

Date: February 2, 2016

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: [cmclist@nse.co.in](mailto:cmclist@nse.co.in)

BSE Scrip Code: **539141**

NSE Symbol: **UFO**

Dear Sirs / Ma'am,

**Sub: Analyst Presentation - Q3 & 9M FY16 Results**

Pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirement) Regulation, 2015, we enclose herewith a copy of the presentation to be made to the Analysts on Q3 & 9M FY16 Results of the Company.

We request you to take note of the same.

Thanking you.

Yours faithfully,

For **UFO Moviez India Limited**



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

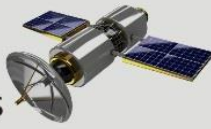
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**UFO MOVIEZ INDIA LIMITED**

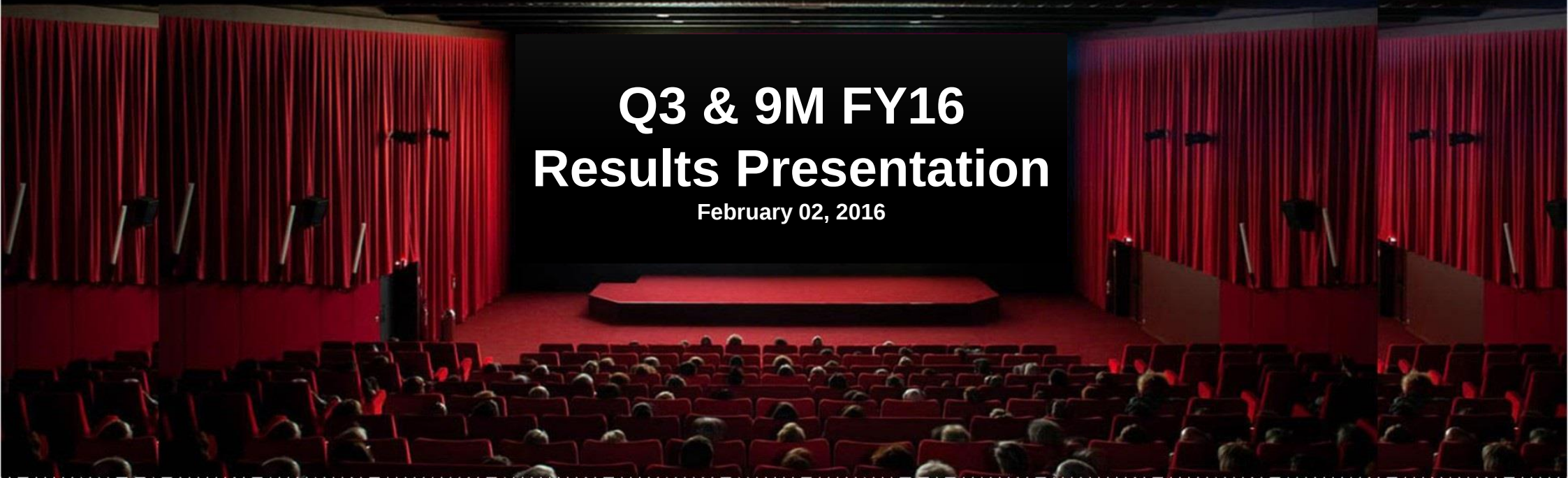
**Captive audience, customized  
content & audited displays**

are attracting a growing number of in-cinema  
advertisers wishing for better recall amongst audiences



# Q3 & 9M FY16 Results Presentation

February 02, 2016



**India's largest digital cinema distribution network  
and in-cinema advertising platform\***

**UFO**  
digital cinema  
UFO Movies India Limited

\* in terms of number of screens.

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## India's Largest Digital Cinema Network and In-Cinema Advertising Platform

### Indian Film Industry's Largest Content Distribution Highway

**4,984\***  
Digital Screens in India

**~2.15 million**  
Seating capacity per show

Digitally Delivered **~422** Movies  
for **~1,206** Distributors in Q3FY16

Across **1,912**  
Locations

### India's Largest In-cinema High Impact Advertising Platform

**3,726**  
In Cinema Advertising Screens

with an average weekly seating capacity of  
**~50 million**

**~1,076** Advertisers in Q3FY16

Across **1,898**  
Locations

Data as on December 31, 2015

\* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 108 screens in Nepal

# UFO's Innovative Solution for Analog Cinema Market



## Analog Cinema Era beset with Issues...



- ✗ Staggered release
- ✗ Poor distribution
- ✗ Piracy leakage
- ✗ Lower box office collections
- ✗ Damaged reels

## ... UFO's Innovative Solution

### Satellite Delivery of Cinema

#### Satellite



*Pan India movie release through satellite transfer*



#### Exhibitor

- ✓ Low cost
- ✓ Immediate
- ✓ Flexible

### 'Solution provider', not 'Product provider'

#### Solution



*End to end technology solution to accelerate uptake*

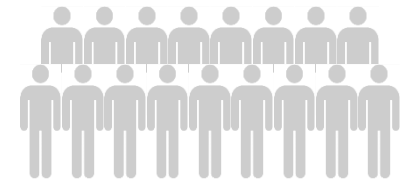


#### Exhibitor

- ✓ End to end
- ✓ Reliable
- ✓ Greater monetization

### In-cinema Advertising proposition

#### Viewers



*Connect cinema audience with advertisers*

|                     |                   |
|---------------------|-------------------|
| Government of India | Johnson & Johnson |
| Honda Motorcycle    | Google            |
| Coca Cola           | Vodafone          |
| ICICI Pru Life      | HDFC Bank         |

