

National Stock Exchange of India Limited

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BSE Limited

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Company Code: PVR / 532689

Sub: Quarter 3 - Investor Presentation

Dear Sir / Madam,

Please find attached presentation on Investor update for 03rd quarter for financial year 2020-21.

This is for your information and records.

Thanking You.

Yours faithfully, For **PVR Limited**

Pankaj Dhawan Company Secretary cum Compliance Officer



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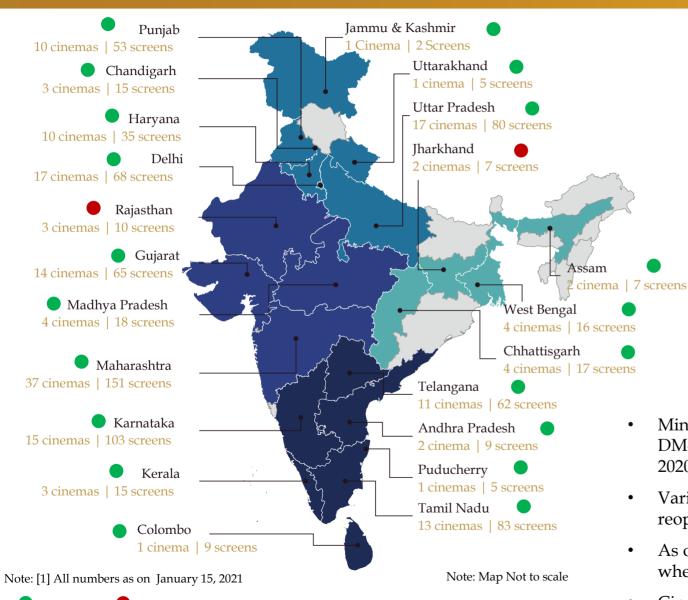
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Status Update On Reopening Of Cinemas





Opened

Closed

175 CINEM	AS







SCREENS BY REGION						
Region	Current % of total					
South*	286	34%				
West	244	29%				
North	258	31%				
East	47	6%				
Total	835					

^{*} South includes Sri Lanka

- Ministry of Home Affairs in Unlock 5.0 guidelines (Order No. 40-3/2020-DM-I(A)) dated Sep 30th, 2020 allowed cinemas to reopen from Oct 15th, 2020 onwards with 50% capacity
- Various states have issued their respective notifications for cinema reopening in a staggered manner.
- As on date, except for the state of Rajasthan and Jharkhand, all other states, where PVR has presence, have allowed Cinemas to re-open
- Cinemas in Sri Lanka were shut from March 14, 2020 until July 2, 2020, and from October 11, 2020 until December 31, 2020







Results Highlights - Q3, FY 20-21 vs Q3, FY 19-20

Total Income

INR Lacs

Q3, FY21 6,339 92,389 Adjusted EBITDA

-10,878

18,839

-13,674 5,886

Net Profit After

Results Highlights – 9M, FY 20-21 vs 9M, FY 19-20

70tal Income 2M, FY21 11,957 2,79,045 Adjusted EBITDA -30,582 55,449 Net Profit After Tax

-39,398

16,905

Staggered re-opening & limited content availability post re-opening has significantly impacted the revenue

Consolidated Result Summary – Q3, FY 20-21 vs Q3, FY 19-20



		Q3, FY 21		Q3, FY 20			
Particulars (INR Lacs)	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	
Total Income	32,013 (1)	25,674	6,339	92,389	0	92,389	
Expenses (3)	12,352	-4,865 ⁽²⁾	17,217	60,846	-12,704	73,550	
Adjusted EBITDA ⁽⁴⁾	19,661	30,539	-10,878	31,543	12,704	18,839	
Adjusted EBITDA Margin				34.1%		20.4%	
Depreciation & Amortization	14,246	8,400	5,846	13,485	7,854	5,631	
EBIT	5,415	22,139	-16,724	18,058	4,850	13,208	
Finance Costs	12,706	8,684	4,022	12,210	8,293	3,917	
PBT	-7,291	13,455	-20,746	5,833	-3,443	9,276	
Corporate Tax	-2,370	4,702	-7,072	2,207	-1,183	3,390	
Net Profit After Tax	-4,921	8,753	-13,674	3,626	-2,260	5,886	
Net Profit After Tax Margin				3.9%	i	6.4%	
Non-controlling interests	11		11	8		8	
Net Profit After Tax after adjustment of non- controlling interests	-4,910	8,753	-13,663	1 3,634	-2,260	5,894	
EPS - Basic (INR)	-8.21		-22.81	7.08		11.49	
EPS - Diluted (INR)	-8.21		<u>-22.</u> 81	7.05	l	11.44	

