

21<sup>st</sup> January, 2022

To,

**BSE Limited**

P J Towers,  
Dalal Street,  
Mumbai – 400 001

**National Stock Exchange of India Limited**

Exchange Plaza, 5<sup>th</sup> Floor, Plot No C/1,  
G Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051

**Scrip Code: 532706**

**Symbol: 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 Regulation 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, 21<sup>st</sup> January, 2022 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 & Compliance Officer**

**Encl.: a/a.**



**INOX**  
LIVE the MOVIE



OFFICIAL SPONSOR OF THE INDIAN OLYMPIC TEAM

**RESULTS UPDATE**  
**Q3 & 9M FY22**

**BEING THE  
CHANGE!**





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This Presentation includes statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "projects", "expects", "intends", "may", "will", "seeks" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, aims, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this Presentation and include statements regarding the Company's intentions, beliefs or current expectations concerning, amongst other things, its results or operations, financial condition, liquidity, prospects, growth, strategies and the industry in which the Company operates. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The factors which may affect the results contemplated by the forward looking statements could include, among others, future changes or developments in (i) the Group's business, (ii) the Group's regulatory and competitive environment, and (iii) political, economic, legal and social conditions in India or the jurisdictions in which our Group operates. Forward-looking statements are not guarantees of future performance including those relating to general business plans and strategy of the Company, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. No representation, warranty or undertaking, express or implied, is made or assurance given that such statements, views, projections or forecasts, if any, are correct or that the objectives of the Company will be achieved.

There are some important factors that could cause material differences to Company's actual results. These include (i) our ability to successfully implement our strategy (ii) our growth and expansion plans (iii) changes in regulatory norms applicable to the Company (iv) technological changes (v) investment income (vi) cash flow projections etc. The Company, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The information contained in this Presentation, unless otherwise specified is only current as of the date of this Presentation. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this Presentation, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise change in any manner the content of this Presentation without obligation to notify any person of such revision or changes.

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## SUMMARY

- **Key Highlights**
- **Financial Highlights: Q3/9M FY22**
- **Shareholding Structure**
- **Statewise Capacity Permitted**
- **Property Openings In Q3FY22**
- **Screen Outlook FY22**
- **Movie Pipeline**
- **Positioning INOX as a F&B Destination**
- **Aggressive Movie Marketing**
- **COVID-19 Initiatives And Planning**
  - **Engagement With Landlords**
  - **Engagement With Producers & Distributors**
  - **Cash-flow Planning**
- **Annexure**

Q3 FY22  
*Highest Ever*  
**QTRLY ATP**  
₹ **226**

Q3 FY22  
*Highest Ever*  
**QTRLY SPH**  
₹ **97**

*Highest*  
**SCREEN ADDITION**  
IN INDUSTRY FOR CY 2021  
**41**

*Only*  
**National CHAIN**  
.....TO BE.....  
**NET DEBT FREE**

*Strong*  
**Liquidity Position**  
**CLOSE TO ₹180 CR**  
CASH & CASH EQUIVALENTS  
AS ON 16<sup>TH</sup> JAN 2022

**BEING THE CHANGE!**

## COVID-19 IMPACTED PERFORMANCE

	<b>REVENUE</b>	<b>EBIDTA*</b>	<b>PAT*</b>
<b>Q3 FY22</b>	<b>₹301CR</b>	<b>₹54CR</b>	<b>₹17CR</b>
<b>Q3 FY21</b>	<b>₹21CR</b>	<b>₹-79CR</b>	<b>₹-83CR</b>

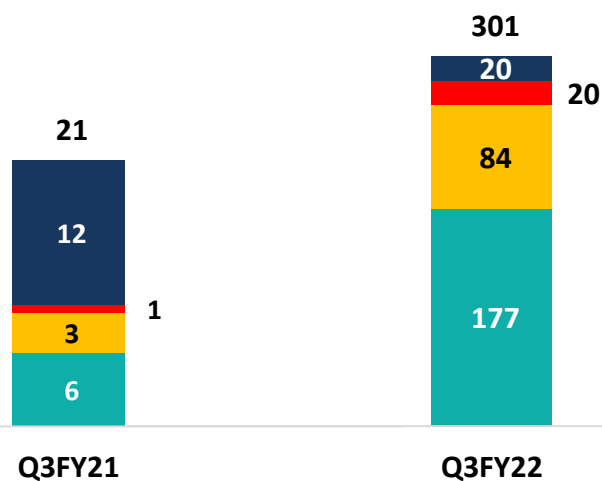
\*Excludes Impact of INDAS 116

## COVID-19 IMPACTED PERFORMANCE

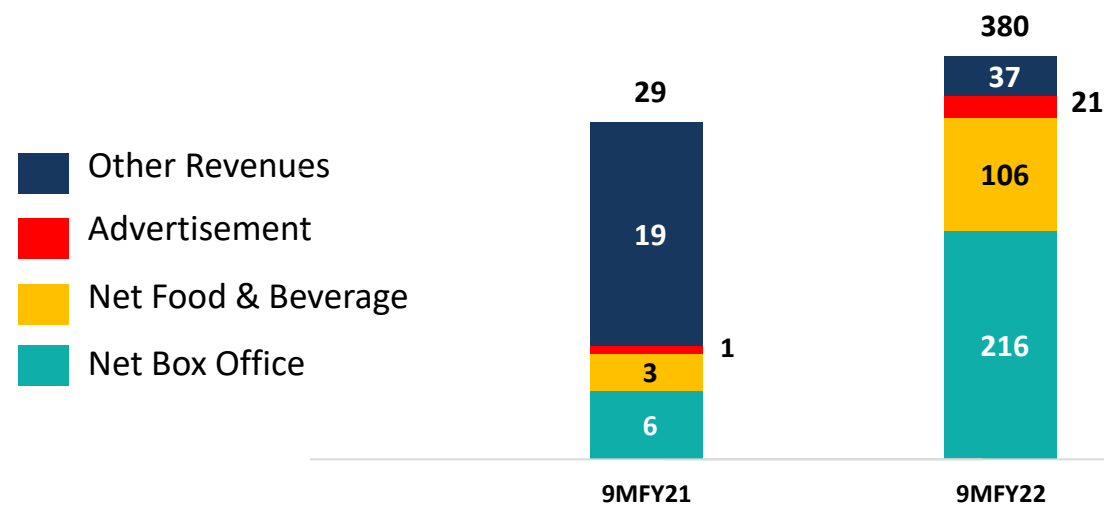
	<b>REVENUE</b>	<b>EBIDTA*</b>	<b>PAT*</b>
<b>9M FY22</b>	<b>₹380CR</b>	<b>₹-108CR</b>	<b>₹-152CR</b>
<b>9M FY21</b>	<b>₹29CR</b>	<b>₹-144CR</b>	<b>₹-183CR</b>

\*Excludes Impact of INDAS 116

## Quarterly YoY Comparison in ₹ Cr



## 9 Months YoY Comparison in ₹ Cr



For visibility of bars, above chart bars are prepared independently on different scales.

