



Earnings Presentation - Q3 & 9months FY15

January 2015

Disclaimer

This presentation includes forward-looking statements which deal with future events, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our sector and our competitive and regulatory environment. Forward-looking statements are identified by words such as 'anticipates,' 'believes,' 'estimates,' 'may,' 'expects,' 'plans,' 'intends,' 'predicts,' or 'continue' and other similar expressions that indicate trends and future events. Forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement.

Factors that could cause the Company's results to differ materially from those expressed in forward-looking statements include, without limitation, non-availability of good quality content, new technologies, real estate costs increases, withdrawal of entertainment tax exemption, general business and economic conditions beyond the Company's control, the consequences of competitive factors in the marketplace, results of continuous improvement and other cost-containment strategies and the Company's success in attracting and retaining key personnel. The Company undertakes no obligation to revise or update forward-looking statements as a result of new information, since these statements may no longer be accurate or timely.

Snapshot Of Financials

(INR Lakhs)	FY11	FY12	FY13	FY14	Q3 FY14	Q1FY15	*Q2 FY15	*Q3 FY15	9M FY14	*9M FY15
Gross Box Office	27,614	47,190	55,876	59,656	14,241	15,656	17,996	20,175	47,207	53,827
Total Revenues	37,597	65,293	76,891	87,778	21,582	23,321	26,667	30,485	68,341	80,473
EBITDA	3,647	8,095	10,163	13,091	2,846	3,019	3,732	5,041	10,855	11,792
EBITDA Margin (%)	9.70%	12.40%	13.22%	14.91%	13.19%	12.95%	14.00%	16.54%	15.88%	14.65%
PAT	500	435	1,845	3,694	647	458	523	1,430	3,540	2,410
PAT Margin (%)	1.33%	0.67%	2.40%	4.21%	3.00%	1.96%	1.96%	4.69%	5.18%	3.00%

Q3 Y-on-Y Growth

Total Revenues 41% ↑

EBITDA 77% ↑

PAT 121% ↑

*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014
9M (9 months)

New Properties Opened - (As on date FY15)



Q1FY15

Gurgaon Dreamz Mall | 24th Jun 2014 | 3 Screens | 646 Seats



Q2FY15

Vizag Chitralayaa Mall | 4th Jul 2014 | 3 Screens | 635 Seats



Q2FY15

Jalgaon Khandesh Central | 27th Jul 2014 | 4 Screens | 1141 Seats



Q2FY15

Faridabad EF3 | 1st Sep 2014 | 3 Screens | 702 Seats

New Properties Opened - (As on date FY15)

