



May 23, 2024

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, 5<sup>th</sup> 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 financial results of the Company for the quarter and year ended March 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

Q4&12M FY'24

The presentation has been prepared by UFO Moviez India Limited together with its subsidiaries (the "Company"), for informational purpose only and does not constitute or form part of an offer, solicitation or invitation of any offer to purchase or subscribe for any securities of the Company in any jurisdiction, nor should this presentation or any part thereof form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever.

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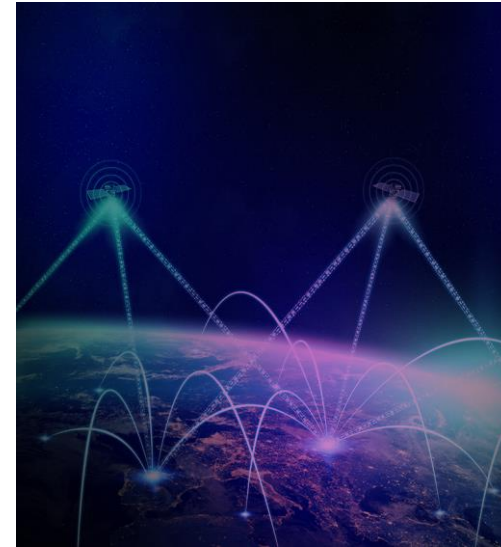
This presentation, except for the historical information, may contain forward looking statements, including the words or phrases such as "expects", "anticipates", "intends", "will", "would", "undertakes", "aims", "estimates", "contemplates", "seeks to", "objective", "goal", "projects", "should" and similar 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



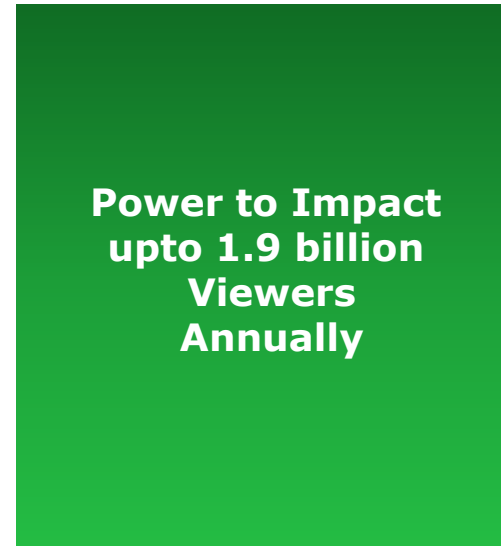
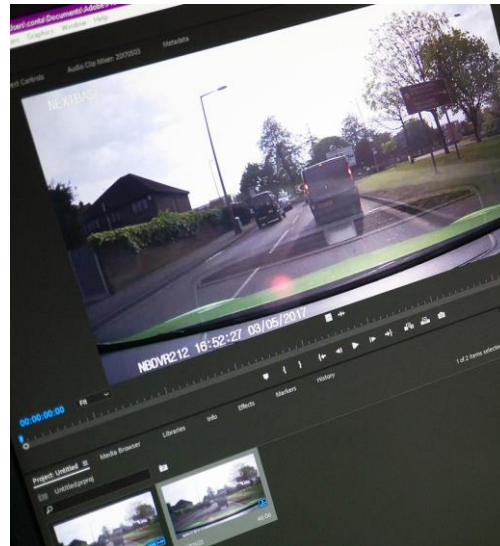
**3,859**  
**High Impact**  
**Ad Screens**



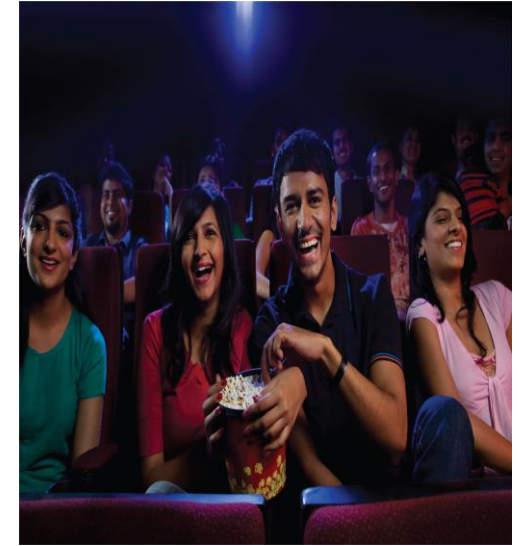
**1,410**  
**Cities & Towns**  
**Across India**

