

# Results Presentation

Q1FY'25

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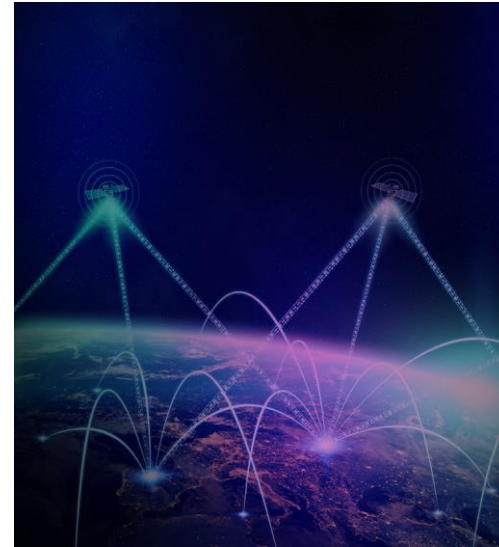
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

# UFO Moviez at a Glance



**3,769  
High Impact  
Ad Screens**

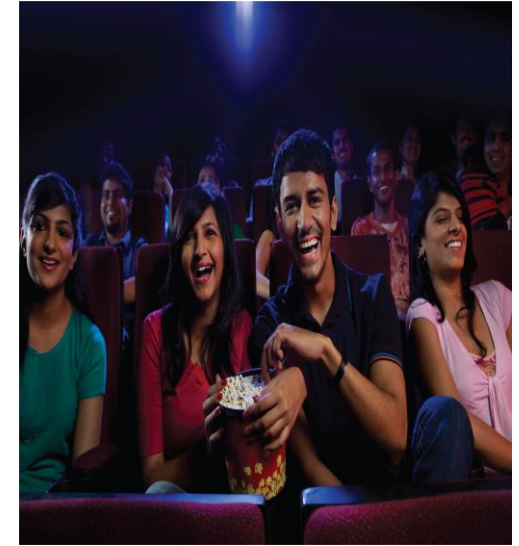


**1,382  
Cities & Towns  
Across India**

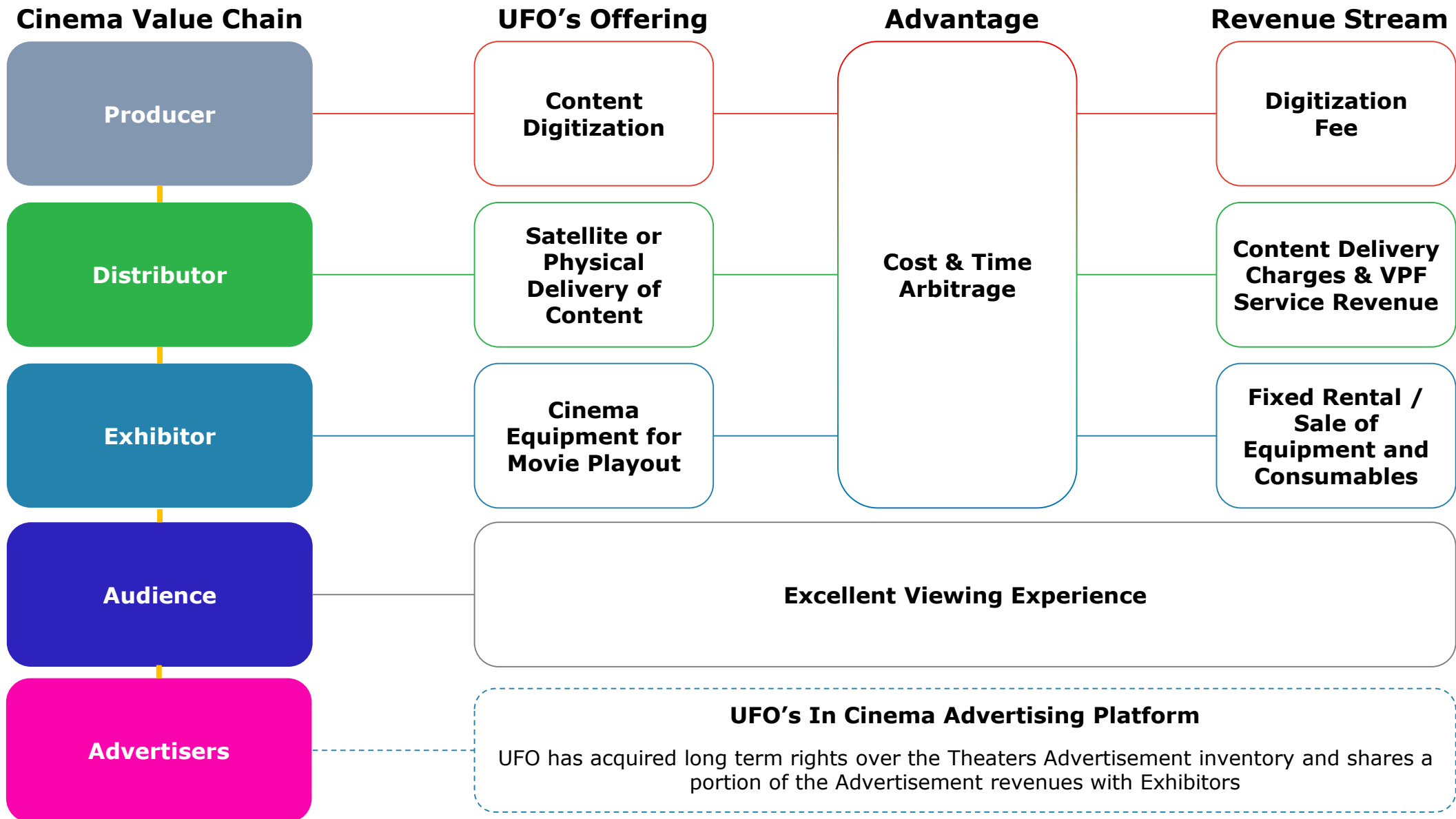
**476  
Movies  
Digitally  
Delivered  
in Q1FY25**



