



October 29, 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 half year ended September 30, 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

Q2&H1FY'25

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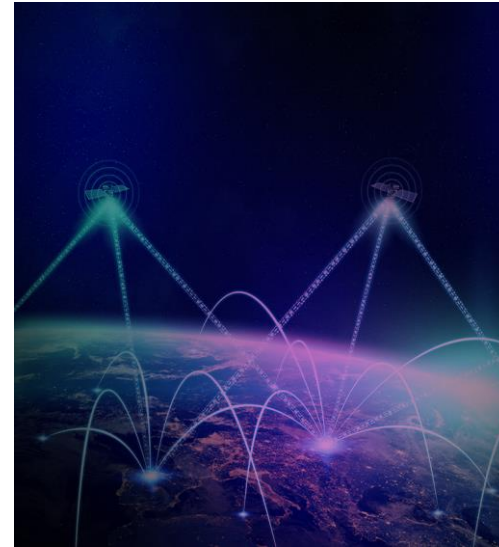
This presentation, except for the historical information, may contain forward looking statements, including the words or phrases such as "expects", "anticipates", "intends", "will", "would", "undertakes", "aims", "estimates", "contemplates", "seeks to", "objective", "goal", "projects", "should" and similar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



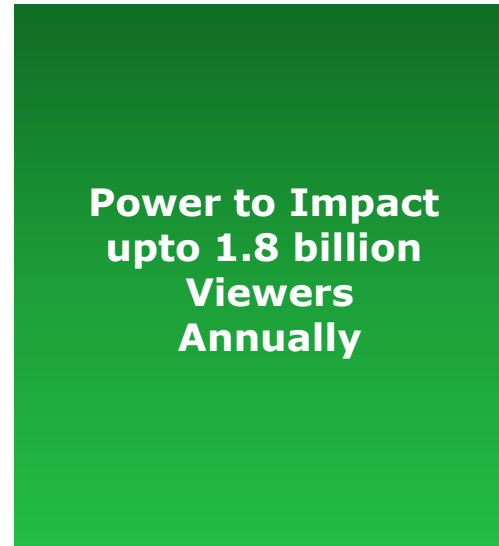
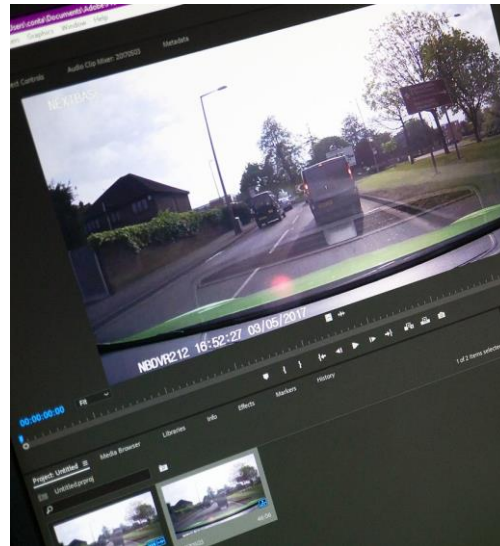
**3,735**  
High Impact  
Ad Screens



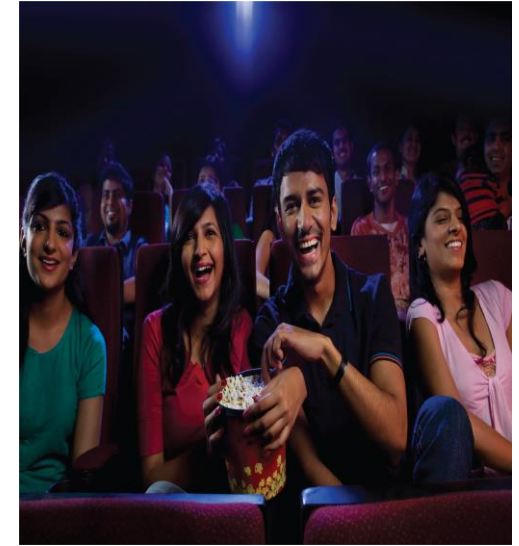
**1,374**  
Cities & Towns  
Across India



