

22nd October, 2018

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,

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

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 Monday, 22nd October, 2018 at 4.00 p.m. is enclosed and the said Earnings Presentation has also been uploaded on the Company's Website at <u>https://www.inoxmovies.com/Corporate.aspx?Section=3</u>

We request you to kindly take the same on record.

Thanking you.

Yours faithfully, For INOX Leisure Limited

Parthasarathy Iyengar Company Secretary





Disclaimer

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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.

Due to rounding-off, figures presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the rounded-off figures.

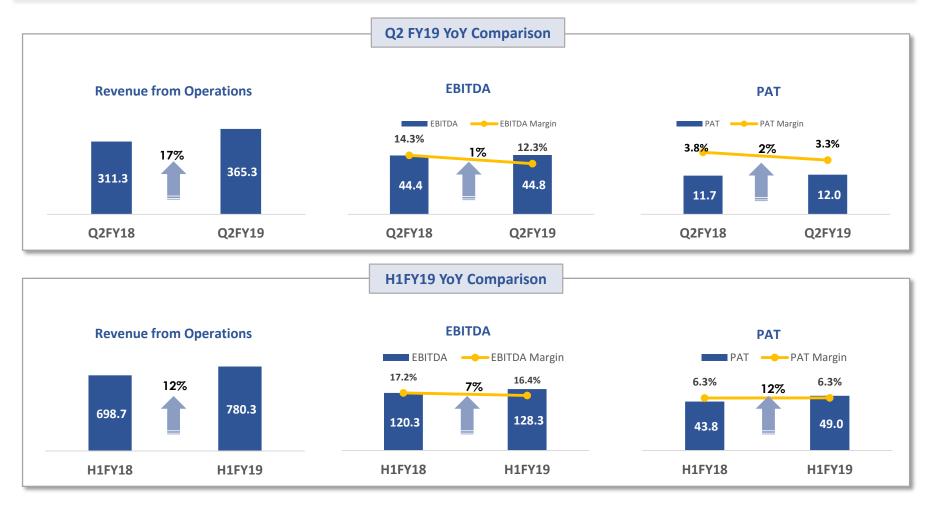
All financial figures, upto and including FY15 are as per IGAAP and for FY16 and thereafter are as per IND-AS. Revenues for FY14 to FY15 are shown net of entertainment tax, to be consistent with the revenues under IND-AS for FY16 and thereafter.

DISCUSSION SUMMARY

Financial Results

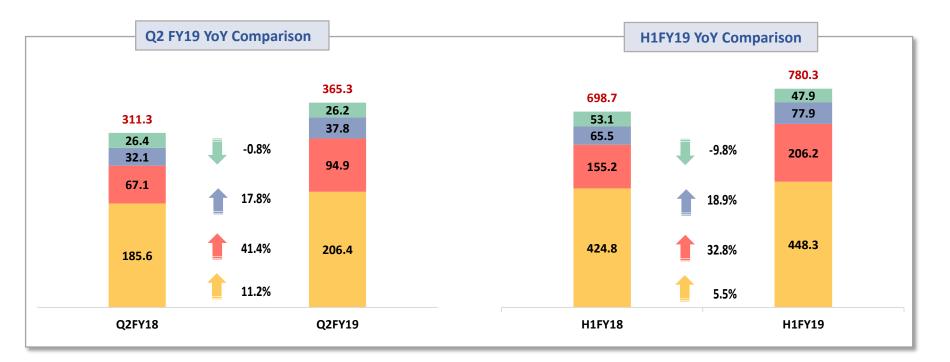
- □ Property Openings and Pipeline
- Content Pipeline
- Shareholding Structure and Balance Sheet Items
- Annexure





All figures in INR Crs., unless specified Note: EBITDA excludes Other Income (non-operating)





%Share	Q2FY18	Q2FY19	H1FY18	H1FY19
Net Box Office	59.6%	56.5%	60.8%	57.5%
Net Food & Beverage	21.5%	26.0%	22.2%	26.4%
Advertisement	10.3%	10.4%	9.4%	10.0%
Other Operating Revenues	8.5%	7.2%	7.6%	6.1%

