

# Results Presentation

Q3&9MFY'25

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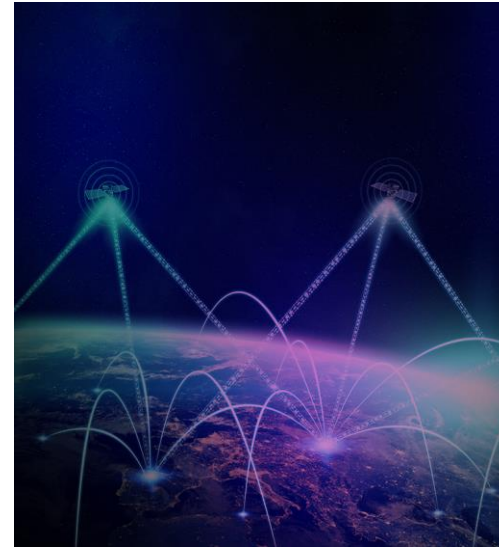
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

# UFO Moviez at a Glance



**3,863**  
High Impact  
Ad Screens

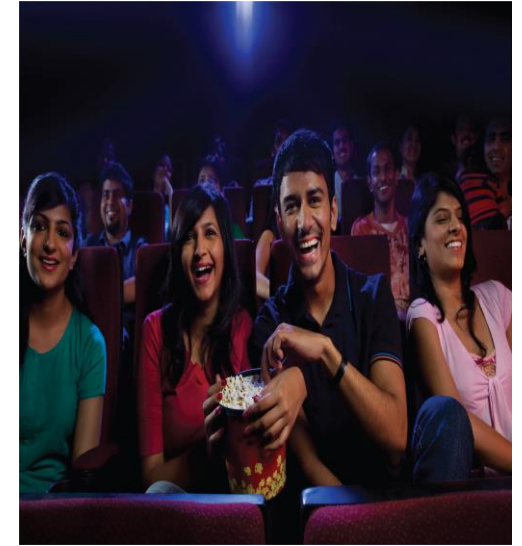


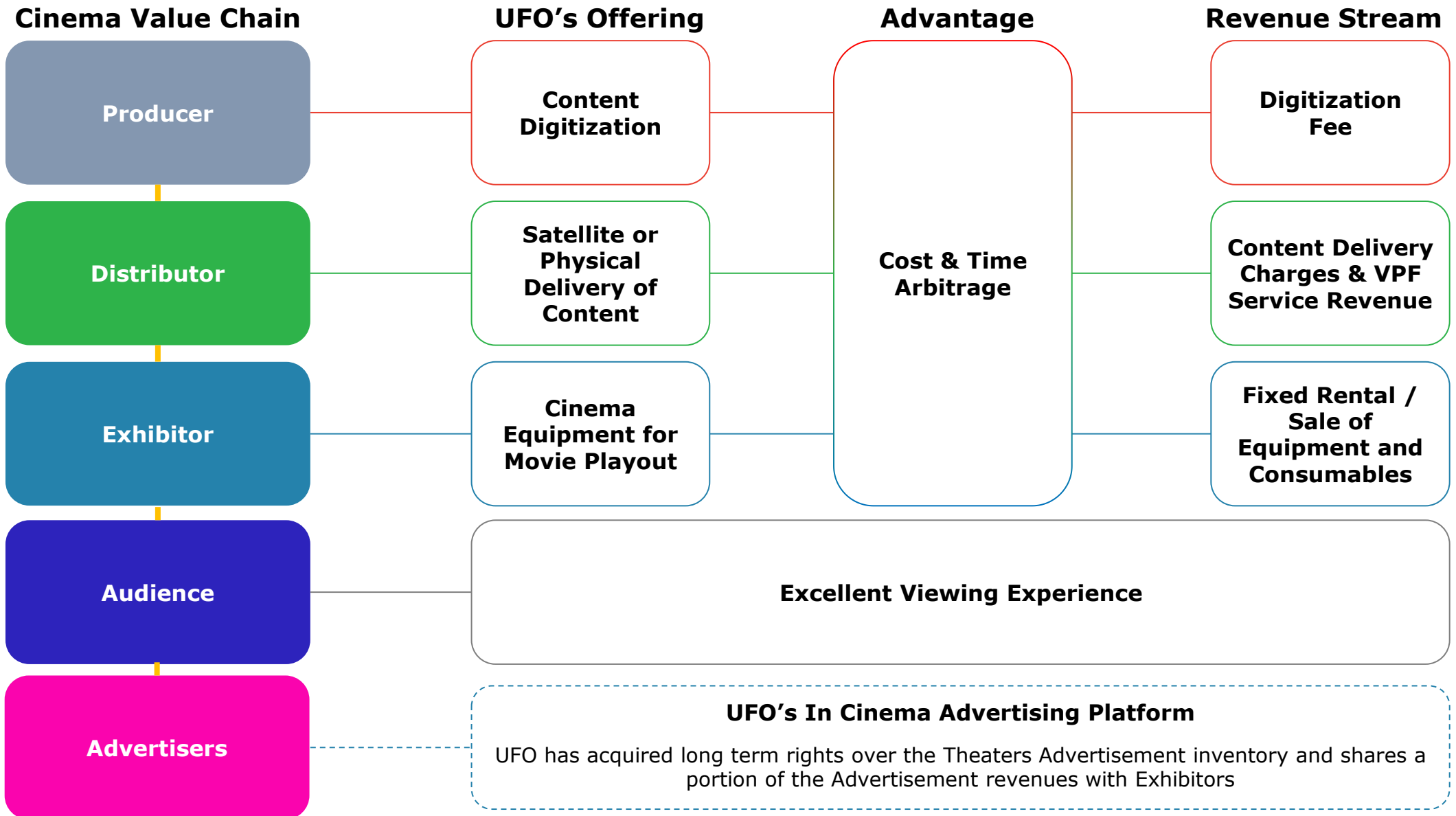
**1,397**  
Cities & Towns  
Across India

