

June 4, 2018

To,

The National Stock Exchange of India Limited Listing Department Exchange Plaza, Bandra-Kurla Complex

Bandra East, Mumbai - 400 051 Fax Nos.: 26598237 / 26598238 To,

BSE Limited Listing Department Phiroze Jeejebhoy Towers, Dalal Street, BANGALORE
BEIJING
CAPE TOWN
CHANDIGARH
DELHI
GOA
HYDERABAD
JOHANNESBURG
KOLKATA
LONDON
LOS ANGELES
MUMBAI
NEW YORK
SINGAPORE
TORONTO
VANCOUVER

Mumbai - 400 001

Fax Nos.:22723121/2037/2039

Dear Sir/Madam,

Ref.: Scrip Code: BSE - 532748/NSE - PFOCUS

Sub.: Presentation to the Analyst / Institutional Investor on audited financial results for the

quarter and financial year ended March 31, 2018

Dear Sir / Madam,

Please find enclosed the Presentation to the Analyst / Institutional Investor on audited financial results for the quarter and financial year ended March 31, 2018.

Kindly acknowledge the receipt and take the same on record.

Thanking You,

For Prime Focus Limited

Authorised Signatory



Safe Harbor



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

Prime Focus will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

PFL@ FY18

World's largest independent & integrated media services powerhouse





Rs **22,919** mn

FY18 Revenue



25% FY13-FY18 Revenue CAGR

Rs 5,435 mn

Adjusted EBITDA*

23.7%

Adj. EBITDA Margin



9,000+ PFL Minds



18 cities in 5 continents

Creative Services

78%

Technology

15%

India FMS

7%













































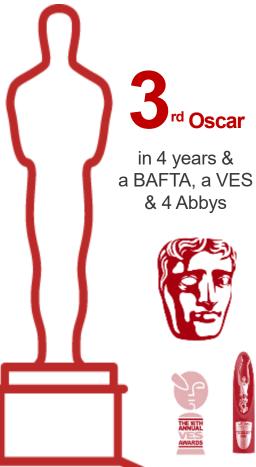
















Revenue up 5.2% & EBITDA margin improved to 23.7%



Revenue

Rs 22,919 mn

Up 5.2% YoY

Adj. EBITDA¹ Rs 5,435 mn

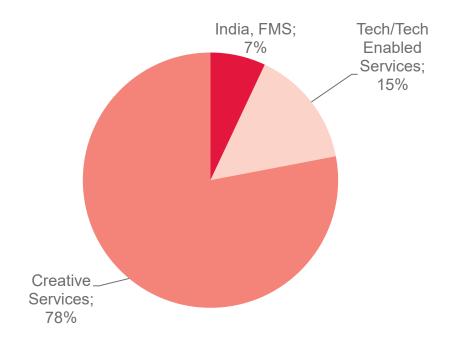
Up 8.4% YoY

EBITDA Margin at 23.7%

Total Order Book \$500 mn +

Up 11% + YoY

Revenue Contribution



FY 2018 – Revenue to Adjusted EBITDA



(in INR mn)	FY17	FY18	Growth
Revenue	21,536	22,575	4.8%
Other Income	245	345	40.6%
Total Revenues	21,781	22,919	5.2%
Personnel Cost including Technician Fees	12,533	13,244	5.7%
Personnel costs as % of total revenues	57.5%	57.8%	0.4%
Other Operating Expenditure	4,233	4,240	0.2%
Adjusted EBITDA	5,014	5,435	8.4%
Adj EBITDA %	23.0%	23.7%	0.7%

Steady Growth in Revenue & Adjusted EBITDA

- Consolidated Income increased 5.2% YoY
 - Continued broad basing of revenues with higher share coming from new initiatives like OTT / TV & Feature Animation
 - Revenues from new geographies creating new opportunities
- Adjusted EBITDA up on the back of Creative Services division operational efficiencies continue to reflect on the performance with increased delivery through lower cost locations
- Margins maintained despite addition of new facilities in Montreal
 & Chennai capex spend on the back of contracted and visible growth in the revenues going forward
- EBITDA adjusted for ~Rs. 579mn on account of certain one-time costs, facilities setup costs, non-operating FX translation charges, one-time legal costs and re-branding expenses
- Non-Cash ESOP charges of Rs. 348mn during the year (FY17: Rs. 257mn)

Finance Cost



INR mn	FY18A	FY17A	FY17A Restated
Interest	1,184	1,003	1,003
Fair Value Impact of Derivatives	312	177	177
Revaluation of Derivatives			441
Refinancing / Processing Fee one time	147	27	27
New Financing / Processing Fee amortization	153	72	72
Total Finance Costs [ex SC NCDs]	1,795	1,279	1,720
SC NCDs	331	0	0
Total Finance Costs	2,123	1,279	1,720

- Derivative instruments have to be tested for valuation [option value] and probability of payment and are hence revalued at the end of each quarter the delta has to be taken as charges against Finance costs [Non cash] Rs.312mn
- During the year, PFL group raised cheaper financing overseas to retire some of the costlier Debt in the group the refinancing of Debt leads to upfront costs + processing charges which have to be amortized over the period of the loan as per Ind-AS accounting standards which is the "Amortization" component Rs.153mn
- For Debt which is repaid during the year component of "unamortized" upfront costs have to be expensed during the year which lead to a one-time Rs.147mn charge on Finance costs
- The redemption premium on SCPE NCDs were always charged through Networth upto FY17; From FY18 the charge on redemption premium for the year has to flow through P&L as per new regulations Rs.331mn

