

Date: February 12, 2018

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BSE Scrip Code: **539141**

NSE Symbol: **UFO**

Dear Sir / Ma'am,

**Sub: Investor & Analyst Presentation - Q3&9MFY18 Results**

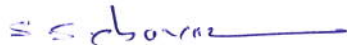
Pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirement) Regulation, 2015, we enclosed herewith a copy of the presentation to be made to Investors and Analysts on Q3&9MFY18 Results of the Company.

We request you to take note of the same.

Thanking you.

Yours' faithfully,

For **UFO Moviez India Limited**

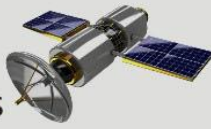


**Sameer Chavan**  
**Company Secretary**  
M. No.: F7211

Encl: a/a

**Captive audience, customized content & audited displays**

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



# Q3&9MFY18 Results Presentation

February 12, 2018



**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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The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation. The like-to-like financials for the corresponding quarter / period has been restated accordingly.

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

### Indian Film Industry's Largest Content Distribution Highway

**5,314\***  
Digital Screens in India

**~2.14 million**  
Seating capacity per show

Digitally Delivered **480** Movies  
for **1,135** Distributors in Q3FY18

Across **1,391** Cities & Towns

### India's Largest In-cinema High Impact Advertising Platform

**3,943**  
In Cinema Advertising Screens

with an average weekly seating capacity of  
**~50 million**

**1,134** Advertisers in Q3FY18

Across **1,384** Cities & Towns

Data as on December 31, 2017

\* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 123 screens in Nepal



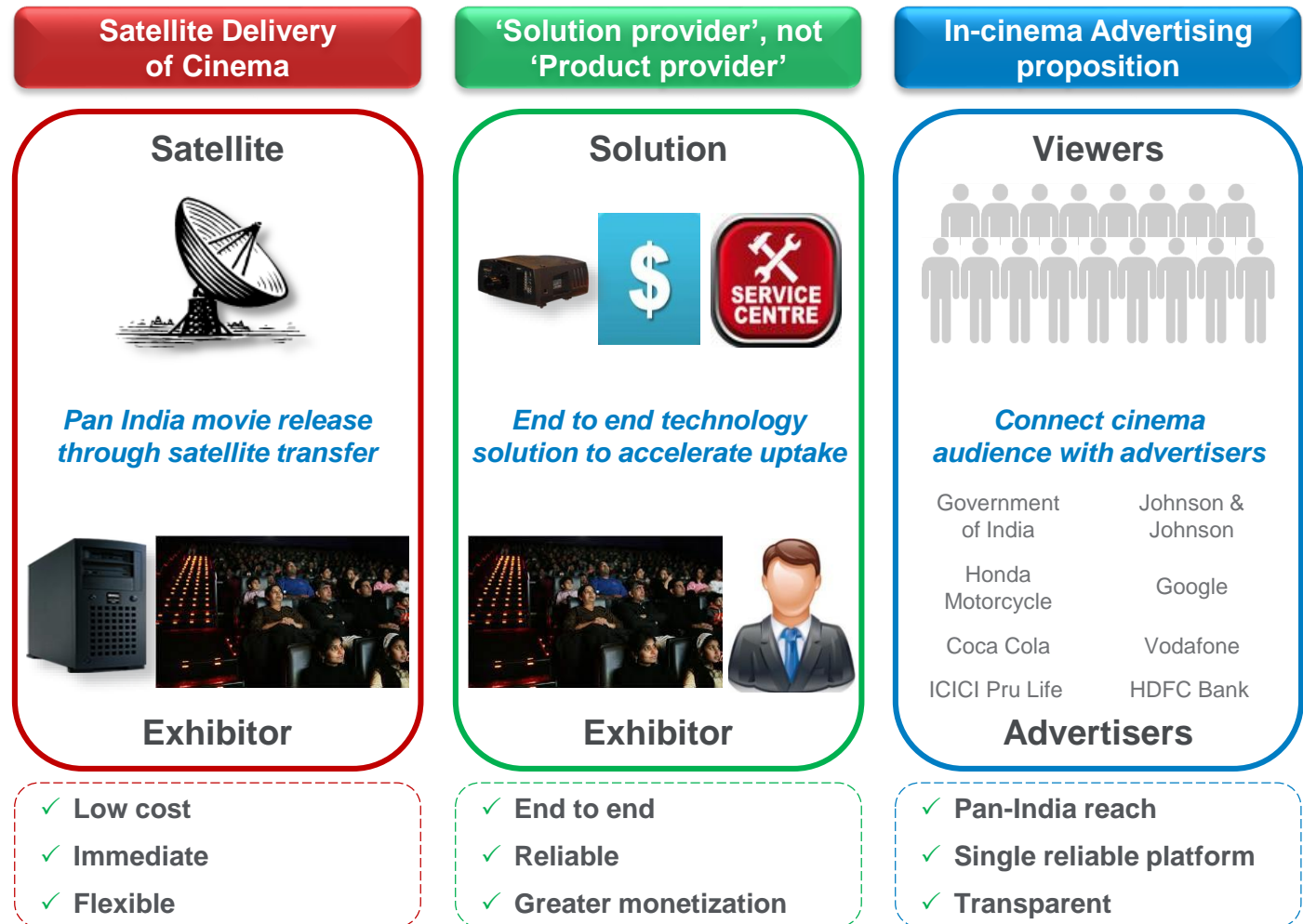
# UFO's Innovative Solution for Analog Cinema Market

## Analog Cinema Era beset with Issues...



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

## ... UFO's Innovative Solution



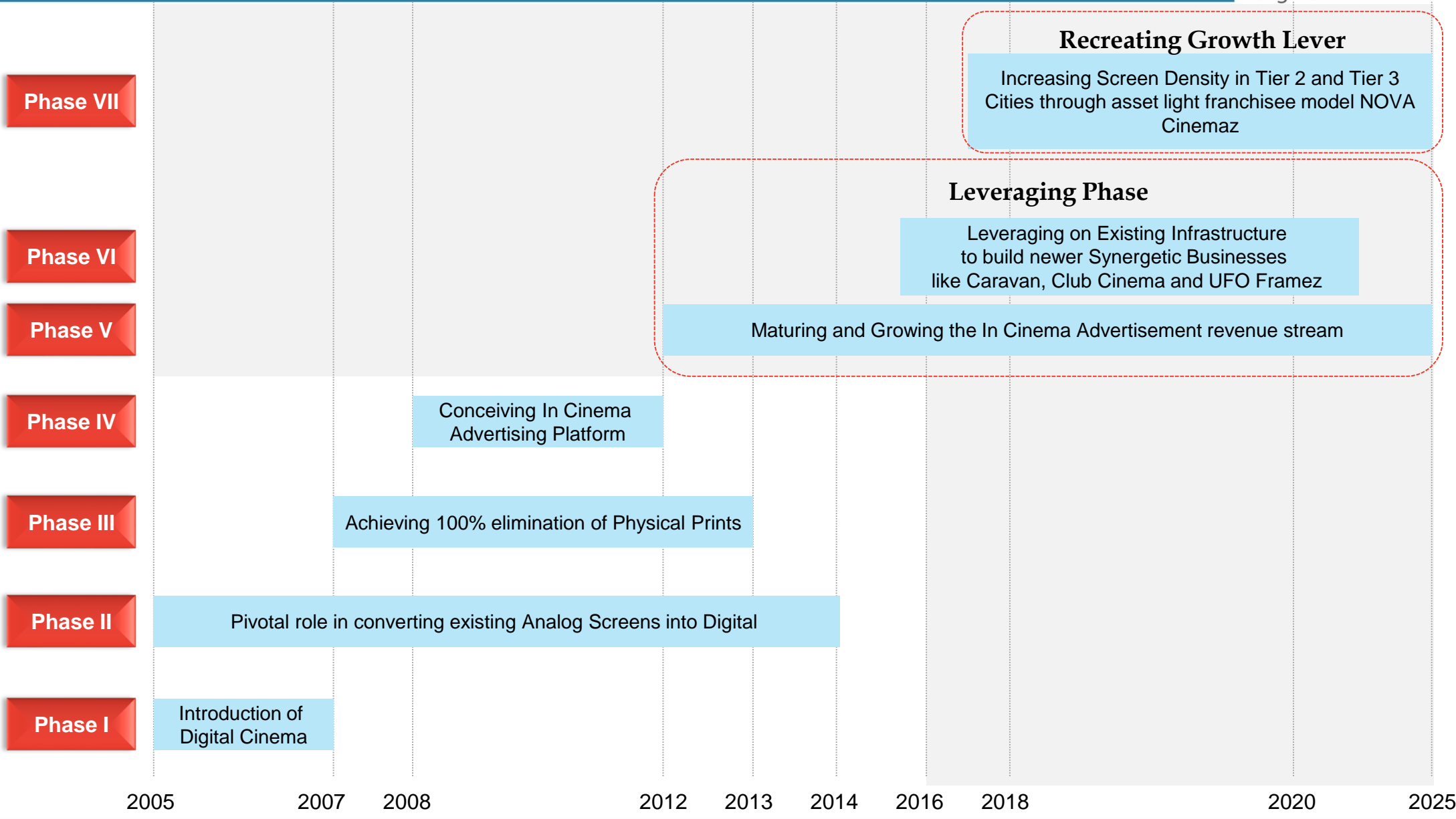
# Philosophy – Value Creation Across the Value Chain



