INOX
LIVE THE MOVIE

9th May 2016

To,
The Secretary
**BSE Limited**
P J Towers,
Dalal Street,
Mumbai – 400 001

**Stock Code: 532706**

The Manager
**National Stock Exchange of India Limited**
Exchange Plaza, 5th Floor, Plot No C/1,
G Block, Bandra – Kurla Complex,
Bandra (East), Mumbai – 400 051

**Stock Code: INOXLEISUR**

Dear Sir / Madam,

**Sub: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Schedule of Analyst / Institutional Investor Meeting**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Company has scheduled the Meeting with the Analysts and / or Investors as per the details given below.

| Sr. No. | Name of the Analyst / Investor | Type of Meeting/ Call | Date of Meeting | Location |
|---|---|---|---|---|
| 1. | Fidelity International Ltd. | Meeting | Thursday, 12th May 2016 at 05.00 PM | Mumbai |
| 2. | UBS (India) Pvt. Ltd. | Meeting | Thursday, 12th May 2016 at 05.00 PM | Mumbai |
| 3. | B&K Securities India Pvt. Ltd. | Meeting | Thursday, 12th May 2016 at 05.00 PM | Mumbai |
| 4. | Edelweiss Alternative Asset Advisors Ltd. | Meeting | Thursday, 12th May 2016 at 05.00 PM | Mumbai |
| 5. | Aperios Partners Investment Management LLP | Conference Call | Friday, 13th May 2016 at 04.00 PM | N.A. |

*Note: The above schedule may undergo a change due to exigencies on the part of the Investors/ Company.*

A copy of the Presentation we propose to make during the Meeting(s) is enclosed and the said Presentation has also been uploaded on the Company's Website at https://www.inoxmovies.com/Corporate.aspx?Section=3

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,
**For Inox Leisure Limited**

**Dhanraj Mulki**
**Company Secretary &**
**Vice President – Legal**

**INOX LEISURE LTD.**
5th Floor, Viraj Towers, Next to Andheri Flyover, Western Express Highway, Andheri (East), Mumbai 400 093, India.
Tel (91 22) 4062 6900 • Fax (91 22) 4062 6999 • E: contact@inoxmovies.com • www.inoxmovies.com

**Registered Office** : ABS Towers, Old Padra Road, Vadodara 390 007 • Tel (91 265) 6198111 • Fax (91 265) 2310312 • CIN: L92199GJ1999PLC044045

# INOX LEISURE LIMITED

INOX
LIVE THE MOVIE

## QUARTERLY INVESTOR UPDATE
## Q4 & FULL YEAR 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.*

*Such statements are not, and should not be construed, as a representation as to future performance or achievements of ILL. In particular, such statements should not be regarded as a projection of future performance of ILL. It should be noted that the actual performance or achievements of ILL may vary significantly from such statements.*

# DISCUSSION SUMMARY

- KEY MILESTONES
- Q4 & FY16 RESULT HIGHLIGHTS
- Q4 & FY16 RESULT ANALYSIS
- NEW PROPERTIES OPENED
- PAN INDIA PRESENCE
- NEW SCREENS PIPELINE
- CONTENT PIPELINE
- SHAREHOLDING STRUCTURE
- FINANCIAL SUMMARY
- ANNEXURE

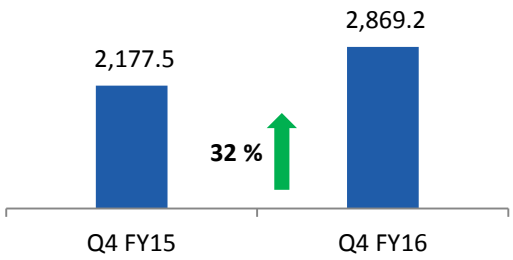
# KEY MILESTONES

- ✓ SIGNIFICANT IMPROVEMENT IN ALL FINANCIAL PARAMETERS
- ✓ MERGER WITH SATYAM CINEPLEXES APPROVED
- ✓ "INOX EXPERIENCE" SURPASSES 100 PROPERTIES, 400 SCREENS AND 100,000 SEATS
- ✓ SIGNED THE BIGGEST IMAX THEATRE DEAL IN INDIA

