

7th February, 2020

To,

The Secretary

BSE Limited

P J Towers,

Dalal Street,

Mumbai – 400 001

Scrip Code: 532706

The Manager

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor, Plot No C/1,

G Block, Bandra-Kurla Complex,

Bandra (East), Mumbai – 400 051

Scrip Code: INOXLEISUR

Dear Sir / Madam,

Sub: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Earnings Presentation.

Pursuant to Regulations 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Earnings Presentation that we propose to make during the Conference Call for analyst and investors scheduled to be held on Friday, 7th February, 2020 at 4.00 p.m. is enclosed and the said Earnings Presentation has also been uploaded on the Company's Website at <https://www.inoxmovies.com/Corporate.aspx?Section=3>

We request you to kindly take the same on record.

Thanking you.

Yours faithfully,

For INOX Leisure Limited



Parthasarathy Iyengar

Company Secretary



MANY FIRSTS. MANY GREATS.

600 *spectacular* SCREENS

SPREADING MILLIONS OF SMILES ACROSS 68 CITIES

RESULTS UPDATE Q3
& 9 MONTHS FY 20

INOX
LEISURE LIMITED

INSIGNIA

IMAX

MX4D

SCREENX

Kiddies

LASER

CLUB

Onyx Dinet

BIGPIX

INOXMOVIES.COM

DISCLAIMER

This presentation and the following discussion may contain “forward looking statements” by Inox Leisure Limited (“ILL” or “the Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future state of affairs, results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of ILL about the business, industry and markets in which ILL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond ILL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not, and should not be construed, as a representation as to future performance or achievements of ILL. In particular, such statements should not be regarded as a projection of future performance of ILL. It should be noted that the actual performance or achievements of ILL may vary significantly from such statements.

Due to rounding-off, figures presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the rounded-off figures.

SUMMARY

Financial Results

*Property Openings
and Pipeline*

Content Pipeline

*Shareholding
Structure and
Balance Sheet Items*

Annexure

HIGHEST
"EBITDA TO CAPITAL
INVESTED RATIO"
IN THE INDUSTRY

26% TTM

FIRST
NATIONAL CINEMA CHAIN
IN THE INDUSTRY TO BE
**NET DEBT
FREE**

PROMISES
DELIVERED!

INDIA'S
FIRST
3 TIER
CINEMA LOYALTY
PROGRAMME
LAUNCHED!

**600
SCREENS
MILESTONE
CROSSED**

INOX
LEISURE LIMITED

Achievements

**TOTAL
REVENUE**



Rs. **518** crs

19% YoY

EBITDA



Rs. **108** crs

25% YoY

**HIGHEST
Growth**
IN THE
INDUSTRY
FOR
Q3 FY20

FOOTFALLS



1.69 crs

11% YoY

PAT



Rs. **51** crs

40% YoY

INOX
LEISURE LIMITED

Achievements

**TOTAL
REVENUE**



Rs. **1538** crs

26% YoY

EBITDA



Rs. **308** crs

39% YoY

**HIGHEST
Growth**
IN THE
INDUSTRY
FOR
9MFY20

FOOTFALLS



5.32 crs

19% YoY

PAT



Rs. **144** crs

68% YoY



LEISURE LIMITED

New Properties Opened in Q3FY20 and QTD



Gorakhpur Orion (12th Dec 2019)
4 Screens 748 Seats



Indore Century 21 (Existing) (27th Dec 2019)
4 Screens 378 Seats



Lucknow Crown (30th Dec 2019)
6 Screens 1190 Seats



Pune Elpro (16th Jan 2020)
5 Screens 1139 Seats

Property Openings	Opened	Property	Screens	Seats
Lucknow Garden Galleria Mall	12-Apr-19	1	4	803
Vadodara Taksh NH8	3-May-19	1	5	976
Bangalore Garuda Yelahanka	28-Jun-19	1	4	756
Hyderabad GSM Mall	29-Jun-19	1	8	1,691
Q1FY20 Openings		4	21	4,226
Lucknow Umrao Mall	18-Aug-19	1	3	653
Jalandhar Reliance	6-Sep-19	1	3	862
Q2FY20 Openings		2	6	1,515
H1FY20 Openings		6	27	5,741
Gorakhpur Orion	12-Dec-19	1	4	748
Indore Century 21 Mall (Existing)	27-Dec-19	-	4	378
Lucknow Crown Mall	30-Dec-19	1	6	1,190
Q3FY20 Openings		2	14	2,316
9MFY20 Openings		8	41	8,057
Pune Elpro	16-Jan-20	1	5	1,139
YTD FY20 Openings		9	46	9,196

