

Results Presentation

Q2&H1FY'25

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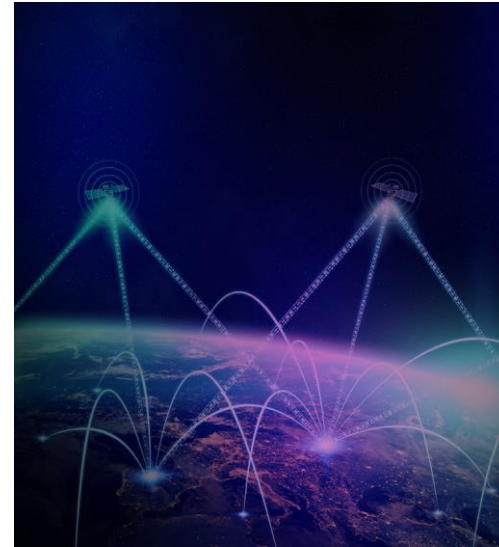
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

UFO Moviez at a Glance



**3,735
High Impact
Ad Screens**

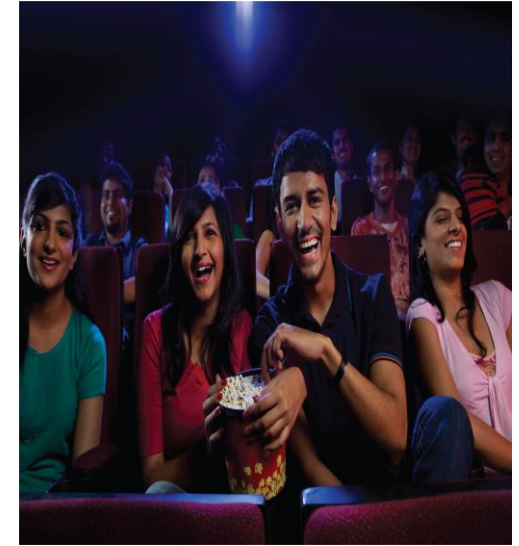


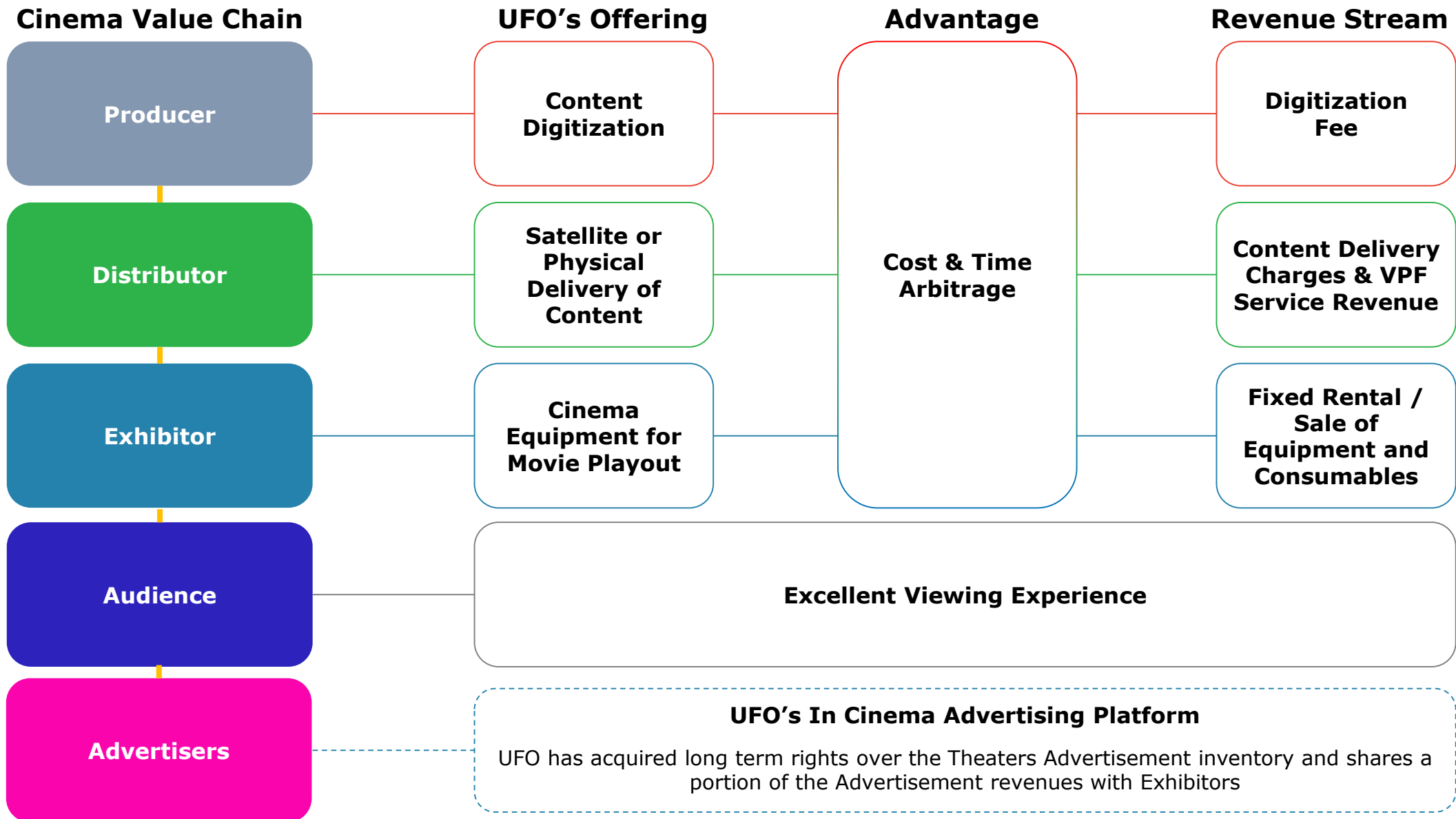
