INOX LEISURE LIMITED

INOX
LIVE THE MOVIE

QUARTERLY INVESTOR UPDATE
Q1 FY16

DISCLAIMER

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.

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DISCUSSION SUMMARY

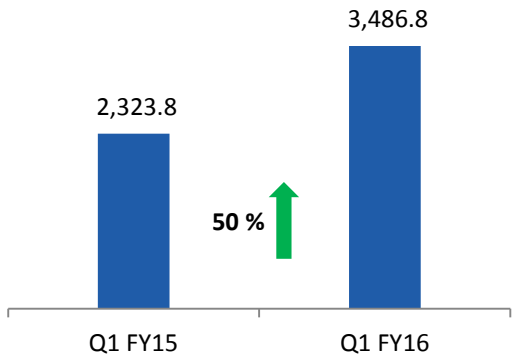
- Q1 FY16 RESULT HIGHLIGHTS
- RESULT ANALYSIS
- NEW PROPERTIES OPENED
- PAN INDIA PRESENCE
- NEW SCREENS PIPELINE
- CONTENT PIPELINE
- SHAREHOLDING STRUCTURE
- FINANCIAL SUMMARY
- ANNEXURE

Note: Q1 FY16 & FY15 figures are based on consolidated financials including Satyam Cineplexes Limited which became wholly owned subsidiary of the Company on 8th August 2014.

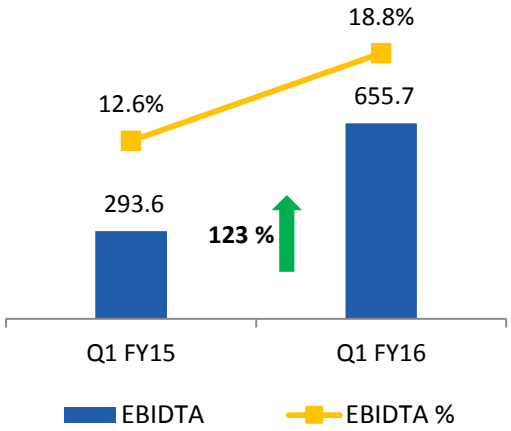
Q1 FY16 – RESULTS HIGHLIGHTS

Q1 FY16 YoY ANALYSIS

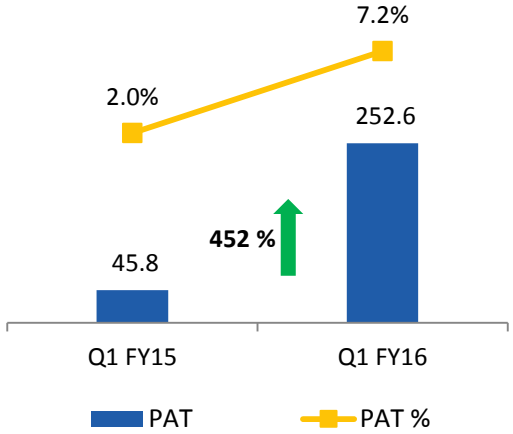
REVENUES*



EBITDA ** & EBITDA MARGIN



PAT & PAT MARGIN



Q1 FY16 Revenues of Rs 3,486.8 mn → 34.3% of Full Year FY15 Revenues.

Q1 FY16 EBITDA of Rs 655.7 mn → 53.4% of Full Year FY15 EBITDA.

Q1 FY16 PAT of Rs 252.6 mn → 126.0% of Full Year FY15 PAT.

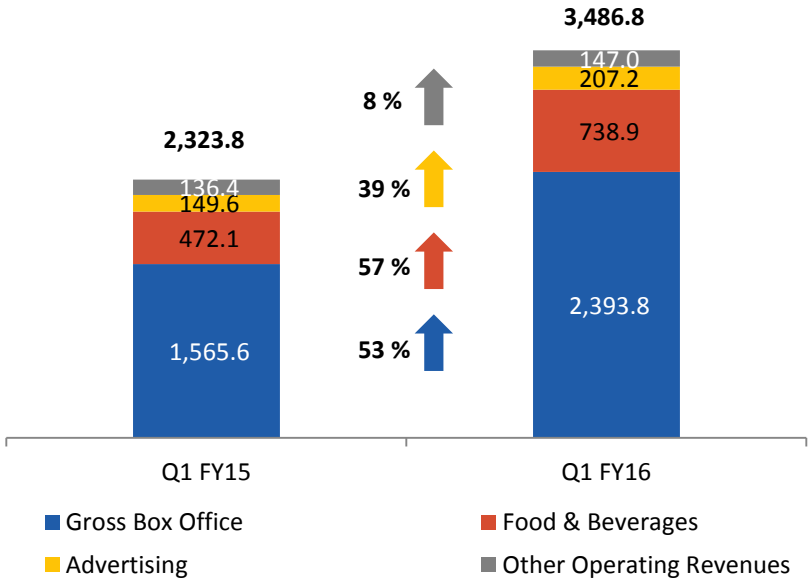
Note: * Revenue from Operations, ** EBIDTA excluding Other Income

In Rs. Mn

Q1 FY16 – REVENUE ANALYSIS

Q1 FY16 YoY ANALYSIS

REVENUES* BREAKUP



% Share	Q1 FY15	Q1 FY16
Gross Box Office	67.4%	68.7%
Food & Beverages	20.3%	21.2%
Advertising	6.4%	5.9%
Other Operating Revenues	5.9%	4.2%

Note: * Revenue from Operations

Q1 FY16 has been a strong quarter driven by good content quality –

- **Highest GBOC in any quarter.**
- **Highest Footfalls in any quarter.**
- **Highest Occupancy in any quarter.**
- **Highest SPH in any quarter.**

