

Q1FY23
Results Presentation
August 03, 2022

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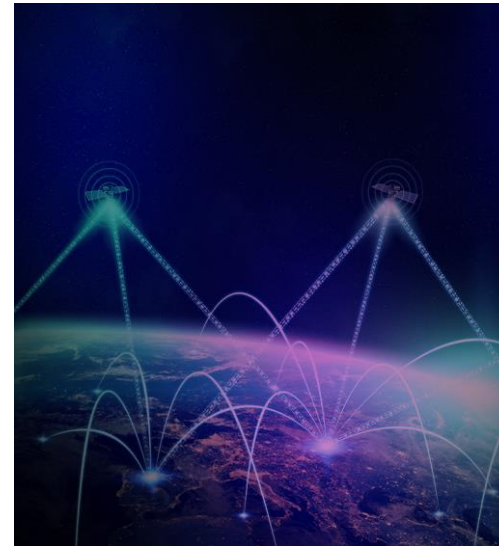
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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

UFO Moviez at a Glance



**3,503
High Impact
Ad Screens**



**1,178
Cities & Towns
Across India**

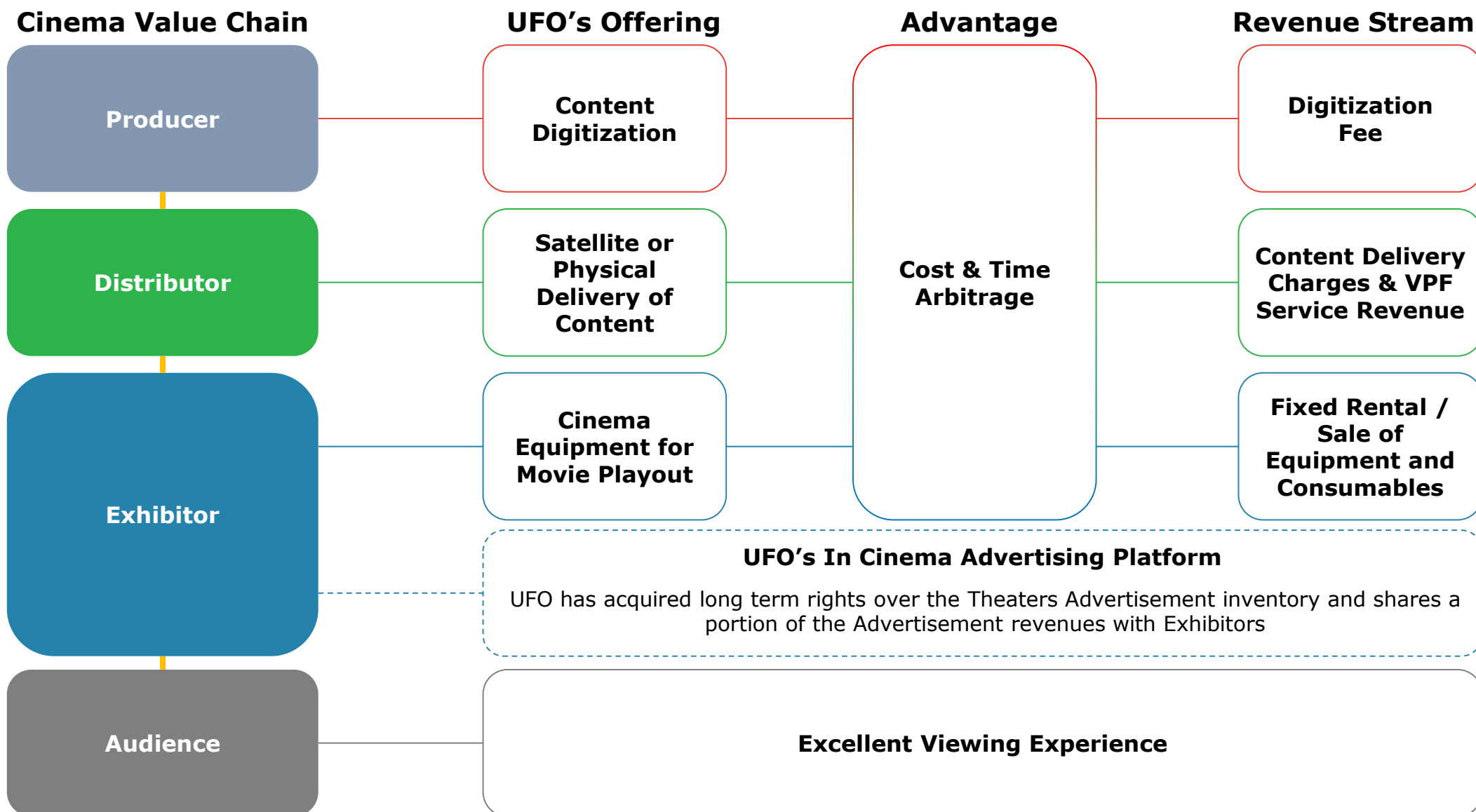
**446
Movies
Digitally
Delivered
in Q1FY23**