#### Advertisers

- ✓ Pan-India reach
- ✓ Single reliable platform
- ✓ Transparent

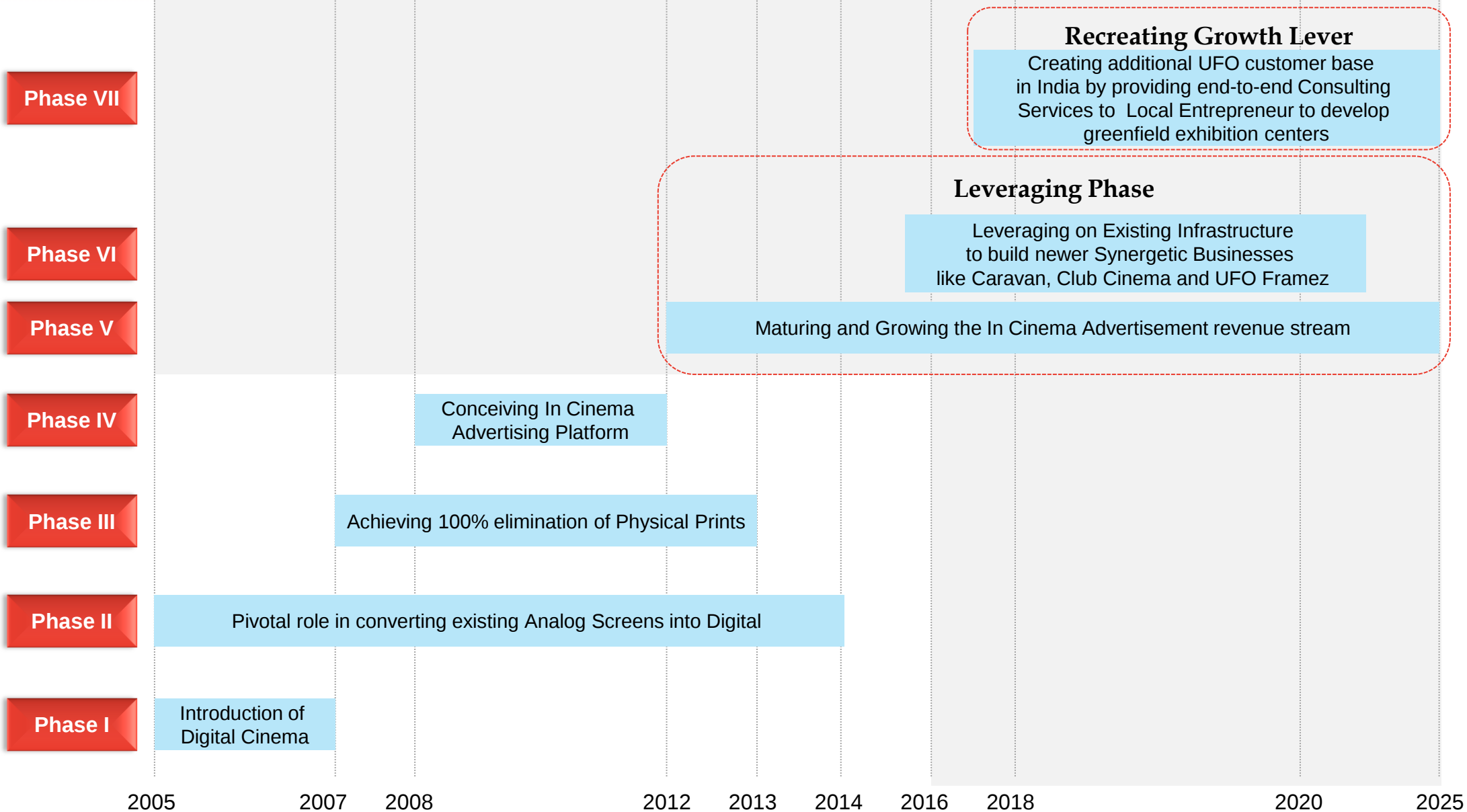
# Philosophy – Value Creation Across the Value Chain



Digitization has redefined film economics by enabling pan-India releases on day one and improving viewing experience. Aggregated ad inventory across a fragmented exhibitor base has created a unique ad platform with high effectiveness and reach.

|                             | UFO Proposition                                                                                                                                                                                                                                                                                                                                                                                                              | Stakeholder Impact                                                                                                                                                                                                                                                                 |
|-----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Exhibitors                  | <ul style="list-style-type: none"> <li>• Enable digitization of screens                             <ul style="list-style-type: none"> <li>– Provides installation, investment and maintenance services for digital cinema systems</li> <li>– Receive fresh / “first-day first-show” content</li> <li>– Access to almost all films released historically</li> </ul> </li> <li>• Effectively monetize ad inventory</li> </ul> | <ul style="list-style-type: none"> <li>• Content variety clubbed with high quality viewing experience</li> <li>• Higher theatrical revenues given day and date release</li> <li>• Operational flexibility &amp; simplicity</li> <li>• Ad revenue upside</li> </ul>                 |
| Content Owner / Distributor | <ul style="list-style-type: none"> <li>• Pan-India release</li> <li>• Fully secure, encrypted signal</li> <li>• Pay per show model</li> <li>• Low cost distribution even for under-served smaller markets</li> </ul>                                                                                                                                                                                                         | <ul style="list-style-type: none"> <li>• Increased box office revenues</li> <li>• Reduced piracy</li> <li>• Reduced distribution costs</li> </ul>                                                                                                                                  |
| Advertisers                 | <ul style="list-style-type: none"> <li>• Aggregate ad inventory in 3,726 screens (including 336 D-Cinema screens); seating capacity of ~1.78 million viewers per show across India as on December 31, 2015</li> <li>• Centralized scheduling</li> <li>• Flexible and customizable ad platform</li> </ul>                                                                                                                     | <ul style="list-style-type: none"> <li>• Growing usage by advertisers                             <ul style="list-style-type: none"> <li>– Targeted advertising</li> <li>– High impact medium</li> <li>– Transparency</li> <li>– Multi-language flexibility</li> </ul> </li> </ul> |

# Our Vision



## **C**apital Intensity

Initial high capital intensity over; poised to generate higher revenues with lower incremental capex.

## **C**apital Efficiency

Network Effect and Operational Efficiencies lead to increasing RoCE.

## **C**apital Allocation

Intent to grow only in synergistic businesses with low content risk.

## **C**apital Distribution

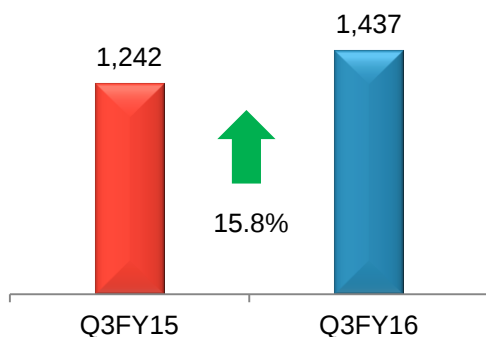
Intent to distribute  $\geq 25\%$  of PAT, starting FY16.

# Financial and Operating Highlights

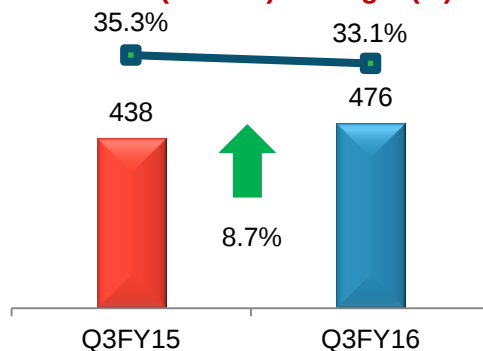
# Financial Highlights – Q3FY16

## Core Business Q3FY16 (Consolidated, excluding VDSPL)

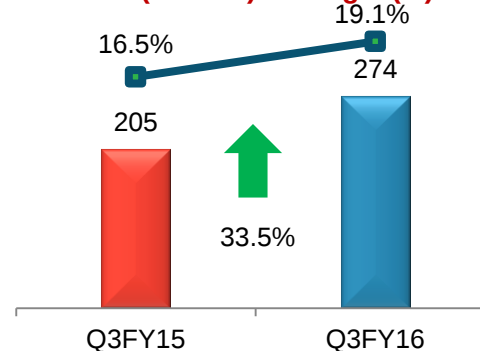
### Total Revenue (INR Mn)