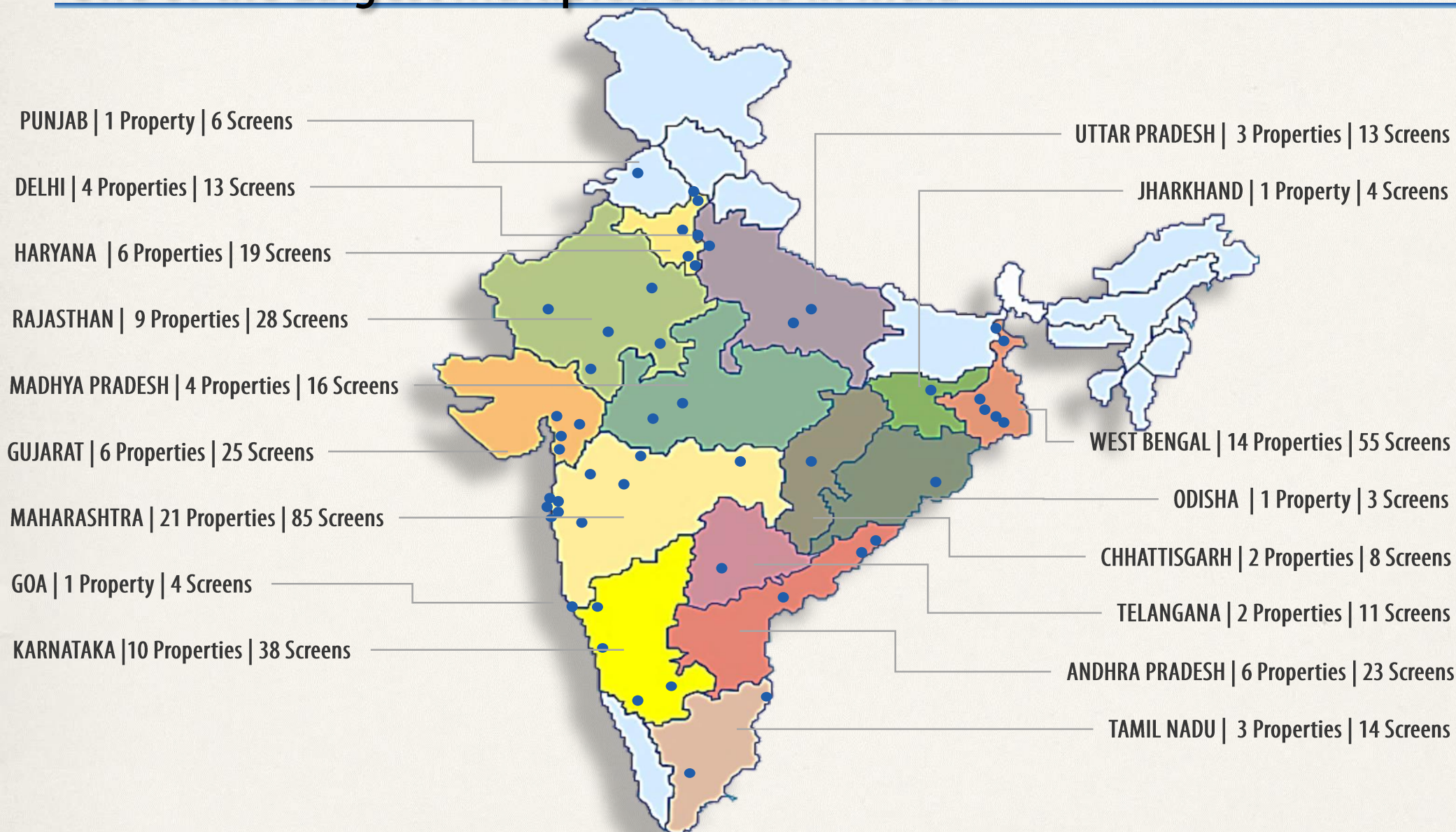


Delhi Eros Jangpura | 21st Nov 2014 | 1 Screen | 317 Seats



Bhilwara City Centre | 9th Jan 2015 | 3 Screens | 664 Seats

One of the Largest Multiplex Chains in India



17
States

51
Cities

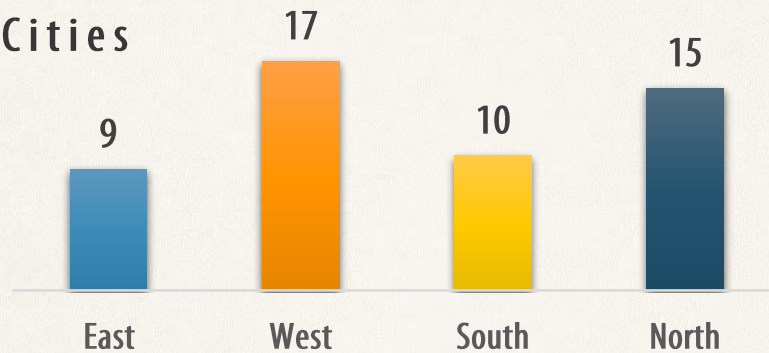
94
Locations

365
Screens

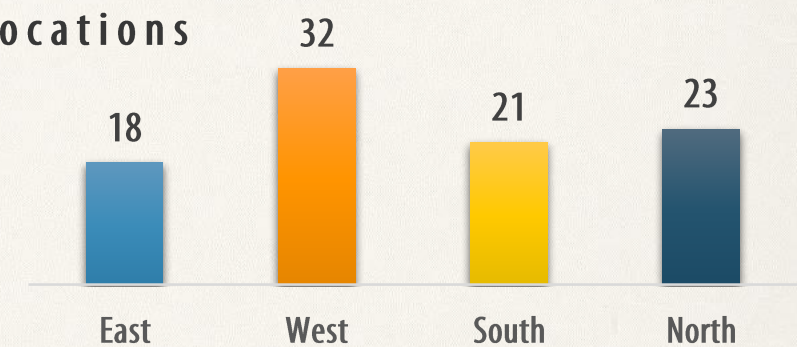
97,039
Seats

Pan India Presence

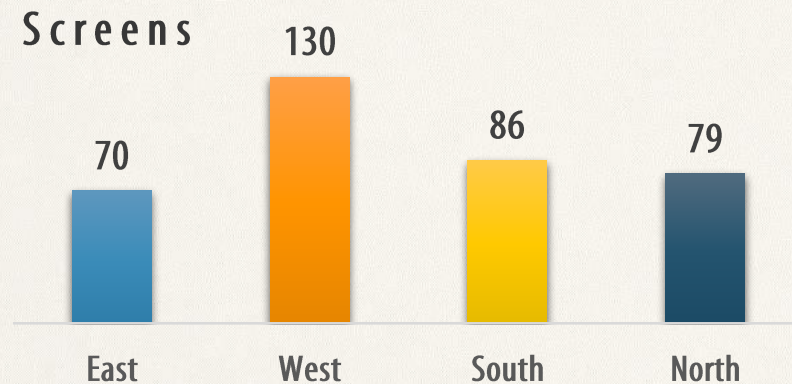
51 Cities



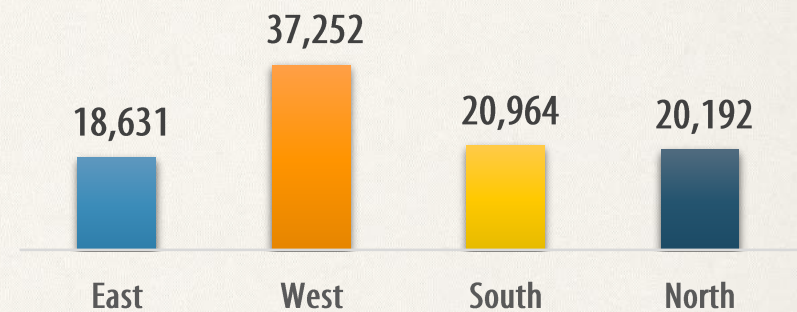
94 Locations



365 Screens



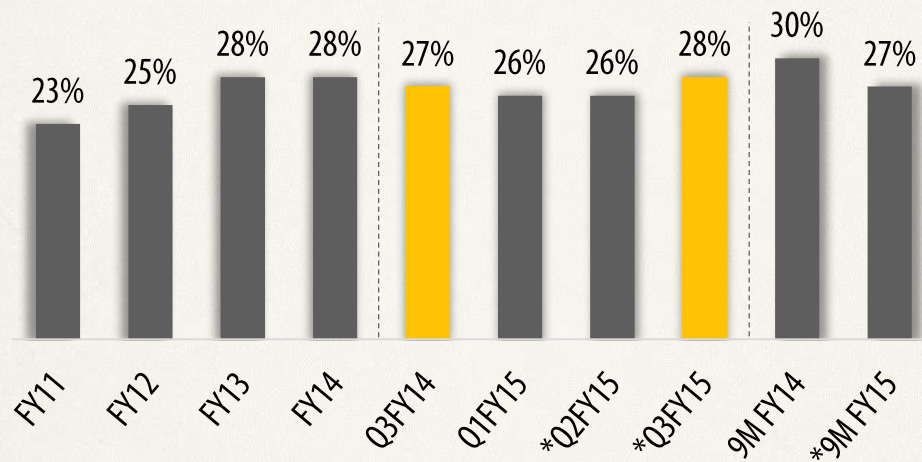
97,039 Seats



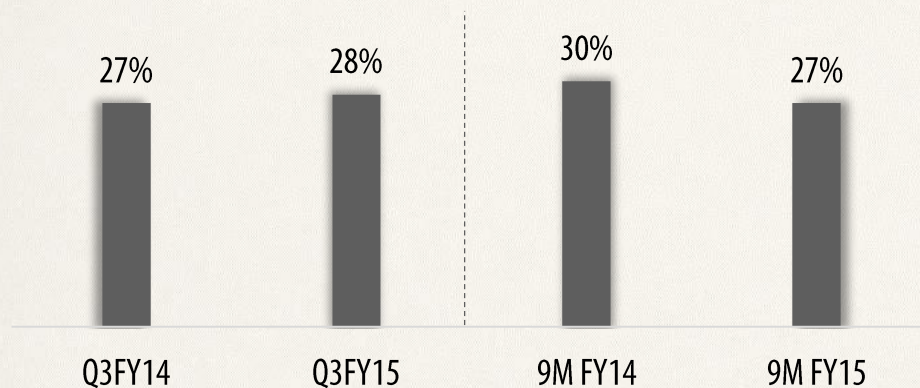
Well distributed mix of properties.