**1,350**  
Movies  
Digitally  
Delivered  
in 9MFY25



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

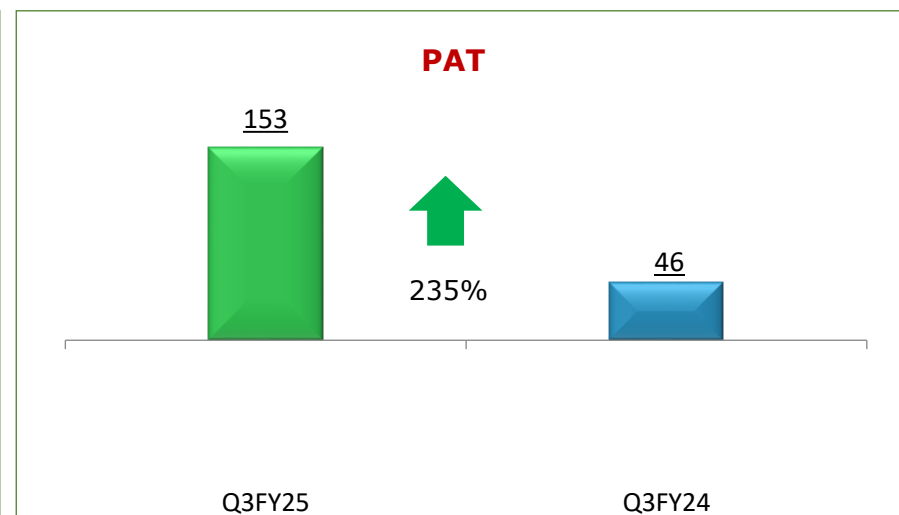
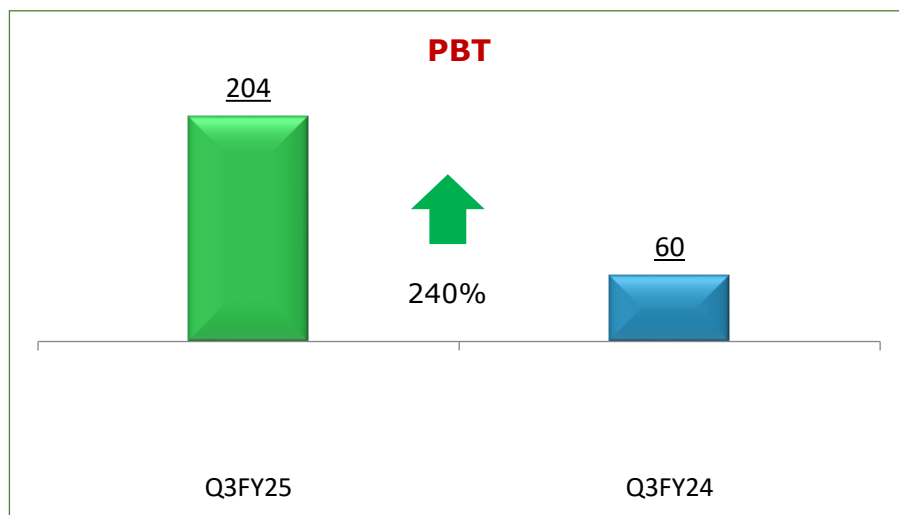
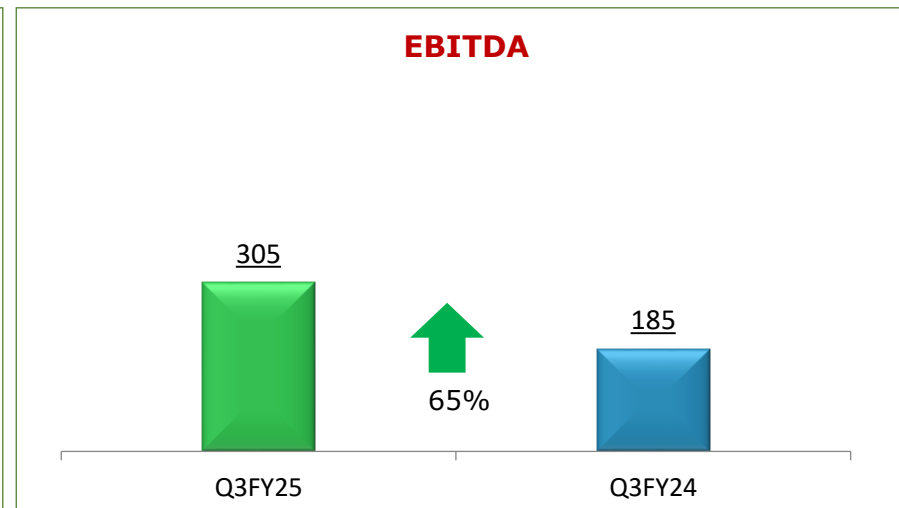
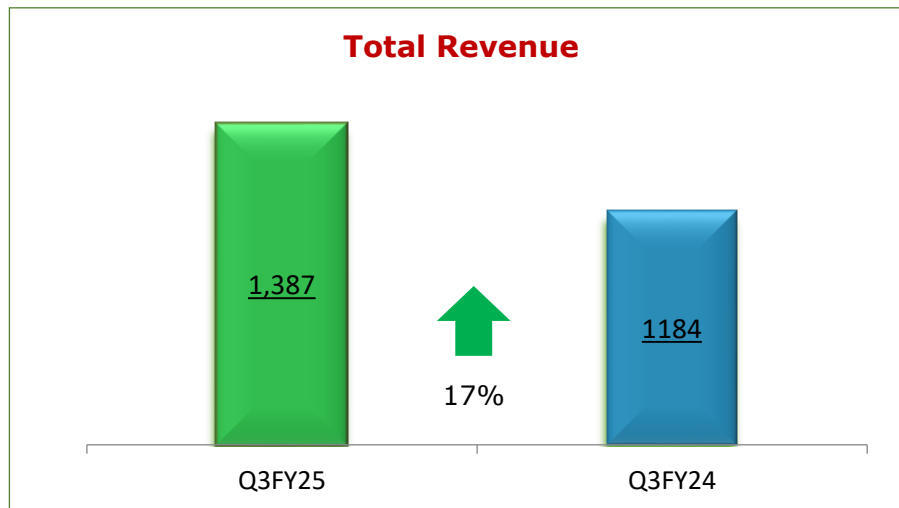