## COVID-19 IMPACTED REVENUES IN Q3&9M FY21/22

%Share	Q3FY21	Q3FY22	9MFY21	9MFY22
Net Box Office	28%	59%	20%	57%
Net Food & Beverage	15%	28%	11%	28%
Advertisement	3%	7%	2%	6%
Other Revenues	54%	7%	66%	10%
<b>Total Revenues</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>



## COVID-19 IMPACTED PERFORMANCE

	<b>FOOTFALLS</b>	<b>OCCUPANCY%</b>	<b>ATP</b>	<b>SPH</b>
<b>Q3 FY22</b>	<b>94Lakh</b>	<b>19%</b>	<b>₹226</b>	<b>₹97</b>
<b>Q3 FY21</b>	<b>5Lakh</b>	<b>3%</b>	<b>₹153</b>	<b>₹73</b>

Footfalls with management properties is 98lakh/5lakh for Q3FY22/Q3FY21 respectively

## COVID-19 IMPACTED PERFORMANCE

	<b>FOOTFALLS</b>	<b>OCCUPANCY%</b>	<b>ATP</b>	<b>SPH</b>
<b>9M FY22</b>	<b>120Lakh</b>	<b>16%</b>	<b>₹215</b>	<b>₹95</b>
<b>9M FY21</b>	<b>5Lakh</b>	<b>3%</b>	<b>₹153</b>	<b>₹73</b>

Footfalls with management properties is 125lakh/5lakh for 9MFY22/9MFY21 respectively

# IND AS 116 IMPACT ON PROFIT & LOSS

Consolidated Profit & Loss [In ₹ Cr]	Q3FY22			Q2FY22	Q3FY21	9MFY22			9MFY21
	Reported	Ind AS 116 Impact	Without Ind AS 116	Without Ind AS 116	Without Ind AS 116	Reported	Ind AS 116 Impact	Without Ind AS 116	Without Ind AS 116
<b>Total Revenue</b>	<b>301</b>	-	<b>301</b>	<b>53</b>	<b>21</b>	<b>380</b>	-	<b>380</b>	<b>29</b>
Exhibition Cost	85	-	85	14	3	104	-	104	3
Food & Beverages Cost	18	-	18	3	1	23	-	23	1
Employee Benefits Expense	24	-	24	24	21	72	-	72	61
Property Rent & CAM	17	34	51	40	46	50	115	166	56
Rent concessions (Note 1)	-48	48	-	-	-	-125	125	-	-
Power & Fuel, R&M	29	-	29	14	13	54	-	54	22
Other Expenses	39	0.12	40	17	16	69	0.36	69	31
<b>Total Expenses</b>	<b>165</b>	<b>82</b>	<b>247</b>	<b>112</b>	<b>101</b>	<b>248</b>	<b>240</b>	<b>488</b>	<b>173</b>
<b>EBITDA</b>	<b>137</b>	<b>-82</b>	<b>54</b>	<b>-59</b>	<b>-79</b>	<b>133</b>	<b>-240</b>	<b>-108</b>	<b>-144</b>
Depreciation & Amortisation	74	-45	29	29	28	220	-134	86	85
<b>EBIT</b>	<b>63</b>	<b>-37</b>	<b>26</b>	<b>-88</b>	<b>-107</b>	<b>-88</b>	<b>-106</b>	<b>-194</b>	<b>-229</b>
Finance Cost	64	-62	2	3	4	194	-186	8	14
<b>PBT</b>	<b>-1.60</b>	<b>25</b>	<b>23</b>	<b>-90</b>	<b>-111</b>	<b>-281</b>	<b>79</b>	<b>-202</b>	<b>-243</b>
Current tax	-	-	-	-	-	0.00	-	0.00	-
Deferred tax	-0.28	6	6	-22	-28	-70	20	-50	-61
Taxation pertaining to earlier years	-	-	-	0.02	-	0.02	-	0.02	-0.1
<b>PAT</b>	<b>-1.32</b>	<b>19</b>	<b>17.44</b>	<b>-68</b>	<b>-83</b>	<b>-211</b>	<b>59</b>	<b>-152</b>	<b>-183</b>
<b>Basic Earnings Per Share (EPS)</b>	<b>-0.11</b>	<b>1.57</b>	<b>1.46</b>	<b>-5.45</b>	<b>-7.87</b>	<b>-17.65</b>	<b>4.96</b>	<b>-12.69</b>	<b>-17.86</b>

Due to rounding-off, figures presented in the table may not add up precisely to the totals provided.

Note: 1) Consequent to the outbreak of COVID-19 pandemic, the Company has concluded discussions with the landlords for waiver of rent and common facility charges for the affected period. The Company has been successful in getting relief from most of the landlords. These concessions / rebates are recognised as and when the negotiations are concluded with the respective landlords.

The Company applied the practical expedient to all COVID-19 related rent concessions that meet the conditions in paragraph 46B of the Ind AS 116: Leases, as amended by the Companies (Indian Accounting Standards) Amendment Rules 2020 and the Companies (Indian Accounting Standards) Amendment Rules 2021, for the settlements that have taken place and elected not to assess whether such rent concession is a lease modification. Accordingly, for the quarter/nine months ended 31 December 2021 the Company has recognised rent concessions aggregating to Rs. 47.80/124.67 cr (after adjusting rent expense of Rs. 9.32/12.78 cr). The corresponding amount of rent concession recognized was Rs. 54.25/222.01 cr (after adjusting rent expense of Rs. 1.08/7.59 cr) for the quarter ended 30 September 2021 and for the year ended 31 March 2021 respectively. In accordance with principles of fair presentation, the amount of rent concessions has been disclosed as a separate line item in the financial results.

## Net Box Office + Net F&B Revenues Month-wise Trend (₹Cr)

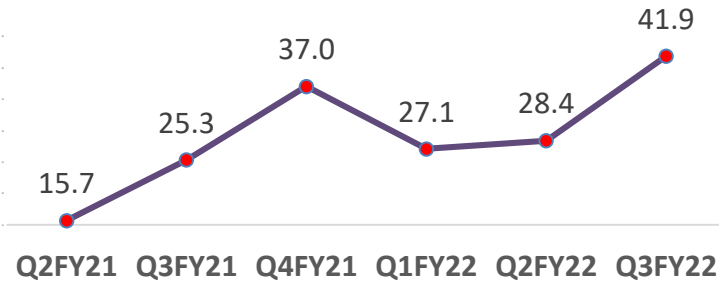
In spite of Capacity Restriction, there is reduction in Revenue Gaps with Pre-COVID levels

In Dec 2021, achieved **89%** of Dec 2019 Revenue (Net Box Office + Net F&B)

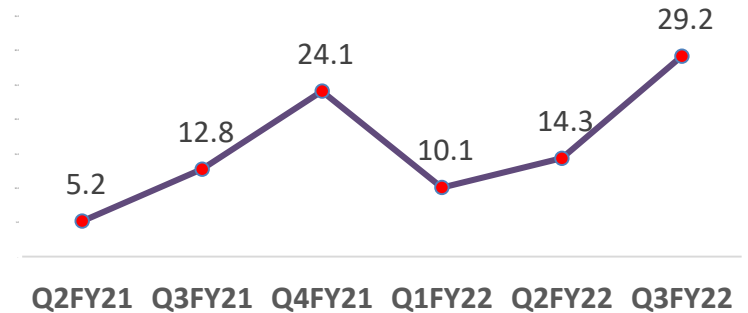




## Employee Benefit Expense (Incl. Agency Manpower) (₹ Cr)



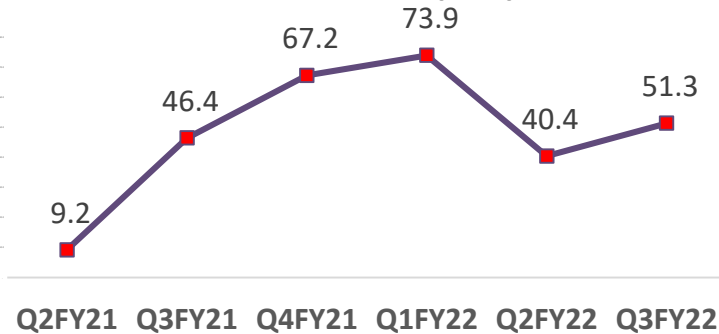
## Power & Fuel, R&M (₹ Cr)



Note: In the above chart, Agency manpower has been regrouped from Other overheads into Employee benefit Expense

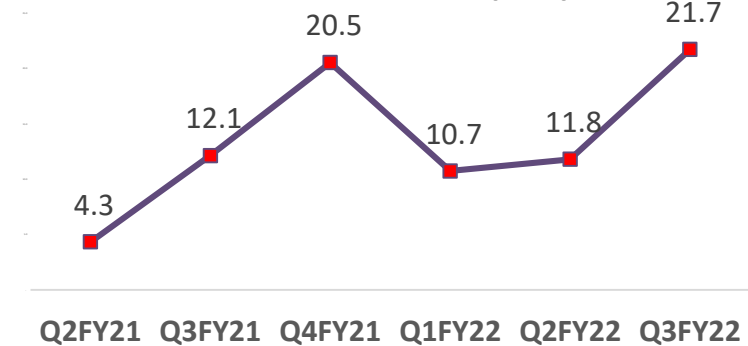
In Q3FY22, we had footfalls of 94 lakh. This has resulted in an increase in our expenses as compared to previous quarters.