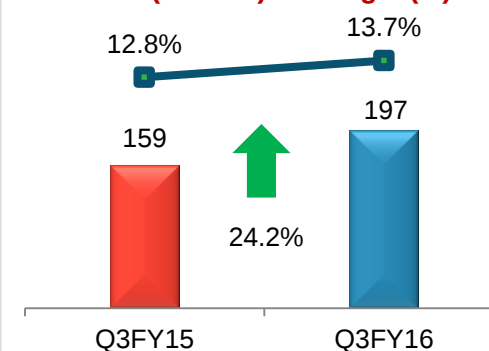
### EBITDA (INR Mn) & Margin (%)



### PBT (INR Mn) & Margin (%)

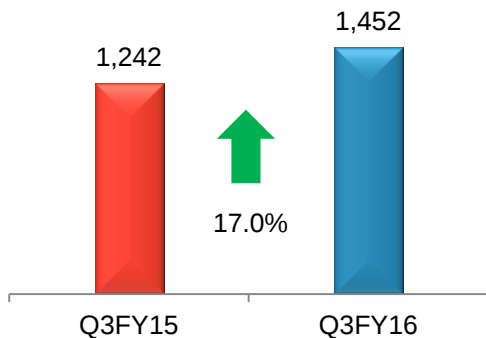


### PAT\* (INR Mn) & Margin (%)

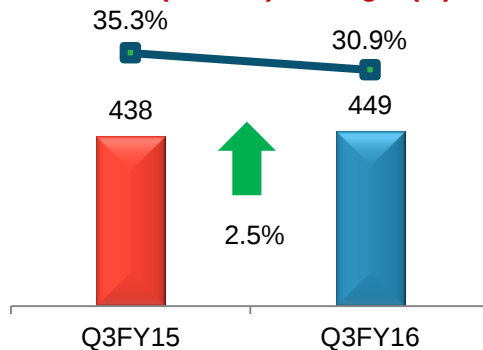


## Consolidated Q3FY16

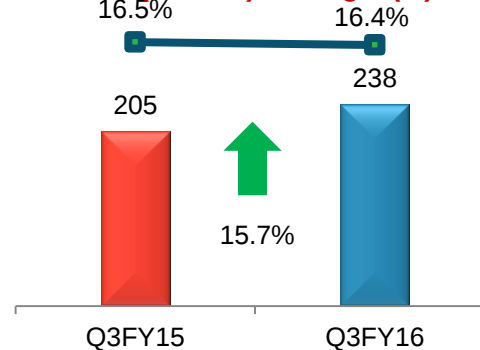
### Total Revenue (INR Mn)



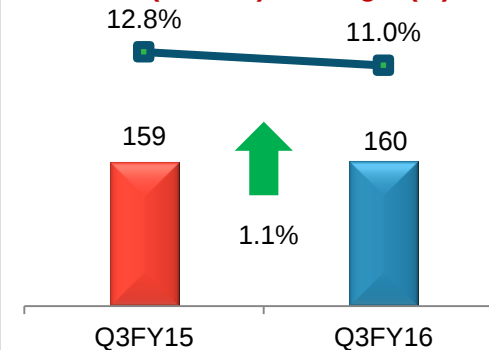
### EBITDA (INR Mn) & Margin (%)



### PBT (INR Mn) & Margin (%)



### PAT\* (INR Mn) & Margin (%)

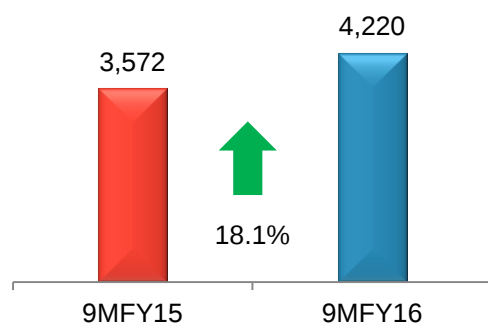


\*PAT after Minority Interest  
Core Business excludes VDSPL (Caravan Talkies and Club Cinema)

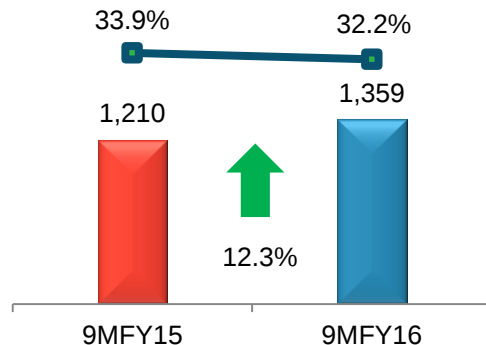
# Financial Highlights – 9MFY16

## Core Business 9MFY16 (Consolidated, excluding VDSPL)

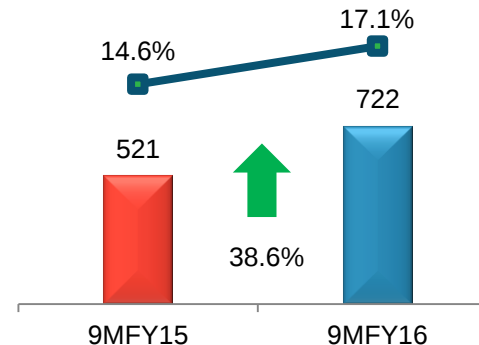
### Total Revenue (INR Mn)



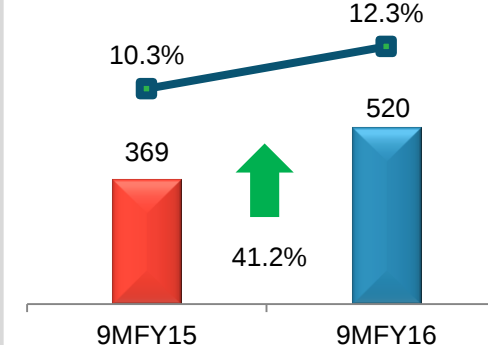
### EBITDA (INR Mn) & Margin (%)



