

INOX LEISURE LIMITED



QUARTERLY INVESTOR UPDATE Q2 & H1 FY16



DISCLAIMER



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



- Q2 & H1 FY16 RESULT HIGHLIGHTS
- Q2 & H1 FY16 RESULT ANALYSIS
- BALANCE SHEET UPDATE
- NEW PROPERTIES OPENED
- PAN INDIA PRESENCE
- NEW SCREENS PIPELINE
- CONTENT PIPELINE
- SHAREHOLDING STRUCTURE
- FINANCIAL SUMMARY
- ANNEXURE

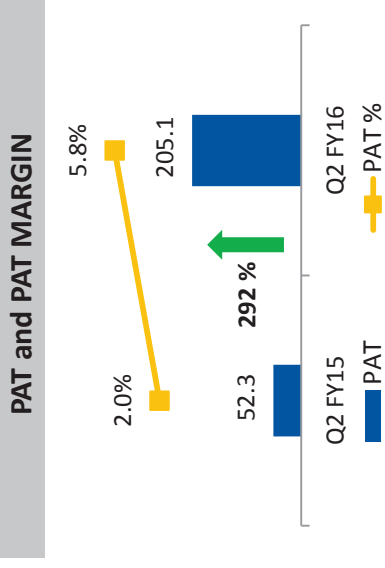
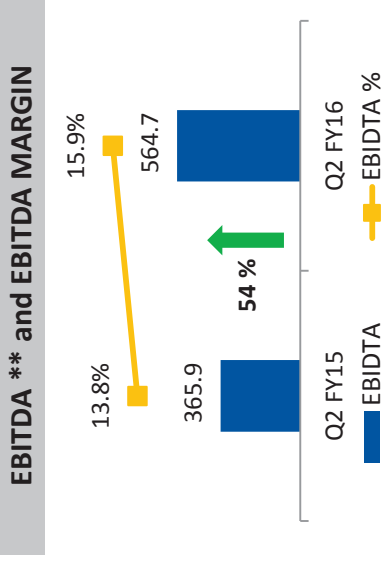
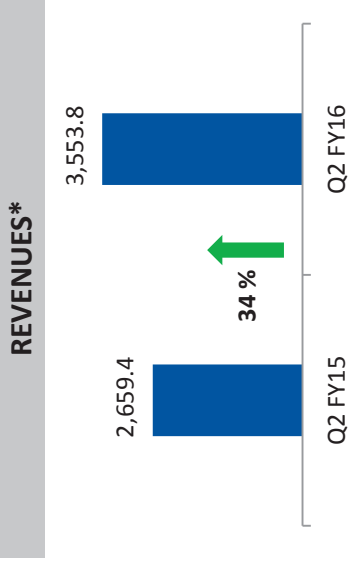


Note: Q2 FY16, H1 FY16 and FY15 figures are based on consolidated financials including Satyam Cineplexes Limited which became wholly owned subsidiary of the Company on 8th August 2014.

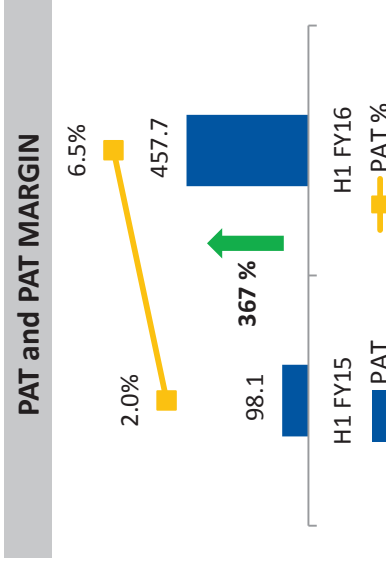
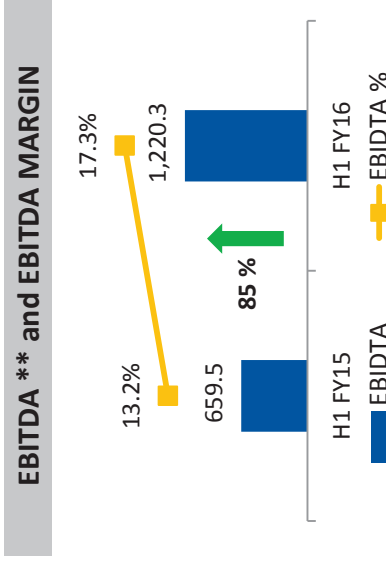
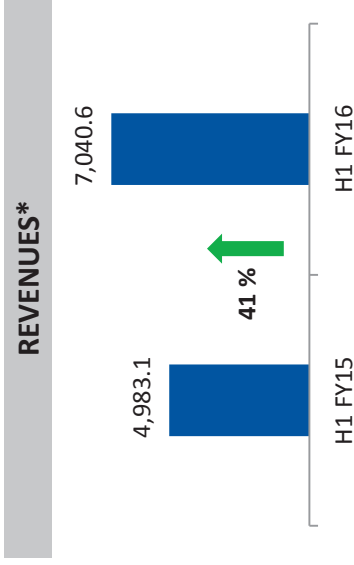
Q2 & H1 FY16 – RESULTS HIGHLIGHTS



Q2 FY16 YoY ANALYSIS



H1 FY16 YoY ANALYSIS



Note: * Revenue from Operations, ** EBITDA excluding Other Income

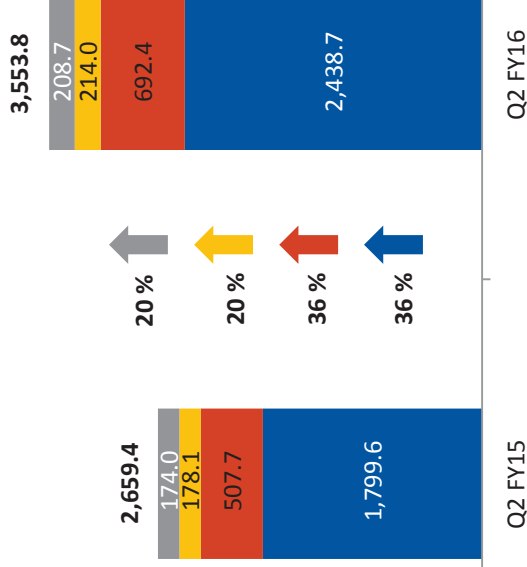
In Rs. Mn

Q2 & H1 FY16 – REVENUE ANALYSIS



Q2 FY16 YoY ANALYSIS

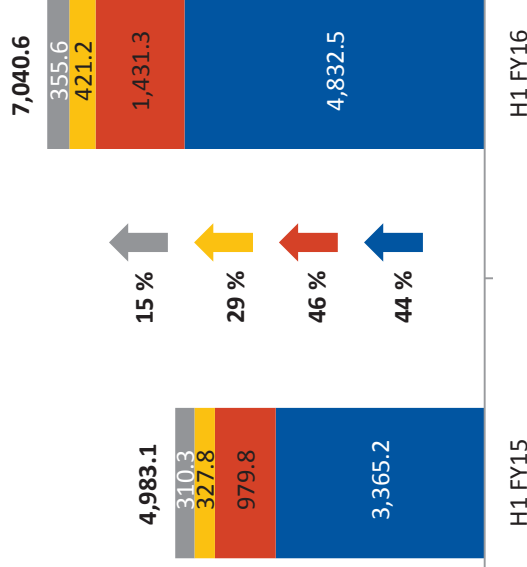
REVENUES* BREAKUP



% Share	Q2 FY15	Q2 FY16
Gross Box Office	67.7%	68.6%
Food & Beverages	19.1%	19.5%
Advertising	6.7%	6.0%
Other Operating Revenues	6.5%	5.9%

