

Date: August 2, 2016

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To,  
National Stock Exchange of India Limited  
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BSE Scrip Code: **539141**

NSE Symbol: **UFO**

Dear Sir / Ma'am,

**Sub: Analyst Presentation – Q1FY17 Conference Call**

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 Q1FY17 Results of the Company.

We request you to take note of the same.

Thanking you.

Yours faithfully,

**For UFO Moviez India Limited**

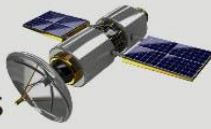
*S.S. Chavan*

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

Encl: a/a

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

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



# Q1 FY17 Results Presentation

August 02, 2016



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

**UFO**  
digital cinema  
UFO Moviez 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

**4,997\***  
Digital Screens in India

**~2.12 million**  
Seating capacity per show

Digitally Delivered ~ **415** Movies  
for ~**1209** Distributors in Q1FY17

Across **1,928**  
Locations

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

**3,670**  
In Cinema Advertising Screens

with an average weekly seating capacity of  
**~49 million**

**1,198** Advertisers in Q1FY17

Across **1,892**  
Locations

Data as on June 30, 2016

\* Nepal forms a part of the Indian Film Territory, hence the # of digital screens includes 116 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*

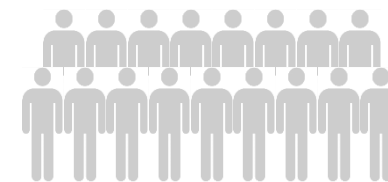


#### Exhibitor

- ✓ 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

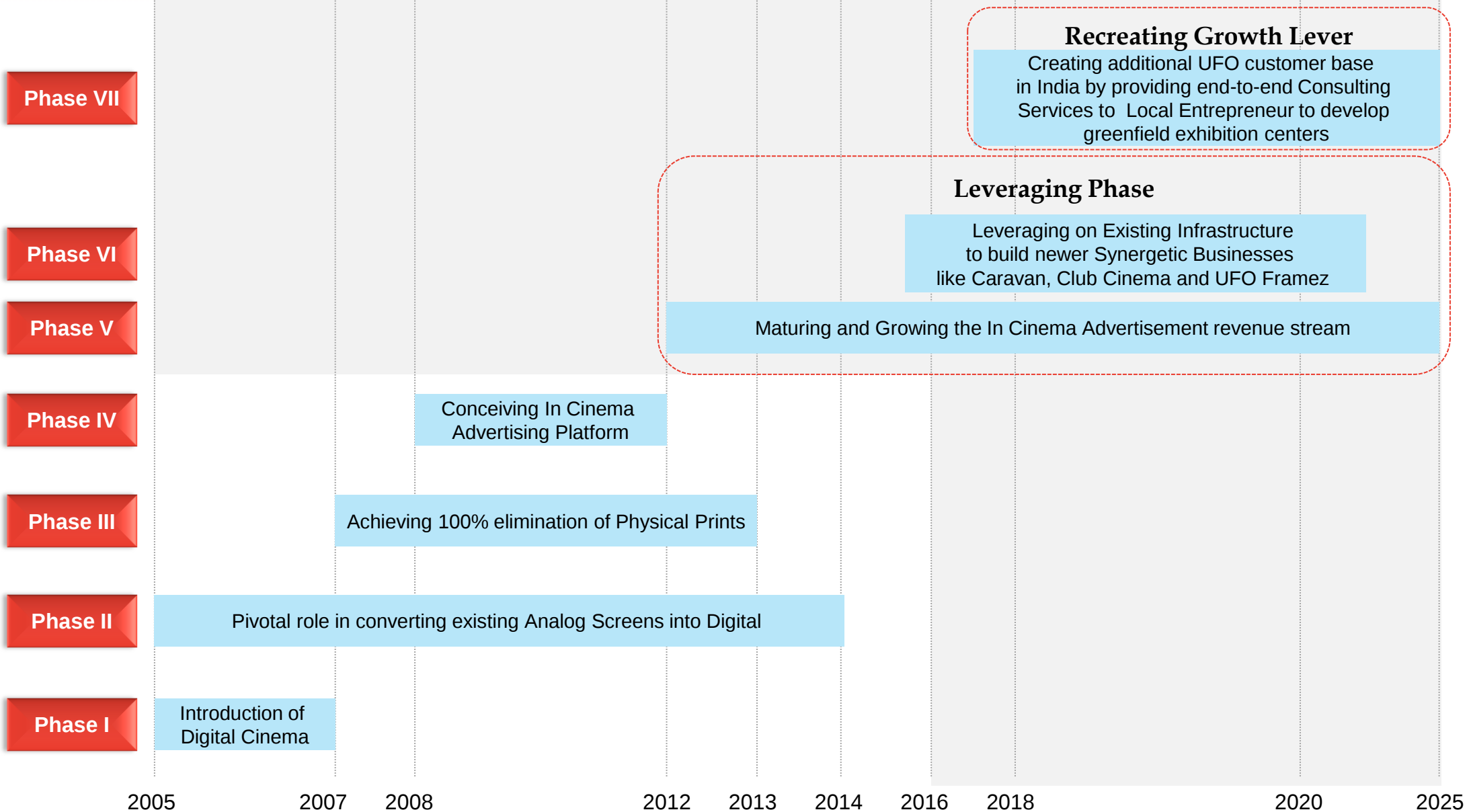
# Philosophy – Value Creation Across the Value Chain



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 3,670 screens (including 318 D-Cinema screens); seating capacity of ~1.75 million viewers per show across India as on June 30, 2016</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

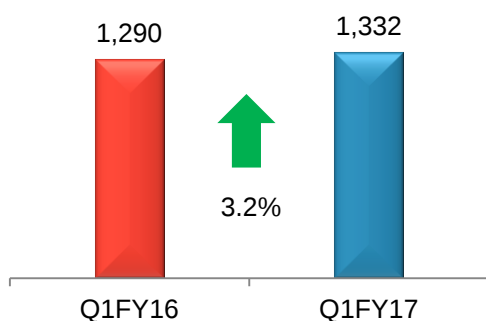
Intent to distribute  $\geq 25\%$  of PAT annually.

