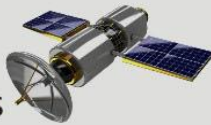


**Captive audience, customized  
content & audited displays**

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



# Q2&H1FY18 Results Presentation

November 30, 2017



**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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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. The like-to-like financials for the corresponding quarter / period has been restated accordingly.

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

### Indian Film Industry's Largest Content Distribution Highway

**5,384\***  
Digital Screens in India

**~2.2 million**  
Seating capacity per show

Digitally Delivered **446** Movies  
for **1,090** Distributors in Q2FY18

Across **1,432** Cities & Towns

### India's Largest In-cinema High Impact Advertising Platform

**4,021**  
In Cinema Advertising Screens

with an average weekly seating capacity of  
**~51 million**

**951** Advertisers in Q2FY18

Across **1,422** Cities & Towns

Data as on September 30, 2017

\* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 122 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

### Satellite Delivery of Cinema

#### Satellite



*Pan India movie release through satellite transfer*

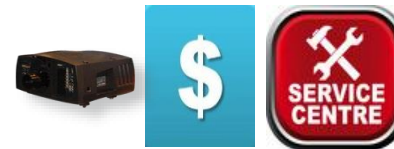


#### Exhibitor

- ✓ Low cost
- ✓ Immediate
- ✓ Flexible

### 'Solution provider', not 'Product provider'

#### Solution



*End to end technology solution to accelerate uptake*

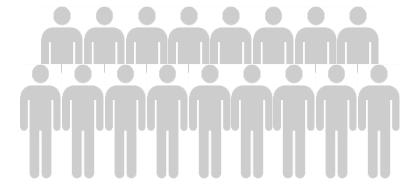


#### Exhibitor

- ✓ End to end
- ✓ Reliable
- ✓ Greater monetization

### In-cinema Advertising proposition

#### Viewers



*Connect cinema audience with advertisers*

Government of India	Johnson & Johnson
Honda Motorcycle	Google
Coca Cola	Vodafone
ICICI Pru Life	HDFC Bank

#### Advertisers

- ✓ Pan-India reach
- ✓ Single reliable platform
- ✓ Transparent



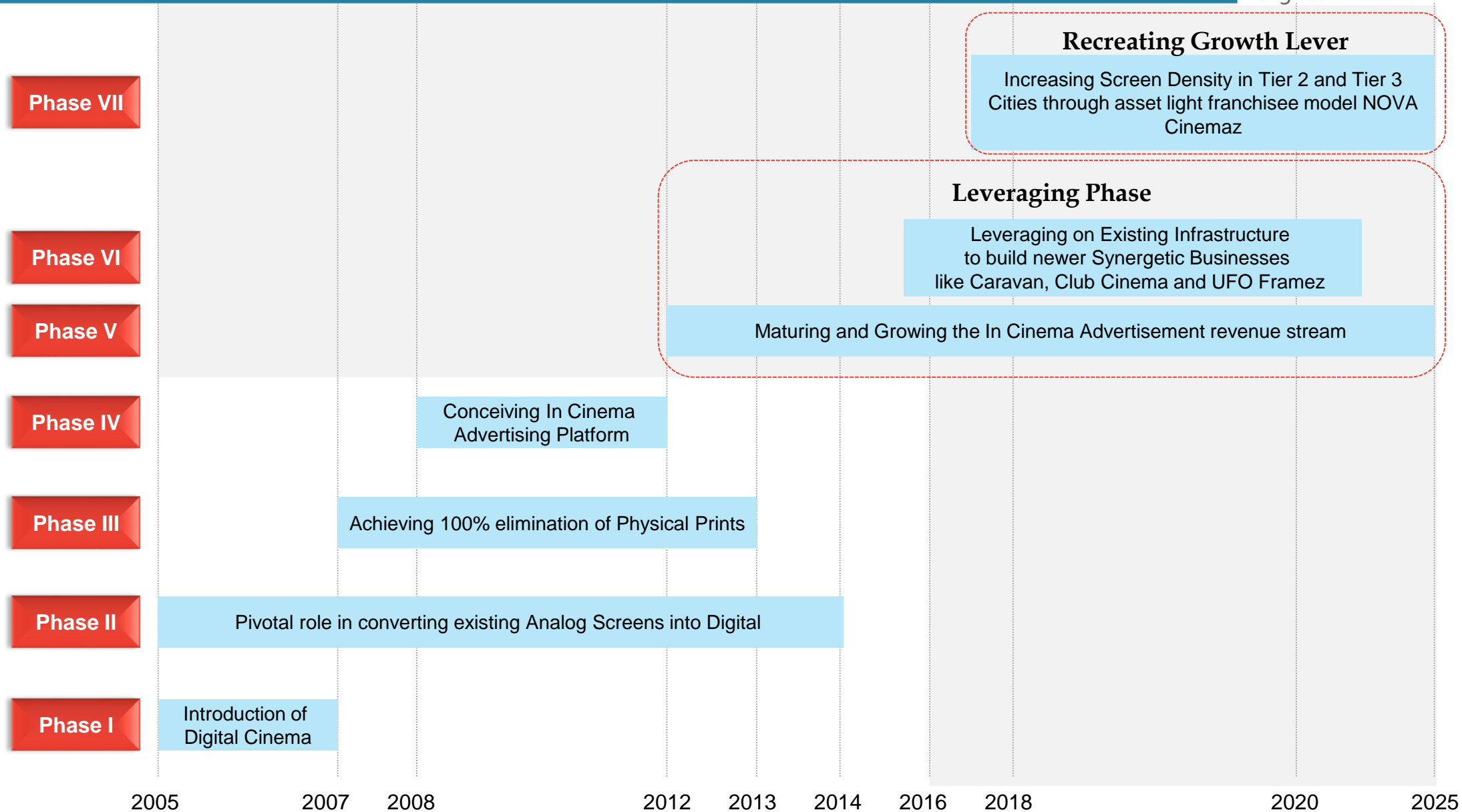
# Philosophy – Value Creation Across the Value Chain



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"> <li>• Enable digitization of screens                             <ul style="list-style-type: none"> <li>– Provides installation, investment and maintenance services for digital cinema systems</li> <li>– Receive fresh / “first-day first-show” content</li> <li>– Access to almost all films released historically</li> </ul> </li> <li>• Effectively monetize ad inventory</li> </ul>	<ul style="list-style-type: none"> <li>• Content variety clubbed with high quality viewing experience</li> <li>• Higher theatrical revenues given day and date release</li> <li>• Operational flexibility &amp; simplicity</li> <li>• Ad revenue upside</li> </ul>
Content Owner / Distributor	<ul style="list-style-type: none"> <li>• Pan-India release</li> <li>• Fully secure, encrypted signal</li> <li>• Pay per show model</li> <li>• Low cost distribution even for under-served smaller markets</li> </ul>	<ul style="list-style-type: none"> <li>• Increased box office revenues</li> <li>• Reduced piracy</li> <li>• Reduced distribution costs</li> </ul>
Advertisers	<ul style="list-style-type: none"> <li>• Aggregate ad inventory in 4,021 screens (including 327 D-Cinema screens); seating capacity of ~1.82 Mn viewers per show across India as on September 30, 2017</li> <li>• Centralized scheduling</li> <li>• Flexible and customizable ad platform</li> </ul>	<ul style="list-style-type: none"> <li>• Growing usage by advertisers                             <ul style="list-style-type: none"> <li>– Targeted advertising</li> <li>– High impact medium</li> <li>– Transparency</li> <li>– Multi-language flexibility</li> </ul> </li> </ul>

# Our Vision



## **C**apital Intensity

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

## **C**apital Efficiency

Network Effect and Operational Efficiencies lead to increasing RoCE.

