

Date: May 26, 2016

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To,
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Email: cmlist@nse.co.in

BSE Scrip Code: **539141**

NSE Symbol: **UFO**

Dear Sir / Ma'am,

Sub: Analyst Presentation - Q4&FY16 Results

Pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirement) Regulation, 2015, we enclose herewith a copy of the presentation to be made to the Analysts on Q4&FY16 Results of the Company.

We request you to take note of the same.

Thanking you.

Yours faithfully,

For **UFO Moviez India Limited**

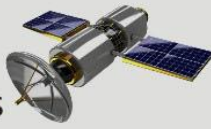
S.S Chavan

Sameer Chavan
Company Secretary
M. No.: F7211

Encl: a/a

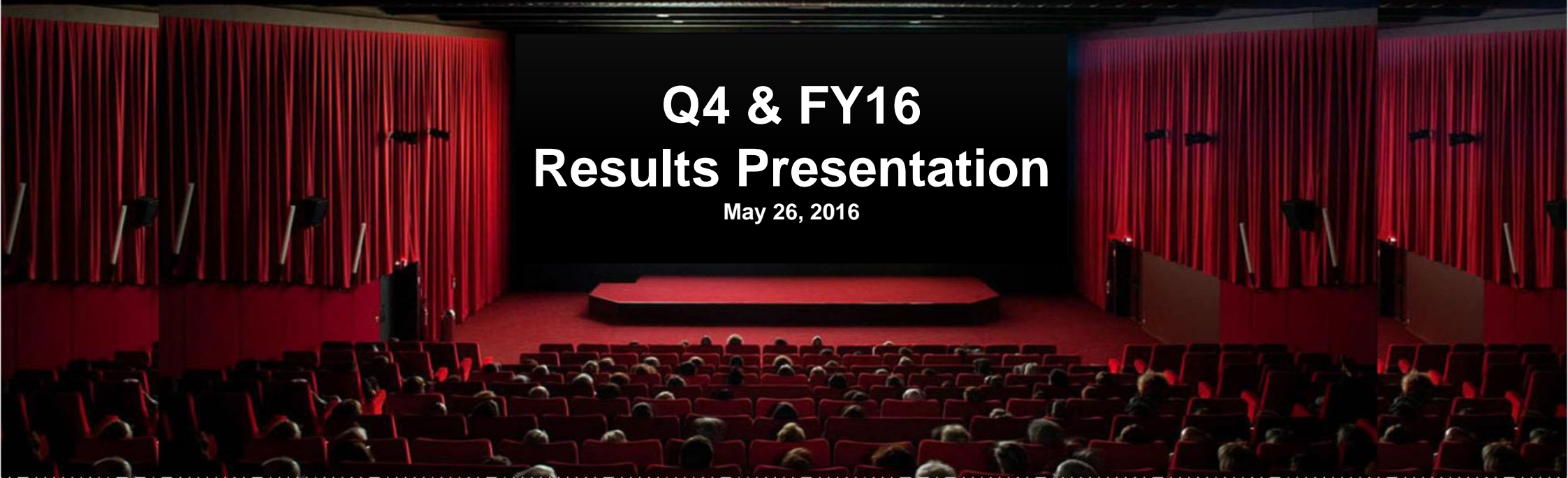
Captive audience, customized content & audited displays

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



Q4 & FY16 Results Presentation

May 26, 2016



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

UFO
digital cinema
UFO Moviez India Limited

* in terms of number of screens.

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

Indian Film Industry's Largest Content Distribution Highway

5,034*
Digital Screens in India

~2.15 million
Seating capacity per show

Digitally Delivered **1,738** Movies
for **2,366** Distributors in FY16

Across **1,932**
Locations

India's Largest In-cinema High Impact Advertising Platform

3,713
In Cinema Advertising Screens

with an average weekly seating capacity of
~50 million

2,556 Advertisers in FY16

Across **1,904**
Locations

Data as on March 31, 2016

* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 114 screens in Nepal

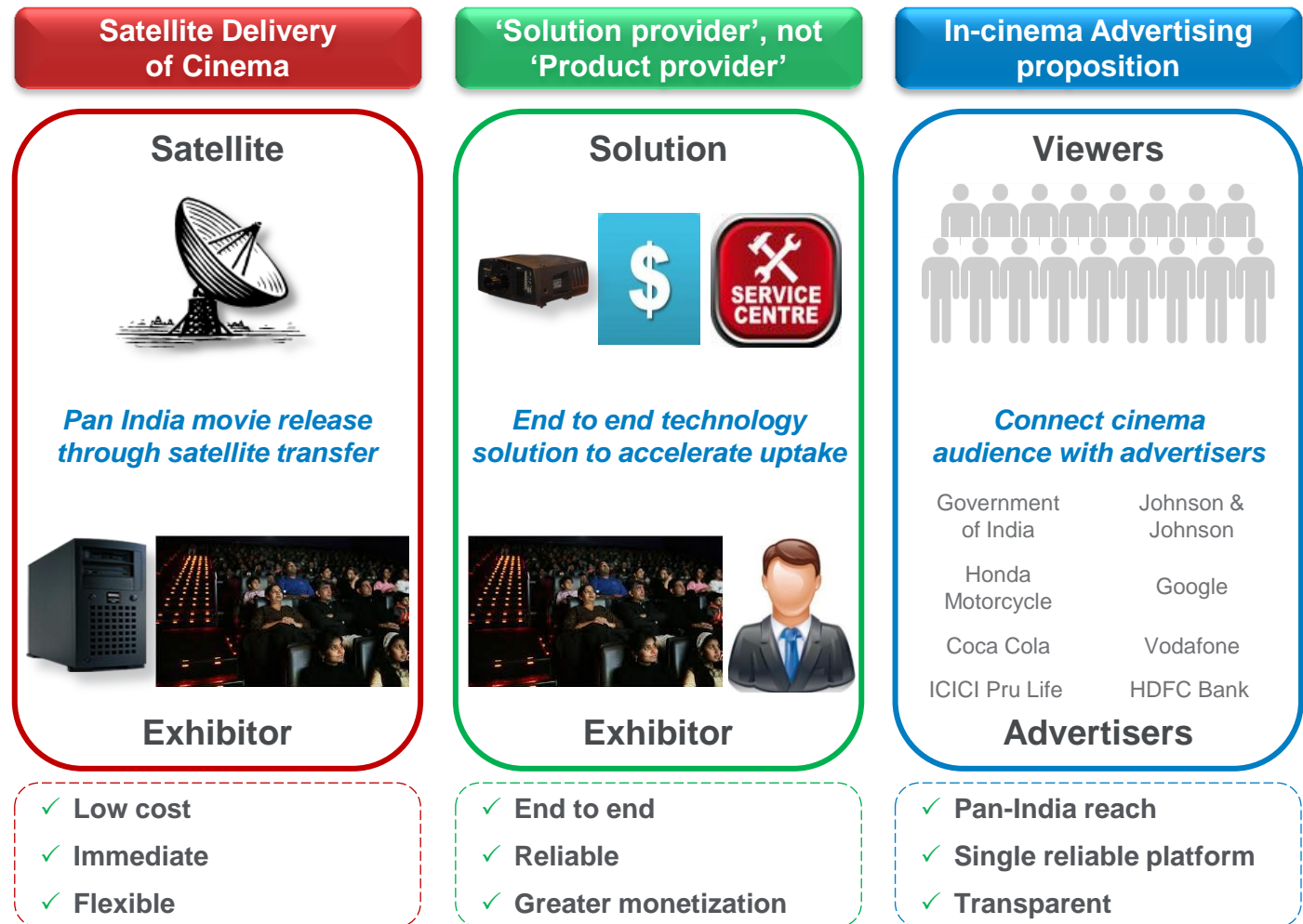
UFO's Innovative Solution for Analog Cinema Market

Analog Cinema Era beset with Issues...



