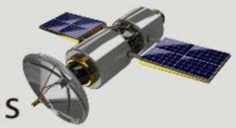
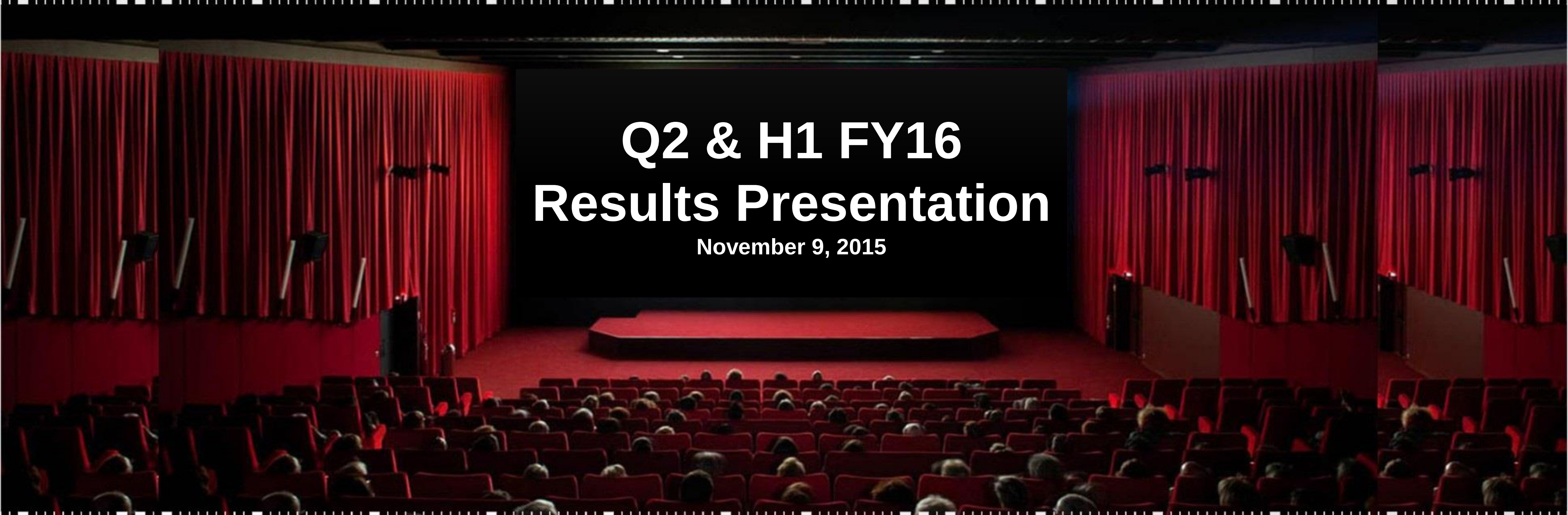
Captive audience, customized content & audited displays are attracting a growing number of in-cinema advertisers wishing for better recall amongst audiences





Q2 & H1 FY16 Results Presentation

November 9, 2015

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

UFO digital cinema
UFO Movies 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
4,940* Digital Screens in India	**3,690** In Cinema Advertising Screens
~2.15 million Seating capacity per show	with an average weekly seating capacity of **~50 million**
Digitally Delivered **~419** Movies for **~1,102** Distributors in Q2FY16	**~1,058** Advertisers in Q2FY16
Across **1,897** Locations	Across **1,882** Locations

Data as on September 30, 2015

* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 108 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

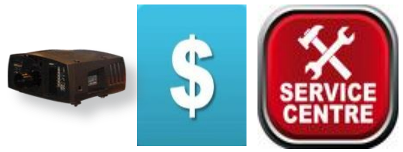
Pan India movie release through satellite transfer

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

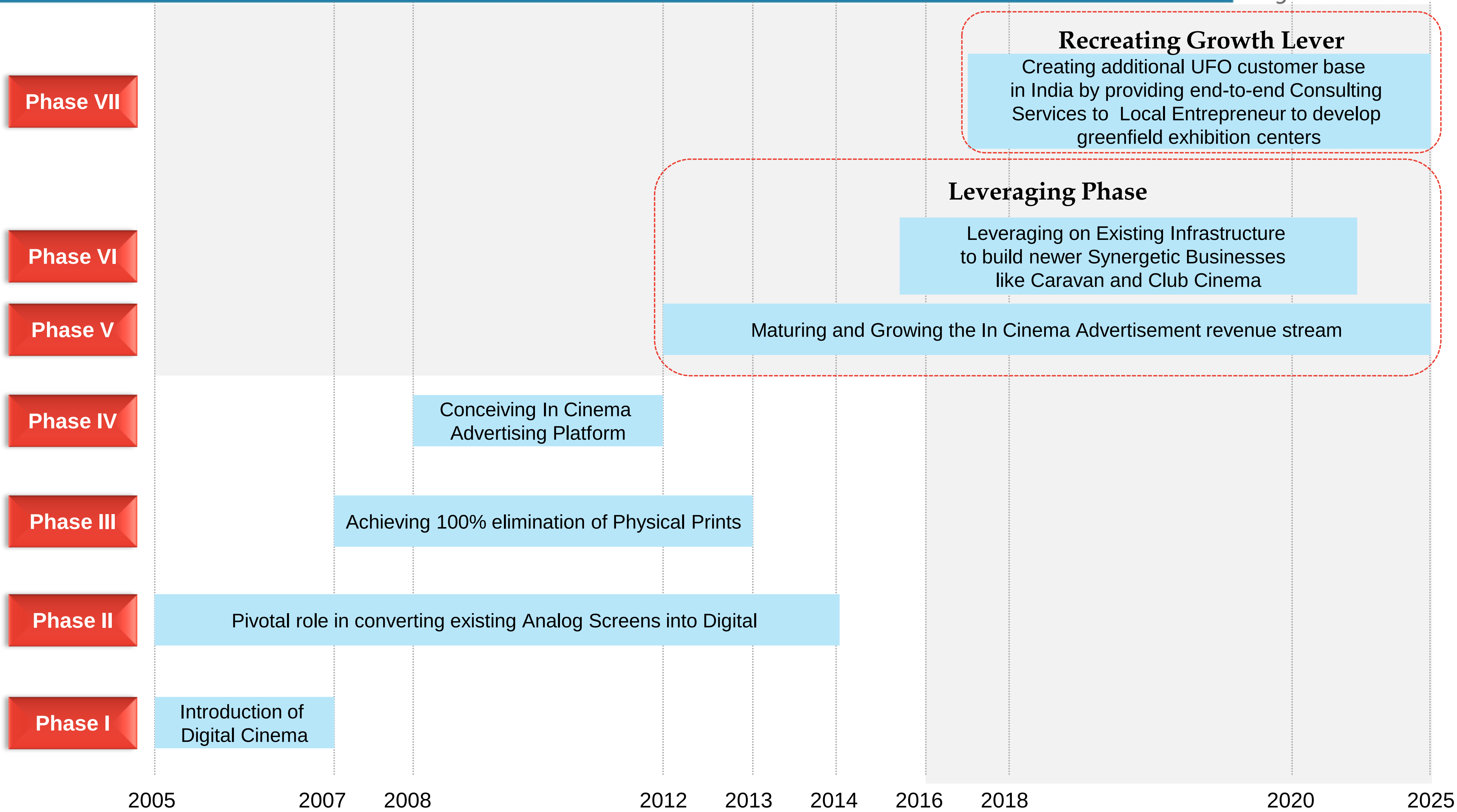
Philosophy – Value Creation Across the Value Chain