**1,374
Cities & Towns
Across India**

**946
Movies
Digitally
Delivered
in H1FY25**



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



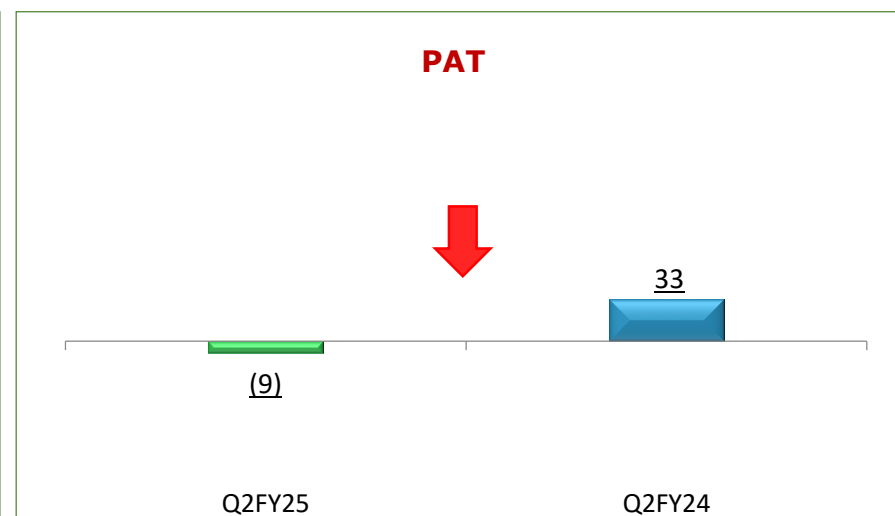
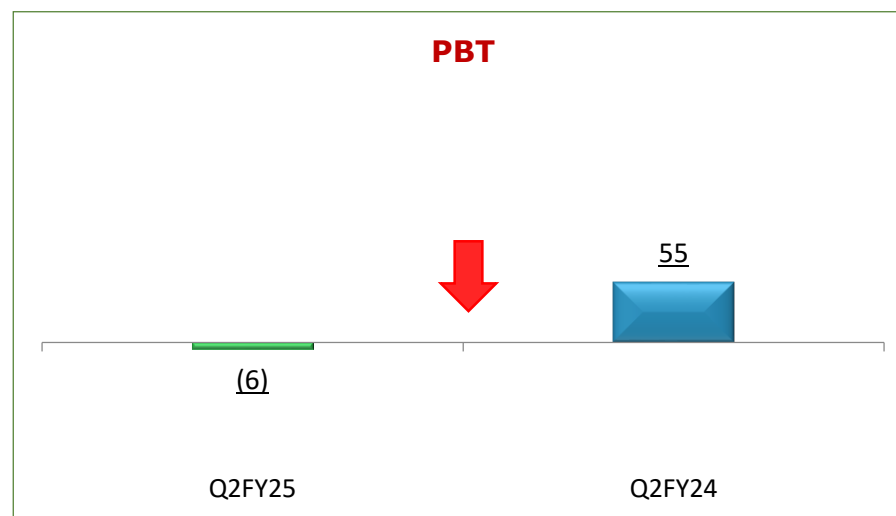
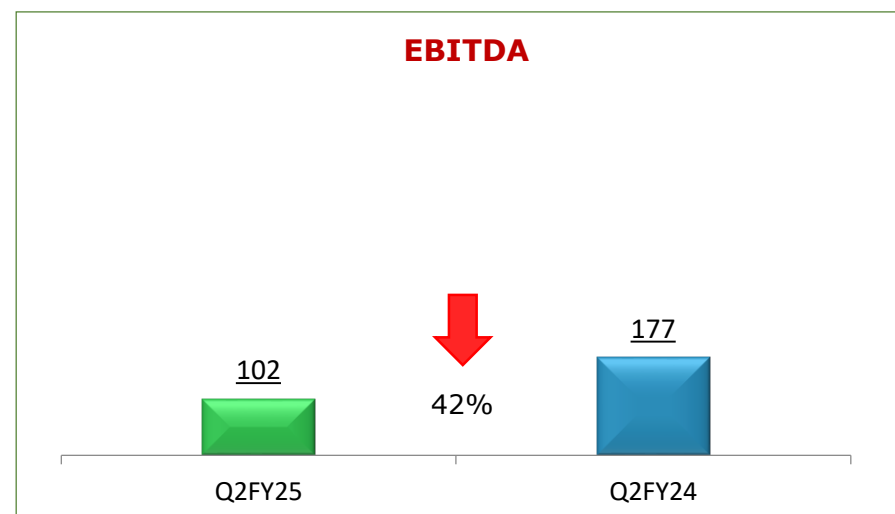
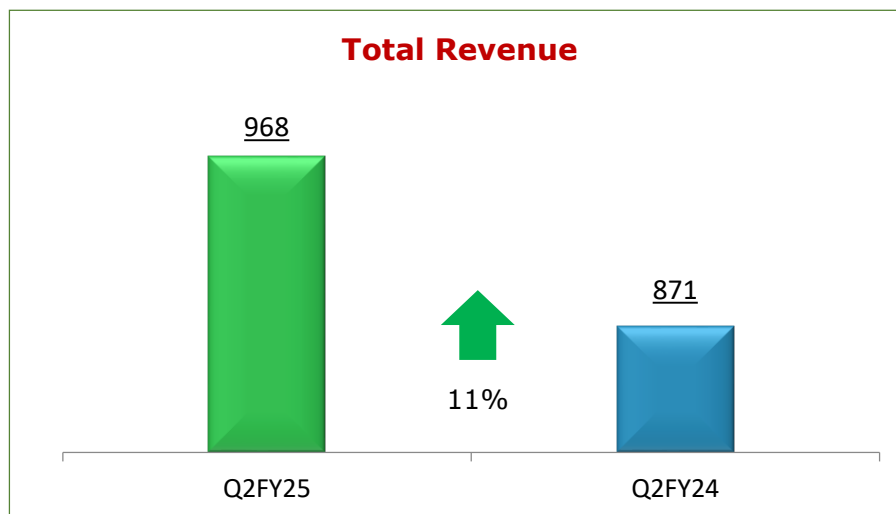