- ✗ Staggered release
- ✗ Poor distribution
- ✗ Piracy leakage
- ✗ Lower box office collections
- ✗ Damaged reels

... UFO's Innovative Solution



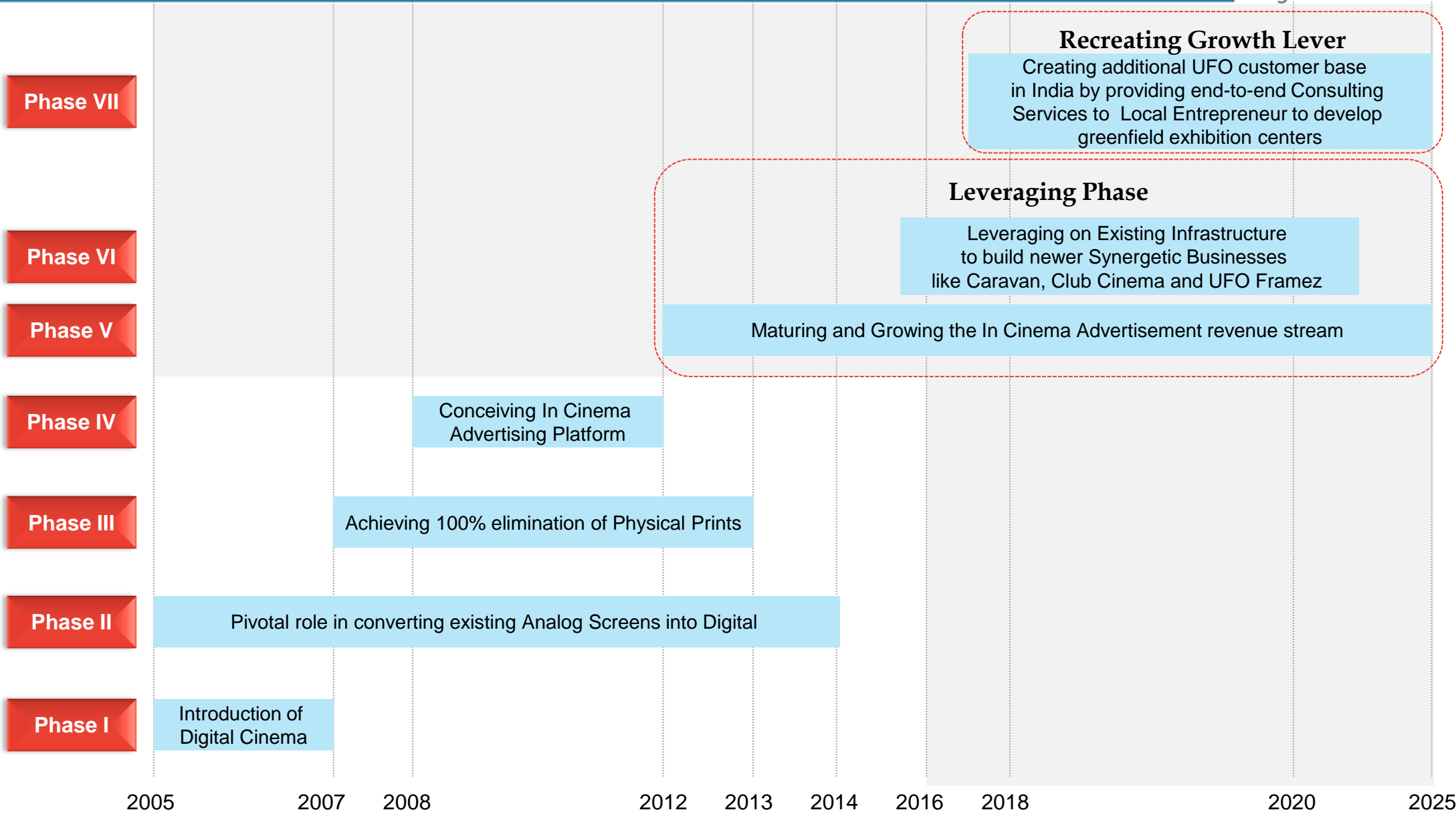
Philosophy – Value Creation Across the Value Chain



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	<ul style="list-style-type: none"> • Enable digitization of screens <ul style="list-style-type: none"> – 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 	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Pan-India release • Fully secure, encrypted signal • Pay per show model • Low cost distribution even for under-served smaller markets 	<ul style="list-style-type: none"> • Increased box office revenues • Reduced piracy • Reduced distribution costs
Advertisers	<ul style="list-style-type: none"> • Aggregate ad inventory in 3,713 screens (including 316 D-Cinema screens); seating capacity of ~1.78 million viewers per show across India as on March 31, 2016 • Centralized scheduling • Flexible and customizable ad platform 	<ul style="list-style-type: none"> • Growing usage by advertisers <ul style="list-style-type: none"> – Targeted advertising – High impact medium – Transparency – Multi-language flexibility

Our Vision



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.

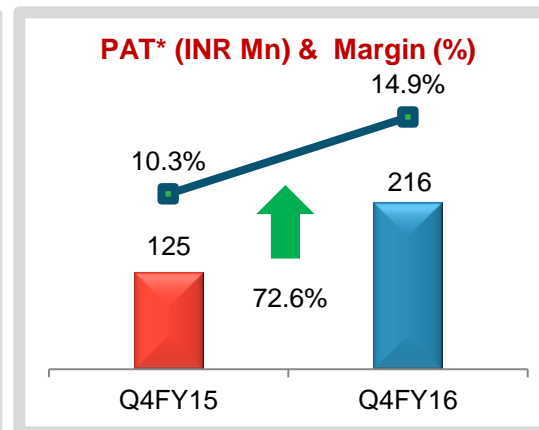
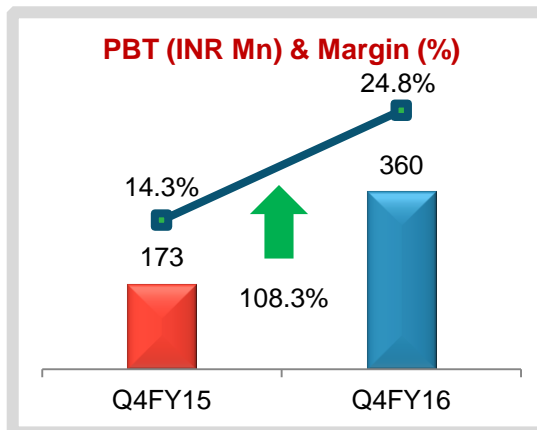
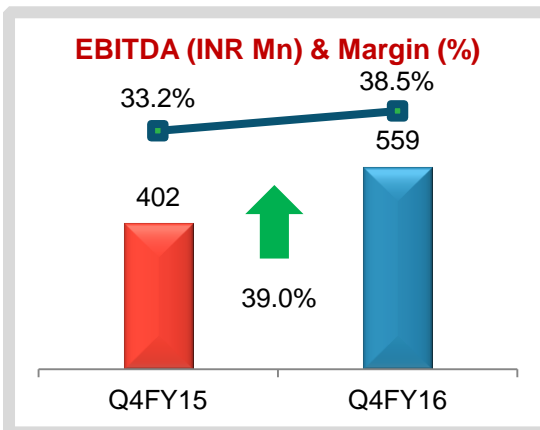
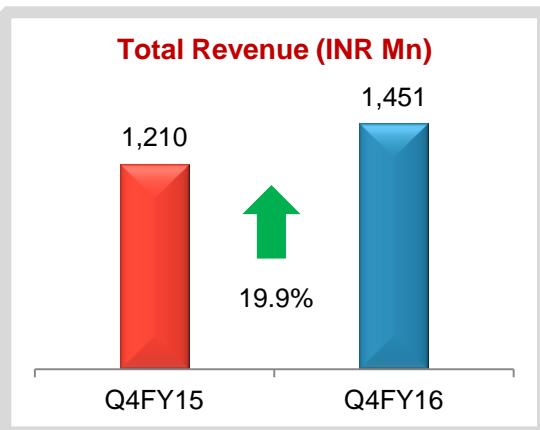
Capital Distribution

Intent to distribute $\geq 25\%$ of PAT annually.

