

Q4 & FY19 Results Presentation

May 21, 2019

Safe Harbour

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

UFO Moviez at a Glance



India's Largest In-Cinema Advertising Platform

3,697 High Impact Ad Screens



Wide Base of Advertisers

2,001 Advertisers in FY19



Pan India Presence

1,281 Cities & Towns

1,266 Multiplex &
2,431 Single Screens

Leading Presence Across All Screen Categories



Average weekly seating capacity

~42 million

1,812 Movies
in **22** Languages
for **1,870** Distributors

Digitally Delivered in FY19



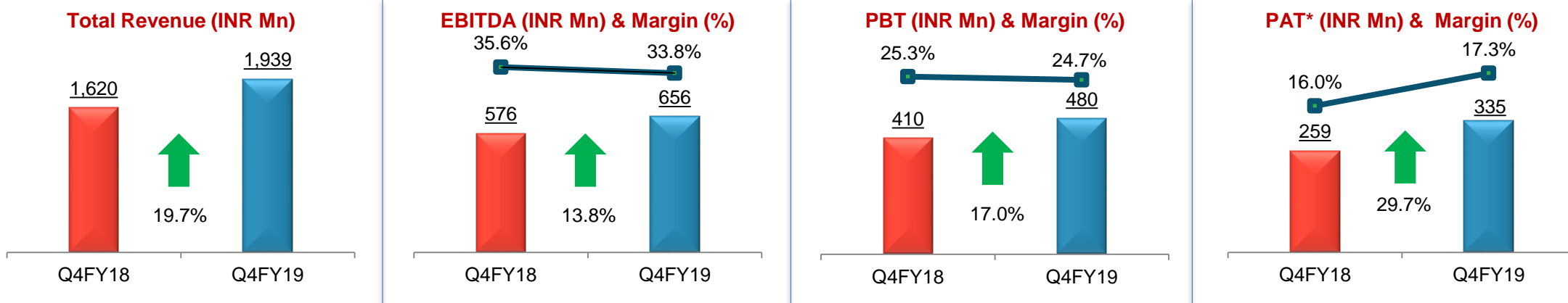
Data as on March 31, 2019

Average weekly seating capacity is based on 4 shows per day

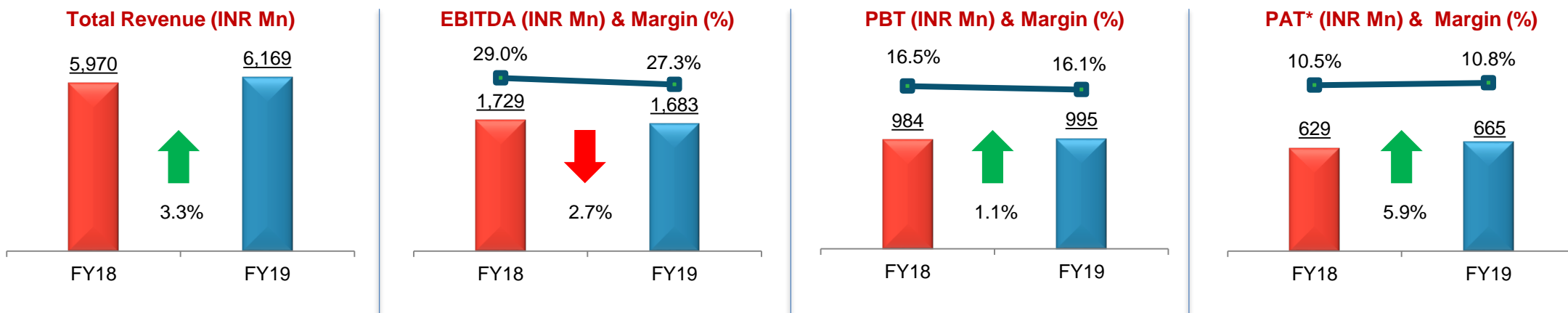
Financial and Operating Highlights for Q4&FY19