# **Financial & Operating Highlights**

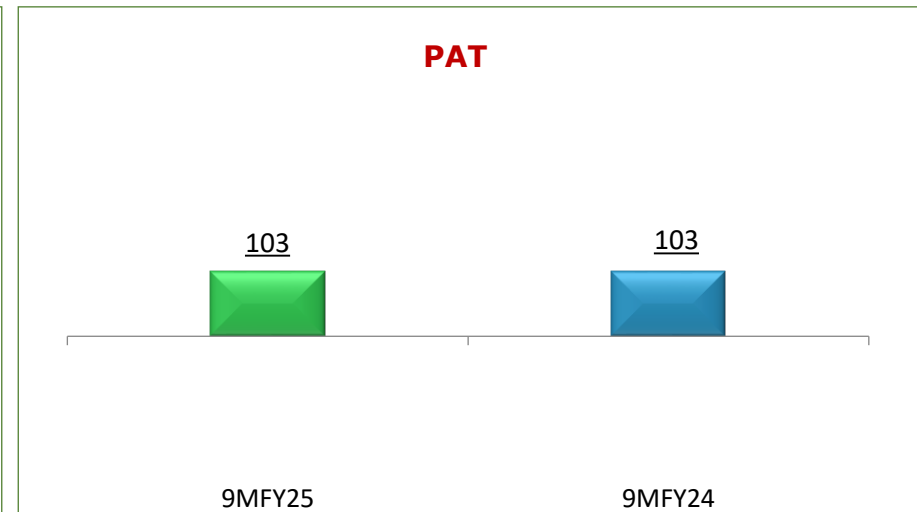
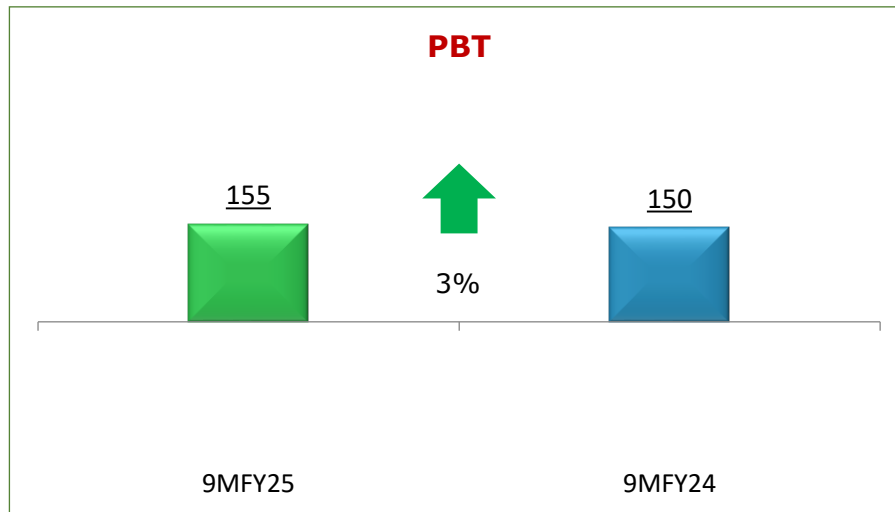
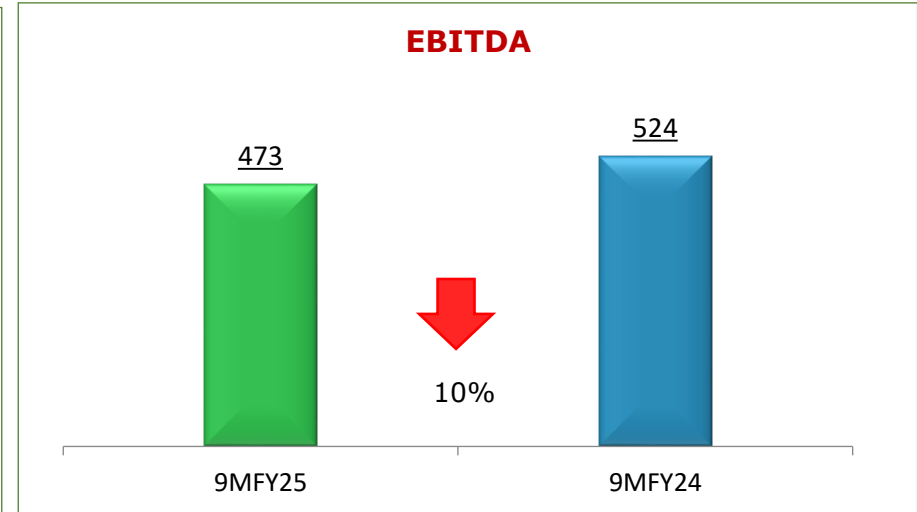
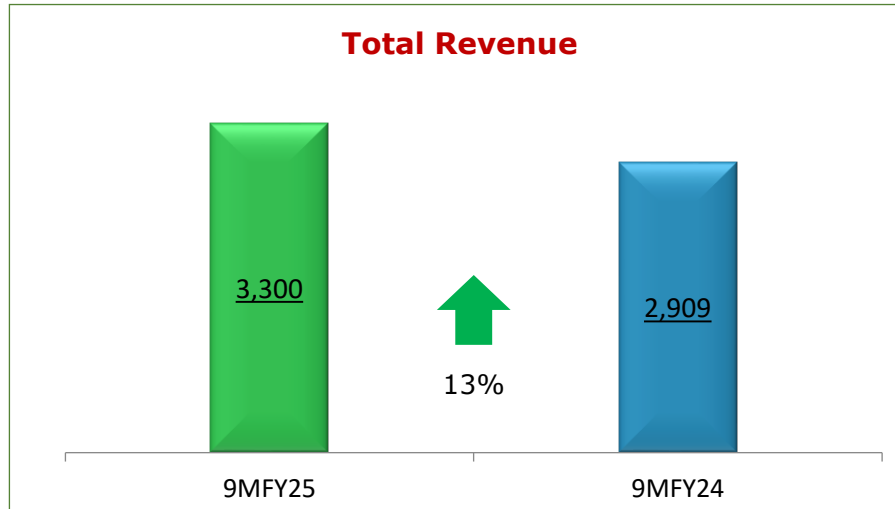
# Consolidated Financial Highlights

