

31st October, 2017

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,

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

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 Tuesday, 31<sup>st</sup> October, 2017 at 3.30 p.m. is enclosed and the said Earnings Presentation has also been uploaded on the Company's Website at <a href="https://www.inoxmovies.com/Corporate.aspx?Section=3">https://www.inoxmovies.com/Corporate.aspx?Section=3</a>

We request you to kindly take the same on record.

Thanking you.

Yours faithfully,

For INOX Leisure Limited

Dhanraj Mulki

Vice President - Legal

& Company Secretary

Encl: As above.











# Introducing the 'THEATRE OF DREAMS'... INOX INSIGNIA at Atria Mall, Worli Mumbai





- Live food counter serving gourmet delights
- A new level of luxury paired with bespoke interiors
- Laser projection with Dolby Atmos Sound and 3D powered by Volfoni systems

- Theatres with opulent recliners
- Personalized ticketing and butler-on-call
- Gourmet Menu curated by Celebrity Chef Vicky Ratnani
- Staff Uniforms crafted by Arjun Khanna



### **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.

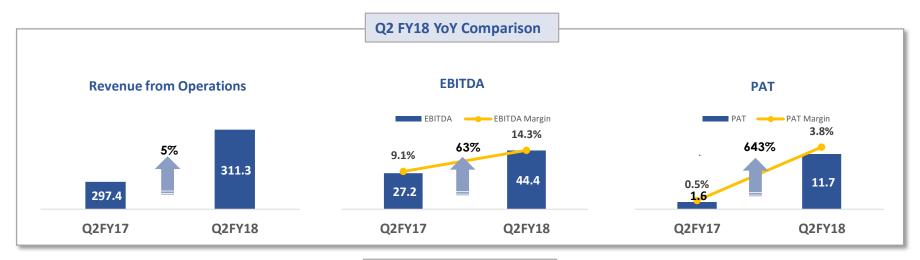
# **Discussion Summary**

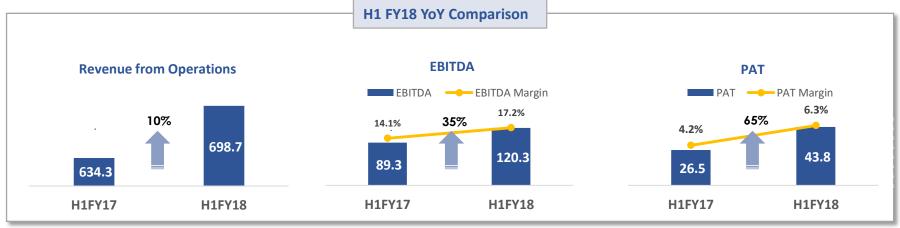




# Q2 & H1FY18 Result Highlights

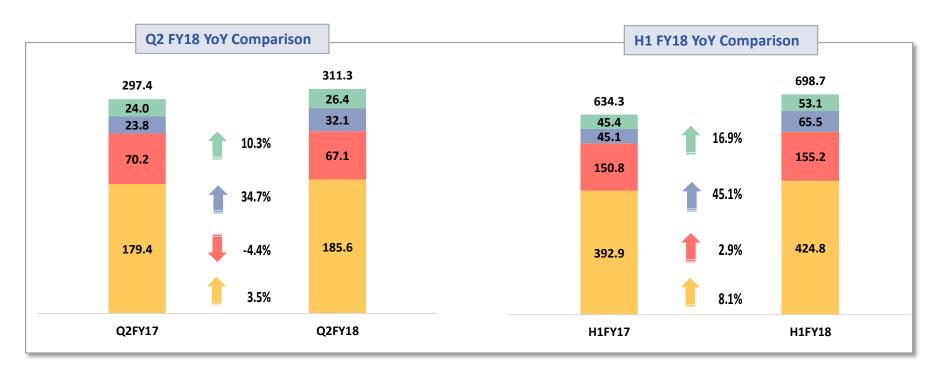






# Q2 & H1FY18 Results Analysis – Revenue Break Up Analysis



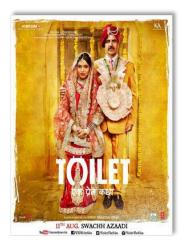


%Share	Q2FY17	Q2FY18	H1FY17	H1FY18
Net Box Office	60.3%	59.6%	61.9%	60.8%
Net Food & Beverage	23.6%	21.5%	23.8%	22.2%
Advertisement	8.0%	10.3%	7.1%	9.4%
Other Operating Revenues	8.1%	8.5%	7.2%	7.6%