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 3,690 screens (including 352 D-Cinema screens); seating capacity of ~1.79 million viewers per show across India as on September 30, 2015 • 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
Creating additional UFO customer base in India by providing end-to-end Consulting Services to Local Entrepreneur to develop greenfield exhibition centers
Leveraging Phase
Leveraging on Existing Infrastructure to build newer Synergetic Businesses like Caravan and Club Cinema
Maturing and Growing the In Cinema Advertisement revenue stream
Conceiving In Cinema Advertising Platform
Achieving 100% elimination of Physical Prints
Pivotal role in converting existing Analog Screens into Digital
Introduction of Digital Cinema
Phase VII
Phase VI
Phase V
Phase IV
Phase III
Phase II
Phase I
2005
2007
2008
2012
2013
2014
2016
2018
2020
2025

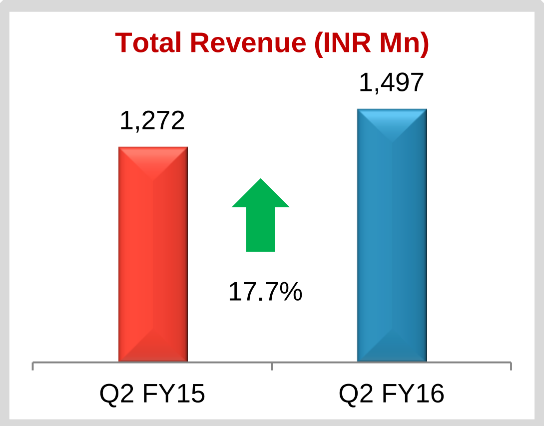
Shareholder Value Creation

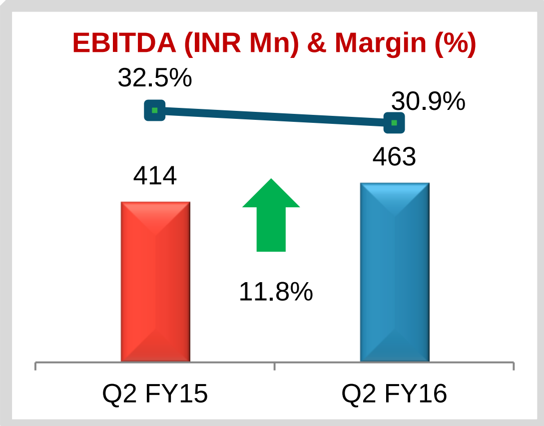
Capital Intensity	Initial high capital intensity over; poised to generate higher revenues with lower incremental capex.
Capital Efficiency	Network Effect and Operational Efficiencies lead to increasing RoCE.
Capital Allocation	Intent to grow only in synergistic businesses with low content risk.
Capital Distribution	Intent to distribute ≥ 25% of PAT, starting FY16.