## \*Rent & CAM (₹ Cr)



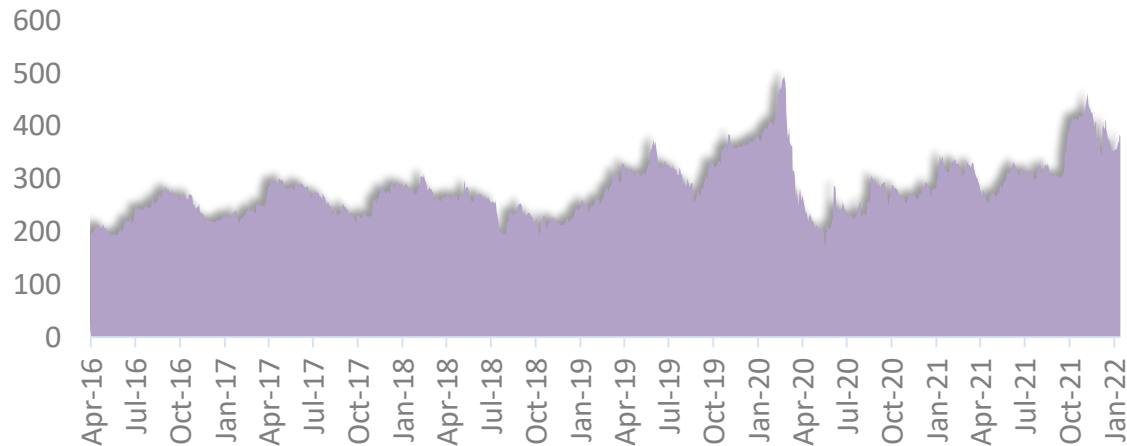
\* Excludes INDAS 116 Impact

## Other Overheads (₹ Cr)

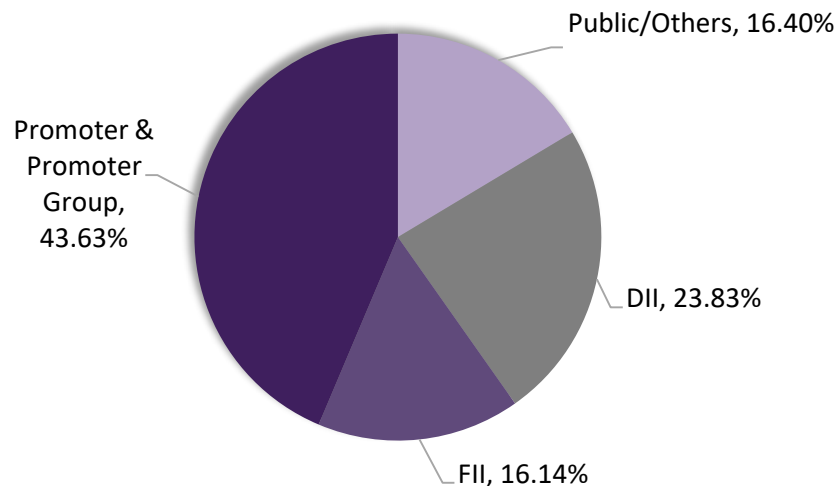


Note: We have concluded Rent & CAM negotiations for almost all the properties till 31<sup>st</sup> Dec'21 and the impact has been incorporated in Q3/9M FY22

## Share Price Performance



## % Shareholding as on 14<sup>th</sup> Jan 2022



### Market Data

As on 14-Jan-22

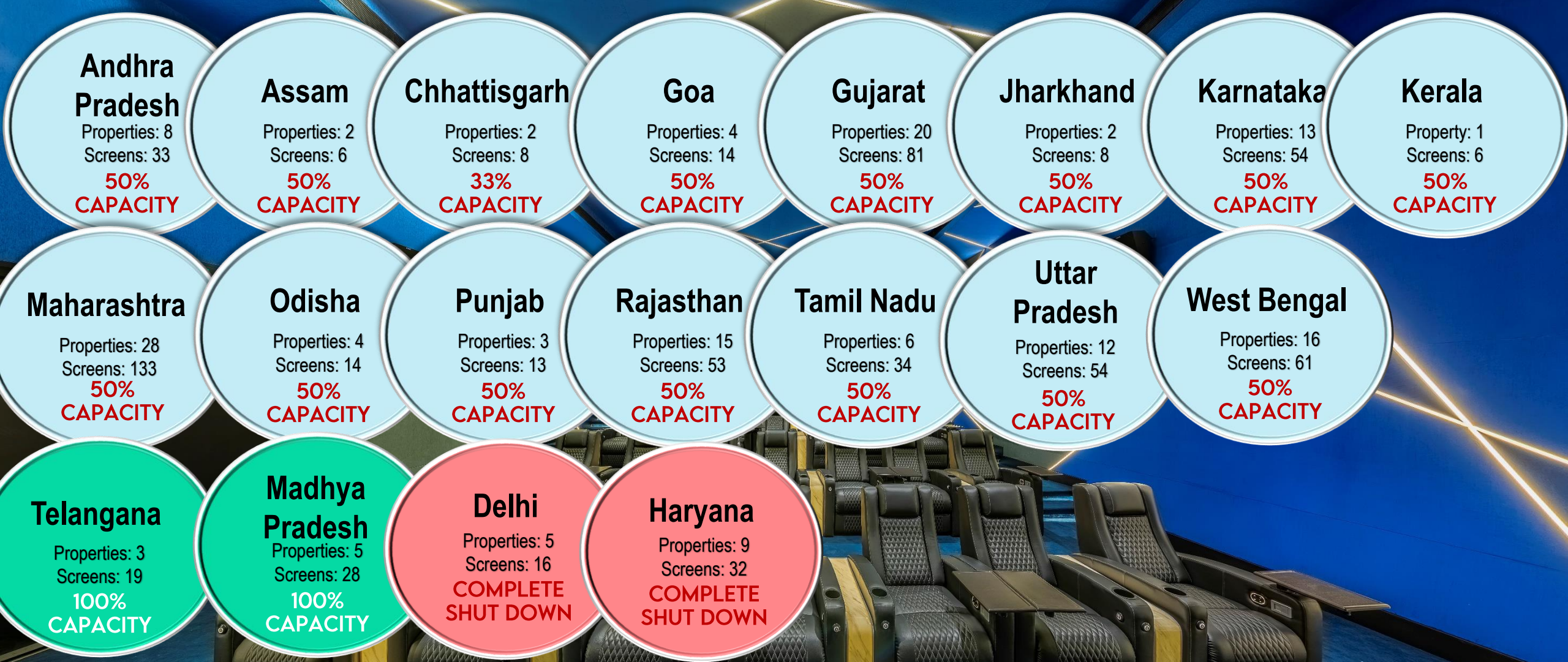
No. of Shares Outstanding (Cr)	12.2
Face Value ( ₹ )	10.0
Price ( ₹ )	378.8
52 week High/Low ( ₹ )	466.10/241.90
Market Capitalisation ( ₹ Cr)	4,634

Source: BSE

### Key Institutional Investors – 14-Jan-2022

	%
ICICI Prudential	9.05%
HDFC MF	4.98%
Kuwait Investment Authority Fund	4.27%
BNP Paribas	3.42%
Aditya Birla Sunlife	2.77%
Abu Dhabi Investment Authority	2.34%
DSP MF	2.18%
Eastspring Investments	1.82%
Nippon MF	1.56%
Taiyo Pacific	1.54%
Pioneer Investment Fund	1.24%
Sundaram MF	1.05%

