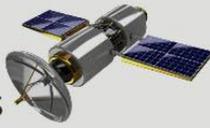


Captive audience, customized content & audited displays

are attracting a growing number of in-cinema advertisers wishing for better recall amongst audiences



Q2 & H1 FY17 Results Presentation

November 08, 2016



**India's largest digital cinema distribution network
and in-cinema advertising platform***

UFO
digital cinema
UFO Moviez India Limited

* in terms of number of screens.

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India's Largest Digital Cinema Network and In-Cinema Advertising Platform

Indian Film Industry's Largest Content Distribution Highway

5,055*
Digital Screens in India

~2.13 million
Seating capacity per show

Digitally Delivered **467** Movies
for **820** Distributors in Q2FY17

Across **1,943**
Locations

India's Largest In-cinema High Impact Advertising Platform

3,748
In Cinema Advertising Screens

with an average weekly seating capacity of
~49 million

1,067 Advertisers in Q2FY17

Across **1,906**
Locations

Data as on September 30, 2016

* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 113 screens in Nepal

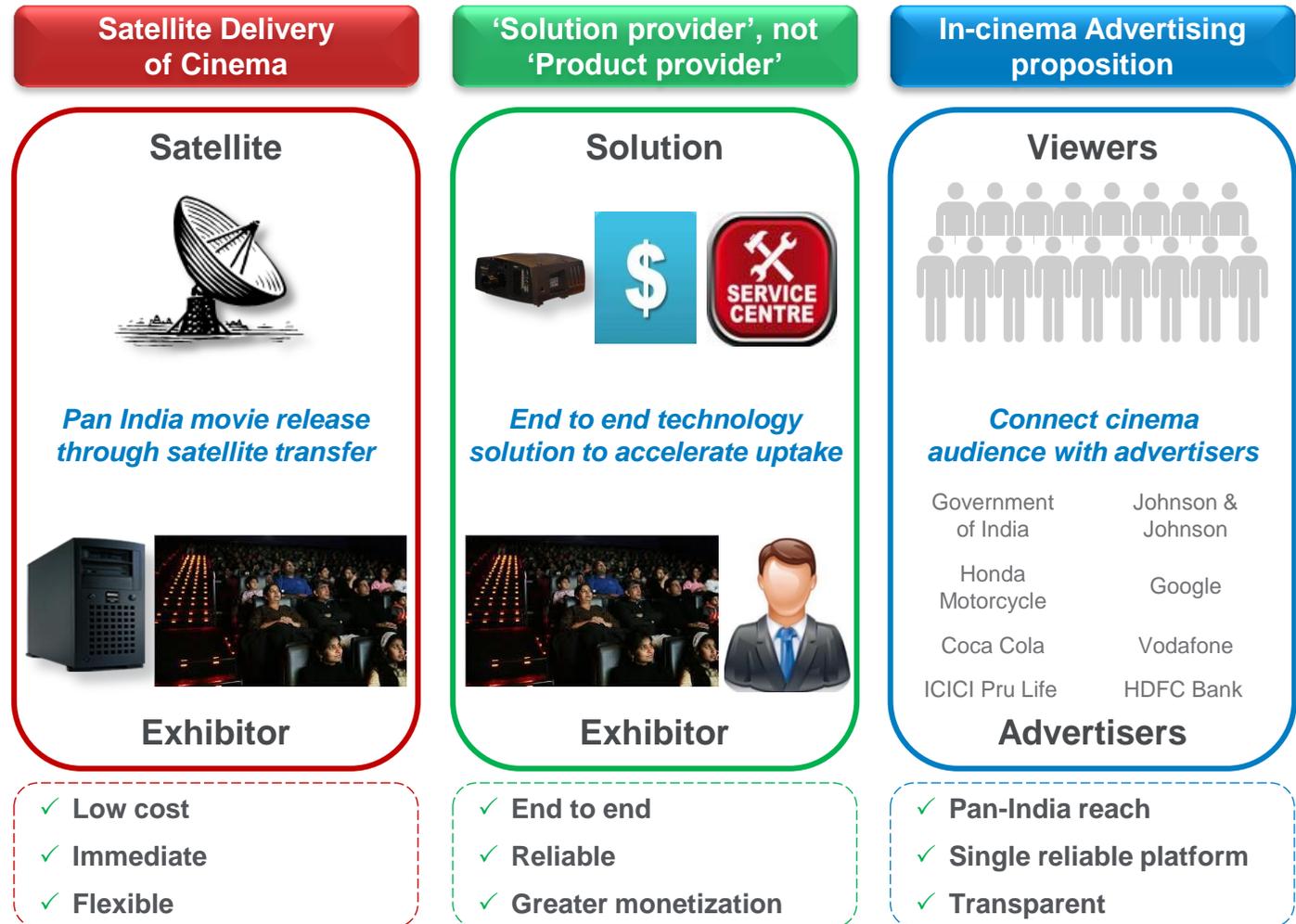
UFO's Innovative Solution for Analog Cinema Market

Analog Cinema Era beset with Issues...



- ✗ Staggered release
- ✗ Poor distribution
- ✗ Piracy leakage
- ✗ Lower box office collections
- ✗ Damaged reels

... UFO's Innovative Solution



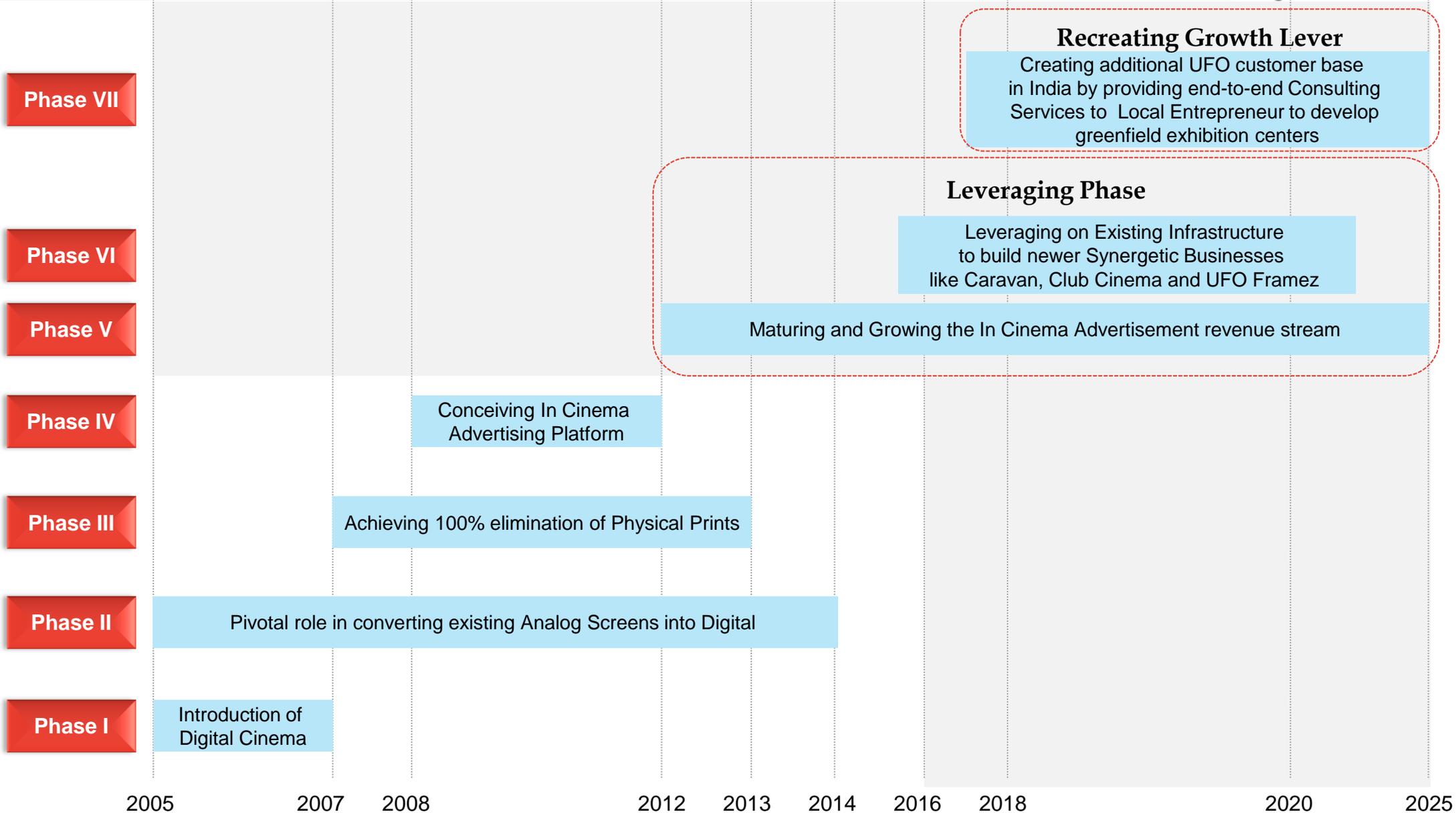
Philosophy – Value Creation Across the Value Chain



Digitization has redefined film economics by enabling pan-India releases on day one and improving viewing experience. Aggregated ad inventory across a fragmented exhibitor base has created a unique ad platform with high effectiveness and reach.

