UFO
digital cinema

Date: February 2, 2017

To,
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Mumbai – 400 001
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To,
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BSE Scrip Code: **539141**

NSE Symbol: **UFO**

Dear Sir / Ma'am,

Sub: Analyst Presentation – Q3&9MFY17 Conference Call

Pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirement) Regulation, 2015, we enclose herewith a copy of the presentation to be made to the Analysts on Q3&9MFY17 Results of the Company.

We request you to take note of the same.

Thanking you.

Yours faithfully,

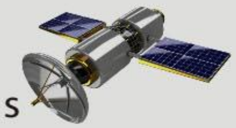
For **UFO Moviez India Limited**

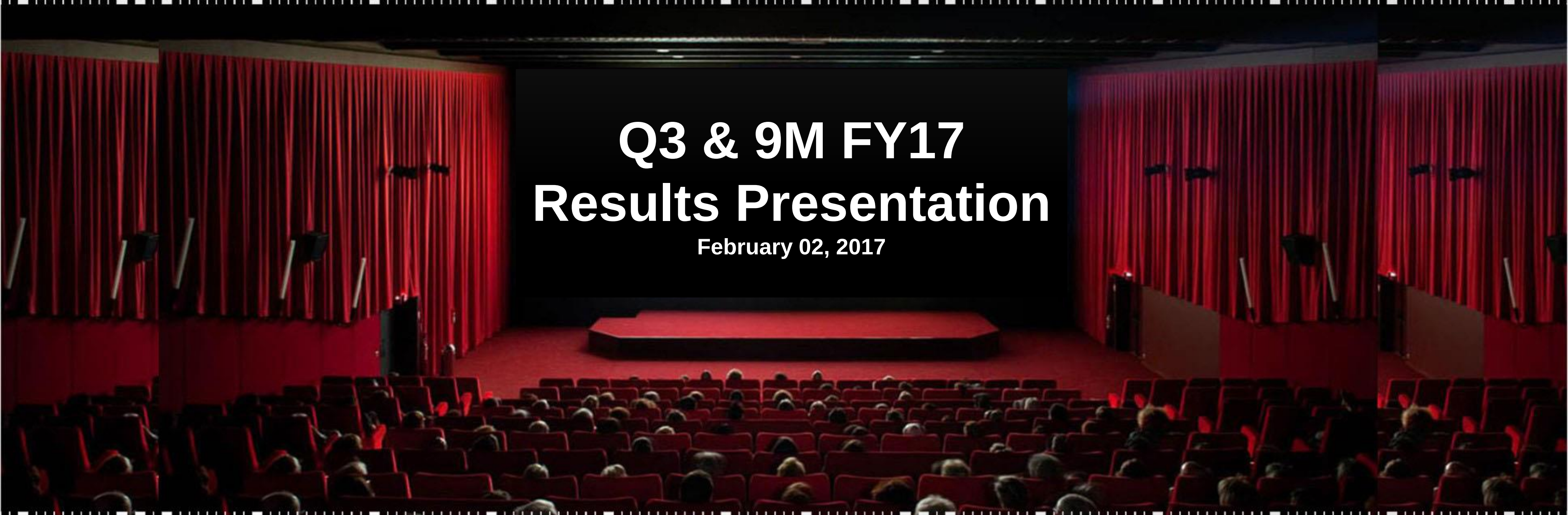
S.S Chavan

Sameer Chavan
Company Secretary
M. No.: F7211

Encl: a/a

Captive audience, customized content & audited displays are attracting a growing number of in-cinema advertisers wishing for better recall amongst audiences





Q3 & 9M FY17 Results Presentation

February 02, 2017

India's largest digital cinema distribution network and in-cinema advertising platform*

UFO digital cinema

UFO Moviez India Limited

* in terms of number of screens.

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UFO Moviez at a Glance

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

Indian Film Industry's Largest Content Distribution Highway

5,052*
Digital Screens in India

~2.10 million
Seating capacity per show

Digitally Delivered **462** Movies for **1,160** Distributors in Q3FY17

Across **1,950** Locations

India's Largest In-cinema High Impact Advertising Platform

3,737
In Cinema Advertising Screens

with an average weekly seating capacity of **~49 million**

1,090 Advertisers in Q3FY17

Across **1,911** Locations

Data as on December 31, 2016

* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 121 screens in Nepal

UFO's Innovative Solution for Analog Cinema Market

UFO digital cinema

Analog Cinema Era beset with Issues…

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

… UFO's Innovative Solution

Satellite Delivery of Cinema

Satellite

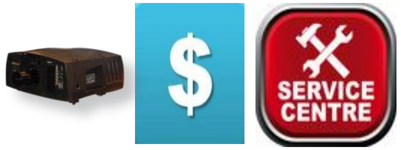
Pan India movie release through satellite transfer

Exhibitor

- ✓ Low cost
- ✓ Immediate
- ✓ Flexible

'Solution provider', not 'Product provider'

Solution



End to end technology solution to accelerate uptake

Exhibitor

- ✓ End to end
- ✓ Reliable
- ✓ Greater monetization

In-cinema Advertising proposition

Viewers

Connect cinema audience with advertisers

Government of India	Johnson & Johnson
Honda Motorcycle	Google
Coca Cola	Vodafone
ICICI Pru Life	HDFC Bank

Advertisers

- ✓ Pan-India reach
- ✓ Single reliable platform
- ✓ Transparent

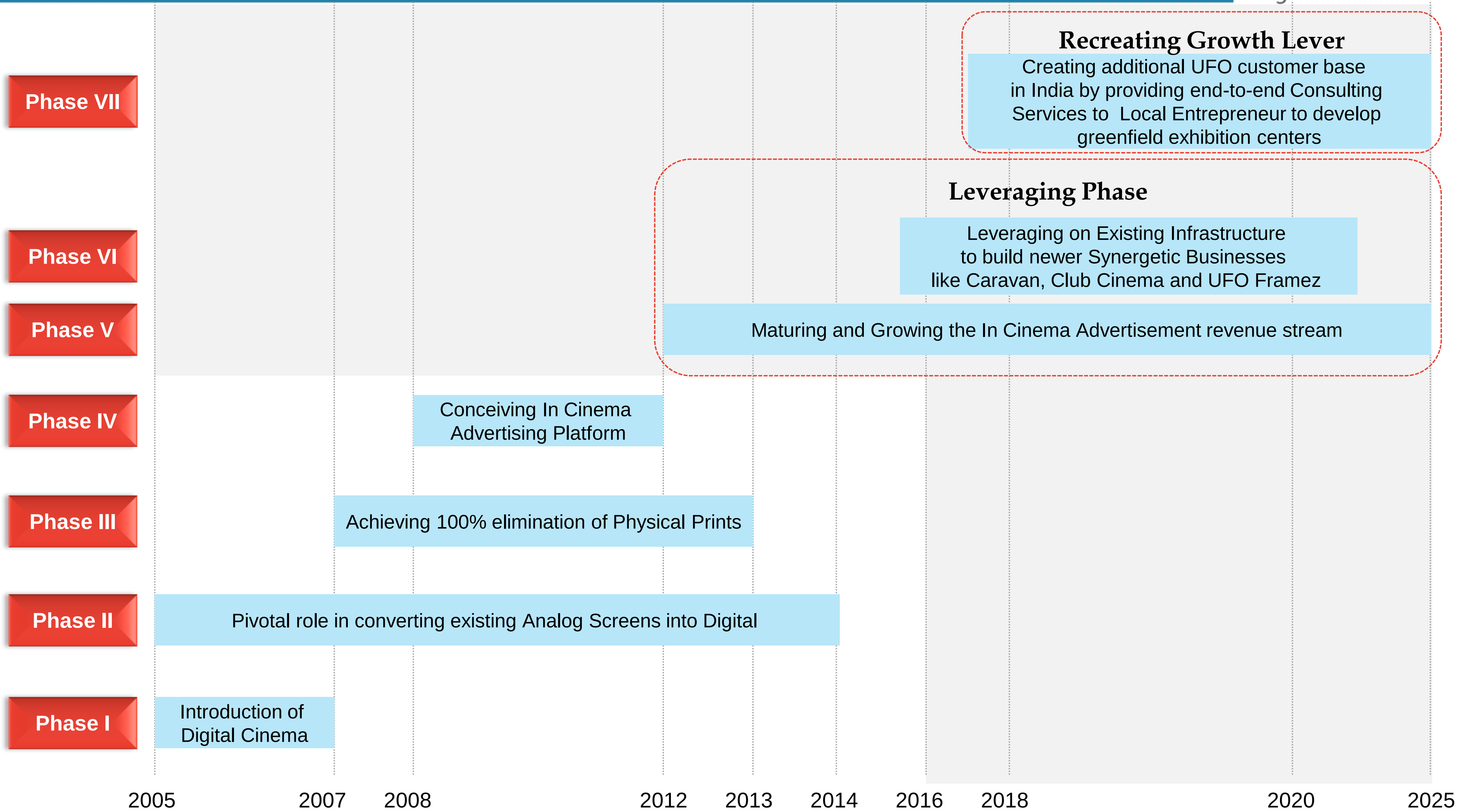
Philosophy – Value Creation Across the Value Chain