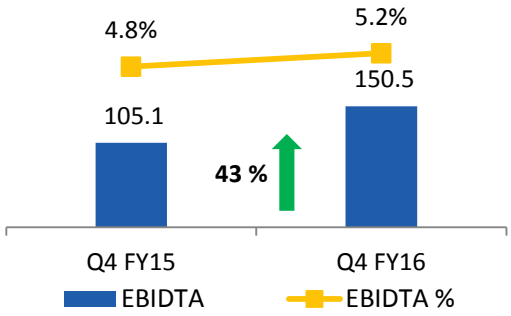
# Q4 & FY16 – RESULTS HIGHLIGHTS

## Q4 FY16 YoY ANALYSIS

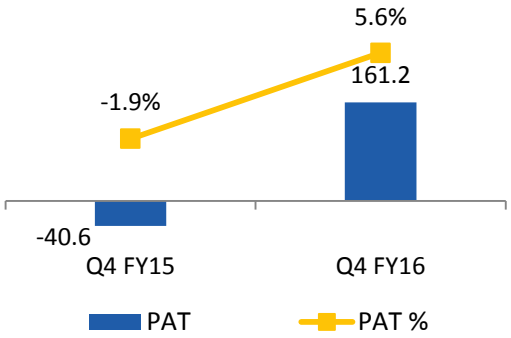
### REVENUES*




### EBITDA ** and EBITDA MARGIN

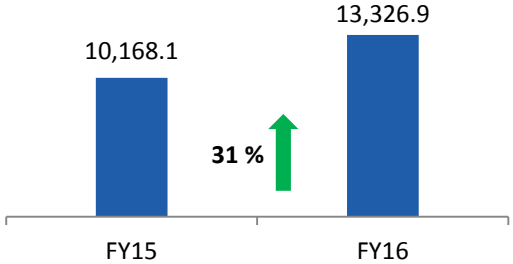



### PAT and PAT MARGIN

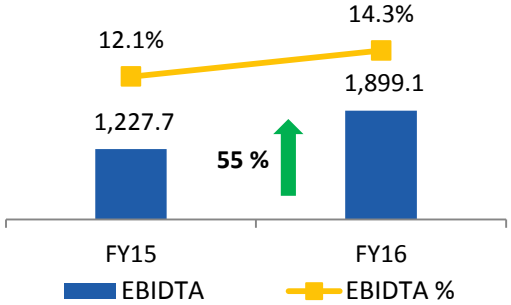



## FY16 YoY ANALYSIS

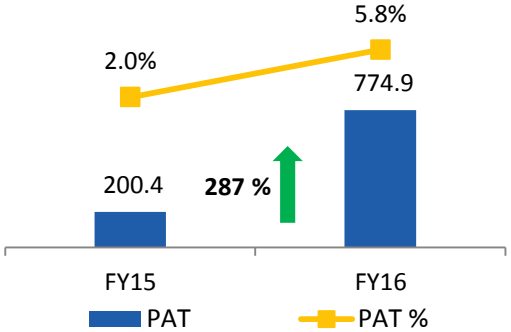
### REVENUES*




### EBITDA ** and EBITDA MARGIN




### PAT and PAT MARGIN



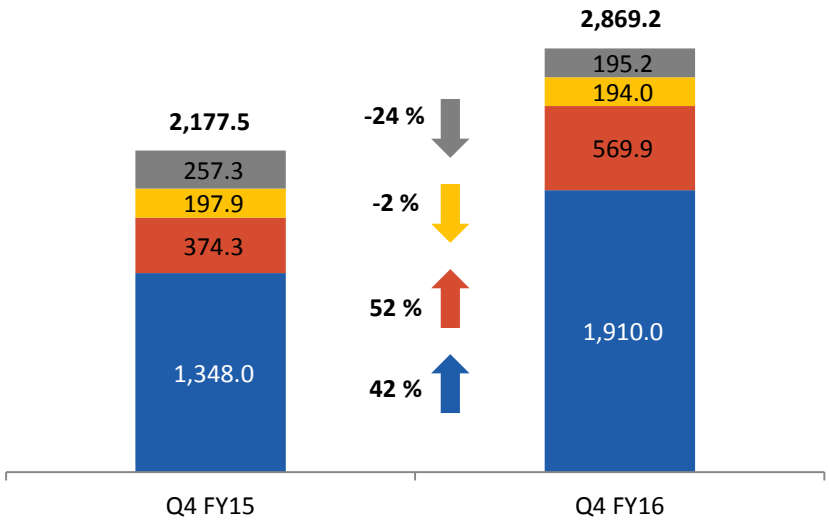

Note: * Revenue from Operations, ** EBIDTA excluding Other Income

**In Rs. Mn**

# Q4 & FY16 – REVENUE ANALYSIS

## Q4 FY16 YoY ANALYSIS

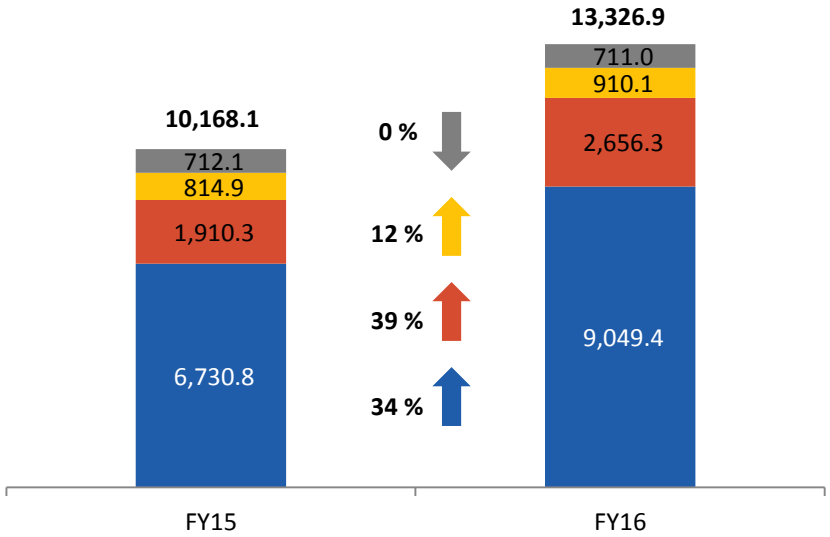
### REVENUES* BREAKUP




| % Share | Q4 FY15 | Q4 FY16 |
|---|---|---|
| Gross Box Office | 61.9% | 66.6% |
| Food & Beverages | 17.2% | 19.9% |
| Advertising | 9.1% | 6.8% |
| Other Operating Revenues | 11.8% | 6.8% |

## FY16 YoY ANALYSIS

### REVENUES* BREAKUP

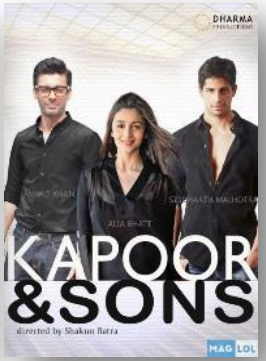


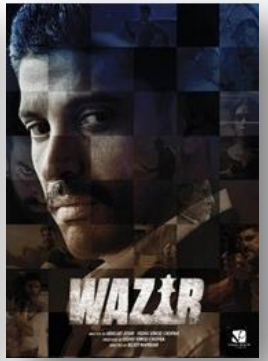

| % Share | FY15 | FY16 |
|---|---|---|
| Gross Box Office | 66.2% | 67.9% |
| Food & Beverages | 18.8% | 19.9% |
| Advertising | 8.0% | 6.8% |
| Other Operating Revenues | 7.0% | 5.3% |

Note: * Revenue from Operations

**In Rs. Mn**

# Q4 FY16 – TOP 5 FILMS



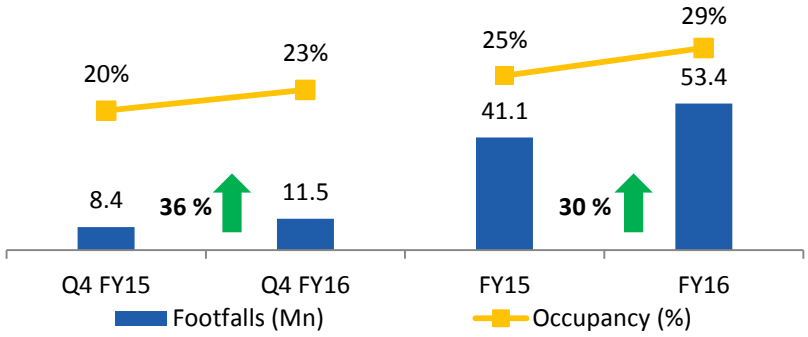



| Q4 FY16 | Airlift | Neerja | Kapoor & Sons (Since 1921) | Bajirao Mastani | Wazir |
|---|---|---|---|---|---|
| Footfalls (Mn) | 1.49 | 1.05 | 0.85 | 0.56 | 0.51 |
| GBOC (Rs Mn) | 278 | 173 | 157 | 98 | 92 |

**Top 5 films accounted for 42% of Q4 FY16 GBOC revenues**

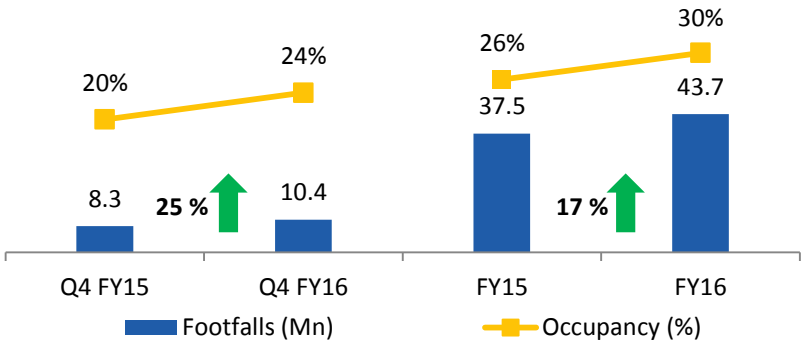
# Q4 & FY16 – KEY OPERATIONAL METRICS

## FOOTFALLS AND OCCUPANCY RATE

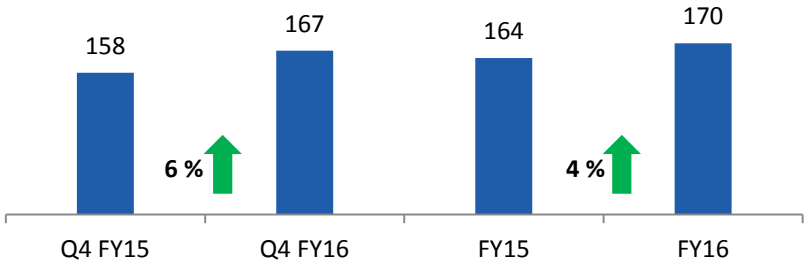



Footfalls with Management Properties – Q4 FY16: 11.9 mn, FY16: 55.4 mn

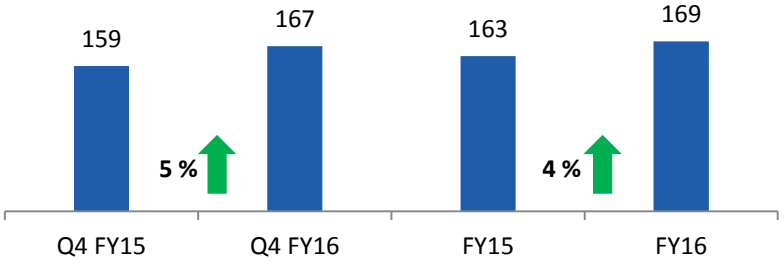
## FOOTFALLS AND OCCUPANCY RATE - COMPARABLE PROPERTIES




## AVERAGE TICKET PRICE (ATP) (RS)




## AVERAGE TICKET PRICE (ATP) (RS) OF COMPARABLE PROPERTIES




All the above charts exclude managed properties.

