



November 18, 2022

To,
Listing Department
BSE Limited
P.J Towers, Dalal Street,
Fort, Mumbai – 400 001

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E), Mumbai – 400 050

Scrip Code: **543614**

Symbol: **TIPFILMS**

Subject: Submission of Presentation of Analysts/Investors Meeting

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith a copy of Investor Presentation with respect to the Un-Audited Financial Results of the Company for quarter and half year ended September 30, 2022.

The same shall be uploaded on our website www.tipsfilms.in

We request you to kindly take the above information on record.

Thanking you,

For **Tips Films Limited**

Vinit K. Bhanushali
Company Secretary

Encl: a/a

TIPS FILMS LTD.

501, Durga Chambers, 5th Floor, Linking Road, Khar (West), Mumbai 400052
Tel : 022- 6643 1188 Email : info@tipsfilms.in Website : www.tipsfilms.in
CIN: U74940MH2009PTC193028

TIPS Films Ltd.



tipsfilms.in



Investor Presentation November 2022



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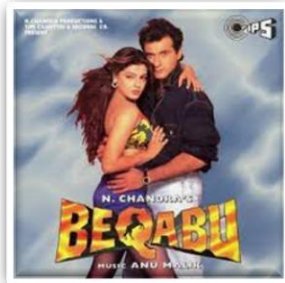
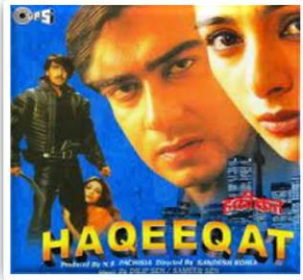
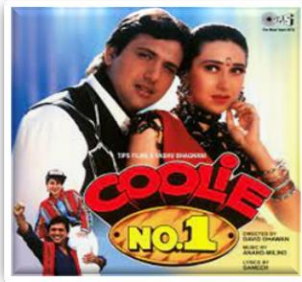
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The Beginning

Being new to film making, the company entered the business through partnerships with established film makers for its first 5 films.



Experiments & Inferences

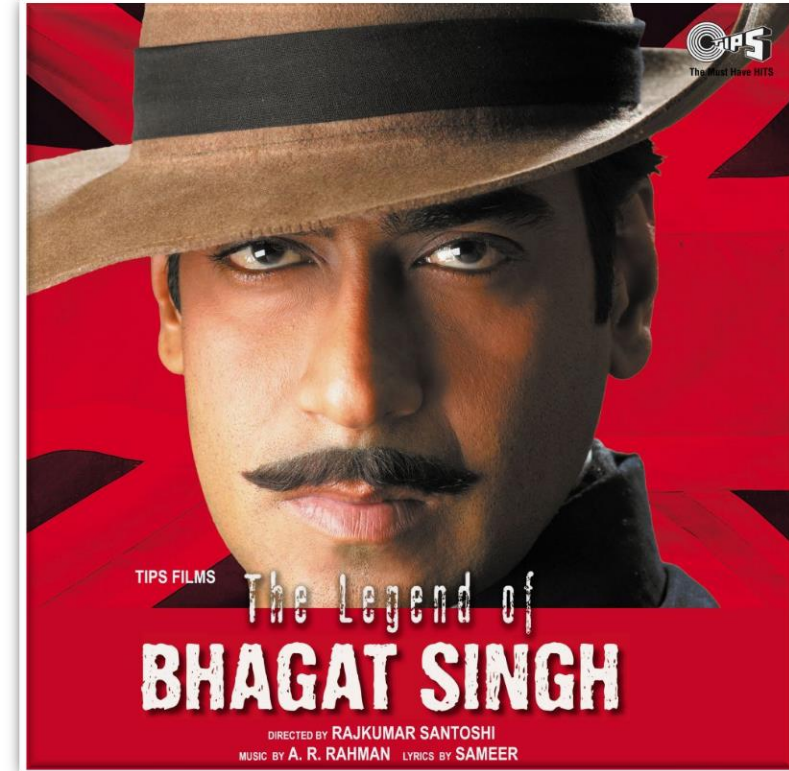
For each of these films, we experimented with different distribution models.

