

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

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



FY 2015 Results Presentation

July 23, 2015

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

UFO
digital cinema
UFO Movies India Limited



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India's Largest Digital Cinema Network and In-Cinema Advertising Platform

Indian Film Industry's Largest Content Distribution Highway

5,032*
Digital Screens in India

~2.22 million
Seating capacity per show

Digitally Delivered **~1,636** Movies
for **~1,830** Distributors in FY15

Across **1,970**
Locations

India's Largest In-cinema High Impact Advertising Platform

3,784
In Cinema Advertising Screens

with an average weekly seating capacity of
~52 million

~1,724 Advertisers in FY15

Across **1,951**
Locations

Data as on March 31, 2015

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

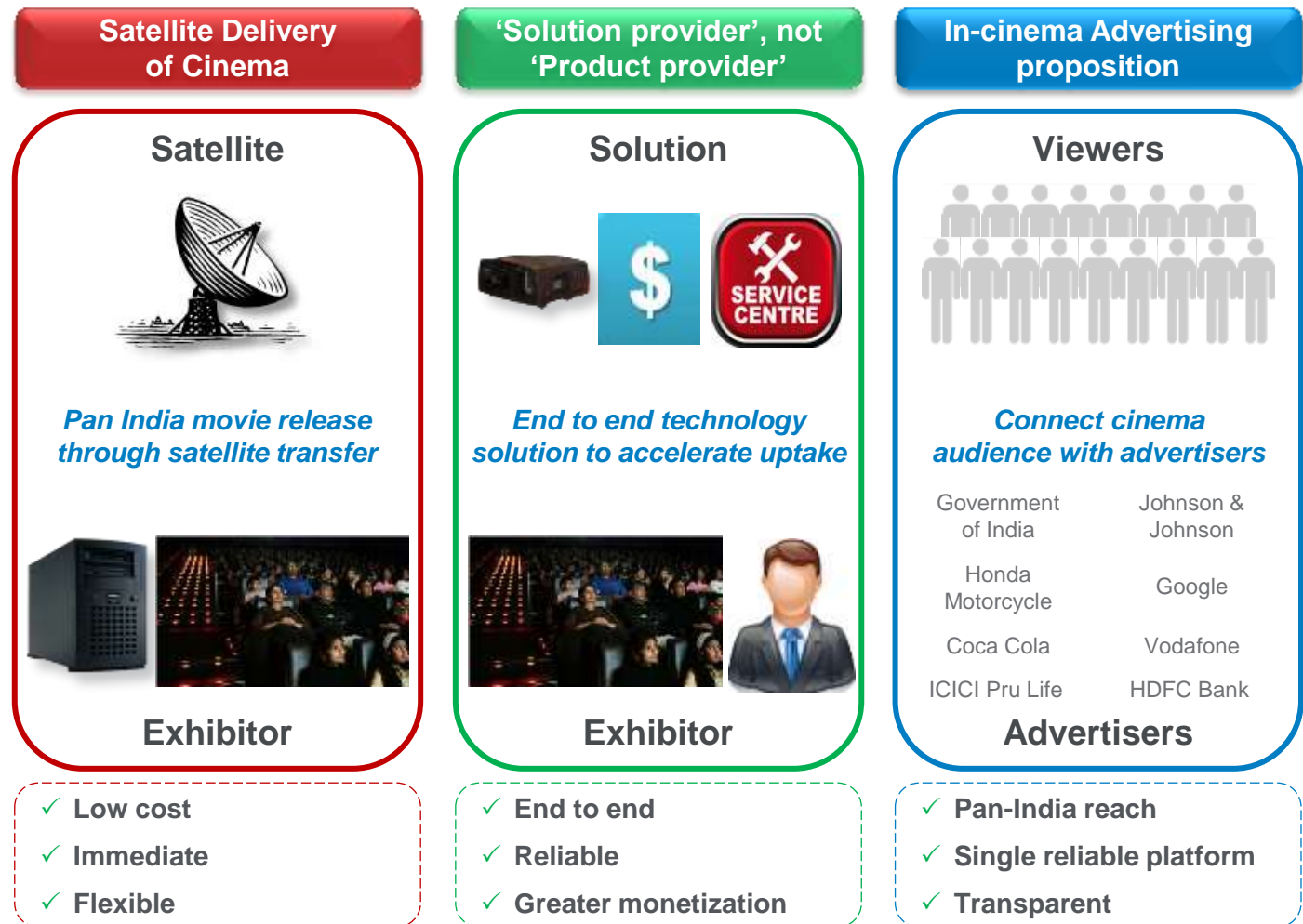
UFO's Innovative Solution for Analog Cinema Market

Analog Cinema Era beset with Issues...



- ✗ Staggered release
- ✗ Poor distribution
- ✗ Piracy leakage
- ✗ Lower box office collections
- ✗ Damaged reels

... UFO's Innovative Solution



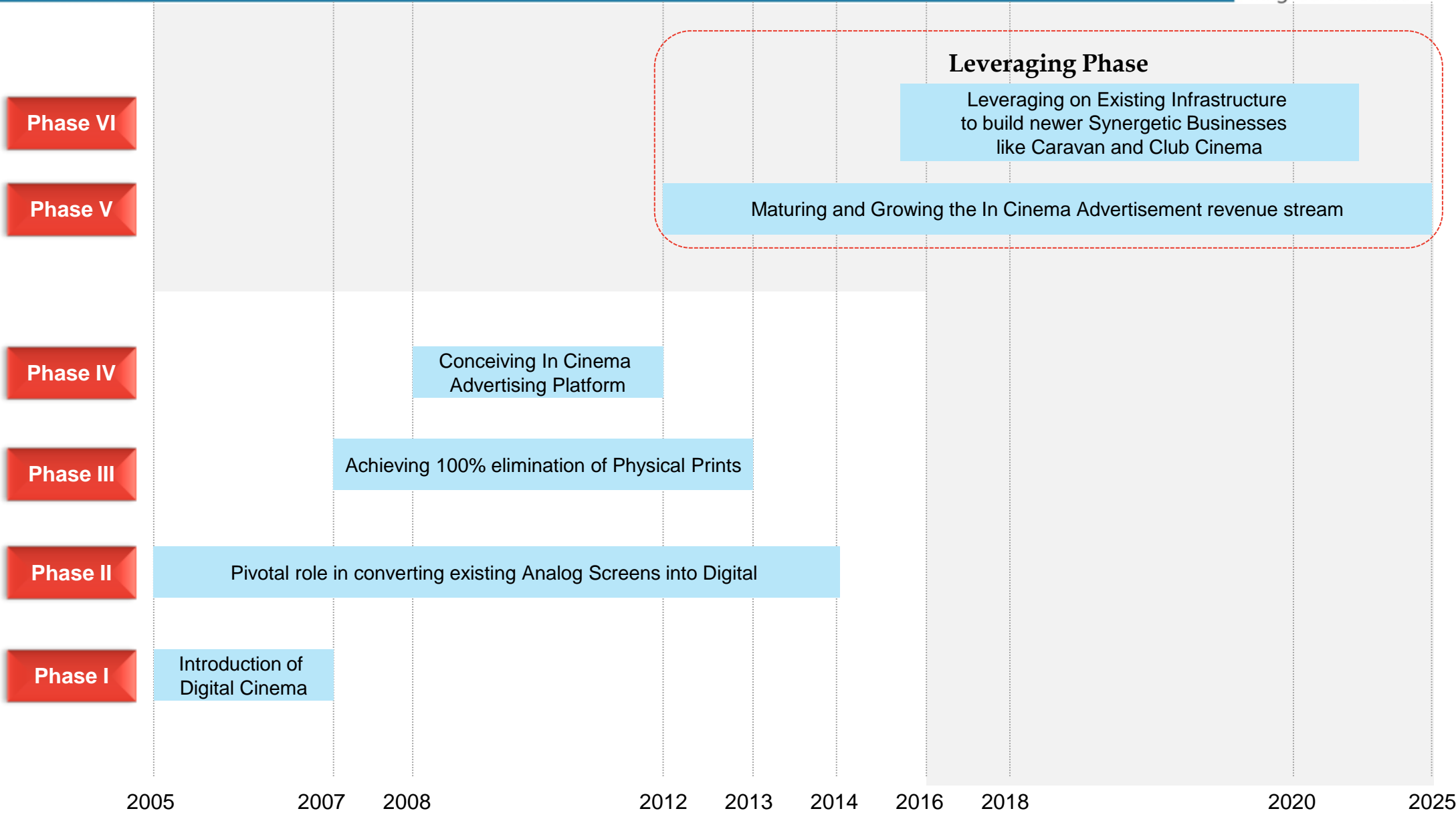
Philosophy – Value Creation Across the Value Chain



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.

