

15th February, 2024

To, BSE Limited, Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 <b>Scrip Code: 532807</b>	To, The National Stock Exchange of India Listing Department, Exchange Plaza, C- 1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai– 400051 <b>Scrip Code: CINELINE</b>
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**Subject: Investor Presentation**

Dear Sir / Madam,

Please find enclosed a copy of the Investor Presentation dated 15th February, 2024.

The contents of the Investor Presentation give full details.

Kindly take the above information on your records and oblige.

Thanking you,

Yours faithfully

**For, Cinline India Limited**

**Rashmi  
i Jatin  
Shah**  
Digitally signed  
by Rashmi Jatin  
Shah  
Date: 2024.02.15  
10:19:18 +05'30'

**Rashmi Shah**

**Company Secretary & Compliance Officer**





# CINELINE INDIA LIMITED



**Investor Presentation**  
February 2024



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# IMAX BIG CINE AWARDS 2023

BEST MULTIPLEX THEATRE OF THE YEAR

MOVIE **MAX**  
NOIDA



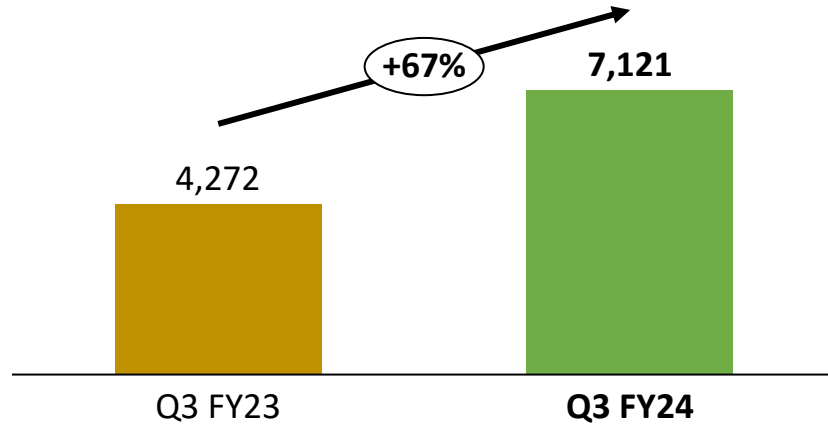
IMAX BIG CINE  
EXPO AWARDS  
2022

EMERGING  
CINEMA CHAIN  
OF THE  
YEAR 2022

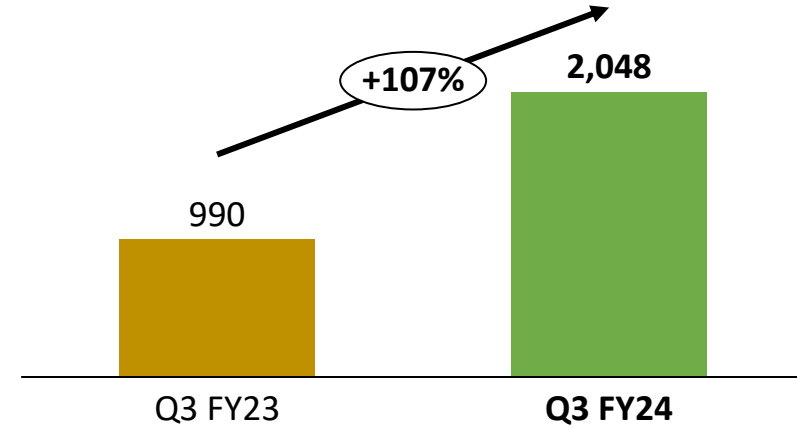


# Q3 & 9M FY24 Consolidated Financial Highlights

### Total Revenue (Rs. Lakhs)

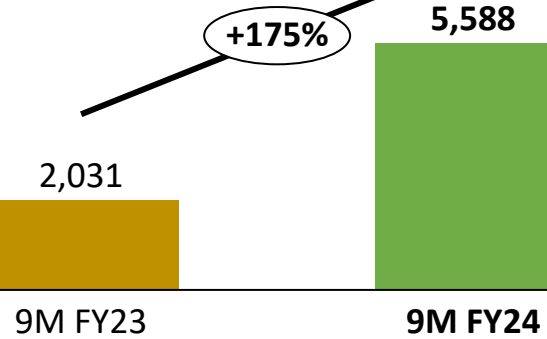
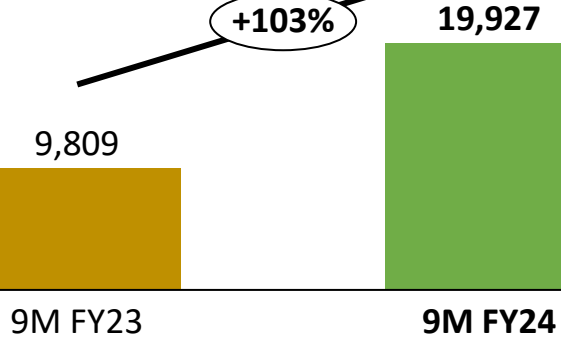