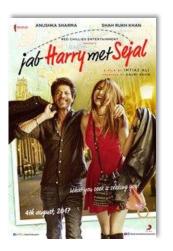
# **Q2FY18 Results Analysis – Top 5 Movies in INOX**



#### **TOP 5 Movies in INOX**









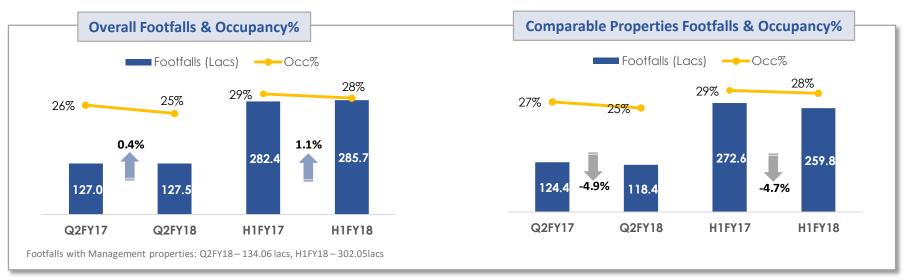


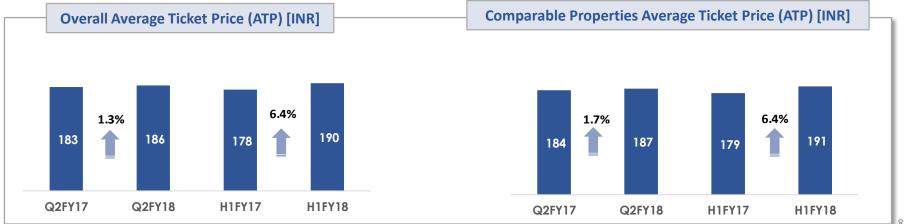
Q2FY18	Toilet Ek Prem Katha	Spiderman Homecoming	Jab Harry Met Sejal	Jagga Jasoos	Mubarakan
Footfalls [Lacs]	12.44	6.23	5.39	6.05	5.61
GBOC [INR Crs.]	24.75	13.11	11.96	11.39	10.33

Top 5 films accounted for 30% of Q2 FY18 GBOC revenues (51% in Q2 FY17)