H1 FY16 YoY ANALYSIS

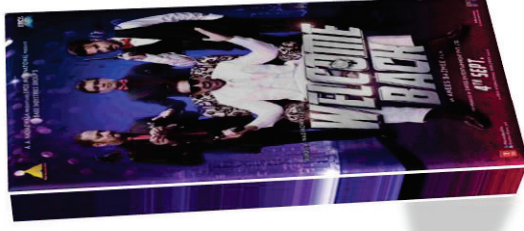
REVENUES* BREAKUP



% Share	H1 FY15	H1 FY16
Gross Box Office	67.5%	68.6%
Food & Beverages	19.7%	20.3%
Advertising	6.6%	6.0%
Other Operating Revenues	6.2%	5.1%

Note: * Revenue from Operations

Q2 FY16 – TOP 5 FILMS

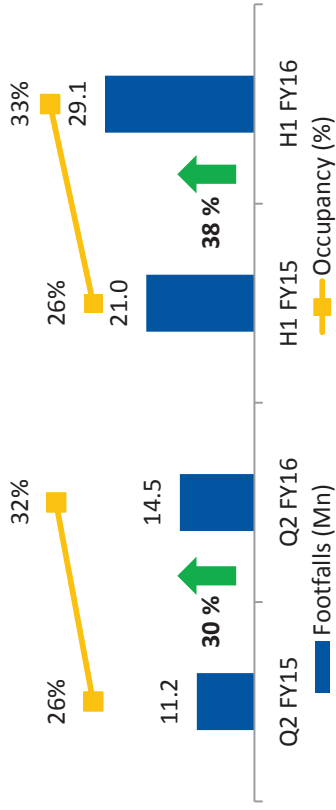


Q2 FY16	Bajrangi Bhaljaan	Baahubali – The Beginning	Welcome Back	Drishyam	Brothers
GBOC (Rs Mn)	532.6	396.7	161.0	137.2	110.3
Footfalls (Mn)	2.8	2.5	1.0	0.8	0.6

Q2 & H1 FY16 – KEY OPERATIONAL METRICS

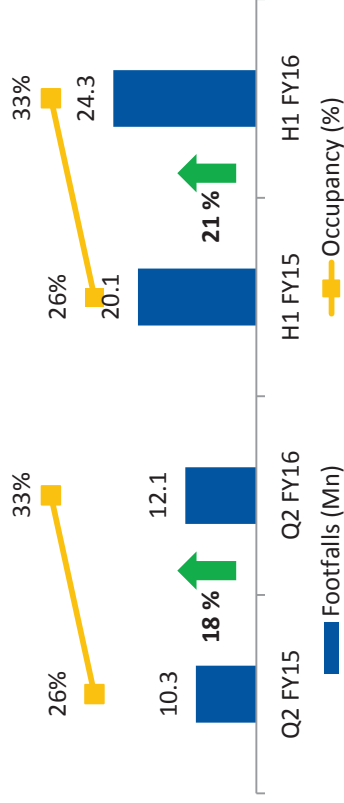


FOOTFALLS AND OCCUPANCY RATE

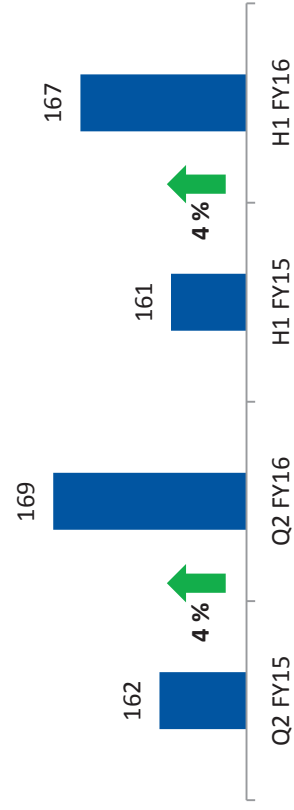


Footfalls with Management Properties – Q2 FY16: 15.1 mn, H1 FY16: 30.1 mn

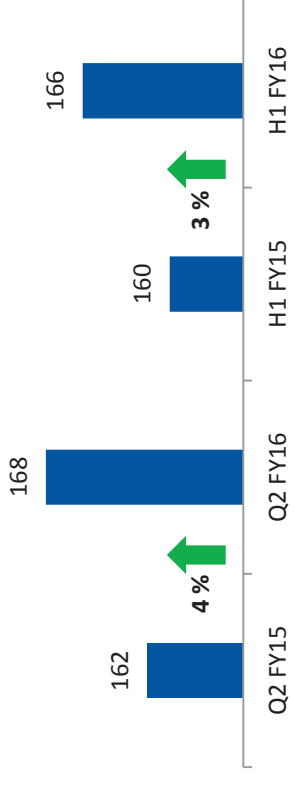
FOOTFALLS AND OCCUPANCY RATE - COMPARABLE PROPERTIES



AVERAGE TICKET PRICE (ATP) (RS)



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

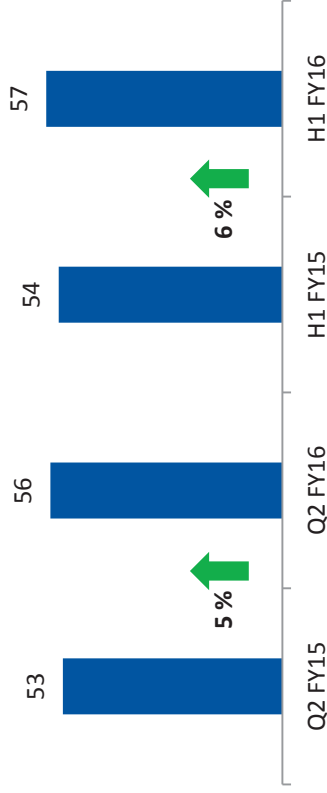


All the above charts exclude managed properties.

