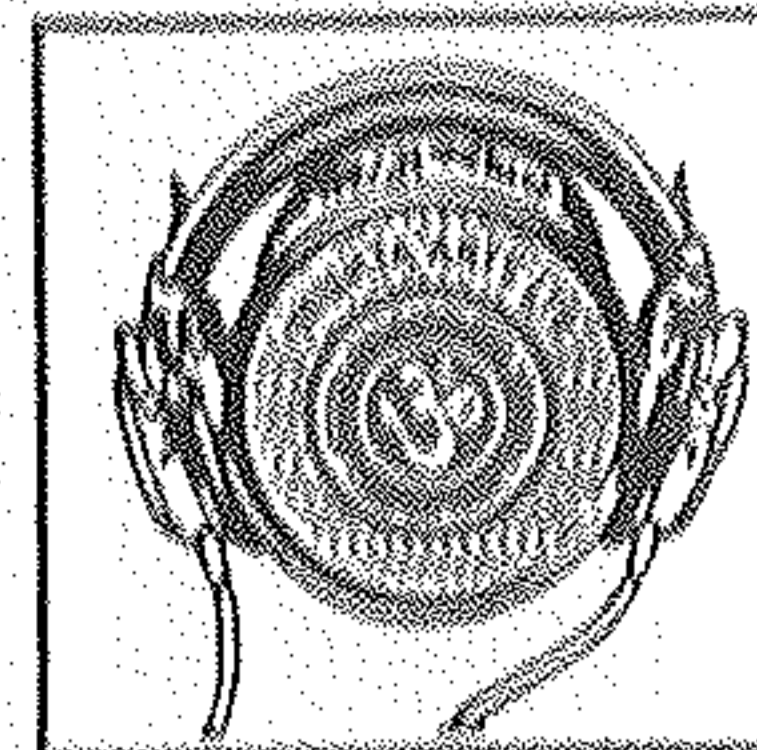


# MUKTA ARTS LIMITED

an entertainment company

Regd. Office : Mukta House, Behind Whistling Woods Institute, Filmcity Complex,  
Goregaon (East), Mumbai - 400 065. TEL. : 91-22-3364 9400



10<sup>th</sup> January, 2018

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, 1st Floor, Dalal Street, Mumbai – 400 001	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051
--	--

Kind Attn: Corporate Relations Department

Dear Sirs,

**Sub: Disclosure of Material Event / information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Schedule of Analysts / Institutional Investors Meeting**



Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Company shall be having Meetings with the Analyst and/or Investor as per the details given below:

Name of the Analyst / Investor	Type of Meeting / Call	Date of Meeting	Location
<u>Mentioned in the list below:</u> DOLAT Investment Banking Head Birla Ins – Sandeep (Sr. Analyst) BOI Axa Insurance - David (CIO)	Group Meetings	Thursday, 11 <sup>th</sup> January, 2018 from 9.30am to 11.45am	Mumbai

A copy of the said intimation has also been uploaded on the Company's website at <http://muktaarts.com/Aboutus/Investors-Analysts-Meeting.php>.

Thanking you,

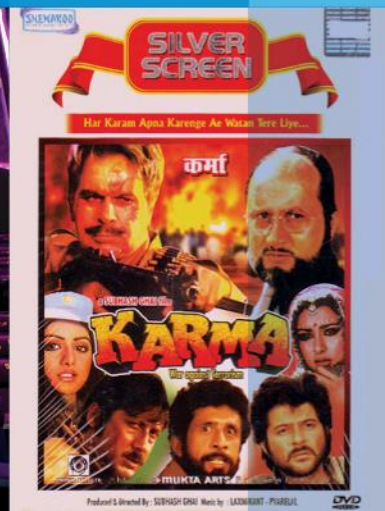
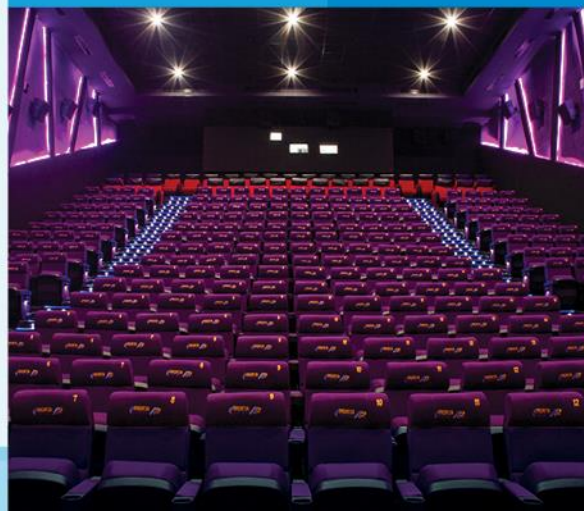
Yours Faithfully,  
For and on behalf of  
**Mukta Arts Limited**

  
  
Monika Shah  
Company Secretary



**MUKTA ARTS LTD**

**INVESTOR PRESENTATION**  
**JANUARY 2018**



## DISCLAIMER



MUKTA ARTS LTD

*This presentation and the following discussion may contain “forward looking statements” by Mukta Arts Limited (“Mukta” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Mukta about the business, industry and markets in which Mukta operates.*

*These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Mukta’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Mukta.*

*In particular, such statements should not be regarded as a projection of future performance of Mukta. It should be noted that the actual performance or achievements of Mukta may vary significantly from such statements.*

## DISCUSSION SUMMARY



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CONSOLIDATED FINANCIALS

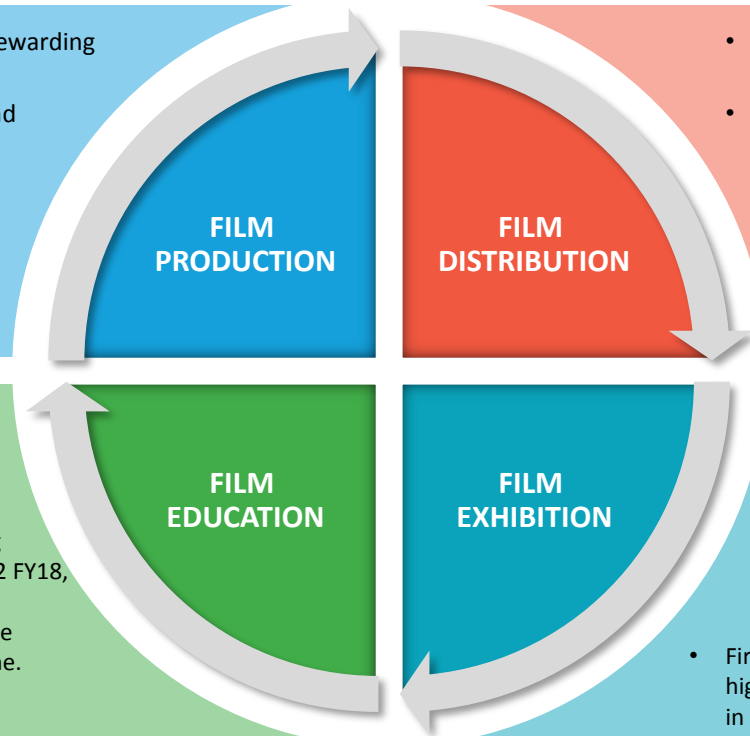


## COMPANY OVERVIEW



## COMPANY OVERVIEW

### DIFFERENTIATED BUSINESS MODEL ACROSS ENTIRE FILM INDUSTRY VALUE CHAIN



- Leading production house in India with a rewarding legacy of more than 30 years
- Pioneered by multidimensional founder and creative head – Mr. Subhash Ghai
- Globally recognised high quality film library of more than 35 hit films
- Going forward, focus on low risk high value projects leveraging our prestigious film content IPR

- Well penetrated Distribution network presents opportunities for other business opportunities
- 4 offices across India with strong presence in North India (Punjab, Delhi)
- Works with leading production companies – 20<sup>th</sup> Century Fox, Disney-UTV, Warner Brothers etc.
- Offers Programming service to more than 600 screens across India

- One of Asia’s largest Film, Television, Animation and Media School
- Spread over 5.5 acre campus, operating 8 schools in India
- Significant growth from 80 students studying in 8 courses in 2006 to 948 students as on Q2 FY18, studying in 14 courses at present.
- Rated as one of the 10 best film schools in the world - by ‘The Hollywood Reporter’ magazine.

