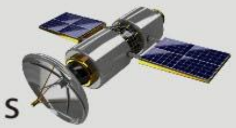
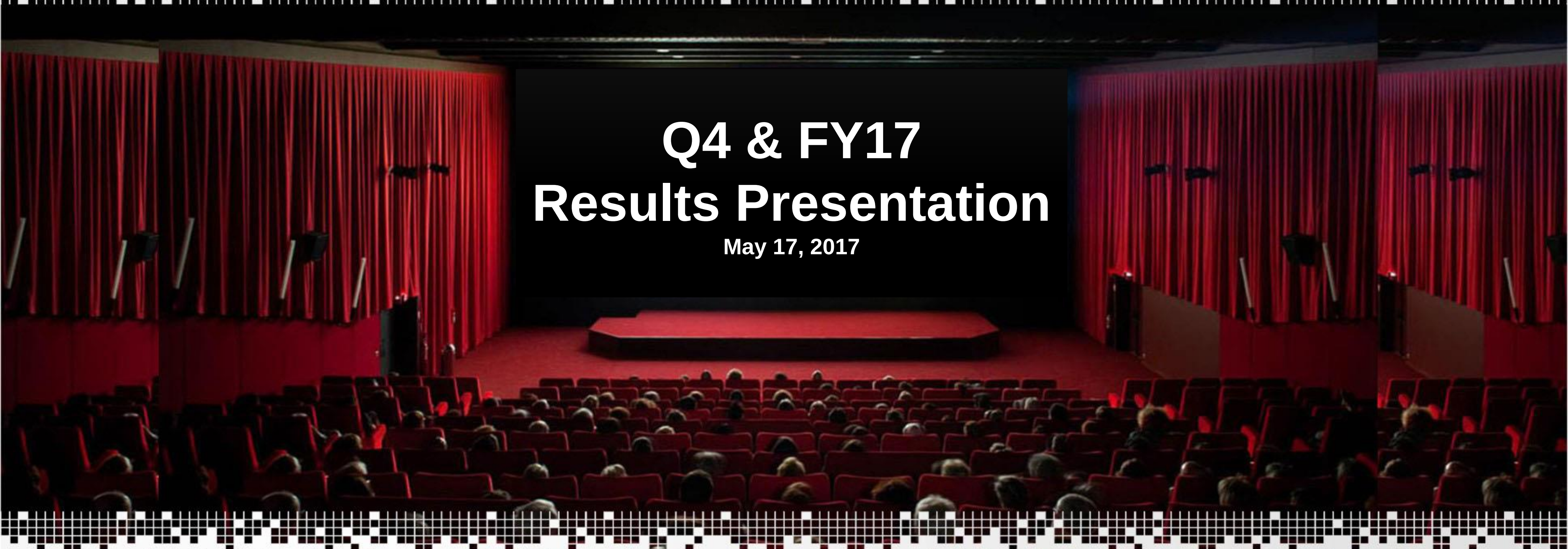
Captive audience, customized content & audited displays

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





Q4 & FY17 Results Presentation

May 17, 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.

Safe Harbour

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UFO Moviez at a Glance

UFO digital cinema

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

Indian Film Industry's Largest Content Distribution Highway	India's Largest In-cinema High Impact Advertising Platform
5,105* Digital Screens in India	**3,745** In Cinema Advertising Screens
~2.10 million Seating capacity per show	with an average weekly seating capacity of **~48 million**
Digitally Delivered **1,790** Movies for **2,321** Distributors in FY17	**2,824** Advertisers in FY17
Across **1,910** Locations	Across **1,874** Locations

Data as on March 31, 2017

* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 118 screens in Nepal

UFO's Innovative Solution for Analog Cinema Market

UFO digital cinema

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

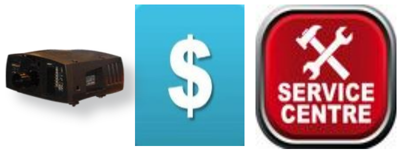
Pan India movie release through satellite transfer

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

UFO digital cinema

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	• Enable digitization of screens – 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	• 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	• Pan-India release • Fully secure, encrypted signal • Pay per show model • Low cost distribution even for under-served smaller markets	• Increased box office revenues • Reduced piracy • Reduced distribution costs
Advertisers	• Aggregate ad inventory in 3,745 screens (including 327 D-Cinema screens); seating capacity of ~1.73 Mn viewers per show across India as on March 31, 2017 • Centralized scheduling • Flexible and customizable ad platform	• Growing usage by advertisers – Targeted advertising – High impact medium – Transparency – Multi-language flexibility

Our Vision

Recreating Growth Lever

Phase VII: Creating additional UFO customer base in India by providing end-to-end Consulting Services to Local Entrepreneur to develop greenfield exhibition centers

Leveraging Phase

Phase VI: Leveraging on Existing Infrastructure to build newer Synergetic Businesses like Caravan, Club Cinema and UFO Framez

Phase V: Maturing and Growing the In Cinema Advertisement revenue stream

Phase IV: Conceiving In Cinema Advertising Platform

Phase III: Achieving 100% elimination of Physical Prints

Phase II: Pivotal role in converting existing Analog Screens into Digital

Phase I: Introduction of Digital Cinema

2005 2007 2008 2012 2013 2014 2016 2018 2020 2025

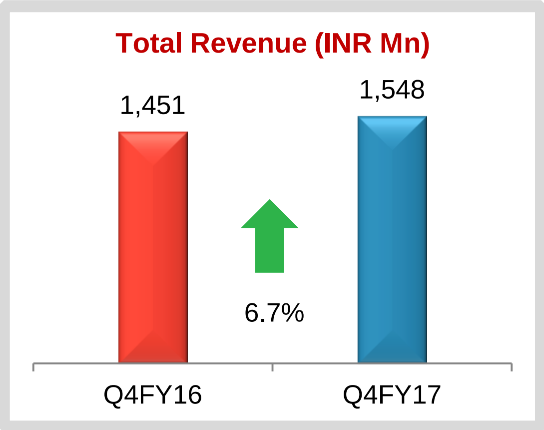
Shareholder Value Creation

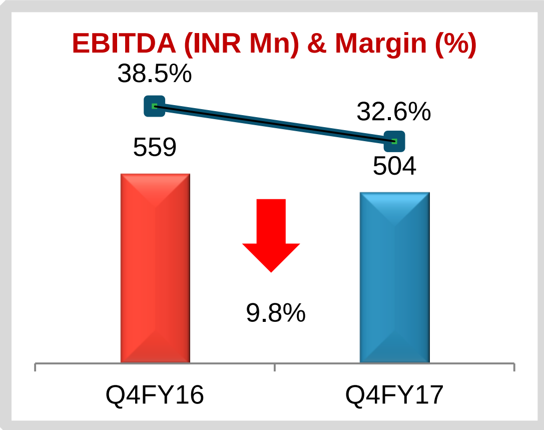
Capital Intensity	Initial high capital intensity over; poised to generate higher revenues with lower incremental capex.
Capital Efficiency	Network Effect and Operational Efficiencies lead to increasing RoCE.
Capital Allocation	Intent to grow only in synergistic businesses with low content risk.
Capital Distribution	Intent to distribute ≥ 25% of PAT annually.