# Financial and Operating Highlights

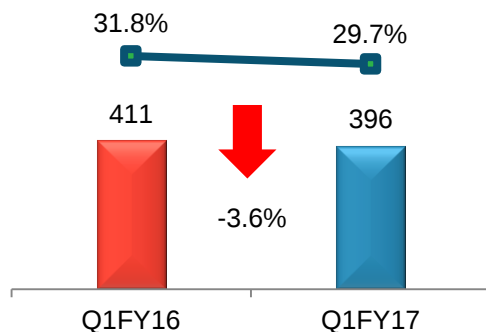
# Financial Highlights

## Consolidated, excluding VDSPL\*\*

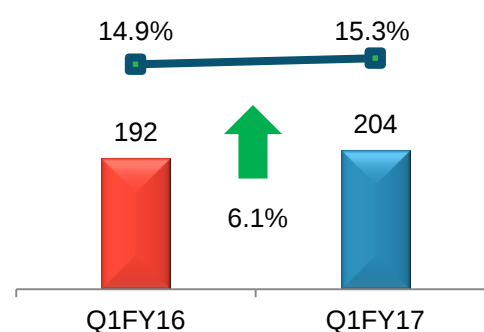
### Total Revenue (INR Mn)



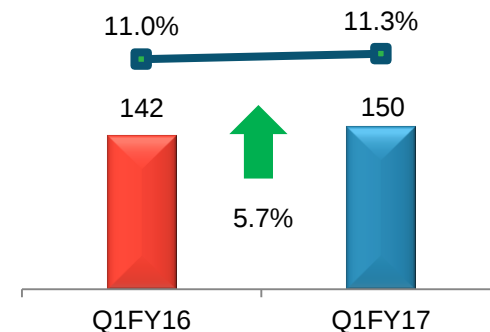
### EBITDA (INR Mn) & Margin (%)



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

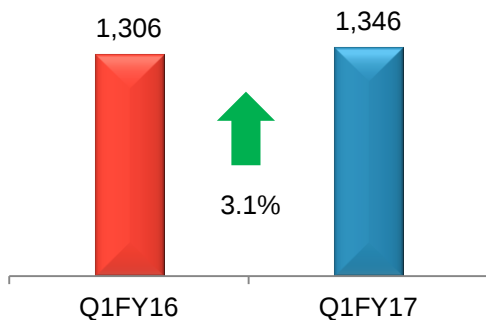


### PAT\* (INR Mn) & Margin (%)

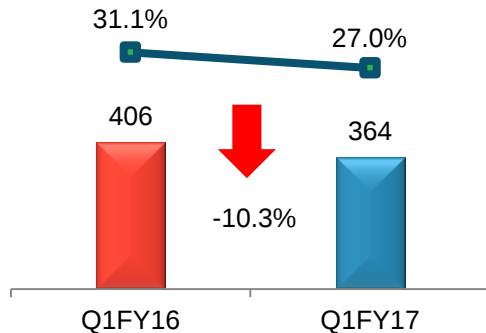


## Consolidated

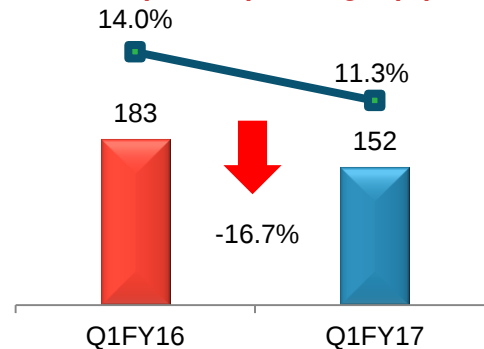
### Total Revenue (INR Mn)



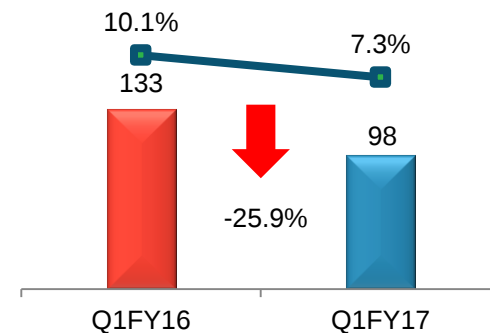
### EBITDA (INR Mn) & Margin (%)



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



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



\*PAT after Minority Interest

\*\*VDSPL includes Caravan Talkies and Club Cinema businesses

# Driving Wide Spread Release of Movies on UFO Network



## Top 10 Hindi

| Release Date | Movie       | # of Screens |
|--------------|-------------|--------------|
| 3-Jun        | HOUSEFULL 3 | 2,725        |
| 29-Apr       | BAAGHI      | 2,683        |
| 15-Apr       | F A N       | 2,545        |
| 13-May       | AZHAR       | 2,000        |
| 17-Jun       | UDTA PUNJAB | 1,993        |
| 1-Apr        | KI & KA     | 1,905        |
| 20-May       | SARBJIT     | 1,663        |
| 27-May       | VEERAPPAN   | 1,566        |
| 6-May        | 1920 LONDON | 1,548        |
| 10-Jun       | TE3N        | 1,408        |

## Top 10 Telugu

| Release Date | Movie                                        | # of Screens |
|--------------|----------------------------------------------|--------------|
| 8-Apr        | SARDAAR GABBARSINGH                          | 982          |
| 22-Apr       | SARRAINODU                                   | 887          |
| 20-May       | BRAHMOTSAVAM                                 | 826          |
| 6-May        | SUPREME (DON'T SOUND HORN)                   | 443          |
| 3-Jun        | A...AA(ANASUYA RAMALINGAM V/S. ANAND VIHARI) | 433          |
| 6-May        | 24                                           | 338          |
| 15-Apr       | EEDO RAKAM - AADO RAKAM                      | 329          |
| 17-Jun       | NANI GENTLEMAN                               | 328          |
| 27-May       | RAYUDU                                       | 262          |
| 13-May       | BICHAGADU                                    | 257          |