## **C**apital Allocation

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

## **C**apital Distribution

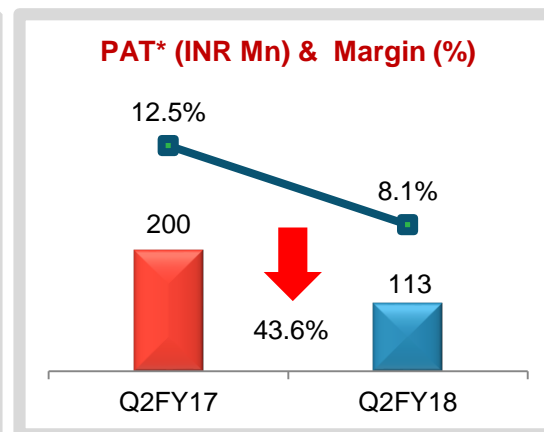
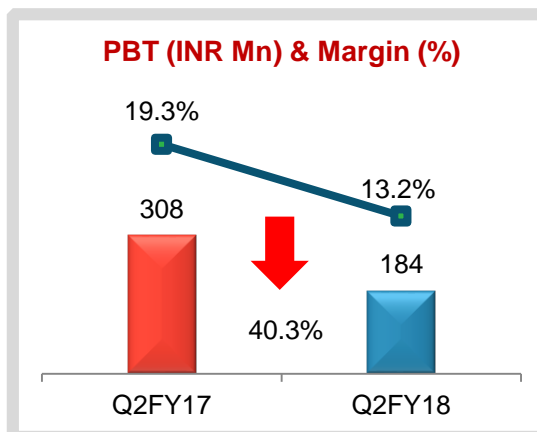
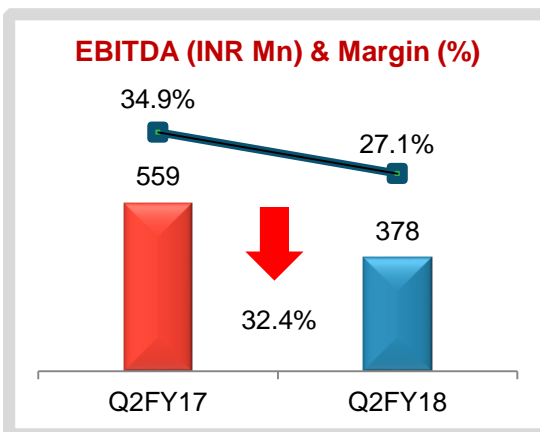
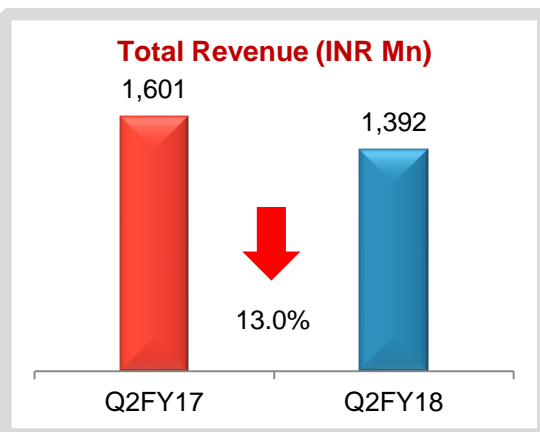
Intent to distribute  $\geq 25\%$  of PAT annually.

# Financial and Operating Highlights

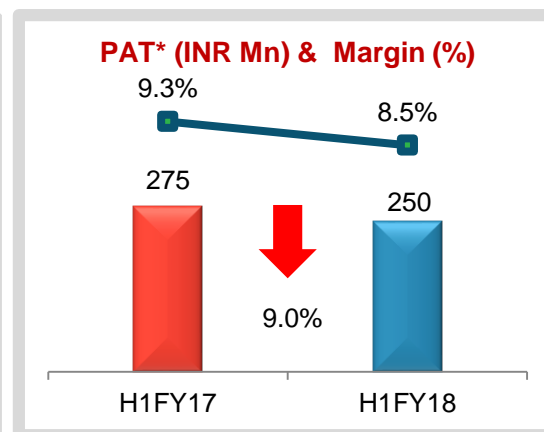
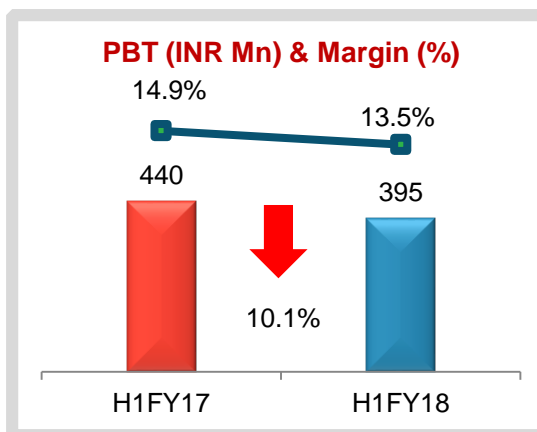
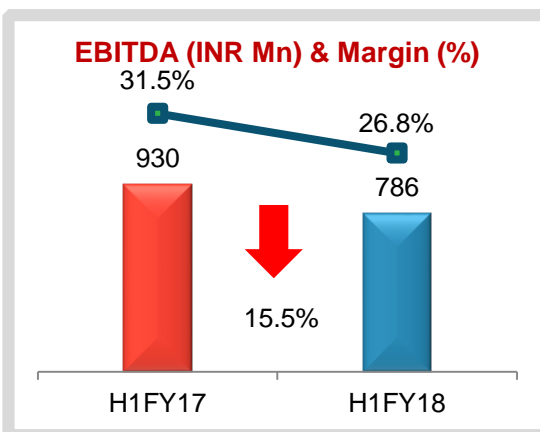
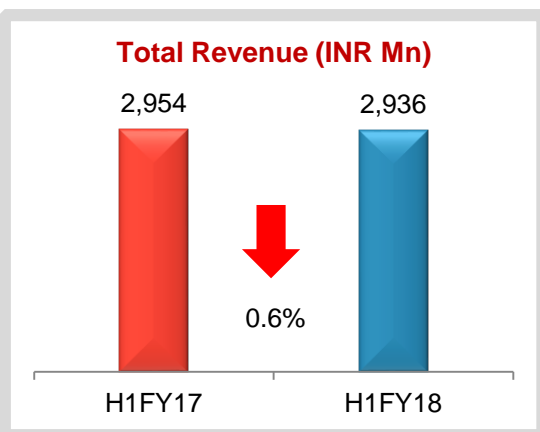


# Consolidated Financial Highlights

## Q2FY18 YoY Comparison



## H1FY18 YoY Comparison



\*PAT after Minority Interest

# Driving Wide Spread Release of Movies on UFO Network



## Top 10 Hindi

Release Date	Movie	# of Screens
29-Sep	JUDWAA - 2	2,739
1-Sep	BAADSHAH	2,637
4-Aug	JAB HARRY MET SEJAL	2,524
21-Jul	MUNNA MICHAEL	2,423
28-Jul	MUBARAKAN	2,335
11-Aug	TOILET EK PREM KATHA	2,049
25-Aug	A GENTLEMAN - SUNDAR.SUSHEEL.RISKY	1,917
22-Sep	BHOOMI	1,730
14-Jul	JAGGA JASOOS	1,722
8-Sep	POSTERBOYS	1,623

## Top 10 Telugu

Release Date	Movie	# of Screens
22-Sep	JAI LAVAKUSA	1,049
29-Sep	SPYDER	982
1-Sep	PAISA VASOOL	630
7-Jul	NINNU KORI	564
21-Jul	FIDAA (LOVE - HATE - LOVE STORY)	552
11-Aug	NENE RAJU NENE MANTRI	551
28-Jul	GOWTHAM NANDA	549
25-Aug	ARJUN REDDY	529
11-Aug	JAYA JANAKI NAYAKA	513
29-Sep	MAHNUBHAVADU	447

## Top 10 Tamil

Release Date	Movie	# of Screens
25-Aug	VIVEGAM	547
11-Aug	VELLAI ILLA PATTATHARI-2	353
21-Jul	VIKRAM VEDHA	340
29-Sep	SPYDER	262
15-Sep	THUPARIVAALAN	247
28-Jul	NIBUNAN	160
29-Sep	KARUPPAN	159
21-Jul	MEESAIYAH MURUKKU	128
14-Jul	GEMINI GANESHANUM SURULI RAJANUM	124
1-Sep	PURIYAATHA PUTHIR	101