### EBITDA (Rs. Lakhs)



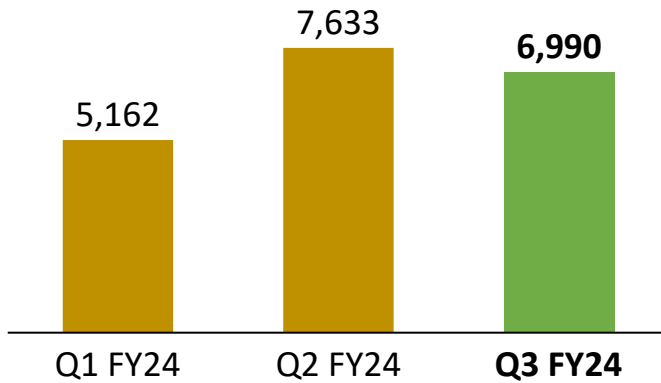
Q3 FY24

9M FY24

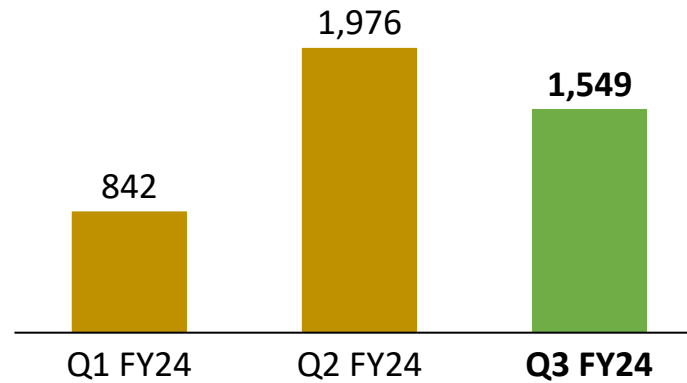


## Maintained healthy EBITDA on stellar performance in all business verticals

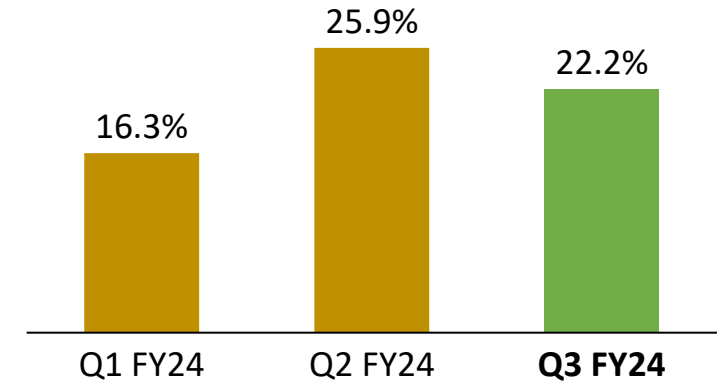
### Total Revenue (Rs. Lakhs)