Q2FY19 Results Analysis – Top 5 Movies in INOX

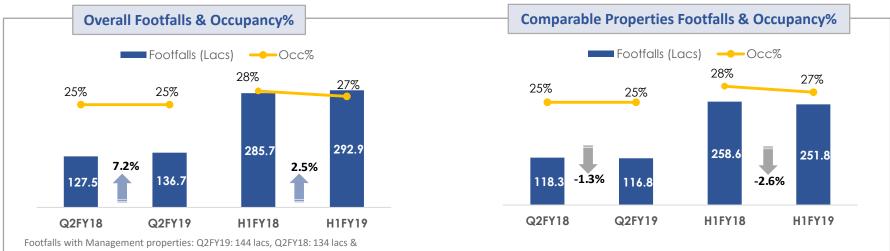


Q2FY19	Sanju	Stree		Mission: Impossible - Fallout	the second	Total
Footfalls (Lacs)	23.10	12.98	9.91	8.67	7.40	62.06
GBOC (INR Crs.)	51.20	22.94	21.54	17.50	13.52	126.69
	TOILET.	SPIERMAN				
Q2FY18	Toilet Ek Prem Katha	Spiderman Homecoming	Jab Harry Met Sejal	Jagga Jasoos	Mubarakan	Total
Footfalls (Lacs)	12.44	6.23	5.39	6.05	5.61	35.72
GBOC (INR Crs.)	24.75	13.11	11.96	11.39	10.33	71.54

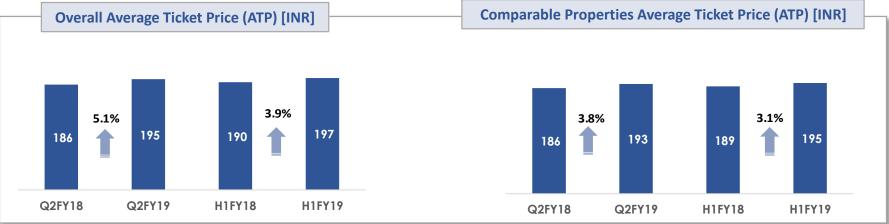
Top 5 films accounted for 47% of Q2 FY19 GBOC revenues (30% in Q2 FY18)

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Q2 & H1FY19 Results Analysis – Key Operational Metrics



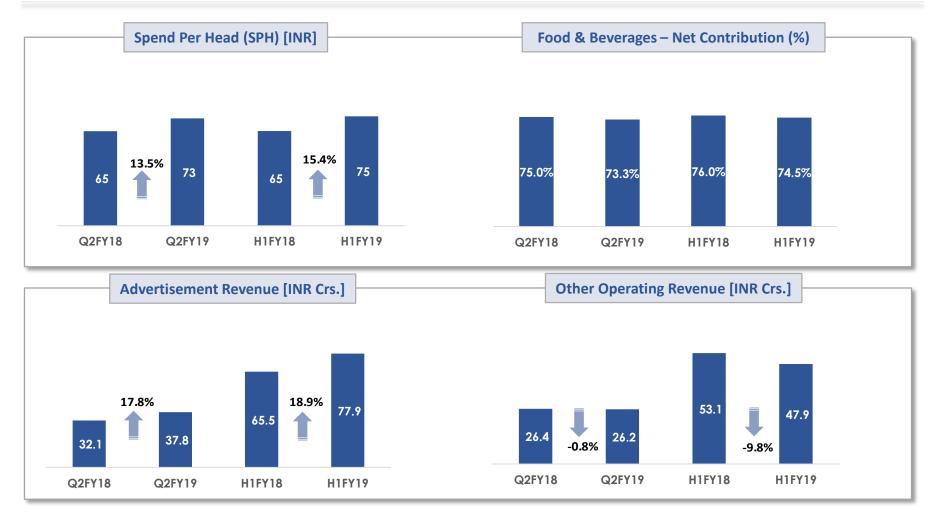
H1FY19: 309 lacs, H1FY18: 302 lacs



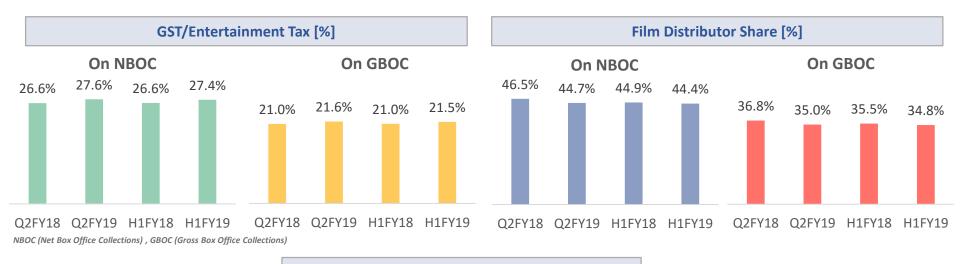
Note: All above charts exclude management properties

