

Date: November 6, 2019

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
Fax: 022 – 2272 3121  
Email: [corp.relations@bseindia.com](mailto:corp.relations@bseindia.com)

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  
Email: [cm1ist@nse.co.in](mailto:cm1ist@nse.co.in)

BSE Scrip Code: **539141**

NSE Symbol: **UFO**

Dear Sir / Ma'am,

**Sub: Investors and Analysts Presentation - Q2&H1FY20 Results**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirement) Regulation, 2015, we enclosed herewith a copy of the presentation to be made to the Investors and Analysts on the Q2&H1FY20 Results of the Company.

We request you to take note of the same.

Thanking you.

Yours faithfully,

For UFO Moviez India Limited

*S. S. Chavan*

**Sameer Chavan**  
**Company Secretary**  
M. No.: F7211

Encl: a/a

# Q2&H1FY20 Results Presentation

November 06, 2019

The presentation has been prepared by UFO Moviez India Limited together with its subsidiaries (the “Company”), for informational purpose only and does not constitute or form part of an offer, solicitation or invitation of any offer to purchase or subscribe for any securities of the Company in any jurisdiction, nor should this presentation or any part thereof form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever.

This presentation has not been independently verified. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in the presentation. None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. The information presented or contained in this presentation is subject to change without notice and its accuracy is not guaranteed.

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



**India's Largest In-Cinema Advertising Platform**

**3,641** High Impact Ad Screens



**Wide Base of Advertisers**

**907** Advertisers in Q2FY20



**Pan India Presence**

**1,269** Cities & Towns

**1,352** Multiplex &  
**2,289** Single Screens

**Leading Presence Across All Screen Categories**



**Average weekly seating capacity**

**~41 million**

**423** Movies  
in **24** Languages  
for **845** Distributors

**Digitally Delivered in Q2FY20**



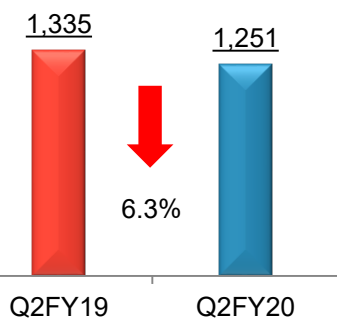
Data as on September 30, 2019  
Average weekly seating capacity is based on 4 shows per day

# Financial & Operating Highlights

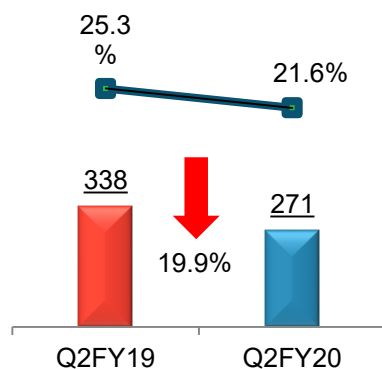
# Consolidated Financial Highlights

## Q2FY20 YoY Comparison (INR Mn)

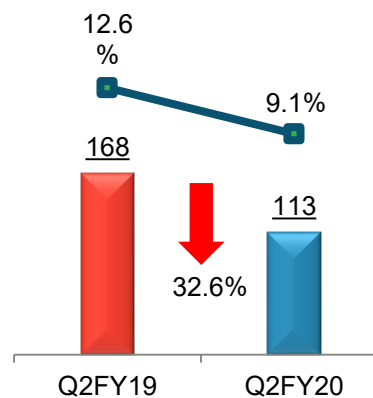
### Total Revenue



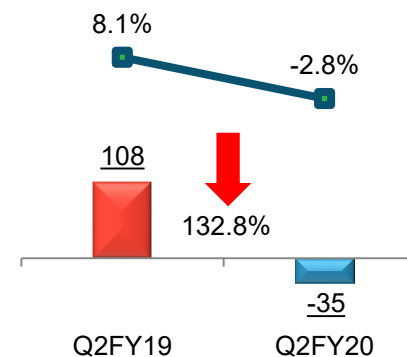
### EBITDA & Margin (%)



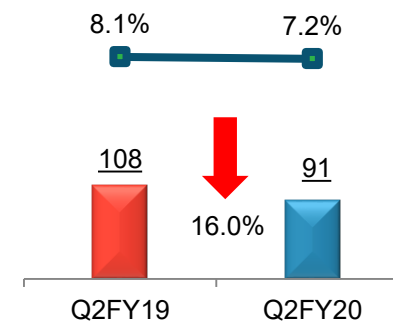
### PBT & Margin (%)



### PAT/Net Loss\* & Margin (%)

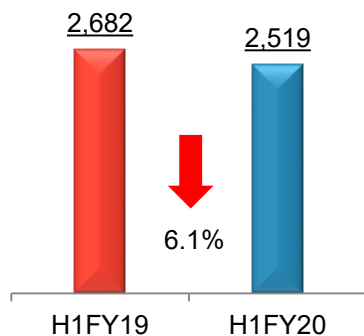


### PAT\* ex Net DTA write down & Margin (%)

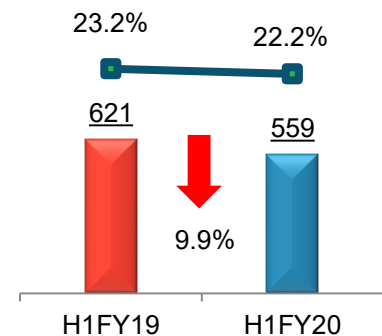


## H1FY20 YoY Comparison (INR Mn)

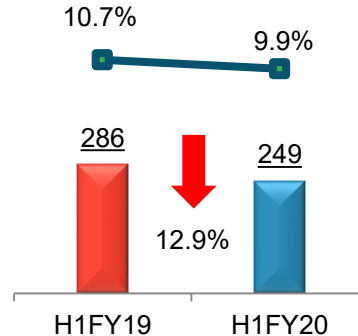
### Total Revenue



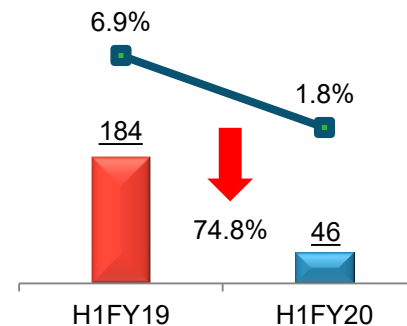
### EBITDA & Margin (%)



