



January 30, 2025

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Fax: 022 – 2272 3121
BSE Scrip Code: 539141

To,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra Kurla Complex,
Bandra (East), Mumbai- 400 051
Fax : 022- 2659 8237/ 38
NSE Symbol: UFO

Dear Sir/ Ma'am,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith investor presentation on the unaudited financial results of the Company for the quarter and nine months ended December 31, 2024.

Request you to take it on record and disseminate it on your website.

Thanking you.

Yours faithfully,
For **UFO Moviez India Limited**

Kavita Thadeshwar
Company Secretary

Encl.: a/a

Results Presentation

Q3&9MFY'25

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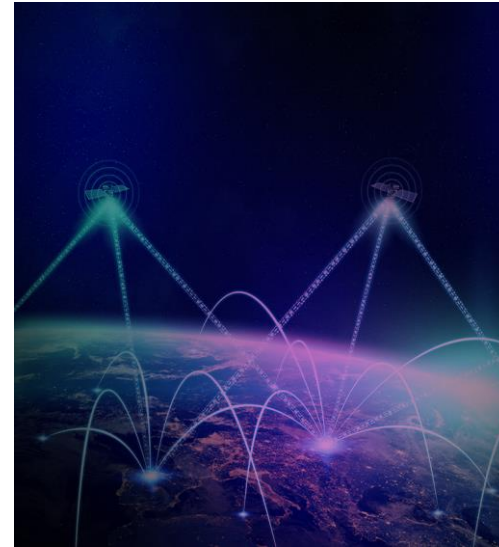
This presentation, except for the historical information, may contain forward looking statements, including the words or phrases such as "expects", "anticipates", "intends", "will", "would", "undertakes", "aims", "estimates", "contemplates", "seeks to", "objective", "goal", "projects", "should" and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. 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. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

The Company has prepared Financial Results based on the Indian Accounting Standards (Ind AS) and has reported and analyzed these results on a consolidated basis in this presentation.

UFO Moviez at a Glance



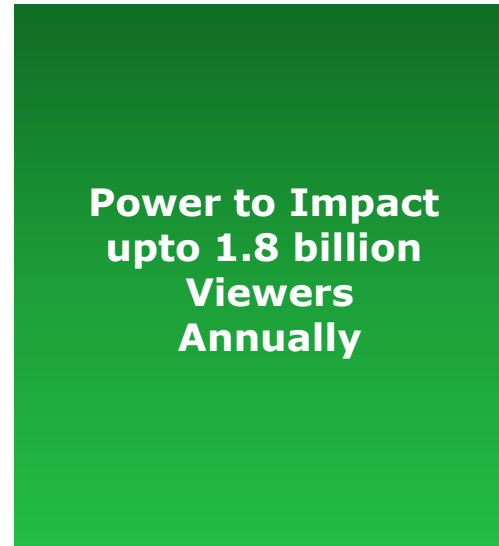
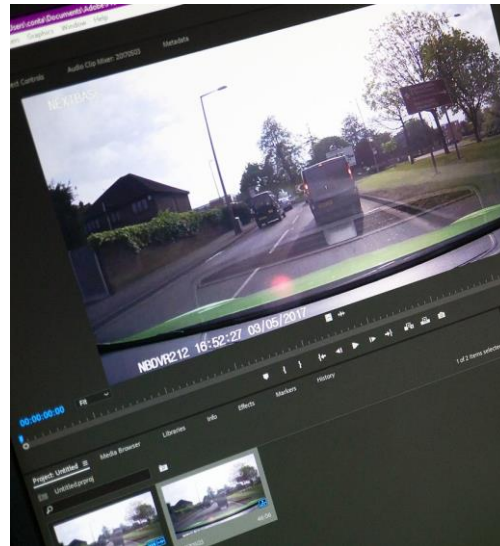
3,863
High Impact
Ad Screens