Creative Services EBITDA up 25% YoY, margin up by 330 bps



Figures in Rs Million; Consolidated financials



- Order Book stands at US\$270 mn+
- The strategic expansion in cost advantageous locations has helped to improve the Margins to 23.9% for FY18 from 20.6% in FY17
- Delivered movies like Black Panther (\$1,345 mn), Pacific Rim: Uprising (\$288 mn), Red Sparrow (\$148 mn), among others in Q4; Won multiple awards including Oscar for 'Best Visual Effects' for Blade Runner 2049
- Strong Hollywood Releases scheduled for coming quarters: Avengers: Infinity War, Deadpool 2, Venom, The New Mutants, Mission: Impossible - Fallout and Fantastic Beasts: The Crimes of Grindelwald, among others
- Business momentum remains strong led to accelerated spend on Phase I of buildout at Montreal & Chennai including buildout and opportunistic deals on annual Software spends – led to higher Capex ahead of time backed by contracted Order Book

Tech/Tech Enabled Services sustains EBTIDA margin above 25% levels



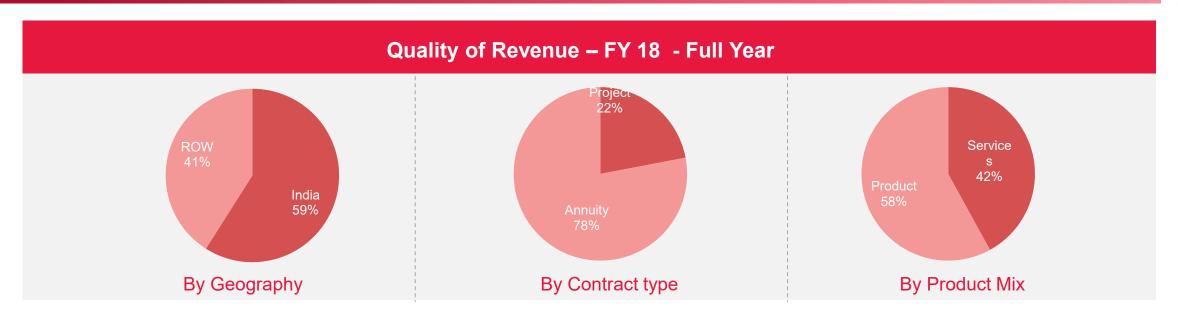
Figures in Rs Million; Consolidated financials



- Revamped global sales team with key hires to strengthen distribution especially in North America
- Strategic hire Caesar Sedek as Chief Security Officer. He is a 20-year experienced in information security in M&E organizations such as Warner Bros. and The Walt Disney Company and will lead cybersecurity, risk, and privacy
- Pivotal partnership with Microsoft to use Azure as cloud hosting platform for the CLEAR™ Media ERP
- Signed on CBS Films on new DAX Production Cloud agreement
- Signed deal with Discovery Communications India for On-Air Promo Production Services, Long Form Content Operations and Delivery of locally produced content to Netflix
- Signed new deals with BYJUs, Eros, Vodacom and Yanga TV etc.
- Won contract for IPL Streaming for Hotstar and VOD creation for BCCI
- Brand services grew by 33% Y-o-Y in FY18. Produced long form content for National Geographic's Mega Icons, collaterals for Soch, 2 Ad films for Big Bazaar and a key Ad film for Oppo in Q4 FY18

Tech/Tech Enabled Services Operational Highlights





- Launched CLEARTM Digital Lab, Content Acquisition Portal, OTT distribution solution, Supply Chain Centralization solution at NAB 2018
- Awarded TV Technology's 2017 Product Innovation Award from NewBay Media for its ground-breaking Work Order Management system
- PFT's AI/ML led Subtitling Tool won 2 prestigious awards, the NewBay Best of Show Award and IABM BaM awards at the NAB Show 2018