Consolidated Financial Highlights

Q4FY19 YoY Comparison

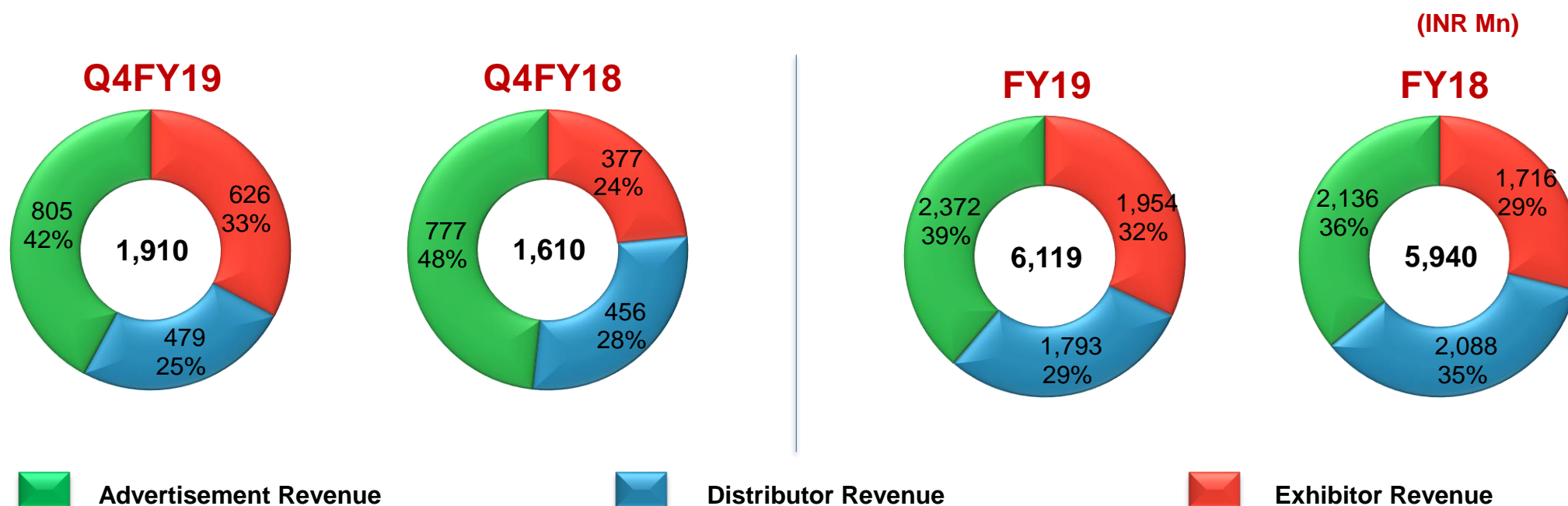


FY19 YoY Comparison



*PAT after Non-Controlling Interest

Consolidated Revenue Mix



(INR Mn)	Q4FY19	Q4FY18	Growth	FY19	FY18	Growth
Advertisement Revenue	805	777	3.6%	2,372	2,136	11.1%
- In-Cinema Advertisement Revenue	717	760	-5.7%	2,131	2,047	4.1%
- Caravan Advertisement Revenue	88	17	414.1%	241	89	173.2%
Virtual Print Fees - E-Cinema	262	247	6.1%	1,057	1,055	0.2%
Virtual Print Fees - D-Cinema	148	194	-23.8%	615	974	-36.9%
Lease rental income - E-Cinema	146	142	2.4%	565	549	3.0%
Lease rental income - D-Cinema	27	23	14.7%	108	110	-2.4%
Other Operating Revenues*	110	62	80.0%	269	246	9.2%
Total Sale of Services	1,498	1,445	3.7%	4,986	5,070	-1.7%
Total Sales of Products	412	165	149.8%	1,133	871	30.1%
Revenue from Operations	1,910	1,610	18.6%	6,119	5,940	3.0%

Note: Excludes Other Income

In-Cinema Advertising Performance

In-Cinema Advertisement Operating Parameter



Number of Screens
3,697



Multiplex Screens
1,266



Single Screens
2,431

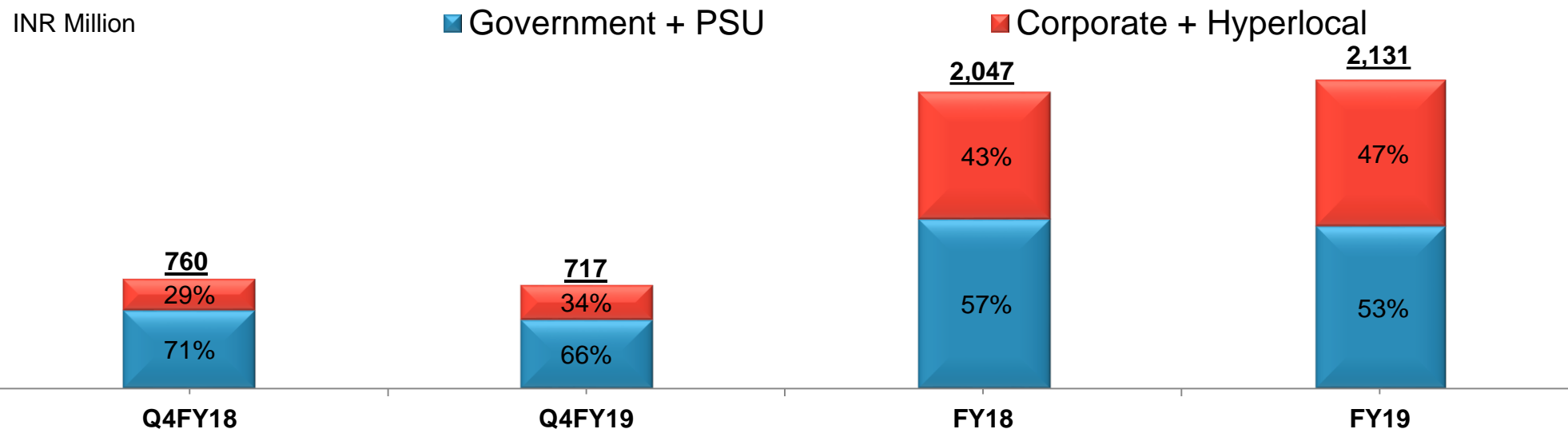


Full House Seating Capacity - Annualized
2,159 Mn

FY19	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	467	497	799	1,934
Full House Seating Capacity – Per Show All Screens	116,293	278,485	194,262	910,017
Seating Capacity Per Screen Per Show	249	560	243	471
*Full House Seating Capacity Annualised (in Mn Seats)	167	401	280	1,310

*Full house seating capacity – Annualised is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

In-Cinema Advertisement Revenue Analysis



	Q4FY18	Q4FY19	FY18	FY19
Ad Revenue / Screen for the period (Avg) (Rs.)	193,787	192,781	535,847	561,102
Average # of minutes sold / show / Ad Screen	7.39	6.85	5.19	5.54
# of In Cinema Advertising Clients*	862	827	2,470	2,001
Advertisement Sharing with Exhibitors	22.26%	25.04%	31.75%	32.44%