Source: Company



*State wise*  
**CAPACITY**  
 PERMITTED

**PROPERTIES/SCREENS**

<= 50% CAPACITY PERMITTED = 136 / 572  
 100% CAPACITY PERMITTED = 8 / 47  
 COMPLETE SHUT DOWN = 14 / 48

## AURUS, GUWAHATI 4 SCREENS | 183 SEATS



OPENED ON 9TH OCTOBER 2021

## PRABHATAM GRAND MALL, DHANBAD 4 SCREENS | 888 SEATS



OPENED ON 23RD DECEMBER 2021

## WORLDMARK MALL, GURUGRAM 5 SCREENS | 904 SEATS



OPENED ON 24TH DECEMBER 2021

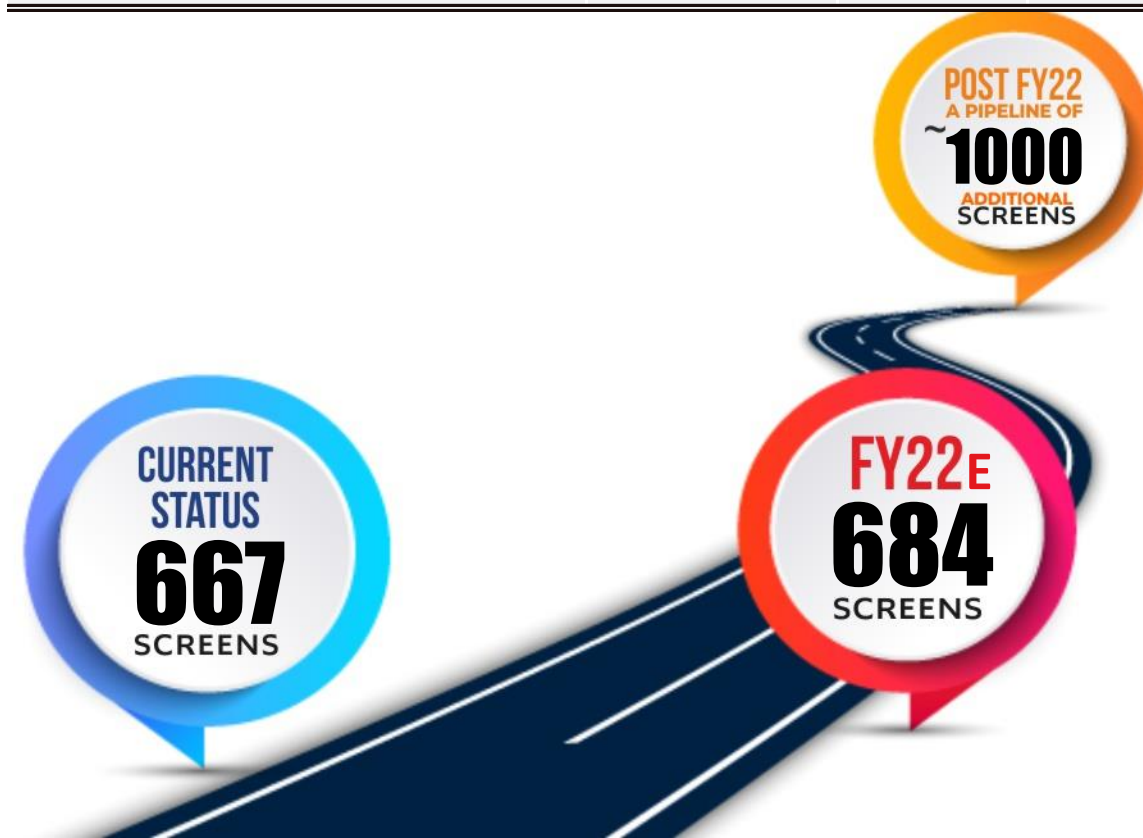
**“WHEN THE WORLD PAUSED, WE DID NOT” - 41 SCREENS ADDED IN CY2021. HIGHEST IN THE INDUSTRY**



# SCREEN OUTLOOK FOR FY 22

FY22 Openings /Upcoming Openings			
Properties/Cities	Properties	Screens	Seats
Bangalore SBR Horizon	1	5	694
Jaipur JTM	1	3	585
Bhilwara Reliance Mall	1	3	625
Guwahati Aurus	1	4	183
Dhanbad Prabhatam	1	4	888
Gurugram World Mark	1	5	904
<b>FY22 Openings till date</b>	<b>6</b>	<b>24</b>	<b>3,879</b>
Tumkur	1	5	1,061
Gurgaon	1	6	962
Vellore (management)	1	3	700
Vizag	1	3	854
<b>FY22 Upcoming Openings</b>	<b>4</b>	<b>17</b>	<b>3,577</b>
<b>FY22 Estimated Pipeline</b>	<b>10</b>	<b>41</b>	<b>7,456</b>

	Properties	Screens	Seats
Upto FY21	152	643	146,742
[+]FY22 Openings till date	6	24	3,879
[+]FY22 Upcoming Openings	4	17	3,577
<b>At the End of FY22</b>	<b>162</b>	<b>684</b>	<b>154,198</b>
Additions Post FY22	135	935	173,274
<b>Leading to</b>	<b>297</b>	<b>1,619</b>	<b>327,472</b>



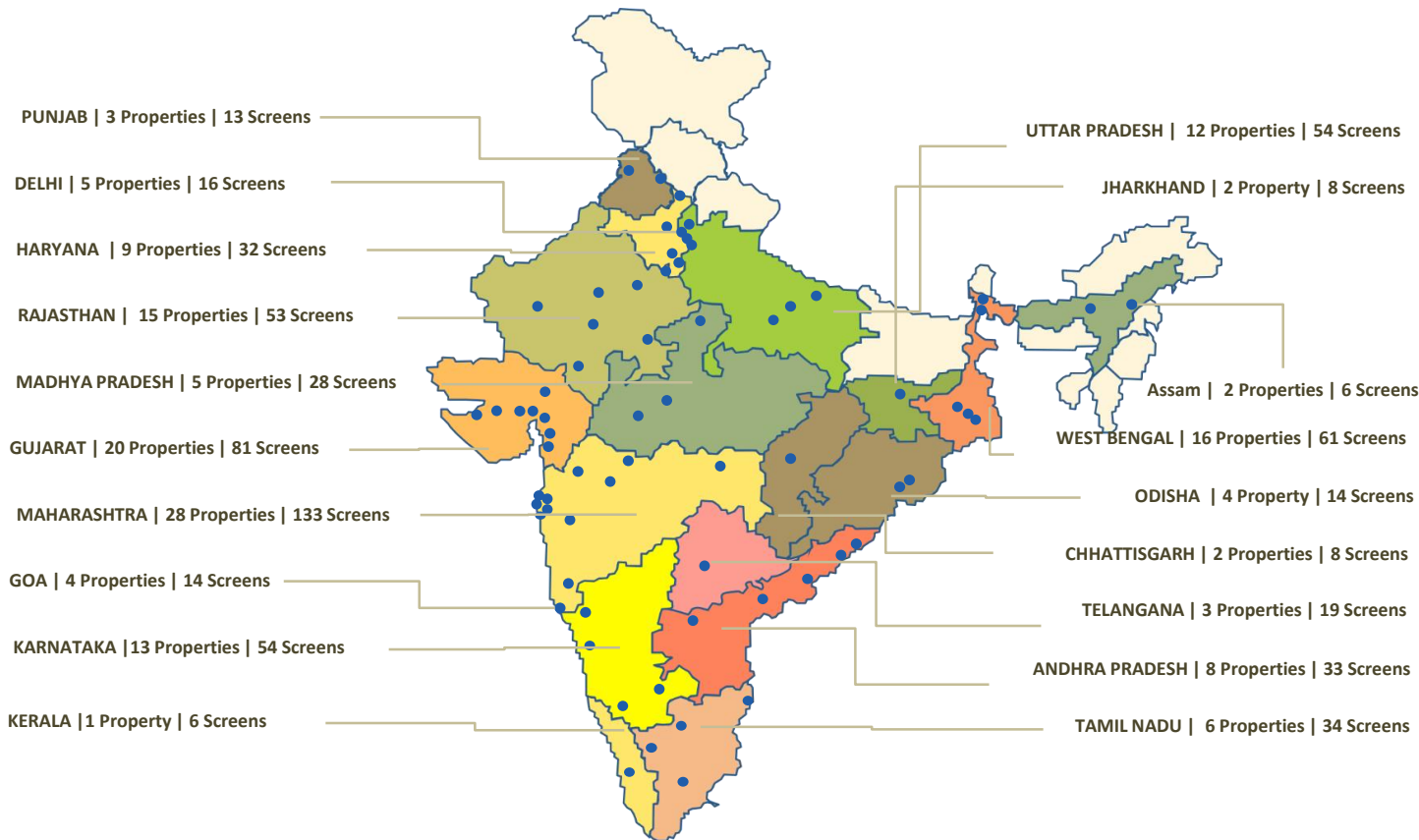
**19** **18 STATES**  
& 1 UNION TERRITORY

