

Results Presentation

Q3&9MFY24

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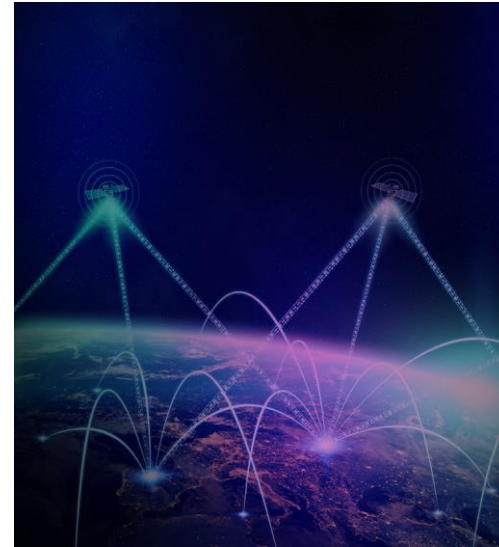
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

UFO Moviez at a Glance



**3,407
High Impact
Ad Screens**

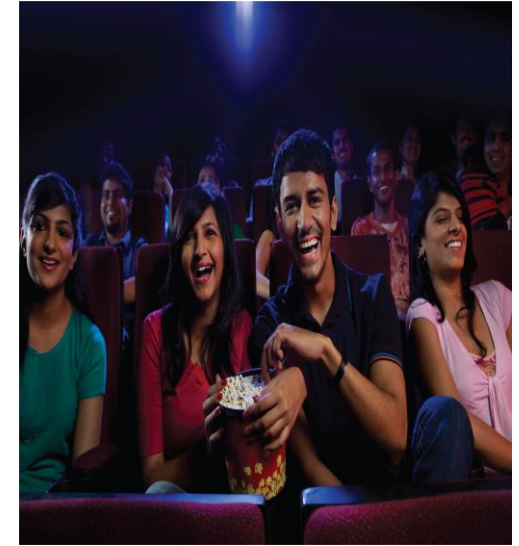


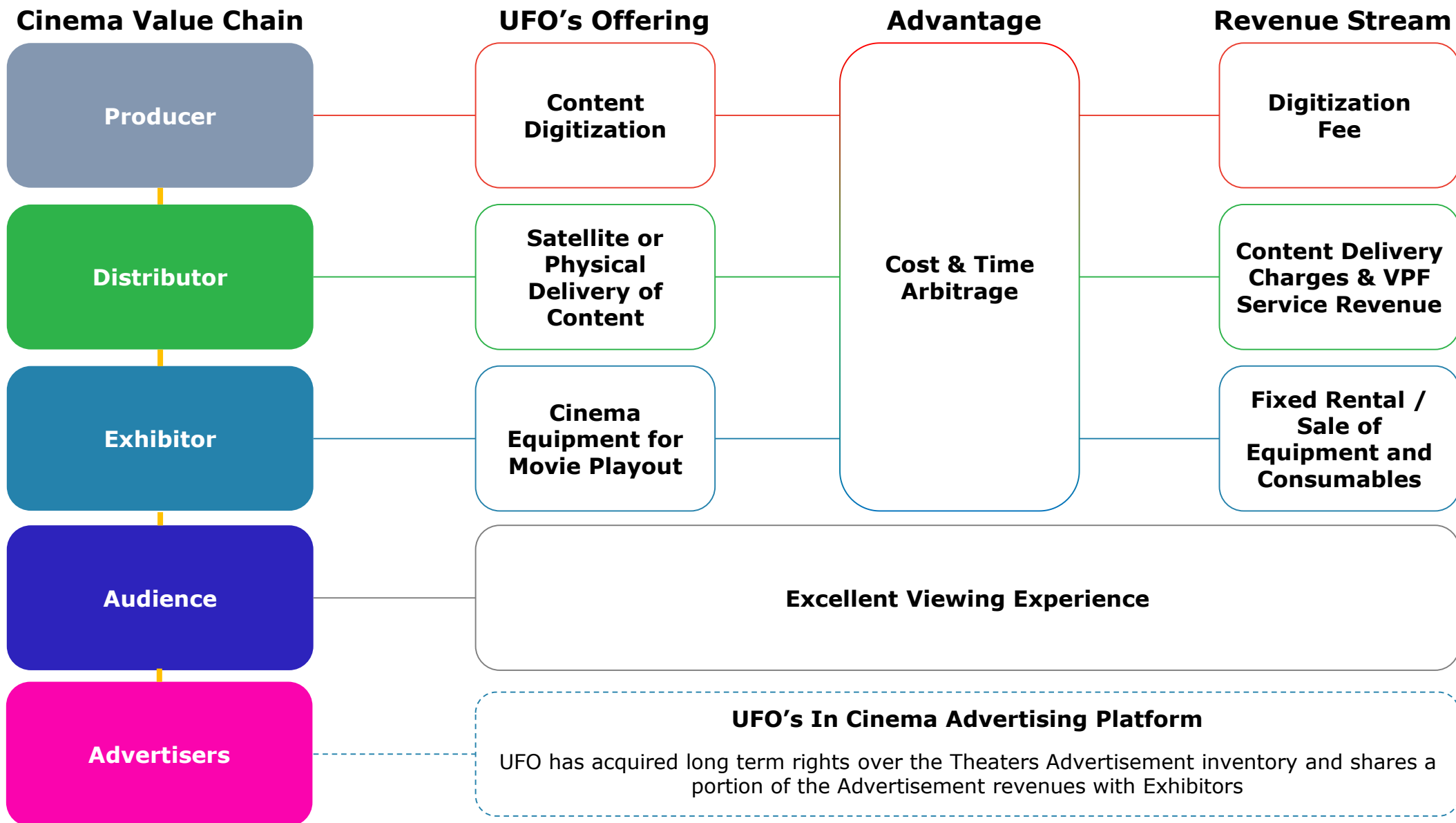