India FMS' EBITDA up 27% YoY, margin improves by 790 bps



Figures in Rs Million; Consolidated financials

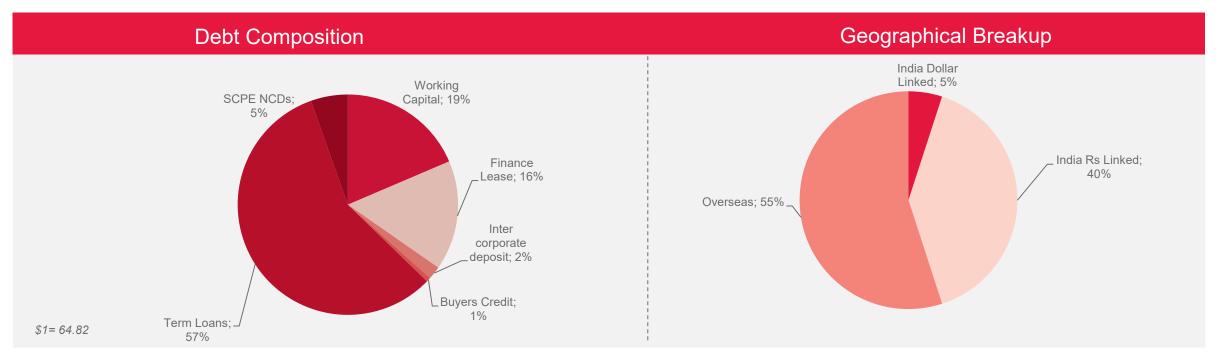


- Delivered Bollywood blockbusters like Padmaavat, Baaghi 2, Raid etc. for the quarter
- Robust Order book with movies like *Thugs of Hindostan*, *Race 3*, *Brahmastra, 2.0*, *Manikarnika: The Queen of Jhansi* and *Parmanu: The Story of Pokhran*, etc.
- Need to differentiate content catching up in Bollywood leading to higher spends on VFX
- Business likely to be stable with sustained margins and growth
- Demand for content never been stronger on the back of impressive global box office performance and attractive offers from TV and OTT players (Netflix, Amazon Prime, etc) alike; domestic OTT players catching up as well likes of Hotstar, Zee, Alt-Balaji, etc. spending similar to International peers

Debt profile



- Consolidated Net Debt of Rs.15.4 bn as on 31st March, 2018
- Right sizing the Balance Sheet; continued efforts towards reduction in Interest cost with more Dollar based loans Dollar linked debt now 60% of the total Debt across the group
- Net Debt to Adj. EBITDA ratio at 2.8x efforts continue towards deleveraging the Balance Sheet
 - Promoters announced infusion of Rs. 3.3 bn, bulk of which would go towards reduction in leverage
- Right sizing the capital structure across all entities; continued focus on reducing Cost of Debt



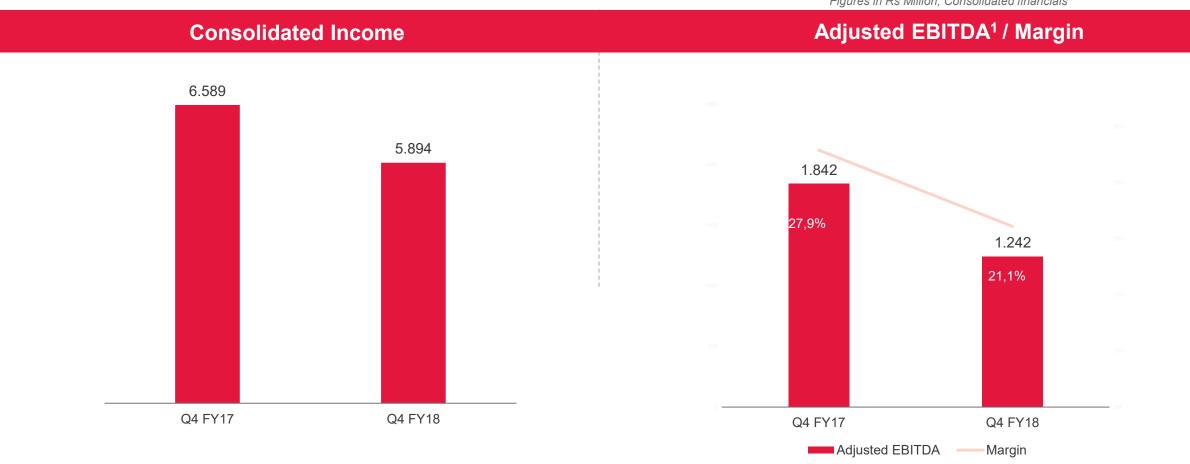
Note: Equity Instruments of Horizon Coast, Macquarie and Ambit PE is not included