*Excluding Framez customers

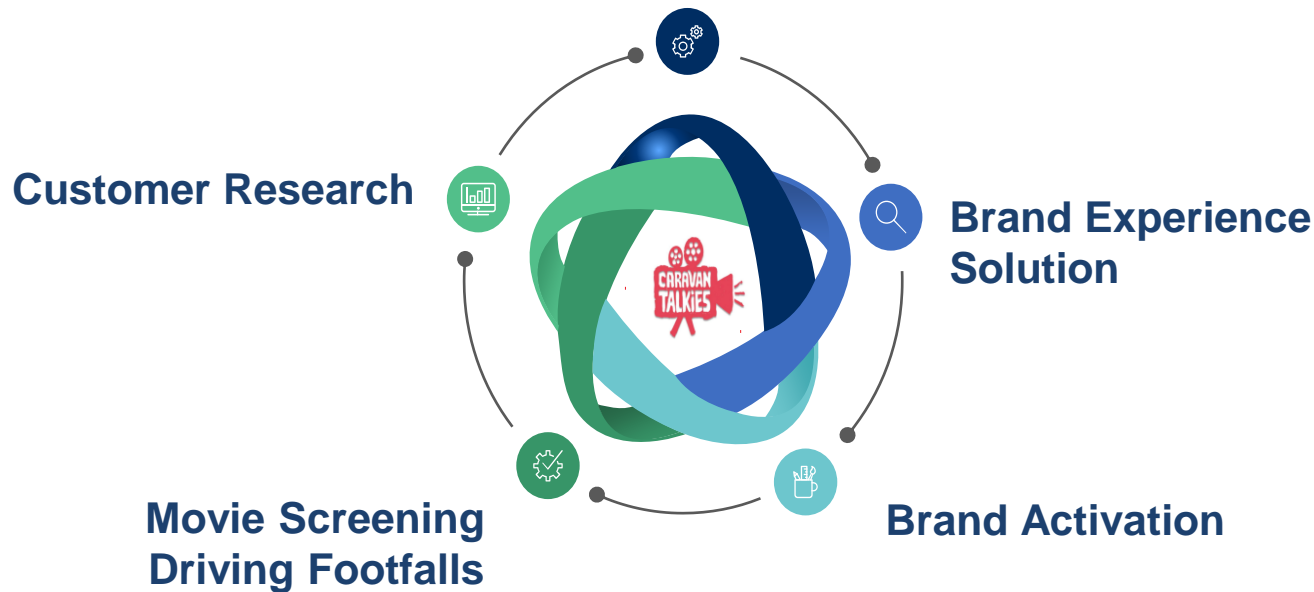
Excludes Caravan Talkies Revenues

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

360 Degree Activation



Improved Realizations and Utilization

- Revenue growth driven by higher realization and increased van utilization

Taking Brands to Rural India



VDSPL's Financial Performance

(INR Mn)	Q4FY19	Q4FY18	Change	FY19	FY18	Change
Revenue	92	23	69	257	108	149
EBITDA	20	(22)	42	(9)	(47)	38

Caravan Talkies has not added new Vans in FY17, FY18 & FY19

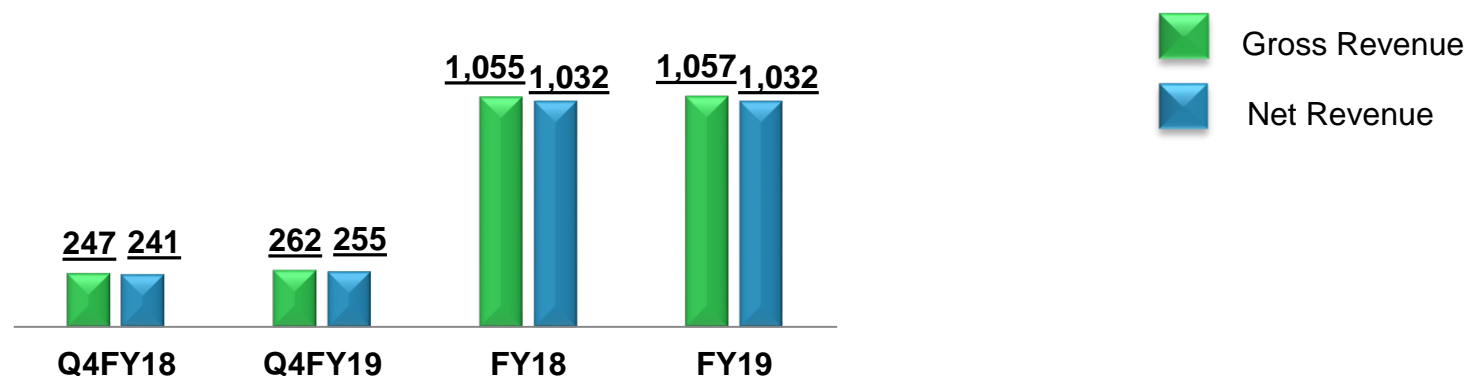
*VDSPL comprises of Caravan Talkies, NOVA Cinemaz and Club Cinema businesses