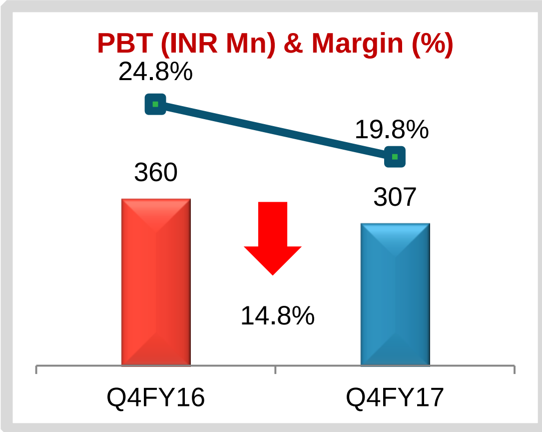
Financial and Operating Highlights

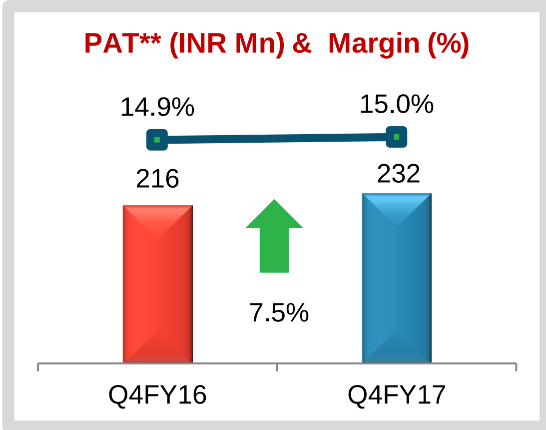
Financial Highlights – Q4FY17 vs Q4FY16

Consolidated, excluding VDSPL*









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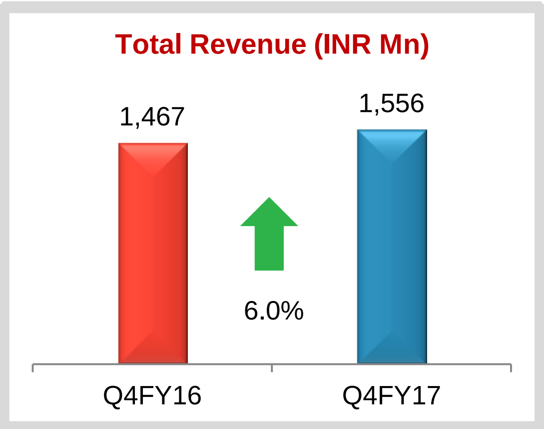
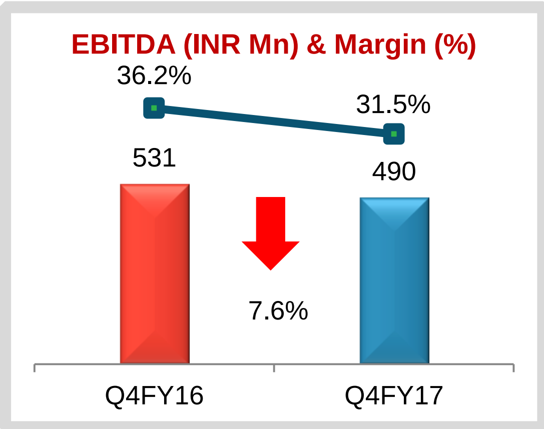
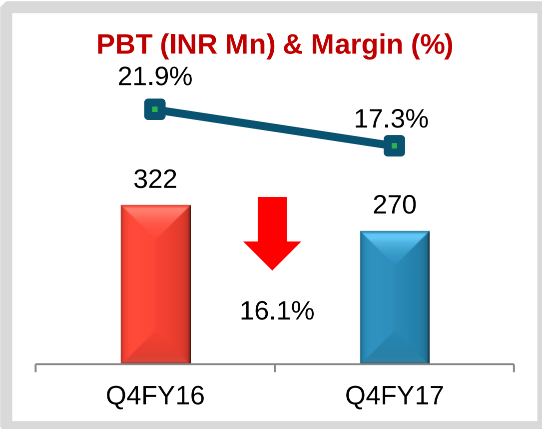
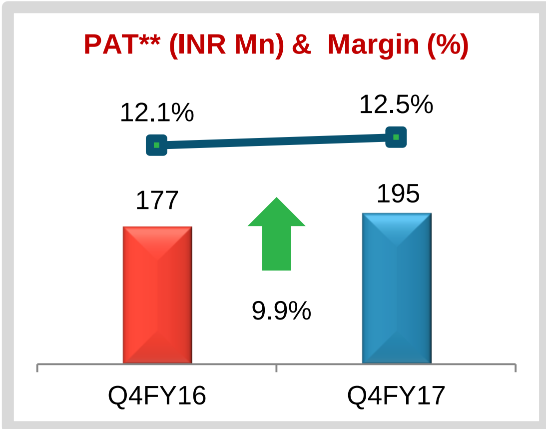




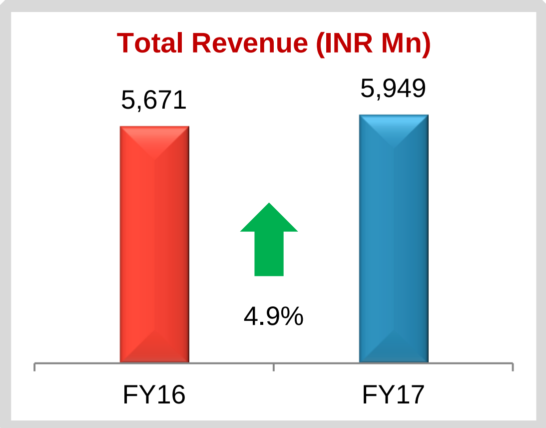


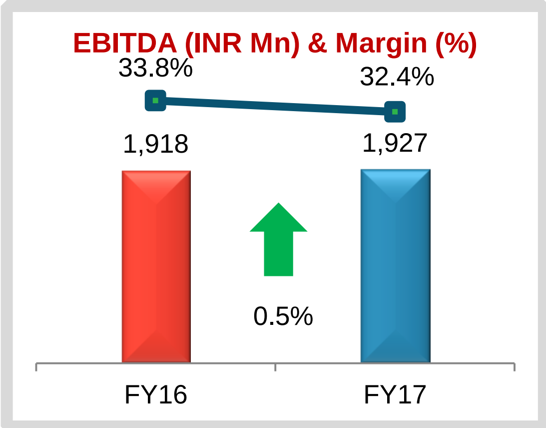


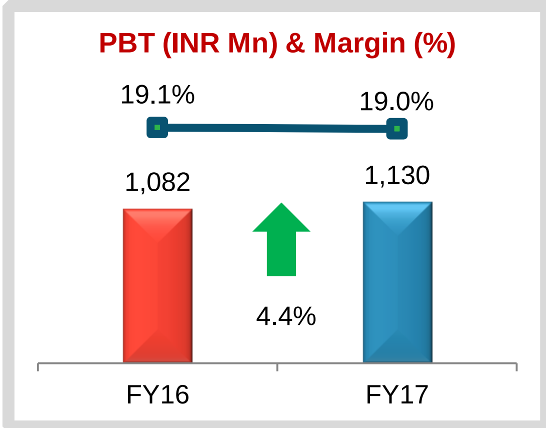
*VDSPL includes Caravan Talkies and Club Cinema businesses
**PAT after Minority Interest

