

Date: February 25, 2020

To,
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Dalal Street, Mumbai – 400 001
Fax: 022 – 2272 3121

BSE Scrip Code: 539141

To,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1, G
Block, Bandra Kurla Complex, Bandra
(East), Mumbai – 400 051
Fax: 022 – 2659 8237 / 38
NSE Scrip Code: UFO

Dear Sir / Ma'am,

Sub: Transcript for the Q3&9MFY20 Earnings Conference Call held on February 17, 2020

Attached herewith transcript for the Q3&9MFY20 Earnings Conference Call held on February 17, 2020.

Kindly take the same on your records.

Thanking you.

Yours faithfully,

For **UFO Moviez India Limited**

S.S. Chavan

Sameer Chavan
Company Secretary

Encl: a/a



UFO Moviez India Limited
Q3&9MFY20 Earnings Conference Call

February 17, 2020



MANAGEMENT:

MR. KAPIL AGARWAL - JOINT MANAGING DIRECTOR, UFO MOVIEZ INDIA LIMITED
MR. ASHISH MALUSHTA - CHIEF FINANCIAL OFFICER, UFO MOVIEZ INDIA LIMITED

ANALYST:

MR. HIMANSHU SHAH - DOLAT CAPITAL PRIVATE LIMITED

Moderator: Ladies and Gentlemen, good day and welcome to the UFO Moviez India Limited Q3&9MFY20 Earnings Conference Call, hosted by Dolat Capital. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “*” then “0” on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Himanshu Shah from Dolat Capital. Thank you and over to you Sir!

Himanshu Shah: Thank you Faizan. At the outset, we would like to thank all the participants for taking timeout this afternoon for the UFO Moviez call. We would also like to thank the management team of UFO Moviez for giving us this opportunity to host the call. We have with us Mr. Kapil Agarwal - Joint Managing Director and Mr. Ashish Malushte - CFO. Over to the management for their opening remarks.

Kapil Agarwal: Thank you, Himanshu. Greeting everyone and thank you for joining us on UFO’s Q3&9MFY20 earning call. Let me first quickly run you through the headline numbers and key operating highlights for the quarter and nine months ended December 31, 2019 before we open the floor for questions.

In Q3FY20, Consolidated Revenues stood at ₹1,426 Mn. EBITDA stood at ₹360 Mn, lower by ₹46 Mn compared to Q3FY19 because of weaker advertisement performance due to slowdown in the economy. PBT stood at ₹179 Mn. The tax expense during the quarter declined significantly as deferred tax assets amounting to ₹124 Mn were recognized post the Scheme of Arrangement between UFO and VDSPL that transfers Caravan division to UFO was sanctioned by NCLT. As a result, PAT grew by 87.2% Y-o-Y to ₹274 Mn.

Total Advertisement revenues during the quarter stood at ₹427 Mn. The in-cinema advertisement revenues declined by 25.2% to ₹419 Mn during the quarter. Both, Government and Corporate Advertisement revenues were under immense pressure during the quarter. Government revenues declined by 45.7% to ₹128 Mn and Corporate revenues were lower by 10.4% to ₹291 Mn. Uncertainty continues to loom over the media spends and we will have to wait, really wait patiently for the economy to re-gain and for the advertisement spends to revive.

During the quarter, Net D-Cinema VPF revenue impact on EBITDA was ₹12 Mn in line with the planned Sunset, which we have been informing the market.

In 9MFY20, Consolidated Revenues stood at ₹3,946 Mn, EBITDA at ₹919 Mn, PBT at ₹428 Mn and PAT at ₹320 Mn.

The in Cinema Advertisement revenues declined by 16.5% to ₹1,180 Mn during the period ended December 31, 2019. Corporate advertisement revenue during these nine months grew marginally by 2.1% to ₹786 Mn while Government advertisement revenue declined by 38.8% to ₹394 Mn.

