

February 1, 2024

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
Fax: 022 – 2272 3121  
**BSE Scrip Code: 539141**

To,  
**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  
Fax : 022- 2659 8237/ 38  
**NSE Symbol: UFO**

Dear Sir/ Ma'am,

**Sub: Investor Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith investor presentation on the financial results of the Company for the quarter and nine months ended December 31, 2023.

Request you to take it on record and disseminate it on your website.

Thanking you.

Yours faithfully,  
For **UFO Moviez India Limited**

**Kavita Thadeshwar**  
**Company Secretary**

Encl.: a/a

# Results Presentation

Q3&9MFY24

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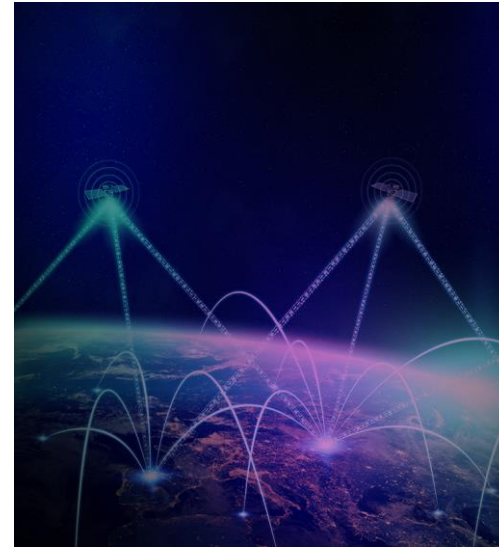
This presentation, except for the historical information, may contain forward looking statements, including the words or phrases such as "expects", "anticipates", "intends", "will", "would", "undertakes", "aims", "estimates", "contemplates", "seeks to", "objective", "goal", "projects", "should" and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

# UFO Moviez at a Glance



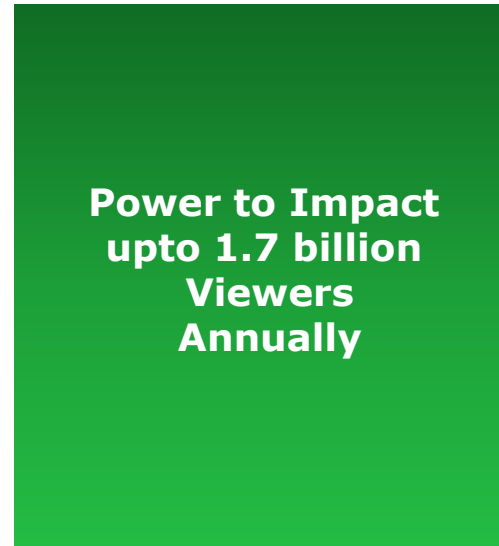
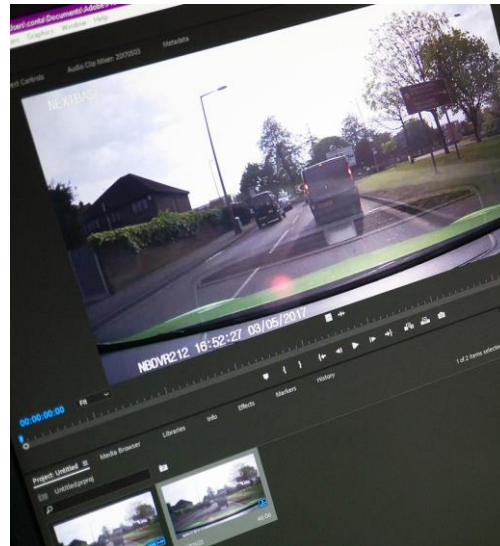
**3,407**  
High Impact  
Ad Screens



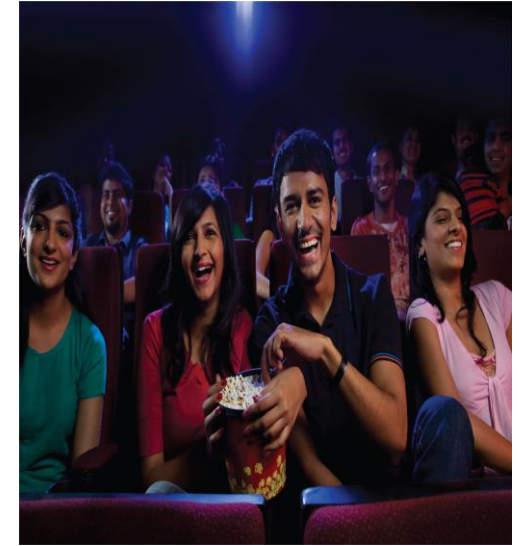
**1,257**  
Cities & Towns  
Across India