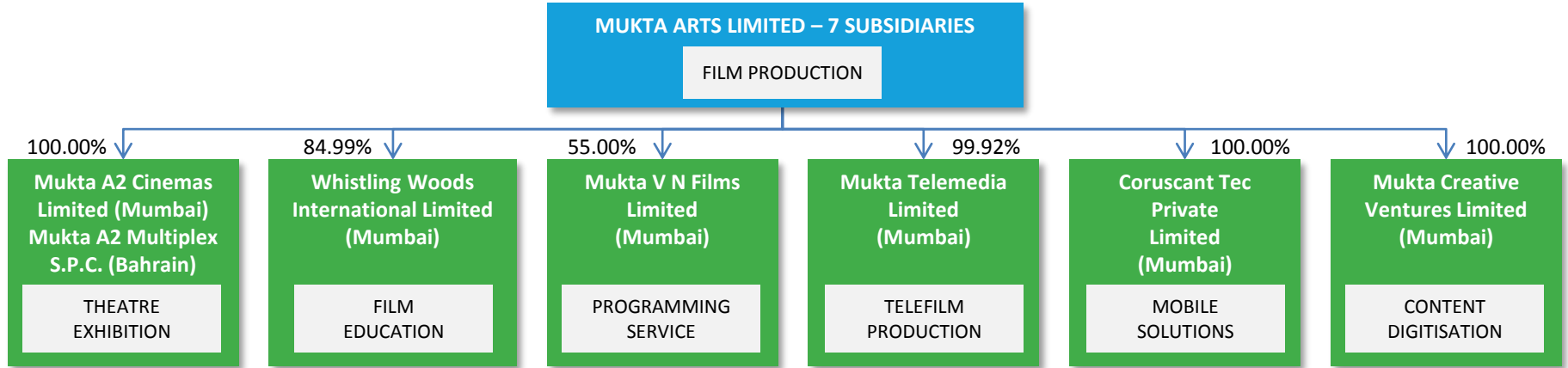
- Growing chain of multiplexes operated under “Mukta A2 Cinemas” brand
- “Value for Money” – high quality movie viewing experience at an affordable value
- Currently operate 51 screens across 20 properties in 16 cities & 9 states across India, including a 6-screen property in Bahrain
- First Indian company to successfully venture into high potential GCC region with a 6 screen multiplex in 2016

# COMPANY OVERVIEW

## ORGANISATIONAL STRUCTURE

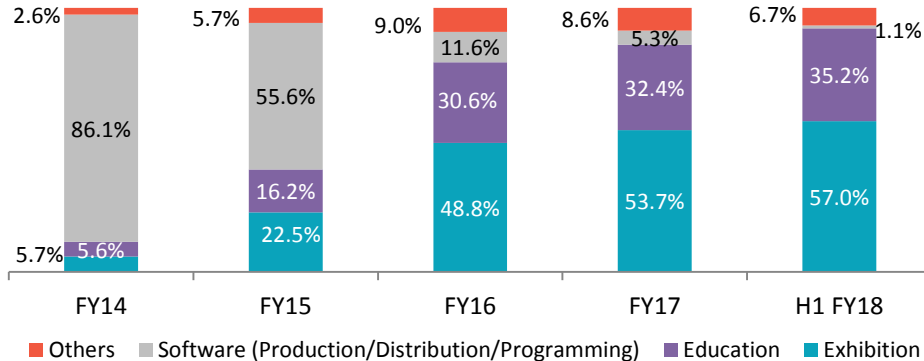


MUKTA ARTS LTD



FY14 Revenues were majorly contributed by

- **Film Production business** which has volatile revenues and profitability
- **Programming & Distribution business** which gives high turnover but low margins



H1 FY18 Revenues were majorly contributed by

- **Theatre Exhibition business** which presents strong growth potential and steady margins
- **Education business** which gives long term stable revenues with healthy operating margins

# COMPANY OVERVIEW

## BOARD OF DIRECTORS



MUKTA ARTS LTD

**Mr. Subhash Ghai**  
*Executive Chairman*



- One of India's most prolific film writer, director and producer
- More than 40 years of experience having created over 35 hit films

**Mr. Rahul Puri**  
*Managing Director*



- Joined Mukta Arts in 2003
- Head of Academics at Whistling Woods
- Worked with UBS, Ambit in Corporate Finance

**Mr. Parvez Farooqui**  
*Executive Director*



- Associated with Mukta Arts since 1984
- Experienced in Marketing, Sales, Purchase, Accounts, Taxation and Legal

**Mr. Kewal Handa**  
*Director*



- More than 30 years across Finance, commercial strategy and business development functions.
- Visiting faculty at NMIMS

**Mr. Manmohan Shetty**  
*Director*



- More than 3 decades of experience in media and entertainment business
- Responsible for conceptualizing Imagica

**Mrs. Paulomi Dhawan**  
*Director*



- Over 35 years experience in Media, Marketing and Brand Communications
- Treasurer of Indian Society of Advertisers (ISA)



# COMPANY OVERVIEW

## MANAGEMENT



MUKTA ARTS LTD

**Mr. Prabuddha Dasgupta**  
*CFO*

- Chartered Accountant with over 20 years of experience in finance and accounts
- Worked for 16 years in Entertainment industry



**Mrs. Meghna Ghai Puri**  
*President, Whistling Woods*

- Honorary Fellow of Bradford College, UK
- Spearheaded the launch of 8 schools within Whistling Woods International



**Mr. Ashish Gharde**  
*COO, Mukta Arts Ltd.*

- 18 years of experience in Operations and Human Resources.
- Previously associated with TATA, Balaji Telefilms, L&T.



**Mr. Satwik Lele**  
*COO, Mukta A2 Cinemas*

- Worked in exhibition industry for more than 15 years
- Previously associated with E-square, Reliance Media Works and INOX



**Mr. Raju Farooqui**  
*Head of Production*

- Joined Mr. Subhash Ghai's production house as an Assistant Director in 1976
- Instrumental in setting-up Audeus studio



**Mr. Tolu Bajaj**  
*COO, Distribution & Exhibition*

- In the film Production and Distribution field for more than 30 years
- Previously associated with Yashraj Films, Tips Films