## Top 10 Marathi

Release Date	Movie	# of Screens
8-Sep	BOYZ	445
4-Aug	BHIKARI	301
28-Jul	SHENTIMENTAL	226
7-Jul	HRUDAYANTAR	224
29-Sep	BAAPJANMA	203
11-Aug	MALA KAHICH PROBLEM NAHI	189
14-Jul	KAAY RE RASCALAA	182
29-Sep	ZINDAGI VIRAT	157
14-Jul	LAPACHHAPI	154
1-Sep	BANDOOKYA	122

# 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
15-Sep	BHARJARI	273
29-Sep	TARAK	251
1-Sep	MUGULU NAGE	199
11-Aug	MASS LEADER	188
4-Aug	RAJ VISHNU MAIN MOVIE	187
14-Jul	2 (DANDUPALYA 2)	179
15-Sep	CRACK	144
7-Jul	KOLARA	141
25-Aug	SAHEBA	141
21-Jul	DHAIRYAM	139

## Top 10 Malayalam

Release Date	Movie	# of Screens
1-Sep	VELIPADINTE PUSTHAKAM	266
1-Sep	NJANDUKALUDE NATIL ORIDAVELA	224
7-Jul	TIYAAN	222
29-Sep	RAMALEELA	211
22-Sep	PARAVA	185
1-Sep	ADAM JOAN	173
4-Aug	CHUNKZZ	171
1-Sep	PULLIKARAN STARA	170
14-Jul	SUNDAY HOLIDAY	168
4-Aug	VARNYATHIL AASHANKA	132

## Top 10 Gujarati

Release Date	Movie	# of Screens
25-Aug	PAPPA TAMNE NAHI SAMJAY	207
28-Jul	VITAMIN SHE	152
18-Aug	TAMBURO	131
14-Jul	GANDHI NI GOLMAAL	122
14-Jul	CASH ON DELIVERY	120
21-Jul	CHOR BANI THANGAAT KARE	80
15-Sep	BAAP VECHVANO CHHE	78
7-Jul	ROK TOK (THE HURDLE OF LIFE)	76
8-Sep	RACHNA NO DABBO	75
4-Aug	WASSUP ZINDAGI	72

## Top 10 Bhojpuri

Release Date	Movie	# of Screens
4-Aug	SIPAHI	199
4-Aug	HAM HAI HINDUSTANI	189
14-Jul	CHALLENGE	182
29-Sep	JILA CHAMPARAN	128
28-Jul	KASAM PAIDA KARNE WALE KI	109
11-Aug	INDIA V/S PAKISTAN	105
29-Sep	HUM HAI LOOTERE	105
14-Jul	AB HOI JUNG E ISHQ	11
25-Aug	MUKHTAR	11
7-Jul	BAIRI BHAIL SAJANWAA HAMAAR	5

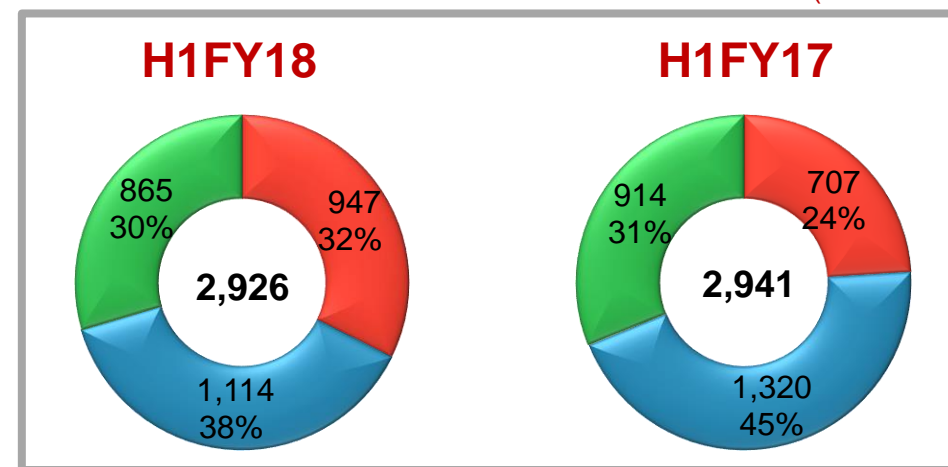
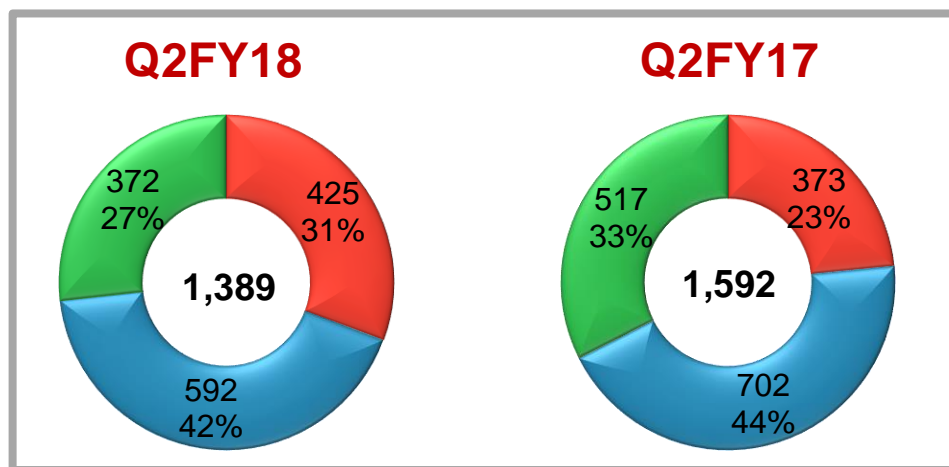
# of screens reflects the # of screens the movie released on UFO network across the lifetime of the Movie

# Consolidated Revenue Mix



digital cinema

(INR Million)



Advertiser Revenue



Distributor Revenue



Exhibitor Revenue\*

(INR Mn)	Q2FY18	Q2FY17	Growth
Advertiser Revenue	372	517	-28.1%
Virtual Print Fees - E-Cinema	302	293	3.1%
Virtual Print Fees - D-Cinema	274	392	-30.1%
Lease rental income - E-Cinema	142	120	18.2%
Lease rental income - D-Cinema	29	37	-21.3%
Other Operating Revenues	88	51	74.8%
<b>Total Sale of Services</b>	<b>1,207</b>	<b>1,410</b>	<b>-14.4%</b>

<b>Total Sales of Products</b>	<b>182</b>	<b>182</b>	<b>0.1%</b>
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<b>Revenue from Operations</b>	<b>1,389</b>	<b>1,592</b>	<b>-12.8%</b>
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H1FY18	H1FY17	Growth
865	914	-5.4%
539	523	3.1%
546	767	-28.9%
266	237	12.2%
59	78	-24.1%
130	86	51.6%
<b>2,405</b>	<b>2,605</b>	<b>-7.7%</b>