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"> <li>• Enable digitization of screens                             <ul style="list-style-type: none"> <li>– Provides installation, investment and maintenance services for digital cinema systems</li> <li>– Receive fresh / “first-day first-show” content</li> <li>– Access to almost all films released historically</li> </ul> </li> <li>• Effectively monetize ad inventory</li> </ul>	<ul style="list-style-type: none"> <li>• Content variety clubbed with high quality viewing experience</li> <li>• Higher theatrical revenues given day and date release</li> <li>• Operational flexibility &amp; simplicity</li> <li>• Ad revenue upside</li> </ul>
Content Owner / Distributor	<ul style="list-style-type: none"> <li>• Pan-India release</li> <li>• Fully secure, encrypted signal</li> <li>• Pay per show model</li> <li>• Low cost distribution even for under-served smaller markets</li> </ul>	<ul style="list-style-type: none"> <li>• Increased box office revenues</li> <li>• Reduced piracy</li> <li>• Reduced distribution costs</li> </ul>
Advertisers	<ul style="list-style-type: none"> <li>• Aggregate ad inventory in 3,943 screens (including 334 D-Cinema screens); seating capacity of ~1.77 Mn viewers per show across India as on December 31, 2017</li> <li>• Centralized scheduling</li> <li>• Flexible and customizable ad platform</li> </ul>	<ul style="list-style-type: none"> <li>• Growing usage by advertisers                             <ul style="list-style-type: none"> <li>– Targeted advertising</li> <li>– High impact medium</li> <li>– Transparency</li> <li>– Multi-language flexibility</li> </ul> </li> </ul>

# 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

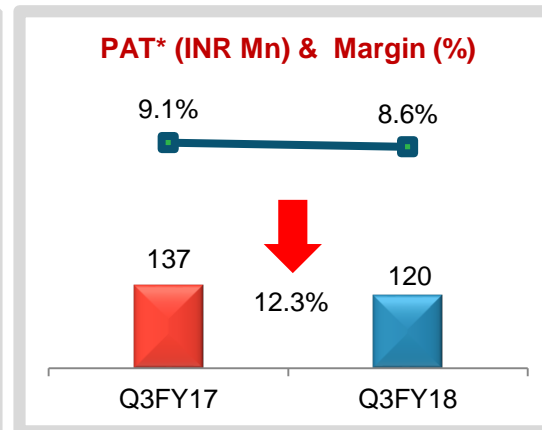
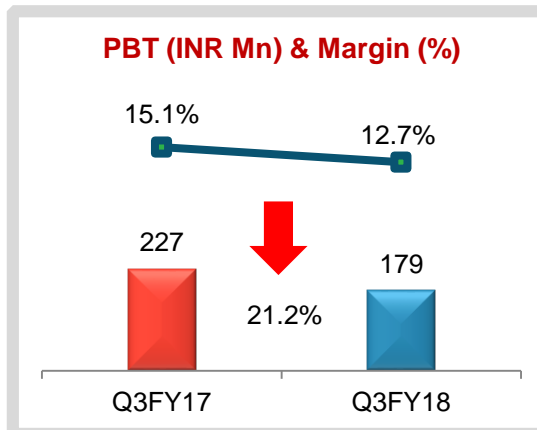
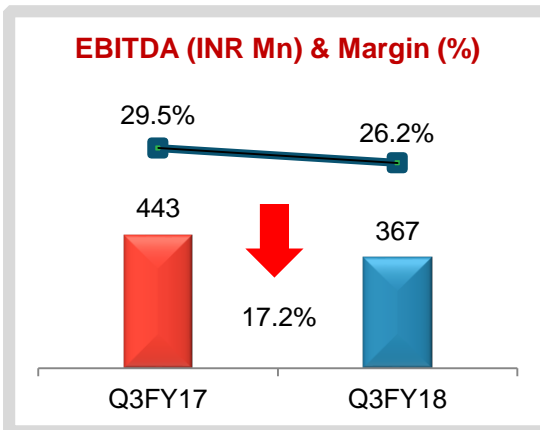
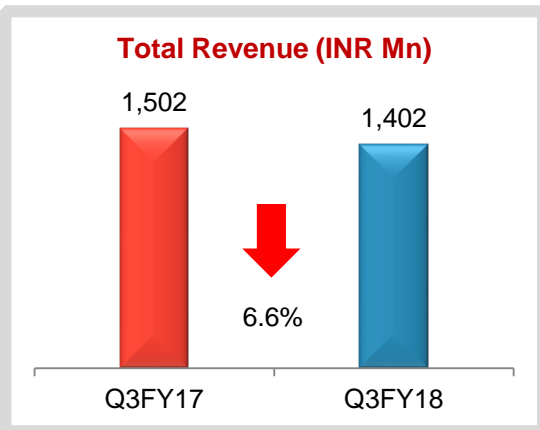
Intent to distribute  $\geq 25\%$  of PAT annually.



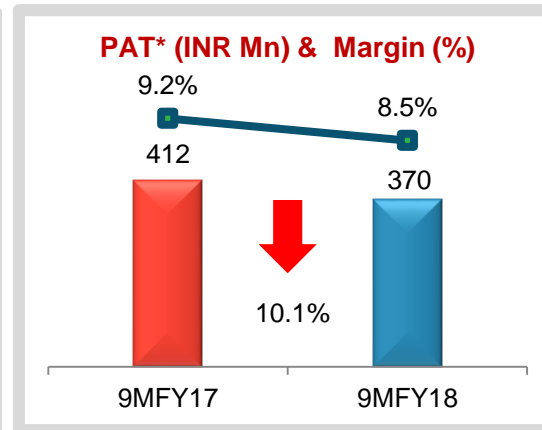
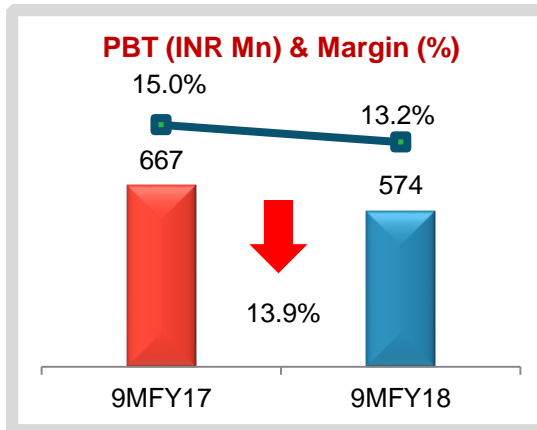
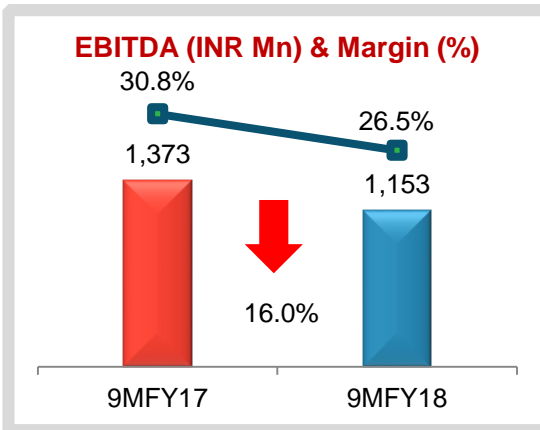
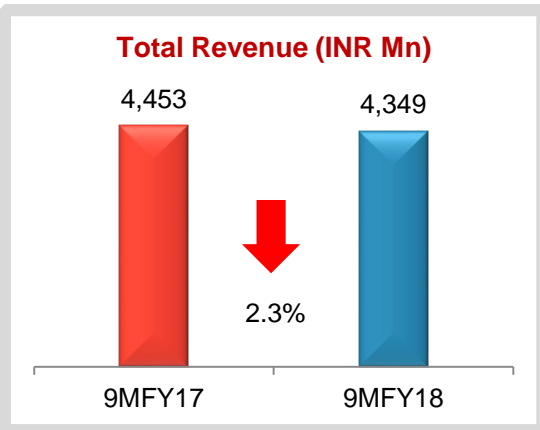
# Financial and Operating Highlights