**Power to Impact  
upto 1.9 billion  
Viewers  
Annually**



# UFO's Offerings

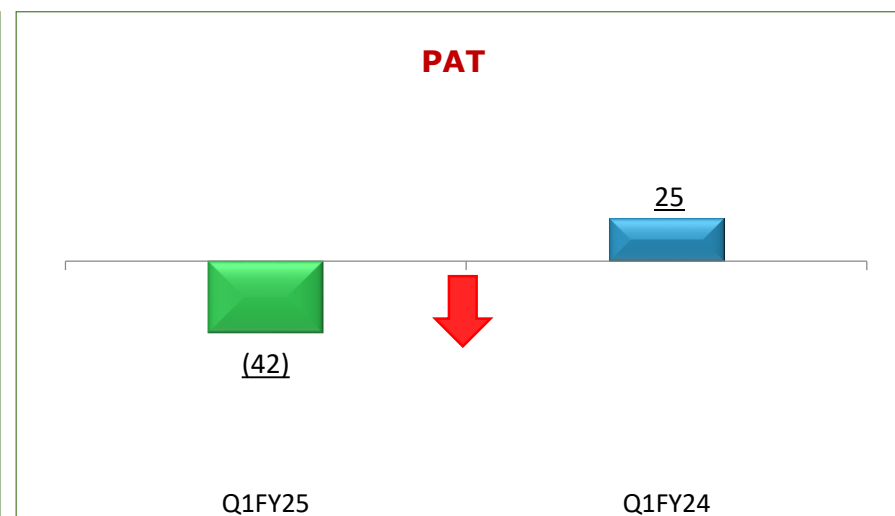