Footfalls

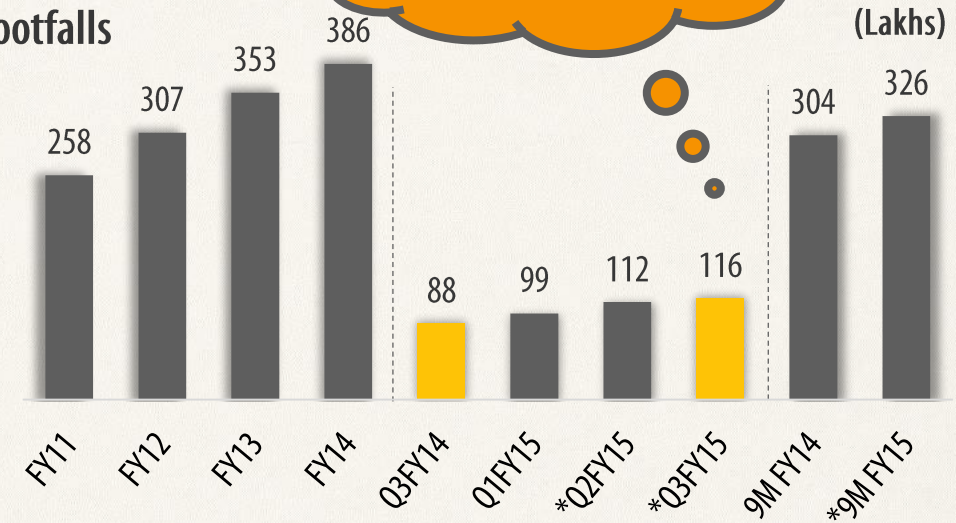
Occupancy Rates



Occupancy of Comparable Properties

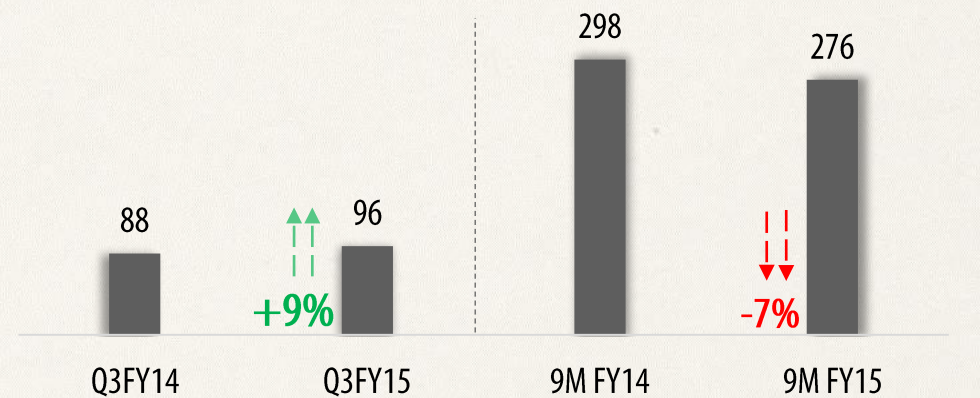


Footfalls



Footfalls with
Management Properties
*Q3FY15: 120 lakhs
*9M FY15: 339 lakhs

Footfalls of Comparable Properties

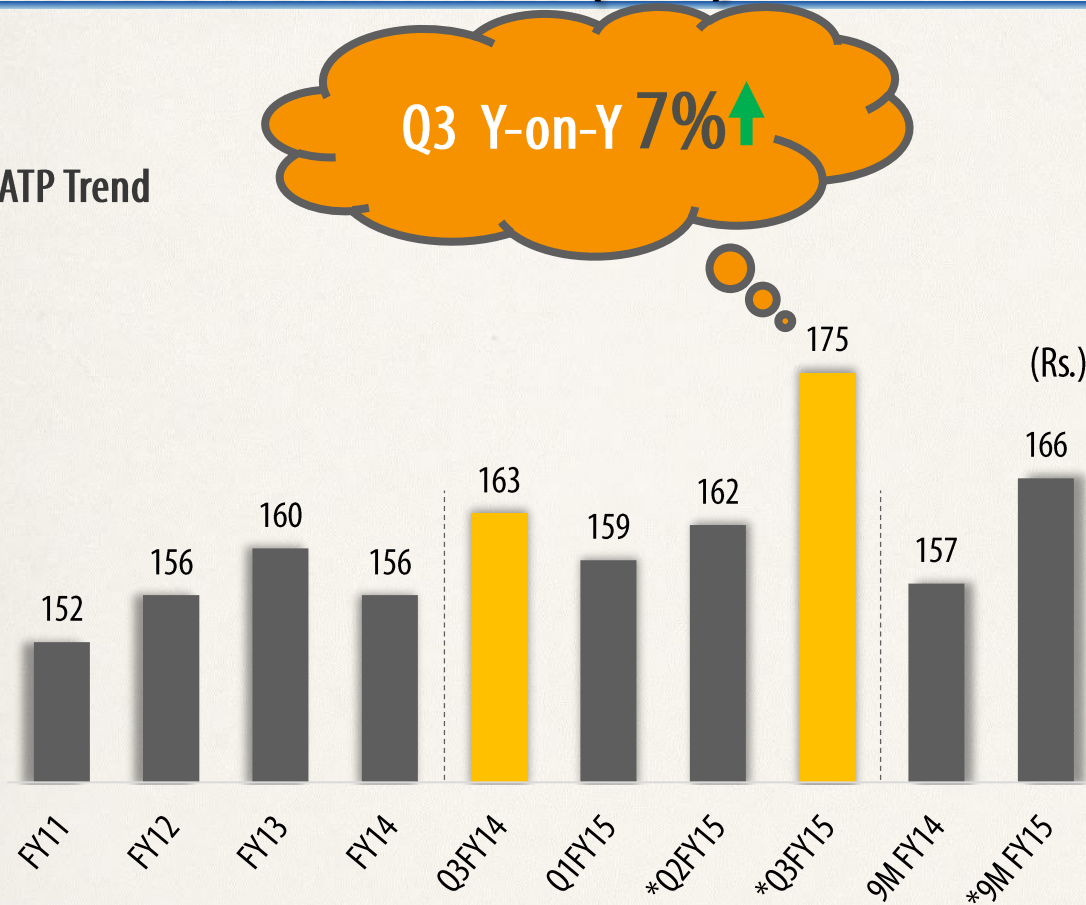


*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014

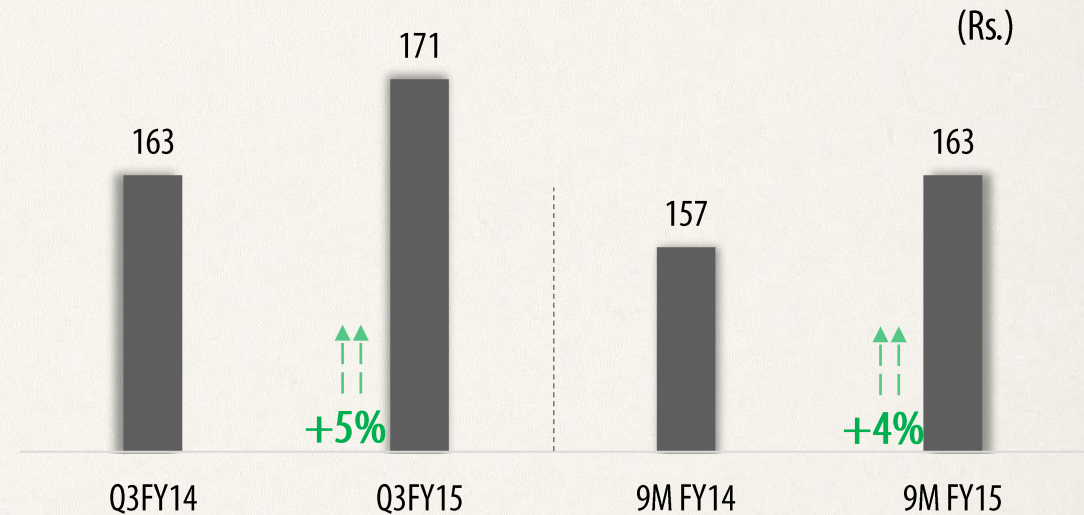
Note: 1) All the above charts exclude managed properties. 2) 9M (9 months)

Robust Ticket Prices (ATP)