# Q4 & FY16 – KEY OPERATIONAL METRICS

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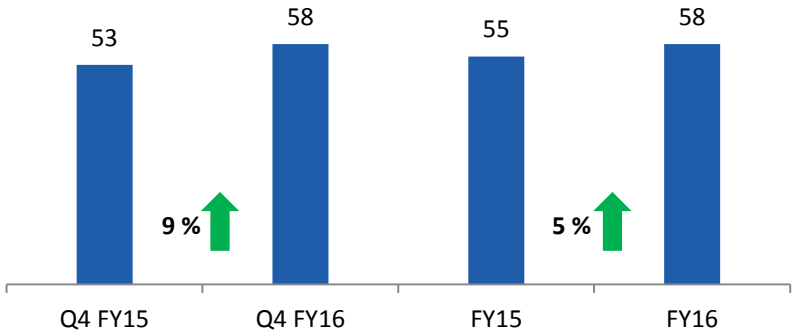
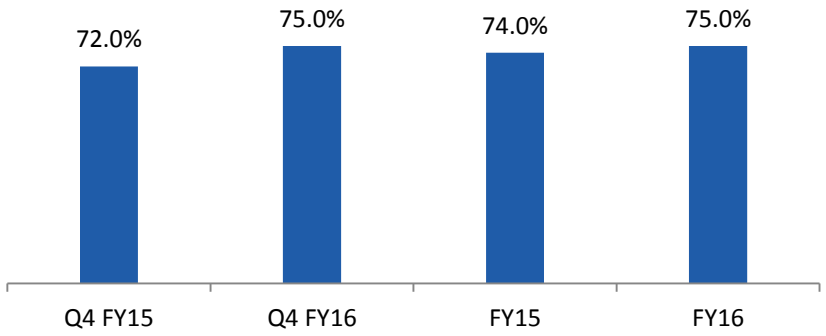
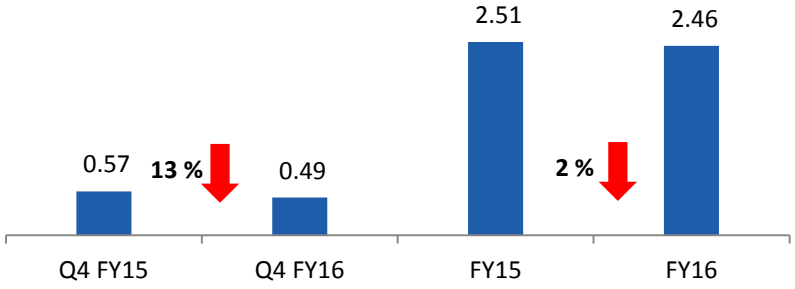
## FOOD & BEVERAGES - SPEND PER HEAD (SPH) (RS)



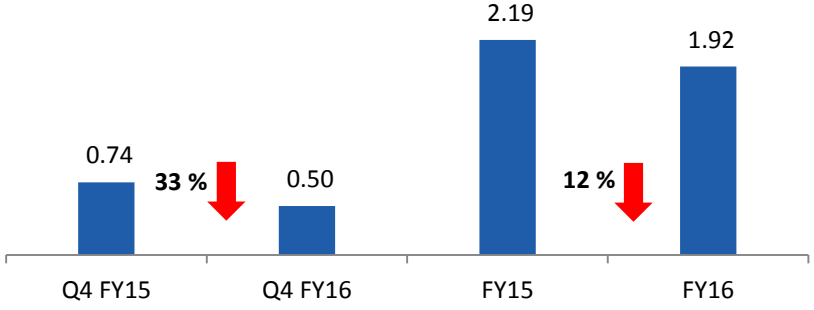

## FOOD & BEVERAGES - NET CONTRIBUTION (%)




## ADVERTISING REVENUES PER OPERATING SCREEN (RS MN)

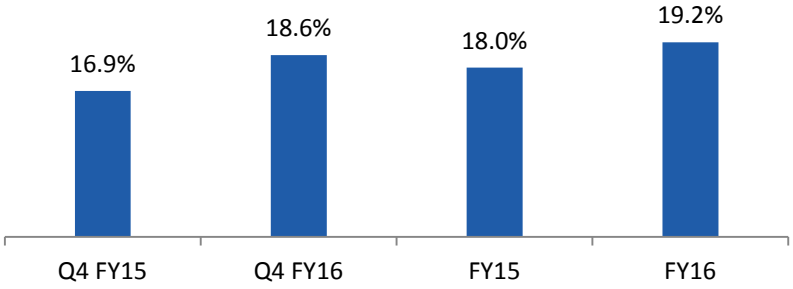



## OTHER OPERATING REVENUES PER OPERATING SCREEN (RS MN)

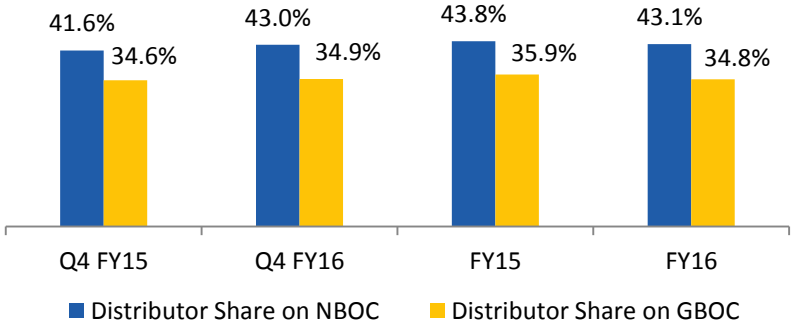


# Q4 & FY16 – KEY OPERATIONAL METRICS

## ENTERTAINMENT TAX - % OF GBOC

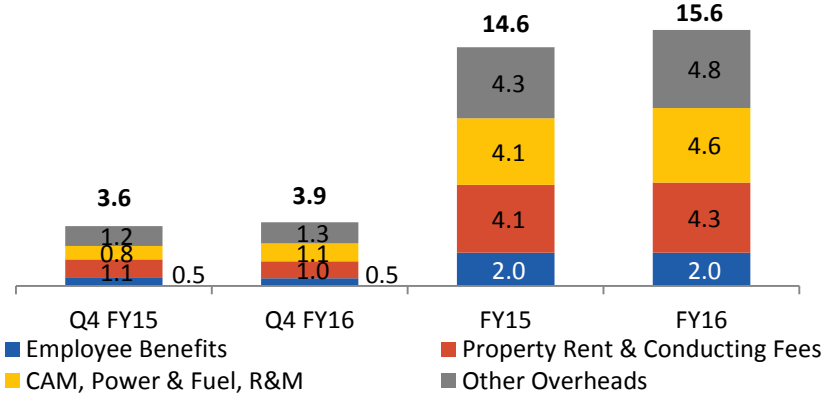



## FILM DISTRIBUTOR SHARE (%)




| Entertainment Tax | Properties | Screens | Seats | Average Residual Period |
|---|---|---|---|---|
| Full Tax | 89 | 351 | 91,438 | |
| Exempted | 11 | 46 | 11,730 | 2 years |