UFO digital cinema

Digitization has redefined film economics by enabling pan-India releases on day one and improving viewing experience. Aggregated ad inventory across a fragmented exhibitor base has created a unique ad platform with high effectiveness and reach.

	UFO Proposition	Stakeholder Impact
Exhibitors	• Enable digitization of screens – Provides installation, investment and maintenance services for digital cinema systems – Receive fresh / "first-day first-show" content – Access to almost all films released historically • Effectively monetize ad inventory	• Content variety clubbed with high quality viewing experience • Higher theatrical revenues given day and date release • Operational flexibility & simplicity • Ad revenue upside
Content Owner / Distributor	• Pan-India release • Fully secure, encrypted signal • Pay per show model • Low cost distribution even for under-served smaller markets	• Increased box office revenues • Reduced piracy • Reduced distribution costs
Advertisers	• Aggregate ad inventory in 3,737 screens (including 333 D-Cinema screens); seating capacity of ~1.74 Mn viewers per show across India as on December 31, 2016 • Centralized scheduling • Flexible and customizable ad platform	• Growing usage by advertisers – Targeted advertising – High impact medium – Transparency – Multi-language flexibility

Our Vision


Recreating Growth Lever
Creating additional UFO customer base in India by providing end-to-end Consulting Services to Local Entrepreneur to develop greenfield exhibition centers
Leveraging Phase
Leveraging on Existing Infrastructure to build newer Synergetic Businesses like Caravan, Club Cinema and UFO Framez
Maturing and Growing the In Cinema Advertisement revenue stream
Conceiving In Cinema Advertising Platform
Achieving 100% elimination of Physical Prints
Pivotal role in converting existing Analog Screens into Digital
Introduction of Digital Cinema
Phase VII
Phase VI
Phase V
Phase IV
Phase III
Phase II
Phase I
2005
2007
2008
2012
2013
2014
2016
2018
2020
2025

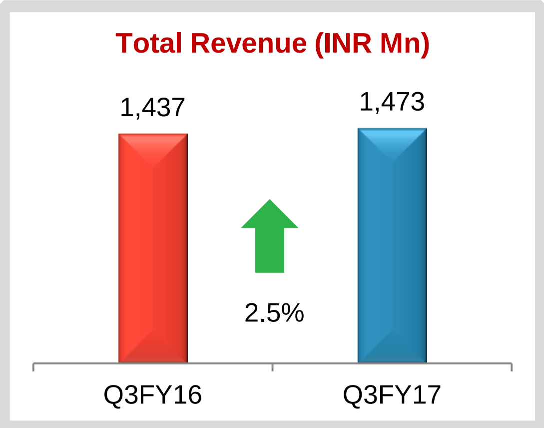
Shareholder Value Creation

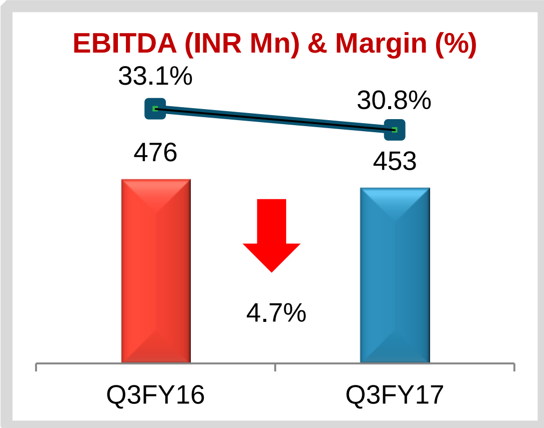
Capital Intensity	Initial high capital intensity over; poised to generate higher revenues with lower incremental capex.
Capital Efficiency	Network Effect and Operational Efficiencies lead to increasing RoCE.
Capital Allocation	Intent to grow only in synergistic businesses with low content risk.
Capital Distribution	Intent to distribute ≥ 25% of PAT annually.