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



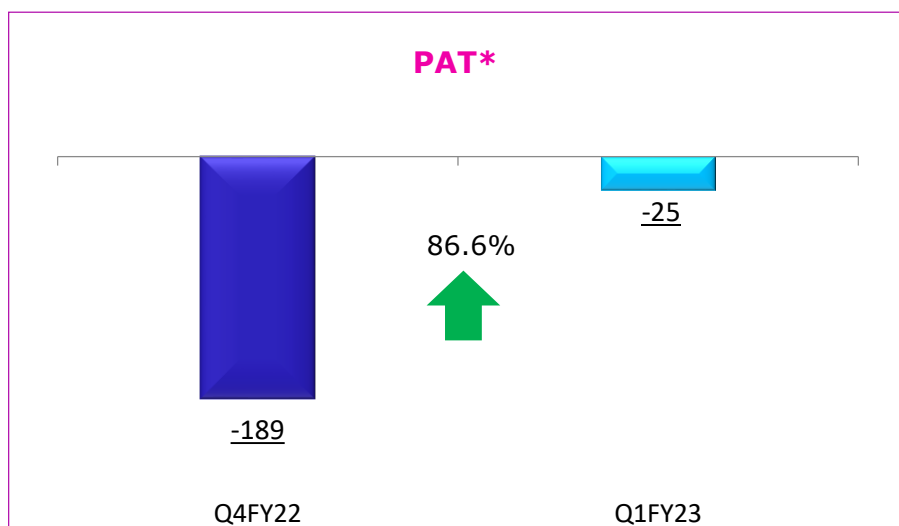
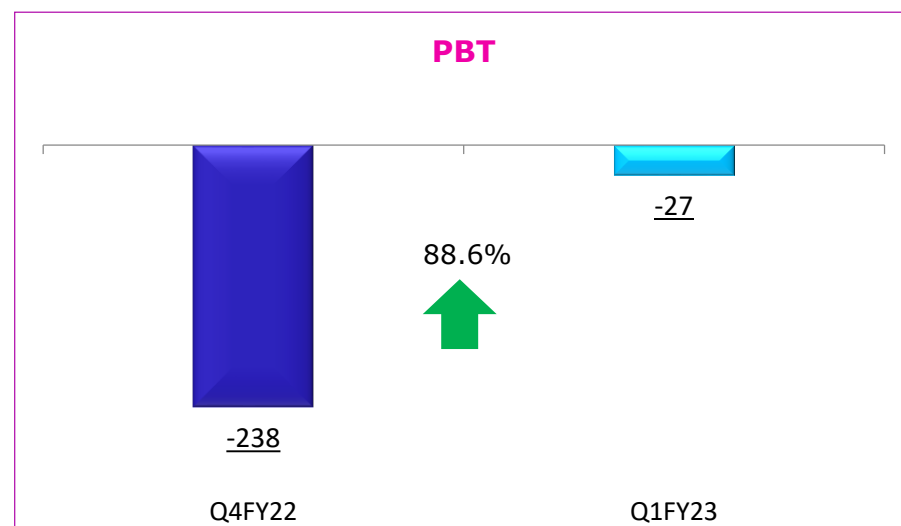
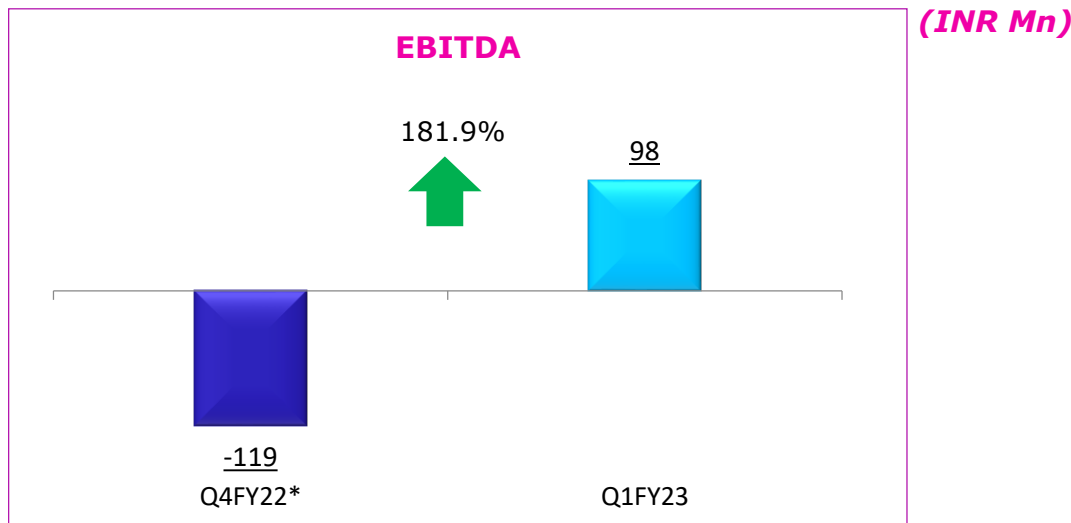
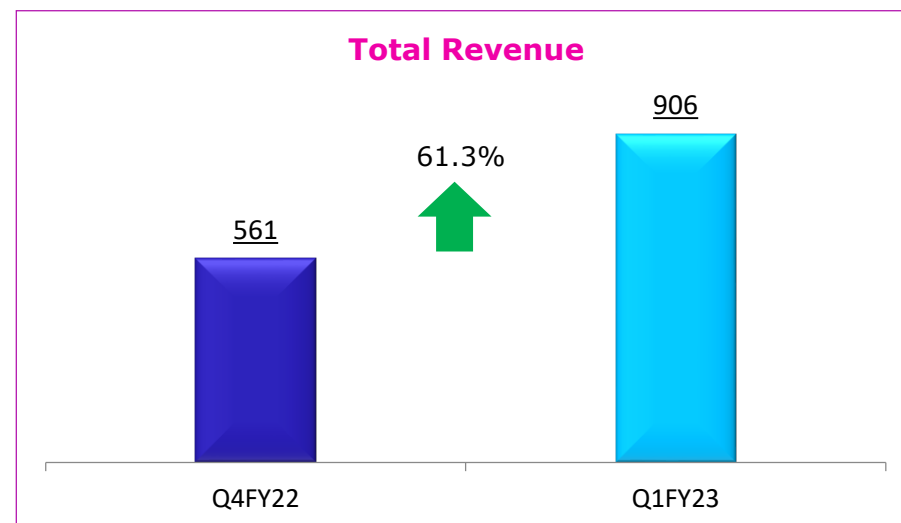
UFO's Core Offerings



Financial & Operating Highlights

Consolidated Financial Highlights

Due to the severe impact of the COVID-19 pandemic in FY21 and FY22, year-on-year comparison will not be appropriate. Hence, all the numbers in this presentation have been compared against Q4FY22 to show sequential performance.