## Top 10 Tamil

| Release Date | Movie                         | # of Screens |
|--------------|-------------------------------|--------------|
| 15-Apr       | THERI                         | 494          |
| 6-May        | 24                            | 373          |
| 20-May       | MARUTHU                       | 273          |
| 27-May       | IDHU NAMMA AALU               | 238          |
| 22-Apr       | VETRIVEL                      | 179          |
| 29-Apr       | MANITHAN                      | 153          |
| 3-Jun        | IRAIVI                        | 126          |
| 13-May       | KO-2                          | 117          |
| 1-Apr        | DARLING 2                     | 105          |
| 3-Jun        | VELAINNU VANTHUTTA VELLAKARAN | 101          |

## Top 10 Marathi

| Release Date | Movie           | # of Screens |
|--------------|-----------------|--------------|
| 29-Apr       | SAIRAT          | 709          |
| 27-May       | LAAL ISHQ       | 269          |
| 24-Jun       | EKK ALBELA      | 208          |
| 24-Jun       | GANVESH         | 195          |
| 8-Apr        | VRUNDAVAN       | 194          |
| 1-Apr        | RANGAA PATANGAA | 176          |
| 3-Jun        | LALBAUGCHI RANI | 172          |
| 10-Jun       | CHEATER         | 153          |
| 22-Apr       | BHO BHO         | 153          |
| 17-Jun       | PINDADAAN       | 109          |

# 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 Kannada

| Release Date | Movie           | # of Screens |
|--------------|-----------------|--------------|
| 29-Apr       | CHAKRAVYUHA     | 203          |
| 10-Jun       | JAGGU DADA      | 192          |
| 8-Apr        | JAI MARUTHI 800 | 149          |
| 13-May       | STYLE KING      | 132          |
| 27-May       | APOORVA         | 124          |
| 24-Jun       | JIGARTHANDA     | 121          |
| 27-May       | KARVVA          | 110          |
| 24-Jun       | LAKSHMANA       | 110          |
| 6-May        | AKIRA           | 104          |
| 20-May       | UTURN           | 81           |

## Top 10 Malayalam

| Release Date | Movie                         | # of Screens |
|--------------|-------------------------------|--------------|
| 8-Apr        | JACOBINTE SWARGARAJYAM        | 205          |
| 1-Apr        | KING LIAR                     | 171          |
| 20-May       | KAMMATIPAADAM                 | 143          |
| 6-May        | JAMES AND ALICE               | 122          |
| 27-May       | SCHOOL BUS                    | 121          |
| 22-Apr       | LEELA                         | 109          |
| 13-May       | VALLEEM THETTI PULLEEM THETTI | 100          |
| 27-May       | YODHAHV                       | 84           |
| 20-May       | HAPPY WEDDING                 | 79           |
| 20-May       | AADUPULIYATTAM                | 71           |

## Top 10 Punjabi

| Release Date | Movie                         | # of Screens |
|--------------|-------------------------------|--------------|
| 24-Jun       | SARDAARJI 2                   | 281          |
| 20-May       | KAPTAAN                       | 210          |
| 6-May        | ZORAWAR                       | 208          |
| 27-May       | SAADEY CM SAAB                | 198          |
| 22-Apr       | VAISAKHI LIST                 | 170          |
| 8-Apr        | SAKA-NANKANA SAHIB DE SHAHEED | 123          |
| 3-Jun        | VAAPSI                        | 95           |
| 1-Apr        | CANADA DI FLIGHT              | 75           |
| 10-Jun       | ONCE UPON A TIME IN AMRITSAR  | 68           |
| 10-Jun       | RAI ABDULLAH DULLA BHATTI     | 65           |

## Top 10 Bengali

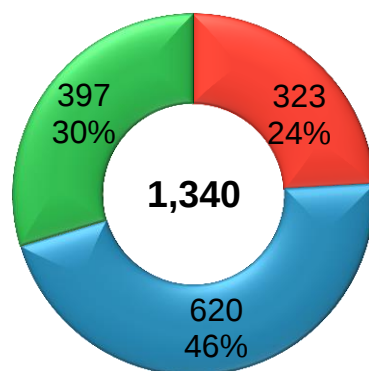
| Release Date | Movie       | # of Screens |
|--------------|-------------|--------------|
| 27-May       | PRAKTAN     | 115          |
| 15-Apr       | POWER       | 83           |
| 15-Apr       | SHANKHACHIL | 56           |
| 13-May       | CINEMAWALA  | 29           |
| 10-Jun       | NIYOTI      | 23           |
| 17-Jun       | SHORORIPU   | 16           |
| 10-Jun       | PARABAS     | 13           |
| 10-Jun       | SUVORATRI   | 10           |
| 3-Jun        | CLAPSTICK   | 8            |
| 24-Jun       | GAME PLAN   | 6            |

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

# Consolidated Revenue Mix

(INR Million)

**Q1FY17**



Exhibitors Revenue



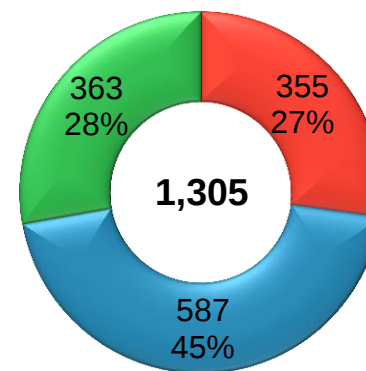
Distributor Revenue



Advertisement Revenue

(INR Million)