ATP Trend



ATP Of Comparable Properties



- Addition of premium locations with the acquisition of Satyam Cineplexes Ltd. helped in increasing the ATP.
- 3 blockbusters in Q3FY15 and higher occupancy of premium seats have also enhanced the ATP.
- Increasing contribution of 3D movies – 3D tickets are priced at a premium of 15-20 % over 2D tickets

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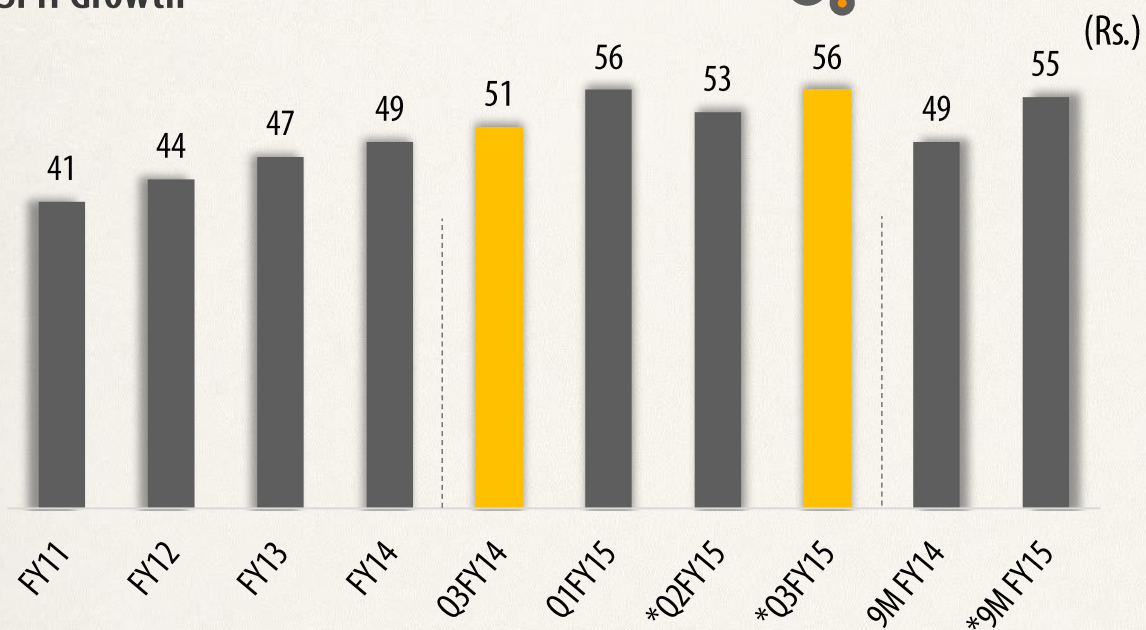
Note: 1) All the above charts exclude managed properties. 2) 9M (9 months)