**70** **CITIES**

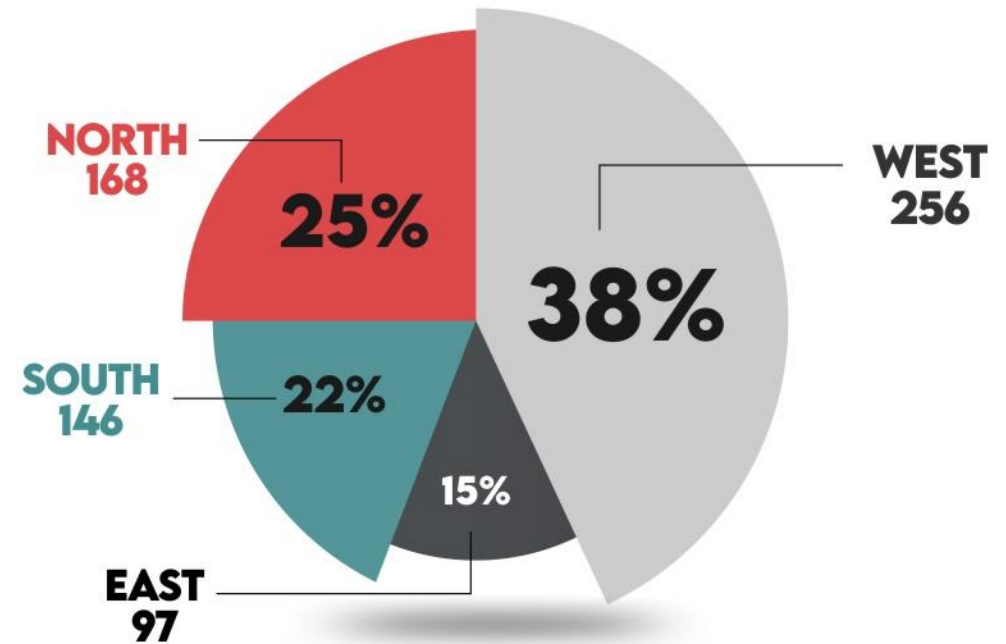
**158** **PROPERTIES**

**667** **SCREENS**

**1,50,621**  
SEATS



## SCREENS ZONE WISE



# Q3 FY22

*Driven by*

## SUPERIOR CONTENT



Pushpa: The Rise  
(All Languages)  
**₹248 Cr\***



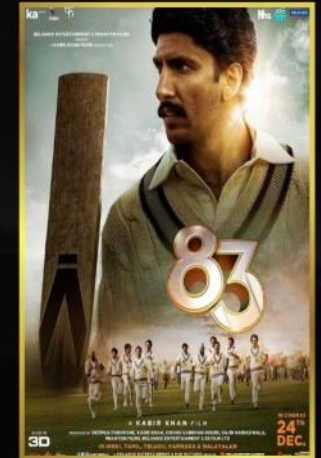
Spider-Man - No Way Home  
**₹212 Cr\***



Sooryavanshi  
**₹196 Cr\***



Annaatthe (Tamil)  
**₹110 Cr\***



83  
**₹102 Cr\***

\*All India Net Box Office Collection, source: <https://www.bollywoodhungama.com> and <https://www.bollymoviereviewz.com>

# UPCOMING BOLLYWOOD CONTENT

Sr.No.	Film Name	Language	Starcast	Director
1	ATTACK	HINDI	JOHN ABRAHAM, RAKUL PREET SINGH, PREMHANSH, JACQUELINE FERNANDEZ	LAKSHYA RAJ ANAND
2	JERSEY	HINDI	SHAHID KAPOOR, MRUNAL THAKUR, PANKAJ KAPOOR, PALAK SINGH, SANJEEV COPRA	GOWTAM TINNANURI
3	RRR	HINDI	JR NTR, RAM CHARAN, ALIA BHAT, AJAY DEVGAN, DAISY EDGER-JONES	S S RAJAMOULI
4	BACHCHAN PANDEY	HINDI	AKSHAY KUMAR, KRITI SANON, ARSHAD WARSII, JACQUELINE FERNANDEZ, PANKAJ TRIPATHI	FARHAD SAMJI
5	GANGUBAI KATHIAWADI	HINDI	ALIA BHATT, AJAY DEVGAN, SHANTANU MAHESHWARI, EMRAAN HASHMI, VIJAY RAAZ	SANJAY LEEA BHANSALI
6	PRITHVIRAJ	HINDI	AKSHAY KUMAR, MANUSHI CHHILAR, SONU SOOD, SANJAU DUTT, MANOJ JOSHI	DR CHANDRAPRAKASH DWIVEDI
7	LAL SINGH CHADDHA	HINDI	AMIR KHAN, KAREENA KAPOOR KHAN, MONA SINGH, NAGA CHAITANYA AKKINENI	ADVAIT CHANDAN
8	BADHAI DO	HINDI	RAJKUMAR RAO, BHUMI PEDNEKAR	HARSHAVARDHAN KULKARNI
9	HEROPANTI 2	HINDI	TIGER SHROFF, TARA SUTARIA, SARWAN ALI PALIJO	AHMED KHAN
10	JAYESHBHAI JORDAAR	HINDI	RANVEER SINGH, SHALINI PANDEY, BOMAN IRANI, RATNA PATHAK	DIVYANG THAKKAR
11	SHAMSHERA	HINDI	RANBEER KAPOOR, SANJAY DUTT, VAANII KAPOOR	KARAN MALHOTRA
12	BHOOL BHULAIYAA 2	HINDI	KARTIK ARYAN, KIARA ADVANI, TABU, RAJPAL YADAV	ANEES BAZMEE
13	MAIDAAN	HINDI	AJAY DEVGAN, KEERTHY SURESH, PRIYAMANI, GAJARAJ RAO, RUDRANI GHOSH	AMIT RAVINDRANATH SHARMA & ROHIT BHUJBAL
14	BRAHMASTRA (PART 1)	HINDI/KANNADA/MALAYALAM/TAMIL/TELUGU	RANBIR KAPOOR, ALIA BHATT, AMITABH BACHCHAN, MOUNI ROY, NAGARJUNA	AYAN MUKHERJEE
15	ANEK	HINDI	AYUSHMANN KHURRANA	ANUBHAV SINHA
16	RUNWAY 34	HINDI	AJAY DEVGAN, AMITABH BACHCHAN, RAKUL PREET SINGH, AAKASHA SINGH, ANGIRA DHAR	AJAY DEVGAN
17	MISSION MAJNU	HINDI	SIDDHARTH MALHOTRA, RASHMIKA MANDANNA,	SHANTANU BAAGCHI
18	GOVINDA NAAM MERA	HINDI	VICKY KAUSHAL, BHUMI PEDNEKAR, KIARA ADVANI	SHASHANK KHAITAN
19	DOCTOR G	HINDI	AYUSHMANN KHURRANA, RAKUL PREET SINGH, SHEFALI SHAH, SHEEBA CHADDHA	ANUBHUTI KASHYAP
20	JUGJUG JEEYO	HINDI	VARUN DHAVAN, KIARA ADVANI, ANIL KAPOOR, NEETU SINGH, MANIESH PAUL	RAJ MEHTA
21	EK VILLAIN RETURNS	HINDI	JOHN ABRAHAM, DISHA PATANI, TARA SUTARIA, ARJUN KAPOOR	MOHIT SURI
22	PHONE BHoot	HINDI	KATRINA KAIF, ISHAAN KHATTER, SIDDHANT CHATURVEDI	GURMEET SINGH
23	SHABAASH MITHU	HINDI	TAPSEE PANNU, VIJAY RAAZ (BIOPIC ON THE LIFE OF MITALI RAJ)	SRIJIT MUKHERJEE
24	THANK GOD	HINDI	AJAY DEVGAN, RAKUL PREET SINGH, SIDDHARTH MALHOTRA	INDRA KUMAR
25	RAKSHA BANDHAN	HINDI	AKSHAY KUMAR, BHUMI PEDNEKAR, SADIA KHATEEB	AANAND L RAI
26	VIKRAM VEDHA REMAKE	HINDI	HRITHIK ROSHAN, SAIF ALI KHAN, RADHIKA APTE	GAYATRI, PUSHKAR
27	MR AND MRS MAHI	HINDI	RAJKUMAR RAO, JANHVI KAPOOR	SHARAN SHARMA
28	RAM SETU	HINDI	AKSHAY KUMAR, NUSRAT BHARUCHA, JACQUELINE FERNANDEZ, DIVYAM AGRAWAL	ABHISHEK SHARMA
29	YODHA	HINDI	SIDDHARTH MALHOTRA, DISHA PATANI, RAASHI KHANNA	SAGAR AMBRE & PUSHKAR OJHA
30	BHEDIA	HINDI	VARUN DHAVAN, KRITI SANON, DEEPAK DOBRIYAL	AMAR KAUSHIK
31	GANAPATH - PART 1	HINDI	TIGER SHROFF, KRITI SANON, NUPUR SANON	VIKAS BAHL
32	FIGHTER	HINDI	HRITHIK ROSHAN, DEEPIKA PADUKONE	SIDDHARTH ANAND
33	PATHAN	HINDI	SHAH RUKH KHAN, DEEPIKA PADUKONE, DIMPLE KADADIA, JOHN ABRAHAM	SIDDHARTH ANAND
34	CIRKUS	HINDI	RANVEER SINGH, POOJA HEGDE, JACQUELINE FERNANDEZ, VARUN SHARMA	ROHIT SHETTY
35	TIGER 3	HINDI	SALMAN KHAN	MANEESH SHARMA