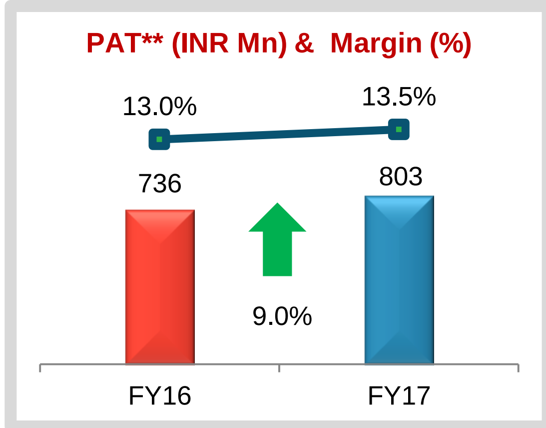
Financial Highlights – FY17 vs FY16

Consolidated, excluding VDSPL*









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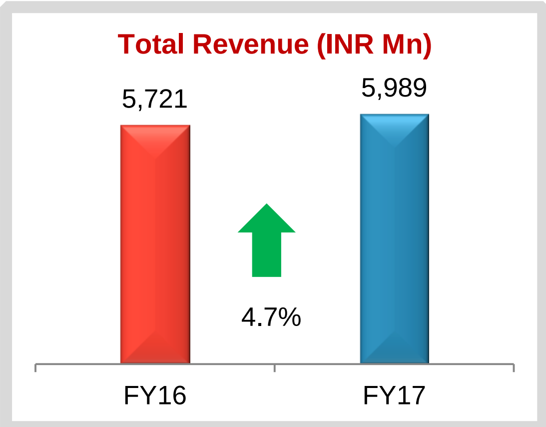
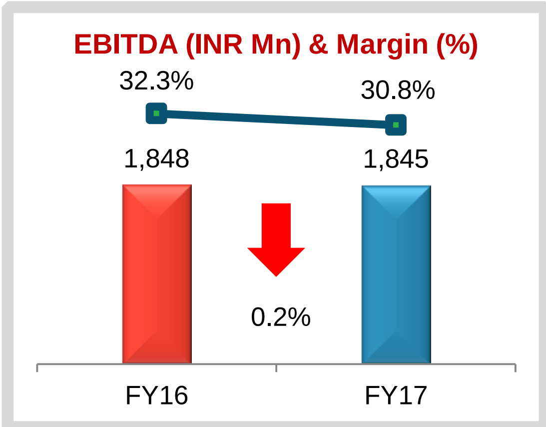
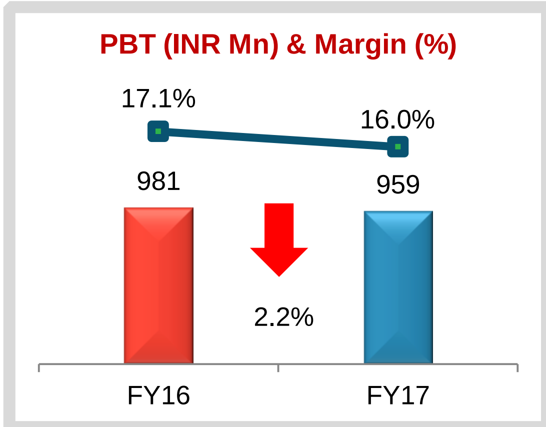
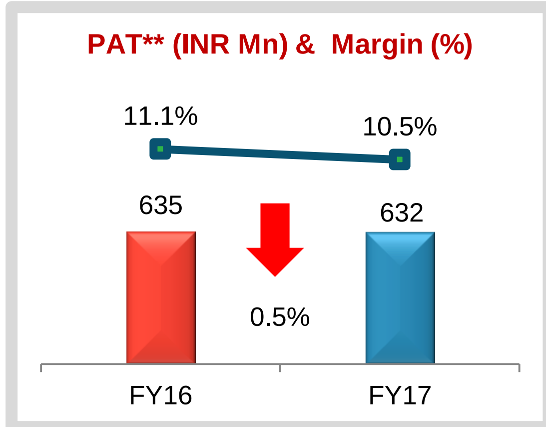








*VDSPL includes Caravan Talkies and Club Cinema businesses
**PAT after Minority Interest

Driving Wide Spread Release of Movies on UFO Network

UFO digital cinema

Top 10 Hindi

Release Date	Movie	# of Screens
27-Jan	RAEES	2,835
10-Mar	BADRINATH KI DULHANIA	2,397
27-Jan	KAABIL	2,386
10-Feb	JOLLY LL.B 2	2,369
3-Mar	THE BLACK MONEY TRAIL - COMMANDO 2	2,191
24-Feb	RANGOON	1,897
31-Mar	NAAM SHABANA	1,825
13-Jan	OK JAANU	1,757
17-Feb	THE GHAZI ATTACK	1,515
17-Mar	MACHINE	1,211

Top 10 Telugu

Release Date	Movie	# of Screens
13-Jan	KHAIDI NO.150	1,069
24-Mar	KATAMARAYUDU	884
13-Jan	GAUTAMIPUTRA SATKARNI	757
3-Feb	NENU LOCAL (ATTITUDE IS EVERYTHING)	580
24-Feb	WINNER	494
13-Jan	SATHAMAANAM BHAVATHI	470
10-Feb	S III	459
10-Feb	OM NAMO VENKATESAYA	453
17-Feb	GHAZI	298
3-Mar	KITTU VUNNADU JAGRATHA	278

Top 10 Tamil

Release Date	Movie	# of Screens
13-Jan	BAIRAVAA	615
10-Feb	SI III	464
3-Feb	BOGAN	306
10-Mar	MOTTA SHIVA KETTA SHIVA	215
31-Mar	KAVAN	180
24-Feb	YAMAN	146
3-Mar	KUTTRAM 23	138
31-Mar	DORA	127
17-Mar	BRUCE LEE	111
6-Jan	SUPER POLICE	82

Top 10 Marathi

Release Date	Movie	# of Screens
6-Jan	TI SADHYA KAY KARTE	513
10-Feb	FUGAY	313
6-Jan	ZHALLA BOBHATA	217
10-Feb	DHYANI MANI	172
17-Feb	RANJAN	155
24-Mar	MANUS EK MATI	114
31-Mar	NAGARSEVAK - EK NAYAK	106
31-Mar	KANIKA	91
3-Mar	PREMAYA NAMAH	81
17-Mar	GARBH	70

# 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 Malayalam

Release Date	Movie	# of Screens
20-Jan	MUNTHIRIVALLIKAL THALIRKKUMBOL	283
20-Jan	JOMONTE SUVISESHANGAL	269
3-Feb	FUKRI	193
31-Mar	THE GREAT FATHER	185
24-Mar	TAKE OFF	181
10-Feb	EZRA	177
3-Mar	ORU MEXICAN APARATHA	133
24-Mar	HONEYBEE 2 CELEBRATIONS	129
24-Feb	ABY	118
3-Mar	ANGAMALY DIARIES	114

Top 10 Kannada

Release Date	Movie	# of Screens
24-Feb	HEBBULI	281
3-Feb	CHOWKA	219
24-Mar	RAAJAKUMARA	200
6-Jan	SHRIKANTA	179
31-Mar	MANASU MALLIGE	145
10-Mar	BENGALURU UNDERWORLD	121
27-Jan	MUMBAI	115
20-Jan	BEAUTIFUL MANASUGALU	102
17-Mar	ERADU KANASU	100
10-Mar	VEERA RANACHANDI	93