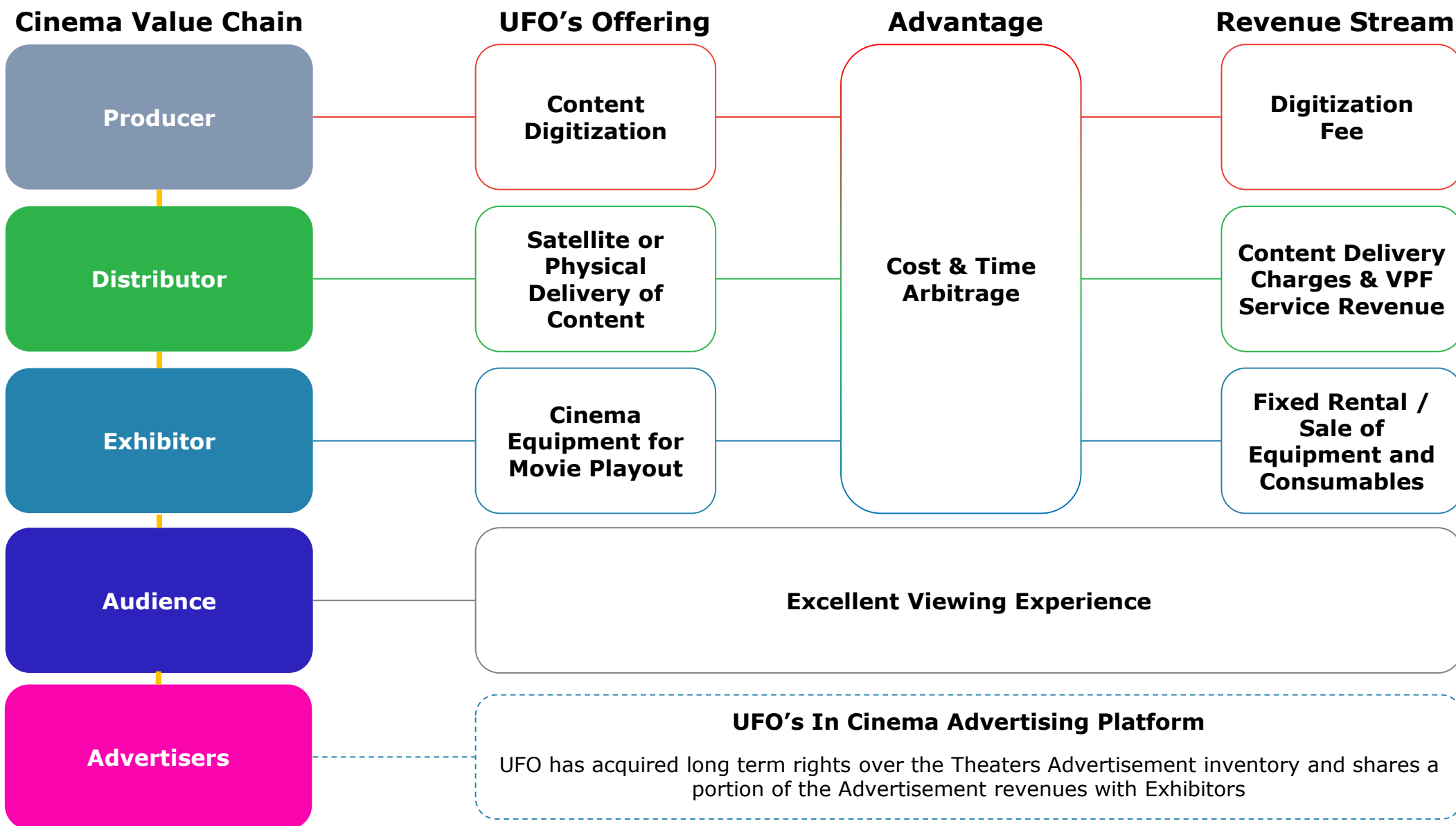


**1,567**  
Movies  
Digitally  
Delivered  
in 9MFY24



**Power to Impact**  
upto **1.7 billion**  
Viewers  
Annually



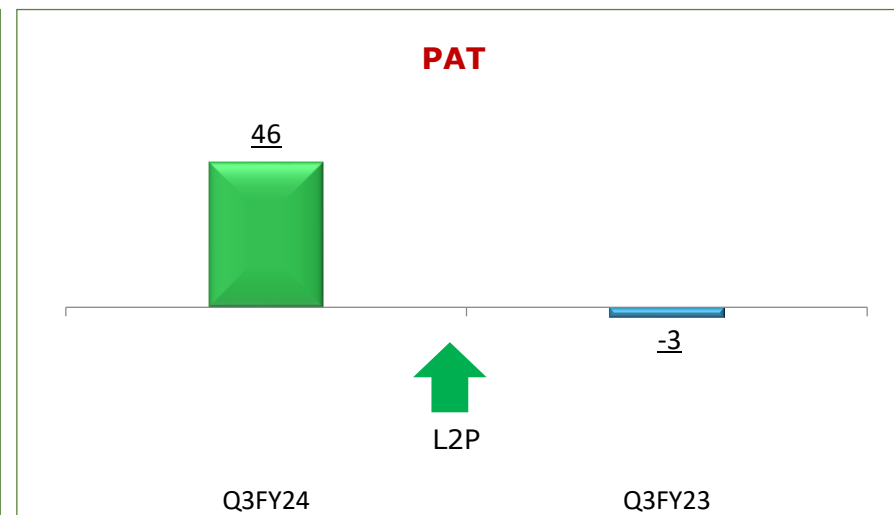
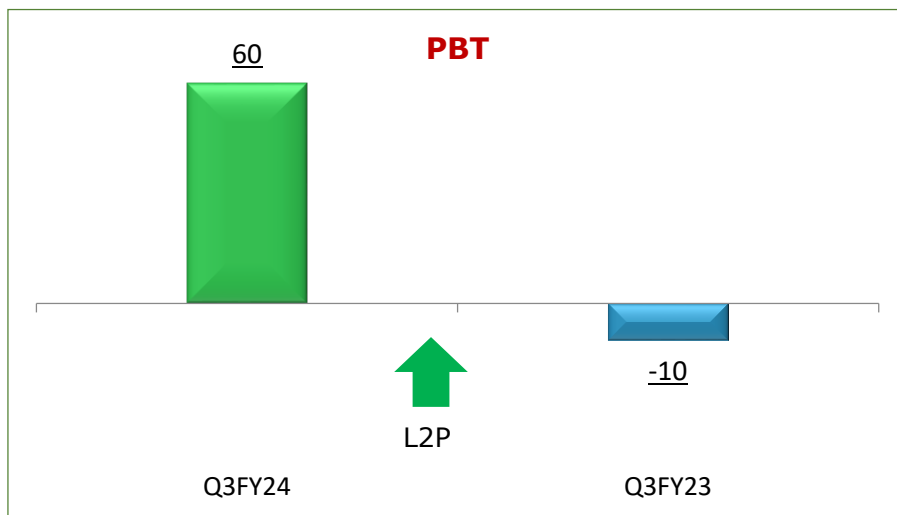
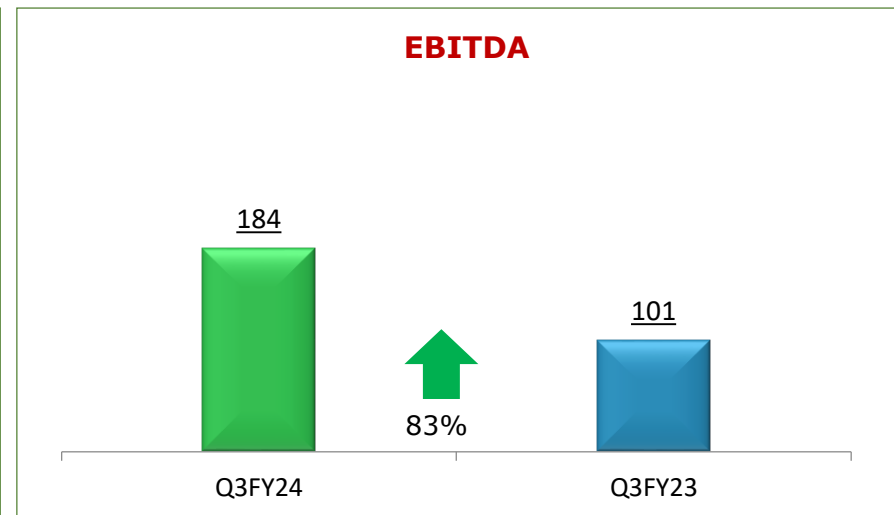
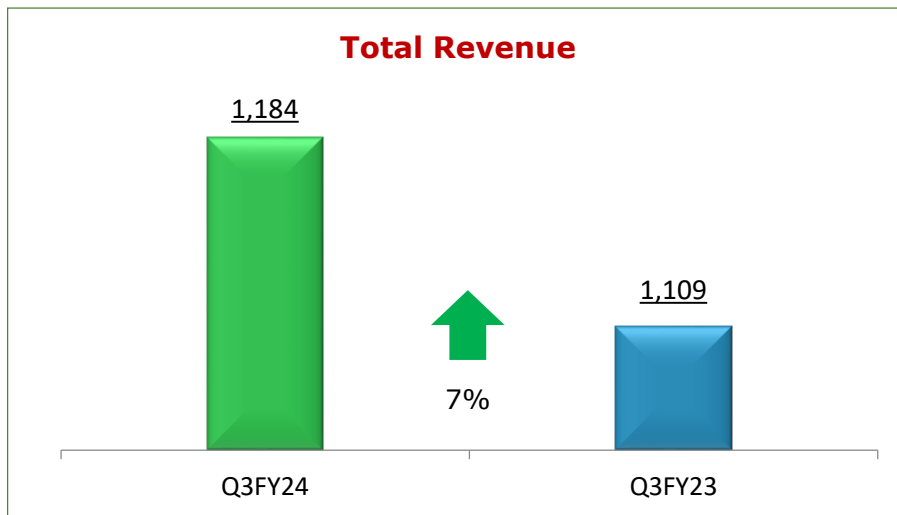