# UPCOMING ENGLISH CONTENT

Sr.No.	Film Name	Language	Starcast	Director
1	KING RICHARD	ENGLISH	WILL SMITH, AUNJANUE ELLIS, JON BERNTHAL, LIEV SCHREIBER	REINALDO MARCUS GREEN
2	MOONFALL (IMAX)	ENGLISH	HALLE BERRY, PATRICK WILSON, JOHN BRADLY, MICHAEL PENA, DONALD SUTHERLAND	ROLAND EMMERICH
3	DEATH ON THE NILE (IMAX)	ENGLISH	GAL GADOT, KENNETH BRANAGH, ARMIE HAMMER	SIR KRENETH BRANAGH
4	THE BATMAN (IMAX)	ENGLISH	CHARLIE CARVER, ROBERT PATTINSON, ZOË KRAVITZ, COLIN FARRELL	MATT REEVES
5	MORBIUS (IMAX)	ENGLISH	MICHAEL KEATON, JARED LETO, ADRIA ARJONA, MATT SMITH	DANIEL ESPINOSA
6	BULLET TRAIN - IMAX	ENGLISH	BRAD PITT, MICHAEL DHANNON, JOEY KING, SANDRA BULLOCK, ARON TAYLOR-JOHNSON	DAVID LEITCH
7	FANTASTIC BEASTS: THE SECRETS OF DUM	ENGLISH	JUDE LAW, MADS MIKKELSEN, KATHERINE WATERSTON, EDDIE REDMAYNE, EZRA MILLER	DAVID YATES
8	DOCTOR STRANGE IN THE MULTIVERSE OF	ENGLISH	ELIZABETH OLSEN, RACHAEL MCADAMS, BENEDICT CUMBERBATCH, CHIWETE EJIORFOR	SAM RAIMI
9	TOP GUN 2 MAVERICK - IMAX	ENGLISH	JENNIFER CONNELLY, TOM CRUISE, JON HAMM	JOSEPH KOSINSKI
10	JURASSIC WORLD : DOMINION (IMAX)	ENGLISH/HINDI/TAMIL	BRYCE DALLAS HOWARD, CHRIS PRATT, JAKE JOHNSON, JEFF GOLDBLUM	COLIN TREVORROW
11	TRANSFORMERS : RISE OF THE BEASTS	ENGLISH	ANTONY RAMOS, RON PERLMAN, PETER CULLEN, LUNA LAUREN VELEZ, DOMINIQUE FISHBACK	STEVE CAPLE JR
12	THOR : LOVE AND THUNDER - IMAX	ENGLISH	CHRIS PATT, JAIMIE ALEXANDER, KAREN GILLAN, CHRIS HEMSWORTH	TAIKA WAITITI
13	BLACK ADAM	ENGLISH	DWAYNE JOHNSON, SARAH SHAHI, PIERCE BROSNAN, JOSEPH GATT, NOAH CENTINEO	JAUME COLLECT-SERRA
14	MISSION IMPOSSIBLE 7 - IMAX	ENGLISH	TOM CRUISE, HAYLEY ATWELL, REBECCA FERGUSON,	CHRISTOPHER MCQUARRIE
15	BLACK PANTHER : WAKANDA FOREVER	ENGLISH	MARTIN FREEMAN, ANGELA BASSETT, LUPITA NYONG'O, DANAI GURIRA, LETITIA WRIGHT	RYAN COOGLAR
16	AVATAR 2	ENGLISH/HINDI/TAMIL/TELUGU	SAM WORTHINGTO, ZOE SALDANA, VIN DIESEL, KATE WINSLET, MICHELLE YEOH	JAMES CAMERON

# UPCOMING OTHER INDIAN LANGUAGES CONTENT

Sr.No.	Film Name	Language	Starcast	Director
1	RRR	TELUGU/HINDI/TAMIL/KANNADA/MALAYALAM	JR NTR, RAM CHARAN, ALIA BHAT, AJAY DEVGAN, DAISY EDGER-JONES	S S RAJAMOULI
2	VALIMAI	TAMIL/HINDI/TELUGU	AJITH KUMAR, PRASANA DIR:H.VINOTH	H.VINOTH
3	BEAST	TAMIL	VIJAY, POOJA HEGDE	Nelson Dilipkumar
4	K.G.F. CHAPTER 2	KANNADA/HINDI/TAMIL/TELUGU/MALAYALAM	YASH, SANJAY DUTT, RAVEENA TANDON, SRINIDHI SHETTY, ANANT NAG, PRAKASH RAJ	PRASHANTH NEEL
5	EDHARKUM THUNINDHAVAN	TAMIL	SURYA, PRIYANKA ARUL MOHAN	PANDIYARAJ
6	ACHARYA	TELUGU	CHIRANJEEVI, RAM CHARAN TEJA, KAJAL AGARWAL	KORATALA SIVA
7	RADHE SHYAM	TELUGU/HINDI/TAMIL/KANNADA/MALAYALAM	PRABHAS, POOJA HEGDE, JAGAPATHI BABU, BHAGYASHREE, KUNAAL ROY KAPOOR	RADHA KRISHNA KUMAR
8	BHEEMLA NAYAK	TELUGU	PAWAN KALYAN, RANA DAGUBATI, NITYA MENON	SAGAR K CHANDRA
9	MAJOR	TELUGU/HINDI/MALAYALAM	ADIVI SHESH, SHOBHITA DHULIPALA, SAIEE MANJREKAR	SASHI KIRAN TIKKA
10	KHILADI	TELUGU	RAVI TEJA , MEENAKSHI CHOWDHRY	RAMESH VARMA
11	VIKRANT RONA	KANNADA/HINDI/TAMIL/TELUGU/MALAYALAM	KICHCHA SUDEEP, JACQUELINE FERNANDEZ, NIRUP BHANDARI, NEETHA ASHOK	ANUP BHANDARI
12	F3: FUN AND FRUSTRATION (TELUGU)	TELUGU	VENKATESH, VARUN TEJ	ANIL RAVIPUDI
13	ROCKETRY - THE NAMBI EFFECT	HINDI/TAMIL/ENGLISH/MALAYALAM/TELUGU/KANNADA	R MADHAVAN, SIMRAN BAGGA, SHAH RUKH KHAN, RAJIT KAPOOR	R MADHAVAN
14	SARKARU VARI PATA	TELUGU	MAHESH BABU, KEERTHY SURESH	PARASURAM
15	SALAAR	TELUGU/KANNADA/HINDI/TAMIL/MALAYALAM	PRABHAS, SHRUTI HAASAN, JAGAPATHI BABU	PRASHANTH NEEL
16	ADIPURUSH	TELUGU/HINDI/TAMIL/KANNADA/MALAYALAM	PRABHASH, SAIF ALI KHAN, SUNNY SINGH NIJJAR,	OM RAUT
17	LIGER	HINDI/TELUGU/TAMIL/KANNADA/MALAYALAM	VIJAY DEVARKONDA, ANANYA PANDAY, RAMYA KRISHNAN, RONIT ROY, VISHU REDDY	PURI JAGANNATH