# Consolidated Financial Highlights

## Q3FY18 YoY Comparison



## 9MFY18 YoY Comparison



Q3FY18 EBITDA was impacted by expenses of INR 14 Mn related to Scheme of Arrangement and Amalgamation between UFO and Qube

\*PAT after Minority Interest

# Driving Wide Spread Release of Movies on UFO Network



## Top 10 Hindi

Release Date	Movie	# of Screens
22-Dec	TIGER ZINDA HAI	2,947
20-Oct	GOLMAAL AGAIN	2,820
20-Oct	SECRET SUPERSTAR	2,025
8-Dec	FUKREY RETURNS	2,021
17-Nov	AKSAR 2	1,617
1-Dec	FIRANGI	1,580
24-Nov	DEEPAK SHIVDASANI'S JULIE - 2	1,448
17-Nov	TUMHARI SULU	1,445
6-Oct	CHEF	1,397
3-Nov	ITTEFAQ	1,374

## Top 10 Telugu

Release Date	Movie	# of Screens
20-Oct	RAJA THE GREAT (WELCOME TO MY WORLD)	651
13-Oct	RAJU GARI GADHI 2	627
22-Dec	M.C.A (MIDDLE CLASS ABBAYI)	535
1-Dec	JAWAAN (INTIKOKKADU)	494
1-Dec	OXYGEN	479
27-Oct	VUNNADHI OKATE ZINDAGI	460
10-Nov	ADIRINDHI	399
22-Dec	HELLO	372
17-Nov	KHAKEE (THE POWER OF POLICE)	349
3-Nov	PSV GARUDA VEGA (126.18M)	345

## Top 10 Tamil

Release Date	Movie	# of Screens
20-Oct	MERSAL	625
17-Nov	THEERAN ADHIGAARAM ONDRU	325
22-Dec	VELAIKKARAN	279
8-Dec	RICHIE	226
1-Dec	ANNADURAI	193
10-Nov	ARAM	192
3-Nov	AVAL	191
1-Dec	THIRUTTUPPAYALE-2	181
8-Dec	KODIVEERAN	170
10-Nov	IPPADAI VELLUM	128

## Top 10 Marathi

Release Date	Movie	# of Screens
27-Oct	FASTER FENE	479
17-Nov	HAMPI	293
17-Nov	DASHAKRIYA	240
24-Nov	EK MARATHA LAKH MARATHA	209
10-Nov	CHHAND PRITICHA	188
8-Dec	DHINGANA	184
22-Dec	DEVA EK ATRANGI	184
15-Dec	GHAT	162
6-Oct	HALAL	158
6-Oct	LADEN AALA RE AALA	102

# 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 Malayalam

Release Date	Movie	# of Screens
27-Oct	VILLAIN	300
6-Oct	SOLO	246
17-Nov	PUNYALAN PRIVATE LIMITED	205
22-Dec	MASTER PIECE	168
3-Nov	GOODALOCHANA	133
13-Oct	LAVA KUSHA	118
24-Nov	PAIPPIN CHUVATTILE PRANAYAM	115
22-Dec	VIMANAM	109
22-Dec	AADU 2	94
22-Dec	MAYAANADHI	93

## Top 10 Gujarati

Release Date	Movie	# of Screens
17-Nov	LOVE NI BHAVAI	253
27-Oct	BEST OF LUCK LAALU	188
10-Nov	LOVE YOU YAAR	70
24-Nov	THE END	70
13-Oct	JAG JITE NAHI NE HAIYU HARE NAHI	64
3-Nov	HU TARA ISHQ MA	61
10-Nov	BHANWAR	59
20-Oct	BEWafa SANAM TARI BOV MEHERBAANI	46
20-Oct	BEEP BEEP BEEP LAGI GAYA	41
27-Oct	GUJARAT TO MUMBAI (THE JOURNEY STARTS)	36

## Top 10 Kannada

Release Date	Movie	# of Screens
22-Dec	ANJANIPUTRA	231
1-Dec	MUFTI	229
20-Oct	SATHYAHARISHCHANDRA	180
27-Oct	TIGER GALLI	170
17-Nov	UPENDRA MATTE BAA	153
10-Nov	COLLEGE KUMAR	152
24-Nov	UPPU HULI KHARA	148
13-Oct	KARIYA 2	128
3-Nov	JAALI BAARU MATTU POLI HUDUGARU	111
24-Nov	ATHIRATHA	108

## Top 10 Bhojpuri

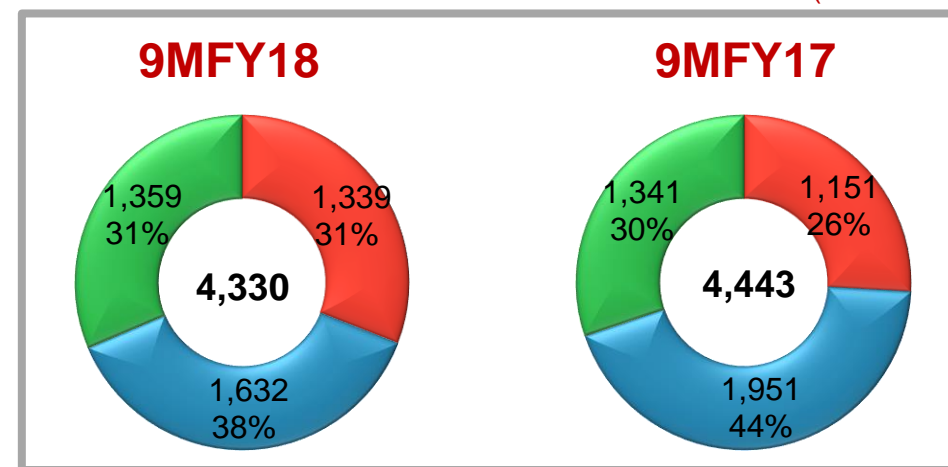
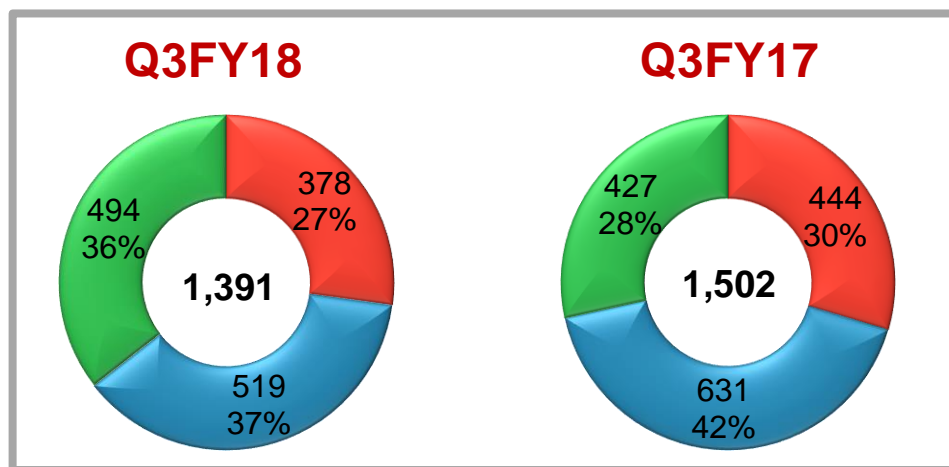
Release Date	Movie	# of Screens
20-Oct	KAASHI AMARNATH	181
20-Oct	MAI SEHRA BANDH KE AAUNGA	169
27-Oct	PAWAN RAJA	139
13-Oct	YODDHA ARJUN PANDIT	136
27-Oct	MUQADDAR	136
1-Dec	SAIYAN SUPERSTAR	121
13-Oct	BAAP RE BAAP	113
17-Nov	RANGEELA	92
24-Nov	GUNDEY HAIN HUM	74
17-Nov	RABBA ISHQ NA HOVE	54