The slide features a white background with three large, overlapping geometric shapes: a blue triangle in the bottom-left corner, a red triangle in the top-right corner, and a green triangle in the bottom-right corner. The text is centered in the white space.

# **Financial & Operating Highlights**

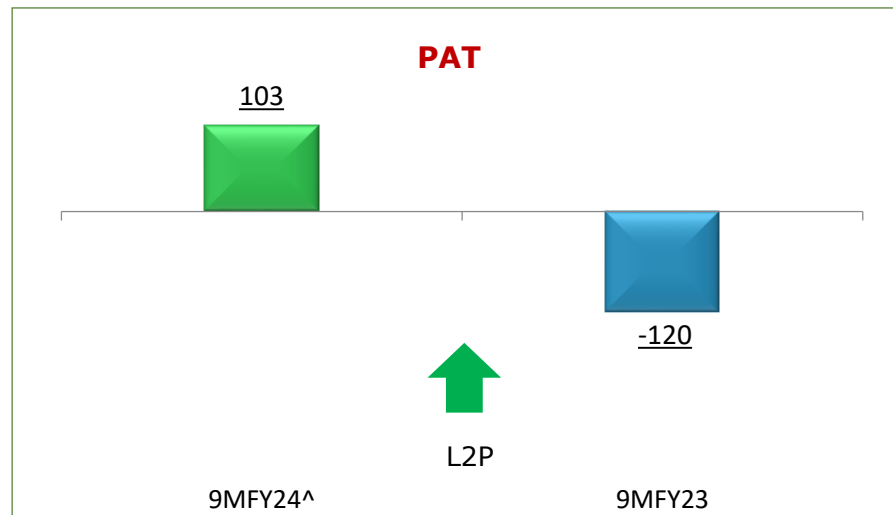
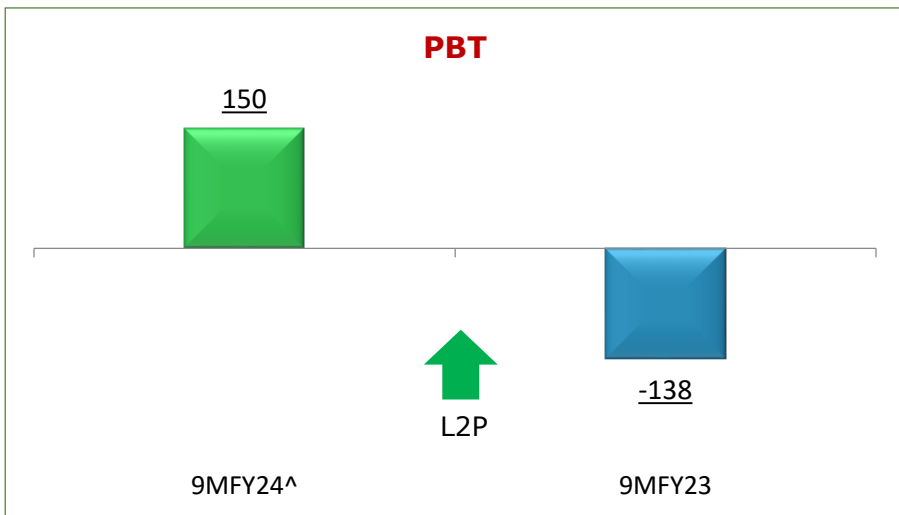
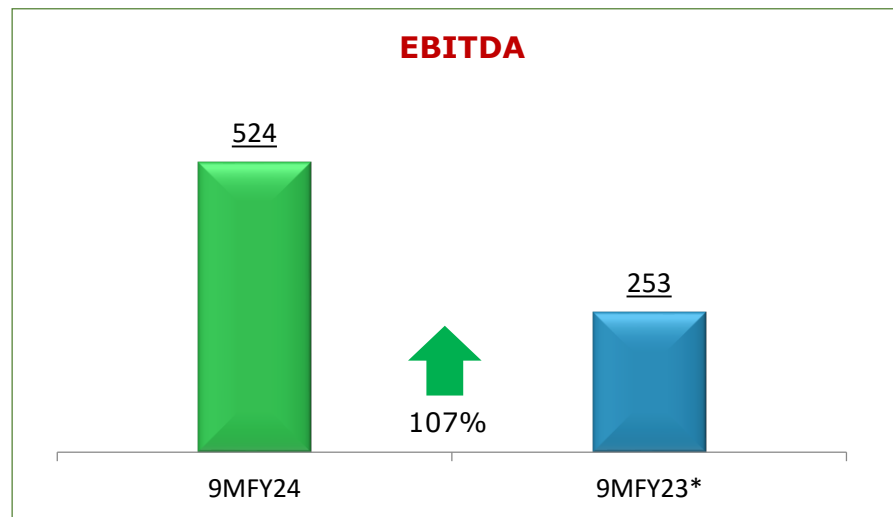
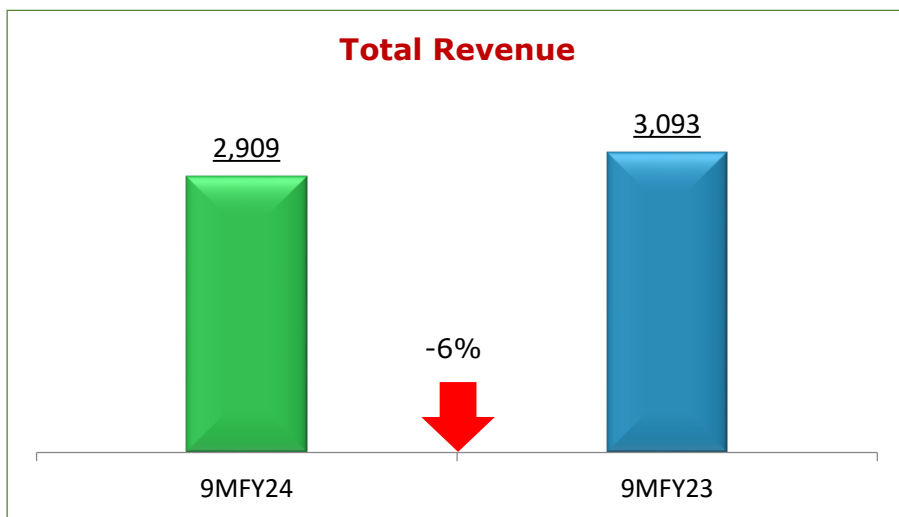
# Consolidated Financial Highlights (1/2)