Theatrical Revenues

Theatrical revenues from Distributors

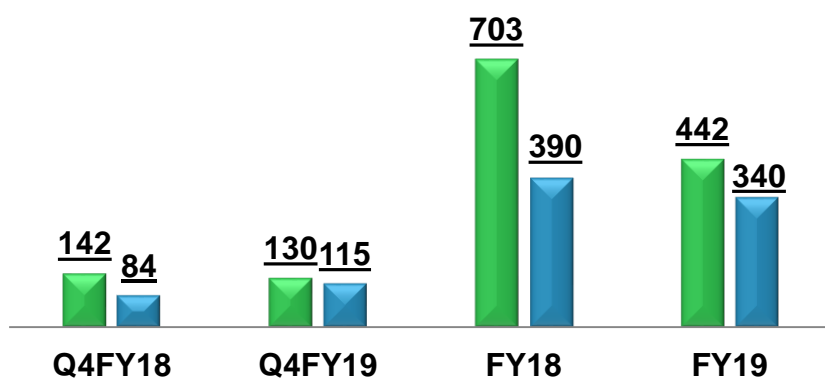
E – Cinema - VPF

Domestic Revenue (INR Mn)

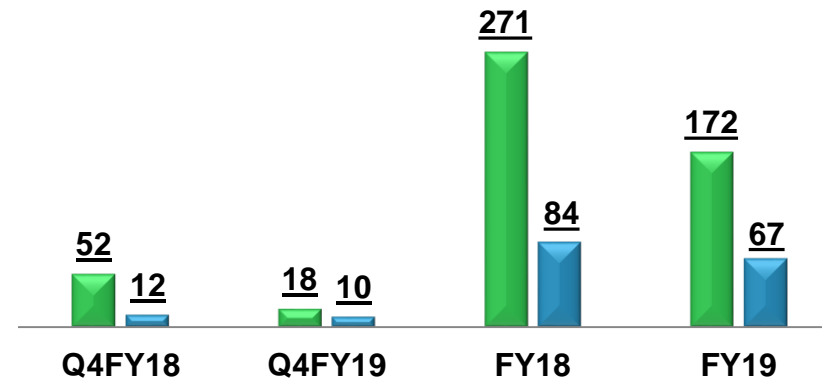


D – Cinema - VPF

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*	Q4FY19	Q4FY18	FY19	FY18
E – Cinema	3,543	3,706	3,543	3,706
D – Cinema	1,772	1,616	1,772	1,616
Total	5,315	5,322	5,315	5,322
# of Screens as on March 31, 2019				
VPF Revenue / Screen (Average**) (in Rs.)	Q4FY19	Q4FY18	FY19	FY18
E – Cinema Gross	73,528	66,432	291,734	291,366
E – Cinema Net	71,559	64,857	284,609	284,889
D – Cinema Gross***	74,763	88,798	261,158	441,897
D – Cinema Net***	66,108	52,514	200,521	245,201

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

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

***Reduction in Gross VPF Revenue/Screen is due to Sunset

Certain D-Cinema screens, part of planned Sunset, are generating small service revenue with nil VPF revenue, resulting in lower per screen D Cinema VPF revenue.

Operating Parameter – VPF Revenue International

# of Screens	Q4FY19	Q4FY18	FY19	FY18
Total*	150	416	150	416
# of Screens as on March 31, 2019				
VPF Revenue / Screen (Average**) (in Rs.)	Q4FY19	Q4FY18	FY19	FY18
D – Cinema Gross	76,849	125,922	608,662	438,222
D – Cinema Net	43,892	29,583	238,187	135,234

*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

(INR Mn)	Q4FY19	Q4FY18	Growth	FY19	FY18	Growth
Revenue from Operations	1,910	1,610	18.6%	6,119	5,940	3.0%
Other Income	29	10	189.7%	50	30	70.4%
Total Revenue	1,939	1,620	19.7%	6,169	5,970	3.3%
Total Expenses	1,283	1,044	23.0%	4,486	4,241	5.8%
EBITDA	656	576	13.8%	1,683	1,729	-2.7%
Depreciation and Amortisation	178	189	-6.0%	736	798	-7.8%
EBIT	478	387	23.5%	947	931	1.7%
Finance Cost	32	17	87.9%	110	92	20.1%
Finance Income	33	26	28.8%	122	80	53.3%
Profit from Associates	1	14	-93.4%	36	65	-44.8%
PBT	480	410	17.0%	995	984	1.1%
Tax	145	161	-10.1%	345	379	-8.9%
PAT	335	249	34.5%	650	605	7.4%
Non-Controlling Interest	0	(10)	-100.0%	(15)	(24)	-34.5%
PAT after Non-Controlling Interest*	335	259	29.7%	665	629	5.9%
Basic EPS	11.83	9.12	29.7%	23.47	22.59	3.9%

*PAT after Non-Controlling Interest excludes Other Comprehensive income (OCI)

Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q4FY19	Q4FY18	FY19	FY18
1) Total Operating Direct Cost	38.0%	32.8%	41.1%	41.1%
Key Operating Direct Cost Components				
i) Advertisement revenue share payment	<u>9.3%</u>	<u>10.4%</u>	<u>11.2%</u>	<u>10.9%</u>
ii) VPF D-Cinema share payment to D-Cinema Exhibitors	<u>1.2%</u>	<u>6.1%</u>	<u>3.4%</u>	<u>8.4%</u>
iii) Purchase of Equipment, Lamps and Spares	<u>17.4%</u>	<u>8.0%</u>	<u>14.2%</u>	<u>11.7%</u>
2) Employee Benefit Expenses	12.8%	13.8%	14.9%	14.0%
3) Other Expenses (SG&A)	15.4%	17.8%	16.7%	15.9%
Total Expenses	66.2%	64.4%	72.7%	71.0%
EBITDA Margin	33.8%	35.6%	27.3%	29.0%