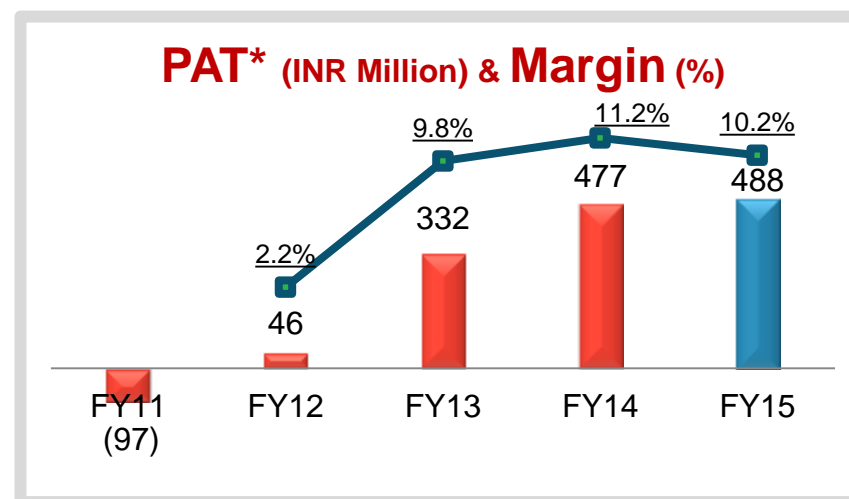
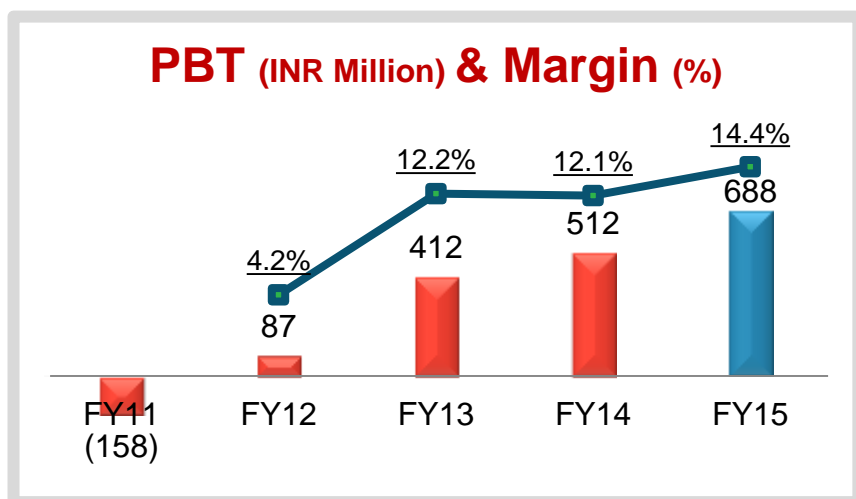
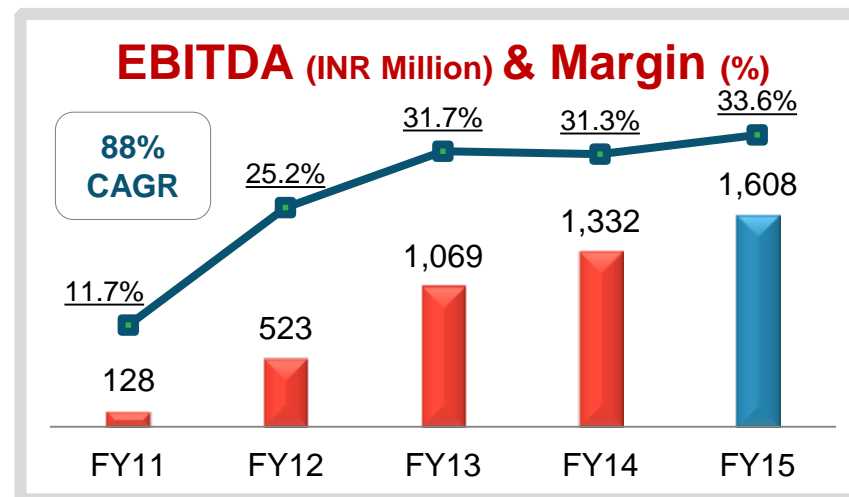
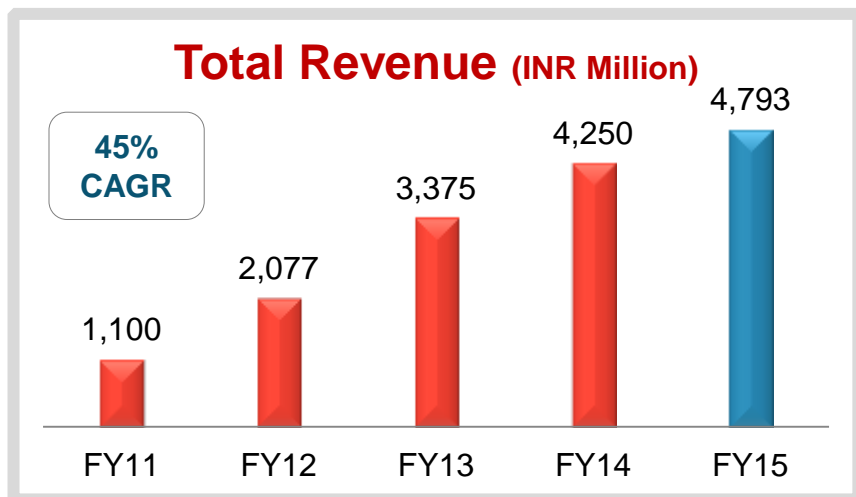
	UFO Proposition	Stakeholder Impact
Exhibitors	<ul style="list-style-type: none"> • Enable digitization of screens <ul style="list-style-type: none"> – Provides installation, investment and maintenance services for digital cinema systems – Receive fresh / “first-day first-show” content – Access to almost all films released historically • Effectively monetize ad inventory 	<ul style="list-style-type: none"> • Content variety clubbed with high quality viewing experience • Higher theatrical revenues given day and date release • Operational flexibility & simplicity • Ad revenue upside
Content Owner / Distributor	<ul style="list-style-type: none"> • Pan-India release • Fully secure, encrypted signal • Pay per show model • Low cost distribution even for under-served smaller markets 	<ul style="list-style-type: none"> • Increased box office revenues • Reduced piracy • Reduced distribution costs
Advertisers	<ul style="list-style-type: none"> • Aggregate ad inventory in 3,784 screens (including 370 D-Cinema screens); seating capacity of ~1.86mn viewers per show across India as on March 31, 2015 • Centralized scheduling • Flexible and customizable ad platform 	<ul style="list-style-type: none"> • Growing usage by advertisers <ul style="list-style-type: none"> – Targeted advertising – High impact medium – Transparency – Multi-language flexibility