Through careful observation of every aspect of our projects and competitor' products, we have derived a nuanced understanding of the business and gained a pulse of the audience.

Basis our learnings from this phase we decided to launch 10 films under our banner at one go.

Eventually due to unforeseen circumstances we produced only 6 of which, 4 became super hit.

National Recognition



Our 2002 production, The Legend of Bhagat Singh brought us to the fore as a production house par excellence. The film won 3 national awards for Best Film, Best Director and Best Actor

Multiple Star cast Blockbuster

In 2008, we successfully reintroduced the multiple star cast model through our blockbuster movie – **Race**

Race's success has been such that it has become a brand name, and we are working on the 4th film in the Race series.

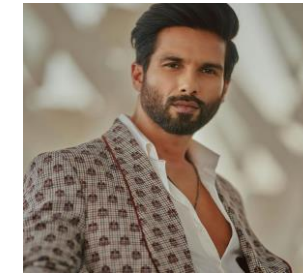


High TRP on Satellite Channel



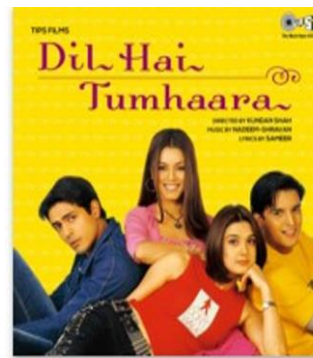
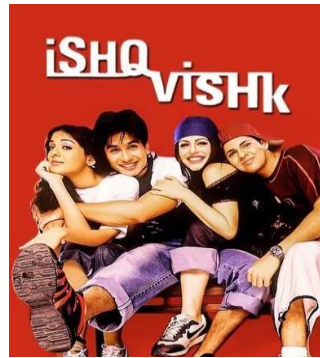
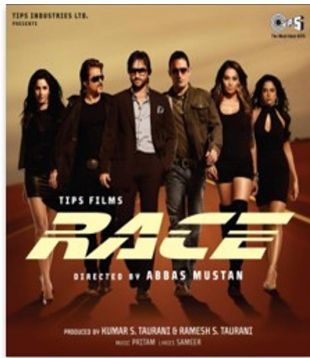
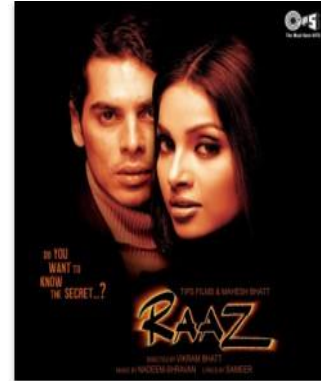
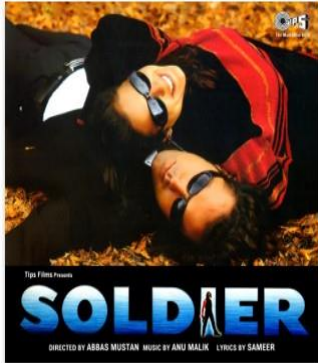
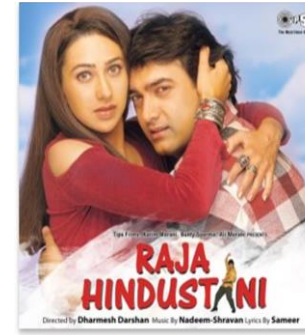
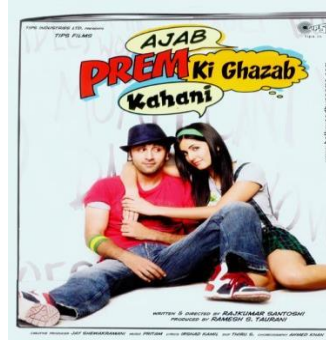
Our 2013 production, **Ramaiya Vasta Vaiya** is currently rated amongst top 5 movies on satellite channels on basis of TRP ratings.