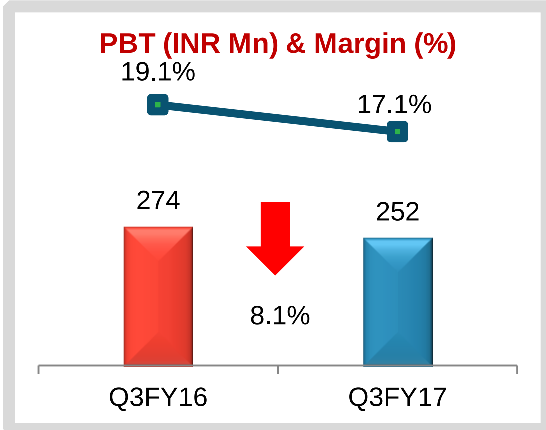
Financial and Operating Highlights

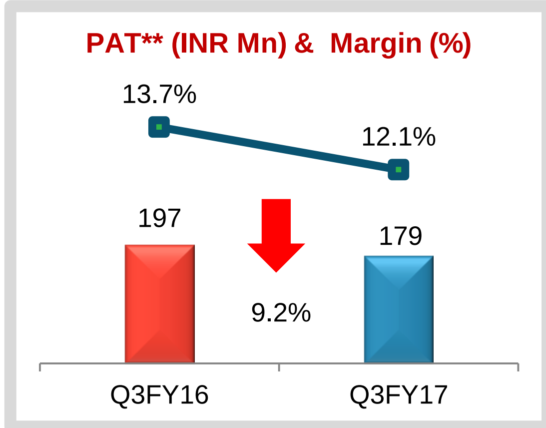
Financial Highlights – Q3FY17 vs Q3FY16

Consolidated, excluding VDSPL*









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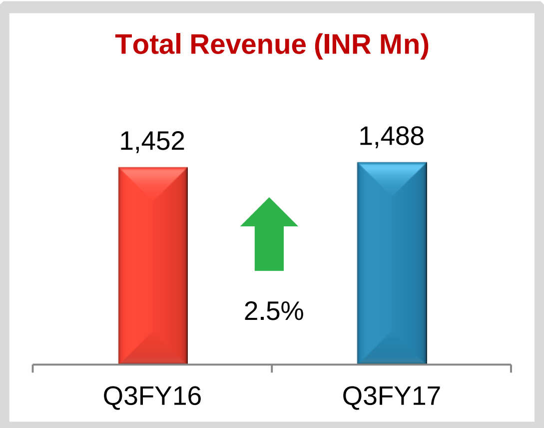
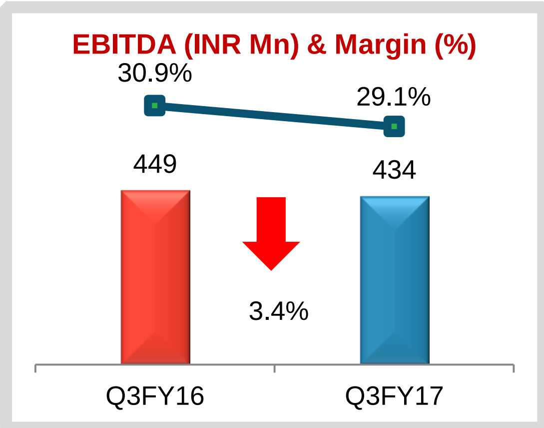
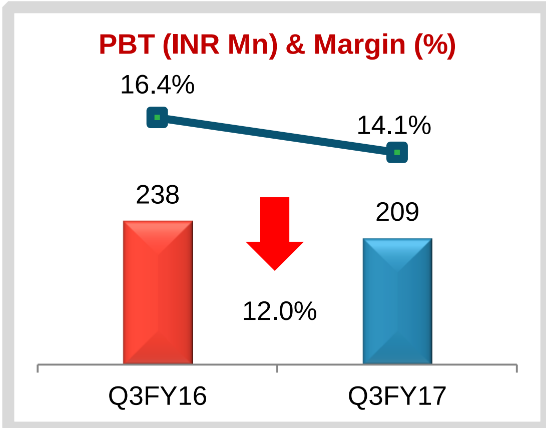
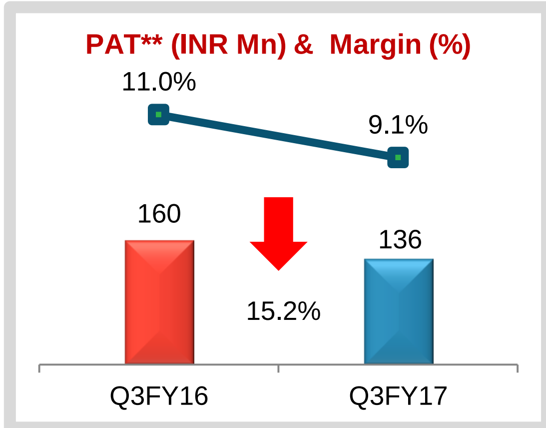




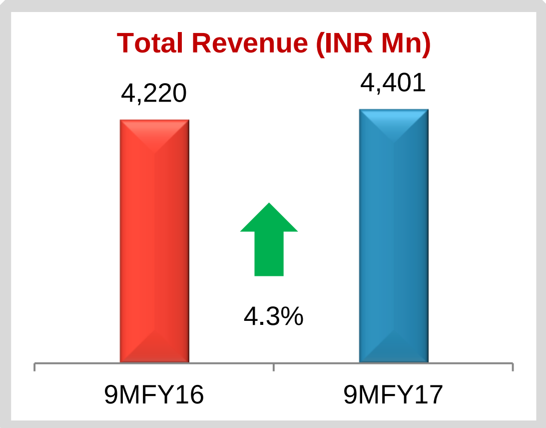


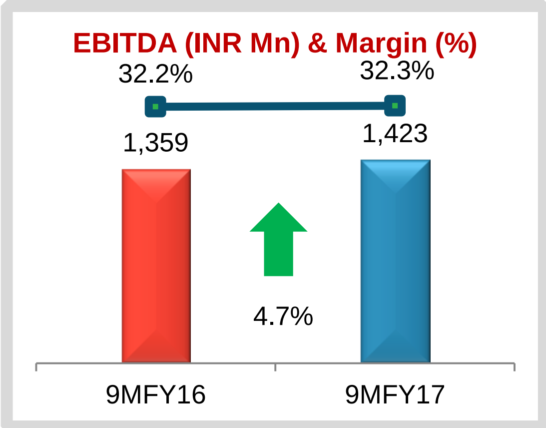


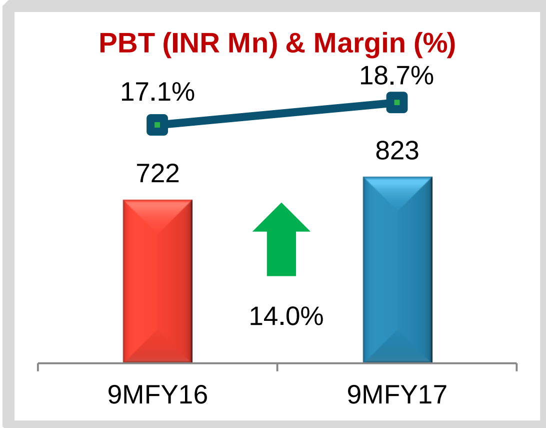
*VDSPL includes Caravan Talkies and Club Cinema businesses
**PAT after Minority Interest

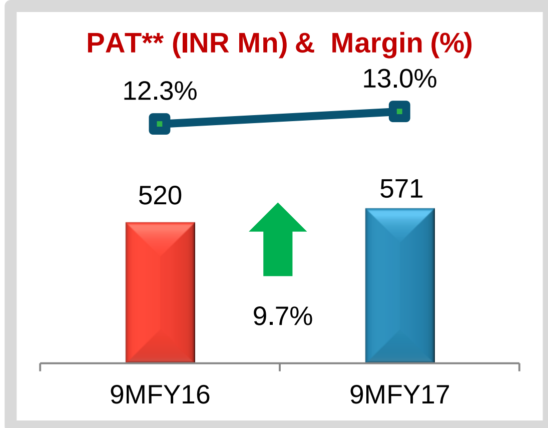
Financial Highlights – 9MFY17 vs 9MFY16

Consolidated, excluding VDSPL*









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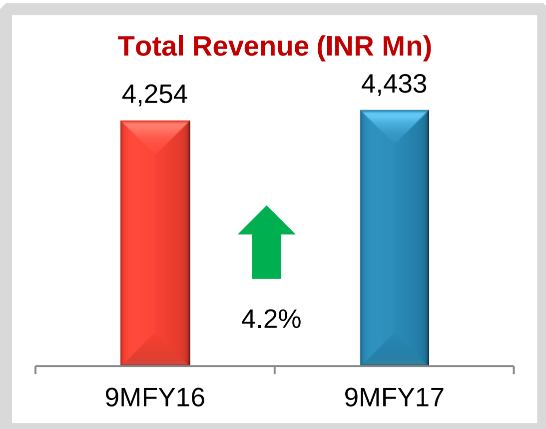
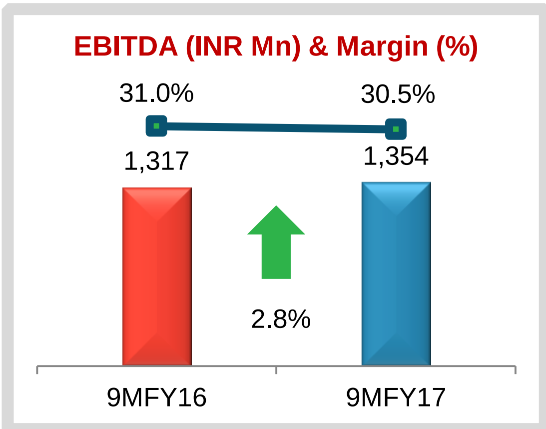
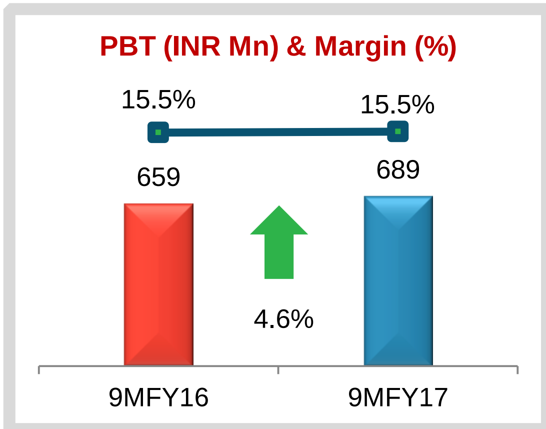
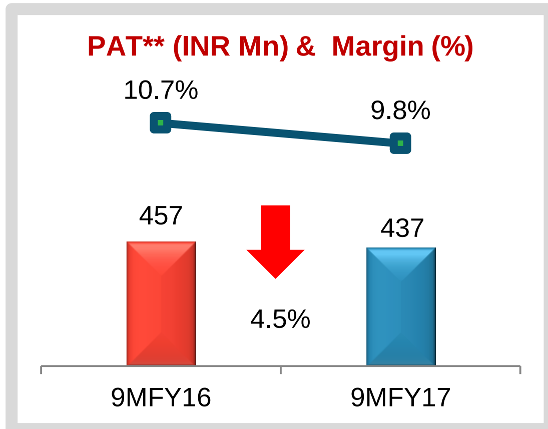