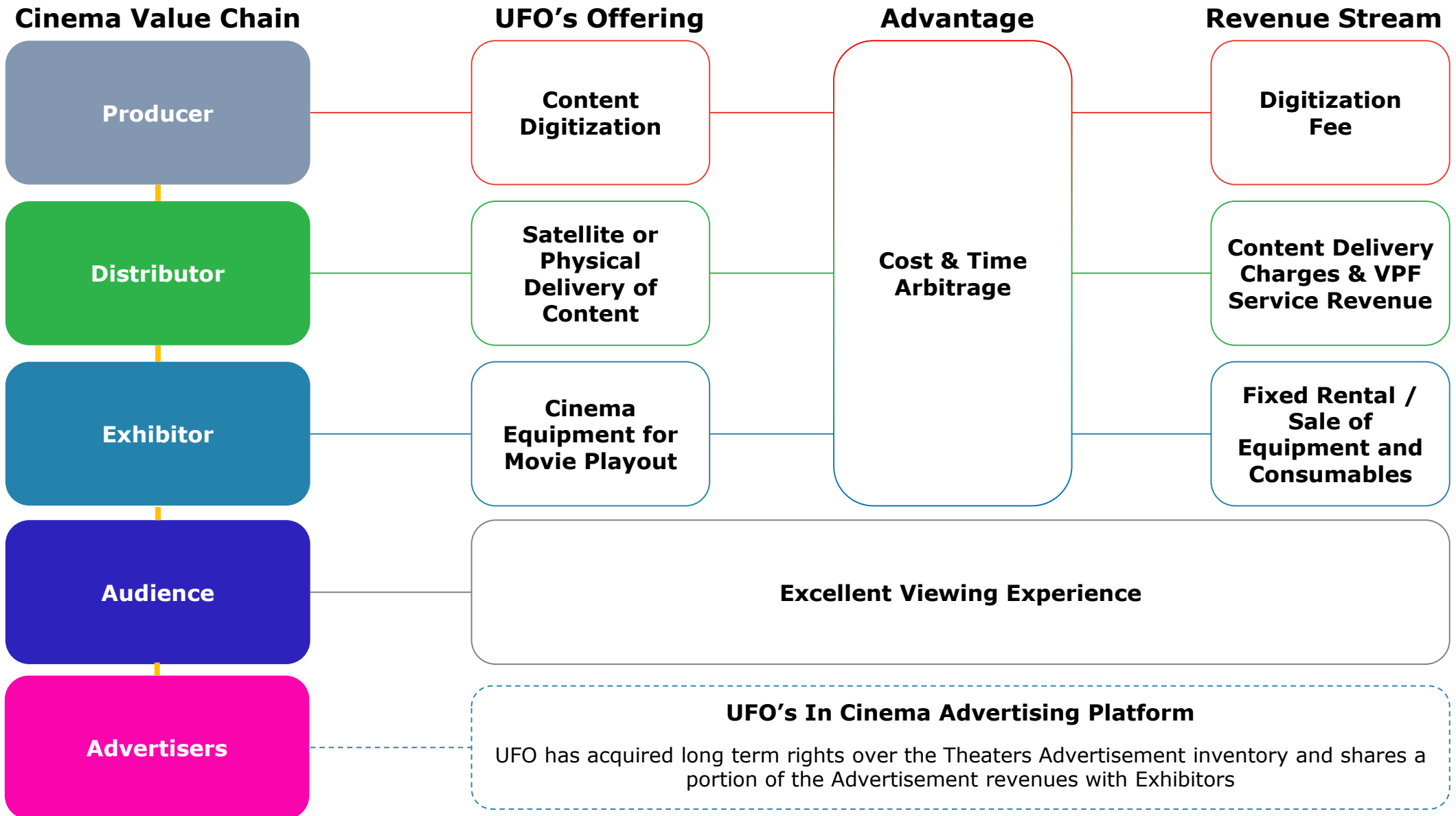
**946**  
Movies  
Digitally  
Delivered  
in H1FY25



**Power to Impact**  
upto **1.8 billion**  
Viewers  
Annually