Financial & Operating Highlights

Consolidated Financial Highlights

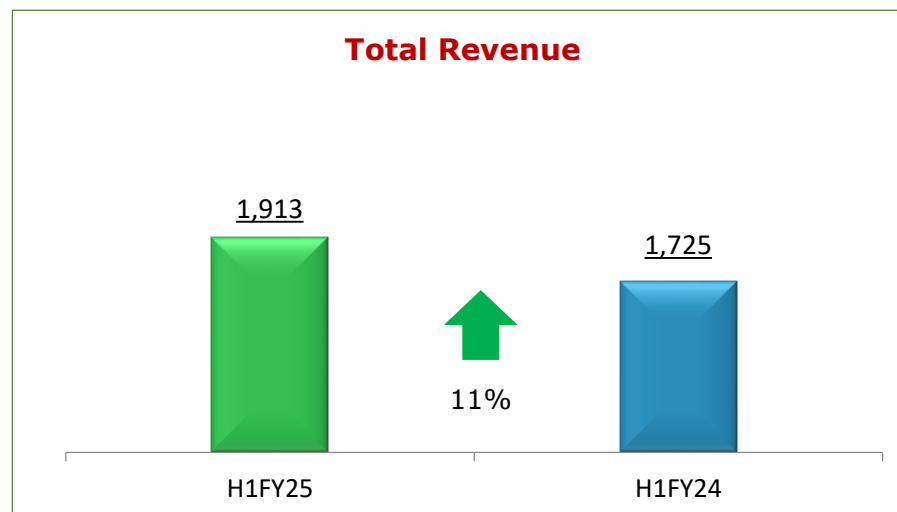
Q2FY25 vs Q2FY24 (INR Mn)