### PBT (INR Mn) & Margin (%)

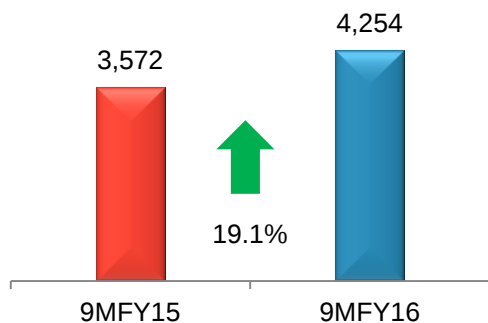


### PAT\* (INR Mn) & Margin (%)

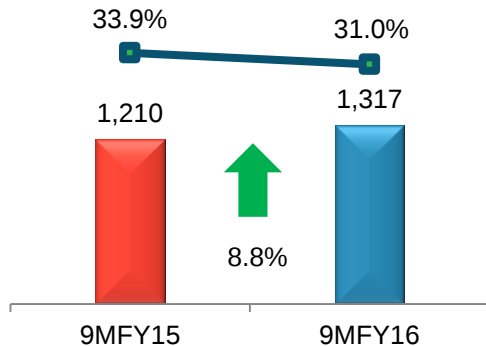


## Consolidated 9MFY16

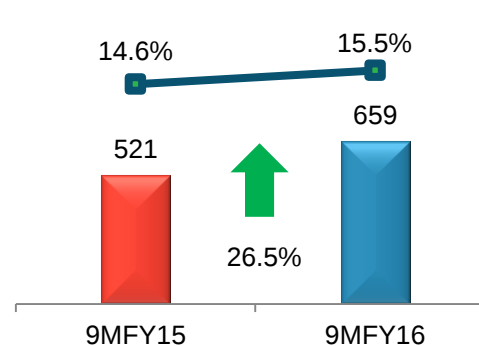
### Total Revenue (INR Mn)



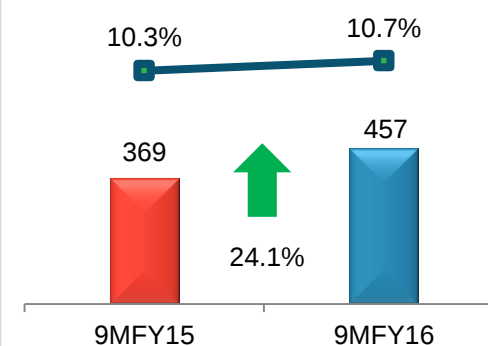
### EBITDA (INR Mn) & Margin (%)



### PBT (INR Mn) & Margin (%)



### PAT\* (INR Mn) & Margin (%)



\*PAT after Minority Interest  
Core Business excludes VDSPL (Caravan Talkies and Club Cinema)

# Driving Wide Spread Release of Movies on UFO Network



## Top 10 Hindi

| Release Date | Movie                | # of Screens |
|--------------|----------------------|--------------|
| 13-Nov       | PREM RATAN DHAN PAYO | 2,924        |
| 18-Dec       | DILWALE              | 2,817        |
| 18-Dec       | BAJIRAO MASTANI      | 2,473        |
| 2-Oct        | SINGH IS BLING       | 2,351        |
| 4-Dec        | HATE STORY 3         | 2,178        |
| 23-Oct       | SHAANDAAR            | 2,051        |
| 27-Nov       | TAMASHA              | 2,019        |
| 16-Oct       | PYAAR KA PUNCHNAMA 2 | 1,721        |
| 9-Oct        | JAZBAA               | 1,678        |
| 9-Oct        | RUDHRAMADEVI         | 1,233        |

## Top 10 Telugu

| Release Date | Movie                    | # of Screens |
|--------------|--------------------------|--------------|
| 16-Oct       | BRUCE LEE - THE FIGHTER  | 867          |
| 11-Dec       | BENGAL TIGER             | 739          |
| 13-Nov       | AKHIL - THE POWER OF JUA | 601          |
| 9-Oct        | RUDHRAMADEVI             | 541          |
| 18-Dec       | LOFAR                    | 412          |
| 25-Dec       | SOWKHYAM                 | 386          |
| 20-Nov       | KUMARI 21 F              | 368          |
| 23-Oct       | KANCHE                   | 310          |
| 23-Oct       | RAAJU GARI GADHI         | 301          |
| 2-Oct        | SHIVAM                   | 294          |

## Top 10 Tamil

| Release Date | Movie             | # of Screens |
|--------------|-------------------|--------------|
| 2-Oct        | PULI              | 742          |
| 13-Nov       | VEDALAM           | 404          |
| 23-Oct       | 10 ENDRADHUKKULLA | 348          |
| 13-Nov       | THOONGAAVANAM     | 298          |
| 18-Dec       | THANGAMAGAN       | 244          |
| 23-Oct       | NAANUM ROWDYDHAAN | 209          |
| 25-Dec       | PASANGA 2         | 204          |
| 11-Dec       | EETTI             | 197          |
| 27-Nov       | INJI IDUPPAZHAGI  | 166          |
| 25-Dec       | BHOLOHAM          | 149          |

## Top 10 Marathi

| Release Date | Movie                                 | # of Screens |
|--------------|---------------------------------------|--------------|
| 13-Nov       | KATYAR KALJAT GHUSLI                  | 413          |
| 13-Nov       | MUMBAI PUNE MUMBAI 2 LAGNALA YAYCHACH | 413          |
| 2-Oct        | DAAGADI CHAWL                         | 376          |
| 27-Nov       | URFI                                  | 340          |
| 11-Dec       | CARRY ON DESHPANDE                    | 190          |
| 23-Oct       | KHWADA                                | 189          |
| 6-Nov        | VEERAT VEER MARATHA                   | 164          |
| 9-Oct        | BIKERS ADDA                           | 143          |
| 30-Oct       | BEDARDI                               | 127          |
| 16-Oct       | CITIZEN                               | 119          |

# of screens reflects the # of screens the movie released on UFO network across the lifetime of the Movie

Continued...

# Driving Wide Spread Release of Movies on UFO Network



## Top 10 Gujarati

| Release Date | Movie                          | # of Screens |
|--------------|--------------------------------|--------------|
| 20-Nov       | CHHELLO DIVAS A NEW BEGINNING  | 259          |
| 13-Nov       | AVTAR DHARINE AAVU CHHU        | 83           |
| 25-Dec       | BEWAFSA SAJAN                  | 47           |
| 2-Oct        | THE LADY DABANG                | 42           |
| 23-Oct       | TARO SUR MARA GEET             | 24           |
| 23-Oct       | DHARTI PARNA KHEL              | 16           |
| 2-Oct        | MUSAFIR CHHU YAARO             | 13           |
| 16-Oct       | JAWANI DIWANI                  | 6            |
| 23-Oct       | THANK YOU JIGA                 | 5            |
| 30-Oct       | ODHANI ODHILE GORI MARA NAAMNI | 5            |

## Top 10 Kannada

| Release Date | Movie         | # of Screens |
|--------------|---------------|--------------|
| 2-Oct        | AIRAAVATHA    | 229          |
| 25-Dec       | MASTER PIECE  | 209          |
| 4-Dec        | RATHAAVARA    | 168          |
| 13-Nov       | RAM LEELA     | 143          |
| 30-Oct       | MUMTAZ        | 129          |
| 27-Nov       | 1ST RANK RAJU | 117          |
| 27-Nov       | ROCKET        | 112          |
| 6-Nov        | VAMSHODHARAKA | 105          |
| 30-Oct       | BETHANAGERE   | 105          |
| 23-Oct       | GANGA         | 89           |