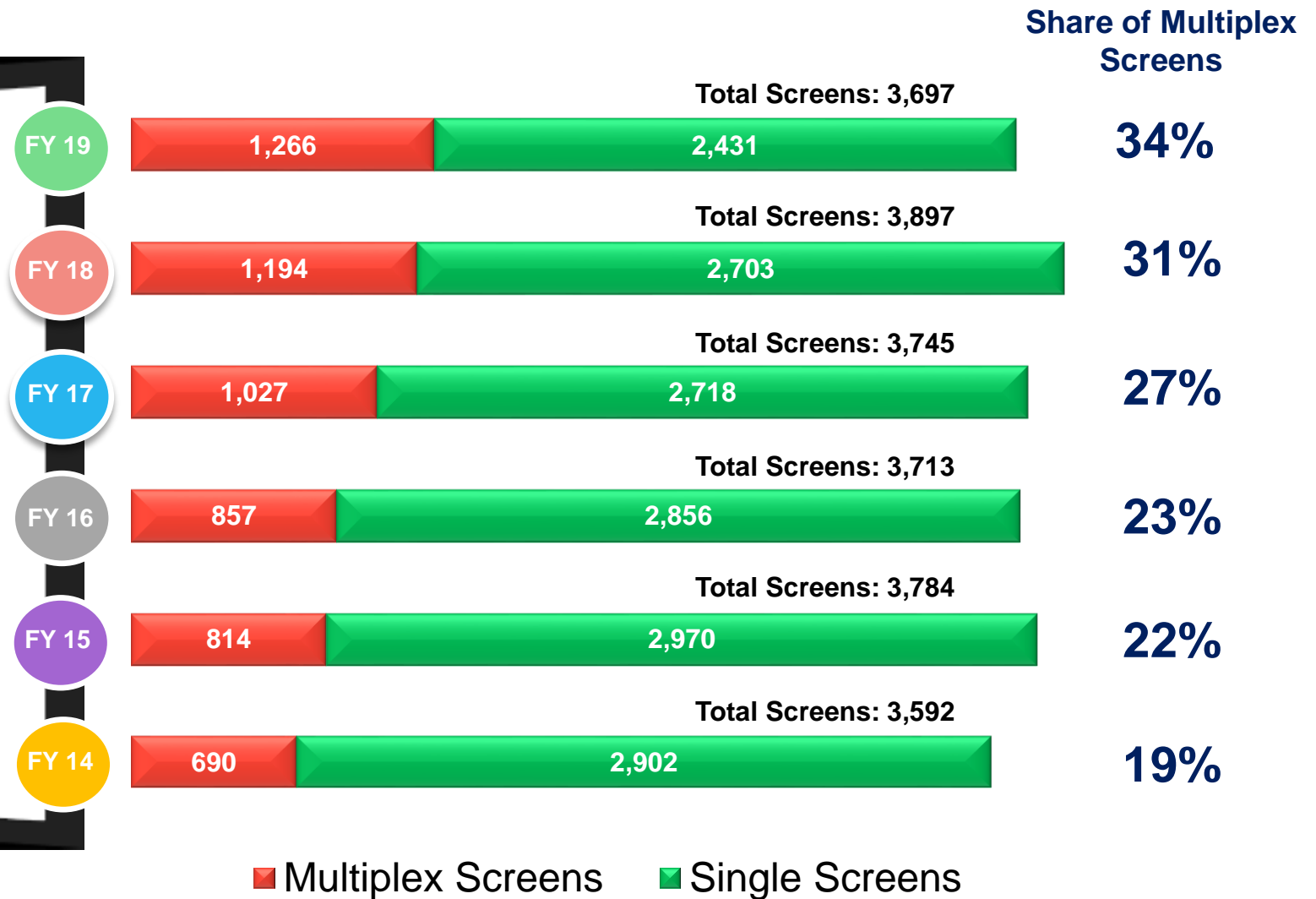
Consolidated Balance Sheet

Assets (INR Mn)	31-Mar-19	31-Mar-18	Equity and Liability (INR Mn)	
			31-Mar-19	31-Mar-18
Non-Current Assets			Equity	
Property, plant and equipment	2,046	2,359	Equity Share Capital	284
Capital work-in-progress	87	212	Other Equity	
Other Intangible assets	22	28	Reserves and surplus	4,593
Goodwill on consolidation	231	73	Equity attributable to Shareholders	4,877
Investment in Subsidiaries, Associates and JV	120	185	Non-Controlling interest	0
Financial Assets			Total Equity	4,877
(i) Loans	54	50	Liabilities	
(ii) Others	7	20	Non-Current Liabilities	
Deferred tax assets (net)	464	397	Financial Liabilities	
Other non-current assets	393	363	(i) Borrowings	371
Total Non-Current Assets	3,424	3,687	(ii) Others	316
Current Assets			Provisions	66
Inventories	114	113	Deferred tax liabilities (net)	81
Financial Assets			Other non-current liabilities	67
(i) Investments	1,398	1,194	Total non-current liabilities	901
(ii) Trade receivables	2,007	1,844	Current Liabilities	
(iii) Cash and cash equivalents	222	343	Financial Liabilities	
(iii) Bank balances other than (iii) above	342	399	(i) Borrowings	140
(iv) Loans	16	14	(ii) Trade payables	995
(v) Others	109	72	(iii) Others	597
Other current assets	288	158	Provisions	47
Total Current Assets	4,496	4,137	Other current liabilities	363
Total Assets	7,920	7,824	Total Current Liabilities	2,142
			Total Liabilities	3,043
			Total Equity and Liabilities	7,920
				7,824