## Q3FY25 vs Q3FY24 (INR Mn)



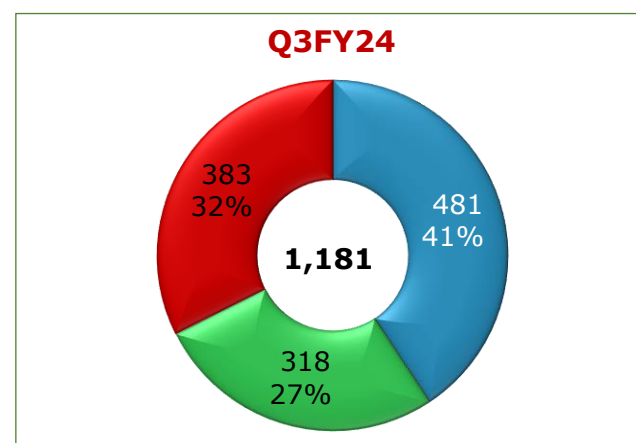
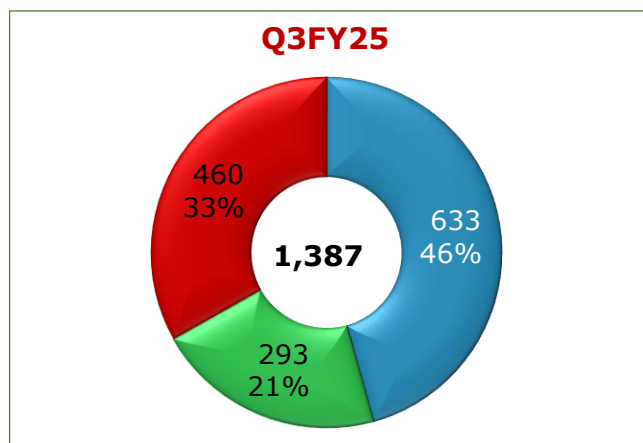
# Consolidated Financial Highlights

## 9MFY25 vs 9MFY24 (INR Mn)



# Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



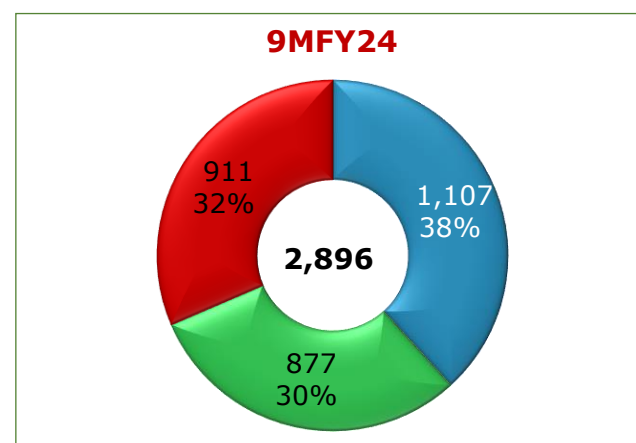
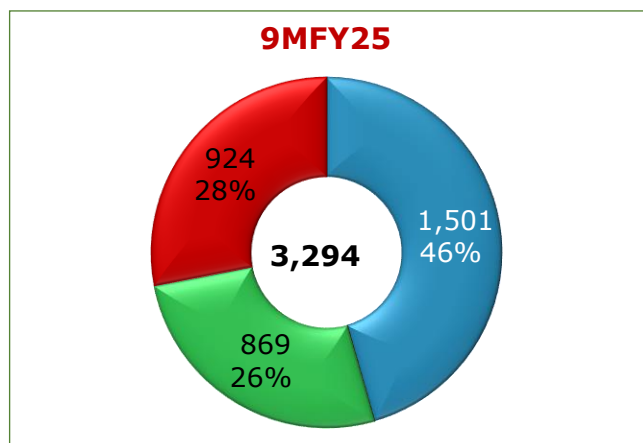
Exhibitor Revenue