## Q3FY24 vs Q3FY23 (INR Mn)



# Consolidated Financial Highlights (2/2)

## 9MFY24 vs 9MFY23 (INR Mn)



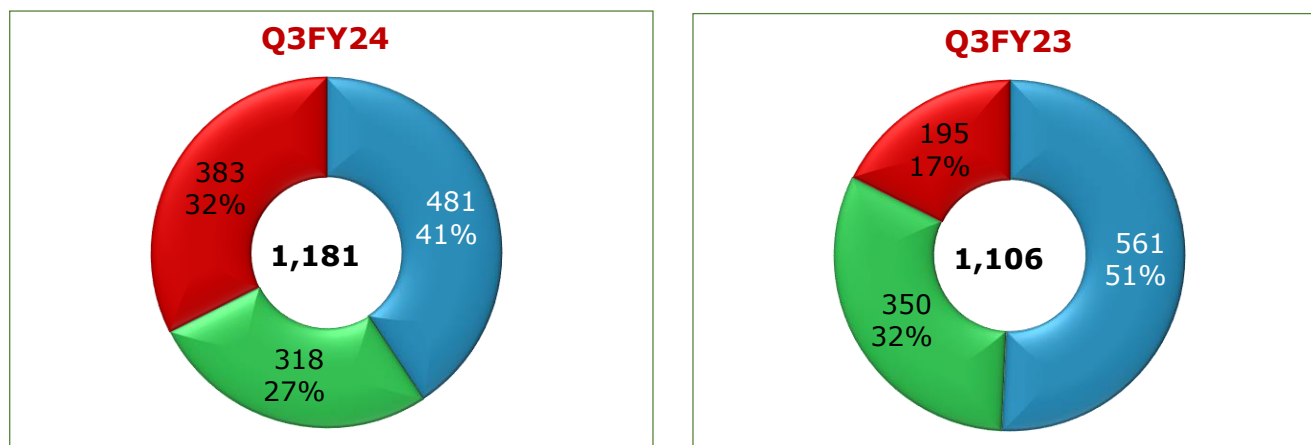
\*9MFY23 EBITDA is before considering provision of Rs.29mn towards provisioning for impairment of an investment in an associate. The reported EBITDA after considering the provision is Rs.224mn.

^ 9MFY24 PBT and PAT includes net exceptional loss of Rs.14mn.



# Consolidated Revenue Mix

(INR Mn)



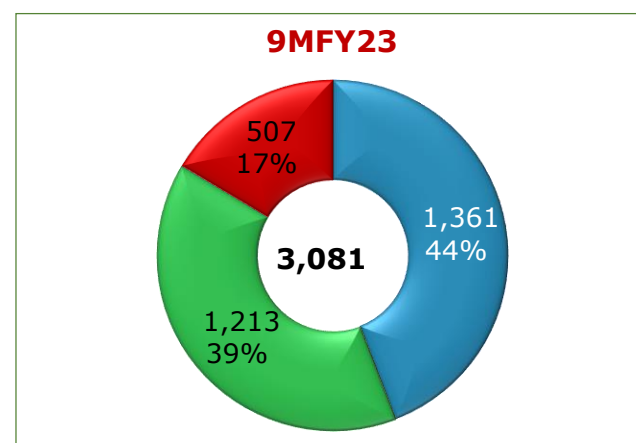
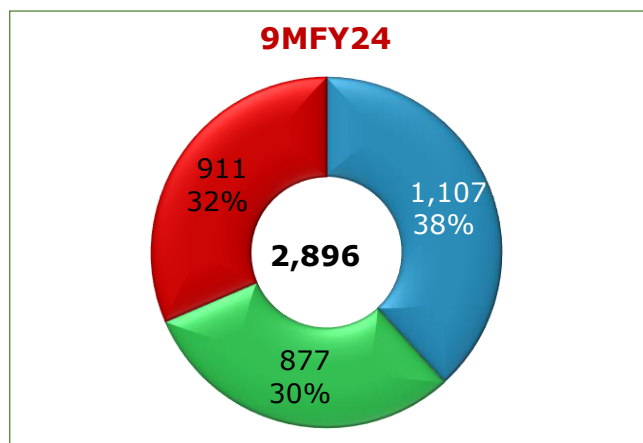
■ Advertisement Revenue     
 ■ Distributor Revenue     
 ■ Exhibitor Revenue

