

Date: February 12, 2018

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Fax: 022 – 2272 3121 Email: <u>corp.relations@bseindia.com</u> 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 Email: <u>cmlist@nse.co.in</u>

BSE Scrip Code: 539141

NSE Symbol: UFO

Dear Sir / Ma'am,

Sub: Outcome of the Board Meeting held on February 12, 2018 – Financial Results for the quarter and nine months ended December 31, 2017.

Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the standalone and consolidated unaudited financial results of the Company prepared in accordance with the IND-AS for the quarter and nine months ended December 31, 2017, approved by the Board of Directors of the Company at its meeting held on February 12, 2018 alongwith the Limited Review Report issued by the Statutory Auditors of the Company thereon.

We also enclosed herewith press release on the said results of the Company.

The said board meeting commenced at 03:00 p.m. and concluded at 04:50 p.m.

Thanking you.

Yours faithfully,

For UFO Moviez India Limited

SSCHAUE

Sameer Chavan Company Secretary M. No.: F7211

Encl: a/a

UFO MOVIEZ INDIA LIMITED

Registered & Corporate Office : Valuable Techno Park, Plot # 53/1, Road # 07, Marol MIDC, Andheri (E), Mumbai - 400 093. Tel: +91 022 4030 5060, Fax: +91 022 4030 5110/140. Corporate Identity Number: L22120MH2004PLC285453 • Email: corporate@ufomoviez.com • Website: www.ufomoviez.com

S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

14th Floor, The Ruby 29 Senapati Bapat Marg Dadar (West) Mumbai-400 028, India Tel :+91 22 6192 0000 Fax :+91 22 6192 1000

Limited Review Report - Standalone Financial Results

Review Report to The Board of Directors UFO Moviez India Limited

- We have reviewed the accompanying statement of unaudited standalone financial results of UFO Moviez India Limited ('the Company') for the quarter ended December 31, 2017 and year to date from April 01, 2017 to December 31, 2017 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
- 2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 4. Based on our review conducted as above nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S.R. BATLIBOI & ASSOCIATES LLP Chartered Accountants ICAI Firm registration number: 101049W/E300004

Anyimdas per Amit Majmudar SSOCIA Partner Membership No.: 36656 Mumbai Date: February 12, 2018

S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

14th Floor, The Ruby 29 Senapati Bapat Marg Dadar (West) Mumbai-400 028, India Tel :+91 22 6192 0000 Fax :+91 22 6192 1000

Limited Review Report - Consolidated Financial Results

Review Report to The Board of Directors UFO Moviez India Limited

- 1. We have reviewed the accompanying statement of unaudited consolidated financial results of UFO Group comprising UFO Moviez India Limited ('the Company') comprising its subsidiaries and associates (together, 'the Group'), for the quarter ended December 31, 2017 and year to date from April 01, 2017 to December 31, 2017 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016
- 2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 4. We did not review the financial statements and other financial information, in respect of three subsidiaries, whose financial statements include total assets of Rs 9,972.22 lakhs and net assets of Rs (31.13) lakhs as at December 31, 2017 and total revenues of Rs 1,774.27 lakhs and Rs 7,444.55 lakhs for the quarter and the period ended on that date. These financial statements and other financial information have been audited by other auditors, whose financial statements, other financial information and auditor's reports have been furnished to us by the management.
- 5. We did not review the financial statements and other financial information, in respect of nine subsidiaries, whose financial statements include total assets of Rs 8,644.79 lakhs, net assets of Rs 7,882.44 lakhs as at December 31, 2017, and total revenues of Rs NIL and Rs 0.82 lakhs for the quarter and nine months ended December 31, 2017, respectively. These financial statements and other financial information are based on management certified accounts provided to us. The consolidated Ind AS financial statements also include the Group's share of net profit of Rs 239.66 lakhs and Rs 504.22 lakhs for the quarter and nine months ended December 31, 2017 respectively, as considered in the consolidated Ind AS financial statements, in respect of five associates, whose financial results and other financial information have been furnished to us by the Management. Our conclusion, in so far as it relates to the affairs of such subsidiaries and associates is based solely on these accounts.