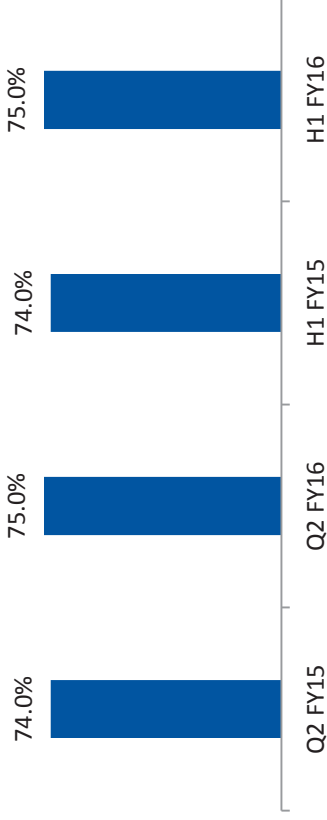
Q2 & H1 FY16 – KEY OPERATIONAL METRICS



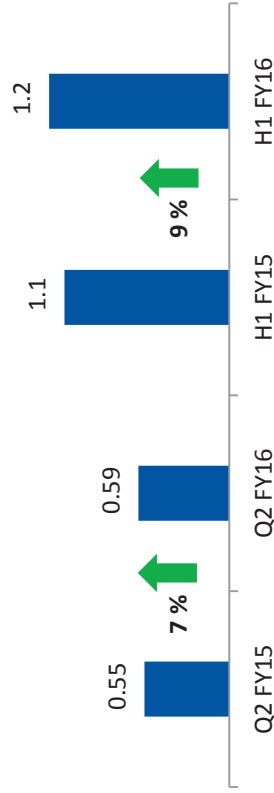
FOOD & BEVERAGES - SPEND PER HEAD (SPH) (RS)



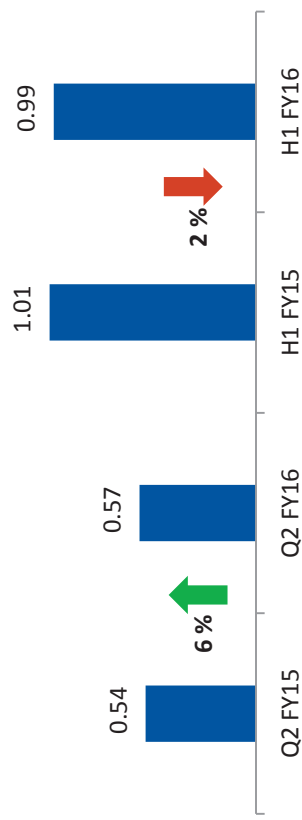
FOOD & BEVERAGES - NET CONTRIBUTION (%)



ADVERTISING REVENUES PER OPERATING SCREEN (RS MN)

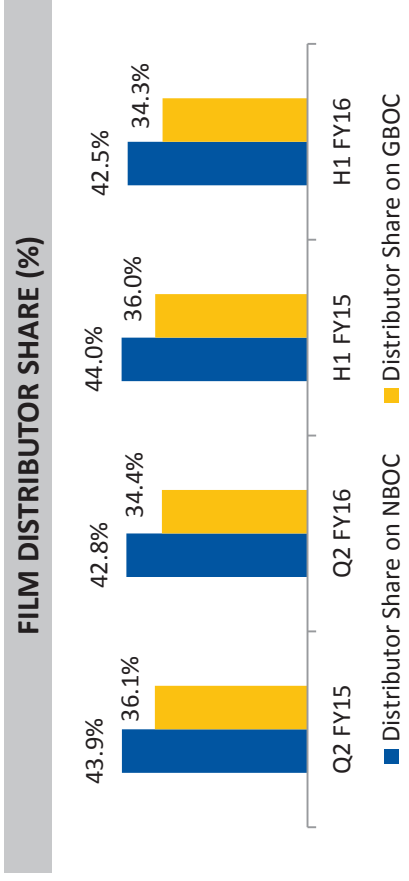
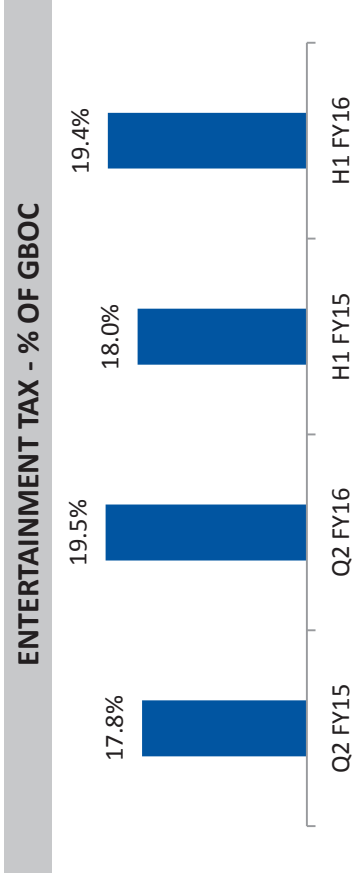


OTHER OPERATING REVENUES PER OPERATING SCREEN (RS MN)

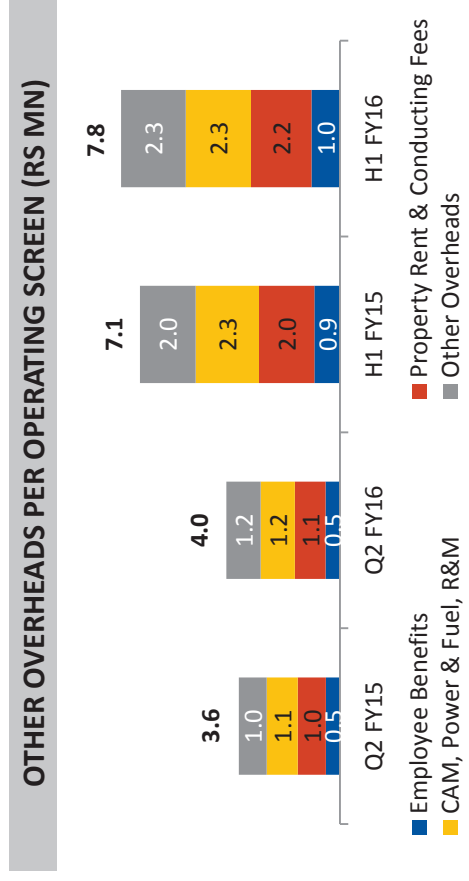


In Rs. Mn

Q2 & H1 FY16 – KEY OPERATIONAL METRICS



Entertainment Tax	Properties	Screens	Seats	Average Residual Period
Full Tax	85	330	86,710	
Exempted	10	42	10,589	2 years