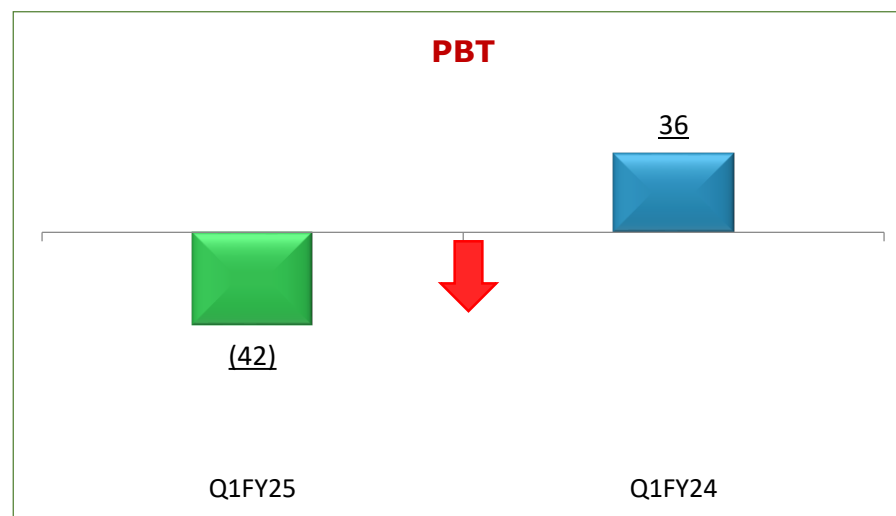
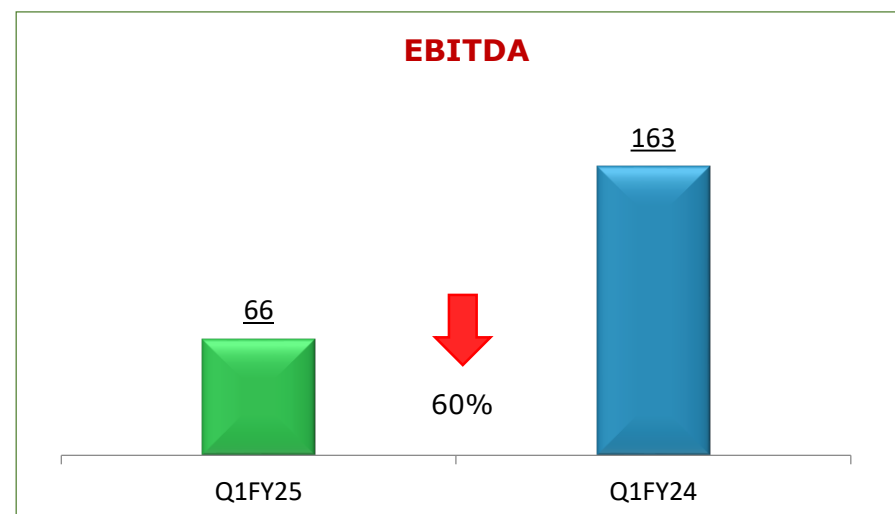
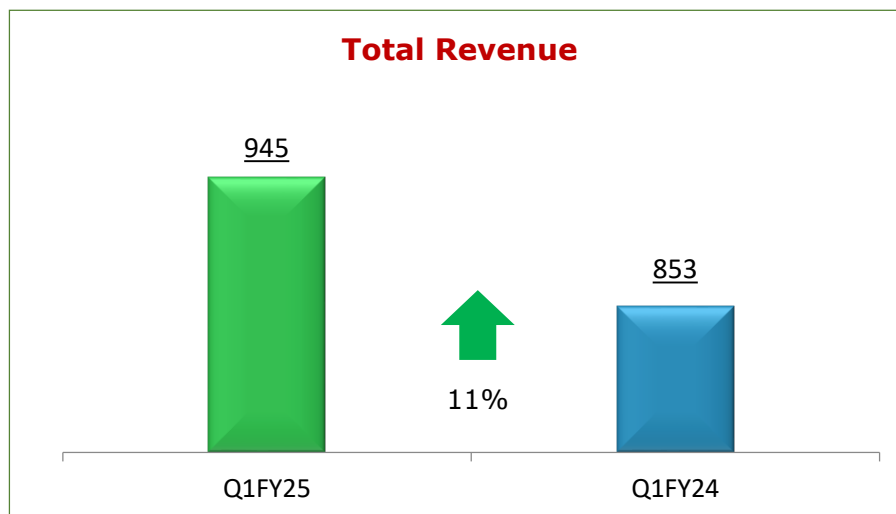