- 1. Includes other income with respect to rental waivers received during the quarter.
- Represents rental expense for properties; it includes notional rent of INR 9.6 Cr pertaining to deferred rent on security deposit as required under Ind AS
- 3. Expenses = Total Expenses -Finance Costs -Depreciation and Amortization expense
- 4. Adjusted EBITDA = net profit after tax plus total tax expense, exceptional item, share of profit/(loss) of equity accounted investees (net of tax), finance costs and depreciation and amortization expense

Consolidated Result Summary – 9M, FY 20-21 vs 9M, FY 19-20



		9M, FY 21		9M, FY 20			
Particulars (INR Lacs)	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	
Total Income	48,609 (1)	36,652	11,957	2,79,045	0	2,79,045	
Expenses (3)	37,674	-4,865 ⁽²⁾	42,539	1,86,537	-37,059	2,23,596	
Adjusted EBITDA (4)	10,935	41,517	-30,582	92,508	37,059 I	55,449	
Adjusted EBITDA Margin				33.2%		19.9%	
Depreciation & Amortization	42,885	25,178	17,707	40,023	22,917	17,106	
EBIT	-31,950	16,339	-48,289	52,485	14,142	38,343	
Finance Costs	37,394	26,334	11,060	36,466	24,501	11,965	
PBT	-69,403	-9,994	-59,408	15,978	-10,359	26,337	
Corporate Tax	-23,503	-3,492	-20,011	5,832	-3,600	9,432	
Net Profit After Tax	-45,900	-6,502	-39,398	10,146	-6,759	16,905	
Net Profit After Tax Margin				3.6%	i	6.1%	
Non-controlling interests	33		33	33	!	33	
Net Profit After Tax after adjustment of non- controlling interests	-45,867	-6,502	-39,365	10,179	-6,759	16,938	
EPS - Basic (INR)	-85.06		-73.01	20.36		33.92	
EPS - Diluted (INR)	-85.06		<i>-7</i> 3.01	20.25	l	33.74	

- 1. Includes other income of INR 369 Cr with respect to rental waivers received till Dec 31, 2020
- Represents rental expense for properties; it includes notional rent of INR 9.6 Cr pertaining to deferred rent on security deposit as required under Ind AS
- 3. Expenses = Total Expenses Finance Costs Depreciation and Amortization expense
- 4. Adjusted EBITDA = net profit after tax plus total tax expense, exceptional item, share of profit/(loss) of equity accounted investees (net of tax), finance costs and depreciation and amortization expense



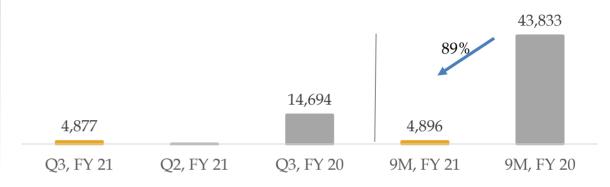
Update On Negotiation With Landlords



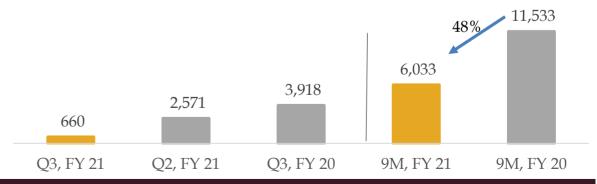
Adjusted RENT & CAM

- Settlements reached with Landlords for 88% of cinemas for complete or partial waiver / discounts for the lockdown period;
- Negotiated discounts/ rebates in the form of revenue share/ reduction in minimum guarantee post re-opening generally until March 31, 2021
- Discussions with balance Landlords in progress and expected to close in the near future.
- We are yet to re-open 56 screens in 13 cinemas, as of 15th January 2021, since certain rental negotiations are currently on-going with the mall developers, landlords, lessors and partners
- Adjusted rent expense does not include an amount of INR 32 Cr for rental waivers sought by the company for the lockdown period in case of properties where rental negotiations with landlords are not concluded.
- CAM Expenses for Q3, FY 21 lower on account of credit notes received from developers on final settlement





CAM (INR Lacs)