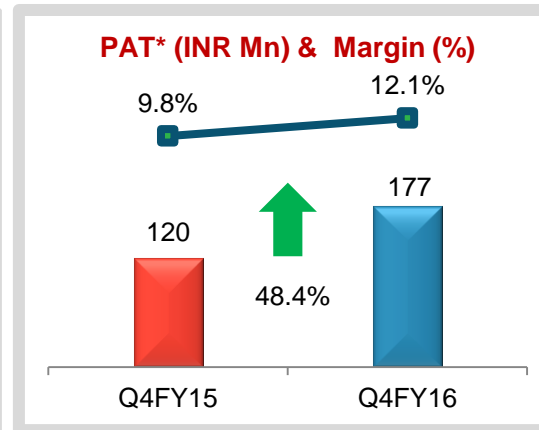
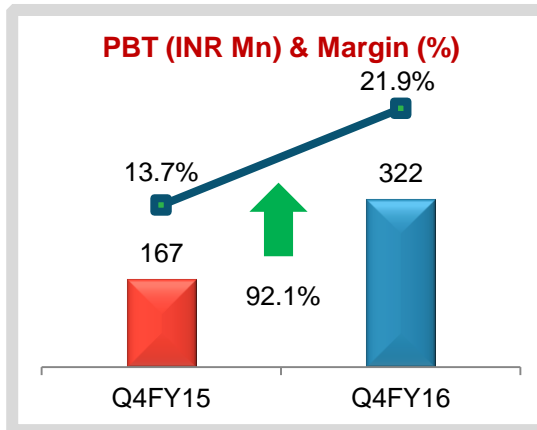
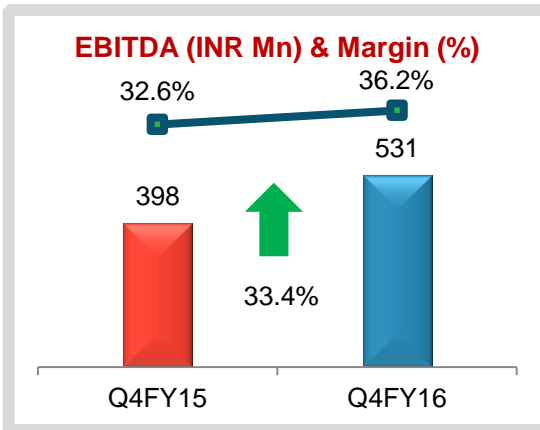
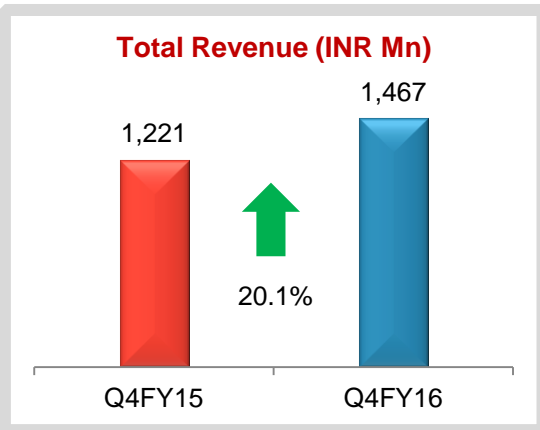
Financial and Operating Highlights

Financial Highlights – Q4FY16 vs Q4FY15

Consolidated, excluding VDSPL**



Consolidated



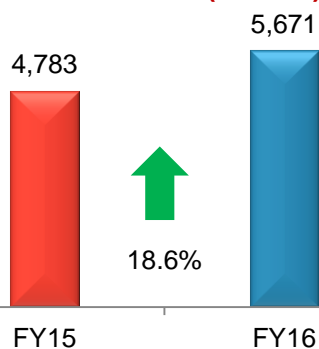
*PAT after Minority Interest .

** VDSPL includes Caravan Talkies and Club Cinema businesses

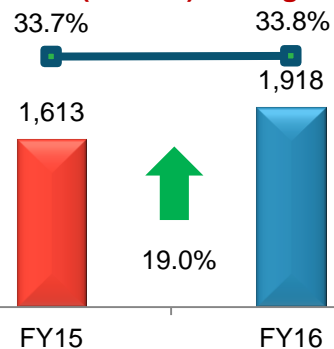
Financial Highlights – FY16 vs FY15

Consolidated, excluding VDSPL

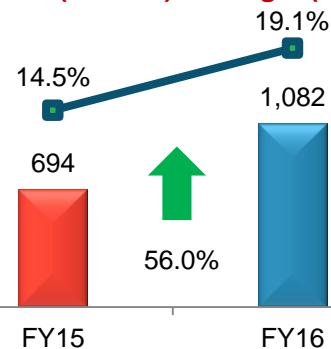
Total Revenue (INR Mn)



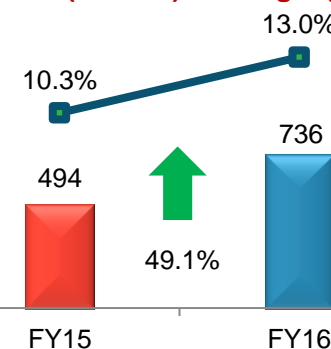
EBITDA (INR Mn) & Margin (%)



PBT (INR Mn) & Margin (%)

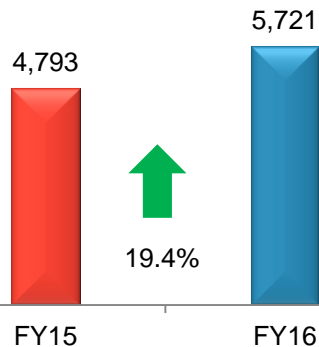


PAT* (INR Mn) & Margin (%)

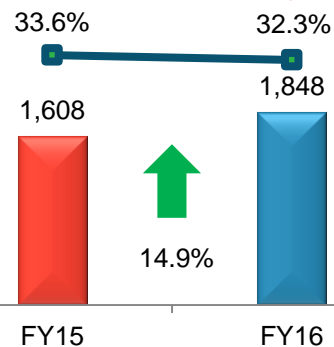


Consolidated

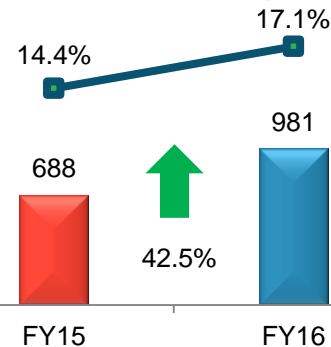
Total Revenue (INR Mn)



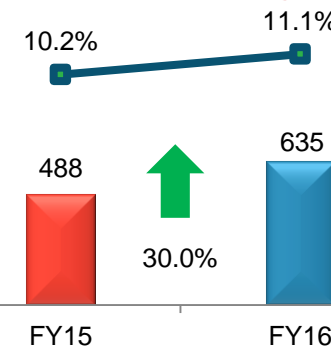
EBITDA (INR Mn) & Margin (%)



PBT (INR Mn) & Margin (%)



PAT* (INR Mn) & Margin (%)



*PAT after Minority Interest includes Tax expense of Rs. 33 million which is tax paid by Company's subsidiaries on the Inter-Company divided income they received from UFO's other subsidiary. As such the normal PAT attributed to the Groups business operations should have been Rs. 668 million.