# POSITIONING INOX AS A **F&B** DESTINATION

**INOX Delights**

# INOX FOOD COMES HOME

RAJMA CHAWAL | BIRYANI | PIZZA  
PASTA | NACHOS | SANDWICH

ORDER ON

**SWIGGY** **zomato**

**INOX Delights**

# CELEBRATE CHRISTMAS AT HOME WITH INOX FOOD

ORDER ON

**SWIGGY** **zomato**

**INOX Delights**

# CELEBRATE NEW YEAR AT HOME WITH INOX FOOD

TANDOORI POPCORN | BIRYANI | PIZZA  
PASTA | NACHOS | RAJMA CHAWAL

ORDER NOW ON

**SWIGGY** **zomato**

AVAIL 50% DISCOUNT (UP TO ₹100)

**INOX Delights**

# CELEBRATE PONGAL AT HOME WITH INOX FOOD

TANDOORI POPCORN | BIRYANI | PIZZA  
PASTA | NACHOS | RAJMA CHAWAL

ORDER NOW ON

**SWIGGY** **zomato**

AVAIL 50% DISCOUNT (UP TO ₹100)



# POSITIONING INOX AS A CAFÉ DESTINATION



- Capitalizing the jaw-dropping ambience
- Rigorous F&B focused promotions
- Introduction of cafe-food options

Curated Influencer events to promote dine-in, menu additions, private screening and kitchen launches

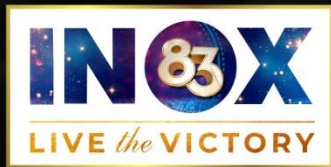
ACROSS **CITIES**

ENGAGED WITH THE **BEST INFLUENCERS**

CREATED A **BUZZ** AMONGST OUR FOLLOWERS



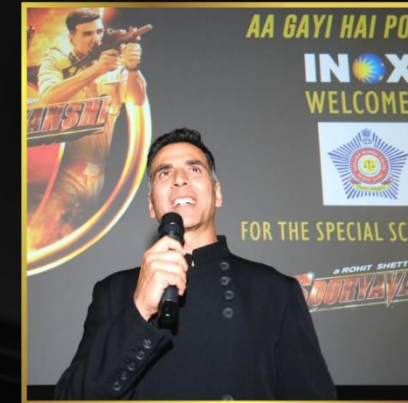
## 83 PROMOTIONS



## SPIDER-MAN PROMOTION



## STAR VISITS



- Our Cinemas operations are affected due to the third wave of COVID-19. We are approaching the landlords for renegotiations of Rent & CAM for Q4FY22
- We have already concluded negotiations for Rent and CAM up to 31<sup>st</sup> Dec'21.



- With the advent of the third wave of COVID-19, Producers and Distributors have deferred their movie releases. Majority of the Producers/Distributors are waiting for the situation to normalize.
- Third wave of COVID-19 seems to be less severe, as a result we anticipate to reach normalcy comparatively sooner.
- Currently, majority of the States have given permission to operate cinemas with restrictions.



## CAPEX

- Work on 17 upcoming screens is ~ 80% completed; hence would require an additional CAPEX of ~ ₹10 cr.

## FUND PLANNING

- The liquidity position is very strong. As on 16th Jan'22, we have close to ₹300cr (including undrawn limit of ₹120 cr)
- INOX owns 6 cinemas properties and a head office. As per market valuation, if required, we can raise close to ₹400 cr by doing a 'sale-lease back' of these properties

## DEBT TO EQUITY

- As on 16<sup>th</sup> Jan'22, INOX is 'NET DEBT FREE'
- As on 16<sup>th</sup> Jan'22, our 'Gross Debt' is ~ ₹89 cr.



# ANNEXURE

# CONSOLIDATED PROFIT & LOSS (INCLUDING INDAS 116)

Particulars [ In ₹ Cr]	Q3FY22	Q3FY21	YoY %	Q2FY22	QoQ %	9MFY22	9MFY21	YoY %
<b>Total Revenue</b>	<b>301</b>	<b>21</b>	<b>1333.3%</b>	<b>53</b>	<b>467.9%</b>	<b>380</b>	<b>29</b>	<b>1210.3%</b>
Exhibition Cost	85	3	2733.3%	14	507.1%	104	3	3366.7%
Food & Beverages Cost	18	1	1700.0%	3	500.0%	23	1	2200.0%
Employee Benefits Expense	24	21	14.3%	24	0.0%	72	61	18.0%
Property Rent & CAM	17	25	-32.0%	14	21.4%	50	30	66.7%
Rent concessions (Note 1)	(48)	(54)		(54)		(125)	(196)	
Power & Fuel, R&M	29	13	123.1%	14	107.1%	54	22	145.5%
Other Expenses	39	16	143.8%	17	129.4%	69	31	122.6%
<b>Total Expenses</b>	<b>165</b>	<b>25</b>	<b>560.0%</b>	<b>32</b>	<b>415.6%</b>	<b>248</b>	<b>(48)</b>	
<b>EBITDA</b>	<b>137</b>	<b>(4)</b>		<b>22</b>	<b>522.7%</b>	<b>133</b>	<b>77</b>	<b>72.7%</b>
Depreciation & Amortisation	74	71	4.2%	74	0.0%	220	213	3.3%
Finance Cost	64	62	3.2%	65	-1.5%	194	189	2.6%
<b>PBT</b>	<b>(1.6)</b>	<b>(137)</b>		<b>(117)</b>		<b>(281)</b>	<b>(325)</b>	
Current tax	-	-		-		0.0		
Deferred tax	(0.28)	(34)		(29)		(70)	(81)	
Taxation pertaining to earlier years	-	-		0.02		0.02	(0.07)	
<b>PAT</b>	<b>(1.3)</b>	<b>(103)</b>		<b>(88)</b>		<b>(211)</b>	<b>(244)</b>	
<b>Basic Earnings Per Share (EPS)</b>	<b>(0.11)</b>	<b>(9.62)</b>		<b>(7.06)</b>		<b>(17.65)</b>	<b>(23.85)</b>	

**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.**

Note: 1) Consequent to the outbreak of COVID-19 pandemic, the Company has concluded discussions with the landlords for waiver of rent and common facility charges for the affected period. The Company has been successful in getting relief from most of the landlords. These concessions / rebates are recognised as and when the negotiations are concluded with the respective landlords.