	UFO Proposition	Stakeholder Impact
Exhibitors	<ul style="list-style-type: none"> • Enable digitization of screens <ul style="list-style-type: none"> – Provides installation, investment and maintenance services for digital cinema systems – Receive fresh / “first-day first-show” content – Access to almost all films released historically • Effectively monetize ad inventory 	<ul style="list-style-type: none"> • Content variety clubbed with high quality viewing experience • Higher theatrical revenues given day and date release • Operational flexibility & simplicity • Ad revenue upside
Content Owner / Distributor	<ul style="list-style-type: none"> • Pan-India release • Fully secure, encrypted signal • Pay per show model • Low cost distribution even for under-served smaller markets 	<ul style="list-style-type: none"> • Increased box office revenues • Reduced piracy • Reduced distribution costs
Advertisers	<ul style="list-style-type: none"> • Aggregate ad inventory in 3,748 screens (including 329 D-Cinema screens); seating capacity of ~1.76 Mn viewers per show across India as on September 30, 2016 • Centralized scheduling • Flexible and customizable ad platform 	<ul style="list-style-type: none"> • Growing usage by advertisers <ul style="list-style-type: none"> – Targeted advertising – High impact medium – Transparency – Multi-language flexibility

Our Vision



Capital Intensity

Initial high capital intensity over; poised to generate higher revenues with lower incremental capex.

Capital Efficiency

Network Effect and Operational Efficiencies lead to increasing RoCE.

Capital Allocation

Intent to grow only in synergistic businesses with low content risk.

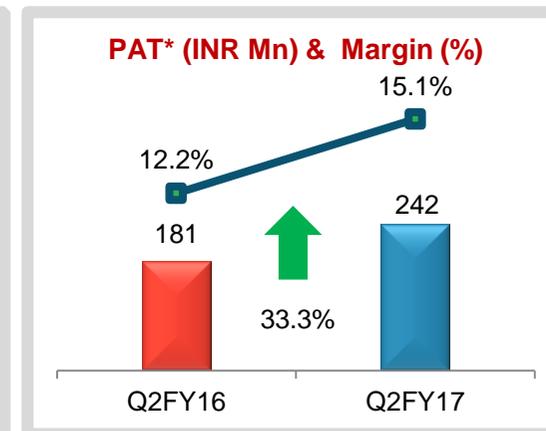
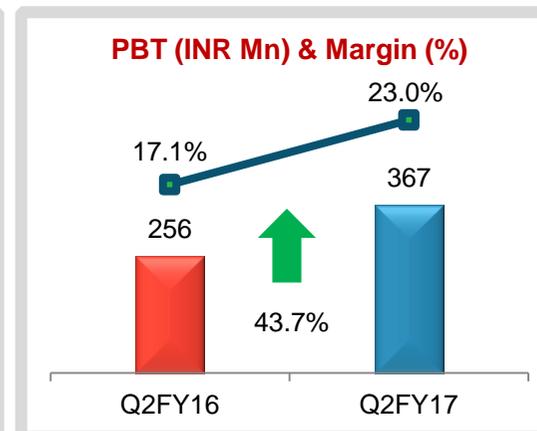
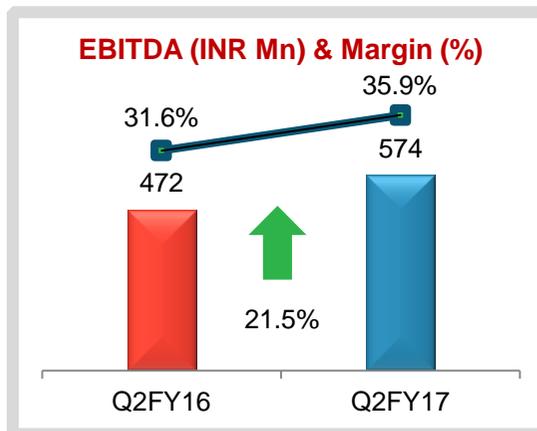
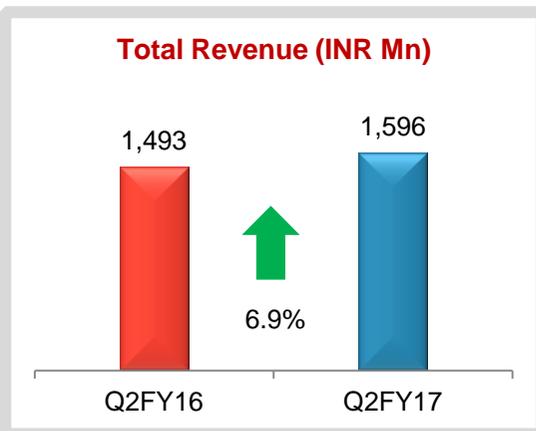
Capital Distribution

Intent to distribute $\geq 25\%$ of PAT annually.

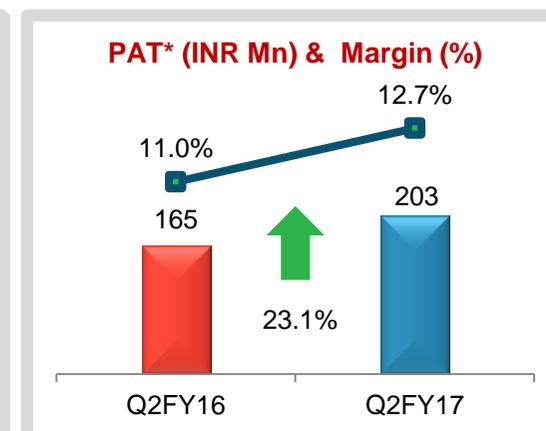
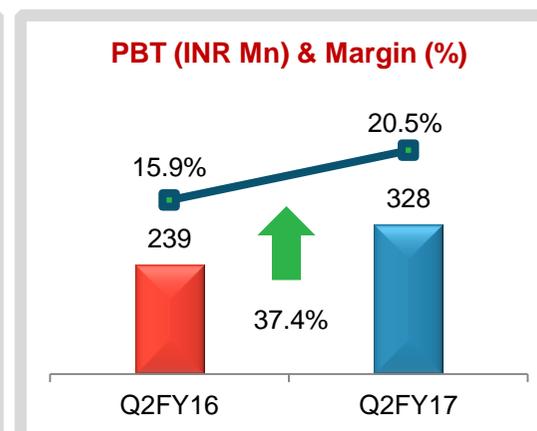
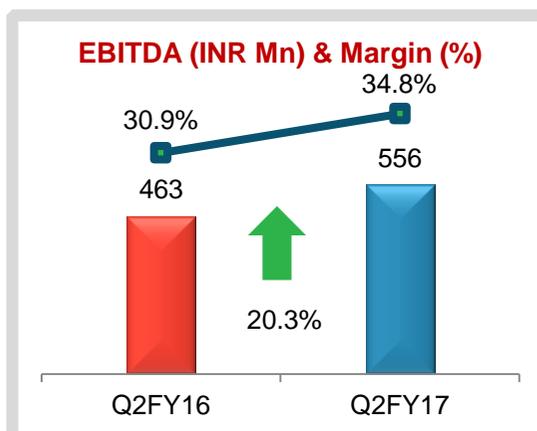
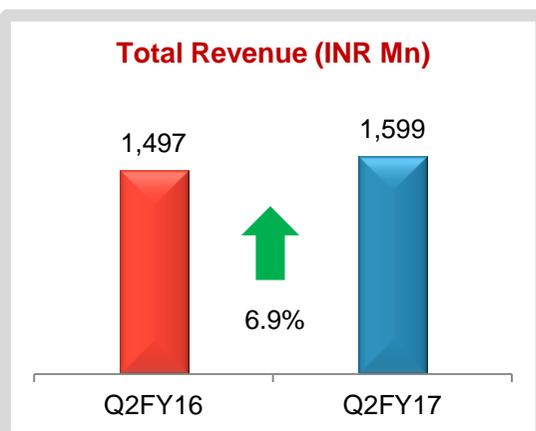
Financial and Operating Highlights

