

28th March 2016

To, The Secretary **BSE Limited** P J Towers, Dalal Street, Mumbai – 400 001

The Manager National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No C/1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051

#### Stock Code: 532706

Dear Sir / Madam,

#### Stock Code: INOXLEISUR

#### Sub: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Schedule of Analyst / Institutional Investor Meeting

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Company has scheduled the Meeting(s) with the Analyst(s) and / or Investor(s) as per the details given below.

Sr. No.	Name of the Analyst / Investor	Type of Meeting	Date of Meeting	Location
1	Avezo Advisors	Meeting	29 <sup>th</sup> March 2016 from 03.00 PM	Mumbai
2	Ashmore Investment Advisors (India) Pvt. Ltd.	Meeting	29 <sup>th</sup> March 2016 from 04.30 PM	Mumbai
3	Axis Capital Ltd.	Meeting	30th March 2016 from 10.00 AM	Mumbai
4	Kotak Private Equity Group	Meeting	30th March 2016 from 11.30 AM	Mumbai
5	Wellington Management (Singapore)	Meeting	30th March 2016 from 02.45 PM	Mumbai
6	Maybank Kim Eng Securities India	Meeting	30th March 2016 from 04.00 PM	Mumbai

Note: The above schedule may undergo a change due to exigencies on the part of the Investors/ Company.

A copy of the Investor Presentation we propose to make during the Meeting(s) is enclosed and the said Investor Presentation has also been uploaded on the Company's Website at https://www.inoxmovies.com/Corporate.aspx?Section=3

We request you to kindly take the same on record.

Thanking you,

Yours faithfully, For Inox Leisure Limited

Dhanraj Mulki Company Secretary & Vice President – Legal





# **INOX LEISURE LIMITED**



### INVESTOR PRESENTATION FEBRUARY 2016





This presentation and the following discussion may contain "forward looking statements" by Inox Leisure Limited ("ILL" or "the Company") that are not historical in nature. These forward looking statements, which may include statements relating to future state of affairs, results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of ILL about the business, industry and markets in which ILL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond ILL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

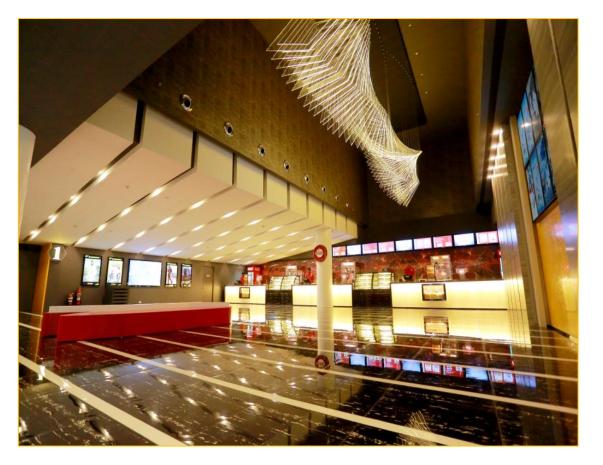
Such statements are not, and should not be construed, as a representation as to future performance or achievements of ILL. In particular, such statements should not be regarded as a projection of future performance of ILL. It should be noted that the actual performance or achievements of ILL may vary significantly from such statements.

### **DISCUSSION SUMMARY**



#### □ INDUSTRY OVERVIEW

- **COMPANY OVERVIEW**
- **COMPETITIVE ADVANTAGE AND OUTLOOK**
- ❑ ANNEXURE
  - □ SHAREHOLDING STRUCTURE
  - **KEY MANAGEMENT**
  - **DER SCREEN ECONOMICS**
  - **ROCE ANALYSIS**
  - **DETAILS ON OWNED PROPERTIES**
  - DETAILED FINANCIALS

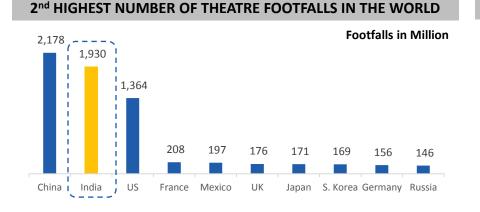




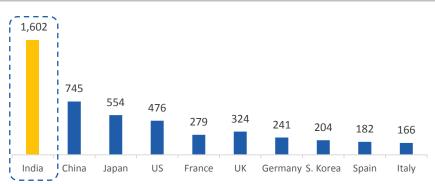
# INDUSTRY OVERVIEW



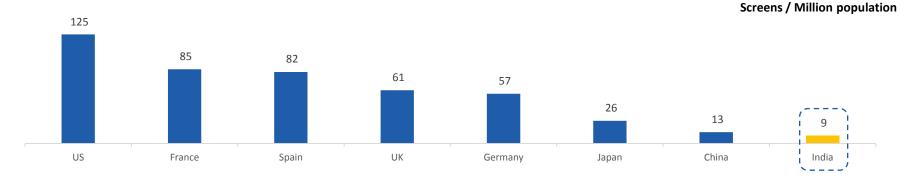
## INDIAN FILM EXHIBITION INDUSTRY STRONG FUNDAMENTALS, LARGELY UNDER-SCREENED, HUGE GROWTH POTENTIAL



#### HIGHEST NUMBER OF FILM RELEASES IN THE WORLD



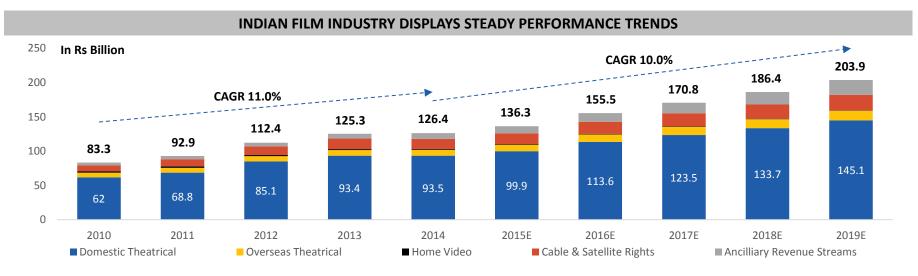
#### HOWEVER, INDIA'S SCREEN DENSITY IS ONE OF THE LOWEST