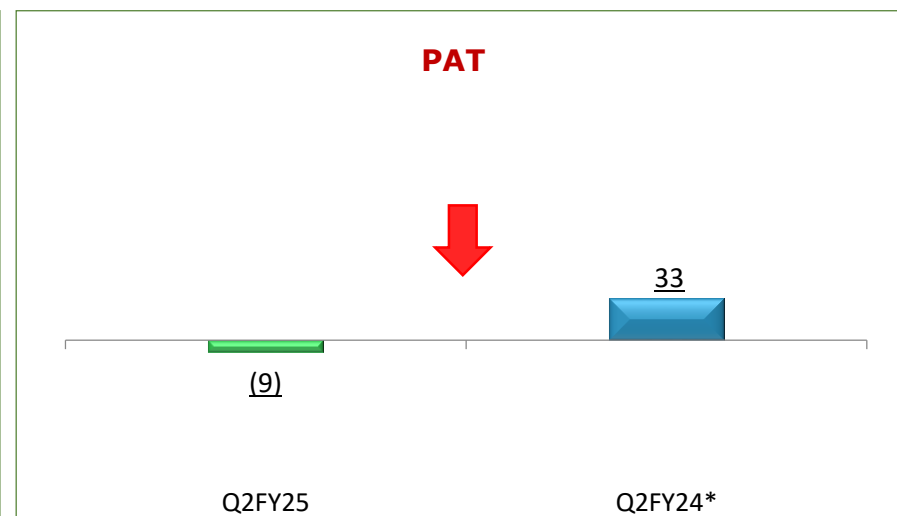
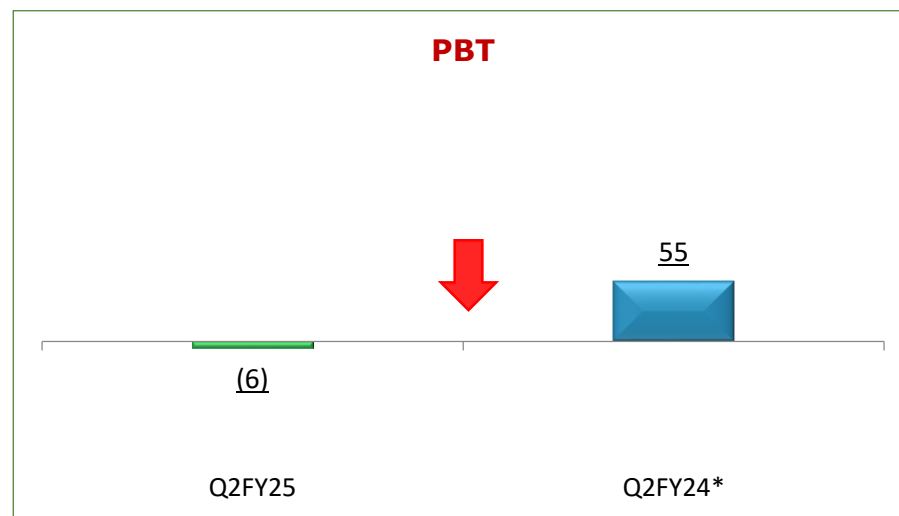
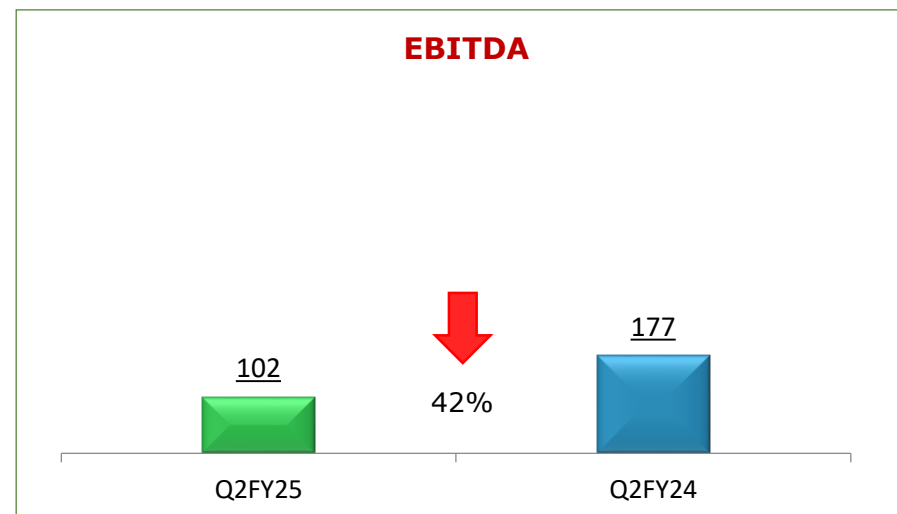
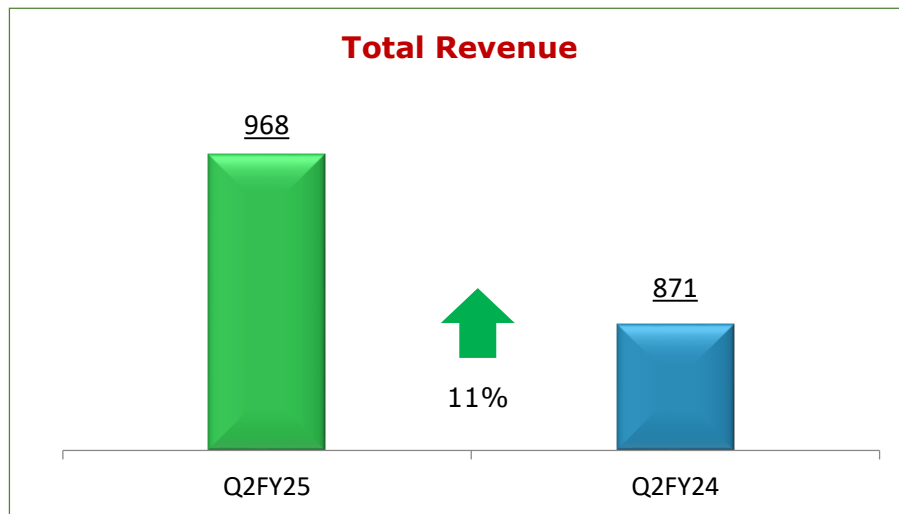
# UFO's Offerings