## EXHIBITION BUSINESS



# EXHIBITION BUSINESS

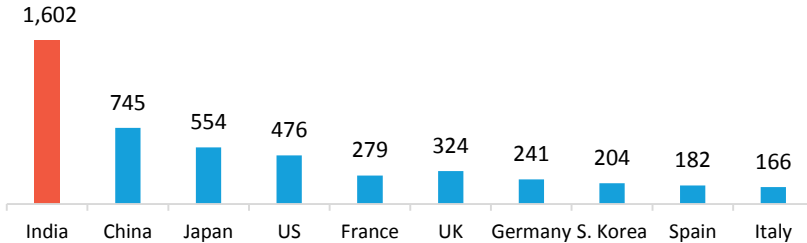
## INDIAN FILM EXHIBITION – LONG TERM SUSTAINABLE GROWTH OPPORTUNITY



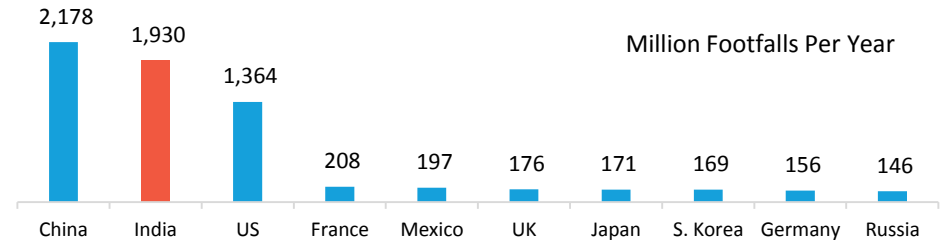
MUKTA ARTS LTD

### THEATRICAL MOVIE WATCHING IS THE MOST FAVOURITE ENTERTAINMENT OPTION IN INDIA

#### INDIA RELEASES HIGHEST NUMBER OF MOVIES IN A YEAR

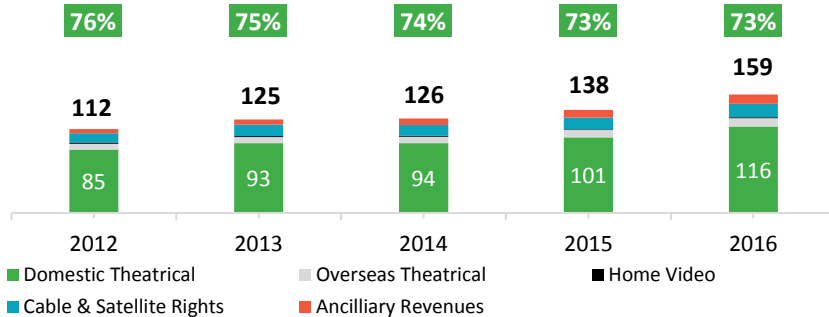


#### INDIA WITNESSES 2<sup>ND</sup> HIGHEST NUMBER OF THEATRE FOOTFALLS IN A YEAR

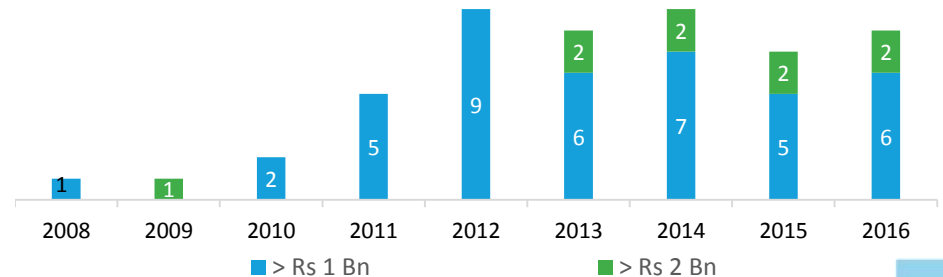


#### THEATRICAL MOVIE WATCHING IS THE PREFERRED OPTION

In Rs Bn



#### INCREASING NUMBER OF MOVIES GROSSING MORE THAN RS 1 Bn



# EXHIBITION BUSINESS

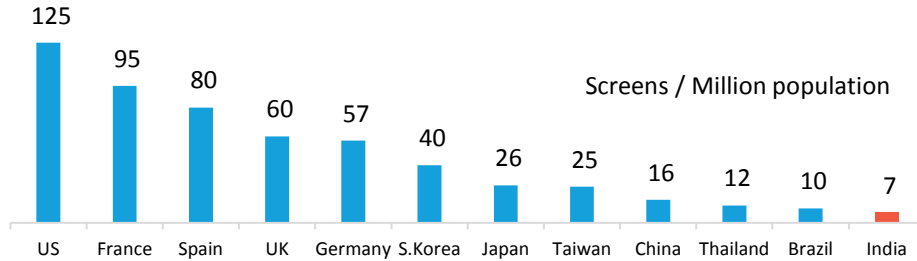
## INDIAN FILM EXHIBITION – LONG TERM SUSTAINABLE GROWTH OPPORTUNITY



MUKTA ARTS LTD

**INDIA IS LARGELY UNDERSCREENED WITH SIGNIFICANT POTENTIAL FOR NEW SCREEN ADDITIONS ACROSS TIER 2 AND TIER 3 CITIES**

### MOVIE SCREENS IN INDIA ARE STILL THE LOWEST



### SIGNIFICANT SCOPE FOR MULTIPLEX PENETRATION IN TIER 2 & 3 CITIES

Tier	No. of Cities	Cities with Multiplex	% Penetration	No. of Multiplex	Multiplex/ City
T1	8	8	100%	261	32.6
T2	88	78	89%	303	3.9
T3	372	94	26%	136	1.4

**AFFORDABLE MOVIE WATCHING EXPERIENCE TO DRIVE NEW SCREENS GROWTH BEYOND METROS**

- Affordable multiplexes set to gain share from declining number of single screens in Tier 2 & Tier 3 cities across India
- Positive drivers behind organic expansion of multiplexes beyond metros & Tier 1 cities –
  - Majority of upcoming malls in Tier 2 & Tier 3 cities
  - Lower operating overheads including lower rentals
  - Improving state of regional film industry etc.

## EXHIBITION BUSINESS

### MUKTA A2 CINEMAS – UNIQUE VALUE PROPOSITION



MUKTA ARTS LTD



WE OFFER “VALUE FOR MONEY & HIGH QUALITY” MOVIE WATCHING EXPERIENCE IN INDIA

#### WE LEVERAGE OUR EXPERIENCE AND CAPABILITIES

More than 30 years of experience in the film industry

Presence across film industry value chain - spanning across production, distribution and programming functions

Deep understanding of films of various genres, varying audience tastes, film content preferences and spending propensities

Strong relationships with various regional distributors through its programming service

#### WE BRING MOVIE WATCHING EXPERIENCE FOR EVERY INDIAN

19 MULTIPLEXES

51 SCREENS

16 CITIES & 9 STATES ACROSS INDIA

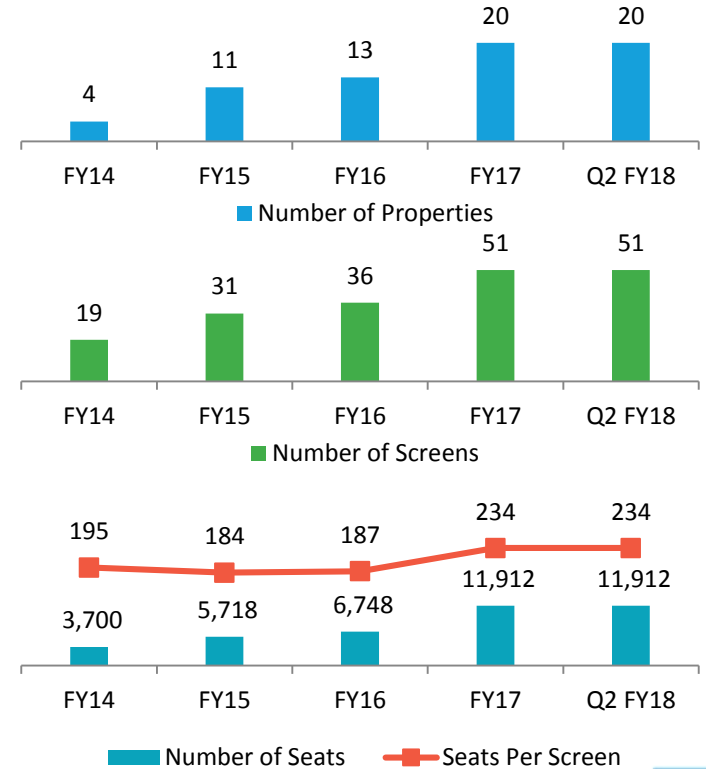
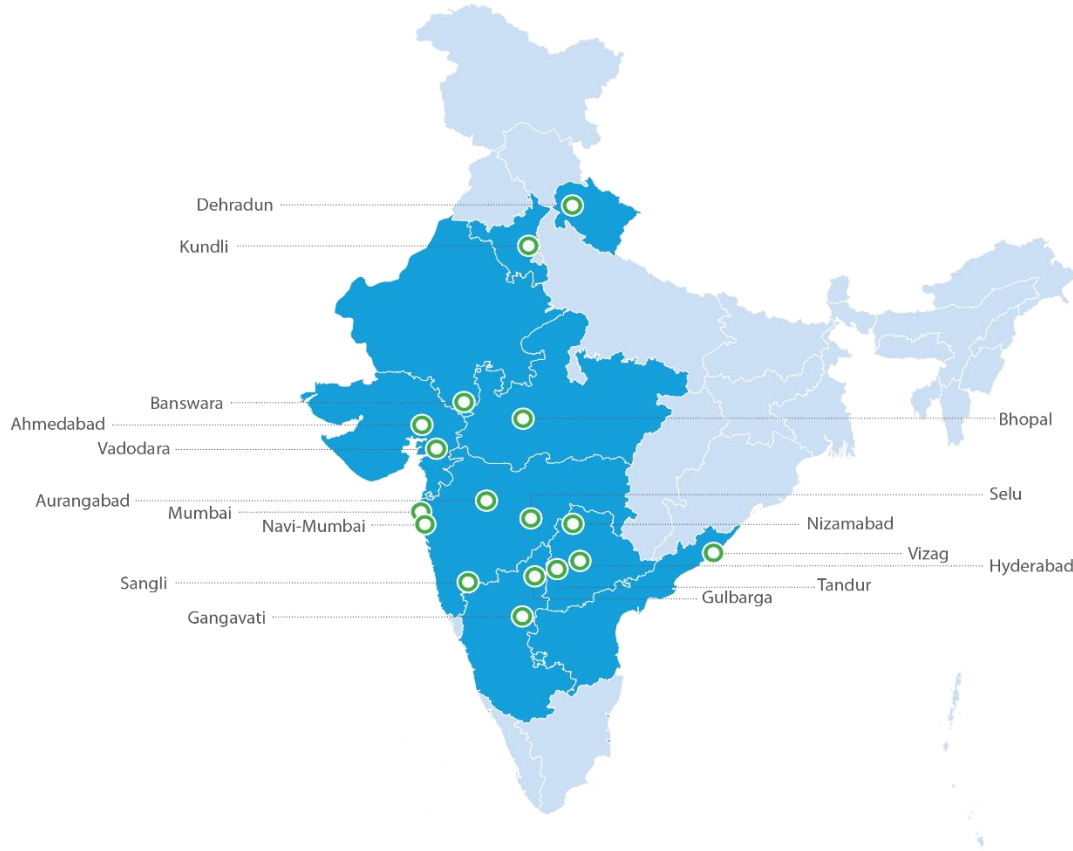
1 SIX SCREEN MULTIPLEX IN BAHRAIN

# EXHIBITION BUSINESS

## MUKTA A2 CINEMAS – OUR GROWING PRESENCE



MUKTA ARTS LTD



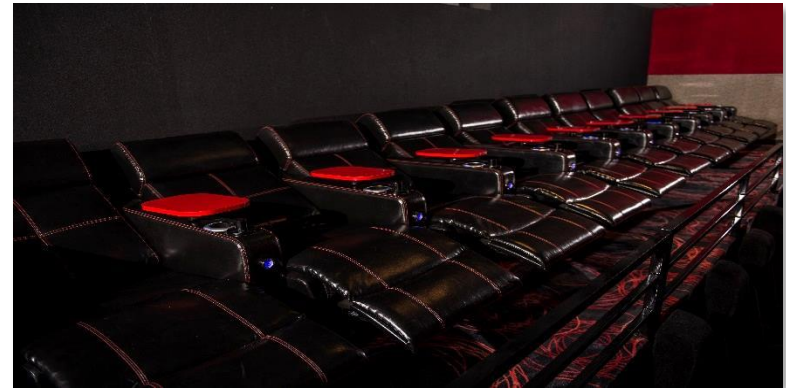
NOTE: 1 Property with 6 screens in Bahrain