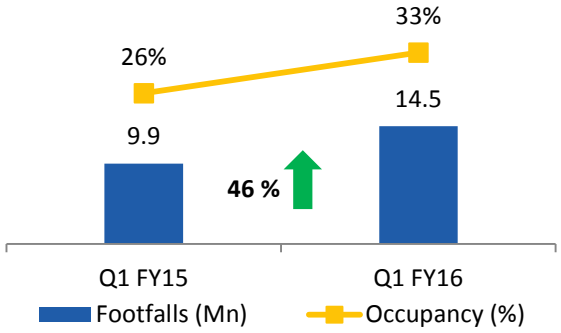
In Rs. Mn

Q1 FY16 – TOP 5 FILMS

Q1 FY16	Tanu Weds Manu Returns	Piku Motion Se Hi Emotion	Fast and Furious 7	ABCD Any Body Can Dance 2	Avengers – Age Of Ultron
GBOC (Rs Mn)	311.3	218.0	189.3	184.5	182.2
Footfalls (Mn)	1.9	1.3	1.1	1.0	1.0

Q1 FY16 – KEY OPERATIONAL METRICS

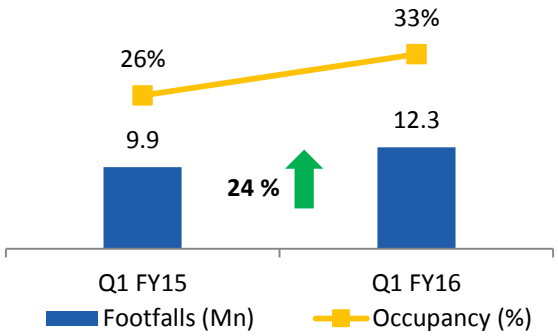
FOOTFALLS & OCCUPANCY RATE



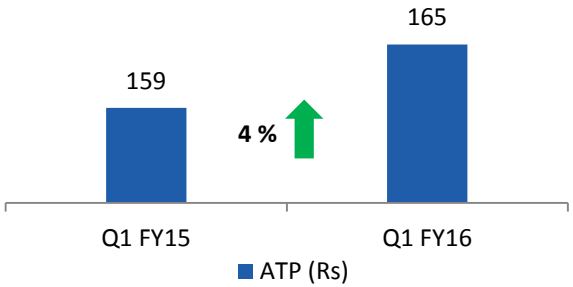
Footfalls with Management Properties – Q1 FY16: 15 mn

Higher Footfalls and Occupancy driven by Superior Movie Content Quality

FOOTFALLS & OCCUPANCY RATE OF COMPARABLE PROPERTIES

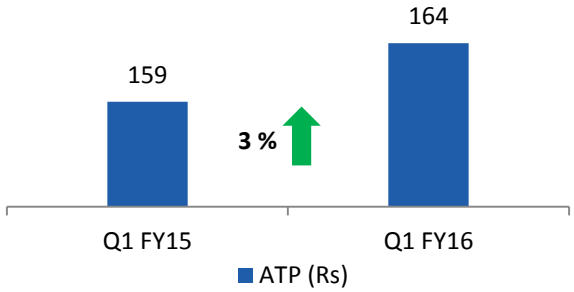


AVERAGE TICKET PRICE (ATP)



Sustained Growth in Average Ticket Price

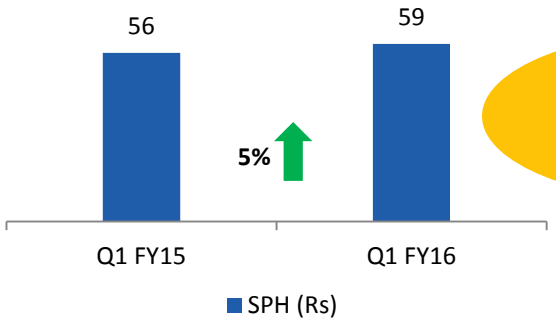
AVERAGE TICKET PRICE (ATP) OF COMPARABLE PROPERTIES



All the above charts exclude managed properties.

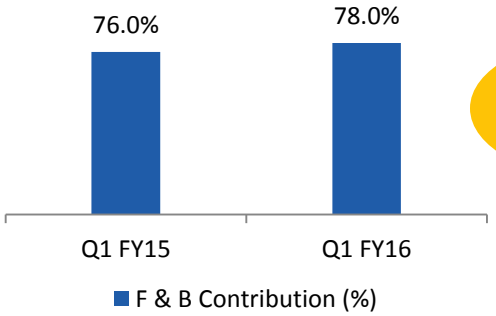
Q1 FY16 – KEY OPERATIONAL METRICS

FOOD & BEVERAGES – SPEND PER HEAD (SPH)



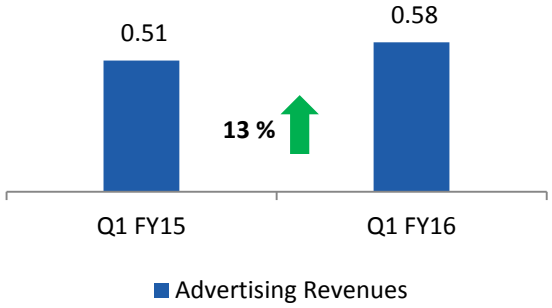
Higher F&B Spend driven by Greater Food Variety and Efficient Service

FOOD & BEVERAGES – CONTRIBUTION (%)