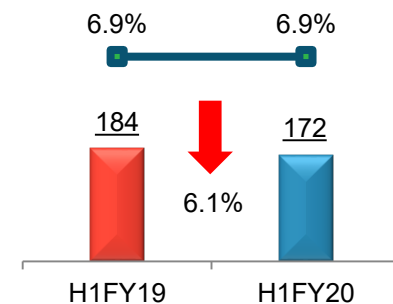
### PBT & Margin (%)



### PAT\* & Margin (%)



### PAT\* ex Net DTA write down & Margin (%)

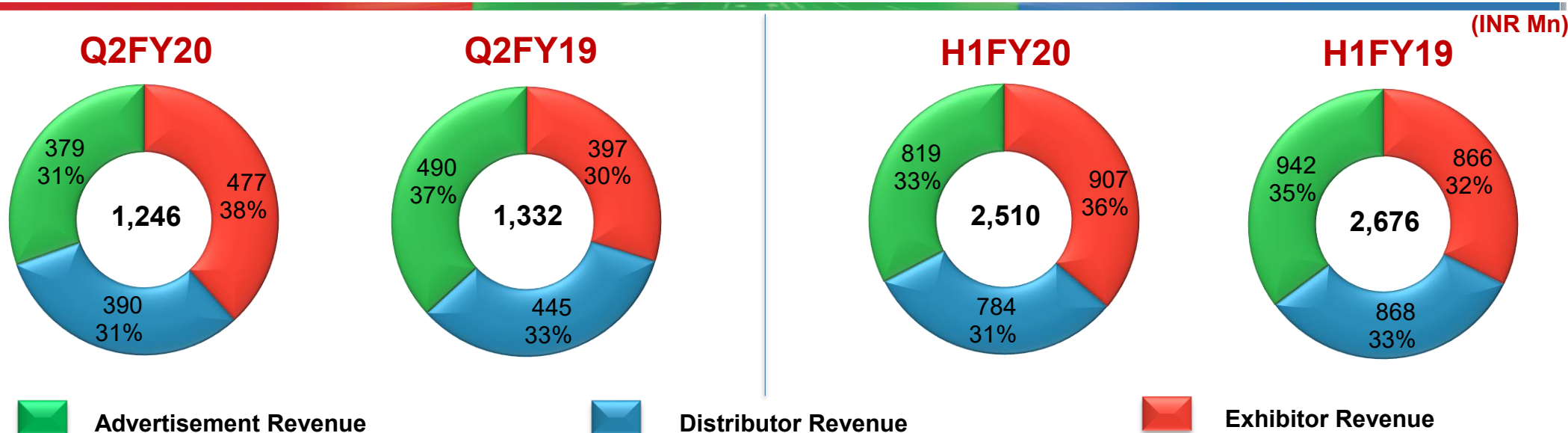


\*PAT/Net Loss after Non-Controlling Interest

The Company has taken a write down of Rs. 126 Mn of its Net Deferred Tax Assets (DTA) while computing the tax expense with the reduced tax rate of 25.17% as introduced by Taxation Law (Amendment) Ordinance 2019



# Consolidated Revenue Mix



(INR Mn)	Q2FY20	Q2FY19	Growth	H1FY20	H1FY19	Growth
Advertisement Revenue	379	490	-22.7%	819	942	-13.1%
- In-Cinema Advertisement Revenue	360	453	-20.6%	761	854	-10.8%
- Corporate + Hyperlocal	227	219	3.7%	495	445	11.2%
- Government + PSU	133	234	-43.3%	266	409	-34.8%
- Caravan Advertisement Revenue	19	37	-48.8%	57	88	-34.7%
Virtual Print Fees - E-Cinema	250	275	-9.0%	491	511	-3.9%
Virtual Print Fees - D-Cinema	87	155	-43.9%	185	328	-43.4%
Lease rental income - E-Cinema	136	140	-2.9%	278	278	-0.3%
Lease rental income - D-Cinema	17	25	-33.9%	41	53	-23.1%
Digitisation Income	53	15	247.3%	107	30	259.6%
Other Operating Revenues	28	36	-20.7%	69	67	2.1%
<b>Total Sale of Services</b>	<b>950</b>	<b>1,136</b>	<b>-16.4%</b>	<b>1,990</b>	<b>2,209</b>	<b>-9.9%</b>
<b>Total Sales of Products</b>	<b>296</b>	<b>196</b>	<b>51.4%</b>	<b>520</b>	<b>467</b>	<b>11.4%</b>
<b>Revenue from Operations</b>	<b>1,246</b>	<b>1,332</b>	<b>-6.4%</b>	<b>2,510</b>	<b>2,676</b>	<b>-6.2%</b>

Note: Excludes Other Income

# In-Cinema Advertising Performance



# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,641**



**Multiplex Screens**  
**1,352**



**Single Screens**  
**2,289**



**Full House Seating Capacity - Annualized**  
**2,107 Mn**

Q2FY20	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	493	445	859	1,844
Full House Seating Capacity – Per Show All Screens	121,024	255,029	209,477	877,730
Seating Capacity Per Screen Per Show	245	573	244	476
*Full House Seating Capacity Annualised (in Mn Seats)	174	367	302	1,264

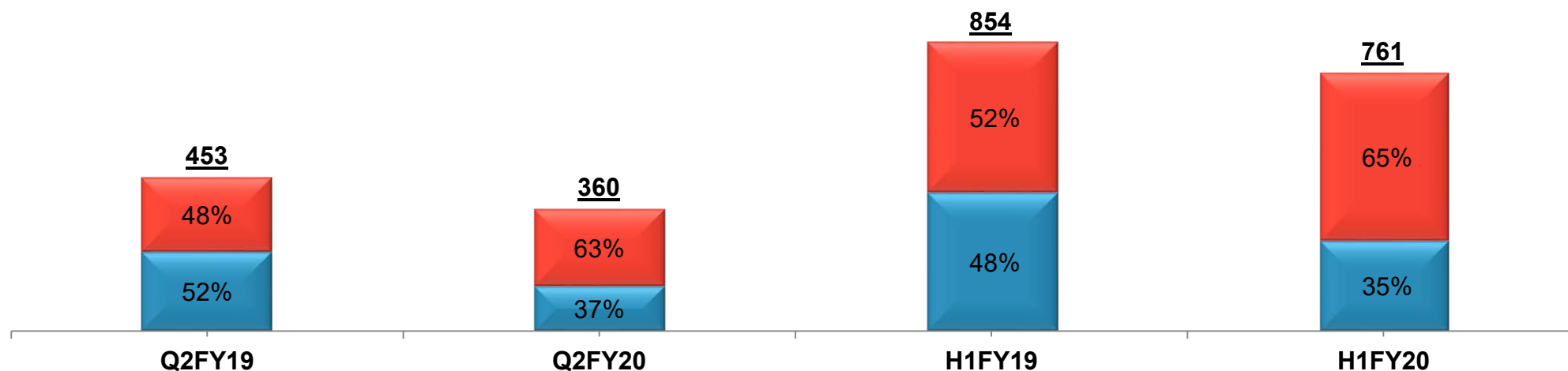
\*Full house seating capacity – Annualised is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