Financial Highlights – Q2FY17 vs Q2FY16

Consolidated, excluding VDSPL**



Consolidated

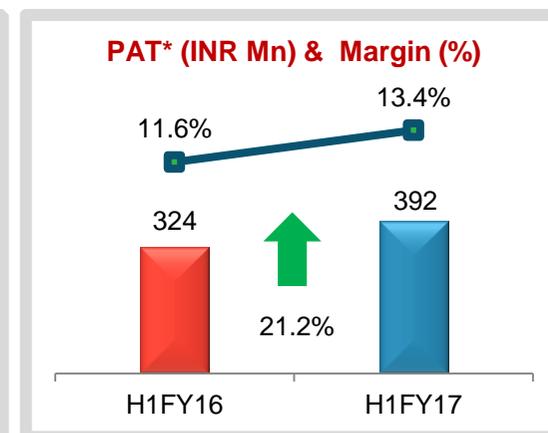
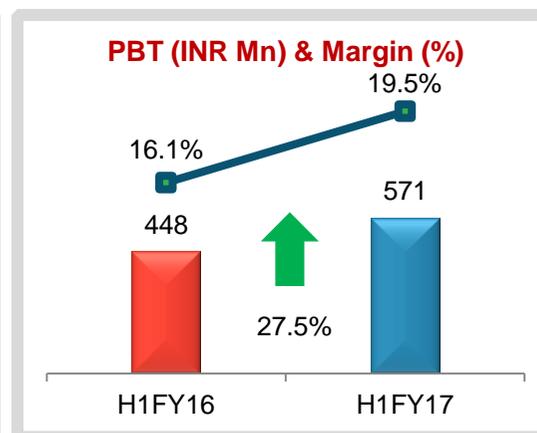
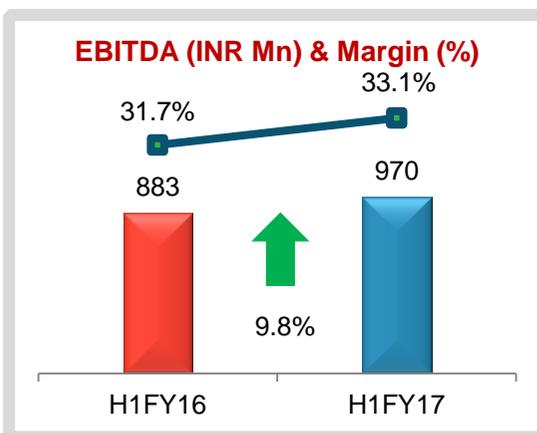
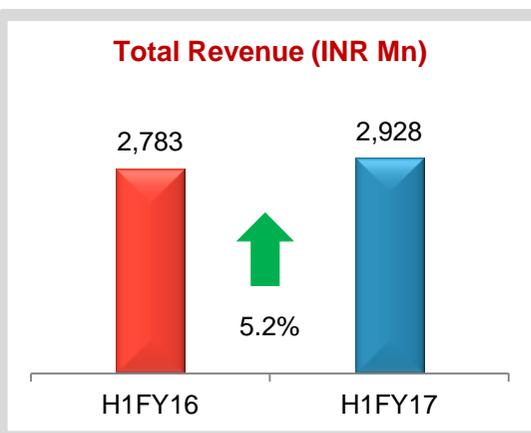


*PAT after Minority Interest. Tax expense includes Rs. 24.4 million which is tax paid by Company's subsidiaries on the Inter-Company divided income they received from UFO's other subsidiary. As such the normal consolidated PAT attributed to the Groups business operations should have been Rs. 227 million.

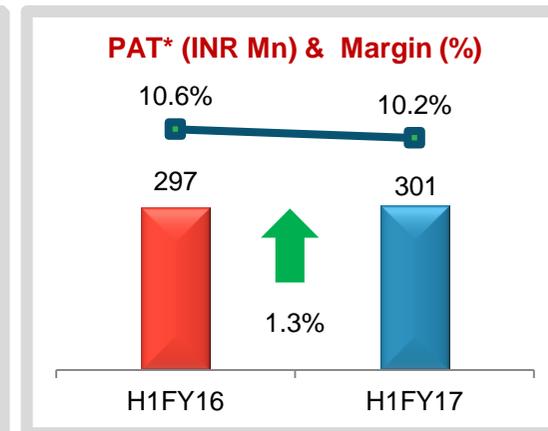
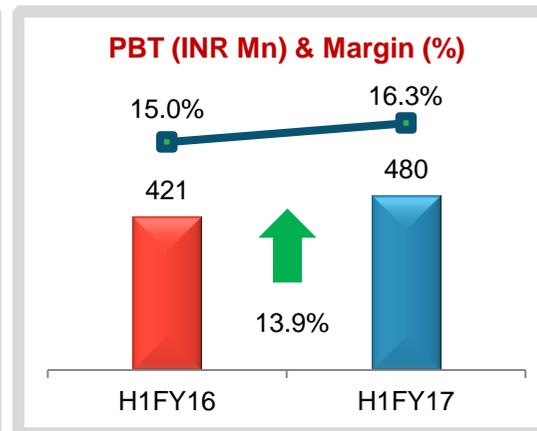
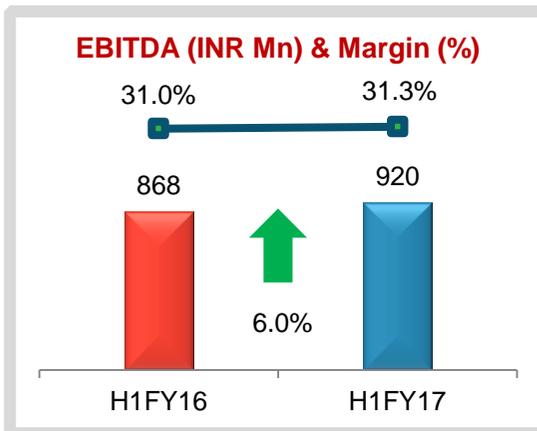
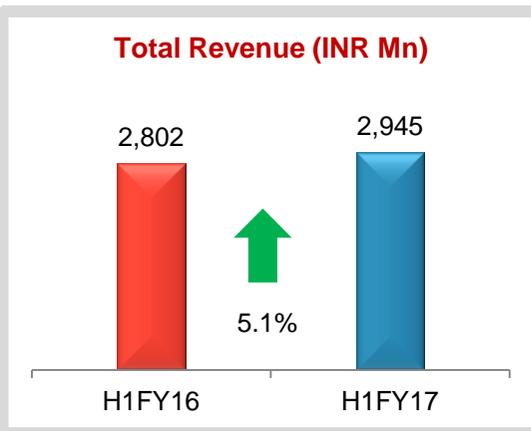
**VDSPL includes Caravan Talkies and Club Cinema businesses

Financial Highlights – H1FY17 vs H1FY16

Consolidated, excluding VDSPL**



Consolidated



*PAT after Minority Interest

**VDSPL includes Caravan Talkies and Club Cinema businesses

Driving Wide Spread Release of Movies on UFO Network



Top 10 Hindi

Release Date	Movie	# of Screens
8-Jul	SULTAN	3,311
12-Aug	RUSTOM	2,547
12-Aug	MOHENJO DARO	2,507
29-Jul	DISHOOM	2,334
26-Aug	A FLYING JATT	2,265
2-Sep	AKIRA	2,084
16-Sep	RAAZ REBOOT	1,907
15-Jul	GREAT GRAND MASTI	1,863
9-Sep	BAAR BAAR DEKHO	1,754
19-Aug	HAPPY BHAG JAYEGI	1,459

Top 10 Telugu

Release Date	Movie	# of Screens
2-Sep	JANATHA GARAGE	907
12-Aug	BAABU BANGAARAM	537
29-Jul	JAKKANNA (BACK TO ENTERTAIN)	395
23-Sep	MAJNU	361
5-Aug	SRIRASTU SUBHAMASTU	345
15-Jul	SELFIE RAAJA	326
12-Aug	THIKKA	297
19-Aug	CHUTTALABBAI	277
19-Aug	ATADUKUNDAM RAA...(JUST CHILL)	234
29-Jul	PELLI CHUPULU	225

Top 10 Tamil

Release Date	Movie	# of Screens
22-Jul	KABALI	827
9-Sep	IRUMUGAN	246
2-Sep	KIDAARI	196
5-Aug	THIRUNAAL	192
19-Aug	DHARMADURAI	151
23-Sep	THODARI	147
8-Jul	DHILLUKU DHUDDU	146
1-Jul	JACKSON DURAI	135
12-Aug	WAGAH	130
1-Jul	APPA	85

Top 10 Marathi

Release Date	Movie	# of Screens
26-Aug	KANHA	417
22-Jul	HALF TICKET	270
12-Aug	YZ	216
5-Aug	TALEEM	172
23-Sep	ONE WAY TICKET	167
22-Jul	& JARA HATKE	160
1-Jul	MADE IN MAHARASHTRA	140
16-Sep	YAARI DOSTI	123
5-Aug	1234	115
2-Sep	FAQT TUJHYACH SATHI	94

of screens reflects the # of screens the movie released on UFO network across the lifetime of the Movie

Continued...