*VDSPL includes Caravan Talkies and Club Cinema businesses

**PAT after Minority Interest

Driving Wide Spread Release of Movies on UFO Network

UFO digital cinema

Top 10 Hindi

Release Date	Movie	# of Screens
23-Dec	DANGAL	2,914
30-Sep	M.S.DHONI THE UNTOLD STORY	2,666
28-Oct	SHIVAAY	2,595
28-Oct	AE DIL HAI MUSHKIL	2,424
18-Nov	FORCE 2	2,160
9-Dec	BEFIKRE	1,847
25-Nov	DEAR ZINDAGI	1,840
2-Dec	KAHAANI 2	1,803
11-Nov	ROCK ON 2	1,599
16-Dec	WAJAH TUM HO	1,594

Top 10 Telugu

Release Date	Movie	# of Screens
9-Dec	DHRUVA	794
30-Sep	HYPER (PRATHI INTLO OKADUNTAADU)	544
21-Oct	ISM	495
7-Oct	PREMAM	414
11-Nov	SAHASAME SWASAGA SAGIPO	353
7-Oct	EEDU GOLDU YEHE	347
30-Dec	INTLO DEYYAM NAAKEM BHAYAM	337
18-Nov	EKKADIKI POTHAVU CHINNAVADA	323
7-Oct	ABHINETRI	255
7-Oct	JAGUAR	253

Top 10 Marathi

Release Date	Movie	# of Screens
4-Nov	VENTILATOR	450
7-Oct	JAUNDYA NA BALASAHEB	414
11-Nov	VAZANDAR	296
14-Oct	GHANTAA	184
2-Dec	BHOOTKAAL	150
9-Dec	NAGPUR ADHIVATION EK SAHAL	148
21-Oct	JALSA	145
7-Oct	FAMILY KATTA	139
21-Oct	KAUL MANACHA	137
30-Sep	A DOT COM MOM	109

Top 10 Malayalam

Release Date	Movie	# of Screens
7-Oct	PULIMURUGAN	327
21-Oct	AANANDAM	214
7-Oct	THOPPIL JOPPAN	172
18-Nov	KATTAPPANAYILE RITWIK ROSHAN	160
7-Oct	KAVI UDHESHICHATHU?	128
4-Nov	SWARNAKKADUVA	121
2-Dec	ORE MUGHAM	76
25-Nov	10 KALPANAKAL	38
9-Dec	MARUPADI	36
2-Dec	CAMPUS DIARY	30

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

Continued…

Driving Wide Spread Release of Movies on UFO Network

UFO digital cinema

Top 10 Tamil

Release Date	Movie	# of Screens
28-Oct	KODI	299
11-Nov	ACHCHAM YENBADHU MADAMAIYADA	253
7-Oct	REMO	250
28-Oct	KAASHMORA	249
2-Dec	SAITHAN	218
25-Nov	KAVALAI VENDAM	210
23-Dec	KATHTHI SANDAI	196
9-Dec	CHENNAI 600028 II	158
7-Oct	DEVI	141
7-Oct	REKKA	133

Top 10 Kannada

Release Date	Movie	# of Screens
30-Sep	DODMANE HUDGA	276
14-Oct	NAGARAHAVU	239
28-Oct	MUKUNDA MURARI	216
28-Oct	SANTHU STRAIGHT FORWARD	205
7-Oct	JAGUAR	195
7-Oct	DANA KAYONU	168
18-Nov	NATARAJA SERVICE	160
23-Dec	SUNDARANGA JANA	142
9-Dec	JOHN JANI JANARDHAN	130
25-Nov	MADHA MATTHU MANASI	118

Top 10 Gujarati

Release Date	Movie	# of Screens
4-Nov	PASSPORT	164
4-Nov	LAVARI	130
11-Nov	KAIK KARNE YAAR	113
11-Nov	HARDIK ABHINANDAN	75
14-Oct	KOI AANE PARNAVO	72
9-Dec	MISSION MUMMY	72
28-Oct	PATEL NI PATLAI ANE THAKOR NEE KHANDANI	66
30-Dec	PATEL PAACHHO NA PADE THAKOR KOI THI NA DARE	52
30-Dec	KOOKH	43
4-Nov	COMMITMENT	33

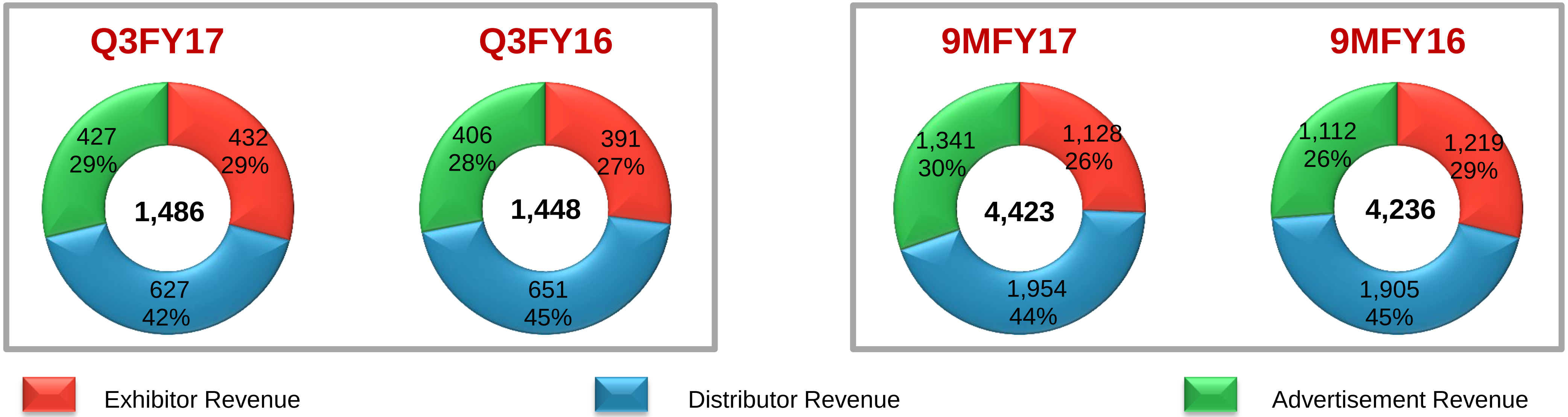
Top 10 Bhojpuri

Release Date	Movie	# of Screens
7-Oct	MOKAMA 0 KM	154
28-Oct	BETA	126
7-Oct	HAMAR TRIDEV	125
7-Oct	HOGI PYAR KI JEET	122
4-Nov	JWALA	90
28-Oct	TRUCK DRIVER 2	85
18-Nov	DHARM KE SAUDAGAR	50
23-Dec	BALLIA KE DABANGAI	13
30-Sep	MAAI KE BIRUVA	12
2-Dec	RAJU BANAL COLLECTOR BABU	11

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

Consolidated Revenue Mix

(INR Mn)