Launching New Actors & Directors



After gaining experience and confidence in our model of working, we launched new actors and directors successfully. **Shahid Kapoor, Priety Zinta, Amrita Rao, Kookie Gulati, Milan Luthria and Ken Ghosh** are few of the names that we are proud of.

Library : Perpetual IPR of 50 movies



Gaslight



Sara Ali Khan



Vikrant Massey



Chitrangada Singh

Merry Christmas

Movie being dubbed in 5 languages



Vijay Sethupathi



Katrina Kaif



Vinay Pathak

Ishq -Vishq Rebound



Rohit Saraf



Pashmina Roshan



Jibraan Khan



Digital Rights



Satellite Rights



Box Office Collections



Music Rights

A well made film generates revenues for perpetuity; Box Office is not the only arbiter of a film's fate

DIGITAL MEDIA RIGHTS

Digital rights is a new stream of revenue that has stabilised the film production business



Films generate revenue for perpetuity.



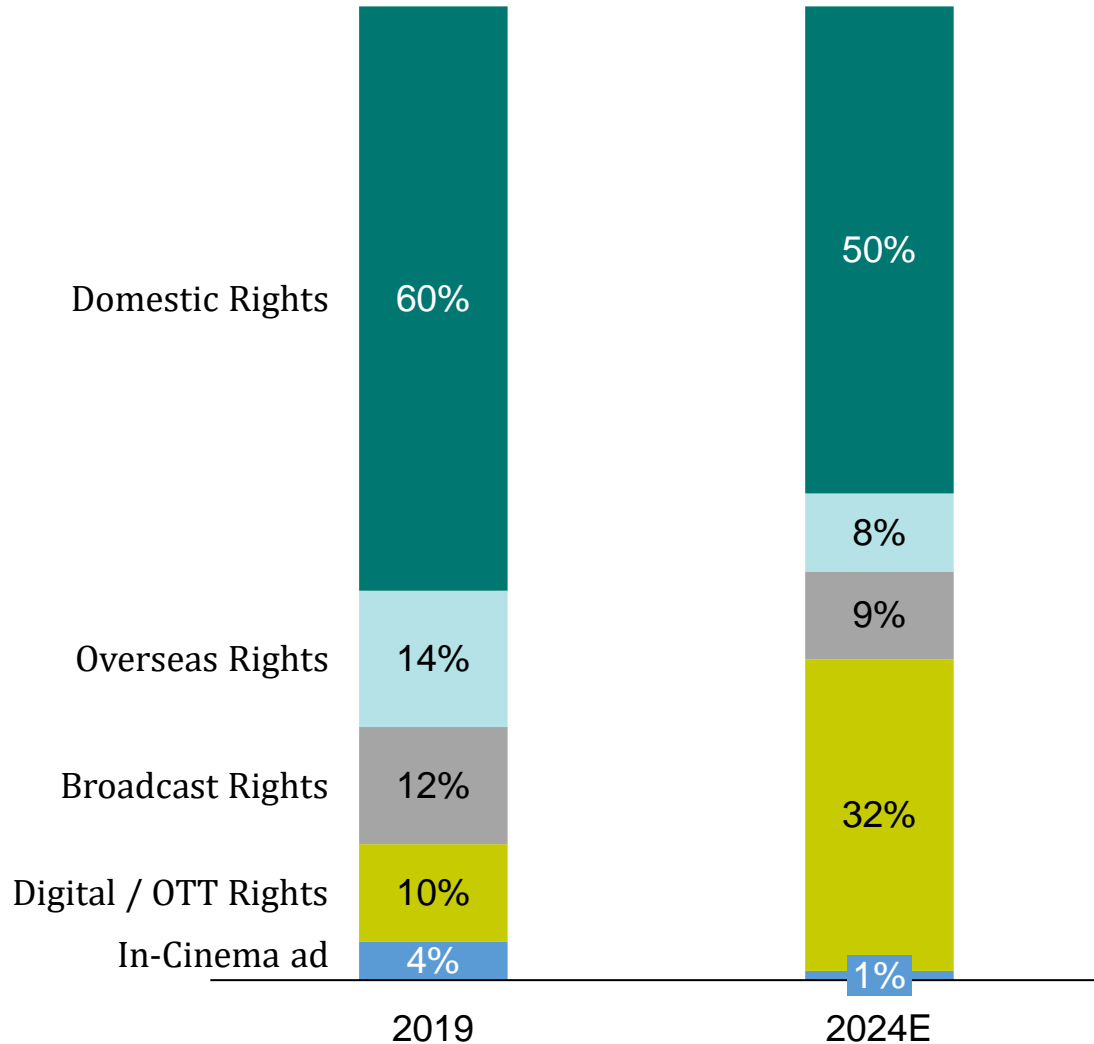
Dependence on Box office collection is reducing.