Moving to balance sheet items, as on December 31, 2019, Net Cash has improved to ₹890 Mn compared to ₹697 Mn as on September 30, 2019. Also, DSOs were 88 days for the quarter ended December 31, 2019, compared to 90 days as on September 30, 2019.

I am pleased to inform you that in December, we introduced our new brand identity as UFO - Cine Media Network reinforcing our focus on in-cinema advertising. Along with the launch of the new vibrant logo, we also realigned our advertisement network into two powerful channels - which is PRIME SCREENS and POPULAR SCREENS. The Prime Screens consist of multiplexes and Hollywood release centers across the Country and Popular Screens are standalone and mass appeal screens. We continue to boast a strong network of 3,643 high impact advertisement screens comprising of, so basically the Prime and the Popular are almost half-and-half divided, Prime screens being slightly higher than the Popular screens. So out of 3,643 we have 1,847 Prime screens and 1,796 Popular screens. With the presence over 1,227 cities and towns across the Country. UFO has a wider presence in the Country in terms of Prime screens compared to even the major multiplex chains.

Finally, I would like to mention that we announced investment of up to ₹200 Mn by way of convertible instruments over a period of three years in Cinestaan Digital Private Limited post our last earnings call. Cinestaan Digital is a media company and its flagship product 'Cinestaan.com' is an entertainment-focused destination that has massive database of Indian cinema. It has also created several, unique, technology-driven products that have synergies with UFO like:

Pocketwala, Exhibition business through FMCG stores and Cinestaan sentiment tracker.

Pocketwala - is an Android App that allows a user to get, watch and share content like movies, educational videos and shows offline, to that extent it is a very unique app. Pocketwala can be a good fit for advertisers for UFO's advertisers who are trying to reach media dark area.

Exhibition Business through FMCG Stores - Cinestaan also proposes to provide opportunities to existing FMCG store owners in the rural India to become cinema exhibitors by making minimum investment. This offering has the potential to add substantial number of cinema screens in the rural areas under a low-cost franchise model on UFO network.

The last product which I mentioned Cinestaan Sentiment Tracker - it is an online tool that tracks the conversations and sentiments for a movie across all online sources including social media, online news sources, message boards, blogs and search trends on various search engines in real time. This tool can be added by UFO as an add-on initially as part of its digital processing services and will be a differentiator with other market players.

We will really start working on announcing these products and services and begin rolling them out to the market gradually. We believe that these will help us extend our product and service offerings in Tier II and III towns and beyond in the long run. So in the short run there is not really a major impact immediately but these are all long-term initiatives as I said so this is a strategic investment and the benefits from this investment will start accruing in the long run.

I think I have covered everything. With that, I would like to open the floor for your questions.