**Q1FY16**

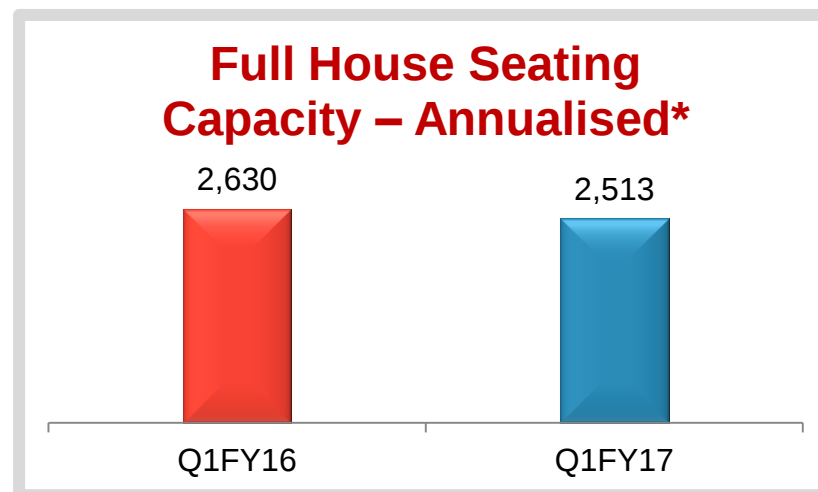
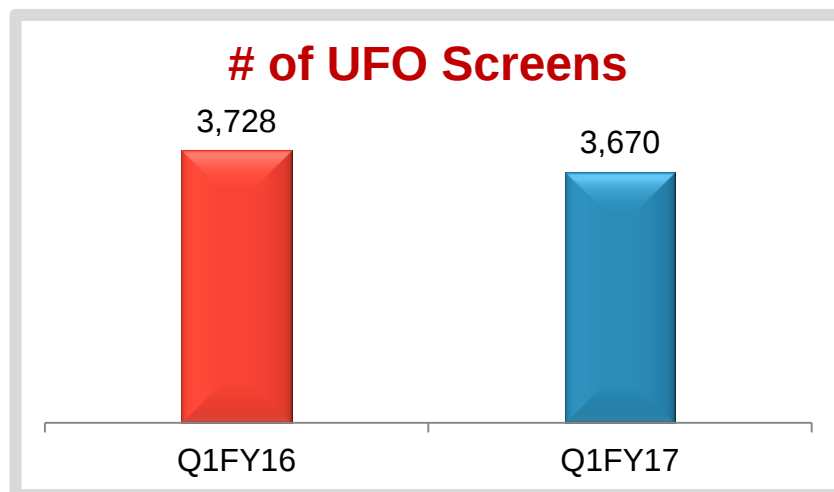


| (INR Million)                  | Q1FY17       | Q1FY16       | Growth        |
|--------------------------------|--------------|--------------|---------------|
| Advertisement revenue          | 397          | 363          | 9.5%          |
| Virtual Print Fees - E-Cinema  | 230          | 228          | 0.7%          |
| Virtual Print Fees - D-Cinema  | 375          | 344          | 9.3%          |
| Lease rental income - E-Cinema | 108          | 94           | 15.7%         |
| Lease rental income - D-Cinema | 41           | 42           | -1.8%         |
| Other Operating Revenues       | 35           | 46           | -26.5%        |
| <b>Total Sale of Services</b>  | <b>1,186</b> | <b>1,117</b> | <b>6.2%</b>   |
| <b>Total Sales of Products</b> | <b>154</b>   | <b>188</b>   | <b>-18.1%</b> |
| <b>Revenue from operations</b> | <b>1,340</b> | <b>1,305</b> | <b>2.7%</b>   |

# In Cinema Advertising Performance

# In Cinema Advertisement Operating Parameter

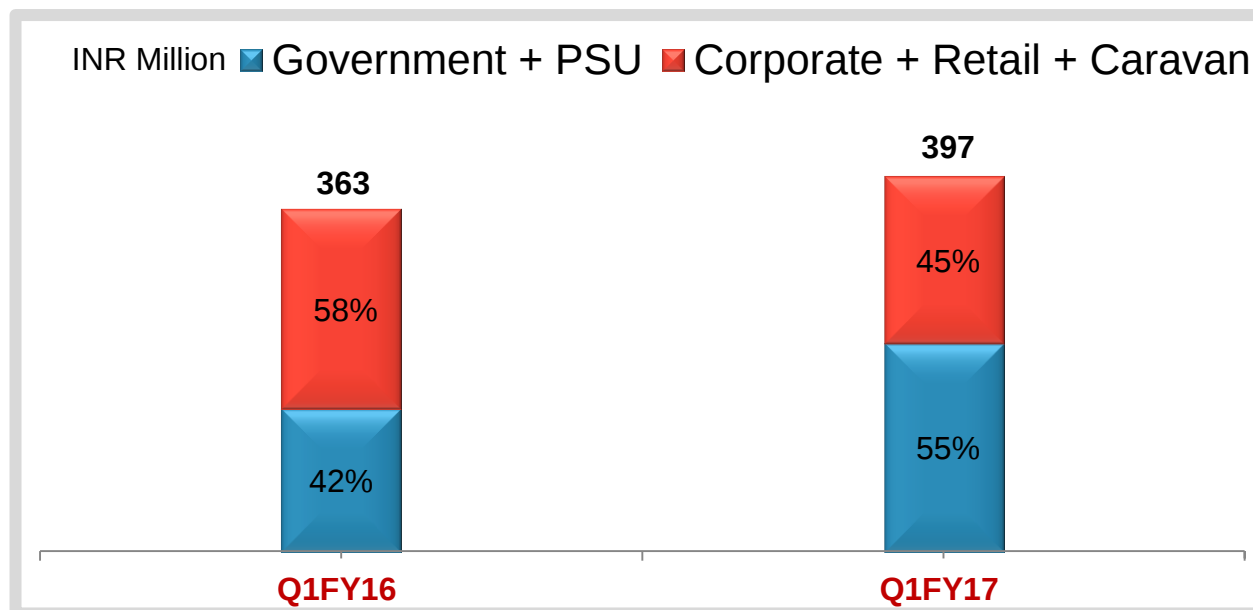
in Million Seats



| Q1FY17                                                     | Top 50 Cities |         | Rest of India |           |
|------------------------------------------------------------|---------------|---------|---------------|-----------|
|                                                            | Multiplex     | Single  | Multiplex     | Single    |
| # of UFO Screens                                           | 367           | 484     | 512           | 2,307     |
| Full House Seating Capacity – Per Show All Screens         | 96,055        | 303,129 | 142,342       | 1,203,481 |
| Seating Capacity Per Screen Per Show                       | 262           | 626     | 278           | 522       |
| *Full House Seating Capacity Annualised (in Million Seats) | 138           | 437     | 205           | 1,733     |

\*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                        | Q1FY17  | Q1FY16 |
|------------------------------------------------|---------|--------|
| Ad Revenue / Screen for the period (Avg) (Rs.) | 104,292 | 93,098 |
| Average # of minutes sold / show / Ad Screen   | 3.97    | 3.81   |
| # of In Cinema Advertising Clients             | 1,198   | 876    |