Driving Wide Spread Release of Movies on UFO Network



Top 10 Hindi

Release Date	Movie	# of Screens
22-Jan	AIRLIFT	2,298
5-Feb	GHAYAL ONCE AGAIN	2,214
4-Mar	JAI GANGAAJAL	2,156
22-Jan	KYA KOOL HAIN HUM 3	2,003
29-Jan	MASTIZAADE	1,905
12-Feb	SANAM RE	1,862
25-Mar	ROCKY HANDSOME	1,754
8-Jan	WAZIR	1,707
12-Feb	FITTOOR	1,566
19-Feb	NEERJA	1,564

Top 10 Telugu

Release Date	Movie	# of Screens
15-Jan	NAANNAKU PREMATHO	852
15-Jan	NBKs 99TH FILM (DICTATOR)	639
15-Jan	SOGGADE CHINNI NAYANA	511
1-Jan	NENU..SHAILAJA	447
19-Feb	KRISHNASTAMI	397
5-Feb	SPEEDUNNODU	381
25-Mar	OPIRI (NEW)	366
29-Jan	SEETHAMMA ANDAALU RAMAIYYA SITHRALU	329
15-Jan	EXPRESS RAJA	316
12-Feb	KRISHNA GAADI VEERA PREMA GAADHA !	275

Top 10 Marathi

Release Date	Movie	# of Screens
1-Jan	NATASAMRAT ASA NAT HONE NAHI	605
22-Jan	GURU	352
15-Jan	FRIENDS	348
12-Feb	POSHTER GIRL	339
19-Feb	MR. & MRS. SADACHARI	290
19-Feb	PINJRA	287
11-Mar	PHUNTROO	276
15-Jan	SHASAN	178
5-Feb	MARATHI TIGERS	134
8-Jan	LORD OF SHINGNAPUR	131

Top 10 Tamil

Release Date	Movie	# of Screens
15-Jan	RAJINI MURUGAN	340
29-Jan	ARANMANAI 2	297
19-Feb	MIRUTHAN	262
15-Jan	KATHAKALI	197
19-Feb	SETHUPATHI	186
4-Mar	KADHALUM KADANTHU POGUM	186
15-Jan	SOWCARPETTAI	170
4-Mar	THOZHA (NEW)	167
25-Mar	THAARAI THAPPATTAI	164
11-Mar	PICHAIKKARAN	160

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 Gujarati

Release Date	Movie	# of Screens
1-Jan	HUTUTUTU AAVI RAMAT NI RUTU	198
15-Jan	ROMANCE COMPLICATED	164
12-Feb	POLAM POL	130
15-Jan	SOGANDH CHHE MAA BAAP NA	66
26-Feb	MANGU SAAYBA JANMO JANAM NO SATH	50
4-Mar	FILLAM	50
18-Mar	CHORNA BHAI GHANTI CHOR	47
12-Feb	AATANK	41
19-Feb	LOVE YOU BAKA	40
26-Feb	PREMRANG	34

Top 10 Kannada

Release Date	Movie	# of Screens
29-Jan	VIRAAT	197
1-Jan	KILLING VEERAPPAN	190
12-Feb	SHIVALINGA	137
4-Mar	TYSON	133
26-Feb	KRISHNA RUKKU	131
8-Jan	MADHUYEYA MAMATHEYA KARAYOLE	111
18-Mar	RANATHANTHRA	105
19-Feb	BHALE JODI	103
1-Jan	KATHE CHITRAKATHE NIRDHESHANA PUTTANNA	77
25-Mar	KALABHAIRAVA	76

Top 10 Malyalam

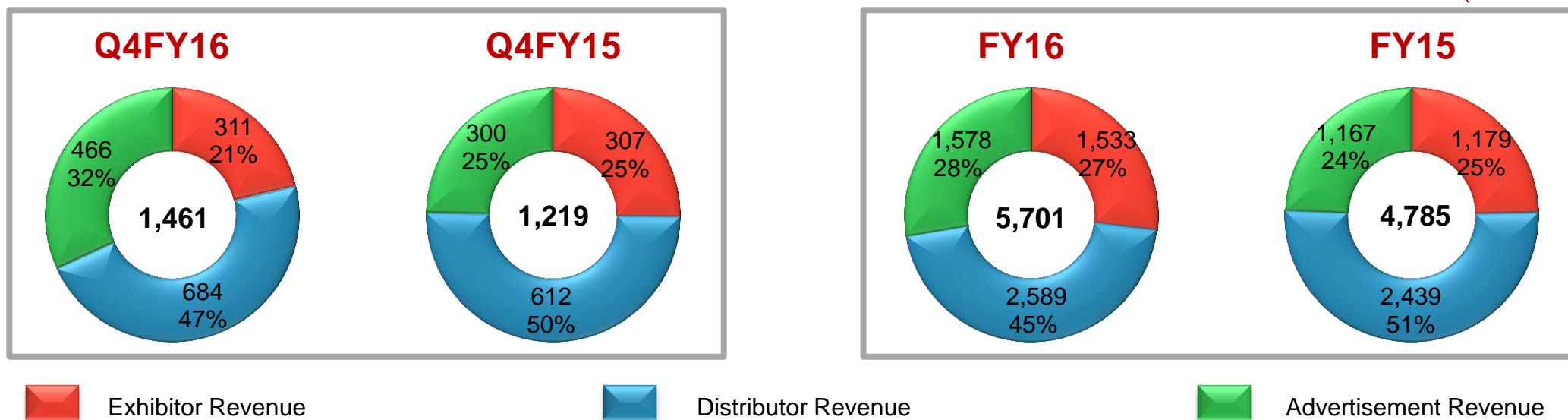
Release Date	Movie	# of Screens
5-Feb	ACTION HERO BIJU	212
15-Jan	PAAVADA	199
18-Mar	DARVINTE PARINAMAM	171
12-Feb	PUTHIYA NIYAMAM	148
25-Mar	KALI	113
5-Feb	MAHESHINTE PRATHIKAARAM	111
26-Feb	VETTAH	82
1-Jan	STYLE	72
19-Feb	HELLO NAMASTHE	54
15-Jan	MONSOON MANGOES	44

Top 10 Bhojpuri

Release Date	Movie	# of Screens
19-Feb	BHOJPURIYA RAJA	137
1-Jan	MAIN RANI HIMMATWALI	95
25-Mar	DOODH KA KARZ	89
4-Mar	A BALMA BIHARWALA 2	77
25-Mar	AASHIQ AWARA	71
11-Mar	KHOON KE ILZAAM	58
8-Jan	LOVE AUR RAJNEETI	53
12-Feb	SHIV RAKSHAK	45
11-Mar	REAL INDIAN MOTHER	22
18-Mar	GANGA KE DANGA	10