# EXHIBITION BUSINESS

## MUKTA A2 CINEMAS – OUR PROPERTIES



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# EXHIBITION BUSINESS

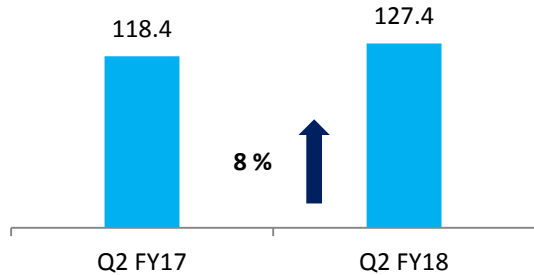
## MUKTA A2 CINEMAS – Q2 & H1 FY18 RESULT HIGHLIGHTS



MUKTA ARTS LTD

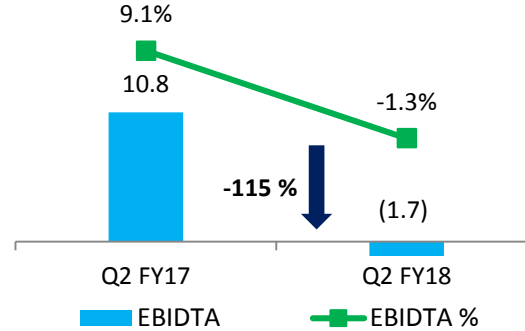
In Rs. Mn

### REVENUES

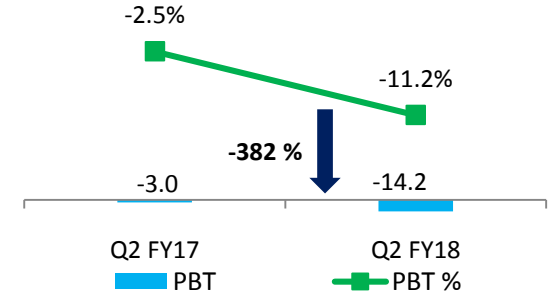


### Q2 FY18 YoY ANALYSIS

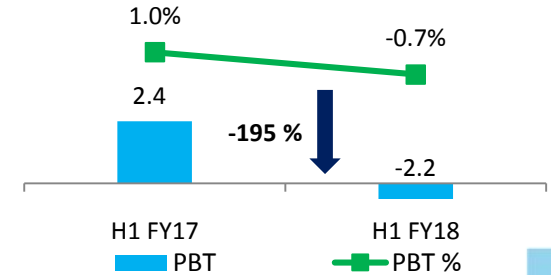
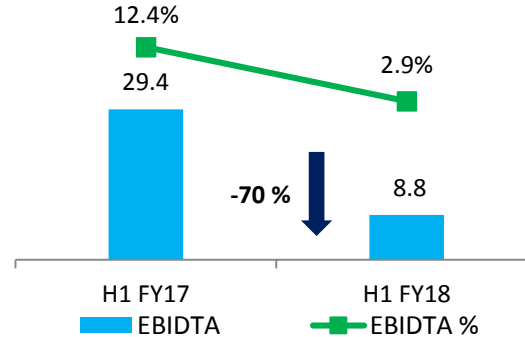
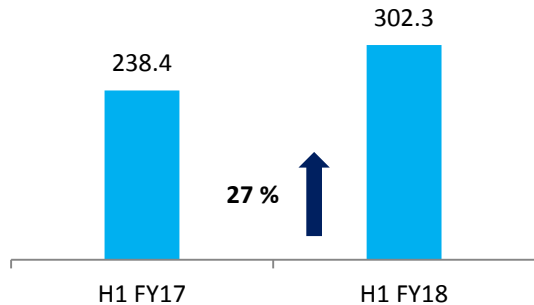
#### EBITDA and EBITDA MARGIN



#### PBT \* and PBT MARGIN



### H1 FY18 YoY ANALYSIS



Note: \* PAT figures unavailable for Q2 & H1 FY17 as exhibition business was a part of the parent Mukta Arts



# EXHIBITION BUSINESS

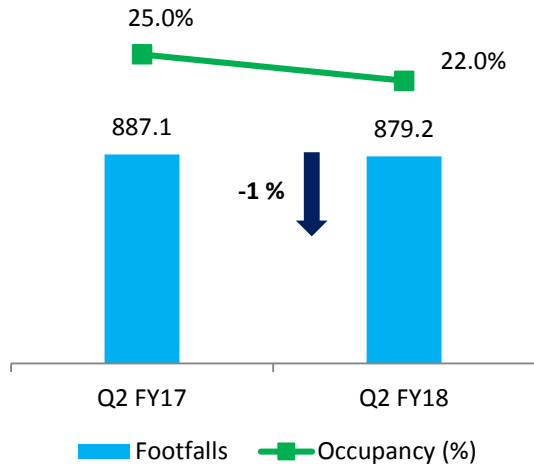
## MUKTA A2 CINEMAS – Q2 FY18 RESULT HIGHLIGHTS



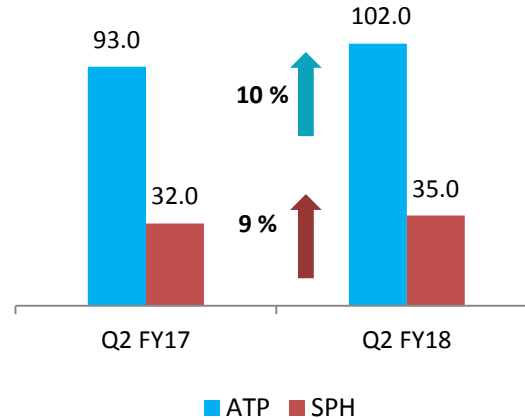
MUKTA ARTS LTD

### Q2 FY18 YoY ANALYSIS

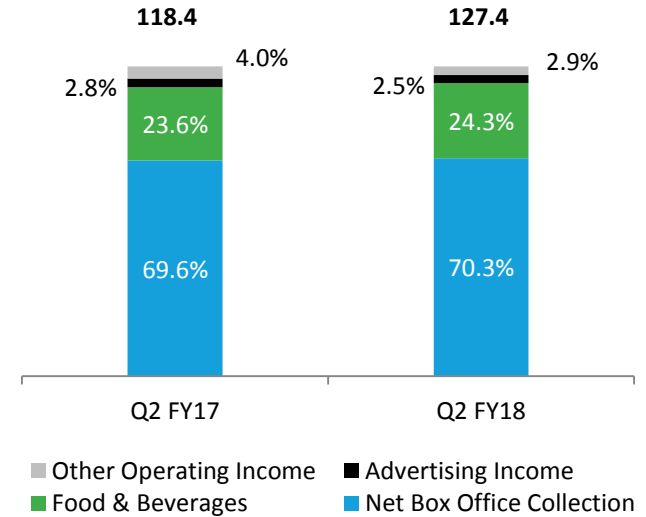
#### FOOTFALLS ('000) & OCCUPANCY (%) \*



#### REVENUE PER FOOTFALL (Rs) \*



#### REVENUES - SEGMENT BREAKUP



Note: Excluding 6 Bahrain Screens and 3 JV Screens (with Asian Cinemas)