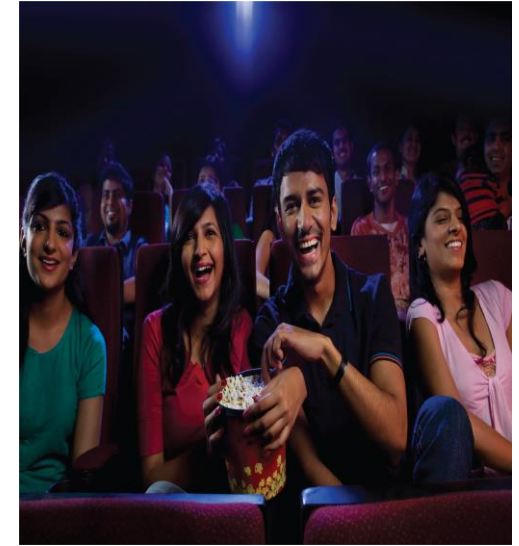
1,397
Cities & Towns
Across India

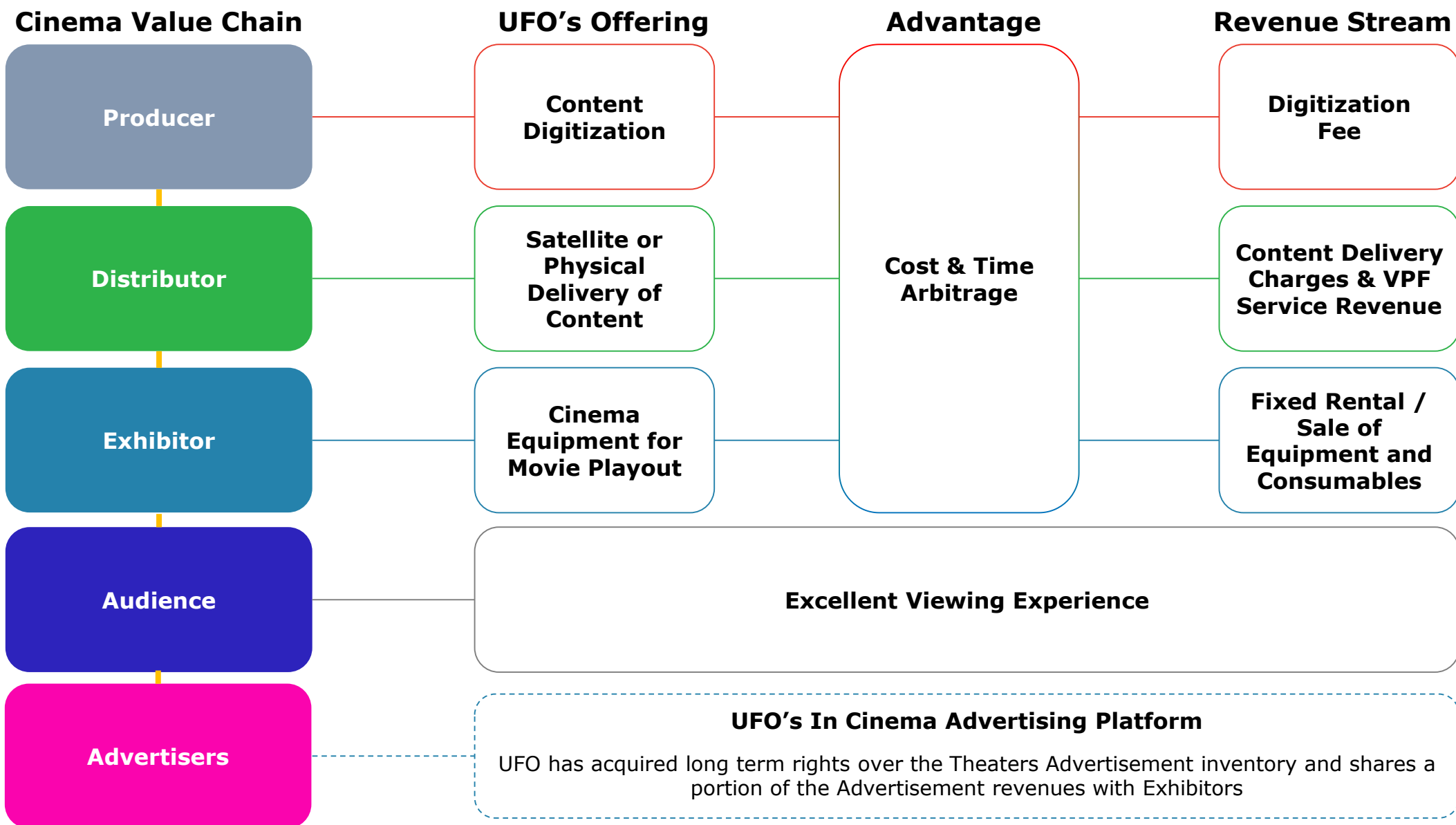


1,350
Movies
Digitally
Delivered
in 9MFY25



Power to Impact
upto 1.8 billion
