



## Press Release

# UFO Moviez Reports Q2&H1FY16 Consolidated Results

In H1FY16,

Total Revenues grew 20.2% Y-o-Y to ₹2,802 Mn

PBT increased 33.5% Y-o-Y to ₹421 Mn

PAT higher by 41.4% Y-o-Y to ₹297 Mn

**Mumbai, November 9, 2015:** UFO Moviez India Limited, India's largest digital cinema distribution network and in-cinema advertising platform in terms of number of screens, today, announced its financial results for the quarter and half year ended September 30, 2015.

During the quarter, total consolidated revenues grew 17.7% to ₹1,497 (Q2FY15 - ₹1,272) million. EBITDA increased 11.8% to ₹463 (Q2FY15 - ₹414) million. PBT grew 26.6% to ₹239 (Q2FY15 - ₹189) million. PAT higher 26.5% to ₹165 (Q2FY15 - ₹130) million.

In H1FY16, total consolidated revenues rose 20.2% to ₹2,802 (H1FY15 - ₹2,331) million. EBITDA grew 12.4% to ₹868 (H1FY15 - ₹773) million. PBT increased 33.5% to ₹421 (H1FY15 - ₹316) million. PAT grew 41.4% to ₹297 (H1FY15 - ₹210) million. Advertisement revenue grew 37.8% to ₹707 (H1FY15 - ₹513) million. The average number of advertisement minutes sold per show per screen increased to 3.83 (H1FY15 - 2.92) minutes. The Company's financial position improved with Net Debt/EBITDA moving to 0.13x as on September 30, 2015 (March 31, 2015 - 0.32x).

*"I am very pleased with UFO's operating and financial performance during the first half of fiscal year 2016," said Sanjay Gaikwad, Founder and Managing Director. "We delivered strong growth in revenues driven by E Cinema VPF, sale of products and increase in advertisement volumes. Advertisement revenue growth was aided by increased stability due to repeat business from some of the top corporate clients. The benefits of operating leverage are also evident, combined with higher margins in advertising and strong balance sheet position, which has enhanced the overall profitability of the Company."*

*"We are confident in our ability to deliver the targets we have set for the full year," said Kapil Agarwal, Joint Managing Director. "A healthy pipeline of movies in the second half offers strong visibility for growth. The prospect of growth in the advertising business looks promising. The expansion of Caravan Talkies is also progressing as per plan and we expect this business to begin contributing meaningfully at an operating level soon. In summary, we have a very well-established platform to leverage on and a strong set of plans to deliver growth."*

## About Us

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 September 30, 2015, UFO's global network, along with subsidiaries and associates, spans 6,557 screens worldwide, including 4,940 screens across India and 1,617 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 3,690 screens, with an aggregate seating capacity of approximately 1.79 million viewers and a reach of 1,882 locations across India, as on September 30, 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.

## Safe Harbour

This document, except for the historical information, may contain forward looking statements indicating future performance or results, financial or otherwise. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events.

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