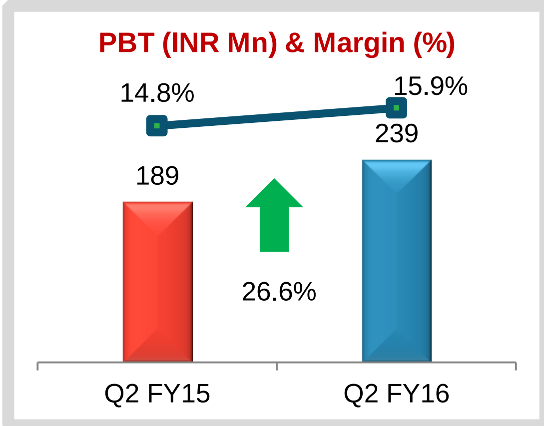
Financial and Operating Highlights

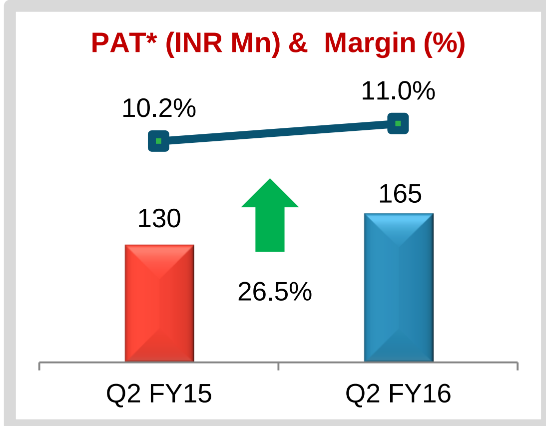
Consolidated Financial Highlights

Q2 FY16

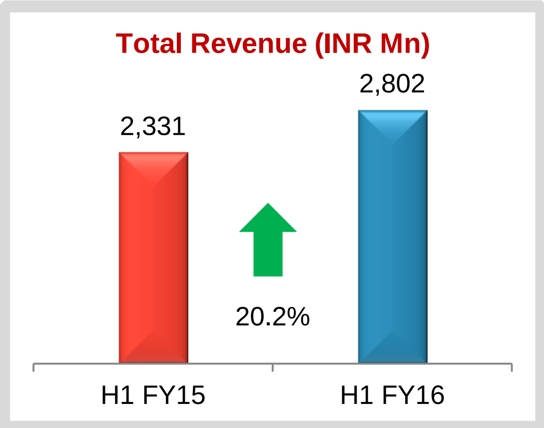


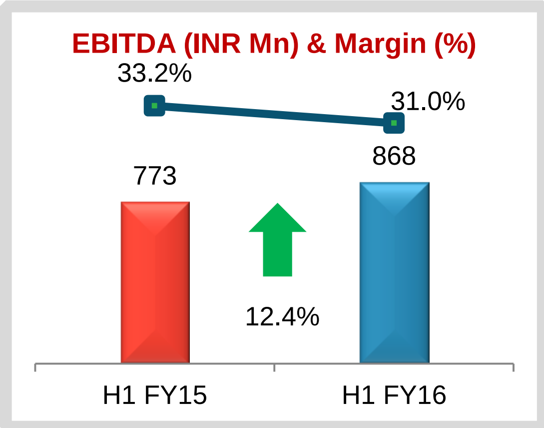


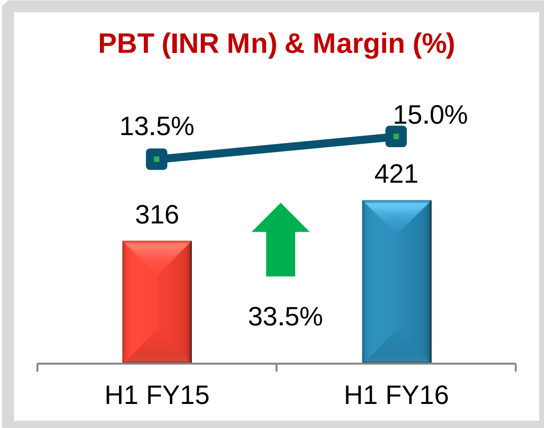


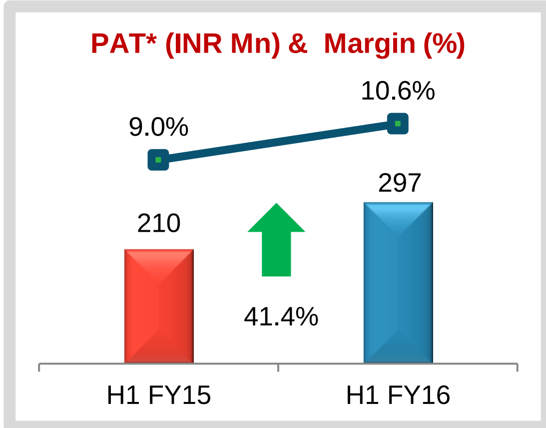


H1 FY16









*PAT after Minority Interest

Driving Wide Spread Release of Movies on UFO Network

UFO digital cinema

Top 10 Hindi

Release Date	Movie	# of Screens
17-Jul	BAJRANGI BHAIJAAN	3,054
10-Jul	BAAHUBALI - THE BEGINNING	2,591
14-Aug	BROTHERS	2,483
4-Sep	WELCOME BACK	2,376
31-Jul	DRISHYAM	2,141
28-Aug	PHANTOM	2,196
11-Sep	HERO	2,026
21-Aug	ALL IS WELL	1,579
18-Sep	KATTI BATTI	1,297
3-Jul	GUDDU RANGEELA	1,031

Top 10 Telugu

Release Date	Movie	# of Screens
10-Jul	BAAHUBALI - THE BEGINNING	739
7-Aug	SRIMANTHUDU	821
21-Aug	KICK - II	633
25-Sep	SUBRAMANYAM FOR SALE	384
14-Aug	CINEMA CHOOPISTHA MAAVA	289
18-Sep	COURIER BOY KALYAN	296
4-Sep	BHALE BHALE MAGADIVOI	281
24-Jul	JAMES BOND (NENU KADHU NAA PELLAM)	235
4-Sep	DYNAMITE	247
4-Sep	JAYASURYA	189

Top 10 Marathi

Release Date	Movie	# of Screens
14-Aug	DOUBLE SEAT	368
4-Sep	TU HI RE	327
31-Jul	DEOOL BAND	231
28-Aug	SHEGAVICHA YOGI GAJANAN	170
7-Aug	SUPERB PLAN	116
10-Jul	MURDER MESTRI	200
3-Jul	SHUTTER	159
24-Jul	CARRY ON MARATHA	126
28-Aug	HIGHWAY	164
28-Aug	DHOLKI	109

Top 10 Tamil

Release Date	Movie	# of Screens
17-Jul	MAARI	315
3-Jul	PAPANASAM	332
28-Aug	THANI ORUVAN	231
4-Sep	PAAYUM PULI	217
14-Aug	VAALU	189
10-Jul	BAAHUBALI	151
31-Jul	SAKALAKALA VALLAVAN	195
14-Aug	VASUVUM SARAVANANUM ONNA PADICHAVANGA	215
7-Aug	CHANDI VEERAN	127
18-Sep	MAYA	152