Driving Wide Spread Release of Movies on UFO Network



Top 10 Kannada

Release Date	Movie	# of Screens
12-Aug	KOTIGOBBA - 2	227
1-Jul	ZOOM	199
9-Sep	MUNGARU MALE - 2	196
2-Sep	NEER DOSE	187
15-Jul	KALPANA - 2	162
1-Jul	NAANI	118
29-Jul	SANTHEYALLI NINTHA KABIRA	109
15-Jul	BHUJANGA	104
29-Jul	DEEL RAJA	93
26-Aug	HAPPY BIRTHDAY	84

Top 10 Malayalam

Release Date	Movie	# of Screens
8-Jul	KASABA	180
8-Jul	ANURAGA KARIKKIN VELLAM	159
12-Aug	PRETHAM	151
5-Aug	VISMAYAM	135
5-Aug	ANNMARIYA KALIPPILANNU	130
8-Jul	SHAJAHANUM PAREEKUTTIYUM	114
12-Aug	IDI	108
12-Aug	MARUBHOOMIYILE AANA	106
9-Sep	OOZHAM - ITS JUST A MATTER OF TIME	94
9-Sep	OPPAM	94

Top 10 Gujarati

Release Date	Movie	# of Screens
9-Sep	TUU TO GAYO	191
9-Sep	WRONG SIDE RAJU	182
15-Jul	ROMEO & RADHIKA	70
12-Aug	DUNIYA JALE TO JALE	66
19-Aug	CHHOKRI VINANU GAM	49
2-Sep	MAANEWALO DIKRO DIKRANEWALI MAA	48
2-Sep	HALF TICKET	47
26-Aug	ALYA HAVE SHU	43
26-Aug	NAVRI BAZAR	41
16-Sep	EKKO BADSHAH RANI	39

Top 10 Bhojpuri

Release Date	Movie	# of Screens
5-Aug	DULHAN CHAHI PAKISTAN SE	166
8-Jul	GADAR	164
5-Aug	RAM LAKHAN	156
22-Jul	SAJAN CHALE SASURAL 2	152
9-Sep	DEEWANE	106
9-Sep	JIDDI	95
2-Sep	DIL HAI KI MANTA NAHI	69
19-Aug	BAHINIYA	35
12-Aug	GHWALI BAHARWALI	32
2-Sep	HUM HAI JODI NO.1	26

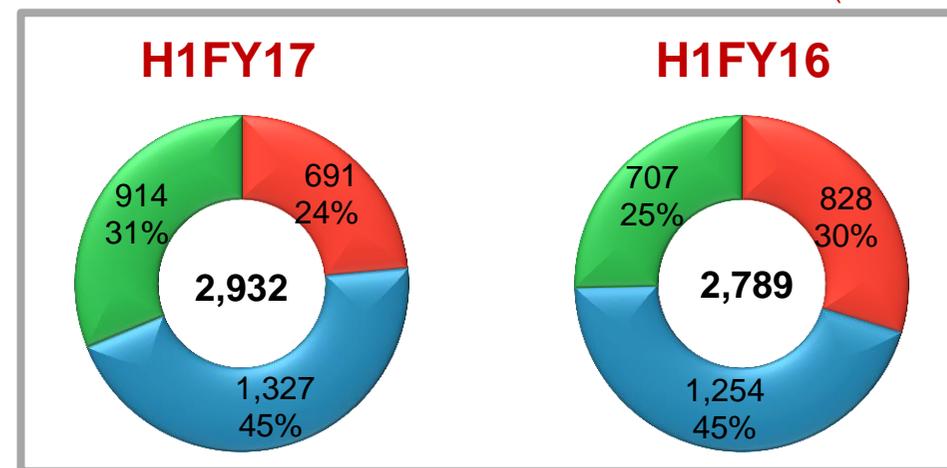
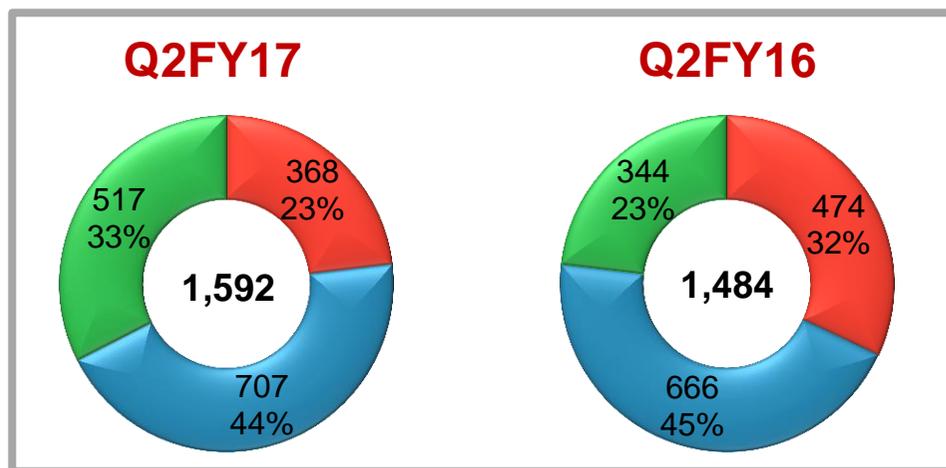
of screens reflects the # of screens the movie released on UFO network across the lifetime of the Movie

Consolidated Revenue Mix



digital cinema

(INR Mn)



Exhibitor Revenue

Distributor Revenue

Advertisement Revenue

(INR Mn)	Q2FY17	Q2FY16	Growth
Advertisement Revenue	517	344	50.4%
Virtual Print Fees - E-Cinema	293	255	14.8%
Virtual Print Fees - D-Cinema	398	395	0.7%
Lease rental income - E-Cinema	113	99	14.4%
Lease rental income - D-Cinema	37	39	-4.5%
Other Operating Revenues	52	47	9.6%
Total Sale of Services	1,410	1,179	19.6%

	H1FY17	H1FY16	Growth
Advertisement Revenue	914	707	29.4%
Virtual Print Fees - E-Cinema	523	483	8.1%
Virtual Print Fees - D-Cinema	773	738	4.7%
Lease rental income - E-Cinema	222	193	15.0%
Lease rental income - D-Cinema	78	81	-3.1%
Other Operating Revenues	86	94	-8.4%
Total Sale of Services	2,596	2,296	13.1%