Our vision



Financial and Operating Highlights

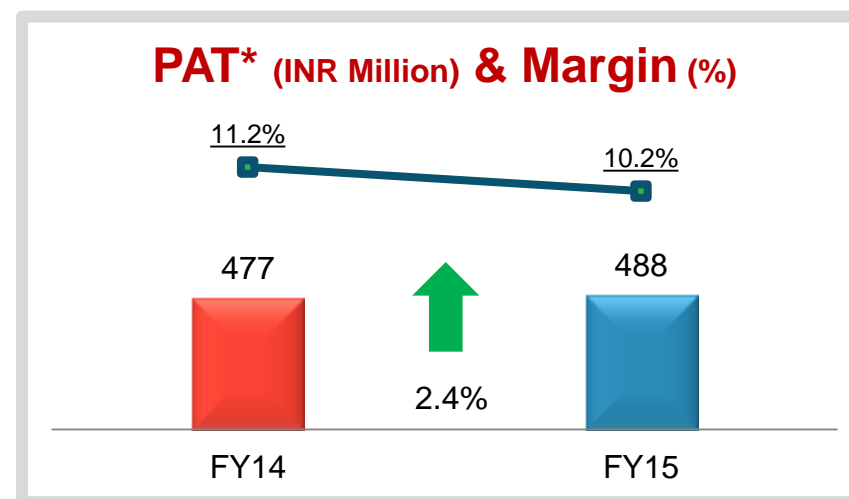
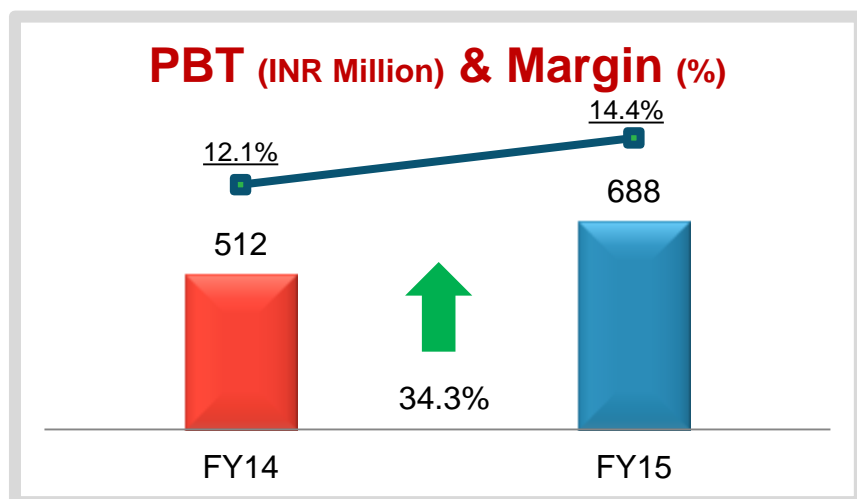
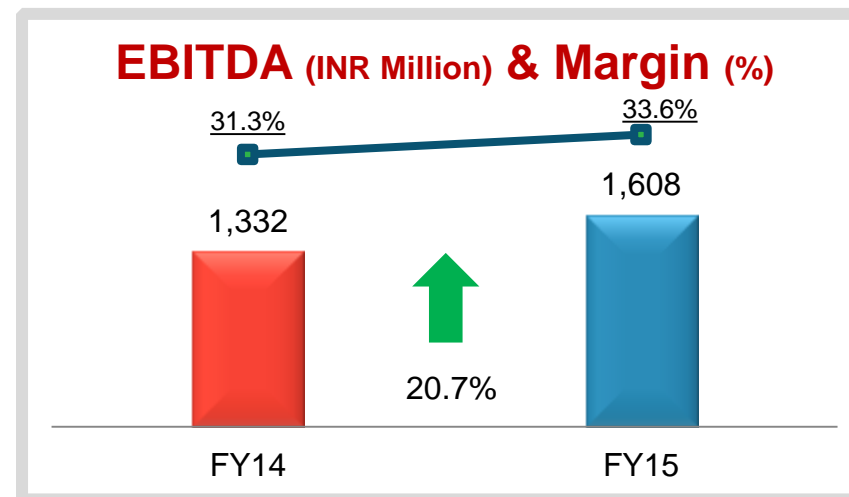
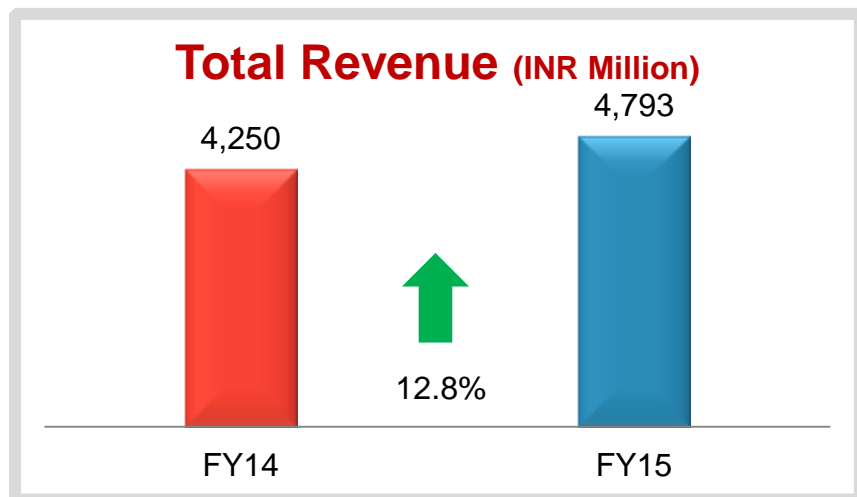
Financial Highlights – 5 Years



*PAT after Minority Interest

*FY15 PAT includes lower Deferred Tax Credit of Rs. 60 million compared to Rs. 109 million in FY14

Consolidated Financial Highlights – Year-on-Year



*PAT after Minority Interest

*FY15 PAT includes lower Deferred Tax Credit of Rs. 60 million compared to Rs. 109 million in FY14

Driving Wide Spread Release of Movies on UFO Network



Top 10 Hindi

Release Date	Movie	# of Screens
Jul-14	KICK	3,062
Dec-14	PK	3,025
Oct-14	HAPPY NEW YEAR	2,978
Aug-14	SINGHAM RETURNS	2,845
Oct-14	BANG BANG	2,661
Dec-14	ACTION JACKSON	2,653
Jun-14	HOLIDAY	2,572
Aug-14	ENTERTAINMENT	2,275
Jan-15	BABY	2,255
Jun-14	EK VILLAIN	2,237

Top 10 Telugu

Release Date	Movie	# of Screens
Sep-14	AAGADU	848
Apr-14	RACE GURRAM	797
Jan-15	I	780
Feb-15	TEMPER	754
Aug-14	RABHASA	713
Sep-14	POWER (UNLIMITED)	651
Jan-15	GOPALA GOPALA	645
Dec-14	LINGAA	629
Oct-14	GOVINDUDU ANDARIVADELE	625
Sep-14	LOUKYAM (DIPLOMACY)	549

Top 10 Tamil

Release Date	Movie	# of Screens
Jan-15	I	639
Dec-14	LINGAA (KERALA & TN)	589
Oct-14	KATHTHI	527
Aug-14	ANJAAN	483
Feb-15	YENNAI ARINDHAAL	415
May-14	KOCHADAIYYAAN (2D)	393
Oct-14	POOJAI	357
Feb-15	KAAKI SATTAI	333
Apr-14	MAAN KARATE	275
Sep-14	ARANMANAI	260

Top 10 Marathi

Release Date	Movie	# of Screens
Jul-14	LAI BHAARI	542
Feb-15	BAJI	404
Oct-14	PYAR VALI LOVE STORY	392
Oct-14	DR. PRAKASH BABA AMTE	386
Jan-15	BALKADU	372
Feb-15	MITWAA	365
Jan-15	CLASSMATES	359
Jan-15	LOKMANYA EK YUGPURUSH	330
Nov-14	ELIZABETH EKADASHI	325
Oct-14	PUNHA GONDHAL PUNHA MUJRA	244

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 Bhojpuri

Release Date	Movie	# of Screens
Jun-14	NIRAHUA HINDUSTANI	311
Mar-15	PATNA SE PAKISTAN	250
Jul-14	JANEMAN	219
Jun-14	TERE NAAM	204
Aug-14	YODDHA	204
Oct-14	HATHKADI	201
May-14	SHOLA SHABNAM	185
Nov-14	JO JEETA WOHI SIKANDAR	184
Feb-15	HUKUMAT	182
Aug-14	KHOON BHARI HAMAR MAANG	181