# **Q2 & H1FY18 Results Analysis – Key Operational Metrics**



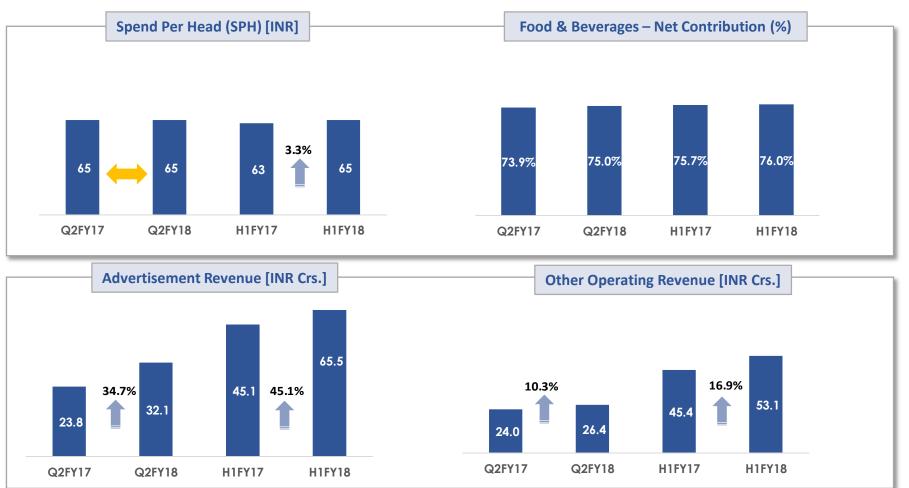




Note: All above charts exclude management properties

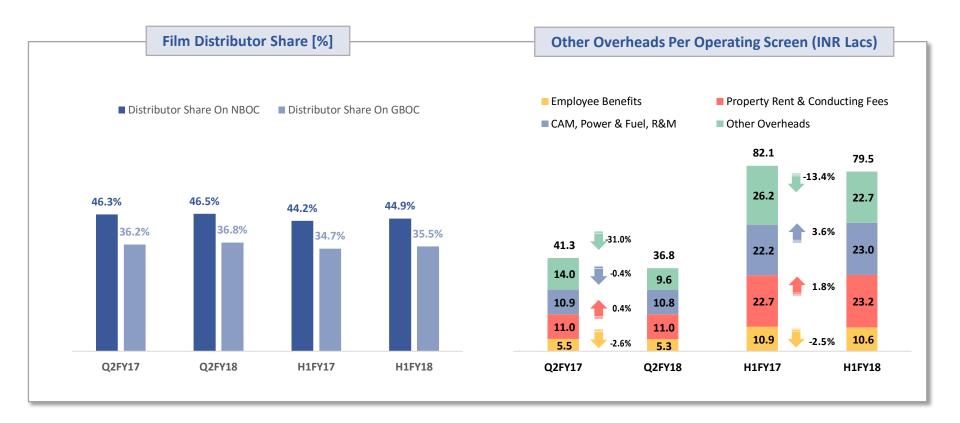
# **Q2 & H1FY18 Results Analysis – Key Operational Metrics**





# **Q2 & H1FY18 Results Analysis – Key Operational Metrics**





# **New Properties Opened**





Greater Noida Omaxe Mall (14<sup>th</sup> Jul 2017) 5 Screens 1223 Seats

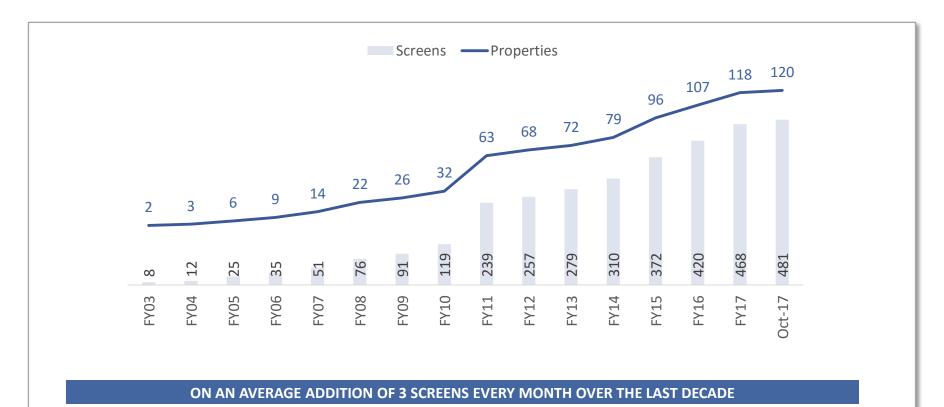


Atria, Worli Mumbai (21st Oct 2017) 5 Screens 167 Seats

Property Names	Opened	Property	Screens	Seats
Pune Hertiage Mall	Q1FY18	1	4	662
Greater Noida Omaxe Mall	Q2FY18	1	5	1,223
Mumbai Worli Atria	Q3FY18	1	5	167
YTD Openings		3	14	2,052

# **Track Record of Aggressive Expansion**



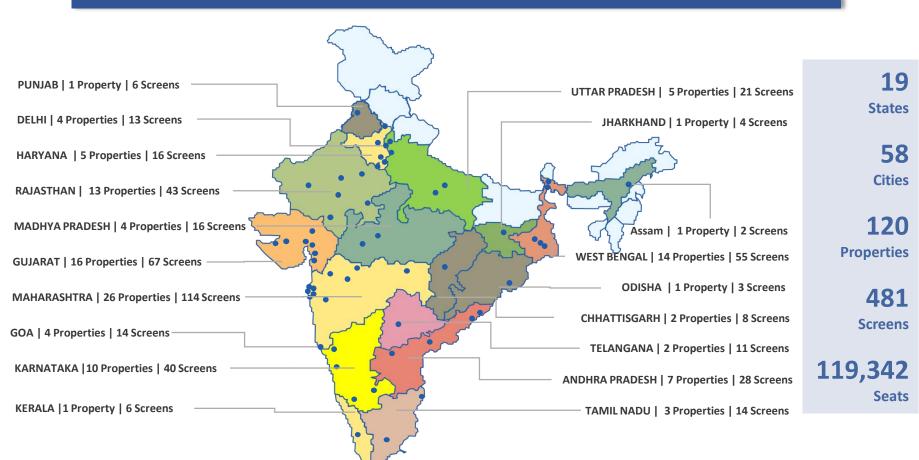


Note: Includes Acquisition of 1. Calcutta Cine Prime Limited in FY07, 2. Fame India in FY11, 3. Satyam Cineplexes in FY15