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

SEPTEMBER 2015 - BALANCE SHEET UPDATE



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)

Strong Balance Sheet



Low Leverage
D/E: 0.3x

Treasury Stock in
Inox Benefit Trust



Rs 1,172 mn at
Current Market
Price

Promoters Stake



48.7%



Potential To Grow Aggressively Without Any Significant
Stress On Balance Sheet

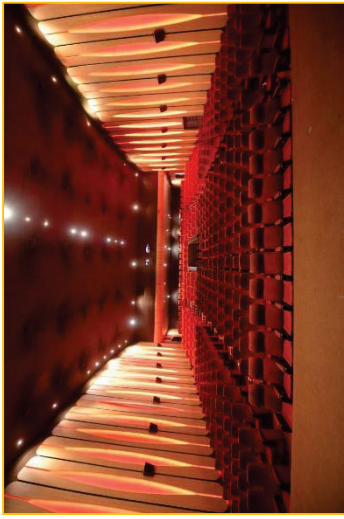
Q2 FY16 – NEW PROPERTIES OPENED



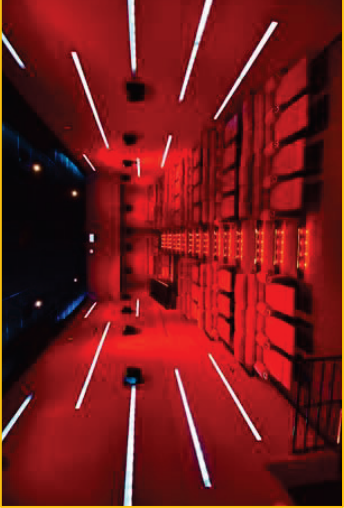
Rajkot Dharam
 31st August 2015
 3 Screens
 612 Seats



Gandhinagar Adalaj
 31st August 2015
 3 Screens
 1,308 Seats



Gandhinagar R21
 1st September 2015
 6 Screens
 686 Seats



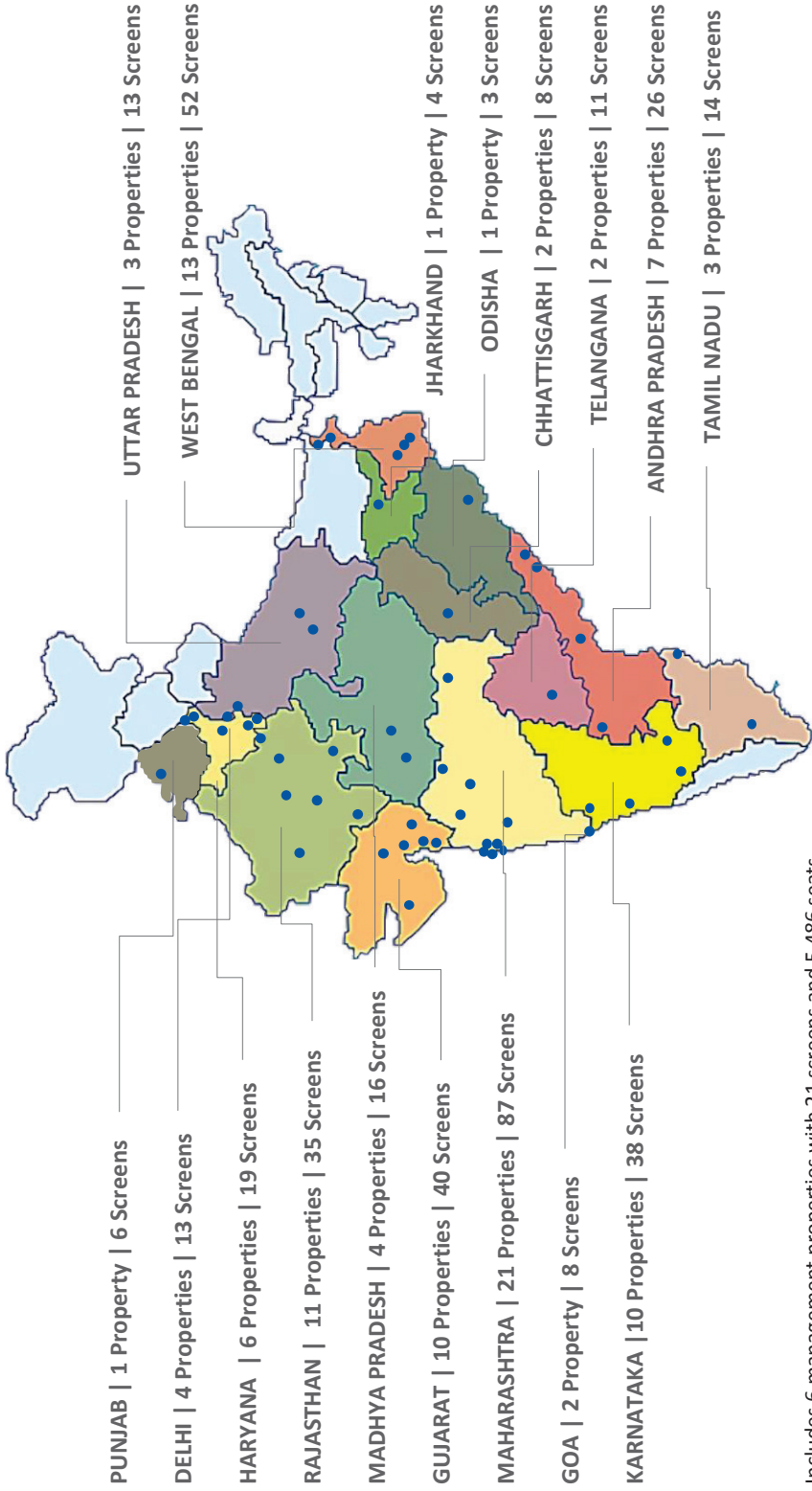
Bhiwadi Genesis Mall (Management)
 26th September 2015
 4 Screens
 750 Seats



PAN INDIA PRESENCE



2ND LARGEST MULTIPLEX CHAIN OPERATOR IN INDIA



17	States
55	Cities
101	Properties
393	Screens
102,785	Seats

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

NEW SCREENS PIPELINE



H1 FY16
101 PROPERTIES
393 SCREENS
102,785 SEATS

FY16 – PIPELINE		
Properties	Screens	Seats
Jorhat (Management)	2	274
Goa	4	1,020
Rajkot	3	450
Kolhapur	4	918
Aurangabad	3	961
Thrissur	6	1,390
Surat	4	900
Mumbai	9	1,700
Gandhinagar	5	728
Goa	2	288
Total	42	8,629