**1,257
Cities & Towns
Across India**

**1,567
Movies
Digitally
Delivered
in 9MFY24**



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



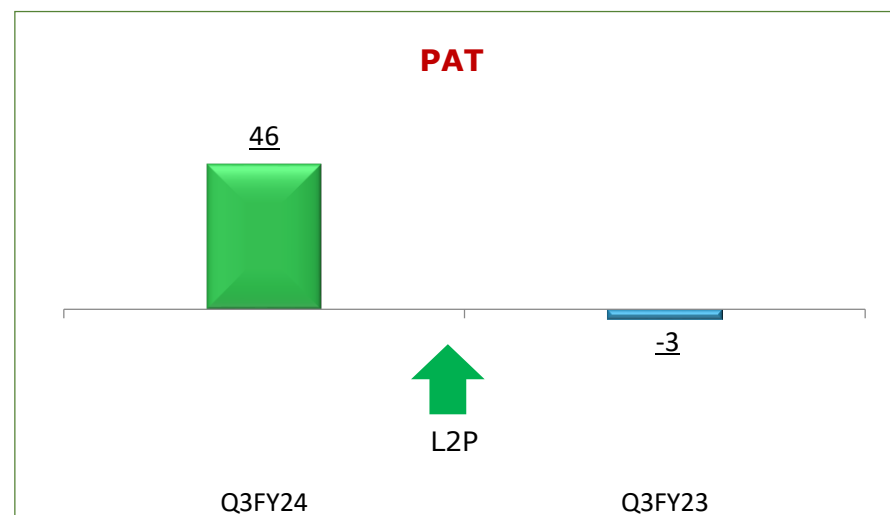
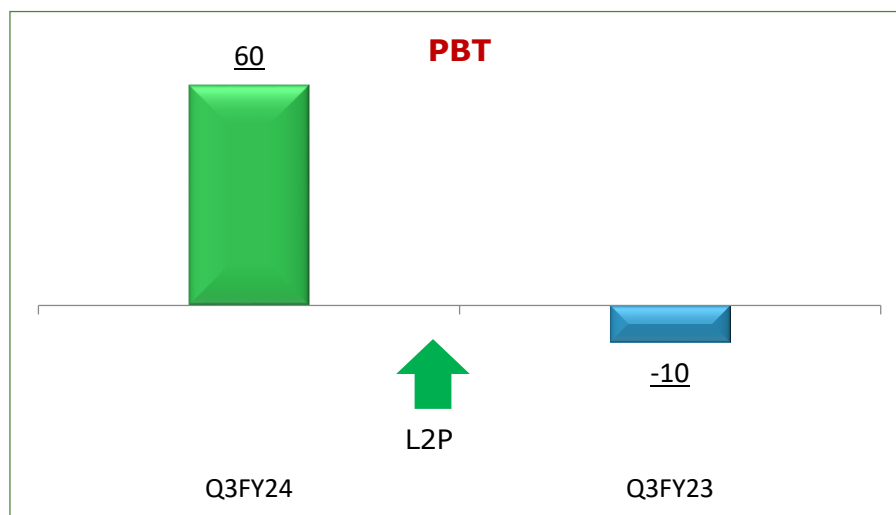
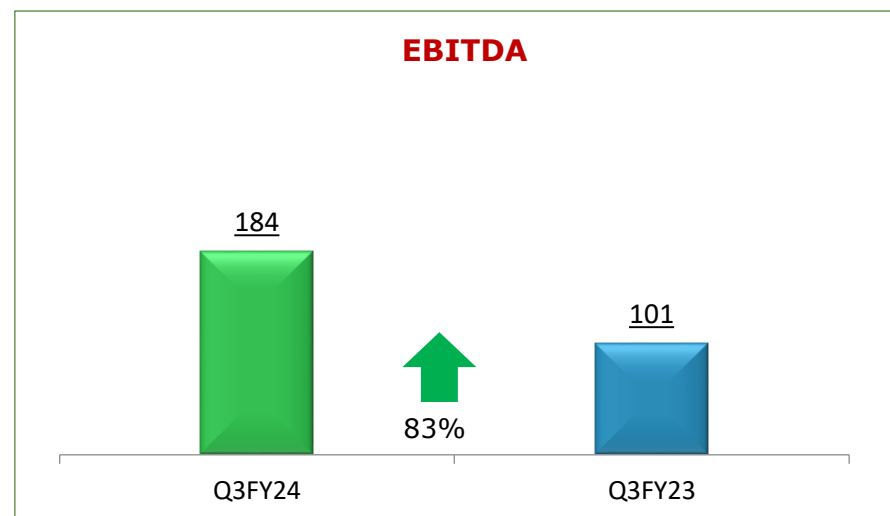
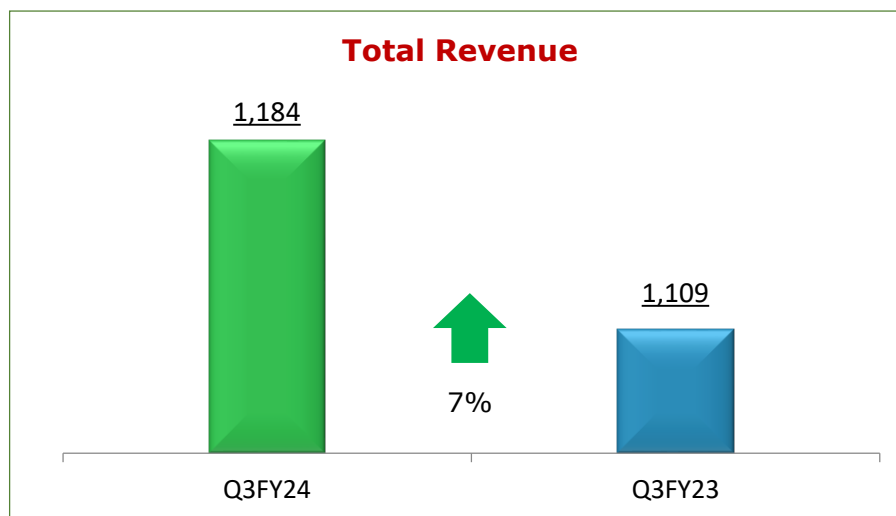