# In-Cinema Advertisement Revenue Analysis

INR Mn

■ Government + PSU

■ Corporate + Hyperlocal



	Q2FY19	Q2FY20	H1FY19	H1FY20
Ad Revenue / Screen for the period (Avg) (Rs.)	118,404	99,448	221,900	207,540
Average # of minutes sold / show / Ad Screen	5.08	4.34	4.77	4.45
# of In Cinema Advertising Clients*	727	907	1,144	1,419
Advertisement Sharing with Exhibitors	34.53%	39.62%	37.15%	39.59%

\*Excluding Framez customers

Excludes Caravan Talkies Revenues

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

# Repositioned and Retooled Caravan Talkies for Growth

## 360 Degree Activation



### Taking Brands to Rural India



### VDSPL's Financial Performance

(INR Mn)	Q2FY20	Q2FY19	Change	H1FY20	H1FY19	Change
Revenue	24	42	(18)	72	98	(26)
EBITDA	(6)	(19)	13	(5)	(27)	22

Caravan Talkies has not added new Vans since FY17

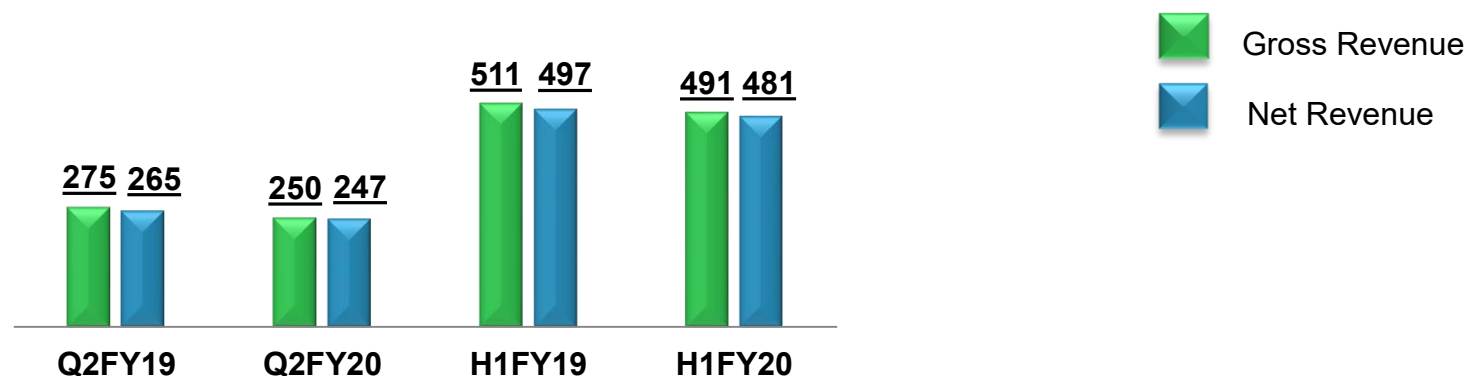
\*VDSPL comprises of Caravan Talkies, NOVA Cinemaz and Club Cinema businesses

# Theatrical Revenues

# Theatrical revenues from Distributors

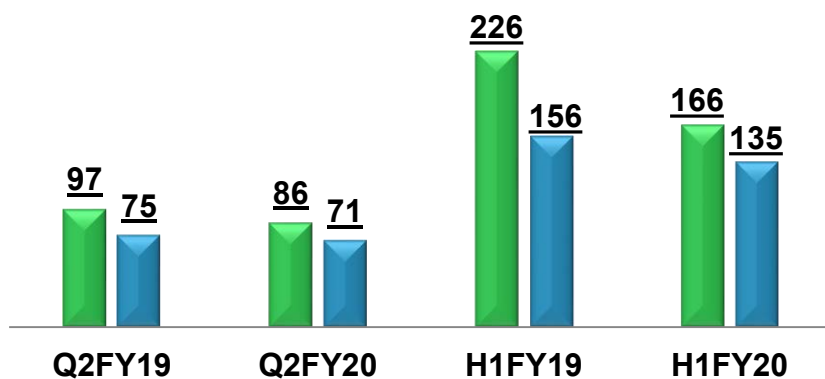
## E – Cinema - VPF

### Domestic Revenue (INR Mn)

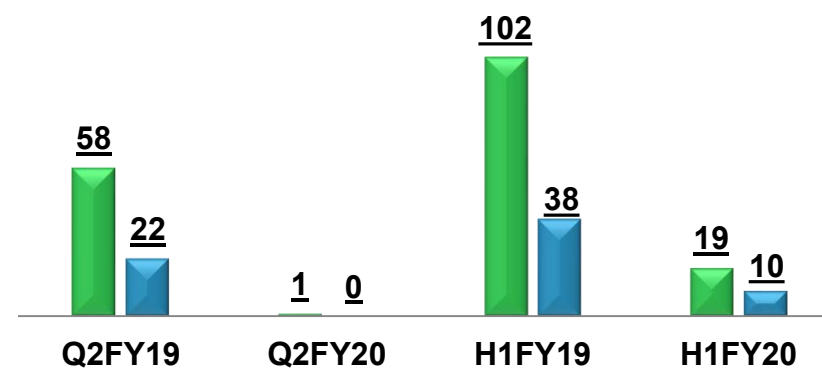


## D – Cinema - VPF

### Domestic Revenue (INR Mn)



### International Revenue (INR Mn)



Domestic includes revenues generated from screens in Nepal  
 Net Revenue = Gross Revenue less Revenue Share with the Exhibitors