- Moderator:** The first question is from the line of Vikram Ramalingam from Maybank Kim Eng Securities.
- Vikram Ramalingam:** In the last few quarters, major multiplex chains have come out with a loyalty programs. Although we do not own the screens, is it possible to come up with similar programs on 3,600 odd screens that we have where we have some control and you know the owners also. The loyalty program data can be used for data mining or analysis. This tool was introduced by the major multiplex chains for the lack of data. Is such a thing possible in our case?
- Kapil Agarwal:** UFO is a B2B and not a B2C business. There is diversity in these 3,643 screens across the Country. These businesses are run differently and everybodys thought process is widely different and more than 3,000 people own these screens. We concentrate on B2B and not on the B2C part. To the extent of the B2C part, we collect data and have been trying to roll out our Impact ticketing system which gives valuable data and this data can be extrapolated for the purpose to sell to the advertisers. There are B2B loyalty schemes under which we try to retain theater owners. If the theater is with us, then the distributor has to be with us and the consumer will come to the theatre and then the advertiser advertises with us. Thus, the exhibitor is the most important part of the value chain in our business. We do conduct loyalty schemes for theatres but not for the general public.
- Vikram Ramalingam:** There are a lot of screens which are not run by a huge chain and may not have the capacity to introduce their loyalty schemes. UFO being such a big player in the entire ecosystem and since you are pioneers of digitization when it came to screens, is it possible that we can even be mooted in that direction?
- Kapil Agarwal:** It is a great suggestion. We will keep our thinking caps on and we will take this idea back and see if something can be exploited. So far, we have not thought about it and we have always concentrated on the retention of exhibitors. Secondly, on data analytics for enhancing our advertisement revenues, to that extent, we collect and extrapolate consumer data, and see how best we can utilize the data. But, we have not concentrated on any loyalty schemes. I go to watch movies in a multiplex, which is close to my house, and I never book tickets on an aggregator app. I always book it on the multiplex's app because I get 5% discount/loyalty points. It is a great idea and I will take it back.
- Vikram Ramalingam:** Why is there a big jump in the digitization revenue in Q3FY20?
- Kapil Agarwal:** In December 2018, we had acquired a Company called Scrabble Digital Limited. Before that, we owned 33% of that Company and it was being clubbed as an associate. The revenues were not being clubbed with us and only 33% of the bottom line used to be consolidated with our accounts. In December 2018, we acquired the balance 2/3rd of the Company and this year the numbers have been clubbed fully as a 100% subsidiary.
- Vikram Ramalingam:** The D-Cinema VPF long-term target or rather the more constant figure that we were getting around ₹400 Mn. We are almost there if we have to analyze our 9 months number. Can we assume that the fall in D-Cinema VPF is more or less done and this is the steady number from next year onwards?

- Ashish Malushte:** We had given an indication about the D-Cinema planned sunset last quarter. We are expecting about ₹65 Mn of reduction in net revenue in Q4FY20 and in the next year's first three quarters we would have further sunset in net revenue of about ₹50 Mn. The total sunset is ₹115 Mn of reduction at a net level. And, we use to give an indication of net D-Cinema VPF revenue. You are looking at the gross number of ₹410 Mn but on a net level, we are expecting it to be settling around ₹200-220 Mn on an ongoing basis.
- Moderator:** The next question is from the line of Dipan Mehta from Elixir Capital Ltd.
- Dipan Mehta:** We have been factoring and banking on Government advertisements. Over the last many quarters, for some or the other reasons, Government advertisement revenues have not picked up, is there some structural change in their thinking that such medium should be given lower allocation?
- Kapil Agarwal:** There is no structural change. The Government has stayed away from advertising across mediums and not only from us. Any medium which is heavily dependent on Government advertisements including TV, news channels and radio has been tremendously impacted. UFO's revenue was 50% from Government and 50% from Corporate. The Central Government advertising is down by 70-80% this year and they are hardly advertising. We are able to partly recover our de-growth, which is the reason our performance has not been as bad as 70-80% because we have put in a lot of effort in getting advertisements from PSUs and State Governments. Therefore, the impact has been less on us while on some other mediums the impact has been very heavy. We have discussed with various mediums, advertising being discretionary expense, there is a huge deficit this year. We had three budgets in the last nine months; however, the axe was falling on the advertising expense by the Government. Currently, the Government has stayed away from advertising and we are sure that advertising should get revised.
- Dipan Mehta:** Why is there such a huge drop in Caravan Talkies? It was supposed to be a sunrise sector and you have put in a lot of effort into growing that business and there is an 88% drop on advertisement revenue?
- Kapil Agarwal:** We completely agree and it is a disappointment for us as well. We have put in a lot of effort. It is a special project where we believe and sees a lot of potential. This drop is because last year was largely driven by Government advertisement and some Corporate advertisement. This year, the Corporate and media budgets have fallen and the easiest target is rural advertising where Caravan Talkies concentrates and the Government advertisement has been completely absent. Both sectors have been affected. During the current quarter, some activity is happening in the Corporate sector, which we will report in the next quarter.
- Dipan Mehta:** How much is the D-Cinema loss of revenue in Q3FY20?
- Ashish Malushte:** In Q3FY20, there was a sunset loss of ₹12 Mn which was a planned reduction in revenue at a net level.
- Moderator:** The next question is from the line of Urmil Shah from IDBI Capital.
- Urmil Shah:** Q4 being an important quarter for the Government advertisement, should we expect a weakness similar to the first nine months or being an important quarter, the weakness can be more?