Financial & Operating Highlights

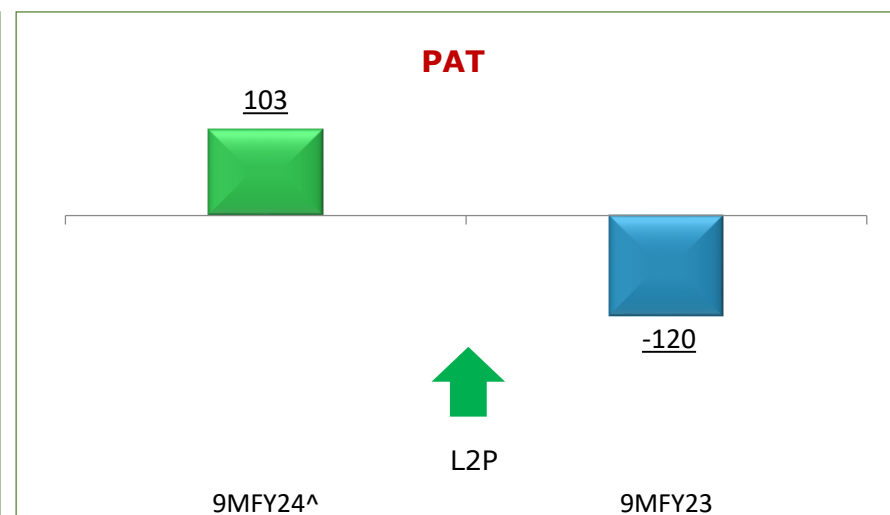
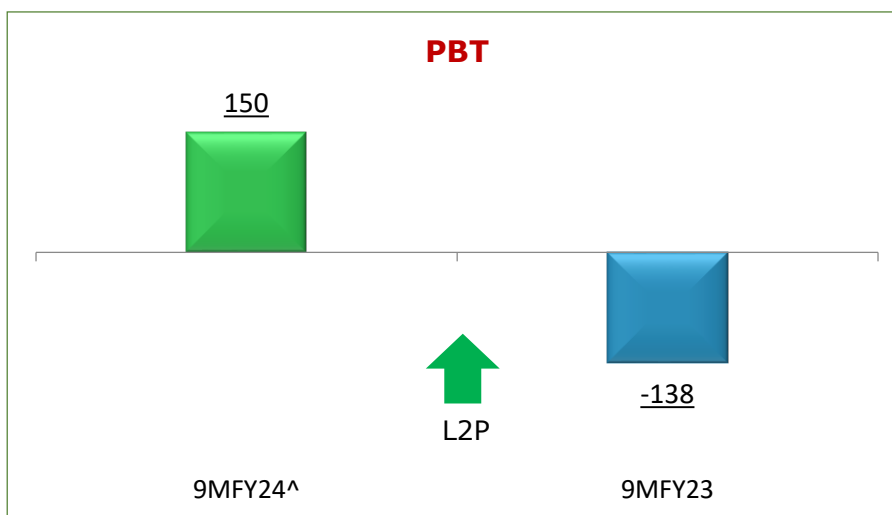
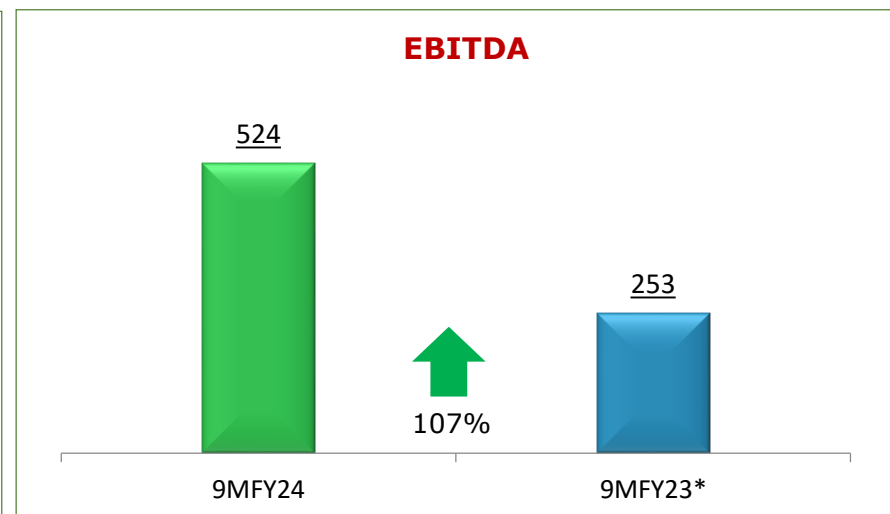
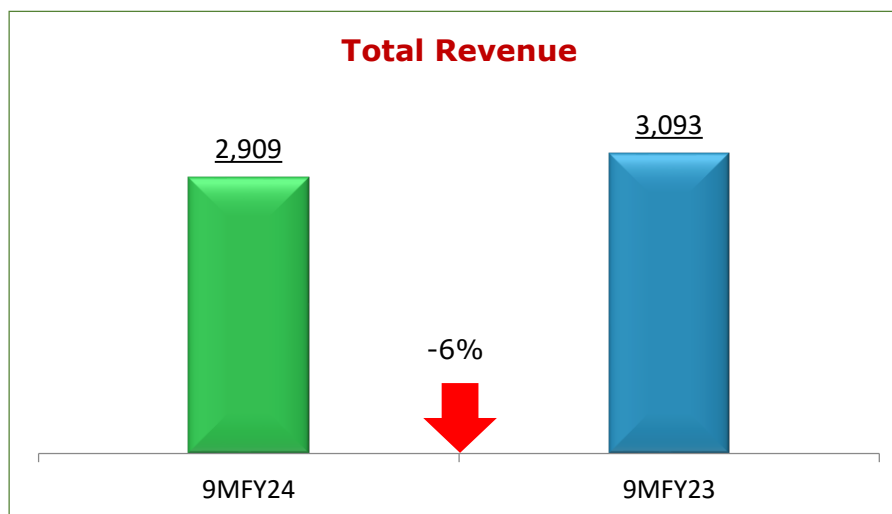
Consolidated Financial Highlights (1/2)