Adjusted Rent & CAM expense for 9M, FY 21 is lower by INR 444 Cr as compared to 9M FY 20, a reduction of 80%





Q3, FY20-21 vs Q3, FY19-20; 9M, FY20-21 vs 9M, FY19-20

Particulars	Q3, FY 21	Q3, FY 20	% Change	9M, FY 21	9M, FY 20	% Change
Operating Numbers						
Screens	835	821	2%	835	821	2%
Seats	1,78,994	1,78,063	1%	1,78,994	1,78,063	1%
Admits (Lacs)	10	259	-96%	10	822	-99%
ATP (In Rupees)#	164	210	-22%	166	204	-19%
SPH (In Rupees)^	95	100	-5%	97	100	-3%
<u>Financials</u> (INR Lacs)						
Income from sale of movie tickets	1,335	45,281	-97%	1,395	1,40,124	-99%
Sales of Food & Beverages *	1,402	24,741	-94%	1,910	78,356	-98%
Advertisement Income	422	12,195	-97%	422	30,734	-99%
Income from movie distribution	144	3,158	-95%	3,190	10,507	-70%
Other Income^^	3,036	7,014	-57%	5,040	19,324	-74%
Total Income	6,339	92,389	-93%	11,957	2,79,045	-96 %

Staggered re-opening & limited content availability post re-opening has significantly impacted the revenue

Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'

^{*} Sale of Food and Beverages represents sale of food and beverages and sale of other/traded goods.

[#] Average Ticket Price = Gross Box Office Collection (gross collection from sale of movie tickets including applicable taxes)+3D Glasses Income / Admits

[^] Spend Per Head = Gross Sale of Food and Beverages (gross sales from food and beverages including applicable taxes)/ Admits

^{^^} Other Income = Total Income - Income from sale of movie tickets - Sale of Food and Beverages - Advertisement Income - Income from movie Distribution

Fixed Expenditure Analysis (Consolidated)



Q3, FY20-21 vs Q3 FY19-20 vs Q2, FY20-21; 9M, FY20-21 vs 9M, FY19-20

Particulars (INR Lacs)	Q3, FY 21	Q3, FY 20	% Change	Q2, FY 21	% Change	9M, FY 21	9M, FY 20	% Change
Adjusted Rent^	4,877	14,694	-67%	0	NM	4,896	43,833	-89%
Common Area Maintenance	660	3,918	-83%	2,571	-74%	6,033	11,533	-48%
Employee Benefit Expense	4,858	10,674	-54%	4,069	19%	15,744	31,733	-50%
Electricity & Water Charges	1,470	5,084	-71%	838	75%	2,903	16,674	-83%
Other Expenses*	4,034	9,106	-56%	2,480	63%	9,033	27,887	-68%
Total	15,899	43,476	-63%	9,958	60%	38,609	1,31,660	-71 %
Expenses Per Month#	5,273	14,492	-64%	3,288	60%	4,242	14,629	-71%

- Rent and CAM negotiations closed for 88% of properties (Refer Slide: 11 for details)
- Salary cuts for frontline staffs reversed in line with reopening of states; Pay cuts for Corporate and other staff being rolled back in a staggered manner
- Continued focus on keeping all other fixed expenses under check.

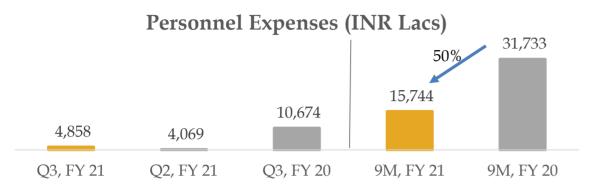
Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'

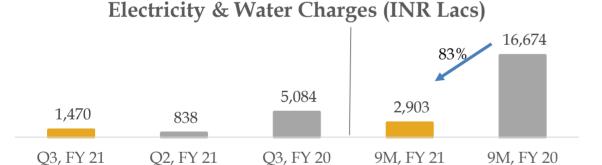
^{*} Other Expenses = Total Expenses -Movie Exhibition Cost -Consumption of food and beverages -Employee Benefit Expenses -Rent -Common Area Maintenance -Electricity and Water Charges - Movie Production, Distribution And Print Charges