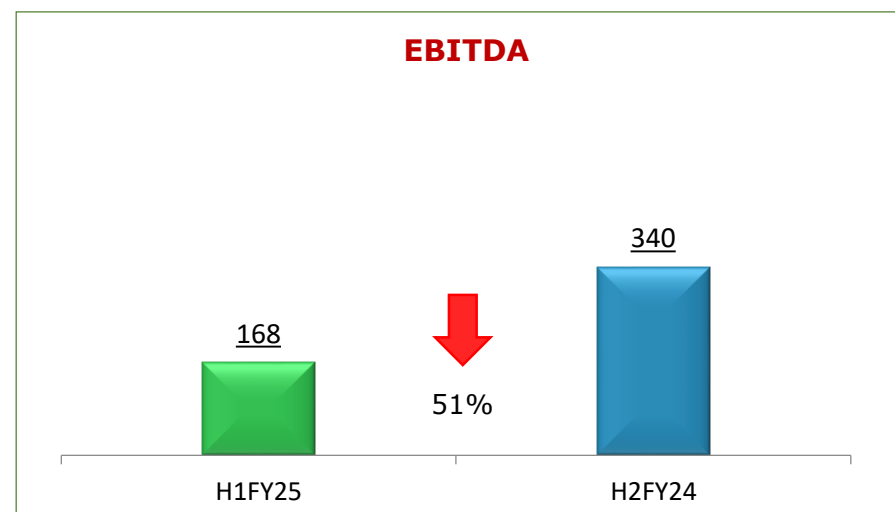
Consolidated Financial Highlights

H1FY25 vs H1FY24 (INR Mn)