Steady quarter – ends with robust Order Book

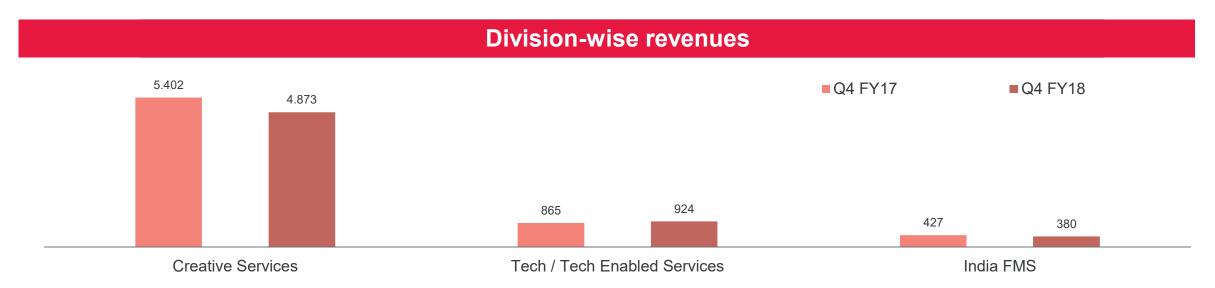


Figures in Rs Million; Consolidated financials



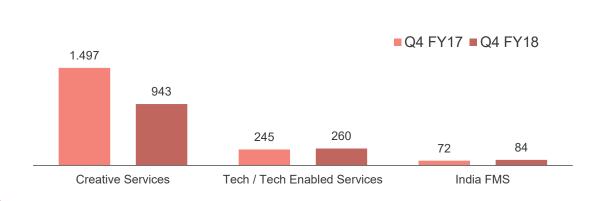
Q4 FY18: Business wise Analysis

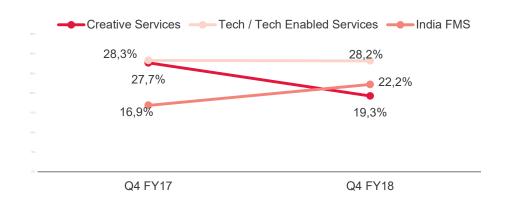






Division-wise Operating EBITDA Margins







Winning highest global awards in Creative Services



OSCAR Awards



BAFTA Awards



Visual Effects Society (VES) Awards





- DNEG was awarded Oscar for best VFX at Academy Awards 2018 for its work on Blade Runner 2049
- This is the 3th OSCAR for the group in last 4 years



 DNEG was honoured with the BAFTA for 'Best Special Visual Effects' at the EE BAFTAs 2018 Awards Ceremony in London, and a BAFTA TV Craft Award for Black Mirror Season 4 - Metalhead



 DNEG was , honoured with VES Awards for Dunkirk and Blade Runner 2049 at the 16th Annual VES Awards Gala in Los Angeles

Delivered top Hollywood blockbusters for the quarter and the year



Worked on highest grosser for 2018 CY¹

\$1.345 bn



- 2nd largest opening of all-time
- Only second movie to Remain #1 at weekend box office for four straight weekends in a row since release
- 3rd largest domestic release of all-time

Delivered 4 out of Top 10 Movies in 2017 CY

\$1.26 bn



\$822

mn

\$658

mn



Wonder Woman

\$854 mn



Thor: Ragnarok



Justice League

Upcoming Hollywood Releases for FY19





Avengers Infinity
War



Deadpool 2



Mission: Impossible - Fallout



The Meg



Alpha



The New Mutants



Venom



Alita: Battle Angel



Fantastic Beasts: The Crimes of Grindelwald

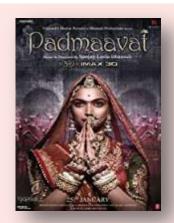


Mowgli

Working on Top Bollywood Projects



Delivered highest grossers of 2018 CY¹

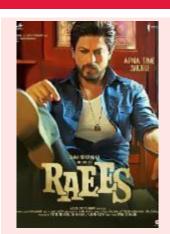


Rs 3bn



Rs 2bn

Delivered Top Box Office Hits of 2017



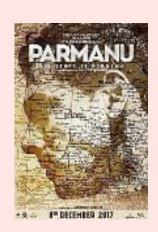
Rs 1bn



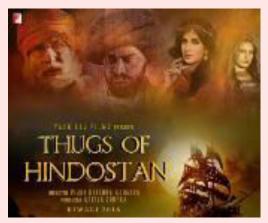
Rs 1bn

Upcoming Releases for FY19











Delivering top Indian TV Commercials



TV Commercials for the quarter

Flipkart



Vivo



IPL Anthem



Honda



Swiggy



Nokia



4 ABBY Awards during FY18



GOLD



SILVER

Kaveri
<a href="https://www.youtube.com/watch?v="https://www.youtu





BRONZE



BRONZE

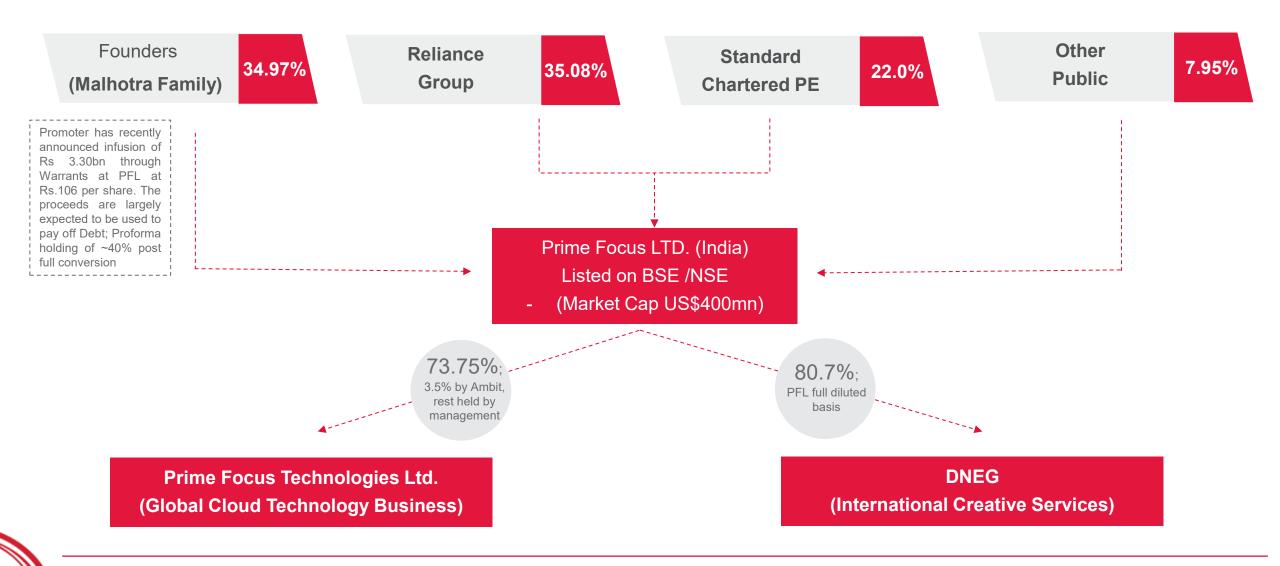
ISL- ATK
https://www.youtube.com/watch?v=
ssx95sKx VU

