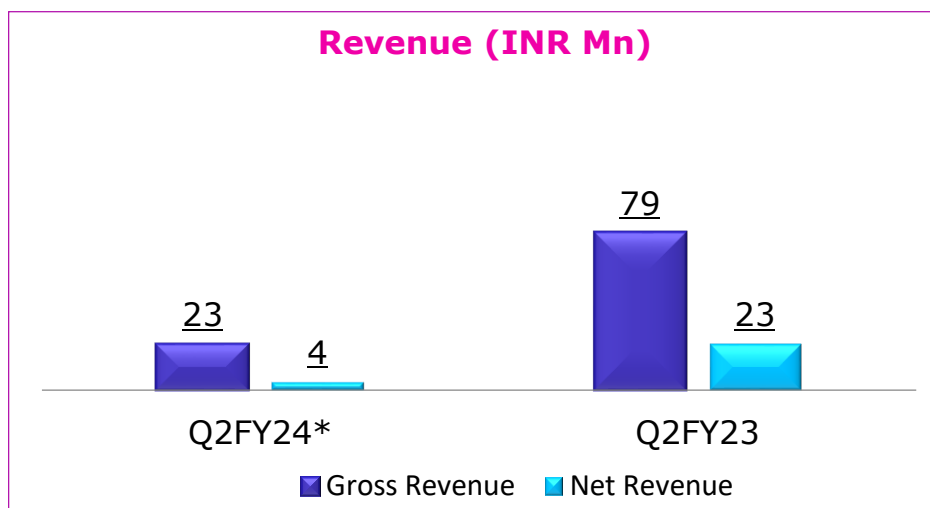
# Theatrical Revenues

# Theatrical revenues from Distributors

## Content Delivery Charges



## VPF Service Revenue



Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

\* Q2FY24 includes the impact of Rs. 4mn on account of reclassification pertaining to Q1FY24.

# Operating Parameter – Distributor Revenue

# of Screens <sup>^</sup>	Q2FY24	Q2FY23	H1FY24	H1FY23
CDC Category Screens	3,045	3,142	3,045	3,142
VPF Category Screens	349	1,805	349	1,805
Total	3,394	4,947	3,394	4,947

# of Screens as on September 30, 2023

Revenue / Screen (Average) (in Rs.)	Q2FY24*	Q2FY23	H1FY24	H1FY23
CDC Category Screens	65,301	77,509	1,34,708	1,44,865
VPF Category Screens – Gross	78,107	43,973	1,90,350	81,009
VPF Category Screens – Net	23,104	12,578	57,104	23,878

<sup>^</sup>Includes franchisee screens

\* Q2FY24 includes the impact of Rs. 4mn on account of reclassification pertaining to Q1FY24.

# Financial Performance



# Consolidated Reported P&L Statement

(INR Mn)	Q2FY24	Q2FY23	% Change	H1FY24	H1FY23	% Change
<b>Revenue from Operations</b>	<b>866</b>	<b>1,075</b>	<b>-19%</b>	<b>1,715</b>	<b>1,975</b>	<b>-13%</b>
<b>Other Income</b>	<b>6</b>	<b>4</b>	<b>47%</b>	<b>10</b>	<b>9</b>	<b>10%</b>
<b>Total Revenue</b>	<b>871</b>	<b>1,078</b>	<b>-19%</b>	<b>1,725</b>	<b>1,984</b>	<b>-13%</b>
<b>Total Expenses</b>	<b>695</b>	<b>1,024</b>	<b>-32%</b>	<b>1,385</b>	<b>1,832</b>	<b>-24%</b>
EBITDA (excl. one time impairment provisioning)	177	54	225%	340	152	124%
Less: One time impairment provisioning		29			29	
<b>EBITDA (Reported)</b>	<b>177</b>	<b>25</b>	<b>600%</b>	<b>340</b>	<b>123</b>	<b>176%</b>
Depreciation and Amortisation	104	128	-18%	215	255	-16%
<b>EBIT</b>	<b>72</b>	<b>-103</b>		<b>125</b>	<b>-132</b>	
Finance Cost	32	28	17%	69	54	27%
Finance Income	8	8	1%	17	19	-7%
Profit from Associates	21	21	-2%	31	40	-23%
<b>PBT</b>	<b>69</b>	<b>-101</b>	<b>L2P</b>	<b>105</b>	<b>-128</b>	<b>L2P</b>
Exceptional item	14			14		
<b>PBT (After considering exceptional item)</b>	<b>55</b>	<b>-101</b>	<b>L2P</b>	<b>90</b>	<b>-128</b>	<b>L2P</b>
Tax	22	-9		32	-11	
<b>PAT</b>	<b>33</b>	<b>-92</b>	<b>L2P</b>	<b>58</b>	<b>-117</b>	<b>L2P</b>
<b>Basic EPS</b>	<b>0.86</b>	<b>-2.40</b>		<b>1.52</b>	<b>-3.07</b>	