Top 10 Gujarati

Release Date	Movie	# of Screens
3-Feb	SUPERSTAR	172
17-Feb	CARRY ON KESAR	139
13-Jan	GRAND HALI	108
17-Feb	DUNIYADARI	107
24-Mar	PELA ADHI AKSHAR	97
13-Jan	SHUBH AARAMBH	95
3-Mar	O! TAAREEE	86
17-Feb	RAJWADI CHHIYE AME MANBHAR RAHIYE	72
13-Jan	JANU MARI LAKHOMA EK	64
13-Jan	HAMEER	58

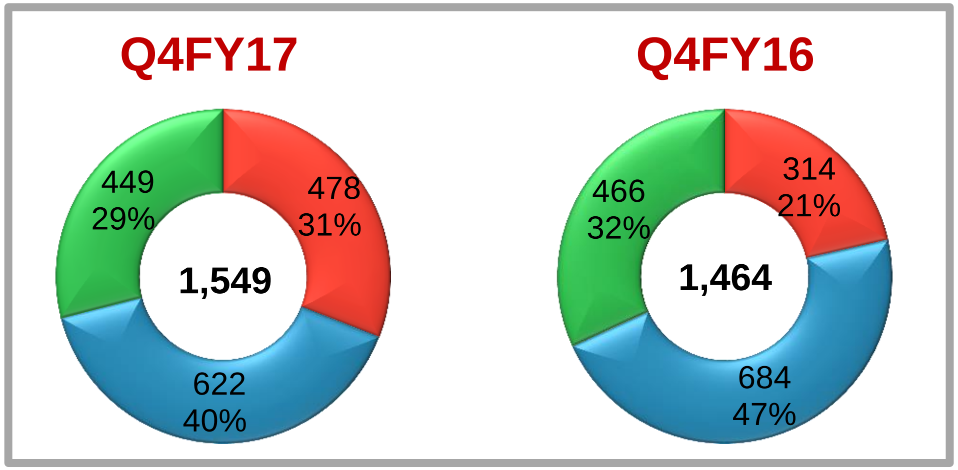
Top 10 Bhojpuri

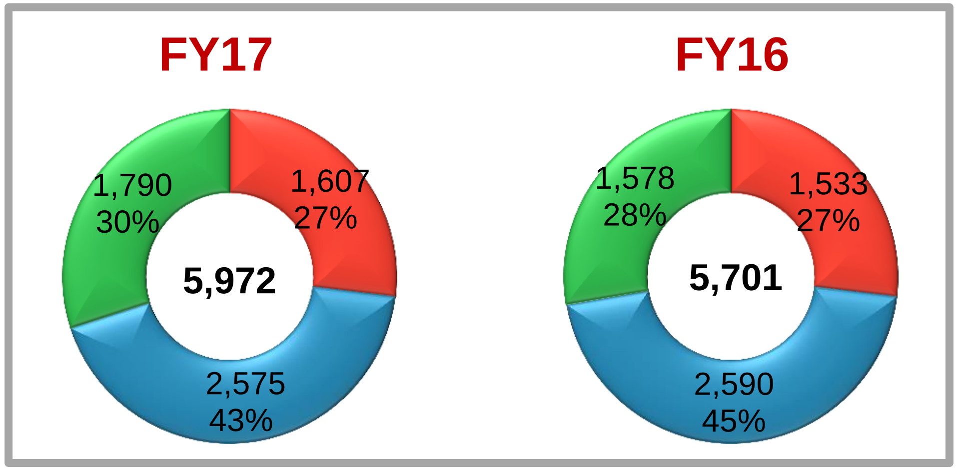
Release Date	Movie	# of Screens
3-Feb	MEHANDI LAGA KE RAKHNA	165
10-Feb	SARKAR RAJ	130
10-Mar	SATYA	125
10-Mar	AATANKVADI	105
24-Feb	RANG	81
31-Mar	MOHABBAT	57
17-Feb	SARGANA KUSHINAGAR RANGDAARI TAX	55
31-Mar	NIRAHUA SATAL RAHE	32
20-Jan	MEHRARU CHAHI MILKYWHITE	16
17-Feb	HUM BANI BIHARI TIGER	10

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

Consolidated Revenue Mix

(INR Mn)





Exhibitor Revenue | Distributor Revenue | Advertisement Revenue

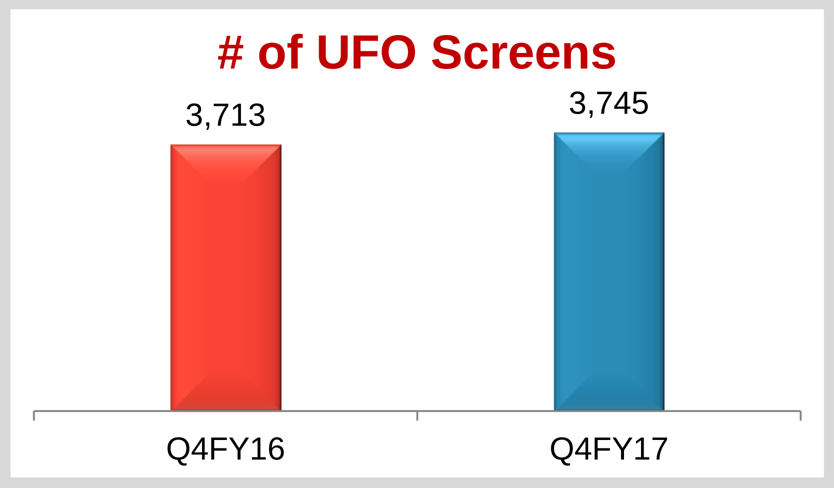
(INR Mn)	Q4FY17	Q4FY16	Growth	FY17	FY16	Growth
Advertisement revenue	449	466	-3.6%	1,790	1,578	13.4%
Virtual Print Fees - E-Cinema	243	249	-2.1%	1,027	989	3.9%
Virtual Print Fees - D-Cinema	362	421	-14.0%	1,487	1,541	-3.5%
Lease rental income - E-Cinema	116	104	10.9%	450	396	13.7%
Lease rental income - D-Cinema	29	41	-27.6%	139	159	-12.4%
Other Operating Revenues	57	81	-30.4%	258	244	5.6%
Total Sale of Services	**1,256**	**1,362**	**-7.8%**	**5,151**	**4,907**	**5.0%**
Total Sales of Products	**293**	**102**	**185.8%**	**821**	**794**	**3.4%**
Revenue from operations	**1,549**	**1,464**	**5.8%**	**5,972**	**5,701**	**4.8%**