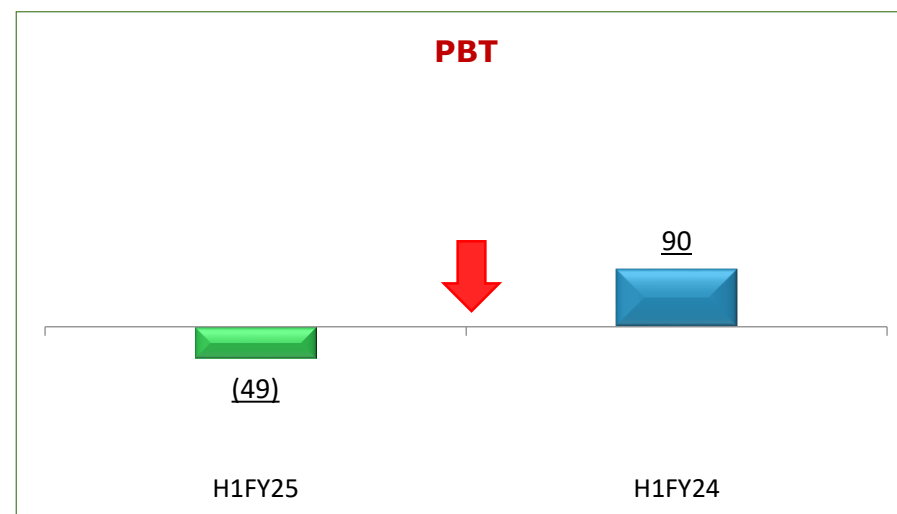
Total Revenue



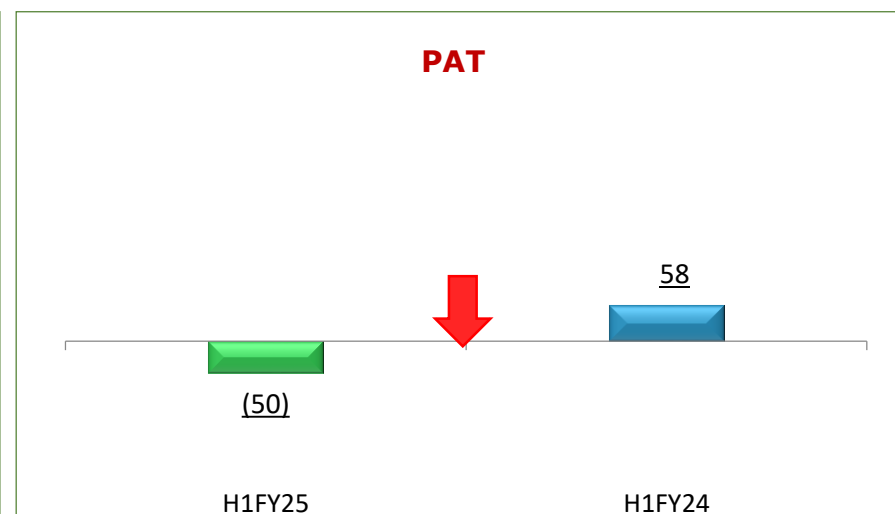
EBITDA



PBT

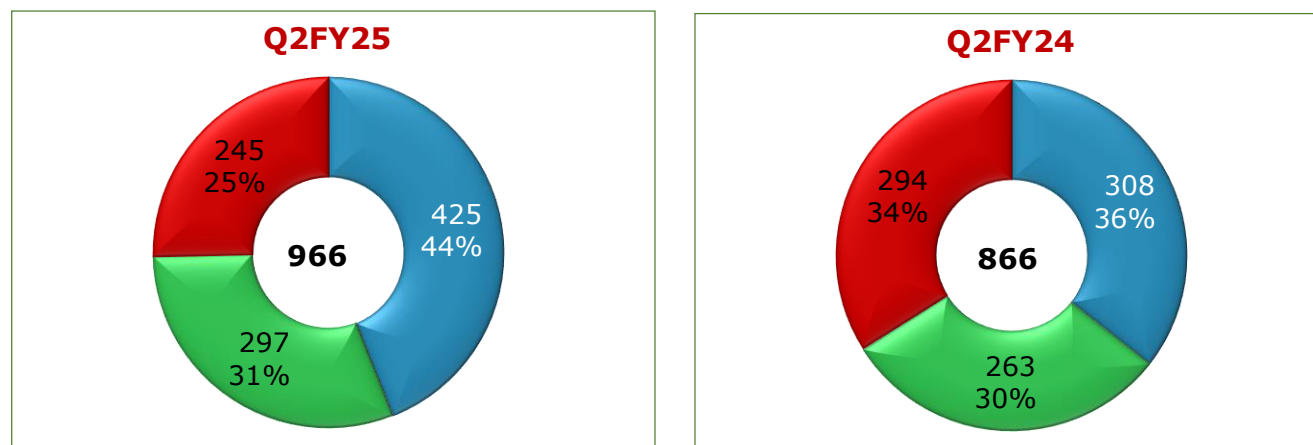


PAT



Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



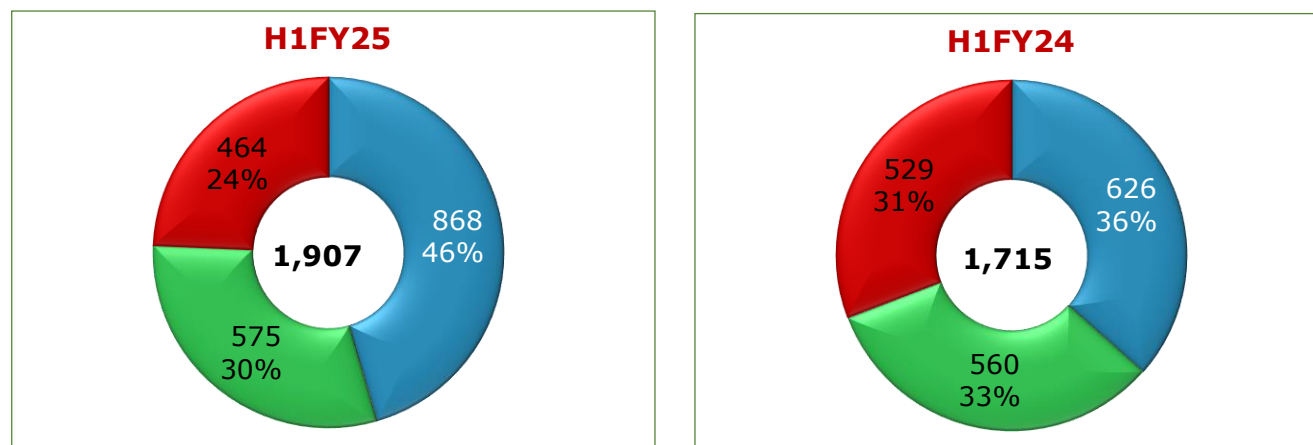
Exhibitor Revenue

(INR Mn)		Q2FY25	Q2FY24	YoY % Change
Advertisement Revenue	(i)	245	294	-17%
- In-Cinema Advertisement Revenue		242	292	-17%
- Corporate + Hyperlocal		193	215	-10%
- Government + PSU		49	77	-36%
- Caravan Advertisement Revenue		3	3	6%
Revenue from Distributor	(ii)	297	263	13%
Content Delivery Charge		216	201	7%
VPF Service Revenue		43	23	87%
Digitisation Income		36	35	1%
Others		3	4	-34%
Revenue from Exhibitor	(iii)	425	308	38%
Lease rental income		144	141	2%
Total Sales of Products		226	126	80%
Other Operating Revenues		55	41	34%
Revenue from Operations	(i+ii+iii)	966	866	12%