## Operating Parameter – VPF Revenue India

# of Screens*	Q2FY20	Q2FY19	H1FY20	H1FY19
E – Cinema	3,492	3,628	3,492	3,628
D – Cinema	1,775	1,674	1,775	1,674
Total	5,267	5,302	5,267	5,302
# of Screens as on September 30, 2019				
VPF Revenue / Screen (Average**) (in Rs.)	Q2FY20	Q2FY19	H1FY20	H1FY19
E – Cinema Gross	71,466	75,145	139,676	139,371
E – Cinema Net	70,495	72,614	136,768	135,596
D – Cinema Gross***	48,967	58,922	93,782	137,317
D – Cinema Net***	40,327	45,776	76,315	94,832

\*Includes Franchisee screens (Example: UMW, IWDL, etc).

\*\*Average # of Screens = (Sum of # of Opening Screens and # of Closing Screens) / 2

\*\*\*Reduction in Gross VPF Revenue/Screen is due to Sunset

Certain D-Cinema screens, part of planned Sunset, are generating small service revenue with nil VPF revenue, resulting in lower per screen D Cinema VPF revenue.

# Financial Performance



# Consolidated Reported P&L Statement

(INR Mn)	Q2FY20	Q2FY19	Growth	H1FY20	H1FY19	Growth
Revenue from Operations	1,246	1,332	-6.4%	2,510	2,676	-6.2%
Other Income	5	3	71.1%	9	6	38.6%
<b>Total Revenue</b>	<b>1,251</b>	<b>1,335</b>	<b>-6.3%</b>	<b>2,519</b>	<b>2,682</b>	<b>-6.1%</b>
<b>Total Expenses</b>	<b>980</b>	<b>997</b>	<b>-1.6%</b>	<b>1,960</b>	<b>2,061</b>	<b>-4.9%</b>
<b>EBITDA</b>	<b>271</b>	<b>338</b>	<b>-19.9%</b>	<b>559</b>	<b>621</b>	<b>-9.9%</b>
Depreciation and Amortisation	167	185	-9.6%	344	373	-7.7%
<b>EBIT</b>	<b>104</b>	<b>153</b>	<b>-32.3%</b>	<b>215</b>	<b>248</b>	<b>-13.3%</b>
Finance Cost	24	33	-27.6%	49	48	1.8%
Finance Income	19	32	-39.9%	65	58	12.0%
Profit from Associates	14	16	-10.4%	18	28	-36.3%
<b>PBT</b>	<b>113</b>	<b>168</b>	<b>-32.6%</b>	<b>249</b>	<b>286</b>	<b>-12.9%</b>
Tax	148	68	116.3%	203	117	72.8%
<b>PAT/Loss</b>	<b>(35)</b>	<b>100</b>	<b>-135.6%</b>	<b>46</b>	<b>169</b>	<b>-72.5%</b>
Non-Controlling Interest (NCI)	0	(8)	-100.0%	0	(15)	-100.0%
<b>PAT/Net Loss after NCI ex Other Comprehensive Income</b>	<b>(35)</b>	<b>108</b>	<b>-132.8%</b>	<b>46</b>	<b>184</b>	<b>-74.8%</b>
<b>Basic EPS</b>	<b>(1.26)</b>	<b>3.81</b>	<b>-132.8%</b>	<b>1.63</b>	<b>6.48</b>	<b>-74.8%</b>
<b>PAT after NCI ex one-time Net Deferred Tax Assets write down</b>	<b>91</b>	<b>108</b>	<b>-16.0%</b>	<b>172</b>	<b>184</b>	<b>-6.1%</b>
<b>Basic EPS Adjusted</b>	<b>3.20</b>	<b>3.81</b>	<b>-16.0%</b>	<b>6.09</b>	<b>6.48</b>	<b>-6.1%</b>

- The Company has taken a write down of Rs. 126 Mn of its Net Deferred Tax Assets (DTA) while computing the tax expense with the reduced tax rate of 25.17% as introduced by Taxation Law (Amendment) Ordinance 2019.
- Ind AS 116 impact on P&L - certain operating lease expense (Q2FY20 - Rs. 5.7 Mn & H1FY20 - Rs. 11.3 Mn) are recognised as Depreciation expense for the right of use assets (Q2FY20 - Rs. 4.6 Mn & H1FY20 - Rs. 9.1 Mn) and Finance Cost for interest accrued on lease liability (Q2FY20 - Rs. 1.7 Mn & H1FY20 - Rs. 3.4 Mn). Hence the reported EBITDA is higher by Rs. 5.7 Mn in Q2FY20 and Rs. 11.3 Mn in H1FY20 and the reported PAT/Net Loss after NCI is lower by Rs. 0.7 Mn for Q2FY20 and Rs. 1.1 Mn in H1FY20.

# Consolidated Expenditure Analysis

<b>Expenses as a % of Total Revenue</b>	<b>Q2FY20</b>	<b>Q2FY19</b>	<b>H1FY20</b>	<b>H1FY19</b>
<b>1) Total Operating Direct Cost</b>	<b>42.2%</b>	<b>40.5%</b>	<b>42.2%</b>	<b>43.4%</b>
<b>Key Operating Direct Cost Components</b>				
i) Advertisement revenue share payment	<u>11.4%</u>	<u>11.7%</u>	<u>12.0%</u>	<u>11.8%</u>
ii) VPF D-Cinema share payment to D-Cinema Exhibitors	<u>1.3%</u>	<u>4.3%</u>	<u>1.6%</u>	<u>5.0%</u>
iii) Purchase of Equipment, Lamps and Spares	<u>17.5%</u>	<u>11.0%</u>	<u>16.1%</u>	<u>12.5%</u>
<b>2) Employee Benefit Expenses</b>	<b>17.7%</b>	<b>18.1%</b>	<b>17.1%</b>	<b>16.6%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>18.5%</b>	<b>16.1%</b>	<b>18.6%</b>	<b>16.8%</b>
<b>Total Expenses</b>	<b>78.4%</b>	<b>74.7%</b>	<b>77.8%</b>	<b>76.8%</b>
<b>EBITDA Margin</b>	<b>21.6%</b>	<b>25.3%</b>	<b>22.2%</b>	<b>23.2%</b>