FY16
435 SCREENS
111,414 SEATS

PIPELINE
POST FY16
185 SCREENS
39,291 SEATS

LEADING TO
620 SCREENS
150,705 SEATS

STRONG VISIBILITY FROM NEW SCREENS PIPELINE BACKED BY SIGNED AGREEMENTS

CONTENT PIPELINE – OCTOBER 2015



Jazbaa

Release Date: 9th October 2015

Cast: Aishwarya Rai Bachchan, Irrfan Khan, Shabana Azmi, Anupam Kher

Director: Sanjay Gupta

Banner: Essel Vision Production Ltd



Pyaar Ka PUNCHAMA 2

Release Date: 16th October 2015

Cast: Karthik Tiwari, Nusrat Bharucha

Director: Luv Ranjan

Banner: Viacom 18 Motion Pictures, Panorama Studios



Shaandaar

Release Date: 22nd October 2015

Cast: Shahid Kapoor, Alia Bhatt, Pankaj Kapoor, Sanjay Kapoor

Director: Vikas Bahl

Banner: Fox Star Studios



The Last Witch Hunter

Release Date: 22nd October 2015

Cast: Vin Diesel, Michael Caine, Rose Leslie

Director: Breck Eisner

Banner: Essel Vision Production Ltd

Actual release dates may vary

CONTENT PIPELINE – NOVEMBER 2015



Prem Ratan Dhan Payo
Release Date: 12th November 2015
Cast: Salmaan Khan, Sonam Kapoor
Director: Sooraj Barjatya
Banner: Rajshri Productions Pvt. Ltd, Fox Star Studios



The Hateful Eight
Release Date: 13th November 2015
Cast: Channing Tatum, Kurt Russel, Samuel L Jackson
Director: Quentin Tarantino
Banner: The Weinstein Company



Spectre
Release Date: 20th November 2015
Cast: Ralph Fiennes, Daniel Craig, Monica Bellucci
Director: Sam Mendes
Banner: Eon Productions



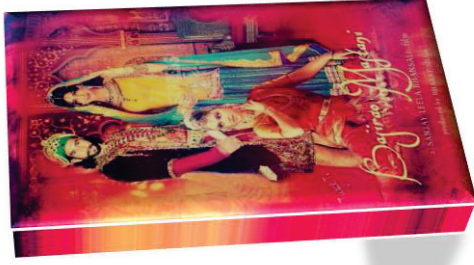
Tamasha
Release Date: 27th November 2015
Cast: Ranbeer Kapoor, Dipika Padukone
Director: Intiaz Ali
Banner: UTV Motion Pictures, Nadiawala Grandson Entertainment

Actual release dates may vary

CONTENT PIPELINE – DECEMBER 2015



Wazir
Release Date: 4th December 2015
Cast: Amitabh Bachchan, Farhan Akhtar
Director: Bejoy Nambiar
Banner: Vinod Chopra Production



Bajirao Mastani
Release Date: 18th December 2015
Cast: Ranveer Singh, Priyanka Chopra, Deepika Padukone
Director: Sanjay Leela Bhansali
Banner: Eros International
SLB Films



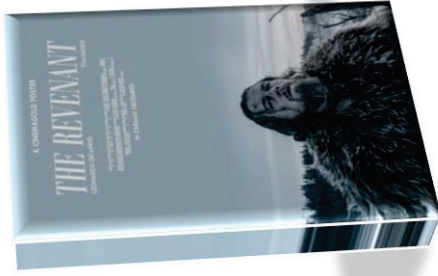
Dilwale
Release Date: 18th December 2015
Cast: Shah Rukh Khan, Kajol, Varun Dhawan
Director: Rohit Shetty
Banner: Rohit Shetty Productions,
Red Chillies Entertainment



Star Wars VII
Release Date: 25th December 2015
Cast: Gwendoline Christie, Lupita Nyong'o, Mark Hamill
Director: J.J. Abrams
Banner: Walt Disney Pictures,
Lucasfilm, Bad Robot Productions

Actual release dates may vary

CONTENT PIPELINE – JANUARY 2016



The Revenant

Release Date: 8th January 2016
Cast: Leonardo Di Caprio, Tom Hardy, Paul Anderson
Director: Alejandro Gonzalez Inarritu
Banner: Regency Enterprises



Ghayal Once Again

Release Date: 15th January 2016
Cast: Sunny Deol, Om Puri
Director: Rahul Rawail
Banner: Sunny Sounds Pvt Ltd



Airlift

Release Date: 22nd 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 Pvt. Ltd

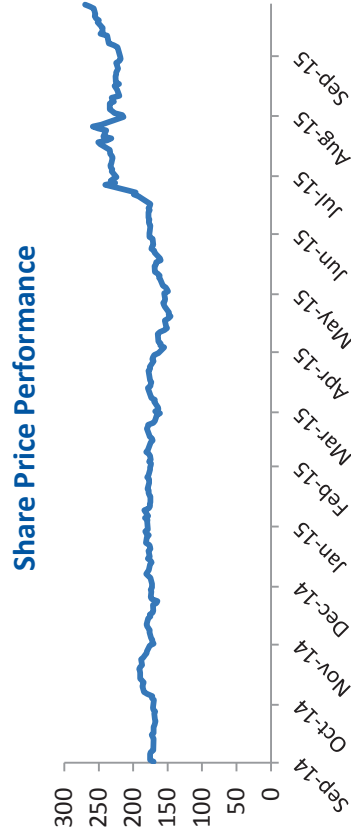


The Accountant

Release Date: 29th January 2016
Cast: Ben Affleck, Anna Kendrick
Director: Gavin O Connor
Banner: Electric City Entertainment Zero Gravity Management

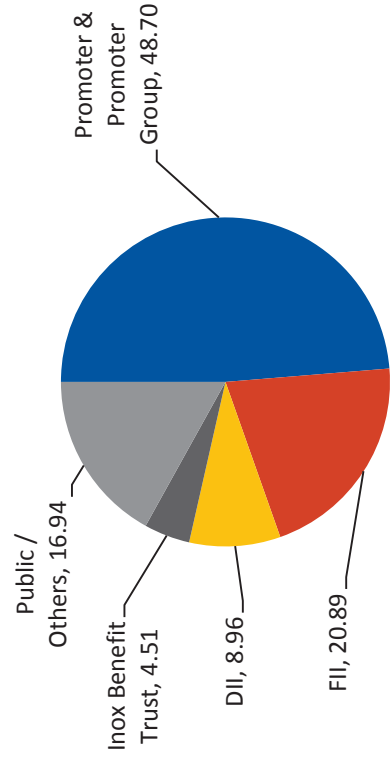
Actual release dates may vary

SHAREHOLDING STRUCTURE



Market Data	As on 21.10.15 (BSE)
Market capitalization (Rs Mn)	25,985.7
Price (Rs.)	269.4
No. of shares outstanding (Mn)	96.5
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	271.5 – 145.0