Note: Excludes Other Income

Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



Exhibitor Revenue

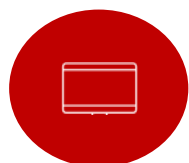
(INR Mn)		H1FY25	H1FY24	YoY % Change
Advertisement Revenue	(i)	464	529	-12%
- In-Cinema Advertisement Revenue		435	510	-15%
- Corporate + Hyperlocal		327	395	-17%
- Government + PSU		108	115	-6%
- Caravan Advertisement Revenue		29	19	53%
Revenue from Distributor	(ii)	575	560	3%
Content Delivery Charge		413	407	1%
VPF Service Revenue		85	65	31%
Digitisation Income		72	82	-12%
Others		5	6	-14%
Revenue from Exhibitor	(iii)	868	626	39%
Lease rental income		291	284	2%
Total Sales of Products		489	268	82%
Other Operating Revenues		88	74	19%
Revenue from Operations	(i+ii+iii)	1,907	1,715	11%

Note: Excludes Other Income

In-Cinema Advertising Performance



In-Cinema Advertisement Operating Parameter



Number of Screens
3,735



Multiplex
2,122



Single Screens
1,613*



Full House Seating Capacity - Annualized
~1.8 Bn

H1FY25	Metro and Tier I		Other Cities and Towns	
	Multiplex	Single Screens	Multiplex	Single Screens
# of UFO Screens	887	353	1,235	1,260
Cities and Towns	123	129	429	917
Full House Seating Capacity – Per Show All Screens	221,304	195,494	286,132	553,700
Seating Capacity Per Screen Per Show	249	554	232	439
**Full House Seating Capacity Annualized (in Mn Seats)	319	282	412	797

* Includes 423 premium single screens

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

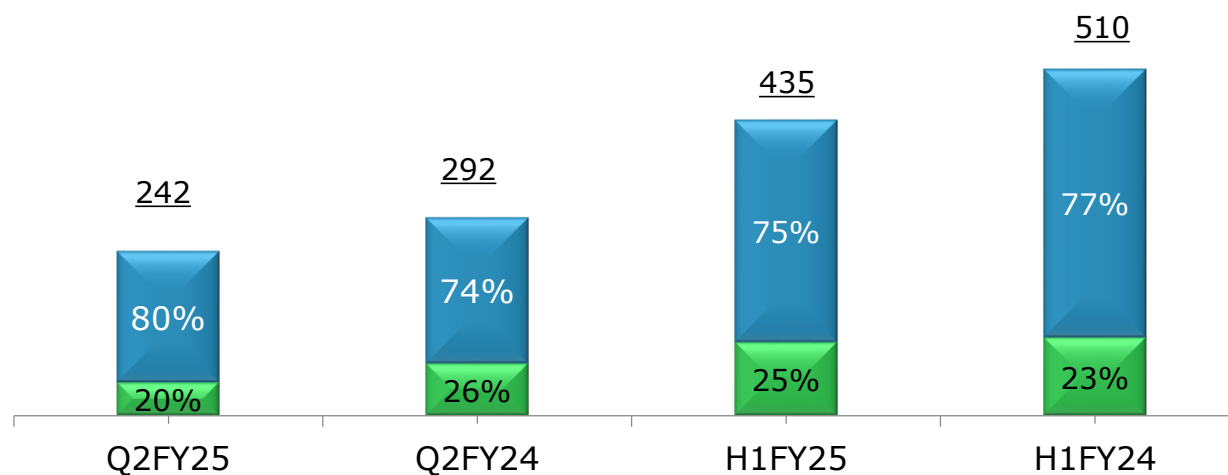
Full house seating capacity – Annualized is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

In-Cinema Advertisement Revenue Analysis

■ Government + PSU

■ Corporate + Hyperlocal

INR Mn



	Q2FY25	Q2FY24	H1FY25	H1FY24
Ad Revenue / Screen for the period (Avg) (Rs.)	64,557	89,259	1,14,569	1,53,335
Average # of minutes sold / show / Ad Screen	3.03	4.79	2.68	4.45
Advertisement Sharing with Exhibitors	69.44%	41.35%	76.43%	44.26%

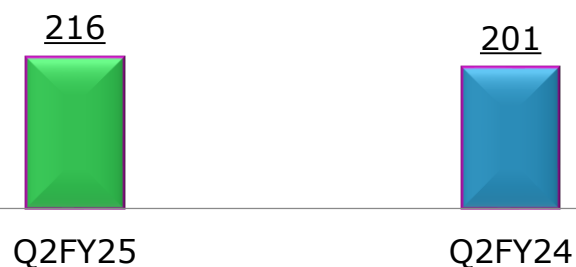
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Theatrical Revenues

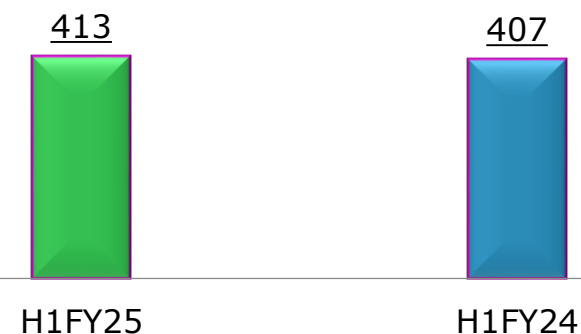
Theatrical revenues from Distributors

Content Delivery Charges

Revenue (INR Mn)