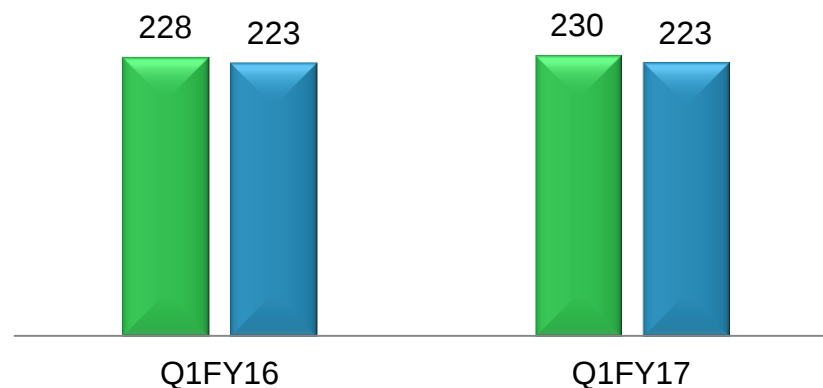
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period  
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

# Theatrical Revenues

# Theatrical revenues from Distributors

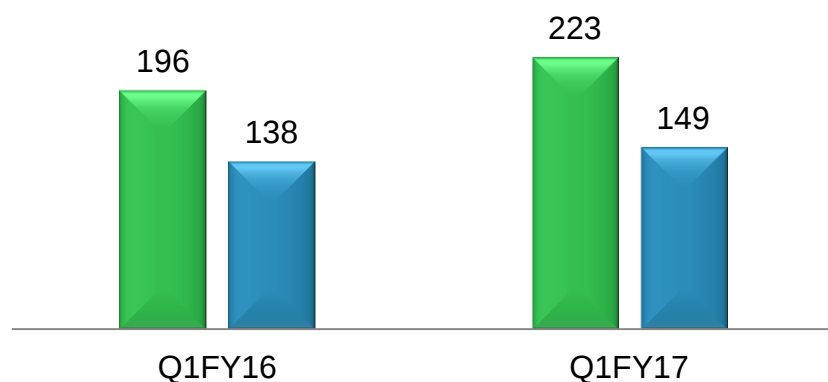
## E – Cinema - VPF

### Domestic Revenue (INR Million)

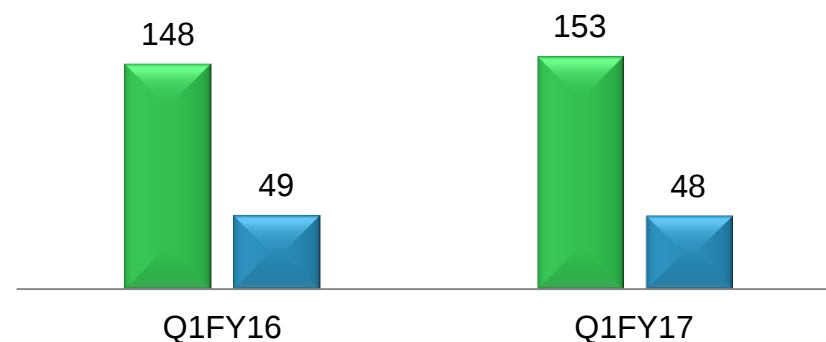


## D – Cinema - VPF

### Domestic Revenue (INR Million)



### International Revenue (INR Million)



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

# Operating Parameter – VPF Revenue India

| # of Screens * | Q1FY17 | Q1FY16 |
|----------------|--------|--------|
| E – Cinema     | 3,509  | 3,504  |
| D – Cinema     | 1,488  | 1,461  |
| Total          | 4,997  | 4,965  |

\* Average # of Screens as on June 30, 2016

| VPF Revenue / Screen (Average**) (in Rs.) | Q1FY17  | Q1FY16  |
|-------------------------------------------|---------|---------|
| E – Cinema Gross                          | 65,165  | 64,674  |
| E – Cinema Net                            | 63,367  | 63,282  |
| D – Cinema Gross                          | 149,549 | 133,159 |
| D – Cinema Net                            | 100,116 | 93,629  |

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

# Operating Parameter – VPF Revenue International



| <b>Number of Screens</b> | <b>Q1FY17</b> | <b>Q1FY16</b> |
|--------------------------|---------------|---------------|
| Total                    | 902           | 850           |

\* Average # of Screens as on June 30, 2016

| <b>VPF Revenue / Screen (Average**) (in Rs.)</b> | <b>Q1FY17</b> | <b>Q1FY16</b> |
|--------------------------------------------------|---------------|---------------|
| D – Cinema Gross                                 | 171,409       | 175,405       |
| D – Cinema Net                                   | 54,283        | 57,642        |

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

## Q1FY17 Update

- 91 Caravans were operational during the quarter in 91 Districts in 6 States
- Caravan revenues during Q1FY17 stood at Rs. 12.4 million

## IMRB Research

- IMRB conducted a research on Caravan Talkies to assess the efficacy of the medium and effectiveness of the activity across villages, below are the findings:
  - Great business opportunity for Caravan Talkies as it operates in villages that lack regular sources of entertainment
    - Mobile Internet and TV penetration is very low
    - There are no avenues of big screen entertainment
  - Awareness of Caravan Talkies – 85%
  - Likeability of Caravan Talkies – 4.4 out of 5
  - Average headcount per show per van – 226
  - High brand/activation recall

## Strategic Initiatives

- Additional revenue monetisation through Static Overlay Advertising during the movie and Live Activations
- Improved transparency with GPS tracking across all vans
- V-Sat installation across multiple villages in one cluster for on-time advertising and content delivery on the fly
- On board technical support to minimize technical failures

## Outlook

- Efforts to improve revenues have further intensified, Caravan Talkies is expected to cash breakeven in H2FY17
- Caravan Talkies will be non-operational in Q2FY17 due to monsoons

