



May 29, 2023

To,
Listing Department
BSE Limited
P.J Towers, Dalal Street,
Fort, Mumbai – 400 001

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E), Mumbai – 400 050

Scrip Code: **543614**

Symbol: **TIPSFILMS**

Subject: Submission of Presentation of Analysts/Investors Meeting

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith a copy of Investor Presentation with respect to the Audited Financial Results of the Company for quarter and year ended March 31, 2023.

The same shall be uploaded on our website <https://tipsfilms.in/>

We request you to kindly take the above information on record.

Thanking you,

For **Tips Films Limited**

Vinit K. Bhanushali
Company Secretary

Encl: a/a

TIPS FILMS LTD.

501, Durga Chambers, 5th Floor, Linking Road, Khar (West), Mumbai 400052
Tel : 022- 6643 1188 Email : info@tipsfilms.in Website : www.tipsfilms.in
CIN: U74940MH2009PTC193028

TIPS Films Ltd.



Investor Presentation - Q4 & FY23

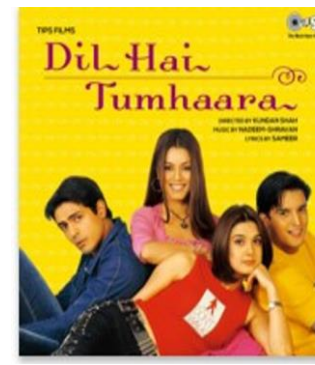
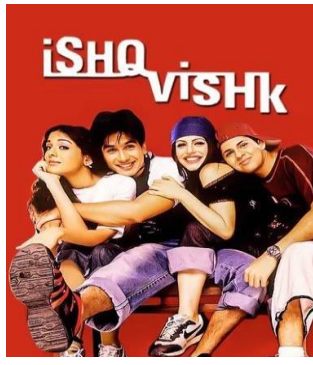
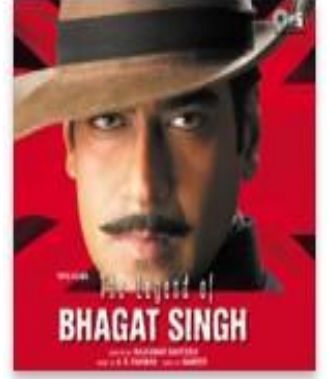
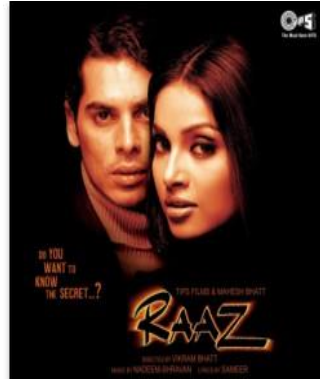
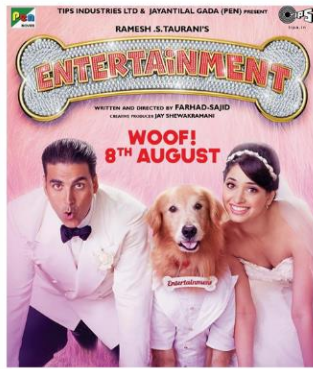
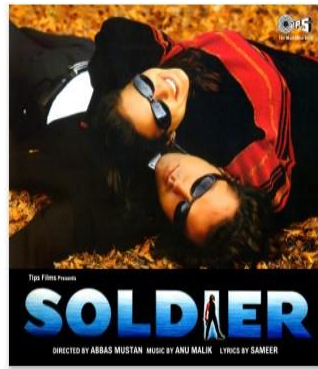
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Perpetual IPR of 50 movies



Project Pipeline and Star cast

Merry Christmas



Vijay Sethupathi



Katrina Kaif

Movie being dubbed in 5 languages

Ishq -Vishq Rebound



Rohit Saraf



Pashmina Roshan



Jibraan Khan



Pritam

Sridevi Prasanna



Sai Tamhankar



Siddharth Chandekar



Vishal Modhava
(Director)



Aditi Moghe
(Writer)



Amitraj
(Music)

Upcoming movies

Soulmates

Motha Maanus
(Nilu Phule Biopic)

Kolhapur To Pattaya
(Tentative Title)