### EBITDA (Rs. Lakhs)



### EBITDA Margin (%)



Note: Above figures on consolidated basis and Pre Ind AS



# 39

CINEMAS\*



# 160

SCREENS^



# 26

CITIES

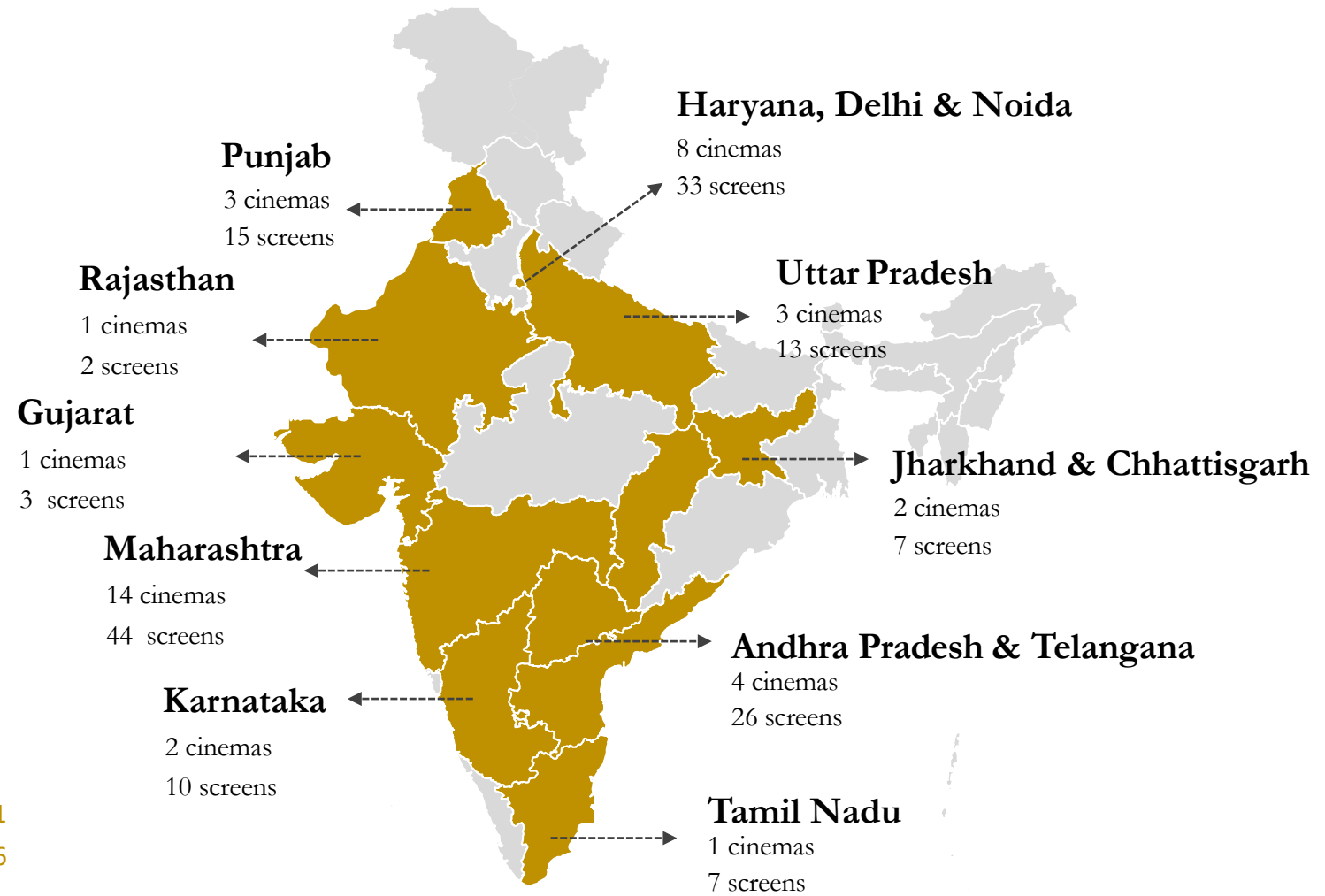


# 37,000+

SEATS

\*Cinema Breakup: Operational 18; Under Fit Out & Tied Up: 21

^Screen breakup: Operational: 64; Under Fit Out & Tied Up: 96



# Operational Screens Added till date

Location	Month	# Properties	# Screens
Sion/Mira Road	Apr-22	2	6
Nashik/Nagpur		2	6
Andheri/Eternity & Wonder Thane		3	9
Goregoan/Kandivali		2	2
Patiala	Jul-22	1	4
Ghaziabad	Aug-22	1	4
Huma	Nov-22	1	4
Kalyan		1	5
Bikaner		1	2
Hyderabad	Dec-22	1	7
Noida	Mar-23	1	6
Lucknow		1	6
Gurugram	Nov-23	1	3
<b>Total</b>		<b>18</b>	<b>64</b>





Cineline India Limited  
**Achieved One of  
the Highest  
EBITDA Margins**  
In Film exhibition  
Industry within short  
span of time







**Highest ever revenue in December 2023 collectively from all business verticals**

**One of the highest ATP and SPH growth in Q3 FY24 on year on year basis**

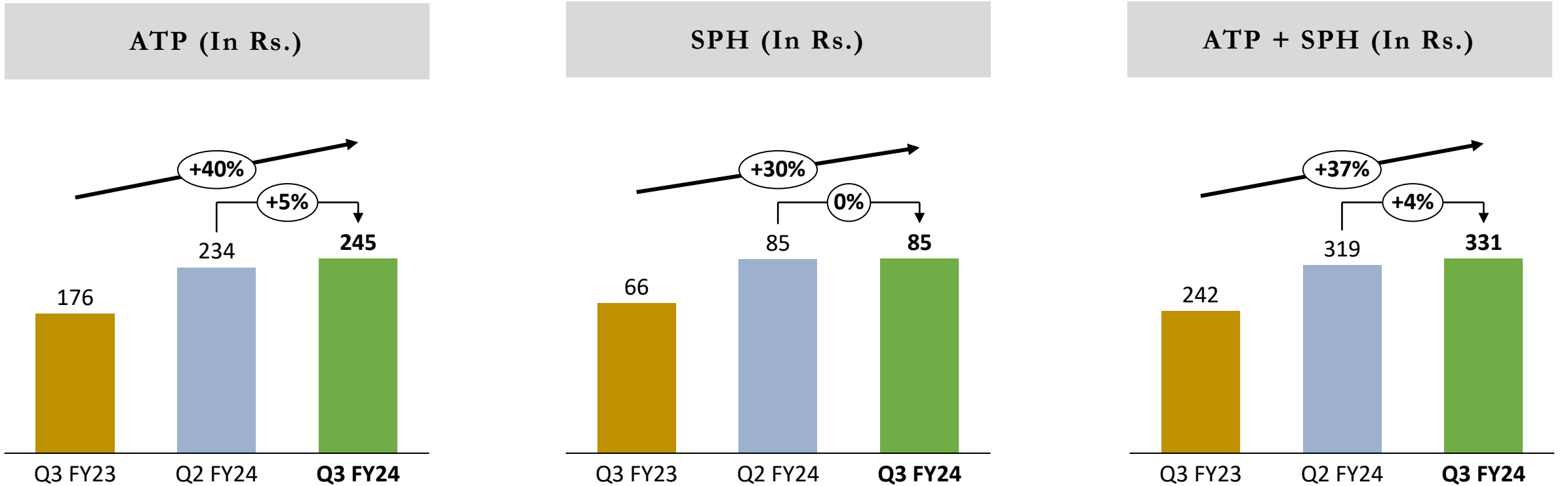
**Release of Animal Movie in December'23 have highest Gross Box Office Collection so far in this year**

**Tied up majority of properties on revenue share model**

**Achieved Highest EBITDA Margins in Film exhibition Industry within short span of time**

**Hotel Business performed exceptionally well, with this being the best quarter ever, profitability improved due to better operational efficiencies**