Viewers
Annually

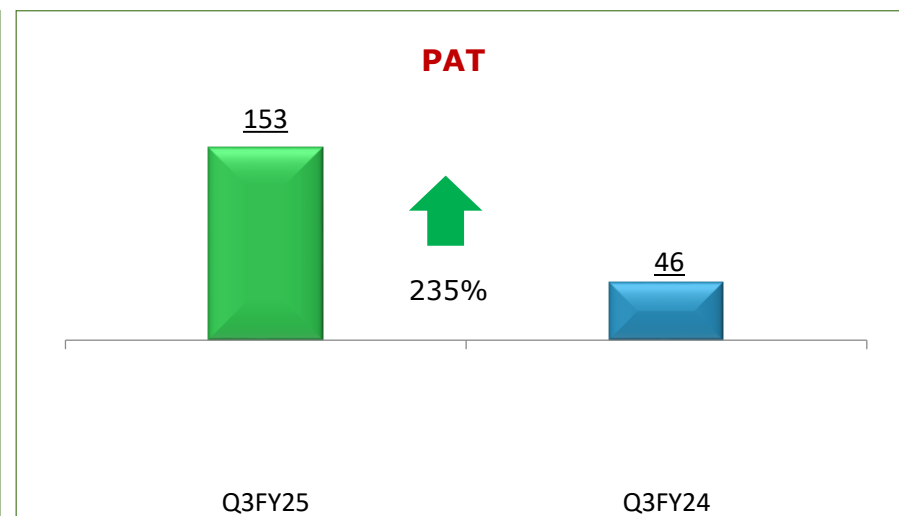
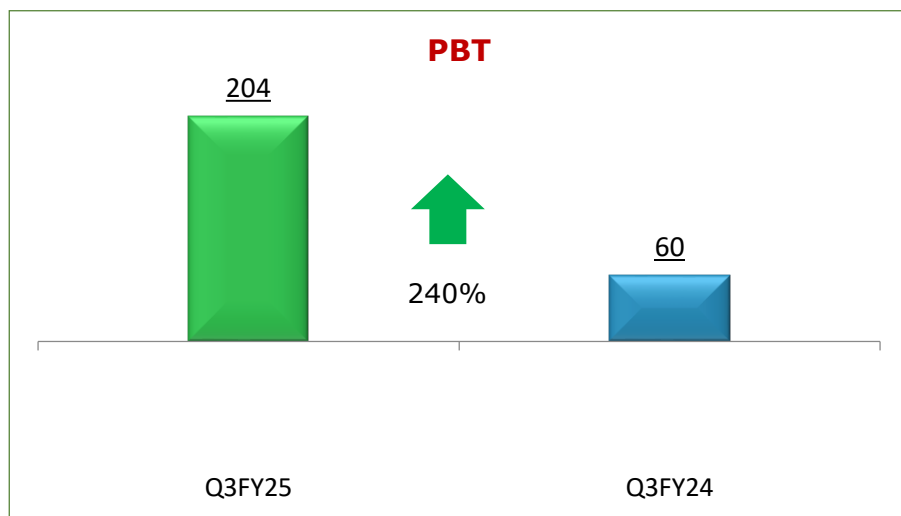
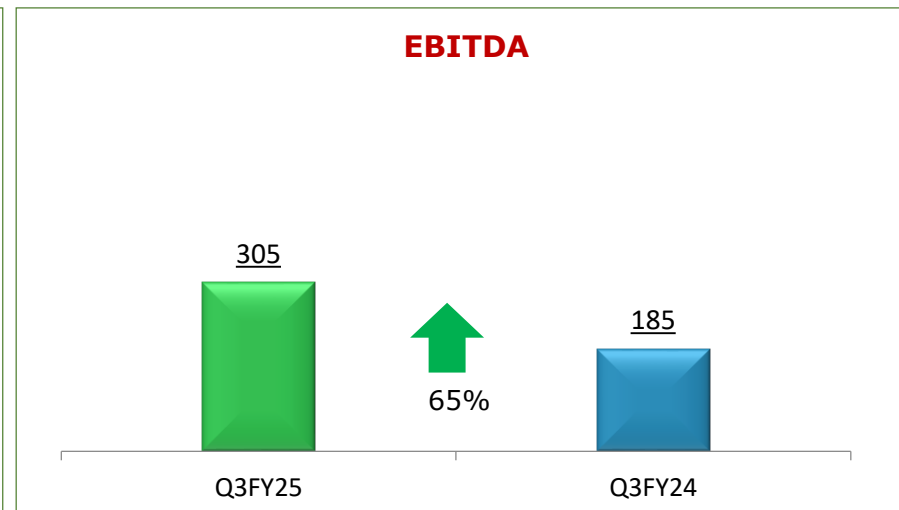
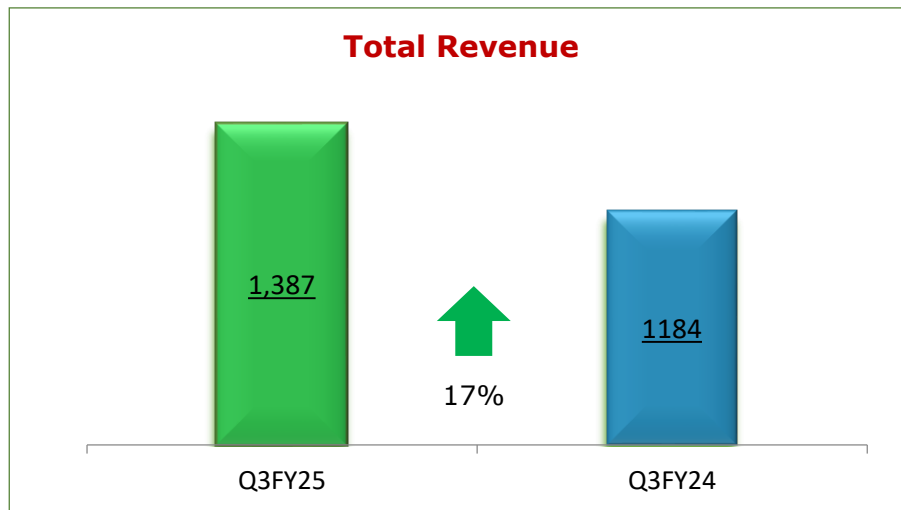