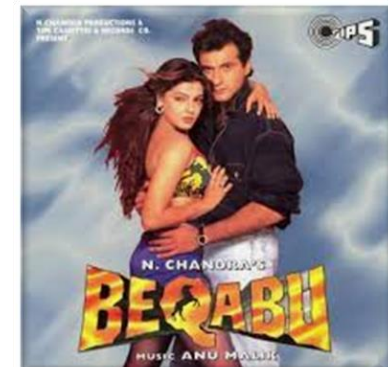
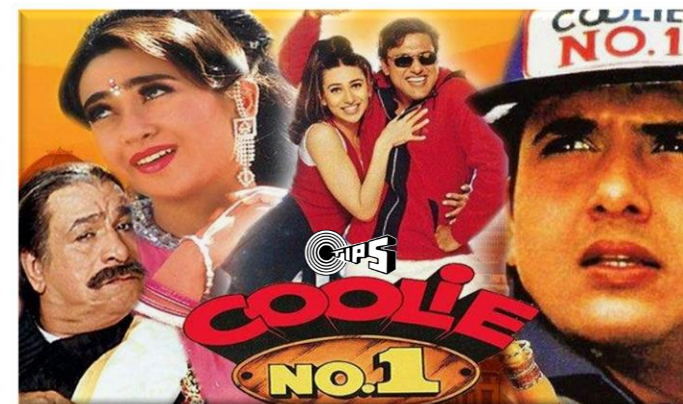
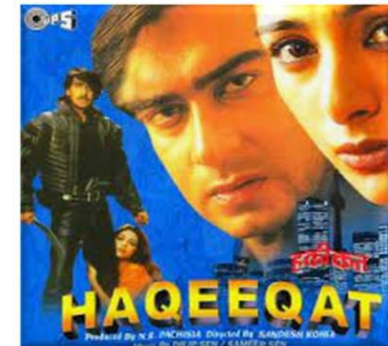
The Beginning

For its first 5 films, the company partnered with established film makers to learn the nuances of film making.

Experiments & Inferences

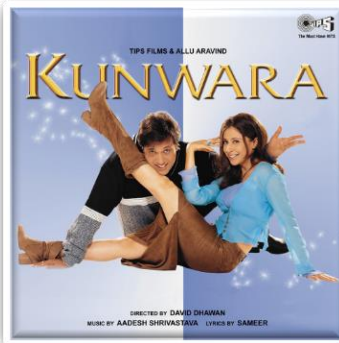
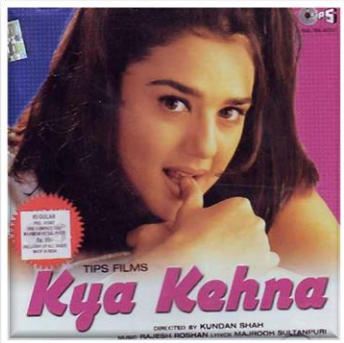
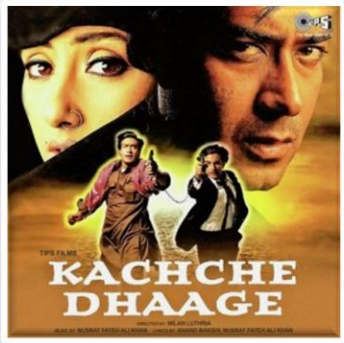
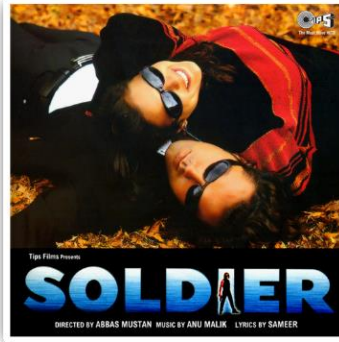
As we started producing our own films we experimented with various distribution models.

Through careful observation of the industry and our own projects, we have derived a nuanced understanding of the business and gained a pulse of the audience.