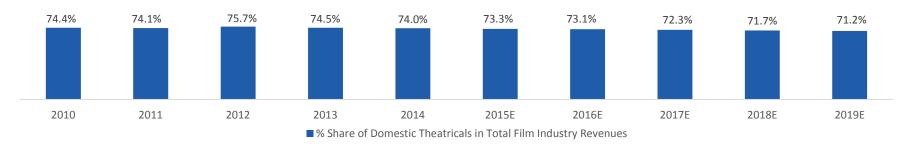
Source: CRISIL Report, FICCI Whitepaper on Screen Density in India

#### 5

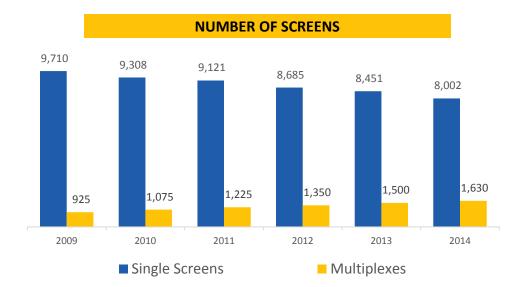




#### DOMESTIC THEATRICALS CONTINUE TO REMAIN THE MAJOR REVENUE CONTRIBUTOR







## Multiplexes currently account for ~ 16% market share of the screens, however account for more than 40% of box office collections

### FACTORS DRIVING GROWTH IN MULTIPLEXES:

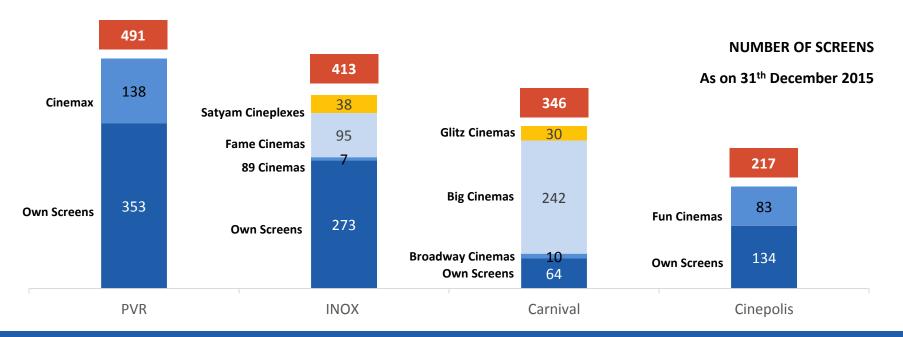
- Superior location, destination and parking facilities.
- State of art equipment (high quality video and audio), superior interiors, ambience and service.
- Multiple screens in one location offer a wider variety of content to the patrons.
   Further, different screen sizes provide programming flexibility. This results in higher occupancy ratios.
- Strong demographics, rising disposable incomes and discretionary spends.



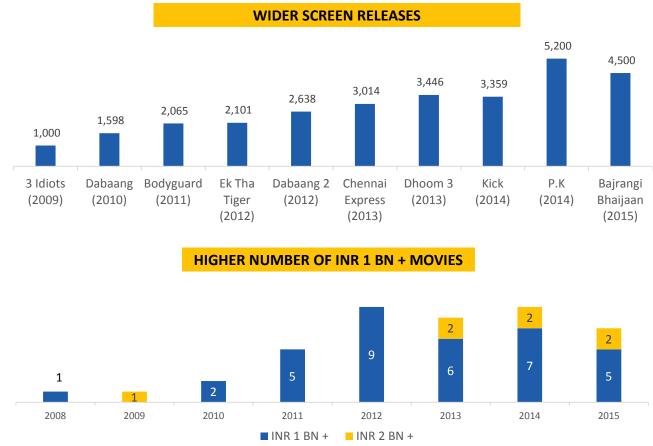
The Indian multiplex industry has undergone significant consolidation over last decade.

Industry leaders have grown not only through organic screen additions, but also through acquisition of smaller regional multiplex chains and single screen players.

As a result of this consolidation, the top four players account for ~ 70% of multiplex screens.







INCREASING NUMBER OF MOVIES ARE GENERATING MORE THAN RS 1 BN IN NET BOX OFFICE COLLECTIONS DRIVEN BY WIDER SCREEN RELEASES AND IMPROVING CONTENT QUALITY



## **COMPANY OVERVIEW**

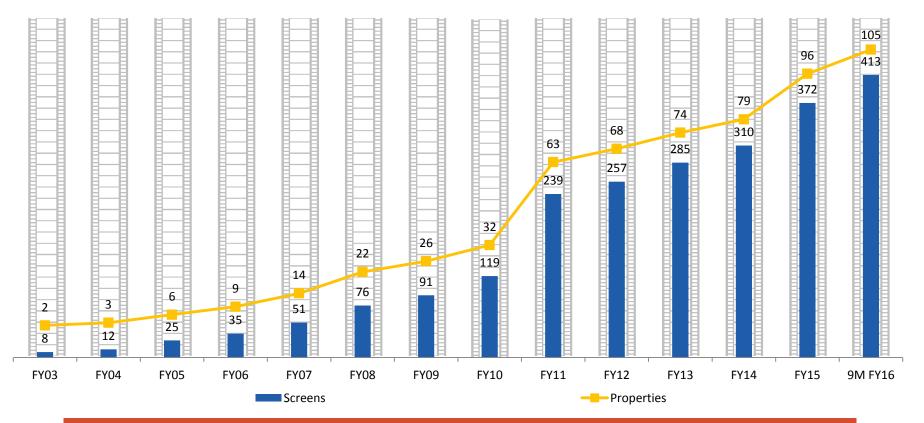




	<ul> <li>Inox Leisure Limited (ILL), incorporated in 1999, is the 2nd largest multiplex operator in India</li> <li>ILL is a part of Inox Group which is diversified across industrial gases, engineering plastics, refrigerants, chemicals, cryogenic engineering, renewable energy and entertainment sectors</li> <li>ILL currently operates 105 properties (413 screens and 107,576 seats) located in 57</li> </ul>
BUSINESS OVERVIEW	cities across India, being the only multiplex operator having such a diverse presence across pan India
	<ul> <li>The company accounts for ~19% share of the multiplex screens in India and ~8% share of domestic box office collections</li> </ul>
	<ul> <li>The company has aggressively scaled up through organic and inorganic expansion over last decade growing from 2 properties – 8 screens in FY03 to 105 properties – 413 screens in Q3 FY16, virtually adding on an average 3 screens every month over the last decade</li> </ul>