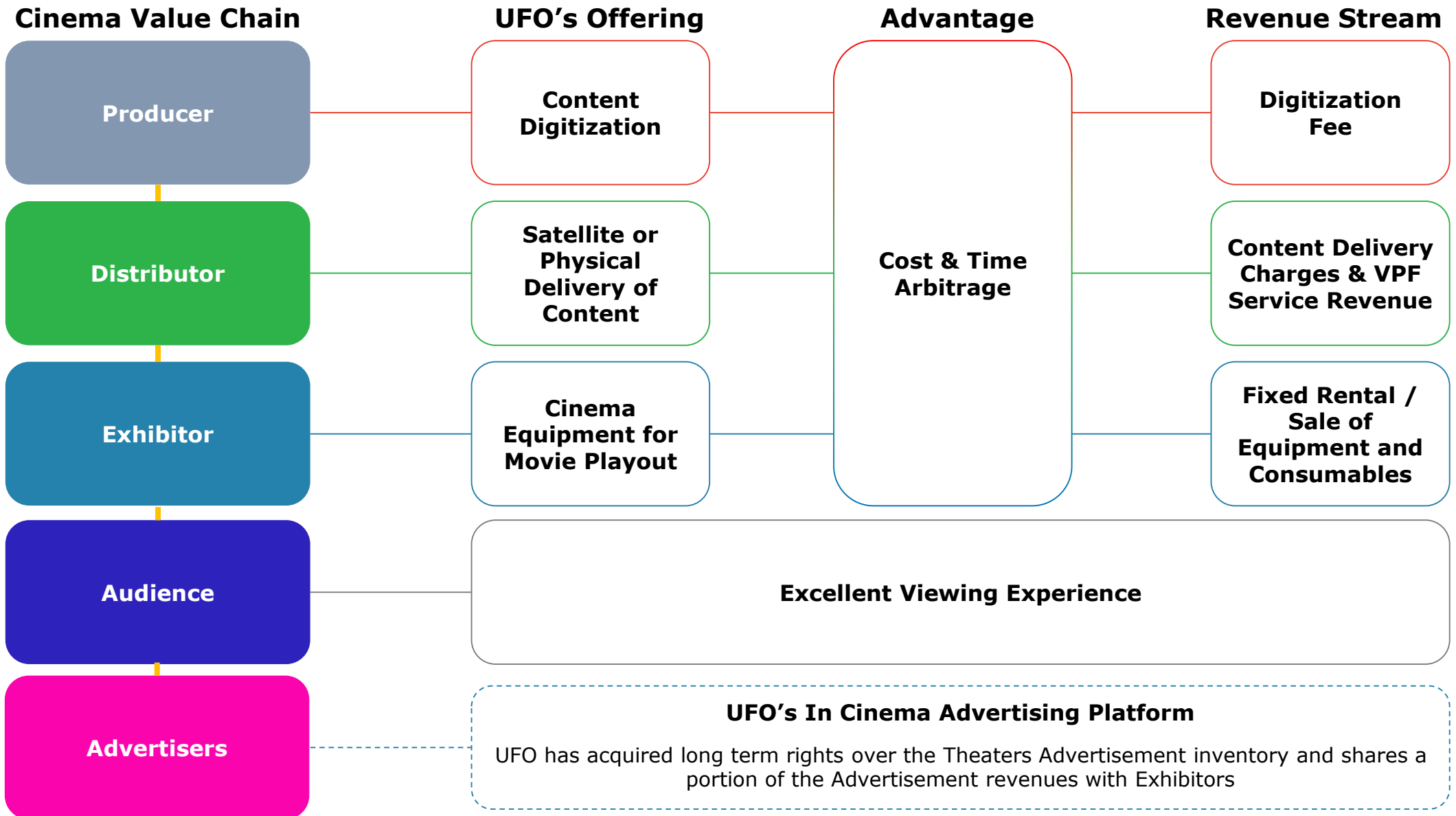


**2,117**  
**Movies**  
**Digitally**  
**Delivered**  
**in FY24**



**Power to Impact**  
**upto 1.9 billion**  
**Viewers**  
**Annually**

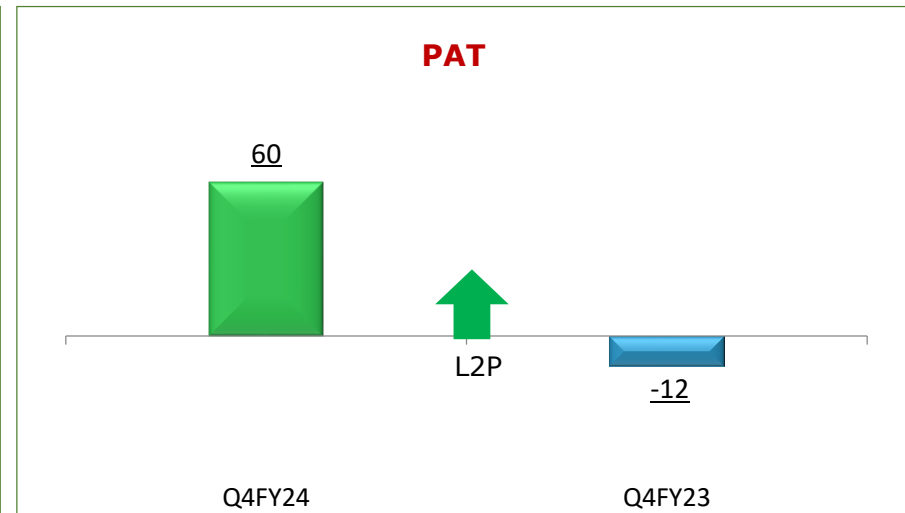
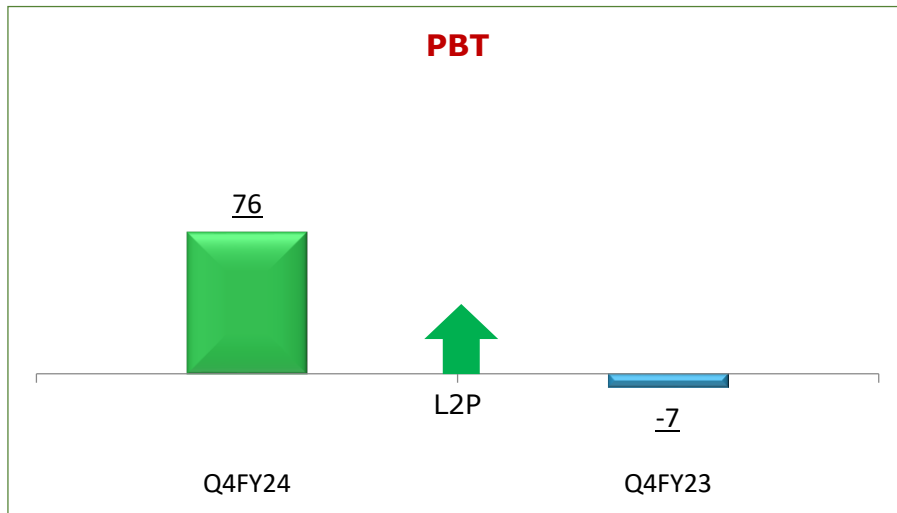
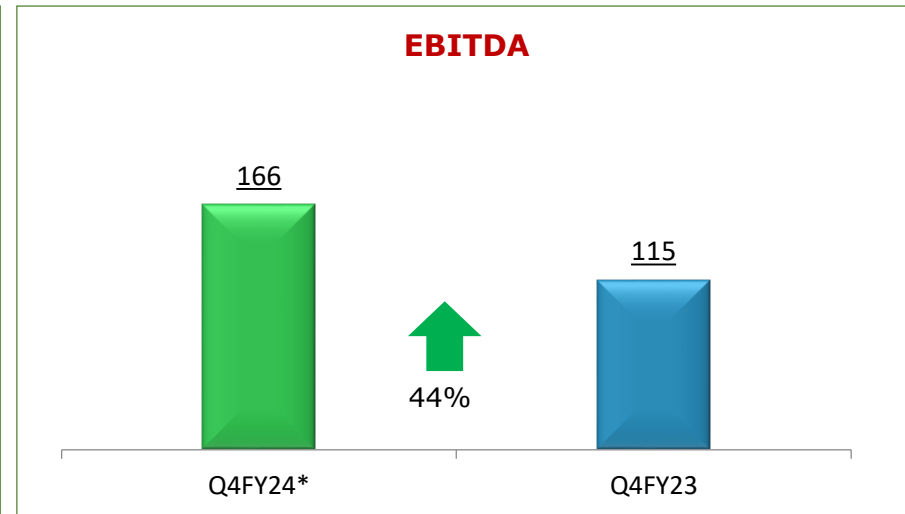
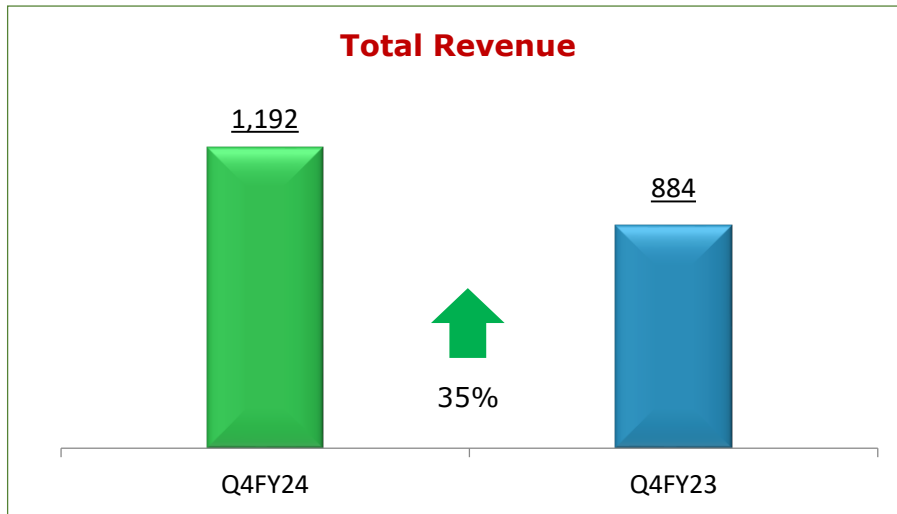