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

Consolidated Revenue Mix



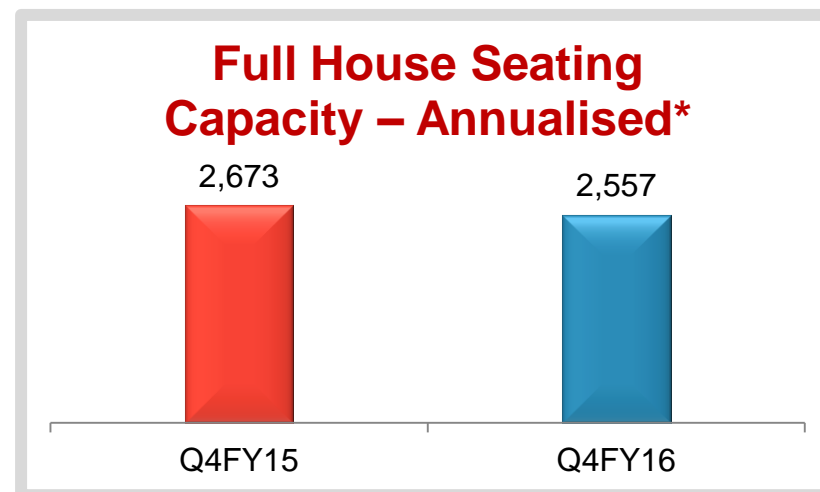
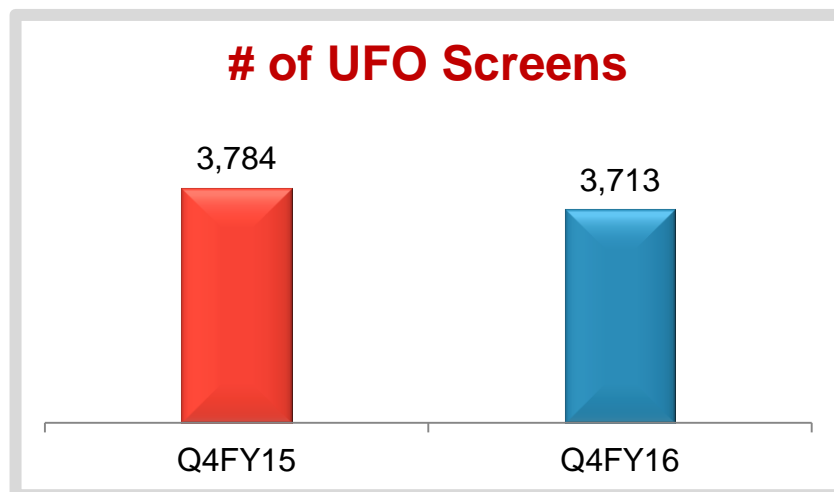
(INR Million)	Q4FY16	Q4FY15	Growth
Advertisement Revenue	466	300	55.1%
Virtual Print Fees - E-Cinema	249	226	10.0%
Virtual Print Fees - D-Cinema	421	369	14.2%
Lease rental income - E-Cinema	104	96	8.3%
Lease rental income - D-Cinema	41	49	-17.0%
Other Operating Revenues	78	50	56.3%
Total Sale of Services	1,359	1,091	24.6%
Total Sales of Products	102	128	-20.3%
Revenue from Operations	1,461	1,219	19.9%

FY16	FY15	Growth
1,578	1,167	35.3%
989	894	10.7%
1,540	1,478	4.2%
396	364	9.0%
159	160	-1.0%
244	184	32.5%
4,907	4,247	15.5%
794	538	47.5%
5,701	4,785	19.1%

In Cinema Advertising Performance

In Cinema Advertisement Operating Parameter

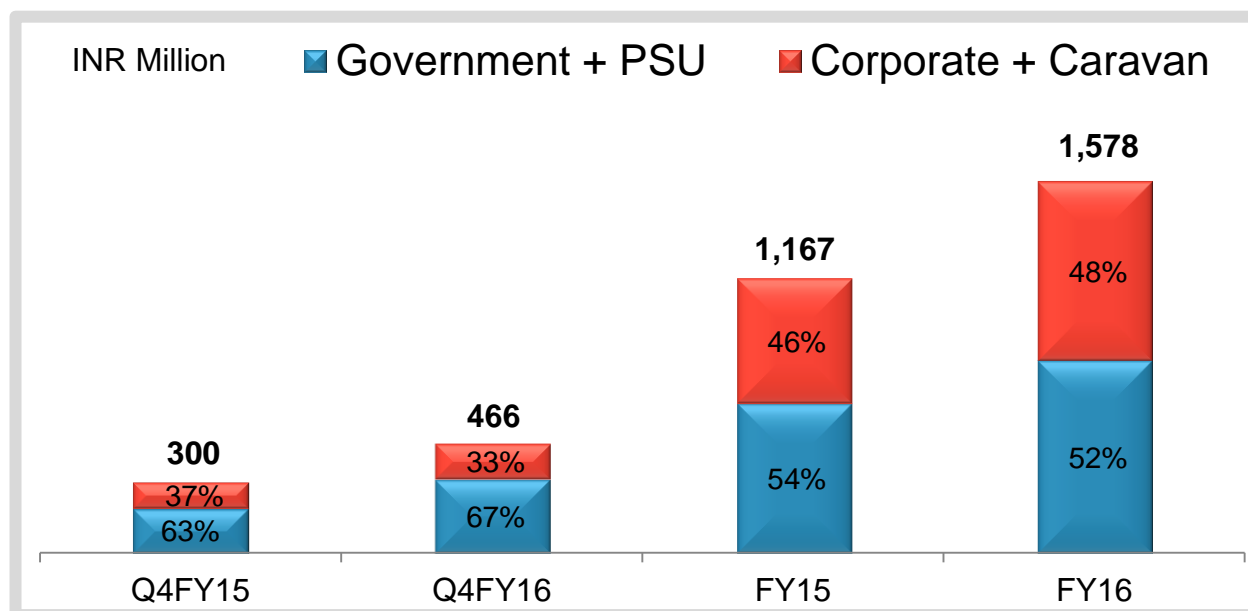
in Million Seats



FY16	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	359	493	498	2,363
*Full House Seating Capacity – Per Show All Screens	93,503	307,607	138,314	1,236,137
Seating Capacity Per Screen Per Show	260	624	278	523
Full House Seating Capacity Annualised (in Million Seats)	135	443	199	1,780

*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



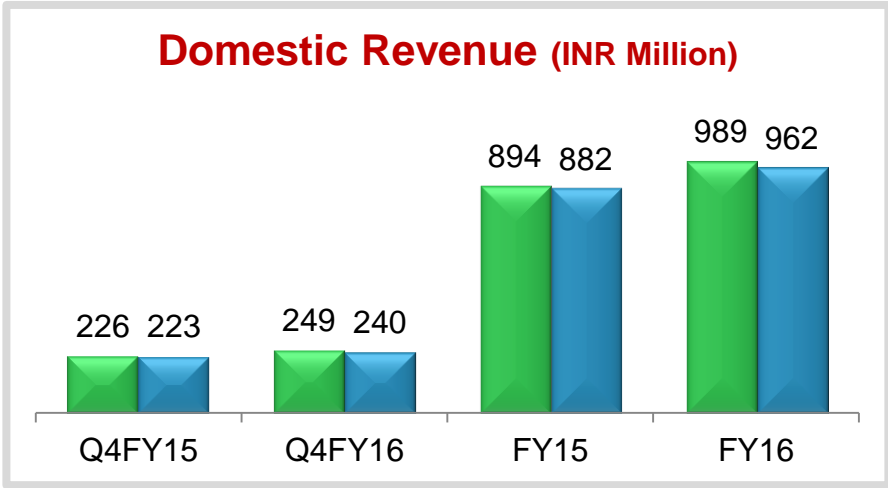
In Cinema Advertisement	Q4FY16	Q4FY15	FY16	FY15
Ad Revenue / Screen for the period (Avg) (Rs.)	121,402	79,466	410,275	316,346
Average # of minutes sold / show / Ad Screen	4.71	3.47	4.15	3.36
# of In Cinema Advertising Clients	913	681	2,556	1,724