# 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 Malyalam

Release Date	Movie	# of Screens
21-Aug	LOHAM	221
17-Jul	MADHURA NARANGA	121
10-Jul	BAAHUBALI - THE BEGINNING	89
17-Jul	LOVE 24 X 7	92
17-Jul	KL-10 PATHU	83
28-Aug	JAMNAPYARI	86
28-Aug	DOUBLE BARREL	142
31-Jul	AYAAL NJANALLA	88
28-Aug	KUNJIRAMAYANAM	71
31-Jul	JILEBI	64

Top 10 Bhojpuri

Release Date	Movie	# of Screens
14-Aug	RAJA BABU	182
17-Jul	JIGARWALA	169
31-Jul	KARZ VIRASAT KE	94
17-Jul	INTAQAAM	86
28-Aug	JAANAM	53
10-Jul	VIDHAYAK JEE	37
18-Sep	DULARA	33
28-Aug	LEKE AAJA BAND BAJA YE PAWAN RAJA	31
18-Sep	GANGA PUTRA	28
18-Sep	NAHLE PAR DAHLA	23

Top 10 Kannada

Release Date	Movie	# of Screens
4-Sep	R X SURI	151
24-Jul	BULLET BASYA	153
14-Aug	UPPI 2	170
14-Aug	BUGURI	131
28-Aug	AATAGARA	121
7-Aug	MALE	120
3-Jul	RANGI TARANGA	97
18-Sep	LUV U ALIA	107
18-Sep	CHARLIE	78
31-Jul	LODDE	68

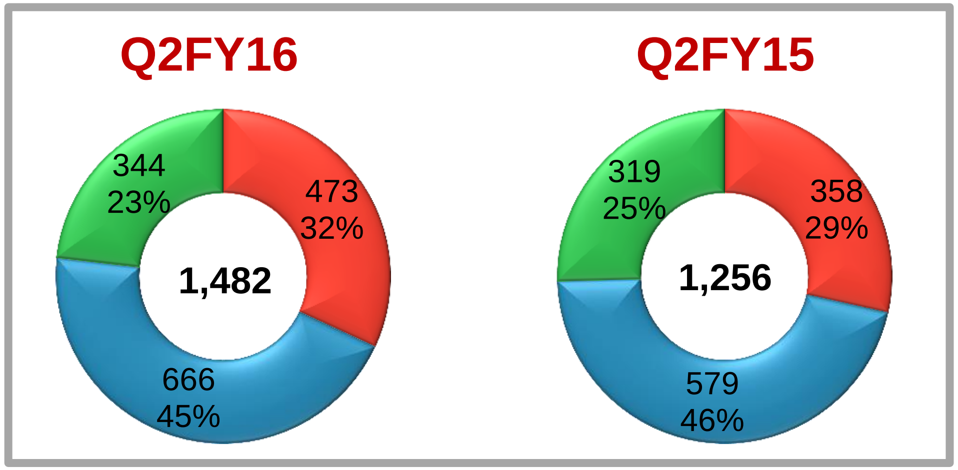
Top 10 Bengali

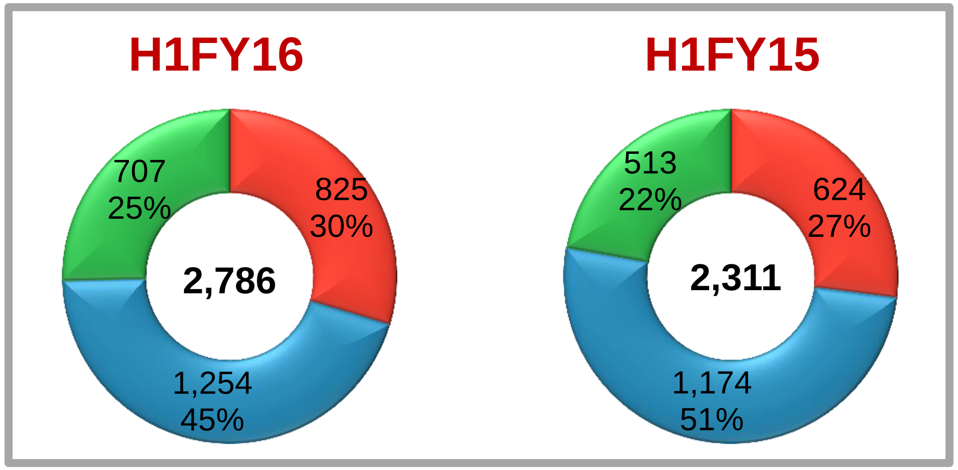
Release Date	Movie	# of Screens
22-May	JAMAI 420	99
17-Jul	BESH KORECHI PREM KORECHI	92
12-Jun	JURASSIC WORLD (2D)	65
17-Apr	AMANUSH - 2	70
11-Sep	PARBONA AMI CHARTE TOKE	69
1-May	BELA SHESHE	70
22-May	ASCHEY BOCHOR ABAR HOBEY	51
26-Jun	BOUDI.COM	48
19-Jun	NAXAAL	54
24-Apr	89	49

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

Consolidated Revenue Mix

(INR Million)