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

# Consolidated Revenue Mix



digital cinema  
(INR Million)



Advertisement Revenue

Distributor Revenue

Exhibitor Revenue

(INR Mn)	Q3FY18	Q3FY17	Growth
Advertisement Revenue	494	427	15.8%
Virtual Print Fees - E-Cinema	269	261	3.2%
Virtual Print Fees - D-Cinema	234	355	-34.0%
Lease rental income - E-Cinema	141	120	16.9%
Lease rental income - D-Cinema	28	32	-12.1%
Other Operating Revenues	54	115	-53.5%
<b>Total Sale of Services</b>	<b>1,220</b>	<b>1,310</b>	<b>-6.9%</b>
<b>Total Sales of Products</b>	<b>171</b>	<b>192</b>	<b>-11.1%</b>
<b>Revenue from Operations</b>	<b>1,391</b>	<b>1,502</b>	<b>-7.4%</b>

	9MFY18	9MFY17	Growth
Advertisement Revenue	1,359	1,341	1.4%
Virtual Print Fees - E-Cinema	808	784	3.1%
Virtual Print Fees - D-Cinema	780	1,122	-30.5%
Lease rental income - E-Cinema	406	357	13.8%
Lease rental income - D-Cinema	87	110	-20.6%
Other Operating Revenues	184	201	-8.6%
<b>Total Sale of Services</b>	<b>3,624</b>	<b>3,915</b>	<b>-7.4%</b>
<b>Total Sales of Products</b>	<b>706</b>	<b>528</b>	<b>33.6%</b>
<b>Revenue from Operations</b>	<b>4,330</b>	<b>4,443</b>	<b>-2.5%</b>

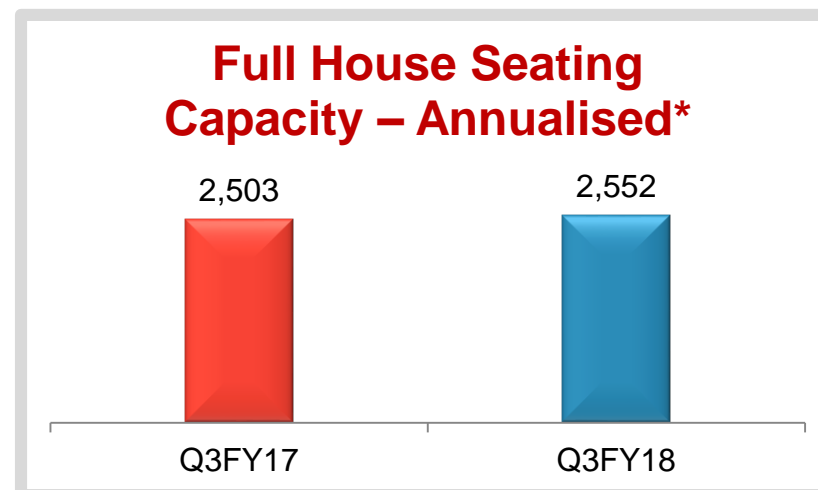
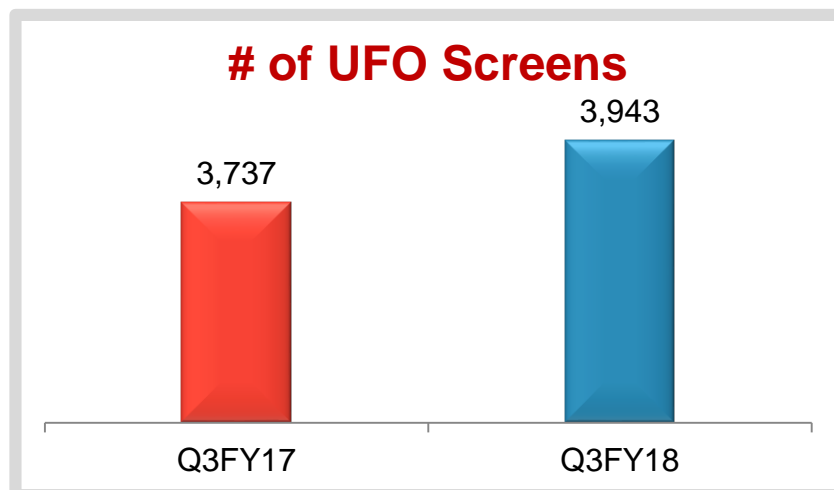
Note: Excludes Other Income



# In Cinema Advertising Performance

# In Cinema Advertisement Operating Parameter

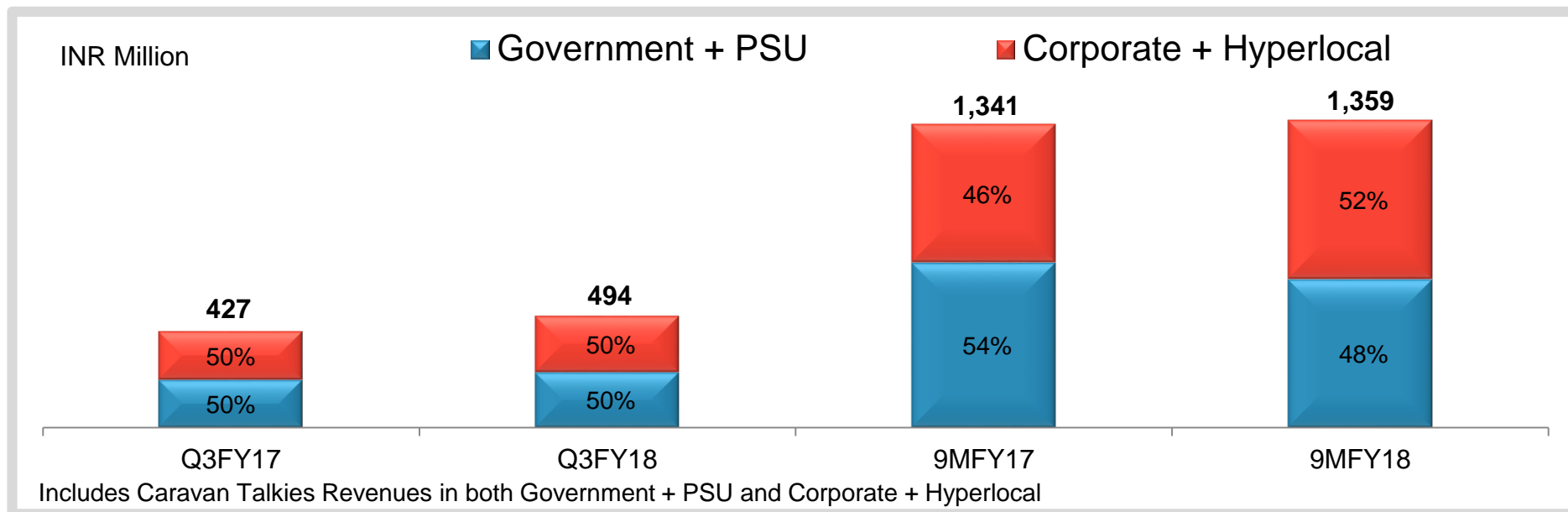
in Mn Seats



Q3FY18	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	473	516	679	2,275
Full House Seating Capacity – Per Show All Screens	117,436	308,095	177,916	1,168,478
Seating Capacity Per Screen Per Show	248	597	262	514
*Full House Seating Capacity Annualised (in Mn Seats)	169	444	256	1,683

\*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	Q3FY18	Q3FY17	9MFY18	9MFY17
Ad Revenue / Screen for the period (Avg) (Rs.)	117,988	111,770	335,023	354,474
Average # of minutes sold / show / Ad Screen	4.54	3.88	4.36	4.32
# of In Cinema Advertising Clients	1,134	1,090	2,331	2,442