# **Financial & Operating Highlights**

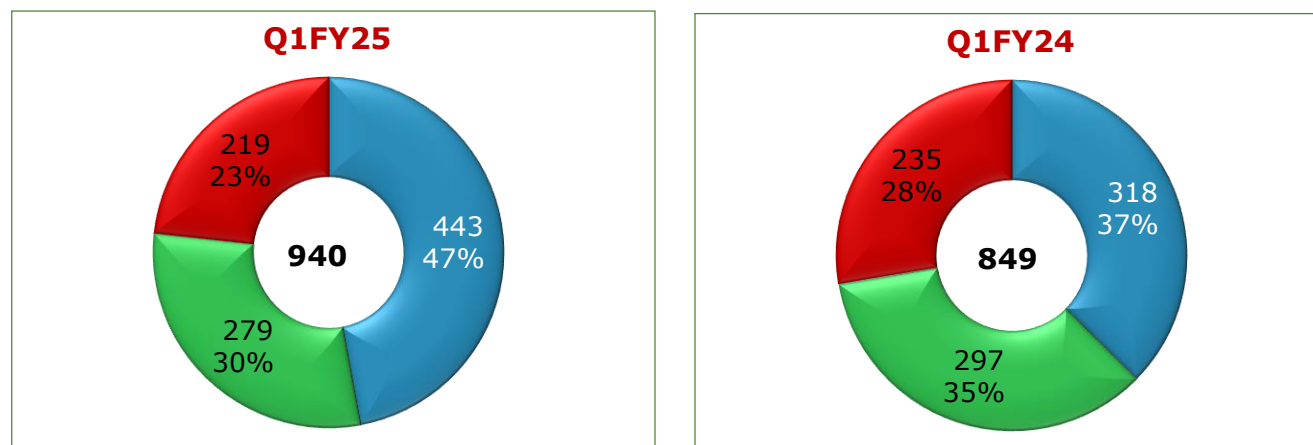
# Consolidated Financial Highlights

## Q1FY25 vs Q1FY24 (INR Mn)



# Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



Exhibitor Revenue

(INR Mn)		Q1FY25	Q1FY24	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>219</b>	<b>235</b>	<b>-7%</b>
- In-Cinema Advertisement Revenue		193	218	-12%
- Corporate + Retail		134	180	-26%
- Government + PSU		59	38	55%
- Caravan Advertisement Revenue		26	16	60%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>279</b>	<b>297</b>	<b>-6%</b>
Content Delivery Charge		197	210	-6%
VPF Service Revenue		43	38	13%
Digitisation Income		37	47	-22%
Others		2	2	27%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>443</b>	<b>318</b>	<b>39%</b>
Lease rental income		147	143	3%
Total Sales of Products		263	143	84%
Other Operating Revenues		33	33	1%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>940</b>	<b>849</b>	<b>11%</b>

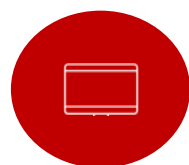
Note: Excludes Other Income

# **In-Cinema Advertising Performance**





# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,769**



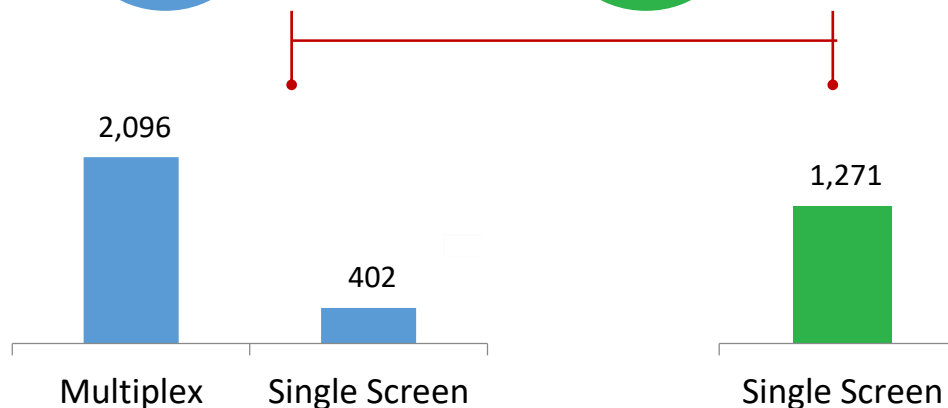
**Prime Screens**  
**2,498**



**Popular Screens**  
**1,271**



**Full House Seating Capacity - Annualized**  
**~1.9 Bn**



Q1FY25	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	1,008	229	1,490	1,042
Cities and Towns	140	102	583	802
Full House Seating Capacity – Per Show All Screens	301,486	124,278	420,267	463,824
Seating Capacity Per Screen Per Show	299	543	282	445
**Full House Seating Capacity Annualized (in Mn Seats)	434	179	605	668