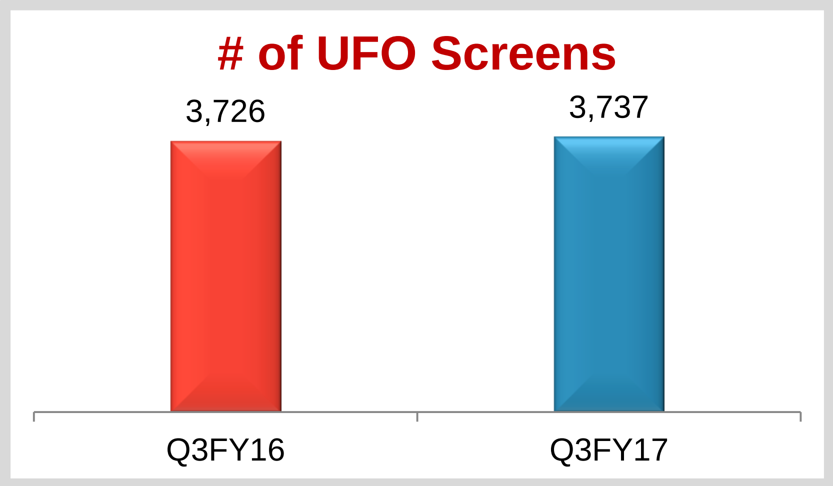
(INR Mn)	Q3FY17	Q3FY16	Growth	9MFY17	9MFY16	Growth
Advertisement revenue	427	406	5.2%	1,341	1,112	20.5%
Virtual Print Fees - E-Cinema	261	256	1.9%	784	740	6.0%
Virtual Print Fees - D-Cinema	351	381	-8.0%	1,124	1,120	0.4%
Lease rental income - E-Cinema	113	100	13.9%	335	292	14.6%
Lease rental income - D-Cinema	32	37	-15.8%	110	118	-7.1%
Other Operating Revenues	110	69	60.2%	201	163	23.6%
Total Sale of Services	1,294	1,249	**3.6%**	3,895	3,545	**9.9%**
Total Sales of Products	192	199	**-3.0%**	528	691	**-23.6%**
Revenue from operations	1,486	1,448	**2.7%**	4,423	4,236	**4.4%**

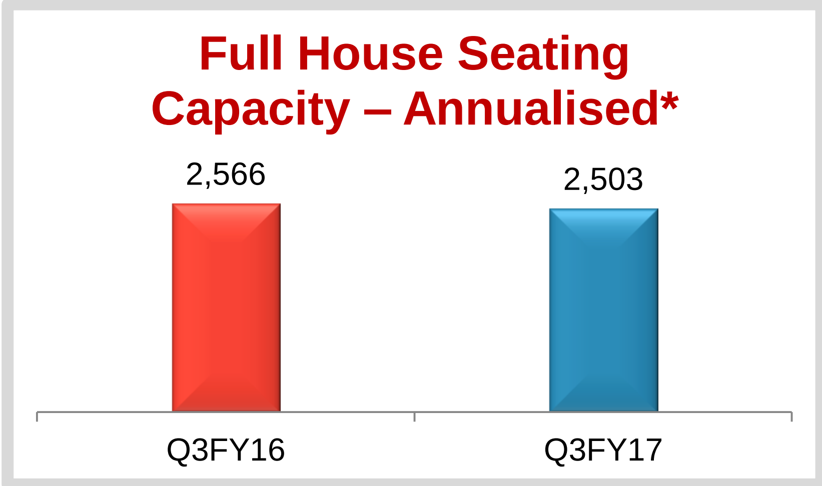
* Excludes Other Income

In Cinema Advertising Performance

In Cinema Advertisement Operating Parameter

in Mn Seats

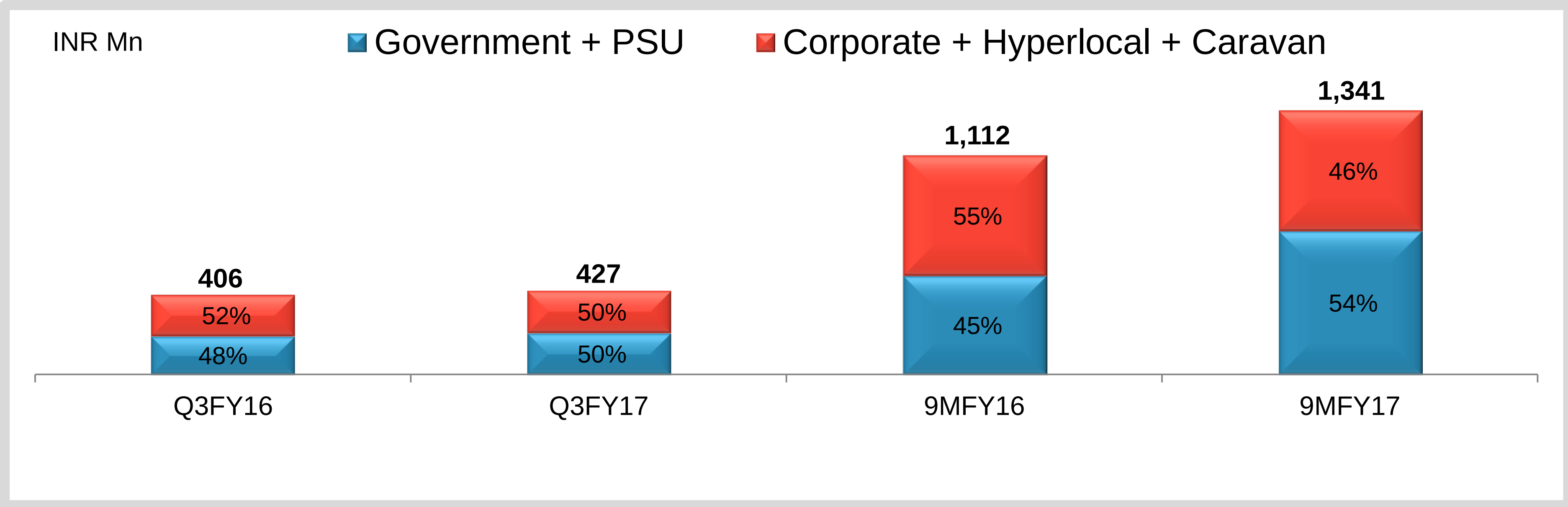




Q3FY17	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	422	483	569	2,263
Full House Seating Capacity – Per Show All Screens	108,382	299,812	154,696	1,175,568
Seating Capacity Per Screen Per Show	257	621	272	519
***Full House Seating Capacity Annualised (in Mn Seats)**	156	432	223	1,693

*Full house seating capacity – Annualised is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

Advertisement Revenue Analysis



In Cinema Advertisement	Q3FY17	Q3FY16	9MFY17	9MFY16
Ad Revenue / Screen for the period (Avg) (Rs.)	111,770	105,976	354,474	288,960
Average # of minutes sold / show / Ad Screen	3.88	4.36	4.32	3.97
# of In Cinema Advertising Clients	1,090	1,076	2,442	2,182

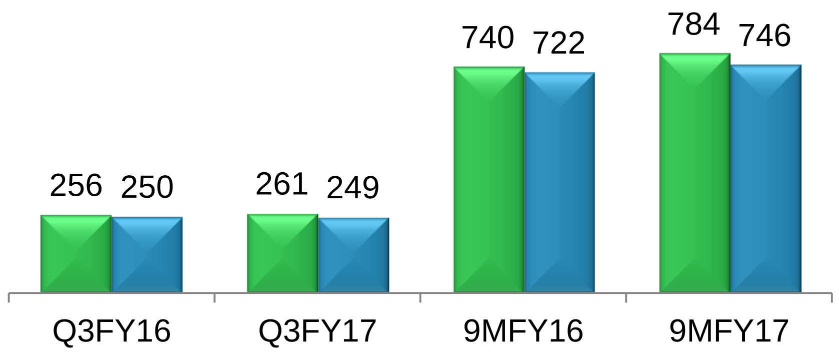
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period
Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Theatrical Revenues

Theatrical revenues from Distributors

E – Cinema - VPF

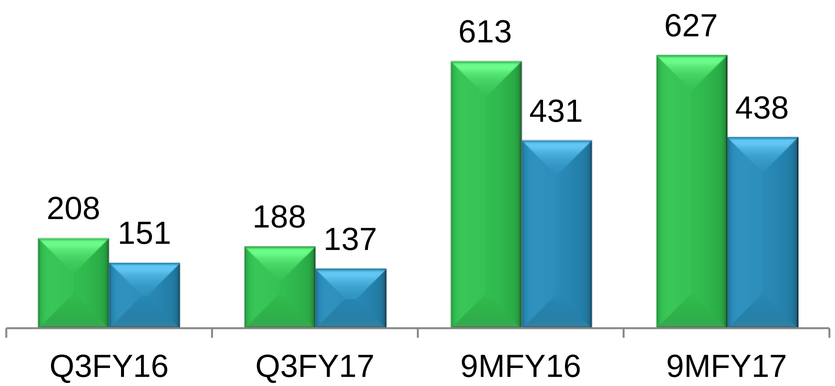
Domestic Revenue (INR Mn)