INOX REWARDS

INOX'S
flagship
LOYALTY
PROGRAM

Acquired
4 MILLION
MEMBERS WITHIN
2 MONTHS
OF ROLL-OUT

India's only
3 TIER
CINEMA LOYALTY
PROGRAM



**AJAY DEVGN WITH INOX
REWARDS BLACK TIER CARD**



**DEEPIKA PADUKONE BECOMES AN
INOX REWARDS BLACK TIER MEMBER**



**VARUN DHAWAN SHOOTS AN
INOX REWARDS VIDEO**



**BADMINTON STAR P.V. SINDHU APPLAUDS
EFFORTS TO PROMOTE INOX REWARDS**

Introducing



INOX TIES UP WITH **SWIGGY**

**DELIVERING SUMPTUOUS FOOD & BEVERAGE
ACROSS MUMBAI AND KARNATAKA
EXPANDING SOON IN OTHER CITIES**

INOX *experiential* MARKETING INITIATIVES



**AJAY DEVGN MEETS SCHOOL CHILDREN
AT INOX MEGAPLEX, MALAD, MUMBAI**



**VARUN DHAWAN DANCES WITH FANS
AT INOX INDORE AND PROMOTES INOX REWARDS**



**LAUNCH OF INDIA'S SECOND
INOX SCREENX AT KOLKATA**



**INNOVATIVE LAUNCH: TAPSEE PANNU AND
BHUMI PEDNEKAR ARRIVE AT INOX MEGAPLEX**



**INOX REWARD MEMBERS ENJOY HOLLYWOOD
FILM "BOMBSHELL" AT INOX INSIGNIA**



**AJAY DEVGN UNVEILS A SPECIAL GOURMET
MENU AT INOX INSIGNIA**

INOX experiential MARKETING INITIATIVES



ALTERNATE CONTENT SCREENING OF METALLICA CONCERT HELD IN 8 CITIES ACROSS INDIA



PREMIERE BADMINTON LEAGUE SPORTS PLAYERS MEET STUDENTS AT INOX CHENNAI



LITTLE ONES EXPERIENCE THEIR FIRST EVER FILM IN A CINEMA AT INOX



WINNER OF THE INOX GETAWAY COMBO, SREE HARSHA THOTA WINS AN ALL EXPENSES PAID TRIP TO DUBAI & FERRARI WORLD



MONKS EXPERIENCE A MOVIE AT INOX IN NEHRU PLACE, NEW DELHI



BRAND INOX GOING PLACES WITH PREMIERE BADMINTON LEAGUE

Ind AS 116 Impact on Profit & Loss



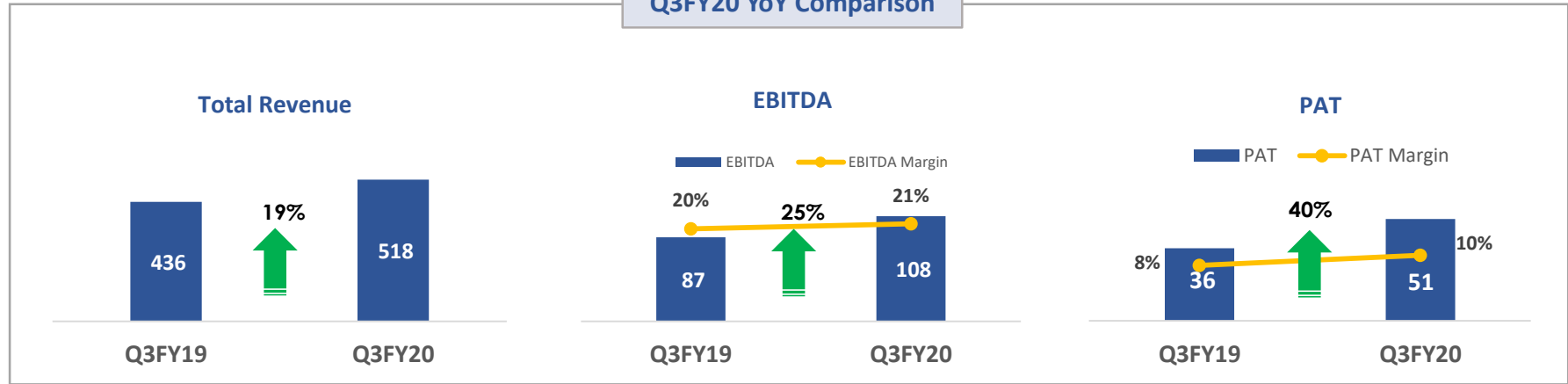
Particulars	Q3FY20	Ind AS 116	Q3FY20	Q3FY19	YoY%	9MFY20	Ind AS	9MFY20	9MFY19	YoY%
	Reported	Impact	Without Ind AS 116			Reported	116 Impact	Without Ind AS 116		
Total Revenues	518		518	436	19%	1,538		1,538	1,223	26%
Total Expenses*	344	65	409	350	17%	1,039	192	1,231	1,002	23%
EBITDA	174	-65	108	87	25%	499	-192	308	221	39%
EBITDA Margin(%)	34%		21%	20%	1%	32%		20%	18%	2%
[-]Depreciation	65	-38	27	25	11%	190	-110	80	71	13%
EBIT	109	-28	81	62	31%	309	-81	228	151	51%
[-]Interest	55	-53	2	6	-66%	160	-153	7	20	-64%
PBT	54	25	79	56	41%	149	71	220	131	68%
[-] Tax expense	19	9	28	19	43%	52	25	77	46	69%
PAT	35	16	51	36	40%	97	46	144	85	68%
PAT Margin(%)	7%		10%	8%	2%	6%		9%	7%	2%
Basic EPS (Rs.)	3.56	1.64	5.20	3.90	33%	9.89	4.72	14.61	9.23	58%

*Ind AS 116 - Rent Impact

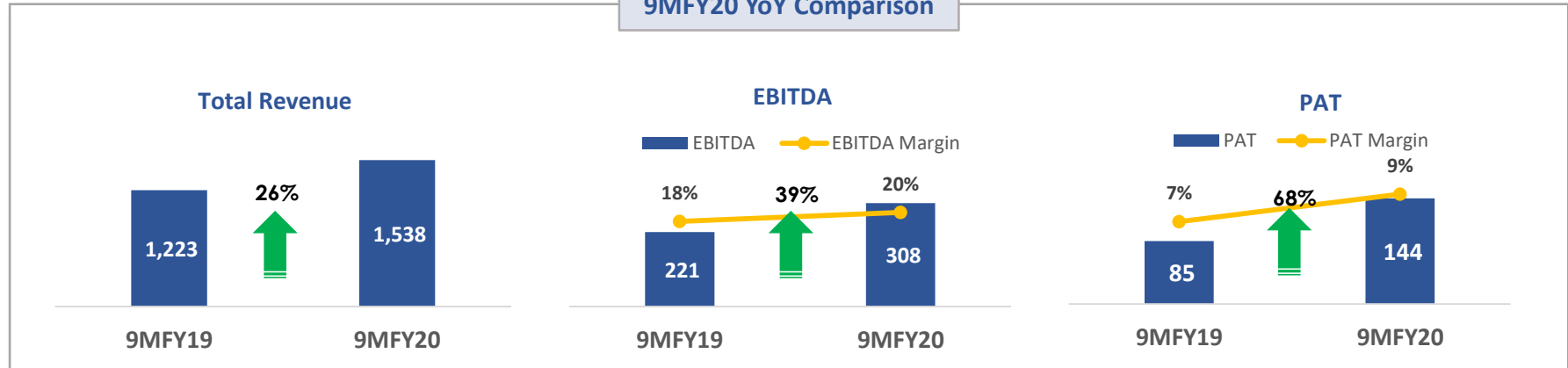
All figures in INR Crs., unless otherwise specified.

Due to rounding-off, figures presented in the above table may not add up precisely to the totals provided and percentages may not precisely reflect the rounded-off figures.

Q3FY20 YoY Comparison

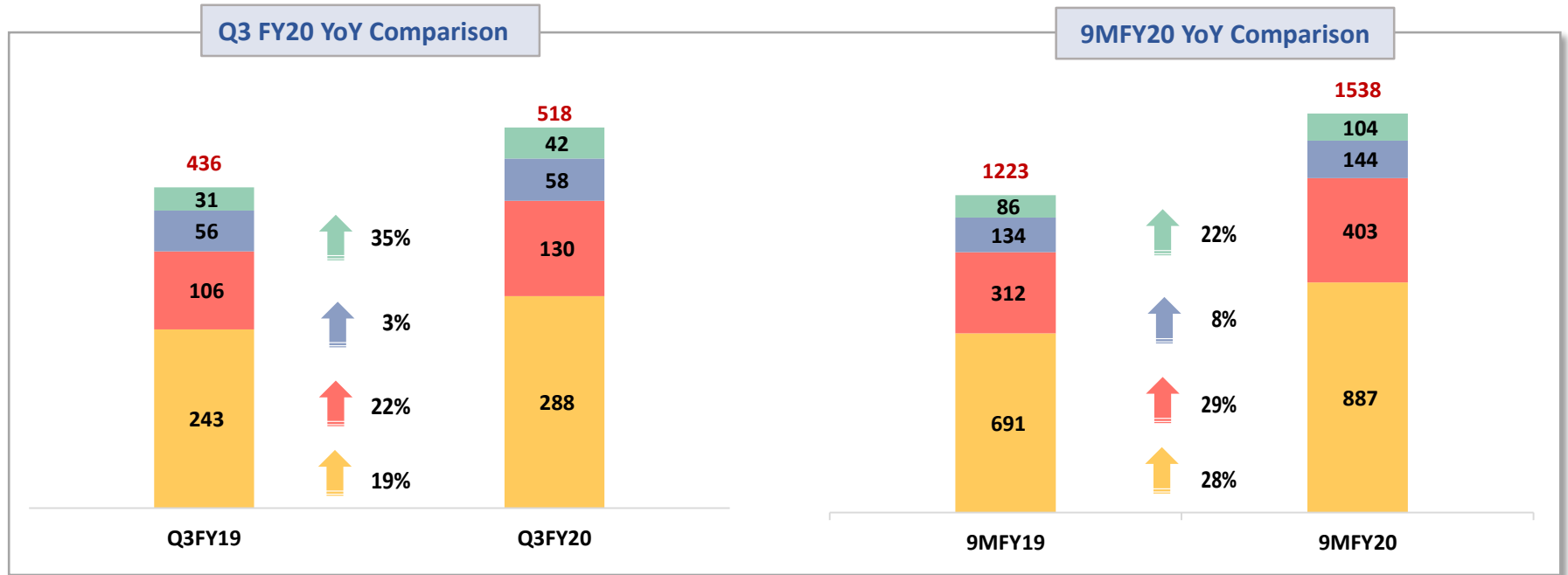


9MFY20 YoY Comparison



EBITDA and PAT excludes Ind AS 116 impact
 All figures in INR Crs., unless otherwise specified, Total Revenue and EBITDA includes Other non-operating Income

