



Q1 FY18
RESULTS UPDATE



DISCLAIMER



This presentation and the following discussion may contain "forward looking statements" by Inox Leisure Limited ("ILL" or "the Company") that are not historical in nature. These forward looking statements, which may include statements relating to future state of affairs, 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 ILL about the business, industry and markets in which ILL 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 ILL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

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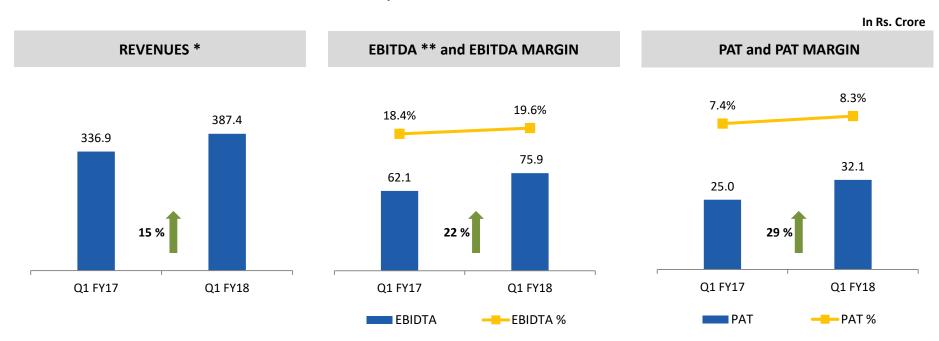


- Q1 FY18 RESULT HIGHLIGHTS
- Q1 FY18 RESULT ANALYSIS
- NEW PROPERTIES OPENED
- PROPERTY UPGRADATIONS
- PAN INDIA PRESENCE
- NEW SCREENS PIPELINE
- CONTENT PIPELINE
- SHAREHOLDING STRUCTURE
- ANNEXURE





Q1 FY18 YoY ANALYSIS



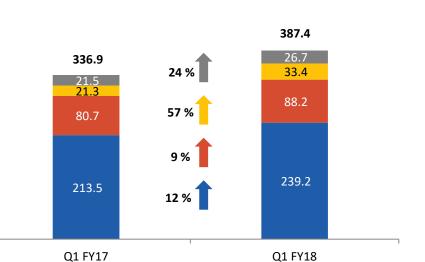




Q1 FY18 YoY ANALYSIS

In Rs. Crore

REVENUES * BREAKUP



% Share	Q1 FY17	Q1 FY18
■ Net Box Office	63.4%	61.7%
■ Food & Beverages	23.9%	22.8%
Advertising	6.3%	8.6%
Other Operating Revenues	6.4%	6.9%

Q1 FY18 Revenues increased YoY driven by –

- **✓** Superior Quality of Content
- ✓ Increased spend on F&B
- ✓ Strong growth in Advertisement Revenue

Note: * Net Revenue from Operations

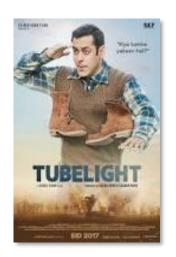




TOP 5 FILMS











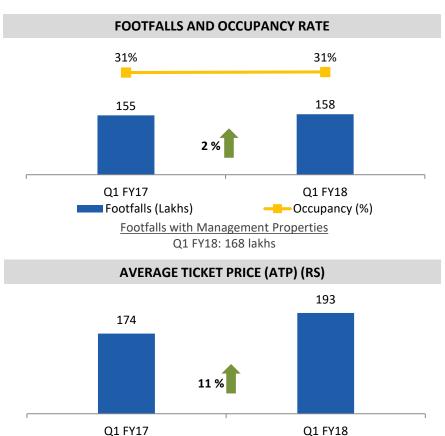
Q1 FY18	Baahubali – The Conclusion	Fast & Furious 8	Tubelight	Hindi Medium	Half Girlfriend – Dost Se Zyada Girlfriend Se Kam
Footfalls (Lakhs)	61.25	9.38	7.32	8.69	5.94
GBOC (Rs Crore)	128.74	18.41	17.23	14.96	10.75

Top 5 films accounted for 63% of Q1 FY18 GBOC revenues (41% in Q1 FY17)