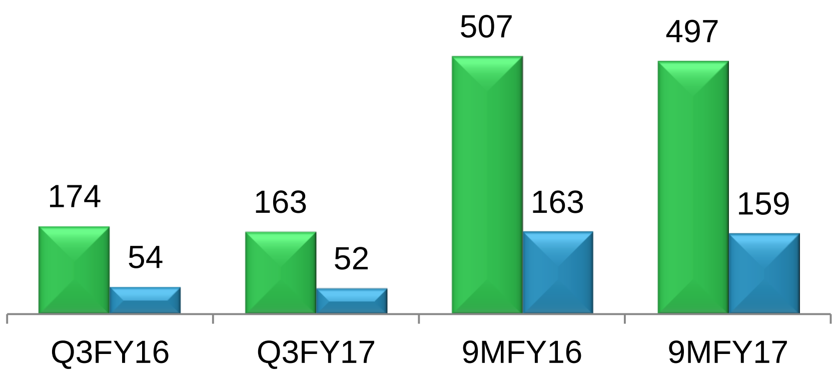
Gross Revenue
Net Revenue

D – Cinema - VPF

Domestic Revenue (INR Mn)



International Revenue (INR Mn)



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

Operating Parameter – VPF Revenue India

# of Screens	Q3FY17	Q3FY16	9MFY17	9MFY16
E – Cinema	3,531	3,531	3,531	3,531
D – Cinema	1,521	1,453	1,521	1,453
Total	5,052	4,984	5,052	4,984

# of Screens as on December 31, 2016

VPF Revenue / Screen (Average**) (in Rs.)	Q3FY17	Q3FY16	9MFY17	9MFY16
E – Cinema Gross	73,732	73,094	221,559	208,806
E – Cinema Net	70,251	71,437	210,975	203,842
D – Cinema Gross	124,536	142,769	416,358	418,237
D – Cinema Net	90,558	103,779	291,088	293,988

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

Operating Parameter – VPF Revenue International

Number of Screens	Q3FY17	Q3FY16	9MFY17	9MFY16
Total	902	895	902	895

# of Screens as on December 31, 2016

VPF Revenue / Screen (Average**) (in Rs.)	Q3FY17	Q3FY16	9MFY17	9MFY16
D – Cinema Gross	180,300	196,276	557,971	585,396
D – Cinema Net	57,245	61,357	178,574	187,648

Total number of Screens includes Middle East and Israel only
**Average # of Screens = (Sum of # of Opening Screens and # of Closing Screens) / 2

Progress of Caravan Talkies

Impact of Demonetization on Q3FY17 Performance

- Caravan Talkies re-commenced operations on October 10, 2016 due to extended monsoons
- As on November 8, 2016, 44 vans were operational
- Demonetization adversely impacted the performance of Caravan Talkies
    - New media platforms were the most impacted amongst other mediums
    - India’s rural economy was the most hit by demonetization
    - Decline in consumer demand in rural areas led to withdrawal of advertisement contracts
- Operating losses reduced during the quarter owing to cost optimization initiatives undertaken

Financial Performance

Consolidated Results

(INR Mn)	Q3FY17	Q3FY16	Growth	9MFY17	9MFY16	Growth
Revenue from Operations	**1,486**	**1,448**	**2.7%**	**4,423**	**4,236**	**4.4%**
Other Income	**2**	**4**	**-66.9%**	**10**	**18**	**-45.1%**
Total Revenue	**1,488**	**1,452**	**2.5%**	**4,433**	**4,254**	**4.2%**
Total Expenses	**1,054**	**1,003**	**5.1%**	**3,079**	**2,937**	**4.8%**
EBITDA	**434**	**449**	**-3.4%**	**1,354**	**1,317**	**2.8%**
Depreciation and Amortisation	211	193	9.2%	629	583	8.0%
EBIT	**223**	**256**	**-12.9%**	**725**	**734**	**-1.3%**
Finance Cost	25	32	-22.8%	79	110	-27.9%
Finance Income	11	14	-21.1%	43	35	26.3%
PBT	**209**	**238**	**-12.0%**	**689**	**659**	**4.6%**
Tax	76	84	-9.2%	276	212	30.1%
PAT	**133**	**154**	**-13.5%**	**413**	**447**	**-7.5%**
Profit from Associates	12	12	-7.5%	46	28	66.1%
Minority Interest	9	6	40.7%	22	18	30.1%
PAT, Profit from Associates & Minority Interest	**136**	**160**	**-15.2%**	**437**	**457**	**-4.5%**
Basic EPS	**4.93**	**6.17**	**-20.1%**	**15.83**	**17.64**	**-10.3%**

Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	Q3FY17	Q3FY16	9MFY17	9MFY16
1) Total Operating Direct Cost	**40.8%**	**43.2%**	**41.2%**	**44.3%**
Key Operating Direct Cost Components				
i) Advertisement revenue share payment	*8.7%*	*8.0%*	*8.8%*	*8.1%*
ii) VPF D-Cinema share payment to D-Cinema Exhibitors	*10.9%*	*12.1%*	*11.9%*	*12.4%*
iii) Purchase of Equipment, Lamps and Spares	*10.5%*	*11.5%*	*9.6%*	*13.6%*
2) Employee Benefit Expenses	**15.5%**	**12.1%**	**13.7%**	**11.8%**
3) Other Expenses (SG&A)	**14.6%**	**13.8%**	**14.6%**	**12.9%**
Total Expenses	**70.9%**	**69.1%**	**69.5%**	**69.0%**
EBITDA Margin	**29.1%**	**30.9%**	**30.5%**	**31.0%**
EBITDA Margin excluding VDSPL*	**30.8%**	**33.1%**	**32.3%**	**32.2%**

*VDSPL includes Caravan Talkies and Club Cinema businesses

Financial Performance excluding VDSPL

Reconciliation to EBITDA excluding VDSPL*

(INR Mn)	Q3FY17	Q3FY16	Growth	9MFY17	9MFY16	Growth
Reported EBITDA including VDSPL	**434**	**449**	**-3.4%**	**1,354**	**1,317**	**2.8%**
Margin	*29.1%*	*30.9%*		*30.5%*	*31.0%*	
VDSPL EBITDA Loss	19	27		69	42	
EBITDA Excluding VDSPL	**453**	**476**	**-4.7%**	**1,423**	**1,359**	**4.7%**
Margin	*30.8%*	*33.1%*		*32.3%*	*32.2%*	