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

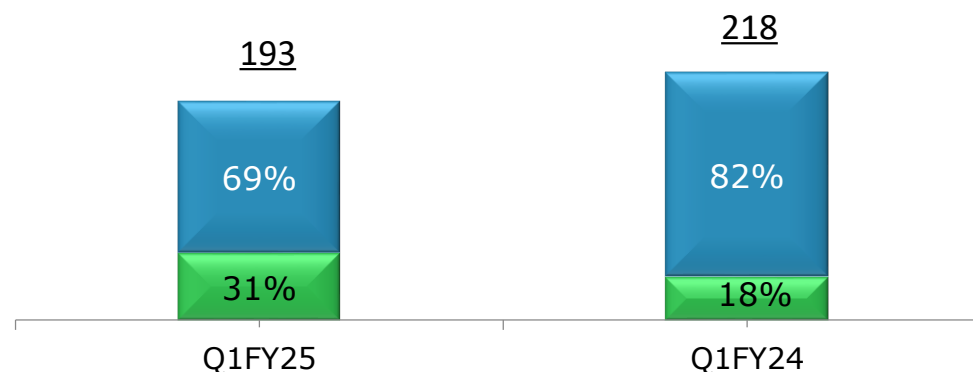
Full house seating capacity – Annualized is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

# In-Cinema Advertisement Revenue Analysis

■ Government + PSU

■ Corporate + Hyperlocal

INR Mn



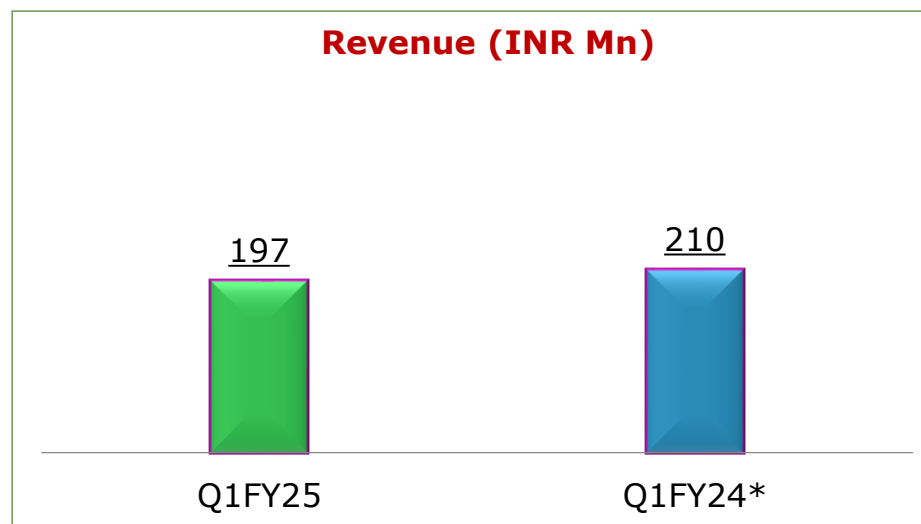
	Q1FY25	Q1FY24
Ad Revenue / Screen for the period (Avg) (Rs.)	50,550	66,293
Average # of minutes sold / show / Ad Screen	2.35	4.23
Advertisement Sharing with Exhibitors	85.21%	48.15%