Q3 & 9M FY20 – Revenue Break Up Analysis



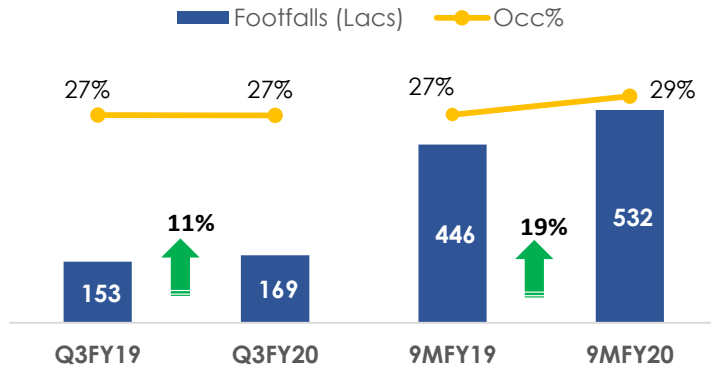
%Share	Q3FY19	Q3FY20	9MFY19	9MFY20
Net Box Office	55.7%	55.7%	56.5%	57.6%
Net Food & Beverage	24.4%	25.0%	25.6%	26.2%
Advertisement	12.8%	11.1%	10.9%	9.4%
Other Revenues	7.2%	8.1%	7.0%	6.8%

All figures in INR Crs., unless otherwise specified

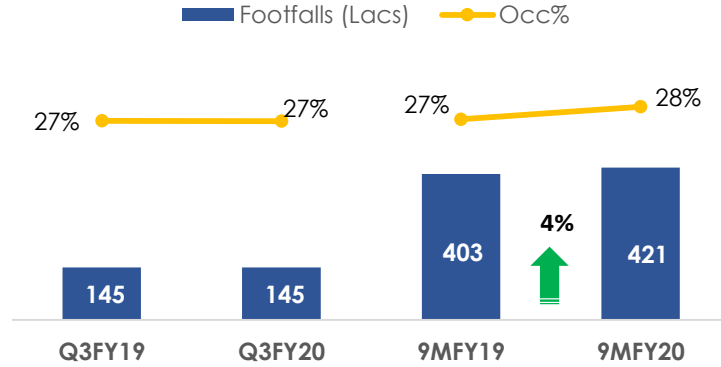
Q3 & 9M FY20 Results Analysis – Key Operational Metrics



Overall Footfalls & Occupancy%

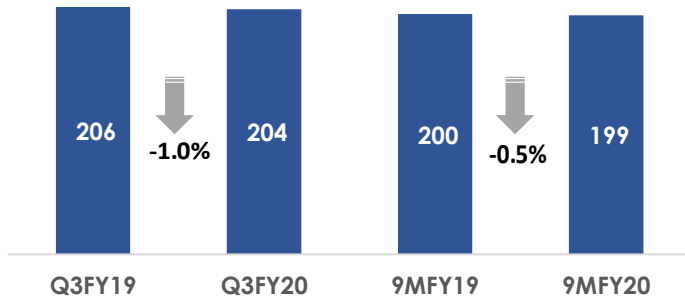


Comparable Properties Footfalls & Occupancy%

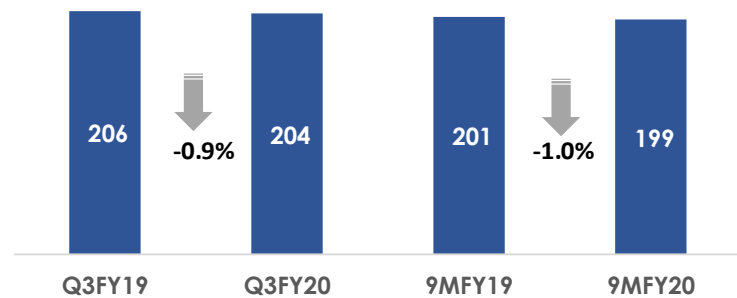


Footfalls with Management properties: Q3FY20: 178 lacs, Q3FY19: 160 lacs & 9MFY20: 559 lacs, 9MFY19: 470 lacs

Overall Average Ticket Price (ATP) [INR]

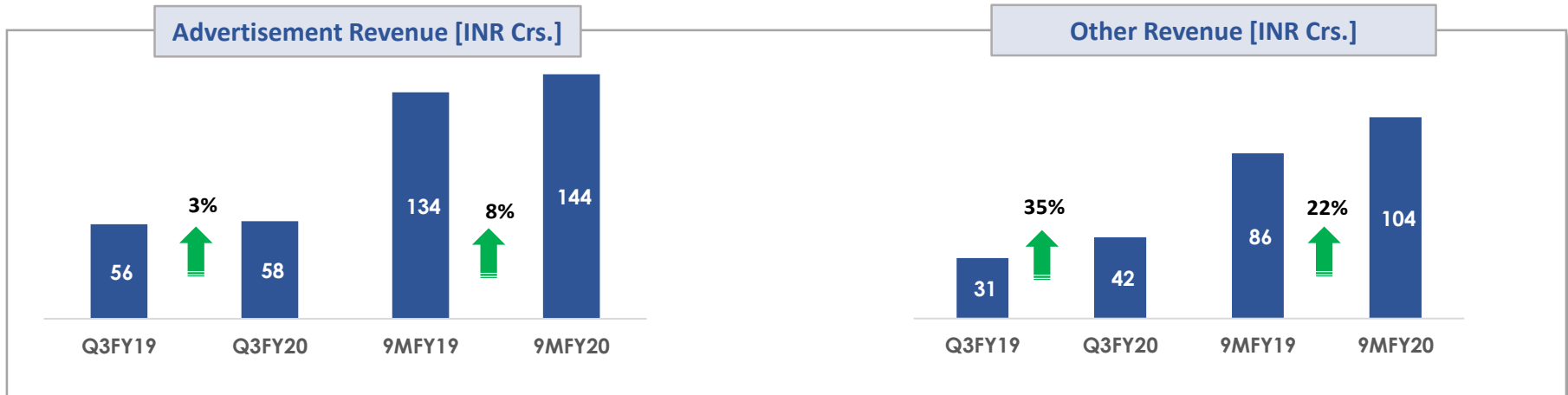
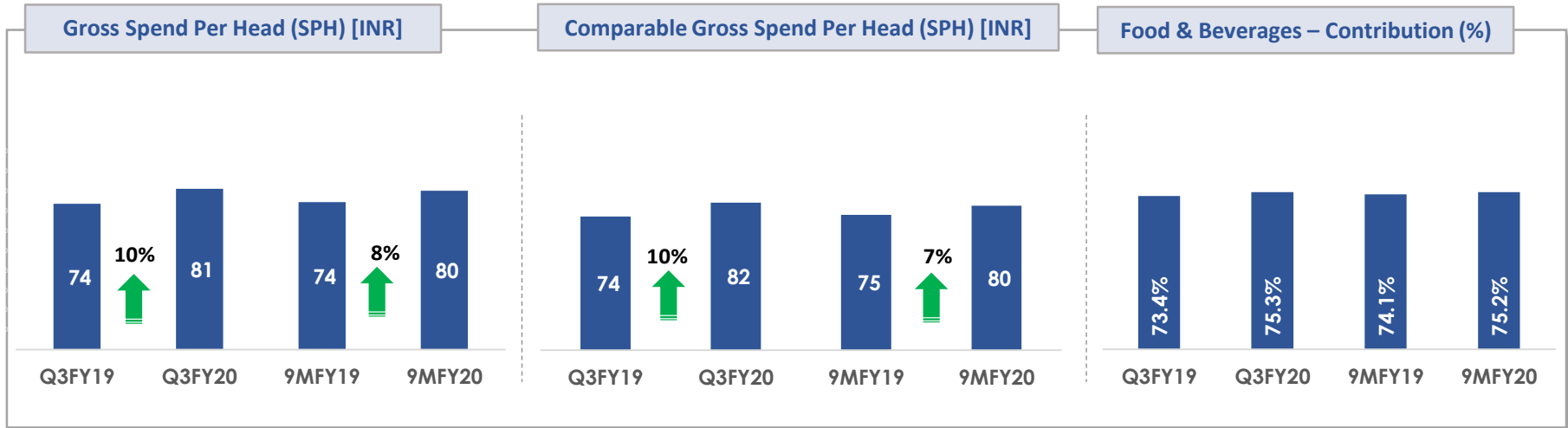