# **Financial & Operating Highlights**

# Consolidated Financial Highlights (1/2)

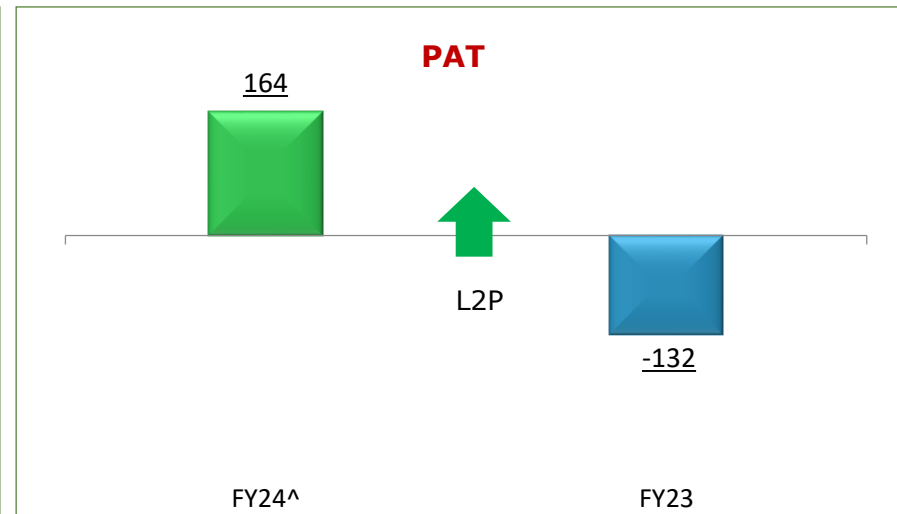
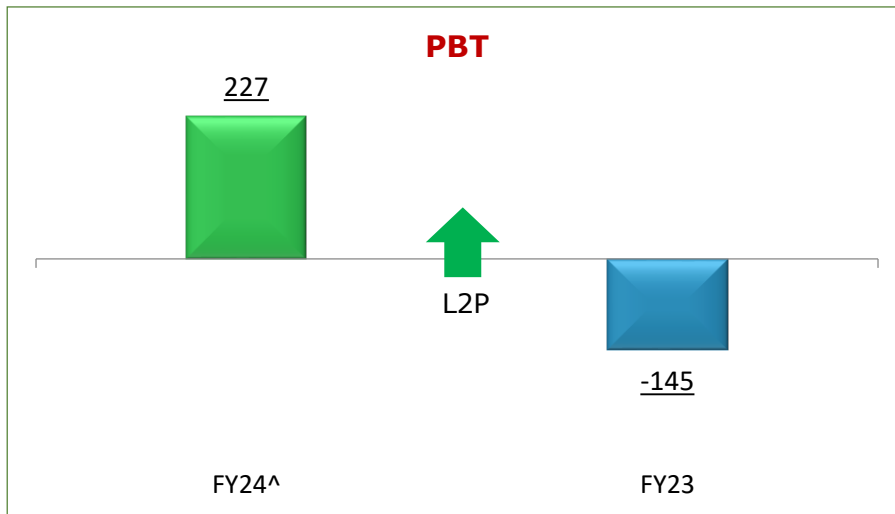
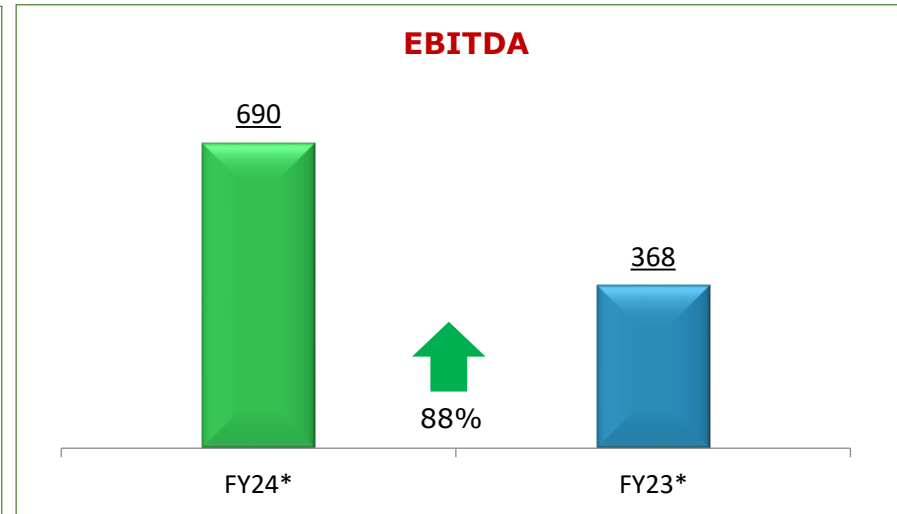
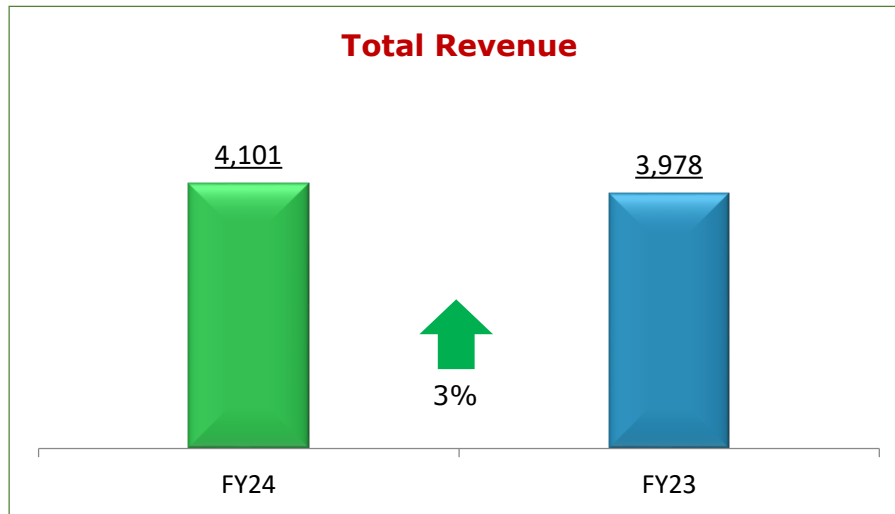
## Q4FY24 vs Q4FY23 (INR Mn)