Tips Becomes largest movie production Studio in India

Largest Production Studio



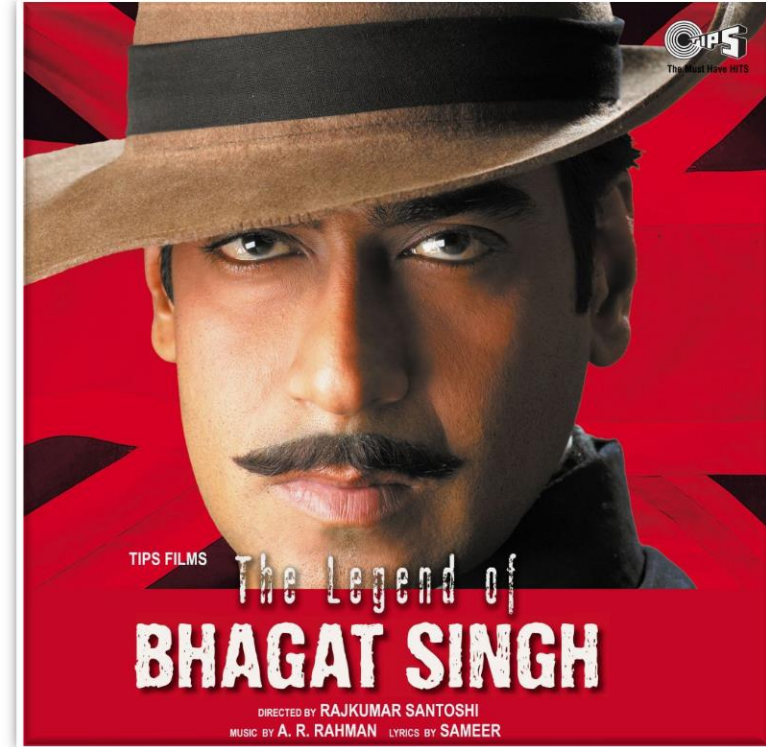
With this experience and knowledge of the industry Tips went from strength to strength with the success of its films and music and became the largest movie production studio in India.

On the back of our successes we launched 10 films at one go. And signed super stars like, Govinda, Anil Kapoor, Salman Khan, Ajay Devgan, Akshay Kumar, Sunny Deol, Sanjay Dutt, Sunil Shetty, Saif Ali Khan, Bobby Deol, Preita Zinta, Aishwarya Rai, Karishma Kapoor, Tabu, Twinkle Khanna, Manisha Koirala, Urmila Matondkar, Namrata Shirodkar.

For direction we signed David Dhawan, Abbas Mastaan, Milan Luthria, Kundan Shah, Deepak Sareen.

Eventually, due to unforeseen circumstances we produced only 6 of these 10 films. Despite extenuating circumstances we completed all 6 films which were on the floor without delay. 4 of these 6 became super hit.

National Recognition



Our Film making prowess was recognized at the national level with our film, The Legend of Bhagat Singh, winning **3 National Awards** for Best Film, Best Director and Best Actor

Milestones in our History

Multiple Star cast Blockbuster

In 2008, we successfully reintroduced the multiple star cast model through our blockbuster movie – **Race**

Race's success has been such that it has become a brand name, and **we are working on the 4th film in the Race series.**

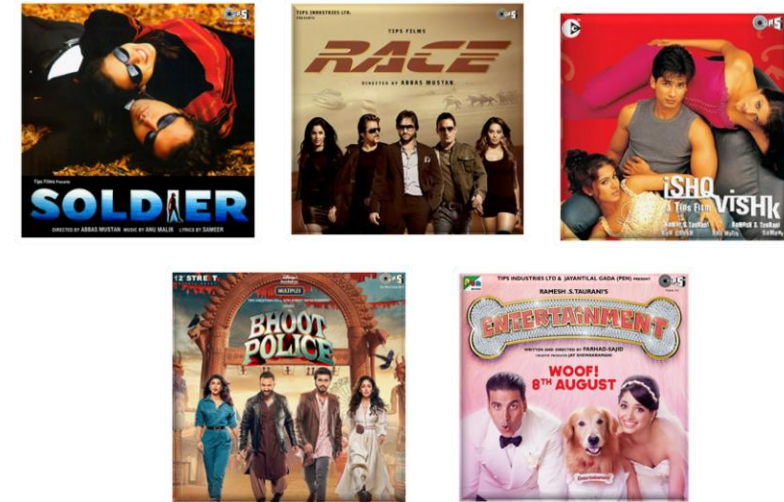


High TRP on Satellite Channel



Our 2013 production, **Ramaiya Vasta Vaiya** is currently rated amongst top 5 movies on satellite channels on basis of TRP ratings.

Films Capable of Multiple Sequels



In our journey of producing ~50 films, we have launched several talented actors and directors. **Shahid Kapoor, Preity Zinta, Amrita Rao, Kookie Gulati, Milan Luthria, Ken Ghosh** are some of the names that we are proud of.