## Top 10 Malyalam

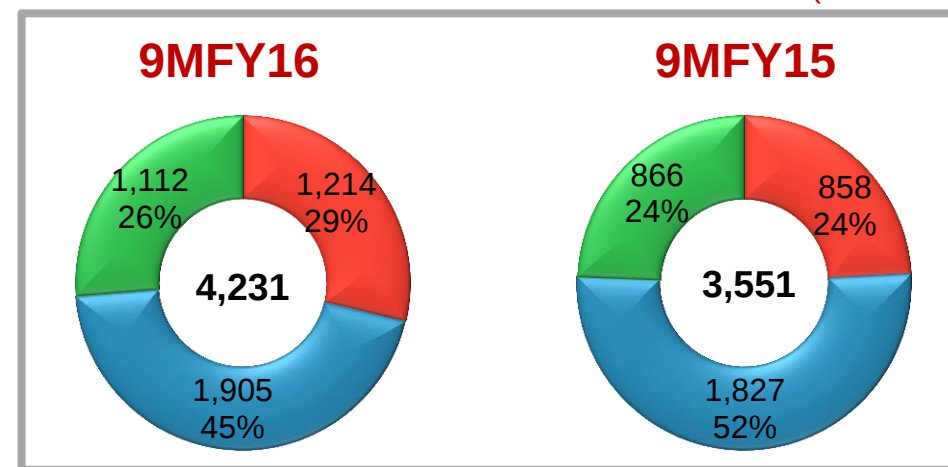
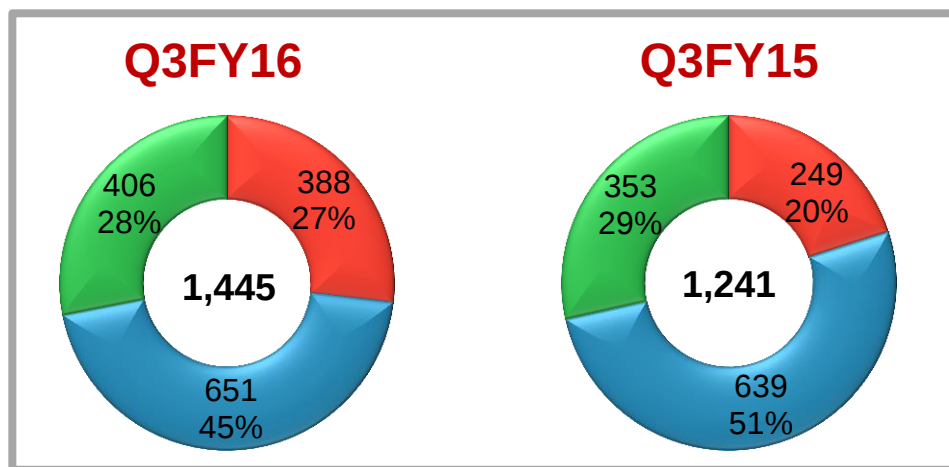
| Release Date | Movie                   | # of Screens |
|--------------|-------------------------|--------------|
| 16-Oct       | AMAR AKBAR ANTHONY      | 207          |
| 23-Oct       | KANAL                   | 160          |
| 13-Nov       | ANARKALI                | 155          |
| 25-Dec       | CHARLIE                 | 155          |
| 9-Oct        | PATHEMARI               | 148          |
| 20-Nov       | RAJAMMA @ YAHOO         | 122          |
| 6-Nov        | SALT MANGO TREE         | 96           |
| 20-Nov       | SU SU SUDHI VATHMEEKAM  | 94           |
| 9-Oct        | RUDRAMADEVI             | 88           |
| 25-Dec       | ADI KAPPYARE KOOTTAMANI | 79           |

## Top 10 Bhojpuri

| Release Date | Movie                              | # of Screens |
|--------------|------------------------------------|--------------|
| 16-Oct       | GHULAMI                            | 207          |
| 20-Nov       | KHAKI WARDIWALA                    | 110          |
| 16-Oct       | MUQABLA                            | 98           |
| 20-Nov       | LAAGI TOHSE LAGAN                  | 60           |
| 27-Nov       | BARSAAT                            | 42           |
| 11-Dec       | TERE ISHQ ME HO GAYA MAIN ISHQBAAZ | 26           |
| 27-Nov       | BAHURANI                           | 18           |
| 25-Dec       | SAAJAN KI BAHON ME                 | 14           |
| 4-Dec        | KAAT KE RAKHDEB                    | 11           |
| 30-Oct       | BALAM RASIYA                       | 10           |

# of screens reflects the # of screens the movie released on UFO network across the lifetime of the Movie

# Consolidated Revenue Mix



Exhibitors Revenue

Distributor Revenue

Advertisement Revenue

| (INR Million)                  | Q3FY16       | Q3FY15       | Growth      |
|--------------------------------|--------------|--------------|-------------|
| Advertisement revenue          | 406          | 353          | 14.8%       |
| Virtual Print Fees - E-Cinema  | 256          | 237          | 7.9%        |
| Virtual Print Fees - D-Cinema  | 381          | 384          | -0.8%       |
| Lease rental income - E-Cinema | 100          | 91           | 9.5%        |
| Lease rental income - D-Cinema | 37           | 35           | 6.7%        |
| Other Operating Revenues       | 66           | 48           | 36.6%       |
| <b>Total Sale of Services</b>  | <b>1,247</b> | <b>1,150</b> | <b>8.4%</b> |

|                                |            |           |               |
|--------------------------------|------------|-----------|---------------|
| <b>Total Sales of Products</b> | <b>198</b> | <b>91</b> | <b>118.5%</b> |
|--------------------------------|------------|-----------|---------------|

|                                |              |              |              |
|--------------------------------|--------------|--------------|--------------|
| <b>Revenue from operations</b> | <b>1,445</b> | <b>1,241</b> | <b>16.5%</b> |
|--------------------------------|--------------|--------------|--------------|

| 9MFY16       | 9MFY15       | Growth       |
|--------------|--------------|--------------|
| 1,112        | 866          | 28.4%        |
| 740          | 668          | 10.8%        |
| 1,120        | 1,109        | 0.9%         |
| 292          | 268          | 9.2%         |
| 118          | 111          | 6.0%         |
| 157          | 120          | 31.2%        |
| <b>3,539</b> | <b>3,142</b> | <b>12.6%</b> |