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

# Repositioned and Retooled Caravan Talkies for Growth



## Caravan Offering in 2016

- Conventional branding media for media dark market



## Caravan 'Now'

- 360 degree activation
- Brand experience solution
  - Sunset movie screening for footfalls
  - + Customer Research
  - + Brand Activation

### Impact

#### Increased Scale of Operations

#### More Brands

#### Improvement in Financial Performance

- Operated peak of 41 Vans during the quarter
- States Covered in 9MFY18: Andhra Pradesh, Bihar, Gujarat Haryana, Maharashtra, Madhya Pradesh, Orissa, Rajasthan, Uttar Pradesh & West Bengal



#### Higher Realization Per Van

#### VDSPL's Financial Snapshot:

(INR Mn)	9MFY18	9MFY17	Growth
Revenue	85	32	166.5%
EBITDA	(25)	(69)	NA
PAT	(94)	(134)	NA

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

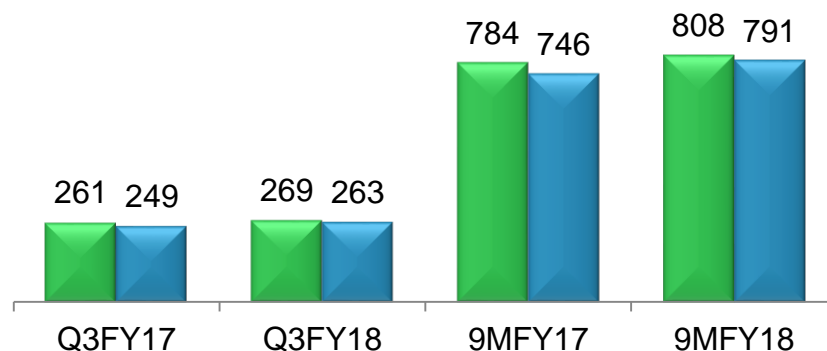
# Theatrical Revenues



# Theatrical revenues from Distributors

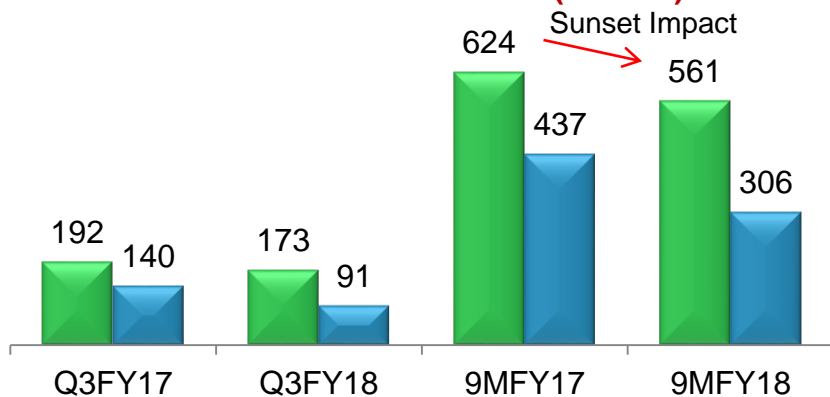
## E – Cinema - VPF

**Domestic Revenue (INR Mn)**

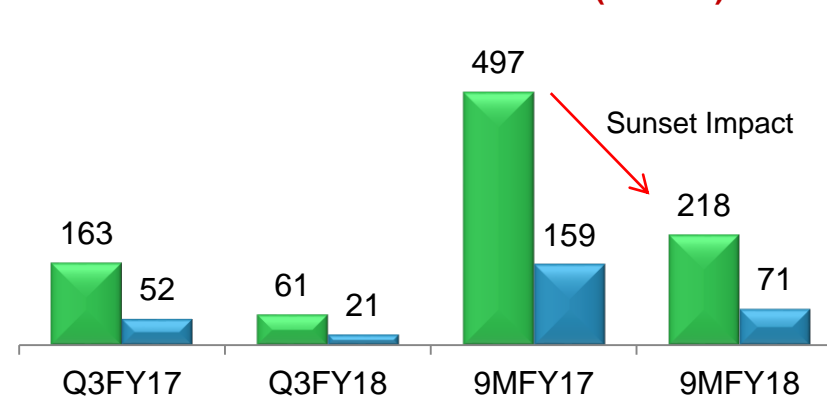


## D – Cinema - VPF

**Domestic Revenue (INR Mn)**



**International Revenue (INR Mn)**



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

# Operating Parameter – VPF Revenue India

<b># of Screens*</b>	<b>Q3FY18</b>	<b>Q3FY17</b>	<b>9MFY18</b>	<b>9MFY17</b>
E – Cinema	3,732	3,531	3,732	3,531
D – Cinema	1,582	1,521	1,582	1,521
Total	5,314	5,052	5,314	5,052

# of Screens as on December 31, 2017

<b>VPF Revenue / Screen (Average**) (in Rs.)</b>	<b>Q3FY18</b>	<b>Q3FY17</b>	<b>9MFY18</b>	<b>9MFY17</b>
E – Cinema Gross	71,339	73,732	222,357	221,559
E – Cinema Net	69,654	70,251	217,517	210,975
D – Cinema Gross	109,910	126,929	356,489	414,692
D – Cinema Net	58,070	92,463	194,511	290,309

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

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

# Operating Parameter – VPF Revenue International

<b>Number of Screens</b>	<b>Q3FY18*</b>	<b>Q3FY17</b>	<b>9MFY18*</b>	<b>9MFY17</b>
Total	416	902	416	902

# of Screens as on December 31, 2017

<b>VPF Revenue / Screen (Average**) (in Rs.)</b>	<b>Q3FY18</b>	<b>Q3FY17</b>	<b>9MFY18</b>	<b>9MFY17</b>
D – Cinema Gross	99,618	180,300	353,390	557,971
D – Cinema Net	34,742	57,245	115,304	178,574

\*Total # of VPF Generating Screens only in Middle East and Israel

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

# Financial Performance

# Consolidated P&L Statement (Ind AS)



<b>(INR Mn)</b>	<b>Q3FY18</b>	<b>Q3FY17</b>	<b>Growth</b>	<b>9MFY18</b>	<b>9MFY17</b>	<b>Growth</b>
Revenue from Operations	1,390	1,502	-7.4%	4,330	4,443	-2.5%
Other Income	12	-	NA	19	10	87.9%
<b>Total Revenue</b>	<b>1,402</b>	<b>1,502</b>	<b>-6.6%</b>	<b>4,349</b>	<b>4,453</b>	<b>-2.3%</b>
<b>Total Expenses</b>	<b>1,035</b>	<b>1,059</b>	<b>-2.3%</b>	<b>3,196</b>	<b>3,080</b>	<b>3.8%</b>
<b>EBITDA</b>	<b>367</b>	<b>443</b>	<b>-17.2%</b>	<b>1,153</b>	<b>1,373</b>	<b>-16.0%</b>
Depreciation and Amortisation	200	211	-5.0%	609	708	-14.0%
<b>EBIT</b>	<b>167</b>	<b>232</b>	<b>-28.2%</b>	<b>544</b>	<b>665</b>	<b>-18.1%</b>
Finance Cost	24	34	-28.7%	75	107	-30.4%
Finance Income	12	17	-26.7%	54	63	-14.4%
Profit from Associates	24	12	102.3%	51	46	9.3%
<b>PBT</b>	<b>179</b>	<b>227</b>	<b>-21.2%</b>	<b>574</b>	<b>667</b>	<b>-13.9%</b>
Tax	65	89	-27.1%	218	263	-17.1%
<b>PAT</b>	<b>114</b>	<b>138</b>	<b>-17.4%</b>	<b>356</b>	<b>404</b>	<b>-11.8%</b>
Minority Interest	(6)	1	-869.8%	(14)	(8)	77.4%
<b>PAT after Minority Interest*</b>	<b>120</b>	<b>137</b>	<b>-12.3%</b>	<b>370</b>	<b>412</b>	<b>-10.1%</b>
<b>Basic EPS</b>	<b>4.32</b>	<b>4.95</b>	<b>-12.7%</b>	<b>13.38</b>	<b>14.92</b>	<b>-10.3%</b>

**Q3FY18 EBITDA was impacted by expenses of INR 14 Mn related to Scheme of Arrangement and Amalgamation between UFO and Qube**