Music rights sold to Tips Industries Ltd. will be at arms length pricing



Film revenue mix estimates by 2024



OTT/Digital Rights changing dynamics

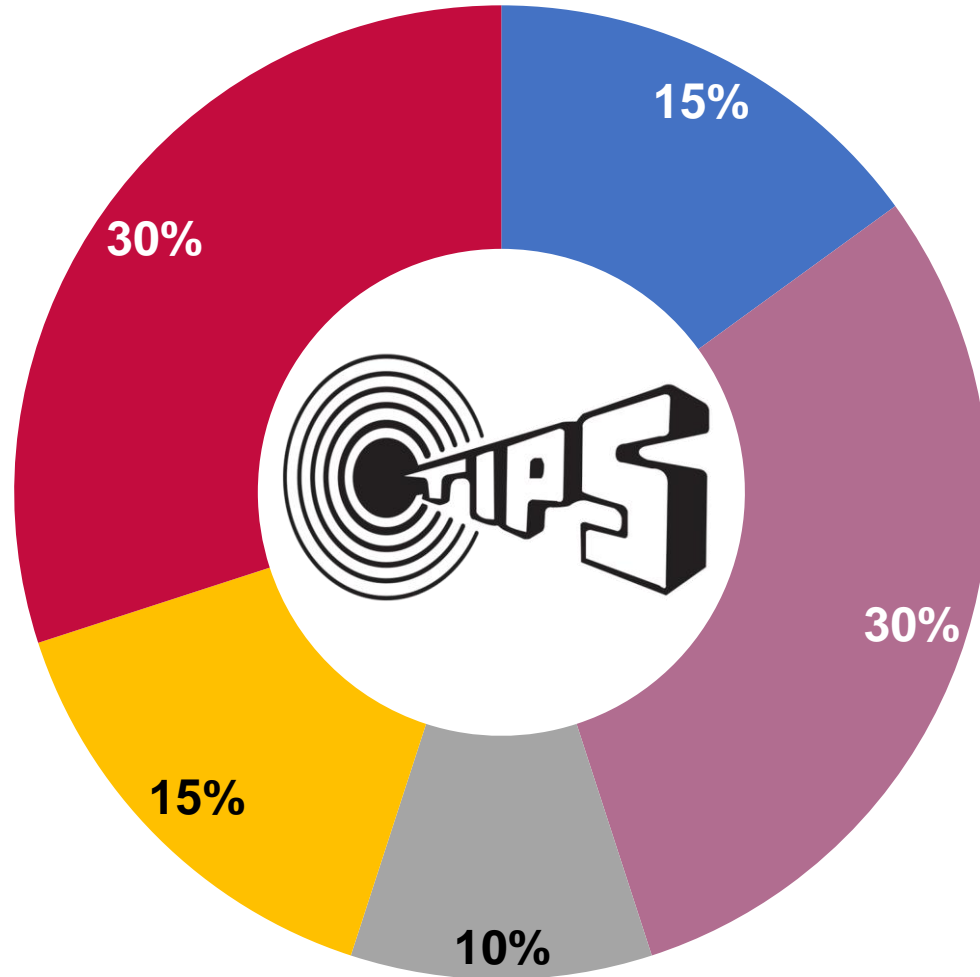
- Total Film Industry Revenue was Rs 93bn compared to Rs 72bn in 2020; but much lower than 2019.
- The “cinema experience” is something that is cherished by every movie enthusiast and remains the largest monetization avenue for Movies.
- Despite Covid-19 restrictions, over 750 films were released during the year, as compared to just 441 releases in 2020.
- Over 100 films released directly on streaming platforms. Digital rights market was close to INR40 billion in 2021.
- Quality films can sell their music rights for premium prices.
- OTT/Digital rights market size has more than doubled between 2019 and 2021. Going forward the share of OTT/Digital rights as a share of total revenue will continue to grow