# Financial Performance

# Consolidated Results



| (INR Million)                                              | Q1FY17       | Q1FY16       | Growth        |
|------------------------------------------------------------|--------------|--------------|---------------|
| Revenue from Operations                                    | 1,340        | 1,305        | 2.7%          |
| Other Income                                               | 6            | 1            | 603.6%        |
| <b>Total Revenue</b>                                       | <b>1,346</b> | <b>1,306</b> | <b>3.1%</b>   |
| <b>Total Expenses</b>                                      | <b>982</b>   | <b>900</b>   | <b>9.1%</b>   |
| <b>EBITDA</b>                                              | <b>364</b>   | <b>406</b>   | <b>-10.3%</b> |
| Depreciation and Amortisation                              | 206          | 192          | 7.7%          |
| <b>EBIT</b>                                                | <b>158</b>   | <b>214</b>   | <b>-26.4%</b> |
| Finance Cost                                               | 28           | 41           | -32.5%        |
| Finance Income                                             | 22           | 10           | 132.6%        |
| <b>PBT</b>                                                 | <b>152</b>   | <b>183</b>   | <b>-16.7%</b> |
| Tax                                                        | 62           | 55           | 14.6%         |
| <b>PAT</b>                                                 | <b>90</b>    | <b>128</b>   | <b>-30.1%</b> |
| Profit from Associates                                     | 16           | 9            | 85.9%         |
| Minority Interest                                          | 8            | 4            | 74.6%         |
| <b>PAT, Profit from Associates &amp; Minority Interest</b> | <b>98</b>    | <b>133</b>   | <b>-25.9%</b> |
| <b>Basic EPS</b>                                           | <b>3.56</b>  | <b>5.12</b>  | <b>-30.4%</b> |

# Consolidated Expenditure Analysis

| <b>Expenses as a % of Total Revenue</b>                      | <b>Q1FY17</b> | <b>Q1FY16</b> |
|--------------------------------------------------------------|---------------|---------------|
| <b>1) Total Operating Direct Cost</b>                        | <b>43.3%</b>  | <b>43.3%</b>  |
| <b>Key Operating Direct Cost Components</b>                  |               |               |
| <i>i) Advertisement revenue share payment</i>                | <u>9.0%</u>   | <u>8.8%</u>   |
| <i>ii) VPF D-Cinema share payment to D-Cinema Exhibitors</i> | <u>13.7%</u>  | <u>12.4%</u>  |
| <i>iii) Purchase of Equipment, Lamps and Spares</i>          | <u>9.2%</u>   | <u>11.8%</u>  |
| <b>2) Employee Benefit Expenses</b>                          | <b>13.3%</b>  | <b>12.4%</b>  |
| <b>3) Other Expenses (SG&amp;A )</b>                         | <b>16.3%</b>  | <b>13.3%</b>  |
| <b>Total Expenses</b>                                        | <b>73.0%</b>  | <b>68.9%</b>  |
| <b>EBITDA Margin</b>                                         | <b>27.0%</b>  | <b>31.1%</b>  |
| <b>EBITDA Margin excluding VDSPL*</b>                        | <b>29.7%</b>  | <b>31.8%</b>  |

\*VDSPL includes Caravan Talkies and Club Cinema businesses

# Financial Performance excluding VDSPL

## Reconciliation to EBITDA excluding VDSPL\*\*

| (INR Million)                          | Q1FY17     | Q1FY16     | Growth        |
|----------------------------------------|------------|------------|---------------|
| <b>Reported EBITDA Including VDSPL</b> | <b>364</b> | <b>406</b> | <b>-10.3%</b> |
| <i>Margin</i>                          | 27.0%      | 31.1%      |               |
| VDSPL EBITDA Loss                      | 32         | 5          |               |
| <b>EBITDA Excluding VDSPL</b>          | <b>396</b> | <b>411</b> | <b>-3.6%</b>  |
| <i>Margin</i>                          | 29.7%      | 31.8%      |               |

## Reconciliation to PAT excluding VDSPL\*\*

| (INR Million)                        | Q1FY17     | Q1FY16     | Growth        |
|--------------------------------------|------------|------------|---------------|
| <b>Reported PAT* Including VDSPL</b> | <b>98</b>  | <b>133</b> | <b>-25.9%</b> |
| <i>Margin</i>                        | 7.3%       | 10.1%      |               |
| VDSPL PAT Loss                       | 52         | 9          |               |
| <b>PAT Excluding VDSPL</b>           | <b>150</b> | <b>142</b> | <b>5.7%</b>   |
| <i>Margin</i>                        | 11.3%      | 11.0%      |               |