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



### ONE OF THE LARGEST MULTIPLEX CHAIN OPERATOR IN INDIA



# **New Screen Pipeline**



FY18 Pipeline							
Properties	Properties	Screens	Seats				
Pune Heritage (Opened 26 <sup>th</sup> Apr17)	1	4	662				
Greater Noida Omaxe (Opened 14 <sup>th</sup> Jul17)	1	5	1,223				
Mumbai Atria (Opened 21 <sup>st</sup> Oct17)	1	5	167				
Kolhapur	1	4	870				
Coimbatore	1	9	2,088				
Cuttack	1	4	846				
Nadiad	1	3	649				
Navi Mumbai	1	4	779				
Gurgaon	1	3	619				
Surat (Existing Property)	0	1	30				
Bhubaneswar	1	3	612				
Total	10	45	8,545				

	Properties	Screens	Seats
FY17	118	468	118,285
Additions - Apr17 to Oct17	3	14	2,052
Expected - Nov17 to Mar17	7	31	6,493
FY18**	127	512	125,835
Additions Post FY18	85	515	94,777
Leading to	212	1,027	220,612

#### \*\* Note;

- 1 property with 1 screen and 612 seats reduced at Bengaluru
   Shankarnag due to Completion of the Lease Tenure
- 112 seats reduced in Bharuch Bluechip in Gujarat due to conversion into recliner seats
- 51 seats reduced in Malleshwaram, Bengaluru due to renovation
- 220 seats reduced in Metro, Mumbai due to renovation

STRONG VISIBILITY FROM NEW SCREENS PIPELINE BACKED BY SIGNED AGREEMENTS

### **Content Pipeline – Oct 2017**





#### **Blade Runner 2049**

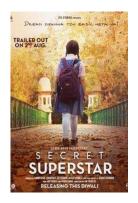
Release Date: 6<sup>th</sup> October 2017 Cast: Ryan Gosling, Harrison Ford Director: Denis Villeneuve Banner: Warner Bros. Pictures





#### Chef

Release Date: 6<sup>th</sup> October 2017 Cast: Saif Ali Khan Director: Raja Krishna Menon Banner: T-Series



#### **Secret Superstar**

Release Date: 19<sup>th</sup> October 2017 Cast: Aamir Khan Director: Advait Chandan Banner: Aamir Khan Productions



#### **Golmaal Again**

Release Date: 20<sup>th</sup> October 2017 Cast: Ajay Devgan, Kareena Kapoor, Tusshar Kapoor, Arshad Warsi Director: Rohit Shetty

Banner: Phantom

Films



#### Mersal

Release Date: 18th October 2017 Cast: Vijay, Samantha, Kajal Director: Atlee Kumar Banner: Thenandal Studio Ltd.



#### Geostorm (3D IMAX)

Release Date: 27<sup>th</sup> October 2017 Cast: Gerard Butler, Abbie Cornish, Ed Harris

**Director:** Dean Devlin **Banner:** Warner Bros., Skydance Media, Electric Entertainment

## **Content Pipeline – Nov 2017**





#### Ittefaq

#### Release Date:

3<sup>rd</sup> November 2017 **Cast:** Siddharth Malhotra, Akshay Khanna, Sonakshi Sinha **Director:** Abhay Chopra **Banner:** Red Chillies Entertainment, BR Films, Dharma Productions



# Thor Ragnarok (3D IMAX)

#### **Release Date:**

3<sup>rd</sup> November 2017 **Cast:** Chris Hemsworth, Benedict Cumberbatch, Idris Elba, Jaimie Alexander

**Director:** Taika Waititi **Banner:** Marvel Studios



#### **Qarib Qarib Single**

#### Release Date:

10<sup>th</sup> November 2017 **Cast:** Irfan Khan, Parvathy Thirovithu, Bijendra Kala, Neha Dhupia

**Director:** Tanuja Chandra

Banner: Zee Studios



#### Shaadi Mein Zaroor Aana

#### Release Date:

10<sup>th</sup> November 2017 **Cast:** Rajkumar Rao, Kirti Kharbanda, Govind Namdev