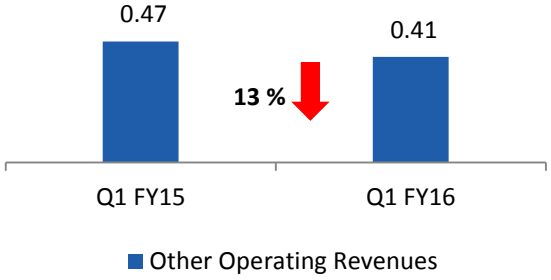
Strong F&B Profitability

ADVERTISING REVENUES PER OPERATING SCREEN



Strong Pickup in Advertising Revenues

OTHER OPERATING REVENUES PER OPERATING SCREEN

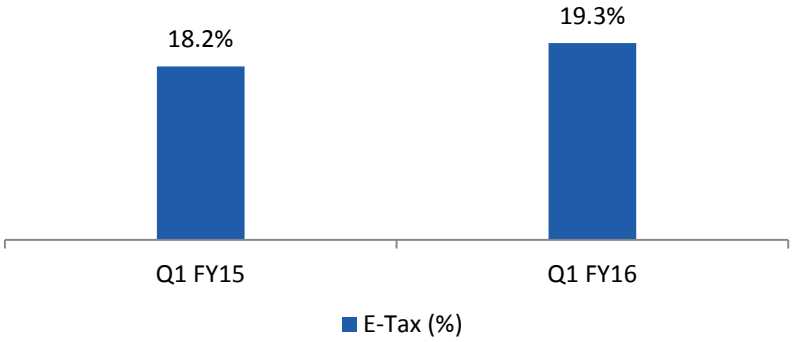


Note: For FY15 number of screens are 355 (excluding management)

In Rs. Mn

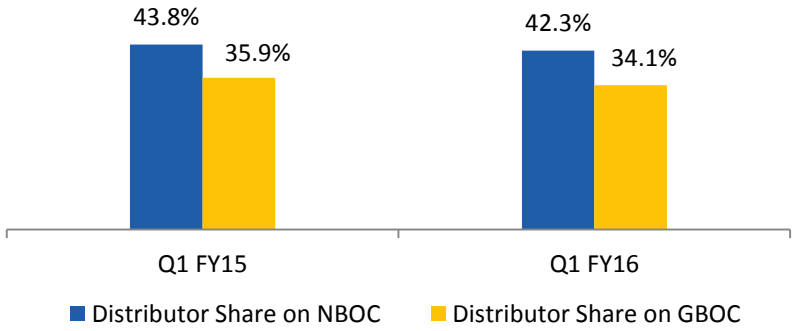
Q1 FY16 – KEY OPERATIONAL METRICS

ENTERTAINMENT TAX - % OF GBOC

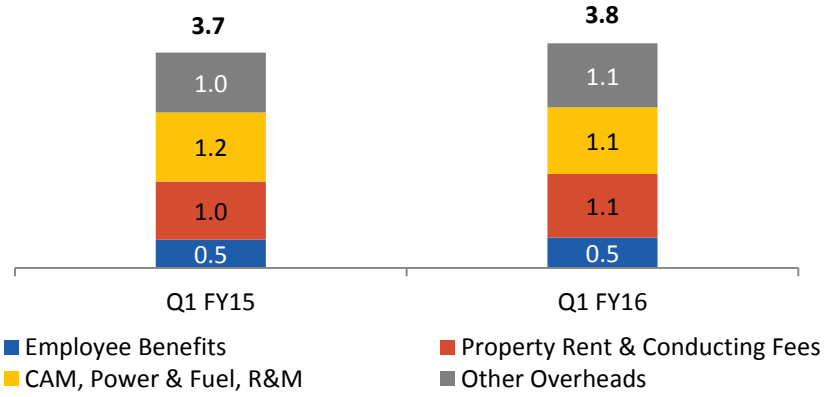


Entertainment Tax	Properties	Screens	Seats	Average Residual Period
Full Tax	82	318	84,104	
Exempted	10	42	10,589	2 years

FILM DISTRIBUTOR SHARE (%)



OTHER OVERHEADS PER OPERATING SCREEN (RS MN)



NBOC (Net Box Office Collections) , GBOC (Gross Box Office Collections)

Q1 FY16 – NEW PROPERTIES OPENED

ADDITIONS IN Q1 FY16	PROPERTIES 1	SCREENS 5	SEATS 647

Pune Bund Garden (in existing property) 12th June 2015 with 2 screens with 66 seats

Vadodara Reliance Mall on 21st June 2015 with 3 screens and 581 seats

PAN INDIA PRESENCE

PUNJAB | 1 Property | 6 Screens

DELHI | 4 Properties | 13 Screens

HARYANA | 6 Properties | 19 Screens

RAJASTHAN | 10 Properties | 31 Screens

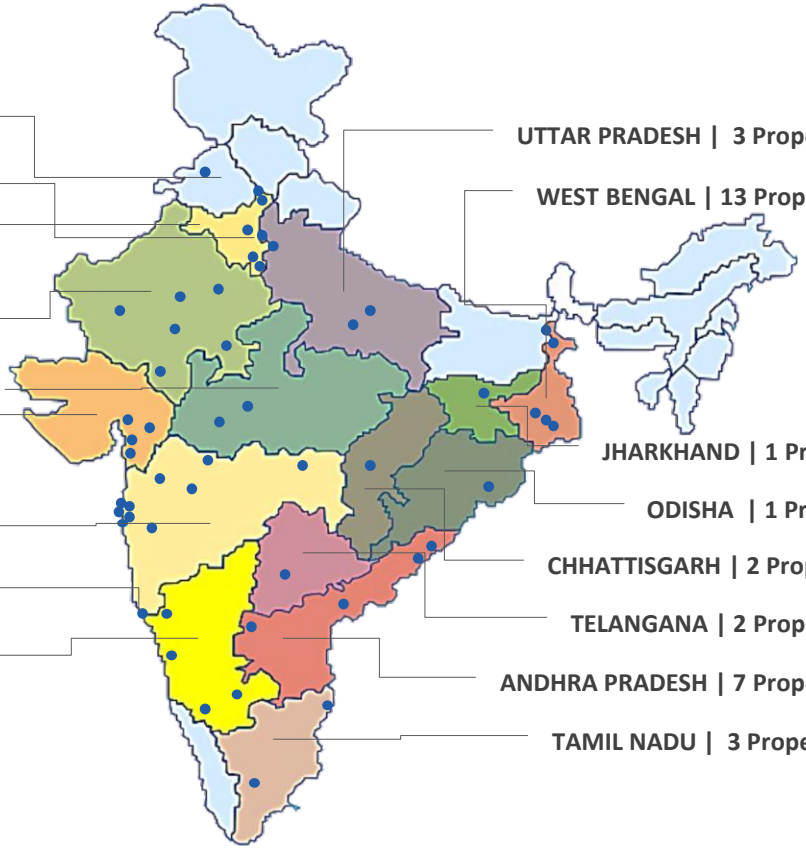
MADHYA PRADESH | 4 Properties | 16 Screens