Q2 & H1FY19 Results Analysis – Key Operational Metrics

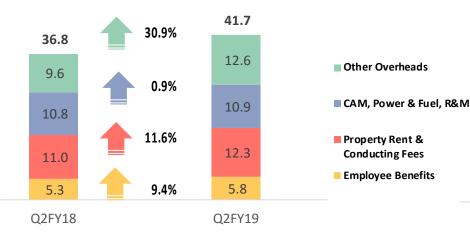


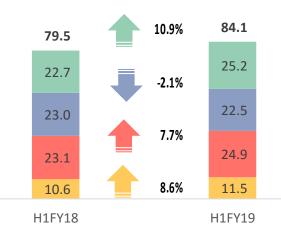






Other Overheads Per Operating Screen (INR Lacs)





INOX Brings The IMAX Experience to Bengaluru RMZ Galleria Mall



- INOX opens **its 5th IMAX screen** in India, at Bengaluru RMZ Galleria Mall
- IMAX's cutting-edge projection system, which delivers crystal-clear images, coupled with IMAX's customized theatre geometry and powerful digital sound system, create a unique environment that will make audiences feel as if they are in the movie.

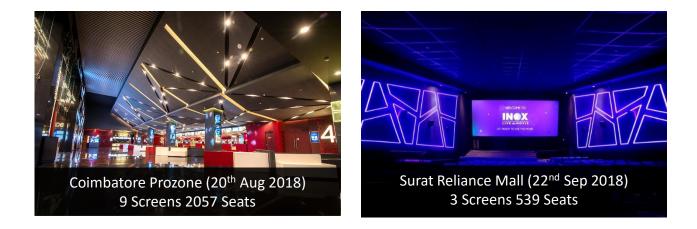
At INOX, it's about living the movie and an association with IMAX only brings forth that philosophy to practice.

INOX has redefined the way cinema is viewed in the country with the best of world-class technology, service and 7-star luxury.









New Properties Opened





Gorakhpur City Mall (24th Sep 2018) 3 Screens 742 Seats



Delhi Epicuria (29th Sep 2018) 3 Screens 117 Seats



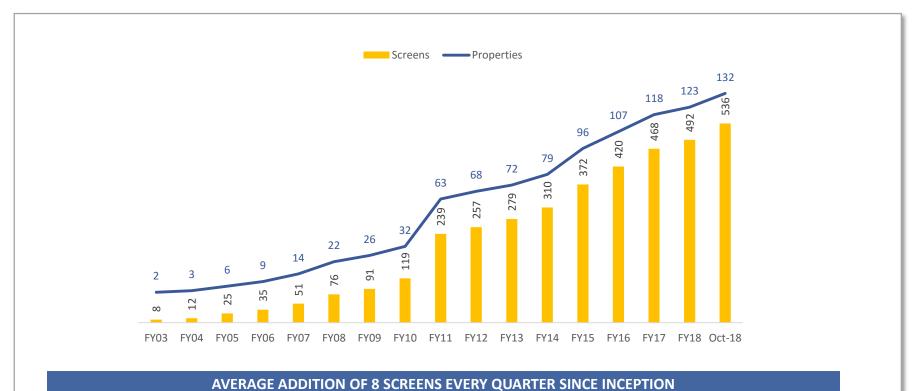
Mumbai Metro Cinema (6th Oct 2018) 2 Screens 94 Seats



5 Screens 1317 Seats

Property Opened till date in FY19	Opened	Property	Screens	Seats
Mumbai Palm Beach	Q1FY19	1	4	779
Cuttack SGBL Square Mall	Q1FY19	1	4	830
Zirakpur Dhillon Mall	Q1FY19	1	4	945
Q1FY19 Openings		3	12	2,554
Kakinada SRMT	Q2FY19	1	5	915
Gurgaon Sapphire	Q2FY19	1	3	567
Pune Heritage Mall (existing)	Q2FY19	-	2	428
Coimbatore Prozone	Q2FY19	1	9	2,057
Surat Reliance Mall	Q2FY19	1	3	539
Gorakhpur City Mall	Q2FY19	1	3	742
Delhi Epicuria	Q2FY19	1	3	117
Q2FY19 Openings		6	28	5,365
Mumbai Metro (existing)	Q3FY19	-	2	94
Bangalore RMZ Galleria	Q3FY19	1	5	1,317
Q3FY19 QTD Openings		1	7	1,411
YTD FY19 Openings		10	47	9,330