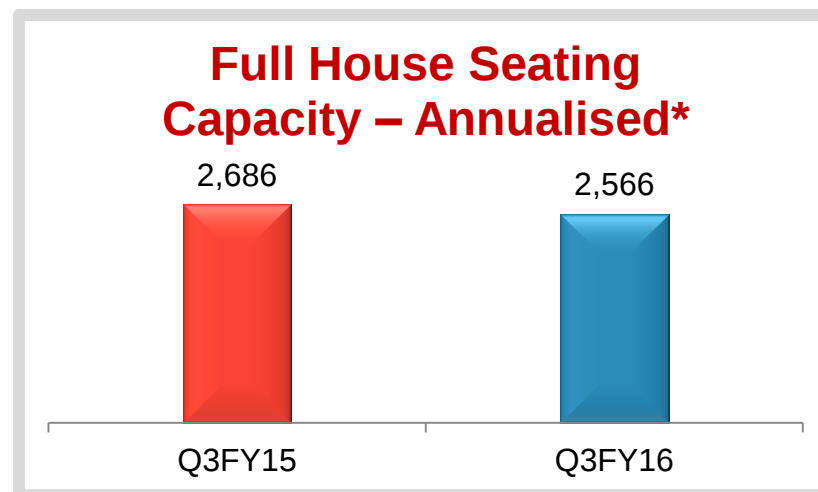
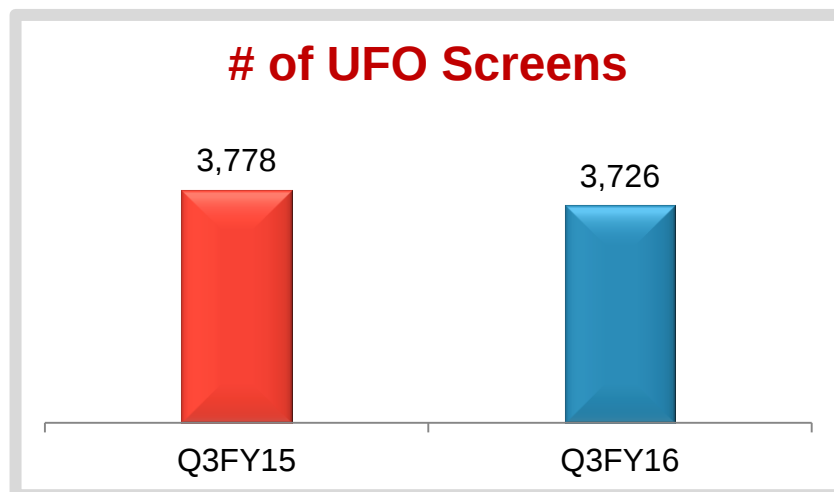
|            |            |              |
|------------|------------|--------------|
| <b>691</b> | <b>410</b> | <b>68.8%</b> |
|------------|------------|--------------|

|              |              |              |
|--------------|--------------|--------------|
| <b>4,231</b> | <b>3,551</b> | <b>19.1%</b> |
|--------------|--------------|--------------|

# In Cinema Advertising Performance

# In Cinema Advertisement Operating Parameter

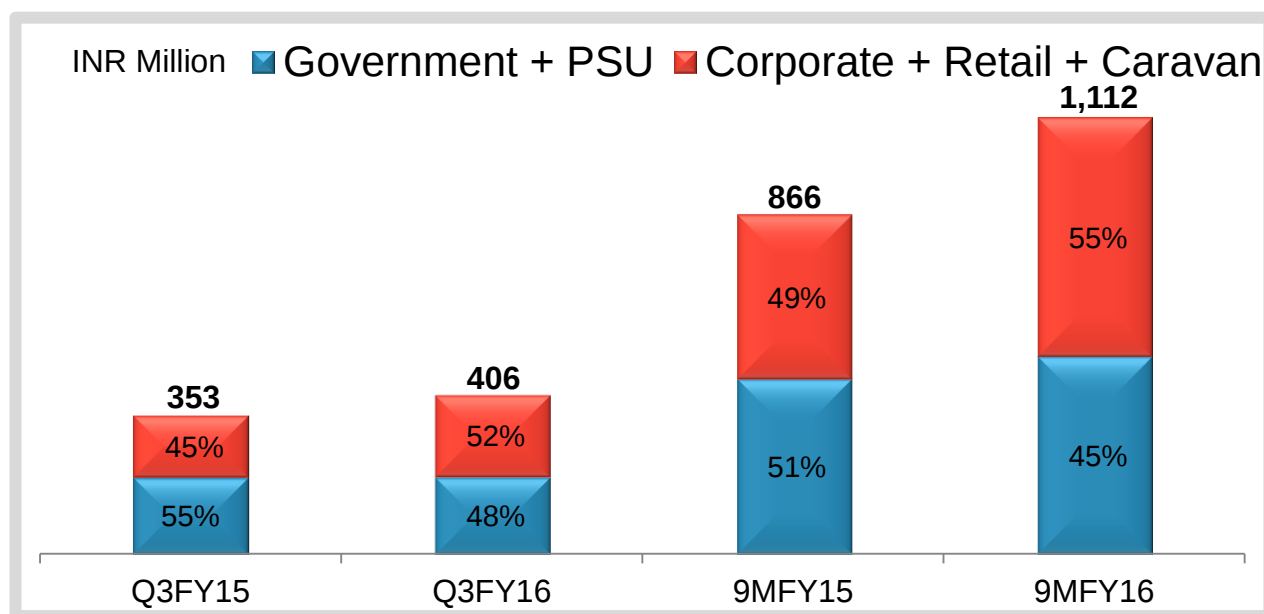
in Million Seats



| Q3FY16                                                    | Top 50 Cities |         | Rest of India |           |
|-----------------------------------------------------------|---------------|---------|---------------|-----------|
|                                                           | Multiplex     | Single  | Multiplex     | Single    |
| # of UFO Screens                                          | 369           | 498     | 486           | 2,373     |
| *Full House Seating Capacity – Per Show All Screens       | 95,660        | 310,049 | 135,684       | 1,240,347 |
| Seating Capacity Per Screen Per Show                      | 259           | 623     | 279           | 523       |
| Full House Seating Capacity Annualised (in Million Seats) | 138           | 446     | 195           | 1,786     |

\*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

# Advertisement Revenue Analysis



| In Cinema Advertisement                        | Q3FY16  | Q3FY15 | 9MFY16  | 9MFY15  |
|------------------------------------------------|---------|--------|---------|---------|
| Ad Revenue / Screen for the period (Avg) (Rs.) | 105,976 | 93,760 | 288,960 | 235,067 |
| Average # of minutes sold / show / Ad Screen   | 4.36    | 3.97   | 3.97    | 3.30    |
| # of In Cinema Advertising Clients             | 1,076   | 766    | 2,182   | 1,551   |