Total Sales of Products	182	305	-40.3%
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Total Sales of Products	336	493	-31.9%
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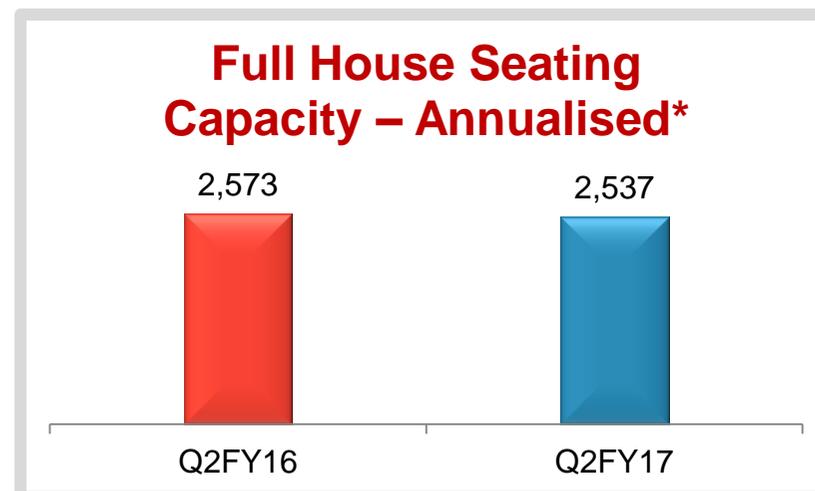
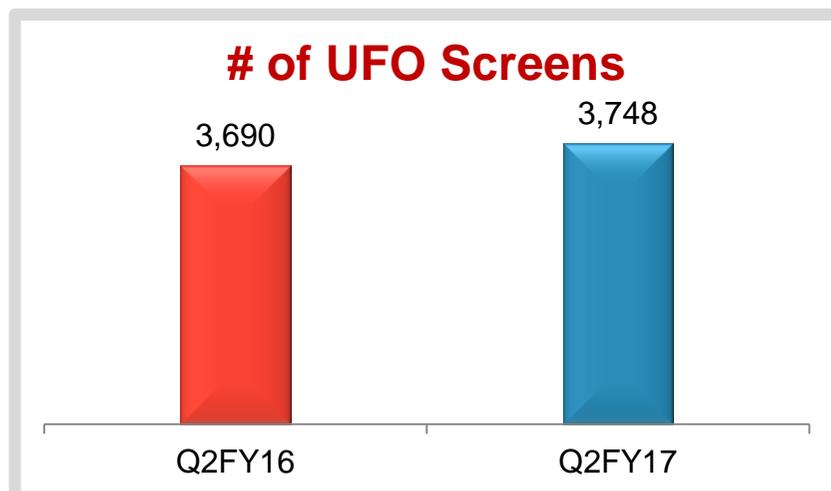
Revenue from Operations	1,592	1,484	7.3%
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Revenue from Operations	2,932	2,789	5.1%
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In Cinema Advertising Performance

In Cinema Advertisement Operating Parameter

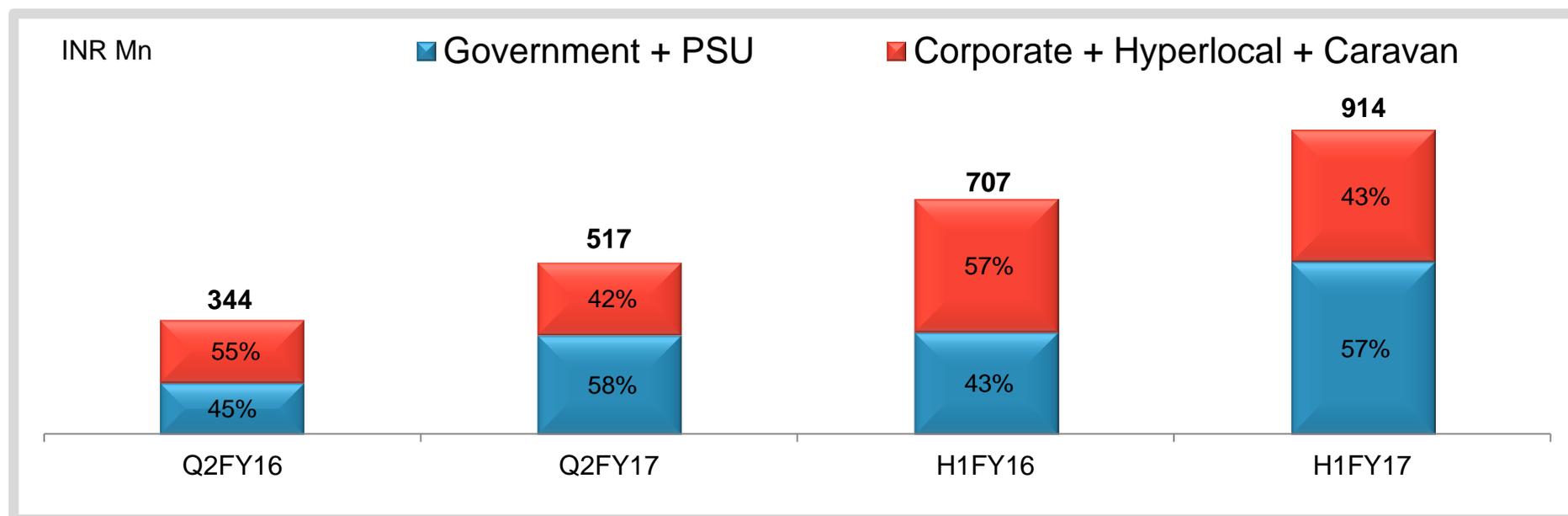
in Mn Seats



Q2FY17	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	406	484	543	2,315
Full House Seating Capacity – Per Show All Screens	105,079	301,571	148,770	1,206,505
Seating Capacity Per Screen Per Show	259	623	274	521
*Full House Seating Capacity Annualised (in Mn Seats)	151	434	214	1,737

*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

Advertisement Revenue Analysis



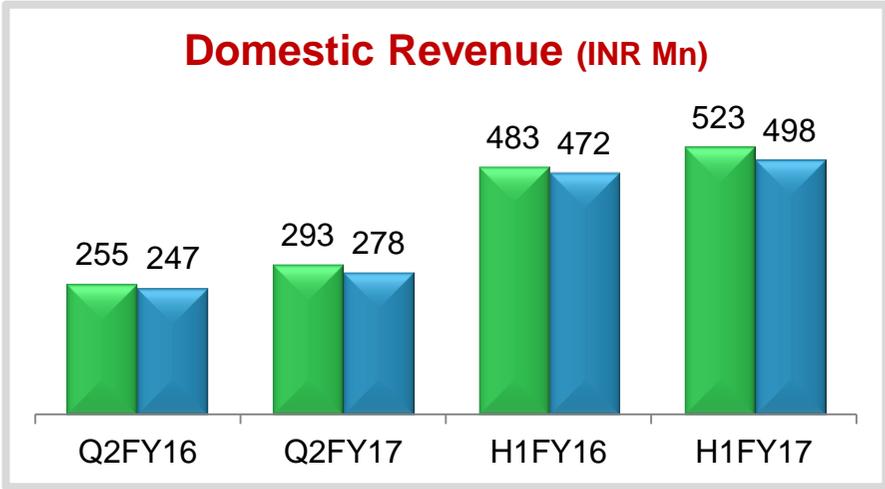
In Cinema Advertisement	Q2FY17	Q2FY16	H1FY17	H1FY16
Ad Revenue / Screen for the period (Avg) (Rs.)	139,389	92,319	241,787	185,198
Average # of minutes sold / show / Ad Screen	5.15	3.85	4.52	3.83
# of In Cinema Advertising Clients	1,067	1,058	1,919	1,544

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

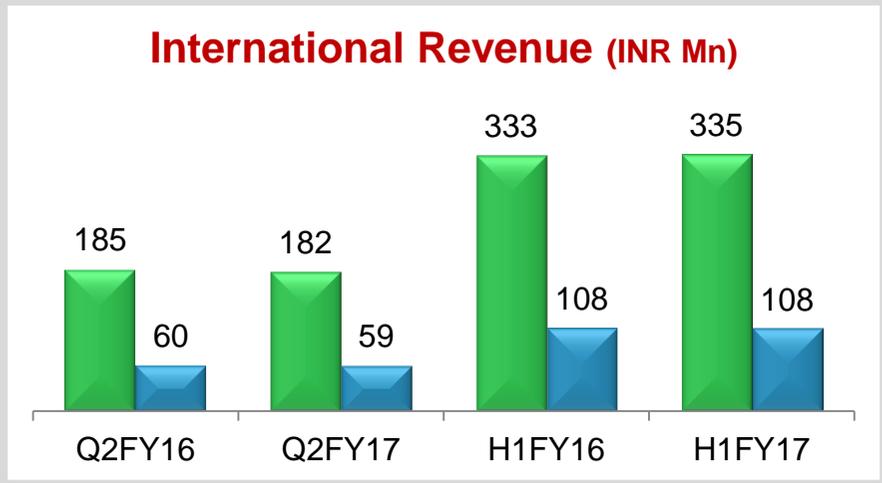
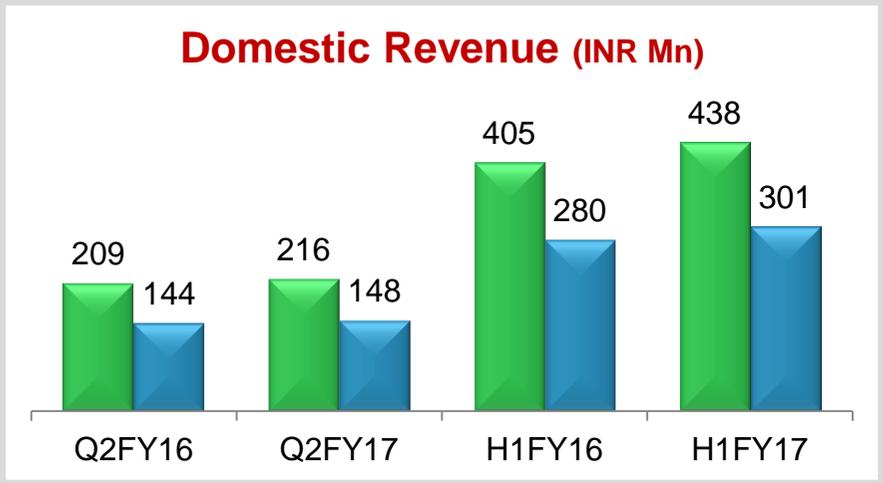
Theatrical Revenues