Digital Rights



Satellite Rights



Music Rights



Box Office Collections

A well made film generates revenues for perpetuity; Box Office is not the only arbiter of a film's fate

DIGITAL MEDIA RIGHTS

Digital rights is a new stream of revenue that has stabilised the film production business



Films generate revenue for perpetuity.

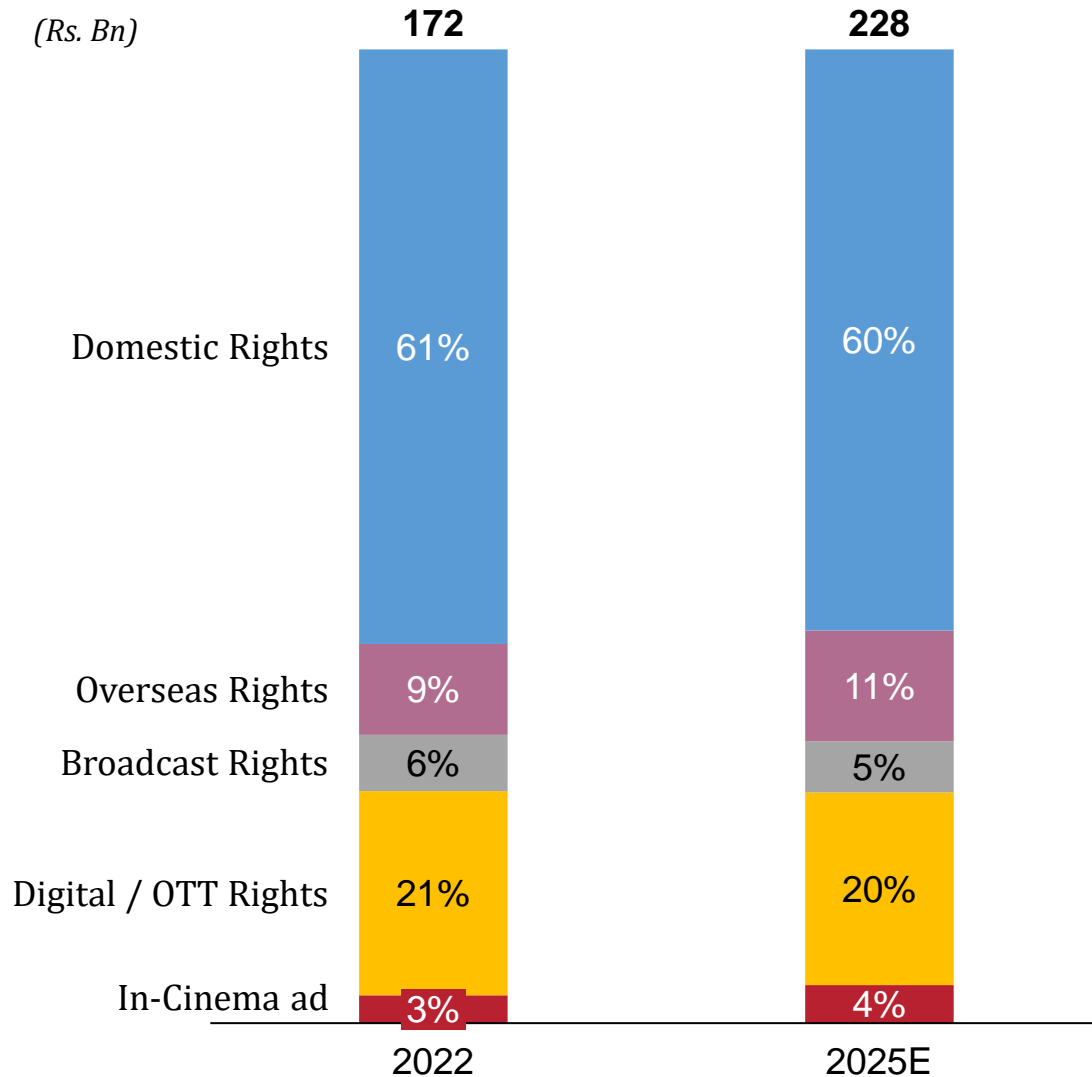


Music rights sold to Tips Industries Ltd. will be at arms length pricing



Dependence on Box office collection is reducing.