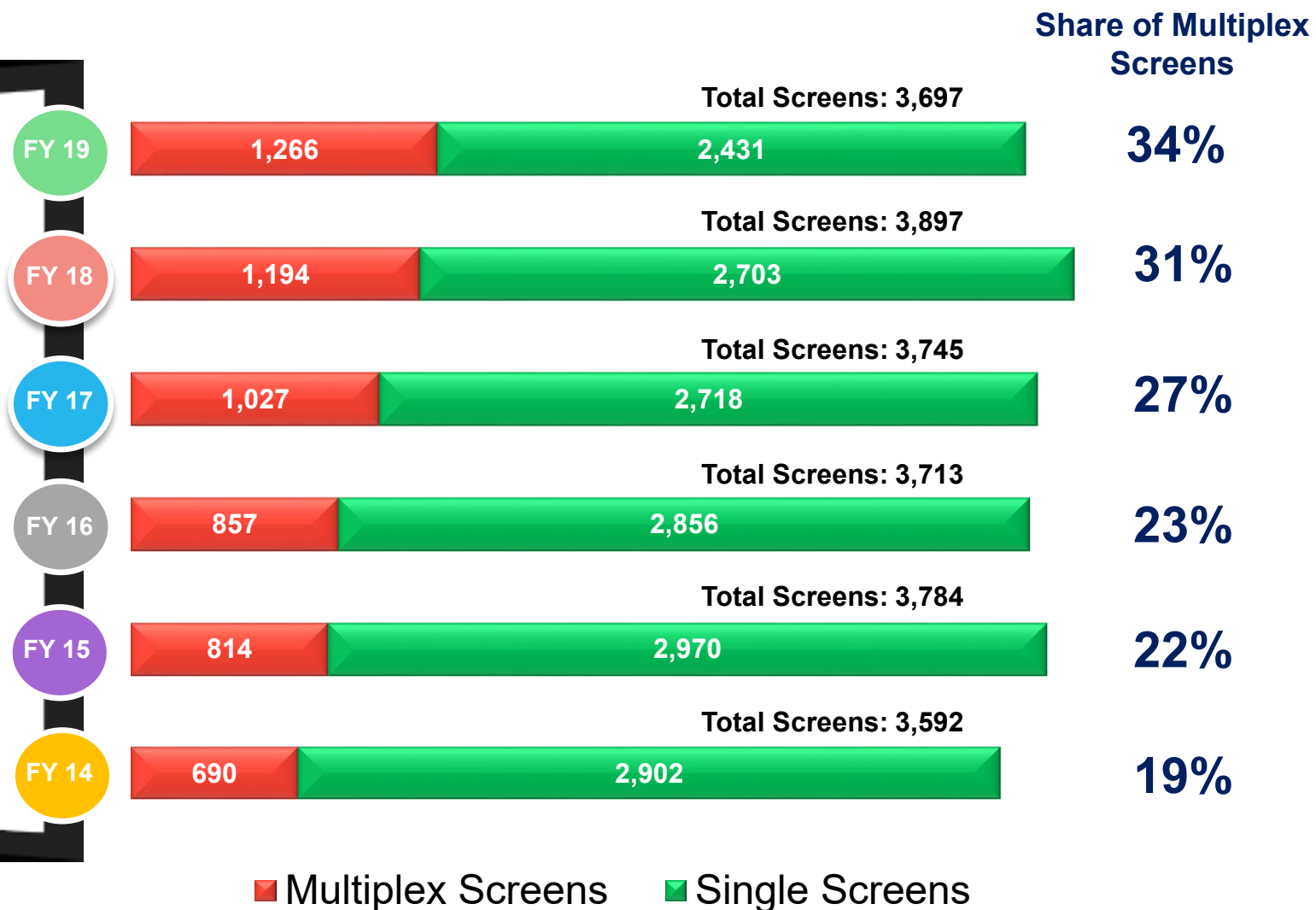
# Consolidated Balance Sheet

Assets (INR Mn)	30-Sep-19	31-Mar-19	Equity and Liability (INR Mn)	
			30-Sep-19	31-Mar-19
<b>Non-Current Assets</b>			<b>Equity</b>	
Property, plant and equipment	1,888	2,046	Equity Share Capital	284
Capital work-in-progress	110	87	<b>Other Equity</b>	
Right-of-use assets	55	0	Reserves and surplus	3,621
Other Intangible assets	19	22	<b>Equity attributable to Shareholders</b>	<b>3,905</b>
Goodwill on consolidation	231	231	Non Controlling interest	1
Investment in Subsidiaries, Associates and JV	113	120	<b>Total Equity</b>	<b>3,906</b>
<b>Financial Assets</b>			<b>Liabilities</b>	
(i) Loans	57	54	<b>Non-Current Liabilities</b>	
(ii) Others	30	7	<b>Financial Liabilities</b>	
Deferred tax assets (net)	372	464	(i) Borrowings	319
Income tax assets (net)	378	328	(ii) Lease liabilities	44
Other non-current assets	39	65	(iii) Others	316
<b>Total Non-Current Assets</b>	<b>3,292</b>	<b>3,424</b>	Provisions	76
<b>Current Assets</b>			Deferred tax liabilities (net)	88
Inventories	136	114	Other non-current liabilities	73
<b>Financial Assets</b>			<b>Total non-current liabilities</b>	<b>916</b>
(i) Investments	852	1,398	<b>Current Liabilities</b>	
(ii) Trade receivables	1,481	2,007	<b>Financial Liabilities</b>	
(iii) Cash and cash equivalents	205	222	(i) Borrowings	126
(iv) Bank balances other than (iii) above	319	342	(ii) Lease liabilities	17
(v) Loans	14	16	(iii) Trade payables	887
(vi) Others	149	109	(iv) Others	565
Other current assets	383	288	Provisions	49
<b>Total Current Assets</b>	<b>3,539</b>	<b>4,496</b>	Other current liabilities	365
<b>Total Assets</b>	<b>6,831</b>	<b>7,920</b>	<b>Total Current Liabilities</b>	<b>2,009</b>
			<b>Total Liabilities</b>	<b>2,925</b>
			<b>Total Equity and Liabilities</b>	<b>6,831</b>
				<b>7,920</b>