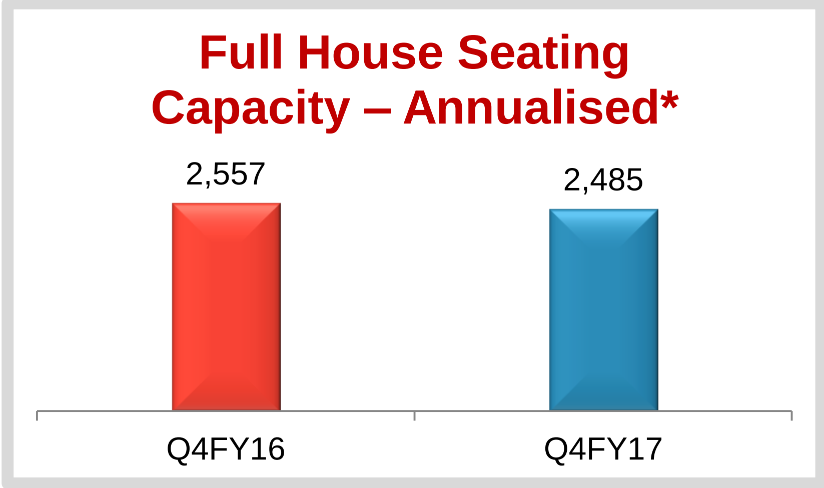
* Excludes Other Income

In Cinema Advertising Performance

In Cinema Advertisement Operating Parameter

in Mn Seats

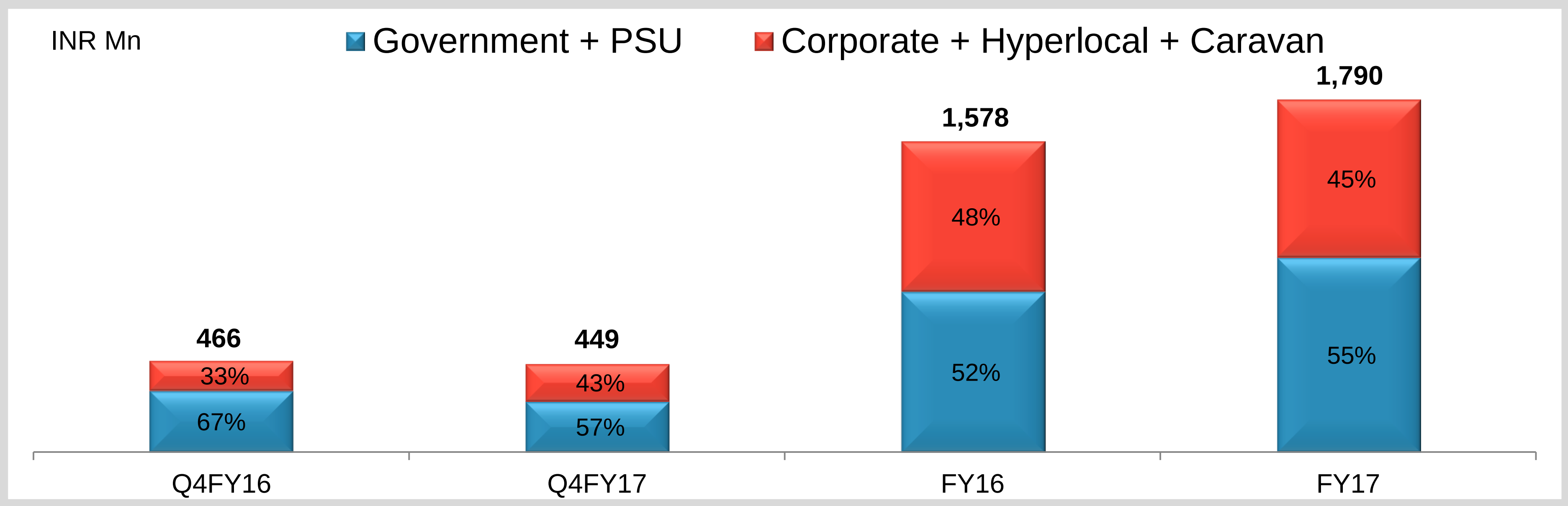




FY17	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	428	479	599	2,239
Full House Seating Capacity – Per Show All Screens	107,540	297,471	160,844	1,159,655
Seating Capacity Per Screen Per Show	251	621	269	518
*Full House Seating Capacity Annualised (in Mn Seats)	155	428	232	1,670

*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	Q4FY17	Q4FY16	FY17	FY16
Ad Revenue / Screen for the period (Avg) (Rs.)	120,117	121,402	474,597	410,275
Average # of minutes sold / show / Ad Screen	4.40	4.71	4.34	4.15
# of In Cinema Advertising Clients	1,030	913	2,824	2,556

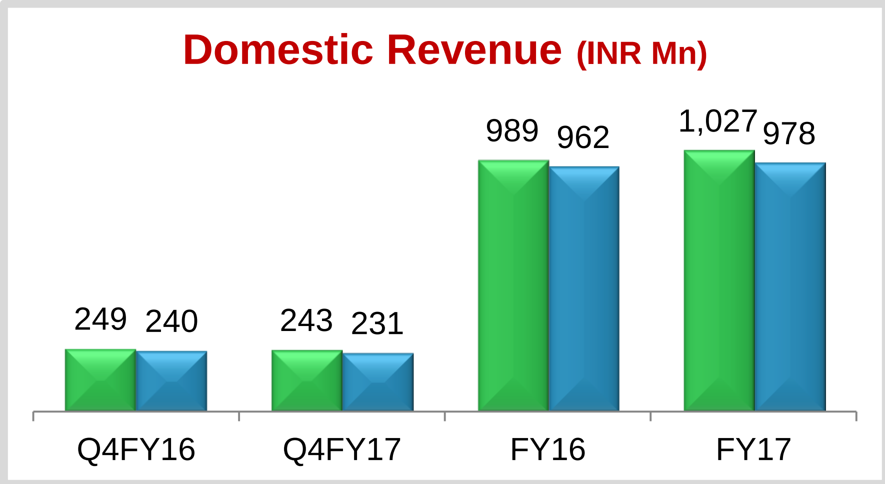
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period
Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Theatrical Revenues