## OTHER OVERHEADS PER OPERATING SCREEN (RS MN)




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

# BALANCE SHEET UPDATE – MARCH 2016

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| Particulars | FY16 | FY15 |
|---|---|---|
| **Total of Shareholder funds** | **5,907.6** | **6,761.9** |
| Share Capital | 961.6 | 961.6 |
| Reserves & Surplus | 5,272.7 | 6,127.0 |
| Interest in Inox Benefit Trust, at cost | -326.7 | -326.7 |
| **Total Debt** | **2,670.4** | **2,411.9** |
| Other Non-Current Liabilities | 159.9 | 347.9 |
| **Total Sources of Funds** | **8,737.9** | **9,521.7** |
| Goodwill on Consolidation * | 4.2 | 1,652.1 |
| **Fixed Assets** | **7,043.4** | **6,681.1** |
| Other Non-Current Assets | 2,077.6 | 1,859.7 |
| Current Assets | 1,152.5 | 1,022.1 |
| Less: Current Liabilities | 1,539.8 | 1,693.3 |
| **Net Current Assets** | **-387.3** | **-671.2** |
| **Total Assets** | **8,737.9** | **9,521.7** |

* Reflects the impact of Acquisition of Satyam Cineplexes Ltd.

| Key Balance sheet Ratios | FY16 | FY15 |
|---|---|---|
| **Net Debt : Equity** | **0.4** | **0.3** |
| **Return on Equity (ROE)** | **12.2%** | **3.8%** |
| **Return on Capital Employed (ROCE)** | **12.4%** | **6.1%** |

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

**Strong Balance Sheet** → **Low Leverage Net D/E: 0.4x**

**Treasury Stock in Inox Benefit Trust** → **Rs 931 mn at Current Market Price**

**Promoters Stake** → **48.7%**

**Potential To Grow Aggressively Without Any Significant Stress On Balance Sheet**

# Q4 FY16 – NEW PROPERTIES OPENED

| ADDITIONS IN Q4 FY16 | PROPERTIES 3 | SCREENS 10 | SEATS 2,007 |
|---|---|---|---|
| ADDITIONS IN FY16 | PROPERTIES 12 | SCREENS 51 | SEATS 10,834 |

**Surat DR World**
**7th Feb 2016**
**4 Screens**
**819 Seats**

**Johrat ABS Mall (Management Property)**
**13th Feb 2016**
**2 Screens**
**277 Seats**

**Goa Porvorim**
**2nd Mar 2016**
**4 Screens**
**911 Seats**

# PAN INDIA PRESENCE

**2ND LARGEST MULTIPLEX CHAIN OPERATOR IN INDIA**

PUNJAB | 1 Property | 6 Screens

DELHI | 4 Properties | 13 Screens

HARYANA | 5 Properties | 16 Screens

RAJASTHAN | 11 Properties | 35 Screens

MADHYA PRADESH | 4 Properties | 16 Screens

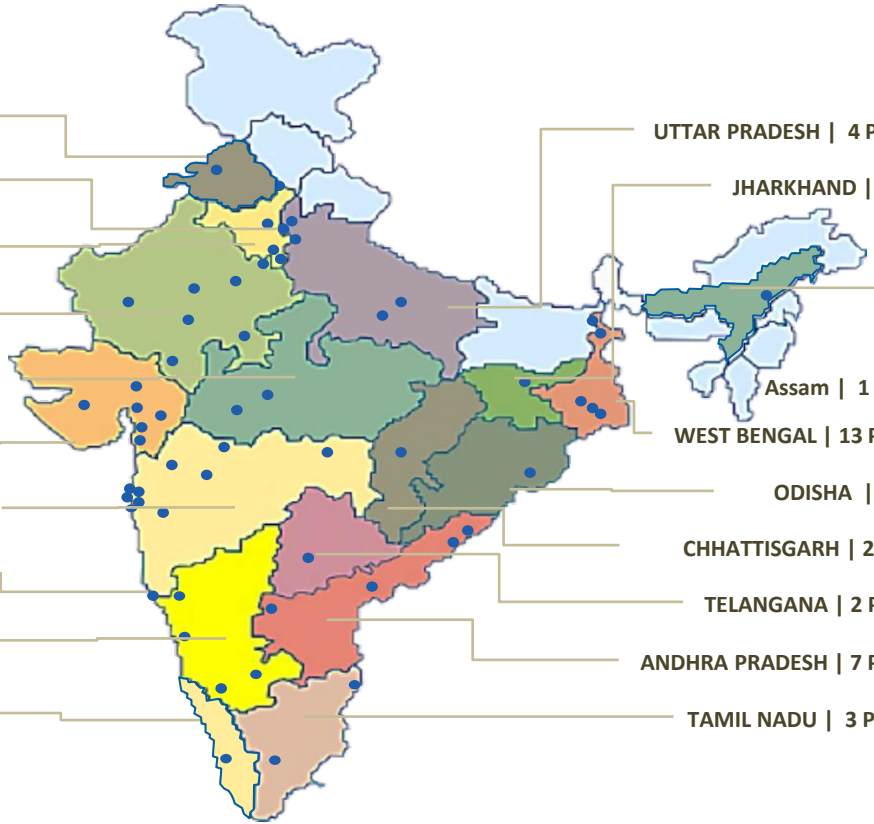
GUJARAT | 11 Properties | 44 Screens

MAHARASHTRA | 22 Properties | 96 Screens

GOA | 4 Property | 14 Screens

KARNATAKA |10 Properties | 38 Screens

KERALA |1 Property | 6 Screens



UTTAR PRADESH | 4 Properties | 16 Screens

JHARKHAND | 1 Property | 4 Screens

Assam | 1 Properties | 2 Screens

WEST BENGAL | 13 Properties | 52 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

**19** States

**57** Cities

**107** Properties

**420** Screens

**108,931** Seats

Includes 7 management properties with 23 screens and 5,763 seats

# NEW SCREENS PIPELINE

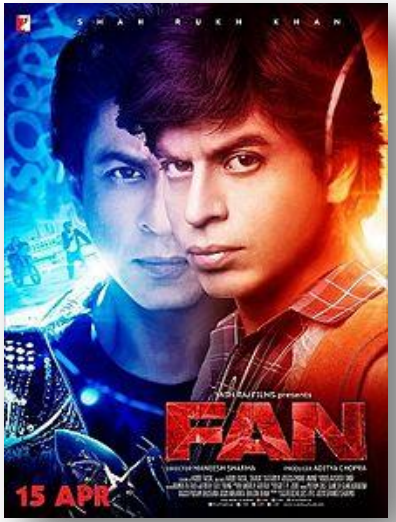
| | Properties | Screens | Seats |
|---|---|---|---|
| **FY16** | **107** | **420** | **108,931** |
| **Additions during FY17** | **20** | **89** | **18,550** |
| **FY17** | **127** | **509** | **127,481** |
| **Additions post FY17** | **34** | **179** | **34,934** |
| **LEADING TO** | **161** | **688** | **162,415** |

| FY17 – PIPELINE | | |
|---|---|---|
| **Properties** | **Screens** | **Seats** |
| Kolhapur | 4 | 870 |
| Aurangabad | 3 | 880 |
| Jaipur | 4 | 936 |
| Bengaluru | 3 | 353 |
| Cuttack | 4 | 846 |
| Kota | 4 | 836 |
| Rajkot | 3 | 410 |
| Howrah | 3 | 829 |
| Vizag *(of existing property)* | 2 | 279 |
| Surat *(of existing property)* | 1 | 90 |
| Coimbatore | 9 | 2,088 |
| Salem | 3 | 803 |
| Greater Noida | 5 | 1,261 |
| Pune | 6 | 1,090 |
| Chennai | 8 | 1,701 |
| Bengaluru | 5 | 1,328 |
| Nadiad | 3 | 649 |
| Surat | 3 | 545 |
| Vadodara | 3 | 482 |
| Gandhinagar | 5 | 728 |
| Gurgaon | 3 | 619 |
| Vadodara | 5 | 927 |
| **Total – 20 New Properties** | **89** | **18,550** |