<b>521</b>	<b>336</b>	<b>55.0%</b>
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<b>2,926</b>	<b>2,941</b>	<b>-0.5%</b>
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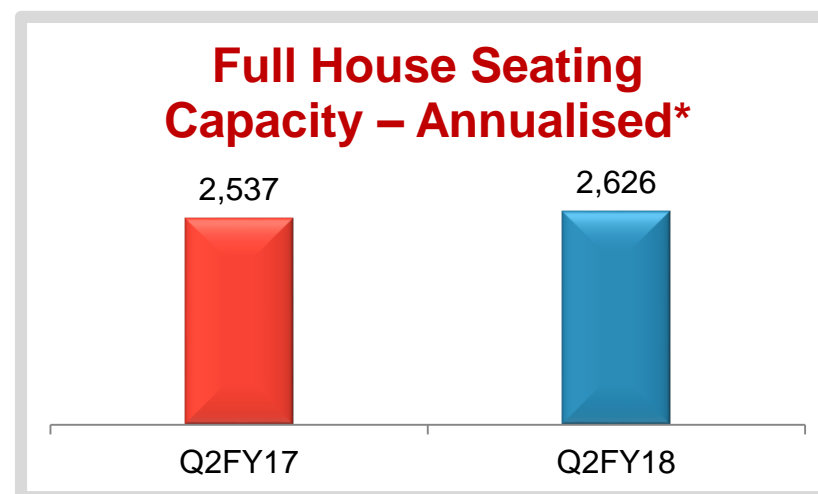
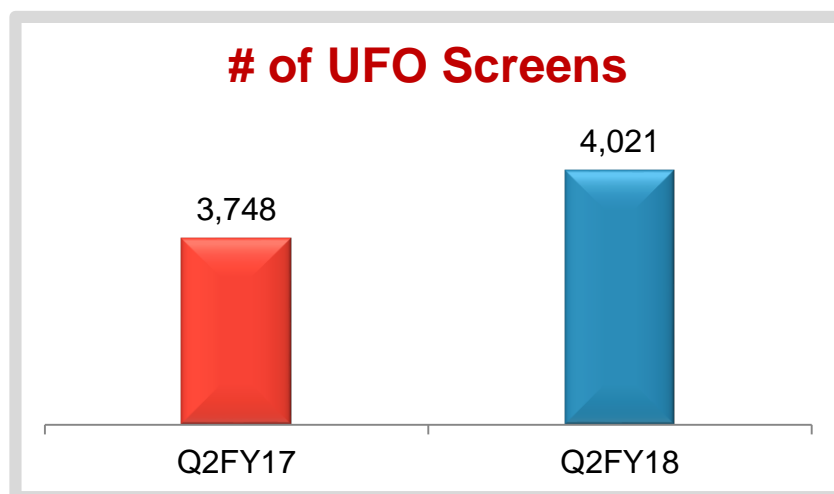
\* Includes Other Operating Revenues excluding Digitisation income which is part of Distributor Revenue

Note: Excludes Other Income

# In Cinema Advertising Performance

# In Cinema Advertisement Operating Parameter

in Mn Seats

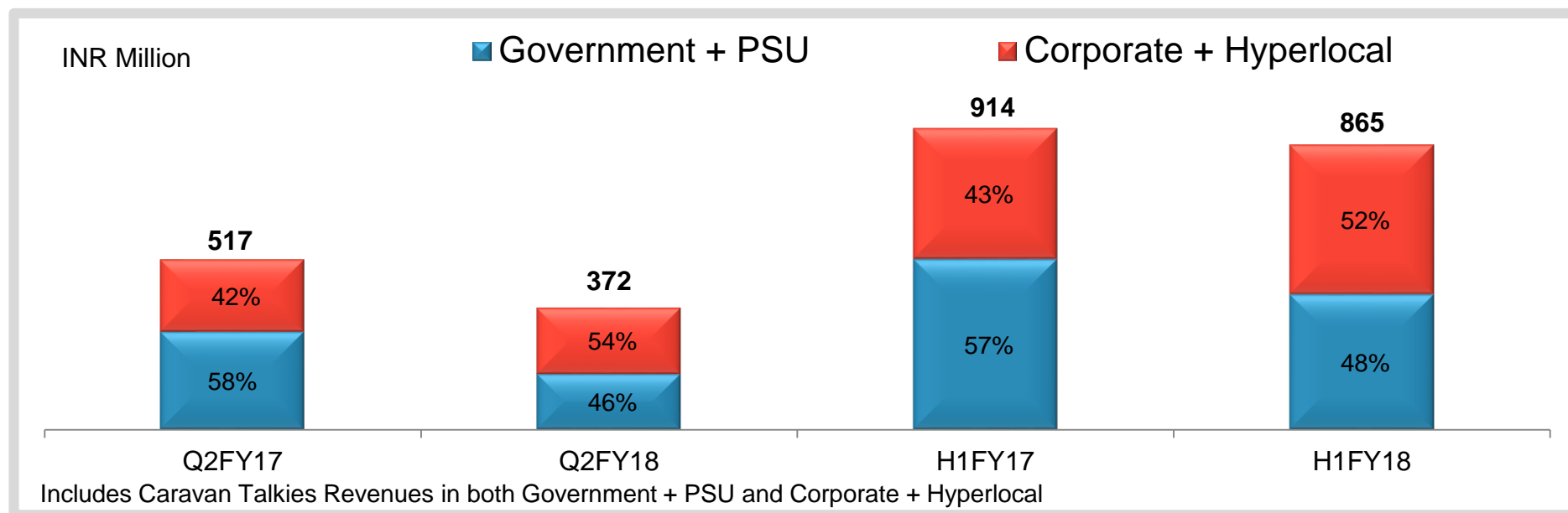


Q2FY18	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	472	533	634	2,382
Full House Seating Capacity – Per Show All Screens	116,767	316,714	169,718	1,220,115
Seating Capacity Per Screen Per Show	247	594	268	512
*Full House Seating Capacity Annualised (in Mn Seats)	168	456	244	1,757

\*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	Q2FY18	Q2FY17	H1FY18	H1FY17
Ad Revenue / Screen for the period (Avg) (Rs.)	89,616	139,389	210,662	241,787
Average # of minutes sold / show / Ad Screen	3.52	5.15	4.15	4.52
# of In Cinema Advertising Clients	951	1,067	1,888	1,919

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

# Repositioned and Retooled Caravan Talkies for Growth



## Caravan Offering in 2016

- Conventional branding media for media dark market



## Caravan 'Now'

- 360 degree activation
  - Brand experience solution
- Sunset movie screening for footfalls  
+  
Customer Research  
+  
Brand Activation

## Impact

### Increased Scale of Operations

- Resumed Operations in April
- Reached a peak of 67 vans by May
- **Operated peak of 25 Vans for the first time in Q2FY18 despite monsoons**
- States Covered in H1FY18: Bihar, Haryana, Maharashtra, Madhya Pradesh, Orissa, Rajasthan, Uttar Pradesh & West Bengal

### More Brands



### Higher Realization Per Van

### Improvement in Financial Performance

#### VDSPL's Financial Snapshot:

(INR Mn)	H1FY18	H1FY17	Growth
Revenue	59	17	243.7%
EBITDA	(17)	(50)	NA
PAT	(63)	(91)	NA

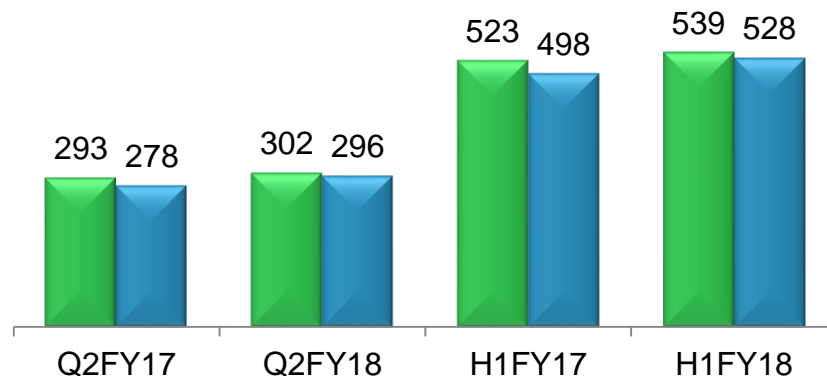
\*VDSPL comprises of Caravan Talkies, NOVA Cinemaz and Club Cinema businesses