(INR Mn)		Q3FY25	Q3FY24	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>460</b>	<b>383</b>	<b>20%</b>
- In-Cinema Advertisement Revenue		457	341	34%
- Corporate + Hyperlocal		357	232	54%
- Government + PSU		100	109	-8%
- Caravan Advertisement Revenue		3	41	-93%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>293</b>	<b>318</b>	<b>-8%</b>
Content Delivery Charge		212	233	-9%
VPF Service Revenue		39	42	-7%
Digitisation Income		34	42	-20%
Others		9	1	828%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>633</b>	<b>481</b>	<b>32%</b>
Lease rental income		152	141	8%
Sale of Products		432	280	54%
Other Operating Revenues		50	60	-17%
<b>Revenue from Operations</b>				
<b>(i+ii+iii)</b>		<b>1387</b>	<b>1181</b>	<b>17%</b>



# Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



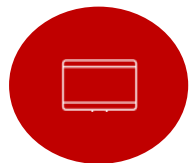
Exhibitor Revenue

(INR Mn)		9MFY25	9MFY24	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>924</b>	<b>911</b>	<b>1%</b>
- In-Cinema Advertisement Revenue		892	851	5%
- Corporate + Hyperlocal		685	627	9%
- Government + PSU		207	224	-8%
- Caravan Advertisement Revenue		32	60	-47%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>869</b>	<b>877</b>	<b>-1%</b>
Content Delivery Charge		624	639	-2%
VPF Service Revenue		124	107	16%
Digitisation Income		106	124	-15%
Others		14	7	111%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>1501</b>	<b>1107</b>	<b>36%</b>
Lease rental income		443	426	4%
Sale of Products		920	548	68%
Other Operating Revenues		138	133	3%
<b>Revenue from Operations</b>				
<b>(i+ii+iii)</b>		<b>3294</b>	<b>2896</b>	<b>14%</b>

# **In-Cinema Advertising Performance**



# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,863**



**Multiplex**  
**2,246**



**Single Screens**  
**1,617\***



**Full House Seating Capacity - Annualized**  
**~1.8 Bn**

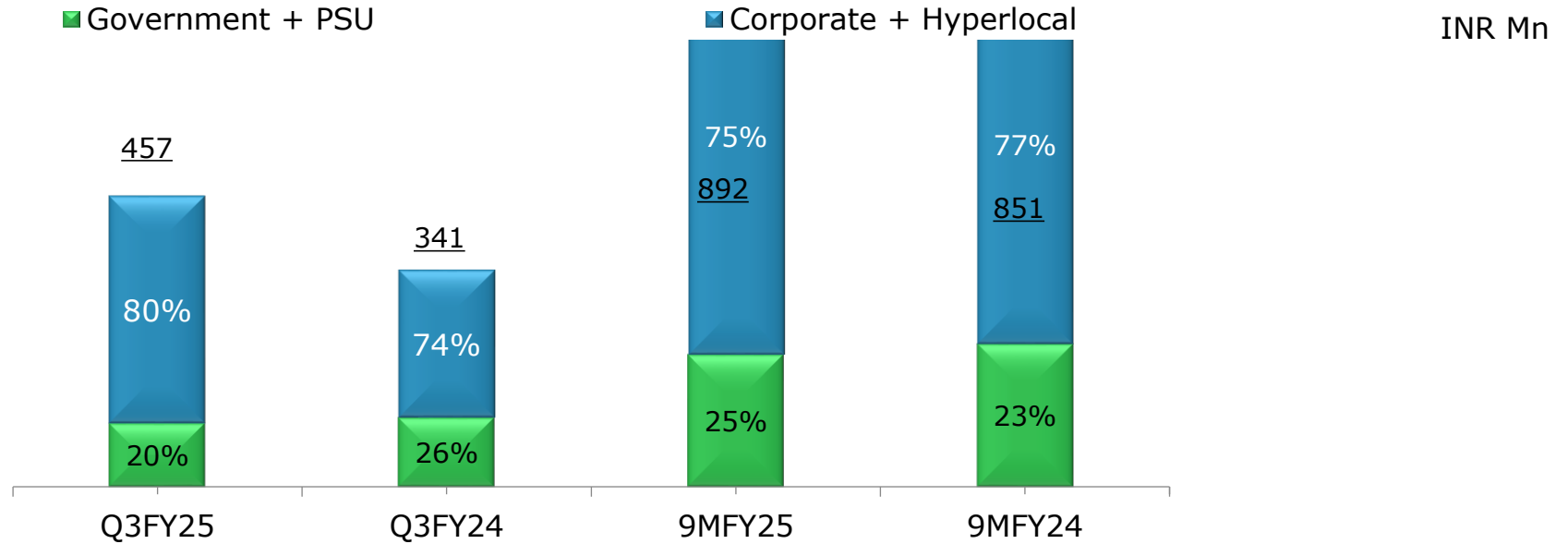
9MFY25	Metro and Tier I		Other Cities and Towns	
	Multiplex	Single Screens	Multiplex	Single Screens
# of UFO Screens	977	344	1,269	1,273
Cities and Towns	148	157	449	1003
Full House Seating Capacity – Per Show All Screens	237,426	189,308	292,881	556,152
Seating Capacity Per Screen Per Show	243	550	231	437
**Full House Seating Capacity Annualized (in Mn Seats)	342	273	422	801