Exhibitors Revenue

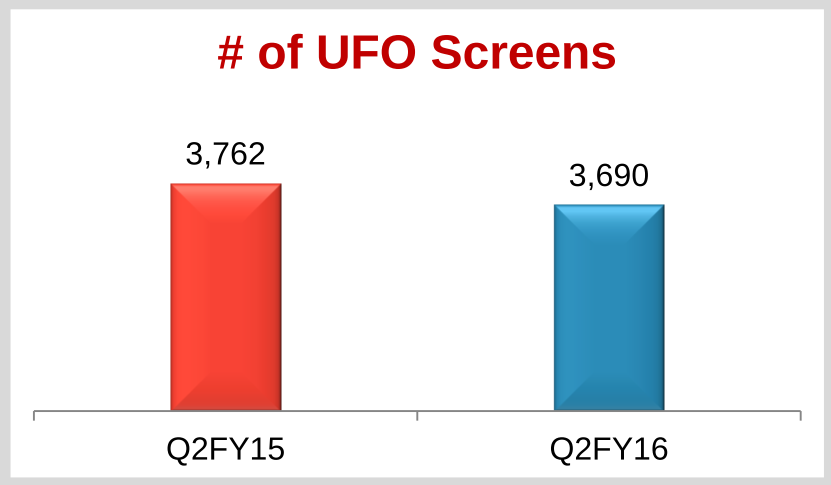
Distributor Revenue

Advertisement Revenue

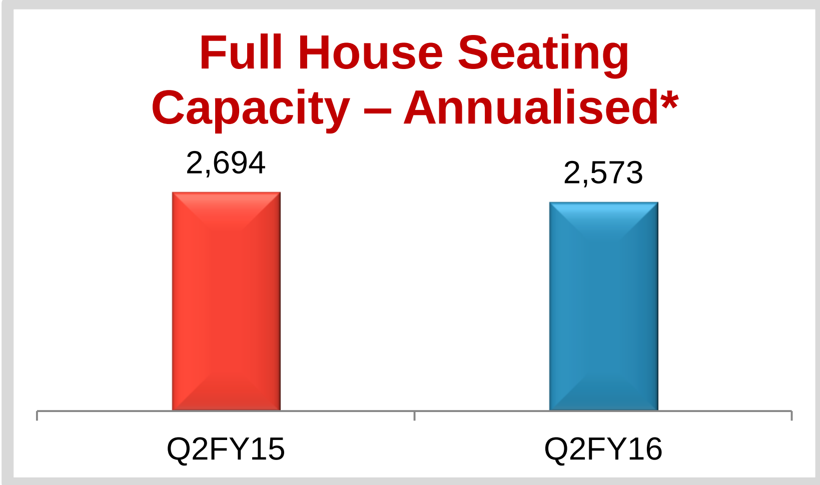
(INR Million)	Q2FY16	Q2FY15	Growth	H1FY16	H1FY15	Growth
Advertisement Revenue	344	319	7.6%	707	513	37.8%
Virtual Print Fees - E-Cinema	255	230	10.9%	483	430	12.4%
Virtual Print Fees - D-Cinema	395	346	14.1%	738	725	1.9%
Lease rental income - E-Cinema	99	91	8.6%	193	177	9.1%
Lease rental income - D-Cinema	39	38	3.2%	81	76	5.6%
Other Operating Revenues	46	36	26.8%	91	71	27.5%
Total Sale of Services	**1,177**	**1,060**	**11.0%**	**2,293**	**1,992**	**15.1%**
Total Sales of Products	**305**	**196**	**56.1%**	**493**	**319**	**54.6%**
Revenue from Operations	**1,482**	**1,256**	**18.0%**	**2,786**	**2,311**	**20.5%**

In Cinema Advertising Performance

In Cinema Advertisement Operating Parameter



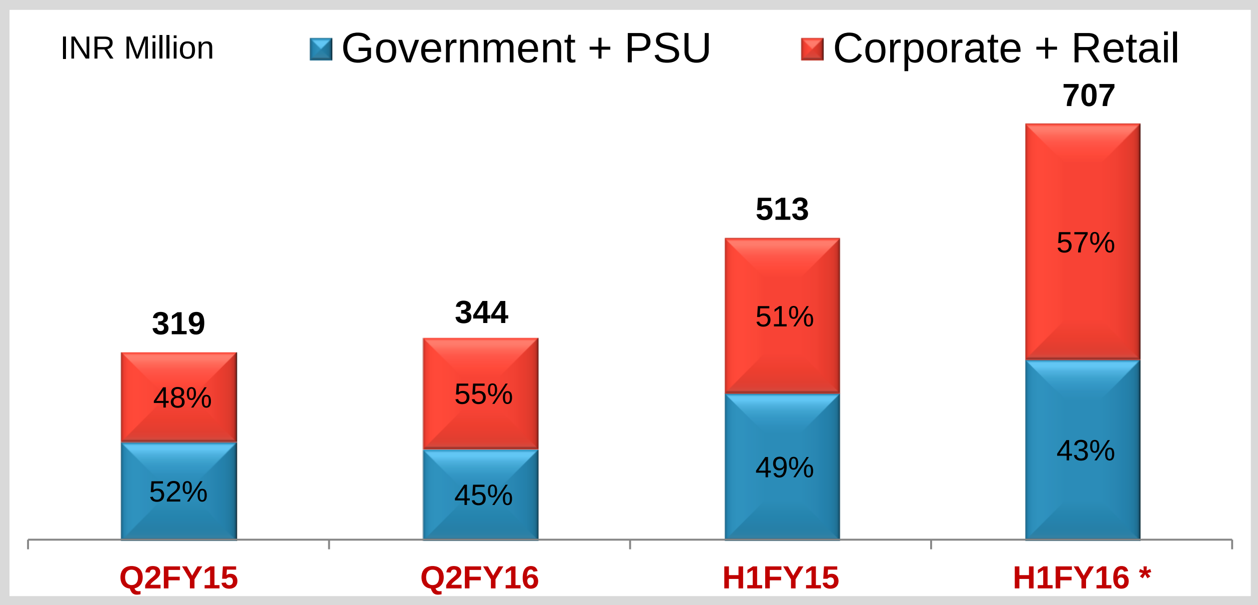
in Million Seats



Q2FY16	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	364	499	459	2,368
***Full House Seating Capacity – Per Show All Screens**	95,324	312,795	130,707	1,247,661
Seating Capacity Per Screen Per Show	262	627	285	527
Full House Seating Capacity – Annualised	137,266,560	450,424,800	188,218,080	1,796,631,840