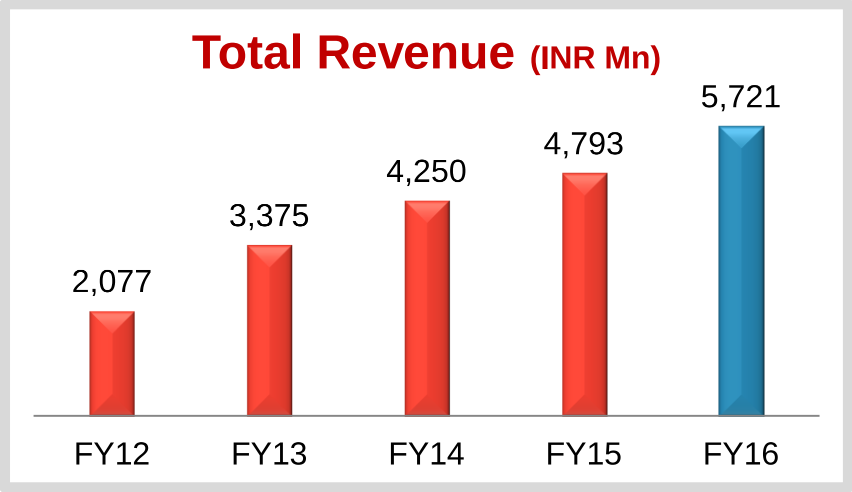
Reconciliation to PAT excluding VDSPL*

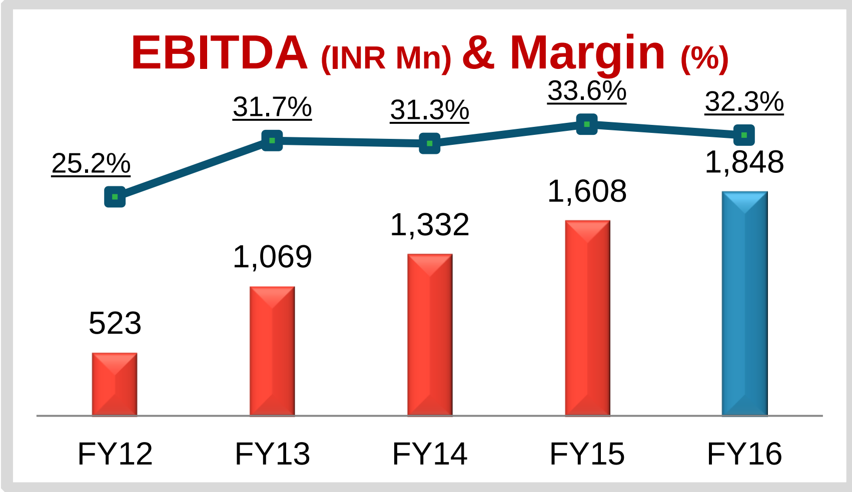
(INR Mn)	Q3FY17	Q3FY16	Growth	9MFY17	9MFY16	Growth
Reported PAT Including VDSPL**	**136**	**160**	**-15.2%**	**437**	**457**	**-4.5%**
Margin	*9.1%*	*11.0%*		*9.8%*	*10.7%*	
VDSPL PAT Loss	43	37		134	63	
PAT Excluding VDSPL	**179**	**197**	**-9.2%**	**571**	**520**	**9.7%**
Margin	*12.1%*	*13.7%*		*13.0%*	*12.3%*	

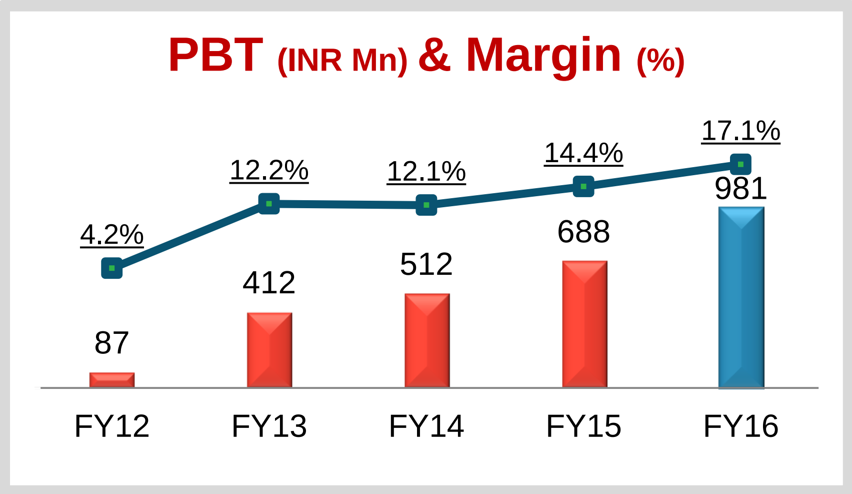
*VDSPL includes Caravan Talkies and Club Cinema businesses
**PAT after Minority Interest