Film revenue mix estimates by 2025



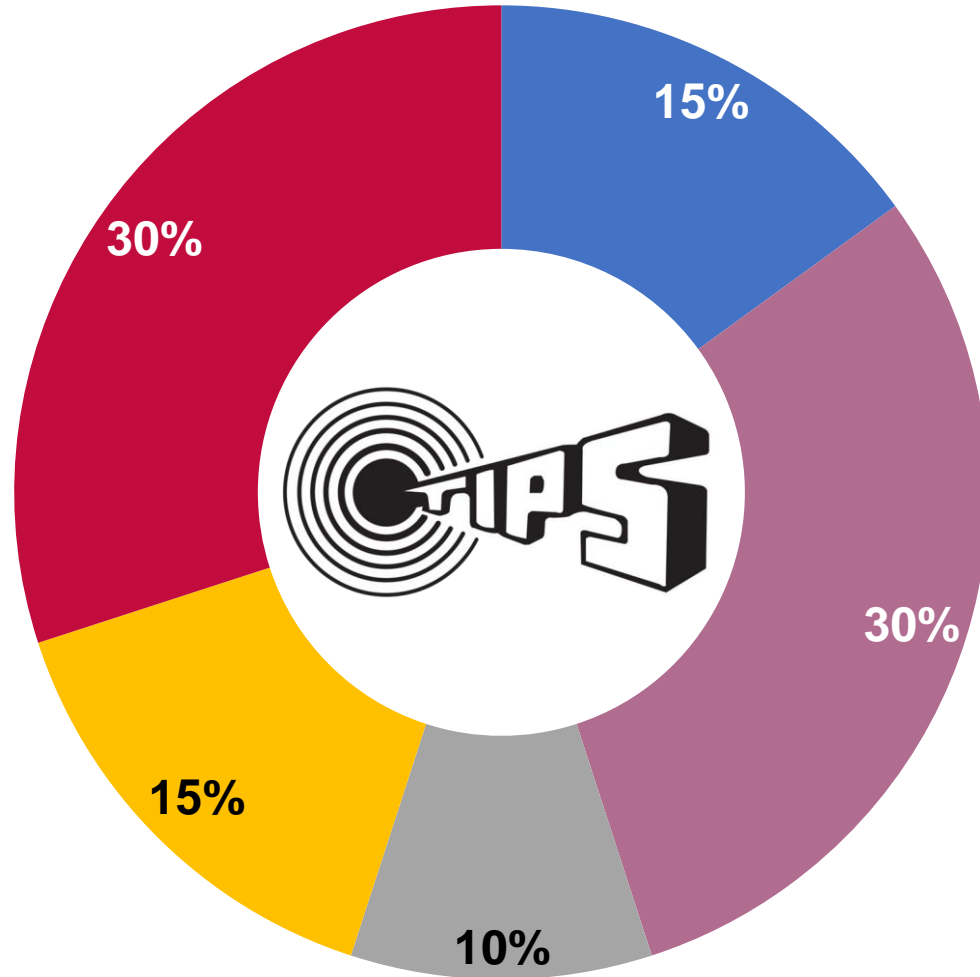
OTT/Digital Rights changing dynamics

- Total Film Industry Revenue was Rs. 172bn compared to Rs 93bn in 2021. Gross Box office collections crossed Rs. 100bn in CY2022, only the second time in history.
- The “cinema experience” is something that is cherished by every movie enthusiast and remains the largest monetization avenue for Movies.
- 1,623 movies were released this year across languages, which is 9% higher than 2019 levels.
- Over 75 films released directly on streaming platforms, a trend that continues even after theaters opening. Digital rights market was close to Rs. 36bn in 2022.
- OTT/Digital rights market size has almost doubled between 2019 and 2022. Going forward the share of OTT/Digital rights as a share of total revenue will remain stable.

Note : Films also earn from sale of music rights, which is not captured in the industry numbers here. Company estimates the size of music rights market to be around Rs. 8-10bn* per annum.

Revenue mix estimate

- Music Rights
- Digital Rights
- Overseas Theatrical Rights
- Satellite Rights
- Domestic Theatrical Rights





Video subscription revenues grew 27% in 2022 to reach Rs. 68 billion in revenue with 99 million paid subscribers. This is over 60% of broadcasters' share of TV subscription revenues!



LIONSGATE



discovery+

Films Don't Fail... Budgets Do!