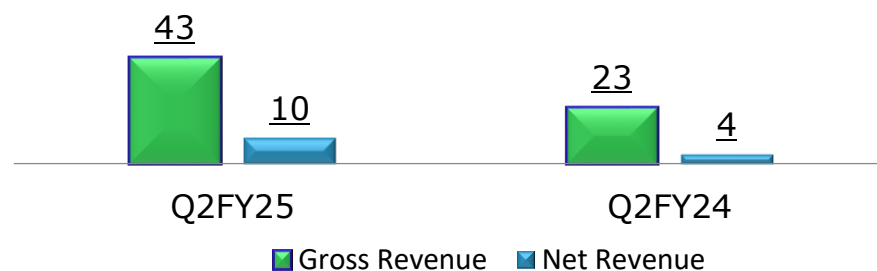


Revenue (INR Mn)

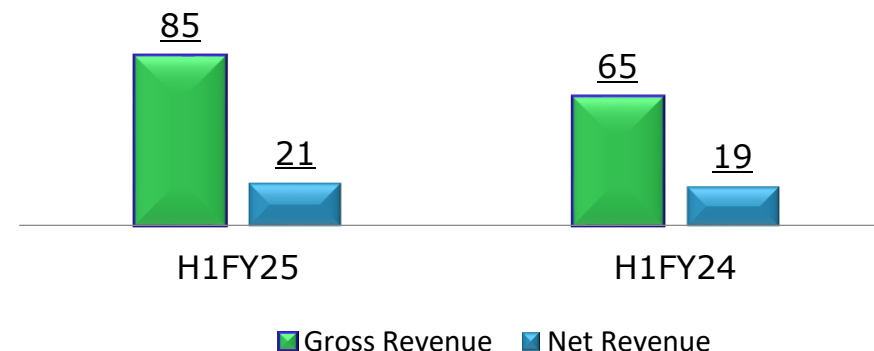


VPF Service Revenue

Revenue (INR Mn)



Revenue (INR Mn)



Operating Parameter – Distributor Revenue

# of Screens [^]	Q2FY25	Q2FY24	H1FY25	H1FY24
CDC Category Screens	3,022	3,045	3,022	3,045
VPF Category Screens	442	349	442	349
Total	3,464	3,394	3,464	3,394

of Screens as on September 30, 2024

Revenue / Screen (Average) (in Rs.)	Q2FY25	Q2FY24*	H1FY25	H1FY24
CDC Category Screens	71,148	65,301	1,34,174	1,34,708
VPF Category Screens – Gross	96,753	78,107	1,97,243	1,90,350
VPF Category Screens – Net	22,835	23,104	49,023	57,104

[^]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)	Q2FY25	Q2FY24	% Change	H1FY25	H1FY24	% Change
Revenue from Operations	966	866	12%	1,907	1,715	11%
Other Income	2	6	-73%	6	10	-39%
Total Revenue	968	871	11%	1,913	1,725	11%
Total Expenses	866	695	25%	1,745	1,385	26%
EBITDA (Reported)	102	177	-42%	168	340	-51%
Depreciation and Amortisation	95	104	-9%	191	215	-11%
EBIT	7	72	-90%	-23	125	
Finance Cost	31	32	-5%	60	69	-13%
Finance Income	14	8	61%	27	17	57%
Profit from Associates	4	21	-83%	7	31	-76%
PBT	-6	69		-49	105	
Exceptional item		14			14	
PBT (After considering exceptional item)	-6	55		-49	90	
Tax	2	22		2	32	
PAT	-9	33		-50	58	
Basic EPS	-0.23	0.85		-1.30	1.51	

Ind AS 116 impact on P&L - certain operating lease expense (Q2FY25 - Rs. 16.17 Mn & H1FY25 - Rs. 37.42) is recognised as Depreciation expense for the right of use assets (Q2FY25 - Rs. 18.29 Mn & H1FY25 - Rs. 36.59) and Finance Cost for interest accrued on lease liability (Q2FY25 - Rs. 5.48 Mn & H1FY25 - Rs. 11.29).