# Annexure

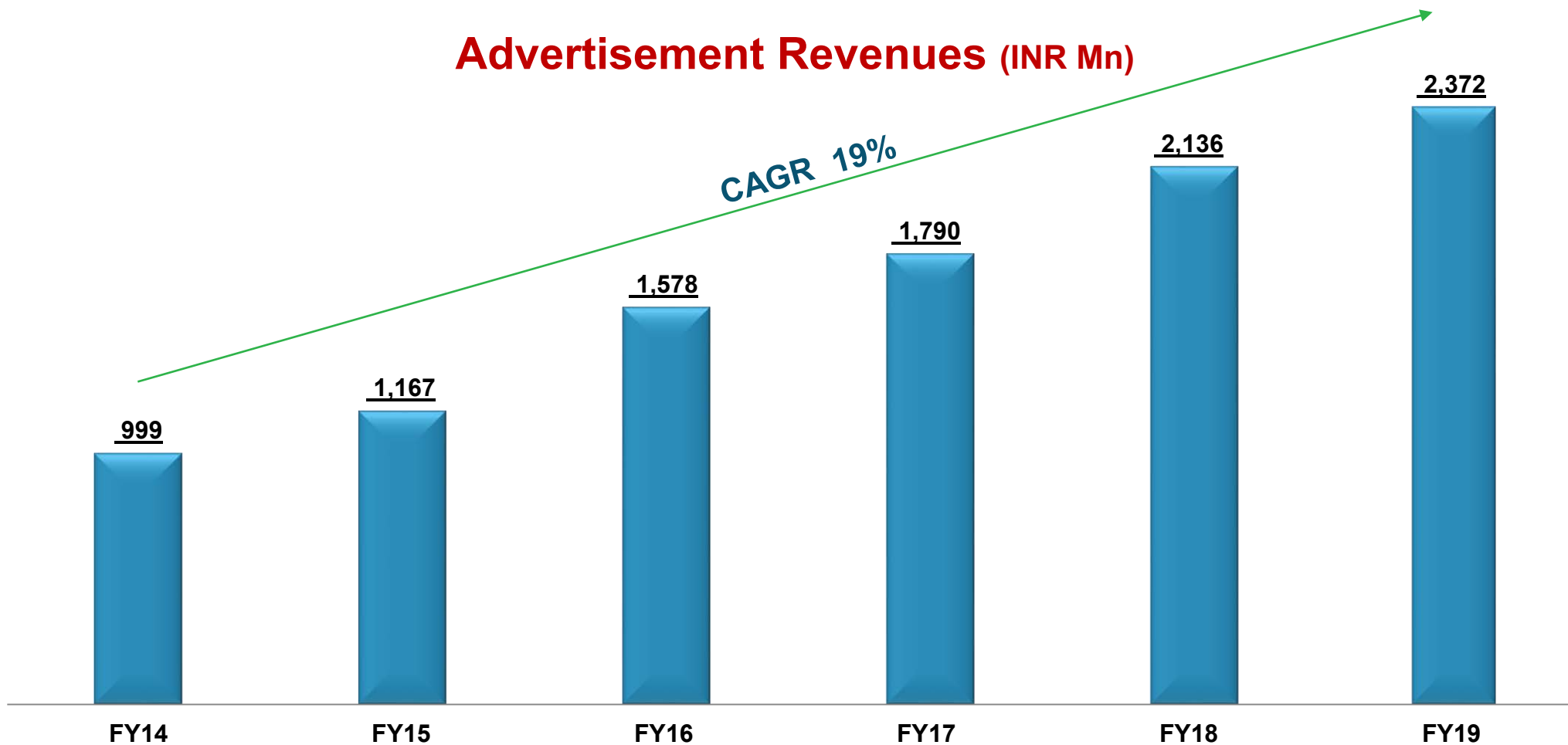
# In Cinema Advertisement Network

**Stable  
Advertisement  
Screen Network,  
with an increasing  
proportion of  
Multiplex Screens**

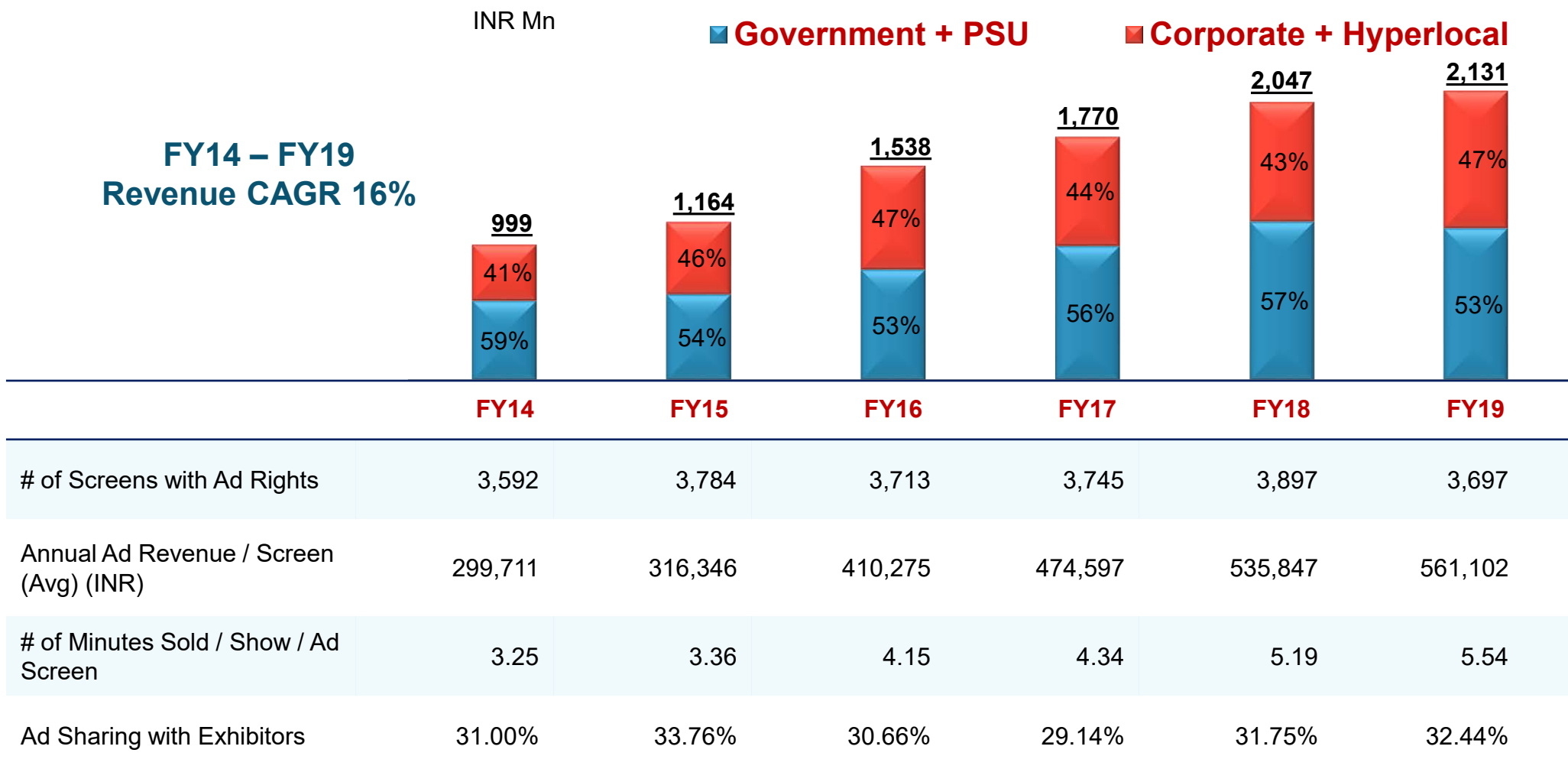


# Robust Advertisement Performance

## Advertisement Revenues (INR Mn)



# Sustained Growth in In-Cinema Advertising



\*Excludes Advertisement Revenues from Caravan Talkies

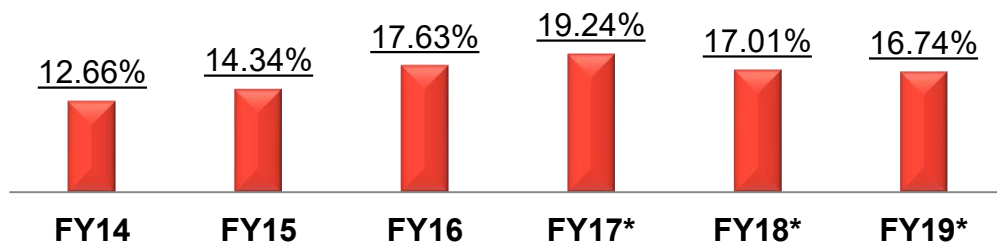
# of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of advertisement screens during the period

Average # of Advertising Screens = ( Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens ) / 2

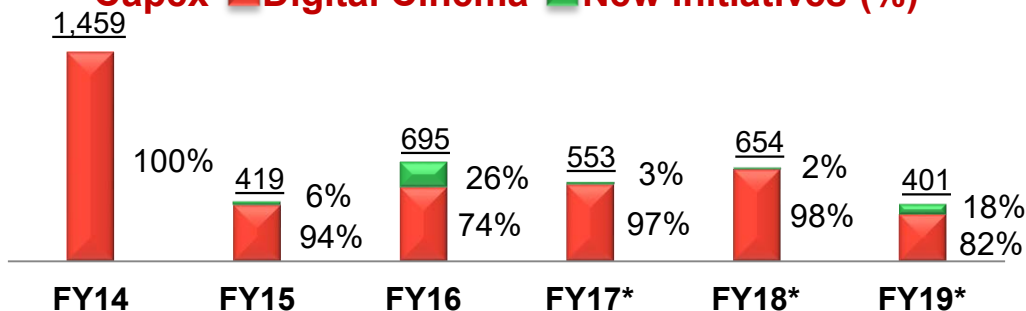