# **Financial & Operating Highlights**

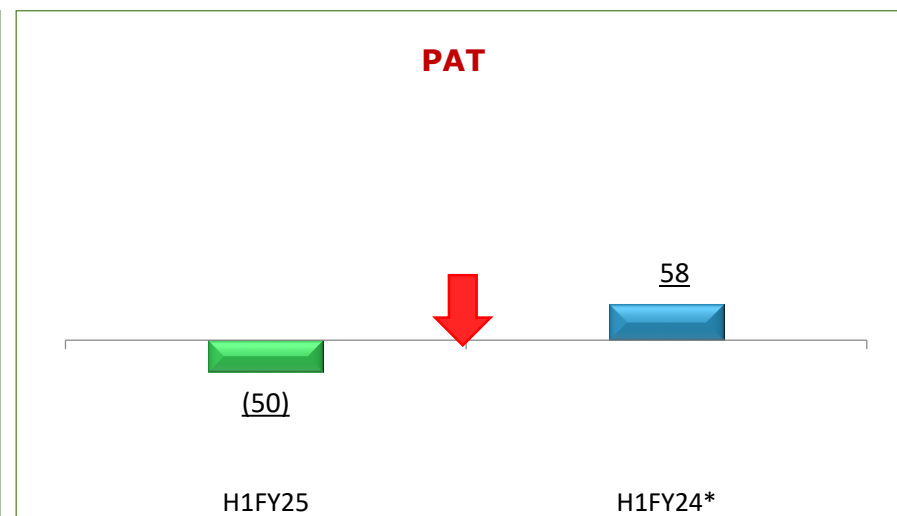
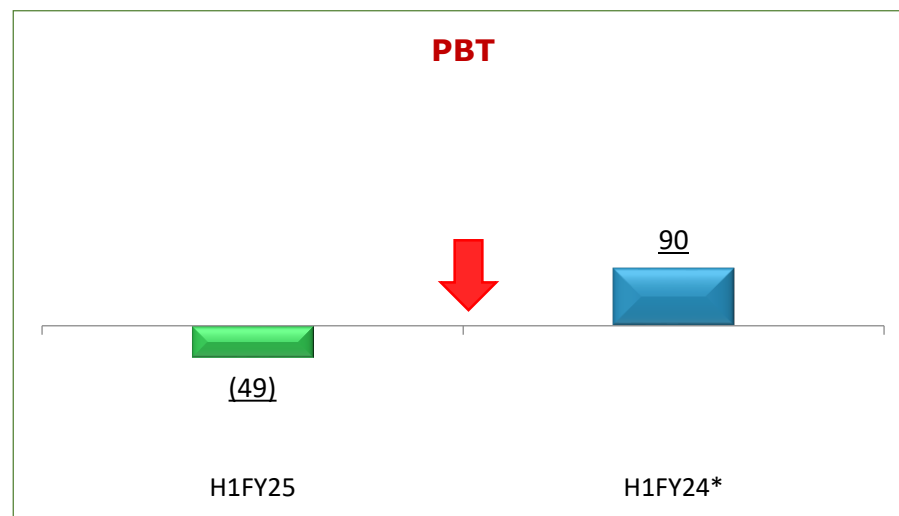
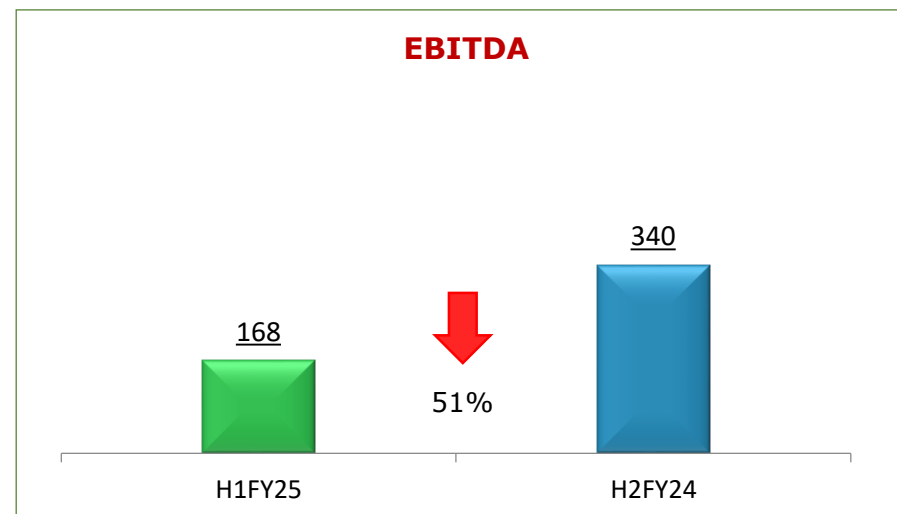
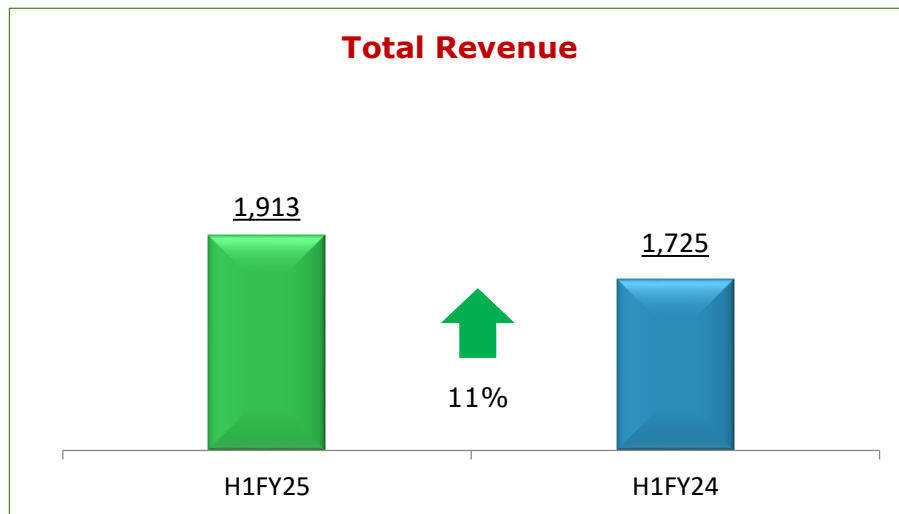
# Consolidated Financial Highlights

## Q2FY25 vs Q2FY24 (INR Mn)



# Consolidated Financial Highlights

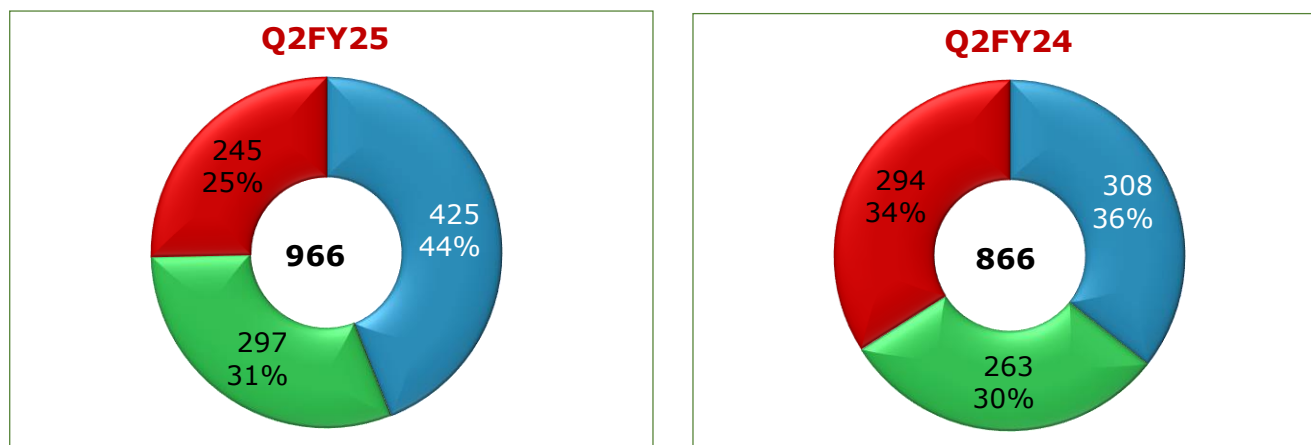
## H1FY25 vs H1FY24 (INR Mn)