GUJARAT | 7 Properties | 28 Screens

MAHARASHTRA | 21 Properties | 87 Screens

GOA | 2 Property | 8 Screens

KARNATAKA |10 Properties | 38 Screens



UTTAR PRADESH | 3 Properties | 13 Screens

WEST BENGAL | 13 Properties | 52 Screens

JHARKHAND | 1 Property | 4 Screens

ODISHA | 1 Property | 3 Screens

CHHATTISGARH | 2 Properties | 8 Screens

TELANGANA | 2 Properties | 11 Screens

ANDHRA PRADESH | 7 Properties | 26 Screens

TAMIL NADU | 3 Properties | 14 Screens

17 States

52 Cities

97 Locations

377 Screens

99,429 Seats

Includes 5 management properties with 17 screens and 4,736 seats

NEW SCREENS PIPELINE

RACING TOWARDS 557 SCREENS

30TH JUNE 2015
97 LOCATIONS
377 SCREENS
99,429 SEATS

FY16 – PIPELINE		
Locations	**Screens**	**Seats**
Jorhat (Management)	2	274
Bhiwadi (Management)	4	754
Goa	4	1,020
Rajkot	3	450
Kolhapur	4	918
Aurangabad	3	961
Howrah	3	850
Vadodara	3	600
Thrissur	6	1,390
Bangalore	3	388
Cuttack	4	836
Chennai	8	1,700
Bangalore	5	1,328
Total – 15 LOCATIONS	**52**	**11,469**

FY16
110 LOCATIONS
429 SCREENS
110,898 SEATS

PIPELINE
POST FY16
128 SCREENS
27,333 SEATS

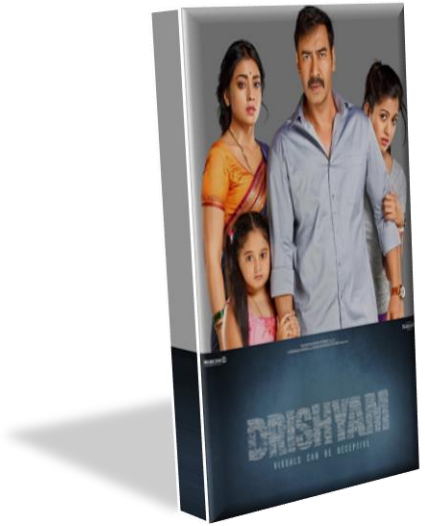
LEADING TO
557 SCREENS
138,231 SEATS

STRONG VISIBILITY FROM NEW SCREENS PIPELINE BACKED BY IDENTIFIED LOCATIONS AND SIGNED LEASE AGREEMENTS

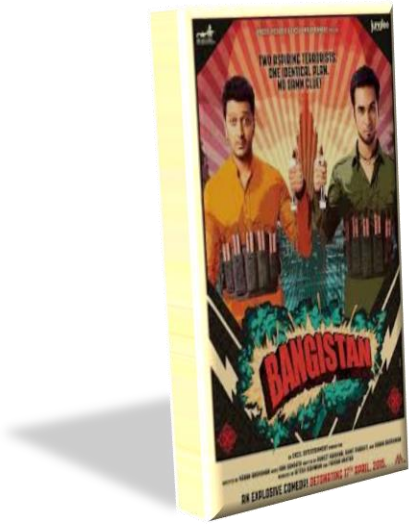
CONTENT PIPELINE – JULY 2015

Ant Man
Release Date: 24th July 2015
Cast: Evangeline Lilly, Paul Rudd, Corey Stoll
Director: Peyton Reed
Banner: Marvel Studios

Pixels
Release Date: 31st July 2015
Cast: Michelle Monaghan, Adam Sandler, Peter Dinklage
Director: Chris Columbus
Banner: Happy Madison Productions, 1492 Pictures



Drishyam
Release Date: 31st July 2015
Cast: Ajay Devgan, Tabu
Director: Nishikant Kamat
Banner: Viacom 18 Motion Pictures Panorama Studios



Bangistan
Release Date: 31st July 2015
Cast: Ritesh Deshmukh, Pulkit Samrat, Jacquline Fernandes
Director: Karan Anshuman
Banner: Excel Entertainment Junglee Pictures

Actual release dates may vary.

CONTENT PIPELINE – AUGUST 2015

Mission Impossible 5
Release Date: 7th August 2015
Cast: Tom Cruise, Jeremy Renner, Jessica Chastain
Director: Christofer Mc Quarrie
Banner: Skydance Productions, Bad Robot Productions

Brothers
Release Date: 14th August 2015
Cast: Akshay Kumar, Siddharth Malhotra, Jackie Shroff, Jackqline Fernandez
Director: Karan Malhotra
Banner: Drarma Productions

Phantom
Release Date: 28th August 2015
Cast: Saif Ali Khan Katrina Kaif
Director: Kabir Khan
Banner: Nadiadwala Grandson Entertainment

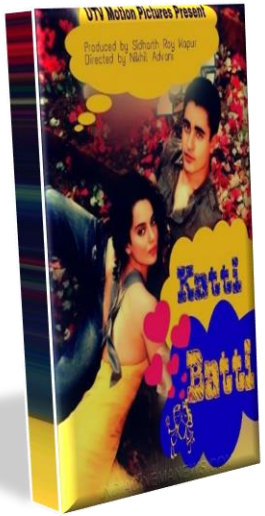
The Man from U.N.C.L.E.
Release Date: 28th August 2015
Cast: Henry Cavill, Hugh Grant, David Beckham
Director: Guy Ritchie
Banner: Davis Entertainment Wigram Productions

Actual release dates may vary.