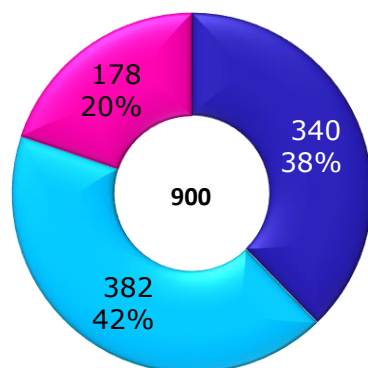
*Q4FY22 EBITDA loss is after considering provision of Rs.41mn towards diminution in value of investment in associates.

PAT after Non-Controlling Interest

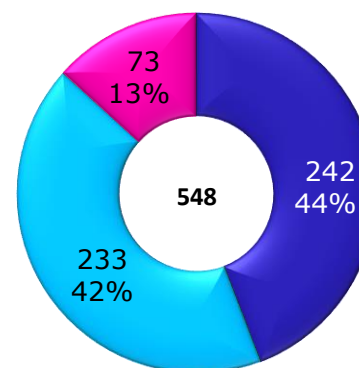
Consolidated Revenue Mix

(INR Mn)

Q1FY23



Q4FY22



Advertiser Revenue



Distributor Revenue



Exhibitor Revenue

(INR Mn)		Q1FY23	Q4FY22	% Change
Advertiser Revenue	(i)	178	73	144.8%
- In-Cinema Advertisement Revenue		176	73	141.1%
- Corporate + Hyperlocal		151	59	155.9%
- Government + PSU		25	14	78.6%
- Caravan Advertisement Revenue		2	0	-
Revenue from Distributor	(ii)	382	233	64.19%
Content Delivery Charge		221	146	51.00%
VPF Service Revenue		63	46	38.00%
Digitisation Income		54	34	56.40%
Others		44	6	598.52%
Revenue from Exhibitor	(iii)	340	242	40.42%
Lease rental income		138	45	208.00%
Total Sales of Products		155	117	32.50%
Other Operating Revenues		47	80	4.90%
Revenue from Operations	(i+ii+iii)	900	548	64.3%

Note: Excludes Other Income

In-Cinema Advertising Performance

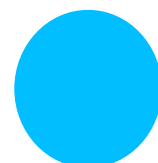
In-Cinema Advertisement Operating Parameter



Number of Screens
3,503



Prime Screens
2,085



Popular Screens
1,418



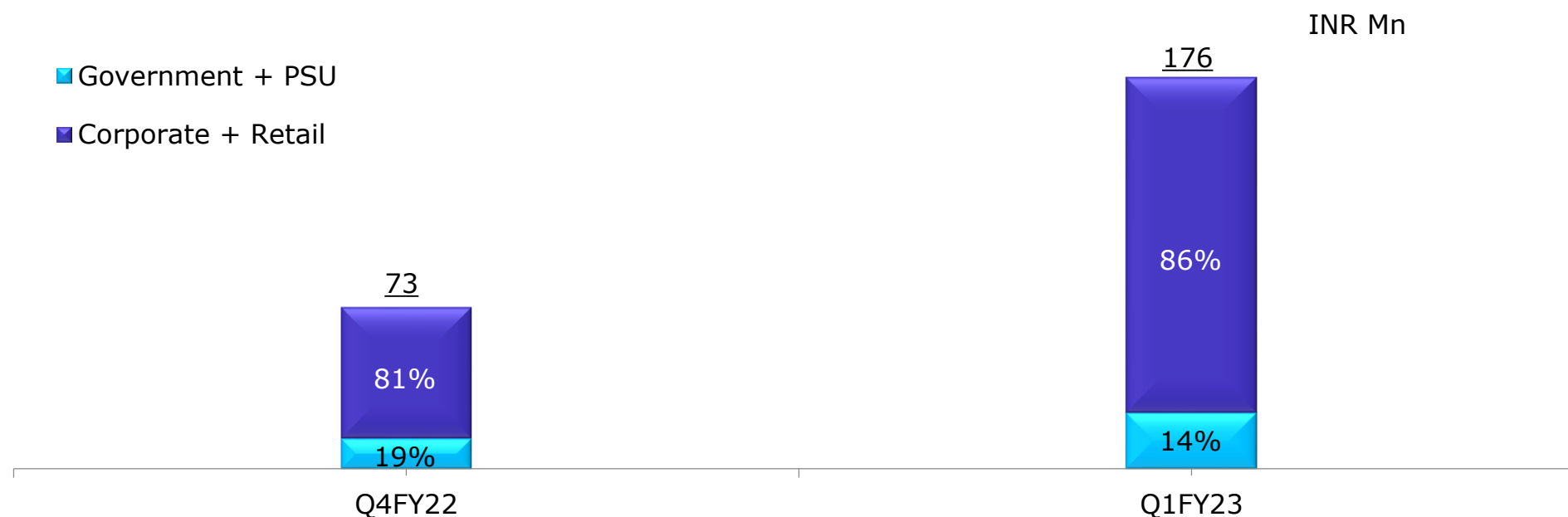
Full House Seating Capacity - Annualized
~1.8 Bn