Q3FY24 vs Q3FY23 (INR Mn)



Consolidated Financial Highlights (2/2)

9MFY24 vs 9MFY23 (INR Mn)

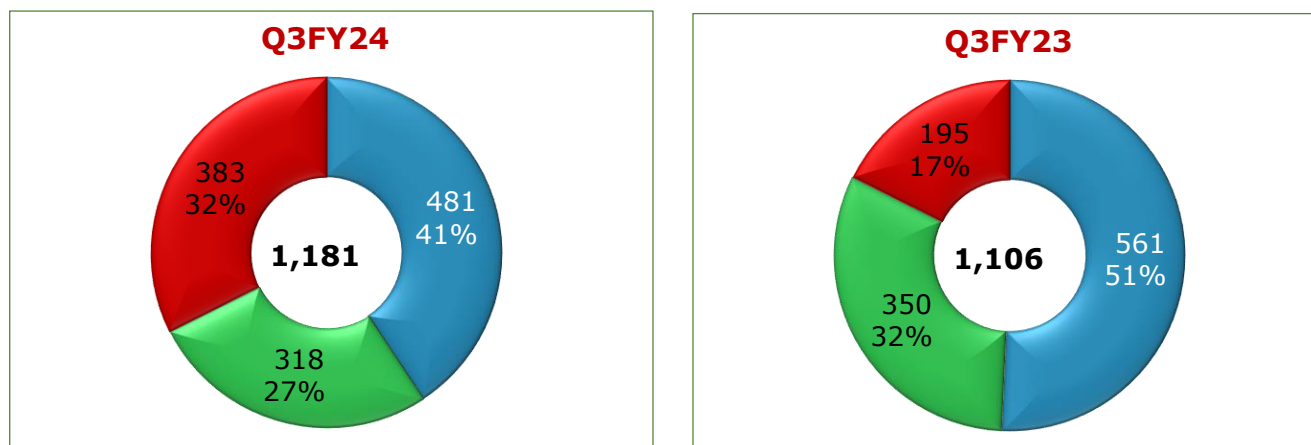


*9MFY23 EBITDA is before considering provision of Rs.29mn towards provisioning for impairment of an investment in an associate. The reported EBITDA after considering the provision is Rs.224mn.

^ 9MFY24 PBT and PAT includes net exceptional loss of Rs.14mn.

Consolidated Revenue Mix

(INR Mn)



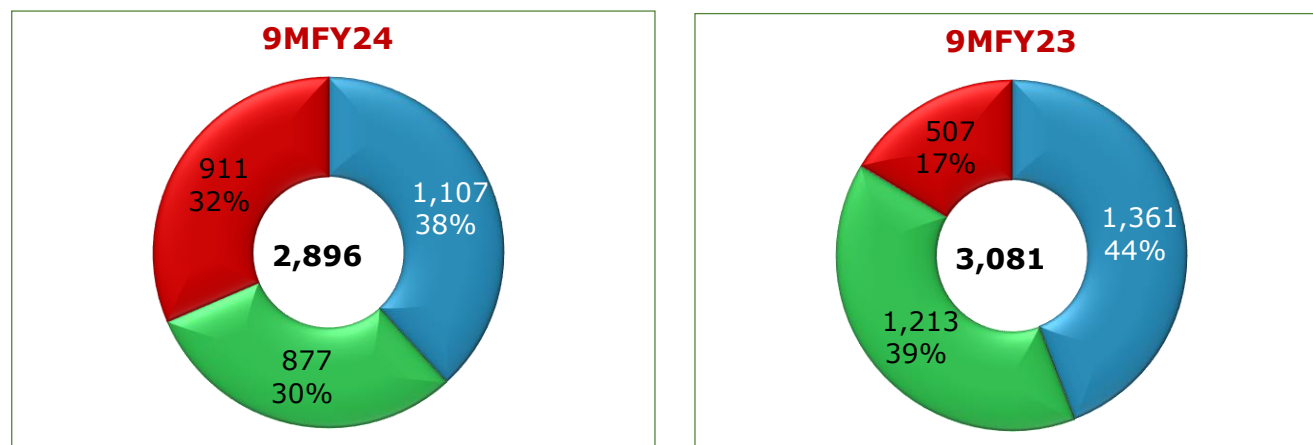
■ Advertisement Revenue
 ■ Distributor Revenue
 ■ Exhibitor Revenue