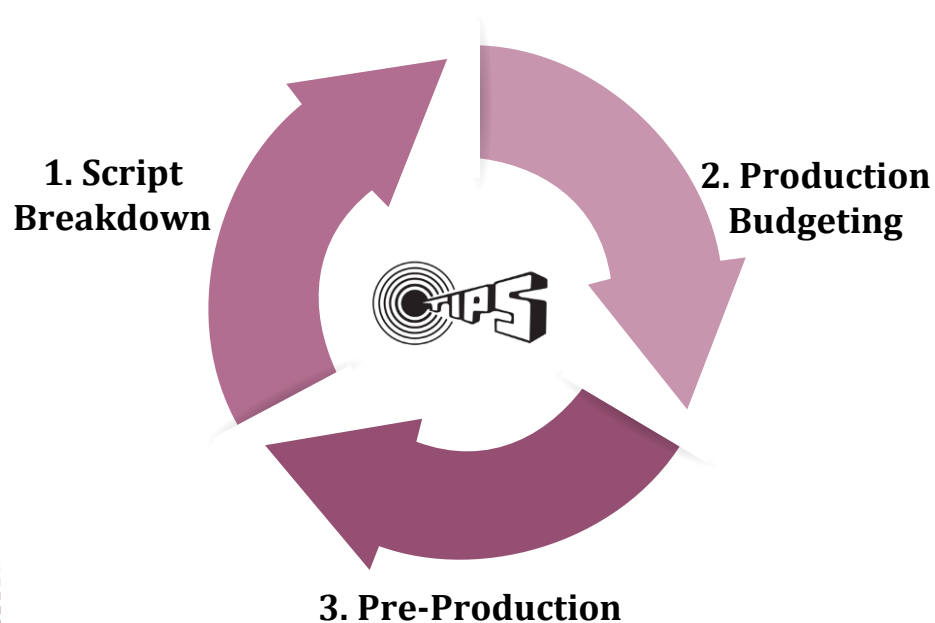
Understanding the monetization potential of a story and pairing it with the right cast and execution team is the essence of successful film making.

Budgeting is effective when a film's revenue potential determines the choice of cast and execution team.

TFL limits risk of loss by producing small and mid budget films.

For large budget films, TFL has developed a partnership model where it partners with actors and other producers on revenue sharing basis and thereby limits risk.

Budgeting Process



Tips Films Ltd. Accounting Policy

Tips Films Ltd will write off 100% of the cost of the movie within 12 months of release.

Earlier 60% was written off in the first year, and the remaining over 9 years.

TFL's success ratio is over 85%. This is because we continue to monetize films long after their Box-Office releases.

We own IPR of around 50 films in perpetuity and expect this library to generate substantial Free Cash Flow in the medium term.

Quarterly Financial Performance

| Particulars (Rs. in Crs) | Q4FY23 | Q3FY23 | Q-o-Q |
|---------------------------------------|-------------|--------------|---------------|
| Revenue From Operations | 31.7 | 12.6 | 152% |
| Cost of Production / Distribution | 27.6 | 0.0 | |
| Employee Benefits Expenses | 0.9 | 0.9 | |
| Other Expenses | 1.3 | 1.2 | |
| Other Income | 0.4 | 0.3 | |
| Depreciation and Amortisation Expense | 0.1 | 0.1 | |
| EBIT | 2.3 | 10.7 | -78.9% |
| Finance Costs | 0.7 | 0.5 | |
| PBT | 1.5 | 10.2 | -85.0% |
| Tax | -1.2 | 3.00 | |
| PAT | 2.7 | 7.2 | -62.5% |
| PAT % | 8.6% | 58.0% | |
| EPS | 6.28 | 16.76 | |

Profit & Loss Statement

| Particulars (Rs. in Crs) | FY23 | FY22 | Y-o-Y |
|---------------------------------------|--------------|--------------|---------------|
| Revenue From Operations | 61.4 | 66.8 | -8.1% |
| Cost of Production / Distribution | 29.1 | 55.4 | |
| Employee Benefits Expenses | 3.3 | 3.1 | |
| Other Expenses | 5.0 | 4.9 | |
| Other Income | 10.1 | 6.6 | |
| Depreciation and Amortisation Expense | 0.5 | 0.5 | |
| EBIT | 33.6 | 9.5 | 254.1% |
| Finance Costs | 1.6 | 0.0 | |
| PBT | 32.0 | 9.5 | 237.5% |
| Tax | 7.7 | 2.5 | |
| PAT | 24.3 | 7.0 | 250.0% |
| PAT % | 39.6% | 10.4% | |
| EPS | 56.3 | 16.1 | |

