



UFO Moviez Reports Q2&H1FY19 Results

In Q2FY19, Advertisement Revenue grows 32% Y-o-Y to ₹490 Mn

EBITDA stood at ₹338 Mn & PAT stood at ₹108 Mn

Mumbai, November 12, 2018: 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, 2018.

Financial Highlights:

Quarter ended September 30, 2018

Consolidated revenue stood at ₹1,335 (Q2FY18 – ₹1,392) million. EBITDA stood at ₹338 (Q2FY18 – ₹378) million. PBT stood at ₹168 (Q2FY18 – ₹184) million and PAT stood at ₹108 (Q2FY18 – ₹113) million.

Advertisement revenue grew 32% to ₹490 (Q2FY18 – ₹372) million. Average advertisement minutes sold per show per screen grew to 5.08 (Q2FY18 – 3.52) minutes.

Half Year ended September 30, 2018

Consolidated revenues stood at ₹2,682 (H1FY18 – ₹2,936) million. EBITDA stood at ₹621 (H1FY18 – ₹786) million. PBT stood at ₹286 (H1FY18 – ₹395) million and PAT stood at ₹184 (H1FY18 – ₹250) million.

Advertisement revenue grew by 8.9% to ₹942 (H1FY18 – ₹865) million. Average advertisement minutes sold per show per screen grew to 4.77 (H1FY18 – 4.15) minutes.

“Advertisement revenues grew 32% during the quarter. We expect advertisement revenues to continue gaining steam in a seasonally strong second half driven by a robust line up of blockbuster releases,” said Sanjay Gaikwad, Founder and Managing Director. “The Government of India recently revised rates for digital cinema advertising by 20%. We expect new rates to impact us positively in the next fiscal year. We also recently commissioned research and measurement across the advertisement network. The weekly outcomes of the research are expected to be published December onwards. The merger between UFO and Qube is also progressing well and we expect that requisite approvals will be received soon. The outcome of the research and the merger are going to further strengthen UFO's advertisement offerings as we look optimistically towards the future.”

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, 2018, UFO's global network, along with subsidiaries and associates, spans 5,980 screens worldwide, including 5,302 screens across India and 678 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 widespread, 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 3,800 screens, with an aggregate seating capacity of approximately 1.67 million viewers and a reach of 1,323 cities and towns across India, as on September 30, 2018. 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. For further details, contact:

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