(INR Mn)		Q3FY24	Q3FY23	YoY % Change
Advertisement Revenue	(i)	383	195	96%
- In-Cinema Advertisement Revenue		341	186	83%
- Corporate + Hyperlocal		232	141	65%
- Government + PSU		109	45	139%
- Caravan Advertisement Revenue		41	9	373%
Revenue from Distributor	(ii)	318	350	-9%
Content Delivery Charge		233	229	1%
VPF Service Revenue		42	53	-21%
Digitisation Income		42	57	-26%
Others		1	11	-91%
Revenue from Exhibitor	(iii)	481	561	-14%
Lease rental income		141	140	1%
Total Sales of Products		280	314	-11%
Other Operating Revenues		60	106	-44%
Revenue from Operations	(i+ii+iii)	1181	1106	7%

Note: Excludes Other Income

Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



Exhibitor Revenue

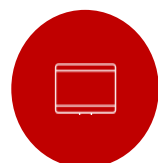
(INR Mn)		9MFY24	9MFY23	YoY % Change
Advertisement Revenue (i)		911	507	80%
- In-Cinema Advertisement Revenue		851	494	72%
- Corporate + Hyperlocal		627	394	59%
- Government + PSU		224	99	125%
- Caravan Advertisement Revenue		60	13	355%
Revenue from Distributor (ii)		877	1213	-28%
Content Delivery Charge		639	694	-8%
VPF Service Revenue		107	196	-45%
Digitisation Income		124	164	-24%
Others		7	160	-96%
Revenue from Exhibitor (iii)		1107	1361	-19%
Lease rental income		426	413	3%
Total Sales of Products		548	757	-28%
Other Operating Revenues		133	190	-30%
Revenue from Operations (i+ii+iii)		2896	3081	-6%

Note: Excludes Other Income

In-Cinema Advertising Performance



In-Cinema Advertisement Operating Parameter



Number of Screens
3,407



Prime Screens
2,105



Popular Screens
1,302



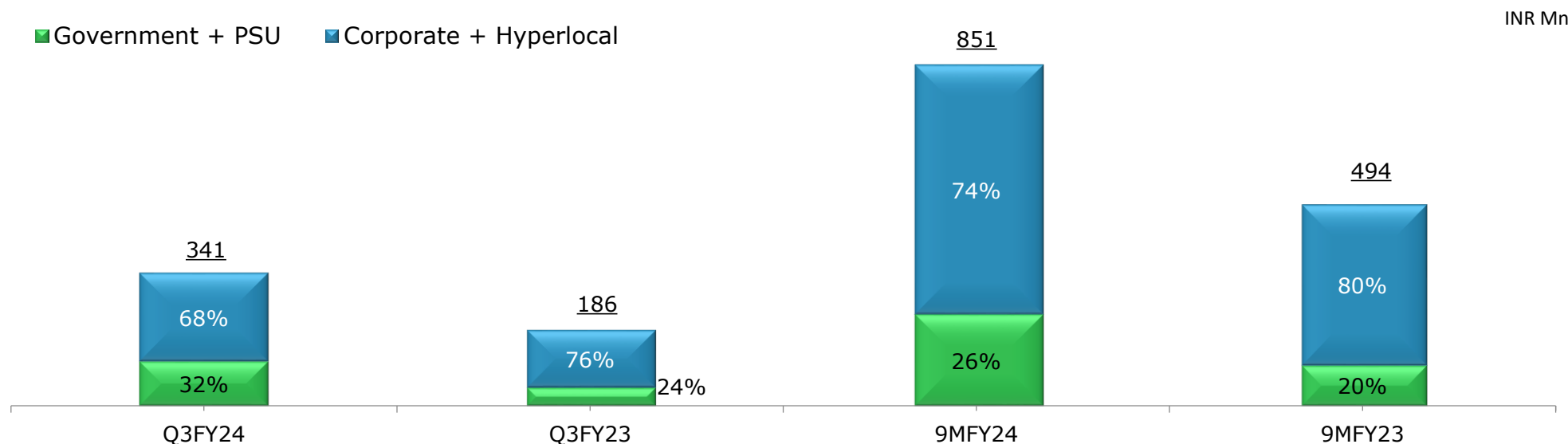
Full House Seating Capacity - Annualized
~1.7 Bn

9MFY24	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	886	237	1,219	1,065
Cities and Towns	130	100	473	808
Full House Seating Capacity – Per Show All Screens	270,696	126,809	338,301	478,498
Seating Capacity Per Screen Per Show	306	535	278	449
**Full House Seating Capacity Annualised (in Mn Seats)	390	183	487	689