*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	Q2FY16	Q2FY15	H1FY16	H1FY15
# of Screens with Ad Rights (Closing)	3,690	3,762	3,690	3,762
Ad Revenue / Screen for the period (Avg) (Rs.)	92,319	85,665	185,198	139,447
Average # of minutes sold / show / Ad Screen	3.85	3.69	3.83	2.92
# of In Cinema Advertising Clients	1,058	699	1,544	1,059

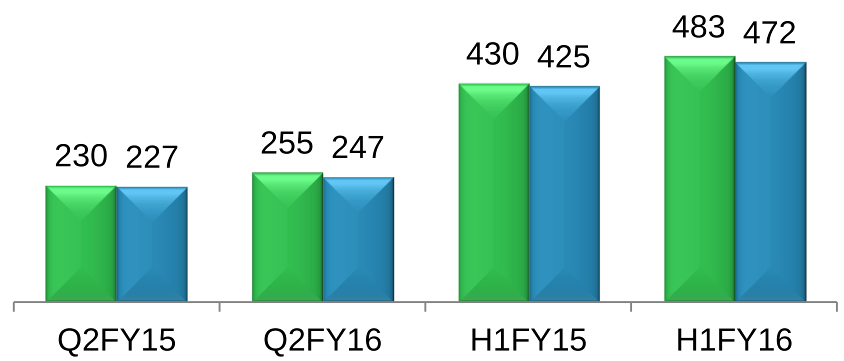
* Includes Advertisement revenues of Rs. 13.36 million in H1FY16 from Caravan Talkies
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period
Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

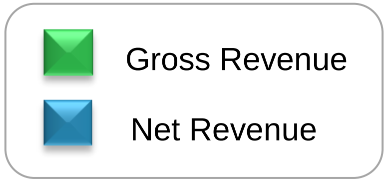
Theatrical Revenues

Theatrical revenues from Distributors

E – Cinema - VPF

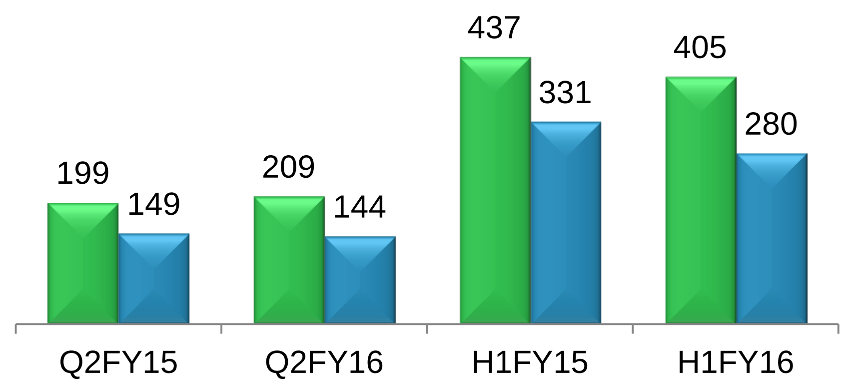
Domestic Revenue (INR Million)



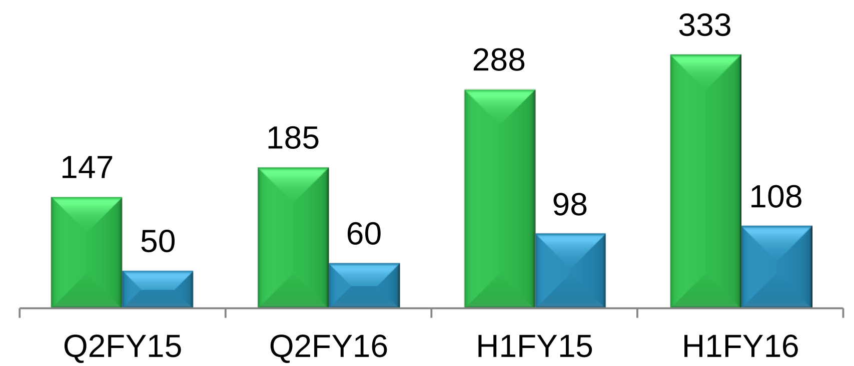


D – Cinema - VPF

Domestic Revenue (INR Million)



International Revenue (INR Million)



Domestic revenues includes revenues generated from screens in Nepal

Net Revenue = Gross Revenue less Revenue Share with the Exhibitors

Operating Parameter – VPF Revenue India

# of Screens *	Q2FY16	Q2FY15	H1FY16	H1FY15
E – Cinema	3,481	3,573	3,481	3,573
D – Cinema	1,459	1,447	1,459	1,447
Total	4,940	5,020	4,940	5,020

# of Screens as on September 30, 2015

VPF Revenue / Screen (Average**) (in Rs.)	Q2FY16	Q2FY15	H1FY16	H1FY15
E – Cinema Gross	73,069	65,669	137,435	124,418
E – Cinema Net	70,591	64,841	134,086	122,791
D – Cinema Gross	143,410	138,171	275,829	300,722
D – Cinema Net	98,586	102,994	190,492	227,791

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

Operating Parameter – VPF Revenue International

Number of Screens	Q2FY16	Q2FY15	H1FY16	H1FY15
Total	874	822	874	822

# of Screens as on September 30, 2015

VPF Revenue / Screen (Average) (in Rs.)	Q2FY16	Q2FY15	H1FY16	H1FY15
D – Cinema Gross	215,072	178,487	389,651	354,107
D – Cinema Net	69,156	60,497	126,515	120,520

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

Caravan Talkies has been operational post monsoon with 75 vans (average) during the month of October

Caravan expansion at a glance:

Date	# of Caravans	Presence Across
March 31, 2015	24	24 Districts in 3 States
June 30, 2015	30	30 Districts in 4 States
September 30, 2015	69	Non-operational due to monsoons
October 31, 2015	80	79 Districts in 6 States