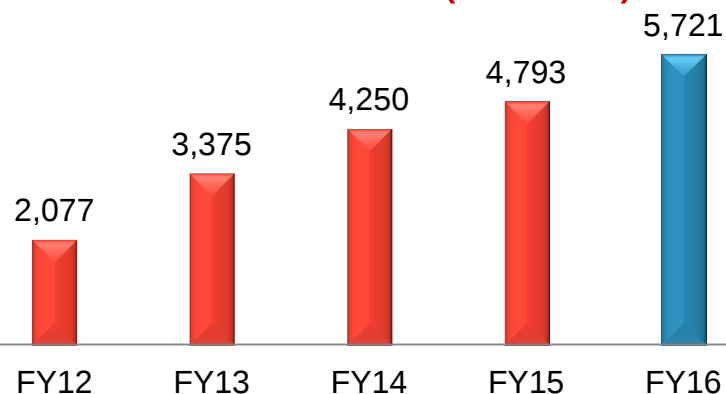
\*PAT after Minority Interest

\*\*VDSPL includes Caravan Talkies and Club Cinema businesses

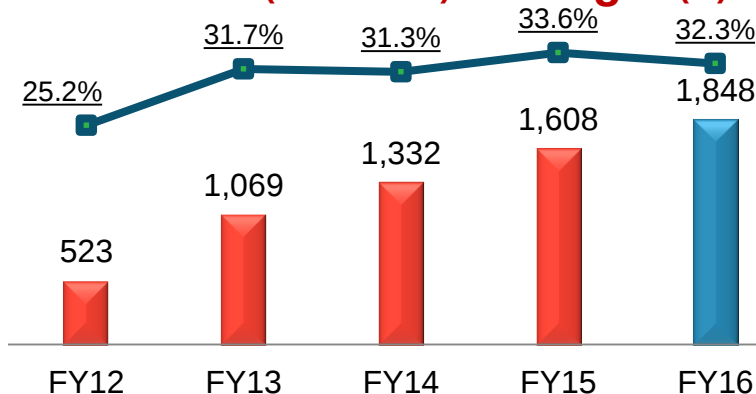
# Annexure

# Financial Highlights – 5 Years

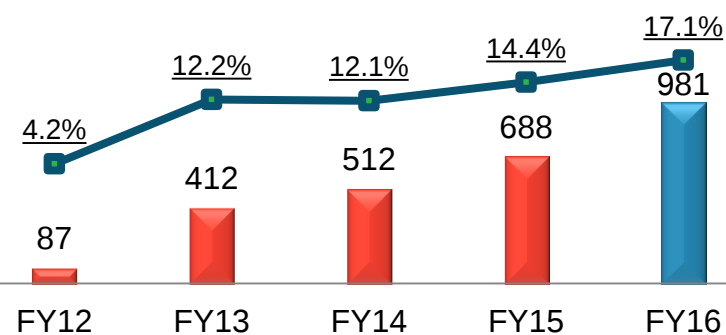
## Total Revenue (INR Million)



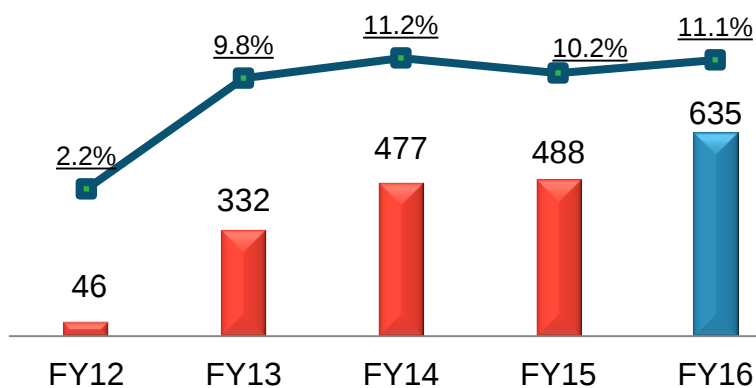
## EBITDA (INR Million) & Margin (%)