Highly Profitable F&B Service

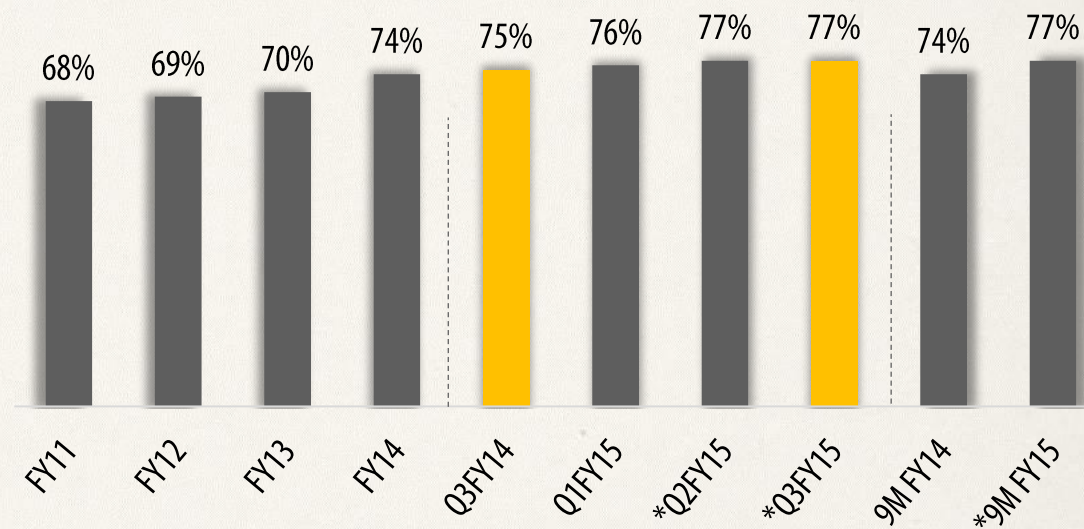
Q3 Y-on-Y 10%↑

9M Y-on-Y 12%↑

SPH Growth



F&B Contribution (%)