Financial Performance

Consolidated Results

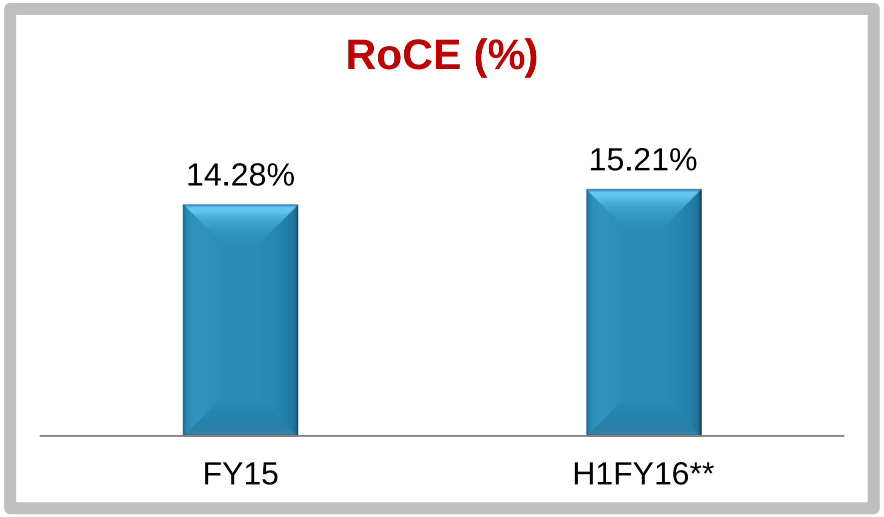
(INR Million)	Q2FY16	Q2FY15	Growth	H1FY16	H1FY15	Growth
Revenue from Operations	**1,482**	**1,256**	**18.0%**	**2,786**	**2,311**	**20.5%**
Other Income	**14**	**16**	**-12.7%**	**16**	**20**	**-17.0%**
Total Revenue	**1,497**	**1,272**	**17.7%**	**2,802**	**2,331**	**20.2%**
Total Expenses	**1,034**	**858**	**20.5%**	**1,934**	**1,558**	**24.1%**
EBITDA	**463**	**414**	**11.8%**	**868**	**773**	**12.4%**
Depreciation and Amortisation	199	193	2.9%	390	376	3.8%
EBIT	**264**	**221**	**19.5%**	**478**	**397**	**20.5%**
Finance Cost	36	48	-25.4%	77	105	-26.9%
Finance Income	11	16	-33.7%	20	24	-15.8%
PBT	**239**	**189**	**26.6%**	**421**	**316**	**33.5%**
Tax	74	50	47.9%	128	86	49.6%
PAT	**165**	**139**	**19.0%**	**293**	**230**	**27.5%**
Profit from Associates	6	3	110.6%	15	6	145.3%
Minority Interest	6	12	-42.3%	11	26	-57.0%
PAT, Profit from Associates & Minority Interest	**165**	**130**	**26.5%**	**297**	**210**	**41.4%**
EPS*	**6.35**	**5.02**	**26.5%**	**11.47**	**8.11**	**41.4%**

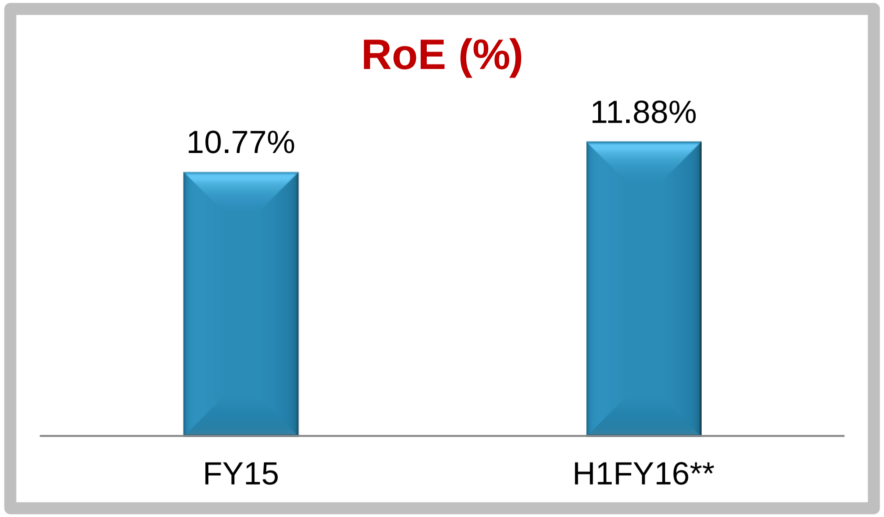
*EPS is calculated by dividing PAT, Profit from Associated & Minority Interest by # of shares outstanding