**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



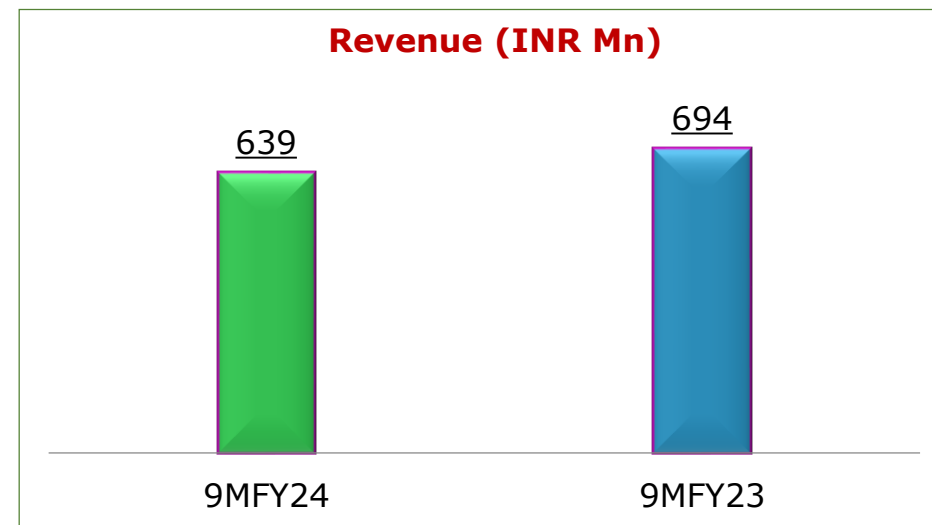
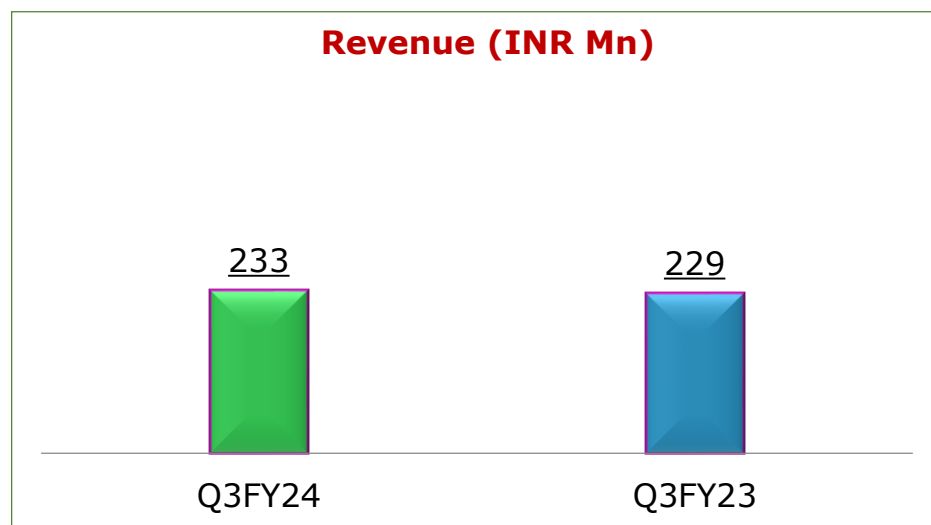
	Q3FY24	Q3FY23	9MFY24	9MFY23
Ad Revenue / Screen for the period (Avg) (Rs.)	101,715	54,020	252,012	143,197
Average # of minutes sold / show / Ad Screen	5.30	3.00	4.67	2.54
Advertisement Sharing with Exhibitors	41.89%	62.55%	43.31%	64.65%

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

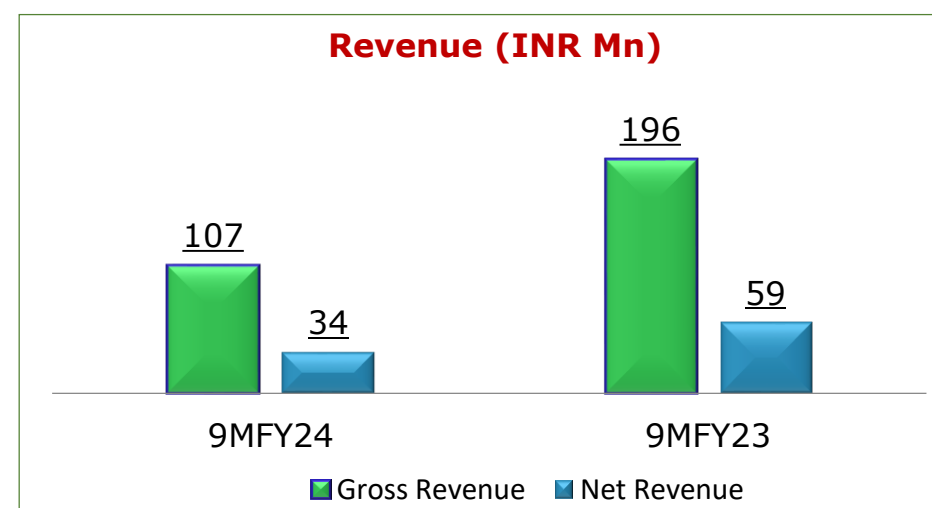
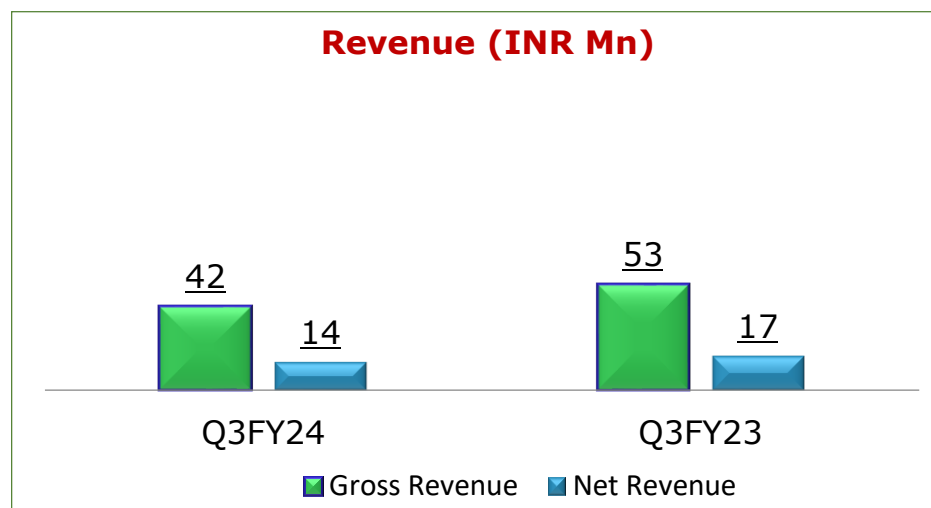
Theatrical Revenues

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 [^]	Q3FY24	Q3FY23	9MFY24	9MFY23
CDC Category Screens	3,100	3,043	3,100	3,043
VPF Category Screens	387	356	387	356
Total	3,487	3,399	3,487	3,399

of Screens as on December 31, 2023

Revenue / Screen (Average) (in Rs.)	Q3FY24	Q3FY23	9MFY24	9MFY23
CDC Category Screens	75,731	74,147	2,09,857	2,20,574
VPF Category Screens – Gross	1,14,388	104,571	2,97,233	293,970
VPF Category Screens – Net	38,481	42,995	93,426	119,785