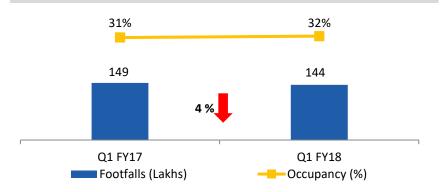




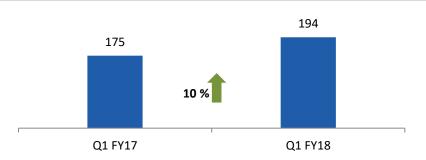
KEY OPERATIONAL METRICS



FOOTFALLS AND OCCUPANCY RATE - COMPARABLE PROPERTIES



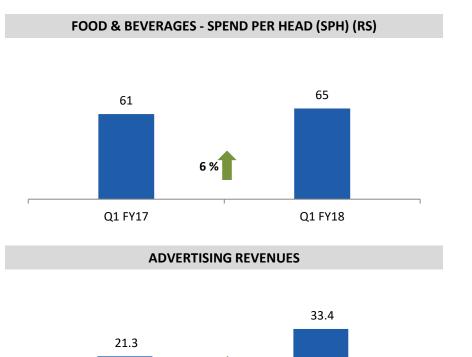
AVERAGE TICKET PRICE (ATP) (RS) OF COMPARABLE PROPERTIES





LIVE the MOVIE

KEY OPERATIONAL METRICS

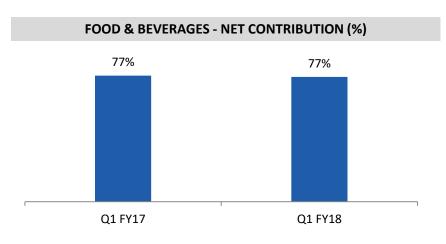


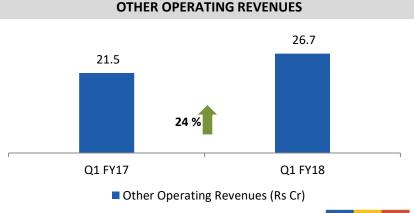
57 %

Advertising Revenues (Rs Cr)

Q1 FY18

Q1 FY17

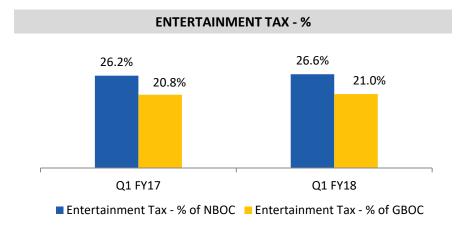






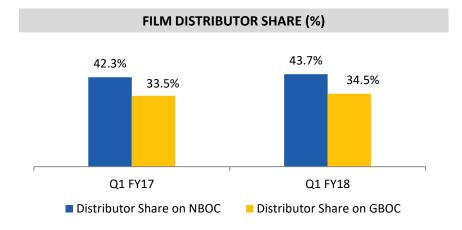


KEY OPERATIONAL METRICS

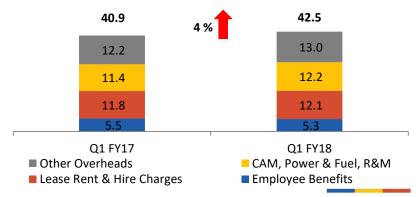


Entertainment Tax	Properties	Screens	Seats	Average Residual Period
Full Tax	95	384	96,518	
Exempted	16	63	15,507	3 yrs