\*Q4FY24 EBITDA is before considering provision of Rs. 14mn, towards provisioning for impairment of an investment in an associate. The reported EBITDA after considering the provision is Rs.152mn.

# Consolidated Financial Highlights (2/2)

## FY24 vs FY23 (INR Mn)



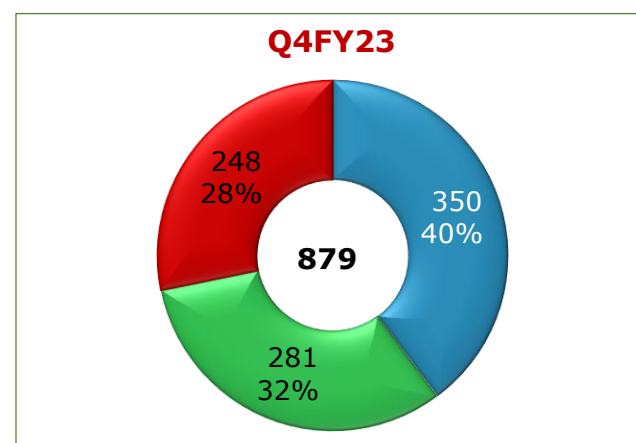
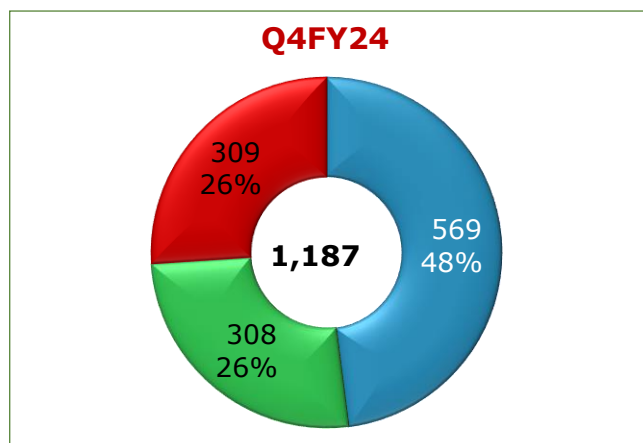
\*FY24 and FY23 EBITDA is before considering provision of Rs. 14mn and Rs.29mn respectively, towards provisioning for impairment of an investment in an associate. The reported EBITDA after considering the provision is Rs.676mn in FY24 and Rs.339mn in FY23.

^ FY24 PBT and PAT includes net exceptional loss of Rs.14mn.



# Consolidated Revenue Mix

(INR Mn)