Track Record of Aggressive Expansion



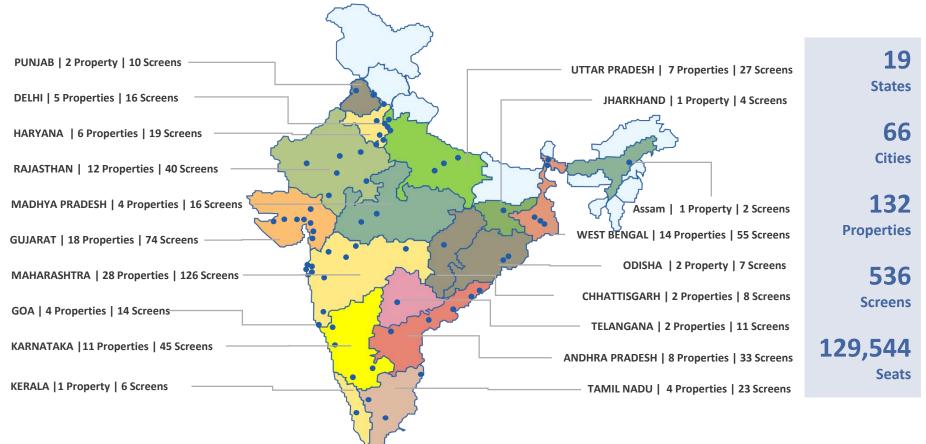
Note: Includes Acquisition of 89 Cinemas in FY07, Fame in FY11 and Satyam in FY15

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ONE OF THE LARGEST MULTIPLEX CHAIN OPERATOR IN INDIA





FY19 Pipeline			
Properties	Properties	Screens	Seats
Mumbai Palm Beach (Opened 8th May'18)	1	4	779
Cuttack SGBL Square Mall (Opened 16th Jun'18)	1	4	830
Zirakpur Dhillon Mall (Opened 29th Jun'18)	1	4	945
Kakinada SRMT (Opened 9th Jul'18)	1	5	915
Gurgaon Sapphire (Opened 24th Jul'18)	1	3	567
Pune Heritage Mall (Existing: 1st Aug'18)	-	2	428
Coimbatore Prozone (Opened 20th Aug'18)	1	9	2,057
Surat Reliance Mall (Opened 22nd Sep'18)	1	3	539
Gorakhpur City Mall (Opened 24th Sep'18)	1	3	742
Delhi Epicuria (Opened 29th Sep'18)	1	3	117
Mumbai Metro (Existing, Opened 6th Oct'18)	-	2	94
Bangalore RMZ Galleria (Opened 12th Oct'18)	1	5	1,317
Gwalior	1	6	1,009
Jaipur	1	7	723
Kolkata	1	4	841
Gurgaon	1	4	120
Bhubaneshwar	1	4	938
Hyderabad	1	8	1,678
Total	16	80	14,639

	Properties	Screens	Seats
FY18	123	492	121,780
Adjustments**	(1)	(3)	(1,566)
FY19 Openings till date	10	47	9330
Expected - Nov18 to Mar19	6	33	5,309
FY19 Expected	138	569	134,853
Additions Post FY19	125	815	146,931
Leading to	263	1,384	281,784

STRONG VISIBILITY FROM NEW SCREENS PIPELINE BACKED BY SIGNED AGREEMENTS

**Adjustments:

• 449 seats reduced due to renovation in Nashik, Banglore Garuda, Kolkata Southcity, Mumbai Malad and Jodhpur

• Discontinued Operations of Kota Om Cineplex (3 screens 1117 seats)

Content Pipeline – October 2018





Andhadhun

Release Date: 5th October 2018 Cast: Ayushmann Khurrana, Radhika Aapte Director: Sriram Raghavan Banner: Viacom18 Motion Pictures, Matchbox Pictures



Venom

Release Date: 5th October 2018 Cast: Tom Hardy, Riz Ahmed Director: Ruben Fleischer Banner: Avi Arad Productions, Columbia Pictures Corporation, Marvel Entertainment



Aravinda Sametha Veera Raghava

Release Date: 11th October 2018 Cast: N. T. Rama Rao Jr., Pooja Hegde Director: Trivikram Srinivas Banner: Haarika & Hassine Creations



Badhaai Ho

Release Date: 18th October 2018 Cast: Ayushmann Khurrana, Sanya Malhotra Director: Amit Sharma Banner: Junglee Pictures, Chrome Pictures



Namastey England

Release Date: 18th October 2018 Cast: Arjun Kapoor, Parineeti Chopra Director: Vipul Shah Banner: Pen India Ltd., Reliance Entertainment, Blockbuster Movie Entertainers



Baazaar

Release Date: 26th October 2018 Cast: Saif Ali Khan, Rohan Mehra Director: Gaurav K Chawla Banner: KYTA Productions, Emmay Entertainment Pvt. Ltd

Content Pipeline – November 2018





Bohemain Rhapsody

Release Date: 2nd November 2018 Cast: Rami Malek, Joseph Mazzello, Lucy Boynton Director: Bryan Singer Banner: GK Films, New Regency Pictures, Queen Films Ltd.