# Consolidated Revenue Mix

(INR Mn)



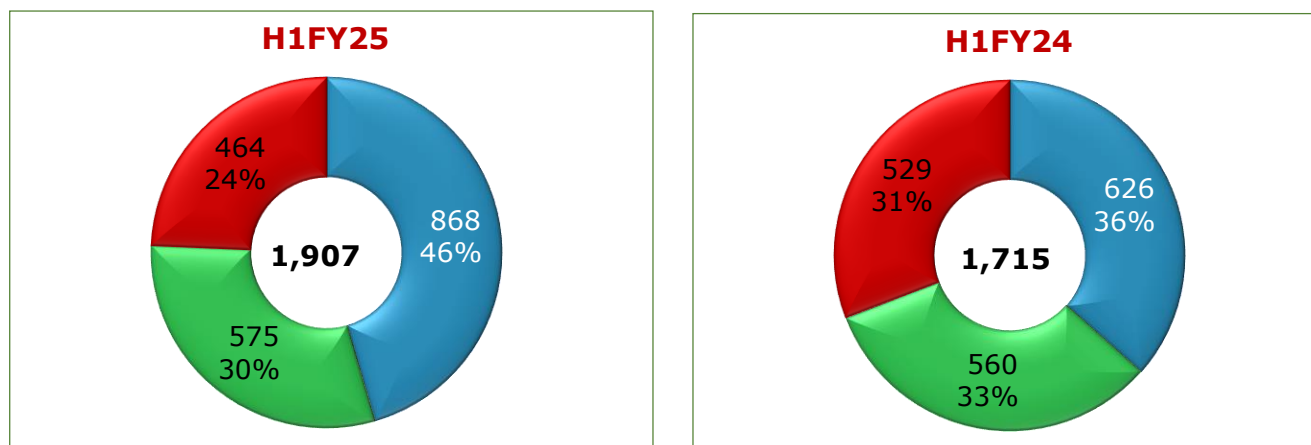
■ Advertisement Revenue     
 ■ Distributor Revenue     
 ■ Exhibitor Revenue

(INR Mn)		Q2FY25	Q2FY24	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>245</b>	<b>294</b>	<b>-17%</b>
- In-Cinema Advertisement Revenue		242	292	-17%
- Corporate + Hyperlocal		193	215	-10%
- Government + PSU		49	77	-36%
- Caravan Advertisement Revenue		3	3	6%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>297</b>	<b>263</b>	<b>13%</b>
Content Delivery Charge		216	201	7%
VPF Service Revenue		43	23	87%
Digitisation Income		36	35	1%
Others		3	4	-34%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>425</b>	<b>308</b>	<b>38%</b>
Lease rental income		144	141	2%
Total Sales of Products		226	126	80%
Other Operating Revenues		55	41	34%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>966</b>	<b>866</b>	<b>12%</b>

Note: Excludes Other Income

# Consolidated Revenue Mix

(INR Mn)



■ Advertisement Revenue     
 ■ Distributor Revenue     
 ■ Exhibitor Revenue

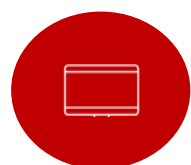
(INR Mn)		H1FY25	H1FY24	YoY % Change
<b>Advertisement Revenue</b>	<b>(i)</b>	<b>464</b>	<b>529</b>	<b>-12%</b>
- In-Cinema Advertisement Revenue		435	510	-15%
- Corporate + Hyperlocal		327	395	-17%
- Government + PSU		108	115	-6%
- Caravan Advertisement Revenue		29	19	53%
<b>Revenue from Distributor</b>	<b>(ii)</b>	<b>575</b>	<b>560</b>	<b>3%</b>
Content Delivery Charge		413	407	1%
VPF Service Revenue		85	65	31%
Digitisation Income		72	82	-12%
Others		5	6	-14%
<b>Revenue from Exhibitor</b>	<b>(iii)</b>	<b>868</b>	<b>626</b>	<b>39%</b>
Lease rental income		291	284	2%
Total Sales of Products		489	268	82%
Other Operating Revenues		88	74	19%
<b>Revenue from Operations</b>	<b>(i+ii+iii)</b>	<b>1,907</b>	<b>1,715</b>	<b>11%</b>

Note: Excludes Other Income

# **In-Cinema Advertising Performance**



# In-Cinema Advertisement Operating Parameter



**Number of Screens**  
**3,735**



**Multiplex**  
**2,122**



**Single Screens**  
**1,613\***



**Full House Seating Capacity - Annualized**  
**~1.8 Bn**

H1FY25	Metro and Tier I		Other Cities and Towns	
	Multiplex	Single Screens	Multiplex	Single Screens
# of UFO Screens	887	353	1,235	1,260
Cities and Towns	123	129	429	917
Full House Seating Capacity – Per Show All Screens	221,304	195,494	286,132	553,700
Seating Capacity Per Screen Per Show	249	554	232	439
**Full House Seating Capacity Annualized (in Mn Seats)	319	282	412	797