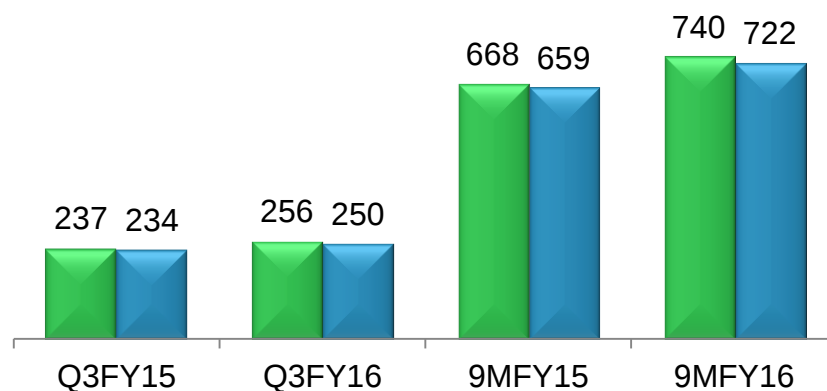
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period  
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

# Theatrical Revenues

# Theatrical revenues from Distributors

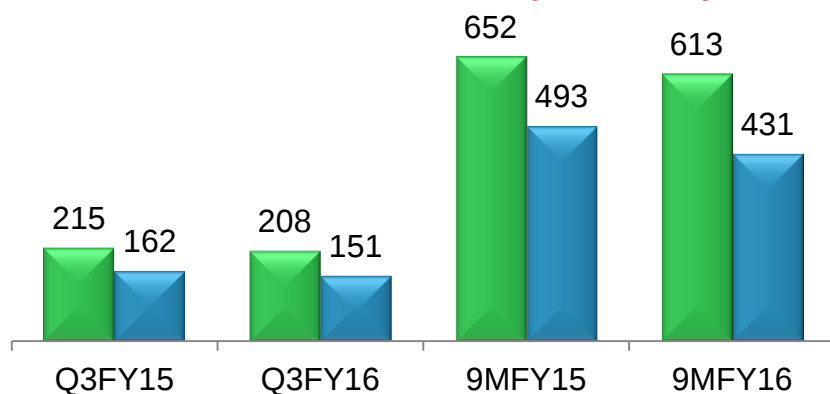
## E – Cinema - VPF

### Domestic Revenue (INR Million)

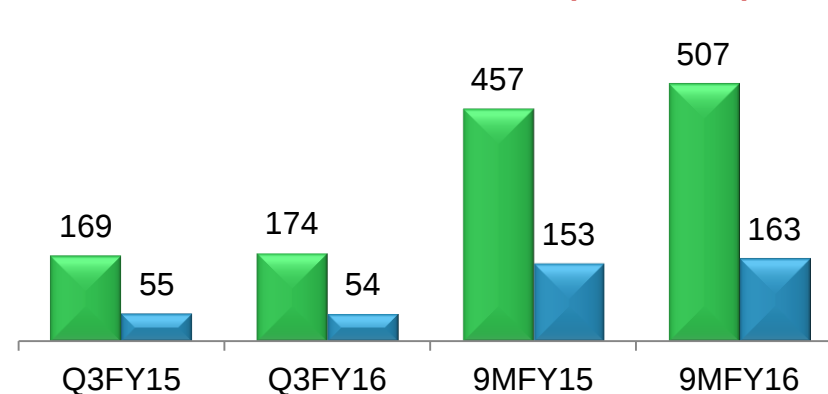


## D – Cinema - VPF

### Domestic Revenue (INR Million)



### International Revenue (INR Million)



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

# Operating Parameter – VPF Revenue India

| # of Screens | Q3FY16 | Q3FY15 | 9MFY16 | 9MFY15 |
|--------------|--------|--------|--------|--------|
| E – Cinema   | 3,531  | 3,552  | 3,531  | 3,552  |
| D – Cinema   | 1,453  | 1,465  | 1,453  | 1,465  |
| Total        | 4,984  | 5,017  | 4,984  | 5,017  |

# of Screens as on December 31, 2015

| VPF Revenue / Screen (Average**) (in Rs.) | Q3FY16  | Q3FY15  | 9MFY16  | 9MFY15  |
|-------------------------------------------|---------|---------|---------|---------|
| E – Cinema Gross                          | 73,094  | 66,659  | 208,806 | 193,689 |
| E – Cinema Net                            | 71,437  | 65,789  | 203,842 | 191,158 |
| D – Cinema Gross                          | 142,769 | 147,805 | 418,237 | 445,970 |
| D – Cinema Net                            | 103,779 | 111,391 | 293,988 | 337,248 |

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

# Operating Parameter – VPF Revenue International



| <b>Number of Screens</b> | <b>Q3FY16</b> | <b>Q3FY15</b> | <b>9MFY16</b> | <b>9MFY15</b> |
|--------------------------|---------------|---------------|---------------|---------------|
| Total                    | 895           | 837           | 895           | 837           |

# of Screens as on December 31, 2015

| <b>VPF Revenue / Screen (Average**) (in Rs.)</b> | <b>Q3FY16</b> | <b>Q3FY15</b> | <b>9MFY16</b> | <b>9MFY15</b> |
|--------------------------------------------------|---------------|---------------|---------------|---------------|
| D – Cinema Gross                                 | 196,276       | 203,949       | 585,396       | 557,180       |
| D – Cinema Net                                   | 61,357        | 66,236        | 187,648       | 186,421       |

Total number of Screens includes Middle East and Israel only

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

# Progress of Caravan Talkies

## Strong growth in number of vans

- Added 67 vans during the period ended December 31, 2015

## Caravan revenues gradually gaining momentum

- Revenues during 9MFY16 stood at Rs. 26.1 million

## Outlook

- Expect modest increase in operating losses in Q4
- Caravan Talkies is expected to cash breakeven in H2FY17

| Date               | # of Caravans | Presence Across                 |
|--------------------|---------------|---------------------------------|
| March 31, 2015     | 24            | 24 Districts in 3 States        |
| June 30, 2015      | 30            | 30 Districts in 4 States        |
| September 30, 2015 | 69            | Non-operational due to monsoons |
| December 31, 2015  | 91            | 91 Districts in 6 States        |

# Financial Performance

# Consolidated Results



| (INR Million)                                              | Q3FY16       | Q3FY15       | Growth       |
|------------------------------------------------------------|--------------|--------------|--------------|
| Revenue from Operations                                    | 1,445        | 1,241        | 16.5%        |
| Other Income                                               | 7            | 1            | 611.4%       |
| <b>Total Revenue</b>                                       | <b>1,452</b> | <b>1,242</b> | <b>17.0%</b> |
| <b>Total Expenses</b>                                      | <b>1,003</b> | <b>804</b>   | <b>24.8%</b> |
| <b>EBITDA</b>                                              | <b>449</b>   | <b>438</b>   | <b>2.5%</b>  |
| Depreciation and Amortisation                              | 193          | 194          | -0.4%        |
| <b>EBIT</b>                                                | <b>256</b>   | <b>244</b>   | <b>4.8%</b>  |
| Finance Cost                                               | 32           | 52           | -36.9%       |
| Finance Income                                             | 14           | 13           | 10.7%        |
| <b>PBT</b>                                                 | <b>238</b>   | <b>205</b>   | <b>15.7%</b> |
| Tax                                                        | 84           | 41           | 102.4%       |
| <b>PAT</b>                                                 | <b>154</b>   | <b>164</b>   | <b>-6.1%</b> |
| Profit from Associates                                     | 12           | 6            | 105.8%       |
| Minority Interest                                          | 6            | 11           | -44.8%       |
| <b>PAT, Profit from Associates &amp; Minority Interest</b> | <b>160</b>   | <b>159</b>   | <b>1.1%</b>  |
| <b>Basic EPS</b>                                           | <b>6.17</b>  | <b>6.12</b>  | <b>0.8%</b>  |