CONTENT PIPELINE – SEPTEMBER 2015

Welcome Back
Release Date: 4th September 2015
Cast: John Abraham, Anil Kapoor, Nana Patekar, Naseeruddin Shah, Shruti Hassan
Director: Anees Bazmee
Banner: Swiss Entertainment, Eros International, Base Industries Group

Hero
Release Date: 11th September 2015
Cast: Sooraj Panchili, Athiya Shetty, Govinda, Vinod Khanna
Director: Nikhil Advani
Banner: Salman Khan Films
Eros International
Mukta Arts, Emmay Entertainment

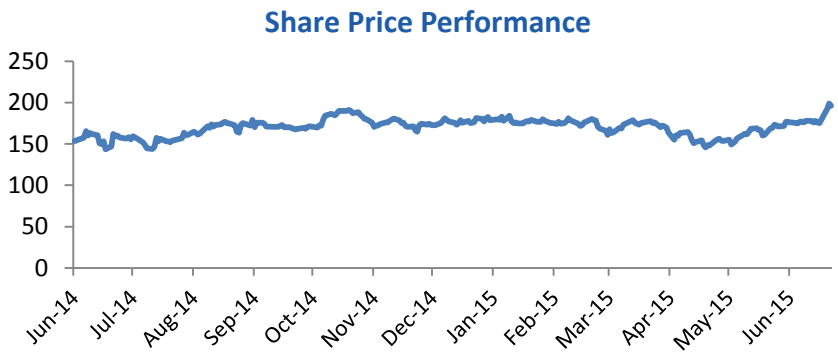


Katti Batti
Release Date: 18th September 2015
Cast: Imran Khan, Kangana Ranaut
Director: Nikhil Advani
Banner: UTV Motion Pictures, Emmay Entertainment

Pyaar Ka Punchnama 2
Release Date: 25th September 2015
Cast: Karthik Tiwari, Nusrat Bharucha
Director: Luv Ranjan
Banner: Viacom 18 Motion Pictures, Panorama Studios

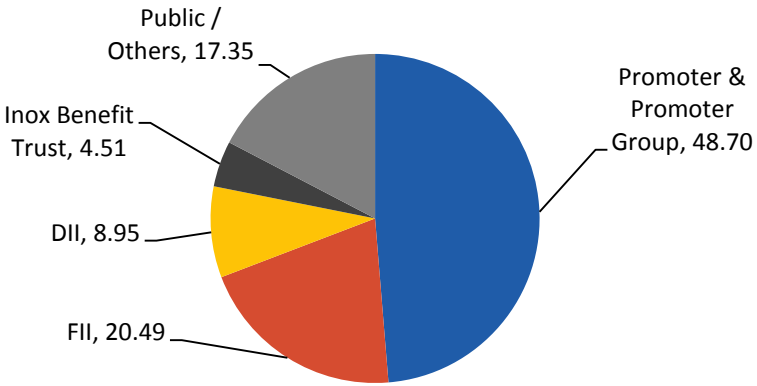
Actual release dates may vary.

SHAREHOLDING STRUCTURE



Market Data	As on 16.07.15 (BSE)
Market capitalization (Rs Mn)	18,925.0
Price (Rs.)	196.2
No. of shares outstanding (Mn)	96.5
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	196.2 – 142.3

% Shareholding – June 2015



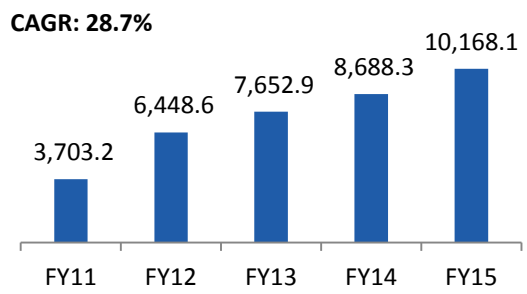
Key Institutional Investors at June 2015	% Holding
Goldman Sachs India	4.51%
Macquarie Asia	4.27%
Kuwait Investment Authority Fund	4.10%
Government Pension Fund Global	2.49%
Tata MF	1.56%
AADI Financial Advisors LLP	1.49%
Reliance MF	1.43%
HSBC Bank	1.35%
ICICI Prudential	1.08%
Morgan Stanley	1.05%

Source: BSE

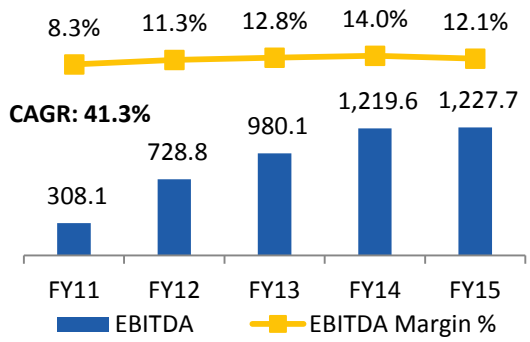
* Shares held under Inox Benefit Trust reflect the Treasury Shares