(INR Mn)		Q3FY24	Q3FY23	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>383</b>	<b>195</b>	<b>96%</b>
- In-Cinema Advertisement Revenue		341	186	83%
- Corporate + Hyperlocal		232	141	65%
- Government + PSU		109	45	139%
- Caravan Advertisement Revenue		41	9	373%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>318</b>	<b>350</b>	<b>-9%</b>
Content Delivery Charge		233	229	1%
VPF Service Revenue		42	53	-21%
Digitisation Income		42	57	-26%
Others		1	11	-91%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>481</b>	<b>561</b>	<b>-14%</b>
Lease rental income		141	140	1%
Total Sales of Products		280	314	-11%
Other Operating Revenues		60	106	-44%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>1181</b>	<b>1106</b>	<b>7%</b>

Note: Excludes Other Income

# Consolidated Revenue Mix

(INR Mn)



Advertiser Revenue



Distributor Revenue



Exhibitor Revenue

(INR Mn)	9MFY24	9MFY23	YoY % Change
<b>Advertiser Revenue (i)</b>	<b>911</b>	<b>507</b>	<b>80%</b>
- In-Cinema Advertiser Revenue	851	494	72%
- Corporate + Hyperlocal	627	394	59%
- Government + PSU	224	99	125%
- Caravan Advertiser Revenue	60	13	355%
<b>Revenue from Distributor (ii)</b>	<b>877</b>	<b>1213</b>	<b>-28%</b>
Content Delivery Charge	639	694	-8%
VPF Service Revenue	107	196	-45%
Digitisation Income	124	164	-24%
Others	7	160	-96%
<b>Revenue from Exhibitor (iii)</b>	<b>1107</b>	<b>1361</b>	<b>-19%</b>
Lease rental income	426	413	3%
Total Sales of Products	548	757	-28%
Other Operating Revenues	133	190	-30%
<b>Revenue from Operations (i+ii+iii)</b>	<b>2896</b>	<b>3081</b>	<b>-6%</b>

Note: Excludes Other Income

# **In-Cinema Advertising Performance**



# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
3,407



**Prime Screens**  
2,105



**Popular Screens**  
1,302



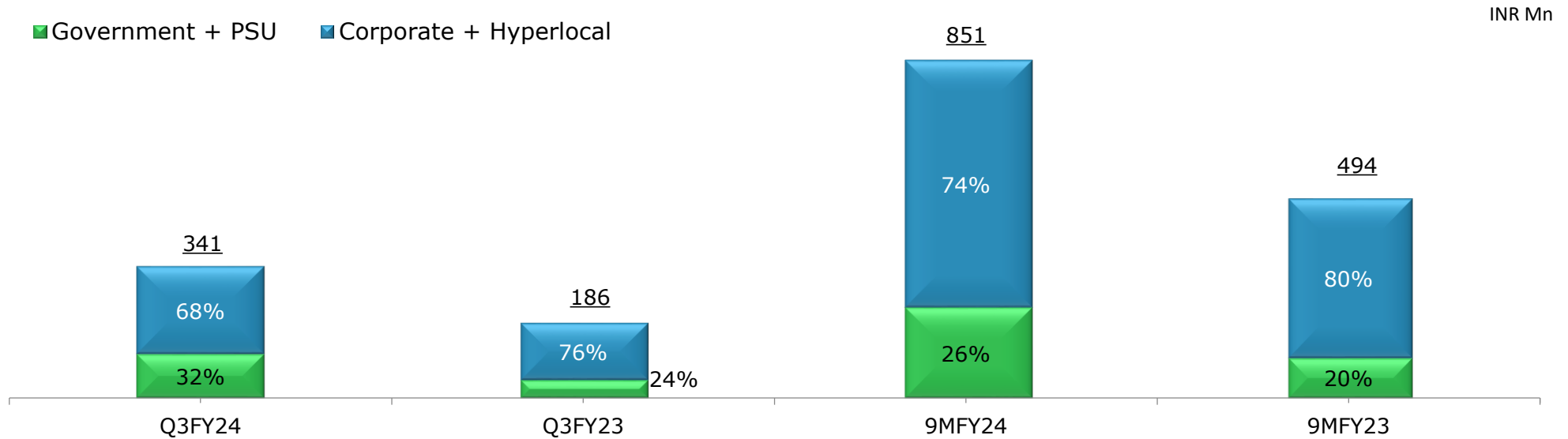
**Full House Seating Capacity - Annualized**  
~1.7 Bn

9MFY24	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	886	237	1,219	1,065
Cities and Towns	130	100	473	808
Full House Seating Capacity – Per Show All Screens	270,696	126,809	338,301	478,498
Seating Capacity Per Screen Per Show	306	535	278	449
**Full House Seating Capacity Annualised (in Mn Seats)	390	183	487	689

\*\*Cities and Towns with population greater than 1.5 Mn are categorized as “Metro and Tier I”

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

# In-Cinema Advertisement Revenue Analysis



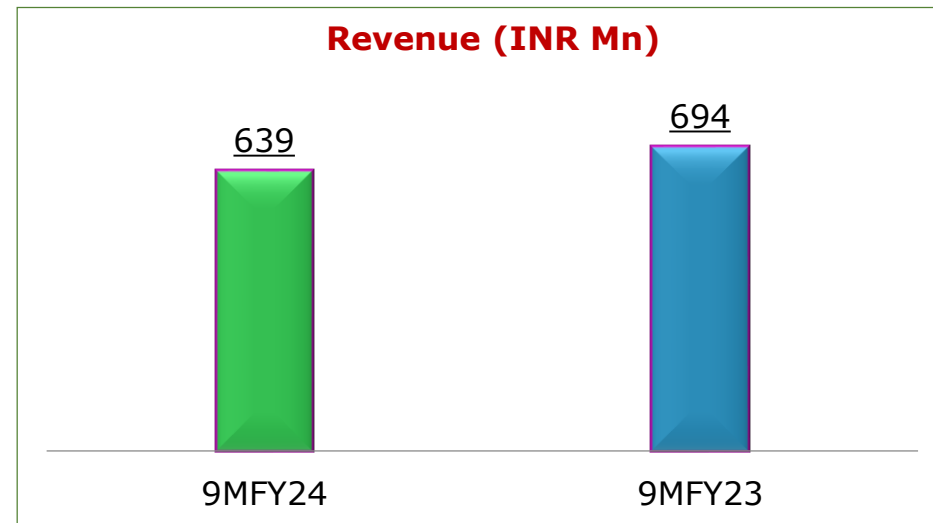
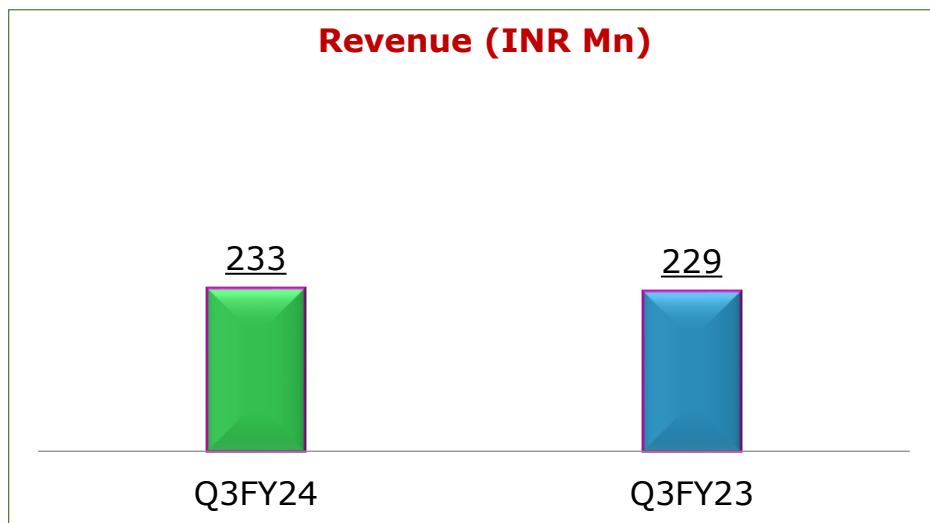
	Q3FY24	Q3FY23	9MFY24	9MFY23
Ad Revenue / Screen for the period (Avg) (Rs.)	101,715	54,020	252,012	143,197
Average # of minutes sold / show / Ad Screen	5.30	3.00	4.67	2.54
Advertisement Sharing with Exhibitors	41.89%	62.55%	43.31%	64.65%

