



UFO Moviez Reports Q3&9MFY23 Results

Positive EBITDA ₹101 mn in Q3FY23 VERSUS Negative EBITDA ₹20 mn in Q3FY22.

Mumbai, February 06, 2023: UFO Moviez, India's largest in-cinema advertising platform, with the power to impact almost 1.8 billion viewers annually through 3,410 screens under the PRIME and POPULAR channels across 1,160 cities & towns, today announced its financial results for the quarter and nine months ended December 31, 2022.

Financial Highlights:

Quarter ended December 31, 2022

Advertisement revenues for this quarter have recovered well after the dip in Q2FY23 and surpassed the Q1FY23 levels with the steady increase in footfalls to the big screen and improvement in PSUs & State government's advertisement spending. The overall business saw a marginal improvement led by a recovery in Hindi movie acceptance and content flow.

Consolidated Revenues stood at ₹1,109 mn versus ₹521 mn in Q3FY22,
EBITDA improved to ₹101 mn versus negative EBITDA of 20 mn in Q3FY22,
PBT stood at negative ₹10mn versus negative ₹170 mn in Q3FY22,
PAT stood at negative ₹3 mn versus negative ₹130 mn in Q3FY22.

Nine months ended December 31, 2022

Consolidated Revenues stood at ₹3,093 mn versus ₹1,067 mn in 9MFY22,
EBITDA improved to positive ₹224 mn versus negative EBITDA ₹353 mn in 9MFY22,
PBT stood at negative ₹138mn versus negative ₹829 mn in 9MFY22,
PAT stood at negative ₹120 mn versus negative ₹680 mn in 9MFY22.

*"The bounce back of footfalls, cheerfulness and excitement amongst the viewers, sets a healthy momentum for the overall business growth in the coming months", said **Rajesh Mishra, Executive Director and Group CEO.** "After the subdued performance in the last quarter due to content challenges, Q3FY23 proved to be the best quarter so far post-pandemic, with net profitability reaching near breakeven levels despite the performance of Hindi movies still not at pre-covid levels. Regional movies continue to perform well and engage the audiences with good content. However, though regional movies have contributed significantly to the overall business, recovery in Hindi movies is crucial to get the pre-covid level advertisement back. With the recent successes of Hindi films and the line-up of movies releasing in the coming months, we are optimistic that the mass pull factor will gain momentum resulting in better recovery for the coming quarter."*

About UFO Moviez India Limited

UFO is India's largest in-cinema advertising platform, with the power to impact almost 1.8 billion viewers annually through 3,410 screens comprising of 2,054 screens in the PRIME channel and 1,356 screens in the POPULAR channel across 1,160 cities, leading directly into the hearts of India's Urban Heartland.

UFO is the first one, to enable cinema digitization with satellite technology in India. UFO is the end to end service provider for all DCI and non-DCI related cinema solutions. As on December 31, 2022, UFO's global network, along with subsidiaries and associates, spans 3,531 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,410 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,160 cities and towns across India, as on December 31, 2022.

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! UFO's mission is clear - un-biased, undivided, uninterrupted, cinema for all, and in doing so, outshining as the country's largest cinema influencers.

Safe Harbour

This document, except for the historical information, may contain forward looking statements indicating future performance or results, financial or otherwise. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events.

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