# Demonstrated Levers for Shareholder Value Creation

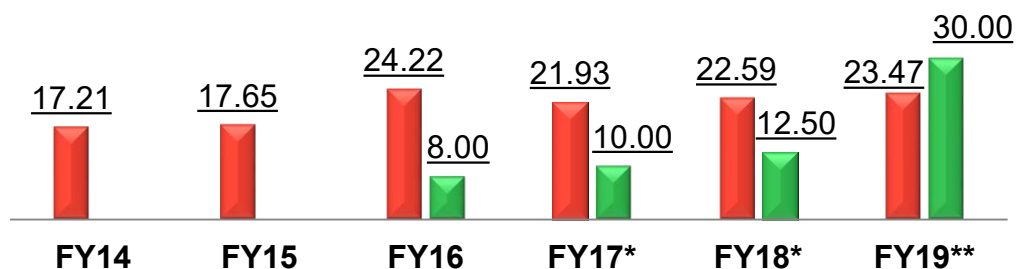
**RoCE (%)**



**Capex** ■ Digital Cinema ■ New Initiatives (%)



■ EPS ■ DPS (INR)



RoCE = EBIT/(Networth + Long Term Debt + Short Term Debt + Current Maturing Long Term Debt + Non-Controlling Interest)

\*FY17, FY18 & FY19 are based on closing Ind AS financials

\*\*FY19 DPS includes one-time special interim DPS of ₹ 15.00

## Low Capital Intensity



Initial high capital intensity over; generating higher revenues with lower incremental Capex.

## Improving Capital Efficiency



Network Effect and Operational Efficiencies have led to improving RoCE

## Low Content Risk



Growing in synergistic businesses with low content risk.