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

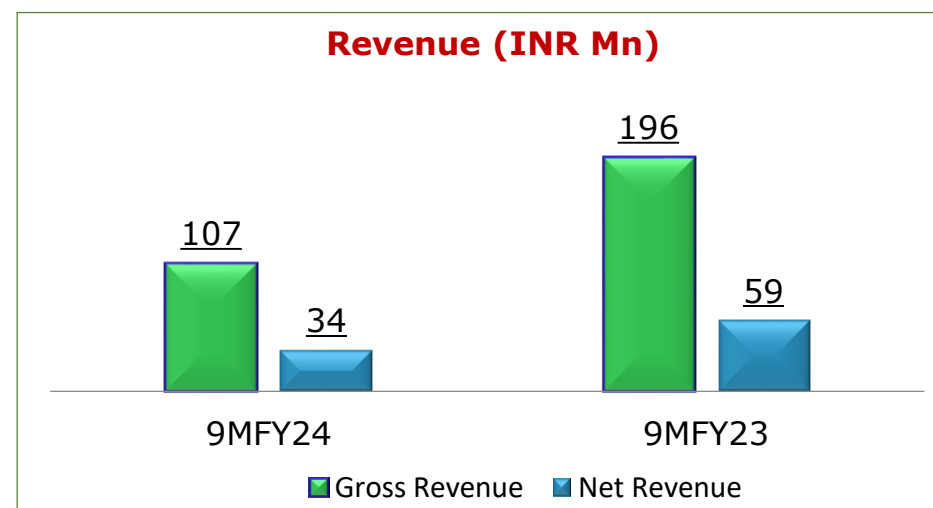
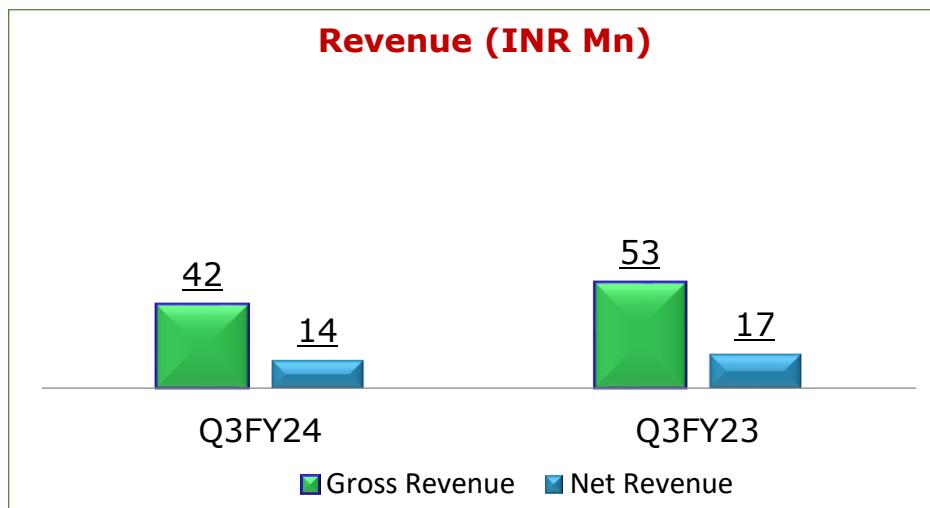
# Theatrical Revenues

# Theatrical revenues from Distributors

## Content Delivery Charges



## VPF Service Revenue



Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

# Operating Parameter – Distributor Revenue

<b># of Screens<sup>^</sup></b>	<b>Q3FY24</b>	<b>Q3FY23</b>	<b>9MFY24</b>	<b>9MFY23</b>
CDC Category Screens	3,100	3,043	3,100	3,043
VPF Category Screens	387	356	387	356
Total	3,487	3,399	3,487	3,399

# of Screens as on December 31, 2023

<b>Revenue / Screen (Average) (in Rs.)</b>	<b>Q3FY24</b>	<b>Q3FY23</b>	<b>9MFY24</b>	<b>9MFY23</b>
CDC Category Screens	75,731	74,147	2,09,857	2,20,574
VPF Category Screens – Gross	1,14,388	104,571	2,97,233	293,970
VPF Category Screens – Net	38,481	42,995	93,426	119,785