# Theatrical Revenues

# Theatrical revenues from Distributors

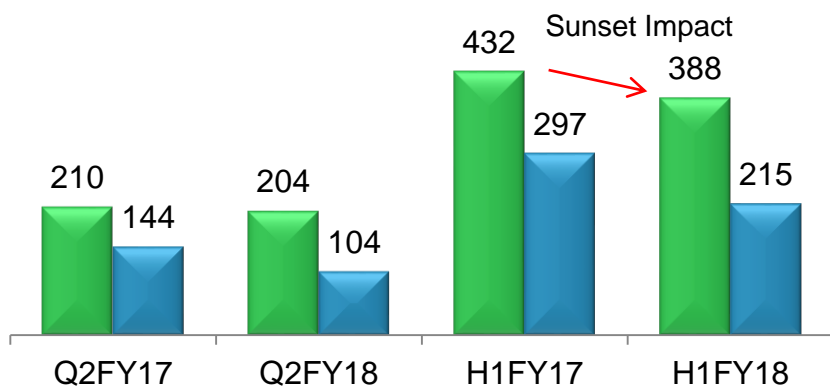
## E – Cinema - VPF

### Domestic Revenue (INR Mn)

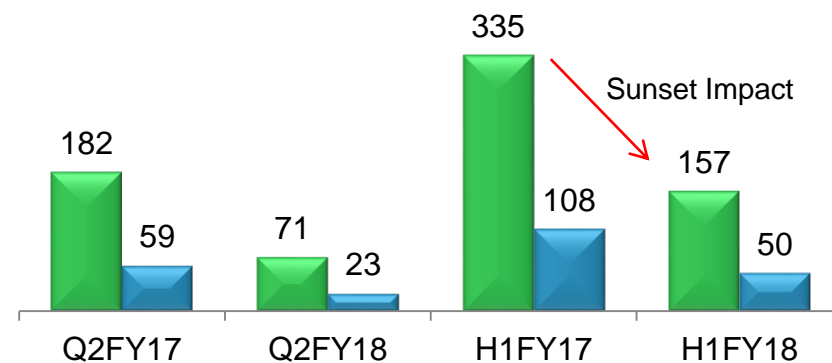


## D – Cinema - VPF

### Domestic Revenue (INR Mn)



### International Revenue (INR Mn)



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*	Q2FY18	Q2FY17	H1FY18	H1FY17
E – Cinema	3,817	3,549	3,817	3,549
D – Cinema	1,567	1,506	1,567	1,506
Total	5,384	5,055	5,384	5,055

# of Screens as on September 30, 2017

VPF Revenue / Screen (Average**) (in Rs.)	Q2FY18	Q2FY17	H1FY18	H1FY17
E – Cinema Gross	78,943	83,012	146,566	147,400
E – Cinema Net	77,462	78,813	143,512	140,317
D – Cinema Gross	130,440	140,525	247,758	288,526
D – Cinema Net	66,723	96,483	137,094	198,343

\* Includes Franchisee screens (Example: UMW, IWDL, etc)

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

# Operating Parameter – VPF Revenue International



Number of Screens	Q2FY18*	Q2FY17	H1FY18*	H1FY17
Total	807	902	807	902

# of Screens as on September 30, 2017

VPF Revenue / Screen (Average**) (in Rs.)	Q2FY18	Q2FY17	H1FY18	H1FY17
D – Cinema Gross	87,674	201,762	193,483	375,547
D – Cinema Net	28,034	65,599	61,446	120,665

\*Total # of VPF Generating Screens only in Middle East and Israel

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



# Financial Performance

# Consolidated P&L Statement (Ind AS)



(INR Mn)	Q2FY18	Q2FY17	Growth	H1FY18	H1FY17	Growth
Revenue from Operations	1,389	1,592	-12.8%	2,926	2,941	-0.5%
Other Income	3	9	-65.4%	10	13	-23.1%
<b>Total Revenue</b>	<b>1,392</b>	<b>1,601</b>	<b>-13.0%</b>	<b>2,936</b>	<b>2,954</b>	<b>-0.6%</b>
<b>Total Expenses</b>	<b>1,014</b>	<b>1,042</b>	<b>-2.7%</b>	<b>2,150</b>	<b>2,024</b>	<b>6.2%</b>
<b>EBITDA</b>	<b>378</b>	<b>559</b>	<b>-32.4%</b>	<b>786</b>	<b>930</b>	<b>-15.5%</b>
Depreciation and Amortisation	204	252	-19.2%	409	498	-17.8%
<b>EBIT</b>	<b>174</b>	<b>307</b>	<b>-43.2%</b>	<b>377</b>	<b>432</b>	<b>-12.7%</b>
Finance Cost	24	35	-29.8%	51	73	-31.2%
Finance Income	19	18	2.5%	42	47	-10.1%
Profit from Associates	15	18	-13.7%	27	34	-22.8%
<b>PBT</b>	<b>184</b>	<b>308</b>	<b>-40.3%</b>	<b>395</b>	<b>440</b>	<b>-10.1%</b>
Tax	82	113	-27.5%	153	174	-12.0%
<b>PAT</b>	<b>102</b>	<b>195</b>	<b>-47.7%</b>	<b>242</b>	<b>266</b>	<b>-8.9%</b>
Minority Interest	(11)	(5)	144.8%	(8)	(9)	-11.3%
<b>PAT after Minority Interest*</b>	<b>113</b>	<b>200</b>	<b>-43.6%</b>	<b>250</b>	<b>275</b>	<b>-9.0%</b>
<b>Basic EPS</b>	<b>4.09</b>	<b>7.24</b>	<b>-43.5%</b>	<b>9.07</b>	<b>9.97</b>	<b>-9.0%</b>

\*The Company has adopted Ind-AS reporting Q1FY18 onwards. The like-to-like financials for the corresponding quarter / period has been restated accordingly. PAT after Minority Interest excludes Other Comprehensive income (OCI)

# Consolidated Expenditure Analysis (Ind AS)

<b>Expenses as a % of Total Revenue</b>	<b>Q2FY18</b>	<b>Q2FY17</b>	<b>H1FY18</b>	<b>H1FY17</b>
<b>1) Total Operating Direct Cost</b>	<b>43.6%</b>	<b>39.5%</b>	<b>45.2%</b>	<b>41.2%</b>
<b>Key Operating Direct Cost Components</b>				
<i>i) Advertisement revenue share payment</i>	<u>11.2%</u>	<u>8.8%</u>	<u>10.4%</u>	<u>8.9%</u>
<i>ii) VPF D-Cinema share payment to D-Cinema Exhibitors</i>	<u>10.6%</u>	<u>11.8%</u>	<u>9.6%</u>	<u>12.3%</u>
<i>iii) Purchase of Equipment, Lamps and Spares</i>	<u>10.8%</u>	<u>9.2%</u>	<u>14.4%</u>	<u>9.2%</u>
<b>2) Employee Benefit Expenses</b>	<b>14.0%</b>	<b>12.5%</b>	<b>13.6%</b>	<b>12.8%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>15.2%</b>	<b>13.1%</b>	<b>14.5%</b>	<b>14.5%</b>
<b>Total Expenses</b>	<b>72.9%</b>	<b>65.1%</b>	<b>73.2%</b>	<b>68.5%</b>
<b>EBITDA Margin</b>	<b>27.1%</b>	<b>34.9%</b>	<b>26.8%</b>	<b>31.5%</b>

# Consolidated Balance Sheet (Ind AS)



<b>Assets (INR Mn)</b>	<b>30-Sept-17</b>	<b>31-Mar-17</b>	<b>Equity and Liability (INR Mn)</b>	<b>30-Sept-17</b>	<b>31-Mar-17</b>
<b>Non-Current Assets</b>			<b>Equity</b>		
Property, plant and equipment	2,516	2,585	Equity Share Capital	276	276
Capital work-in-progress	141	69	Other Equity		
Other Intangible assets	28	31	Reserves and surplus	3,667	3,777
Goodwill on consolidation	140	140	<b>Equity attributable to Shareholders</b>	<b>3,943</b>	<b>4,053</b>
Investment in Subsidiaries, Associates and JV	179	152	Non Controlling interest	(66)	60
Financial Assets			<b>Total Equity</b>	<b>3,877</b>	<b>4,113</b>
(i) Loans	53	49	<b>Liabilities</b>		
(ii) Others	24	4	<b>Non-Current Liabilities</b>		
Deferred tax assets (net)	323	242	<b>Financial Liabilities</b>		
Other non-current assets	135	108	(i) Borrowings	274	320
Other Tax Assets	233	225	(ii) Others	343	365
<b>Total Non-Current Assets</b>	<b>3,772</b>	<b>3,605</b>	Provisions	35	31
<b>Current Assets</b>			Other non-current liabilities	29	16
			<b>Total non-current liabilities</b>	<b>681</b>	<b>732</b>
Inventories	111	135	<b>Current Liabilities</b>		
Financial Assets			<b>Financial Liabilities</b>		
(i) Investments	641	623	(i) Borrowings	115	107
(ii) Trade receivables	1,665	1,482	(ii) Trade payables	1,152	954
(iii) Cash and cash equivalents	178	402	(iii) Others	871	781
(iii) Bank balances other than (iii) above	462	555	Provisions	113	43
(iv) Loans	46	47	Other current liabilities	357	415
(v) Others	-	-	Current Tax Liabilities (Net)	7	9
Other current assets	298	305	<b>Total Current Liabilities</b>	<b>2,615</b>	<b>2,309</b>
<b>Total Current Assets</b>	<b>3,401</b>	<b>3,549</b>	<b>Total Liabilities</b>	<b>3,296</b>	<b>3,041</b>
<b>Total Assets</b>	<b>7,173</b>	<b>7,154</b>	<b>Total Equity and Liabilities</b>	<b>7,173</b>	<b>7,154</b>