Theatrical revenues from Distributors

E – Cinema - VPF



D – Cinema - VPF



Domestic includes revenues generated from screens in Nepal
 Net Revenue = Gross Revenue less Revenue Share with the Exhibitors

Operating Parameter – VPF Revenue India

# of Screens	Q2FY17	Q2FY16	H1FY17	H1FY16
E – Cinema	3,549	3,481	3,549	3,481
D – Cinema	1,506	1,459	1,506	1,459
Total	5,055	4,940	5,055	4,940

of Screens as on September 30, 2016

VPF Revenue / Screen (Average**) (in Rs.)	Q2FY17	Q2FY16	H1FY17	H1FY16
E – Cinema Gross	83,012	73,069	148,721	137,435
E – Cinema Net	78,813	70,591	141,575	134,086
D – Cinema Gross	144,063	143,410	295,677	275,829
D – Cinema Net	98,959	98,586	203,152	190,492

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

Operating Parameter – VPF Revenue International



Number of Screens	Q2FY17	Q2FY16	H1FY17	H1FY16
Total	902	874	902	874

of Screens as on September 30, 2016

VPF Revenue / Screen (Average**) (in Rs.)	Q2FY17	Q2FY16	H1FY17	H1FY16
D – Cinema Gross	201,762	215,072	371,175	389,651
D – Cinema Net	65,599	69,156	119,250	126,515

Total number of Screens includes Middle East and Israel only

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

Progress of Caravan Talkies

Q2FY17 Update

- Caravan Talkies was non-operational in Q2FY17 due to monsoons

IMRB Research

- IMRB conducted a research on Caravan Talkies to assess the efficacy of the medium and effectiveness of the activity across villages, below are the findings:
 - Great business opportunity for Caravan Talkies as it operates in villages that lack regular sources of entertainment
 - Mobile Internet and TV penetration is very low
 - There are no avenues of big screen entertainment
 - Awareness of Caravan Talkies – 85%
 - Likeability of Caravan Talkies – 4.4 out of 5
 - Average headcount per show per van – 226
 - High brand/activation recall

Strategic Initiatives

- Additional revenue monetisation through Static Overlay Advertising during the movie and Live Activations
- Improved transparency with GPS tracking across all vans
- V-Sat installation across multiple villages in one cluster for on-time advertising and content delivery on the fly
- On board technical support to minimize technical failures

Outlook

- Efforts to improve revenues have further intensified, Caravan Talkies is expected to cash breakeven in H2FY17

Financial Performance

Consolidated Results



(INR Mn)	Q2FY17	Q2FY16	Growth
Revenue from Operations	1,592	1,484	7.3%
Other Income	7	13	-42.8%
Total Revenue	1,599	1,497	6.9%
Total Expenses	1,043	1,034	0.8%
EBITDA	556	463	20.3%
Depreciation and Amortisation	212	198	7.0%
EBIT	344	264	30.2%
Finance Cost	26	36	-27.3%
Finance Income	10	11	-5.5%
PBT	328	239	37.4%
Tax*	138	74	86.9%
PAT	190	165	15.3%
Profit from Associates	19	6	198.1%
Minority Interest	6	7	-9.2%
PAT, Profit from Associates & Minority Interest	203	165	23.1%
Basic EPS	7.34	6.35	15.5%

H1FY17	H1FY16	Growth
2,932	2,789	5.1%
13	13	-0.8%
2,945	2,802	5.1%
2,025	1,934	4.7%
920	868	6.0%
418	390	7.3%
502	478	4.9%
54	77	-30.0%
32	20	60.1%
480	421	13.9%
200	128	55.8%
280	293	-4.4%
35	15	129.0%
14	11	24.0%
301	297	1.3%
10.90	11.47	-4.9%

*Tax expense includes Rs. 24.4 Mn which is tax paid by Company's subsidiaries on the Inter-Company divided income they received from UFO's other subsidiary. As such the normal ETR attributed to the Groups business operations should have been 34.51% compared to the reported 41.96%.

Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q2FY17	Q2FY16	H1FY17	H1FY16
1) Total Operating Direct Cost	39.6%	46.4%	41.4%	44.9%
Key Operating Direct Cost Components				
<i>i) Advertisement revenue share payment</i>	<u>8.9%</u>	<u>7.5%</u>	<u>8.9%</u>	<u>8.1%</u>
<i>ii) VPF D-Cinema share payment to D-Cinema Exhibitors</i>	<u>12.8%</u>	<u>13.4%</u>	<u>13.2%</u>	<u>12.9%</u>
<i>iii) Purchase of Equipment, Lamps and Spares</i>	<u>9.2%</u>	<u>17.1%</u>	<u>9.2%</u>	<u>14.6%</u>
2) Employee Benefit Expenses	12.5%	10.9%	12.8%	11.6%
3) Other Expenses (SG&A)	13.1%	11.8%	14.6%	12.5%
Total Expenses	65.2%	69.1%	68.7%	69.0%
EBITDA Margin	34.8%	30.9%	31.3%	31.0%
EBITDA Margin excluding VDSPL*	35.9%	31.6%	33.1%	31.7%

*VDSPL includes Caravan Talkies and Club Cinema businesses

Consolidated Balance Sheet

Equity and Liability (INR Mn)	30-Sep-16	31-Mar-16	Assets (INR Mn)	30-Sep-16	31-Mar-16
Shareholder's Funds			Non-Current Assets		
Equity Share Capital	276	275	Fixed Assets	2,854	2,991
Reserves and Surplus	5,211	4,890	Goodwill on Consolidation	1,851	1,721
Total of Shareholder's Funds	5,487	5,165	Non-Current Investments	145	80
Minority Interest	95	106	Deferred Tax Assets (Net)	313	275
Non-Current Liabilities			Long-Term Loans and Advances	374	406
Long-Term Borrowings	365	436	Other Non-Current Assets	21	76
Other Long-Term Liabilities	495	486	Total Non-Current Assets	5,558	5,549
Long-Term Provisions	10	8	Current Assets		
Total Non-Current Liabilities	870	930	Current Investments	325	281
Current Liabilities			Inventories	148	115
Short-Term Borrowings	71	108	Trade Receivable	1,311	1,515
Trade Payables	939	901	Cash and Cash Equivalents	815	667
Other Current Liabilities	1,120	1,128	Short-Term Loans and Advances	310	290
Short-Term Provisions	50	146	Other Current Assets	165	67
Total Current Liabilities	2,180	2,283	Total Current Assets	3,074	2,935
Total Equity and Liability	8,632	8,484	Total Assets	8,632	8,484

Financial Performance excluding VDSPL



Reconciliation to EBITDA excluding VDSPL**

(INR Mn)	Q2FY17	Q2FY16	Growth	H1FY17	H1FY16	Growth
Reported EBITDA including VDSPL	556	463	20.3%	920	868	6.0%
<i>Margin</i>	34.8%	30.9%		31.3%	31.0%	
VDSPL EBITDA Loss	18	9		50	15	
EBITDA Excluding VDSPL	574	472	21.5%	970	883	9.8%
<i>Margin</i>	35.9%	31.6%		33.1%	31.7%	