| 9MFY16 | 9MFY15 | Growth |
|--------|--------|--------|
| 4,231  | 3,551  | 19.1%  |
| 23     | 21     | 13.9%  |
| 4,254  | 3,572  | 19.1%  |
| 2,937  | 2,362  | 24.4%  |
| 1,317  | 1,210  | 8.8%   |
| 583    | 569    | 2.4%   |
| 734    | 641    | 14.5%  |
| 110    | 157    | -30.2% |
| 35     | 37     | -6.5%  |
| 659    | 521    | 26.5%  |
| 212    | 127    | 66.8%  |
| 447    | 394    | 13.5%  |
| 28     | 12     | 125.3% |
| 18     | 37     | -53.2% |
| 457    | 369    | 24.1%  |
| 17.64  | 13.04  | 35.3%  |

# Consolidated Expenditure Analysis

| <b>Expenses as a % of Total Revenue</b>                      | <b>Q3FY16</b> | <b>Q3FY15</b> | <b>9MFY16</b> | <b>9MFY15</b> |
|--------------------------------------------------------------|---------------|---------------|---------------|---------------|
| <b>1) Total Operating Direct Cost</b>                        | <b>43.2%</b>  | <b>37.1%</b>  | <b>44.3%</b>  | <b>39.2%</b>  |
| <b>Key Operating Direct Cost Components</b>                  |               |               |               |               |
| <i>i) Advertisement revenue share payment</i>                | <u>8.0%</u>   | <u>8.3%</u>   | <u>8.1%</u>   | <u>8.1%</u>   |
| <i>ii) VPF D-Cinema share payment to D-Cinema Exhibitors</i> | <u>12.5%</u>  | <u>13.7%</u>  | <u>12.8%</u>  | <u>13.2%</u>  |
| <i>iii) Purchase of Equipment, Lamps and Spares</i>          | <u>11.5%</u>  | <u>5.6%</u>   | <u>13.6%</u>  | <u>9.2%</u>   |
| <b>2) Employee Benefit Expenses</b>                          | <b>12.1%</b>  | <b>12.5%</b>  | <b>11.8%</b>  | <b>12.1%</b>  |
| <b>3) Other Expenses (SG&amp;A )</b>                         | <b>13.8%</b>  | <b>15.1%</b>  | <b>12.9%</b>  | <b>14.8%</b>  |
| <b>Total Expenses</b>                                        | <b>69.1%</b>  | <b>64.7%</b>  | <b>69.0%</b>  | <b>66.1%</b>  |
| <b>EBITDA Margin</b>                                         | <b>30.9%</b>  | <b>35.3%</b>  | <b>31.0%</b>  | <b>33.9%</b>  |

# Core Business Financial Performance



## Reconciliation to Core EBITDA (Consolidated, excluding VDSPL)

| (INR Million)          | Q3FY16     | Q3FY15     | Growth      | 9MFY16       | 9MFY15       | Growth       |
|------------------------|------------|------------|-------------|--------------|--------------|--------------|
| <b>Reported EBITDA</b> | <b>449</b> | <b>438</b> | <b>2.5%</b> | <b>1,317</b> | <b>1,210</b> | <b>8.8%</b>  |
| <i>Margin</i>          | 30.9%      | 35.3%      |             | 31.0%        | 33.9%        |              |
| Adding VDSPL losses    | 27         | -          |             | 42           | -            |              |
| <b>Core EBITDA</b>     | <b>476</b> | <b>438</b> | <b>8.7%</b> | <b>1,359</b> | <b>1,210</b> | <b>12.3%</b> |
| <i>Margin</i>          | 33.1%      | 35.3%      |             | 32.2%        | 33.9%        |              |

## Reconciliation to Core PAT (Consolidated, excluding VDSPL)

| (INR Million)        | Q3FY16     | Q3FY15     | Growth       | 9MFY16     | 9MFY15     | Growth       |
|----------------------|------------|------------|--------------|------------|------------|--------------|
| <b>Reported PAT*</b> | <b>160</b> | <b>159</b> | <b>1.1%</b>  | <b>457</b> | <b>369</b> | <b>24.1%</b> |
| <i>Margin</i>        | 11.0%      | 12.8%      |              | 10.7%      | 10.3%      |              |
| Adding VDSPL losses  | 37         | -          |              | 63         | -          |              |
| <b>Core PAT*</b>     | <b>197</b> | <b>159</b> | <b>24.2%</b> | <b>520</b> | <b>369</b> | <b>41.2%</b> |
| <i>Margin</i>        | 13.7%      | 12.8%      |              | 12.3%      | 10.3%      |              |

\*PAT after Minority Interest

Core Business excludes VDSPL (Caravan Talkies and Club Cinema)

# Shareholding

| (% of Total # of shares)          | December 31, 2015 |
|-----------------------------------|-------------------|
| Promoters                         | 28.58%            |
| Foreign Venture Capital Investors | 20.06%            |
| FII                               | 8.26%             |
| DII                               | 15.13%            |
| Corporate Bodies                  | 6.82%             |
| Foreign Bodies                    | 11.37%            |
| Others                            | 9.77%             |
| <b>Total # of Shares *</b>        | <b>26,184,349</b> |

## Marquee Institutional Investors

|                                     |
|-------------------------------------|
| SBI Mutual Fund                     |
| Reliance Capital Asset Management   |
| Wellington International Management |
| Max Life Insurance                  |
| Grandeur Peak Global Advisors       |
| Amundi Asset Management             |
| Nomura Singapore                    |
| Pinebridge Investment               |
| Bharti Axa Life Insurance           |

## 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 December 31, 2015, UFO's global network, along with subsidiaries and associates, spans 6,636 screens worldwide, including 4,984 screens across India and 1,652 screens across the Middle East, Israel, Mexico and the USA.

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 3,726 screens, with an aggregate seating capacity of approximately 1.78 million viewers and a reach of 1,898 locations across India, as on December 31, 2015. 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.

## For further details, please contact:

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### Ashwin Chhugani

Manager – Investor Relations

Tel: : +91 22 4045 0713

Email: ashwin.chhugani@ufomoviez.com

### Sanghamitra Karak

Assistant Manager – Investor Relations

Tel: +91 22 4030 5126

Email: sanghamitra.karak@ufomoviez.com