<sup>^</sup>Includes franchisee screens



# Financial Performance

# Consolidated Reported P&L Statement

<b>(INR Mn)</b>	<b>Q3FY24</b>	<b>Q3FY23</b>	<b>% Change</b>	<b>9MFY24</b>	<b>9MFY23</b>	<b>% Change</b>
<b>Revenue from Operations</b>	<b>1,181</b>	<b>1,106</b>	<b>7%</b>	<b>2,896</b>	<b>3,081</b>	<b>-6%</b>
<b>Other Income</b>	<b>3</b>	<b>4</b>	<b>-28%</b>	<b>13</b>	<b>13</b>	<b>-1%</b>
<b>Total Revenue</b>	<b>1,184</b>	<b>1,109</b>	<b>7%</b>	<b>2909</b>	<b>3093</b>	<b>-6%</b>
<b>Total Expenses</b>	<b>999</b>	<b>1,008</b>	<b>-1%</b>	<b>2,384</b>	<b>2,869</b>	<b>-17%</b>
<b>EBITDA (Reported)</b>	<b>184</b>	<b>101</b>	<b>83%</b>	<b>524</b>	<b>224</b>	<b>134%</b>
Depreciation and Amortisation	109	114	-5%	324	369	-12%
<b>EBIT</b>	<b>75</b>	<b>(13)</b>	<b>L2P</b>	<b>200</b>	<b>(146)</b>	<b>L2P</b>
Finance Cost	31	32	-4%	100	87	15%
Finance Income	12	14	-11%	30	32	-9%
Profit from Associates	4	22	-83%	34	62	-44%
<b>PBT</b>	<b>60</b>	<b>(10)</b>	<b>L2P</b>	<b>165</b>	<b>(138)</b>	<b>L2P</b>
Exceptional item				14		
<b>PBT (After considering exceptional item)</b>	<b>60</b>	<b>(10)</b>	<b>L2P</b>	<b>150</b>	<b>(138)</b>	<b>L2P</b>
Tax	14	(7)	L2P	47	(17)	L2P
<b>PAT</b>	<b>46</b>	<b>(3)</b>	<b>L2P</b>	<b>103</b>	<b>(120)</b>	<b>L2P</b>
<b>Basic EPS</b>	<b>1.20</b>	<b>(0.09)</b>	<b>L2P</b>	<b>2.69</b>	<b>(3.16)</b>	<b>L2P</b>

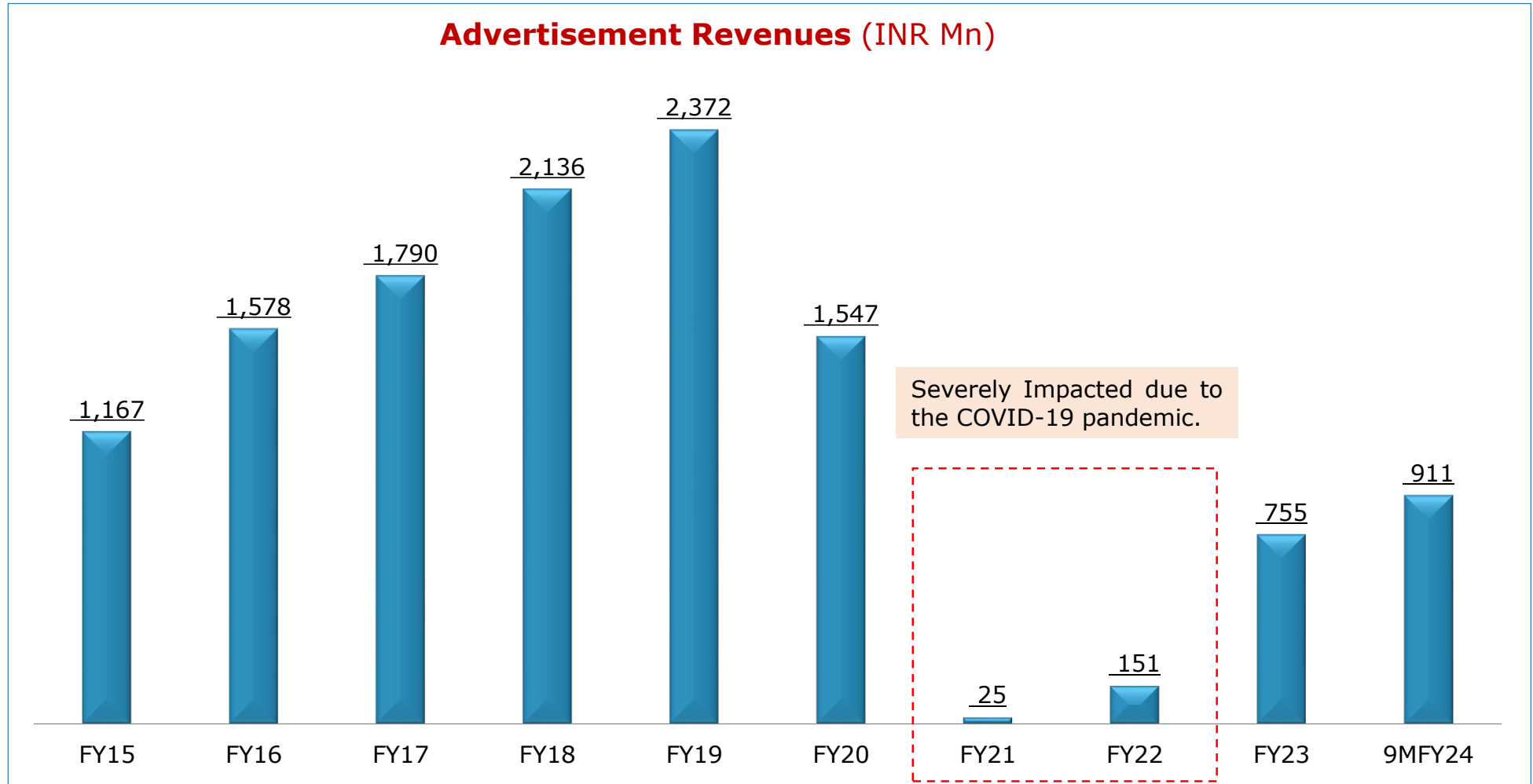
Ind AS 116 impact on P&L - certain operating lease expense (Q3FY24 - Rs. 14.71 Mn & 9MFY24 - Rs. 60.11 Mn) are recognised as Depreciation expense for the right of use assets (Q3FY24 - Rs. 19.26 Mn & 9MFY24 - Rs. 52.25 Mn) and Finance Cost for interest accrued on lease liability (Q3FY24 - Rs. 6.89 Mn & 9MFY24 - Rs. 19.30 Mn).