Above figures exclude management properties









NEW PROPERTIES OPENED

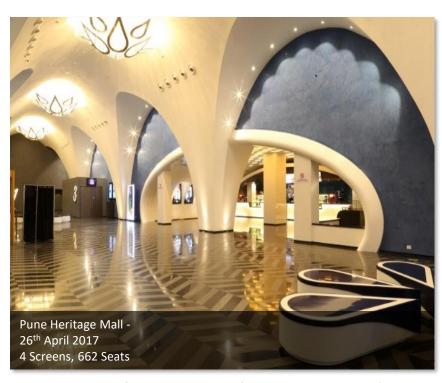


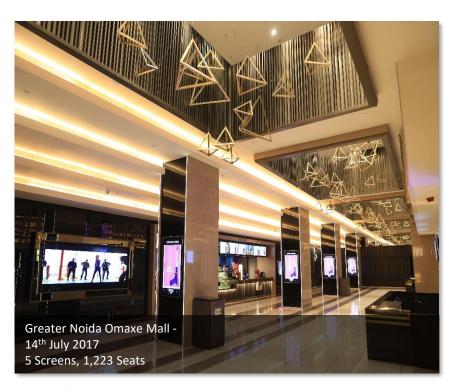
ADDITIONS IN Q1 FY18

PROPERTIES 1

SCREENS 4

SEATS 662





NOTE: Completion of the Lease Tenure of Bengaluru Shankarnag (1 screen and 612 seats)
Additionally opened Greater Noida Omaxe Mall on 14th July 2017 with 5 screens and 1,223 seats.







INOX LAUNCHES INSIGNIA & IMAX SCREEN AT R CITY GHATKOPAR, MUMBAI AND HERITAGE MALL, PUNE









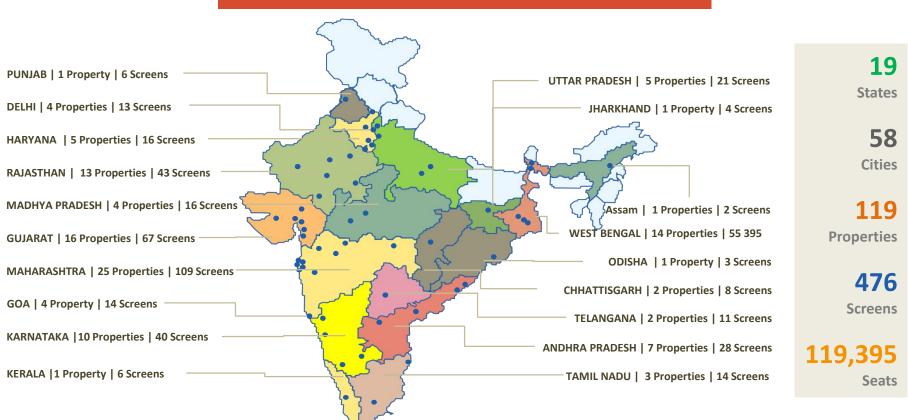




PAN INDIA PRESENCE



ONE OF THE LARGEST MULTIPLEX CHAIN OPERATOR IN INDIA



^{*} Includes 8 management properties with 29 screens and 7,370 seats



NEW SCREENS PIPELINE



FY18 – PIPELINI		
Properties	Screens	Seats
Pune (Opened on 26 th April)	4	662
Greater Noida (Opened on 14th July)	5	1,223
Mumbai	5	154
Coimbatore	9	2,088
Cuttack	4	846
Kolhapur	4	870
Gurgaon	3	619
Navi Mumbai	4	779
Delhi	3	109
Bhubaneswar	3	612
Mysore	4	500
Total – 11 Properties	48	8,462

	Properties	Screens	Seats
FY17	118	468	1,18,285
Additions April 17 to July 17	2	9	1,885
Expected – FY18 (August 17 to March 17)	9	39	6,577
FY18	128*	515*	1,25,972*
Additions post FY18	79	461	85,955
LEADING TO	207	976	2,11,927

^{*} Note;

- 1 property with 1 screen and 612 seats reduced at Bengaluru Shankarnag due to Completion of the Lease Tenure
- 2. 112 seats reduced in Bharuch Bluechip in Gujarat due to conversion into recliner seats
- 3. 51 seats reduced in Malleshwaram, Bengaluru due to renovation



CONTENT PIPELINE – JULY 2017





Spiderman Homecoming (3D IMAX)

Release Date: 7th July 2017 Cast: Tom Holland, Merisa Tomei, Michael Keaton, Robert Drowny Jr

Director: Jon Watts

Banner: Marvel Studios, Columbia

Pictures



The War Of The Planet Of The Apes (3D IMAX)

Release Date: 14th July 2017 Cast: Judy Greer, Woody Herrelson,

Andy Serkeis

Director: Matt Reeves

Banner: Chernin Entertainment



Jagga Jasoos

Release Date: 14th July 2017 Cast: Ranbir Kapoor, Katrina Kaif,

Govinda

Director: Anurag Basu **Banner:** Picture Shuru

Entertainments, Ishana Movies



Munna Michael

Release Date: 21st July 2017 Cast: Tiger Shroff, Nawazuddin

Siddiqui

Director: Sabbir Khan

Banner: Eros International, Next

Gen Films



Dunkirk (IMAX)

Release Date: 21st July 2017 Cast: Tom Hardy, Cillian Murphy, Kenneth Branangh, Harry Styles Director: Christopher Nolan Banner: RatPac – Dune Entertainment, Syncopy Inc.