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

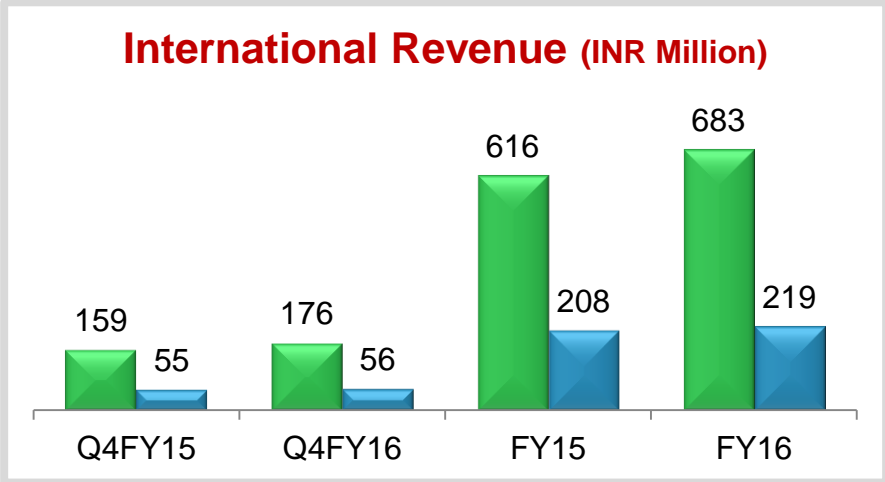
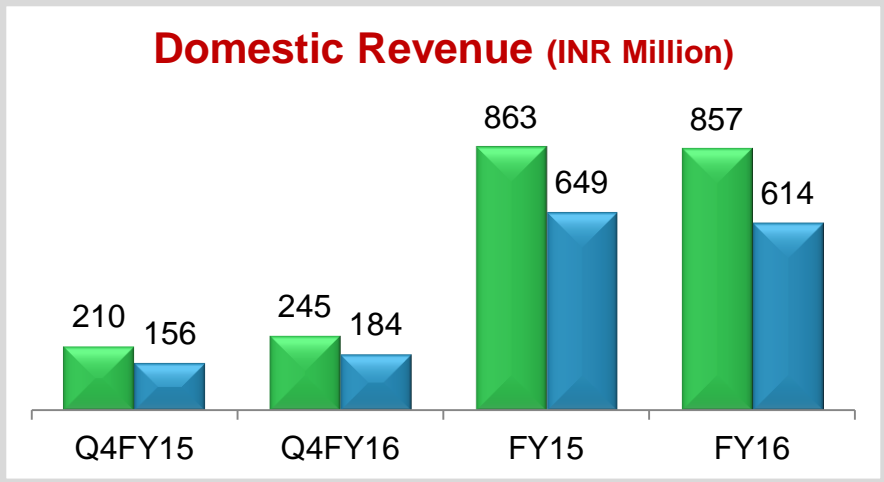
Theatrical Revenues

Theatrical revenues from Distributors

E – Cinema - VPF



D – Cinema - VPF



Domestic revenues include revenues generated from screens in Nepal
 Net Revenue = Gross Revenue less Revenue Share with the Exhibitors

Operating Parameter – VPF Revenue India

# of Screens	Q4FY16	Q4FY15	FY16	FY15
E – Cinema	3,544	3,554	3,544	3,554
D – Cinema	1,490	1,478	1,490	1,478
Total	5,034	5,032	5,034	5,032

of Screens as on March 31, 2016

VPF Revenue / Screen (Average**) (in Rs.)	Q4FY16	Q4FY15	FY16	FY15
E – Cinema Gross	70,252	63,601	278,632	259,171
E – Cinema Net	67,762	62,758	271,195	255,773
D – Cinema Gross	166,470	142,769	577,649	586,961
D – Cinema Net	125,192	105,915	414,019	441,665

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

Operating Parameter – VPF Revenue International

Number of Screens	Q4FY16	Q4FY15	FY16	FY15
Total	881	837	881	837

of Screens as on March 31, 2016

VPF Revenue / Screen (Average**) (in Rs.)	Q4FY16	Q4FY15	FY16	FY15
D – Cinema Gross	198,492	189,652	795,360	750,764
D – Cinema Net	63,417	65,340	254,735	253,116

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

91 Caravans were operational during the quarter in 91 Districts in 6 States

Capex towards Caravan Talkies expansion stood at Rs. 178 million in FY16

Caravan revenues gradually gaining momentum

- Advertisement revenues during FY16 stood at Rs. 40.4 million

Outlook

- Caravan Talkies is expected to cash breakeven in H2FY17

Financial Performance

Consolidated Results



(INR Million)	Q4FY16	Q4FY15	Growth	FY16	FY15	Growth
Revenue from Operations	1,461	1,219	19.9%	5,701	4,785	19.1%
Other Income	6	2	165.9%	20	8	143.7%
Total Revenue	1,467	1,221	20.1%	5,721	4,793	19.4%
Total Expenses	936	823	13.7%	3,873	3,185	21.6%
EBITDA	531	398	33.4%	1,848	1,608	14.9%
Depreciation and Amortisation	191	200	-4.5%	774	769	0.6%
EBIT	340	198	71.9%	1,074	839	28.0%
Finance Cost	31	45	-30.1%	140	201	-30.2%
Finance Income	13	14	-8.8%	47	50	-7.1%
PBT	322	167	92.1%	981	688	42.5%
Tax Expenses*	134	52	155.2%	346	179	92.6%
PAT	188	115	63.2%	635	509	24.7%
Profit from Associates	12	7	79.2%	39	18	109.4%
Minority Interest	23	2	1062.0%	39	39	0.0%
PAT, Profit from Associates & Minority Interest	177	120	48.4%	635	488	30.0%
Basic EPS	6.56	4.31	52.2%	24.22	17.65	37.2%

*Tax expense includes Rs. 33 million which is tax paid by Company's subsidiaries on the Inter-Company divided income they received from UFO's other subsidiary. As such the normal ETR attributed to the Groups business operations should have been 31.91% compared to the reported 35.27%.

Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q4FY16	Q4FY15	FY16	FY15
1) Total Operating Direct Cost	36.7%	42.2%	42.4%	40.0%
Key Operating Direct Cost Components				
<i>i) Advertisement revenue share payment</i>	<u>8.7%</u>	<u>8.7%</u>	<u>8.2%</u>	<u>8.2%</u>
<i>ii) VPF D-Cinema share payment to D-Cinema Exhibitors</i>	<u>12.9%</u>	<u>13.2%</u>	<u>12.8%</u>	<u>13.2%</u>
<i>iii) Purchase of Equipment, Lamps and Spares</i>	<u>5.2%</u>	<u>8.5%</u>	<u>11.4%</u>	<u>9.1%</u>
2) Employee Benefit Expenses	12.8%	11.6%	12.0%	11.9%
3) Other Expenses (SG&A)	14.3%	13.6%	13.3%	14.5%
Total Expenses	63.8%	67.4%	67.7%	66.4%
EBITDA Margin	36.2%	32.6%	32.3%	33.6%

*EBITDA Margin excluding VDSPL in FY16 is 33.8%

Consolidated Balance Sheet



Equity and Liability (INR Million)	31-Mar-16	31-Mar-15	Assets (INR Million)	31-Mar-16	31-Mar-15
Shareholder's Funds			Non-Current Assets		
Equity Share Capital	275	259	Fixed Assets	2,991	3,159
Reserves and Surplus	4,890	4,274	Goodwill on Consolidation	1,721	1,683
Total of Shareholder's Funds	5,165	4,533	Non-Current Investments	80	61
Minority Interest	106	73	Deferred Tax Assets (Net)	275	193
			Long-Term Loans and Advances	406	405
Non-Current Liabilities			Other Non-Current Assets	76	122
Long-Term Borrowings	436	560	Total Non-Current Assets	5,549	5,623
Other Long-Term Liabilities	486	564	Current Assets		
Long-Term Provisions	8	8	Current Investments	281	67
Total Non-Current Liabilities	930	1,132	Inventories	115	110
Current Liabilities			Trade Receivable	1,515	1,053
Short-Term Borrowings	108	94	Cash and Cash Equivalents	667	577
Trade Payables	901	657	Short-Term Loans and Advances	290	121
Other Current Liabilities	1,127	1,196	Other Current Assets	67	178
Short-Term Provisions	145	44	Total Current Assets	2,935	2,106
Total Current Liabilities	2,283	1,991	Total Assets	8,484	7,729
Total Equity and Liability	8,484	7,729			

Core Business Financial Performance



Reconciliation to EBITDA excluding VDSPL**

(INR Million)	Q4FY16	Q4FY15	Growth	FY16	FY15	Growth
Reported EBITDA	531	398	33.4%	1,848	1,608	14.9%
<i>Margin</i>	36.2%	32.6%		32.3%	33.6%	
Adding VDSPL losses	28	5		70	5	
EBITDA excluding VDSPL	559	402	39.0%	1,918	1,613	19.0%
<i>Margin</i>	38.5%	33.2%		33.8%	33.7%	