Top 10 Kannada

Release Date	Movie	# of Screens
May-14	MAANIKYA	309
May-14	GAJAKESSARI	240
Aug-14	POWER ***	237
Dec-14	MR. AND MRS. RAMACHARI	233
Oct-14	BAHADDUR	208
Nov-14	AMBARISHA	206
Mar-15	KRISHNA LEELA	199
Aug-14	SHARAN ADYAKSHA	196
Nov-14	ABHIMANYU	180
Jul-14	ROSE	174

Top 10 Malyalam

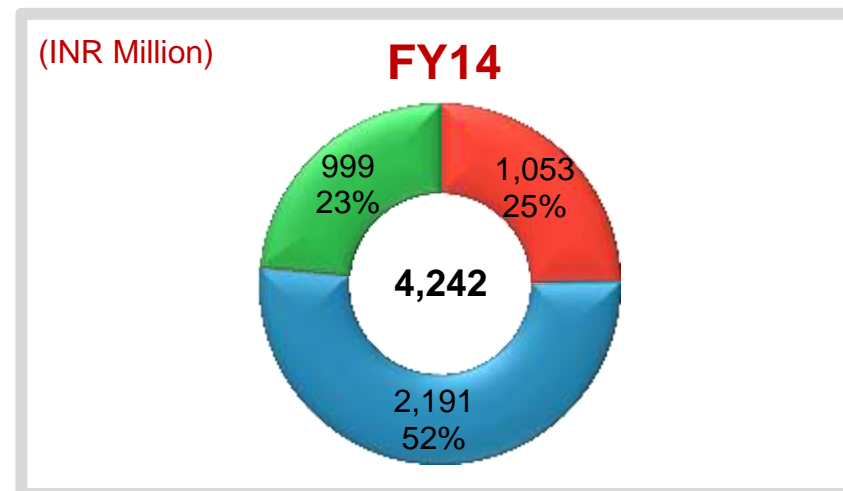
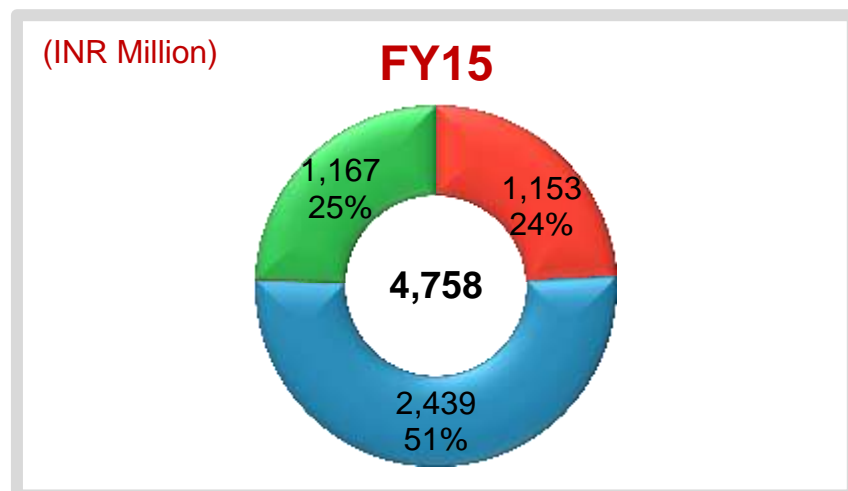
Release Date	Movie	# of Screens
Sep-14	VELLIMOONGA	276
May-14	BANGALORE DAYS	259
Aug-14	PERUCHAZHI	257
Sep-14	RAJADHIRAJA	241
May-14	MR. FRAUD	225
Jul-14	VIKRAMADHITHYAN	219
Apr-14	7 th DAY	213
May-14	HOW OLD ARE YOU	202
Apr-14	RING MASTER	197
Mar-15	ORU VADAKKAN SELFIE	195

Top 10 Bangali

Release Date	Movie	# of Screens
May-14	GAME	184
Sep-14	BACHCHAN	169
Dec-14	ROMEO VS JULIET	146
May-14	AMI SUDHU CHEYECHHI TOMAY	135
Aug-14	BUNO HAANSH	124
Oct-14	JODDHA	115
Jan-15	HEROGIRI	109
Aug-14	BORBAAD	106
Jul-14	BINDAAS	104
Aug-14	ACTION	74

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

Consolidated Revenue Mix



Exhibitors Revenue



Distributor Revenue



Advertisement Revenue

(in Rs. Million)	FY15	FY14	Growth
Advertisement revenue	1,167	999	16.8%
Virtual Print Fees - E-Cinema	894	821	8.8%
Virtual Print Fees - D-Cinema	1,478	1,304	13.3%
Lease rental income - E-Cinema	363	282	28.7%
Lease rental income - D-Cinema	160	137	16.8%
Digitisation income	67	65	3.2%
Registration fees income	9	9	4.5%
Other Operating Revenues	82	28	189.3%
Total Sale of Services	4,220	3,646	15.8%
Total Sales of Products	538	596	-9.7%
Revenue from operations	4,758	4,242	12.2%

In Cinema Advertising Performance

Regional Reach – Advertisement Network

In Cinema

# of Advertisement Screens	FY15	FY14
South	1,419	1,425
West	1,000	890
North	724	642
East	641	635

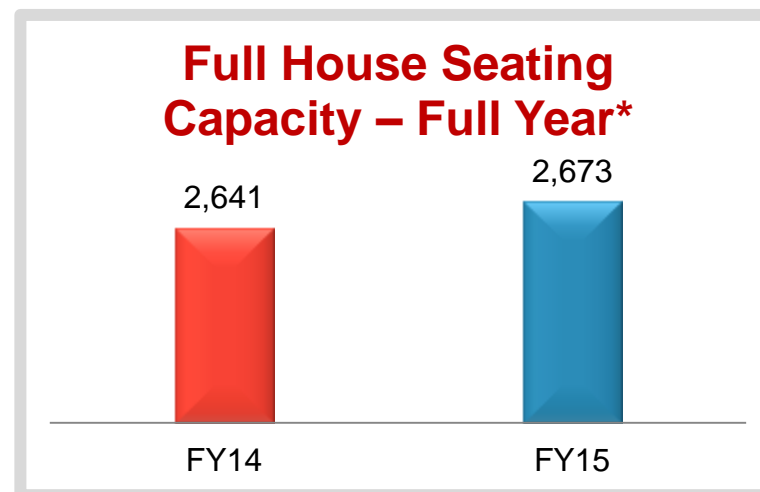
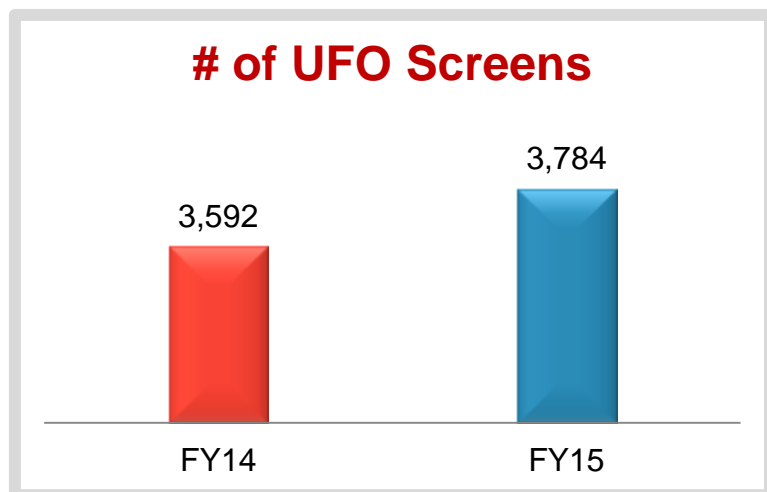
Cinema on Wheels