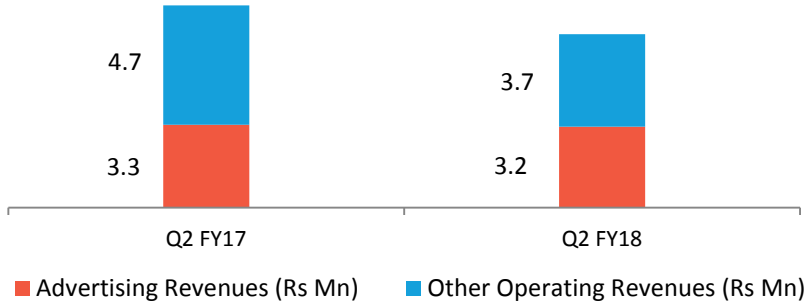
# EXHIBITION BUSINESS

## MUKTA A2 CINEMAS – OPERATIONAL SUMMARY

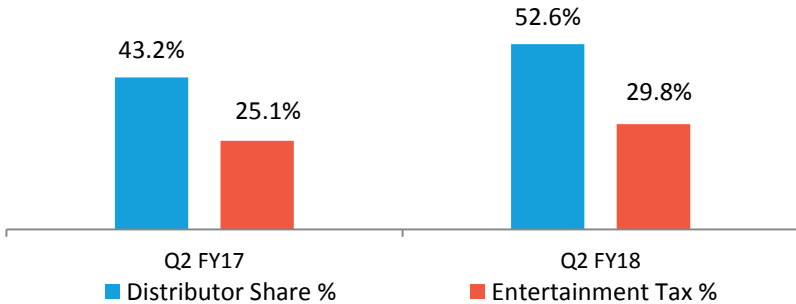


MUKTA ARTS LTD

### OTHER REVENUES (Rs Mn)

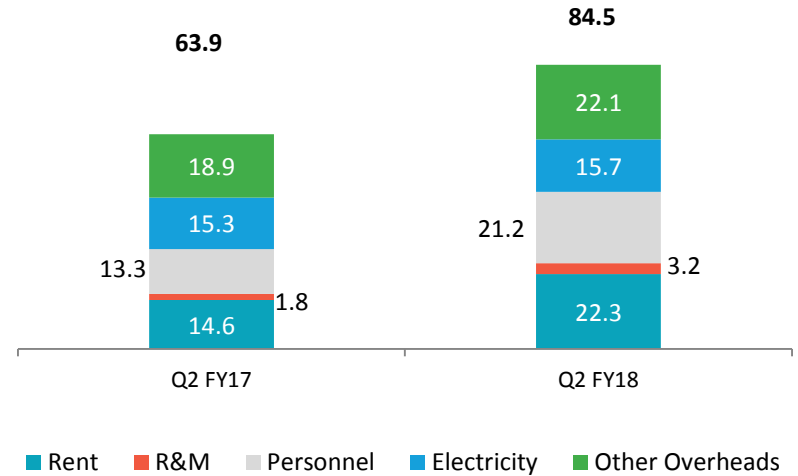


### DISTRIBUTOR SHARE % & ET % \*



\* Calculated on Net Box Office Collections

### OTHER OPERATING COSTS (Rs Mn)



# EXHIBITION BUSINESS

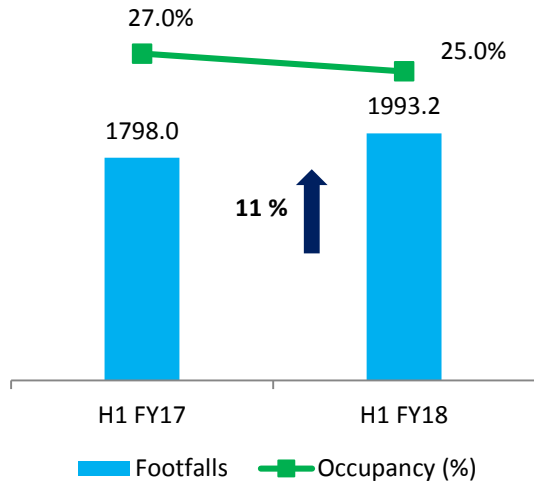
## MUKTA A2 CINEMAS – H1 FY18 RESULT HIGHLIGHTS



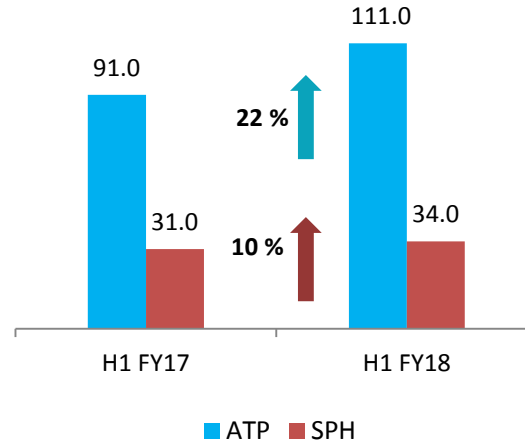
MUKTA ARTS LTD

### H1 FY18 YoY ANALYSIS

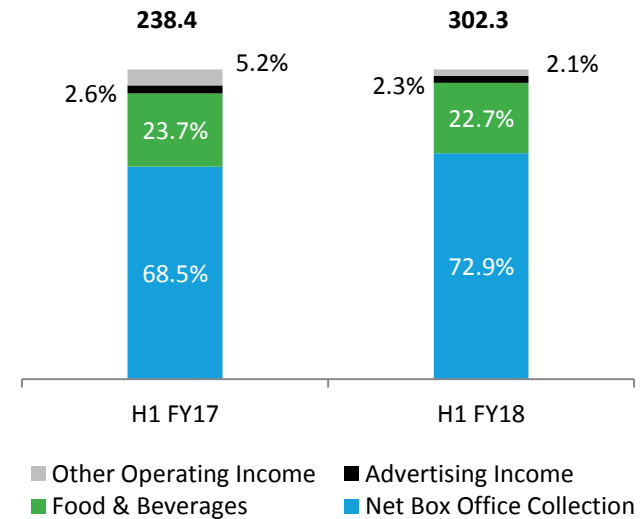
#### FOOTFALLS ('000) & OCCUPANCY (%) \*



#### REVENUE PER FOOTFALL (Rs) \*



#### REVENUES - SEGMENT BREAKUP



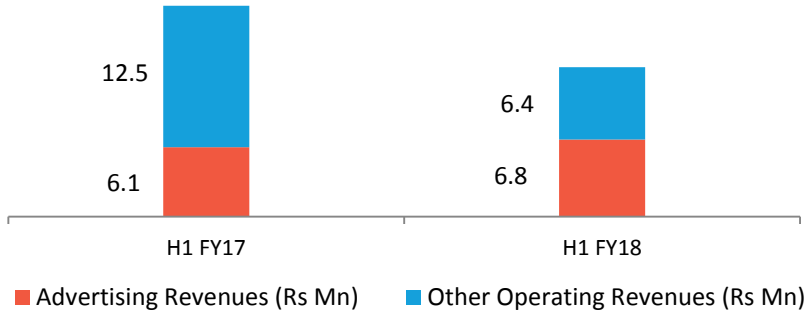
Note: Excluding 6 Bahrain Screens and 3 JV Screens (with Asian Cinemas)