Mubarakan

Release Date: 28th July 2017 Cast: Arjun Kapoor, Anil Kapoor, Ileana D'Cruz, Amy Jackson Director: Anees Bazmee Banner: SPE Films



CONTENT PIPELINE – AUGUST 2017





Jab Harry Met Sejal

Release Date: 4th August 2017 Cast: Shahrukh Khan, Anushka

Sharma

Director: Imtiaz Ali

Banner: Red Chillies Entertainment



Toilet - Ek Prem Katha

Release Date: 11th August 2017 Cast: Akshay Kumar, Bhumi Pednekar,

Anupam Kher

Director: Shree Narayan Singh

Banner: Viacom 18



The Emoji Movie 3D

Release Date: 11th August 2017 Cast: T.J. Miller, James Corden,

Steven Wright

Director: Tony Leondis

Banner: Sony Pictures Animation



Annabelle: Creation

Release Date: 11th August 2017 Cast: Miranda Otto, Stephanie Sigman, Anthony LaPaglia Director: David Sandberg Banner: New Line Cinema, Atomic Monster Productions, The Safran

Company



Partition: 1947

Release Date: 18th August 2017 Cast: Huma Qureshi, Manish Dayal, Gillian Anderson, Hugh Bonneville Director: Gurinder Chadha Banner: Reliance Entertainment



A Gentleman

Release Date: 25th August 2017 Cast: Sidharth Malhotra, Jacqueline

Fernandez

Director: Krishna D.K., Raj Nidimoru

Banner: Fox Star Studios



CONTENT PIPELINE – SEPTEMBER 2017





Baadshaho

Release Date: 1st September 2017 Cast: Ajay Devgan, Emraan Hashmi, Ileana D'Cruz, Esha Gupta, Vidyut

Jamwal

Director: Milan Luthria

Banner: Vertex Motion Pictures



Kaalakaandi

Release Date: 8th September 2017 Cast: Saif Ali Khan, Akshay Oberoi, Kunaal Roy Kapoor, Amyra Dastur

Director: Akshat Verma

Banner: Cinestaan Film Company Pvt. Ltd.



Simran

Release Date: 15th September 2017

Cast: Kangana Ranaut Director: Hansal Mehta Banner: T Series, Paramhans Creations Entertainments



Lucknow Central

Release Date: 15th September 2017 Cast: Farhan Akhtar, Diana Penty,

Ronit Roy

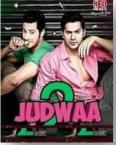
Directors: Ranjit Tiwary



KINGSMAN THE GOLDEN CIRCLE (IMAX)

Release Date: 22nd September 2017 Cast: Taron Egerton, Julianne Moore

Director: Matthew Vaughn **Banner:** 20th Century Fox



JUDWAA 2

Release Date: 29th September 2017 Cast: Varun Dhawan, Jacqueline Fernandez, Tapsee Pannu Director: David Dhawan

Banner: Fox Star Studios



CONTENT PIPELINE – OCTOBER 2017





Chef

Release Date: 6th October 2017

Cast: Saif Ali Khan

Director: Raja Krishna Menon

Banner: T-Series



Blade Runner 2049

Release Date: 6th October 2017 Cast: Ryan Gosling, Harrison Ford **Director:** Denis Villeneuve Banner: Warner Bros. Pictures



The Lego Ninjago Movie (3D)

Release Date: 6th October 2017 Cast: Jackie Chan, Dave Franco,

Michael Peña

Director: Charlie Bean, Bob Logan,

Paul Fisher

Banner: Warner Bros. Pictures



Geostorm (3D IMAX)