- Kapil Agarwal:** So far, in Q4, we have not seen any uptake in the Government advertisement and it continues to be bad.
- Urmil Shah:** On the measurements gauge, any new initiatives in advertising which we wanted to bring to the market, could you share an update on that?
- Kapil Agarwal:** In the last quarter, we had briefed all the investors about the Nielsen study, which was commissioned jointly by UFO and Qube and the sample of the combined network was being considered to drive the results. Since Qube had withdrawn; we had to give up and could not continue with the study and therefore, we are working out on an alternative strategy. We have introduced a new brand identity, which is creating a lot of buzz and is being noticed by the Corporate advertisers and this is the new initiative to uptake the advertisement revenues. We have re-aligned our entire network because we were considered that we are in the rural areas, while more than 50-52% screens on our network are Prime screens which are either multiplexes or the Hollywood release centers all over the Country. We are present in more than 1,200 cities and towns. We never highlighted that network because we were banking heavily on the study of Nielsen and before that IMRB, which was going to give us the results. Once we realized that we have to go alone, we re-launched our identity and re-aligned the entire network. While we are considered as a rural cinema Company, our total Prime screens network is more than the combined strength of the major multiplex chains. We are not comparing ourselves with them but we are trying to re-align our selling and we are seeing interest in the market. People did not know this since we never sold it from such an aspect. We have also put marketing budgets behind the whole efforts. Earlier, we were pushing more sales and now a lot of marketing has happened and we are sure you might have noticed certain activity in the past couple of months.
- Urmil Shah:** On the in-cinema advertisement, the impact on the blended pricing has been relatively more within the weakness and we still have a good headroom in capturing more volumes. In the long-term, say the advertisement market does not revive very strongly, how should we look at the movement in the volume and pricing?
- Kapil Agarwal:** On a day-to-day basis, it is a very delicate balance that we have to maintain for achieving a good mix of average pricing. When there is pressure on volumes, there is a tendency of dropping the rates but one would not do it even at the cost of losing volumes. Once you decrease the rates, it is challenging to increase it again and so far, unless we inch towards becoming a 9-10 minutes utilization network, we are not in the seller's market but in the buyer's market. As mentioned in the past, some long-term clients are willing to give annual business of 6 months and put money movie after movie instead of banking on big movies or weeks, that is where we give very different pricing. People who are opportunistic and come only for the big weeks or movies, their pricing is very different. We are trying to drive the market by educating people not to think perceived big movies are going to be extremely successful. For example: the last three movies of the Khan's did not work out at the box office while, movies like Uri, Badhaai Ho and many small budget movies which were not anticipated did well. We are educating the market and people are receptive, it is a shock to them because they always thought only big movies do well. We are presenting the data to the market and explaining them that you should buy weeks and be continuously present for 3-6 months in the market without bothering about the movie. The exhibitor is very intelligent and he will run the movie where he can ensure maximum footfalls. All the capacity utilization

you get on sleeper hits cannot be budgeted for and if you only go for the big movies and if it flops all your marketing budget is gone. It will take some time for people to accept. This is how we are re-aligning our offering.

Urmil Shah: I just wanted to understand the synergies of Cinestaan Sentiment Tracker.

Kapil Agarwal: It is a tracker that starts collecting data for a movie across all the platforms 8 weeks before the movie releases and we centralized the data. During the release of a movie, this data becomes very interesting for the distributors because they get an indication of where they have to do the marketing and where they are weak. We are trying to strengthen this product by marketing it through UFO channels so that the film industry starts using this product more actively. Once the industry starts getting an indication of their weaker areas two weeks before the release of a movie, they can work on it and they will start seeing success. We are investing in this Company for the long-term and we will see a lot of synergies.