Source : EY-FICCI M&E Report 2022



Revenue mix estimate

- Music Rights
- Digital Rights
- Overseas Theatrical Rights
- Satellite Rights
- Domestic Theatrical Rights





Digital subscriptions grew 29% to reach INR56 billion in revenue with 80 million paid video subscriptions. This amount is around 50% of broadcasters' share of TV subscription revenues!



MXPLAYER

discovery+



Films Don't Fail... Budgets Do!



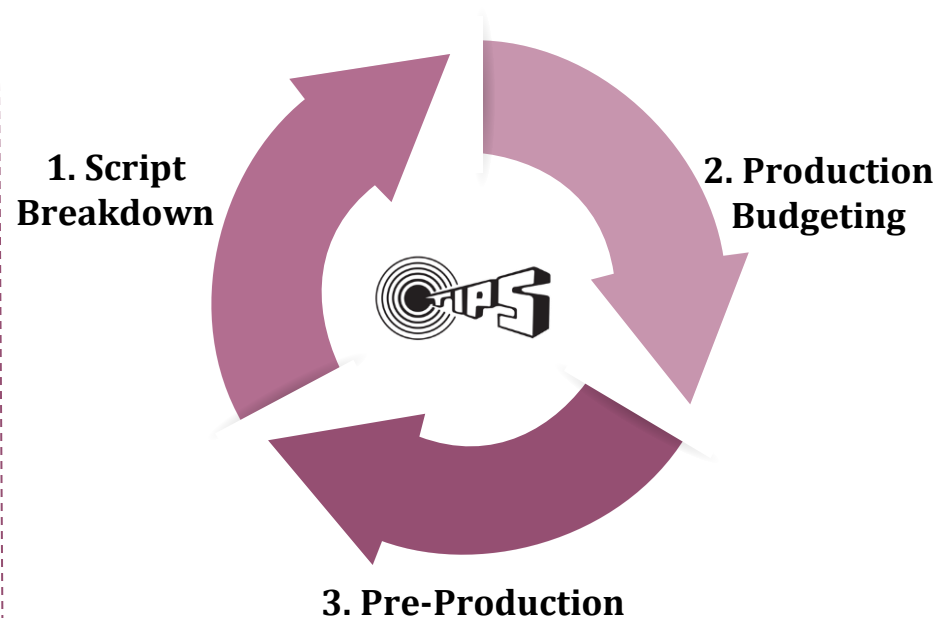
Understanding the monetization potential of a story and pairing it with the right cast and execution team is the essence of successful film making.

Budgeting is effective when a film's revenue potential determines the choice of cast and execution team.

TFL limits risk of loss by producing small and mid budget films.

For large budget films, TFL has developed a partnership model where it partners with actors and other producers on revenue sharing basis and thereby limits risk.

Budgeting Process



Tips Films Ltd. Accounting Policy

Tips Films Ltd will write off 100% of the cost of the movie within 12 months of release.

Earlier 60% was written off in the first year, and the remaining over 9 years.

TFL's success ratio is over 85%. This is because we continue to monetize the film long after its Box-Office release.

Our library of 50 films is expected to generate substantial Free Cash Flow for perpetuity.