One of the highest ATP and SPH growth in Q3 FY24 on year on year basis

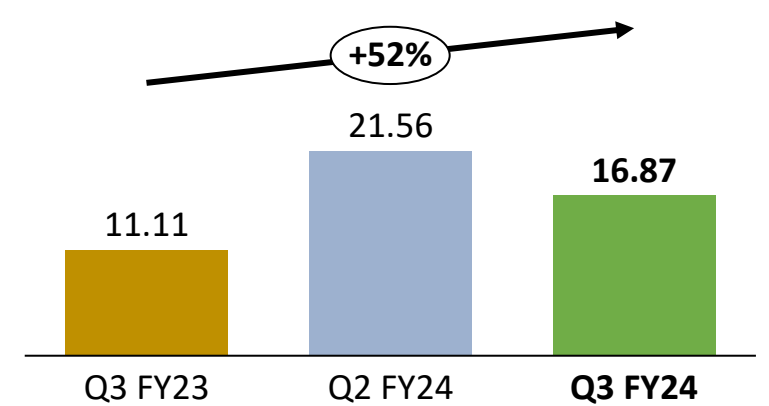
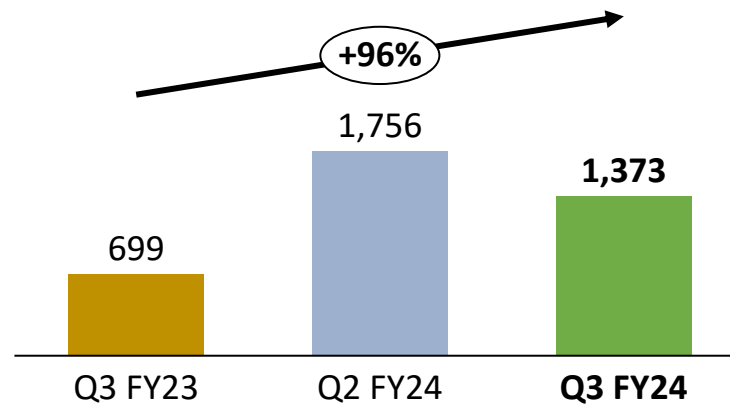
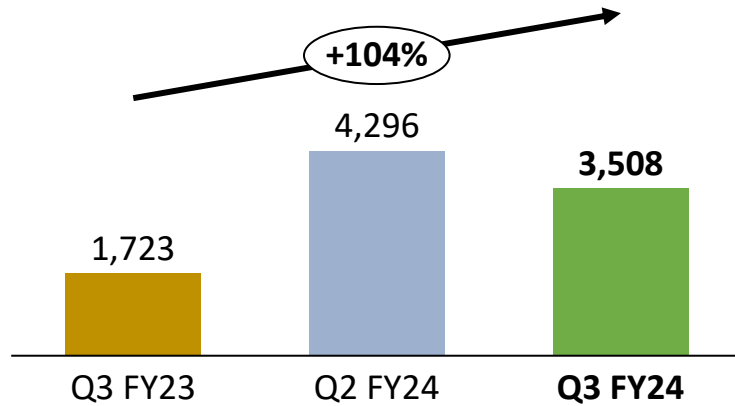


\*On Gross Basis

## Net Box Office Collections (Rs. Lakhs)

## Net F & B Collections (Rs. Lakhs)

## Admits (# Lakhs)



ATP\*

**Rs. 245; +40% YoY**

SPH\*

**Rs. 85; +30% YoY**

ATP + SPH\*

**Rs. 331; +37% YoY**

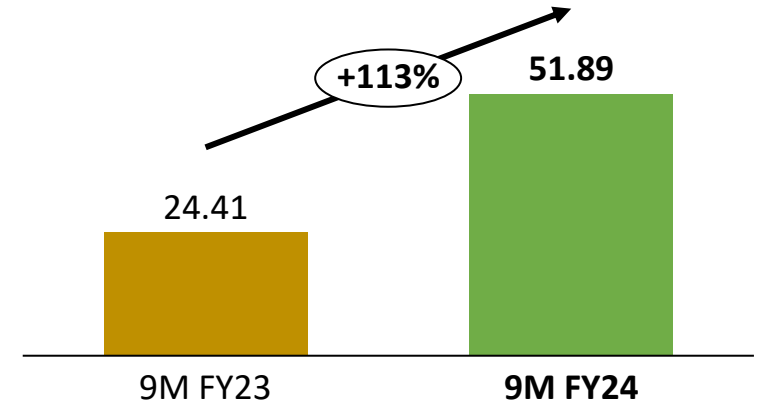
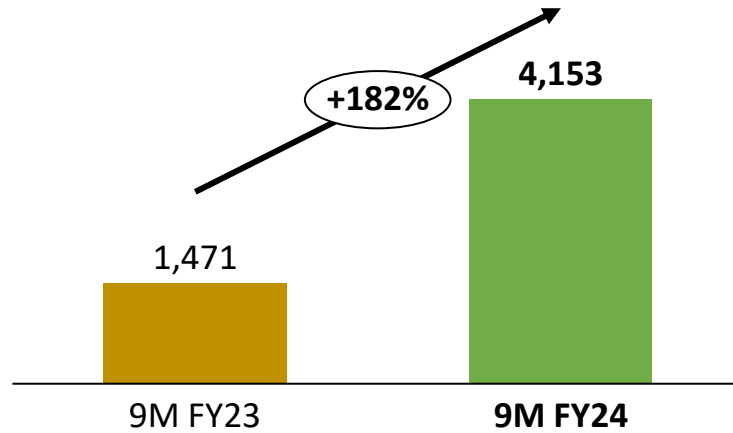
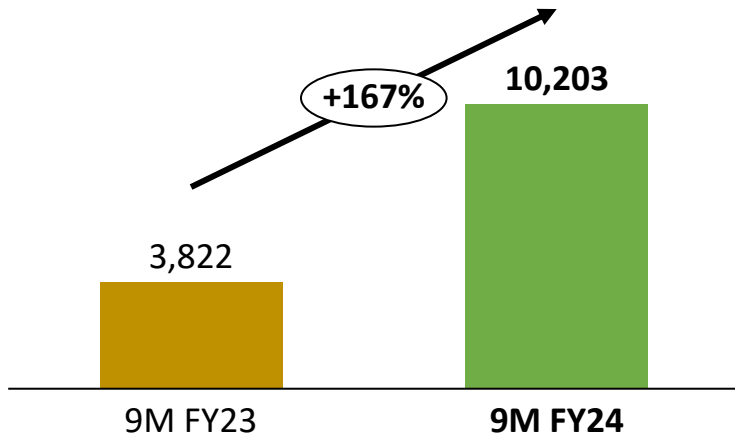
\*On Gross Basis