### COMPANY OVERVIEW TRACK RECORD OF AGGRESSIVE EXPANSION

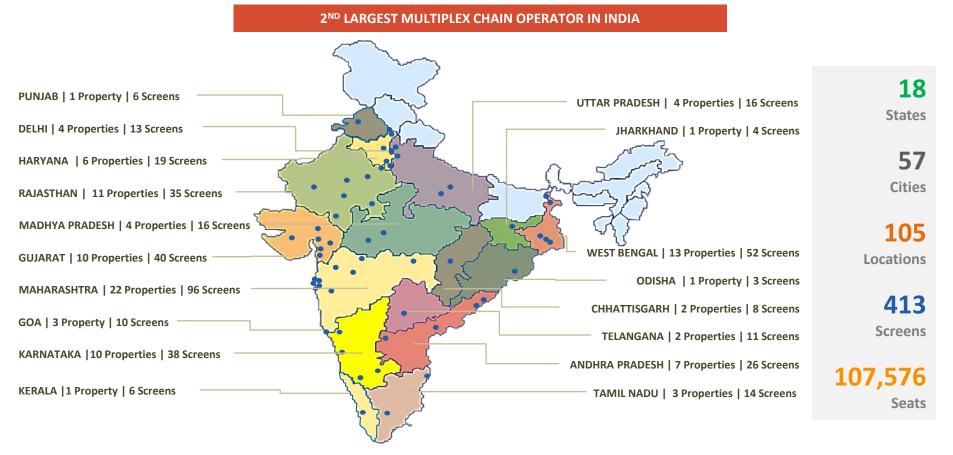




ON AN AVERAGE ADDITION OF 3 SCREENS EVERY MONTH OVER THE LAST DECADE

Note: Includes Acquisition of 1) 89 Cinemas in FY08, 2) Fame India in FY11, 3) Satyam Cineplexes in FY15





### COMPANY OVERVIEW CONSISTENT ORGANIC SCREEN ADDITIONS





Meerut PVS Mall 31<sup>st</sup> December 2015 3 Screens 1,012 Seats



Thrissur Sobha City Mall 31<sup>st</sup> December 2015 6 Screens 1,368 Seats



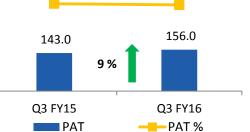
### **COMPANY OVERVIEW** Q3 & 9M FY16 – RESULTS HIGHLIGHTS



4.6%

**EBITDA \*\* and EBITDA MARGIN** PAT and PAT MARGIN **REVENUES\*** 15.5% 3,417.1 15.4% 4.8% 3,007.6 528.3 463.1 143.0 14 % 14 % 9% Q3 FY15 Q3 FY16 Q3 FY15 Q3 FY15 Q3 FY16 EBIDTA ----EBIDTA % PAT **9M FY16 YoY ANALYSIS REVENUES\* EBITDA \*\* and EBITDA MARGIN** PAT and PAT MARGIN 16.7% 10,457.7 3.0% 14.0% 7,990.6 1,748.6 1,122.6 241.0 31 % 155 % 56 % 9M FY15 9M FY16 9M FY15 9M FY16 9M FY15 EBIDTA -EBIDTA % PAT ----- PAT % \_ Note: \* Revenue from Operations, \*\* EBIDTA excluding Other Income

### **Q3 FY16 YoY ANALYSIS**



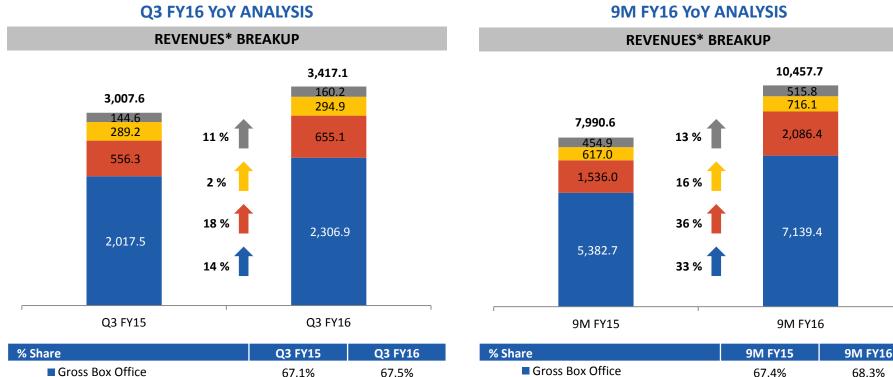


9M FY16

In Rs. Mn



### COMPANY OVERVIEW Q3 & 9M FY16 – REVENUE ANALYSIS



Food & Beverages

Other Operating Revenues

Advertising

% Share	Q3 FY15	Q3 FY16
Gross Box Office	67.1%	67.5%
Food & Beverages	18.5%	19.2%
Advertising	9.6%	8.6%
Other Operating Revenues	4.8%	4.7%