FINANCIAL SUMMARY – LAST 5 YEARS

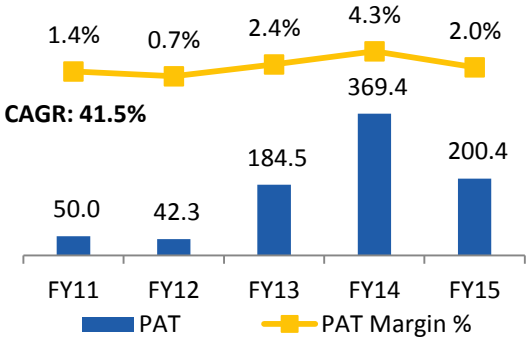
REVENUES



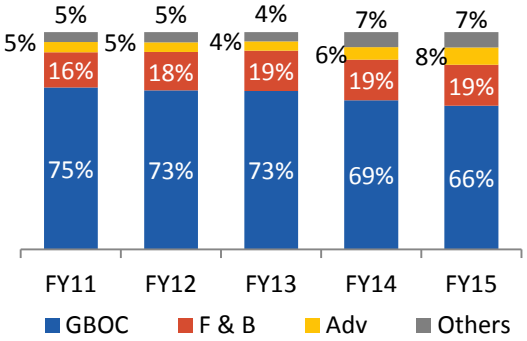
EBITDA & EBITDA MARGIN



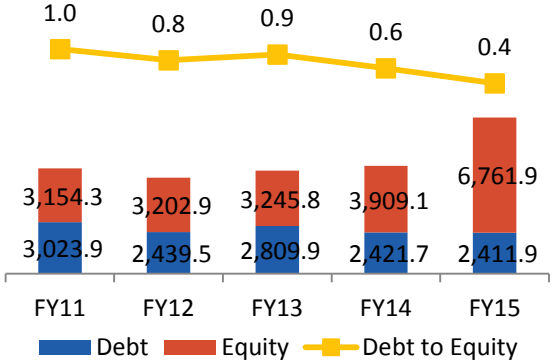
PAT & PAT MARGIN



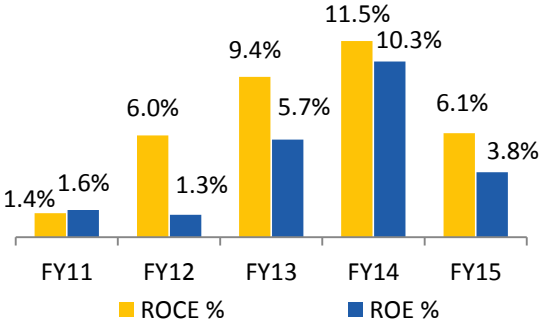
REVENUES - SEGMENT BREAKUP



LEVERAGE ANALYSIS



RETURN METRICS



In Rs Mn

ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt)

ANNEXURE

DETAILED FINANCIALS

CONSOLIDATED P&L STATEMENT

Particulars (In Rs Mn)	Q1 FY16	Q1 FY15 *	YoY %	Q4 FY15	QoQ %	FY15	FY14 *	YoY %
Revenue from Operations	**3,486.8**	**2,323.8**	**50.1%**	**2,177.5**	**60.1%**	**10,168.1**	**8,688.3**	**17.0%**
Entertainment Cost	462.3	285.7	61.8%	227.6	103.1%	1,214.5	1,060.7	14.5%
Exhibition Cost (Distributor Share)	852.1	584.0	45.9%	477.5	78.5%	2,493.2	2,234.9	11.6%
Food & Beverages Cost	183.8	122.5	50.0%	103.5	77.6%	495.5	466.4	6.2%
Employee Benefits Expense	179.9	136.9	31.4%	169.9	5.9%	658.2	495.7	32.8%
Property Rent, Conducting Fees and Common Facility Charges	490.5	386.4	26.9%	466.3	5.2%	1,757.8	1,372.2	28.1%
Other Expenses	662.5	514.6	28.7%	627.6	5.6%	2,321.2	1,838.8	26.2%
EBITDA	**655.7**	**293.6**	**123.3%**	**105.1**	523.8%	**1,227.7**	**1,219.6**	**0.7%**
EBITDA Margin %	**18.8%**	**12.6%**	**617 bps**	***4.80%***	**1400 bps**	***12.1%***	***14.0%***	***-196 bps***
Depreciation & Amortisation	197.5	180.9	9.2%	181.0	9.1%	758.4	506.9	49.6%
Other Income	4.4	8.3	-47.6%	26.0	-83.2%	82.7	89.5	-7.6%
Finance Cost	61.9	64.5	-4.0%	82.7	-25.1%	386.1	276.3	39.7%
Exceptional Items	0.0	5.0	-100.0%	1.0	-100.0%	6.0	3.9	53.8%
PBT	**400.6**	**51.5**	**677.5%**	**-133.6**	**399.9%**	**159.9**	**521.9**	**-69.4%**
Tax Expense	148.0	5.8	2473.3%	-93.0	259.2%	-40.5	152.6	-126.5%
PAT	**252.6**	**45.8**	**451.8%**	**-40.6**	**722.2%**	**200.4**	**369.4**	**-45.8%**
PAT Margin %	**7.2%**	**2.0%**	**527 bps**	***-1.90%***	**914 bps**	***2.0%***	***4.3%***	***-228 bps***
Earnings Per Share (EPS)	**2.8**	**0.6**	**358.3%**	-	-	**2.36**	**4.86**	**-51.4%**

Note: * Q1 FY15 and FY14 periods are based on standalone financials excluding contribution from Satyam Cineplexes

DETAILED FINANCIALS

CONSOLIDATED BALANCE SHEET

Particulars (In Rs Mn)	FY15	FY14
Share Holders' Funds:		
Equity Share Capital	961.6	961.5
Reserves and Surplus	6,127.0	4,444.4
Interest in Inox Benefit Trust	-326.7	-1,496.9
Total of Shareholder Funds	**6,761.9**	**3,909.0**
Non-Current Liabilities:		
Long Term Borrowings	2,005.1	2,148.3
Deferred Tax Liabilities (Net)	243.2	290.0
Other Long Term Liabilities	43.3	240.1
Long Term Provisions	61.3	41.3
Total of Non-Current Liabilities	**2,352.9**	**2,719.8**
Current Liabilities:		
Short-Term Borrowings	147.0	88.8
Trade Payables	892.6	720.5
Other Current Liabilities	905.6	932.2
Short-Term Provisions	155.0	210.6
Total of Current Liabilities	**2,100.2**	**1,952.1**
Total Equity & Liabilities	**11,215.0**	**8,580.9**

