



UFO Moviez Reports Q2&H1FY24 Results

Profitability continues to grow on the back of strong Advertisement Revenue

Mumbai, November 02, 2023: UFO Moviez, India's largest in-cinema advertising platform, with the power to impact almost 1.7 billion viewers annually through 3,303 screens under the PRIME and POPULAR channels across 1,220 cities & towns, today, announced its financial results for the quarter ended September 30, 2023.

Financial Highlights:

Quarter ended September 30, 2023

During the quarter, business continued its growth momentum and achieved improved EBITDA and profitability on Q-o-Q and Y-o-Y basis. This improvement was primarily attributed to the increase in advertising revenue during the quarter.

Consolidated Revenues stood at ₹ 871 mn versus ₹ 1,078 mn in Q2FY23,

EBITDA margin improved by 1794 bps from 2.34% in Q2FY23 to 20.29% in Q2FY24,

EBITDA in Q2FY24 grew by 600% at ₹ 177 mn versus ₹ 25 mn in Q2FY23,

PBT stood at ₹ 69 mn versus negative PBT of ₹ 101 mn in Q2FY23,

PAT is at ₹ 33 mn versus Loss of ₹ 92 mn in Q2FY23.

Half Year September 30, 2023

Consolidated Revenues stood at ₹ 1,725 mn versus ₹ 1,984 mn in H1FY23,

EBITDA margin improved by 1351 bps from 6.20% in H1FY23 to 19.71% in H1FY24,

EBITDA in H1FY24 grew by 177% at ₹ 340 mn versus ₹ 123 mn in H1FY23,

PBT stood at ₹ 105 mn versus negative ₹ 128 mn in H1FY23,

PAT is at ₹ 58 mn versus negative ₹ 117 mn in H1FY23.

"The second quarter of FY24 witnessed a meaningful upturn and many films across various languages, especially Hindi Films did well at the box office. This quarter witnessed higher footfalls in theatres for movies across genres. This critical change in sentiment is now demonstrating that theatrical viewing is still the most preferred entertainment medium for cinema lovers," said Rajesh Mishra, Executive Director and Group CEO. "The success of films during this period has further instilled advertiser's confidence in the big screen, leading to increased corporate advertising revenue and improving the company's financial performance. Looking ahead, we are confident that the upward trajectory will continue in the 2nd half of FY24, on the back of strong movie line-up."

About UFO Moviez India Limited

UFO is India's largest in-cinema advertising platform, with the power to impact almost 1.7 billion viewers annually through 3,303 screens comprising of 2,033 screens in the PRIME channel and 1,270 screens in the POPULAR channel across 1,220 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 September 30, 2023, UFO's global network, along with subsidiaries and associates, spans 3,520 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,303 screens, with an aggregate seating capacity of approximately 1.7 billion viewers annually and a reach of 1,220 cities and towns across India, as on September 30, 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! 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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