Q1FY23	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	795	195	1,290	1,223
Cities and Towns	97	77	463	850
Full House Seating Capacity – Per Show All Screens	260,268	101,305	376,025	544,087
Seating Capacity Per Screen Per Show	327	520	291	445
*Full House Seating Capacity Annualised (in Mn Seats)	375	146	541	783

*Cities and Towns with population greater than 1.5 Mn are categorized as "Metro and Tier I"

Full house seating capacity – Annualised 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



	Q4FY22	Q1FY23
Ad Revenue / Screen for the period (Avg) (Rs.)	20,745	50,510
Average # of minutes sold / show / Ad Screen	0.94	2.80
Advertisement Sharing with Exhibitors	12.45%*	50.63%

* No minimum guarantee of Advt. revenue was given in Q4FY22 as there was no rental charged. Hence, the percentage was lower i.e. 12.45%.

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

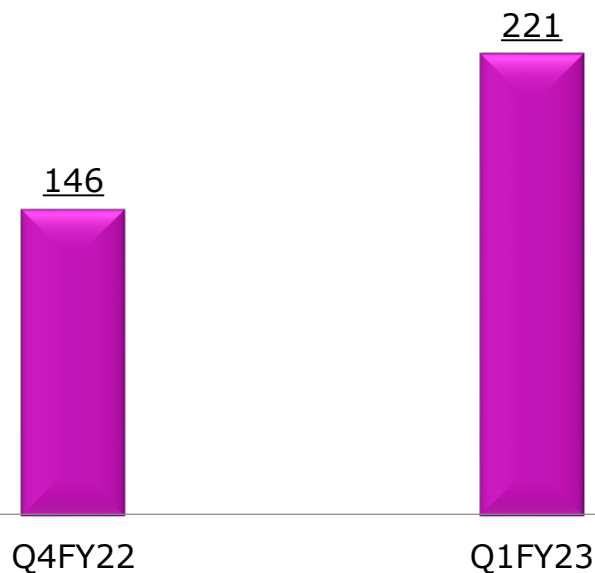
Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Theatrical Revenues

Theatrical revenues from Distributors

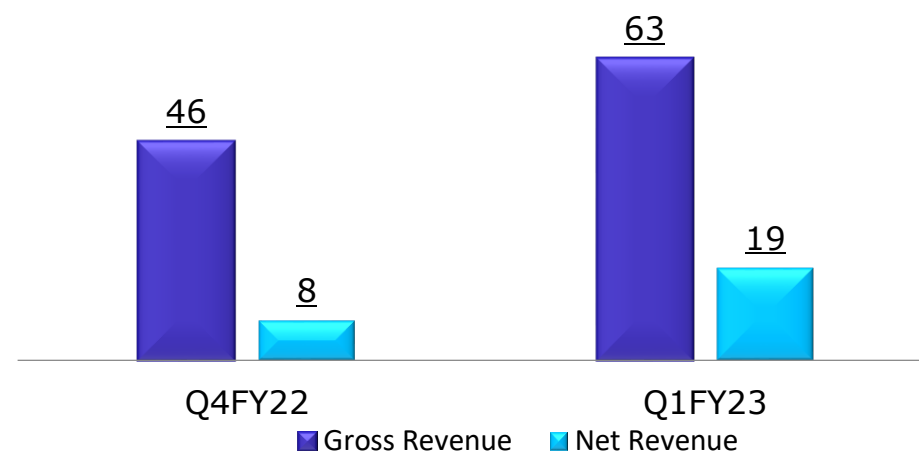
Content Delivery Charges

Revenue (INR Mn)