\* Includes 419 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



	Q3FY25	Q3FY24	9MFY25	9MFY24
Ad Revenue / Screen for the period (Avg) (Rs.)	1,20,461	1,01,715	2,31,197	2,52,012
Average # of minutes sold / show / Ad Screen	5.67	5.30	3.62	4.67
Advertisement Sharing with Exhibitors	40.72%	41.89%	58.13%	43.31%

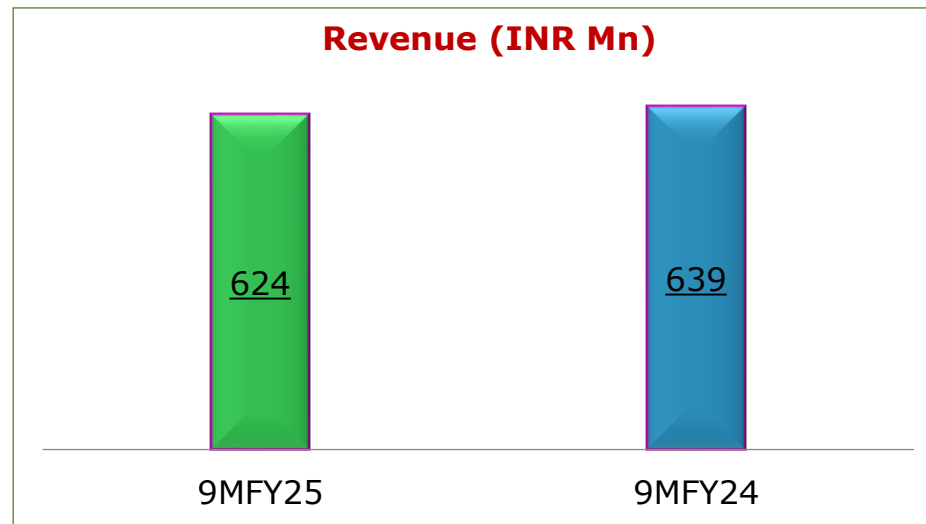
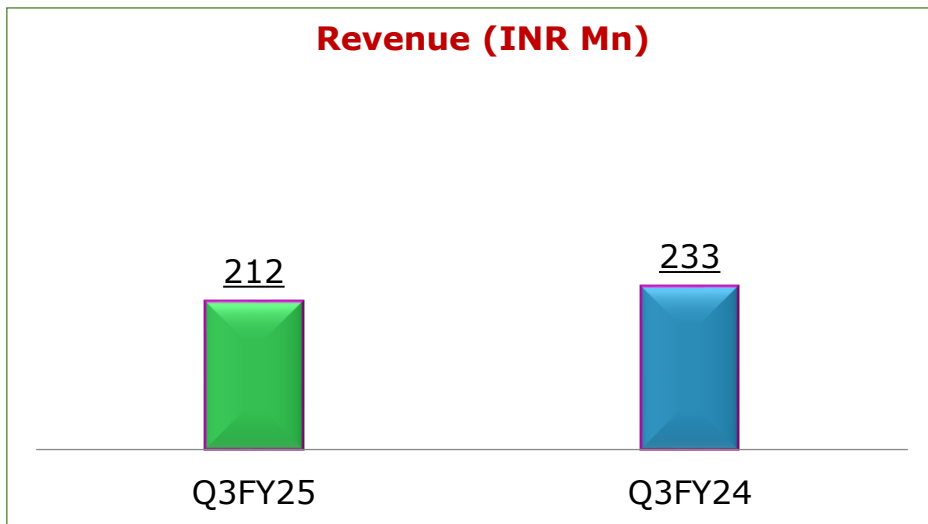
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period  
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