Financial & Operating Highlights

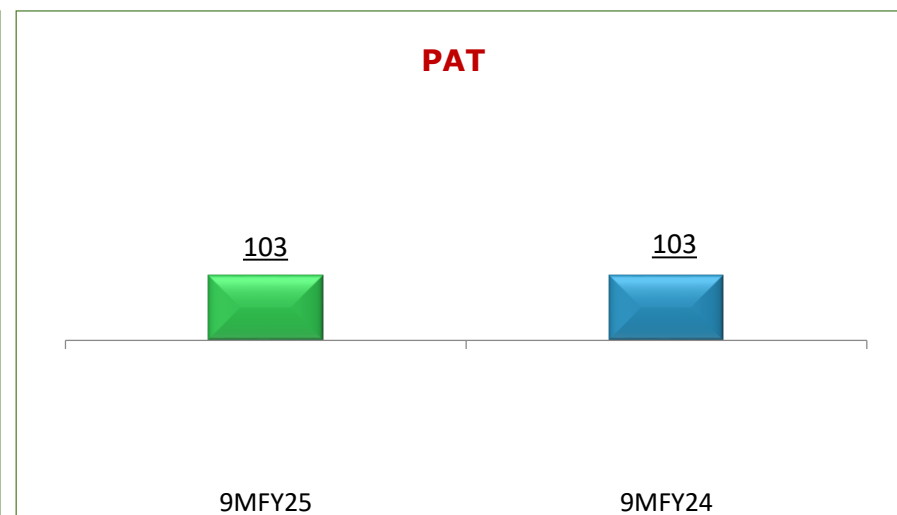
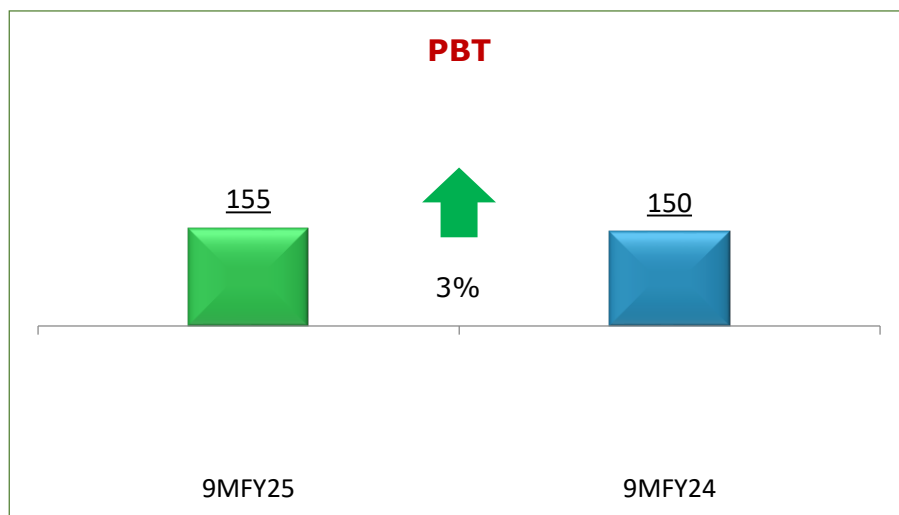
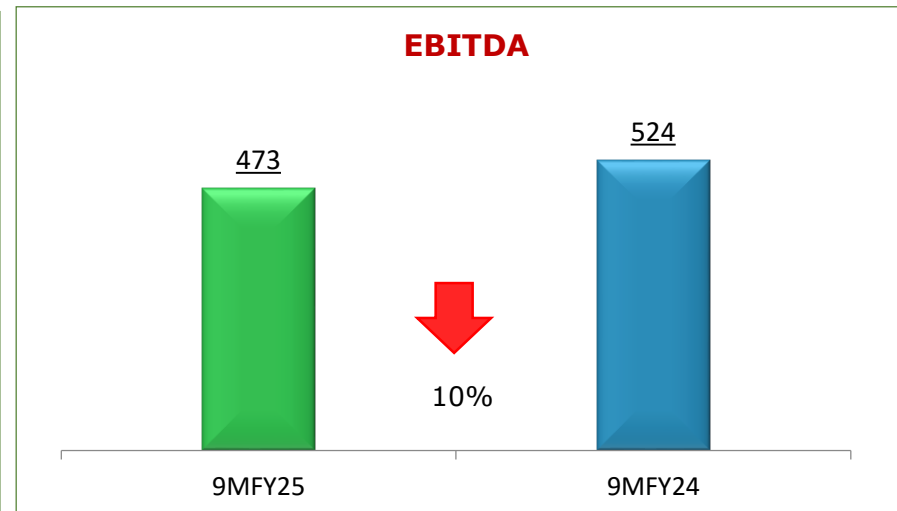
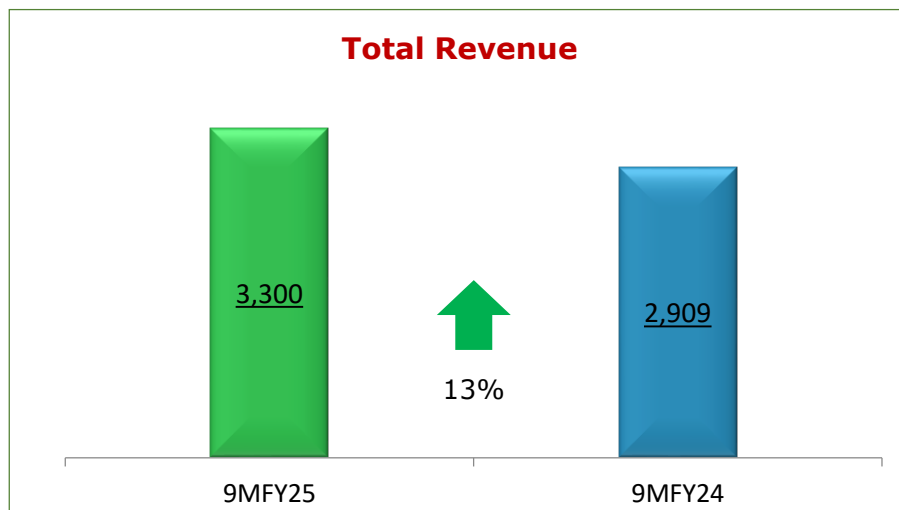
Consolidated Financial Highlights

Q3FY25 vs Q3FY24 (INR Mn)



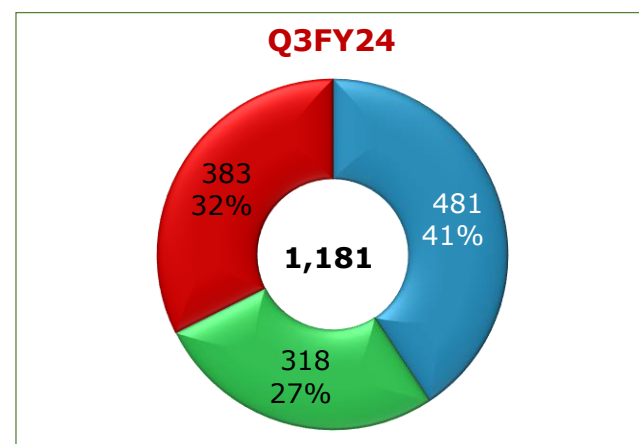
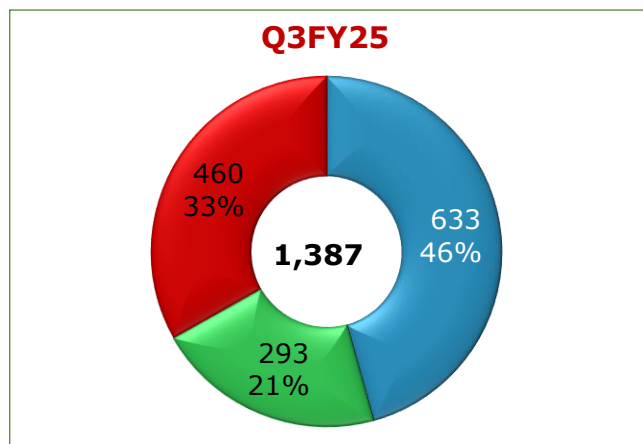
Consolidated Financial Highlights