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

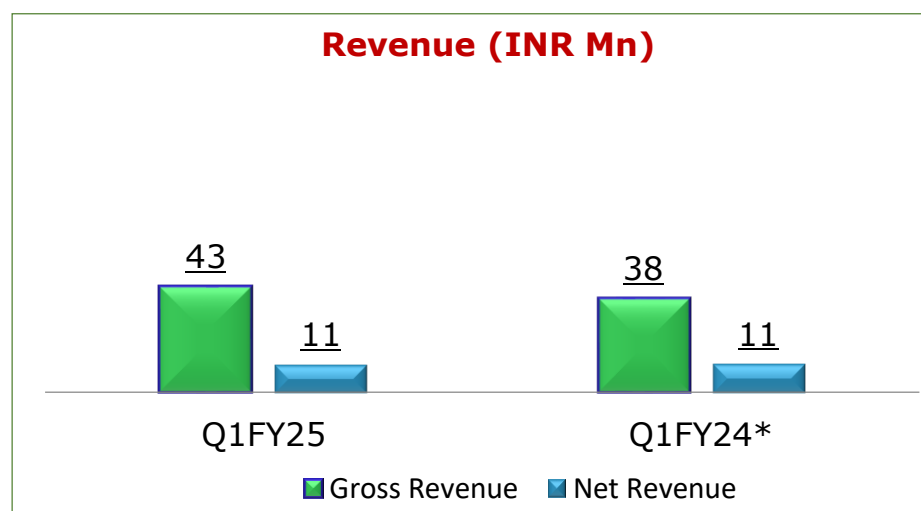
# **Theatrical Revenues**

# Theatrical revenues from Distributors

## Content Delivery Charges



## VPF Service Revenue



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

Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

# Operating Parameter – Distributor Revenue

# of Screens <sup>^</sup>	Q1FY25	Q1FY24
CDC Category Screens	3,043	2,983
VPF Category Screens	442	346
Total	3,485	3,329

# of Screens as on June 30, 2024

Revenue / Screen (Average) (in Rs.)	Q1FY25	Q1FY24*
CDC Category Screens	63,826	70,247
VPF Category Screens – Gross	98,365	1,11,243
VPF Category Screens – Net	25,686	33,708

<sup>^</sup>Includes franchisee screens

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

# Financial Performance

# Consolidated Reported P&L Statement

<b>(INR Mn)</b>	<b>Q1FY25</b>	<b>Q1FY24</b>	<b>% Change</b>
<b>Revenue from Operations</b>	<b>940</b>	<b>849</b>	<b>11%</b>
<b>Other Income</b>	<b>5</b>	<b>4</b>	<b>4%</b>
<b>Total Revenue</b>	<b>945</b>	<b>853</b>	<b>11%</b>
<b>Total Expenses</b>	<b>879</b>	<b>690</b>	<b>27%</b>
<b>EBITDA (Reported)</b>	<b>66</b>	<b>163</b>	<b>-60%</b>
Depreciation and Amortisation	96	110	<b>-13%</b>
<b>EBIT</b>	<b>(31)</b>	<b>53</b>	
Finance Cost	29	36	<b>-19%</b>
Finance Income	14	9	<b>53%</b>
Profit from Associates	4	10	<b>-62%</b>
<b>PBT</b>	<b>(42)</b>	<b>36</b>	
Tax	(1)	11	
<b>PAT</b>	<b>(42)</b>	<b>25</b>	
<b>Basic EPS</b>	<b>(1.07)</b>	<b>0.66</b>	

Ind AS 116 impact on P&L - certain operating lease expense (Q1FY25 - Rs. 21.25 Mn) is recognised as Depreciation expense for the right of use assets (Q1FY25 - Rs. 18.29 Mn) and Finance Cost for interest accrued on lease liability (Q1FY25 - Rs. 5.82 Mn).