**Net Box Office Collections  
(Rs. Lakhs)**

**Net F & B Collections  
(Rs. Lakhs)**

**Admits (# Lakhs)**



**ATP\***

**SPH\***

**ATP + SPH\***

**Rs. 229; +29% YoY**

**Rs. 84; +33% YoY**

**Rs. 313; +30% YoY**

\*On Gross Basis



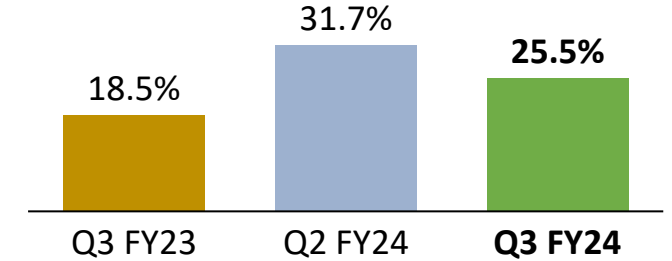
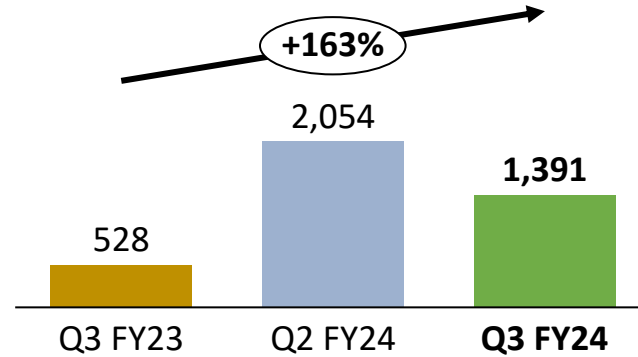
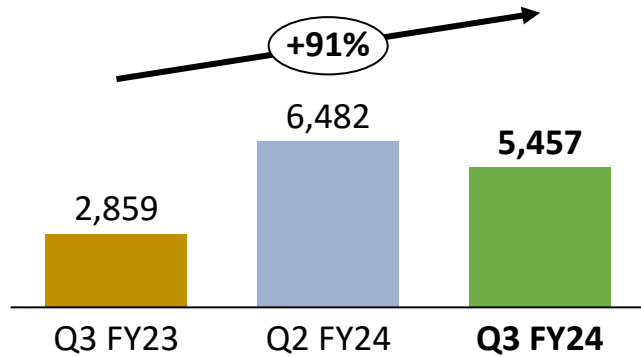
# Q3 FY24 Key Operating & Financial Highlights for Cinema Business

## Total Revenues (Rs. Lakhs)

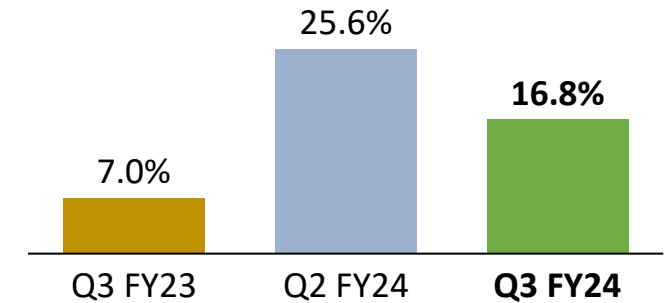
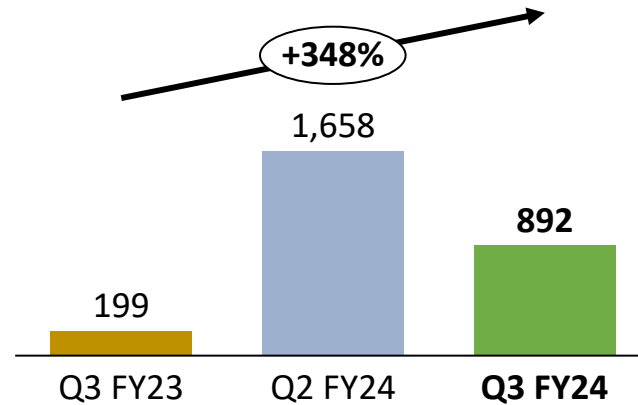
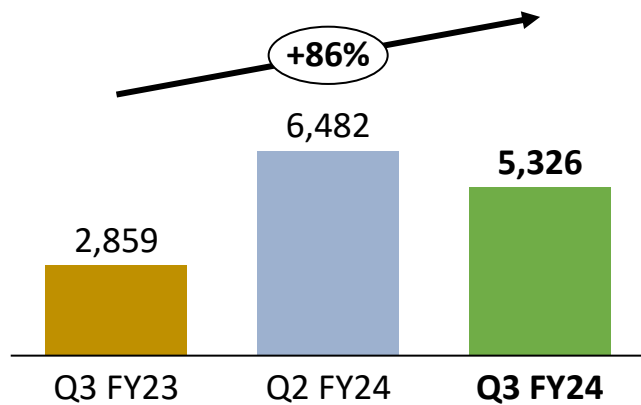
## EBITDA (Rs. Lakhs)