\*The Company has adopted Ind-AS reporting Q1FY18 onwards. The like-to-like financials for the corresponding quarter / period has been restated accordingly. PAT after Minority Interest excludes Other Comprehensive income (OCI)



# Consolidated Expenditure Analysis (Ind AS)

<b>Expenses as a % of Total Revenue</b>	<b>Q3FY18</b>	<b>Q3FY17</b>	<b>9MFY18</b>	<b>9MFY17</b>
<b>1) Total Operating Direct Cost</b>	<b>41.9%</b>	<b>40.5%</b>	<b>44.2%</b>	<b>41.0%</b>
<b>Key Operating Direct Cost Components</b>				
<i>i) Advertisement revenue share payment</i>	<u>12.4%</u>	<u>8.6%</u>	<u>11.1%</u>	<u>8.8%</u>
<i>ii) VPF D-Cinema share payment to D-Cinema Exhibitors</i>	<u>8.7%</u>	<u>10.9%</u>	<u>9.2%</u>	<u>11.8%</u>
<i>iii) Purchase of Equipment, Lamps and Spares</i>	<u>9.7%</u>	<u>10.4%</u>	<u>13.1%</u>	<u>9.6%</u>
<b>2) Employee Benefit Expenses</b>	<b>15.3%</b>	<b>15.4%</b>	<b>14.1%</b>	<b>13.7%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>16.7%</b>	<b>14.7%</b>	<b>15.1%</b>	<b>14.5%</b>
<b>Total Expenses</b>	<b>73.8%</b>	<b>70.5%</b>	<b>73.5%</b>	<b>69.2%</b>
<b>EBITDA Margin</b>	<b>26.2%</b>	<b>29.5%</b>	<b>26.5%</b>	<b>30.8%</b>

# Major areas impacted due to adoption of Ind AS

Item	Treatment under Ind AS	Treatment under previous IGAAP
Virtual Print Fee	Fixed one time VPF from distributors is recognised over estimated life of movie (2 weeks) in the ratio of expected payout (70:30) .	Fixed one time Virtual print fees received from distributors of the films is recognised immediately on delivery of content.
Financial Guarantee	Financial guarantee shall be recognised at fair value.	Disclosure requirement as a contingent liability.
Security deposits paid	Security Deposits paid is discounted to present value & differential amount is recognized as rent expenses on straight line basis over the lease term. Further, Interest Income is recognized on present value using effective Interest rate method over the lease term.	Security deposits paid is not discounted under IGAAP.
Security deposits received	Security Deposits received is discounted to present value & differential amount is recognized as rental income on straight line basis over the lease term. Further Interest expense is recognized on present value using effective Interest rate method over the lease term.	Security deposits received is not discounted under IGAAP.
Employee benefits	Actuarial Gains/(losses) on defined benefit plans are recognized in Other Comprehensive Income.	Actuarial Gains/(losses) on defined benefit plans are recognized in Statement of profit & loss.

# Major areas impacted due to adoption of Ind AS

Item	Treatment under Ind AS	Treatment under previous IGAAP
Investment in Mutual Fund, OCPS, CCPS, Warrants	Such investments are measured at fair value and mark to market difference is recognised in P & L.	Such investments are measured at cost.
Business Combination	Acquirer shall account for acquisition-related costs as expenses in the periods in which the costs are incurred. Business combination is accounted at fair value of assets and liabilities taken over.	Acquirer can capitalise the acquisition-related costs in the periods which the costs are incurred. Business combination is accounted as book value of assets and liabilities taken over.
Income tax (including deferred tax)	Company should recognize a deferred tax liability in CFS for all taxable temporary differences associated with investment in subsidiaries and interest in joint ventures, associates except to the extent that the parent is able to control timing of reversal of temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.	No such requirement under IGAAP.
Proposed dividend	Proposed dividends to be recognized in the year when they are approved by shareholders in the Annual General Meeting.	Proposed dividends is recognized as & when the Board recommends Dividend.
Non controllable interest (NCI i.e. Minority interest)	Losses of subsidiaries are allocated to NCI even if NCI balance is negative.	Losses of subsidiaries are absorbed by Parent company after NCI balance is zero.

# Consolidated P&L Ind AS Adjustments

(INR Mn)	Q3FY17	Ind AS Adjustments	Q3FY17	9MFY17	Ind AS Adjustments	9MFY17
	IGAAP		Ind AS			IGAAP
Revenue from Operations	1,486	16	1,502	4,423	20	4,443
Other Income	2	(1)	0	10	0	10
<b>Total Revenue</b>	<b>1,488</b>	<b>14</b>	<b>1,502</b>	<b>4,433</b>	<b>20</b>	<b>4,453</b>
<b>Total Expenses</b>	<b>1,054</b>	<b>5</b>	<b>1,059</b>	<b>3,079</b>	<b>1</b>	<b>3,080</b>
<b>EBITDA</b>	<b>434</b>	<b>9</b>	<b>443</b>	<b>1,354</b>	<b>19</b>	<b>1,373</b>
Depreciation and Amortisation	211	0	211	629	79	708
<b>EBIT</b>	<b>223</b>	<b>9</b>	<b>232</b>	<b>725</b>	<b>(60)</b>	<b>665</b>
Finance Cost	25	9	34	79	28	107
Finance Income	11	5	17	43	20	63
Profit from Associates	12	0	12	46	0	46
<b>PBT</b>	<b>221</b>	<b>6</b>	<b>227</b>	<b>735</b>	<b>(69)</b>	<b>667</b>
Tax	76	13	89	275	(13)	263
<b>PAT</b>	<b>145</b>	<b>(7)</b>	<b>138</b>	<b>460</b>	<b>(56)</b>	<b>404</b>
Minority Interest	9	(8)	1	23	(15)	8
<b>PAT after Minority Interest*</b>	<b>136</b>	<b>1</b>	<b>137</b>	<b>437</b>	<b>(25)</b>	<b>412</b>
<b>Basic EPS</b>	<b>4.93</b>	<b>(0.02)</b>	<b>4.95</b>	<b>15.83</b>	<b>(0.91)</b>	<b>14.92</b>

\*PAT after Minority Interest excludes Other Comprehensive income (OCI)

# Reconciliation of Profits for Previous Periods

<b>(INR Mn)</b>	<b>Q3FY17</b>	<b>9MFY17</b>	<b>FY17</b>
<b>Net profit attributable to shareholders under IGAAP</b>	<b>136</b>	<b>437</b>	<b>632</b>
Impact on account of:			
Fair value of Financial instruments	3	12	17
Actuarial (gain)/loss on employee defined benefit plans	-	(1)	2
Impact of Business combination accounting	-	(72)	(72)
Allocation of losses in subsidiaries to Noncontrolling interest	8	27	34
Income tax (including deferred tax)	(13)	10	(2)
Others	3	(1)	(6)
<b>Net profit attributable to shareholders under Ind AS</b>	<b>137</b>	<b>412</b>	<b>605</b>
Other comprehensive income/(expense) (net of taxes)	9	13	(15)
<b>Total comprehensive income attributable to shareholders under Ind AS</b>	<b>146</b>	<b>425</b>	<b>590</b>