Advertisement Revenue



Distributor Revenue



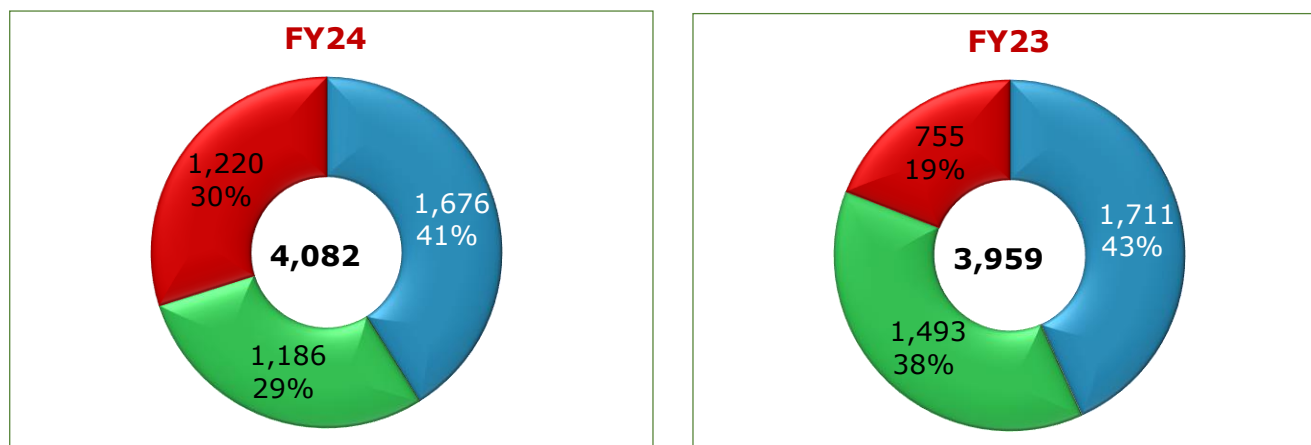
Exhibitor Revenue

(INR Mn)		Q4FY24	Q4FY23	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>309</b>	<b>248</b>	<b>24%</b>
- In-Cinema Advertisement Revenue		265	247	8%
- Corporate + Hyperlocal		169	173	-2%
- Government + PSU		96	73	31%
- Caravan Advertisement Revenue		44	2	2812%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>308</b>	<b>281</b>	<b>10%</b>
Content Delivery Charge		225	185	21%
VPF Service Revenue		42	47	-11%
Digitisation Income		40	45	-12%
Others		1	3	-50%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>569</b>	<b>350</b>	<b>63%</b>
Lease rental income		143	133	7%
Total Sales of Products		334	138	142%
Other Operating Revenues		92	79	17%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>1187</b>	<b>879</b>	<b>35%</b>

Note: Excludes Other Income

# Consolidated Revenue Mix

(INR Mn)



■ Advertisement Revenue     
 ■ Distributor Revenue     
 ■ Exhibitor Revenue

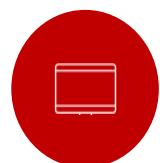
(INR Mn)		FY24	FY23	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>1220</b>	<b>755</b>	<b>62%</b>
- In-Cinema Advertisement Revenue		1116	740	51%
- Corporate + Hyperlocal		797	567	40%
- Government + PSU		320	173	85%
- Caravan Advertisement Revenue		104	15	605%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>1186</b>	<b>1493</b>	<b>-21%</b>
Content Delivery Charge		864	879	-2%
VPF Service Revenue		149	243	-38%
Digitisation Income		164	209	-21%
Others		8	162	-95%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>1676</b>	<b>1711</b>	<b>-2%</b>
Lease rental income		572	547	5%
Total Sales of Products		882	895	-1%
Other Operating Revenues		222	269	-17%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>4082</b>	<b>3959</b>	<b>3%</b>

Note: Excludes Other Income

# **In-Cinema Advertising Performance**



# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
3,859



**Prime Screens**  
2,492



**Popular Screens**  
1,367



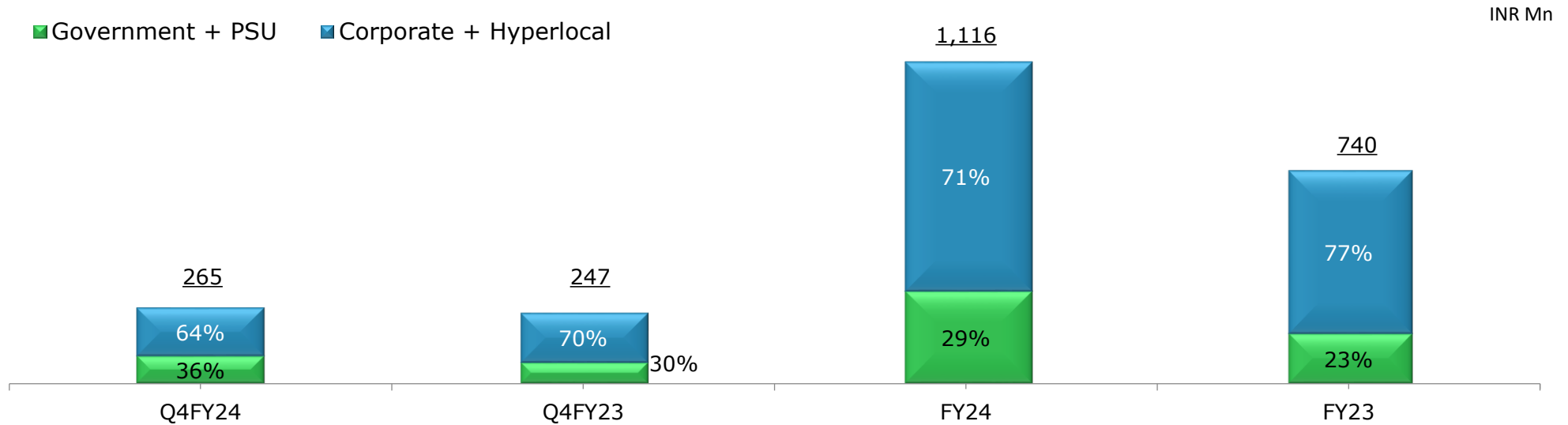
**Full House Seating Capacity - Annualized**  
~1.9 Bn

FY24	Metro and Tier I		Other Cities and Towns	
	Prime	Popular	Prime	Popular
# of UFO Screens	1,008	244	1,484	1,123
Cities and Towns	138	101	581	861
Full House Seating Capacity – Per Show All Screens	307,978	128,977	415,870	499,964
Seating Capacity Per Screen Per Show	306	529	280	445
**Full House Seating Capacity Annualised (in Mn Seats)	443	186	599	720

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

Full house seating capacity – Annualised 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