**STRONG VISIBILITY FROM NEW SCREENS PIPELINE BACKED BY SIGNED AGREEMENTS**

# CONTENT PIPELINE – APRIL 2016

**The Jungle Book**
**Release Date:** 8th April 2016
**Cast:** Scarlett Johansson, Idris Elba, Bill Murray, Ben Kingsley, Neel Sethi
**Director:** Jon Favreau
**Banner:** Walt Disney Pictures, Fairview Entertainment




**Fan**
**Release Date:** 15th April 2016
**Cast:** Shahrukh Khan, Waluscha De Sousa
**Director:** Maneesh Sharma
**Banner:** Yash Raj Films

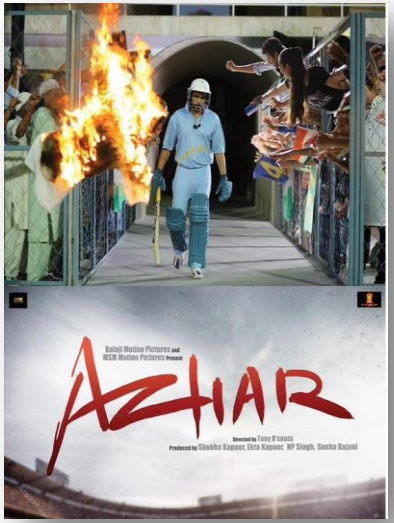
**The Huntsman: Winters War**
**Release Date:** 22nd April 2016
**Cast:** Chris Hemsworth, Jessica Chastain, Emily Blunt, Charlize Theron
**Director:** Cedric Nicholas Troyan
**Banner:** Perfect World Pictures, Roth Films

**Baaghi**
**Release Date:** 29th April 2016
**Cast:** Tiger Shroff, Shraddha Kapoor
**Director:** Sabbir Khan
**Banner:** Nadiadwala Grandson Entertainment, Utv Motion Pictures

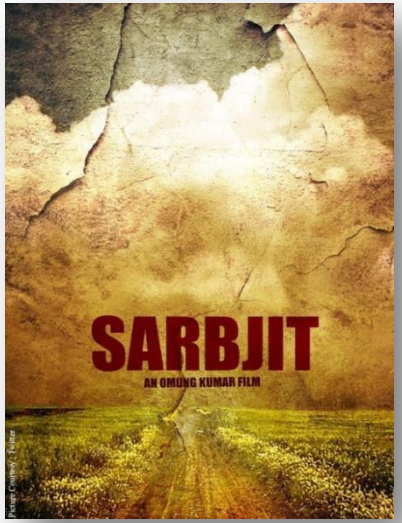
Actual release dates may vary

# CONTENT PIPELINE – MAY 2016

**Captain America: Civil War**
**Release Date:** 6th May 2016
**Cast:** Chris Evans, Scarlett Johansson, Elizabeth Olsen, Robert Downey Jr, Jeremy Reener
**Director:** Anthony Russo
**Banner:** Marvel Studios, Marvel Entertainment




**Azhar**
**Release Date:** 13th May 2016
**Cast:** Emraan Hashmi, Prachi Desai, Nimrat Kaur, Gautam Gulati
**Director:** Tony Dsouza
**Banner:** Balaji Motion Pictures, MSM Motion Pictures

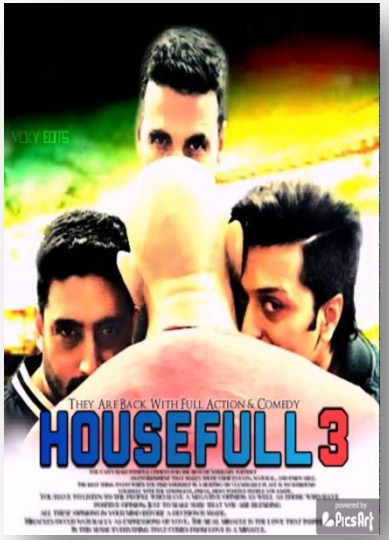



**Sarbjit**
**Release Date:** 19th May 2016
**Cast:** Aishwarya Rai Bachchan, Randeep Hooda
**Director:** Omung Kumar
**Banner:** Pooja Entertainment India Ltd., T-Series Super Cassettes Industries Ltd.

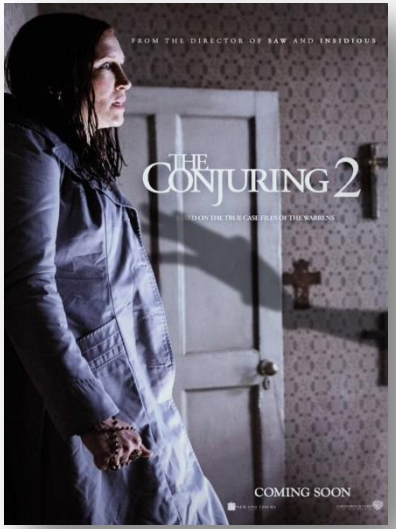
**X Men : Apocalypse**
Release Date: 20th May 2016
**Cast:** Hugh Jackman, Nocholas Hoult, Jennifer Lawrence, Channing Tatum
**Director:** Bryan Singer
**Banner:** 20th Century Fox, Marvel Entertainment, Bad Hat Harry Productions, TSG Entertainment

Actual release dates may vary

# CONTENT PIPELINE – JUNE 2016

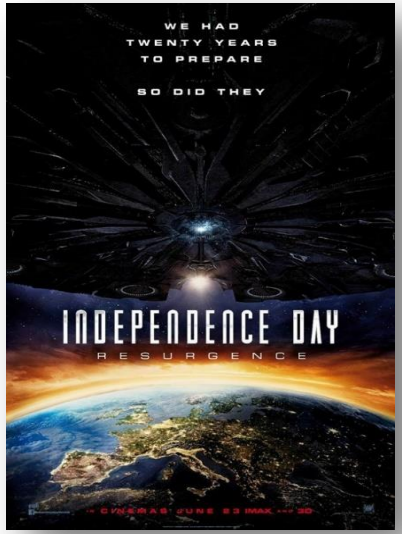



**Housefull 3**
**Release Date:** 3rd June 2016
**Cast:** Akshay Kumar, Abhishek Bachchan, Ritesh Deshmukh, Kirti Sanon
**Director:** Sajid Farhad
**Banner:** Eros International
Nadiadwala Grandson Entertainment