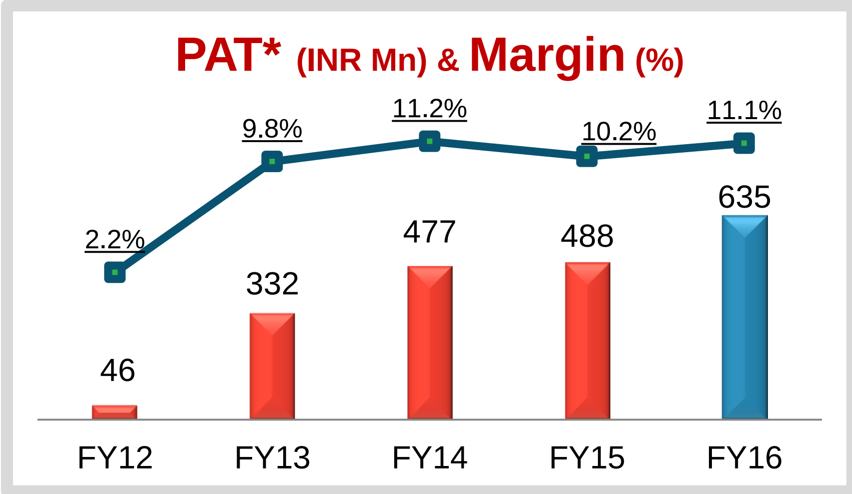
Annexure

Financial Highlights – 5 Years





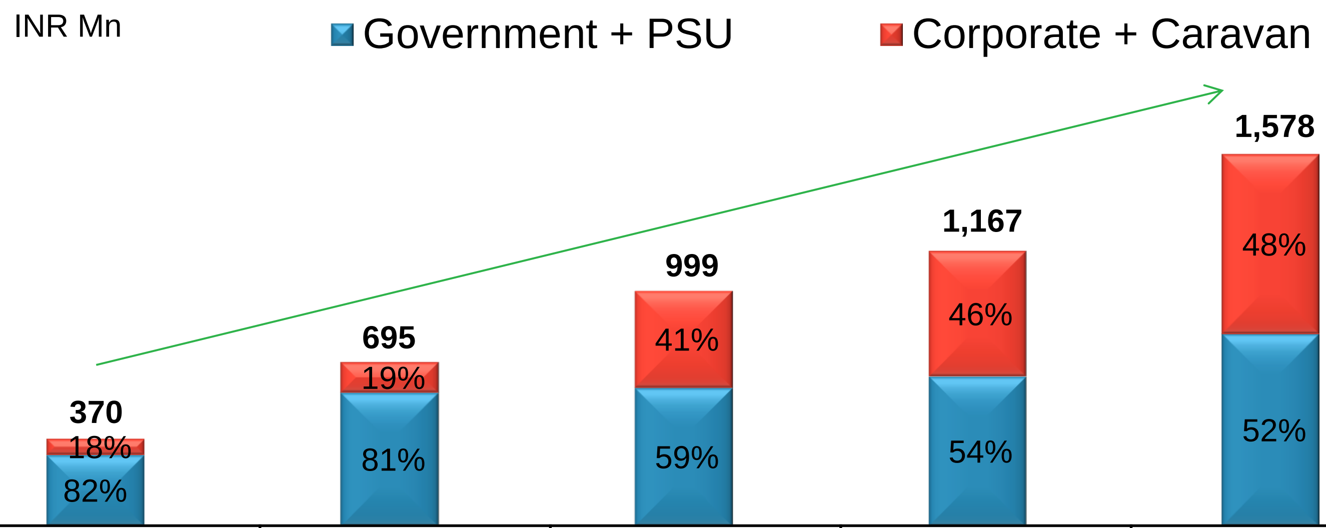




*PAT after Minority Interest

Advertisement Revenue – 5 Years

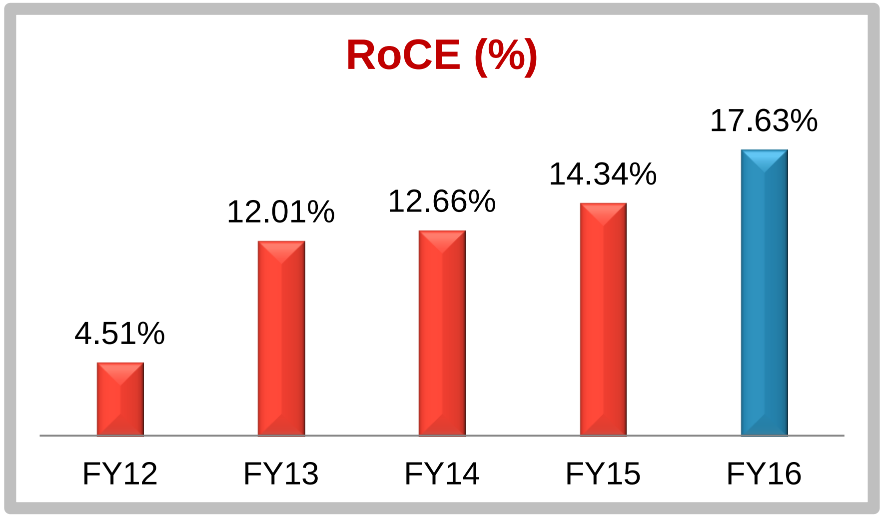
FY12 – FY16
Revenue CAGR 44%

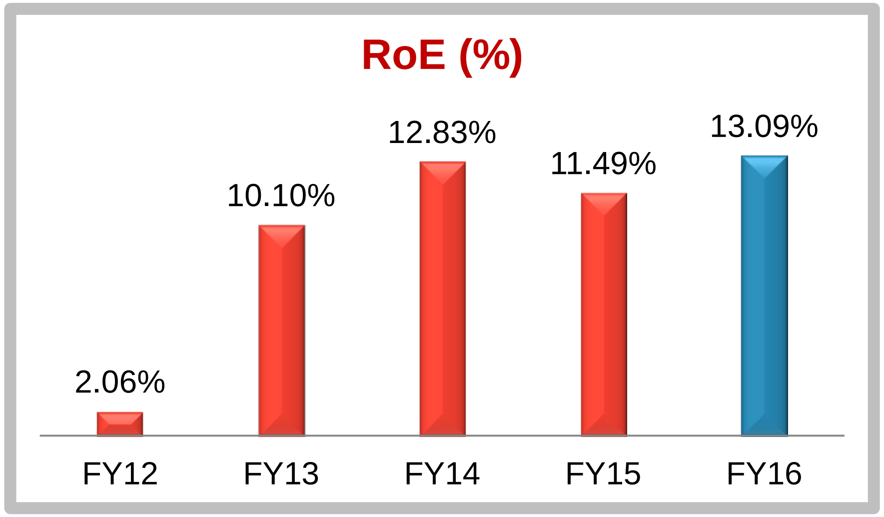


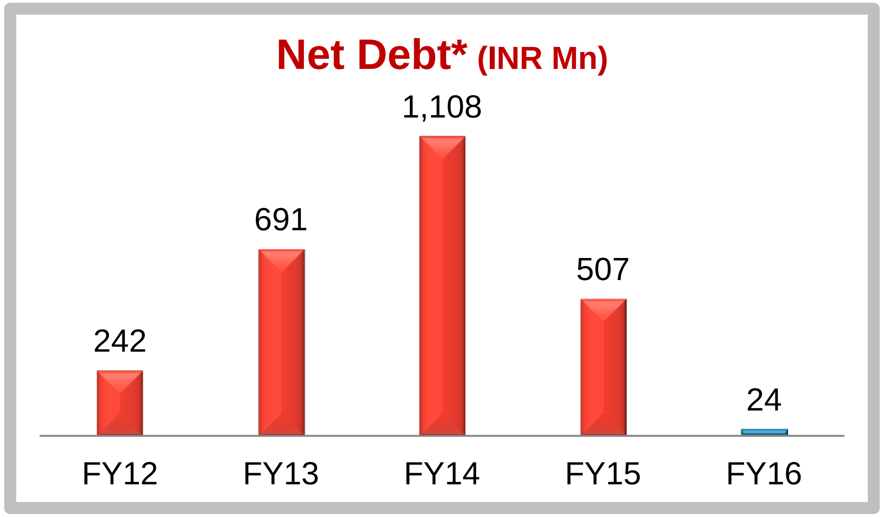
	FY12	FY13	FY14	FY15	FY16
# of Screens with Ad Rights	2,647	3,071	3,592	3,784	3,713
Annual Ad Revenue / Screen (Avg) (INR)	159,089	243,081	299,711	316,346	410,275
# of minutes sold / show / Ad Screen	1.66	2.46	3.25	3.36	4.15

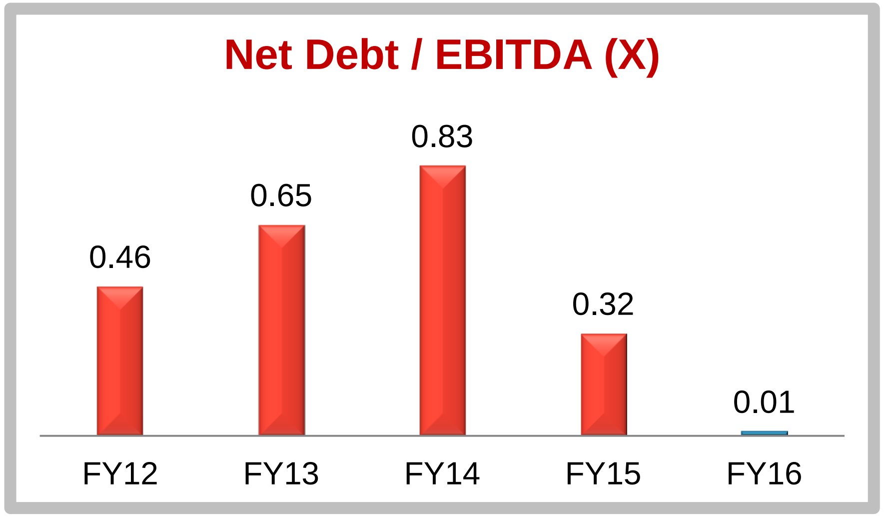
# of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of advertisement screens during the period
Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Key Financial Parameters – 5 Years









*Net Debt = Total Debt less Cash and Cash Equivalents

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

RoE = PAT after Minority Interest / Average Networth

Shareholding

(% of Total # of shares)	December 31, 2016
Promoters	28.86%
Foreign Venture Capital Investors	19.03%
FII	5.46%
DII	21.46%
Corporate Bodies	7.08%
Foreign Bodies	1.14%
Others	16.97%
Total # of Shares	**27,600,801**

Marquee Institutional Investors*

SBI Mutual Fund
Reliance Capital Asset Management
DSP Blackrock
Equinox Partners
Max Life Insurance
Grandeur Peak Global Advisors
Nomura Singapore
Reliance Nippon Life Insurance
Union Asset Management

*As on December 31, 2016

About Us

UFO Moviez India Limited

UFO Moviez India Limited (BSE Code: 539141; NSE Code: UFO) is India's largest digital cinema distribution network and in-cinema advertising platform in terms of number of screens. UFO operates India's largest satellite-based, digital cinema distribution network using its UFO-M4 platform, as well as India's largest D-Cinema network. As on December 31, 2016, UFO's global network, along with subsidiaries and associates, spans 6,674 screens worldwide, including 5,052 screens across India and 1,622 screens across the Middle East, Israel, Mexico and the USA.

UFO's digitization and delivery model has been a key driver of extensive digitization of Indian cinemas and has enabled wide-spread, same day release of movies across India. UFO adds value to all stakeholders in the movie value chain, spanning movie producers, distributors, exhibitors and the cinema-going audience. UFO provides value to movie producers and distributors by reducing distribution costs, providing reach to a wide network, providing a faster method of delivery of content and reducing piracy through encryption and other security measures. We provide value to movie exhibitors throughout India by providing access to first day release of movies on our digital platform. Audiences benefit from faster access to new movie releases and a consistently high quality viewing experience.

UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,737 screens, with an aggregate seating capacity of approximately 1.74 million viewers and a reach of 1,911 locations across India, as on December 31, 2016. UFO's in-cinema advertising platform enables advertisers to reach a targeted, captive audience with high flexibility and control over the advertising process. UFO's in-cinema advertising platform also allows small exhibitors who otherwise are not able to effectively monetise their advertising inventory due to their limited scale and reach to receive a greater share of advertisement revenue than they are able to using traditional advertising methods.

Visit us at www.ufomoviez.com. For further details, contact:

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