## EBITDA Margin %

Reported



Pre Ind AS



# 9M FY24 Key Operating & Financial Highlights for Cinema Business

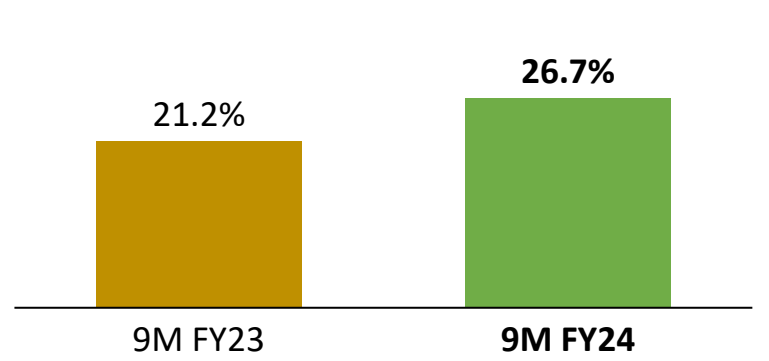
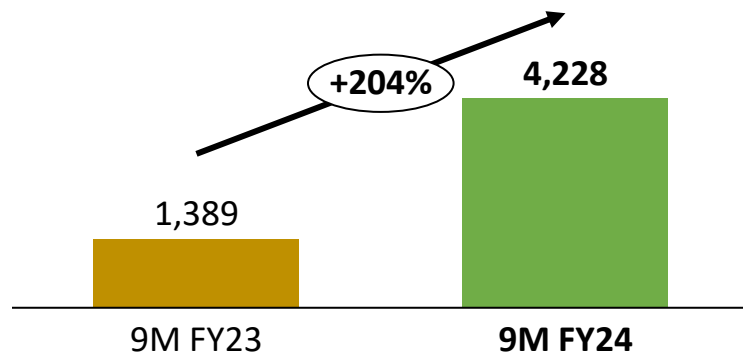
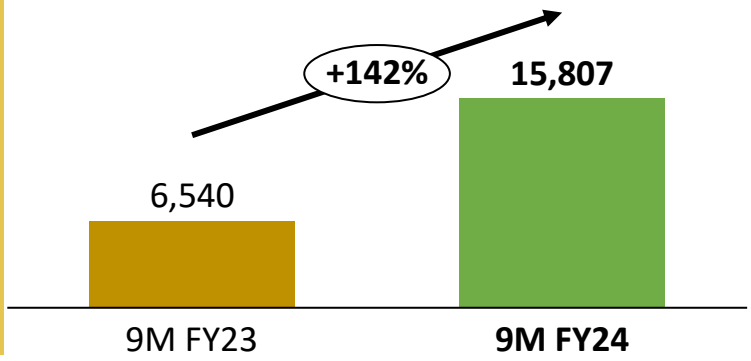


### Total Revenues (Rs. Lakhs)

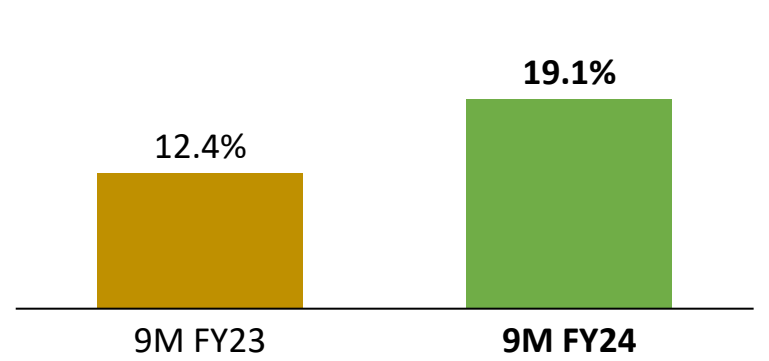
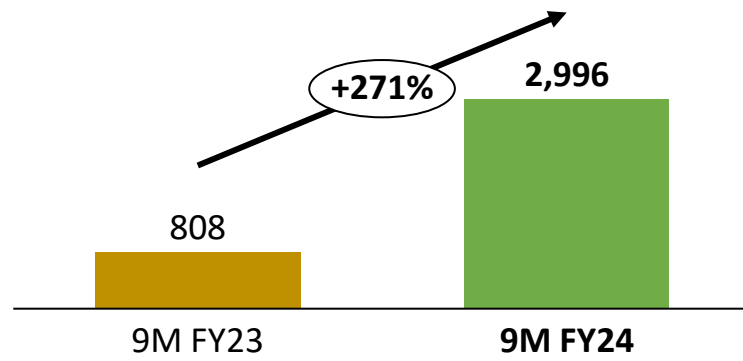
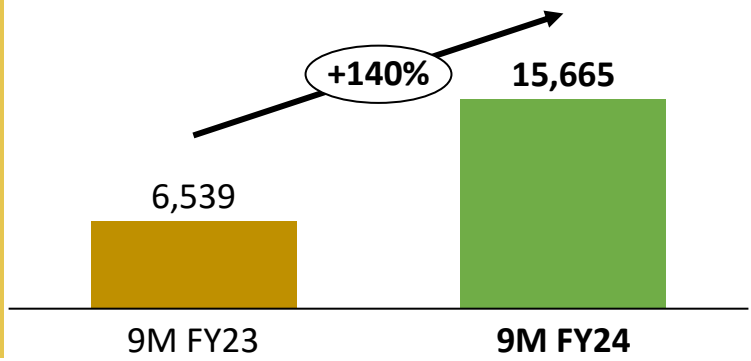
### EBITDA (Rs. Lakhs)

### EBITDA Margin %

Reported



Pre Ind AS



# Q3 FY24 Result Summary



## Q3 FY24

## Q3 FY23

Particulars (Rs. Lakhs)	Reported	Ind AS 116 Impact	Ind AS 116 Adjusted	Reported	Ind AS 116 Impact	Ind AS 116 Adjusted	Growth (YoY) (%) Reported
<b>Total Revenue</b>	<b>5,457</b>	<b>-131</b>	<b>5,326</b>	<b>2,859</b>	<b>0</b>	<b>2,859</b>	<b>91%</b>
Rental Cost	365	367	732	30	329	358	
Other Operating Expenses	3,701	0	3,701	2,302	0	2,302	
<b>EBITDA</b>	<b>1,391</b>	<b>-498</b>	<b>892</b>	<b>528</b>	<b>-329</b>	<b>199</b>	<b>167%</b>
Depreciation	497	-272	226	370	-232	138	
<b>EBIT</b>	<b>893</b>	<b>-227</b>	<b>667</b>	<b>158</b>	<b>-96</b>	<b>61</b>	<b>480%</b>
Finance cost	702	-314	387	659	-274	385	
<b>PBT</b>	<b>192</b>	<b>88</b>	<b>279</b>	<b>-501</b>	<b>178</b>	<b>-323</b>	<b>-</b>
<b>Cash PBT*</b>	<b>689</b>	<b>-184</b>	<b>505</b>	<b>-131</b>	<b>-55</b>	<b>-185</b>	<b>-</b>