Comparable Properties Average Ticket Price (ATP) [INR]

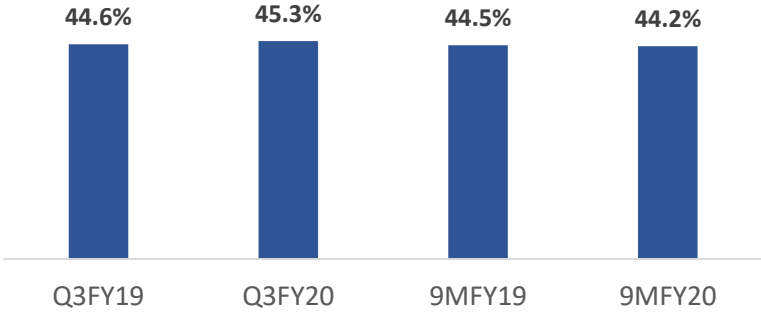


Note: All above charts exclude management properties

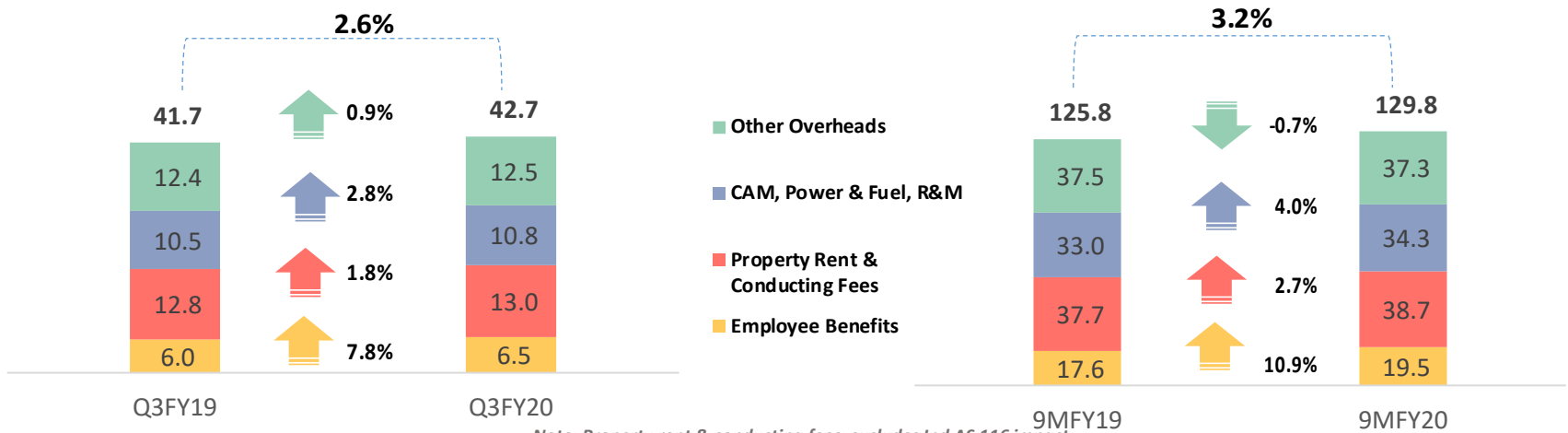
Q3 & 9M FY20 Results Analysis – Key Operational Metrics



Film Distributor Share on NBOC [%]



Other Overheads Per Operating Screen (INR Lacs)



Note: Property rent & conducting fees excludes Ind AS 116 impact

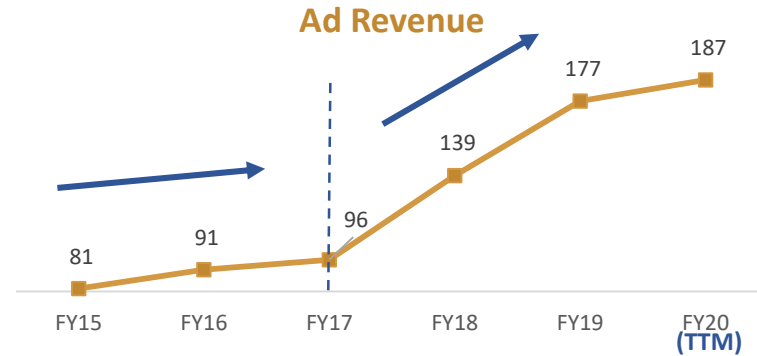
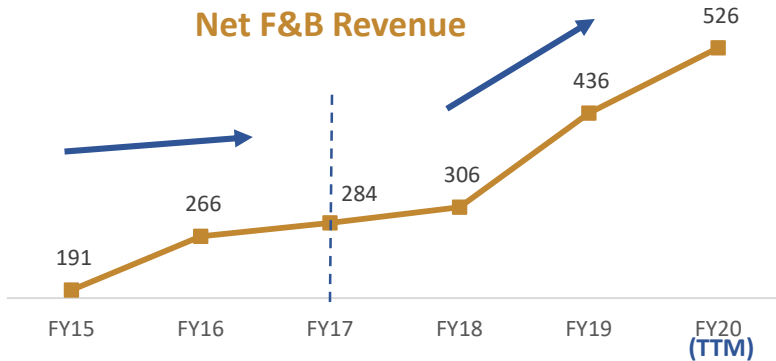
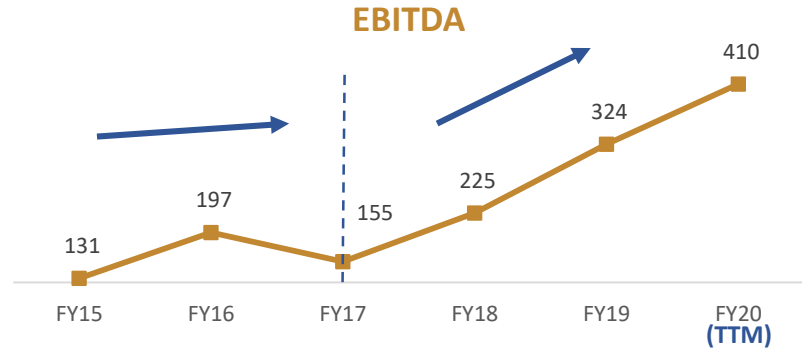


LEISURE LIMITED

STRATEGIC INITIATIVES

IN ADVERTISEMENT AND F&B

YIELDING RESULTS!