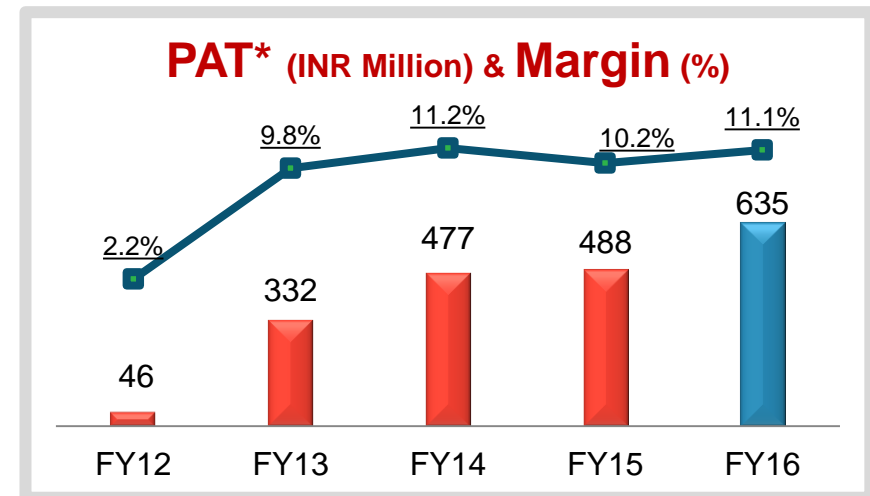
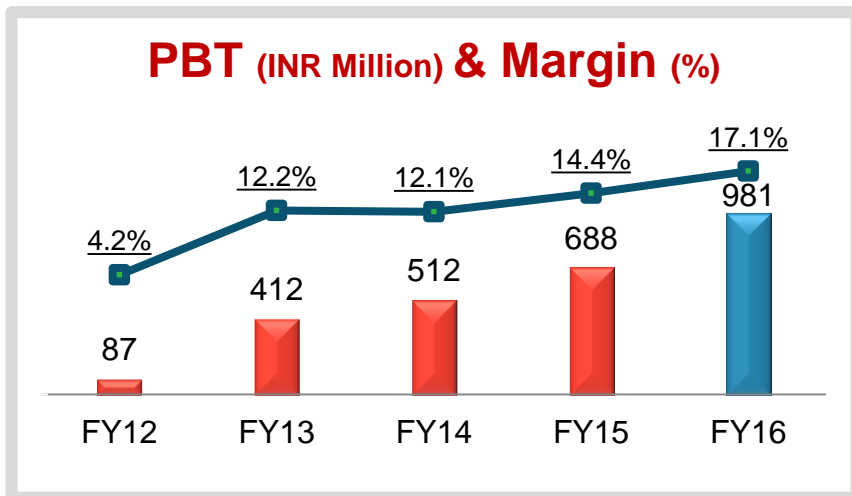
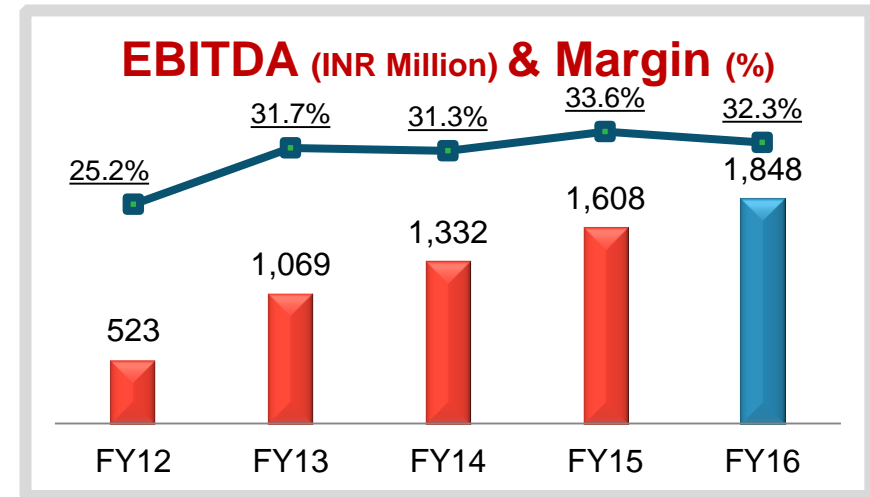
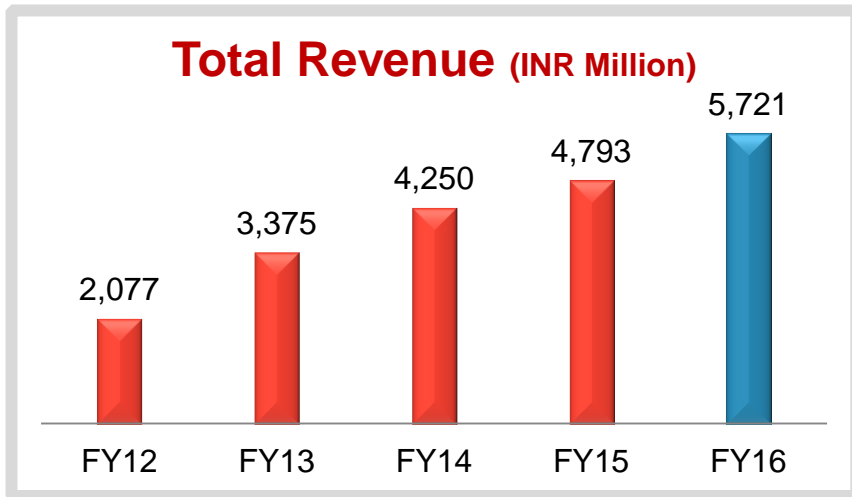
Reconciliation to PAT excluding VDSPL**

(INR Million)	Q4FY16	Q4FY15	Growth	FY16	FY15	Growth
Reported PAT*	177	120	48.4%	635	488	30.0%
<i>Margin</i>	12.1%	9.8%		11.1%	10.2%	
Adding VDSPL losses	38	5		101	5	
PAT excluding VDSPL	216	125	72.6%	736	494	49.1%
<i>Margin</i>	14.9%	10.3%		13.0%	10.3%	