Theatrical revenues from Distributors

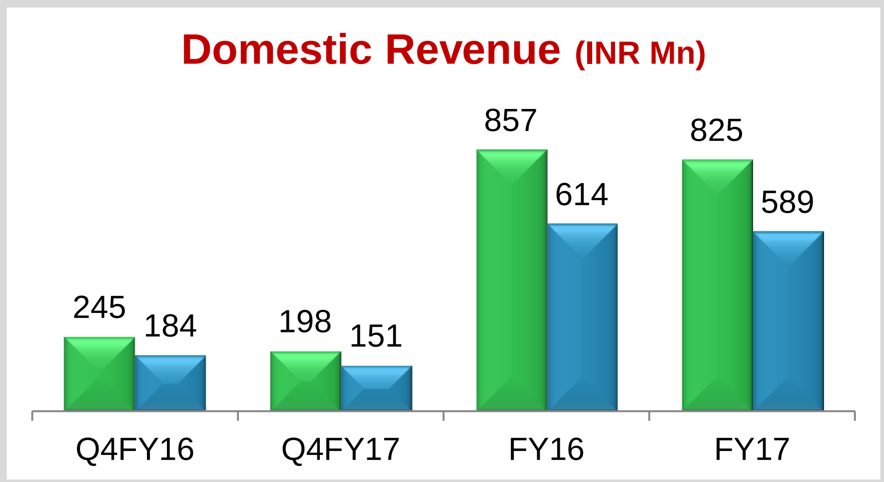
UFO digital cinema

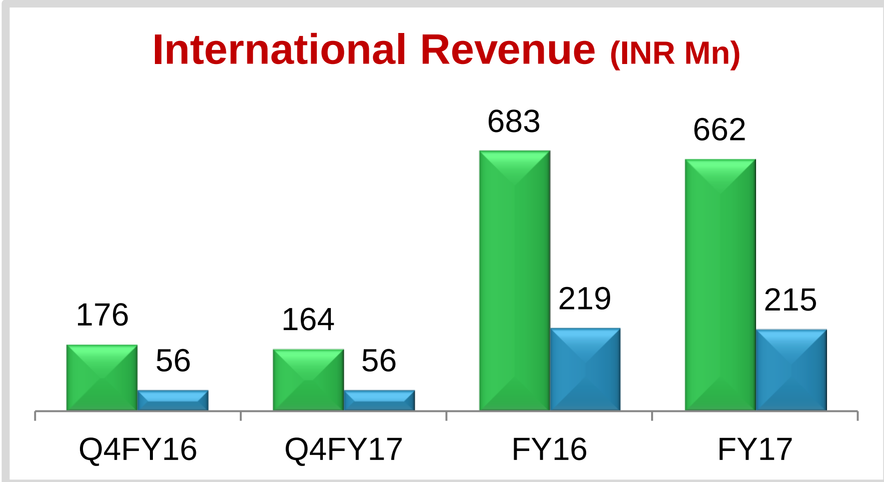
E – Cinema - VPF



Gross Revenue
Net Revenue

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	Q4FY17	Q4FY16	FY17	FY16
E – Cinema	3,538	3,544	3,538	3,544
D – Cinema	1,567	1,490	1,567	1,490
Total	5,105	5,034	5,105	5,034

# of Screens as on March 31, 2017

VPF Revenue / Screen (Average**) (in Rs.)	Q4FY17	Q4FY16	FY17	FY16
E – Cinema Gross	68,830	70,252	290,043	278,632
E – Cinema Net	65,422	67,762	276,068	271,195
D – Cinema Gross	128,328	166,470	539,722	577,649
D – Cinema Net	97,872	125,192	385,572	414,019

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

Operating Parameter – VPF Revenue International

Number of Screens	Q4FY17*	Q4FY16	FY17*	FY16
Total	819	881	819	881

# of Screens as on March 31, 2017

VPF Revenue / Screen (Average**) (in Rs.)	Q4FY17	Q4FY16	FY17	FY16
D – Cinema Gross	190,793	198,492	778,362	795,360
D – Cinema Net	65,391	63,417	253,491	254,735

*Total # of VPF Generating Screens only in Middle East and Israel
**Average # of Screens = (Sum of # of Opening Screens and # of Closing Screens) / 2

Progress of Caravan Talkies

- Caravan Talkies was non-operational in Q4FY17 due to adverse impact of demonetization in rural India
- Losses have reduced owing to cost optimization initiatives undertaken
- Operations have re-commenced in Q1FY18
  - Caravan Talkies has gained healthy momentum
  - Currently 47 vans are operational

Financial Performance

Consolidated Results

(INR Mn)	Q4FY17	Q4FY16	Growth	FY17	FY16	Growth
Revenue from Operations	**1,549**	**1,464**	**5.8%**	**5,972**	**5,701**	**4.8%**
Other Income	**7**	**3**	**152.5%**	**17**	**20**	**-19.2%**
Total Revenue	**1,556**	**1,467**	**6.0%**	**5,989**	**5,721**	**4.7%**
Total Expenses	**1,066**	**936**	**13.8%**	**4,144**	**3,873**	**7.0%**
EBITDA	**490**	**531**	**-7.6%**	**1,845**	**1,848**	**-0.2%**
Depreciation and Amortisation	207	191	8.8%	838	774	8.2%
EBIT	**283**	**340**	**-16.8%**	**1,007**	**1,074**	**-6.2%**
Finance Cost	23	31	-24.4%	102	140	-27.1%
Finance Income	10	13	-17.7%	-54	-47	14.5%
PBT	**270**	**322**	**-16.1%**	**959**	**981**	**-2.2%**
Tax	86	134	-35.8%	362	346	4.6%
PAT	**184**	**188**	**-2.1%**	**597**	**635**	**-5.9%**
Profit from Associates	23	12	96.9%	69	39	75.2%
Minority Interest	12	23	-47.2%	34	39	-12.7%
PAT, Profit from Associates & Minority Interest	**195**	**177**	**9.9%**	**632**	**635**	**-0.5%**
Basic EPS	**7.06**	**6.56**	**7.6%**	**22.89**	**24.22**	**-5.5%**

Consolidated Expenditure Analysis

UFO digital cinema

Expenses as a % of Total Revenue	Q4FY17	Q4FY16	FY17	FY16
1) Total Operating Direct Cost	**42.0%**	**36.7%**	**41.4%**	**42.4%**
Key Operating Direct Cost Components				
i) Advertisement revenue share payment	*8.0%*	*8.7%*	*8.6%*	*8.2%*
ii) VPF D-Cinema share payment to D-Cinema Exhibitors	*10.7%*	*12.9%*	*12.2%*	*12.8%*
iii) Purchase of Equipment, Lamps and Spares	*14.9%*	*5.2%*	*11.0%*	*11.4%*
2) Employee Benefit Expenses	**13.3%**	**12.8%**	**13.6%**	**12.0%**
3) Other Expenses (SG&A)	**13.2%**	**14.3%**	**14.2%**	**13.3%**
Total Expenses	**68.5%**	**63.8%**	**69.2%**	**67.7%**
EBITDA Margin	**31.5%**	**36.2%**	**30.8%**	**32.3%**
EBITDA Margin excluding VDSPL*	**32.6%**	**38.5%**	**32.4%**	**33.8%**

*VDSPL includes Caravan Talkies and Club Cinema businesses

Consolidated Balance Sheet

Equity and Liability (INR Mn)	31-Mar-17	31-Mar-16	Assets (INR Mn)	31-Mar-17	31-Mar-16
Shareholder's Funds			**Non-Current Assets**		
Equity Share Capital	276	275	Fixed Assets	2,685	2,991
Reserves and Surplus	5,508	4,890	Goodwill on Consolidation	1,833	1,721
Total of Shareholder's Funds	**5,784**	**5,165**	Non-Current Investments	155	80
Minority Interest	114	106	Deferred Tax Assets (Net)	346	275
			Long-Term Loans and Advances	383	441
Non-Current Liabilities			Other Non-Current Assets	4	76
Long-Term Borrowings	320	436	**Total Non-Current Assets**	**5,406**	**5,584**
Other Long-Term Liabilities	411	486	**Current Assets**		
Long-Term Provisions	28	8			
Total Non-Current Liabilities	**759**	**930**	Current Investments	598	281
Current Liabilities			Inventories	135	115
Short-Term Borrowings	107	108	Trade Receivable	1,482	1,515
Trade Payables	955	893	Cash and Cash Equivalents	957	668
Other Current Liabilities	1,154	1,136	Short-Term Loans and Advances	247	254
Short-Term Provisions	51	146	Other Current Assets	99	67
Total Current Liabilities	**2,267**	**2,283**	**Total Current Assets**	**3,518**	**2,900**
Total Equity and Liability	**8,924**	**8,484**	**Total Assets**	**8,924**	**8,484**

Financial Performance excluding VDSPL

Reconciliation to EBITDA excluding VDSPL*

(INR Mn)	Q4FY17	Q4FY16	Growth	FY17	FY16	Growth
Reported EBITDA including VDSPL	**490**	**531**	**-7.6%**	**1,845**	**1,848**	**-0.2%**
Margin	*31.5%*	*36.2%*		*30.8%*	*32.3%*	
VDSPL EBITDA Loss	14	28		82	70	
EBITDA Excluding VDSPL	**504**	**559**	**-9.8%**	**1,927**	**1,918**	**0.5%**
Margin	*32.6%*	*38.5%*		*32.4%*	*33.8%*	