In Rs. Mn

20.0%

6.8%

4.9%

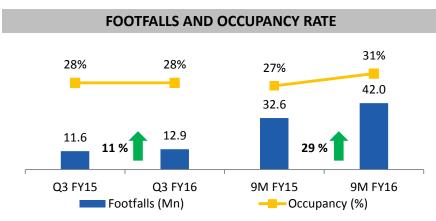
19.2%

7.7%

5.7%

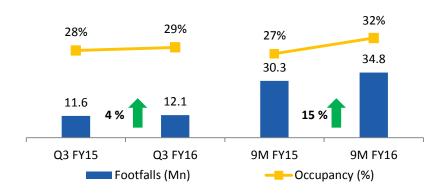
### COMPANY OVERVIEW Q3 & 9M FY16 – KEY OPERATIONAL METRICS



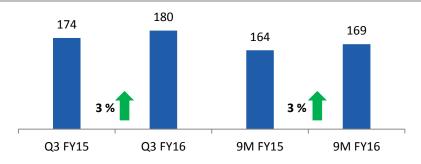


Footfalls with Management Properties – Q3 FY16: 13.4 mn, 9M FY16: 43.5 mn

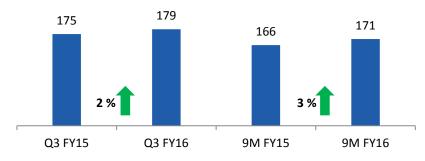
#### FOOTFALLS AND OCCUPANCY RATE - COMPARABLE PROPERTIES



#### AVERAGE TICKET PRICE (ATP) (RS) OF COMPARABLE PROPERTIES



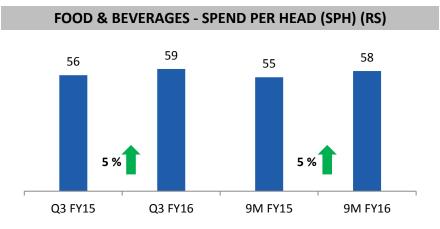
#### AVERAGE TICKET PRICE (ATP) (RS)



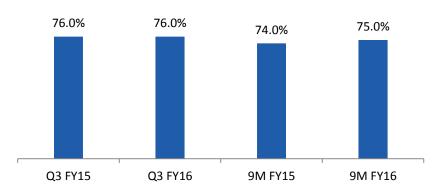
All the above charts exclude managed properties.

### COMPANY OVERVIEW Q3 & 9M FY16 – KEY OPERATIONAL METRICS

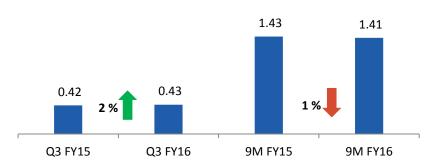




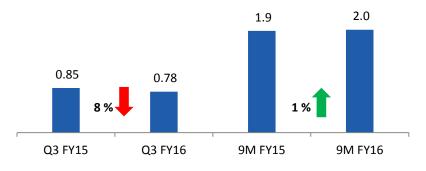
FOOD & BEVERAGES - NET CONTRIBUTION (%)



#### **OTHER OPERATING REVENUES PER OPERATING SCREEN (RS MN)**

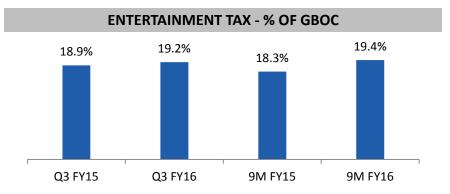


ADVERTISING REVENUES PER OPERATING SCREEN (RS MN)

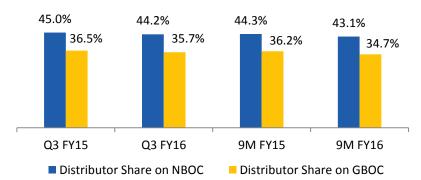


### COMPANY OVERVIEW Q3 & 9M FY16 – KEY OPERATIONAL METRICS

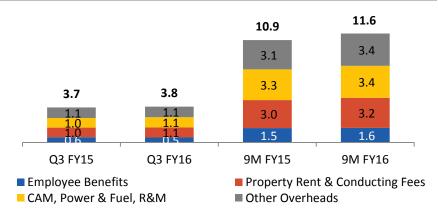




### FILM DISTRIBUTOR SHARE (%)



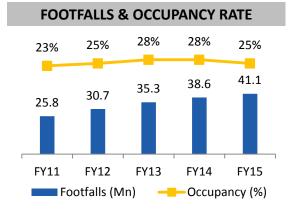
#### **OTHER OVERHEADS PER OPERATING SCREEN (RS MN)**

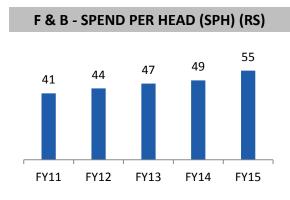


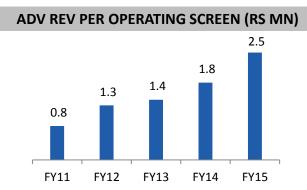
Entertainment Tax	Properties	Screens	Seats	Average Residual Period
Full Tax	88	346	90,360	
Exempted	11	46	11,730	2 years

### COMPANY OVERVIEW LAST 5 YEARS - OPERATIONAL SUMMARY



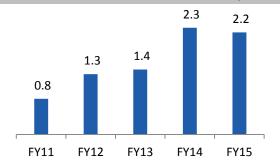






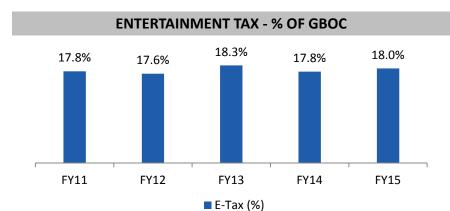
 F & B – NET CONTRIBUTION (%)

**OTHER REV PER OPERATING SCREEN (RS MN)** 



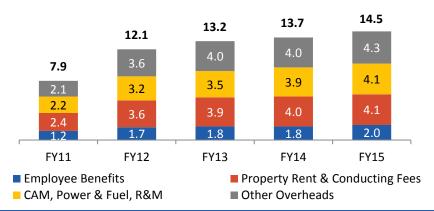
Note: All the above charts exclude managed properties.





#### FILM DISTRIBUTOR SHARE (%) 44.3% 44.3% 43.7% 43.8% 43.3% 36.0% 35.9% 35.6% 36.2% 36.4% FY11 FY12 FY13 FY14 FY15 Distributor Share on NBOC Distributor Share on GBOC

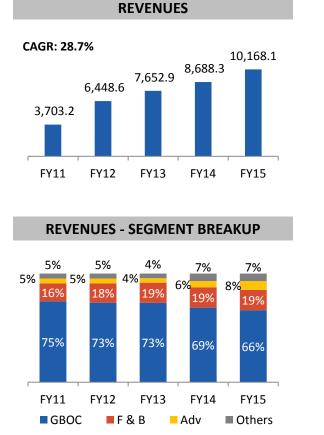
#### **OTHER OVERHEADS PER OPERATING SCREEN (RS MN)**