Balance Sheet

| Equity & Liabilities (₹ in Cr) | Mar'23 | Mar'22 |
|--|--------------|-------------|
| Equity Share Capital | 4.3 | 4.3 |
| Other Equity | 87.6 | 63.4 |
| Total Equity | 91.9 | 67.7 |
| Loans | 5.5 | 0.0 |
| Deferred Tax Liabilities, (net) | 2.3 | 2.6 |
| Employee Benefit Obligations | 0.4 | 0.3 |
| Other Non Current Liabilities | | |
| Total Non - Current Liabilities | 8.2 | 2.9 |
| Financial Liabilities | | |
| Loans | 12.1 | 0.0 |
| Trade Payables | | |
| Total outstanding dues of micro enterprises and small enterprises | 0.0 | 0.0 |
| Total outstanding dues of creditors other than micro enterprises and small enterprises | 9.0 | 5.3 |
| Other Financial Liabilities | 0.0 | 9.2 |
| Employee benefit Obligations | 0.0 | 0.0 |
| Current Tax Liabilities (net) | 8.0 | 2.8 |
| Other Current Liabilities | 15.7 | 0.0 |
| Total Current Liabilities | 44.8 | 17.3 |
| Total Equity and Liabilities | 144.9 | 87.9 |

| Assets (₹ in Cr) | Mar'23 | Mar'22 |
|-------------------------------------|--------------|-------------|
| Non- Current Assets | | |
| Property, plant and equipment | 1.0 | 1.1 |
| Investment Property | 11.8 | 12.1 |
| Other Financial Assets | 0.2 | 0.2 |
| Other Non-Current Assets | 12.3 | 9.3 |
| Total Non - Current Assets | 25.3 | 22.7 |
| Current Assets | | |
| Financial Assets | | |
| Investments | 0.0 | 0.2 |
| Trade receivables | 21.0 | 0.0 |
| Cash and cash equivalents | 3.1 | 4.7 |
| Bank balances other than (ii) above | 5.3 | 14.3 |
| Loans | 0.0 | 0.0 |
| Other Financial Assets | 2.6 | 2.6 |
| Other Current Assets | 79.4 | 43.4 |
| Current Tax Assets (Net) | 8.2 | 0.0 |
| Total Current Assets | 119.6 | 65.2 |
| TOTAL ASSETS | 144.9 | 87.9 |

Cash Flow Statement

| Cash Flow Statement (Rs. Crs.) | Mar'23 | Mar'22 |
|---|--------------|-------------|
| Cash Flow from Operating Activities | | |
| Profit before Tax | 32.1 | 9.5 |
| Adjustment for Non-Operating Items | 2.2 | -0.4 |
| Operating Profit before Working Capital Changes | 34.3 | 9.1 |
| Changes in Working Capital | -50.0 | 1.3 |
| Cash Generated from Operations | -15.7 | 10.4 |
| Less: Direct Taxes paid | -11.0 | 0.0 |
| Net Cash from Operating Activities | -26.7 | 10.4 |
| Cash Flow from Investing Activities | 9.1 | -14.2 |
| Cash Flow from Financing Activities | 16.0 | 0.0 |
| Net increase/ (decrease) in Cash & Cash equivalent | -1.6 | -3.8 |
| Add : Cash and cash equivalents at the beginning of the year / (Demerger Adjustment in FY 2022 Rs. 844.36) | 4.7 | 8.5 |
| Cash and cash equivalents at the end of the year | 3.1 | 4.7 |

Thank You!

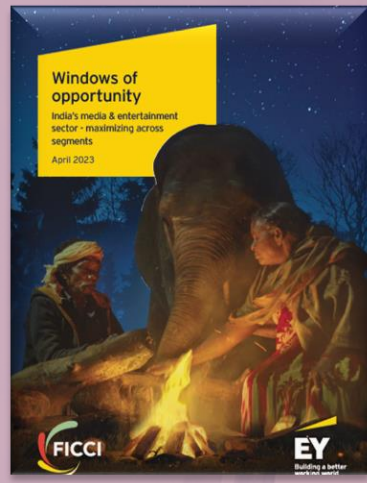
FICCI – EY Media &
Entertainment
Report 2022



Tips Films Limited

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