Reconciliation to PAT excluding VDSPL*

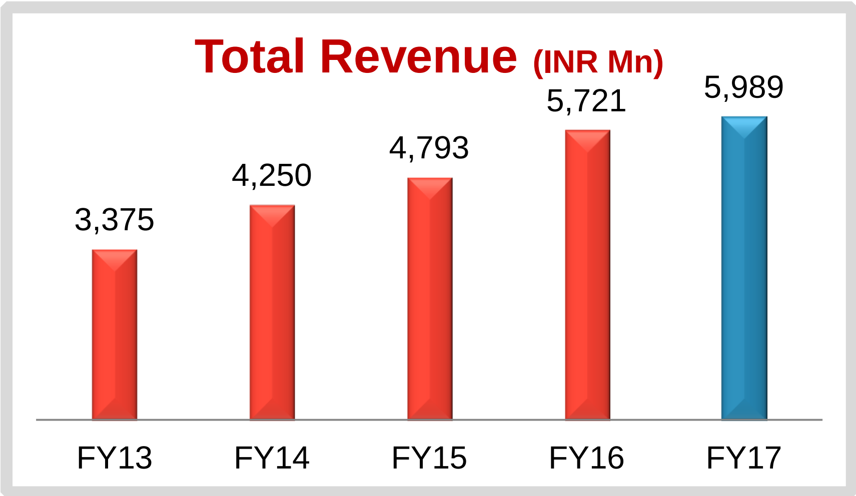
(INR Mn)	Q4FY17	Q4FY16	Growth	FY17	FY16	Growth
Reported PAT Including VDSPL**	**195**	**177**	**9.9%**	**632**	**635**	**-0.5%**
Margin	*12.5%*	*12.1%*		*10.5%*	*11.1%*	
VDSPL PAT Loss	37	39		171	101	
PAT Excluding VDSPL	**232**	**216**	**7.5%**	**803**	**736**	**9.0%**
Margin	*15.0%*	*14.9%*		*13.5%*	*13.0%*	

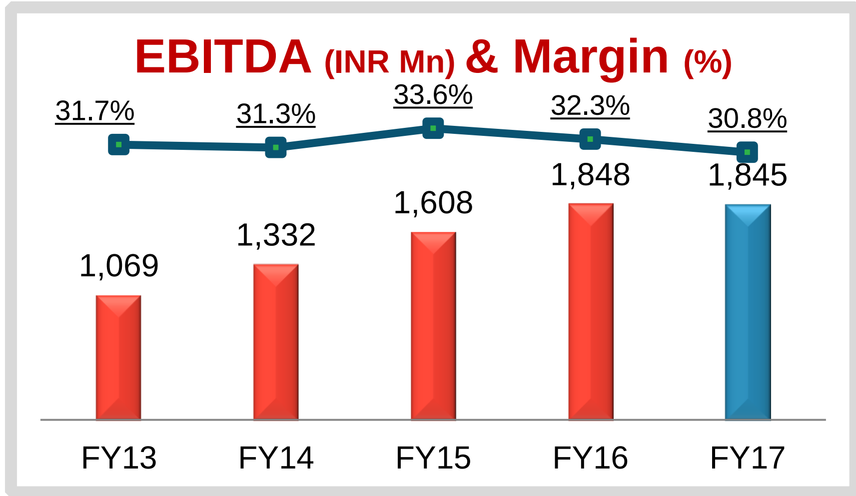
*VDSPL includes Caravan Talkies and Club Cinema businesses
**PAT after Minority Interest