\* Includes 423 premium single screens

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

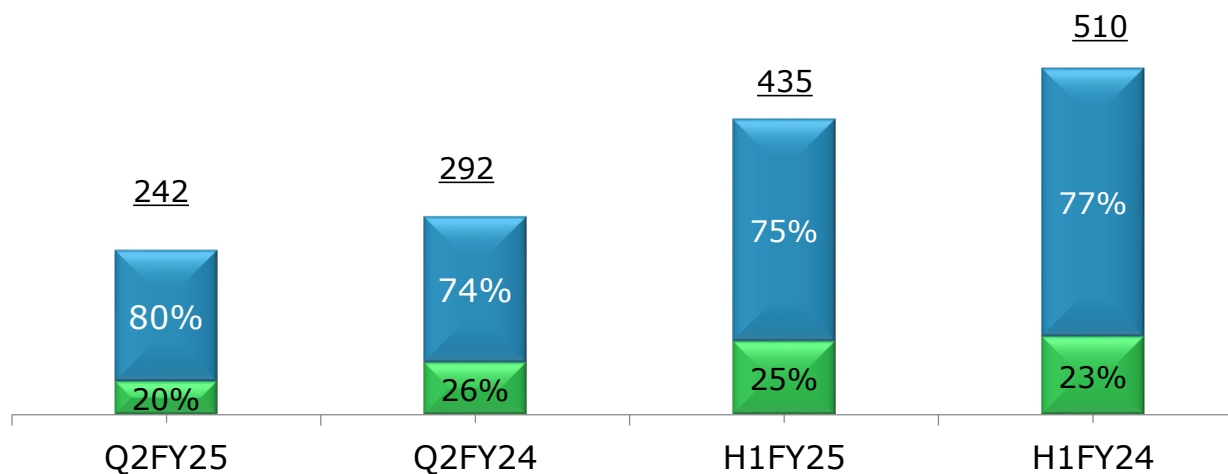
Full house seating capacity – Annualized is calculated by multiplying full house seating capacity per show x 4 shows a day x 30 days x 12 months

# In-Cinema Advertisement Revenue Analysis

■ Government + PSU

■ Corporate + Hyperlocal

INR Mn



	Q2FY25	Q2FY24	H1FY25	H1FY24
Ad Revenue / Screen for the period (Avg) (Rs.)	64,557	89,259	1,14,569	1,53,335
Average # of minutes sold / show / Ad Screen	3.03	4.79	2.68	4.45
Advertisement Sharing with Exhibitors	69.44%	41.35%	76.43%	44.26%

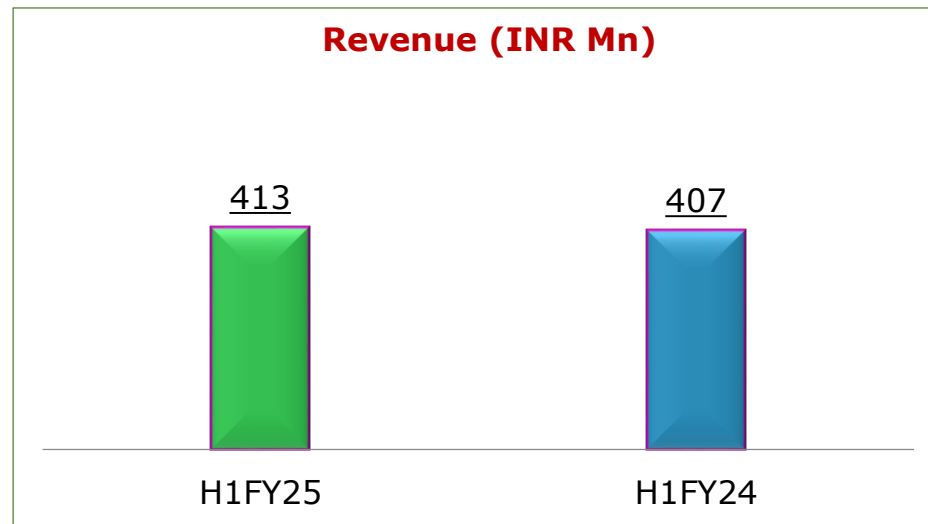
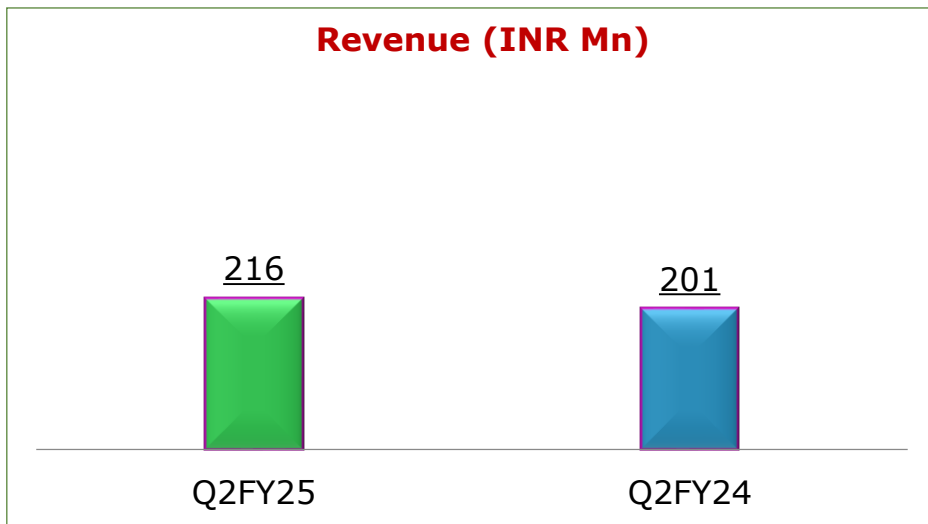
Average # of minutes sold / show / Ad Screen is calculated by dividing total # of advertisement minutes sold by average # of Screens with Ad Rights during the period  
 Average # of Advertising Screens = (Sum of # of Opening Advertisement Screens and # of Closing Advertisement Screens) / 2

