



UFO Moviez Reports Q3&9MFY24 Results

UFO continues upward momentum in financial performance on the back of growth in advertising screen network

Mumbai, February 01, 2024: UFO Moviez, India's largest in-cinema advertising platform, with the power to impact almost 1.7 billion viewers annually through 3,407 screens under the PRIME and POPULAR channels across 1,257 cities & towns, today, announced its financial results for the quarter ended December 31, 2023.

Financial Highlights:

Quarter ended December 31, 2023

During the quarter, overall business saw an improvement on the back of improved Advertising and Theatrical Revenue. This led to an improved EBITDA and profitability on Q-o-Q and Y-o-Y basis. The Caravan Advertisement also gained some traction from the government segment this quarter.

Consolidated Revenues grew by 7% from ₹ 1,109 mn in Q3FY23 to ₹ 1,184 mn in Q3FY24,

EBITDA margin improved by **649 bps** from 9.10% in Q3FY23 to 15.58% in Q3FY24,

EBITDA in Q3FY24 grew by **83%** at ₹ 184 mn versus ₹ 101 mn in Q3FY23,

PBT improved from negative ₹ 10 mn in Q3FY23 to **₹ 60 mn** Q3FY24,

PAT grew to **₹ 46 mn** versus Loss of ₹ 3 mn in Q3FY23.

Nine months ended December 31, 2023

Consolidated Revenues stood at ₹ 2,909 mn versus ₹ 3,093 mn in 9MFY24,

EBITDA margin improved by **1,079 bps** from 7.24% in 9MFY23 to 18.03% in 9MFY24,

EBITDA in 9MFY24 grew by **134%** at ₹ 524 mn versus ₹ 224 mn in 9MFY23,

PBT improved from negative ₹ 138 mn in 9MFY23 to at **₹ 165 mn** in 9MFY24,

PAT grew to **₹ 103 mn** versus negative ₹ 120 mn in 9MFY23.

"The first half of this quarter started on a muted note due to the Cricket World Cup. However, the overall business during the quarter exhibited notable improvement," said Rajesh Mishra, Executive Director and Group CEO. "The month of December marked a turning point with successful releases across languages, especially Hindi Releases. This upswing led to an uptick in advertising revenue, achieving the highest ever quarterly advertisement revenue since Q3FY20. This underscores the growing confidence of advertisers in cinema as a potent advertising platform. With our Advertisement Screen Network now expanded to 3,407 screens (104 added during the quarter), and exclusive advertising rights secured across another 403 screens through a tie up with TSR Films in January 2024, we hope to accelerate and continue to build on the positive momentum."

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 3,407 screens comprising of 2,105 screens in the PRIME channel and 1,302 screens in the POPULAR channel across 1,257 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, 2023, UFO's global network, along with subsidiaries and associates, spans 3,619 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,407 screens, with an aggregate seating capacity of approximately 1.7 billion viewers annually and a reach of 1,257 cities and towns across India, as on December 31, 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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