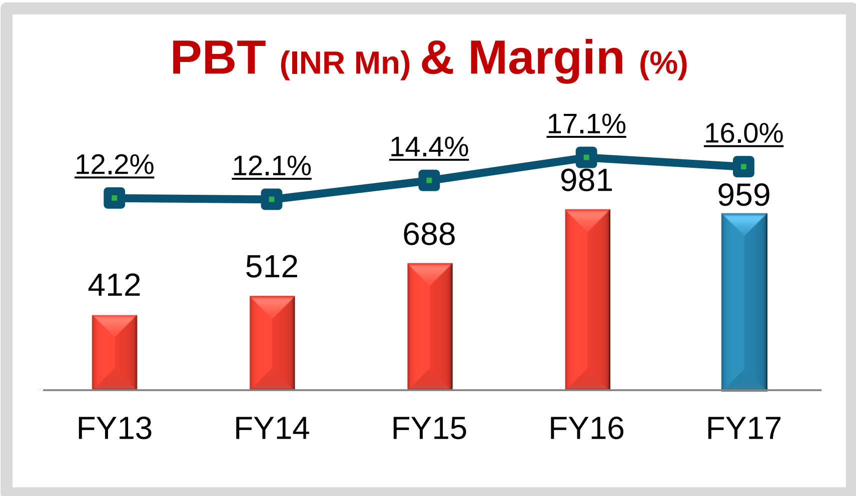
Annexure

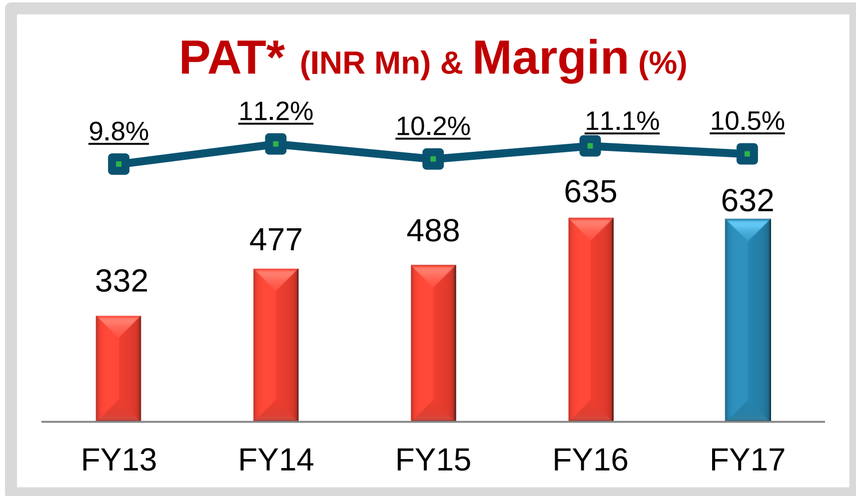
Financial Highlights – 5 Years

UFO digital cinema





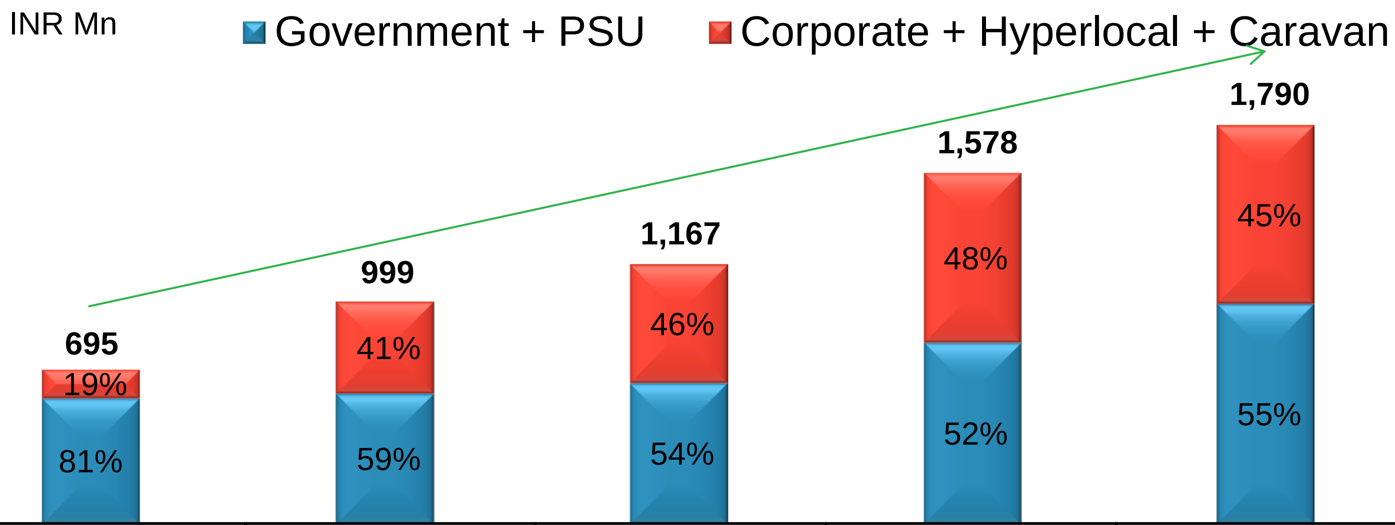




*PAT after Minority Interest

Advertisement Revenue – 5 Years

FY13 – FY17
Revenue CAGR 27%

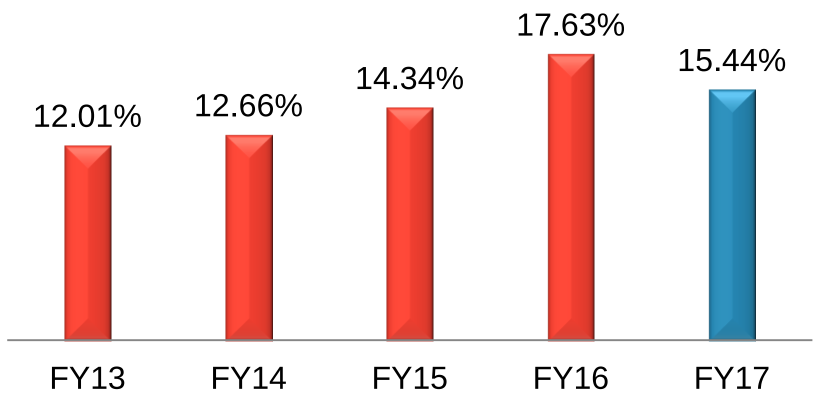


	FY13	FY14	FY15	FY16	FY17
# of Screens with Ad Rights	3,071	3,592	3,784	3,713	3,745
Annual Ad Revenue / Screen (Avg) (INR)	243,081	299,711	316,346	410,275	474,597
# of minutes sold / show / Ad Screen	2.46	3.25	3.36	4.15	4.34

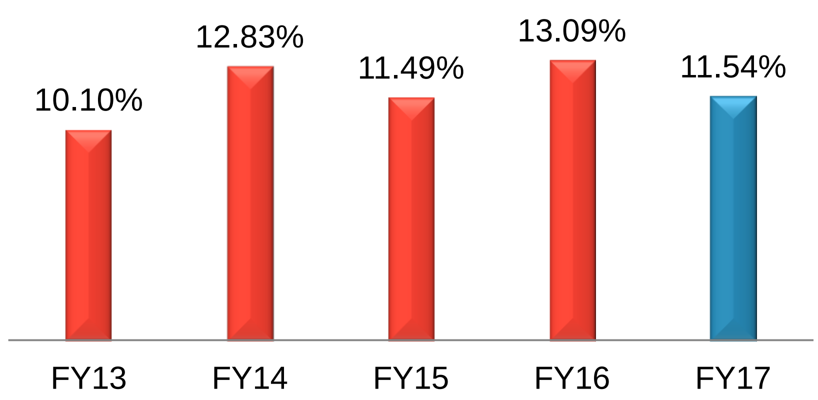
# of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of advertisement screens during the period
Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Key Financial Parameters – 5 Years

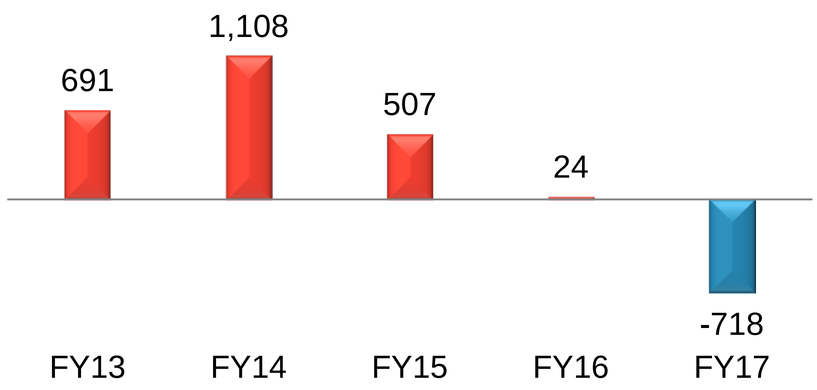
RoCE (%)



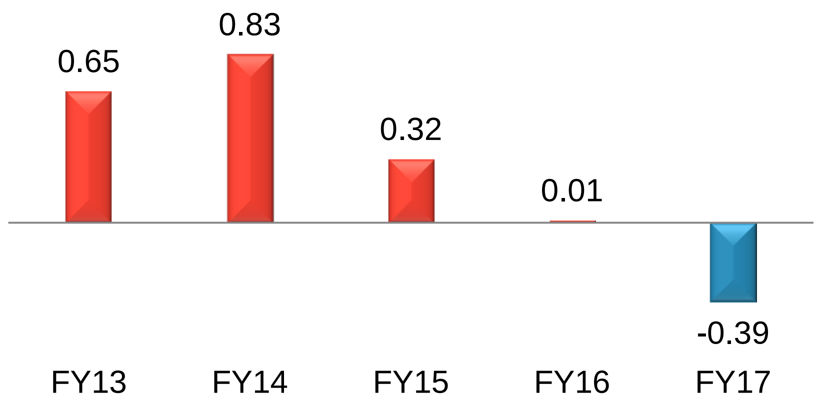
RoE (%)



Net Debt* (INR Mn)



Net Debt / EBITDA (X)



*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 Networth

Shareholding

(% of Total # of shares)	March 31, 2017
Promoters	28.13%
Foreign Venture Capital Investors	19.03%
FII	3.25%
DII	21.31%
Corporate Bodies	7.01%
Foreign Bodies	1.14%
Others	20.13%
Total # of Shares	**27,600,801**

Marquee Institutional Investors*

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

*As on March 31, 2017

About Us

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 March 31, 2017, UFO's global network, along with subsidiaries and associates, spans 6,579 screens worldwide, including 5,105 screens across India and 1,474 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 3,745 screens, with an aggregate seating capacity of approximately 1.73 million viewers and a reach of 1,874 locations across India, as on March 31, 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. For further details, contact:

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