**Director:** Vinod Bachchan

Banner: Soundarya

Production



#### Tumhari Sulu

#### **Release Date:**

17<sup>th</sup> November 2017 **Cast:** Vidhya Balan **Director:** Suresh Triveni **Banner:** T-Series, Ellipsis Entertainment



#### Justice League (3D IMAX)

#### Release Date:

17<sup>th</sup> November 2017 **Cast:** Gal Gadot, Jason Momoa, Amber Heard, Henry Cavill, Ben Affleck, Amy Adams

**Director:** Zack Snyder **Banner:** DC Films, RatPac Entertainment, Atlas Entertainment, Cruel and

**Unusual Films** 

## **Content Pipeline – Dec 2017**



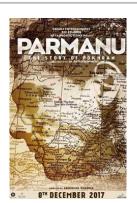


#### **Padmavati**

#### Release Date:

1<sup>st</sup> December 2017 **Cast:** Deepika Padukone, Ranveer Singh

**Director:** Sanjay Leela Bhansali **Banner:** Bhansali Productions



#### Parmanu - The Story Of Pokhran

#### Release Date:

8<sup>th</sup> December 2017 **Cast:** John Abraham, Boman Irani, Diana Penty **Director:** Abhishek

Sharma

**Banner:** KriArj Entertainment, J A Entertainment, KYTA Productions, Zee Studios



#### **Fukrey Returns**

#### Release Date:

8th December 2017

Cast: Richa Chadha,
Pulkit Samrat, Ali Fazal,
Varun Sharma

Director: Mrigdeep
Singh Lamba

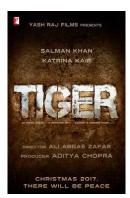
**Banner:** Excel Entertainment



Star Wars : Episode VIII - The Last Jedi ( 3D IMAX)

#### **Release Date:**

15<sup>th</sup> December 2017 **Cast:** Benecio Del Toro, Carrie Fisher, Adam Driver, Andy Serkis **Director:** Rian Johnson **Banner:** Lucasfilm Ltd.



#### **Tiger Zinda Hai**

#### Release Date:

22<sup>nd</sup> December 2017 **Cast:** Salman Khan, Katrina Kaif **Director:** Ali Abbas

Zaffar

Banner: Yash Raj

Films



#### Jumanji (3D IMAX)

#### **Release Date:**

22<sup>nd</sup> December 2017 **Cast:** Dwayne Johnson, Jack Black, Kevin Hart, Tom Holland

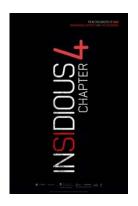
**Director:** Jake Kasdan **Banner:** Columbia Pictures, Matt Tolmach

Productions, Radar Pictures, Seven Bucks

Productions

### **Content Pipeline – Jan 2018**





#### **Insidious Chapter 4**

Release Date: 5<sup>th</sup> January 2018 Cast: Spencer Locke, Josh Stewart, Bruce Davinson

**Director:** Adam Robitel **Banner:** Blumhouse Productions, Stage 6

Films



#### **Bharat Ane Nenu**

Release Date: 11<sup>th</sup> January 2018 Cast: Mahesh Babu, Kiara Advani Director: Koratala

Siva

**Banner:** DVV Entertainments



### Sonu Ke Titu Ki Sweety

Release Date: 12<sup>th</sup> January 2018 Cast: Karthik Aaryan, Nusrat Bharucha, Sunny Singh Najjar Director: Luv Ranjan Banner: T-Series, Luv

**Films** 



#### Thaana Serndha Kootam

Release Date: 12<sup>th</sup> January 2018 Cast: Surya, Keerthy

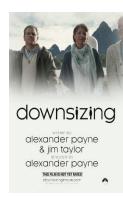
Suresh

**Director:** Vighnesh

Shivan

Banner: Studio

Green



#### **Downsizing**

Release Date:

12<sup>th</sup> January 2018

Cast: Kristen Wiig,
Matt Damon,
Cristoph Waltz

Director: Alexander

Payne Banner

**Banner:** Ad Hominem Enterprises



#### Padman

**Release Date:** 

26<sup>th</sup> January 2018 **Cast:** Akshay Kumar, Sonam Kapoor, Radhika Apte **Director:** R Balki