Urmil Shah: In the long-term, can this potentially build up avenues for advertisement revenue aside from in-cinema maybe digital and others?

Kapil Agarwal: Pocketwala is an Android App where offline contents can be downloaded, watched and shared. This is largely a rural product and we are seeing many people downloading content on this. It would not be for in-cinema advertisement, rather it will open new avenues of advertisement in rural areas.

Moderator: The next question is from the line of Ankur Periwal from Axis Capital.

Ankur Periwal: Why is the realization dipping? As mentioned in the earlier comments, wherein you did not want to cut the realization because as you said it has been difficult to increase the rates later. Because of the slowdown, the minute should get impacted but in our case, the ad yield itself is correcting steadily over the last ~6-8 quarters.

Kapil Agarwal: There is a marginal impact of 7-8% and a delicate balance has to be maintained between the volume and pricing. When the markets are bad, dollars are less and everybody is chasing those marketing dollars, you have to make some compromise in the pricing as well. But, we have not drastically reduced the pricing that we start selling the inventory at. As mentioned, it varies quarter on quarter like Q3FY20's average pricing is higher than Q2FY20's average pricing.

Ankur Periwal: In the last three years, except Q4FY18 where we saw a sharp jump in the advertisement revenue on a per-screen basis there was a steady dip in the ad realization.

Kapil Agarwal: Q4 is not the right example because the pricing of the Government is fixed. Both Q4FY18 and Q4FY19 had a very large share of the Government advertisement and it was very heavy. In Q4, the average pricing will be high because there is more share of Government advertisements and it is at a fixed price, which is higher than the Corporate price.

Ankur Periwal: Have we taken any price hike for Corporate customers over the last 2-4 years?

- Kapil Agarwal:** It is a delicate balance between volume and pricing which purely depends on deal to deal. Unlike, the Government business, which is at a fixed revenue and pricing. It depends, if an advertiser is advertising for six months, his pricing will be different as compared to someone who is advertising only for a blockbuster movie week. The difference can be as high as 4-5 times. In the Corporate sector, there is no price hike or a rate cut, it depends on negotiations on a deal to deal basis.
- Ankur Periwai:** Are we selling Caravan Talkies along with the in-cinema advertisement especially to the Corporates like FMCG Companies?
- Kapil Agarwal:** Earlier, our Caravan Talkies business was being done independently and there was an independent sales team. Now, that the entire process of selling has been merged with the existing Corporate and Government teams of UFO, the same people are bundling the product and are trying to sell it together.
- Ankur Periwai:** With this sharp decline in the Government advertisement, if looked at the total advertisement revenue from in-cinema that we will report this year, we are probably back to FY16 in terms of absolute number since the nature of the business is slightly different. How do you plan to scale up the Corporate advertisements? What are your thoughts in terms of increasing the share from the Corporate or the retail advertisers?
- Kapil Agarwal:** Our new brand identity, re-alignment of screens between Prime and Popular channels and selling it differently along with being present on various platforms by creating a lot of buzz around and repositioning ourselves are the efforts we have taken in the last couple of months and we have seen interest but only numbers will tell us once they start coming.
- Ankur Periwai:** When you say creating more marketing buzz, we would have already reached out to our Corporate or the retail customers, is there something incremental we are doing?
- Kapil Agarwal:** There was no marketing buzz created around it. In the overall marketing spend in the Country, cinema is the most ignored medium. It is ~1% of the market share of advertisement while it certainly deserves more. When we say marketing, it is creating the market for the cinema advertisement by educating people more actively and taking our rightful or slightly more market share because we are actively working on it.
- Moderator:** The next question is from the line of Ritesh Bakshi from Padmee Capital.
- Ritesh Bakshi:** Could you throw some light on NOVA Cinemaz? Why is it not a part of the overall financials?
- Kapil Agarwal:** We are actively concentrating on NOVA Cinemaz. It is in the project phase and not in the revenue phase and the revenues are insignificant. In NOVA Cinemaz, we do not create and invest on our own. Our brand NOVA Cinemaz is an asset-light franchise model where we co-operate with the existing cinema owners who wants to put up a cinema and help them renovate or refurbish their existing cinemas, which are in a bad shape to be able to enhance their revenues. We do the brownfield and programming so that they start getting content. These are 4-5 different models under which we are working very flexibly and this is a long-term initiative. Currently, we