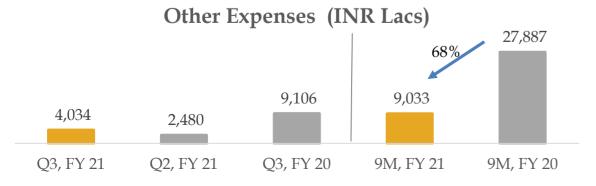
[#] Expense per month = [Total Expenses - Movie Exhibition Cost - Consumption of food and beverages - Movie Production, Distribution And Print Charges - Inventory write Off]/number of months. one time inventory written off is Rs 81 Lac in Q3 FY21, and Rs 427 Lac in 9M, FY21

[^] Adjusted Rent Expenses = Net Rent Expenses + Impact of Ind AS 116 Adjustment in Other Expenses









Personnel Expenses:

- Salary Cuts for frontline staffs reversed in line with reopening of states; Pay cuts for Corporate and other staff being rolled back in a staggered manner
- As cinemas have re-opened personnel expenses have increased from INR 40.7 Cr in Q2 to INR 48.6 Cr in Q3
- For 9M, FY 21 the personnel expenses is lower by 50% as compared to 9M FY 20 and lower by 54% as against Q3, FY20

Electricity & Water Charges

• For 9M, FY 21 expenses lower by 83% as compared to 9M FY 20 and lower by 71% as against Q3, FY20

Other Expenses

• For 9M, FY 21 expenses lower by 68% as compared to 9M FY 20 and lower by 56% as against Q3, FY20.



Net Debt (INR Lacs)	December 31, 2020	March 31, 2020		
Total Gross Debt	1,50,009	1,29,468		
Cash & Cash Equivalents	37,256	32,347		
Net Debt	1,12,753	97,121		

Total Gross Debt represents long term borrowings including current maturities and short term borrowings and does not include lease liabilities. Cash and cash-like items represent investments (current), cash and cash equivalents (current) and other bank balances.

The Board of Directors of the company in its meeting held on 18th Dec 2020, subject to approval of the members of the company, approved the resolution to raise equity for an amount not exceeding INR 800 Cr.



Given the current evolving situation around COVID-19, the release dates for all content slated for release in CY21 are yet to be finalized. This information is based on public sources and is not exhaustive. The company has not independently verified this information.

MOVIE RELEASES IN Q3, FY 20-21



SURAJ PE MANGAL BHARI

CAST Manoj Bajpayee,

Diljit Dosanjh, Fatima Sana Shaikh

DIRECTOR

Abhishek Sharma



INDOO KI JAWANI

CAST

Kiara Advani, Aditva Seal, Rakesh Bedi

DIRECTOR Abir Sengupta



TENET

CAST

John David Washington, Robert Pattinson, Elizabeth Debicki

DIRECTOR

Christopher Nolan



WONDER WOMAN 1984

CAST

Gal Gadot, Chris Pine. Kristen Wiig

DIRECTOR Patty Jenkins



SOLO BRATHUKE SO BETTER [TELUGU]

CAST

Vennela Kishore, Kalyani N.

DIRECTOR Subbu



BISKOTH [TAMIL]

CAST

Anandraj, K. Bujji Babu, Krithika Bala

DIRECTOR R. Kannan



DRACULA SIR [BENGALI]

CAST

Anirban Bhattacharya, Bidipta Chakraborty, Mimi Chakraborty

DIRECTOR Debaloy Bhattacharya



IRANDAM KUTHTHU [TAMIL]

CAST

Santhosh P. Jayakumar, Daniel Annie Pope, Karishma Kaul

DIRECTOR Santhosh P. Jayakumar

BOLLYWOOD CONTENT PIPELINE

BOLLYWOOD CONTENT PIPELINE (1/3)





SOORYAVANSHI

CAST Akshay Kumar, Katrina Kaif, Anupam Kher

DIRECTOR Rohit Shetty



83

CAST Ranveer Singh, Deepika Padukone

DIRECTOR Kabir Khan



PRITHVIRAJ

CAST Akshay Kumar, Manushi Chhillar

DIRECTOR Chandraprakash Dwivedi



ATRANGI RE

CAST Akshay Kumar, Dhanush,Sara Ali

DIRECTOR Aanand L. Rai



LAL SINGH CHADDHA

CAST Aamir Khan, Kareena Kapoor

DIRECTOR Advait Chandan



RADHE

CAST Salman Khan, Disha Patani

DIRECTOR Prabhu Deva



PATHAN

CAST Shah Rukh Khan, John Abraham

DIRECTORSiddharth Anand



JERSEY

CAST Shahid Kapoor, Mrunal Thakur ,Pankaj Kapur

DIRECTOR Gowtam Tinnanuri



BOLLYWOOD CONTENT PIPELINE (2/3)