Thugs Of Hindostan

Release Date: Sth November 2018 Cast: Amitabh Bachchan, Aamir Khan, Katrina Kaif Director: Vijay Krishna Acharya Banner: Yash Raj Films



The Grinch (3D)

Release Date: 9th November 2018 Cast: Benedict Cumberbatch Director: Yarrow Cheney, Scott Mosier Banner: Universal Pictures, Illumination Entertainment, Perfect World Pictures



Fantastic Beasts: The Crimes of Grindelwald (3D IMAX)

Release Date: 16th November 2018 Cast: Eddie Redmayne, Katherine Waterston, Dan Fogler Director: David Yates Banner: Heyday Films, Warner Bros.



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Release Date: 29th November 2018 Cast: Rajnikant, Akshay Kumar Director: S Shankar Banner: Lyca Productions



Creed II

Release Date: 30th November 2018 Cast: Tessa Thompson, Sylvester Stallone, Michael B. Jordan Director: Steven Caple Jr. Banner: Metro-Goldwyn-Mayer Studios, New Line Cinema, Warner Bros.

Content Pipeline – December 2018





Release Date:

7th December 2018 **Cast:** Ajay Devgan, Reteish Deshmukh, Arshad Warsi **Director:** Indra Kumar **Banner:** Ajay Devgn Ffilms, Fox Star Studios, Maruti International, Shri Adhikari Bros



Mortal Engines (3D)

Release Date: 14th December 2018 Cast: Hugo Weaving, Hera Hilmar, Robert Sheehan Director: Christian Rivers Banner: Media Rights Capital (MRC), Scholastic Productions, Silvertongue Films 21st December 2018 se aap ke peeche



Release Date: 21st December 2018 Cast: Shahrukh Kkhan, Katrina Kaif, Anushka Sharma Director: Anand L Rai Banner: Red Chillies Entertainment, Eros International, Colour Yellow Productions

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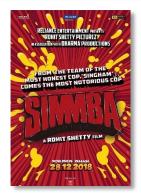
Bumblebee (3D)

Release Date: 21st December 2018 Cast: John Cena, Hailee Stein Feld, John Ortiz Director: Travis Knight Banner: Allspark Pictures, Hasbro, Laika Entertainment



Aquaman (3D IMAX)

Release Date: 28th December 2018 Cast: Jason Momoa, Amber Heard, Nicole Kidman Director: James Wan Banner: DC Comics, DC Entertainment, Panoramic Pictures



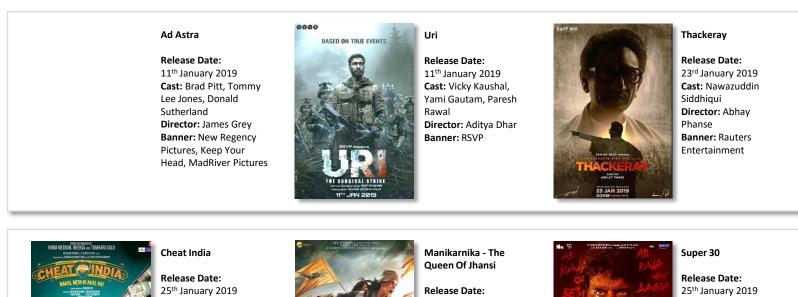
Simmba

Release Date: 28th December 2018 Cast: Ranveer Singh Director: Rohit Shetty Banner: Dharma Productions, Reliance Entertainment, Rohit Shetty Picturez

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Content Pipeline – January 2019







Release Date: 25th January 2019 Cast: Emraan Hashmi, Shreya Dhanwanthary Director: Soumik Sen Banner: Ellipsis Entertainment, Emraan Hashmi Films, T-Series Super Cassettes Industries Ltd.