Particulars (In Rs Mn)	FY15	FY14
Goodwill on Consolidation	1,652.1	-
Non-Current Assets:		
Fixed Assets (Incl. CWIP)	6,681.1	6,346.6
Non-Current Investments	7.1	9.8
Long-Term Loans and Advances	1,813.0	1,443.3
Other Non-Current Assets	39.6	22.5
Total Non-Current Assets	**8,540.8**	**7,822.3**
Current Assets:		
Current Investments	64.1	27.3
Inventories	75.9	85.9
Trade Receivables	623.2	334.2
Cash and Bank Balances	134.4	165.6
Short-Term Loans and Advances	106.8	127.6
Other Current Assets	17.7	18.1
Total Current Assets	**1,022.2**	**758.6**
Total Assets	**11,215.0**	**8,580.9**

GROUP OVERVIEW
STRONG PEDIGREE

- **Strong legacy of more than 80 years.**
- **Diversified businesses across industrial gases, engineering plastics, refrigerants, chemicals, cryogenic engineering, renewable energy and entertainment sectors.**
- **More than 8,000 employees at more than 100 business units across India.**
- **Distribution network spread across more than 50 countries around the world.**

Listed Companies

Gujarat Fluorochemicals Limited

Mcap: Rs 79.5 bn

- Largest producer (by volume) of chloromethanes refrigerants and Polytetrafluoro-ethylene in India
- Pioneers of carbon credits in India

Inox Wind Limited

Mcap: Rs 99.6 bn

- Fully integrated player in the wind energy market
- State-of-the-art manufacturing plants near Ahmedabad (Gujarat) and at Una (Himachal Pradesh) and upcoming new facility in MP.
- Ability to provide End to End Turnkey Solutions for Wind Farms

Inox Leisure Limited

Mcap: Rs 18.9 bn

- India's second largest multiplex chain.
- In the business of setting up, operating and managing a national chain of multiplexes under the brand name 'INOX'
- Present in 52 cities in 17 states with 97 multiplexes and 377 screens

Other Key Companies

Inox Air Products Limited

- 50:50 joint venture with Air Products Inc., USA
- India's largest manufacturer of industrial gases in India
- 36 plants spread throughout the country

Inox India Limited

- India's largest manufacturer of cryogenic liquid storage and transport tanks in India
- Offers comprehensive solutions in cryogenic storage, vaporization and distribution engineering
- Has operations in India, USA, Canada, The Netherlands and Brazil

Inox Renewables Limited

- Engaged in the business of operating of wind farms
- 213 MW operational capacity in 3 different states with another 20 MW ready for commissioning.

STRONG SPONSORSHIP OF INOX GROUP - RECOGNIZED AND TRUSTED CORPORATE GROUP

COMPANY OVERVIEW

BRIEF PROFILE

INOX LIVE THE MOVIE

BUSINESS OVERVIEW

- Inox Leisure Limited (ILL), incorporated in 1999, is the 2nd 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 97 properties (377 screens and 99,429 seats) located in 52 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 ~8% share of the 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 97 properties – 377 screens in Q1 FY16, virtually adding on an average 3 screens every month over the last decade.

KEY STRENGTHS

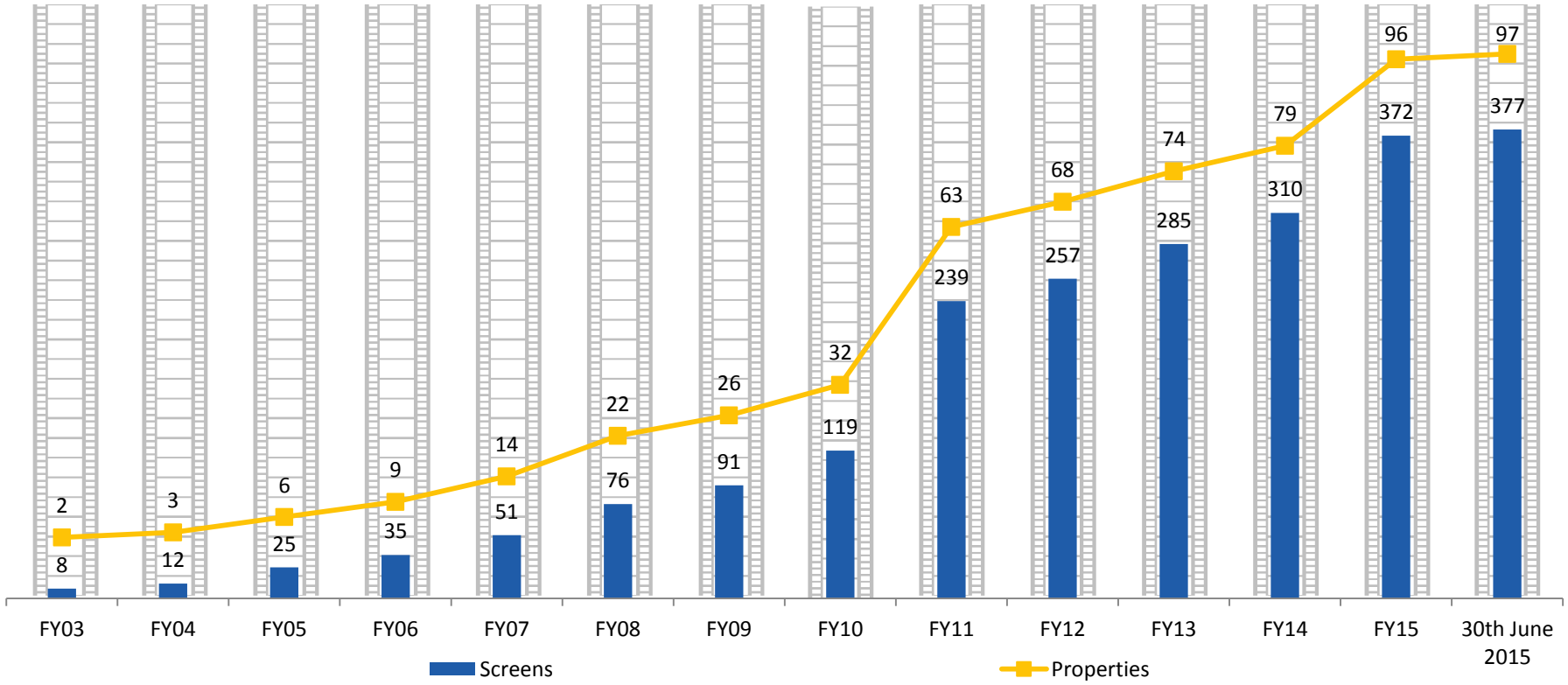
- One of the largest multiplex chains in India.
- Most diversified distribution of multiplexes in India and the only multiplex operator to have presence in more than 50 cities.
- Premium multiplex properties, state of the art technology and unmatched service and ambience.
- Strong partnerships with more 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 10,168.1 mn, Rs 1,227.7 mn and Rs 200.4 mn in FY15 having grown at CAGR of 29%, 41% and 42% over FY11 to FY15.
- Robust operating performance driven by rising footfalls, high ticket prices, highly profitable F&B service, focus on other operating income.
- Strong balance sheet with gross debt of Rs 2,411.9 mn, net debt of Rs 2,277.5 mn and equity of Rs 6,761.9 mn in FY15 with a D/E ratio of 0.4x.