**The Conjuring 2**
**Release Date:** 10th June 2016
**Cast:** Patrick Wilson, Vera Farmiga, Franceso Connor
**Director:** James Waan
**Banner:** New Line Cinema, The Safran Company, Atomic Monster, Dune Entertainment

**Udta Punjab**
**Release Date:** 17th June 2016
**Cast:** Shahid Kapoor, Alia Bhatt, Kareena Kapoor
**Director:** Abhishek Chaubey
**Banner:** Phantom Productions
Balaji Motion Pictures



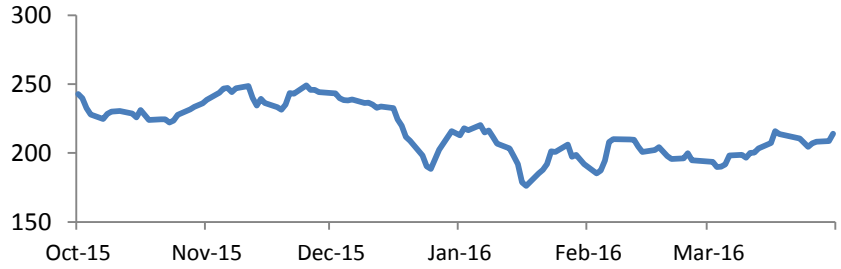

**Independence Day Resurgence**
**Release Date:** 24th June 2016
**Cast:** Liam Hemsworth, Joey King, Jeff Goldbum
**Director:** Roland Emmirech
**Banner:** Centropolis Entertainment
TSG Entertainment
Electric Entertainment

Actual release dates may vary

# SHAREHOLDING STRUCTURE

INOX LIVE THE MOVIE

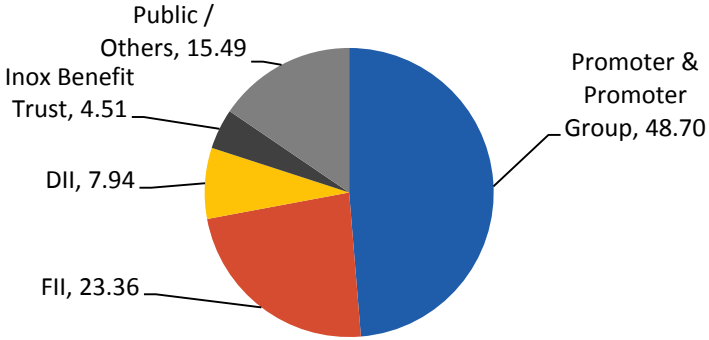
## Share Price Performance




Source: BSE

| Market Data | As on 26.04.16 (BSE) |
|---|---|
| Market capitalization (Rs Mn) | 20,642.0 |
| Price (Rs.) | 214.0 |
| No. of shares outstanding (Mn) | 96.5 |
| Face Value (Rs.) | 10.0 |
| 52 week High-Low (Rs.) | 276.3 – 145.0 |

## % Shareholding – March 2016




Source: Company

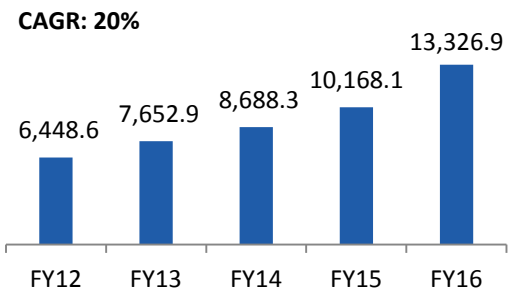
* Shares held under Inox Benefit Trust reflect the Treasury Shares

| Key Institutional Investors at March 2016 | % Holding |
|---|---|
| Goldman Sachs India | 4.74% |
| Macquarie Asia | 4.27% |
| Kuwait Investment Authority Fund | 4.10% |
| Tata MF | 2.80% |
| Government Pension Fund Global | 2.49% |
| ICICI Prudential MF | 1.97% |
| Aperios Funds | 1.87% |
| Reliance MF | 1.83% |
| Morgan Stanley | 1.63% |
| Sundaram MF | 1.31% |