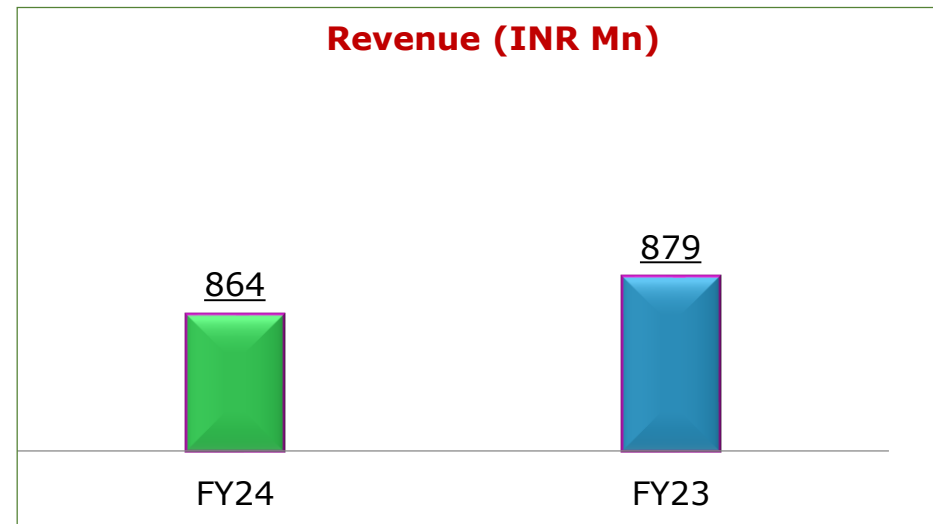
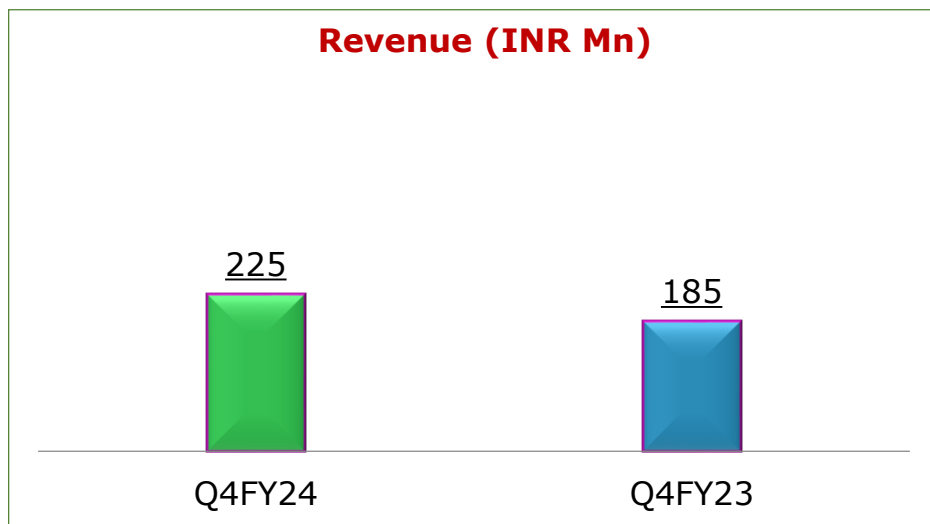
	Q4FY24	Q4FY23	FY24	FY23
Ad Revenue / Screen for the period (Avg) (Rs.)	72,995	72,996	309,800	216,702
Average # of minutes sold / show / Ad Screen	3.71	4.60	4.22	3.06
Advertisement Sharing with Exhibitors	63.61%	51.08%	48.13%	60.13%

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

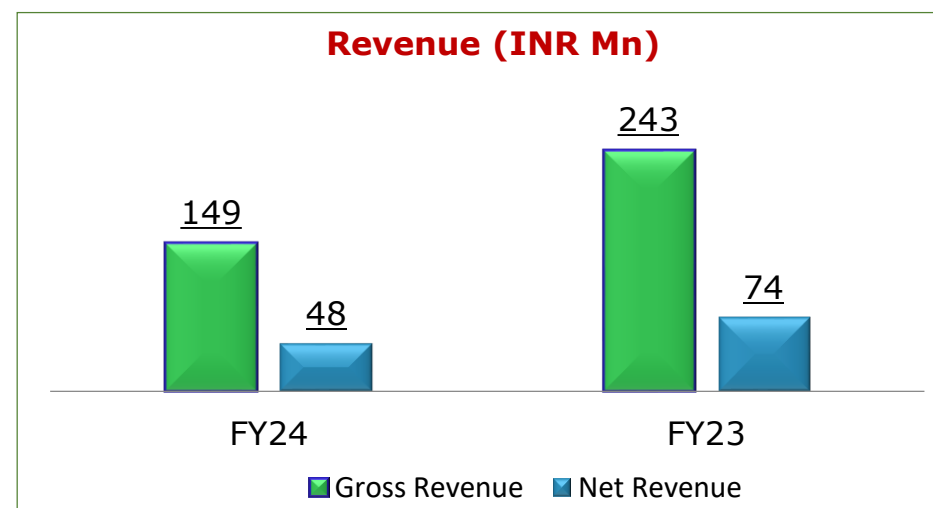
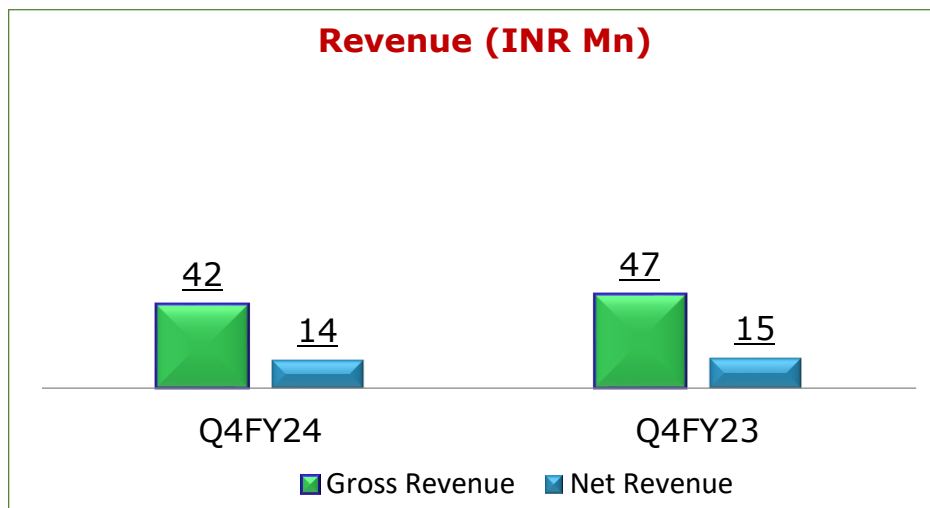
# Theatrical Revenues