Release Date: 25th January 2019 Cast: Kangana Ranaut Director: Krish Banner: Zee Studios, Kairos Kontent Studios

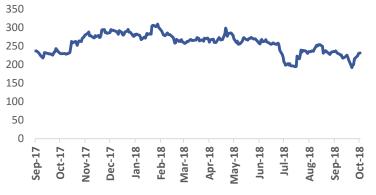


Release Date: 25th January 2019 Cast: Hrithik Roshan Director: Vikas Bahl Banner: Phantom Films, Reliance Entertainment, Nadiadwala Grandson Entertainment

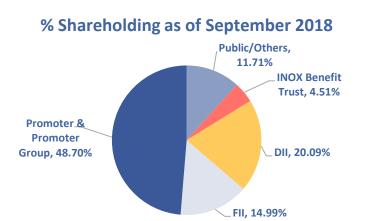
Shareholding Structure







Source: BSE



Market Data	As on 19-Oct-18
No. of Shares Outstanding (Crs.)	9.6
Face Value (INR)	10.0
Price (INR)	231.4
52 week High/Low (INR)	326.00/189.65
Market Capitalisation (INR Crs.)	2,232

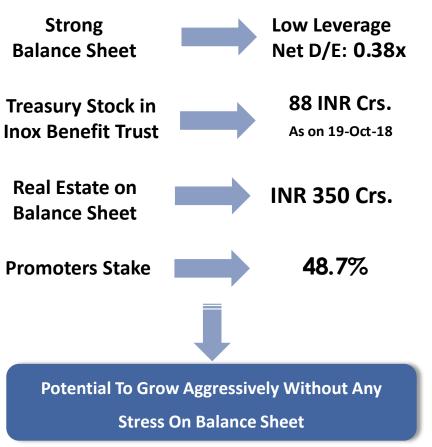
Source: BSE

Key Institutional Investors – September 2018	% Holding
HDFC MF	5.2%
Reliance MF	4.9%
Aditya Birla Sunlife	3.5%
DSP Blackrock MF	3.3%
Kuwait Investment Authority Fund	3.0%
Morgan Stanley	2.2%
Sundaram MF	1.8%
AADI Financial Advisors LLP	1.3%
RAMS Equities Portfolio Fund	1.3%
Taiyo Greater India Fund Ltd	1.2%
Cohesion India Best Ideas (Master) Fund Ltd	1.1%
Source: Company	



Particulars (INR Crs.)	Sep-18	Mar-18
Share Capital	96.2	96.2
Other Equity	655.9	606.1
Interest in Inox Benefit Trust, at cost	(32.7)	(32.7)
Total Shareholder funds	719.4	669.6
Non-Controlling Interest	0.0	0.01
Total Equity	719.4	669.6
Total Debt	289.6	291.9
Other Non-Current Liabilities	86.4	88.9
Total Sources of Funds	1,095.4	1,050.4
Fixed Assets	892.9	825.7
Other Non-Current Assets	338.5	315.8
Current Assets	132.1	116.5
Cash & Cash Equivalents	13.9	26.9
Less: Current Liabilities	281.9	234.6
Net Current Assets	(135.9)	(91.1)
Total Assets	1,095.4	1,050.4

Key Balance sheet Ratios	Sep-18	Mar-18
Net Debt : Equity	0.38	0.40
Return on Equity (ROE)	#18.2%	#18.8%
Return on Capital Employed (ROCE)	13.26%	13.2%



• ROE (TTM): PAT/Avg. Equity, ROCE (TTM): EBIT/Avg. Capital Employed (Capital Employed = Equity + Total Debt) #Includes Tax write back pertaining to earlier years of ~Rs.54 crs.