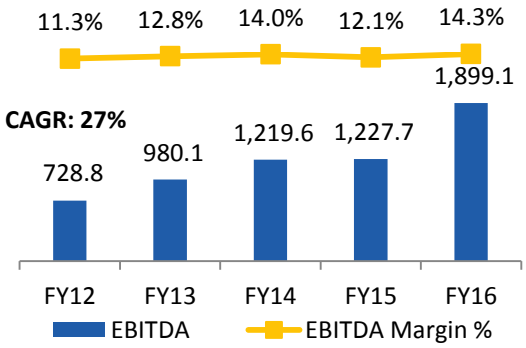
Source: BSE

# FINANCIAL SUMMARY – LAST 5 YEARS

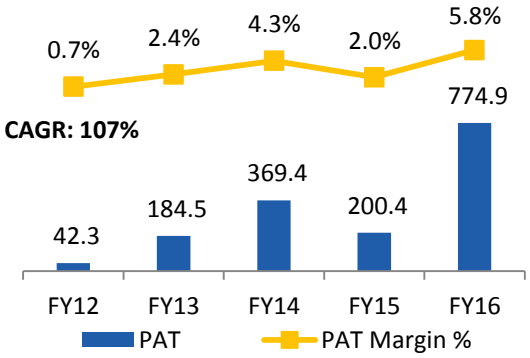
## REVENUES



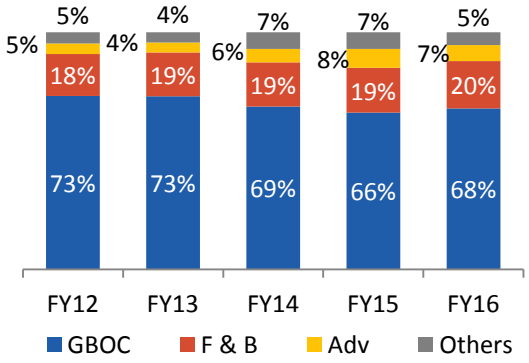

## EBITDA & EBITDA MARGIN



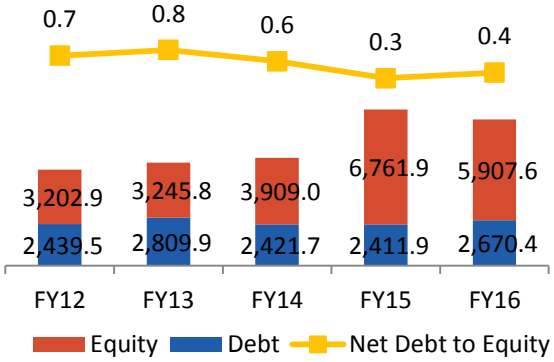

## PAT & PAT MARGIN



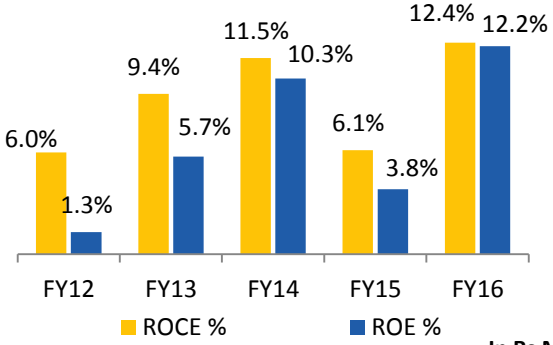

## REVENUES - SEGMENT BREAKUP




## 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

INOX LIVE THE MOVIE

| Particulars (In Rs Mn) | Q4 FY16 | Q4 FY15 | YoY % | Q3 FY16 | QoQ % | FY16 | FY15 | YoY % |
|---|---|---|---|---|---|---|---|---|
| **Revenue from Operations** | **2,869.2** | **2,177.5** | **31.8%** | **3,417.1** | **-16.0%** | **13,326.9** | **10,168.1** | **31.1%** |
| Entertainment Tax | 356.1 | 227.6 | 56.4% | 444.0 | -19.8% | 1,738.1 | 1,214.5 | 43.1% |
| Exhibition Cost (Distributor Share) | 689.4 | 477.5 | 44.4% | 845.4 | -18.5% | 3,253.0 | 2,493.2 | 30.5% |
| Food & Beverages Cost | 141.8 | 103.5 | 37.0% | 159.5 | -11.1% | 661.1 | 495.5 | 33.4% |
| Employee Benefits Expense | 182.5 | 169.9 | 7.4% | 200.2 | -8.8% | 746.6 | 658.2 | 13.4% |
| Property Rent, Conducting Fees and Common Facility Charges | 541.1 | 466.3 | 16.0% | 523.9 | 3.3% | 2,070.6 | 1,757.8 | 17.8% |
| Other Expenses | 807.8 | 627.6 | 28.7% | 715.8 | 12.9% | 2,958.3 | 2,321.2 | 27.4% |
| **EBITDA** | **150.5** | **105.1** | **43.2%** | **528.3** | **-71.5%** | **1,899.1** | **1,227.7** | **54.7%** |
| ***EBITDA Margin % (Gross Revenues)*** | ***5.2%*** | ***4.8%*** | ***42bps*** | ***15.5%*** | ***-1022bps*** | ***14.3%*** | ***12.1%*** | ***218bps*** |
| ***EBITDA Margin % (Net Revenues)*** | ***6.0%*** | ***5.4%*** | ***60bps*** | ***17.8%*** | ***-1178bps*** | ***16.4%*** | ***13.7%*** | ***268bps*** |
| Depreciation & Amortisation | 207.3 | 181.0 | 14.5% | 200.9 | 3.2% | 802.9 | 758.4 | 5.9% |
| Other Income | 15.6 | 26.0 | -40.1% | 9.2 | 69.4% | 43.2 | 82.7 | -47.7% |
| Finance Cost | 59.1 | 82.7 | -28.6% | 61.4 | -3.8% | 244.2 | 386.1 | -36.8% |
| Exceptional Items | 0.0 | 1.0 | - | 49.6 | - | 49.6 | 6.0 | 726.7% |
| **PBT** | **-100.3** | **-133.6** | **24.9%** | **225.6** | **-144.4%** | **845.7** | **159.9** | **428.9%** |
| Tax Expense | -261.4 | -93.0 | -181.1% | 69.5 | -476.2% | 70.8 | -40.5 | 274.9% |
| **PAT** | **161.2** | **-40.6** | **-** | **156.1** | **3.2%** | **774.9** | **200.4** | **286.7%** |
| ***PAT Margin %*** | ***5.6%*** | ***-1.9%*** | ***748bps*** | ***4.6%*** | ***105bps*** | ***5.8%*** | ***2.0%*** | ***384bps*** |
| **Earnings Per Share (EPS) (Basic)** | **1.76** | **-** | **-** | **1.69** | **-** | **8.44** | **2.18** | **287.2%** |

# DETAILED FINANCIALS

## CONSOLIDATED BALANCE SHEET

| Particulars (In Rs Mn) | MARCH-16 | MARCH-15 |
|---|---|---|
| **Share Holders' Funds:** | | |
| Equity Share Capital | 961.6 | 961.6 |
| Reserves and Surplus | 5,272.7 | 6,127.0 |
| Interest in Inox Benefit Trust | -326.7 | -326.7 |
| **Total of Shareholder Funds** | **5,907.6** | **6,761.9** |
| **Non-Current Liabilities:** | | |
| Long Term Borrowings | 2,169.3 | 2,005.1 |
| Deferred Tax Liabilities (Net) | 58.6 | 243.2 |
| Other Long Term Liabilities | 23.5 | 43.3 |
| Long Term Provisions | 77.8 | 61.3 |
| **Total of Non-Current Liabilities** | **2,329.2** | **2,352.9** |
| **Current Liabilities:** | | |
| Short-Term Borrowings | 251.3 | 147.0 |
| Trade Payables | 733.1 | 784.1 |
| Other Current Liabilities | 887.2 | 1,014.1 |
| Short-Term Provisions | 169.4 | 155.0 |
| **Total of Current Liabilities** | **2,040.9** | **2,100.2** |
| **Total Equity & Liabilities** | **10,277.7** | **11,215.0** |

| Particulars (In Rs Mn) | MARCH-16 | MARCH-15 |
|---|---|---|
| Goodwill on Consolidation | 4.2 | 1,652.1 |
| **Non-Current Assets:** | | |
| Fixed Assets (Incl. CWIP) | 7,043.4 | 6,681.1 |
| Non-Current Investments | 11.1 | 7.1 |
| Long-Term Loans and Advances | 1,938.4 | 1,813.0 |
| Other Non-Current Assets | 128.1 | 39.6 |
| **Total Non-Current Assets** | **9,121.0** | **8,540.8** |
| **Current Assets:** | | |
| Current Investments | 155.3 | 64.1 |
| Inventories | 68.5 | 75.9 |
| Trade Receivables | 535.0 | 623.2 |
| Cash and Bank Balances | 270.8 | 134.4 |
| Short-Term Loans and Advances | 108.3 | 106.8 |
| Other Current Assets | 14.7 | 17.7 |
| **Total Current Assets** | **1,152.5** | **1,022.2** |
| **Total Assets** | **10,277.7** | **11,215.0** |

# 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 62.9 bn**

- Largest producer of chloromethanes, refrigerants and Polytetrafluoroethylene in India
- Pioneer of carbon credits in India

**Inox Wind Limited**

**Mcap: Rs 58.8 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 Madhya Pradesh
- Ability to provide end-to-end turnkey solutions for wind farms

**Inox Leisure Limited**

**Mcap: Rs 20.6 bn**

- Second largest multiplex chain in India
- In the business of setting up, operating and managing a national chain of multiplexes under the brand name 'INOX'
- Present in 57 cities with 107 multiplexes and 420 screens

### Other Key Companies

**Inox Air Products Private Limited**

- 50:50 joint venture with Air Products Inc., USA
- Largest producer of industrial gases in India
- 40 plants spread throughout the country

**Inox India Private Limited**

- Largest producer 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 setting up and 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 107 properties (420 screens and 108,931 seats) located in 57 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 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 107 properties – 420 screens in FY16, virtually adding on an average 3 screens every month over the last decade