9MFY25 vs 9MFY24 (INR Mn)



Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue

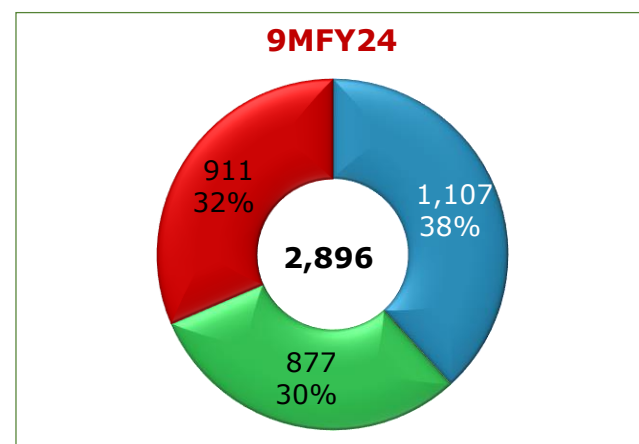
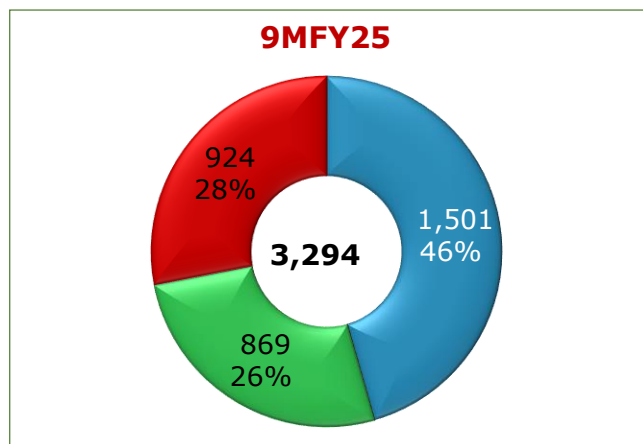


Exhibitor Revenue

(INR Mn)		Q3FY25	Q3FY24	YoY % Change
Advertisement Revenue	(i)	460	383	20%
- In-Cinema Advertisement Revenue		457	341	34%
- Corporate + Hyperlocal		357	232	54%
- Government + PSU		100	109	-8%
- Caravan Advertisement Revenue		3	41	-93%
Revenue from Distributor	(ii)	293	318	-8%
Content Delivery Charge		212	233	-9%
VPF Service Revenue		39	42	-7%
Digitisation Income		34	42	-20%
Others		9	1	828%
Revenue from Exhibitor	(iii)	633	481	32%
Lease rental income		152	141	8%
Sale of Products		432	280	54%
Other Operating Revenues		50	60	-17%
Revenue from Operations				
(i+ii+iii)		1387	1181	17%

Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



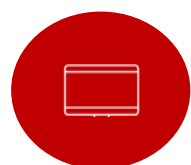
Exhibitor Revenue

(INR Mn)		9MFY25	9MFY24	YoY % Change
Advertisement Revenue	(i)	924	911	1%
- In-Cinema Advertisement Revenue		892	851	5%
- Corporate + Hyperlocal		685	627	9%
- Government + PSU		207	224	-8%
- Caravan Advertisement Revenue		32	60	-47%
Revenue from Distributor	(ii)	869	877	-1%
Content Delivery Charge		624	639	-2%
VPF Service Revenue		124	107	16%
Digitisation Income		106	124	-15%
Others		14	7	111%
Revenue from Exhibitor	(iii)	1501	1107	36%
Lease rental income		443	426	4%
Sale of Products		920	548	68%
Other Operating Revenues		138	133	3%
Revenue from Operations				
(i+ii+iii)		3294	2896	14%