# Theatrical Revenues

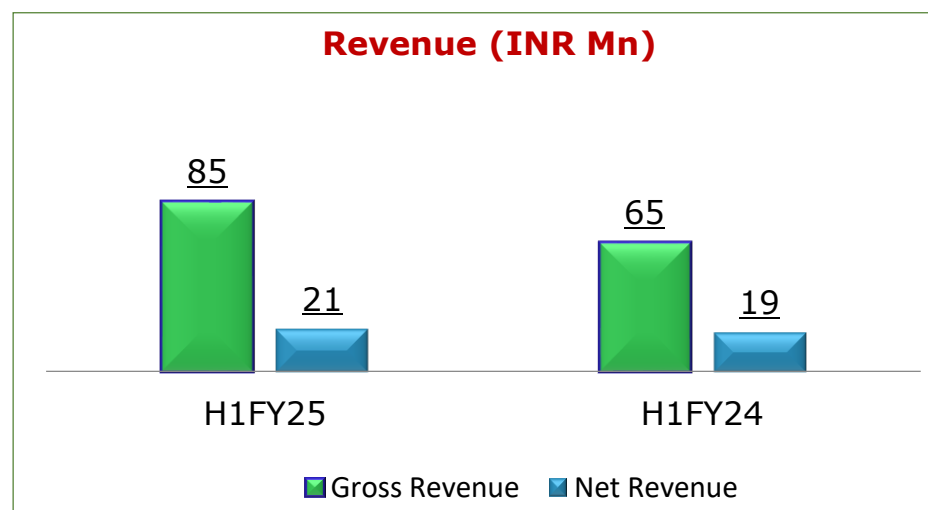
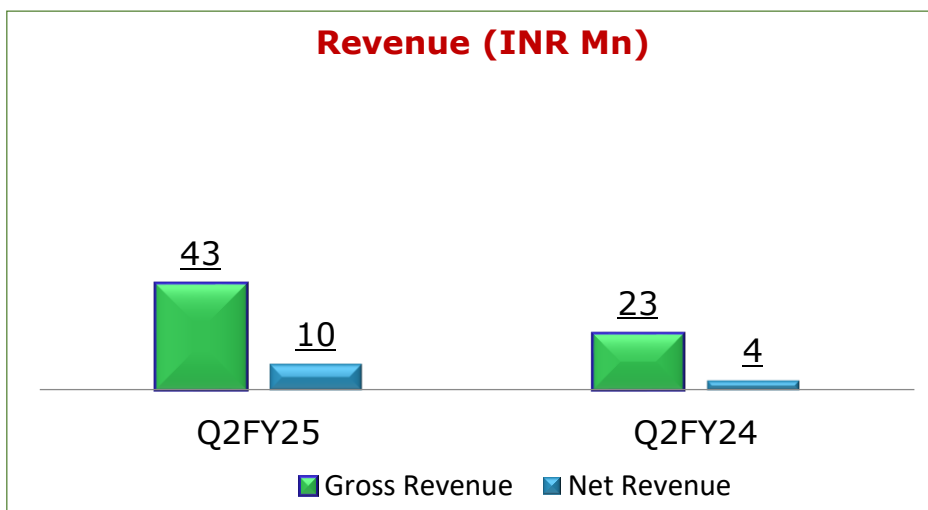
The slide features a white background with three large, overlapping geometric shapes: a blue triangle in the bottom-left corner, a red triangle in the top-right corner, and a green triangle in the bottom-right corner.

# Theatrical revenues from Distributors

## Content Delivery Charges



## VPF Service Revenue



Net Revenue = Gross Revenue less Revenue Shared to the Exhibitors

# Operating Parameter – Distributor Revenue

<b># of Screens<sup>^</sup></b>	<b>Q2FY25</b>	<b>Q2FY24</b>	<b>H1FY25</b>	<b>H1FY24</b>
CDC Category Screens	3,022	3,045	3,022	3,045
VPF Category Screens	442	349	442	349
Total	3,464	3,394	3,464	3,394

# of Screens as on September 30, 2024

<b>Revenue / Screen (Average) (in Rs.)</b>	<b>Q2FY25</b>	<b>Q2FY24</b>	<b>H1FY25</b>	<b>H1FY24</b>
CDC Category Screens	71,148	65,301	1,34,174	1,34,708
VPF Category Screens – Gross	96,753	78,107	1,97,243	1,90,350
VPF Category Screens – Net	22,835	23,104	49,023	57,104

<sup>^</sup>Includes franchisee screens



# Financial Performance

# Consolidated Reported P&L Statement

<b>(INR Mn)</b>	<b>Q2FY25</b>	<b>Q2FY24</b>	<b>% Change</b>	<b>H1FY25</b>	<b>H1FY24</b>	<b>% Change</b>
<b>Revenue from Operations</b>	<b>966</b>	<b>866</b>	<b>12%</b>	<b>1,907</b>	<b>1,715</b>	<b>11%</b>
<b>Other Income</b>	<b>2</b>	<b>6</b>	<b>-73%</b>	<b>6</b>	<b>10</b>	<b>-39%</b>
<b>Total Revenue</b>	<b>968</b>	<b>871</b>	<b>11%</b>	<b>1,913</b>	<b>1,725</b>	<b>11%</b>
<b>Total Expenses</b>	<b>866</b>	<b>695</b>	<b>25%</b>	<b>1,745</b>	<b>1,385</b>	<b>26%</b>
<b>EBITDA (Reported)</b>	<b>102</b>	<b>177</b>	<b>-42%</b>	<b>168</b>	<b>340</b>	<b>-51%</b>
Depreciation and Amortisation	95	104	-9%	191	215	-11%
<b>EBIT</b>	<b>7</b>	<b>72</b>	<b>-90%</b>	<b>-23</b>	<b>125</b>	
Finance Cost	31	32	-5%	60	69	-13%
Finance Income	14	8	61%	27	17	57%
Profit from Associates	4	21	-83%	7	31	-76%
<b>PBT</b>	<b>-6</b>	<b>69</b>		<b>-49</b>	<b>105</b>	
Exceptional item		14			14	
<b>PBT (After considering exceptional item)</b>	<b>-6</b>	<b>55</b>		<b>-49</b>	<b>90</b>	
Tax	2	22		2	32	
<b>PAT</b>	<b>-9</b>	<b>33</b>		<b>-50</b>	<b>58</b>	
<b>Basic EPS</b>	<b>-0.23</b>	<b>0.85</b>		<b>-1.30</b>	<b>1.51</b>	