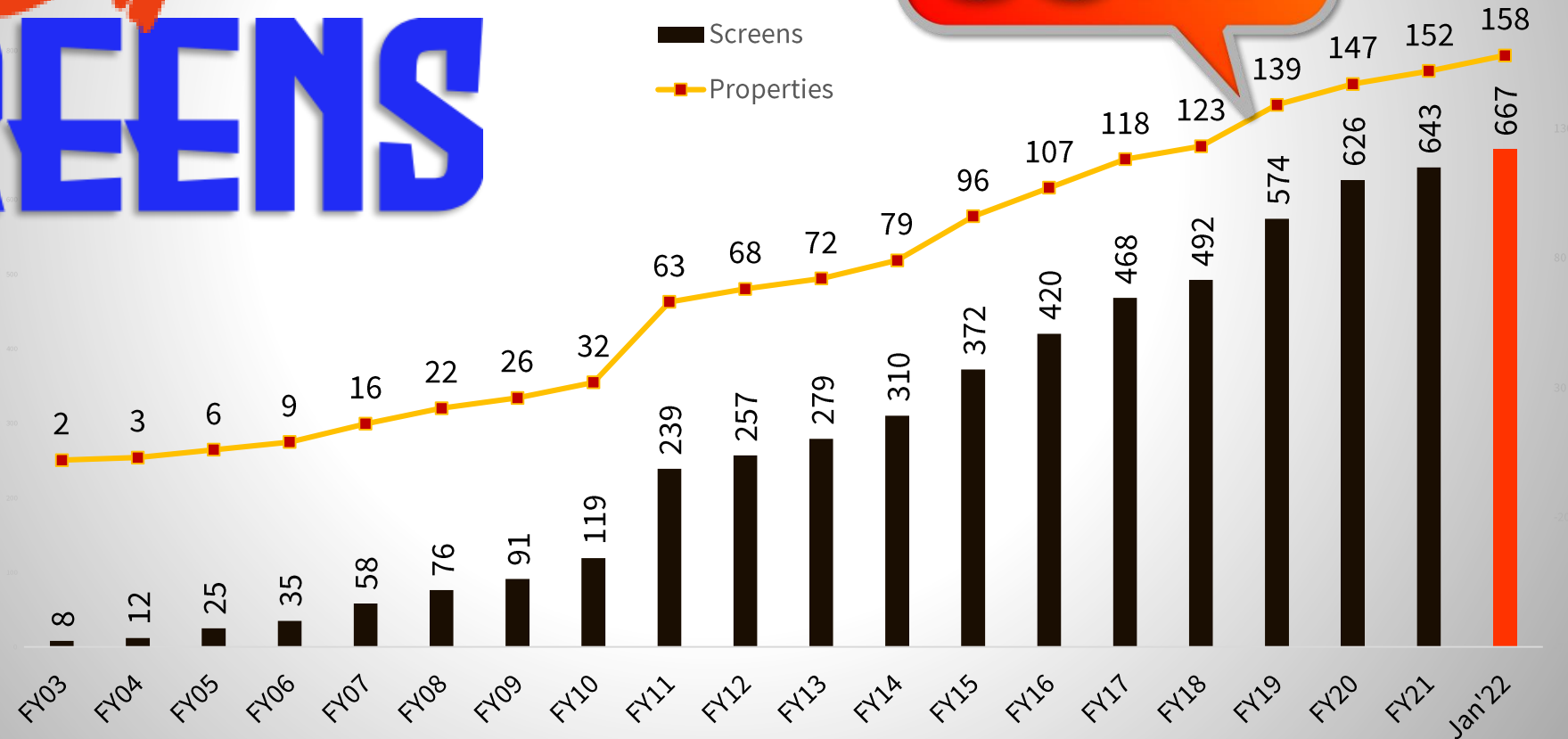
The Company applied the practical expedient to all COVID-19 related rent concessions that meet the conditions in paragraph 46B of the Ind AS 116: Leases, as amended by the Companies (Indian Accounting Standards) Amendment Rules 2020 and the Companies (Indian Accounting Standards) Amendment Rules 2021, for the settlements that have taken place and elected not to assess whether such rent concession is a lease modification. Accordingly, for the quarter/nine months ended 31 December 2021 the Company has recognised rent concessions aggregating to Rs. 47.80/124.67 cr (after adjusting rent expense of Rs. 9.32/12.78 cr). The corresponding amount of rent concession recognized was Rs. 54.25/222.01 cr (after adjusting rent expense of Rs. 1.08/7.59 cr) for the quarter ended 30 September 2021 and for the year ended 31 March 2021 respectively. In accordance with principles of fair presentation, the amount of rent concessions has been disclosed as a separate line item in the financial results.



# TRACK RECORD OF AGGRESSIVE EXPANSION

**667**  
**SCREENS**

**HIGHEST EVER OPENING**  
SINCE THE INCEPTION OF INOX  
**85** NEW SCREENS  
ADDED  
IN FY19

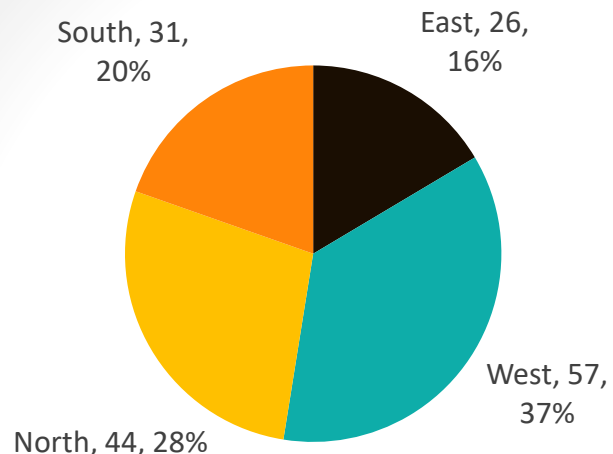


- WELL DIVERSIFIED DISTRIBUTION OF MULTIPLEXES ACROSS INDIA

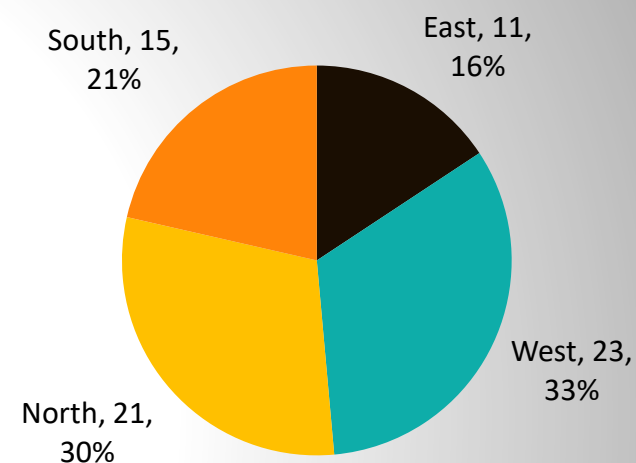
- ACCESS TO WIDE VARIETY OF REGIONAL CONTENT

- LOWER DEPENDENCY ON HINDI AND ENGLISH CONTENT

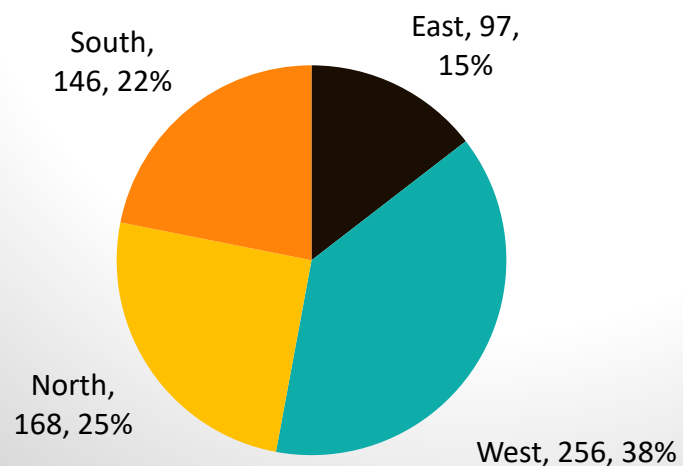
**158 Properties**



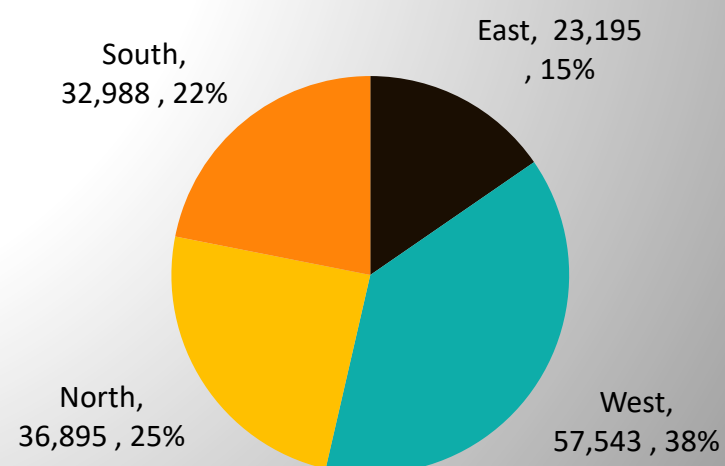
**70 Cities**



**667 Screens**



**150,621 Seats**



Charts Include 8 management properties with 29 screens and 7,355 seats

*Thank You*

BALESH TALAPADY

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**INOX**  
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TEAM INDIA

**RESULTS UPDATE**  
**Q3 & 9M FY22**