In-Cinema Advertising Performance



In-Cinema Advertisement Operating Parameter



Number of Screens
3,863



Multiplex
2,246



Single Screens
1,617*



Full House Seating Capacity - Annualized
~1.8 Bn

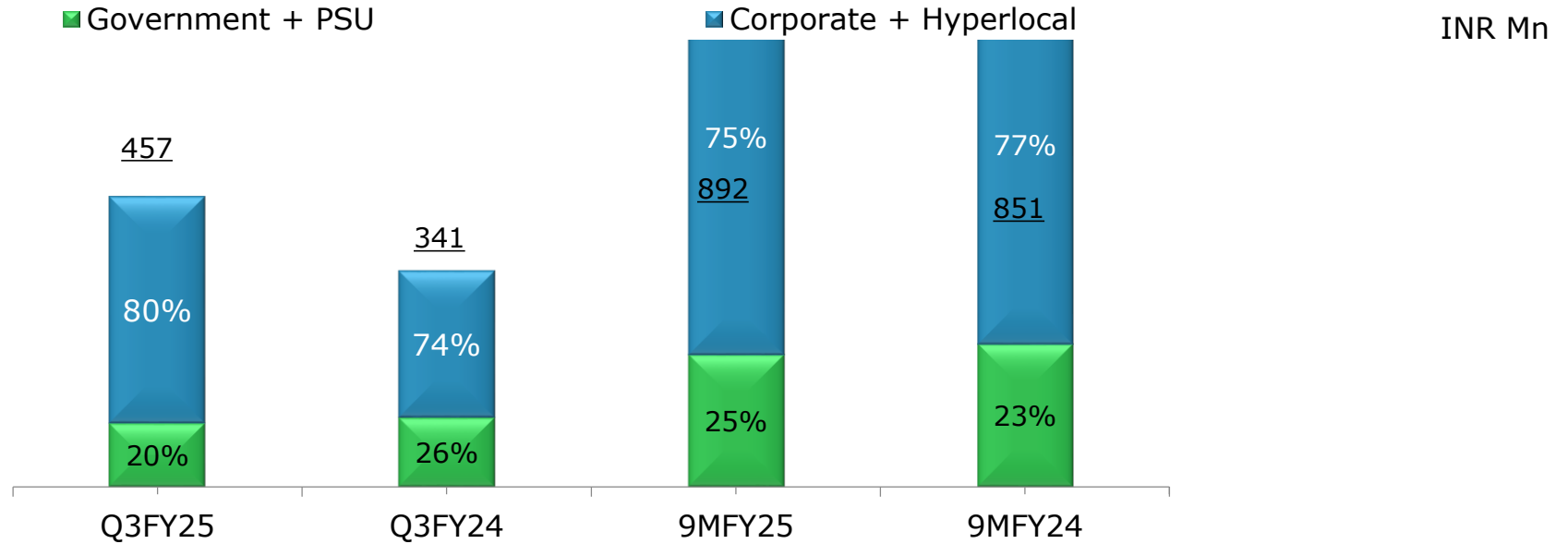
9MFY25	Metro and Tier I		Other Cities and Towns	
	Multiplex	Single Screens	Multiplex	Single Screens
# of UFO Screens	977	344	1,269	1,273
Cities and Towns	148	157	449	1003
Full House Seating Capacity – Per Show All Screens	237,426	189,308	292,881	556,152
Seating Capacity Per Screen Per Show	243	550	231	437
**Full House Seating Capacity Annualized (in Mn Seats)	342	273	422	801

* Includes 419 premium single screens

**Cities and Towns with population greater than 1.5 Mn are categorized as "Metro and Tier I"

Full house seating capacity – Annualized is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

In-Cinema Advertisement Revenue Analysis



	Q3FY25	Q3FY24	9MFY25	9MFY24
Ad Revenue / Screen for the period (Avg) (Rs.)	1,20,461	1,01,715	2,31,197	2,52,012
Average # of minutes sold / show / Ad Screen	5.67	5.30	3.62	4.67
Advertisement Sharing with Exhibitors	40.72%	41.89%	58.13%	43.31%

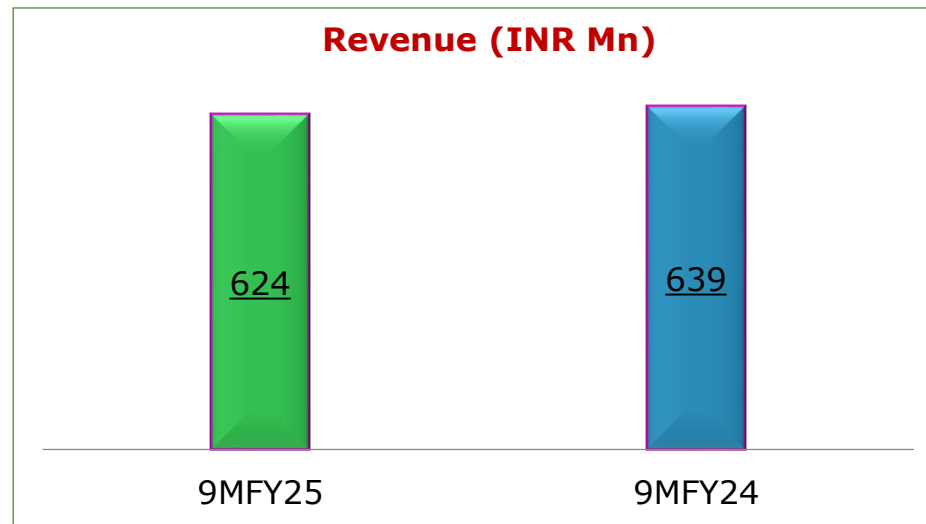
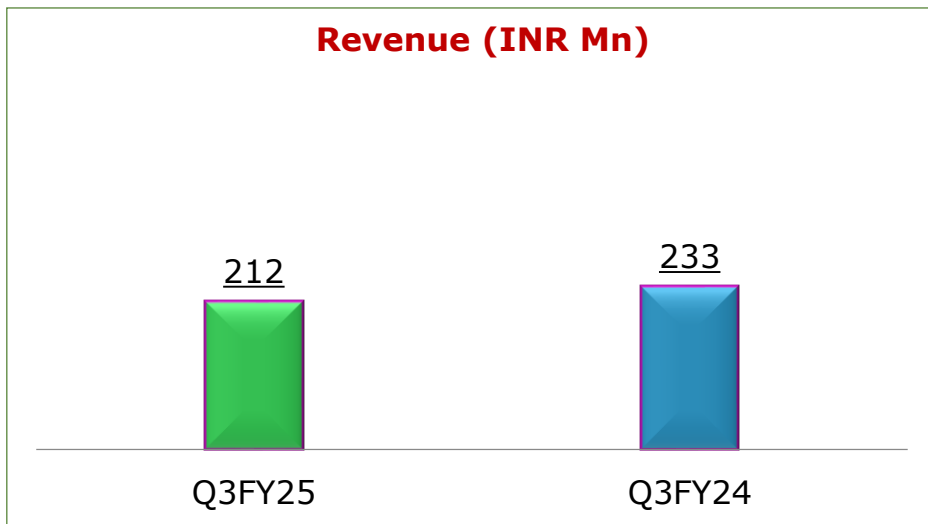
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