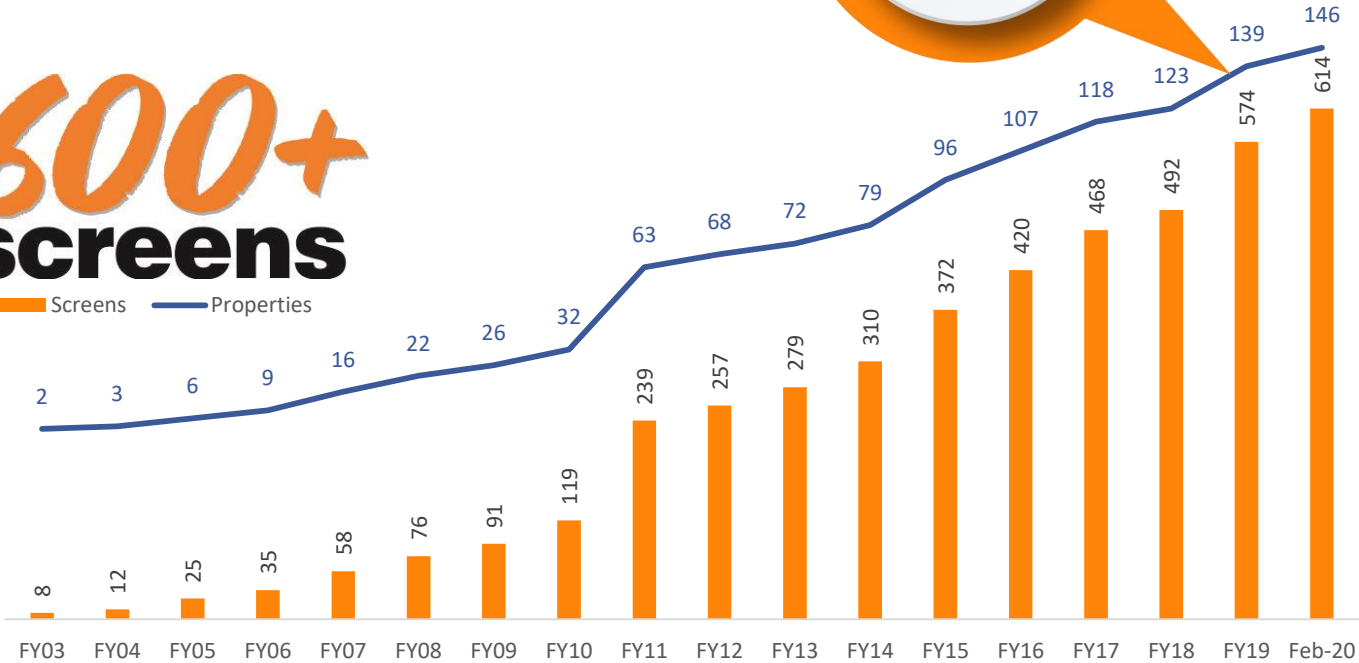
EBITDA excludes Ind AS 116 impact and includes Other non-operating income
All figures in INR Crs., unless otherwise specified

Track Record of Aggressive Expansion



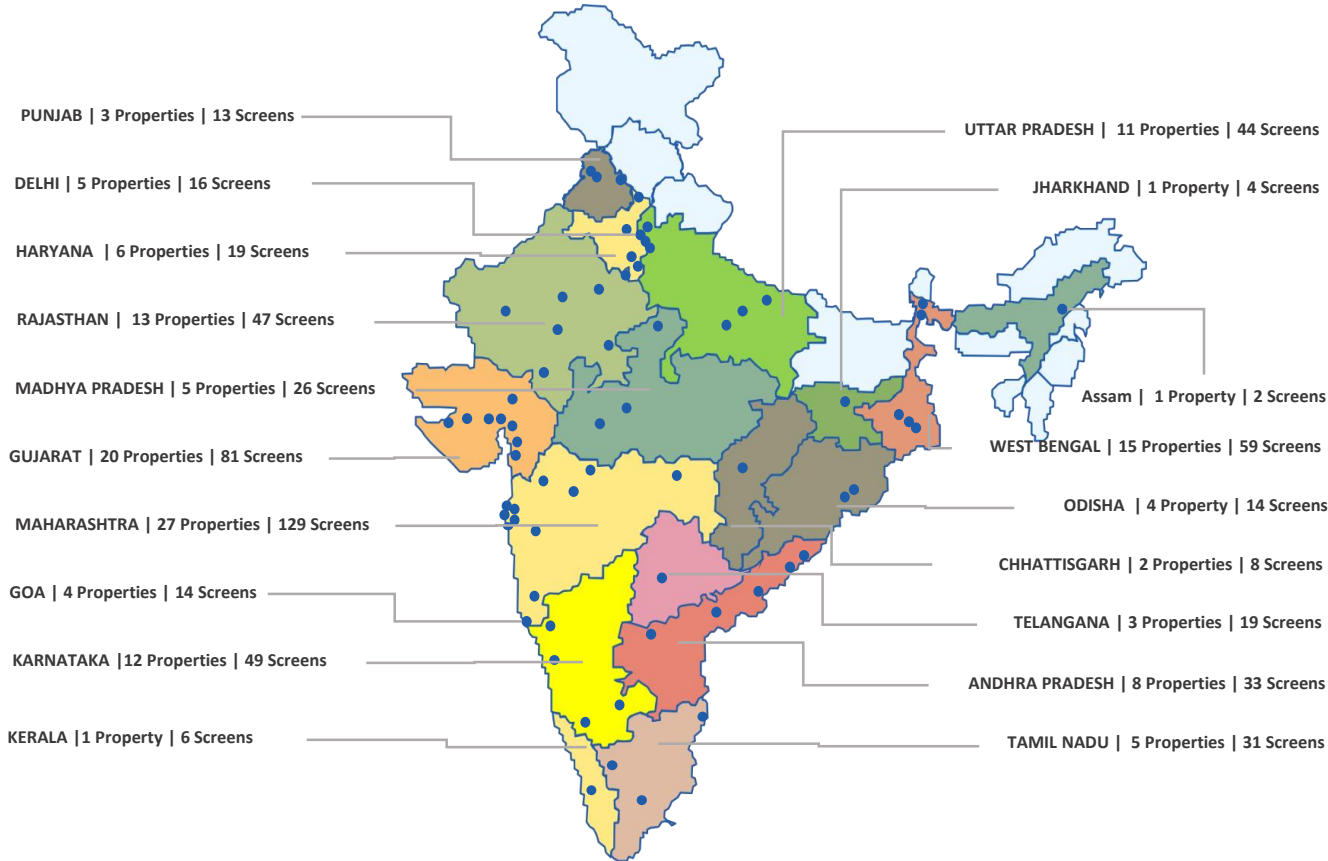
600+
screens

— Screens — Properties

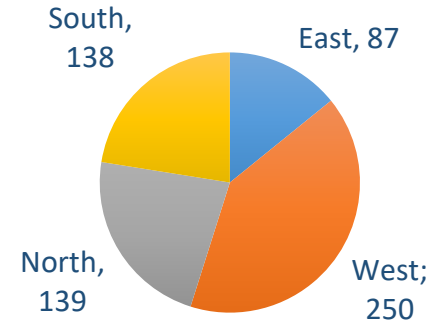


Note: Includes Acquisition of 89 Cinemas in FY07, Fame in FY11 and Satyam in FY15

ONE OF THE LARGEST MULTIPLEX CHAIN IN INDIA



Screens Zone wise



19 States
68 Cities
146 Properties
614 Screens
142,684 Seats

* Includes 8 management properties with 29 screens and 7,370 seats

FY20 Pipeline				
Properties	Open Date	Properties	Screens	Seats
Lucknow Garden Galleria	12-Apr-19	1	4	803
Taksh Galaxy Vadodara	3-May-19	1	5	976
Bengaluru Yelahnika	28-Jun-19	1	4	756
Hyderabad GSM	29-Jun-19	1	8	1,691
Lucknow Umrao Mall	18-Aug-19	1	3	653
Jalandhar Reliance	6-Sep-19	1	3	862
Gorakhpur Orion	12-Dec-19	1	4	748
Indore Century 21(Existing)	27-Dec-19	-	4	378
Lucknow Crown Mall	30-Dec-19	1	6	1,190
Pune Elpro	16-Jan-20	1	5	1,139
Openings Till Date		9	46	9,196
To Be Opened				
Jaipur		1	3	550
Bhilwara		1	3	670
Indore (Existing)		-	2	80
Bengaluru		1	5	629
Gurugram		1	4	850
Mumbai		1	4	241
Salem		1	3	803
Total		15	70	13,019

	Properties	Screens	Seats
FY19	139	574	135,586
FY20 Openings till date	9	46	9,196
Expected Feb'20 to Mar'20	6	24	3,823
*Adjustments	(2)	(6)	(2,098)
FY20 Expected	152	638	146,507
Additions Post FY20	148	1,018	188,881
Leading to	300	1,656	335,388



*Adjustments – Discontinued operations of Nagpur Poonam Mall (3 screens & 1068 seats) & Pune FNS (3 screens & 1015 seats), and 15 seats of Siliguri Orbit has been reduced due to renovation.