# Theatrical Revenues

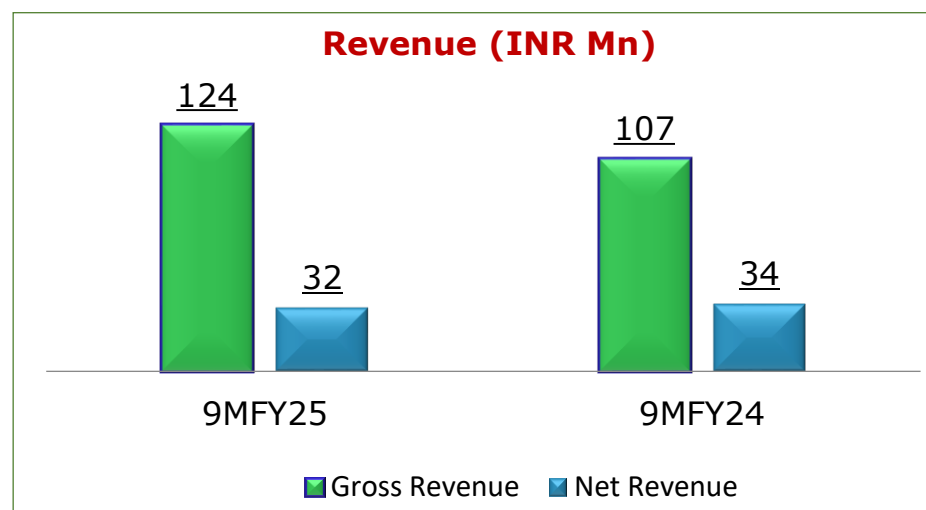
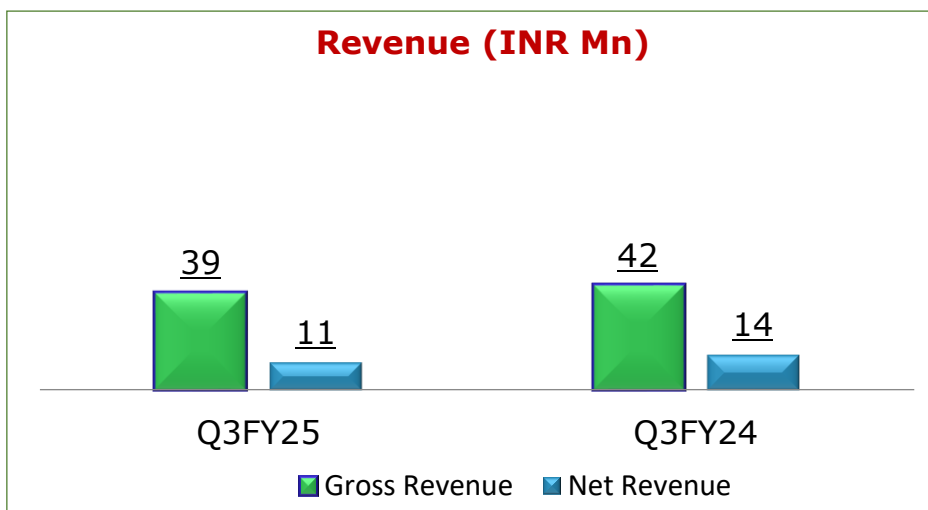
The slide features a white background with three large, overlapping geometric shapes: a blue triangle in the bottom-left corner, a red triangle in the top-right corner, and a green triangle in the bottom-right corner. The text 'Theatrical Revenues' is centered in a bold, blue font.

# Theatrical revenues from Distributors

## Content Delivery Charges



## VPF Service Revenue



Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

# Operating Parameter – Distributor Revenue

<b># of Screens<sup>^</sup></b>	<b>Q3FY25</b>	<b>Q3FY24</b>	<b>9MFY25</b>	<b>9MFY24</b>
CDC Category Screens	3,104	3,100	3,104	3,100
VPF Category Screens	439	387	439	387
Total	3,543	3,487	3,543	3,487

# of Screens as on December 31, 2024

<b>Revenue / Screen (Average) (in Rs.)</b>	<b>Q3FY25</b>	<b>Q3FY24</b>	<b>9MFY25</b>	<b>9MFY24</b>
CDC Category Screens	69,053	75,731	2,00,256	2,09,857
VPF Category Screens – Gross	88,656	1,14,388	2,88,540	1,90,350
VPF Category Screens – Net	24,972	38,481	74,246	93,426

<sup>^</sup>Includes franchisee screens

# Financial Performance



# Consolidated Reported P&L Statement

(INR Mn)	Q3FY25	Q3FY24	% Change	9MFY25	9MFY24	% Change
<b>Revenue from Operations</b>	<b>1,387</b>	<b>1,181</b>	<b>17%</b>	<b>3,294</b>	<b>2,896</b>	<b>14%</b>
<b>Other Income</b>	<b>0</b>	<b>3</b>	<b>-92%</b>	<b>6</b>	<b>13</b>	<b>-52%</b>
<b>Total Revenue</b>	<b>1,387</b>	<b>1,184</b>	<b>17%</b>	<b>3,300</b>	<b>2,909</b>	<b>13%</b>
<b>Total Expenses</b>	<b>1,082</b>	<b>999</b>	<b>8%</b>	<b>2,827</b>	<b>2,384</b>	<b>19%</b>
<b>EBITDA (Reported)</b>	<b>305</b>	<b>184</b>	<b>65%</b>	<b>473</b>	<b>524</b>	<b>-10%</b>
Depreciation and Amortisation	97	109	-11%	288	324	-11%
<b>EBIT</b>	<b>208</b>	<b>75</b>	<b>176%</b>	<b>184</b>	<b>200</b>	<b>-8%</b>
Finance Cost	33	31	6%	93	100	-7%
Finance Income	20	12	62%	48	30	60%
Profit from Associates	4	4	-3%	12	34	-66%
<b>PBT</b>	<b>198</b>	<b>60</b>		<b>151</b>	<b>165</b>	
Exceptional item	4	-		4	14	
<b>PBT (After considering exceptional item)</b>	<b>202</b>	<b>60</b>		<b>155</b>	<b>150</b>	
Tax	50	14		52	47	
<b>PAT</b>	<b>152</b>	<b>46</b>		<b>103</b>	<b>103</b>	
<b>Basic EPS</b>	<b>3.96</b>	<b>1.20</b>		<b>2.66</b>	<b>2.69</b>	

Ind AS 116 impact on P&L - certain operating lease expense (Q3FY25 - Rs. 28.39 Mn & 9MFY25 - Rs. 65.81 ) is recognised as 1) Depreciation expense for the right of use assets (Q3FY25 - Rs. 19.23 Mn & 9MFY25 - Rs. 55.82) and 2) Finance Cost for interest accrued on lease liability (Q3FY25 - Rs. 6.01 Mn & 9MFY25 - Rs. 17.30).