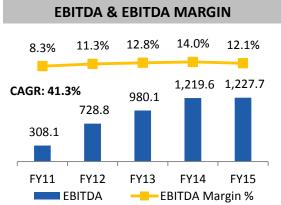
NBOC (Net Box Office Collections) GBOC (Gross Box Office Collections)

### **COMPANY OVERVIEW** LAST 5 YEARS - FINANCIAL SUMMARY





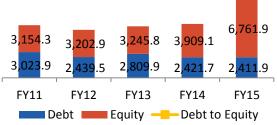
ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt)

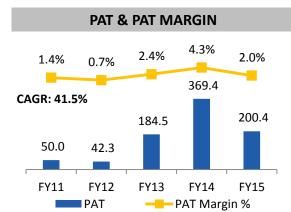


LEVERAGE ANALYSIS 0.9 0.8 0.6

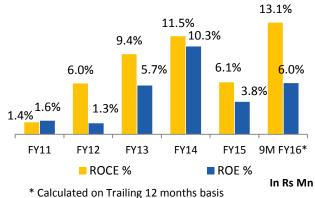
0.4

1.0





**RETURN METRICS** 







COMPETITIVE ADVANTAGE AND OUTLOOK



**Strong Promoter Group** 

**Under-leveraged Balance Sheet With Further Scope For Dilution** 

**Well Diversified Presence Across India** 

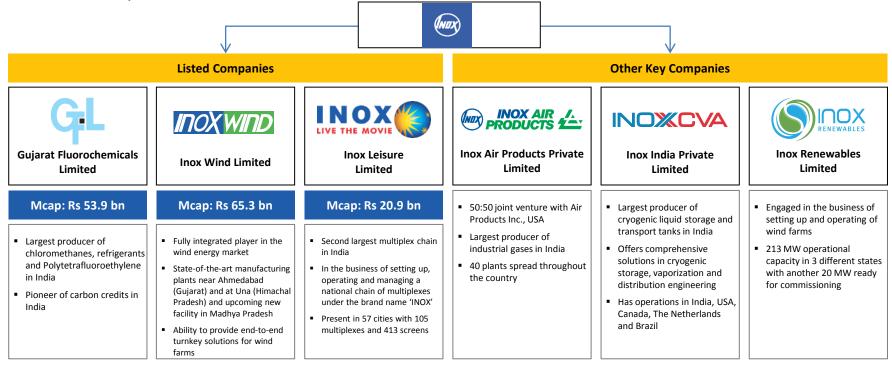
**Strong New Screens Pipeline** 

State Of The Art Technology, Unmatched Service And Ambience

**Strong Brand Partnerships** 



- Strong legacy of more than 80 years.
- Diversified businesses across industrial gases, engineering plastics, refrigerants, chemicals, cryogenic engineering, renewable energy and entertainment sectors.
- More than 8,000 employees at more than 100 business units across India.
- Distribution network spread across more than 50 countries around the world.



STRONG SPONSORSHIP OF INOX GROUP - RECOGNIZED AND TRUSTED CORPORATE GROUP

## COMPETITIVE ADVANTAGE UNDER-LEVERAGED BALANCE SHEET WITH FURTHER SCOPE FOR DILUTION

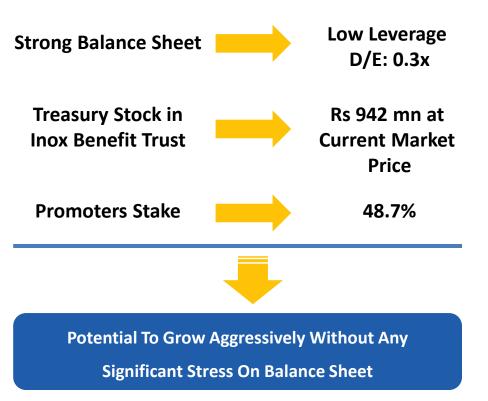
Particulars	FY15	H1 FY16
Total of Shareholder funds	6,761.9	7,219.6
Share Capital	961.6	961.6
Reserves & Surplus	6,127.0	6,584.7
Interest in Inox Benefit Trust, at cost	-326.7	-326.7
Total Debt	2,411.9	2,375.9
Other Non-Current Liabilities	347.9	307.1
Total Sources of Funds	9,521.7	9,902.6
Goodwill on Consolidation *	1,652.1	1,652.1
Fixed Assets	6,681.1	6,737.1
Other Non-Current Assets	1,859.7	1,774.1
Current Assets	1,022.1	1,411.0
Less: Current Liabilities	1,693.3	1,671.7
Net Current Assets	-671.2	-260.7
Total Assets	9,521.7	9,902.6

\* Reflects the impact of Acquisition of Satyam Cineplexes Ltd.

Key Balance sheet Ratios	FY15	H1 FY16
Debt : Equity	0.4	0.3
Return on Equity (ROE)	3.8%	8.8% **
Return on Capital Employed (ROCE)	6.1%	10.1% **

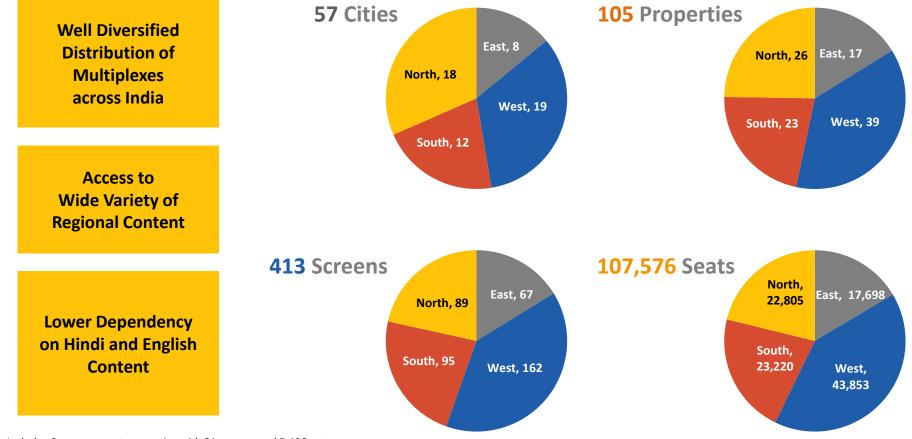
\*\* Based on Last Twelve Month Period.

ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt)



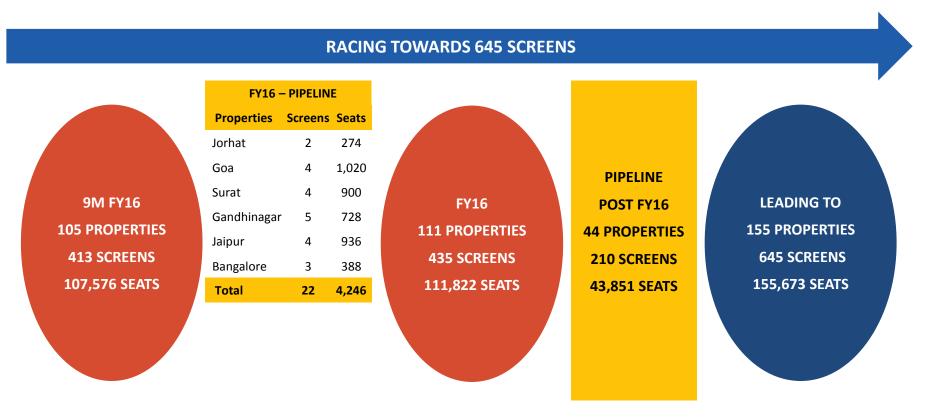
### COMPETITIVE ADVANTAGE WELL DIVERSIFIED PRESENCE ACROSS INDIA





Includes 6 management properties with 21 screens and 5,486 seats





STRONG VISIBILITY FROM NEW SCREENS PIPELINE BACKED BY SIGNED AGREEMENTS



#### FOCUS ON STRONG TECHNOLOGY, UNMATCHED SERVICE AND AMBIENCE

#### Focus on technology:

- ILL is the first multiplex chain in India to co-develop an integrated ERP software.
- Focus on ensuring transparency with regulatory agencies and distributors through daily performance analysis reports.
- ILL has setup Network Operations Centre (NOC) in Mumbai that enables management team to continuously monitor, control and report information on all digital systems across the country.
- NOC enables real time programming changes and dynamic on-screen advertisements scheduling.

#### Focus on high quality video and audio:

- ILL owns the high quality DCI Compliant 2K Digital Projection Systems across all the screens across India.
- High-definition picture quality, strong 3D capabilities and high frame rate (HFR) (can go up to 60 fps)
- ILL has been one of the early adopters of Dolby ATMOS sound technology.
- Excellent acoustic systems and distortion free sound.

#### Focus on service and ambience:

- Focus on providing world class ambience.
- Emphasis on safety, comfort and convenience.

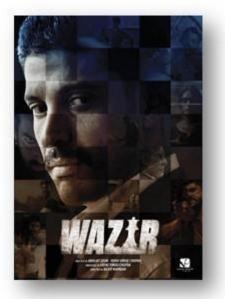
### COMPETITIVE ADVANTAGE STRONG BRAND PARTNERSHIPS





### OUTLOOK CONTENT PIPELINE





#### Wazir

Release Date: 8<sup>th</sup> January 2016 Cast: Amitabh Bachchan, Farhan Aktar Director: Bejoy Nambiar Banner: Vinod Chopra Production, Reliance Entertainment

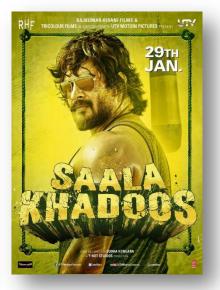


#### Airlift

Release Date: 22<sup>nd</sup> January 2016 Cast: Akshay Kumar, Nimrat Kaur Director: Raja Krishna Menon Banner: T-Series Super Cassettes Industries Ltd., Cape of Good Films, Crouching Tiger Motion Pictures, Emmay Entertainment



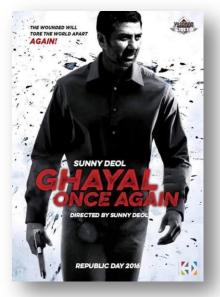
Kyaa Kool Hain Hum 3 Release Date: 22<sup>nd</sup> January 2016 Cast: Tusshar Kapoor, Aftab Shivdasani, Krishna Abhishek, Mandana Karimi Director: Umesh Ghadge Banner: Balaji Motion Pictures, ALT Entertainment



Saala Khadoos Release Date: 29<sup>th</sup> January 2016 Cast: R Madhavan Director: Sudha Konga Banner: Rajkumar Hirani Films, Tricolour Productions, Utv Motion Pictures

### OUTLOOK CONTENT PIPELINE





Ghayal Once Again Release Date: 5<sup>th</sup> February 2016 Cast: Sunny Deol, Om Puri Director: Rahul Rawail Banner: Sunny Sounds

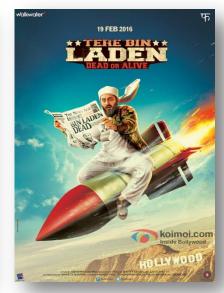


The Finest Hours Release Date: 5<sup>th</sup> February 2016 Cast: Chris Pine, Ben Foster, Eric Bana, Casey Affleck Director: Craig Gillespie Banner: Walt Disney Pictures, Red Hawk Entertainment, Whitaker Entertainment



#### Fitoor

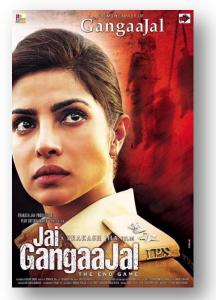
Release Date: 12<sup>th</sup> February 2016 Cast: Aditya Roy Kapoor, Katrina Kaif, Rakha, Ajay Devgan Director: Abhishek Kapoor **Banner**: Utv Motion Pictures



Tere Bin Laden Dead Or Alive Release Date: 19<sup>th</sup> February 2016 Cast: Manish Paul, Sikander Kher, Pradhuman Singh, Ali Zafar Director: Abhishek Sharma Banner: Walkwater Media

### OUTLOOK CONTENT PIPELINE

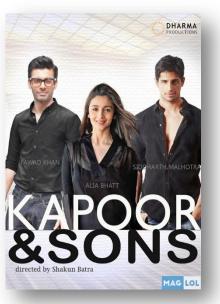




Jai Gangajal Release Date: 4<sup>th</sup> March 2016 Cast: Priyanka Chopra, Prakash Jha, Rahul Bhat Director: Prakash Jha Banner: Prakash Jha Productions, PLAY Entertainment