# 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 <sup>^</sup>	Q4FY24	Q4FY23	FY24	FY23
CDC Category Screens	3,131	2,994	3,131	2,994
VPF Category Screens	423	333	423	333
Total	3,554	3,327	3,554	3,327

# of Screens as on March 31, 2024

Revenue / Screen (Average) (in Rs.)	Q4FY24	Q4FY23	FY24	FY23
CDC Category Screens	72,153	61,439	2,82,197	2,81,657
VPF Category Screens – Gross	1,04,767	137,625	395,330	231,698
VPF Category Screens – Net	35,058	44,898	126,540	70,983

<sup>^</sup>Includes franchisee screens



# Financial Performance

# Consolidated Reported P&L Statement

<b>(INR Mn)</b>	<b>Q4FY24</b>	<b>Q4FY23</b>	<b>% Change</b>	<b>FY24</b>	<b>FY23</b>	<b>% Change</b>
<b>Revenue from Operations</b>	<b>1,187</b>	<b>879</b>	<b>35%</b>	<b>4,082</b>	<b>3,959</b>	<b>3%</b>
<b>Other Income</b>	<b>6</b>	<b>6</b>	<b>0%</b>	<b>18</b>	<b>18</b>	<b>0%</b>
<b>Total Revenue</b>	<b>1,192</b>	<b>884</b>	<b>35%</b>	<b>4,101</b>	<b>3,978</b>	<b>3%</b>
<b>Total Expenses</b>	<b>1,041</b>	<b>769</b>	<b>35%</b>	<b>3,425</b>	<b>3,639</b>	<b>-6%</b>
EBITDA (excl. one time impairment provisioning)	166	115	<b>44%</b>	690	368	88%
Less: One time impairment provisioning	14	-		14	29	
<b>EBITDA (Reported)</b>	<b>152</b>	<b>115</b>	<b>32%</b>	<b>676</b>	<b>339</b>	<b>100%</b>
Depreciation and Amortisation	104	126	<b>-17%</b>	428	495	-14%
<b>EBIT</b>	<b>48</b>	<b>-11</b>	<b>L2P</b>	<b>248</b>	<b>-156</b>	<b>L2P</b>
Finance Cost	27	25	<b>8%</b>	127	111	14%
Finance Income	50	17	<b>202%</b>	80	49	62%
Profit from Associates	6	12	<b>-50%</b>	41	74	-45%
<b>PBT</b>	<b>76</b>	<b>-7</b>	<b>L2P</b>	<b>241</b>	<b>-145</b>	<b>L2P</b>
Exceptional item				14		
<b>PBT (After considering exceptional item)</b>	<b>76</b>	<b>-7</b>	<b>L2P</b>	<b>227</b>	<b>-145</b>	<b>L2P</b>
Tax	16	5		63	-13	
<b>PAT</b>	<b>60</b>	<b>-12</b>	<b>L2P</b>	<b>164</b>	<b>-132</b>	<b>L2P</b>
<b>Basic EPS</b>	<b>1.57</b>	<b>(0.31)</b>	<b>L2P</b>	<b>4.26</b>	<b>(3.47)</b>	<b>L2P</b>

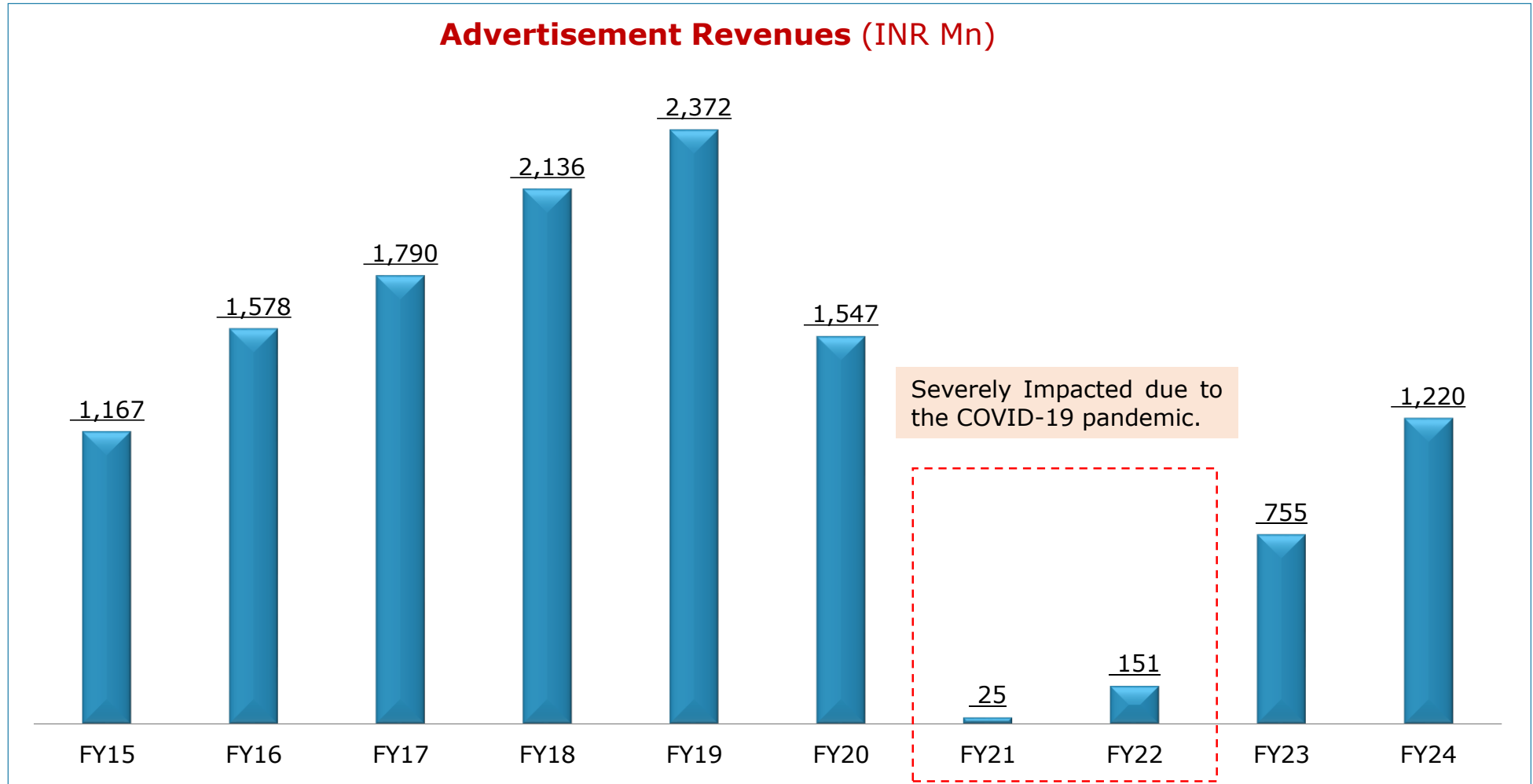
Ind AS 116 impact on P&L - certain operating lease expense (Q4FY24 - Rs. 31.70 Mn & FY24 - Rs. 91.80 Mn) are recognised as Depreciation expense for the right of use assets (Q4FY24 - Rs. 17.69 Mn & FY24 - Rs. 69.94 Mn) and Finance Cost for interest accrued on lease liability (Q4FY24 - Rs. 5.62 Mn & FY24 - Rs. 24.92 Mn).