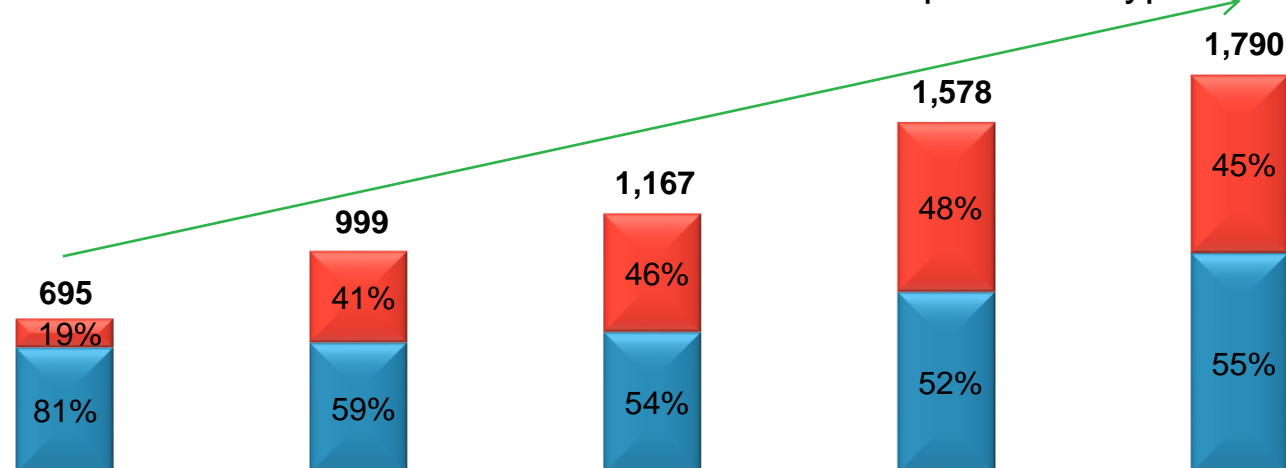
# Annexure

# Advertisement Revenue – 5 Years



INR Mn      ■ Government + PSU      ■ Corporate + Hyperlocal

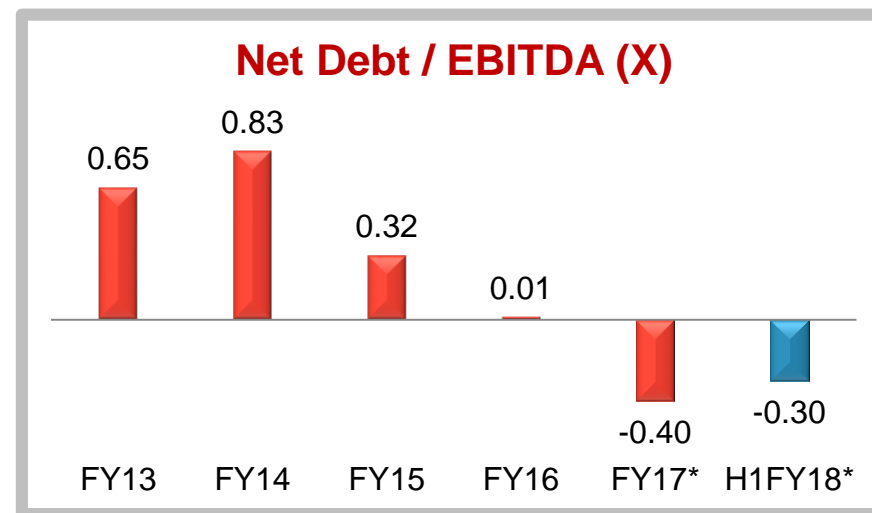
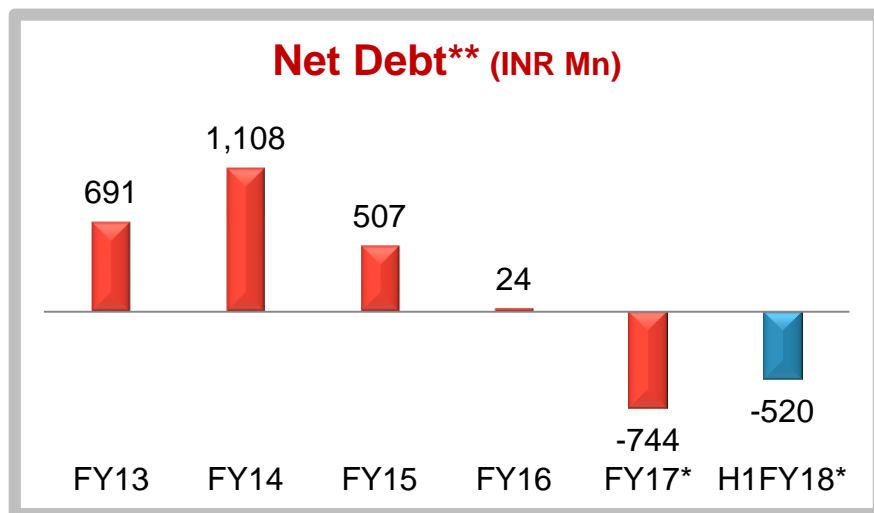
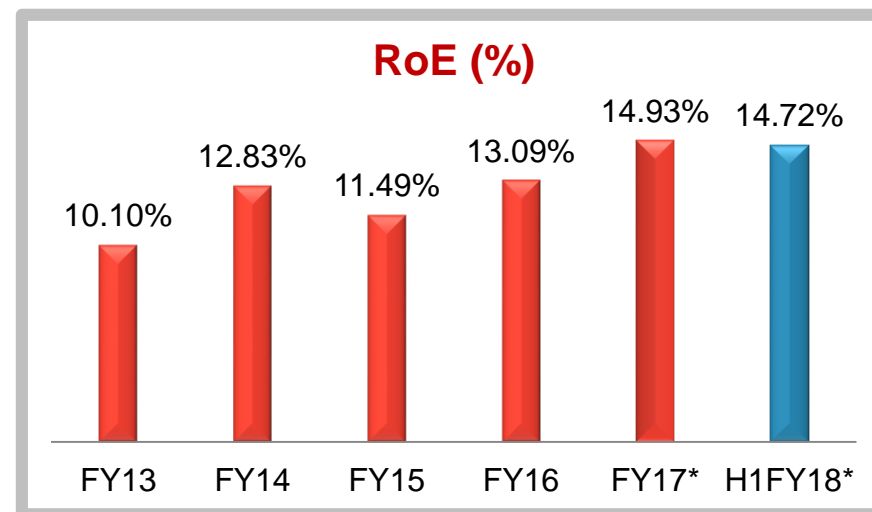
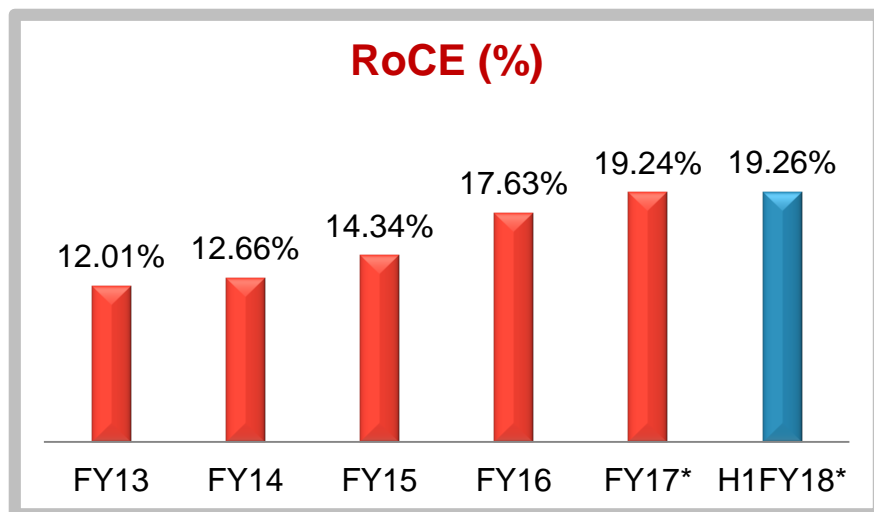
**FY13 – FY17  
Revenue CAGR 27%**



	<b>FY13</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>
# of Screens with Ad Rights	3,071	3,592	3,784	3,713	3,745
Annual Ad Revenue / Screen (Avg) (INR)	243,081	299,711	316,346	410,275	474,597
# of Minutes Sold / Show / Ad Screen	2.46	3.25	3.36	4.15	4.34

# 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 Ratios



\*FY17 and 9MFY18 are based on Ind AS closing financials and 9MFY18 ratios are calculated on LTM financials.