# Major areas impacted due to adoption of Ind AS

Item	Treatment under Ind AS	Treatment under previous IGAAP
Virtual Print Fee	Fixed one time VPF from distributors is recognised over estimated life of movie (2 weeks) in the ratio of expected payout (70:30) .	Fixed one time Virtual print fees received from distributors of the films is recognised immediately on delivery of content.
Financial Guarantee	Financial guarantee shall be recognised at fair value.	Disclosure requirement as a contingent liability.
Security deposits paid	Security Deposits paid is discounted to present value & differential amount is recognized as rent expenses on straight line basis over the lease term. Further, Interest Income is recognized on present value using effective Interest rate method over the lease term.	Security deposits paid is not discounted under IGAAP.
Security deposits received	Security Deposits received is discounted to present value & differential amount is recognized as rental income on straight line basis over the lease term. Further Interest expense is recognized on present value using effective Interest rate method over the lease term.	Security deposits received is not discounted under IGAAP.
Employee benefits	Actuarial Gains/(losses) on defined benefit plans are recognized in Other Comprehensive Income.	Actuarial Gains/(losses) on defined benefit plans are recognized in Statement of profit & loss.

# Major areas impacted due to adoption of Ind AS

Item	Treatment under Ind AS	Treatment under previous IGAAP
Investment in Mutual Fund, OCPS, CCPS, Warrants	Such investments are measured at fair value and mark to market difference is recognised in P & L.	Such investments are measured at cost.
Business Combination	Acquirer shall account for acquisition-related costs as expenses in the periods in which the costs are incurred. Business combination is accounted at fair value of assets and liabilities taken over.	Acquirer can capitalise the acquisition-related costs in the periods which the costs are incurred. Business combination is accounted as book value of assets and liabilities taken over.
Income tax (including deferred tax)	Company should recognize a deferred tax liability in CFS for all taxable temporary differences associated with investment in subsidiaries and interest in joint ventures, associates except to the extent that the parent is able to control timing of reversal of temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.	No such requirement under IGAAP.
Proposed dividend	Proposed dividends to be recognized in the year when they are approved by shareholders in the Annual General Meeting.	Proposed dividends is recognized as & when the Board recommends Dividend.
Non controllable interest (NCI i.e. Minority interest)	Losses of subsidiaries are allocated to NCI even if NCI balance is negative.	Losses of subsidiaries are absorbed by Parent company after NCI balance is zero.



# Consolidated P&L Ind AS Adjustments

(INR Mn)	Q2FY17	Ind AS Adjustments	Q2FY17	H1FY17	Ind AS Adjustments	H1FY17
	IGAAP		Ind AS			Ind AS
Revenue from Operations	1,592	-	1,592	2,932	9	2,941
Other Income	7	2	9	13	-	13
<b>Total Revenue</b>	<b>1,599</b>	<b>2</b>	<b>1,601</b>	<b>2,945</b>	<b>9</b>	<b>2,954</b>
<b>Total Expenses</b>	<b>1,043</b>	<b>(1)</b>	<b>1,042</b>	<b>2,025</b>	<b>(1)</b>	<b>2,024</b>
<b>EBITDA</b>	<b>556</b>	<b>3</b>	<b>559</b>	<b>920</b>	<b>10</b>	<b>930</b>
Depreciation and Amortisation	212	40	252	418	80	498
<b>EBIT</b>	<b>344</b>	<b>(37)</b>	<b>307</b>	<b>502</b>	<b>(70)</b>	<b>432</b>
Finance Cost	26	9	35	54	19	73
Finance Income	10	8	18	32	15	47
Profit from Associates	18	-	18	34	-	34
<b>PBT</b>	<b>346</b>	<b>(38)</b>	<b>308</b>	<b>514</b>	<b>(74)</b>	<b>440</b>
Tax	137	(24)	113	199	(25)	174
<b>PAT</b>	<b>209</b>	<b>(14)</b>	<b>195</b>	<b>315</b>	<b>(49)</b>	<b>266</b>
Minority Interest	6	(11)	(5)	14	23	(9)
<b>PAT after Minority Interest*</b>	<b>203</b>	<b>(3)</b>	<b>200</b>	<b>301</b>	<b>(26)</b>	<b>275</b>
<b>Basic EPS</b>	<b>7.34</b>	<b>(0.10)</b>	<b>7.24</b>	<b>10.90</b>	<b>(0.94)</b>	<b>9.97</b>

\*PAT after Minority Interest excludes Other Comprehensive income (OCI)

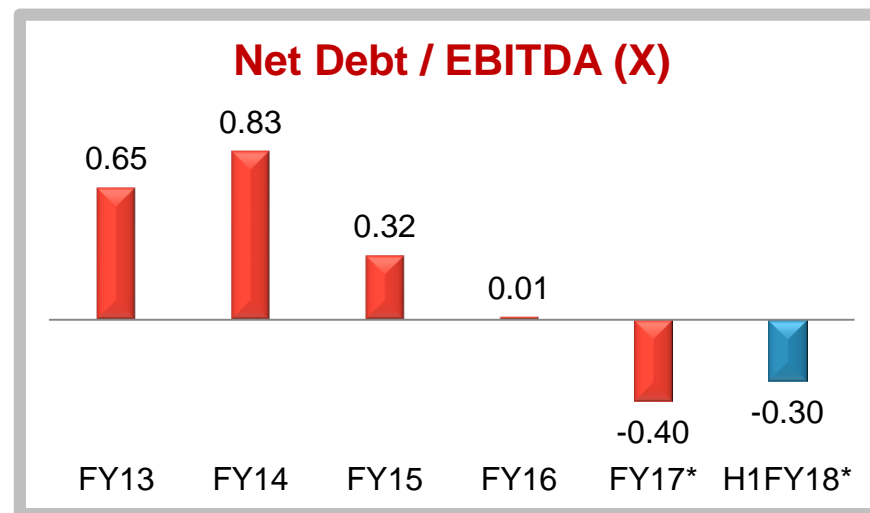
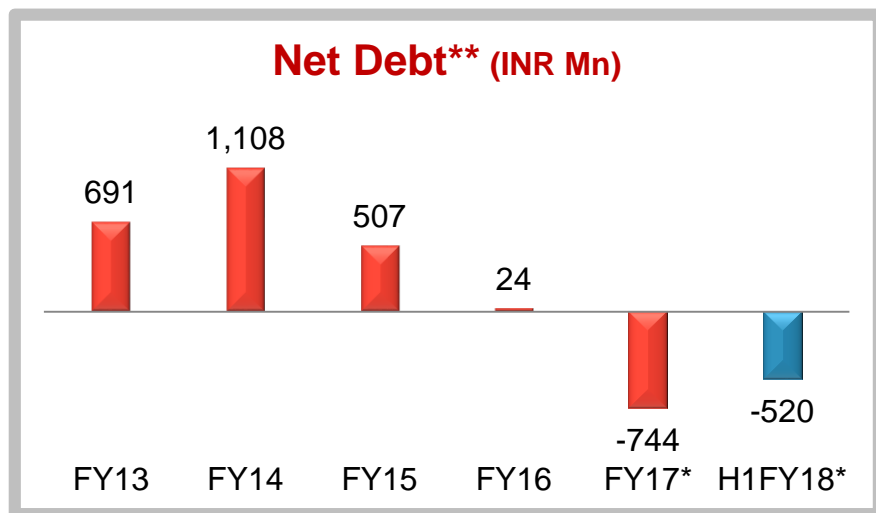
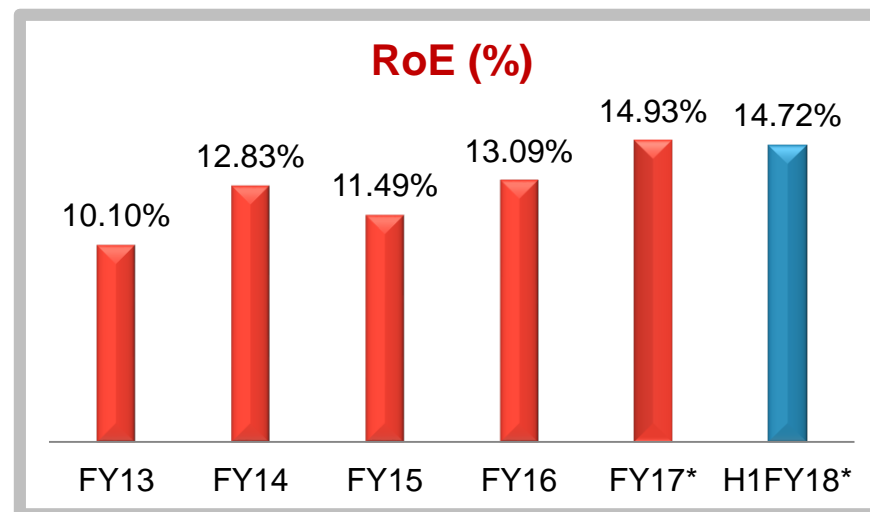
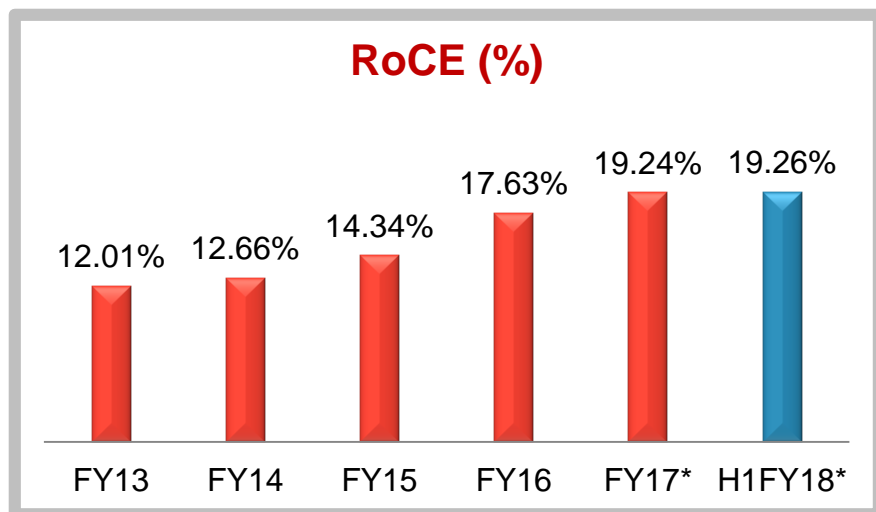
# Reconciliation of Profits for Previous Periods