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Particulars (INR Crs.)	Q2FY19	Q2FY18	YoY %	Q1FY19	QoQ %	H1FY19	H1FY18	YoY %	FY18
Revenue from Operations	365.3	311.3	17.4%	414.9	-12.0%	780.3	698.7	11.7%	1,348.1
Exhibition Cost	95.1	88.5	7.6%	109.7	-13.3%	204.8	195.5	4.8%	367.3
Food & Beverages Cost	25.3	16.8	51.1%	27.2	-6.9%	52.5	37.2	41.1%	74.4
Employee Benefits Expense	27.9	23.3	19.6%	26.3	6.1%	54.1	46.3	17.1%	96.4
Lease Rental & Hire Charges	59.2	48.5	22.0%	57.7	2.6%	116.8	100.6	16.1%	203.8
CAM, Power & Fuel, R&M	52.4	47.5	10.4%	53.2	-1.5%	105.7	100.1	5.6%	188.2
Other Expenses	60.6	42.3	43.1%	57.4	5.6%	118.0	98.6	19.6%	207.7
EBITDA	44.8	44.4	0.8%	83.5	-46.3%	128.3	120.3	6.7%	210.4
EBITDA Margin %	12.3%	14.3%	-201 bps	20.1%	-786 bps	16.4%	17.2%	-77 bps	15.6%
Depreciation & Amortisation	23.4	21.5	8.9%	22.7	3.1%	46.1	43.0	7.2%	86.7
Impairment Loss on PP&E	-	0.7	-100.0%	-		-	1.3	-100.0%	3.1
Other Income	3.7	2.9	29.6%	2.8	32.5%	6.6	5.2	26.0%	14.5
Finance Cost	6.8	7.3	-7.6%	6.9	-2.3%	13.7	14.5	-5.7%	28.9
Exceptional Items	-	-		-		-	-		8.5
Share of Profit from Joint Ventures	-	(0.0)	-100.0%	-		-	(0.0)	-100.0%	(0.0)
РВТ	18.4	17.8	3.0%	56.7	-67.6%	75.1	66.7	12.5%	97.6
Current Tax	3.52	6.7	-47.5%	18.6	-81.0%	22.1	24.5	-9.9%	32.5
Deferred Tax	2.88	(0.6)	-621.8%	1.1	158.2%	4.0	(1.6)	-348.8%	4.2
Tax pertaining to earlier years	-	-		-		-	-		(53.7)
РАТ	12.0	11.7	2%	37.0	-68%	49.0	43.8	12%	114.6
PAT Margin %	3.3%	3.8%	-48 bps	8.9%	-564 bps	6.3%	6.3%	1 bps	8.5%
Earnings Per Share (EPS)	1.30	1.28	2%	4.03	-68%	5.33	4.77	12%	12.49

All figures in INR Crs., unless specified



Equity & Liabilities (INR Crs.)	Sep-18	Mar-18
Equity:		
Equity Share Capital	96.2	96.2
Other Equity	655.9	606.1
Interest in Inox Benefit Trust, at cost	(32.7)	(32.7)
Equity attributable to owners of the company	719.4	669.6
Non-Controlling Interest	0.0	0.01
Total Equity	719.4	669.6
Non-current liabilities:		
Borrowings	234.7	252.4
Other Financial Liabilities	2.3	3.1
Provisions	11.4	10.1
Other Non-current Liabilities	72.7	75.7
Total of Non-Current Liabilities	321.1	341.3
Current Liabilities:		
Borrowings	19.6	-
Trade Payables	132.8	113.2
Other Financial Liabilities	115.5	105.7
Other Current Liabilities	54.0	38.2
Provisions	13.3	14.8
Income Tax Liabilities (Net)	1.7	2.1
Total of Current Liabilities	336.8	274.1
Total Equity & Liabilities	1,377.3	1,285.0

Assets (INR Crs.)	Sep-18	Mar-18
Non-Current Assets:		
Property, Plant & Equipment	788.1	742.7
Capital work-in-progress	76.9	53.9
Goodwill	17.5	17.5
Other Intangible Assets	10.3	11.5
Investments in Joint Ventures	-	-
Other Investments	0.7	1.2
Loans	90.2	74.2
Other Financial Assets	77.1	67.5
Deferred Tax Assets (Net)	68.8	81.1
Tax Assets (Net)	8.8	9.1
Other Non Current Assets	92.9	82.7
Total Non Current Assets	1,231	1,142
Current Assets:		
Inventories	11.4	9.4
Other Investments	0.5	12.4
Trade Receivables	84.8	76.1
Cash and Bank Balances	11.5	13.3
Bank Balances Other than above	2.3	1.7
Loans	5.4	5.9
Other Financial Assets	0.1	0.2
Other Current Assets	30.0	24.4
Total Current Assets	146.0	143.4
Total Assets	1,377.3	1,285.0



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 132 properties (536 screens and 129544 seats) located in 66 cities across India, being the only multiplex operator having such a diverse presence across PAN India
- The company accounts for 19% share of the multiplex screens in India and ~11% 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 132 properties 536 screens at present, on an average adding 8 screens every quarter since inception.