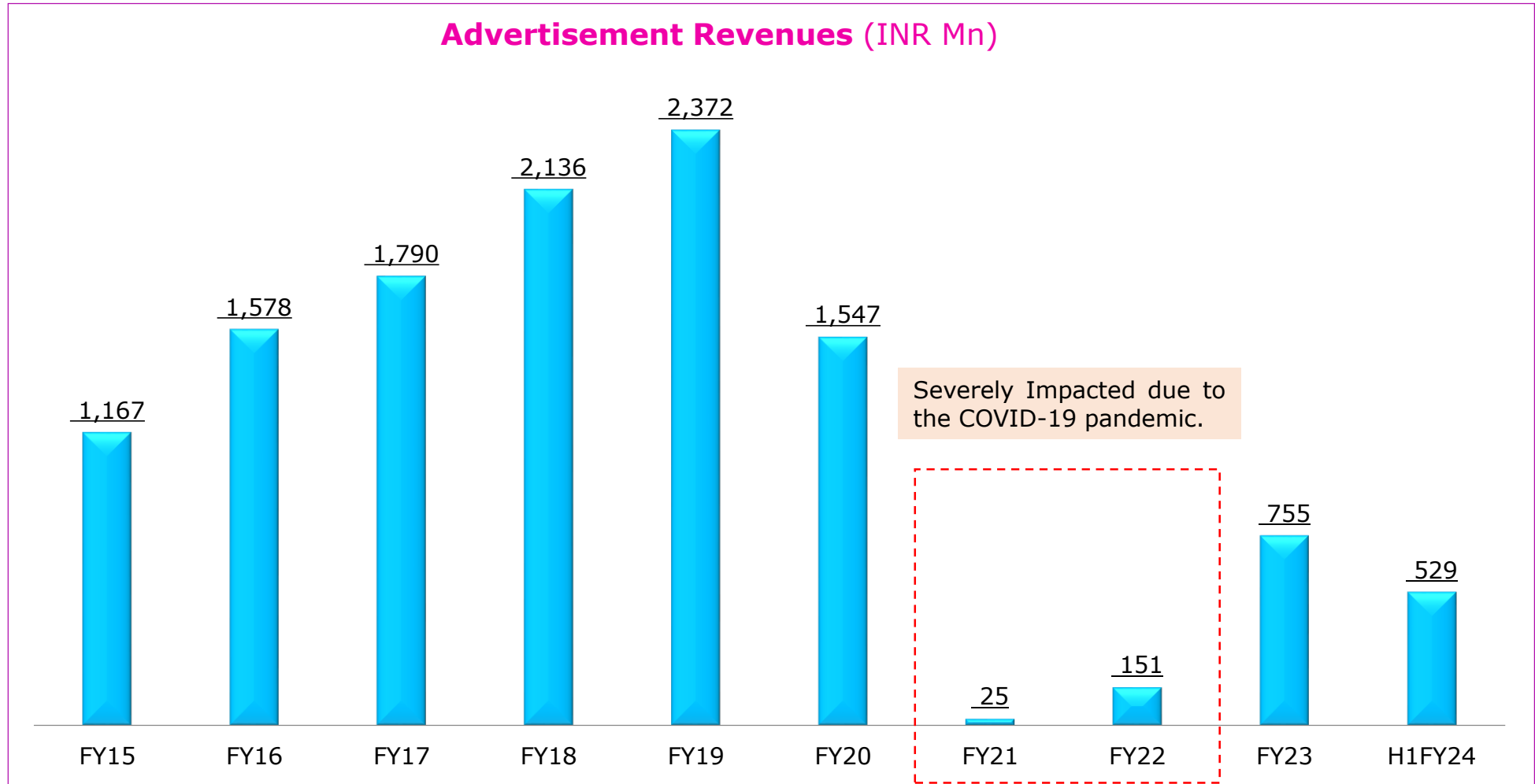
Ind AS 116 impact on P&L - certain operating lease expense (Q2FY24 - Rs. 23.57 Mn & H1FY24 - Rs. 45.4 Mn) are recognised as Depreciation expense for the right of use assets (Q2FY24 - Rs. 17.06 Mn & H1FY24 - Rs. 32.99 Mn) and Finance Cost for interest accrued on lease liability (Q2FY24 - Rs. 6.51 Mn & H1FY24 - Rs. 12.41 Mn).

# Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q2FY24	Q2FY23	H1FY24	H1FY23
<b>1) Total Operating Direct Cost</b>	<b>37.3%</b>	<b>54.4%</b>	<b>38.6%</b>	<b>48.6%</b>
<b>Key Operating Direct Cost Components</b>				
- Advertisement revenue share payment	<u>13.8%</u>	<u>10.5%</u>	<u>13.1%</u>	<u>10.2%</u>
- VPF service revenue share	<u>2.2%</u>	<u>5.2%</u>	<u>2.6%</u>	<u>5.1%</u>
- Purchase of Equipment, Lamps and Spares	<u>11.4%</u>	<u>21.4%</u>	<u>12.4%</u>	<u>17.4%</u>
<b>2) Employee Benefit Expenses</b>	<b>23.9%</b>	<b>23.7%</b>	<b>23.2%</b>	<b>25.8%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>18.6%</b>	<b>16.8%</b>	<b>18.5%</b>	<b>17.9%</b>
<b>4) One-time Impairment Provisioning</b>		<b>2.7%</b>		<b>1.5%</b>
<b>Total Expenses</b>	<b>79.7%</b>	<b>97.7%</b>	<b>80.3%</b>	<b>93.8%</b>
<b>EBITDA Margin</b>	<b>20.3%</b>	<b>2.3%</b>	<b>19.7%</b>	<b>6.2%</b>

# Annexure

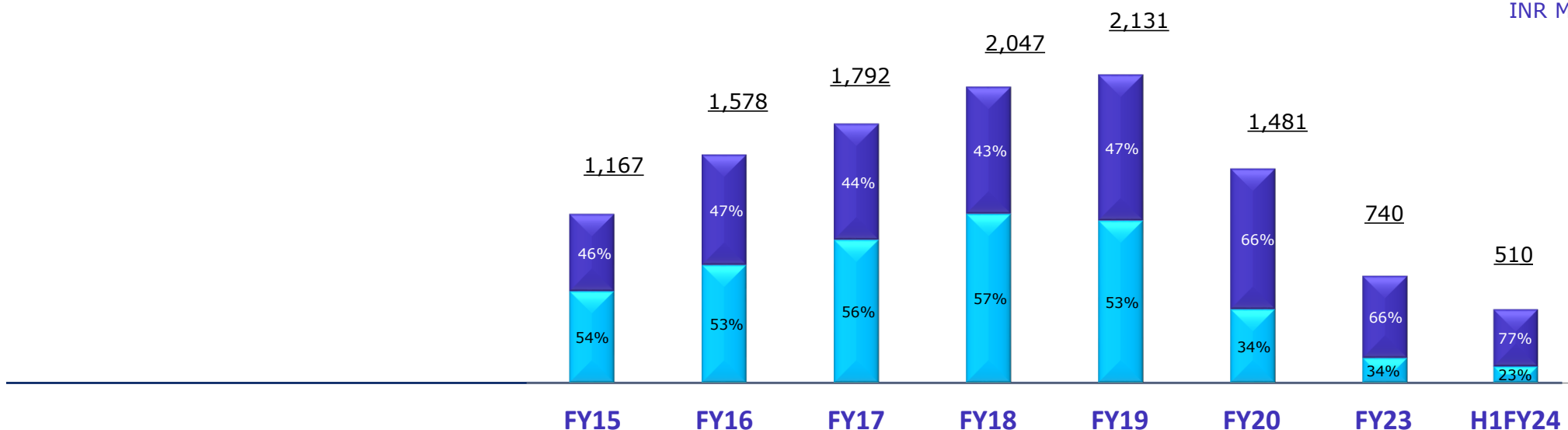
# Historical Advertisement Performance



# Historical In-Cinema Advertising Performance

■ Government + PSU ■ Corporate + Retail

INR Mn



	FY15	FY16	FY17	FY18	FY19	FY20	FY23	H1FY24
# of Screens with Ad Rights	3,784	3,713	3,745	3,897	3,697	3,792	3,348	3,303
Annual Ad Revenue / Screen (Avg) (INR)	316,346	410,275	474,597	535,847	561,102	395,524	216,702	153,335
# of Minutes Sold / Show / Ad Screen	3.36	4.15	4.34	5.19	5.54	4.16	3.06	4.45
Ad Sharing with Exhibitors	33.76%	30.66%	29.14%	31.75%	32.44%	36.41%	60.13%	44.26%

\*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

(% of Total # of shares)	September 30, 2023
Promoters	22.58%
Institutional Investors	24.48%
Foreign Portfolio Investors	0.78%
Corporate Bodies	4.71%
Others	47.43%
<b>Total # of Shares</b>	<b>3,83,93,773</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 3,303 screens comprising of 2,033 screens in the PRIME channel and 1,270 screens in the POPULAR channel across 1,220 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 September 30, 2023, UFO's global network, along with subsidiaries and associates, spans 3,520 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,303 screens, with an aggregate seating capacity of approximately 1.7 billion viewers annually and a reach of 1,220 cities and towns across India, as on September 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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## **Ami Mehta**

Asst. Manager – Investor Relations

Tel: +91 22 4030 5126

Email: [ami.mehta@ufomoviez.com](mailto:ami.mehta@ufomoviez.com)