Perfect Short FIIm
https://www.youtube.com/watch?v=
ck0ljzlWabw



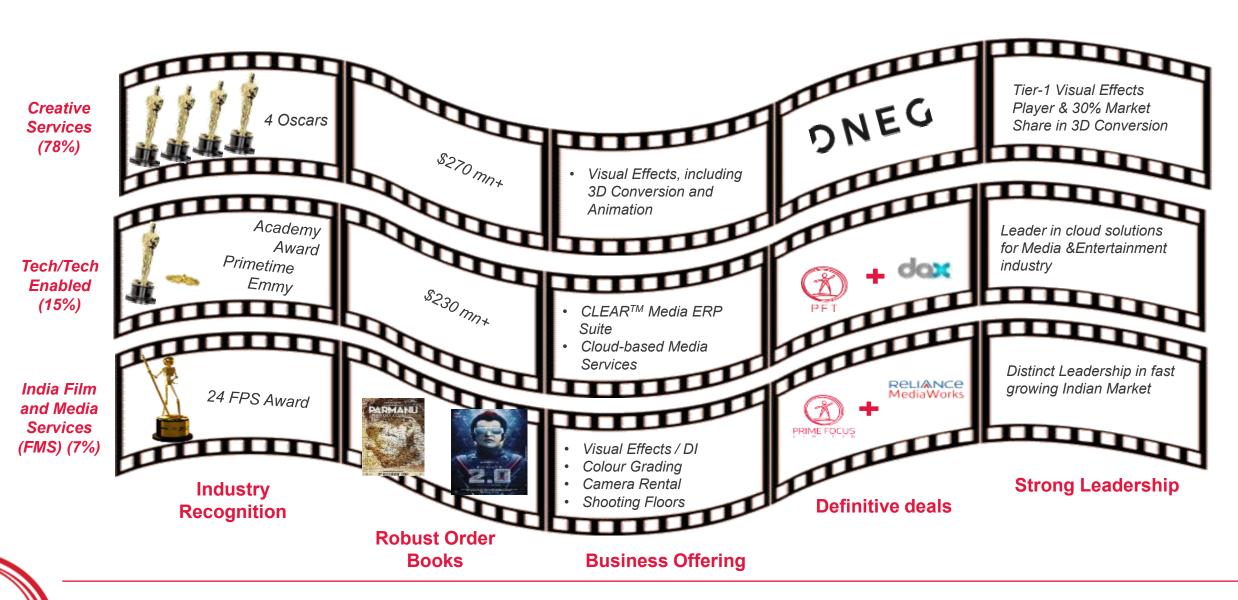
Corporate Structure





Strong Leadership in all 3 verticals





Creative Services: World's No. 1 independent Tier 1 player



Strong Leadership

Tier-1 Visual Effects Player

House of choice for visually enhanced services

Proven Expertise



4 Oscar wins for Inception, Interstellar, Ex Machina & Blade Runner 2049

Top Grossers













\$873 mn

Unprecedented scale

US\$282 mn (FY18), Revenues 6,000+ personnel across 9 facilities 78% contribution in FY18 revenues

Higher visibility in Order book, over \$270 mn

Deeper engagement with leading studios





















Poised for Profitable growth

- Increasing cross-sell via Bundled offering (VFX / 3D conversion / Animation services)
- Robust model reduced seasonality, lower dependence on individual projects
- Margin expansion via scale economics and delivery from global locations

Technology Services: Pioneer & leader in cloud solutions for M&E industry



Owns & operates World's only hybrid cloud enabled Media **ERP** platform – CLEAR™

Robust order book of \$230 mn+ to be executed over next 3-5 years.

Robust growth in revenue, up **10.5x at Rs. 3.5 bn** in last 6 years

Strong revenue model with 78% Annuity contribution & 41% from International markets

Unique & Comprehensive PRODUCT + SERVICES approach

Products

- CLEAR™ Media ERP
- Cloud MAM
- Broadcast Cloud
- DAX® Production Cloud
- Operations Cloud
- Digital Lab

Digital Media Services

- Metadata Services
- Digitization & QC
- Content Re-Mastering
- OTT Packaging & Delivery
- Compliance & Live Services

Services

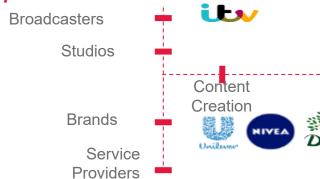
Content Localization

- Subtitling
- Closed Captioning
- Dubbing
- Audio Description
- Re-timecoding of Subtitle/CC File