<b>(INR Mn)</b>	<b>Q2FY17</b>	<b>H1FY17</b>	<b>FY17</b>
<b>Net profit attributable to shareholders under IGAAP</b>	<b>203</b>	<b>301</b>	<b>632</b>
Impact on account of:			
Fair value of Financial instruments	6	9	17
Actuarial (gain)/loss on employee defined benefit plans	-	(1)	2
Impact of Business combination accounting	(36)	(72)	(72)
Allocation of losses in subsidiaries to Noncontrolling interest	8	18	34
Income tax (including deferred tax)	22	24	(2)
Others	(3)	(4)	(6)
<b>Net profit attributable to shareholders under Ind AS</b>	<b>200</b>	<b>275</b>	<b>605</b>
Other comprehensive income/(expense) (net of taxes)	(4)	3	(15)
<b>Total comprehensive income attributable to shareholders under Ind AS</b>	<b>196</b>	<b>278</b>	<b>590</b>

# Reconciliation of Other Equity for Previous Period

<b>(INR Mn)</b>	<b>31-Mar-17</b>
<b>Other Equity under IGAAP</b>	<b>5,507</b>
Impact on account of:	
Fair value of Financial instruments	(1)
Actuarial (gain)/loss on employee defined benefit plans	(2)
Impact of Business combination accounting	(1,688)
Allocation of losses in subsidiaries to Noncontrolling interest	54
Income tax (including deferred tax)	(81)
Others	(12)
<b>Other Equity under Ind AS</b>	<b>3,777</b>

# Key Financial Ratios



\*FY13 to FY16 are based on IGAAP financials and FY17 & H1FY18 are based on Ind AS closing financials. H1FY18 ratios are calculated on LTM financials.