% Shareholding – September 2015



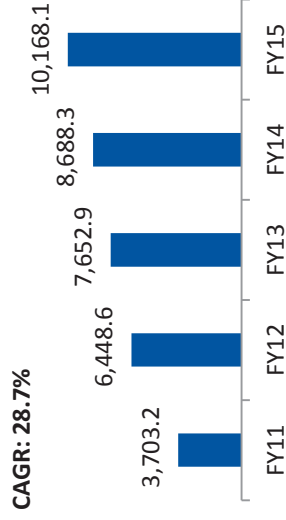
Key Institutional Investors at September 2015	% Holding
Goldman Sachs India	4.74%
Macquarie Asia	4.27%
Kuwait Investment Authority Fund	4.10%
Government Pension Fund Global	2.49%
Reliance MF	1.62%
Tata MF	1.56%
AADI Financial Advisors LLP	1.49%
HSBC Bank	1.43%
Morgan Stanley	1.07%

Source: BSE * Shares held under Inox Benefit Trust reflect the Treasury Shares

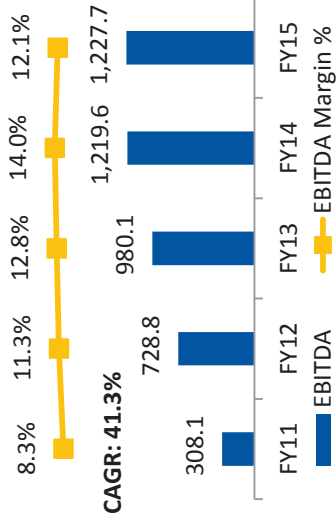
FINANCIAL SUMMARY – LAST 5 YEARS



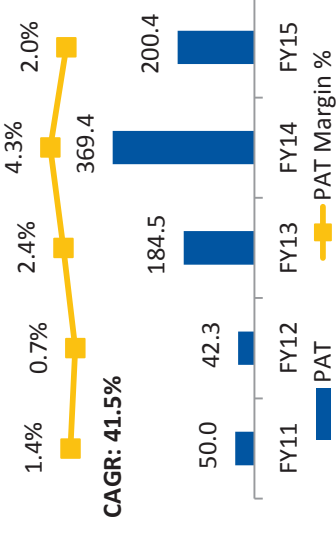
REVENUES



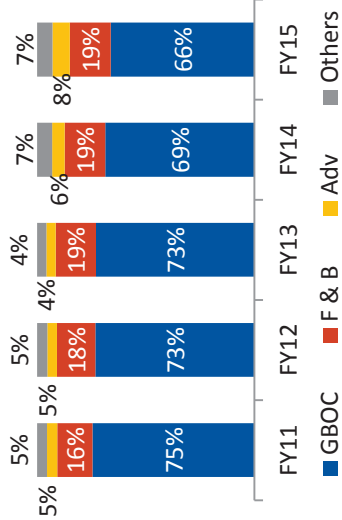
EBITDA & EBITDA MARGIN



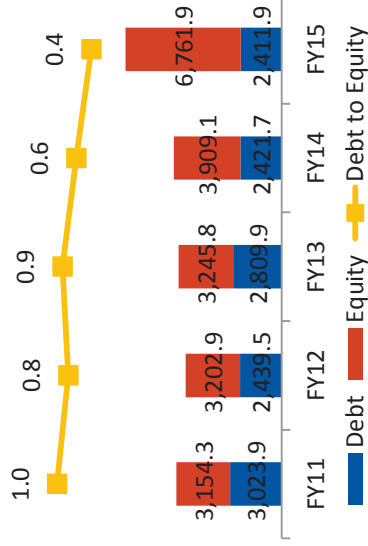
PAT & PAT MARGIN



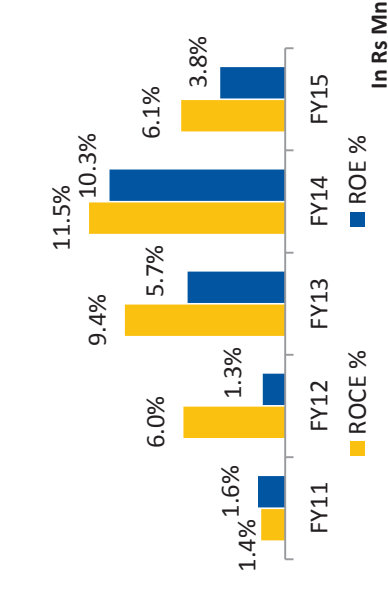
REVENUES - SEGMENT BREAKUP



LEVERAGE ANALYSIS



RETURN METRICS



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

ANNEXURE

DETAILED FINANCIALS

CONSOLIDATED P&L STATEMENT



Particulars (In Rs Mn)	Q2 FY16	Q2 FY15	YoY %	Q1 FY16	QoQ %	H1 FY16	H1 FY15	YoY %	FY15
Revenue from Operations	3,553.8	2,659.4	33.6%	3,486.8	1.9%	7,040.6	4,983.1	41.3%	10,168.1
Entertainment Cost	475.7	320.0	48.7%	462.3	2.9%	938.0	605.7	54.9%	1,214.5
Exhibition Cost (Distributor Share)	866.1	678.1	27.7%	852.1	1.6%	1,718.2	1,262.1	36.1%	2,493.2
Food & Beverages Cost	176.0	133.7	31.6%	183.8	-4.2%	359.8	256.2	40.4%	495.5
Employee Benefits Expense	184.0	161.5	13.9%	179.9	2.3%	363.9	298.4	22.0%	658.2
Property Rent, Conducting Fees and Common Facility Charges	515.2	438.5	17.5%	490.5	5.0%	1,005.7	824.9	21.9%	1,757.8
Other Expenses	772.1	561.7	37%	662.6	16.5%	1,434.7	1,076.3	33%	2,321.2
EBITDA	564.7	365.9	54.3%	655.6	-13.9%	1,220.3	659.5	85.0%	1,227.7
EBITDA Margin %	15.9%	13.8%	213 bps	18.8%	-291 bps	17.3%	13.2%	410 bps	12.1%
Depreciation & Amortisation	197.2	192.1	2.7%	197.5	-0.2%	394.7	373.0	5.8%	758.4
Other Income	14.1	7.4	90.5%	4.4	220.5%	18.5	15.7	17.8%	82.7
Finance Cost	61.8	114.0	-45.8%	61.9	-0.2%	123.7	178.5	-30.7%	386.1
Exceptional Items	-	-	-	-	-	-	5.0	-	6.0
PBT	319.8	67.2	375.9%	400.6	-20.2%	720.4	118.7	506.9%	159.9
Tax Expense	114.7	14.9	669.8%	148.0	-22.5%	262.7	20.6	1175.2%	-40.5
PAT	205.1	52.3	292.2%	252.6	-18.8%	457.7	98.1	366.6%	200.4
PAT Margin %	5.8%	2.0%	380 bps	7.2%	-147 bps	6.5%	2.0%	453 bps	2.0%
Earnings Per Share (EPS)	2.24	0.61	267.2%	2.75	-18.5%	4.99	1.15	333.9%	2.18