Theatrical Revenues

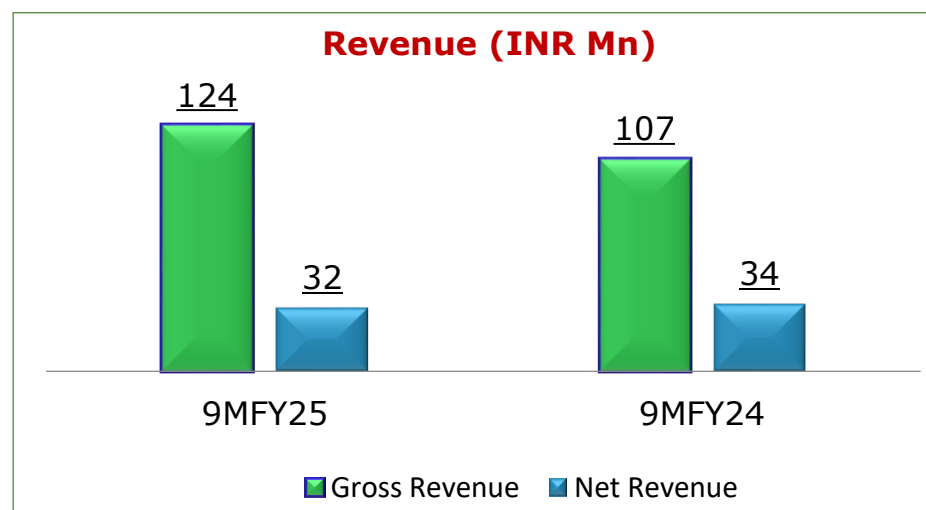
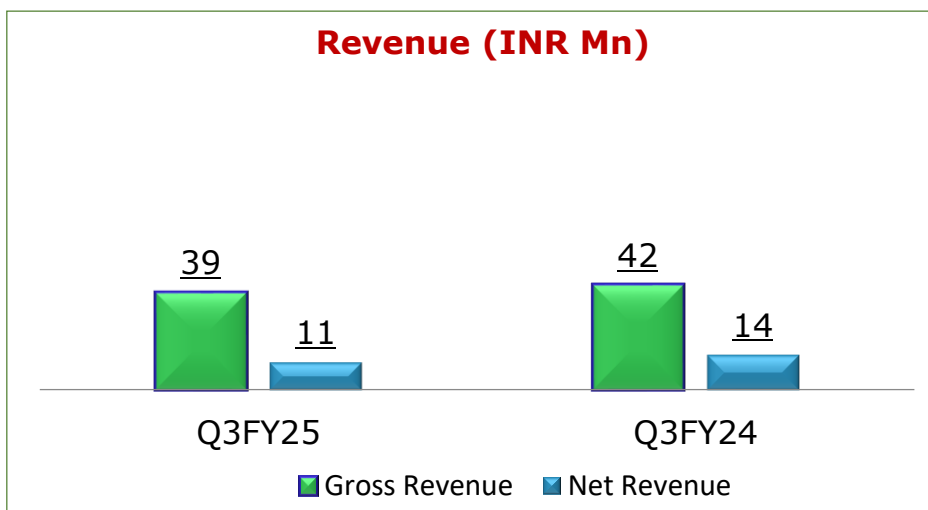
The slide features a white background with three large, overlapping geometric shapes: a blue triangle in the bottom-left corner, a red triangle in the top-right corner, and a green triangle in the bottom-right corner.

Theatrical revenues from Distributors

Content Delivery Charges



VPF Service Revenue



Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

Operating Parameter – Distributor Revenue

# of Screens[^]	Q3FY25	Q3FY24	9MFY25	9MFY24
CDC Category Screens	3,104	3,100	3,104	3,100
VPF Category Screens	439	387	439	387
Total	3,543	3,487	3,543	3,487

of Screens as on December 31, 2024

Revenue / Screen (Average) (in Rs.)	Q3FY25	Q3FY24	9MFY25	9MFY24
CDC Category Screens	69,053	75,731	2,00,256	2,09,857
VPF Category Screens – Gross	88,656	1,14,388	2,88,540	1,90,350
VPF Category Screens – Net	24,972	38,481	74,246	93,426

[^]Includes franchisee screens

Financial Performance

The slide features a white background with three large, overlapping geometric shapes: a blue triangle in the bottom-left corner, a red triangle in the top-right corner, and a green triangle in the bottom-right corner. The text 'Financial Performance' is centered in a bold, blue font.

Consolidated Reported P&L Statement

(INR Mn)	Q3FY25	Q3FY24	% Change	9MFY25	9MFY24	% Change
Revenue from Operations	1,387	1,181	17%	3,294	2,896	14%
Other Income	0	3	-92%	6	13	-52%
Total Revenue	1,387	1,184	17%	3,300	2,909	13%
Total Expenses	1,082	999	8%	2,827	2,384	19%
EBITDA (Reported)	305	184	65%	473	524	-10%
Depreciation and Amortisation	97	109	-11%	288	324	-11%
EBIT	208	75	176%	184	200	-8%
Finance Cost	33	31	6%	93	100	-7%
Finance Income	20	12	62%	48	30	60%
Profit from Associates	4	4	-3%	12	34	-66%
PBT	198	60		151	165	
Exceptional item	4	-		4	14	
PBT (After considering exceptional item)	202	60		155	150	
Tax	50	14		52	47	
PAT	152	46		103	103	
Basic EPS	3.96	1.20		2.66	2.69	

Ind AS 116 impact on P&L - certain operating lease expense (Q3FY25 - Rs. 28.39 Mn & 9MFY25 - Rs. 65.81) is recognised as 1) Depreciation expense for the right of use assets (Q3FY25 - Rs. 19.23 Mn & 9MFY25 - Rs. 55.82) and 2) Finance Cost for interest accrued on lease liability (Q3FY25 - Rs. 6.01 Mn & 9MFY25 - Rs. 17.30).