**KEY STRENGTHS**

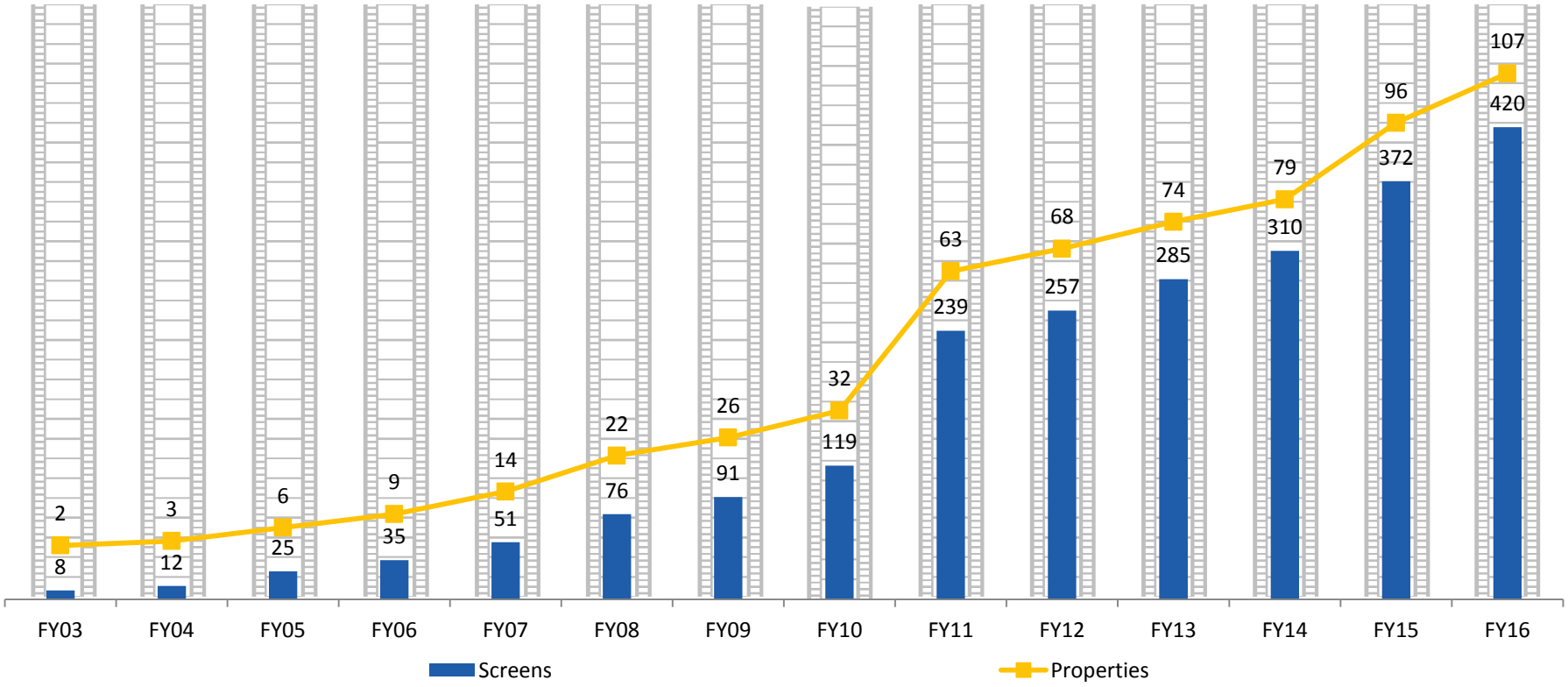
- One of the largest multiplex chains in India
- Most diversified distribution of multiplexes in India
- Premium multiplex properties, state of the art technology and unmatched service and ambience
- Strong partnerships with more than 50 leading Indian and Global brands, offering high growth potential for advertising and other ancillary revenues
- Strong management team and recognized and trusted corporate group

**STRONG FINANCIALS**

- Consolidated Revenues, EBITDA and PAT were Rs 13,326.9 mn, Rs 1,899.1 mn and Rs 774.9 mn in FY16 having grown at CAGR of 20%, 27% and 107% over FY12 to FY16
- 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 2,670.4 mn, net debt of Rs 2,399.6 mn and equity of Rs 5,907.6 mn in FY16 with Net Debt/Equity 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

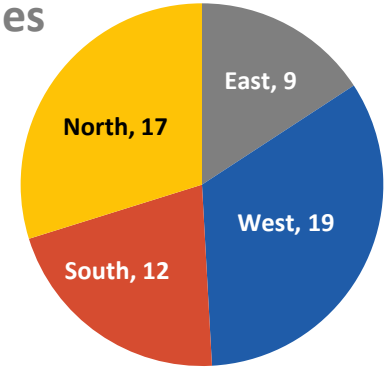
INOX LIVE THE MOVIE

**Well Diversified Distribution of Multiplexes across India**

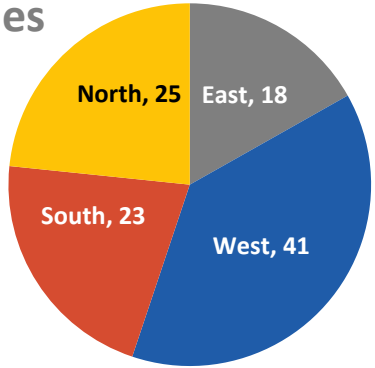
**Access to Wide Variety of Regional Content**

**Lower Dependency on Hindi and English Content**

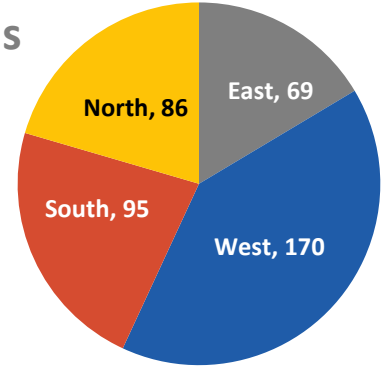
**57 Cities**



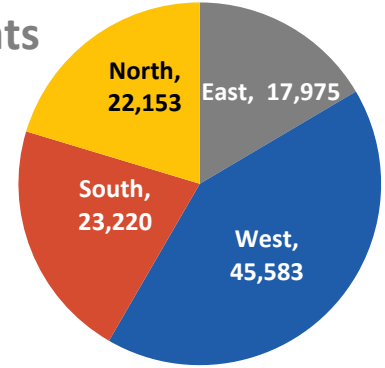

**107 Properties**




**420 Screens**




**108,931 Seats**




Includes 7 management properties with 23 screens and 5,763 seats

# STRONG BRAND PARTNERSHIPS

INOX
LIVE THE MOVIE

| BFSI | FMCG | CONSUMER DURABLES | | AUTOMOBILES | GEC | ECOMMERCE &TELECOMM. | OTHERS | |
|---|---|---|---|---|---|---|---|---|
| kotak | Nestlé | emami | Whirlpool | HYUNDAI | Z | Google | LUX INDUSTRIES LIMITED | BAJAJ |
| ICICI Bank | ITC Limited | Cadbury | LG | RENAULT | SONY SAB | OLX | Manyavar | |
| State Bank of India | Hindustan Unilever Limited | LLOYD | SAMSUNG | TOYOTA | HBO | flipkart.com | WOODLAND | hindware |
| RELIANCE Capital | PARLE | | VIDEOCON | | STAR | YEPME | AMERICAN TOURISTER | Dior |
| HDFC Life | WILD STONE it happens | SONATA A TATA Product | Panasonic ideas for life | Mercedes-Benz | SONY ENTERTAINMENT | !dea | Reliance Industries Limited | hp |
| SBI Life INSURANCE With Us, You're Sure | P&G | Himalaya WELLNESS SINCE 1930 | PHILIPS | Hero | viacom 18 | airtel | dishtv | GRT JEWELLERS |
| बैंक ऑफ़ इंडिया Bank of India Relationships beyond banking | Ramdev SINCE 1965 | Sleepwell | Godrej | TVS | SONY PIX | jio | Mankind Serving Life | |
| LIC | Coca-Cola | VEGA | SYSKA LED LIGHT YEARS AHEAD | BAJAJ | EROS NOW | Justdial India's No.1 local search engine | JABONG.COM | Lalitha |
| बैंक ऑफ़ बड़ौदा Bank of Baroda | | | | | | | | |

# FOR FURTHER QUERIES:

## THANK YOU

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