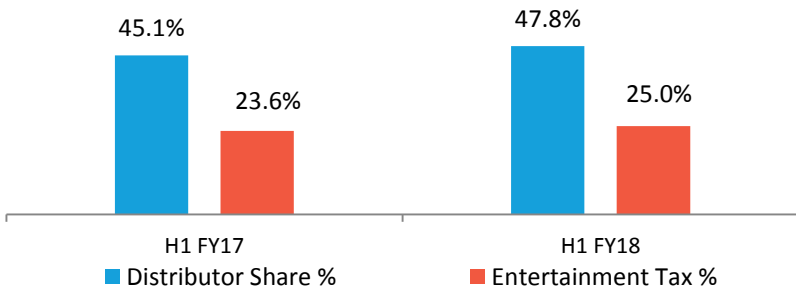
# EXHIBITION BUSINESS

## MUKTA A2 CINEMAS – OPERATIONAL SUMMARY

### OTHER REVENUES (Rs Mn)

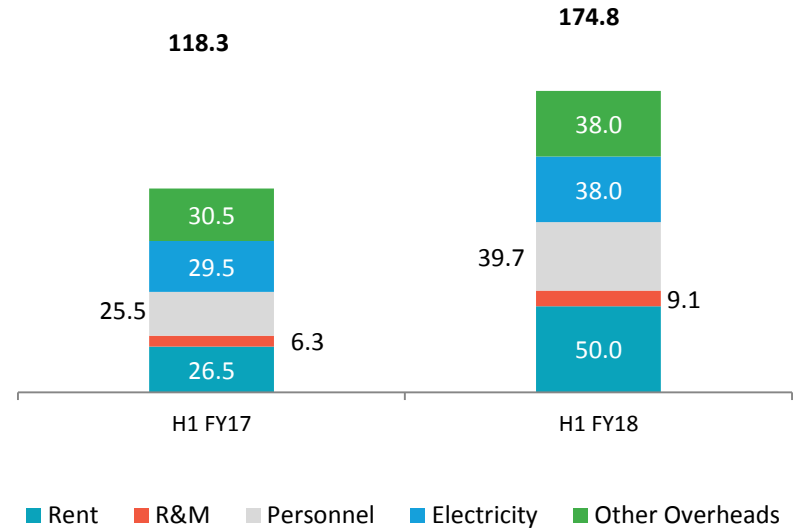


### DISTRIBUTOR SHARE % & ET % \*



\* Calculated on Net Box Office Collections

### OTHER OPERATING COSTS (Rs Mn)



# EXHIBITION BUSINESS

## BAHRAIN MULTIPLEX (6 Screens) – Q2 & H1 FY18 RESULT HIGHLIGHTS

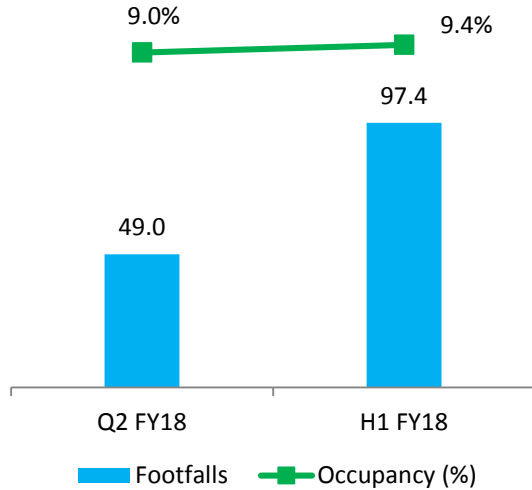


MUKTA ARTS LTD

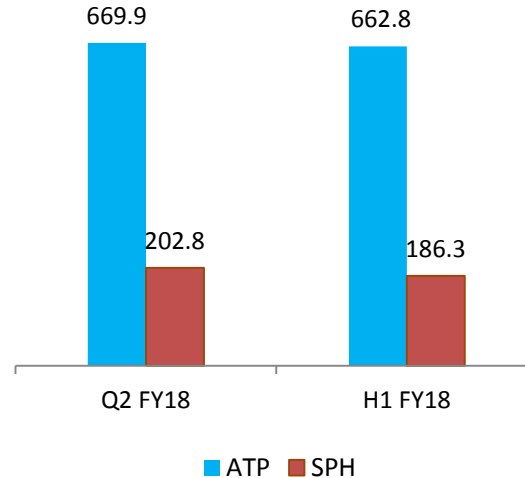
### Q2 & H1 FY18 YoY ANALYSIS

In Rs. Mn

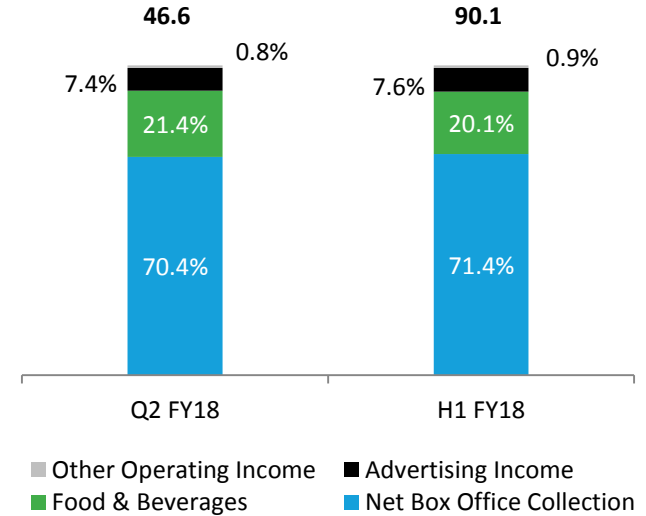
#### FOOTFALLS ('000) & OCCUPANCY (%)



#### REVENUE PER FOOTFALL (Rs)



#### REVENUES - SEGMENT BREAKUP





### “LOW FIXED OPEX” AND “CAPEX LIGHT” – DIFFERENTIATED BUSINESS MODEL

#### CAPITALISING ON UNDER-PENETRATED MARKETS:

- Focus on providing affordable and high quality movie viewing experience
- Focus on organic growth in under-penetrated catchments as well as opportunistic conversion of single screen properties into smaller 2-3 screen multiplexes

#### CAPEX SHARING WITH THE MALL / PROPERTY OWNER:

- Mall / Property owner to provide immovable fit-outs – interiors & civil work, HVAC, electricals
- Mukta to provide seats, projector (leased from UFO) and sound system

#### EFFICIENT ALIGNMENT OF REVENUES AND COSTS:

- Fixed costs are around 32% - 35% of total revenues as compared to 50% - 52% in case of major multiplexes
- Variable Rentals at all properties either on revenue sharing or profit sharing basis

#### CAPEX MODELS

##### Model 1: Signing of new property

Capex Per Screen  
Rs 15 mn

Mukta's Share  
Rs 7 - 8 mn

##### Model 2: Takeover of existing property

Capex Per Screen  
Rs 2 - 4 mn

**EDUCATION  
BUSINESS**

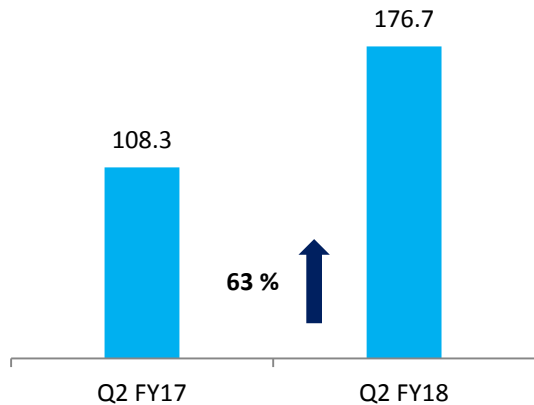




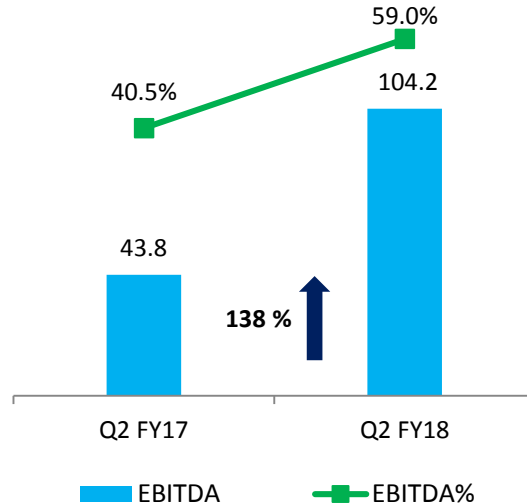
### Q2 FY18 YoY ANALYSIS

In Rs. Mn

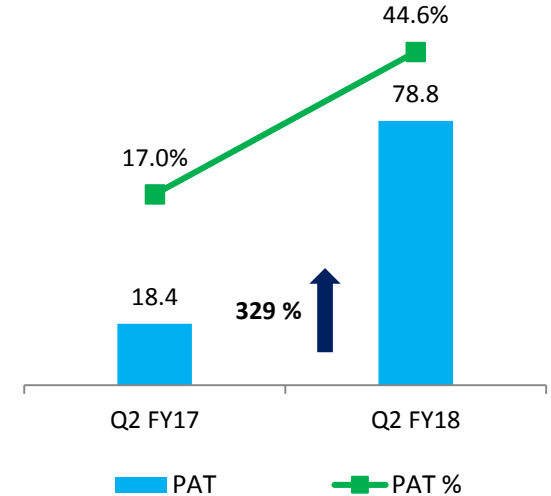
#### REVENUES \*



#### EBITDA \*\* and EBITDA MARGIN



#### PAT and PAT MARGIN



Note: \* Net Revenue from Operations, \*\* EBITDA excluding Other Income (primarily venue rentals)

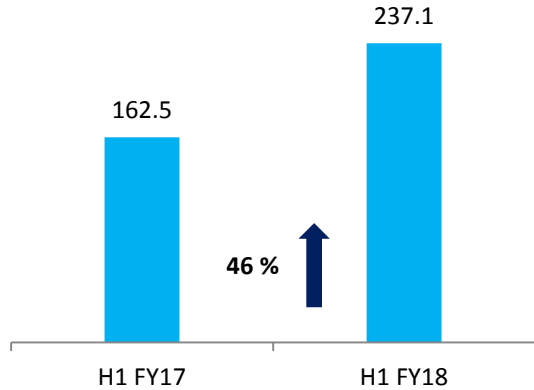




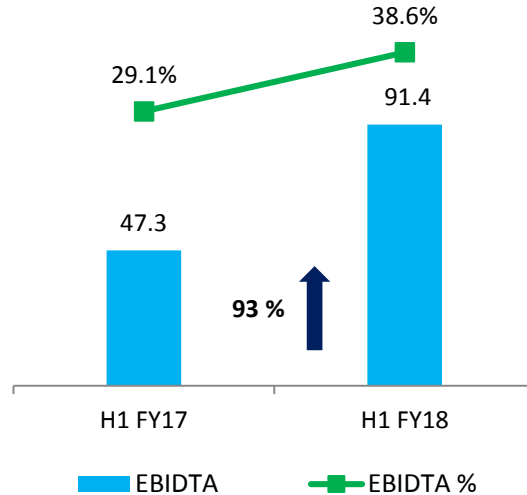
### H1 FY18 YoY ANALYSIS

In Rs. Mn

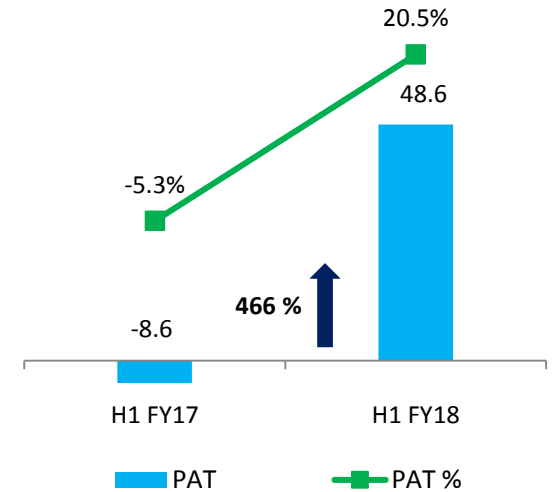
#### REVENUES \*



#### EBITDA \*\* and EBITDA MARGIN



#### PAT and PAT MARGIN



Note: \* Net Revenue from Operations, \*\* EBITDA excluding Other Income (primarily venue rentals)

# EDUCATION BUSINESS

## WHISTLING WOODS INTERNATIONAL

INDIA'S PREMIER FILM, COMMUNICATION & MEDIA ARTS INSTITUTE  
WWI IS ONE OF THE ASIA'S LARGEST MEDIA ARTS INSTITUTES  
RATED AMONGST THE TOP 10 FILM SCHOOLS IN THE WORLD