# Consolidated Expenditure Analysis

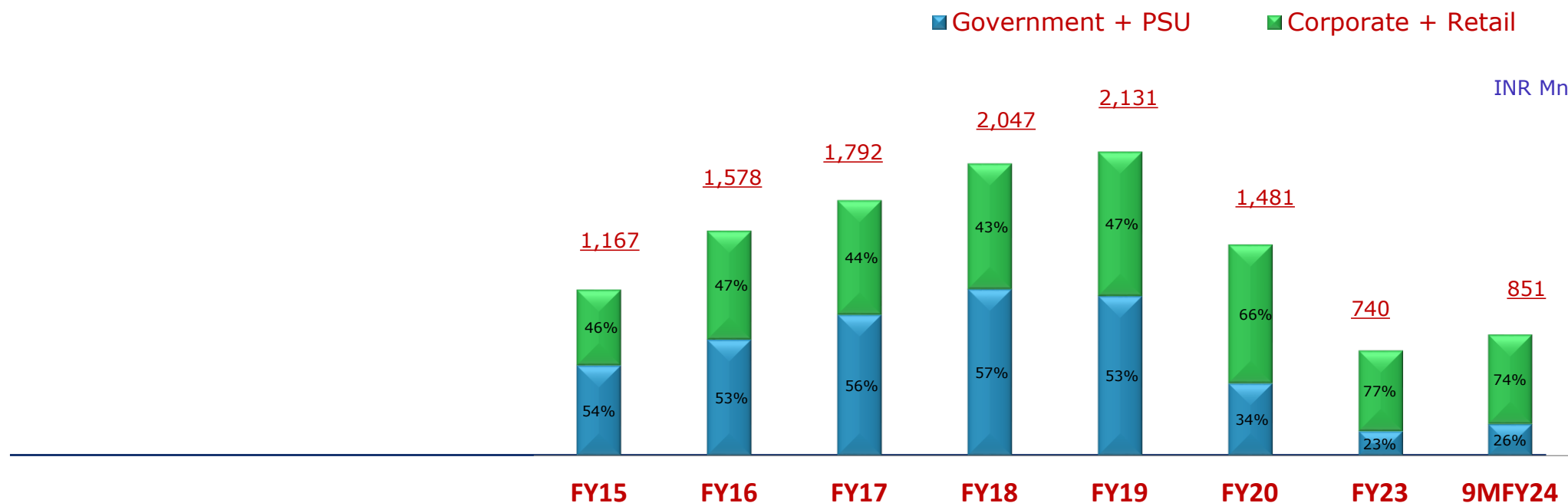
<b>Expenses as a % of Total Revenue</b>	<b>Q3FY24</b>	<b>Q3FY23</b>	<b>9MFY24</b>	<b>9MFY23</b>
<b>1) Total Operating Direct Cost</b>	<b>43.13%</b>	<b>49.80%</b>	<b>40.43%</b>	<b>49.05%</b>
<b>Key Operating Direct Cost Components</b>				
- <i>Advertisement revenue share payment</i>	<u>12.08%</u>	<u>10.50%</u>	<u>12.67%</u>	<u>10.32%</u>
- <i>VPF service revenue share</i>	<u>2.36%</u>	<u>3.26%</u>	<u>2.52%</u>	<u>4.41%</u>
- <i>Purchase of Equipment, Lamps and Spares</i>	<u>18.67%</u>	<u>22.85%</u>	<u>14.95%</u>	<u>19.36%</u>
- <i>Others</i>	<u>10.03%</u>	<u>13.20%</u>	<u>10.28%</u>	<u>14.96%</u>
<b>2) Employee Benefit Expenses</b>	<b>23.10%</b>	<b>22.97%</b>	<b>23.14%</b>	<b>24.77%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>18.19%</b>	<b>18.14%</b>	<b>18.40%</b>	<b>18.00%</b>
<b>Total Expenses</b>	<b>84.42%</b>	<b>90.90%</b>	<b>81.97%</b>	<b>92.76%</b>
<b>EBITDA Margin</b>	<b>15.60%</b>	<b>9.10%</b>	<b>18.00%</b>	<b>7.20%</b>

# Annexure

# Historical Advertisement Performance



# Historical In-Cinema Advertising Performance



	FY15	FY16	FY17	FY18	FY19	FY20	FY23	9MFY24
# of Screens with Ad Rights	3,784	3,713	3,745	3,897	3,697	3,792	3,348	3,407
Annual Ad Revenue / Screen (Avg) (INR)	316,346	410,275	474,597	535,847	561,102	395,524	216,702	252,012
# of Minutes Sold / Show / Ad Screen	3.36	4.15	4.34	5.19	5.54	4.16	3.06	4.67
Ad Sharing with Exhibitors	33.76%	30.66%	29.14%	31.75%	32.44%	36.41%	60.13%	43.31%

\*Excludes Advertisement Revenues from Caravan Talkies

# 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

<b>(% of Total # of shares)</b>	<b>December 31, 2023</b>
Promoters	22.5%
Institutional Investors	24.4%
Foreign Portfolio Investors	0.9%
Corporate Bodies	4.4%
Others	47.9%
<b>Total # of Shares</b>	<b>3,85,57,906</b>

UFO is the first one, to enable cinema digitization with satellite technology in India. That also makes UFO the largest in-cinema advertising platform, with the power to impact almost 1.7 billion viewers annually through 3,407 screens comprising of 2,105 screens in the PRIME channel and 1,302 screens in the POPULAR channel across 1,257 cities, leading directly into the hearts of India's Urban Heartland.

In the early 2000s, UFO optimized the potential of Indian cinema with satellite-based technology that transformed Annual Jubilee into Friday box office collections, slow-chain release into First Day - First Show, one blockbuster after another. It has made cinema into an equal experience for the whole country, making it an instant success with the youth that is already teased with pre-release teasers and trailers.

UFO is the end to end service provider for all DCI and non-DCI related cinema solutions. As on December 31, 2023, UFO's global network, along with subsidiaries and associates, spans 3,619 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,407 screens, with an aggregate seating capacity of approximately 1.7 billion viewers annually and a reach of 1,257 cities and towns across India, as on December 31, 2023.

UFO's innovation driven DNA empowers it to use technology and business intelligence to minimize content irrelevance by providing relevant content, to the relevant people, at the relevant time! It aims at enabling an environment of content sufficiency to the running cinema infrastructures, as well as to create a one stop solution to set-up local movie theatres through a standardized model both in terms of infrastructure and experience. Apart from this the company also has Caravan Talkies that takes brands to rural India providing them an opportunity to reach media dark areas.

UFO's mission is clear - un-biased, undivided, uninterrupted, cinema for all, and in doing so, outshining as the country's largest cinema influencers.

**Visit us at [www.ufomoviez.com](http://www.ufomoviez.com). For further details, contact:**

## **Ami Mehta**

Asst. Manager – Investor Relations

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Email: [ami.mehta@ufomoviez.com](mailto:ami.mehta@ufomoviez.com)