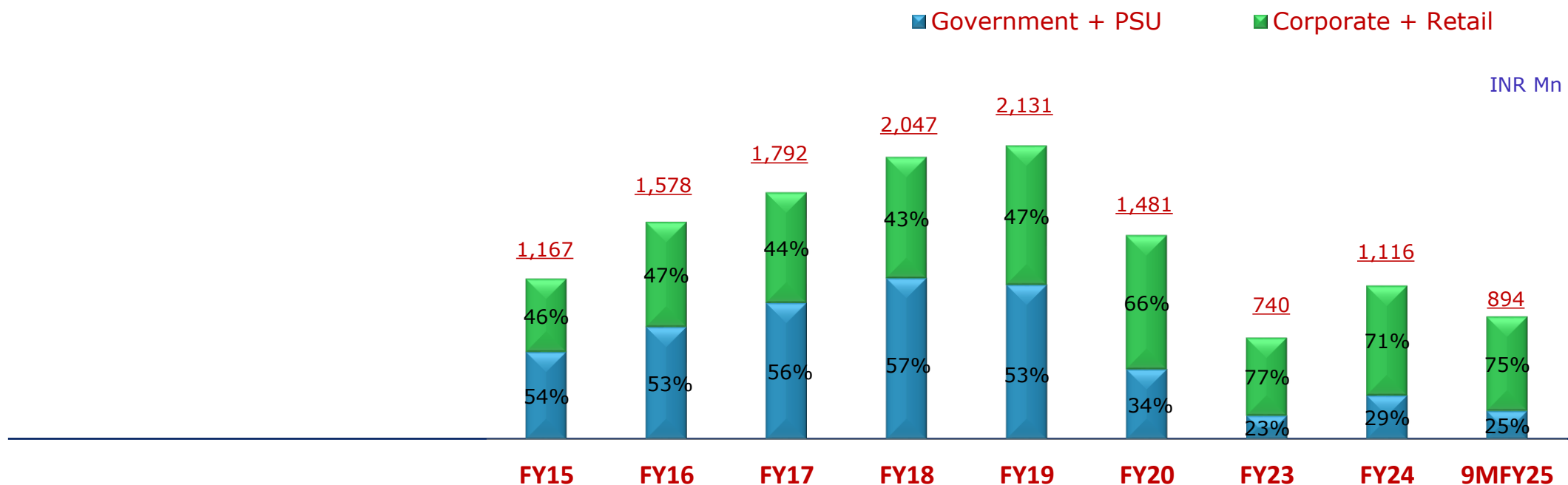
# Consolidated Expenditure Analysis

(INR Mn)

<b>Expenses</b>	<b>Q3FY25</b>	<b>Q3FY24</b>	<b>9MFY25</b>	<b>9MFY24</b>
<b>1) Total Operating Direct Cost</b>	<b>634</b>	<b>511</b>	<b>1,603</b>	<b>1,176</b>
<b>Key Operating Direct Cost Components</b>				
- <i>Advertisement revenue share</i>	<u>186</u>	<u>143</u>	<u>519</u>	<u>369</u>
- <i>VPF service revenue share</i>	<u>28</u>	<u>28</u>	<u>92</u>	<u>73</u>
<b>2) Employee Benefit Expenses</b>	<b>227</b>	<b>273</b>	<b>671</b>	<b>673</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>221</b>	<b>215</b>	<b>553</b>	<b>535</b>
<b>Total Expenses</b>	<b>1,082</b>	<b>999</b>	<b>2,827</b>	<b>2,384</b>

# Annexure

# Historical In-Cinema Advertising Performance



	FY15	FY16	FY17	FY18	FY19	FY20	FY23	FY24	9MFY25
# of Screens with Ad Rights	3,784	3,713	3,745	3,897	3,697	3,792	3,348	3,859	3,863
Annual Ad Revenue / Screen (Avg) (INR)	316,346	410,275	474,597	535,847	561,102	395,524	216,702	309,800	2,31,197
# of Minutes Sold / Show / Ad Screen	3.36	4.15	4.34	5.19	5.54	4.16	3.06	4.22	3.62
Ad Sharing with Exhibitors	33.76%	30.66%	29.14%	31.75%	32.44%	36.41%	60.13%	48.13%	58.13%

\*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

<b>(% of Total # of shares)</b>	<b>December 31, 2024</b>
Promoters	22.9%
Institutional Investors	24.3%
Foreign Portfolio Investors	0.7%
Corporate Bodies	3.3%
Others	48.8%
<b>Total # of Shares</b>	<b>3,87,41,257</b>

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 3,863 screens, comprising 2,246 Multiplex screens and 1,617 single screens across 1,397 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 Dec 31, 2024, UFO's global network, along with subsidiaries and associates, spans 3,543 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,863 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,397 cities and towns across India, as on Dec 31, 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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