5.5 Acre  
Campus

10 Schools  
14 Courses

948 Students

15%  
International Students

95%  
Successful Placements

### School of Filmmaking

3 Year BSc/BA by TISS, 2 Year Diploma by WWI, 1 Year Certificate Diploma in Screenwriting

### School of Animation

3 Year BSc/BA by TISS

### School of Media & Communication

3 Year BBA & 1 Year PGD by TISS

### Actor's Studio

3 Year BA by TISS, 2 Year Diploma by WWI

### School of Fashion

3 Year BA by TISS, 2 Year Diploma by WWI in Fashion Designing

### School of Music

3 Year BA by TISS, 2 Year Diploma by WWI in Music Production & Composition

### School of Vocational Education

3/6 month certificate course by TISS

### School of Design \*

3 Year BA by TISS in Visual Communication & Design

### Virtual Academy

1 Year Certificate Course in Filmmaking (online)

### Short Course Unit

24 short courses with duration ranging from 2 days to 5 months



MURKTA ARTS LTD

**Whistling Woods  
International**  
INSTITUTE OF FILM, COMMUNICATION & MEDIA ARTS



# EDUCATION BUSINESS

## WHISTLING WOODS INTERNATIONAL



MURKTA ARTS LTD

### KEY ACHIEVEMENTS

- Rated as one of the 10 best film schools in the world - by 'The Hollywood Reporter' magazine
- Member of CILECT (amongst the 160 schools out of the 3,000+ film schools globally)
- Partnered with Sony to setup The Sony Media Technology Center focussing on Digital Cinematography and 3D Stereoscopic Filmmaking
- Partnered with Google to host Asia's 2<sup>nd</sup> & India's 1<sup>st</sup> 'YouTube Space'
- WWI has setup a campus in the UK, in partnership with Bradford College
- WWI is also setting up a campus in Nigeria, in partnership with TrendCorp Africa, called 'The African Film & TV Academy'

### ACADEMIC PARTNERS



### TECHNOLOGY PARTNERS



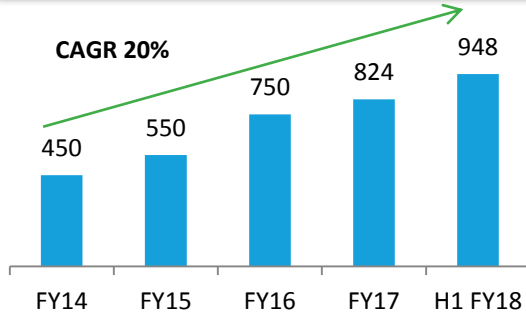
# EDUCATION BUSINESS

## WHISTLING WOODS INTERNATIONAL – OPERATIONAL HIGHLIGHTS



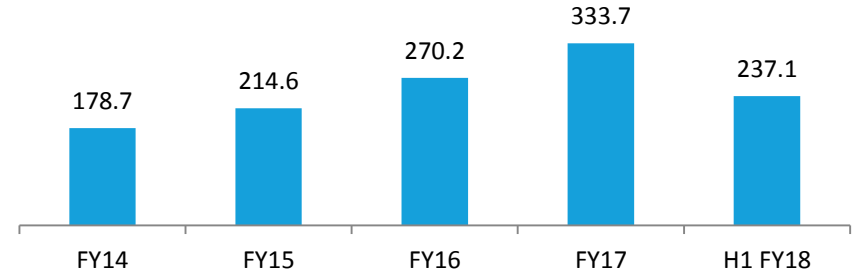
MUKTA ARTS LTD

### NUMBER OF STUDENTS

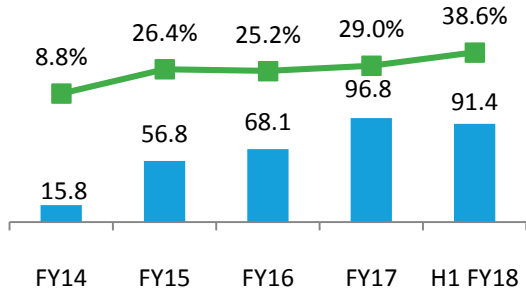


New students addition is gaining strong momentum

### REVENUES (RS MN)

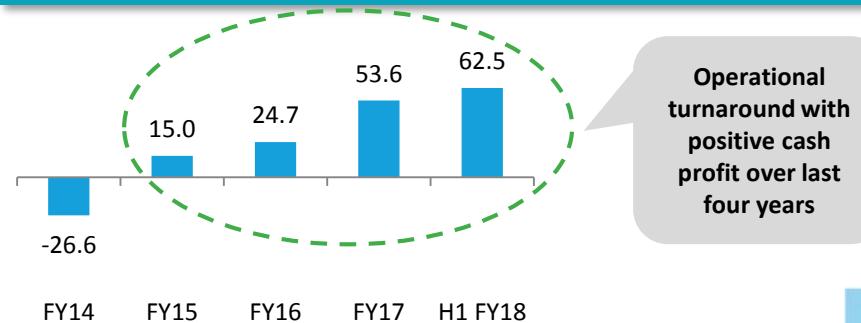


### EBITDA (RS MN) & EBITDA MARGIN (%)

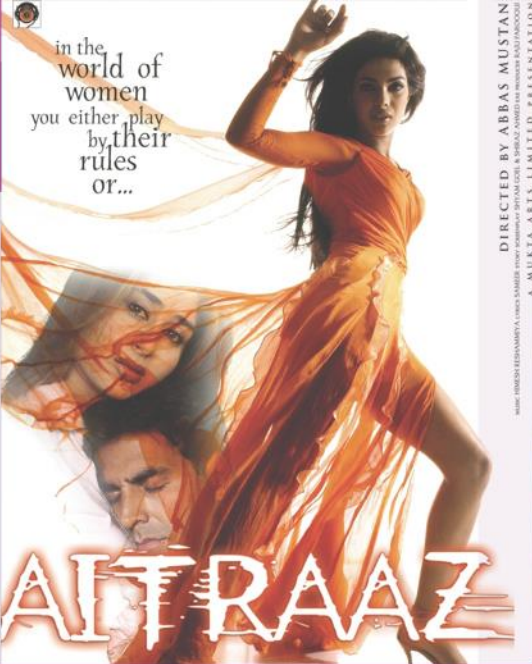


Positive Operating Leverage leading to healthy EBITDA Margins

### CASH PROFIT (RS MN)



Operational turnaround with positive cash profit over last four years



**OTHER  
BUSINESSES**



# OTHER BUSINESSES

## FILM PRODUCTION



MUKTA ARTS LTD



### MUKTA ARTS IS ONE OF THE LEADING PRODUCTION HOUSES IN INDIA

- Successful operating history for over last 30 years since inception
- Founded by Mr Subhash Ghai – one of the India's most prolific film writer, director and producer
- Strong repertoire of more than 35 commercially successful Hindi and regional films

### CLASSICS FROM THE HOUSE OF MUKTA



### BUSINESS STRATEGY

- Focus on high value low risk opportunities
- Leverage existing movies IP for future film productions
- ‘Khalnayak Returns’ – currently in making
- Effectively monetise fully amortised library of films
- Sale of exclusive rights to TV channels
- Sale of exclusive rights to film producers for movie remakes



## OTHER BUSINESSES

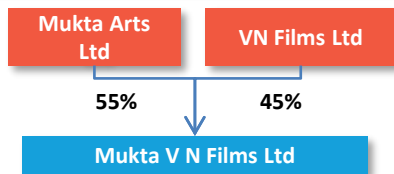
### FILM DISTRIBUTION & PROGRAMMING, DIGITAL CONTENT

#### FILM DISTRIBUTION



- One of India's leading film distributors releasing over 50 films every year
- 9 offices across India with strong presence in North India (Punjab, Delhi, UP, Indore)
- Works with leading production companies – 20<sup>th</sup> Century Fox, Disney-UTV, Warner Brothers etc.
- Leverages its Production and Programming relationships to provide high quality service to producers

#### PROGRAMMING SERVICE



- The Programming service business since April 2014 is carried out through Joint Venture called Mukta VN Films Limited
- Post this JV the programming business has growth to over 600 screens across India
- While this business has lower margins, it helps Mukta Arts build strategic relationships with many distributors and single screen operators across India

#### DIGITAL CONTENT



- Connect.1 is the digital arm of Mukta Arts set up in 2012 for creation, aggregation & distribution of content on multiple digital platforms
- It has curated & syndicated more than 100 short films produced by WWI on various digital platforms including YouTube and Dailymotion
- It has entered into a strategic partnership with SonyLIV (Sony Pictures Networks), India's digital video entertainment platform, wherein SonyLIV will showcase content produced by Content.1 and WWI
- Connect.1 has also undertaken several digital brand related campaigns, utilizing the well trained talent from WWI