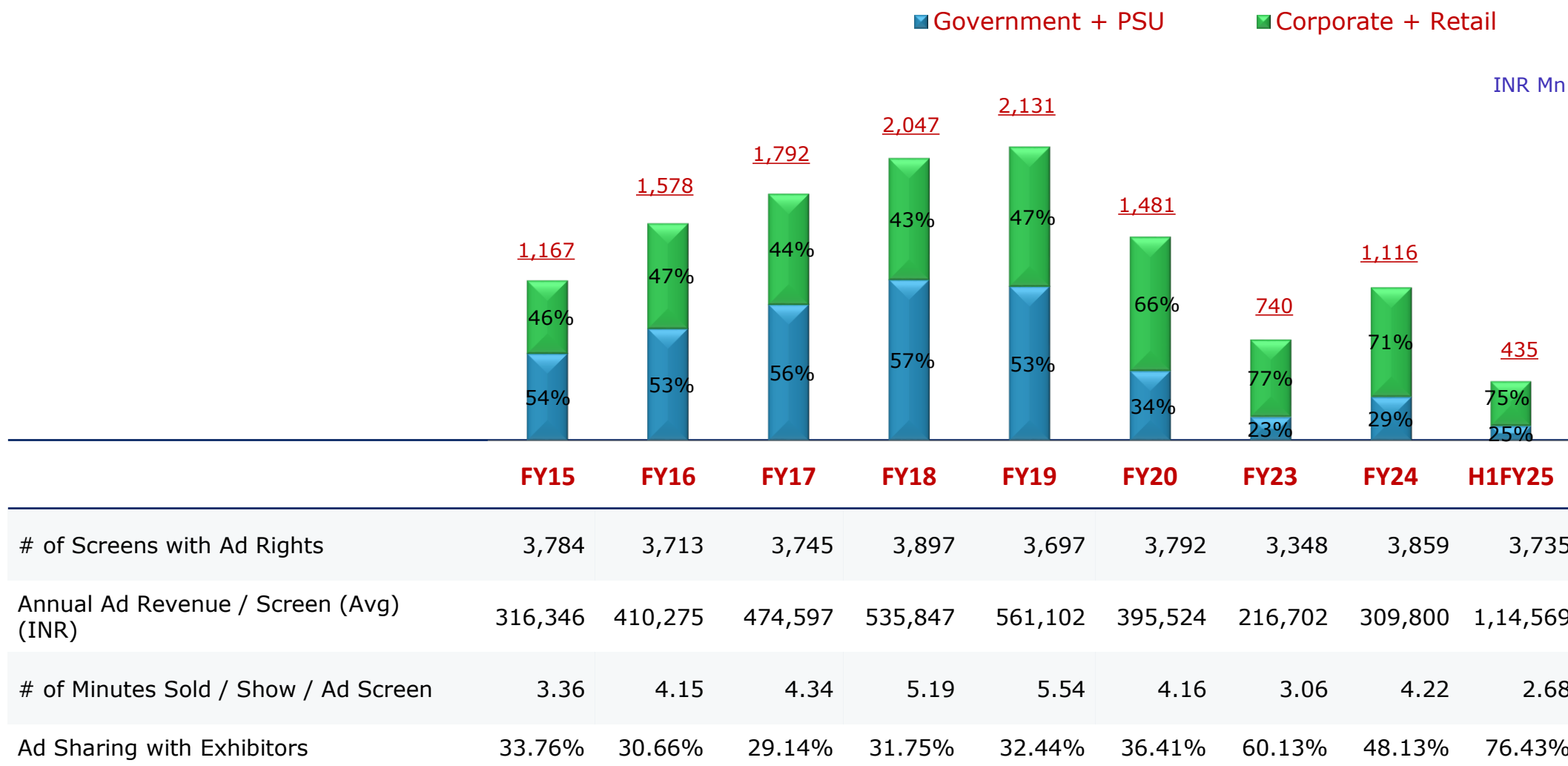
Consolidated Expenditure Analysis

(INR Mn)

Expenses	Q2FY25	H1FY25
1) Total Operating Direct Cost	470	969
Key Operating Direct Cost Components		
- <i>Advertisement revenue share</i>	<u>168</u>	<u>332</u>
- <i>VPF service revenue share</i>	<u>33</u>	<u>64</u>
2) Employee Benefit Expenses	225	444
3) Other Expenses (SG&A)	171	332
Total Expenses	866	1,745

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)	September 30, 2024
Promoters	22.5%
Institutional Investors	24.4%
Foreign Portfolio Investors	0.7%
Corporate Bodies	3.1%
Others	49.3%
Total # of Shares	3,86,05,987

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 3,735 screens, comprising 2,122 Multiplex screens and 1,613 single screens across 1,374 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 Sep 30, 2024, UFO's global network, along with subsidiaries and associates, spans 3,597 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,735 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,374 cities and towns across India, as on Sep 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. For further details, contact:

Ami Mehta

Asst. Manager – Investor Relations

Tel: +91 22 4030 5126

Email: ami.mehta@ufomoviez.com