\*PBT+Depreciation



# 9M FY24 Result Summary



## 9M FY24

## 9M FY23

Particulars (Rs. Lakhs)	Reported	Ind AS 116 Impact	Ind AS 116 Adjusted	Reported	Ind AS 116 Impact	Ind AS 116 Adjusted	Growth (YoY) (%) Reported
<b>Total Revenue</b>	<b>15,808</b>	<b>-142</b>	<b>15,665</b>	<b>6,539</b>	<b>0</b>	<b>6,539</b>	<b>142%</b>
Rental Cost	964	1,092	2,056	35	582	616	
Other Operating Expenses	10,616	-3	10,613	5,115	0	5,115	
<b>EBITDA</b>	<b>4,228</b>	<b>-1,231</b>	<b>2,996</b>	<b>1,389</b>	<b>-582</b>	<b>808</b>	<b>206%</b>
Depreciation	1,465	-825	640	627	-365	262	
<b>EBIT</b>	<b>2,762</b>	<b>-407</b>	<b>2,356</b>	<b>762</b>	<b>-216</b>	<b>546</b>	<b>265%</b>
Finance cost	2,135	-966	1,169	1,525	-408	1,117	
<b>PBT</b>	<b>627</b>	<b>560</b>	<b>1,187</b>	<b>-763</b>	<b>192</b>	<b>-572</b>	<b>-</b>
<b>Cash PBT*</b>	<b>2,092</b>	<b>-265</b>	<b>1,827</b>	<b>-136</b>	<b>-174</b>	<b>-310</b>	<b>-</b>

\*PBT+Depreciation

# Top Movie Gross BOX OFFICE Collection for Q3 & 9M FY24

Q3 FY24



9M FY24



(In Rs. Lakhs)





MovieMAX serves a range of cuisines to serve this experience on plate





Association with Pinkvilla for exclusive Masterclass from celebrities at MovieMAX





# Ansal Plaza, Gurugram – 3 Screens opened in Nov'23



3 SCREENS    DOLBY 7.1 SURROUND SOUND    2K PROJECTION    WIDE VARIETY OF FOOD OPTIONS





**MOVIE MAX**  
INFINITE ENTERTAINMENT

WITNESS THE HISTORICAL MOMENT ON THE  
**BIG SCREEN!**  
ON 22ND JANUARY 2024

**LIVE STREAMING**

**LIVE SCREENING FROM AYODHYA OF SHREE RAM TEMPLE INAUGURATION**

In association with **TIMES NOW नवभारत**

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**ALL MOVIES ALL SHOWS**

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OFFER VALID ON SELECTED MOVIES ONLY

**MOVIE MAX CINEMA**

SHALIMAR GATEWAY MALL, LUCKNOW

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**Gateway Mall**

\*T&C apply.

**MOVIE MAX CINEMA**

**GURUGRAM GET READY FOR INFINITE ENTERTAINMENT**

**NOW OPEN**  
ON 3RD FLOOR AT ANSAL PLAZA, SECTOR 23

- 3 SCREENS**
- DOLBY 7.1 SURROUND SOUND**
- 2K PROJECTION**
- WIDE VARIETY OF FOOD OPTIONS**

**BOOKINGS OPEN**  
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**MOVIE MAX**

**GURUGRAM ENJOY MOVIE MAX'S INAUGURAL OFFER**

**MOVIE TICKET ONLY AT ₹ 79\***

VALID AT MOVIE MAX GURUGRAM ONLY

**LIMITED PERIOD OFFER**

- 3 SCREENS**
- DOLBY 7.1 SURROUND SOUND**
- 2K PROJECTION**
- WIDE VARIETY OF FOOD OPTIONS**

ANSAL PLAZA, GURUGRAM, SECTOR 23

BOOK TICKETS ON: [MOVIE MAX.CO.IN](http://MOVIE MAX.CO.IN) | [BOOKMYSHOW](#) | [PAYTM](#)

\*T&C Apply.