Q2FY23 Profit & Loss Statement



Particulars (Rs. in Crs)	Q2FY23	Q1FY23	Q-o-Q	H1FY23	FY22
Revenue From Operations	15.1	2.1	622%	17.2	66.8
Cost of Production / Distribution	1.5	0.0		1.5	46.8
Employee Benefits Expenses	0.9	0.7		1.7	3.1
Other Expenses	1.2	1.3		2.5	4.9
EBITDA	11.5	0.0	162558%	11.6	12.0
EBITDA %	76.3%	0.3%		67.1%	18.0%
Less : Share of Partner	0.0	0.0		0.0	8.6
Other Income	0.3	9.1		9.4	6.5
Depreciation and Amortisation Expense	0.1	0.1		0.3	0.5
EBIT	11.7	9.0	31%	20.7	9.5
Finance Costs	0.4	0.0		0.4	0.0
PBT	11.3	8.9	27%	20.3	9.5
Tax	3.3	2.6		5.9	2.5
PAT	8.0	6.3	27%	14.4	7.0
PAT %	53.2%	301.5%		83.4%	10.4%
EPS	18.62	14.62		33.24	16.09

Balance Sheet



Equity & Liabilities (₹ in Cr)	Sep'22	Mar'22
Equity Share Capital	4.32	0.00
Equity Share Capital Suspense	0.00	4.32
Other Equity	77.61	63.34
Total Equity	81.93	67.66
(i) Other Financial Liabilities	0.23	0.00
Provision	0.41	0.29
Deferred Tax Liabilities, (net)	2.59	2.59
Total Non - Current Liabilities	3.23	2.88
Financial Liabilities		
(i) Borrowings	20.00	0.00
(ii) Trade Payables		
(a) total outstanding dues of micro enterprises and small enterprises	0.00	0.00
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	6.86	5.27
(iii) Other Financial Liabilities	9.08	9.23
Provision	0.00	0.00
Current Tax Liabilities (net)	4.39	2.82
Other Current Liabilities	0.38	0.01
Total Current Liabilities	40.72	17.33
Total Equity and Liabilities	125.88	87.87

Assets (₹ in Cr)	Sep'22	Mar'22
Non- Current Assets		
Property, plant and equipment	0.95	1.06
Investment Property	11.94	12.08
Other Financial Assets	0.21	0.19
Other Non-Current Assets	10.32	10.16
Total Non - Current Assets	23.42	23.50
Current Assets		
Financial Assets		
(i) Investments	0.19	0.20
(ii) Trade receivables	9.11	0.00
(iii) Cash and cash equivalents	2.44	4.68
(iv) Bank balances other than (ii) above	3.41	14.27
(v) Loans	0.02	0.03
(vi) Other Financial Assets	2.61	2.55
Other Current Assets	84.67	42.63
Total Current Assets	102.46	64.37
TOTAL ASSETS	125.88	87.87

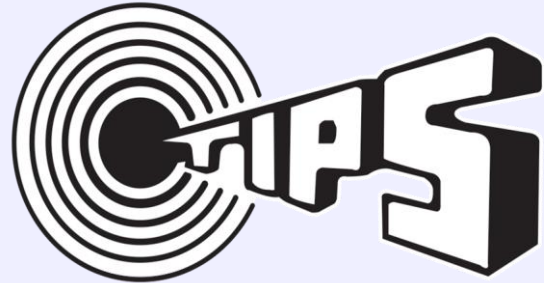
Cash Flow Statement



Cash Flow Statement (Rs. Crs.)	Sep'22	Mar-22
Cash Flow from Operating Activities		
Profit before Tax	20.27	9.50
Adjustment for Non-Operating Items	0.53	-0.35
Operating Profit before Working Capital Changes	20.80	9.15
Changes in Working Capital	-70.01	-7.89
Cash Generated from Operations	-28.41	10.42
Less: Direct Taxes paid	-4.32	0.00
Net Cash from Operating Activities	-32.74	10.42
Cash Flow from Investing Activities	10.89	-14.18
Cash Flow from Financing Activities	19.60	0.00
Net increase/ (decrease) in Cash & Cash equivalent	-2.24	-3.76
Add : Cash and cash equivalents at the beginning of the year	4.68	0.00
Add: Amount transferred on account of Scheme of Arrangement	0.00	8.44
Cash and cash equivalents at the end of the year	2.44	4.69

Thank You!

FICCI – EY Media & Entertainment Report 2022



Tips Films Limited

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