\*\*Net Debt = Total Debt less Cash and Cash Equivalents

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

RoE = PAT after Minority Interest / Average Network

# Annexure

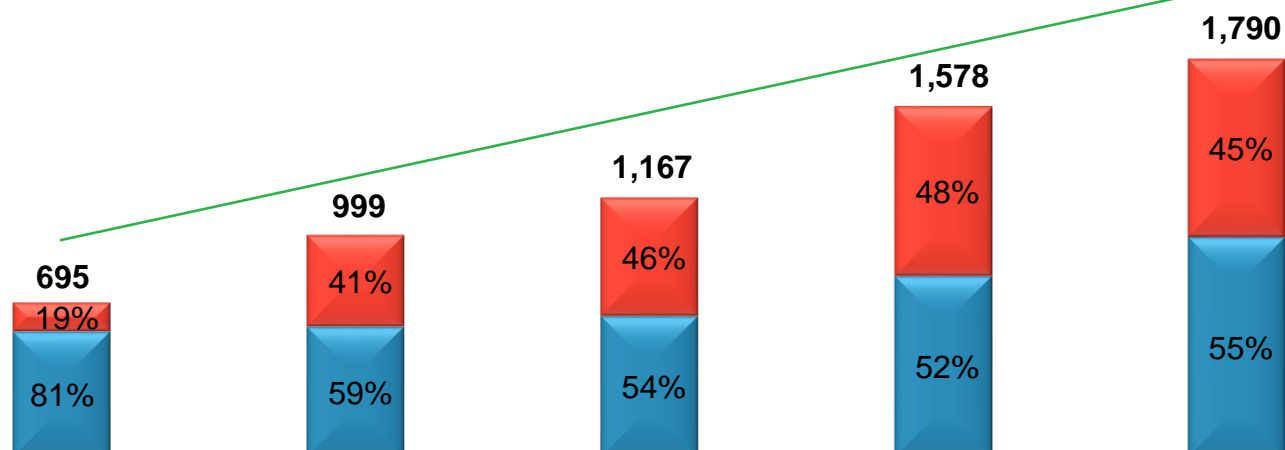
# Advertisement Revenue – 5 Years

INR Mn

■ Government + PSU

■ Corporate + Hyperlocal

**FY13 – FY17**  
**Revenue CAGR 27%**

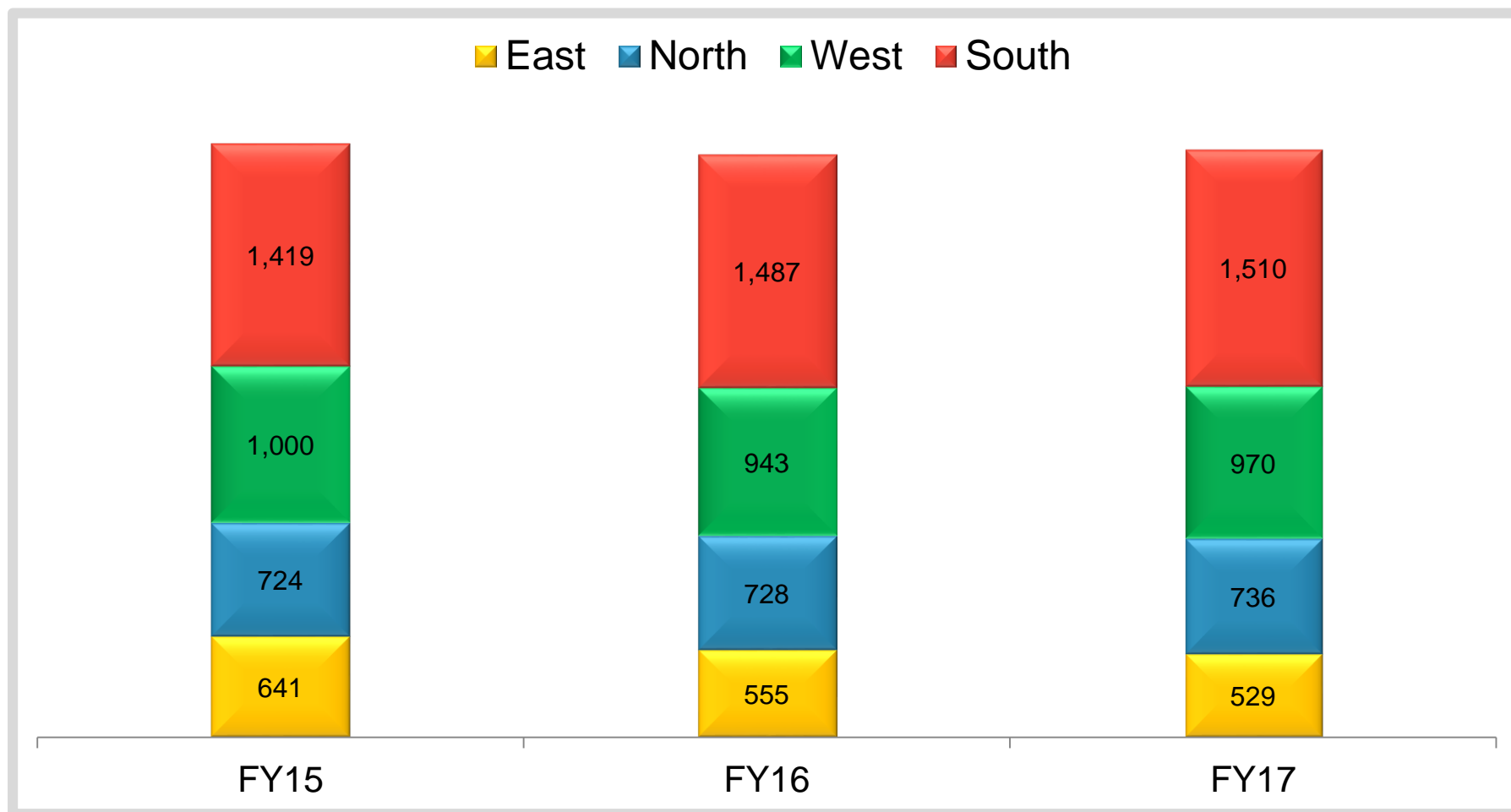


	FY13	FY14	FY15	FY16	FY17
# of Screens with Ad Rights	3,071	3,592	3,784	3,713	3,745
Annual Ad Revenue / Screen (Avg) (INR)	243,081	299,711	316,346	410,275	474,597
# of Minutes Sold / Show / Ad Screen	2.46	3.25	3.36	4.15	4.34

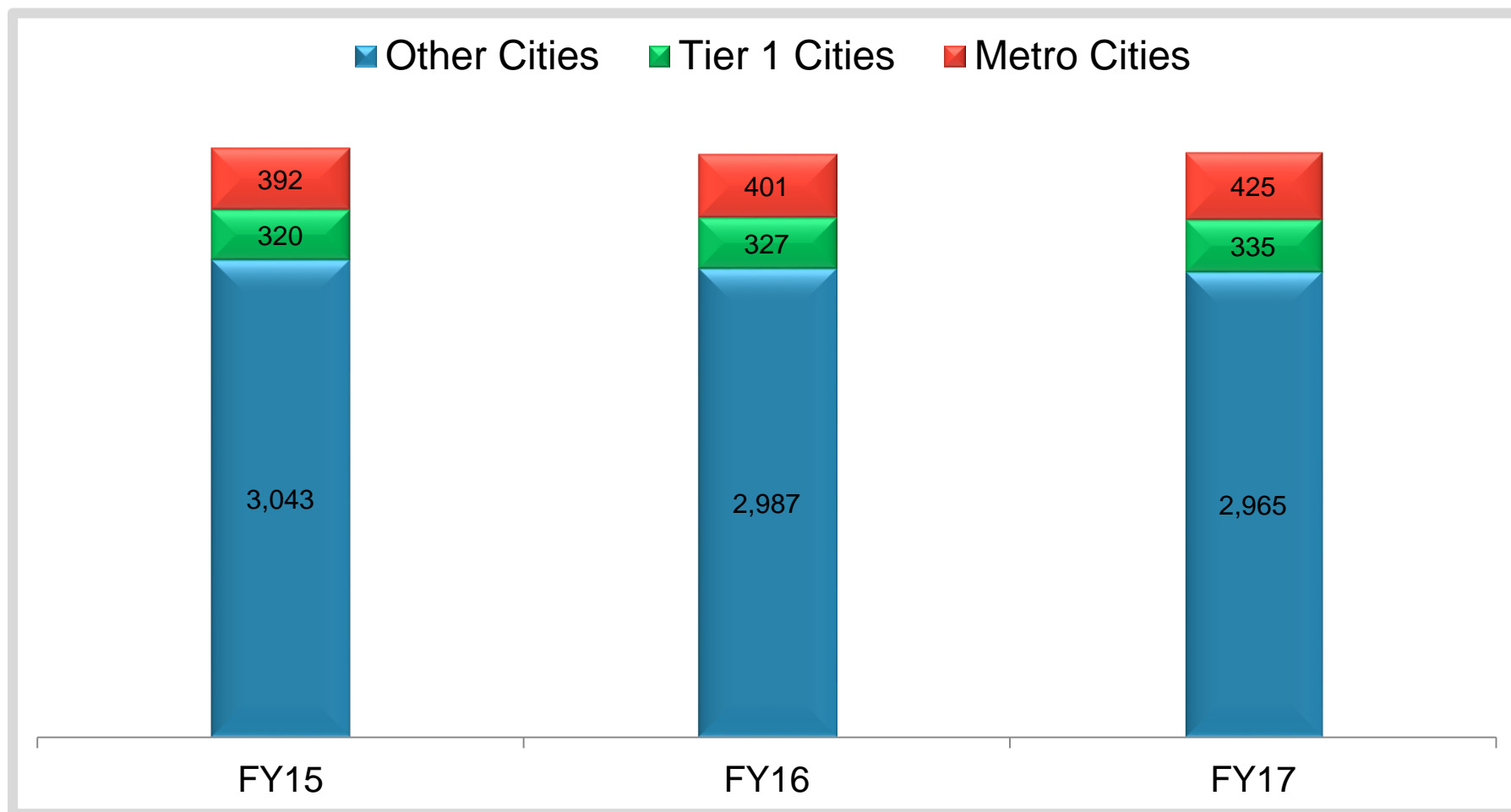
# of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of advertisement screens during the period  
 Average # of Advertising Screens = ( Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens ) / 2



# Region wise Distribution of Advertisement Screens



# City wise Distribution of Advertisement Screens



# Shareholding

(% of Total # of shares)	September 30, 2017
Promoters	28.13%
Foreign Venture Capital Investors	19.03%
Foreign Portfolio Investors	3.68%
Mutual Funds	21.60%
Insurance Companies	1.38%
Corporate Bodies	2.92%
Foreign Bodies	1.14%
Others	22.12%
<b>Total # of Shares</b>	<b>27,600,801</b>

## Marquee Institutional Investors\*

SBI Mutual Fund
Reliance Capital Asset Management
DSP Blackrock
Equinox Partners
Reliance Nippon Life Insurance
Nomura Singapore
Union Asset Management

\*As on September 30, 2017

## 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, 2017, UFO's global network, along with subsidiaries and associates, spans 6,846 screens worldwide, including 5,384 screens across India and 1,462 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 4,021 screens, with an aggregate seating capacity of approximately 1.82 million viewers and a reach of over 2,000 locations across India, as on September 30, 2017. 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](http://www.ufomoviez.com). For further details, contact:**

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