# Major Content Lineup for Q4 FY24



## SHIVRAYANCHA CHHAVALA

### CAST

BUSHAN PATIL, MIRNAL KILKARNI

### DIRECTOR

DIGPAL LANJEKAR

### MARATHI

16th Feb'24



## SHAITAAN

### CAST

AJAY DEVGAN, JANKI BODIWALA

### DIRECTOR

VIKAS BAHL

### HINDI

8th Mar'24



## ARTICLE 370

### CAST

YAMI GAUTAM, PRIYAMANI

### DIRECTOR

ADITYA JAMBHALE

### HINDI

23rd Feb'24



## YODDHA

### CAST

SIDDHARTH MALHOTRA, DISHA PATANI

### DIRECTOR

SAGAR AMBRE, P. OJHA

### HINDI

15th Mar'24



## GODHRA

### CAST

RANVIR SHOREY, MANOJ JOSHI

### DIRECTOR

M.K.SHIVAANKSH

### HINDI

1st Mar'24



## THE NEXAL STORY : BASTAR

### CAST

ADAH SHARMA, YASHPAL SHARMA

### DIRECTOR

ADAH SHARMA

### HINDI, TAMIL, TELUGU

15th Mar'24



## **BADE MIYAN CHOTE MIYAN**

### **CAST**

AKSHAY KUMAR, TIGER SHROFF

### **DIRECTOR**

ALI ABBAS ZAFAR

**HINDI, TAMIL, TELUGU**

9th Apr'24



## **MAIDAAN**

### **CAST**

AJAY DEVGAN, PRIYAMANI

### **DIRECTOR**

AMIT SHARMA

**HINDI**

9th Apr'24



## **GODZILLA X KONG: THE NEW EMPIRE**

### **CAST**

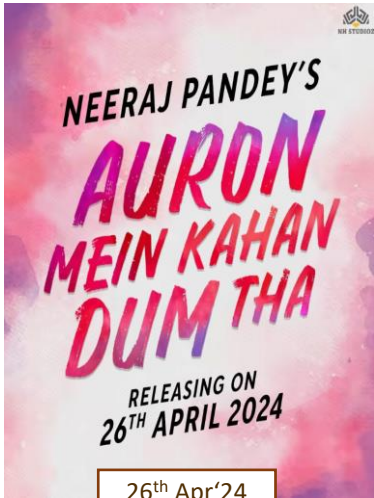
DAN STEVENS, REBECCA HALL, BRIAN TYREE HENRY

### **DIRECTOR**

ADAM WINGARD

**ENGLISH**

12th Apr'24



## **AURON MEIN KAHAN DUM HAI**

### **CAST**

AJAY DEVGAN, TABU

### **DIRECTOR**

NEERAJ PANDEY

**HINDI**

26th Apr'24



## **KALKI 2898 AD (PROJECT K)**

### **CAST**

PRABHAS, AMITABH BACHCHAN, DEEPIKA PADUKONE

### **DIRECTOR**

NAG ASHWIN

**HINDI, TAMIL, TELUGU**

9th May'24



## **BABY JOHN**

### **CAST**

VARUN DHAWAN, SANYA MALHOTRA

### **DIRECTOR**

A KALEESWARAN

**HINDI**

31st May'24



# Hyatt Centric

Candolim, Goa





Lobby Area



Spa, Swimming pool, Gym



Jade Banquet



Spacious Drawing Rooms



Luxury Rooms



GROK - Restaurant



## Hyatt Centric, Candolim Goa : A lifestyle hotel in the center of Goa

### 5 Star Premium Leisure Hotel

**168** keys

**4** F&B outlets - ~230 covers

**6,095** sq. feet.  
across 3 event venues

Recreational facilities viz. spa, gym, swimming pool

**2.2 acres** freehold land

**G+4** Structure



Construction of the **Goa - Mumbai Expressway** (6 hrs. journey) will help increase passenger traffic in Goa going forward

Expected EBITDA to be in the range of **Rs. 22 Crs. - 24 Crs.** for FY24





# Q3 & 9M FY24 Financial Performance Metrics - GOA Hotel



Particulars (Rs. Lakhs)	Q3 FY24	Q3 FY23	Change %	9M FY24	9M FY23	Change %
<b>Occupancy Rate</b>	<b>89%</b>	<b>81%</b>		<b>85%</b>	<b>76%</b>	
Average Room Tariff	10,241	10,571	-3%	8,678	8,927	-3%
<b>Total Revenue</b>	<b>1,694</b>	<b>1,586</b>	<b>7%</b>	<b>4,205</b>	<b>3,912</b>	<b>7%</b>
Room Revenue	1,409	1,312	7%	3,395	3,123	9%
F&B and Miscellaneous Revenue	286	273	5%	810	790	3%
<b>EBITDA</b>	<b>685</b>	<b>635</b>	<b>8%</b>	<b>1,441</b>	<b>1,285</b>	<b>8%</b>
<b>EBITDA Margin</b>	<b>40.4%</b>	<b>40.0%</b>		<b>34.3%</b>	<b>32.8%</b>	







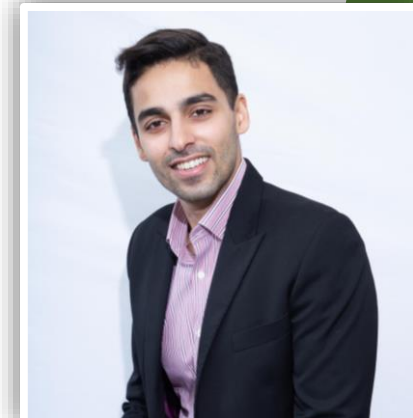
**Mr. Rasesh B. Kanakia**  
Chairman

- Started real estate development in 1986
- Instrumental in making Kanakia Group a reputed name in India
- Under his futuristic vision the Group has ventured into the entertainment, education & hospitality sector



**Mr. Himanshu B. Kanakia**  
Managing Director

- Integral part of the Kanakia Group
- Contributed largely to the success of Kanakia Spaces and Cinemax business
- Keen focus on engineering and innovative skills in project development and film exhibition business



**Mr. Ashish R. Kanakia**  
Chief Executive Officer

- Completed his Bachelor's degree in Business Administration and joined the family business with an intention to grow
- For ~3 years, he has been working closely with cinema core teams
- He is constantly looking at adding substantial value to customers through innovation in product and services
- He strives to differentiate the offerings from competition and providing an edge to the organization



MOVIE MAX

11

Company: Cinline India Limited  
CIN: L92142MH2002PLC135964

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Mr. Vipul Parekh - CFO  
[vipul.parekh@cinline.co.in](mailto:vipul.parekh@cinline.co.in)  
Tel: 91-22-67267777

Investor Relations: Strategic Growth Advisors (SGA)  
CIN: U74140MH2010PTC204285

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Mr. Deven Dhruva / Mr. Harsh Shah  
[deven.dhruva@sgapl.net](mailto:deven.dhruva@sgapl.net) / [harsh.shah@sgapl.net](mailto:harsh.shah@sgapl.net)  
Tel: +91 98333 73300 / +91 9768974808

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THANK YOU