



UFO Moviez Reports Q4&FY24 Results

FY24 marked the return to profitability and growth in screen network

Mumbai, May 23, 2024: UFO Moviez, India's largest in-cinema advertising platform, with the power to impact almost 1.9 billion viewers annually through 3,859 screens under the PRIME and POPULAR channels across 1,410 cities & towns, today, announced its financial results for the quarter and financial year ended March 31, 2024.

Financial Highlights:

Quarter ended March 31, 2024

During the quarter, the business remained steady despite the mixed box office performance of movie releases. Theatrical and Advertisement revenue saw a notable growth on a Y-o-Y basis. Additionally, the screen network has shown substantial improvement, surpassing 3,800 screens after over five years.

Consolidated Revenues grew by **35%** from ₹ 884 mn in Q4FY23 to ₹ 1,192 mn in Q4FY24,

EBITDA grew by **32%** from ₹ 115 mn in Q4FY23 to ₹ 152 mn in Q4FY24,

PBT improved from negative ₹ 7 mn in Q4FY23 to **₹ 77 mn** in Q4FY24,

PAT grew to **₹ 60 mn** versus negative of ₹ 12 mn in Q4FY23.

Year ended March 31, 2024

Consolidated Revenues grew by 3% from ₹ 3,978 mn in FY23 to ₹ 4,101 mn in FY24,

EBITDA grew by **100%** from ₹ 339 mn in FY23 to **₹ 676 mn** versus in FY24,

EBITDA margin improved by **796 bps** from 8.52% in FY23 to 16.48% in FY24,

PBT improved from negative ₹ 145 mn in FY23 to **₹ 227 mn** in FY24,

PAT grew to **₹ 164 mn** versus negative ₹ 132 mn in FY23.

"FY24 saw a diverse range of film releases across languages and genres, from big-budget spectacles to regional gems and sleeper hits. The industry's resilience in meeting changing consumer demands was evident," said Rajesh Mishra, Executive Director and Group CEO. "Despite significant content volatility this year, the overall business saw improvement, marking FY24 the first profitable financial year since FY20. The cost optimization measures along with the steady theatrical revenue, improved advertising revenues and expanded advertisement screen network has helped to strengthen the financial position and market presence. As we move forward, with the upcoming movies line-up, we are optimistic to continue the positive momentum."

About UFO Moviez India Limited

UFO is India's largest in-cinema advertising platform, with the power to impact almost 1.9 billion viewers annually through 3,859 screens comprising of 2,492 screens in the PRIME channel and 1,367 screens in the POPULAR channel across 1,410 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 March 31, 2024, UFO's global network, along with subsidiaries and associates, spans 3,683 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,859 screens, with an aggregate seating capacity of approximately 1.9 billion viewers annually and a reach of 1,410 cities and towns across India, as on March 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! 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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