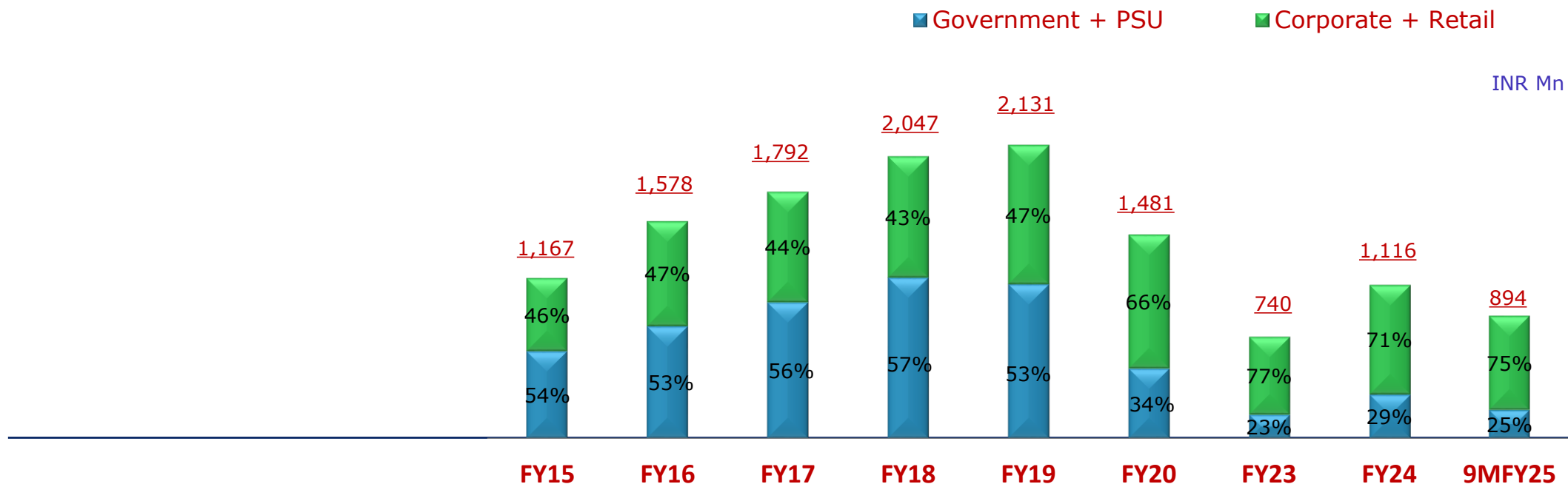
Consolidated Expenditure Analysis

(INR Mn)

Expenses	Q3FY25	Q3FY24	9MFY25	9MFY24
1) Total Operating Direct Cost	634	511	1,603	1,176
Key Operating Direct Cost Components				
- <i>Advertisement revenue share</i>	<u>186</u>	<u>143</u>	<u>519</u>	<u>369</u>
- <i>VPF service revenue share</i>	<u>28</u>	<u>28</u>	<u>92</u>	<u>73</u>
2) Employee Benefit Expenses	227	273	671	673
3) Other Expenses (SG&A)	221	215	553	535
Total Expenses	1,082	999	2,827	2,384

Annexure

Historical In-Cinema Advertising Performance



	FY15	FY16	FY17	FY18	FY19	FY20	FY23	FY24	9MFY25
# of Screens with Ad Rights	3,784	3,713	3,745	3,897	3,697	3,792	3,348	3,859	3,863
Annual Ad Revenue / Screen (Avg) (INR)	316,346	410,275	474,597	535,847	561,102	395,524	216,702	309,800	2,31,197
# of Minutes Sold / Show / Ad Screen	3.36	4.15	4.34	5.19	5.54	4.16	3.06	4.22	3.62
Ad Sharing with Exhibitors	33.76%	30.66%	29.14%	31.75%	32.44%	36.41%	60.13%	48.13%	58.13%

*Excludes Advertisement Revenues from Caravan Talkies

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

Note - For fair comparison, the year FY21 and FY22 is not included

(% of Total # of shares)	December 31, 2024
Promoters	22.9%
Institutional Investors	24.3%
Foreign Portfolio Investors	0.7%
Corporate Bodies	3.3%
Others	48.8%
Total # of Shares	3,87,41,257

About UFO Moviez India Limited

UFO is the first one, to enable cinema digitization with satellite technology in India. That also makes UFO the largest in-cinema advertising platform, with the power to impact almost 1.8 billion viewers annually through 3,863 screens, comprising 2,246 Multiplex screens and 1,617 single screens across 1,397 cities, leading directly into the hearts of India's Urban Heartland.

In the early 2000s, UFO optimized the potential of Indian cinema with satellite-based technology that transformed Annual Jubilee into Friday box office collections, slow-chain release into First Day - First Show, one blockbuster after another. It has made cinema into an equal experience for the whole country, making it an instant success with the youth that is already teased with pre-release teasers and trailers.

UFO is the end to end service provider for all DCI and non-DCI related cinema solutions. As on Dec 31, 2024, UFO's global network, along with subsidiaries and associates, spans 3,543 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,863 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,397 cities and towns across India, as on Dec 31, 2024.

UFO's innovation driven DNA empowers it to use technology and business intelligence to minimize content irrelevance by providing relevant content, to the relevant people, at the relevant time! It aims at enabling an environment of content sufficiency to the running cinema infrastructures, as well as to create a one stop solution to set-up local movie theatres through a standardized model both in terms of infrastructure and experience. Apart from this the company also has Caravan Talkies that takes brands to rural India providing them an opportunity to reach media dark areas.

UFO's mission is clear - un-biased, undivided, uninterrupted, cinema for all, and in doing so, outshining as the country's largest cinema influencers.

Visit us at www.ufomoviez.com. For further details, contact:

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