VPF Service Revenue

Revenue (INR Mn)



*Net Revenue = Gross Revenue less Revenue Share with the Exhibitors

Since the sunset revenue attributable to D-Cinema VPF (Hollywood releases) is now complete, the presentation of the revenue from distributors will be presented under “Content Delivery Charges” and “VPF Service Revenue” instead of the former breakup of E-Cinema and D-Cinema VPF Revenue. The VPF sharing expenses attributable to VPF Service Revenue will continue to be shown separately under direct costs.

Operating Parameter

# of Screens*	Q1FY23	Q4FY22
CDC^ Category Screens	3,175	3,250
VPF Category Screens	1,797	1,764
Total	4,972	5,014
# of Screens as on June 30, 2022		

Revenue / Screen (Average) (in Rs.)	Q1FY23	Q4FY22
CDC Category Screens	68,817	44,478
VPF Category Screens – Gross	35,484	26,143
VPF Category Screens – Net	10,847	4,752

^ CDC – Content Delivery Charges

*Includes franchisee screens

Financial Performance

Consolidated Reported P&L Statement

(INR Mn)	Q1FY23	Q4FY22	% Change
Revenue from Operations	900	548	64.3%
Other Income	5	13	-60.3%
Total Revenue	906	561	61.3%
Total Expenses	808	681	18.7%
EBITDA*	98	-119	-181.9%
Depreciation and Amortisation	-127	-137	-7.4%
EBIT	-29	-257	-88.6%
Finance Cost	-26	-27	-3.5%
Finance Income	10	24	-59.6%
Profit from Associates	19	22	-12.1%
PBT	-27	-238	-88.6%
Tax	-2	-49	-96.6%
PAT	-25	-189	-86.6%
Non-Controlling Interest (NCI)	0	0	-
PAT after NCI^	-25	-189	-86.6%
Basic EPS	-0.81	-6.04	-86.6%

Ind AS 116 impact on P&L - certain operating lease expense (Q1FY23 - Rs. 24.3 Mn & Q4FY22 - Rs. 20.8 Mn) are recognised as Depreciation expense for the right of use assets (Q1FY23 - Rs. 21.6 Mn & Q4FY22 - Rs. 21.4 Mn) and Finance Cost for interest accrued on lease liability (Q1FY23 - Rs. 2.1 Mn & Q4FY22 - Rs. 2.9 Mn).

* Q4FY22 EBITDA loss is after considering provision of Rs.41mn towards diminution in value of investment in associates.