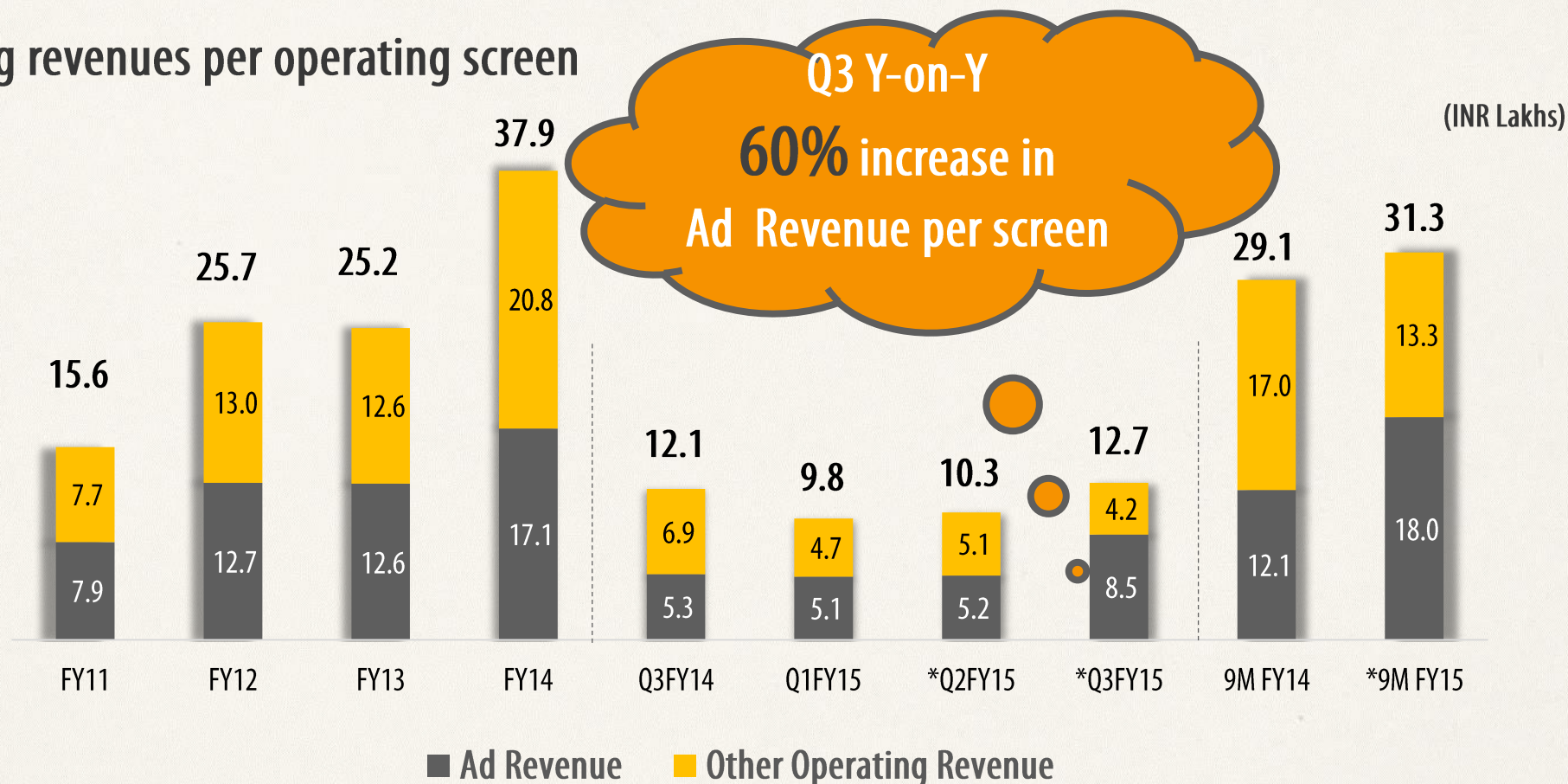


*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014

Note: 1) All the above charts exclude managed properties. 2) 9M (9 months)

Enhanced Focus on Other Operating Income

Other operating revenues per operating screen



Q3 Y-on-Y basis, Ad Revenue **doubled** from 14.58 Crs. to **28.92Crs.**

*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014

Note: 1) For Q3 & 9Months FY15 number of screens are 342 (excludes management) 2) 9M (9 months)

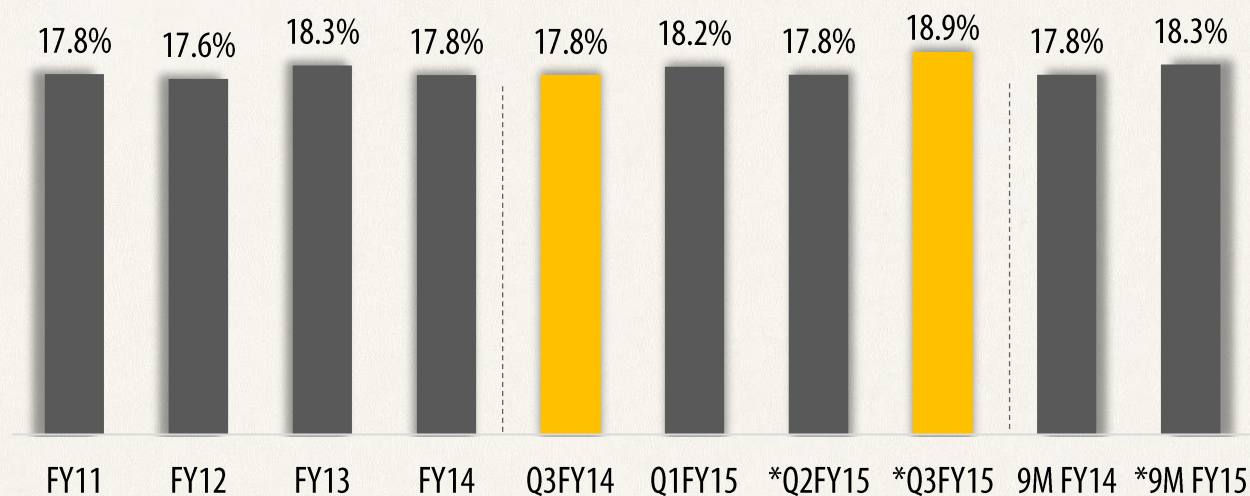
By Leveraging Brand Partnerships



E-Tax Trend

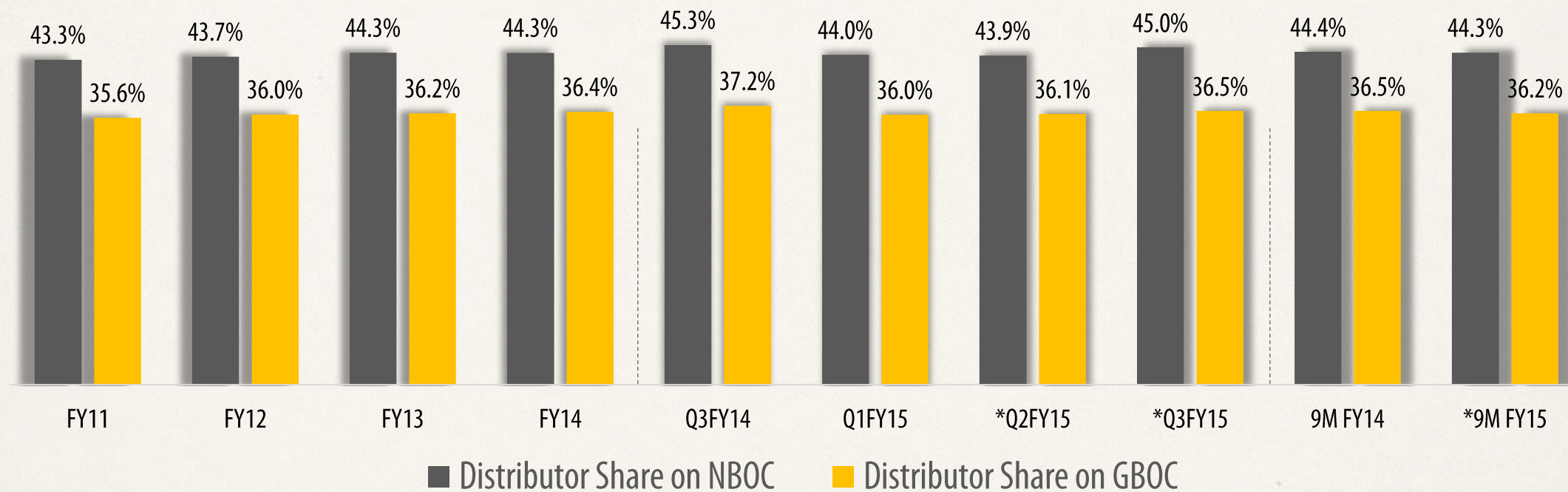
E-Tax	No. of prop	Screens	Seats	Average Residual Period
Full Tax	76	298	78,885	
Exempted	12	47	12,485	2 years