DETAILED FINANCIALS

CONSOLIDATED BALANCE SHEET



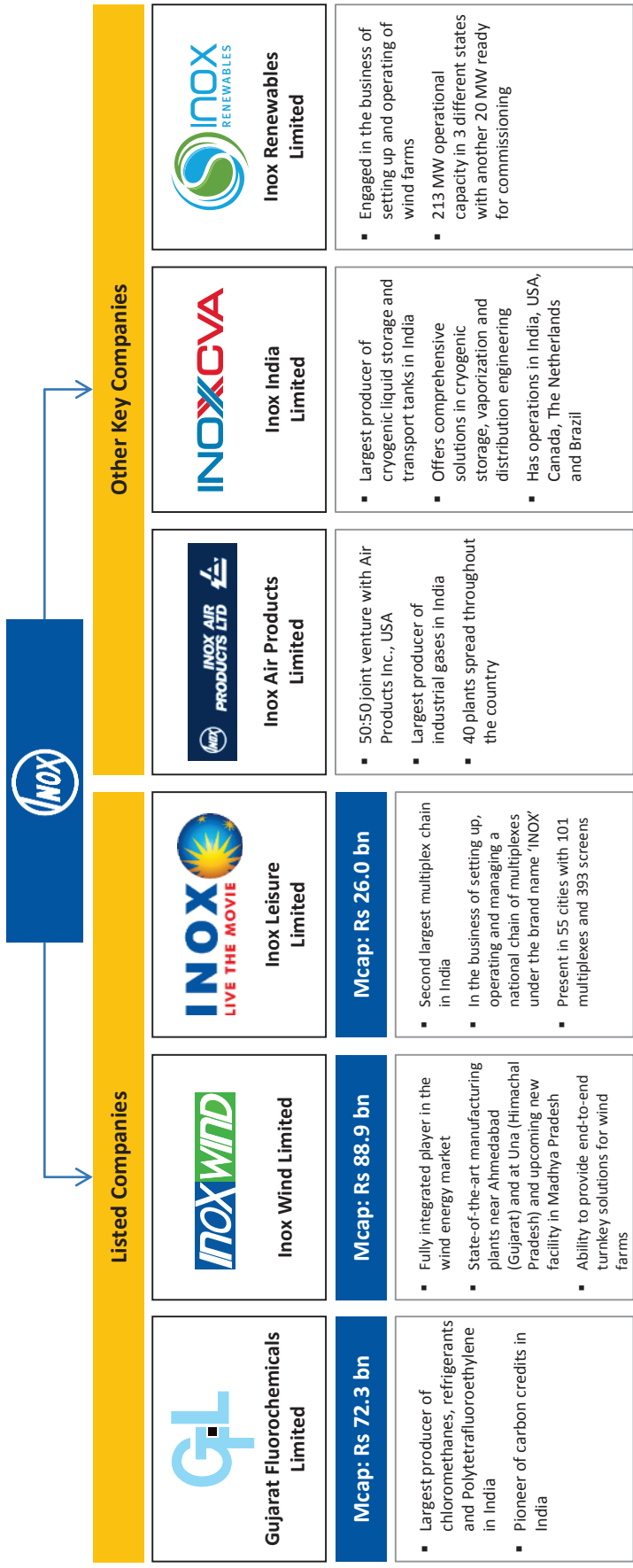
Particulars (In Rs Mn)	SEP-15	MAR-15	Particulars (In Rs Mn)	SEP-15	MAR-15
Share Holders' Funds:					
Equity Share Capital	961.6	961.6	Goodwill on Consolidation	1,652.1	1,652.1
Reserves and Surplus	6,584.7	6,127.0	Non-Current Assets:		
Interest in Inox Benefit Trust	-326.7	-326.7	Fixed Assets (Incl. CWIP)	6,737.1	6,681.1
Total of Shareholder Funds	7,219.6	6,761.9	Non-Current Investments	10.0	7.1
Non-Current Liabilities:			Long-Term Loans and Advances	1,723.1	1,813.0
Long Term Borrowings	1,894.2	2,005.1	Other Non-Current Assets	41.0	39.6
Deferred Tax Liabilities (Net)	200.4	243.2	Total Non-Current Assets	8,511.2	8,540.8
Other Long Term Liabilities	31.7	43.3	Current Assets:		
Long Term Provisions	75.0	61.3	Current Investments	312.7	64.1
Total of Non-Current Liabilities	2,201.3	2,352.9	Inventories	91.4	75.9
Current Liabilities:			Trade Receivables	707.3	623.2
Short-Term Borrowings	231.8	147.0	Cash and Bank Balances	154.7	134.4
Trade Payables	920.6	892.6	Short-Term Loans and Advances	128.1	106.8
Other Current Liabilities	734.7	905.6	Other Current Assets	16.8	17.7
Short-Term Provisions	266.3	155.0	Total Current Assets	1,411.0	1,022.1
Total of Current Liabilities	2,153.4	2,100.2	Total Assets	11,574.3	11,215.0
Total Equity & Liabilities	11,574.3	11,215.0			

GROUP OVERVIEW

STRONG PEDIGREE



- Strong legacy of more than 80 years.
- Diversified businesses across industrial gases, engineering plastics, 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

COMPANY OVERVIEW

BRIEF PROFILE



BUSINESS OVERVIEW

- Inox Leisure Limited (ILL), incorporated in 1999, is the 2nd largest multiplex operator in India
- ILL is a part of Inox Group which is diversified across industrial gases, engineering plastics, refrigerants, chemicals, cryogenic engineering, renewable energy and entertainment sectors
- ILL currently operates 101 properties (393 screens and 102,785 seats) located in 55 cities across India, being the only multiplex operator having such a diverse presence across pan India
- The company accounts for 19% share of the multiplex screens in India and ~8% share of the domestic box office collections
- The company has aggressively scaled up through organic and inorganic expansion over last decade growing from 2 properties – 8 screens in FY03 to 101 properties – 393 screens in Q2 FY16, virtually adding on an average 3 screens every month over the last decade