COMPANY OVERVIEW

TRACK RECORD OF AGGRESSIVE EXPANSION



ON AN AVERAGE ADDITION OF 3 SCREENS EVERY MONTH OVER THE LAST DECADE

Note: Includes Acquisition of 1) 89 Cinemas in FY08, 2) Fame India in FY11, 3) Satyam Cineplexes in FY15

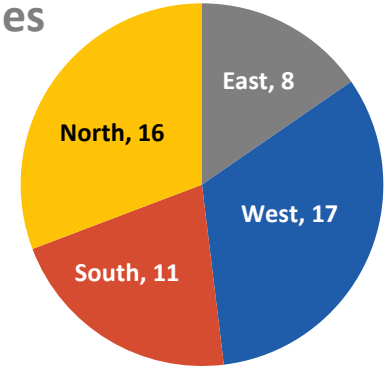
COMPANY OVERVIEW
PAN INDIA PRESENCE

Well Diversified Distribution of Multiplexes across India

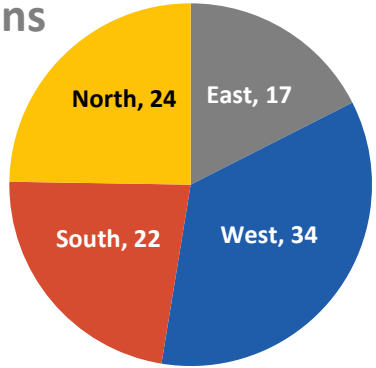
Access to Wide Variety of Regional Content

Lower Dependency on Hindi and English Content

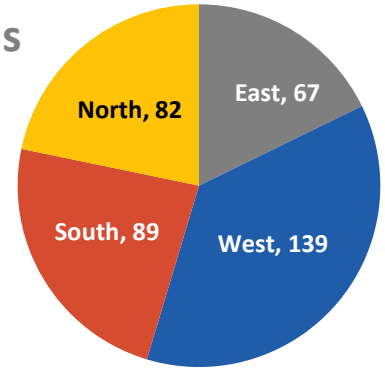
52 Cities



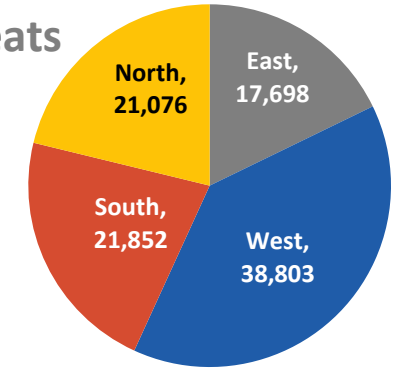
97 Locations



377 Screens



99,429 Seats



STRONG BRAND PARTNERSHIPS

INOX
LIVE THE MOVIE

BFSI	FMCG	CONSUMER DURABLES	AUTOMOBILES	GEC	ECOMMERCE &TELECOMM.	OTHERS
kotak	adani wilmar For a healthy growing India	emami	HYUNDAI	2	Google	LUX INDUSTRIES LIMITED
ICICI Bank	ITC Limited	Hindustan Unilever Limited	Audi	SONY SAB	amazon	BAJAJ Bajaj Electricals Limited
State Bank of India	Dabur	Nestlé	TOYOTA	HBO	flipkart.com	Manyavar
RELIANCE Capital	PARLE	CAPITAL FOODS LIMITED	Mercedes-Benz	STAR	snapdeal.com	WOODLAND
HDFC Life	WILD STONE it happens	Cadbury	Hero	SONY ENTERTAINMENT	MYNTRA.com	hindware
SBI Life INSURANCE With Us, You're Sure	P&G	schmitten	BMW	VIACOM 18	airtel	AMERICAN TOURISTER
बैंक ऑफ इंडिया Bank of India Relationships beyond banking	AMIRA	Himalaya WELLNESS SINCE 1930	SKODA AUTO	AXN	vodafone	Gujarat Tourism
LIC भारतीय जीवन बीमा निगम LIFE INSURANCE CORPORATION OF INDIA	Coca-Cola	Amul The Taste of India	TVS	SONY PIX	!dea	Reliance Industries Limited
बैंक ऑफ़ बड़ौदा Bank of Baroda						DIAGEO
						SOMANY
						MAHARASHTRA TOURISM
						Gulf
						विद्युत्प्रति davp
						Mankind Serving Life
						Piramal knowledge action care

Whirlpool CORPORATION
LG
SAMSUNG
VIDEOCON Experience Change
Panasonic ideas for life
PHILIPS
Godrej
SYSKA LED LIGHT YEARS AHEAD

FOR FURTHER QUERIES:

THANK YOU

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