Reconciliation to PAT excluding VDSPL**

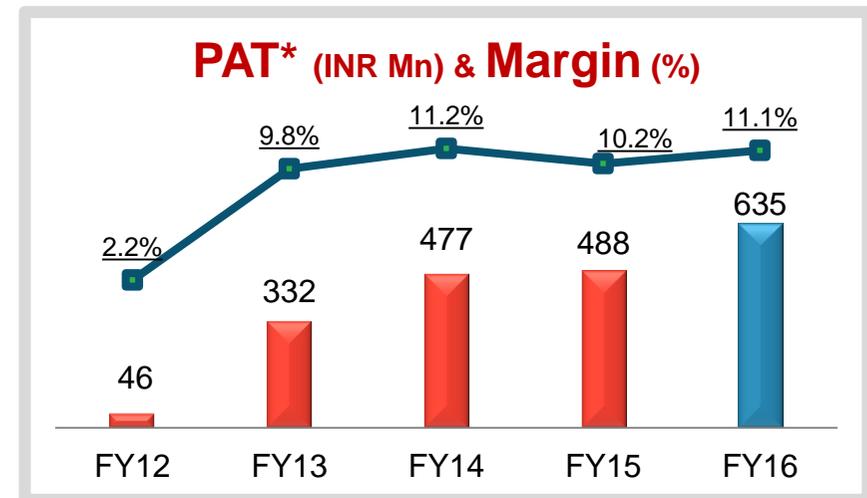
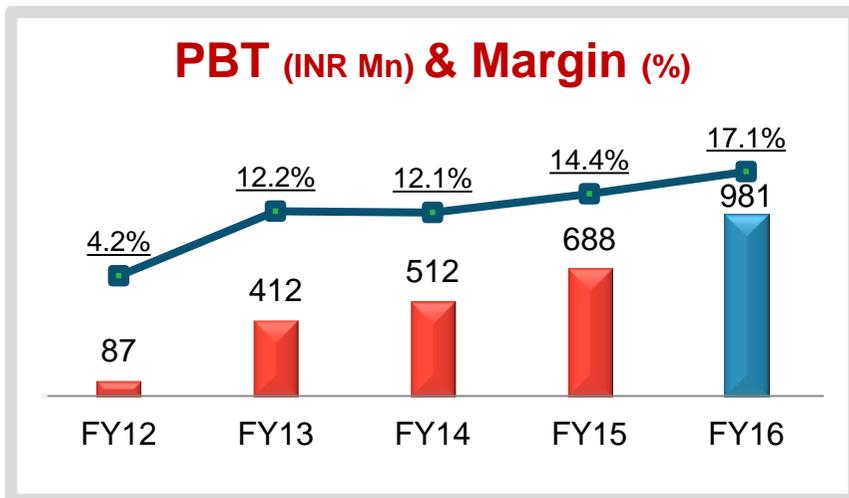
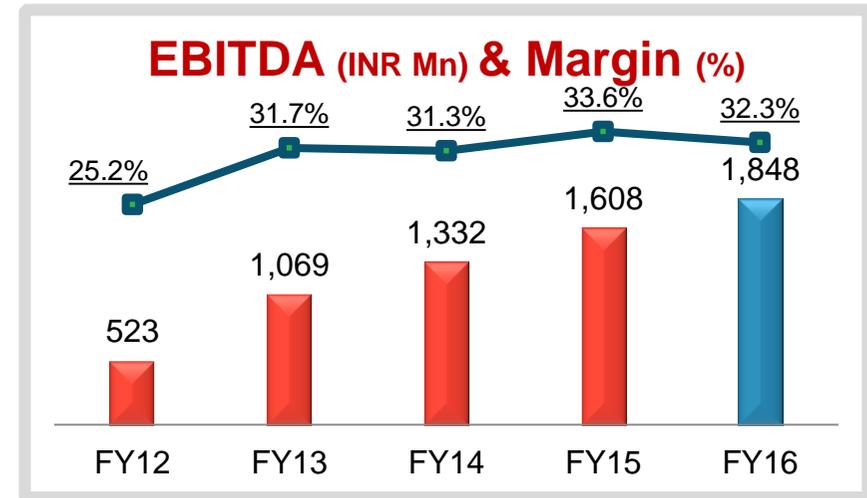
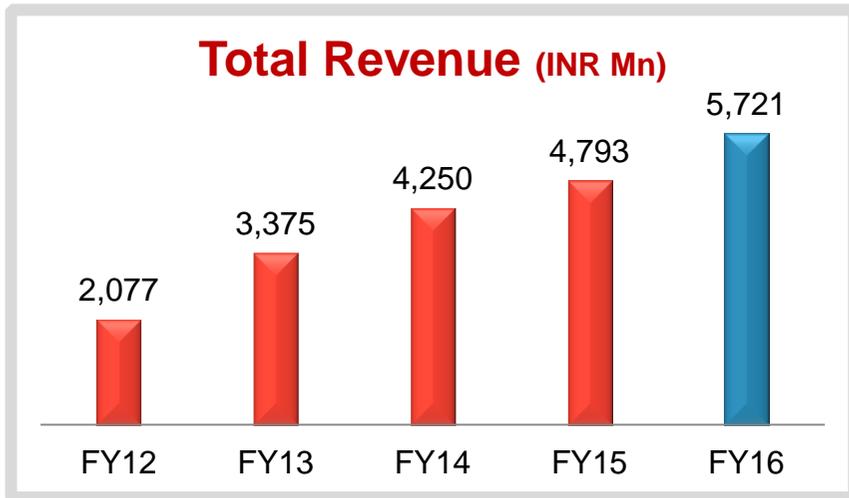
(INR Mn)	Q2FY17	Q2FY16	Growth	H1FY17	H1FY16	Growth
Reported PAT* Including VDSPL	203	165	23.1%	301	297	1.3%
<i>Margin</i>	12.7%	11.0%		10.2%	10.6%	
VDSPL PAT Loss	39	16		91	27	
PAT Excluding VDSPL	242	181	33.3%	392	324	21.2%
<i>Margin</i>	15.1%	12.2%		13.4%	11.6%	