# of Caravans (Caravan Talkies)	FY15	FY14
North	24	-

* Caravan Talkies was acquired on December 31, 2014

Advertisement Operating Parameter

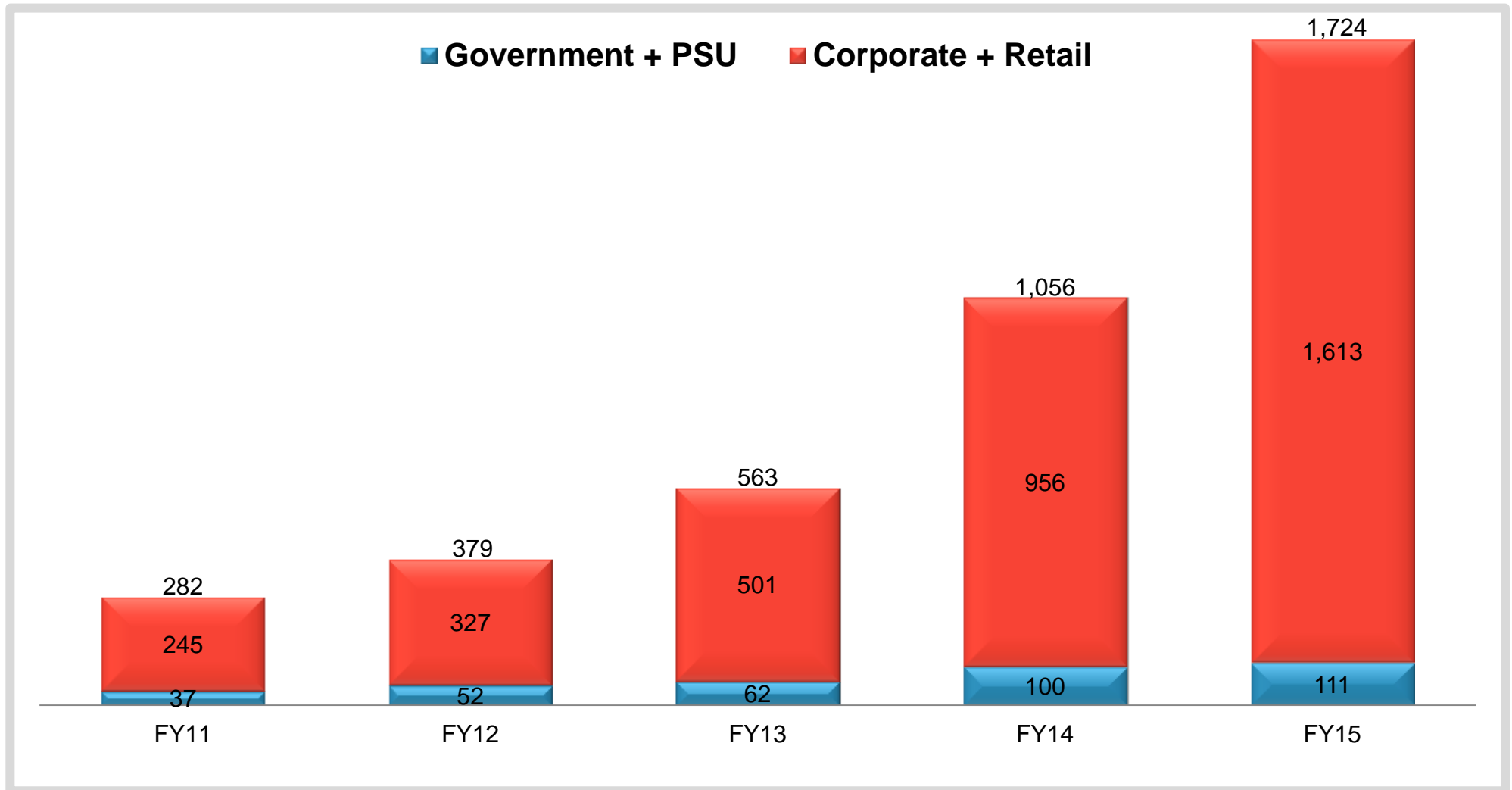
in Million Seats



FY15	Top 50 Cities		Rest of India	
	Multiplex	Single	Multiplex	Single
# of UFO Screens	382	503	432	2,467
*Full House Seating Capacity – Per Show All Screens	97,469	319,399	127,324	1,312,128
Seating Capacity Per Screen Per Show	255	635	295	532
Full House Seating Capacity – Full Year	140,355,360	459,934,560	183,346,560	1,889,464,320

*Full house seating capacity for the full year is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

Number of In Cinema Advertising Clients

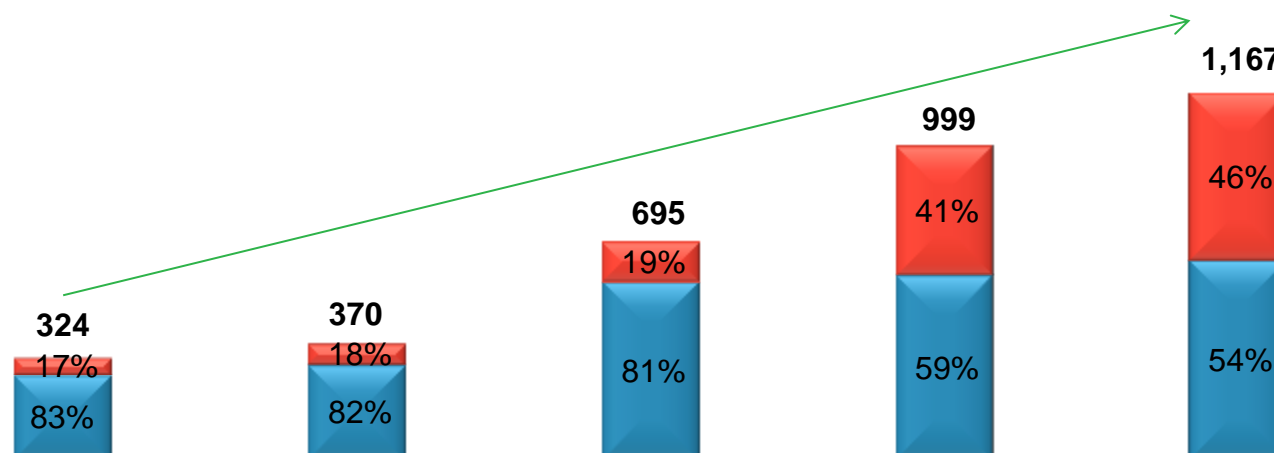


Advertisement Revenue Analysis



In Rs. Million ■ Government + PSU ■ Corporate + Retail

**FY11 – FY15
Revenue CAGR 38%**



	FY11	FY12	FY13	FY14	FY15
# of Screens with Ad Rights	2,008	2,647	3,071	3,592	3,784
Annual Ad Revenue / Screen (Avg) (INR)	177,014	159,089	243,081	299,711	316,346
Total # of minutes of Ad Sold	5,321,739	5,563,989	10,140,964	15,577,590	17,859,068
# of minutes sold / show / Ad Screen	2.02	1.66	2.46	3.25	3.36

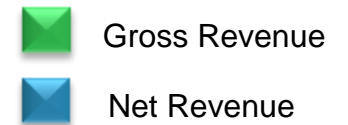
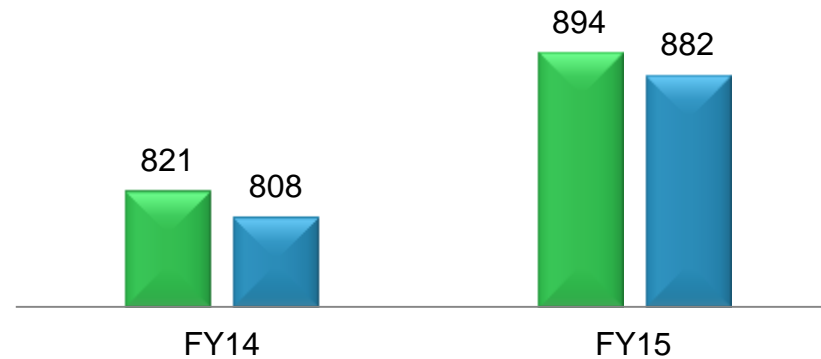
of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of advertisement screens during the period
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Theatrical Revenues