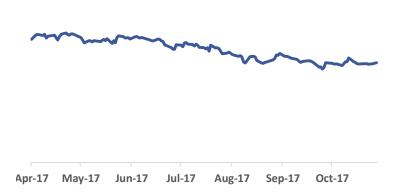
Banner: Mrs

**Funnybones Movies** 

# **Shareholding Structure**



#### **Share Price Performance**



Source: BSE

Source: Company

% Shareholdir	ng as of Sep 2017
Promoter & Promoter Group, 48.70%	Public/Others, 14.70% INOX Benefit Trust, 4.51%  DII, 18.31%  FII, 13.78%

Market Data	As on 30th Oct 2017
Market Capitalisation (INR Crs.)	2,240
Price (INR)	232.2
No. of Shares Outstanding (Crs.)	9.6
Face Value (INR)	10.0
52 week High/Low (INR)	305.85/193

Source: BSE

Key Institutional Investors – Sep 2017	% Holding
DSP Blackrock Small MF	6.7%
Reliance MF	3.5%
Birla Sunlife	3.3%
Kuwait Investment Authority Fund	3.0%
Goldman Sachs India Limited	2.6%
Morgan Stanley	2.5%
ICICI Prudential MF	1.7%
Aadi Financial Advisors LLP	1.5%
TATA MF	1.2%
Sundaram MF	1.1%
TATA MF	1.2

Source: Company

# **Consolidated Balance Sheet Update – Sep 2017**



Total Assets	997.4	965.5			
Net Current Assets	(52.2)	(73.3)			
Less: Current Liabilities	239.9	178.5	Balance Sheet		
Cash & Cash Equivalents	85.8	23.5	Real Estate on		INR 350 Crs.
Current Assets	101.8	81.8			
Other Non-Current Assets	277.7	273.5		,	
Fixed Assets	771.9	765.3	Promoters stake		48.7%
Total Sources of Funds	997.4	965.5	Promoters Stake		44 =~
Other Non-Current Liabilities	93.3	96.0			Price
Total Debt	307.0	317.0			
Total Equity	597.0	552.5	Inox Benefit Trust		Current Marke
Non-Controlling Interest	0.01	0.01	Treasury Stock in		101 INR Crs.
Total Shareholder funds	597.0	552.5	Tuesday, Charle in		
Interest in Inox Benefit Trust, at cost	(32.7)	(32.7)			
Other Equity	533.5	489.0	5.1.5.1.8		Net D/E: 0.4
Share Capital	96.2	96.2	Strong Balance Sheet		Low Leverage
Particulars (INR Crs.)	Sep-17	Mar-17			

Key Balance sheet RatiosSep-17Mar-17Net Debt : Equity0.40.5Return on Equity (ROE)8.3%5.7%Return on Capital Employed (ROCE)10.5%7.3%

Potential To Grow Aggressively Without Any
Significant Stress On Balance Sheet

- Calculated on Trailing 12 Months Basis
- ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed (Capital Employed = Equity + Total Debt)



# Annexure

### **Annexure:** Consolidated P&L Statement



Particulars (INR Crs.)	Q2 FY18	Q2 FY17	YoY %	Q1FY18	QoQ %	H1 FY18	H1 FY17	YoY %	FY17
Revenue from Operations	311.3	297.4	4.7%	387.4	-19.6%	698.7	634.3	10.2%	1,220.7
Exhibition Cost	88.5	86.6	2.1%	107.1	-17.4%	195.5	181.6	7.7%	345.3
Food & Beverages Cost	16.8	18.3	-8.5%	20.5	-18.1%	37.2	36.7	1.4%	68.1
Employee Benefits Expense	23.3	21.8	6.9%	23.0	1.5%	46.3	43.4	6.5%	86.4
Lease Rental & Hire Charges	48.5	44.0	10.1%	52.2	-7.1%	100.6	90.5	11.2%	185.8
CAM, Power & Fuel, R&M	47.5	43.5	9.3%	52.6	-9.7%	100.1	88.5	13.2%	174.5
Other Expenses	42.3	56.0	-24.3%	56.3	-24.8%	98.6	104.3	-5.4%	214.6
EBITDA	44.4	27.2	63.4%	75.9	-41.4%	120.3	89.3	34.7%	146.1
EBITDA Margin %	14%	9%	513 bps	20%	-530 bps	17%	14%	314 bps	12%
Depreciation & Amortisation	21.5	20.8	3.5%	21.5	-0.2%	43.0	41.0	4.8%	84.1
Impairment Loss on PP&E	0.7	-		0.6	11.6%	1.3	-		1.3
OtherIncome	2.9	2.1	35.8%	2.3	24.3%	5.2	4.6	13.1%	9.1
Finance Cost	7.3	5.8	25.4%	7.2	1.7%	14.5	11.6	24.8%	25.3
Exceptional Items	-	-		-		-	-		-
Share of Profit from Joint Ventures	(0.0)	(0.0)	-61.3%	0.0	-198.7%	0.0	(0.0)	-101.4%	0.1
РВТ	17.8	2.7	559.8%	48.9	-63.5%	66.7	41.2	61.9%	44.6
Current Tax	6.7	1.9	247.8%	17.8	-62.3%	24.5	15.7	55.9%	14.7
Deferred Tax	(0.6)	(0.8)	-30.9%	(1.1)	-47.6%	(1.6)	(1.1)	51.9%	0.9
Tax pertaining to earlier years	-	-		-		-	-		(1.6)
PAT	11.7	1.6	643%	32.1	-64%	43.8	26.5	65%	30.6
PAT Margin %	4%	1%	322 bps	8%	-453 bps	6%	4%	208 bps	2.5%
Earnings Per Share (EPS)	1.27	0.17	643%	3.49	-64%	4.77	2.89	65%	3.33