Malang

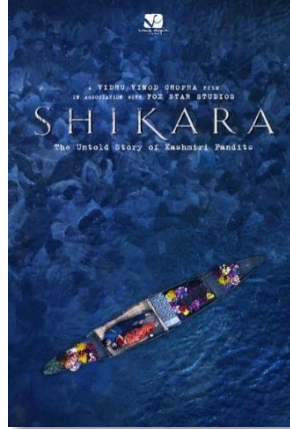
Release Date:

7th February 2020

Cast: Aditya Roy Kapur,
Disha Patani

Director: Mohit Suri

Banner: Luv Films,
Northern Lights
Entertainment, T-Series
Super Cassettes
Industries Ltd.



Shikara

Release Date:

7th February 2020

Cast: Aadil Khan,
Sadia Dhar

Director: Vidhu
Vinod Chopra

Banner: Fox Star
Studios



Love Aaj Kal 2

Release Date:

14th February 2020

Cast: Kartik Aaryan,
Sara Ali Khan

Director: Imtiaz Ali

Banner: Maddock
Films, Reliance
Entertainment, Jio
Studios, Window Seat
Films



BHOOT: Part One – The Haunted Ship

Release Date:

21st February 2020

Cast: Vicky Kaushal,
Bhumi Pednekar

Director: Bhanu
Pratap Singh

Banner: Dharma
Productions, Zee
Studios



Shubh Mangal Zyada Saavdhan

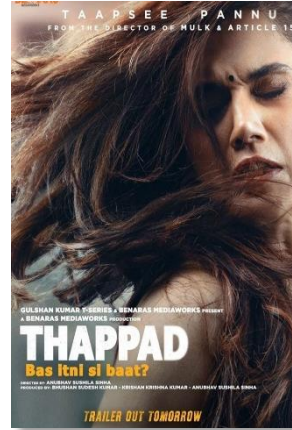
Release Date:

21st February 2020

Cast: Ayushmann
Khurrana,

Director: Hitesh
Kewalia

Banner: Colour Yellow
Productions, T-Series
Super Cassettes
Industries Ltd.



Thappad

Release Date:

28th February 2020

Cast: Tapsee Pannu
Director: Anubhav
Sinha

Banner: T-Series Super
Cassettes Industries Ltd.



Baaghi 3

Release Date: 6th March 2020
Cast: Tiger Shroff, Shraddha Kapoor
Director: Ahmed Khan
Banner: Nadiadwala Grandson Entertainment



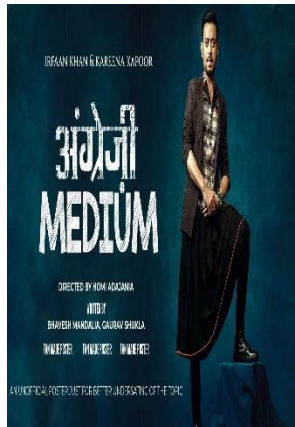
Chhalaang

Release Date: 13th March 2020
Cast: Rajkummar Rao, Nushrat Bharucha
Director: Hansal Mehta
Banner: Ajay Devgn Ffilms, Luv Films, T-Series Super Cassettes Industries Ltd.



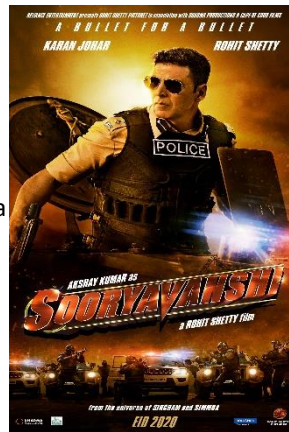
Gunjan Saxena – The Kargil Girl

Release Date: 13th March 2020
Cast: Janhvi Kapoor
Director: Sharan Sharma
Banner: Dharma Productions, Zee Studios



Angrezi Medium

Release Date: 20th March 2020
Cast: Irrfan Khan, Kareena Kapoor Khan
Director: Homi Adajania
Banner: T-Series Super Cassettes Industries Ltd., Maddock Films



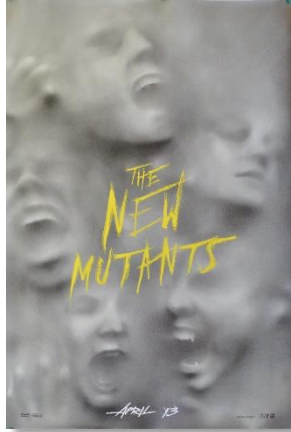
Sooryavanshi

Release Date: 27th March 2020
Cast: Akshay Kumar, Katrina Kaif
Director: Rohit Shetty
Banner: Rohit Shetty Picturez, Dharma Productions, Cape of Good Films, Reliance Entertainment



Mulan

Release Date: 27th March 2020
Cast: Liu Yifei, Donnie Yen
Director: Niki Caro
Banner: Walt Disney Pictures



The New Mutants

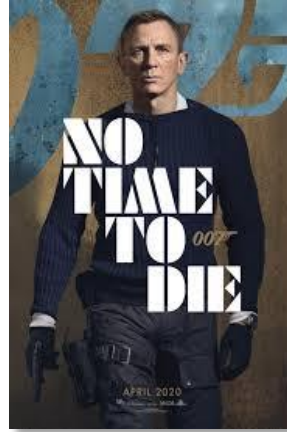
Release Date:

3rd April 2020

Cast: Maisie Williams, Anya Taylor-Joy, Charlie Heaton

Director: Josh Boone

Banner: 20th Century Studios, Marvel Entertainment Genre Films



No Time to Die

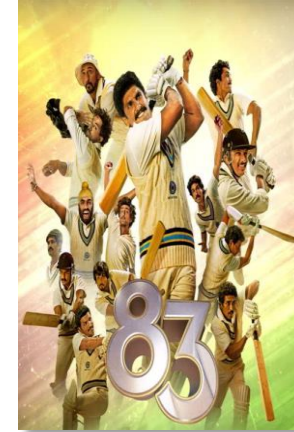
Release Date:

8th April 2020

Cast: Daniel Crai, Rami Malek

Director: Cary Joji Fukunaga

Banner: Metro-Goldwyn-Mayer (MGM), Universal Pictures, Eon Productions



'83

Release Date:

10th April 2020

Cast: Ranveer Singh, Deepika Padukone

Director: Kabir Khan

Banner: Phantom Films, Reliance Entertainment, Phantom Productions



Roohi Afzana

Release Date:

17th April 2020

Cast: Rajkummar Rao, Janhvi Kapoor

Director: Hardik Mehta

Banner: Maddock Films



Gulabo Sitabo

Release Date:

17th April 2020

Cast: Amitabh Bachchan, Ayushmann Khurrana

Director: Shoojit Sircar

Banner: Rising Sun Films Production, Kino Works



Ludo

Release Date:

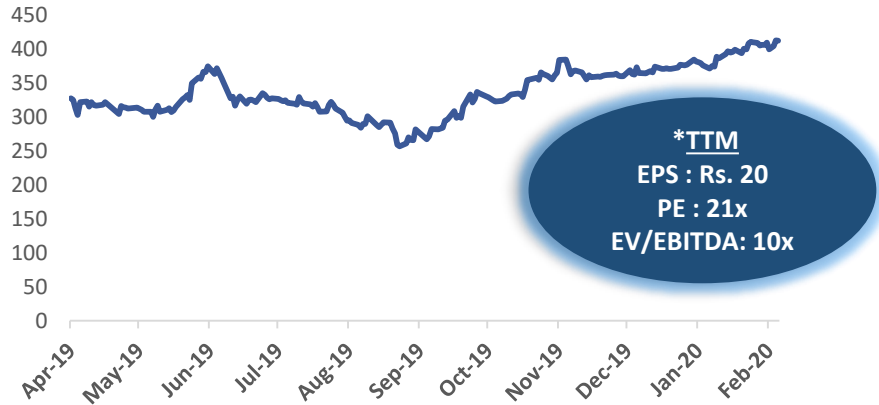
24th April 2020

Cast: Abhishek Bachchan, Fatima Sana Shaikh, Rajkummar Rao

Director: Anurag Basu

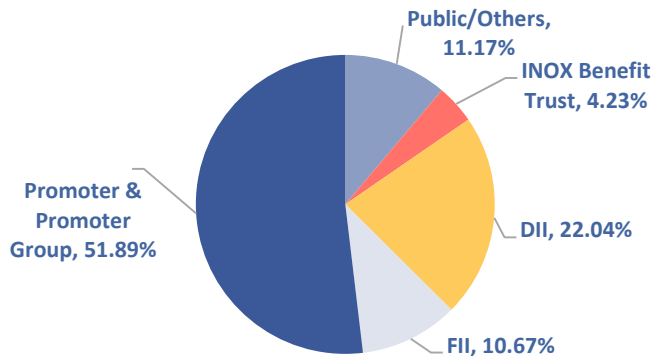
Banner: T-Series Super Cassettes Industries Ltd.

Share Price Performance



Source: BSE *EPS and EV is calculated based on closing share price, as on 5th Feb 2020
 EBITDA is considered on TTM basis

% Shareholding as of 31st Jan 2019



Source: Company

Market Data

As on 05-Feb-20

No. of Shares Outstanding (Cr.)	10.3
Face Value (INR)	10.0
Price (INR)	412.0
52 week High/Low (INR)	420.00/249.25
Market Capitalisation (INR Cr.)	4,237

Source: BSE

Key Institutional Investors – 31st Jan'20

% Holding

HDFC	7.5%
Sundaram MF	4.1%
DSP Fund	2.0%
Aditya Birla Sunlife	1.7%
Franklin India MF	1.5%
BNP Paribas	1.3%
Reliance MF	1.2%
DFA Investments Group	1.1%
Icici Prudential	1.0%
Taiyo Greater India Fund Ltd	0.9%
AXA	0.9%
RAMS Equities	0.8%
Cohesion	0.7%
Caisse De (ENAM)	0.6%
Morgan Stanley	0.5%

Source: Company



FOR A BETTER TOMORROW



INDIA'S FIRST CINEMA
TO RECEIVE
LEED GOLD
LEADERSHIP IN ENERGY & ENVIRONMENTAL DESIGN
CERTIFICATION



INDIA'S FIRST CINEMA
TO OPERATE ON
WIND
ENERGY



INTRODUCED
INDIA'S FIRST
ROOFTOP
SOLAR
CINEMA



EMPLOYING, GROOMING & TRAINING
WORKFORCE
IN 68 CITIES, ALL ACROSS INDIA



INTRODUCED
SINGLE USE
PLASTIC FREE
CINEMA ENVIRONMENT



ENHANCING
WOMEN
WORKFORCE
ALL ACROSS SEC A, B & C TOWN CINEMAS





Annexure

Annexure: Consolidated P&L Statement



Particulars (INR Crs.)	Q3FY20 with Ind AS116	Q3FY19	YoY %	Q2FY20 with Ind AS116	QoQ %	9MFY20 with Ind AS116	9MFY19	YoY %	FY19
Total Revenue	517.8	436.2	18.7%	524.3	-1.3%	1,538.2	1,223.0	25.8%	1,707.1
Exhibition Cost	133.7	112.2	19.2%	139.1	-3.9%	402.7	317.0	27.0%	444.2
Food & Beverages Cost	32.0	28.3	13.0%	34.5	-7.3%	99.8	80.8	23.5%	112.5
Employee Benefits Expense	36.9	30.2	22.4%	37.3	-1.1%	109.3	84.3	29.7%	115.2
Lease Rental & Hire Charges	8.8	64.2	-86.3%	8.8	-0.1%	25.7	181.0	-85.8%	249.3
CAM, Power & Fuel, R&M	61.5	52.7	16.7%	65.7	-6.4%	192.5	158.4	21.6%	211.9
Other Expenses	71.1	62.1	14.5%	66.7	6.6%	209.0	180.1	16.1%	249.9
EBITDA	173.8	86.6	100.7%	172.2	0.9%	499.2	221.5	125.4%	324.1
EBITDA Margin %	33.6%	19.9%	1371 bps	32.8%	73 bps	32.5%	18.1%	1434 bps	19.0%
Depreciation & Amortisation	64.8	24.5	164.3%	64.5	0.5%	190.2	70.6	169.2%	95.5
Impairment Loss on PP&E	-	-	-	-	-	-	-	-	0.8
Finance Cost	54.7	6.2	782.9%	54.2	1.0%	159.8	19.9	703.7%	23.7
Exceptional Items	-	-	-	-	-	-	-	-	5.0
PBT	54.2	55.9	-3.0%	53.4	1.5%	149.2	130.9	13.9%	199.1
Current tax	24.7	16.5	49.7%	26.2	-5.7%	72.8	38.6	88.6%	60.1
Deferred tax	(5.5)	2.9	-288.2%	(7.5)	-26.5%	(20.3)	6.9	-394.0%	10.1
Taxation pertaining to earlier years	-	-	-	(0.4)	-100.0%	(0.4)	-	-	(4.6)
PAT	35.0	36.4	-3.9%	35.1	-0.4%	97.2	85.4	13.7%	133.5
PAT Margin %	6.8%	8.4%	-159 bps	6.7%	6 bps	6.3%	7.0%	-67 bps	7.8%
Basic Earnings Per Share (EPS)	3.56	3.90	-9%	3.57	-0.3%	9.89	9.23	7%	14.20

All figures in INR Crs., unless otherwise specified



LISTED COMPANIES

GFL Limited

- Erstwhile Gujarat Fluorochemicals Limited
- Holding company of INOX Wind and INOX Leisure Ltd.



Gujarat Fluorochemicals Limited

- Erstwhile INOX Fluorochemicals Limited
- Largest producer of Chloromethanes, refrigerants and Polytetrafluoroethylene in India.