London Has Fallen Release Date: 4<sup>th</sup> March 2016 Cast: Gerard Butler, Morgan Freeman, Aaron Eckhart Director: Babak Najafi Banner: G-BASE, Millennium Films, LHF Film



Kapoor & Sons Release Date: 18<sup>th</sup> March 2016 Cast: Alia Bhatt, Siddharth Malhotra, Fawhad Khan, Rishi Kapoor Director: Shakun Batra Banner: Dharma Productions



Rocky Handsome Release Date: 25th March 2016 Cast: John Abraham, Shruti Hassan Director: Nishikant Kamat Banner: J.A. Entertainment Azure Entertainment



## ANNEXURE





% Shareholding – Dec	cember 2015
Public /	
Others, 15.61	Promoter &
Inox Benefit	Promoter
Trust, 4.51	_Group, 48.70
DII, 8.65	
FII, 22.53	

Source: BSE	* Shares held under Inox Benefit Trust reflect the Treasury Shares
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Market Data	As on 03.02.16 (BSE)
Market capitalization (Rs Mn)	20,883.1
Price (Rs.)	216.5
No. of shares outstanding (Mn)	96.5
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	276.3 – 145.0

Key Institutional Investors at December 2015	% Holding
Goldman Sachs India	4.74%
Macquarie Asia	4.27%
Kuwait Investment Authority Fund	4.10%
Tata MF	2.87%
Government Pension Fund Global	2.49%
Reliance MF	2.21%
ICICI Prudential MF	1.97%
Morgan Stanley	1.63%
Aperios Funds	1.53%
Sundaram MF	1.39%



	<ul> <li>He is a chemical engineer from IIT, New Delhi and an industrialist with over 38 years of experience.</li> </ul>
Mr Pavan Jain Chairman,	<ul> <li>More than 22 years of experience as the Managing Director of INOX Air Products Ltd, which grew from a single plant business to one of the leading industrial gas players in India.</li> </ul>
INOX Group	<ul> <li>He has been the driving force behind the diversification of the INOX Group into various industries such as Refrigerant Gases, Chemicals, Cryogenic Engineering, Entertainment and Renewable Energy.</li> </ul>
Mr Siddharth Jain	<ul> <li>He has graduated from the University of Michigan - Ann Arbor, with a Bachelor of Science in Mechanical Engineering and has an MBA from INSEAD, France.</li> </ul>
Director	<ul> <li>He has 7 years of work experience in various management positions.</li> </ul>
	<ul> <li>He is a commerce and law graduate, a Fellow Member of the Institute of Chartered Accountants of India and an Associate Member of the Institute of Cost and Works Accountants of India.</li> </ul>
Mr Deepak Asher Director	<ul> <li>He has more than 25 years of experience in the fields of corporate finance and business strategy.</li> </ul>
Director	<ul> <li>He is the President of the Multiplex Association of India and a member of the FICCI Entertainment Committee. In 2002, he won the Theatre World Newsmaker of the Year Award for his contribution to the multiplex sector.</li> </ul>
	<ul> <li>He has been associated with the Company since its inception in 2001.</li> </ul>
Mr Alok Tandon Chief Executive	<ul> <li>He is a qualified engineer and has more than 25 years of varied work experience in companies such as Hoechst, ITC – Hotel Division and the Oberoi Group.</li> </ul>
Officer	<ul> <li>He has been instrumental in executing ILL's expansion plans and strengthening the ILL brand on a national scale, making it the first choice in the business of cinema exhibition in India.</li> </ul>

### BUSINESS MODEL PER SCREEN ECONOMICS – SIGNIFICANT SCOPE FOR ROCE IMPROVEMENT

Per Screen Economics: (In Rs Mn)	
ATP (Rs)	165
SPH (Rs)	59
Footfalls (Mn) @ 30% Occupancy	1,38,000
Revenue from Operations	34.4
Box Office Revenue (GBOC)	22.7
Food & Beverages	6.9
Advertising Income	2.8
Other Revenues	2.0
Costs:	
Entertainment Tax @ 19%	4.3
Distributors' Share @ 36.5% of GBOC	8.3
Other Exhibition Cost	0.2
Food & Beverages Cost	1.8
Property Rent, Conducting Fees	3.9
Common Facility Charges	1.1
Employee Benefits Expense (excluding corporate overheads)	1.2
Other Expenses	7.0
EBITDA	6.7
EBITDA Margin %	19.4%
Depreciation	<u>2</u> .0
EBIT	4.7
Gross Capex	25.0
Working Capital	-2.0
Capital Employed	23.0
ROCE %	20.4%

Per Screen Economics:	
% Breakup of Revenues	
Box Office Collections	65% - 66%
Food & Beverages	19% - 20%
Advertising Income	8% - 9%
Other Income	6% - 7%
Per Screen Economics: (In Rs Mn)	
Fixed Costs - ~ 50-51% of total costs	13.1
Contribution (Sales – Variable costs)	19.8
Breakeven Contribution (to cover fixed costs)	13.1
Breakeven Revenues	22.8
Breakeven GBOC	15.1
Breakeven Footfalls	91,000
Breakeven Occupancy %	20%

#### **Per Screen Economics:**

- Long term steady occupancy levels of ~ 30% and stable ATP.
- Gradually improving share of F&B and advertising revenues.
- EBITDA margins per screen of ~17% 19%.
- **ROCE** per screen of ~ 18% 20%.
- Significant scope for improvement in ROCE per screen driven by increasing share of F&B revenues (~ 75% contribution) and advertising revenues (~ 95% contribution) in the future.