MAIDAAN

CAST Ajay Devgn, Privamani

DIRECTOR Amit Sharma



BELL BOTTOM

CAST Akshay Kumar; Vaani Kapoor

> DIRECTOR Ranjit M Tewari



JAYESHBHAI JORDAAR

CAST Ranveer Singh;, Shalini Pandey

DIRECTOR Divyang Thakkar



BRAHMASTRA

CAST Ranbir Kapoor, Alia Bhatt, Amitabh Bachchan

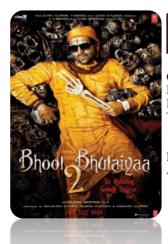
DIRECTOR Ayan Mukerji



SATYAMEVA JAYATE 2

CAST John Abraham, Divya Khosla Kumar

DIRECTOR Milap Zaveri



BHOOL BHULAIYAA 2

CAST Kartik Aarvan, Kiara Advani, Tabu

DIRECTOR Anees Bazmee



DOSTANA 2

CAST Kartik Aaryan, Janhvi Kapoor, Laksh Lalwani

DIRECTOR Collin D'Cunha



BOLLYWOOD CONTENT PIPELINE (3/3)





ANTIM: THE FINAL TRUTH

CAST Salman Khan, Jisshu Sengupta, Aayush Sharma

DIRECTOR Mahesh Manjrekar



SARDAR UDHAM SINGI

CAST Vicky Kaushal

DIRECTOR Shoojit Sircar



GANAPATH

CAST Tiger Shroff

DIRECTOR Vikas Bahl



HERO PANTI 2

CAST Tiger Shroff

DIRECTOR Ahmed Khan



MISSION MAJNU

CAST Siddharth Malhotra

DIRECTOR Shantanu Bagchi



TOOFAN

CAST Farhan Akhtar

DIRECTOR Rakesh Om Prakash Sharma



GANGUBAI KATHIAWADI

CAST Alia Bhatt

DIRECTOR Sanjay Leela Bansali

HOLLYWOOD CONTENT PIPELINE

HOLLYWOOD CONTENT PIPELINE (1/3)



NO TIME TO DIE

CAST Daniel Craig, Ana de Armas, Rami Malek

DIRECTOR Cary Joji Fukunaga



PETER RABBIT 2

Iames Corden, Elizabeth Debicki, Lennie James

DIRECTOR Will Gluck



F9

CAST Vin Diesel, Michelle Rodriguez, Charlize Theron

DIRECTOR **Justin Lin**



A QUIET PLACE II

CAST Emily Blunt, Millicent Simmonds, Cillian Murphy

DIRECTOR John Krasinski



BLACK WIDOW

CAST Scarlett Johansson, Florence Pugh, David Harbour

DIRECTOR Cate Shortland



GODZILLA VS KONG

CAST Millie Bobby Brown, Alexander Skarsgård, Eiza González

DIRECTOR Adam Wingard



FREE GUY

CAST Taika Waititi, Ryan Reynolds, Iodie Comer

DIRECTOR Shawn Levy



TOP GUN: MAVERICK

CAST Tom Cruise, Jennifer Connelly, Miles Teller

DIRECTOR Joseph Kosinski

HOLLYWOOD CONTENT PIPELINE (2/3)

PVR



MORTAL KOMBAT

CAST Jessica McNamee, Hiroyuki Sanada, Joe Taslim

DIRECTOR Simon McOuoid



THE CONJURING : THE DEVIL MADE ME DO IT,

CAST Vera Farmiga, Patrick Wilson, Iulian Hilliard

DIRECTORMichael Chaves



GHOSTBUSTERS AFTER LIFE

CAST Finn Wolfhard, Mckenna Grace, Carrie Coon

DIRECTORIason Reitman



VENOM: LET THERE BE CARNAGE

CAST Tom Hardy, Michelle Williams, Woody Harrelson

DIRECTOR Andy Serkis



CRUELLA

CAST Emma Stone,

Paul Walter Hauser, Emma Thompson

DIRECTOR Craig Gillespie



MINIONS: THE RISE OF GRU

CAST Julie Andrews, Steve Carell, Lucy Lawless

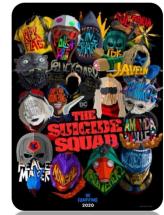
DIRECTOR Kyle Balda, Brad Ableson



JUNGLE CRUISE

CAST Emily Blunt, Dwayne Johnson, Jesse Plemons

DIRECTOR Iaume Collet-Serra



THE SUICIDE SQUAD 2

CAST Margot Robbie, Taika Waititi, Alice Braga

DIRECTOR James Gunn



HOLLYWOOD CONTENT PIPELINE (3/3)