Theatrical revenues from Distributors

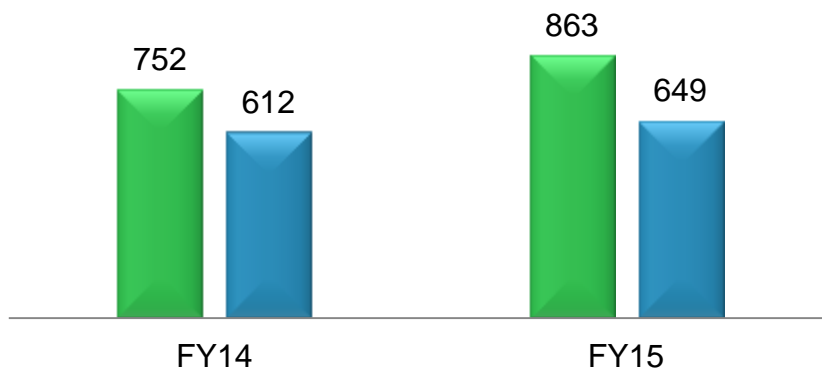
E – Cinema - VPF

Domestic Revenue (INR Million)

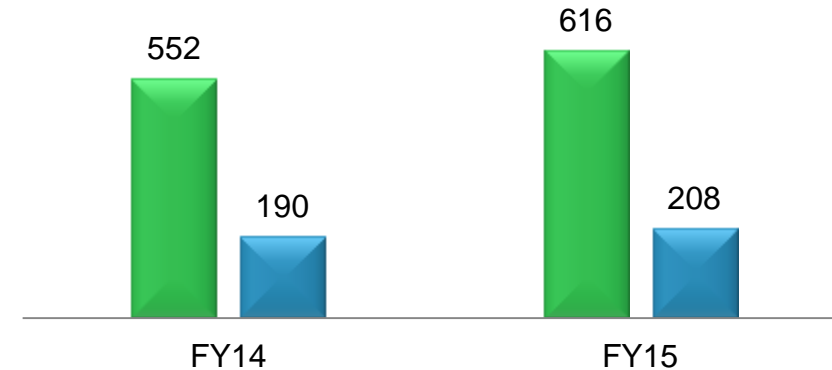


D – Cinema - VPF

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 *	FY15	FY14
E – Cinema	3,554	3,342
D – Cinema	1,478	1,461
Total	5,032	4,803

* Total # of Screens as on March 31, 2015

Annual VPF Revenue / Screen (Average**)	FY15	FY14
E – Cinema Gross (Rs.)	259,171	251,308
E – Cinema Net (Rs.)	255,773	247,174
D – Cinema Gross (Rs.)	586,961	603,304
D – Cinema Net (Rs.)	441,665	491,030

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

Operating Parameter – VPF Revenue International

Number of Screens	FY15	FY14
Total	837	803

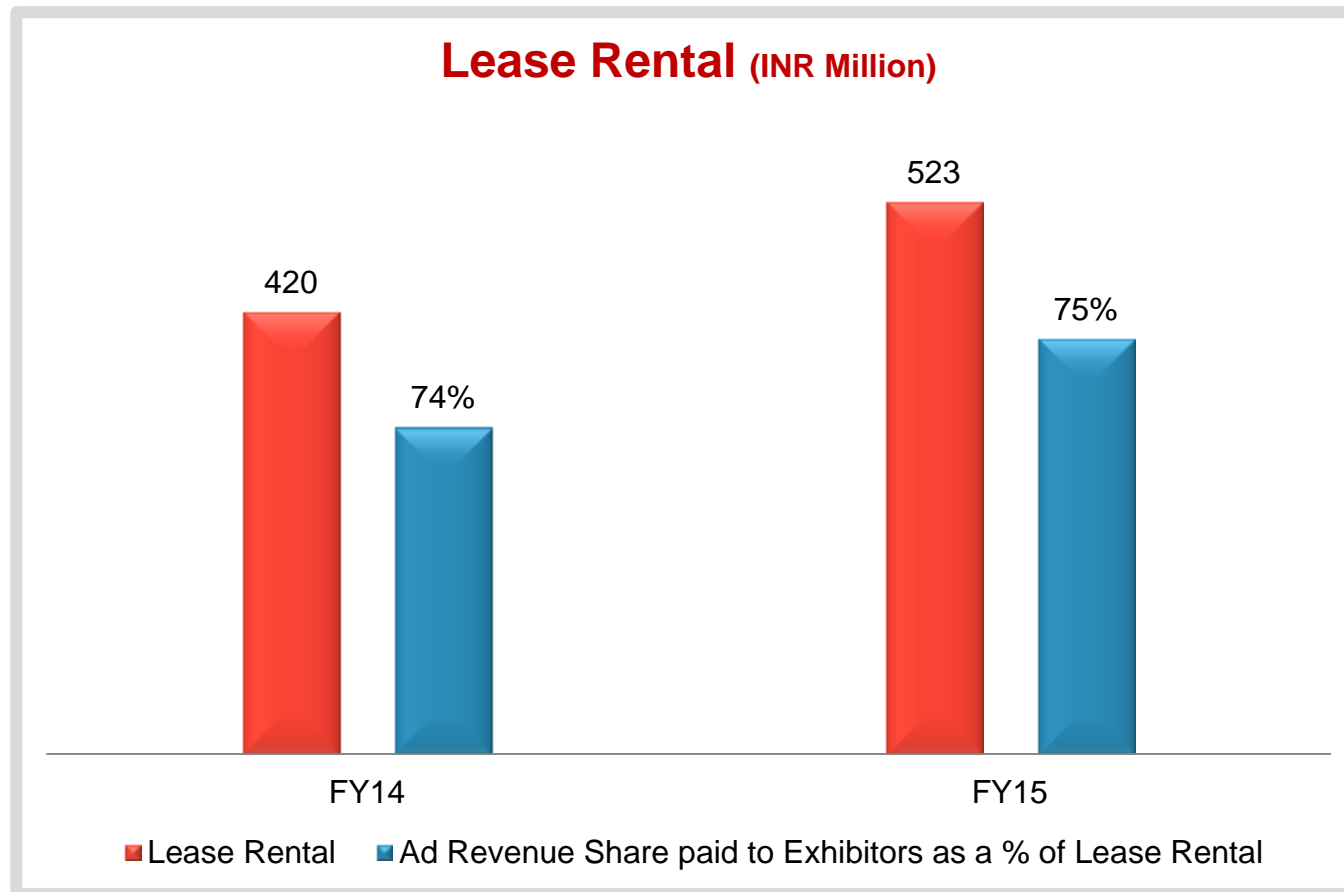
* Total # of Screens as on March 31, 2015

Annual VPF Revenue / Screen (Average)	FY15	FY14
D – Cinema Gross (Rs.)	750,764	812,102
D – Cinema Net (Rs.)	253,116	279,955