Ind AS 116 impact on P&L - certain operating lease expense (Q2FY25 - Rs. 16.17 Mn & H1FY25 - Rs. 37.42) is recognised as Depreciation expense for the right of use assets (Q2FY25 - Rs. 18.29 Mn & H1FY25 - Rs. 36.59) and Finance Cost for interest accrued on lease liability (Q2FY25 - Rs. 5.48 Mn & H1FY25 - Rs. 11.29).

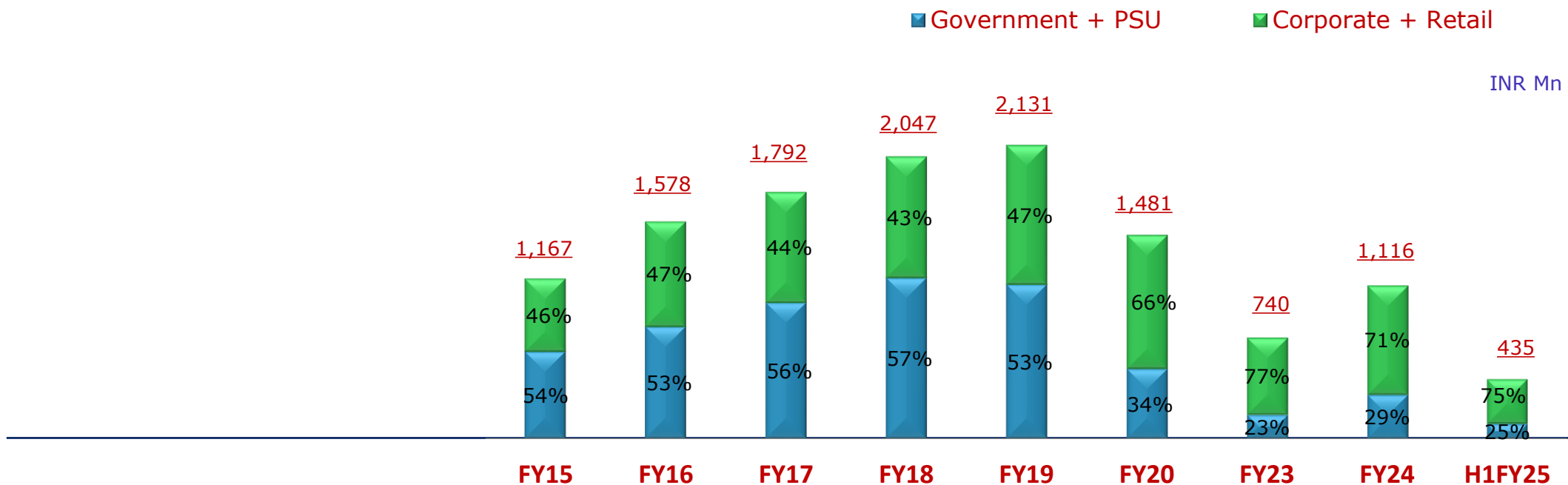
# Consolidated Expenditure Analysis

(INR Mn)

<b>Expenses</b>	<b>Q2FY25</b>	<b>H1FY25</b>
<b>1) Total Operating Direct Cost</b>	<b>470</b>	<b>969</b>
<b>Key Operating Direct Cost Components</b>		
- <i>Advertisement revenue share</i>	<u>168</u>	<u>332</u>
- <i>VPF service revenue share</i>	<u>33</u>	<u>64</u>
<b>2) Employee Benefit Expenses</b>	<b>225</b>	<b>444</b>
<b>3) Other Expenses (SG&amp;A )</b>	<b>171</b>	<b>332</b>
<b>Total Expenses</b>	<b>866</b>	<b>1,745</b>

# Annexure

# Historical In-Cinema Advertising Performance



	FY15	FY16	FY17	FY18	FY19	FY20	FY23	FY24	H1FY25
# of Screens with Ad Rights	3,784	3,713	3,745	3,897	3,697	3,792	3,348	3,859	3,735
Annual Ad Revenue / Screen (Avg) (INR)	316,346	410,275	474,597	535,847	561,102	395,524	216,702	309,800	1,14,569
# of Minutes Sold / Show / Ad Screen	3.36	4.15	4.34	5.19	5.54	4.16	3.06	4.22	2.68
Ad Sharing with Exhibitors	33.76%	30.66%	29.14%	31.75%	32.44%	36.41%	60.13%	48.13%	76.43%

\*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

<b>(% of Total # of shares)</b>	<b>September 30, 2024</b>
Promoters	22.5%
Institutional Investors	24.4%
Foreign Portfolio Investors	0.7%
Corporate Bodies	3.1%
Others	49.3%
<b>Total # of Shares</b>	<b>3,86,05,987</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 1.8 billion viewers annually through 3,735 screens, comprising 2,122 Multiplex screens and 1,613 single screens across 1,374 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 Sep 30, 2024, UFO's global network, along with subsidiaries and associates, spans 3,597 screens. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,735 screens, with an aggregate seating capacity of approximately 1.8 billion viewers annually and a reach of 1,374 cities and towns across India, as on Sep 30, 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**

Asst. Manager – Investor Relations

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