have 51 operational screens under different models and 39 screens, which are under various stages of fulfillment.

Ritesh Bakshi: Any advertisement revenues on those screens?

Kapil Agarwal: All our efforts are to have greater control over advertisements and footfalls. In all these screens, the advertising is with us. Also, we have rechristened our Company as UFO - Cine Media Network to demonstrate and reinforce our focus on advertising.

Ritesh Bakshi: The new re-alignment of Prime and Popular screens, where you talk of ~3,600 plus screens, do we no longer have ~5,500 screens?

Kapil Agarwal: They all are still part of our digital cinema network, for a major multiplex chain we did digitization, supplied the equipment and collected the VPF but, we never had advertisement rights while they are part of our digital network. These ~1,700-1,800 screens are part of our digital network where we do not run the advertisements. We earn revenue on those screens in some or the other form.

Moderator: The next question is from the line of Shalabh Agarwal from Snowball Capital Investment Advisors LLP.

Shalabh Agarwal: You had mentioned in the last quarter, that you are trying to seek advertisement revenues from the PSUs and State Governments, any update on it?

Kapil Agarwal: In Q3FY20, the Central Government de-growth will be ~70-80%. But, in 9MFY20 the Government advertisement revenues declined 39% which is lower, it is only because we have got a lot of business from the PSUs and State Governments and this is where we have been able to contain the de-growth of the advertisement revenues. In Q3FY20, the Central Government constitutes only ~25% of the revenue, ~34% from the State Government and ~41% from the PSUs. In FY19, the Central Government constituted ~75% of the revenue, ~13% from the State Government and ~13% from the PSUs.

Shalabh Agarwal: What kind of data point or discussions with DAVP members have happened regarding things coming back? What gives you the confidence that the Central Government advertising will come back?

Kapil Agarwal: In the past years, some quarters were wiped out because of the changes in people and policy but ultimately advertising happened. During the current year, all the departments and ministries have been very active in preparing their plans and want to advertise. We had continuous interactions and our revenues could have been higher by ₹400-500 Mn if all those plans had been approved. But, because of the deficit, advertisement budgets are being stopped at the Central level. Every quarter they say now we are going to get the approval and we will advertise and all their plans and creatives are getting ready. Nobody has stopped working on it. We have not seen any structural change in the Government. We have been told at different levels that a lot of discretionary expenses are being deferred and advertising is one of them.