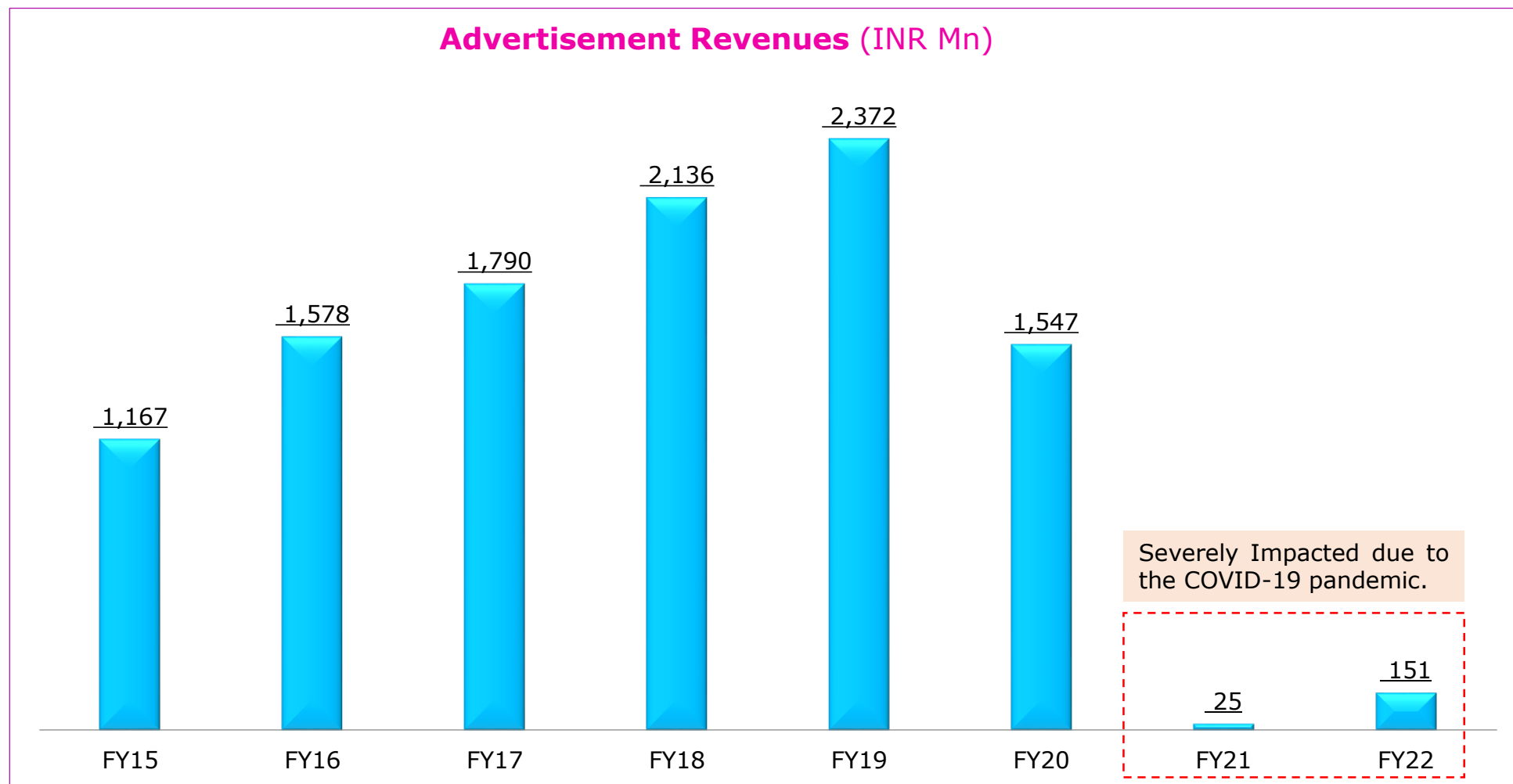
^Excluding Other Comprehensive Income

Consolidated Expenditure Analysis

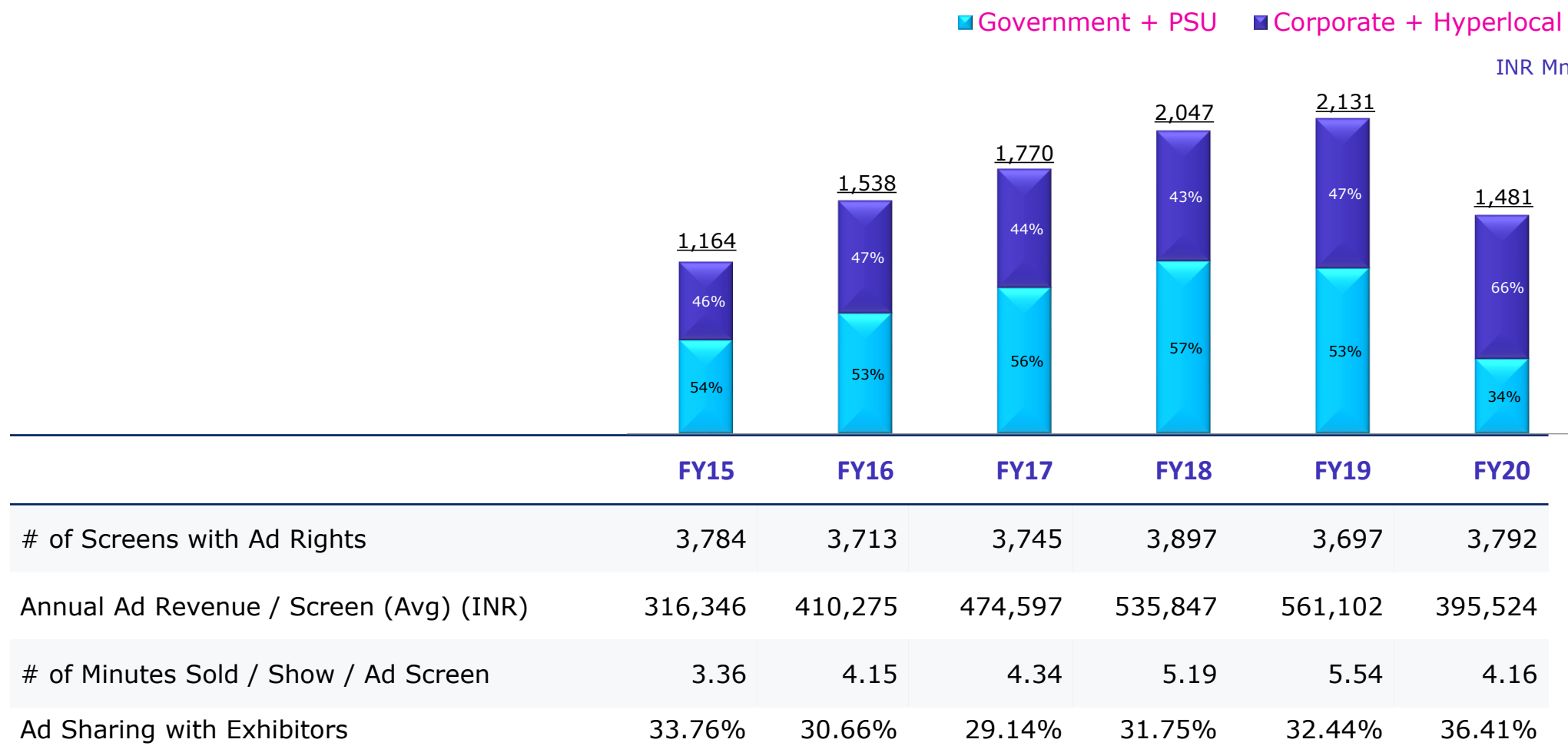
Expenses as a % of Total Revenue	Q1FY23	Q4FY22
1) Total Operating Direct Cost	41.7%	38.6%
Key Operating Direct Cost Components		
i) Advertisement revenue share payment	<u>9.9%</u>	<u>1.6%</u>
ii) Purchase of Equipment, Lamps and Spares	<u>12.7%</u>	<u>15.5%</u>
2) Employee Benefit Expenses	28.2%	47.0%
3) Other Expenses (SG&A)	19.3%	35.7%
Total Expenses	89.2%	121.3%
EBITDA Margin	10.8%	-21.3%

Annexure

Historical Advertisement Performance



Historical In-Cinema Advertising Performance



*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

Shareholding

(% of Total # of shares)	June 30, 2022
Promoters	22.77%
Institutional Investors	24.69%
Foreign Portfolio Investors	1.54%
Corporate Bodies	3.23%
Others	47.77%
Total # of Shares	38,065,795

About UFO Moviez India Limited

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 3,503 screens comprising of 2,085 screens in the PRIME channel and 1,418 screens in the POPULAR channel across 1,178 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 June 30, 2022, UFO's global network, along with subsidiaries and associates, spans 5,096 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,503 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,178 cities and towns across India, as on June 30, 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! 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. For further details, contact:

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