Total number of Screens includes Middle East and Israel only

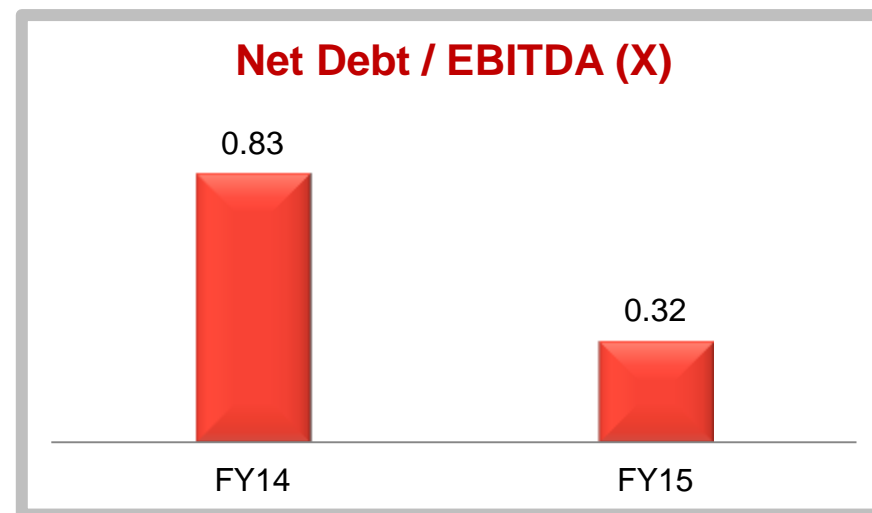
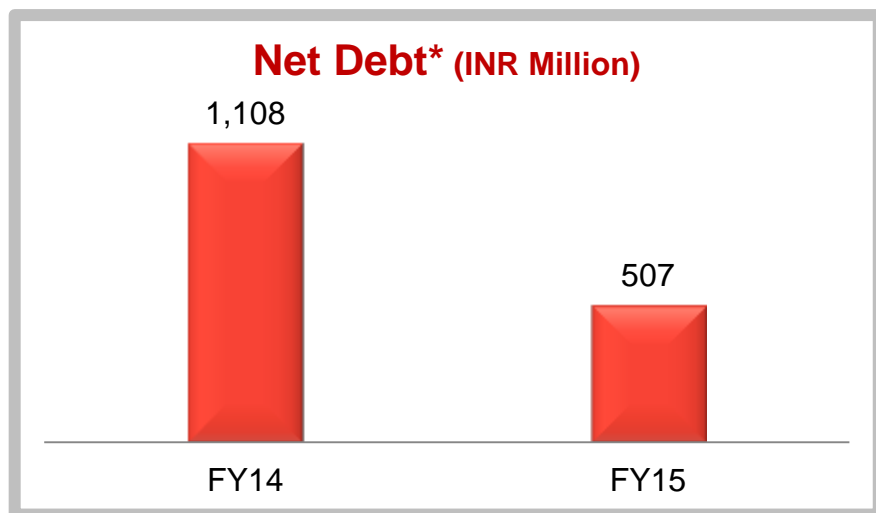
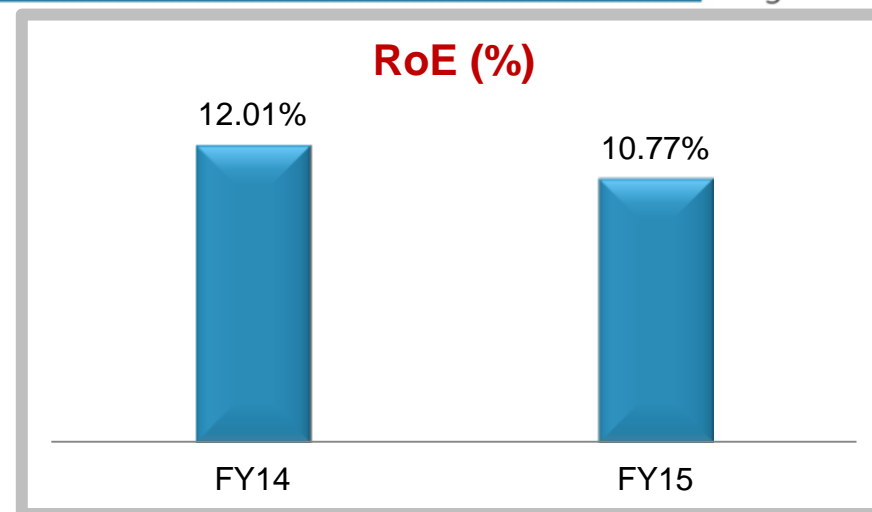
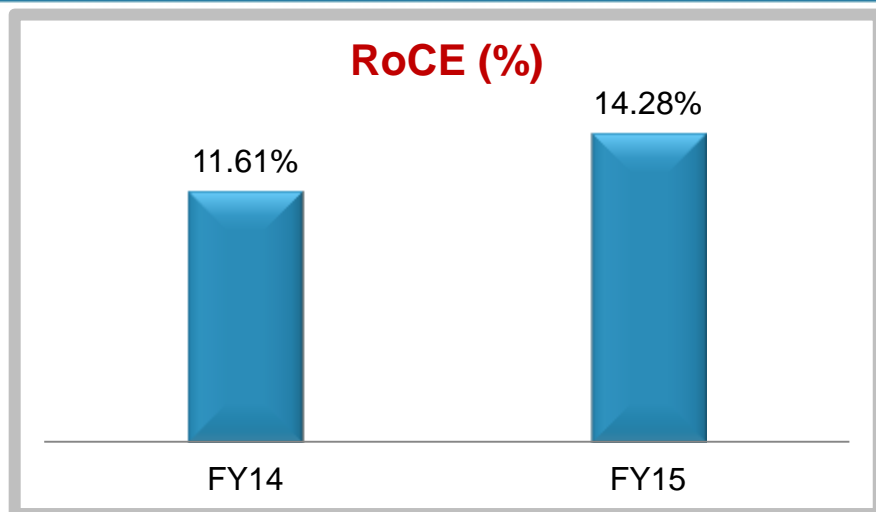
Average # of Screens = (Sum of # of Opening Screens and # of Closing Screens) / 2