[^]Includes franchisee screens

Financial Performance

Consolidated Reported P&L Statement

(INR Mn)	Q3FY24	Q3FY23	% Change	9MFY24	9MFY23	% Change
Revenue from Operations	1,181	1,106	7%	2,896	3,081	-6%
Other Income	3	4	-28%	13	13	-1%
Total Revenue	1,184	1,109	7%	2909	3093	-6%
Total Expenses	999	1,008	-1%	2,384	2,869	-17%
EBITDA (Reported)	184	101	83%	524	224	134%
Depreciation and Amortisation	109	114	-5%	324	369	-12%
EBIT	75	(13)	L2P	200	(146)	L2P
Finance Cost	31	32	-4%	100	87	15%
Finance Income	12	14	-11%	30	32	-9%
Profit from Associates	4	22	-83%	34	62	-44%
PBT	60	(10)	L2P	165	(138)	L2P
Exceptional item				14		
PBT (After considering exceptional item)	60	(10)	L2P	150	(138)	L2P
Tax	14	(7)	L2P	47	(17)	L2P
PAT	46	(3)	L2P	103	(120)	L2P
Basic EPS	1.20	(0.09)	L2P	2.69	(3.16)	L2P

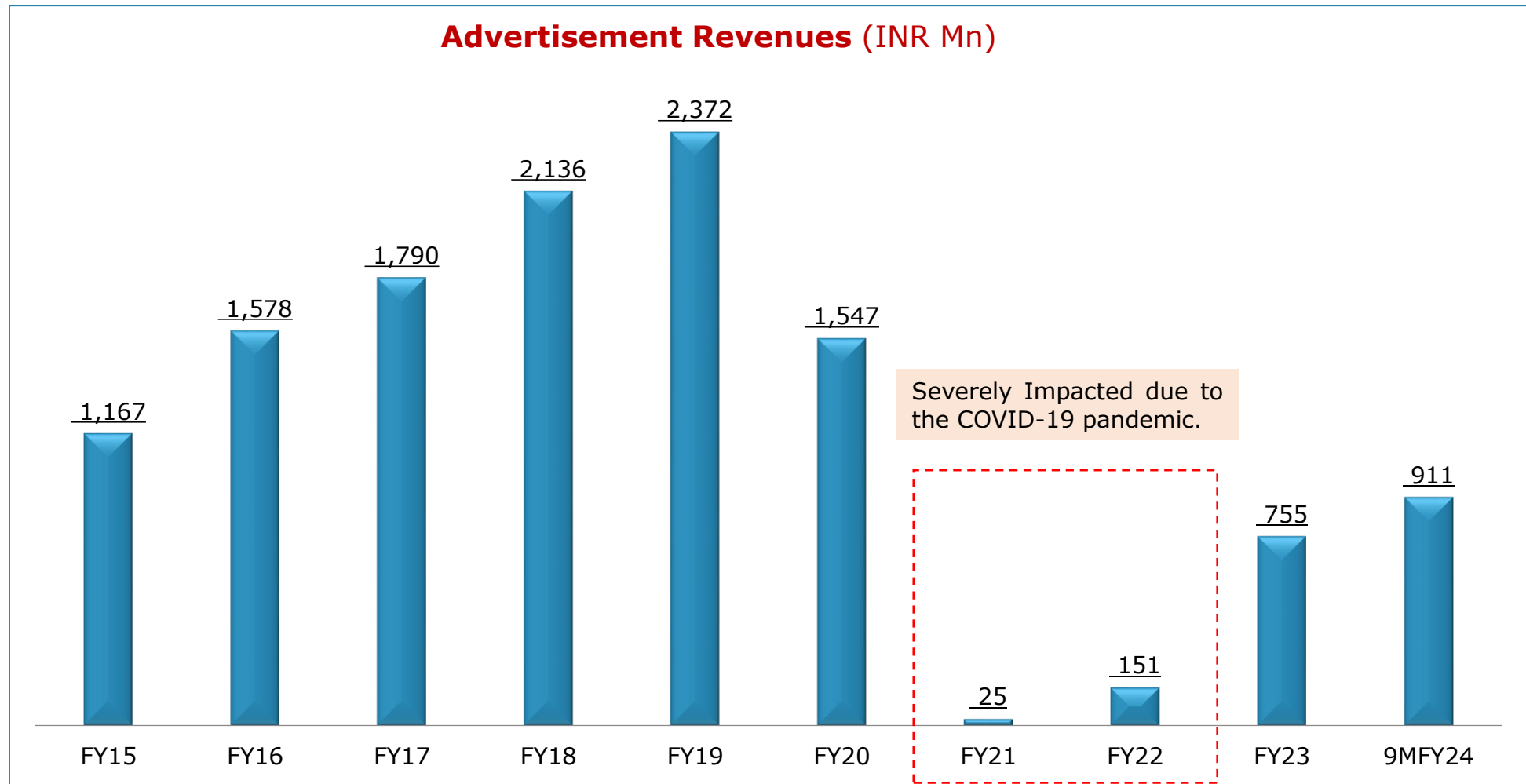
Ind AS 116 impact on P&L - certain operating lease expense (Q3FY24 - Rs. 14.71 Mn & 9MFY24 - Rs. 60.11 Mn) are recognised as Depreciation expense for the right of use assets (Q3FY24 - Rs. 19.26 Mn & 9MFY24 - Rs. 52.25 Mn) and Finance Cost for interest accrued on lease liability (Q3FY24 - Rs. 6.89 Mn & 9MFY24 - Rs. 19.30 Mn).