*PAT after Minority Interest

**VDSPL includes Caravan Talkies and Club Cinema businesses

Annexure

Financial Highlights – 5 Years



*PAT after Minority Interest

Advertisement Revenue – 5 Years

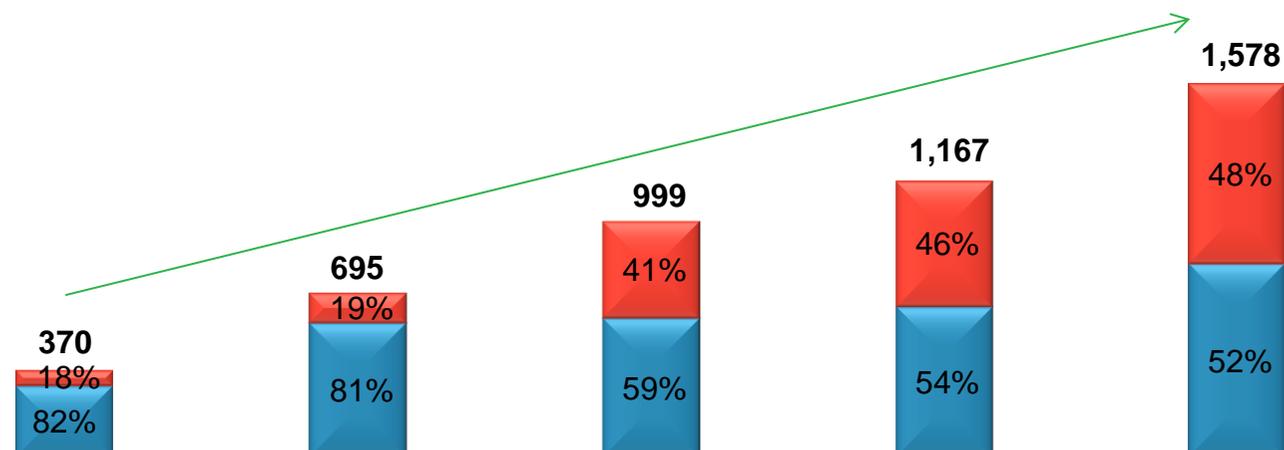


INR Mn

■ Government + PSU

■ Corporate + Caravan

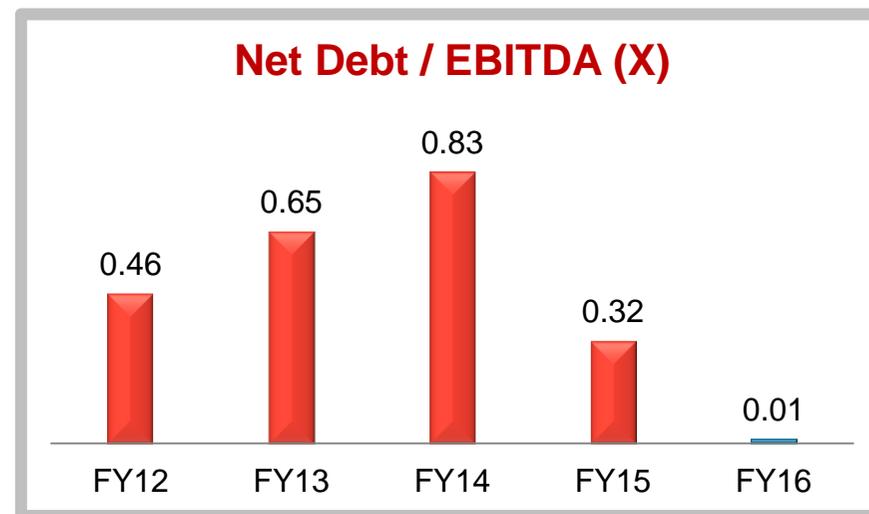
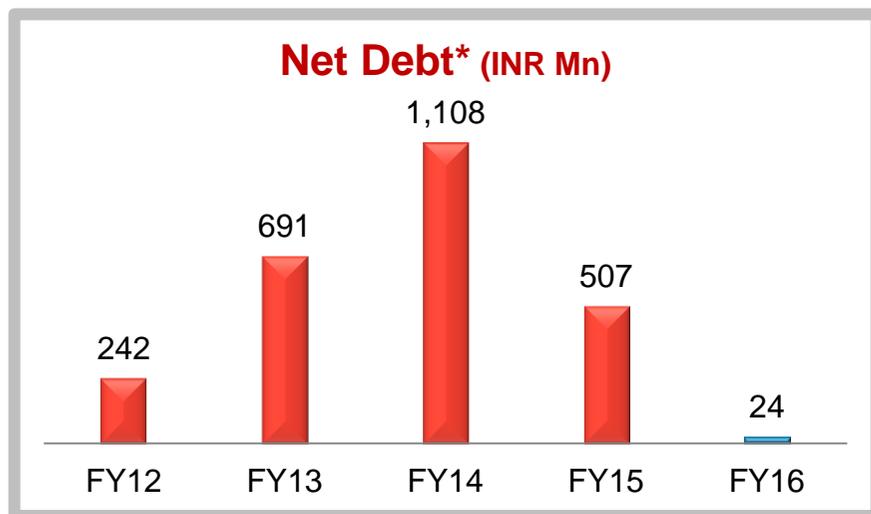
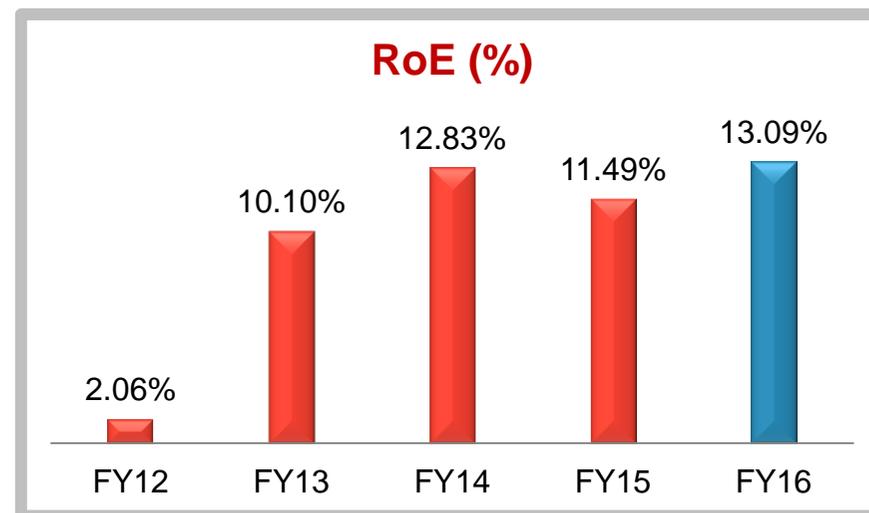
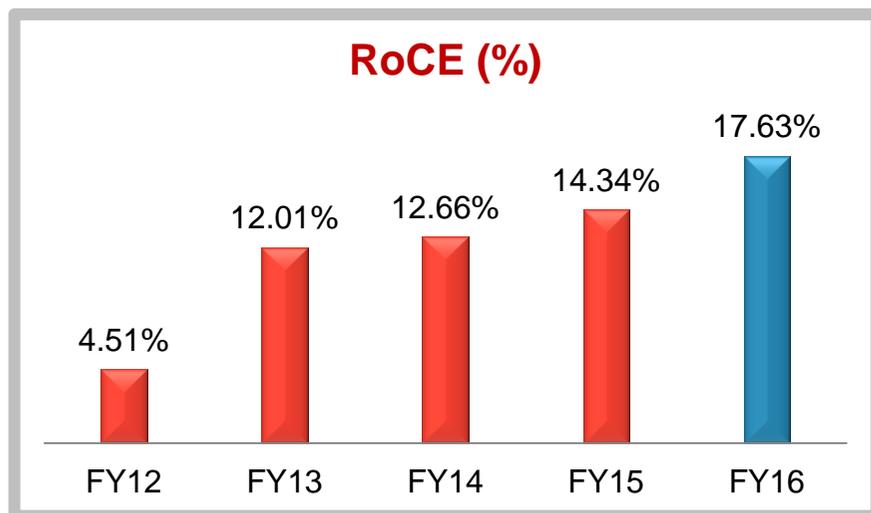
**FY12 – FY16
Revenue CAGR 44%**



	FY12	FY13	FY14	FY15	FY16
# of Screens with Ad Rights	2,647	3,071	3,592	3,784	3,713
Annual Ad Revenue / Screen (Avg) (INR)	159,089	243,081	299,711	316,346	410,275
# of minutes sold / show / Ad Screen	1.66	2.46	3.25	3.36	4.15

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

Key Financial Parameters – 5 Years



*Net Debt = Total Debt less Cash and Cash Equivalents

RoCE = EBIT/Average (Networth + Long Term Debt + Short Term Debt + Current Maturing Long Term Debt + Minority Interest)

RoE = PAT after Minority Interest / Average Network

Shareholding

(% of Total # of shares)	September 30, 2016
Promoters	28.86%
Foreign Venture Capital Investors	19.03%
FII	3.22%
DII	21.56%
Corporate Bodies	10.53%
Foreign Bodies	1.14%
Others	15.67%
Total # of Shares	27,600,801

Marquee Institutional Investors*

SBI Mutual Fund
Reliance Capital Asset Management
DSP Blackrock
Max Life Insurance
Grandeur Peak Global Advisors
Nomura Singapore
Reliance Nippon Life Insurance
Union Asset Management
Aviva Life Insurance

*As on September 30, 2016

UFO Moviez India Limited

UFO Moviez India Limited (BSE Code: 539141; NSE Code: UFO) is India's largest digital cinema distribution network and in-cinema advertising platform in terms of number of screens. UFO operates India's largest satellite-based, digital cinema distribution network using its UFO-M4 platform, as well as India's largest D-Cinema network. As on September 30, 2016, UFO's global network, along with subsidiaries and associates, spans 6,730 screens worldwide, including 5,055 screens across India and 1,675 screens across the Middle East, Israel, Mexico and the USA.

UFO's digitization and delivery model has been a key driver of extensive digitization of Indian cinemas and has enabled wide-spread, same day release of movies across India. UFO adds value to all stakeholders in the movie value chain, spanning movie producers, distributors, exhibitors and the cinema-going audience. UFO provides value to movie producers and distributors by reducing distribution costs, providing reach to a wide network, providing a faster method of delivery of content and reducing piracy through encryption and other security measures. We provide value to movie exhibitors throughout India by providing access to first day release of movies on our digital platform. Audiences benefit from faster access to new movie releases and a consistently high quality viewing experience.

UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,748 screens, with an aggregate seating capacity of approximately 1.76 million viewers and a reach of 1,906 locations across India, as on September 30, 2016. UFO's in-cinema advertising platform enables advertisers to reach a targeted, captive audience with high flexibility and control over the advertising process. UFO's in-cinema advertising platform also allows small exhibitors who otherwise are not able to effectively monetise their advertising inventory due to their limited scale and reach to receive a greater share of advertisement revenue than they are able to using traditional advertising methods.

Visit us at www.ufomoviez.com. For further details, contact:

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