Creative Services

- Promo Services
- Post Production
- Brands Services





























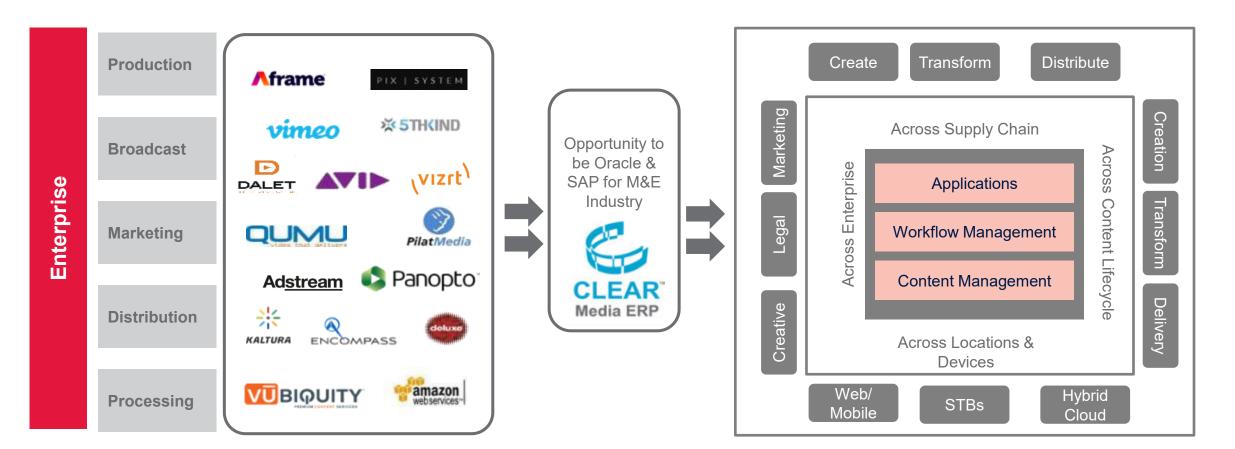






CLEAR™ Media ERP – One Software for the entire M&E Enterprise





- The Enterprise Application Domain has been consolidated with few Mega-suite Providers
- The same evolution is panning out in Media and Entertainment Enterprises
- CLEAR™ is the most established Hybrid Cloud Media ERP across the globe

India FMS: Dominating on home turf



Offering complete media services across the spectrum. .

















Film Studios

Film Equipment

Film Shooting

Film chemical treatment

Editing/Color Correction



















Restoration & image enhancement

Digital Distribution

2D to 3D

Animation

VFX & Animation

Leading player in fast growing Indian M&E market

Owns India's largest integrated studio with ~25% capacity of Mumbai studio market

High Margin in range of 30-40% Margin in price competitive
Bollywood market, testimony to PFL's Quality work

Excellent relationships with Indian studios & broadcasters. .



















'WorldSourcing' model = unmatched competitive edge



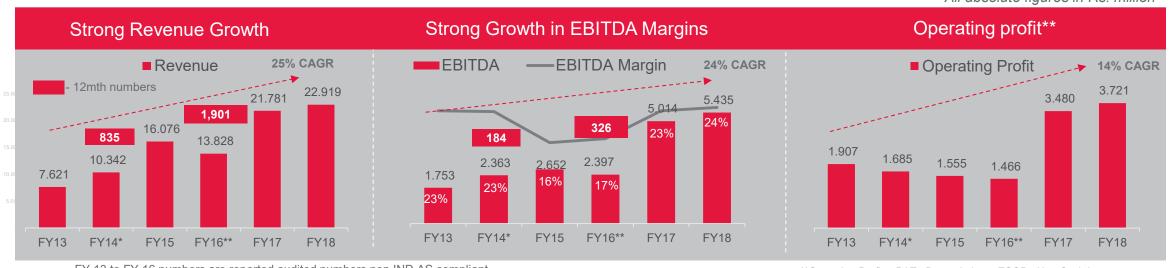
Global network providing highest quality, fastest time to market & most efficient pricing

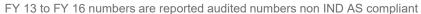


Robust financial performance ...