- Shalabh Agarwal:** The Prime and Popular screens re-categorization that we have across our network. What does this mean to the advertisers? Are we taking this with two different tariff structures? How will this help the advertisers?
- Kapil Agarwal:** Either you control your narrative in the market or the market defines it. In the past, we had never controlled our narrative, so the market had a perception that UFO is a single screen Company and does not have any multiplex screens. We rebranded ourselves from UFO - Digital Cinema to UFO - Cine Media Network. We are trying to recreate and redefine the narrative in the market by communicating to the advertisers who told that, we have single screens in rural areas where people do not go to the theaters. We are educating them by the categorization that we have a lot of multiplex screens, which are probably larger than any single chain. When we go to Golcha or Rajmandir which are single screens, we have pinned those screens by a common parameter of having the DCI system which enables us to play Hollywood movies. We have picked up all the multiplexes and screens where DCI system is installed which is very expensive. This is how we are trying to redefine our narrative in the market by educating people that UFO is not a single screen Company, rather we have more Prime screens.
- Shalabh Agarwal:** Does this run the risk of having different kinds of minute utilization across the Prime and Popular screens? The advertisers may be more keen on advertising on the Prime screens and therefore a certain section which is 50% of our screens may be left underutilized?
- Kapil Agarwal:** I will be the happiest person because the pricing between the two is very different. A multiplex chain whose numbers are in the public domain has Prime screens i.e. multiplex screens and they are able to command a much higher price. If we can sell 1,847 Prime screens, imagine the revenue that we can command as compared to what we are having. The Government will continue to be a large buyer of Popular screens and there will be Corporates willing to advertise in rural markets through Caravan Talkies. Why will they ignore these screens, what will happen is the ratio of utilization of the Prime screens will be higher and that is where we want to direct the market in the short run. The Popular screens utilization will be by the Government and add on utilization by the Corporates.
- Shalabh Agarwal:** Earlier, you were trying to address this narrative change through the Nielsen study. Why cannot UFO with ~3,600 screens go solo and conduct the study?
- Kapil Agarwal:** We can do but the cost is very high and if we go solo and conduct the study the acceptability of the marketers on the credibility would also be a question mark.
- Shalabh Agarwal:** Movies like Saaho, which was released around ~6,000 screens and net box office collection was ~₹1,500 Mn. A movie like Saaho or blockbusters released on ~6,000 screens means a fair bit of box office would have come from non-major multiplex chains like UFO and Qube?
- Kapil Agarwal:** Major multiplex chains have ~1,800 screens. They do not play the movie on all the ~1,800 screens. They play the other 10 movies also. Probably, they played it on ~1,000 screens. The balance 5,000 screens came from UFO and Qube. It depends on different kinds of movies like mass appeal movies, multiplex appeal movies and movies that appeals to everybody.

- Shalabh Agarwal:** It is a movie released on ~6,000 screens which is probably a mass appeal movie.
- Kapil Agarwal:** Probably, ~40-45% would have come from UFO and Qube network.
- Moderator:** The next question is from the line of Urmil Shah from IDBI Capital.
- Urmil Shah:** What is the plan for Caravan Talkies for FY21-22? What is the kind of change required to revise the growth?
- Kapil Agarwal:** The DAVP empanelment is the only change required. For the last three years, we have not put any Capex except 10% towards converting some non-LED vans to LED vans. Half of our network is LED vans, which commands a higher revenue. For the past 2-3 quarters, the question of DAVP empanelment has been asked. A lot of PSUs and the State Governments want to use it, but nobody is willing to give business without the DAVP empanelment. Last year, we got a lot of business from PSUs and other people, but they had to go through the tender route, which was very tedious. We will have to wait for the DAVP empanelment that will kick-start the process and from the Corporate sector in the current quarter; we have started seeing some movement, which we will report in the next quarter.
- Urmil Shah:** The Government spends has been uncertain this year and DAVP empanelment is still not there. Is there a risk of Y-o-Y decline in Caravan Talkies next year if the tender route is not pursued?
- Kapil Agarwal:** This year, there has hardly been any business, so it can only go up from here. Who knows which department can go again for the tender route and we keep pushing. Last year, we did ₹235 Mn of business at reasonable good pricing through the tender route. It has taken much longer than anybody's expectation for this business to kick in but we have not given up on this business.
- Moderator:** Thank you. That was the last question. I would now like to hand the conference over to Mr. Himanshu Shah for his closing comments.
- Himanshu Shah:** Thank you Faizan. We would like to thanks all the participants and the management team for taking timeout for this particular call. Thank you, Kapil and the entire team. Thanks to all the participants. We will conclude the call.
- Moderator:** Thank you. On behalf of Dolat Capital that concludes this conference. Thank you for joining us and you may now disconnect your lines.

The transcript has been edited for language and grammar; it however, may not be a verbatim representation of the call.