Inox Leisure Ltd							
Particulars	No. of Screens	Net Capital Employed (Rs Mn)	No. of Screens with positive ROCE	EBIT (Rs Mn)	ROCE		
Screen Operational >2years (A)	291	5,078.3	203	971.9	19.1%		
Screen Operational <2years (B)	102	1,941.6	68	122.0	6.3%		
<b>Operational Screens Total (A+B=C)</b>	393	7,019.8	271	1,093.9	15.6%		
Screens Under construction (D)		486.1					
Grand total (A+B+C+D)		7,505.9		1,093.9	14.6%		
Cash & Cash Equivalents ( E)		467.4					
Unallocated Corporate		1.6					
Company Total (A+B+C+D+E)		7,975.0		1,093.9	13.7%		

1. EBIT is calculated on trailing 12 months as on 30<sup>th</sup> September 2015

2. Net Capital Employed is as on 30<sup>th</sup> September 2015. Net Capital Employed = Shareholders funds + Debt + Non current liabilities-Goodwill on consolidation

3. Satyam screens are taken under less than 2 year category

4. Head office costs are allocated in the ratio of revenue



OWNED PROPERTIES							
City / Property	State	Screens	Seats	Total Area (sq ft)	Multiplex Area (sq ft)		
Pune	Maharashtra	6	1,382	140,229	60,745		
Vadodara	Gujarat	4	1,318	109,452	48,622		
Nariman Point, Mumbai	Maharashtra	5	1,323	40,131	40,131		
Jaipur	Rajasthan	2	787	26,392	26,392		
Swabhumi, Kolkata	West Bengal	4	1,022	46,204	46,204		
Anand	Gujarat	3	624	27,871	27,871		
Corporate Office	Maharashtra	-	-	16,000	-		
Total		24	6,456	406,279	249,965		

#### OWNED PROPERTIES IN PRIME LOCATIONS ENABLE SAVINGS IN LEASE EXPENSE, THEREBY BOOSTING EBITDA

### DETAILED FINANCIALS CONSOLIDATED P&L STATEMENT



Particulars (In Rs Mn)	Q3 FY16	Q3 FY15	YoY %	Q2 FY16	QoQ %	9M FY16	9M FY15	YoY %	FY15
Revenue from Operations	3,417.1	3,007.6	13.6%	3,553.8	-3.8%	10,457.7	7,990.6	30.9%	10,168.1
Entertainment Tax	444.0	381.2	16.5%	475.7	-6.7%	1,382.0	986.9	40.0%	1,214.5
Exhibition Cost (Distributor Share)	845.4	753.7	12.2%	866.1	-2.4%	2,563.6	2,015.8	27.2%	2,493.2
Food & Beverages Cost	159.5	135.8	17.5%	176.0	-9.4%	519.3	392.0	32.5%	495.5
Employee Benefits Expense	200.2	189.9	5.4%	184.0	8.8%	564.1	488.3	15.5%	658.2
Property Rent, Conducting Fees and Common Facility Charges	523.9	466.7	12.3%	515.2	1.7%	1,529.6	1,291.6	18.4%	1,757.8
Other Expenses	715.8	617.2	16.0%	772.1	-7.3%	2,150.5	1,693.6	27.0%	2,321.2
EBITDA	528.3	463.1	14.1%	564.7	-6.4%	1,748.6	1,122.6	55.8%	1,227.7
EBITDA Margin % (Gross Revenues)	15.5%	15.4%	6 bps	15.9%	-43 bps	16.7%	14.0%	267 bps	12.1%
EBITDA Margin % (Net Revenues)	17.8%	17.6%	14 bps	18.3%	-58 bps	19.3%	16.0%	324 bps	13.7%
Depreciation & Amortisation	200.9	204.4	-1.7%	197.2	1.9%	595.6	577.4	3.2%	758.4
Other Income	9.2	41.0	-77.6%	14.1	-34.9%	27.7	56.7	-51.2%	82.7
Finance Cost	61.4	124.9	-50.8%	61.8	-0.6%	185.1	303.4	-39.0%	386.1
PBT Before Exceptional Items	275.1	174.8	57.4%	319.8	-14.0%	995.6	298.5	233.5%	165.9
Exceptional Items	49.6	0.0	-	0.0	-	49.6	5.0	-	6.0
РВТ	225.5	174.8	29.0%	319.8	-29.5%	946.0	293.5	222.3%	159.9
Tax Expense	69.5	31.9	118.0%	114.7	-39.4%	332.2	52.5	532.7%	-40.5
РАТ	156.0	143.0	9.1%	205.1	-23.9%	613.7	241.0	154.6%	200.4
PAT Margin %	4.6%	4.8%	-19 bps	5.8%	-121 bps	5.9%	3.0%	285 bps	2.0%
Earnings Per Share (EPS) (Basic)	1.69	1.67	1.8%	2.24	-24.1%	6.68	2.82	136.9%	2.18

### DETAILED FINANCIALS CONSOLIDATED BALANCE SHEET



Particulars (In Rs Mn)	SEP-15	MAR-15
Share Holders' Funds:		
Equity Share Capital	961.6	961.6
Reserves and Surplus	6,584.7	6,127.0
Interest in Inox Benefit Trust	-326.7	-326.7
Total of Shareholder Funds	7,219.6	6,761.9
Non-Current Liabilities:		
Long Term Borrowings	1,894.2	2,005.1
Deferred Tax Liabilities (Net)	200.4	243.2
Other Long Term Liabilities	31.7	43.3
Long Term Provisions	75.0	61.3
Total of Non-Current Liabilities	2,201.3	2,352.9
Current Liabilities:		
Short-Term Borrowings	231.8	147.0
Trade Payables	920.6	892.6
Other Current Liabilities	734.7	905.6
Short-Term Provisions	266.3	155.0
Total of Current Liabilities	2,153.4	2,100.2
Total Equity & Liabilities	11,574.3	11,215.0

Particulars (In Rs Mn)	SEP-15	MAR-15
Goodwill on Consolidation	1,652.1	1,652.1
Non-Current Assets:		
Fixed Assets (Incl. CWIP)	6,737.1	6,681.1
Non-Current Investments	10.0	7.1
Long-Term Loans and Advances	1,723.1	1,813.0
Other Non-Current Assets	41.0	39.6
Total Non-Current Assets	8,511.2	8,540.8
Current Assets:		
Current Investments	312.7	64.1
Inventories	91.4	75.9
Trade Receivables	707.3	623.2
Cash and Bank Balances	154.7	134.4
Short-Term Loans and Advances	128.1	106.8
Other Current Assets	16.8	17.7
Total Current Assets	1,411.0	1,022.1
Total Assets	11,574.3	11,215.0



## **THANK YOU**



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