Prime Focus Ltd

Press release **BSE: 532748**

Prime Focus Limited announces results for the quarter and nine-months ended December 31, 2013

Prime Focus' consolidated revenues up 18% and EBITDA up 52% (YoY) for Q3FY'14

Creative and Technology services witness robust growth
2D-3D+VFX: Revenues of Rs 1,236mn, up 30% YoY | EBITDA up 35% YoY
PFT: Revenues of Rs 431mn, up 112% YoY | EBITDA up 144% YoY

Mumbai, February 12, 2014: Prime Focus Limited, the global leader in media and entertainment industry services, today reported consolidated revenues of Rs 2,137mn for the quarter ending December 31, 2013, registering an increase of 18% YoY. The accelerated growth was achieved on the back of the Company's strategy to focus on new businesses driven by the non-linear growth of Prime Focus Technologies ('PFT'), a unique blend of Media and IT expertise, and Prime Focus World's ('PFW') globally recognized creative services business.

Q3'FY14 key financial highlights (Consolidated)

- Robust growth of 18% YoY in revenues to reach Rs 2,137mn driven by new businesses - 112%YoY growth in PFT and 30% YoY growth in PFW
- EBITDA for the quarter up 52% YoY to reach Rs 448mn. EBITDA margin increases from 16.3% in Q3'FY13 to 21.0% in Q4'FY13
- EBITDA including foreign exchange gain (net) increases 45% YoY to reach Rs 486mn. EBITDA including foreign exchange gain (net) Margin at 22.7%
- Net Profit for the quarter at Rs 103mn as against loss of Rs 633mn in Q3'FY13

9M'FY14 key financial highlights (Consolidated)

- Consolidated revenues increase 5.8% YoY to reach Rs 5,982mn
- EBITDA for nine months up 13% YoY to reach Rs 1,325mn with margin of 22.2%
- EBITDA including foreign exchange gain (net) up 34% YoY to reach Rs 1,708mn with margin of 28.5%
- Net profit for the period at Rs 402mn versus loss of Rs 327mn in 9mFY13

Key operational highlights

- PFW: 2,000+ 3D shots and ~1,500 VFX shots delivered across projects including *I, Frankenstein, Vampire Academy, Non-Stop, The Two Faces of January, The Christmas Candle, The Legend of Hercules, Out of the Furnace etc.*
- PFW's on-going announced projects include *Sin City 2, Edge of Tomorrow, The Gunman, Seventh Son, etc.*

- Inauguration of True North, the world's largest digital media services cloud.
- PFT continues to service leading M&E clients like Star, Zee, Disney, A&E Networks, etc., while winning new clients.
- Recent Award wins:
  - International 3D Society Award for 'Outstanding 2D to 3D Conversion in Theatrical Motion Picture' category for Gravity by PFW
  - Best VFX for 'White House Down' at 24 FPS Annual International Animation Awards by PFW
  - Prime Focus UK won the Emmy award for their work on History Channel's series 'World War II from Space' in the 'Outstanding Graphic Design & Art Direction' category
  - EMC Transformers 2013 Award by PFT
  - PFT bagged the Aegis Graham Bell Awards 2013 for Innovation in Cloud-based Solutions

Commenting on results Mr. Ramki Sankaranarayanan, CEO, Prime Focus Ltd said
"This has been a good quarter for us both in terms of financial growth and international recognition. We continue to execute on our strategy, grow revenues and margins in our new businesses while selectively realigning the legacy post production business.

In the creative services business, growth has been fueled by an increase in the Visual Effects business on the back of *Sin City 2* and other marquee projects, while we continue to consolidate our position in the 3D conversion business on the back of *Gravity's* global acclaim.

The Cloud technology business continues to scale on the back of expanding existing accounts and winning new logos. We are focusing our efforts on increasing penetration in North America."

About Prime Focus Limited:
Prime Focus Limited, a global leader in media and entertainment industry services employs over 4,300 professionals in 11 cities across 4 continents and 5 time zones. We provide end-to-end creative and technical services including visual effects, stereo 3D conversion, video/audio post-production, media asset management, Digital Intermediate, versioning and adaptation, and equipment rental to the Film, Broadcast, Advertising and Media industries. Prime Focus is also behind path breaking technologies like CLEAR™ (Hybrid Cloud technology enabled Media ERP platform) and View-D™ (stereoscopic 2D to 3D conversion). Leveraging our Global Digital Pipeline and pioneering delivery model WorldSourcing® we partner content creators at every stage of the process ensuring work flow efficiencies, cost optimization and creative enablement. Listed on the BSE and NSE of India, Prime Focus has operations in Los

Angeles, New York, Vancouver, London, Johannesburg, Mumbai, Bangalore, Chandigarh, Delhi, Kolkata and Hyderabad.

For more details please visit: primefocusltd.com

For any investor relations query please contact:

Alok Gupta **Prime Focus Limited** Phone: +91 8879360082 Email: alok.gupta@primefocusworld.com	**Pooja Dokania/ Seema Shukla** **Four-S Services Pvt Ltd** Phone: : +91 9920063991/+91 124 4241441 Email: pooja.dokania@four-s.com seema@four-s.com

Note: Certain statements made in the document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Prime Focus Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.