Consolidated Expenditure Analysis

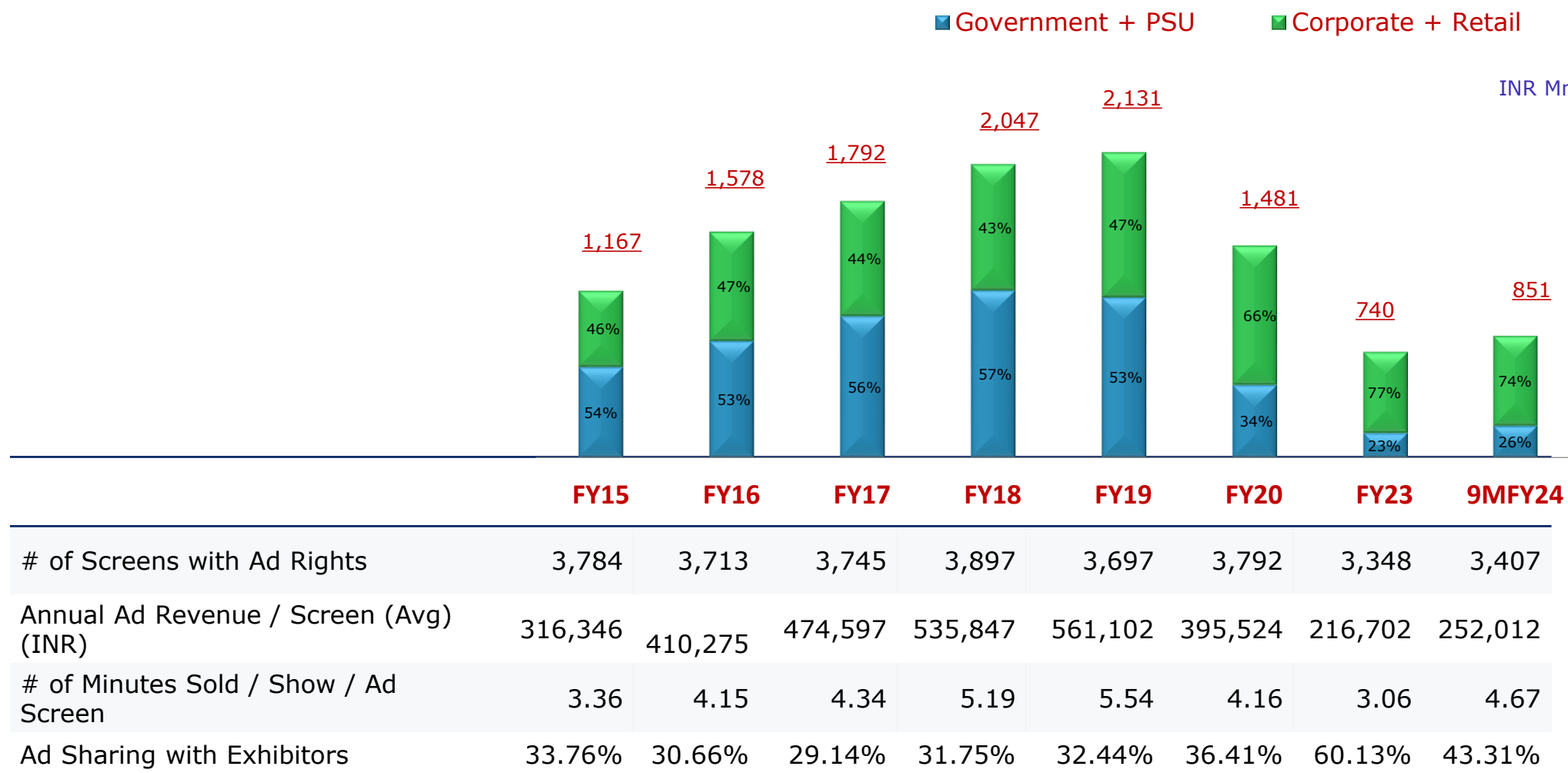
Expenses as a % of Total Revenue	Q3FY24	Q3FY23	9MFY24	9MFY23
1) Total Operating Direct Cost	43.13%	49.80%	40.43%	49.05%
Key Operating Direct Cost Components				
- Advertisement revenue share payment	<u>12.08%</u>	<u>10.50%</u>	<u>12.67%</u>	<u>10.32%</u>
- VPF service revenue share	<u>2.36%</u>	<u>3.26%</u>	<u>2.52%</u>	<u>4.41%</u>
- Purchase of Equipment, Lamps and Spares	<u>18.67%</u>	<u>22.85%</u>	<u>14.95%</u>	<u>19.36%</u>
- Others	<u>10.03%</u>	<u>13.20%</u>	<u>10.28%</u>	<u>14.96%</u>
2) Employee Benefit Expenses	23.10%	22.97%	23.14%	24.77%
3) Other Expenses (SG&A)	18.19%	18.14%	18.40%	18.00%
Total Expenses	84.42%	90.90%	81.97%	92.76%
EBITDA Margin	15.60%	9.10%	18.00%	7.20%

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

(% of Total # of shares)	December 31, 2023
Promoters	22.5%
Institutional Investors	24.4%
Foreign Portfolio Investors	0.9%
Corporate Bodies	4.4%
Others	47.9%
Total # of Shares	3,85,57,906

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 3,407 screens comprising of 2,105 screens in the PRIME channel and 1,302 screens in the POPULAR channel across 1,257 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 December 31, 2023, UFO's global network, along with subsidiaries and associates, spans 3,619 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,407 screens, with an aggregate seating capacity of approximately 1.7 billion viewers annually and a reach of 1,257 cities and towns across India, as on December 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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