*PAT after Minority Interest

** VDSPL includes Caravan Talkies and Club Cinema businesses

Financial Highlights – 5 Years



*PAT after Minority Interest

Advertisement Revenue – 5 Years

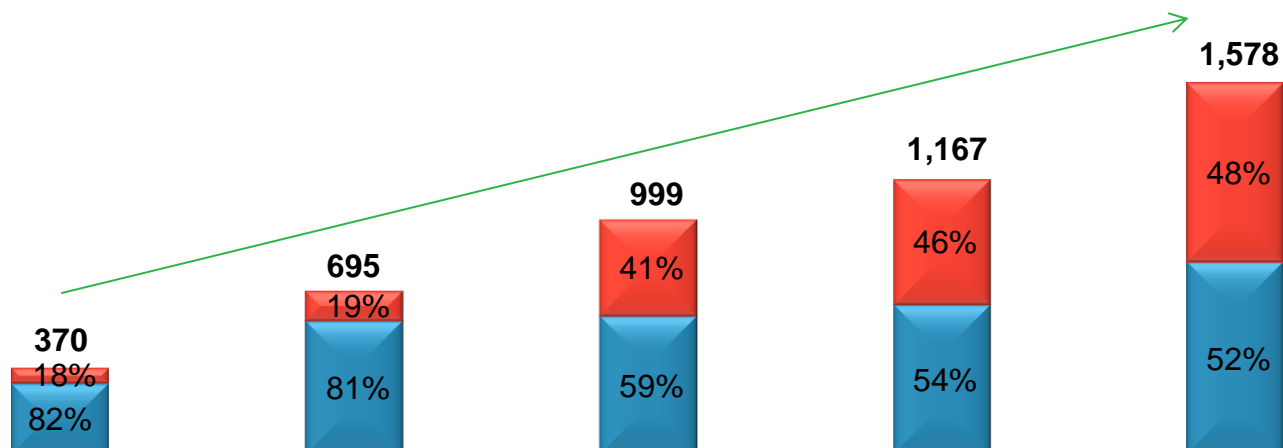


INR Million

■ Government + PSU

■ Corporate + Retail + Caravan

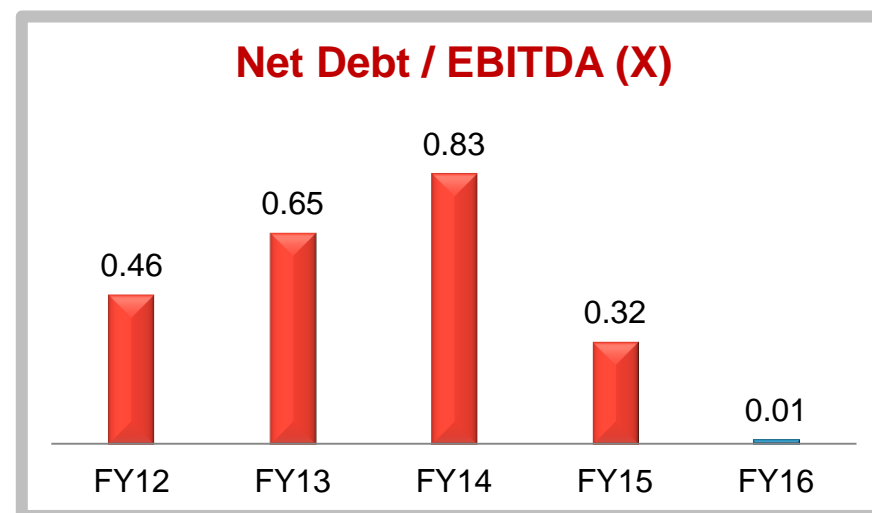
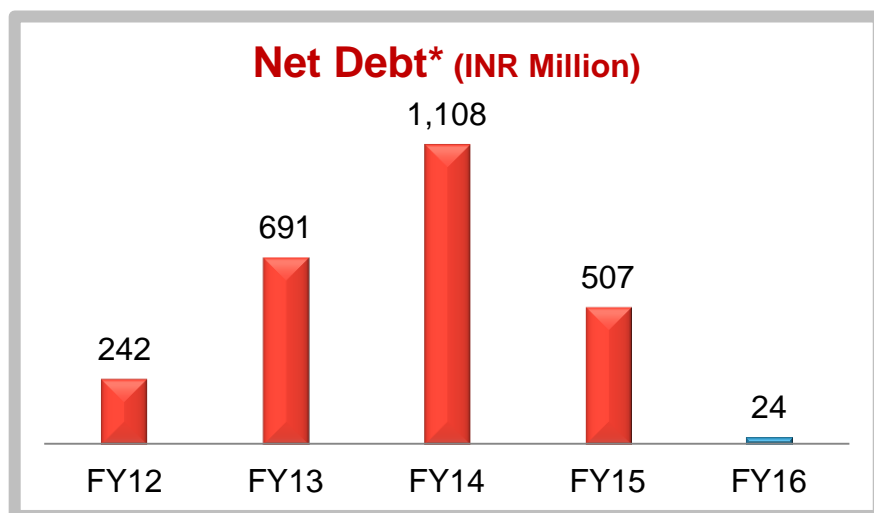
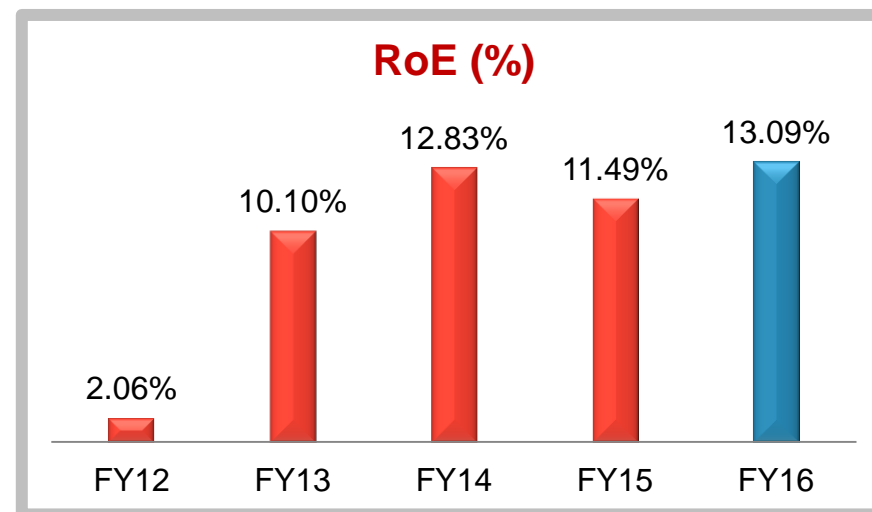
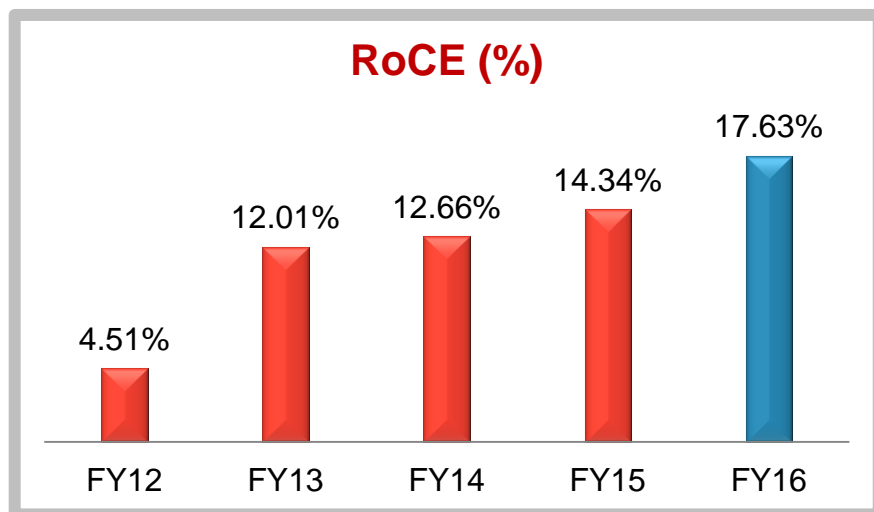
**FY12 – FY16
Revenue CAGR 44%**



	FY12	FY13	FY14	FY15	FY16
# of Screens with Ad Rights	2,647	3,071	3,592	3,784	3,713
Annual Ad Revenue / Screen (Avg) (INR)	159,089	243,081	299,711	316,346	410,275
# of minutes sold / show / Ad Screen	1.66	2.46	3.25	3.36	4.15

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

Key Financial Parameters



*Net Debt = Total Debt less Cash and Cash Equivalents

RoCE = EBIT/Average (Networth + Long Term Debt + Short Term Debt + Current Maturing Long Term Debt + Minority Interest)

RoE = PAT after Minority Interest / Average Network

Shareholding

(% of Total # of shares)	March 31, 2016
Promoters	28.97%
Foreign Venture Capital Investors	19.10%
FII	6.87%
DII	15.52%
Corporate Bodies	6.10%
Foreign Bodies	10.83%
Others	12.61%
Total # of Shares	27,499,376

Marquee Institutional Investors*

SBI Mutual Fund
Reliance Capital Asset Management
Wellington International Management
Max Life Insurance
Grandeur Peak Global Advisors
Nomura Singapore
DSP Blackrock
Bharti Axa Life Insurance

* As on May 20, 2016

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, 2016, UFO's global network, along with subsidiaries and associates, spans 6,689 screens worldwide, including 5,034 screens across India and 1,655 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 3,713 screens, with an aggregate seating capacity of approximately 1.78 million viewers and a reach of 1,904 locations across India, as on March 31, 2016. 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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