# Consolidated Expenditure Analysis

<b>Expenses as a % of Total Revenue</b>	<b>Q4FY24</b>	<b>Q4FY23</b>	<b>FY24</b>	<b>FY23</b>
<b>1) Total Operating Direct Cost</b>	<b>49.44%</b>	<b>41.33%</b>	<b>43.05%</b>	<b>47.33%</b>
<b>Key Operating Direct Cost Components</b>				
- <i>Advertisement revenue share payment</i>	<u>14.15%</u>	<u>14.24%</u>	<u>13.10%</u>	<u>11.19%</u>
- <i>VPF service revenue share</i>	<u>2.37%</u>	<u>3.61%</u>	<u>2.48%</u>	<u>4.24%</u>
- <i>Purchase of Equipment, Lamps and Spares</i>	<u>21.80%</u>	<u>12.44%</u>	<u>16.94%</u>	<u>17.82%</u>
- <i>Others</i>	<u>11.12%</u>	<u>11.04%</u>	<u>10.53%</u>	<u>14.09%</u>
<b>2) Employee Benefit Expenses</b>	<b>20.97%</b>	<b>24.67%</b>	<b>22.51%</b>	<b>24.75%</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>16.88%</b>	<b>21.02%</b>	<b>17.95%</b>	<b>19.40%</b>
<b>Total Expenses</b>	<b>87.29%</b>	<b>87.01%</b>	<b>83.52%</b>	<b>91.48%</b>
<b>EBITDA Margin</b>	<b>12.71%</b>	<b>12.99%</b>	<b>16.48%</b>	<b>8.52%</b>

# Annexure

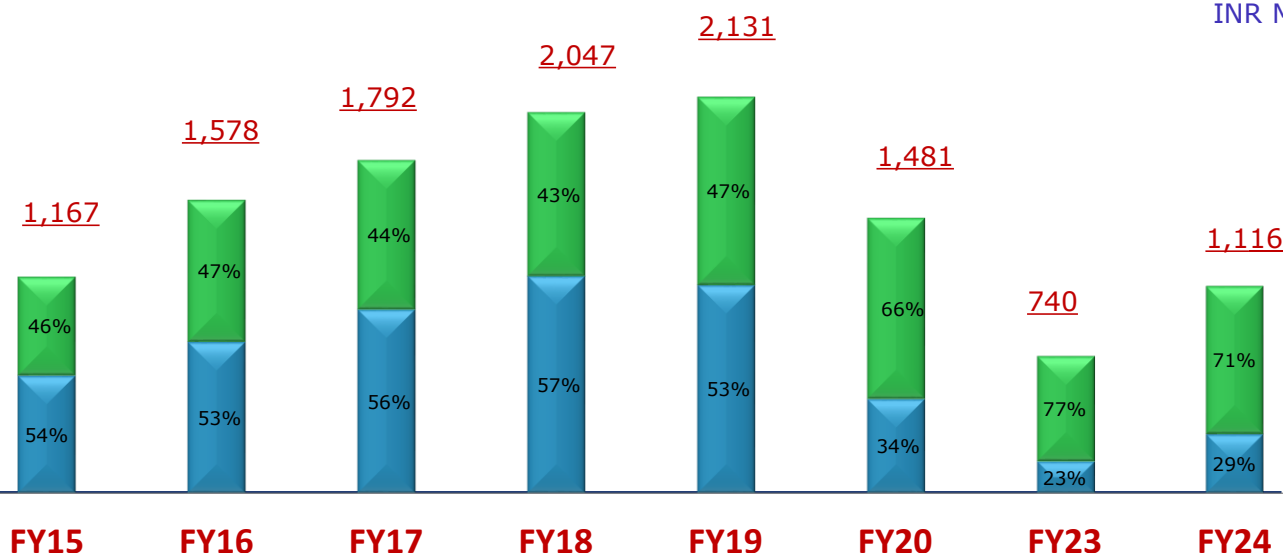
# Historical Advertisement Performance



# Historical In-Cinema Advertising Performance

■ Government + PSU    ■ Corporate + Retail

INR Mn



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

\*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

# Shareholding

<b>(% of Total # of shares)</b>	<b>March 31, 2024</b>
Promoters	22.5%
Institutional Investors	24.4%
Foreign Portfolio Investors	0.7%
Corporate Bodies	2.8%
Others	49.6%
<b>Total # of Shares</b>	<b>3,85,81,208</b>

# 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 1.9 billion viewers annually through 3,859 screens comprising of 2,492 screens in the PRIME channel and 1,367 screens in the POPULAR channel across 1,410 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 March 31, 2024, UFO's global network, along with subsidiaries and associates, spans 3,683 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,859 screens, with an aggregate seating capacity of approximately 1.9 billion viewers annually and a reach of 1,410 cities and towns across India, as on March 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](http://www.ufomoviez.com). For further details, contact:**

## **Ami Mehta**

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Email: [ami.mehta@ufomoviez.com](mailto:ami.mehta@ufomoviez.com)