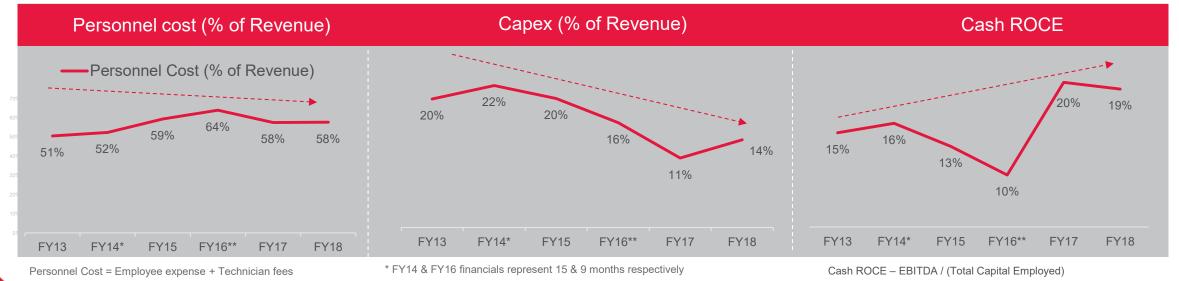


All absolute figures in Rs. million



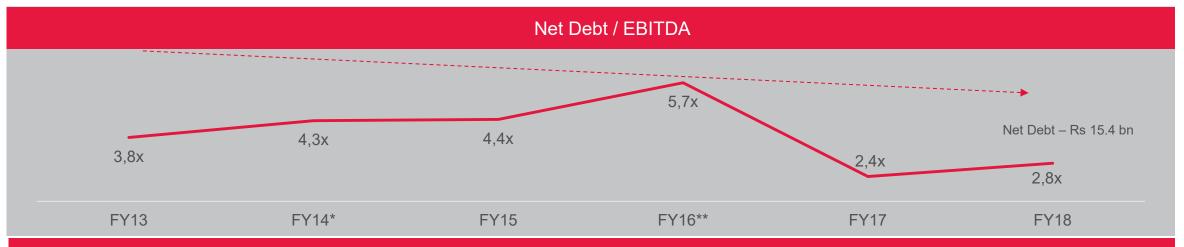


**Operating Profit – PAT+ Depreciation + ESOP+ Non Cash items



.. And significant improvement in Leverage









Significantly improved Leverage ratios along with reduction in Interest costs



Consolidated Profit & Loss Statement



Particulars (Rs Million)	Q4FY18	Q4FY17	% YoY Variance	Q3FY18	% QoQ Variance	FY18	FY17	% YoY Variance
Net sales / income from operations	5,871	6,537	-10%	6,096	-4%	22,575	21,536	5%
Total Expenditure	4,873	4,748	3%	4,823	1%	18,063	16,766	8%
Personnel Cost (including technician fees)	3,547	3,571	-1%	3,477	2%	13,244	12,533	6%
Other Expenditure	1,325	1,177	13%	1,345	-2%	4,819	4,233	14%
Income from writeback	-	-	NM	-	NM	-	-	NM
Adj EBITDA *	1,242	1,842	-33%	1,574	-21%	5,435	5,014	8%
Non Operating Foreign exchange (loss)/Gain	-	336	NM	25	NM	-	414	NM
Depreciation & amortization	661	502	32%	758	-13%	2,773	2,546	9%
ESOP Charges	51	84	-40%	42	21%	348	257	36%
Other Income	23	52	-55%	26	-10%	345	245	41%
EBIT	309	919	-66%	474	-35%	1,735	1,797	-3%
Interest & Finance charges	931	421	121%	453	105%	2,123	1,720	23%
PBT Before Exceptional Items	-622	498	NM	21	NM	-388	77	NM
Exceptional Items- Expenditure/ (Income)	-	9	NM	-	NM	-	-968	NM
PBT	-622	489	NM	21	NM	-388	1,046	NM
Tax Expense	1	32	-96%	91	-99%	56	90	-37%
PAT before Minority	-623	458	NM	-70	NM	-444	956	NM
Minority Interest	9	71	-87%	16	-42%	88	123	-29%
PAT	-632	387	NM	-87	NM	-532	833	NM

Key Ratios	Q4FY18	Q4FY17	Q3FY18	FY18	FY17
Adj. EBITDA Margin	27.9%	21.1%	25.8%	23.7%	23.0%
Net Margin	-10.6%	7.0%	-1.2%	-2.0%	4.4%
Total Expenditure/ Revenues	83%	73%	79%	80%	78%
Personnel Cost/ Total Operating Income	60%	55%	57%	59%	58%
Other Expenditure/ Total Operating Income	23%	18%	22%	21%	20%

^{*} Adjusted for Non-Cash ESOP charges, Non Operating FX and one-time expenses

Standalone Profit & Loss Statement



Particulars (Rs Million)	Q4FY18	Q4FY17	% YoY Variance	Q3FY18	% QoQ Variance	FY18	FY17	% YoY Variance
Net sales / income from operations	354	343	3%	355	0%	1,453	1,545	-6%
Total Expenditure	299	272	10%	259	15%	1,084	1,022	6%
Personnel Cost (including technician fees)	123	121	2%	126	-2%	498	510	-3%
Other Expenditure	176	151	16%	133	32%	587	512	15%
Adj EBITDA *	84	72	17%	196	-57%	662	523	27%
Non Operating Foreign exchange (loss)/Gain	-4	59	NM	25	NM	8	91	-91%
Depreciation & amortization	90	76	18%	85	5%	334	308	9%
ESOP Charges	39	99	-61%	40	-2%	247	255	-3%
EBIT	-69	-162	NM	-54	NM	-221	-132	NM
Interest & Finance charges	404	96	321%	146	177%	741	327	126%
Other income	25	27	-9%	125	-80%	268	154	74%
PBT Before Exceptional Items	-448	-231	NM	-75	NM	-694	-306	NM
Exceptional Items- Expenditure/ (Income)	-	-	NM	-	NM	-	-185	NM
PBT	-448	-231	NM	-75	NM	-694	-121	NM
Tax Expense	-96	-28	NM	-21	NM	-128	-11	NM
PAT	-352	-202	NM	-54	NM	-566	-110	NM