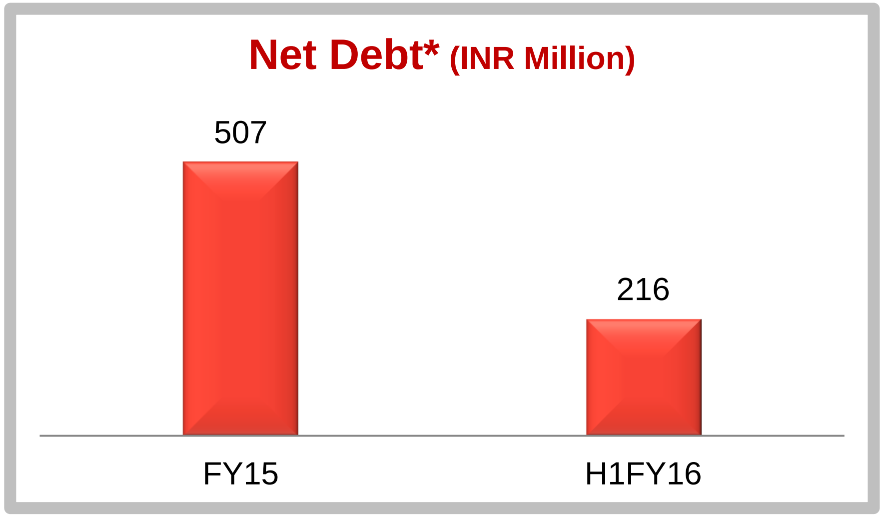
Consolidated Balance Sheet

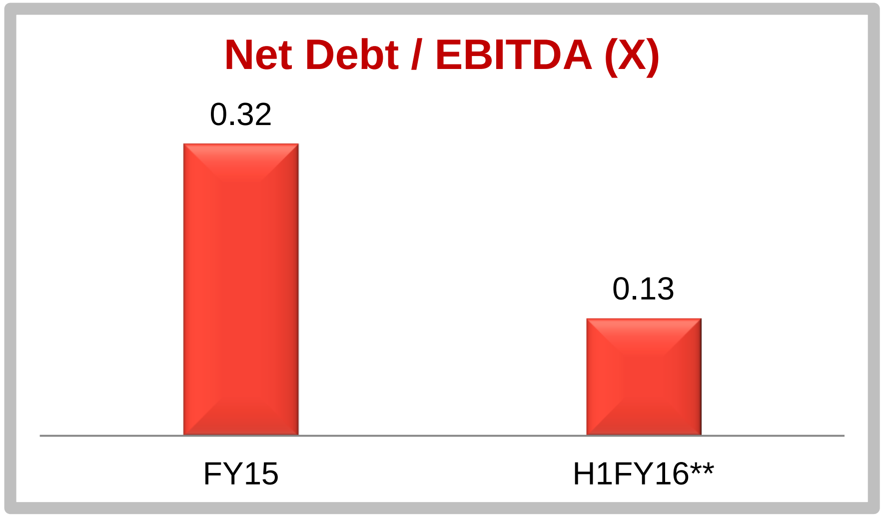
Equity and Liability (INR Million)	30-Sep-15	31-Mar-15	Assets (INR Million)	30-Sep-15	31-Mar-15
Shareholder's Funds			**Non-Current Assets**		
Equity Share Capital	259	259	Fixed Assets	3,005	3,159
Reserves and Surplus	4,581	4,274	Goodwill on Consolidation	1,715	1,683
Total of Shareholder's Funds	**4,840**	**4,533**	Non-Current Investments	73	61
Minority Interest	76	73	Deferred Tax Assets (Net)	255	192
			Long-Term Loans and Advances	383	405
Non-Current Liabilities			Other Non-Current Assets	213	177
Long-Term Borrowings	475	560	**Total Non-Current Assets**	**5,644**	**5,677**
Other Long-Term Liabilities	520	565	**Current Assets**		
Long-Term Provisions	7	8			
Total Non-Current Liabilities	**1,002**	**1,133**	Current Investments	167	67
Current Liabilities			Inventories	106	111
Short-Term Borrowings	75	94	Trade Receivable	1,379	1,054
Trade Payables	849	634	Cash and Cash Equivalents	542	523
Other Current Liabilities	1,318	1,219	Short-Term Loans and Advances	264	121
Short-Term Provisions	43	44	Other Current Assets	101	177
Total Current Liabilities	**2,285**	**1,991**	**Total Current Assets**	**2,559**	**2,053**
Total Equity and Liability	**8,203**	**7,730**	**Total Assets**	**8,203**	**7,730**

Key Financial Parameters









*Net Debt = Total Debt less Cash and Cash Equivalents
** Based on Last Twelve Month Period.

Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q2FY16	Q2FY15	H1FY16	H1FY15
1) Total Operating Direct Cost	**46.4%**	**41.4%**	**44.9%**	**40.3%**
Key Operating Direct Cost Components				
i) Advertisement revenue share payment	*7.5%*	*8.2%*	*8.1%*	*7.9%*
ii) VPF D-Cinema share payment to D-Cinema Exhibitors	*13.4%*	*11.8%*	*12.9%*	*12.9%*
iii) Purchase of Equipments, Lamps and Spares	*17.1%*	*13.0%*	*14.6%*	*11.2%*
2) Employee Benefit Expenses	**10.9%**	**11.1%**	**11.6%**	**11.8%**
3) Other Expenses (SG&A)	**11.8%**	**15.0%**	**12.5%**	**14.7%**
Total Expenses	**69.1%**	**67.5%**	**69.0%**	**66.8%**
EBITDA Margin	**30.9%**	**32.5%**	**31.0%**	**33.2%**

Shareholding

(% of Total # of Shares)	September 30, 2015
Promoters	28.90%
Foreign Venture Capital Investors	20.28%
FII	8.15%
DII	15.21%
Corporate Bodies	6.96%
Foreign Bodies	11.50%
Others	9.00%
Total # of Shares	**25,897,669**

Marquee Institutional Investors

SBI Mutual Fund
Reliance Capital Asset Management
Wellington International Management
Grandeur Peak Global Advisors
Amundi Asset Management
Nomura Singapore Limited
PineBridge Investments
Kotak Mahindra Mutual Fund
Max Life Insurance
Bharti AXA Life Insurance

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 September 30, 2015, UFO's global network, along with subsidiaries and associates, spans 6,557 screens worldwide, including 4,940 screens across India and 1,617 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's has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,690 screens, with an aggregate seating capacity of approximately 1.79 million viewers and a reach of 1,882 locations across India, as on September 30,2015. 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.

For further details, please contact:

Ashwin Chhugani

Manager – Investor Relations

Tel: : +91 22 4045 0713

Email: ashwin.chhugani@ufomoviez.com

Sanghamitra Karak

Assistant Manager – Investor Relations

Tel: +91 22 4030 5126

Email: sanghamitra.karak@ufomoviez.com