Key Strengths

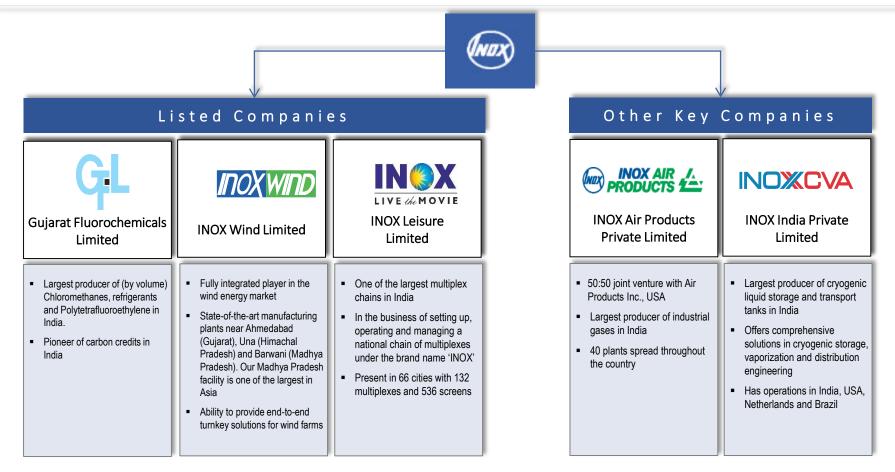
- One of the largest multiplex chains in India
- · Most diversified distribution of multiplexes in India
- Premium multiplex properties, state of the art technology and unmatched service and ambience
- Strong partnerships with more than 50 leading Indian and Global brands, offering high growth potential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

Strong Financials

- Consolidated Revenues, EBITDA and PAT were Rs 1,348.1 cr, Rs 210.4 cr and Rs 114.6 cr in FY18
- Strong balance sheet with Gross Debt of Rs 291.9 cr, Net Debt of Rs 265 cr and Equity of Rs 669.6 cr in FY18 with net D/E ratio of 0.40x

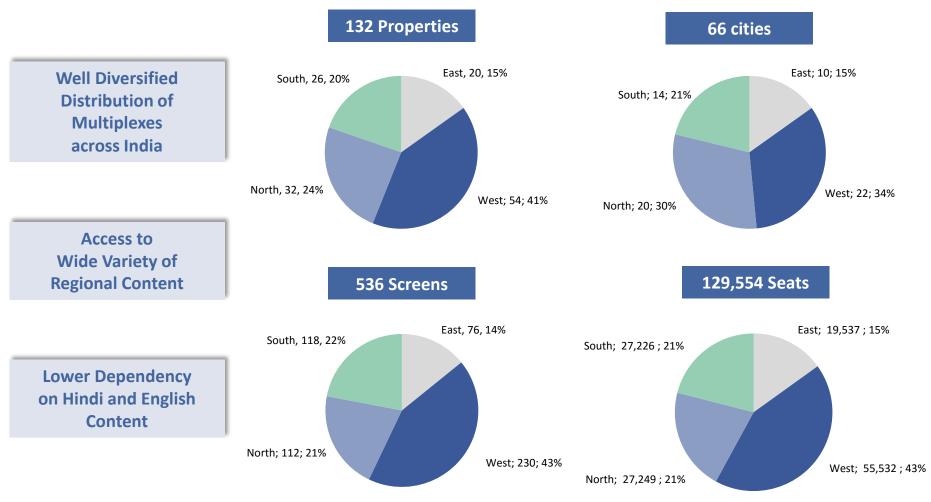
Annexure : Recognised & Trusted Corporate Group





- 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





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

Annexure: Strong Brand Partnerships

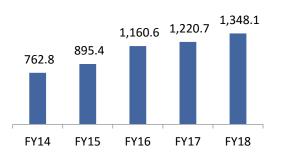




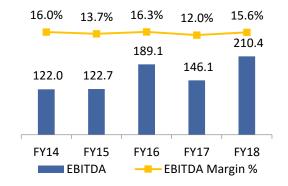
Financial Summary



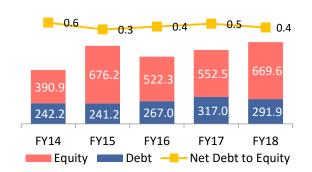
REVENUES



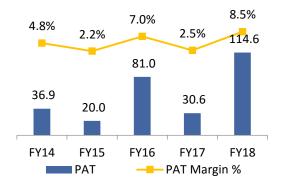
EBITDA



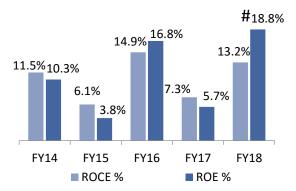
LEVERAGE ANALYSIS



PAT

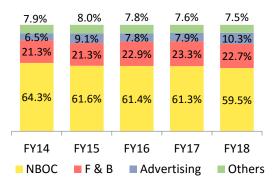


RETURN METRICS



Includes Tax write back pertaining to earlier years of ~Rs.54crs

REVENUES - SEGMENT BREAKUP



ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt) Net Debt = Total Debt – Cash –Bank – Liquid MF Investments

All figures in INR Crs., unless specified

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Thank You Balesh Talapady

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