### **Annexure: Consolidated Balance Sheet Statement**



Equity & Liabilities (INR Crs.)	Sep-17	Mar-17
Equity:		
Equity Share Capital	96.2	96.2
Other Equity	533.5	489.0
Interest in Inox Benefit Trust, at cost	(32.7)	(32.7)
Equity attributable to owners of the company	597.0	552.5
Non-Controlling Interest	0.0	0.0
Total Equity	597.0	552.5
Non-current liabilities:		
Borrowings	270.0	291.9
Other Financial Liabilities	2.6	3.1
Provisions	10.2	10.0
Other Non-current Liabilities	80.5	82.9
Total of Non-Current Liabilities	363.3	388.0
Current Liabilities:		
Borrowings	-	-
Trade Payables	102.4	88.4
Other Financial Liabilities	98.0	64.8
Other Current Liabilities	59.9	36.0
Provisions	16.5	14.4
Current Tax Liabilities (Net)	0.0	0.0
Total of Current Liabilities	276.9	203.6
Total Equity & Liabilities	1,237.2	1,144.1

Assets (INR Crs.)	Sep-17	Mar-17
Non-Current Assets:		
Property, Plant & Equipment	670.8	672.8
Capital work-in-progress	72.0	62.6
Goodwill	17.5	17.5
Other Intangible Assets	11.7	12.4
Investments in Joint Ventures	0.1	0.1
Other Investments	1.0	1.2
Loans	71.7	69.0
Other Financial Assets	81.4	71.8
Deferred Tax Assets (Net)	37.6	48.3
Tax Assets (Net)	8.4	5.5
Other Non Current Assets	77.6	77.6
<b>Total Non Current Assets</b>	1,050	1,039
Current Assets:		
Inventories	9.3	9.1
Other Investments	67.6	10.7
Trade Receivables	68.8	46.6
Cash and Bank Balances	16.8	9.8
Bank Balances Other than above	2.2	3.4
Loans	4.3	4.4
Other Financial Assets	0.3	0.3
Other Current Assets	18.4	21.0
<b>Total Current Assets</b>	187.7	105.3
Total Assets	1,237.2	1,144.1

### **Annexure:** Brief Profile



#### **Business Overview**

- Inox Leisure Limited (ILL), incorporated in 1999, is one of the largest multiplex operator in India
- ILL is a part of Inox Group which is diversified across industrial gases, engineering plastics, refrigerants, chemicals, cryogenic engineering, renewable energy and entertainment sectors
- ILL currently operates 120 properties (481 screens and 119,342 seats) located in 58 cities across India, being the only multiplex operator having such a diverse presence across pan India
- The company accounts for ~20% share of the multiplex screens in India and ~8% share of domestic box office collections
- The company has aggressively scaled up through organic and inorganic expansion over last decade growing from 2 properties 8 screens in FY03 to 120 properties 481 screens at present, virtually adding on an average 3 screens every month over more than a decade.