Certain subsidiaries and associates are located outside India whose financial statements and other financial information have been prepared in accordance with accounting principles generally accepted in their respective countries and which have been reviewed by other auditors under generally accepted auditing standards applicable in their respective countries. The Company's management has converted the financial statements of such subsidiaries and associates located outside India from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Company's management. Our conclusion in so far as it relates to the balances and affairs of such subsidiaries and associates located



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

Page 2 of 2 UFO Moviez India Limited Limited Review Report – December 2017

outside India is based on the report of other auditors and the conversion adjustments prepared by the management of the Company and reviewed by us

6. Based on our review conducted as above and based on the consideration of the reports of other auditors on the unaudited separate quarterly financial results and on the other financial information of subsidiaries and associates, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited consolidated financial results prepared in accordance with recognition and measurement principles laid down in the applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants ICAI Firm registration number: 101049W/E300004

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per Amit Majmudar Partner Membership Number: 36656

Place: Mumbai Date: February 12, 2017

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UFO MOVIEZ INDIA LIMITED

STATEMENT OF STANDALONE AND CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND 9 MONTHS PERIOD ENDED 31 DECEMBER, 2017

				Stand	lalone						lidated		
			Quarter ende	d	9 months p	eriod ended	Year ended	1000	Quarter ende			eriod ended	
r. o.	Particulars	31-Dec-17	30-Sep-17	31-Dec-16	31-Dec-17	31-Dec-16	31-Mar-17	31-Dec-17	30-Sep-17	31-Dec-16	31-Dec-17	31-Dec-16	31-Mar-
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudit
	Income from operations			-									
	Net sales / income from operations	9,749	9,140	9,448	28,629	29,134	38,734	13,905	13,988	15,019	43,303	44,430	59,8
	Other income	82	13	18	147	60	87 38,821	117 14,022	13 14,001	15,020	190 43,493	101 44,531	60,0
	Total income from operations (net)	9,831	9,153	9,466	28,776	29,194	30,021	14,022	14,001	13,020	43,433	44,551	00,
	Expenses												
	(a) Operating direct costs	69	63	67	220	225	302	46	79	97	237	287	
	- Cost of consumables and spares consumed	558	640	433	1,671	1,447	1,756	1,274	1,678	1,408	5,426	4,411	6,
	- Purchases of digital cinema equipment and lamps	84	(91)	433	57	(7)	124	83	(91)	100	277	(133)	
	- Changes in inventories	1,745	1,552	1,597	5,185	5,047	6,616	1,744	1,555	1,290	4,809	3,914	5,
	- Advertisement revenue share	267	369	116	875	641	849	1,277	1,532	1,755	4,196	5,629	7
	- Virtual print fees sharing	936	810	742	2,583	2,227	3,057	1,446	1,404	1,368	4,294	4,129	5,
	- Other operating direct cost	1,738	1,556	1,865	4,940	4,891	6,541	2,147	1,947	2,309	6,135	6,100	8,
	 (b) Employee benefits expense (c) Other expenses 	1,914	1,637	1,739	5,188	5,028	6,596	2,338	2,120	2,207	6,589	6,466	8,
	Total expenses	7,311	6,536	6,603	20,719	19,499	25,841	10,355	10,224	10,593	31,963	30,803	41,
	Earnings before interest,tax,depreciation and amortisation (EBITDA) (1-2)	2,520	2,617	2,863	8,057	9,695	12,980	3,667	3,777	4,427	11,530	13,728	18,
	Depreciation and amortisation expense	(1,509)	(1,574)	(1,540)	(4,641)	(4,603)	(6,149)	(2,000)	(2,036)	(2,106)	(6,088)	(7,083)	(9
-	Finance cost	(168)	(161)	(193)	(495)	(625)	(802)	(241)	(243)	(338)	(747)	(1,073)	(1
	Finance income	36	3,163	68	3,311	1,602	1,662	121	188	165	541	632	
•	Profit before tax and share of profit from associates	879	4,045	1,198	6,232	6,069	7,691	1,547	1,686	2,148	5,236	6,204	8
	Share of profit of associates (net of taxes)			-	-	-	-	240	154	118	504	461	
	Profit before tax and after share of profit from associates	879	4,045	1,198	6,232	6,069	7,691	1,787	1,840	2,266	5,740	6,665	9
	Tax expense						0.005		4 570	0.47	2 1 1 2	3,331	
	- Current tax	454	546	570	1,615	2,183	2,825	777	1,578	947	3,112 (932)	(702)	4
	- Deferred tax	(137)	(199)	(152)	(507)	(496)	(571)	(126) 651	(758) 820	(56) 891	2,180	2,629	3,
	Total tax expense	317	347	418	1,108	1,687	2,254						
	Profit for the period (9 - 10)	562	3,698	780	5,124	4,382	5,437	1,136	1,020	1,375	3,560	4,036	6,
2	Other Comprehensive income (OCI)						(63)	(5)	10		110	17	
A	 (i) Items that will not be reclassified to profit or loss (ii) Income tax relating to items that will not be 	(6) 2	(6)	6 (2)	(19)	18 (6)	(63) 22	(5)	(6) 2	6(2)	(16)	(6)	
R	reclassified to profit or loss (i) Items that will be reclassified to profit or loss	2					-	(74)	5	99	(73)	130	(
	 (ii) Income tax relating to items that will be reclassified to profit or loss 	-					-	-	-	-		-	
	Total Comprehensive Income for the period	558	3,694	784	5,111	4,394	5,396	1,059	1,021	1,478	3,477	4,177	5
	Net Profit attributable to												
	a) Equity shareholders of the company							1,199	1,126	1,367	3,699	4,115	6
	b) Non-controlling interest							(63)	(106)	8	(139)	(79)	
5	Other comprehensive income attributable to a) Equity shareholders of the company							(77)	1	94	(84)	130	
	b) Non-controlling interest								0	9	1	11	
5	Total Comprehensive Income for the period												
	attributable to												
	a) Equity shareholders of the company							1,122	1,127	1,461	3,615	4,245	5
-	b) Non-controlling interest							(63)	(106)	17	(138)	(68)	
	Paid-up equity share capital (Face Value of Rs. 10 each)	2,835	2,760	2,760	2,835	2,760	2,760	2,835	2,760	2,760	2,835	2,760	2
3	Earnings per share of Rs. 10/- each (for the quarters,												
	not annualised):	2.00	12.44	2.02	10 53	15.00	19.71	4.32	4.09	4.95	13.38	14.92	2
	(a) Basic	2.02	13.41	2.83	18.53	15.89	19.71	4.32	4.09	4.95	13.30	14.92	2:



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UFO MOVIEZ INDIA LIMITED

Registered & Corporate Office : Valuable Techno Park, Plot # 53/1, Road # 07, Marol MIDC, Andheri (E), Mumbai - 400 093. Tel: +91 022 4030 5060, Fax: +91 022 4030 5110/140. Corporate Identity Number: L22120MH2004PLC285453 • Email: corporate@ufomoviez.com • Website: www.ufomoviez.com



NOTES:

 The above standalone and consolidated results of UFO Moviez India Elmited ('the Company') and its subsidiaries, associates (collectively referred to as "the Group") have been reviewed by Audit Committee and taken on record at the Meeting of the Board of Directors held on February 12, 2018.

Statutory auditors have carried out Limited Review on the standalone and consolidated financial results for the quarter and nine months period ended December 31, 2017.

Pursuant to notification issued by Ministry of Corporate Affairs dated, February 16, 2016 notifying the Companies (Indian Accounting Standards) Rules, 2015, the Company has adopted Indian Accounting Standards ("Ind AS") applying a transition date of April 1, 2016. Accordingly, the results for the quarter and nine months period ended December 31, 2017 are in compliance with the recognition and measurement principles of Ind AS (prescribed under Section 133 of the Companies Act 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016). Based on the SEBI Circular CIR/CFD/FAC/62/2016 dated July 5, 2016, the Company has opted to present the results for the comparative periods, being the quarter and nine months period ended December 31, 2017, restated under Ind AS to make them comparable.

- 2. On September 1, 2017, the Company entered into a share purchase and shareholder's agreement to acquire 76% equity stake of Sujav Entertainment Private Limited (SEPL) from the existing equity shareholder(s) of SEPL at a total consideration of Rs. 75 Lakhs. SEPL is in the business of online ticketing with online web platform, namely <u>www.fastticket.in</u>. Subsequent to this, the Company has issued a notice to all concerned parties for termination of the said agreement.
- 3. On November 1, 2017, the Board of Directors have approved the purchase of 10,000 equity shares (i.e. 100% stake) in PJSA Technosoft Private Limited (PJSA), from the existing equity shareholders of PJSA at a total consideration of Rs. 1 Lakh. PJSA is in the business of Information Technology (IT) and IT enabled services. The acquisition is being made for carrying out Company's IP related businesses going forward.
- 4. On November 1, 2017, the Board of Directors of the Company approved the composite scheme of arrangement and amalgamation between UFO and Qube Cinema Technologies Private Limited ("QCTPL"); Qube Digital Cinema Private Limited ("QDCPL"); Moviebuff Private Limited ("MPL") and PJSA and their respective shareholders and creditors under sections 230 to 232 and other relevant provisions of the Companies Act, 2013 (the "Act") which inter alia provides for:

(i) Demerger of the entire business of the QCTPL except businesses that are not synergic or have limited growth potential ("Demerged Business") into QDCPL on a going concern basis and the issuance of equity shares by QDCPL to the shareholders of QCTPL ("Demerger");

(ii) Amalgamation of MPL into QDCPL and the issuance of equity shares by QDCPL to the shareholders of MPL and consequent dissolution of MPL without winding up ("MPL Merger");

(iii) Upon giving effect to Demerger and MPL Merger and upon issuance of shares of QDCPL to shareholders of QCTPL and MPL, the Company and India Advantage Fund S4 I, a fund managed by ICICI Venture Funds Management Company Limted ("Investor") to purchase an aggregate of 53.20% of the share capital of QDCPL from certain non-promoter shareholders of QCTPL, who no longer wish to participate in the Demerged Business of QCTPL ("Sellers") in the following proportion, at a price of Rs. 302.647 per share ("Transfer of Sale shares"):

(a) The Company proposes to purchase 38,75,531 equity shares in QCTPL from the Sellers for an aggregate consideration of Rs. 117.29 Crores and

(b) The Investor proposed to purchase 71,03,984 equity shares in QCTPL from the Sellers for an aggregate consideration of Rs. 214.99 Crores.

(iv) Post completion of Transfer of Sale Shares, amalgamation of QDCPL into the Company and the issuance of equity shares by the Company to the shareholders of QDCPL in the ratio of 13 shares of UFO for every 17 shares held in QDCPL and consequent dissolution of QDCPL without winding up ("QDCPL Merger"); and

(v) Slump Sale of the business relating to certain new software, technologies and processes of QCTPL which are currently in the process of commercialization from the Company (post transfer to the Company pursuant to the QDCPL Merger) ("Transferred Undertaking") into PJSA Technosoft Pvt. Limited ("PJSA"), a wholly owned subsidiary of the Company.

The above scheme is subject to approval from the shareholders of the Company and the Transferor Companies, BSE Limited, National Stock Exchange of India Limited, SEBI, Hon'ble National Company Law Tribunal, Mumbai and Chennai Bench.





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- 5. On July 26, 2016, the Board of Directors of the Company approved the Composite Scheme of Arrangement for the amalgamation of its wholly owned subsidiaries including step down subsidiaries namely Southern Digital Screenz India Private Limited (SDS), V N Films Private Limited (VNFPL), Edridge Limited (EL) and UFO International Limited (UIL) with the Company, subject to all the necessary statutory / regulatory approvals ('the Scheme'). The appointed date for the amalgamation for VNFPL, EL and UIL is April 01, 2016 and for SDS, the appointed date is July 01, 2016. The Company had filed the Scheme with the Bombay High Court on October 4, 2016. Pursuant to notification of section 232 of the Companies Act, 2013 ('the Act') on December 9, 2016, the Company filed the Scheme with National Company Law Tribunal (NCLT) on January 19, 2017.
- Pending final approval of NCLT on the Scheme of Amalgamation, no effect of the Scheme has been given in these financial results.
- 6. Consequent to transition from the previous GAAP to Ind AS, the reconciliation of profit and other equity for the previous periods is provided as below in accordance with the requirements of paragraph 32 of Ind AS 101 First time adoption of Ind AS:

			(Rs. in Lakhs			
		Standalone				
Particulars	Quarter ended	9 months period ended	Year ended			
	31-De	31-Mar-17				
Net profit attributable to Equity shareholders of the company under IGAAP	777	4,413	5,431			
Fair value of Financial instruments	2	(10)	(
Actuarial (gain)/loss on employee defined benefit plans	(6)	(18)	30			
Income tax (including deferred tax)	6	5	(12			
Others	1	(8)	(12			
Net profit attributable to Equity shareholders of the company under Ind AS	780	4,382	5,437			
Other comprehensive income/(expense) (net of taxes)	4	12	(41			
Total comprehensive income attributable to Equity shareholders of the company under Ind AS	784	4,394	5,396			
	Consolidated					
		consonuateu				
Particulars	Quarter ended	9 months	Year ended			
Particulars	Quarter ended 31-De	9 months period ended	Year ended 31-Mar-17			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of:		9 months period ended	31-Mar-17			
Net profit attributable to Equity shareholders of the company under IGAAP	31-De	9 months period ended cc-16	31-Mar-17 6,316			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of:	31-De 1.359	9 months period ended cc-16 4,367	31-Mar-17 6.316 173			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of: Fair value of Financial instruments	31-De 1.359 32	9 months period ended c-16 4,367 126	31-Mar-17 6,316 173 23			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of: Fair value of Financial instruments Actuarial (gain)/loss on employee defined benefit plans	31-De 1.359 32	9 months period ended c-16 4.367 126 (11)	31-Mar-17 6,316 173 23 (722)			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of: Fair value of Financial instruments Actuarial (gain)/loss on employee defined benefit plans Impact of Business combination accounting	31-De 1,359 32 (4)	9 months period ended c-16 4.367 126 (11) (722)	31-Mar-17 6,316 173 23 (722 342			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of: Fair value of Financial instruments Actuarial (gain)/loss on employee defined benefit plans Impact of Business combination accounting Allocation of losses in subsidiaries to Non controlling interest	31-De 1,359 32 (4) - 86	9 months period ended c-16 4.367 126 (11) (722) 268	31-Mar-17 6,316 173 23 (722 342 (16			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of: Fair value of Financial instruments Actuarial (gain)/loss on employee defined benefit plans Impact of Business combination accounting Allocation of losses in subsidiaries to Non controlling interest Income tax (including deferred tax)	31-De 1,359 32 (4) - 86 (133)	9 months period ended c-16 4.367 126 (11) (722) 268 99	31-Mar-17 6,316 173 23 (722 342 (16 (65			
Net profit attributable to Equity shareholders of the company under IGAAP Impact on account of: Fair value of Financial instruments Actuarial (gain)/loss on employee defined benefit plans Impact of Business combination accounting Allocation of losses in subsidiaries to Non controlling interest Income tax (including deferred tax) Others	31-De 1,359 32 (4) - 86 (133) 27	9 months period ended c-16 4.367 126 (11) (722) 268 99 (12)				

 Based on the management approach as defined in Ind AS 108, the chief operating decision maker evaluated the company's performance as a whole. Accordingly, the business of Digital Cinema Services and sale of digital cinema equipments ancillary to sale of services considered as a single operating segment.

8. Previous year/period figures have been regrouped / reclassified, where necessary, to conform to current period classification.

For and on behalf of the Board of Directors of UFO Moviez India Limited

Kapil Agarwal Joint Managing Director

Place of signature: Mumbai Date: February 12, 2018

UFO MOVIEZ INDIA LIMITED

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Press Release UFO Moviez Reports Q3FY18 Results

Advertisement Revenue grew 15.8% to ₹494 Mn

EBITDA stood at ₹367 Mn & PAT stood at ₹120 Mn

Mumbai, February 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 nine months ended December 31, 2017.

Financial Highlights:

Quarter ended December 31, 2017

Consolidated revenues stood at ₹1,402 (Q3FY17 – ₹1,502) million. EBITDA stood at ₹367 (Q3FY17 – ₹443) million. PBT stood at ₹179 (Q3FY17 – ₹227) million and PAT stood at ₹120 (Q3FY17 – ₹137) million.

Advertisement revenue grew by 15.8% to ₹494 (Q3FY17 – ₹427) million. Average advertisement minutes sold per show per screen grew to 4.54 (Q3FY17 – 3.88) minutes during Q3FY18.

Nine Months ended December 31, 2017

Consolidated revenues stood at ₹4,349 (9MFY17 – ₹4,453) million. EBITDA stood at ₹1,153 (9MFY17 – ₹1,373) million, PBT stood at ₹574 (9MFY17 – ₹667) million and PAT stood ₹370 (9MFY17 – ₹412) million.

Advertisement revenue grew by 1.4% to ₹1,359 (9MFY17 – ₹1,341) million. Average advertisement minutes sold per show per screen stood at 4.36 (9MFY17 – 4.32) minutes during 9MFY18.

"UFO's advertisement revenues performed well as the economy started recovering indicating that the inherent strength of the advertisement platform remains intact," said **Sanjay Gaikwad, Founder and Managing Director**. "Our profitability was under pressure on account of scheme of arrangement and amalgamation related expenses and planned losses in D-Cinema on account of sunset. As we look ahead, we are certain that spends on our in-cinema advertising platform will continue to grow and we remain confident in our ability to continue delivering value to our customers and shareholders."

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 December 31, 2017, UFO's global network, along with subsidiaries and associates, spans 6,379 screens worldwide, including 5,314 screens across India and 1,065 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 has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights to 3,943 screens, with an aggregate seating capacity of approximately 1.77 million viewers and a reach of 1,384 cities and towns across India, as on December 31, 2017. 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.

Visit us at <u>www.ufomoviez.com</u>. For further details, contact:

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