INOX Leisure Limited

- One of the largest multiplex chains in India
- In the business of setting up, operating and managing a national chain of multiplexes under the brand name 'INOX'
- Present in 68 cities with 146 multiplexes and 614 screens



INOX Wind Limited

- Fully integrated player in the wind energy market
- State-of-the-art manufacturing plants near Ahmedabad (Gujarat), Una (Himachal Pradesh) and Barwani (Madhya Pradesh). Our Madhya Pradesh facility is one of the largest in Asia
- Ability to provide end-to-end turnkey solutions for wind farms

OTHER KEY COMPANIES



INOX Air Products Private Limited

- 50:50 joint venture with Air Products Inc., USA
- Largest producer of industrial gases in India
- 40 plants spread throughout the country



INOX India Private Limited

- Largest producer of cryogenic liquid storage and transport tanks in India
- Offers comprehensive solutions in cryogenic storage, vaporization and distribution engineering
- Has operations in India, USA, Netherlands and Brazil

- 90 Year track record of consistent business growth
- USD \$3 Billion Inox Group diversified across 7 different businesses

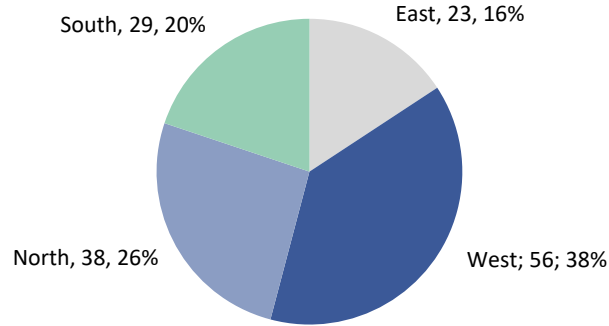
- 10,000+ employees at 150+ business units across India
- Distribution network spread over 50+ countries

Well Diversified Distribution of Multiplexes across India

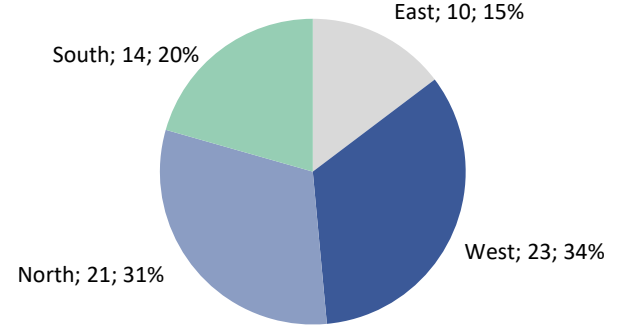
Access to Wide Variety of Regional Content

Lower Dependency on Hindi and English Content

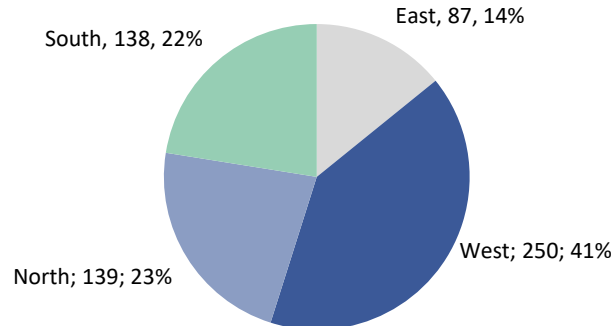
146 Properties



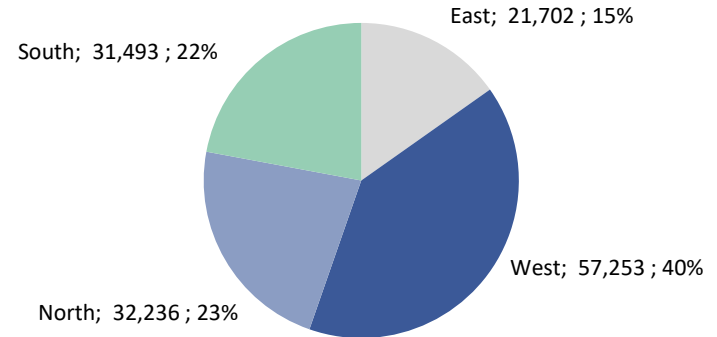
68 Cities



614 Screens



142,684 Seats



Includes 8 management properties with 29 screens and 7,370 seats

Annexure: Strong Brand Partnerships



BFSI, GEC & Automobile



FMCG



Consumable Durables



Ecommerce & Telecomm.



Fashion & Lifestyle

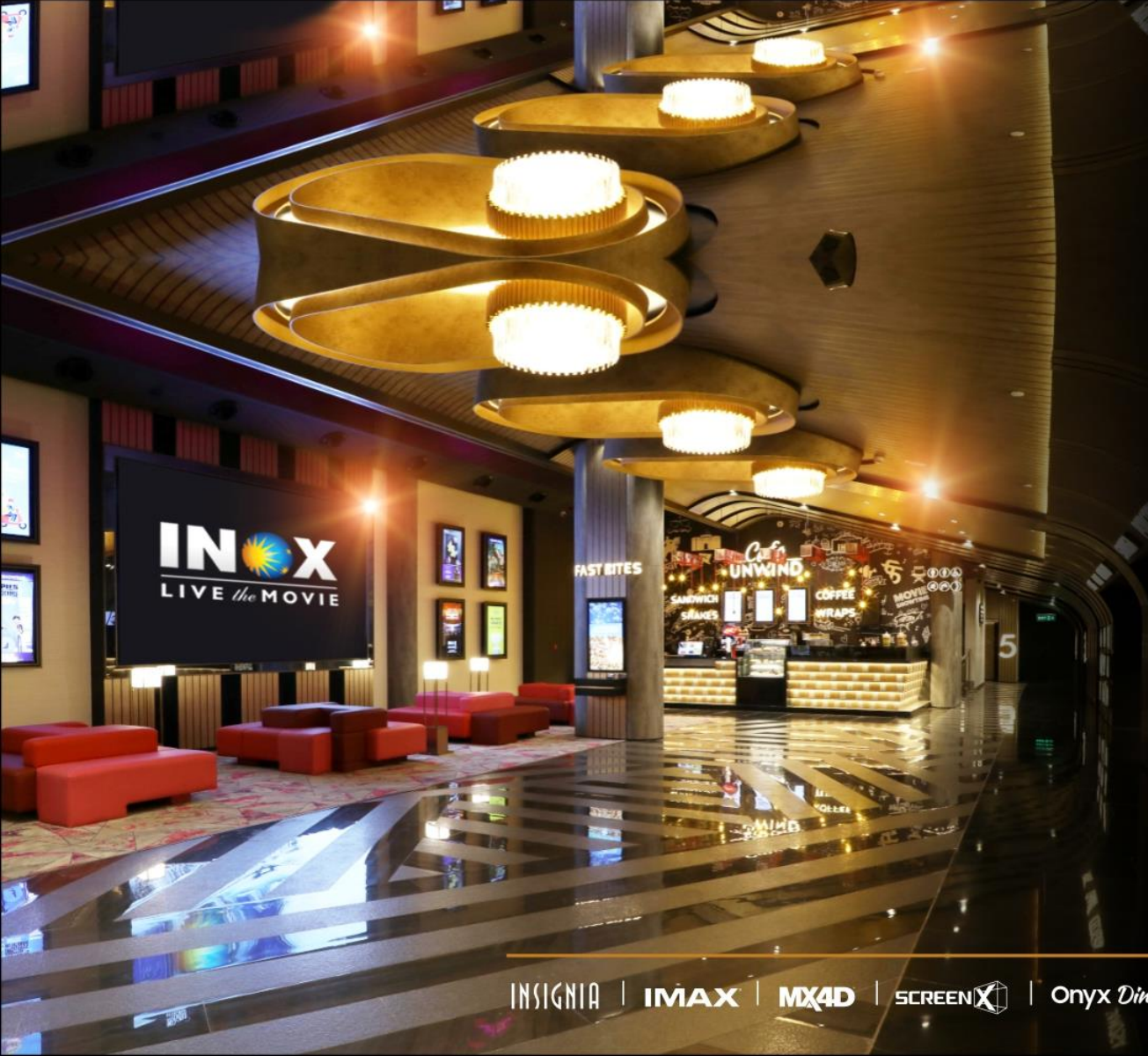


Others



The heart of Incredible India





INOX
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Thank You

BALESH TALAPADY

AVP - BUSINESS ANALYSIS

+91 22 4062 6927

balesh.talapady@inoxmovies.com

INSIGNIA | IMAX | MX4D | SCREENX | Onyx Diner | BIGPIX | LASER | CLUB | Kiddies