E-Tax as a % of Gross Box Office Collection



*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014
9M (9 months)

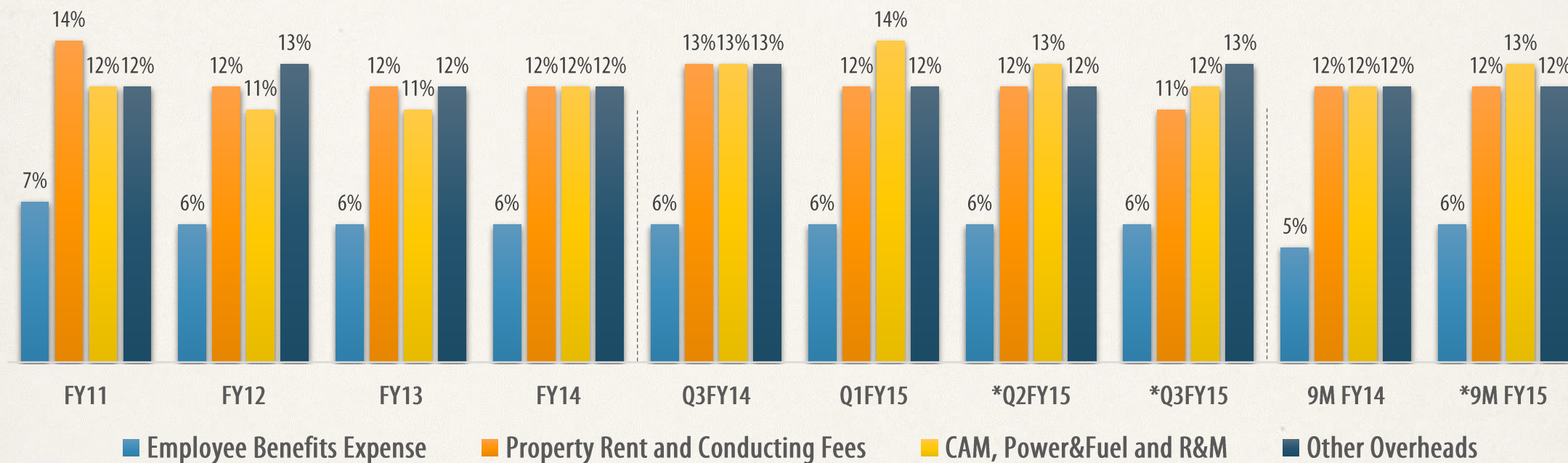
Film Distributor Share Payout Trend



*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014

9M (9 months), NBOC (Net Box Office Collections) , GBOC (Gross Box Office Collections)

Overheads Analysis (Expenses as a % of Total Revenues)



*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014
9M (9 months)

Financial Summary

INR Lakhs	FY11	FY12	FY13	FY14	Q3FY14	Q1FY15	*Q2FY15	*Q3FY15	9M FY14	*9M FY15
Gross Box Office	27,614	47,190	55,876	59,656	14,241	15,656	17,996	20,175	47,207	53,827
F&B Revenues	6,020	11,391	14,176	16,233	3,834	4,721	5,077	5,563	12,813	15,360
Ad Revenues	1,724	2,917	3,244	4,955	1,458	1,496	1,781	2,892	3,342	6,170
Other Revenues	2,239	3,795	3,595	6,934	2,050	1,448	1,812	1,855	4,978	5,115
Total Revenues	37,597	65,293	76,891	87,778	21,582	23,321	26,667	30,485	68,341	80,473
Entertainment Tax	4,923	8,304	10,204	10,607	2,531	2,857	3,200	3,812	8,395	9,869
Distributor Share	10,294	18,032	20,994	22,349	5,448	5,840	6,781	7,537	17,713	20,158
F&B Cost	1,951	3,487	4,259	4,664	1,061	1,225	1,337	1,358	3,741	3,920
Payroll Cost	2,609	3,945	4,269	4,957	1,390	1,369	1,614	1,899	3,724	4,883
Other Expenses	14,173	23,431	27,001	32,110	8,307	9,010	10,002	10,839	23,912	29,851
Total Expenses	33,950	57,198	66,728	74,687	18,736	20,301	22,935	25,444	57,486	68,680
EBITDA	3,647	8,095	10,163	13,091	2,846	3,019	3,732	5,041	10,855	11,792
EBITDA Margin (%)	9.70%	12.40%	13.22%	14.91%	13.19%	12.95%	14.00%	16.54%	15.88%	14.65%
Depreciation	2,295	3,747	4,308	5,069	1,300	1,809	1,921	2,044	3,792	5,774
Interest	1,619	2,426	2,670	2,763	662	645	1,140	1,249	2,143	3,034
Exceptional Items	(561)	1,798	250	39	-	50	-	-	-	50
Tax	(13)	263	1,091	1,526	237	58	149	319	1,380	525
Minority share in loss	193	574	-	-	-	-	-	-	-	-
PAT	500	435	1,845	3,694	647	458	523	1,430	3,540	2,410

*Includes Satyam Cineplexes Ltd. , which became wholly owned subsidiary of the company on 8th Aug 2014
9M (9 months)