# CONSOLIDATED FINANCIALS







## CONSOLIDATED PROFIT & LOSS STATEMENT – Q2 & H1 FY18

Particulars (Rs Mn)	Q2 FY18	Q2 FY17	YoY %	Q1 FY18	QoQ %	H1 FY18	H1 FY17	YoY %
<b>Revenue from Operations</b>	<b>371.1</b>	<b>259.1</b>	<b>43%</b>	<b>301.7</b>	<b>23%</b>	<b>672.8</b>	<b>460.6</b>	<b>46%</b>
Net Box Office Collection	168.9	118.4	43%	214.7	-21%	383.6	238.4	61%
Software	2.6	1.2	125%	4.5	-42%	7.2	6.3	15%
Education	176.7	108.3	63%	60.3	193%	237.1	162.5	46%
Equipment Hire	0.7	0.8	-14%	0.3	135%	1.0	1.3	-22%
Other Operating Revenues	22.2	30.5	-27%	21.8	2%	44.0	52.1	-16%
<b>Operating Costs</b>	<b>280.9</b>	<b>262.3</b>	<b>7%</b>	<b>288.9</b>	<b>-3%</b>	<b>569.7</b>	<b>441.4</b>	<b>29%</b>
Distributors & Producers' Share	16.6	35.7	-53%	88.7	-81%	105.3	73.8	43%
Other Direct Operation Expenses**	62.5	7.2	-	0.9	-	63.4	12.4	-
Food & Beverages Cost	6.9	6.6	4%	10.9	-37%	17.7	18.4	-4%
Employee Benefits Expense	43.2	43.3	0%	59.7	-28%	102.9	85.3	21%
Other Expenses	151.7	169.5	-11%	128.7	18%	280.4	251.4	12%
<b>EBITDA</b>	<b>90.2</b>	<b>-3.2</b>	<b>-</b>	<b>12.8</b>	<b>604%</b>	<b>103.1</b>	<b>19.1</b>	<b>-</b>
<b>EBITDA Margin %</b>	<b>24.3%</b>	<b>-1.2%</b>	<b>2555 bps</b>	<b>4.2%</b>	<b>2007 bps</b>	<b>15.3%</b>	<b>4.2%</b>	<b>1116 bps</b>
Depreciation & Amortization	36.5	26.8	36%	33.5	9%	70.0	50.7	38%
Other Income	65.8	4.5	1371%	9.5	592%	75.3	9.6	683%
Interest Expense	23.5	21.4	9%	34.9	-33%	58.4	43.9	33%
<b>PBT</b>	<b>96.1</b>	<b>-47.0</b>	<b>0%</b>	<b>-46.1</b>	<b>-</b>	<b>50.0</b>	<b>-65.9</b>	<b>-</b>
Tax Expense	2.4	0.7	241%	2.4	1%	4.8	1.2	293%
Share of Profit in Joint Ventures	0.4	-1.3	0%	-1.3	-	-1.0	-0.8	19%
<b>PAT</b>	<b>94.0</b>	<b>-49.0</b>	<b>-</b>	<b>-49.8</b>	<b>-</b>	<b>44.2</b>	<b>-67.9</b>	<b>-</b>
<b>PAT Margin %</b>	<b>25.3%</b>	<b>-18.9%</b>	<b>4426 bps</b>	<b>-16.5%</b>	<b>4185 bps</b>	<b>6.6%</b>	<b>-14.7%</b>	<b>2131 bps</b>

\*\* Other Direct Operation Expenses for Q2 FY18 includes Bahrain Multiplex Distributor & Producer's Share



## CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs Mn)	FY13	FY14	FY15	FY16	FY17
<b>Revenue from Operations</b>	<b>2,797</b>	<b>3,083</b>	<b>1,314</b>	<b>884</b>	<b>1,030</b>
Net Box Office Collection	39	127	209	302	391
Food & beverages	11	35	68	101	126
Software	2,460	2,628	720	102	55
Education	200	169	209	270	334
Equipment Hire	4	4	3	4	3
Other Operating Revenues	84	119	105	104	121
<b>Operating Costs</b>	<b>2,660</b>	<b>3,053</b>	<b>953</b>	<b>758</b>	<b>953</b>
Distributors & Producers' Share	2,340	2,611	332	142	206
Food & Beverages Cost	3	13	23	31	32
Employee Benefits Expense	82	106	131	158	210
Other Expenses	234	323	468	427	504
<b>EBITDA</b>	<b>137</b>	<b>30</b>	<b>361</b>	<b>126</b>	<b>77</b>
<b>EBITDA Margin %</b>	<b>4.9%</b>	<b>1.0%</b>	<b>27.5%</b>	<b>14.3%</b>	<b>7.5%</b>
Depreciation & Amortization	77	86	392	88	112
Other Income	20	45	37	22	75
Interest Expense	57	66	96	90	95
<b>PBT</b>	<b>23</b>	<b>-76</b>	<b>-90</b>	<b>-30</b>	<b>-60</b>
Tax Expense	11	-3	-5	1	17
<b>PAT after Minority Interest</b>	<b>12</b>	<b>-73</b>	<b>-87</b>	<b>-31</b>	<b>-79</b>
<b>PAT Margin %</b>	<b>-0.5%</b>	<b>-2.4%</b>	<b>-6.6%</b>	<b>-3.5%</b>	<b>-3.5%</b>

## CONSOLIDATED BALANCE SHEET – H1 FY18



MUKTA ARTS LTD

Particulars (Rs Mn)	H1 FY18
<b>Fixed Assets</b>	<b>679</b>
<b>Non-Current Assets</b>	<b>1,012</b>
Non-Current Investments	391
Other Non-Current Assets	540
Other Intangible Assets (incl. under development)	82
<b>Current Assets</b>	<b>488</b>
Current Investments	-
Inventories	8
Trade Receivables	155
Cash and Bank Balances	126
Short-Term Loans and Advances	42
Other Current Assets	158
<b>Current Liabilities</b>	<b>809</b>
Trade Payables	245
Other Current Liabilities	525
Short-Term Provisions	39
<b>Net Current Assets</b>	<b>-320</b>
<b>Total Application of Funds</b>	<b>1,371</b>

Particulars (Rs Mn)	H1 FY18
<b>Shareholders' Funds</b>	<b>407</b>
Share Capital	113
Reserves and Surplus	294
Minority Interest	-
<b>Total Debt</b>	<b>163</b>
Long Term Borrowings	31
CPLTD	-
Short Term Borrowings	132
<b>Non-Current Liabilities</b>	<b>801</b>
Deferred tax liabilities (Net)	31
Other financial liabilities	708
Long-term provisions	22
Other non-current liabilities	41
<b>Total Sources of Funds</b>	<b>1,371</b>

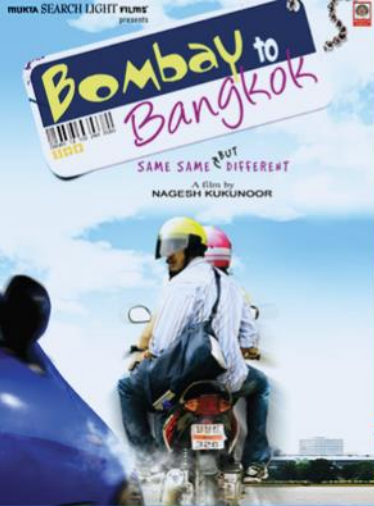
# CONSOLIDATED BALANCE SHEET



MUKTA ARTS LTD

Particulars (Rs Mn)	FY13	FY14	FY15	FY16	FY17
<b>Fixed Assets</b>	<b>816</b>	<b>861</b>	<b>870</b>	<b>904</b>	<b>1,092</b>
<b>Non-Current Assets</b>	<b>273</b>	<b>528</b>	<b>305</b>	<b>358</b>	<b>385</b>
Non-Current Investments	10	10	18	18	18
Long Term Loans and Advances	166	206	275	332	355
Other Non-Current Assets	10	12	3	7	12
Goodwill on Consolidation	88	300	9	-	-
<b>Current Assets</b>	<b>846</b>	<b>612</b>	<b>638</b>	<b>667</b>	<b>609</b>
Current Investments	-	-	-	-	-
Inventories	1	1	2	4	8
Trade Receivables	503	322	418	421	361
Cash and Bank Balances	33	29	36	39	36
Short-Term Loans and Advances	304	248	148	197	185
Other Current Assets	5	12	34	5	19
<b>Current Liabilities</b>	<b>573</b>	<b>582</b>	<b>528</b>	<b>543</b>	<b>699</b>
Trade Payables	346	372	279	324	460
Other Current Liabilities	207	200	243	208	219
Short-Term Provisions	20	10	5	11	20
<b>Net Current Assets</b>	<b>273</b>	<b>30</b>	<b>111</b>	<b>124</b>	<b>-89</b>
<b>Total Application of Funds</b>	<b>1,362</b>	<b>1,418</b>	<b>1,287</b>	<b>1,386</b>	<b>1,388</b>

Particulars (Rs Mn)	FY13	FY14	FY15	FY16	FY17
<b>Shareholders' Funds</b>	<b>601</b>	<b>528</b>	<b>467</b>	<b>435</b>	<b>362</b>
Share Capital	113	113	113	113	113
Reserves and Surplus	488	415	319	288	212
Minority Interest	-	0	35	34	37
<b>Total Debt</b>	<b>460</b>	<b>602</b>	<b>698</b>	<b>834</b>	<b>896</b>
Long Term Borrowings	171	183	153	599	650
CPLTD	70	105	76	17	67
Short Term Borrowings	219	313	468	218	179
<b>Non-Current Liabilities</b>	<b>301</b>	<b>288</b>	<b>122</b>	<b>116</b>	<b>131</b>
Deferred tax liabilities (Net)	11	7	-	0	7
Other long term liabilities	281	271	110	100	103
Long-term provisions	9	10	12	16	20
<b>Total Sources of Funds</b>	<b>1,362</b>	<b>1,418</b>	<b>1,287</b>	<b>1,386</b>	<b>1,388</b>



## FOR FURTHER QUERIES



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