DEATH ON THE NILE

CAST Gal Gadot. Emma Mackey, Kenneth Branagh

DIRECTOR Kenneth Branagh



THE BOSS BABY: FAMILY BUSINESS

CAST Alec Baldwin, John Flanagan, Iames McGrath

DIRECTOR Tom McGrath



THE KING'S MAN

CAST Matthew Goode. Gemma Arterton, Aaron Taylor-Johnson

DIRECTOR Matthew Vaughn



THE TOMORROW WAR

CAST Yvonne Strahovski, Betty Gilpin, Chris Pratt

DIRECTOR Chris McKav



BLACK ADAM

CAST Dwavne Johnson, Sarah Shahi, Aldis Hodge

DIRECTOR Iaume Collet-Serra



DOCTOR STRANGE IN THE MULTIVERSE OF MADNESS

CAST Elizabeth Olsen, Rachel McAdams, Benedict Cumberbatch

DIRECTOR Sam Raimi



IN THE HEIGHTS

CAST Lin-Manuel Miranda,

Stephanie Beatriz, Anthony Ramos

DIRECTOR Ion M. Chu



DUNE

CAST Zendaya, Rebecca Ferguson, Timothée Chalamet

DIRECTOR Denis Villeneuve

REGIONAL CONTENT PIPELINE

REGIONAL CONTENT PIPELINE (1/2)

PVR



DOCTOR [TAMIL]

CAST Sivakarthikeyan, Priyanka Arul Mohan, inay

DIRECTOR Nelson Dilipkumar



COBRA [TAMIL]

CAST Vikram, Srinidhi Shetty, Irfan Pathan

DIRECTORR. Ajay Gnanamuthu



JAGAME THANTHIRAM [TAMIL]

CAST James Cosmo, Dhanush, Decca Heggie

DIRECTORKarthik Subbaraj



ANNAATTHE [*TAMIL]*

CAST Rajinikanth, Prakash Raj

DIRECTOR Siva



VALIMAI [TAMIL]

CAST Ajith Kumar Huma Qureshi

DIRECTOR H. Vinoth



RRR [TELUGU]

CAST N.T. Rama Rao Jr., Ram Charan, Ajay Devgn

DIRECTOR S.S. Rajamouli



K.G.F: CHAPTER 2 [KANNADA]

CAST Yash, Sanjay Dutt, Srinidhi Shetty

DIRECTOR Prashanth Neel



RADHE SHYAM [TELUGU]

C**AST** Prabhas, Pooja Hegde, Kunaal Roy Kapur

DIRECTOR K.K. Radhakrishna Kumar



REGIONAL CONTENT PIPELINE (2/2)

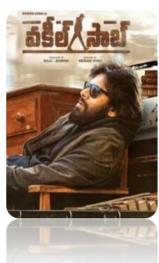
PVR



PUSHPA [TELUGU]

CAST Allu Arjun, Vijay Sethupathi, Rashmika Mandanna

DIRECTOR Sukumar



VAKEELSAAB [TELUGU]

CAST Prakash Raj, Nivetha Thomas, Pawan Kalyan

DIRECTOR Venu Sriram



ACHARYA [TELUGU]

CAST Ram Charan, Kajal Aggarwal, Chiranjeevi

DIRECTOR Koratala Siva



SARKARU VARI PATTA [TELUGU]

CAST Mahesh Babu, Keerthy Suresh

DIRECTOR Parasuram



POGARU [KANNADA]

CAST Dhruva Sarja, Rashmika Mandanna

DIRECTOR Nanda Kishore



ROBERRT [KANNADA]

CAST Jagapathi Babu, Darshan Thoogudeep, Asha Bhat

DIRECTOR Tarun Sudhir



KOTIIGOBBA 3 [KANNADA]

Cast Madonna Sebastian,, Kicha Sudeep, Shraddha Das

DIRECTOR Shiva Karthik



MARAKKAR [MALAYALAM]

CAST Mohanlal, Sunil Shetty, Arjun Sarja

DIRECTOR Priyadarshan



Thank You

For any queries please contact investor relations team: Email ID: investorrelations@pvrcinemas.com