Annexure

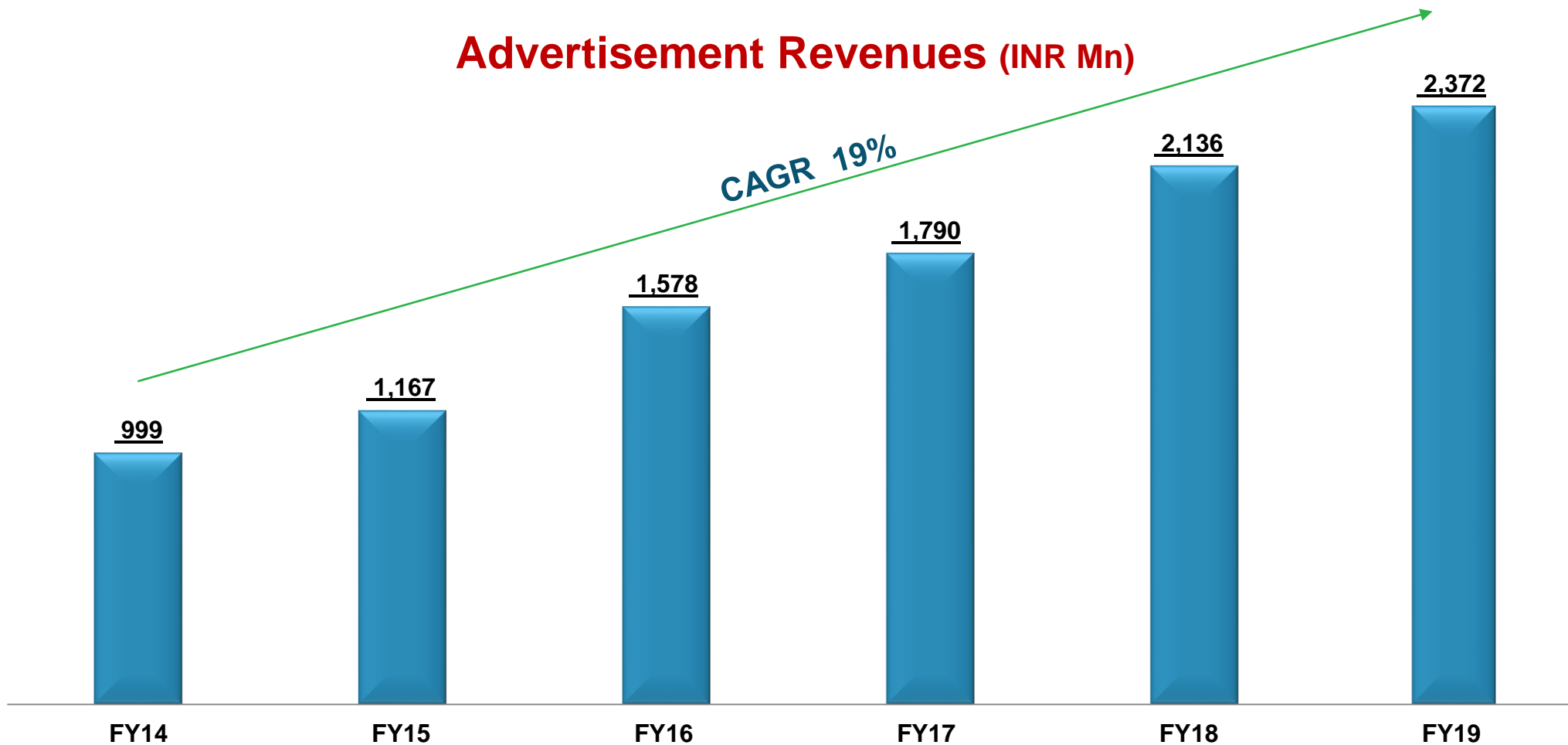
In Cinema Advertisement Network

**Stable
Advertisement
Screen Network,
with an increasing
proportion of
Multiplex Screens**

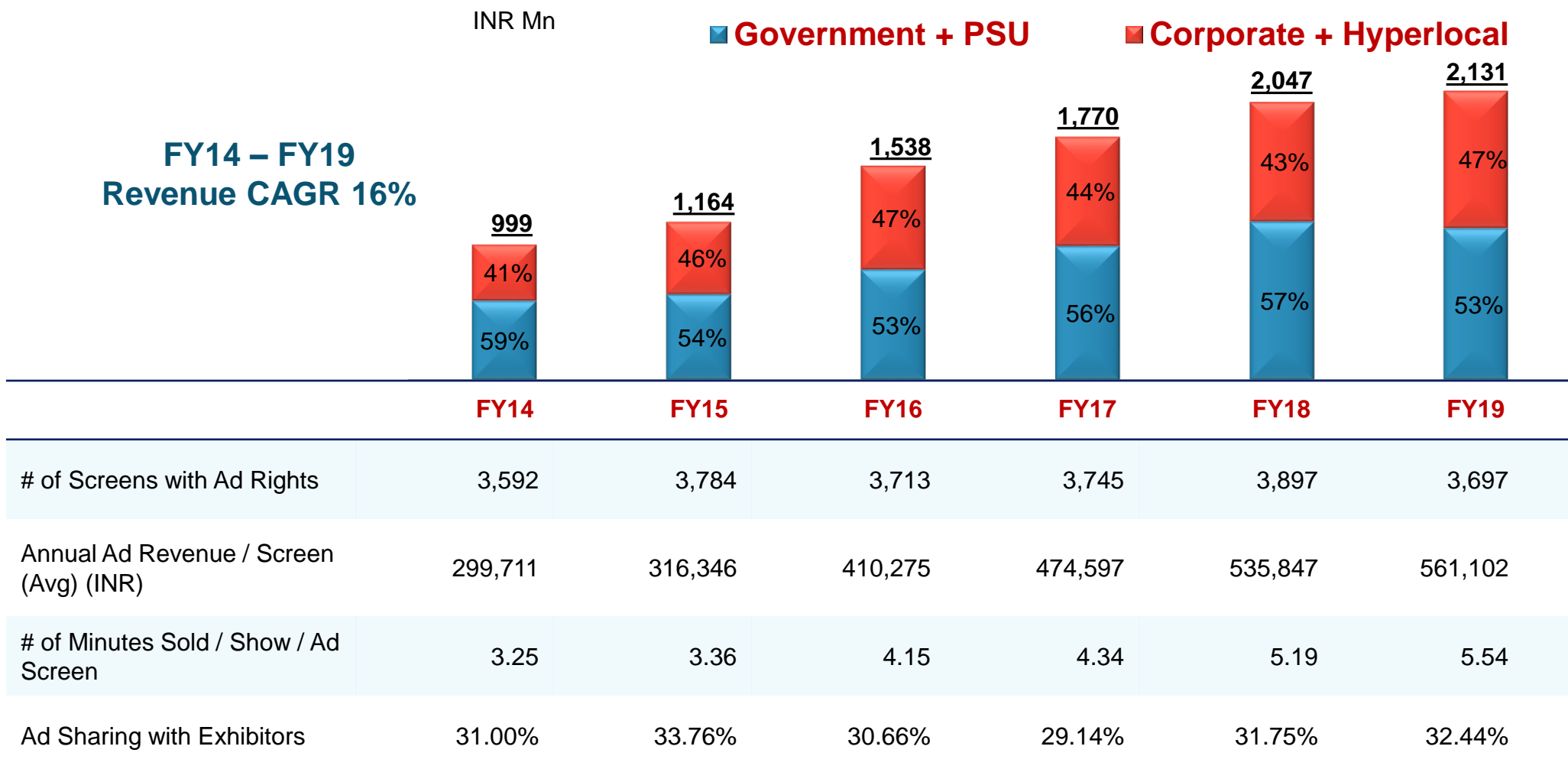


Robust Advertisement Performance

Advertisement Revenues (INR Mn)



Sustained Growth in In-Cinema Advertising



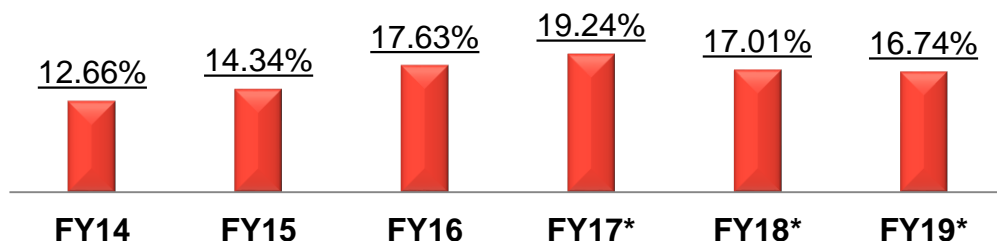
*Excludes Advertisement Revenues from Caravan Talkies

of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of advertisement screens during the period

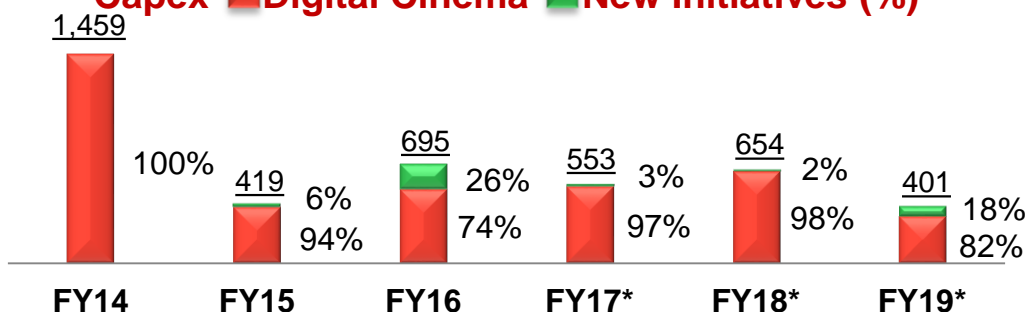
Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Demonstrated Levers for Shareholder Value Creation

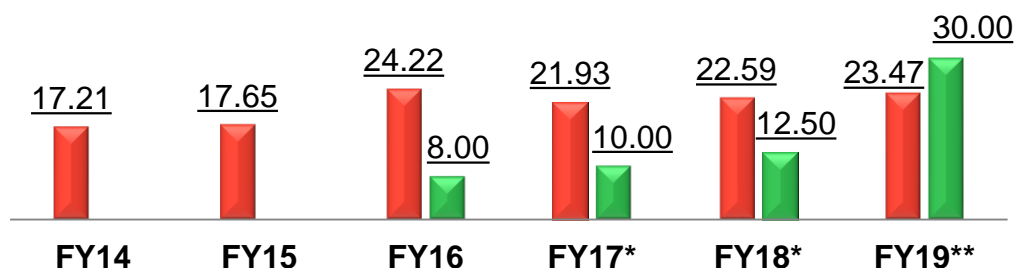
RoCE (%)



Capex ■ Digital Cinema ■ New Initiatives (%)



■ EPS ■ DPS (INR)



RoCE = EBIT/(Networth + Long Term Debt + Short Term Debt + Current Maturing Long Term Debt + Non-Controlling Interest)

*FY17, FY18 & FY19 are based on closing Ind AS financials

**FY19 DPS includes one-time special interim DPS of ₹. 15.00

Low Capital Intensity



Initial high capital intensity over; generating higher revenues with lower incremental Capex.