Project Pipeline

	No. of Screens	No. of Seats
Existing	365	97,039
Pipeline - Q4FY15		
Kurnool	3	890
Ajmer	3	886
Goa	4	909
Pune	2	66
Subtotal – Q4FY15	12	2,751
Pipeline - Post FY15	169	36,977
Overall Total	546	136,767

Edging
towards
546 Screens

Content Pipeline – Jan 2015



Baby

Release Date: 23rd Jan 2015

Cast: Akshay Kumar, Tapsee Pannu

Director: Neeraj Pandey

Banner: T-Series



Dolly Ki Doli

Release Date: 23rd Jan 2015

Cast: Sonam Kapoor, Rajkumar Rao

Director: Abhishek Dogra

Banner: Arbaaz Khan Productions



Seventh Son

Release Date: 23rd Jan 2015

Cast: Jeff Bridges, Julianne Moore,

Ben Barnes

Director: Sergey Bodrov

Banner: NBC Universal



Hawaizaada

Release Date: 30th Jan 2015

Cast: Ayushman Khurana,

Pallavi Sharda

Director: Vibhu Puri

Banner: Trilogic Digital Media Limited



Birdman

Release Date: 30th Jan 2015

Cast: Emma Stone, Edward Norton,

Naomi Watts

Director: Alejandro Gonzalez Inarritu

Banner: Fox Star Studios



Yennai Arindhaal (Tamil)

Release Date: 29th Jan 2015

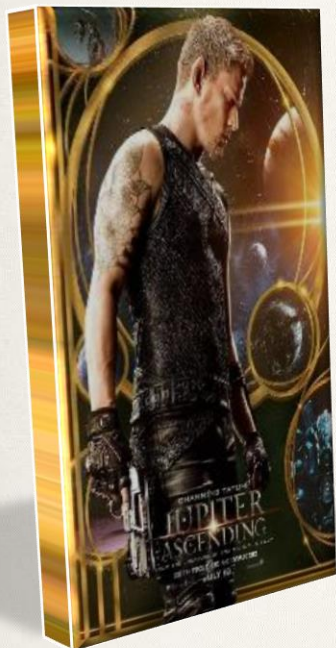
Cast: Ajith Kumar, Anushka

Director: Gautam Menon

Banner: Sri Satya Sai Movies

Photo Kathaas

Content Pipeline – Feb 2015



Jupiter Ascending

Release Date: 6th Feb 2015
Cast: Mila Kunis, Channing Tatum, Sean Bean
Director: Andy Wachowski, Lana Wachowski
Banner: Warner Bros



Shamitabh

Release Date: 6th Feb 2015
Cast: Amitabh Bachchan, Dhanush, Akshara Hassan
Director: R.balki
Banner: Eros International



ROY

Release Date: 13th Feb 2015
Cast: Ranbir Kapoor, Jacqueline Fernandez, Arjun Rampal
Director: Vikramjit Singh
Banner: T Series



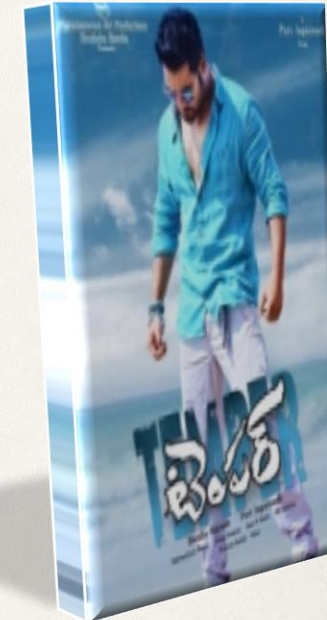
Fifty Shades Of Grey

Release Date: 13th Feb 2015
Cast: Dakota Johnson, Jennifer Ehle, Jamie Dornan
Director: Sam Taylor Johnson
Banner: Universal



Badlapur

Release Date: 20th Feb 2015
Cast: Varun Dhavan, Huma Qureshi
Director: Sriram Raghavan
Banner: Eros International



Temper (Telugu)

Release Date: Feb 2015
Cast: Jr. Ntr, Kajal Aggarwal
Director: Puri Jagannadh
Banner: Parmeshwara Art Production

Actual release dates may vary.

Content Pipeline – Mar 2015

Nh 10

Release Date: 6th Mar 2015
Cast: Anushka Sharma, Neil
Boopalam, Darshan Kumar
Director: Navdeep Singh
Banner: Eros International

Tigers

Release Date: 6th Mar 2015
Cast: Emraan Hashmi
Director: Danis Tanovic
Banner: Cinemorphix

Cinderella

Release Date: Mar 2015
Cast: Helena Carter, Cate
Blanchett
Director: Kenneth Branagh
Banner: Walt Disney

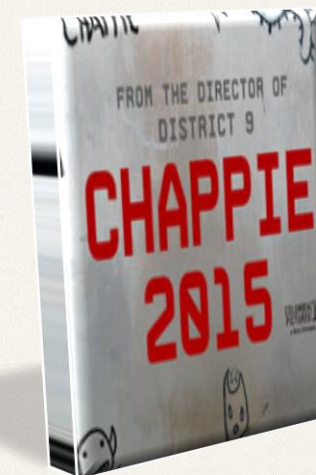
Heart Of The Sea

Release Date: 13th Mar 2015
Cast: Chris Hemsworth, Michelle
Fairley, Cillian Murphy
Director: Ron Howard
Banner: Warner Bros



Chappie

Release Date: 13th Mar 2015
Cast: Hugh Jackman, Sharlto
Copley
Director: Neill Blomkamp
Banner: Sony Pictures



Get Hard

Release Date: 27th Mar 2015
Cast: Alison Brie, Will Ferrell
Director: Etan Cohen
Banner: Warner Bros



Thank You

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