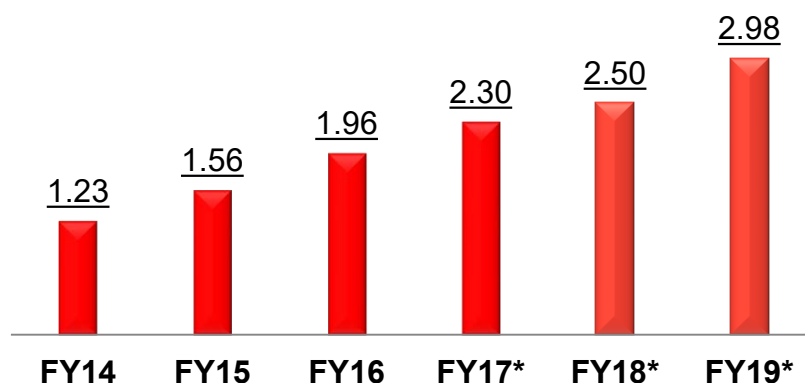
## Dividend Distribution



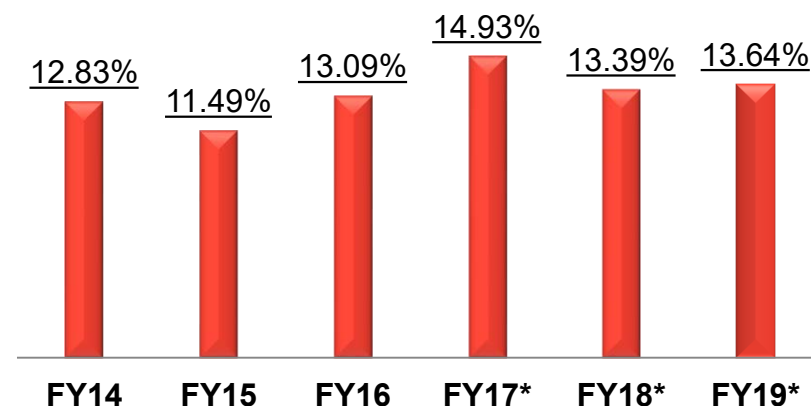
Distributing ≥ 25% of PAT annually.

# Key Financial Parameters

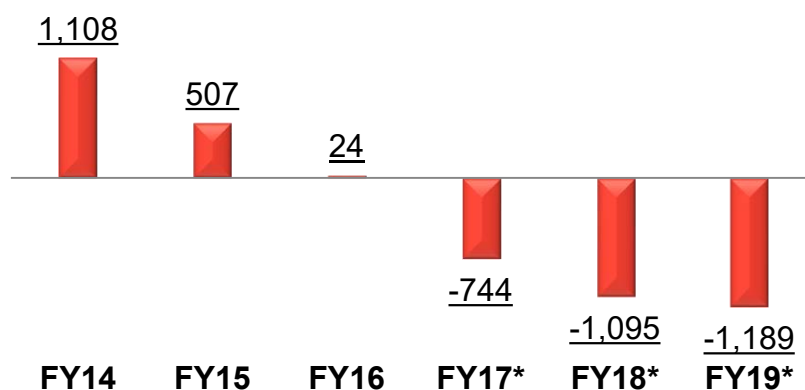
### Net Fixed Asset Turnover (x)



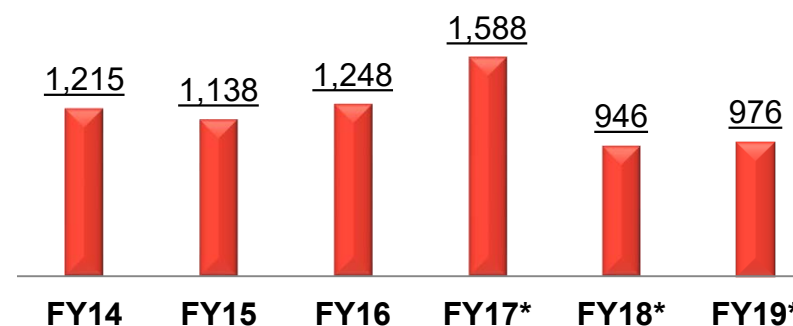
### RoE (%)



### Net Debt\*\* (INR Mn)



### Net Cash Flow from Operating Activities (INR Mn)



\*FY17, FY18 & FY19 are based on closing Ind AS financials

\*\*Net Debt = Total Debt less Cash and Cash Equivalents

Net Fixed Asset Turnover = Total Income/Net Fixed Assets

RoE = PAT after Non-Controlling Interest / Networth

# Shareholding

<b>(% of Total # of shares)</b>	<b>September 30, 2019</b>
Promoters	30.09%
Foreign Venture Capital Investors	18.52%
Foreign Portfolio Investors	2.30%
Mutual Funds	18.41%
Corporate Bodies	4.17%
Others	26.51%
<b>Total # of Shares</b>	<b>28,350,801</b>

<b>Marquee Institutional Investors*</b>
SBI Mutual Fund
Reliance Nippon Life Asset Management
DSP Investment Managers
Equinox Partners
Nomura Singapore

\*As on September 30, 2019

## UFO Moviez India Limited

UFO Moviez India Limited (BSE Code: 539141; NSE Code: UFO) is India's largest digital cinema distribution network and in-cinema advertising platform in terms of number of screens. UFO operates India's largest satellite-based, digital cinema distribution network using its UFO-M4 platform, as well as India's largest D-Cinema network. As on September 30, 2019, UFO's global network, along with subsidiaries and associates, spans 5,454 screens worldwide, including 5,267 screens across India and 187 screens across USA and Mexico.

UFO's digitization and delivery model has been a key driver of extensive digitization of Indian cinemas and has enabled wide-spread, same day release of movies across India. UFO adds value to all stakeholders in the movie value chain, spanning movie producers, distributors, exhibitors and the cinema-going audience. UFO provides value to movie producers and distributors by reducing distribution costs, providing reach to a wide network, providing a faster method of delivery of content and reducing piracy through encryption and other security measures. We provide value to movie exhibitors throughout India by providing access to first day release of movies on our digital platform. Audiences benefit from faster access to new movie releases and a consistently high quality viewing experience.

UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,641 screens, with an aggregate seating capacity of approximately 1.46 million viewers and a reach of 1,269 cities and towns across India, as on September 30, 2019. UFO's in-cinema advertising platform enables advertisers to reach a targeted, captive audience with high flexibility and control over the advertising process. UFO's in-cinema advertising platform also allows small exhibitors who otherwise are not able to effectively monetise their advertising inventory due to their limited scale and reach to receive a greater share of advertisement revenue than they are able to using traditional advertising methods.

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

### Ashwin Chhugani

Dy. General Manager – Investor Relations

Tel: +91 22 4045 0713

Email: [ashwin.chhugani@ufomoviez.com](mailto:ashwin.chhugani@ufomoviez.com)

### Shruti Mangar

Sr. Executive – Investor Relations

Tel: +91 22 4030 5126

Email: [shruti.mangar@ufomoviez.com](mailto:shruti.mangar@ufomoviez.com)