Rental Revenues from Exhibitors and Ad Revenue Share



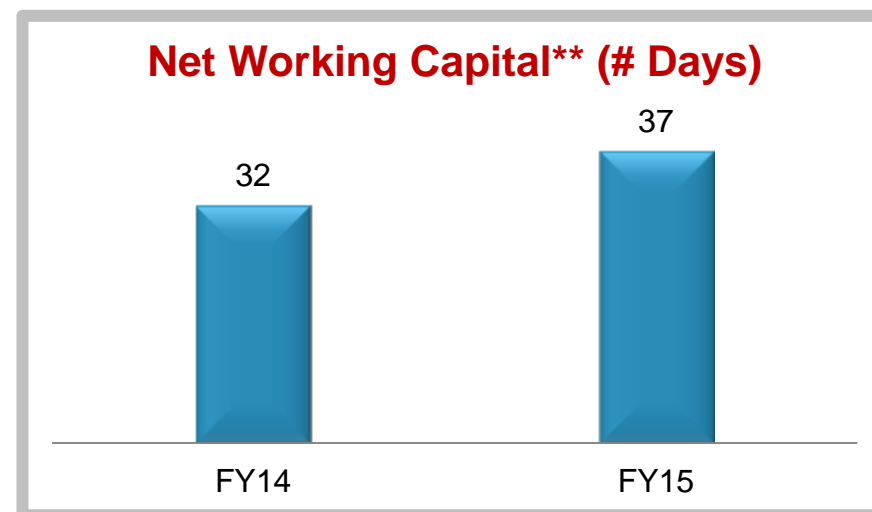
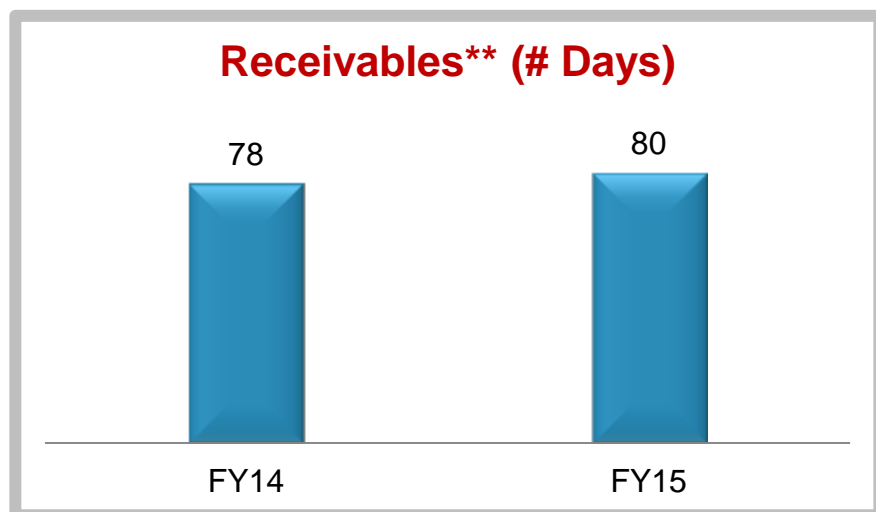
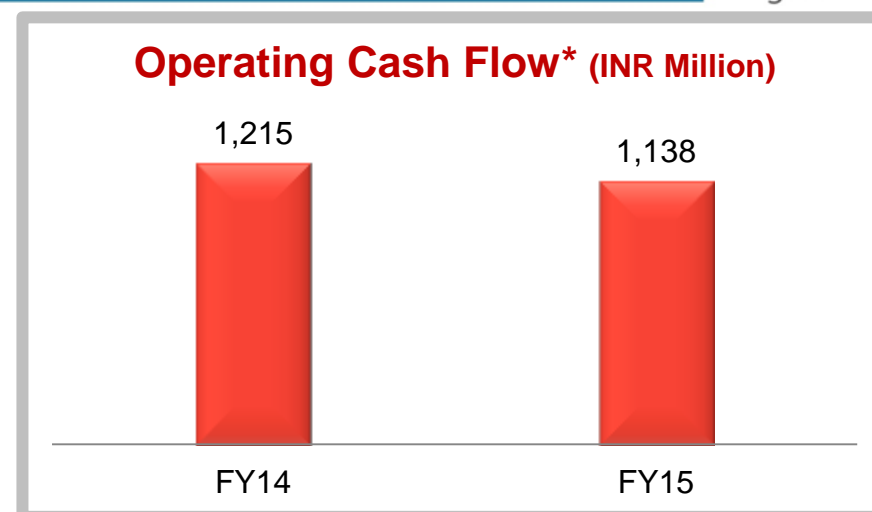
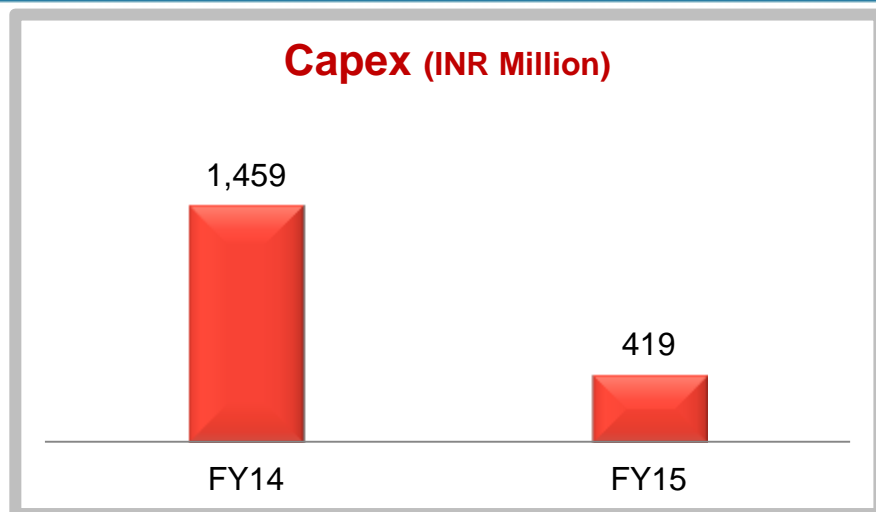
Financial Performance

Key Financial Parameters



*Net Debt = Total Debt less Cash and Cash Equivalents

Key Financial Parameters



*Operating Cash Flow is after Tax payment of Rs. 248 million in FY15 compared to Rs. 166 million in FY14

*The Operating Cash Flow of FY15 are lower by Rs. 80 million on account of receivable from selling shareholders towards IPO expenses

**Receivable Days and Net Working Capital Days in FY15 include Trade Receivables of Joint Venture (JV), excluding the JV, Receivable Days stood at 68 and Net Working Capital stood at 25 days

Consolidated Results

(in Rs. Million)	FY15	FY14	Growth
Revenue from Operations	4,758	4,242	12.2%
Other Income	35	8	320.2%
Total Revenue	4,793	4,250	12.8%
Total Expenses	3,185	2,918	9.1%
EBITDA	1,608	1,332	20.7%
<i>EBITDA Margin</i>	<i>33.60%</i>	<i>31.30%</i>	
Depreciation and Amortisation	769	655	17.5%
EBIT	839	677	24.0%
Finance Cost	201	199	1.3%
Finance Income	50	34	47.7%
PBT	688	512	34.3%
Tax	180	-11	NA
PAT *	509	523	-2.8%
Profit from Associates	19	-8	NA
Minority Interest	39	39	1.7%
PAT, Profit from Associates & Minority Interest	488	477	2.4%
EPS**	18.8	18.4	2.4%

*FY15 PAT includes lower Deferred Tax Credit of Rs. 60 million compared to Rs. 109 million in FY14.

**EPS is calculated by dividing PAT, Profit from Associated & Minority Interest by # of shares

Consolidated Expenditure Analysis

Expenses as a % of Total Revenue	FY15	FY14
1) Total Operating Direct Cost	40%	40%
Key Operating Direct Cost Components		
<i>i) Advertisement revenue share payment</i>	<u>8%</u>	<u>7%</u>
<i>ii) VPF D-Cinema share payment to D-Cinema Exhibitors</i>	<u>13%</u>	<u>12%</u>
2) Employee Benefit Expenses	12%	13%
3) Other Expenses (SG&A)	15%	16%
Total Expenses	66%	69%
EBITDA Margin	33.6%	31.3%

Consolidated Balance Sheet

Equity and Liability (in Rs. Million)	31-Mar-15	31-Mar-14	Assets (in Rs. Million)	31-Mar-15	31-Mar-14
Shareholder's Funds			Non-Current Assets		
Equity Share Capital	259	259	Fixed Assets	3,159	3,660
Reserves and Surplus	4,274	3,708	Goodwill on Consolidation	1,683	1,329
Total of Shareholder's Funds	4,533	3,967	Non-Current Investments	58	55
Minority Interest	73	148	Deferred Tax Assets (Net)	192	131
Non-Current Liabilities			Long-Term Loans and Advances	408	378
Long-Term Borrowings	560	999	Other Non-Current Assets	161	37
Other Long-Term Liabilities	565	443	Total Non-Current Assets	5,661	5,592
Long-Term Provisions	8	11	Current Assets		
Total Non-Current Liabilities	1,132	1,453	Current Investments	67	53
Current Liabilities			Inventories	111	97
Short-Term Borrowings	94	9	Trade Receivable	1,054	912
Trade Payables	634	592	Cash and Cash Equivalents	539	518
Other Current Liabilities	1,219	1,179	Short-Term Loans and Advances	121	151
Short-Term Provisions	44	45	Other Current Assets	177	69
Total Current Liabilities	1,991	1,823	Total Current Assets	2,068	1,800
Total Equity and Liability	7,729	7,392	Total Assets	7,729	7,392

Shareholding

(% of Total Capital)	June 30, 2015
Promoters	28.90%
Foreign Venture Capital Investors	20.28%
FII	8.99%
DII	12.71%
Corporate Bodies	6.42%
Foreign Bodies	11.50%
Others	11.20%
Total # of Shares	25,897,669

Marquee Institutional Investors

SBI Mutual Fund
Reliance Capital Asset Management
PineBridge Investments
Amundi Asset Management
Jupiter Fund Management
Nomura Singapore Limited
Grandeur Peak Global Advisors
Ashmore Investment Management
Kotak Mahindra Mutual Fund
Max Life Insurance
Bharti AXA Life Insurance

UFO Moviez India Limited

UFO Moviez India Limited (BSE Code: 530131; 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 March 31, 2015, UFO's global network, along with subsidiaries and associates, spans 6,636 screens worldwide, including 5,032 screens across India and 1,604 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's has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,784 screens, with an aggregate seating capacity of approximately 1.86 million viewers and a reach of over 1,900 locations across India, as at March 31,2015. 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.

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