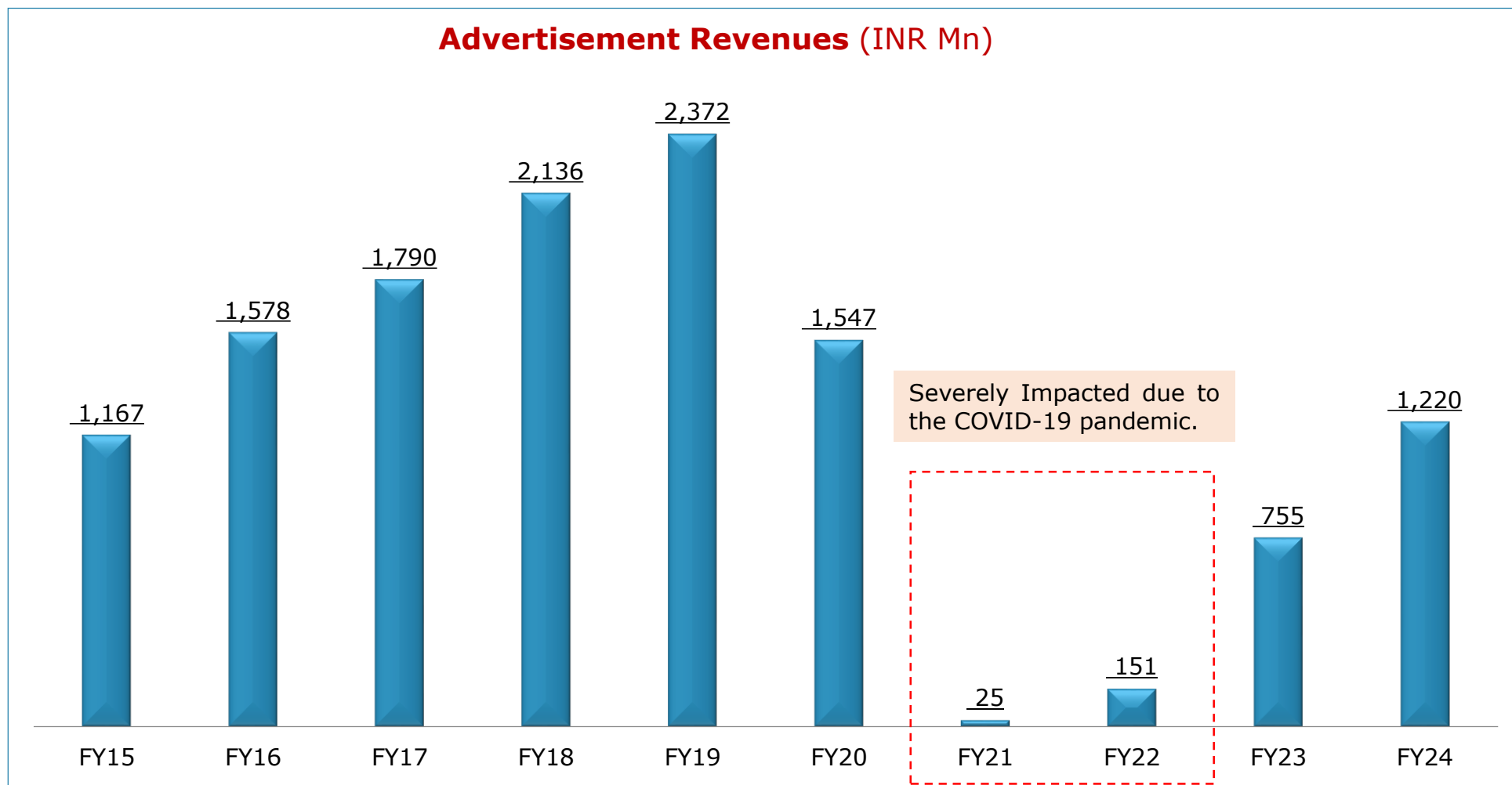
# Consolidated Expenditure Analysis

<b>Expenses</b>	<b>Q1FY25</b>
<b>1) Total Operating Direct Cost</b>	<b>499</b>
<b>Key Operating Direct Cost Components</b>	
- <i>Advertisement revenue share</i>	<u>164</u>
- <i>VPF service revenue share</i>	<u>31</u>
<b>2) Employee Benefit Expenses</b>	<b>219</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>161</b>
<b>Total Expenses</b>	<b>879</b>