Improving Capital Efficiency



Network Effect and Operational Efficiencies have led to improving RoCE

Low Content Risk



Growing in synergistic businesses with low content risk.

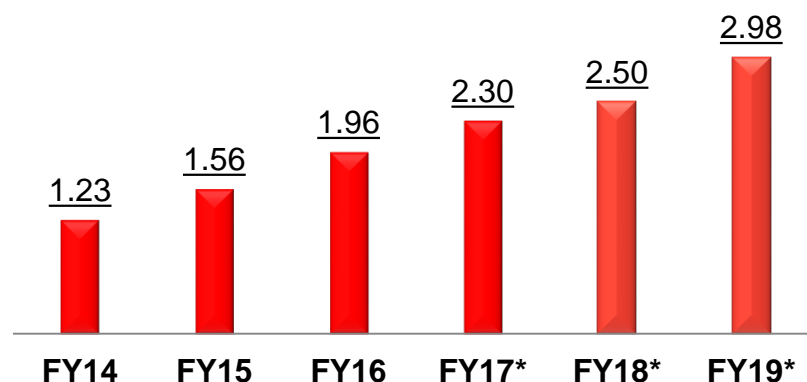
Dividend Distribution



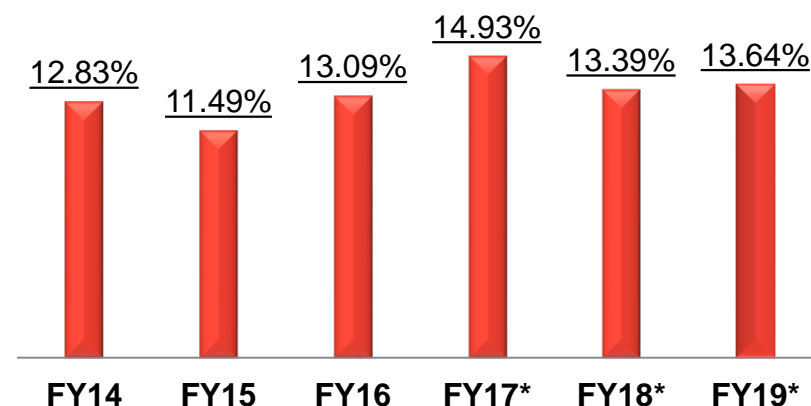
Distributing ≥ 25% of PAT annually.

Key Financial Parameters

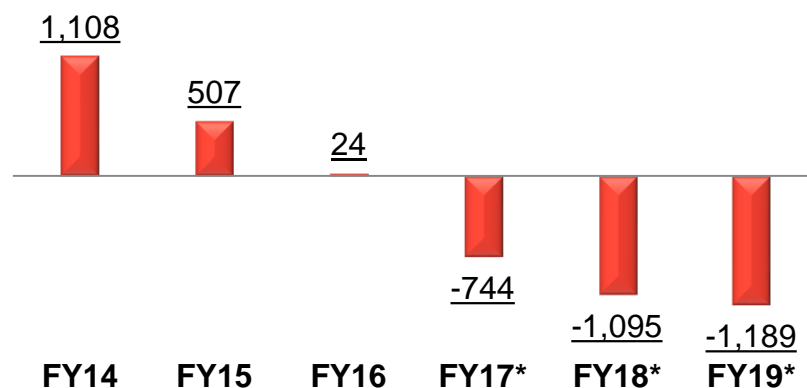
Net Fixed Asset Turnover (x)



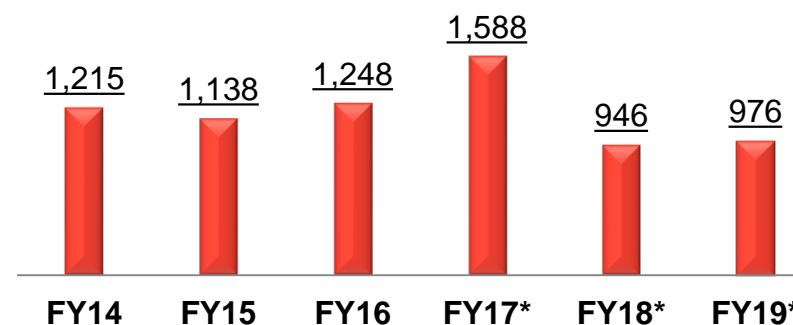
RoE (%)



Net Debt** (INR Mn)



Net Cash Flow from Operating Activities (INR Mn)



*FY17, FY18 & FY19 are based on Ind AS closing financials

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

Net Fixed Asset Turnover = Total Income/Net Fixed Assets

RoE = PAT after Non-Controlling Interest / Networth

Shareholding

(% of Total # of shares)	March 31, 2019
Promoters	30.09%
Foreign Venture Capital Investors	18.52%
Foreign Portfolio Investors	3.79%
Mutual Funds	20.12%
Corporate Bodies	3.71%
Others	23.77%
Total # of Shares	28,350,801

Marquee Institutional Investors*

SBI Mutual Fund
Reliance Capital Asset Management
DSP Blackrock
Equinox Partners
Nomura Singapore

*As on March 31, 2019

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, 2019, UFO's global network, along with subsidiaries and associates, spans 5,758 screens worldwide, including 5,315 screens across India and 443 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 3,697 screens, with an aggregate seating capacity of approximately 1.50 million viewers and a reach of 1,281 cities and towns across India, as on March 31, 2019. 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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