KEY STRENGTHS

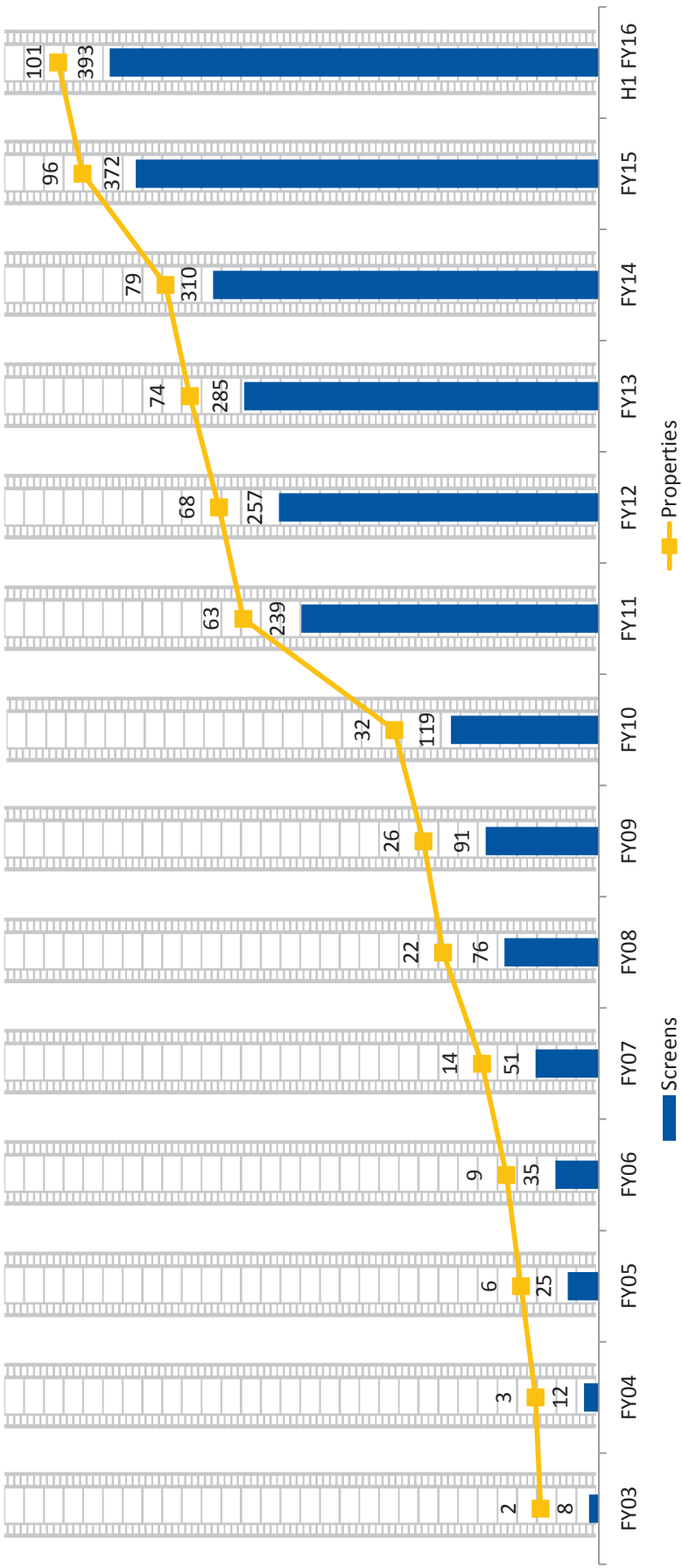
- One of the largest multiplex chains in India
- Most diversified distribution of multiplexes in India and the only multiplex operator to have presence in more than 50 cities
- Premium multiplex properties, state of the art technology and unmatched service and ambience
- Strong partnerships with more than 50 leading Indian and Global brands, offering high growth potential for advertising and other ancillary revenues
- Strong management team and recognized and trusted corporate group

STRONG FINANCIALS

- Consolidated Revenues, EBITDA and PAT were Rs 10,168.1 mn, Rs 1,227.7 mn and Rs 200.4 mn in FY15 having grown at CAGR of 29%, 41% and 42% over FY11 to FY15
- Robust operating performance driven by rising footfalls, high ticket prices, highly profitable F&B service, focus on other operating income
- Strong balance sheet with gross debt of Rs 2,411.9 mn, net debt of Rs 2,277.5 mn and equity of Rs 6,761.9 mn in FY15 with a D/E ratio of 0.4x

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
PAN INDIA PRESENCE

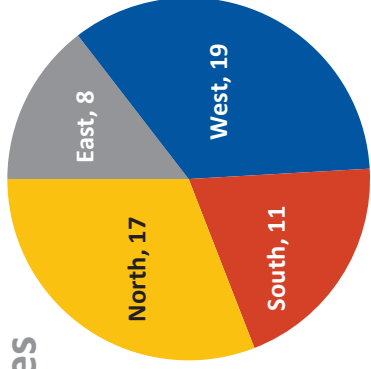


**Well Diversified
Distribution of
Multiplexes
across India**

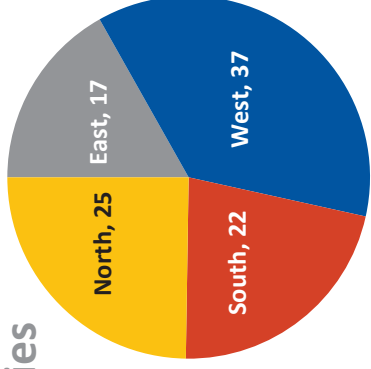
**Access to
Wide Variety of
Regional Content**

**Lower Dependency
on Hindi and English
Content**

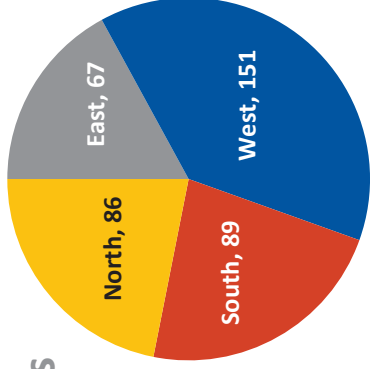
55 Cities



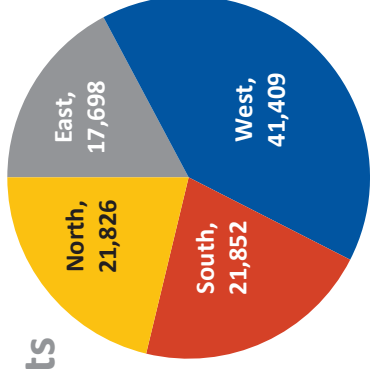
101 Properties



393 Screens



102,785 Seats



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

STRONG BRAND PARTNERSHIPS



BFSI	FMCG	CONSUMER DURABLES	AUTOMOBILES	GEC	ECOMMERCE & TELECOMM.	OTHERS

FOR FURTHER QUERIES:



THANK YOU



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