Key Ratios	Q4FY18	Q4FY17	Q3FY18	FY18	FY17
Adj. EBITDA Margin	22.2%	19.5%	40.8%	38.7%	30.8%
Net Margin	-99.3%	-58.9%	-15.1%	-39.0%	-7.1%
Total Expenditure/ Revenues	84.3%	79.1%	72.8%	74.6%	66.2%
Personnel Cost/ Total Operating Income	34.6%	35.1%	35.3%	34.2%	33.0%
Other Expenditure/ Total Operating Income	49.7%	44.0%	37.4%	40.4%	33.1%

Consolidated Balance Sheet



Davidaniana	Stand	alone	Conso	lidated
Particulars Particulars	31-Mar-18	31-Mar-17	31-Mar-18	31-Mar-17
Assets				
Non-Current Assets				
Property, Plant and Equipment	3,905	3,885	7,669	7,298
Capital Work In Progress	15	9	63	27
Goodwill	-	-	9,731	9,719
Other Intangible assets	24	31	5,241	5,457
Intangible Assets under development	-	-	488	170
Financial Assets				
Investments	9,387	9,443	43	40
Loans	_	-	-	-
Other financial assets	650	57	228	645
Deferred Tax assets (net)	255	446	255	446
Income Tax assets (net)	500	392	775	587
Other Non-Current Assets	28	29	345	356
Total Non- Current Assets	14,763	14,291	24,837	24,744
Current Assets				
Inventories	-	-	6	5
Financial Assets				
Trade receivables	491	548	3,448	2,694
Cash and cash equivalents	10	8	795	1,060
Bank balances other than above	33	104	126	199
Loans	1,013	2,207	-	-
Other financial assets	248	661	4,311	2,755
Other current assets	97	133	1,126	2,001
Total current Assets	1,891	3,662	9,812	8,714
Total Assets	16,654	17,953	34,649	33,458

Consolidated Balance Sheet

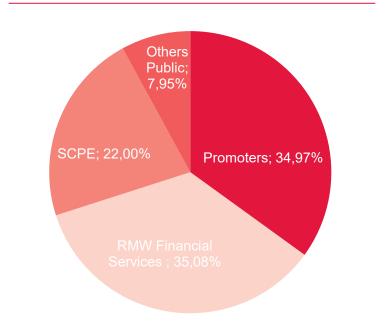


Particulars Particulars	Stand	alone	Conso	Consolidated		
Particulars	31-Mar-18	31-Mar-17	31-Mar-18	31-Mar-17		
Equity and Liabilities		-				
Equity						
Equity Share Capital	299	299	299	299		
Share warrant money received	825	-	825	-		
Other Equity	10,046	10,668	4,632	5,101		
Equity attributable to equity holders of the parent	11,170	10,967	5,756	5,400		
Non-controlling interest	-	-	1,234	1,141		
Total Equity	11,170	10,967	6,990	6,541		
Liabilities						
Non-Current Liabilities						
Financial Liabilities						
Borrowings	1,898	2,671	9,269	9,092		
Other financial liabilities	760	667	1,295	3,214		
Provisions	24	22	133	60		
Deferred Tax Liabilities (net)	-	-	979	1,132		
Other non-current liabilities	12	28	1,092	1,046		
Total Non-current liabilities	2,694	3,388	12,768	14,544		
Current Liabilities						
Financial Liabilities						
Borrowings	217	426	3,540	1,584		
Trade Payables	199	267	1,644	1,297		
Other financial liabilities	2,229	2,775	6,832	5,254		
Other Current Liabilities	116	95	2,233	3,829		
Provisions	3	2	116	197		
Current Tax Liabilities	26	33	527	212		
Total Current Liabilities	2,790	3,598	14,891	12,372		
Total Liabilities	5,484	6,986	27,659	26,917		
otal Equity + Liabilities	16,654	17,953	34,649	33,458		

PFL Shareholding Pattern



As on 31st March- 2018 Outstanding shares – 299 mn





Contact us

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Four-S Services

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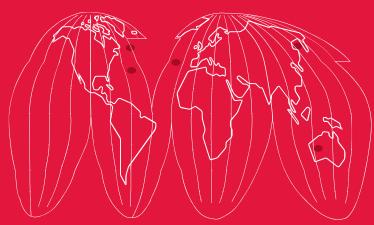


About Prime Focus Limited

Prime Focus Limited (PFL), the world's largest independent integrated media services powerhouse, employs over 9,000 professionals in 18 cities across 5 continents and 7 time zones. We provide end-to-end creative services (visual effects, stereo 3D conversion and animation), technology products & services (CLEAR™ Media ERP Suite and Cloud-enabled media services), production services (equipment rental) and post-production services (Digital Intermediate and picture post) to the Media & Entertainment industry.

Listed on the BSE and NSE of India and recognized on the Fortune India 'Next 500' list, Prime Focus has operations in Bangalore, Chandigarh, New Delhi, Goa, Hyderabad, Kolkata, London, Los Angeles, Mumbai, New York, Johannesburg, Capetown, Abu Dhabi, Toronto, Montreal, Chennai, Sydney and Vancouver.

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