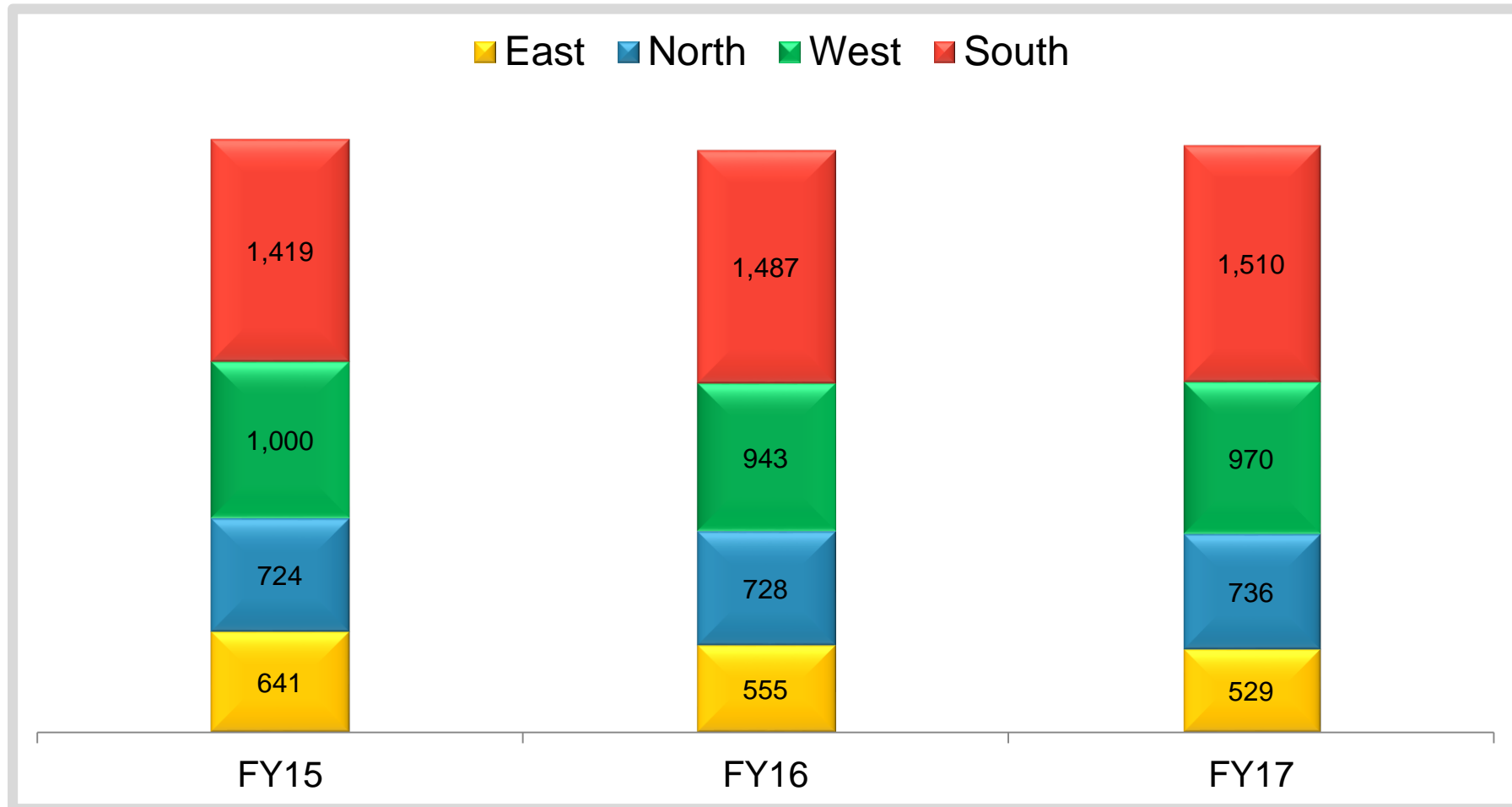
\*\*Net Debt = Total Debt less Cash and Cash Equivalents

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

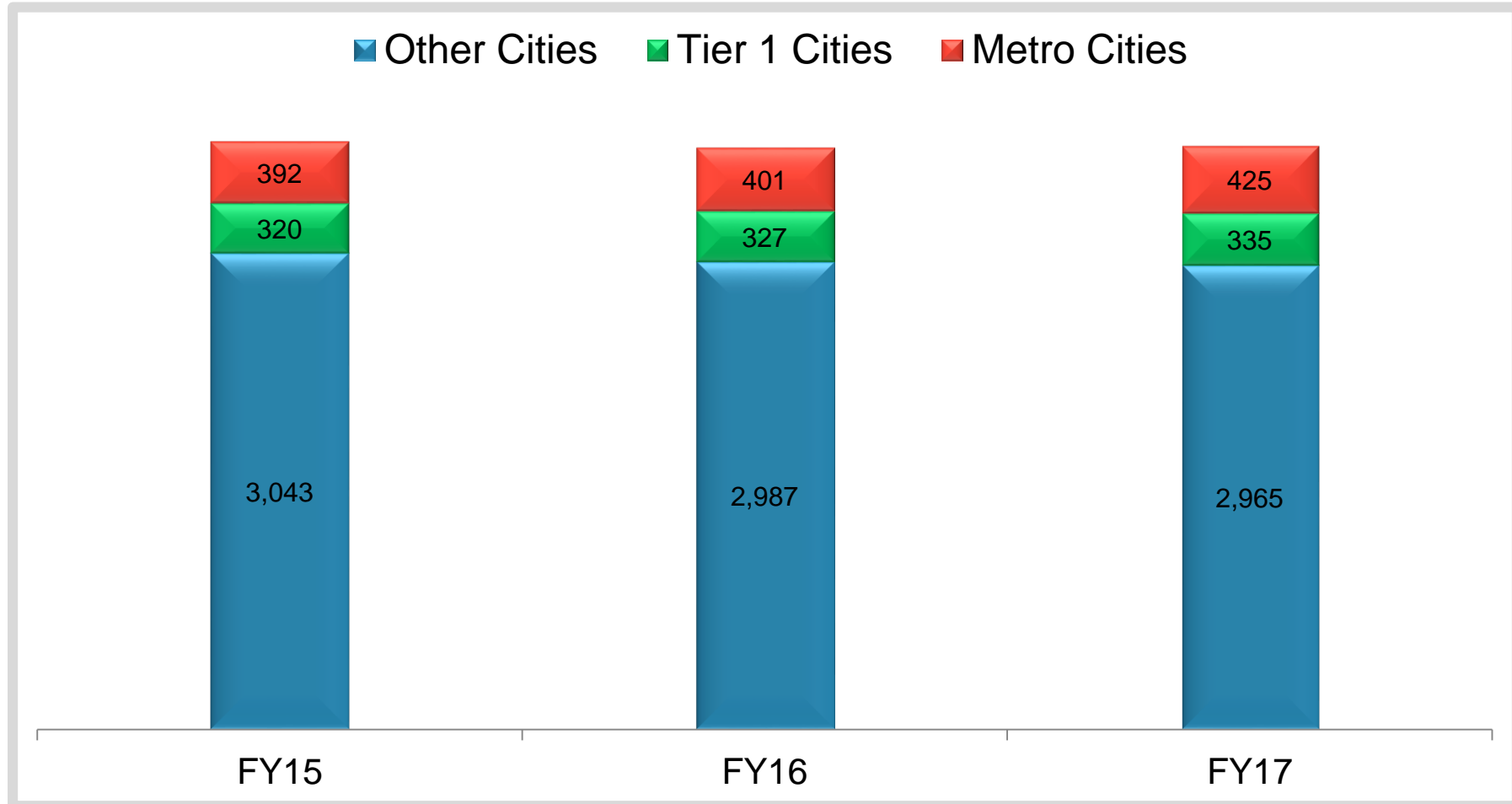
RoE = PAT after Minority Interest / Average Network



# Region wise Distribution of Advertisement Screens



# City wise Distribution of Advertisement Screens



<b>(% of Total # of shares)</b>	<b>December 31, 2017</b>
Promoters	30.04%
Foreign Venture Capital Investors	18.52%
Foreign Portfolio Investors	3.65%
Mutual Funds	20.73%
Insurance Companies	1.05%
Corporate Bodies	2.23%
Foreign Bodies	1.11%
Others	22.67%
<b>Total # of Shares</b>	<b>28,350,801</b>

## Marquee Institutional Investors\*

SBI Mutual Fund
Reliance Capital Asset Management
DSP Blackrock
Equinox Partners
Reliance Nippon Life Insurance
Nomura Singapore
Union Asset Management

\*As on December 31, 2017

## 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 December 31, 2017, UFO's global network, along with subsidiaries and associates, spans 6,379 screens worldwide, including 5,314 screens across India and 1,065 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 3,943 screens, with an aggregate seating capacity of approximately 1.77 million viewers and a reach of 1,384 cities and towns across India, as on December 31, 2017. 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](http://www.ufomoviez.com). For further details, contact:**

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