### **Key Strengths**

- One of the largest multiplex chains in India
- Most diversified distribution of multiplexes in India
- · Premium multiplex properties, state of the art technology and unmatched service and ambience
- Strong partnerships with more than 50 leading Indian and Global brands, offering high growth potential for advertising and other ancillary revenues
- Strong management team and recognized and trusted corporate group

### **Strong Financials**

- Consolidated Revenues, EBITDA and PAT were Rs 1,220.7 cr, Rs 146.1 cr and Rs 30.6 cr in FY17
- Strong balance sheet with Gross Debt of Rs 317.0 cr, Net Debt of Rs 293.45 cr and Equity of Rs 552.5 cr in FY17 with net D/E ratio of 0.5x

### **Annexure : Recognised & Trusted Corporate Group**



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



#### **Listed Companies**

#### Other Key Companies



#### **Gujarat Fluorochemicals** Limited

- Largest producer of chloromethanes, refrigerants and Polytetrafluoroethylene in India
- Pioneer of carbon credits in India



**Inox Wind Limited** 



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



Inox Leisure Limited

- One of the largest multiplex chain in India
- In the business of setting up, operating and managing a national chain of multiplexes under the brand name 'INOX'
- Present in 58 cities with 120 multiplexes and 481 screens



Inox FMCG Private Limited

- Launched in January 2016, it is focussed on FMCG business encompassing F&B and non-F&B categories.
- INOX FMCG products branded as "Inox Muchos" are retailed through Modern Trade, General Trade and HORECA Institutions.



**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, Canada, Netherlands and Brazil



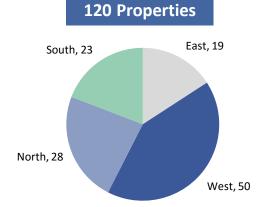
#### **Inox Renewables** Limited

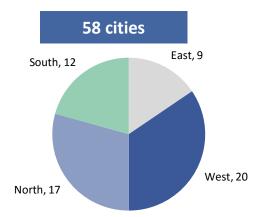
- Engaged in the business of setting up and operating of wind farms
- Existing operating capacity of ~ 260 MW in states of Rajasthan, Maharashtra, Tamil Nadu and Madhya Pradesh

### **Annexure: PAN India Presence**



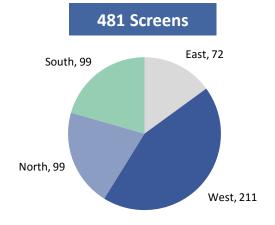
Well Diversified
Distribution of
Multiplexes
across India

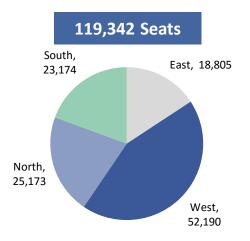




Access to Wide Variety of Regional Content

Lower Dependency on Hindi and English Content





### **Annexure:** Strong Brand Presence



### **Automobiles**

### Media

### **FMCG**

### **Consumer Durables**

### **BFSI**

### **Ecommerce & Telecom**

















**Others** 













vodafone



















Manyavar







**H**ımalaya





















make W trip



Kajaria

YNAMOR







الحجوري















VIOCOM 18



Red Bull



**BOROSIL** 



































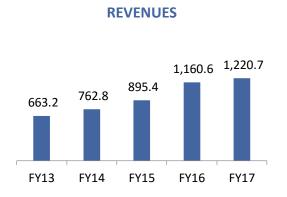


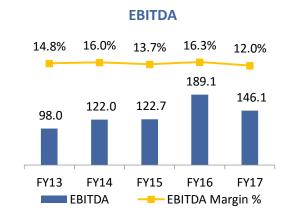


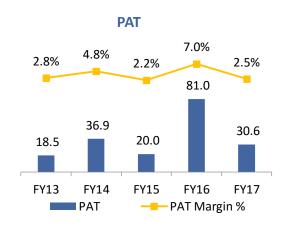


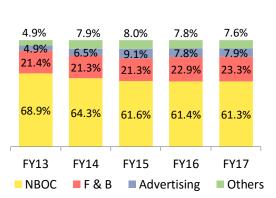
Financial Summary is as per IGAAP for FY13 to FY15 and as per IND-AS for FY16 and FY17.

Revenues for FY13 to FY15 are shown net of entertainment tax, consistent with the revenues under IND-AS for FY16 and FY17.









**REVENUES - SEGMENT BREAKUP** 