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



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



\*PAT after Minority Interest

# Advertisement Revenue – 5 Years

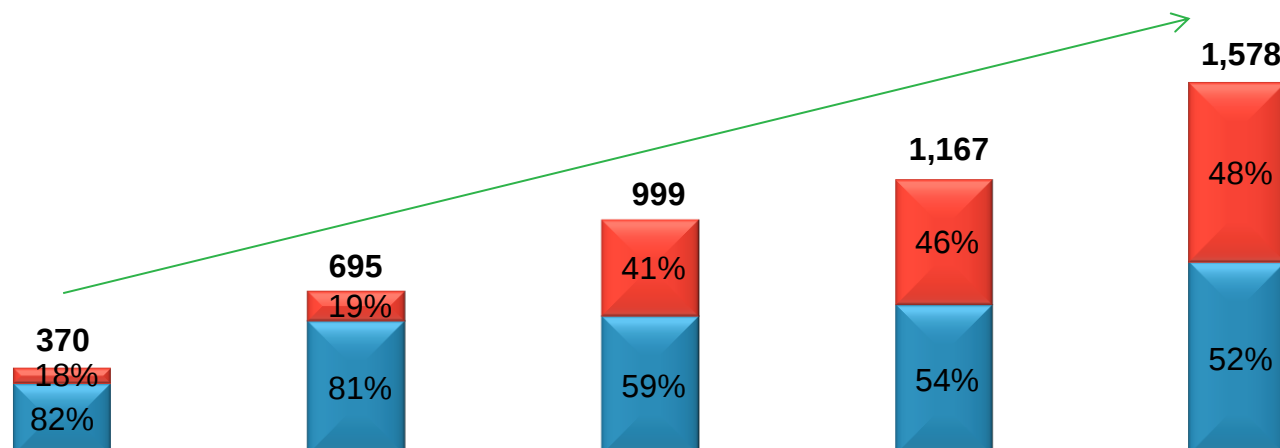


INR Million

■ Government + PSU

■ Corporate + Retail + Caravan

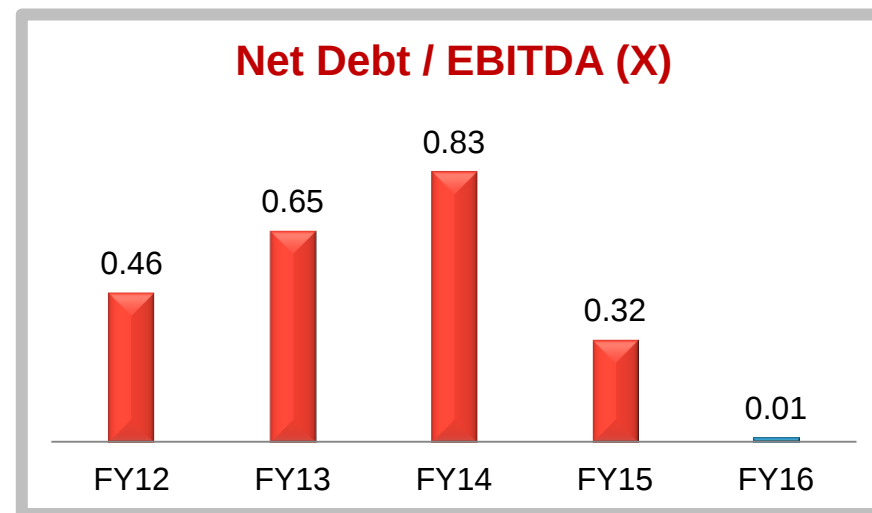
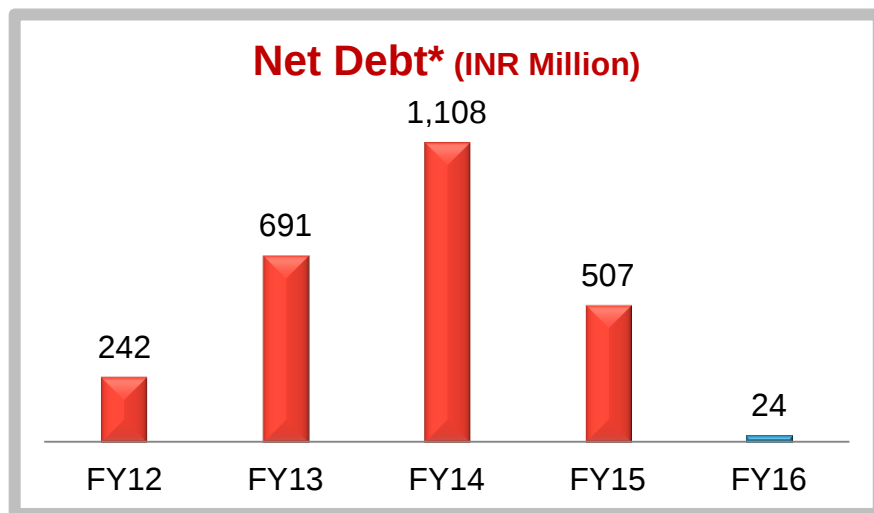
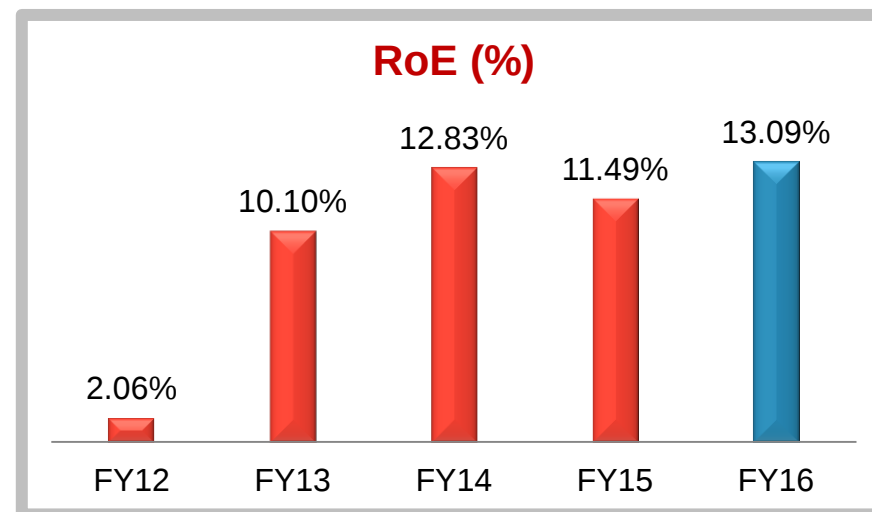
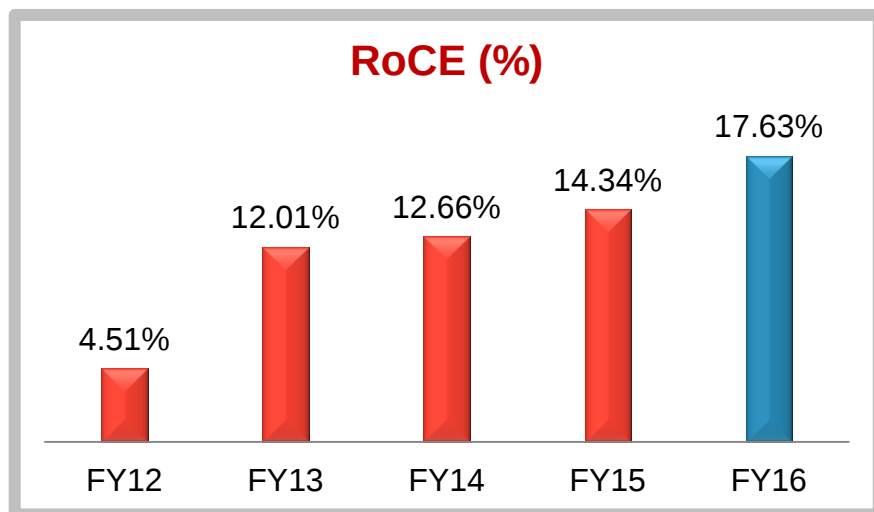
**FY12 – FY16**  
**Revenue CAGR 44%**



|                                        | FY12    | FY13    | FY14    | FY15    | FY16    |
|----------------------------------------|---------|---------|---------|---------|---------|
| # of Screens with Ad Rights            | 2,647   | 3,071   | 3,592   | 3,784   | 3,713   |
| Annual Ad Revenue / Screen (Avg) (INR) | 159,089 | 243,081 | 299,711 | 316,346 | 410,275 |
| # of minutes sold / show / Ad Screen   | 1.66    | 2.46    | 3.25    | 3.36    | 4.15    |

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

# Key Financial Parameters



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

RoCE = EBIT/Average (Networth + Long Term Debt + Short Term Debt + Current Maturing Long Term Debt + Minority Interest)

RoE = PAT after Minority Interest / Average Network

# Shareholding

| (% of Total # of shares)          | June 30, 2016     |
|-----------------------------------|-------------------|
| Promoters                         | 28.86%            |
| Foreign Venture Capital Investors | 19.03%            |
| FII                               | 5.70%             |
| DII                               | 15.91%            |
| Corporate Bodies                  | 7.14%             |
| Foreign Bodies                    | 10.79%            |
| Others                            | 12.57%            |
| <b>Total # of Shares</b>          | <b>27,600,801</b> |

## Marquee Institutional Investors\*

|                                     |
|-------------------------------------|
| SBI Mutual Fund                     |
| Reliance Capital Asset Management   |
| Max Life Insurance                  |
| DSP Blackrock                       |
| Wellington International Management |
| Grandeur Peak Global Advisors       |
| Nomura Singapore                    |
| Union KBC Asset Management          |
| Bharti Axa Life Insurance           |
| Aviva Life Insurance                |

\* As on July 31, 2016

## 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 June 30, 2016, UFO's global network, along with subsidiaries and associates, spans 6,672 screens worldwide, including 4,997 screens across India and 1,675 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 3,670 screens, with an aggregate seating capacity of approximately 1.75 million viewers and a reach of 1,892 locations across India, as on June 30, 2016. UFO's in-cinema advertising platform enables advertisers to reach a targeted, captive audience with high flexibility and control over the advertising process. UFO's in-cinema advertising platform also allows small exhibitors who otherwise are not able to effectively monetise their advertising inventory due to their limited scale and reach to receive a greater share of advertisement revenue than they are able to using traditional advertising methods.

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

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