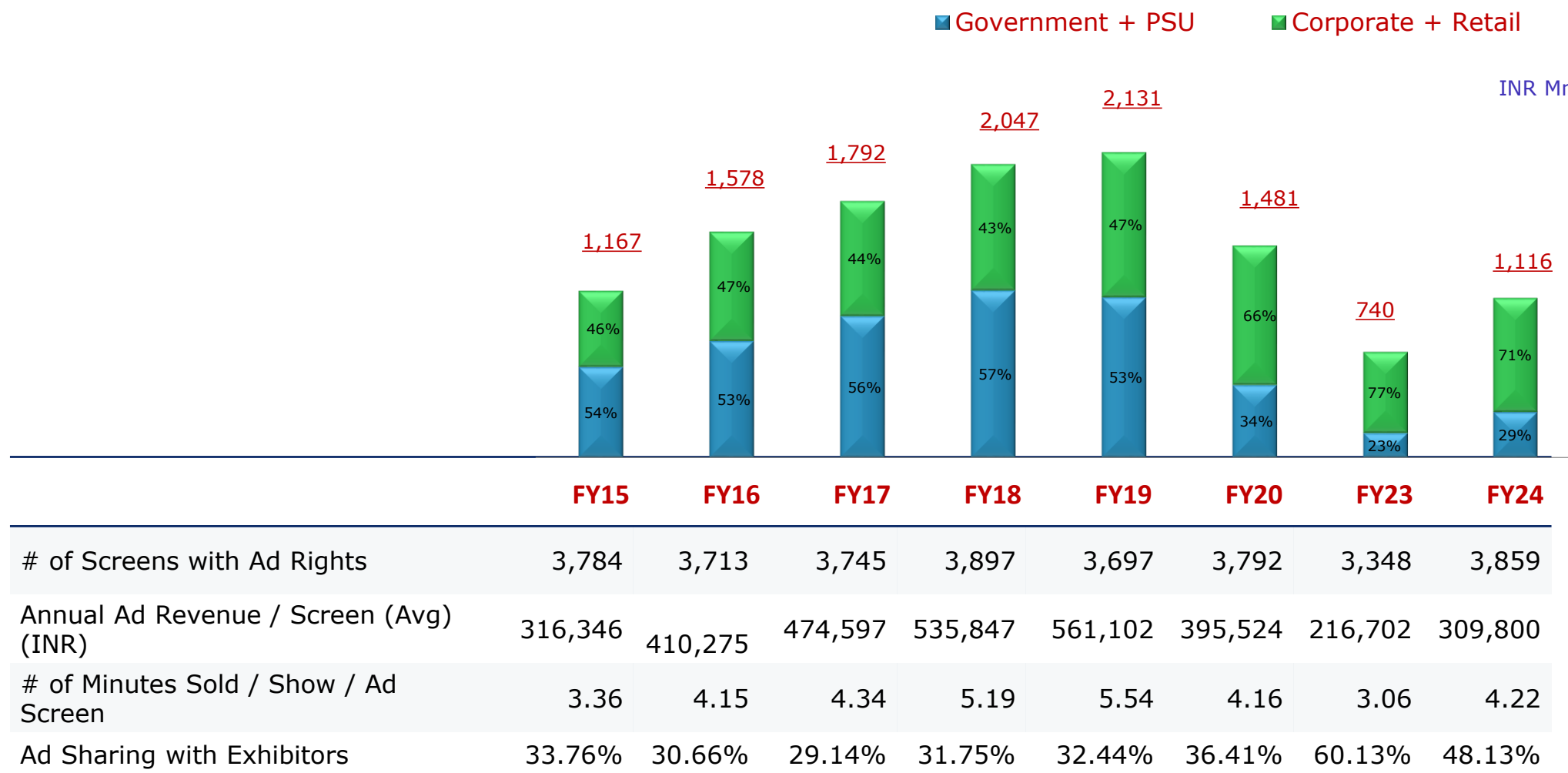


# Annexure

# 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

(% of Total # of shares)	June 30, 2024
Promoters	22.5%
Institutional Investors	24.4%
Foreign Portfolio Investors	0.7%
Corporate Bodies	2.6%
Others	49.9%
<b>Total # of Shares</b>	<b>3,85,96,759</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 1.9 billion viewers annually through 3,769 screens comprising of 2,498 screens in the PRIME channel and 1,271 screens in the POPULAR channel across 1,382 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, 2024, UFO's global network, along with subsidiaries and associates, spans 3,613 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,769 screens, with an aggregate seating capacity of approximately 1.9 billion viewers annually and a reach of 1,382 cities and towns across India, as on June 30, 2024.

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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