Release Date: 27th October 2017 Cast: Gerard Butler, Abbie Cornish,

Ed Harris

Directors: Dean Devlin

Banner: Warner Bros., Skydance

ADVAIT CHANDAN Media, Electric Entertainment

Secret Supperstar

Release Date: TBA

Cast: Aamir Khan, Meher Vij Director: Advait Chandan

Banner: Aamir Khan Productions



Golmaal Again

Release Date: TBA

Cast: Ajay Devgan, Kareena Kapoor,

Tusshar Kapoor, Arshad Warsi

Director: Rohit Shetty Banner: Phantom Films



SHAREHOLDING STRUCTURE

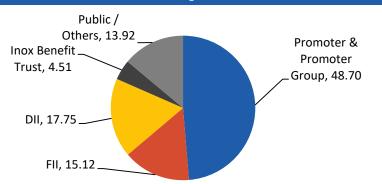


Share Price Performance



Source: BSE

% Shareholding – June 2017



Source: Company * Shares held under Inox Benefit Trust reflect the Treasury Shares

Market Data	As on 25.07.17 (BSE)
Market capitalization (Rs Cr)	2,571.6
Price (Rs.)	266.6
No. of shares outstanding (Cr)	9.6
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	305.85 – 193.00

Key Institutional Investors – June 2017	% Holding
DSP Blackrock MF	6.19%
Goldman Sachs India	3.39%
Morgan Stanley	3.38%
Birla Sunlife MF	3.22%
Reliance MF	3.22%
Kuwait Investment Authority Fund	3.01%
ICICI Prudential MF	1.95%
Aadi Financial Advisors LLP	1.49%
TATA MF	1.17%
Sundaram MF	1.14%

Source: Company





CONSOLIDATED P&L STATEMENT

Particulars (In Rs Cr)	Q1 FY18	Q1 FY17	YoY %	Q4 FY17	QoQ %	FY17
Revenue from Operations	387.4	336.9	15.0%	288.5	34.3%	1,220.7
Exhibition Cost (Distributor Share)	107.1	95.0	12.7%	79.8	34.2%	345.3
Food & Beverages Cost	20.5	18.4	11.3%	15.2	34.5%	68.1
Employee Benefits Expense	23.0	21.6	6.0%	21.6	6.3%	86.4
Lease Rental & Hire Charges	52.2	46.5	12.3%	48.4	7.8%	185.8
CAM, Power & Fuel, R&M	52.6	45.0	16.9%	43.6	20.6%	174.5
Other Expenses	56.3	48.3	16.5%	54.8	2.7%	214.6
EBITDA	75.9	62.1	22.2%	25.1	202.2%	146.1
EBITDA Margin %	19.6%	18.4%	115 bps	8.7%	1,088 bps	12.0%
Depreciation & Amortisation	21.5	20.3	6.2%	21.6	-0.4%	84.1
Impairment Loss on PP&E	0.6	0.0	-	1.3	-53.9%	1.3
Other Income	2.3	2.5	-6.3%	2.3	1.1%	9.1
Finance Cost	7.2	5.8	24.3%	7.2	0.0%	25.3
Exceptional Items	0.0	0.0	-	0.0	-	0.0
Share of Profit from Joint Ventures	0.0	0.0	-	0.0	-	0.1
РВТ	48.9	38.5	26.9%	-2.6	-	44.6
Current Tax	17.8	13.8	29.1%	-2.3	-	14.7
Deferred Tax	-1.1	-0.3	-	0.9	-	0.9
Tax pertaining to earlier years	0.0	0.0	-	-1.6	-	-1.6
PAT	32.1	25.0	28.6%	0.3	-	30.6
PAT Margin %	8.3%	7.4%	88 bps	0.1%	818 bps	2.5%
Earnings Per Share (EPS)	3.49	2.72	28.3%	0.04	-	3.33





BRIEF PROFILE

BUSINESS OVERVIEW

- Inox Leisure Limited (ILL), incorporated in 1999, is one of the largest multiplex operator in India
- ILL is a part of Inox Group which is diversified across industrial gases, engineering plastics, refrigerants, chemicals, cryogenic engineering, renewable energy and entertainment sectors
- ILL currently operates 119 properties (476 screens and 119,395 seats) located in 58 cities across India, being the only multiplex operator having such a diverse presence across pan India
- The company accounts for ~20% share of the multiplex screens in India and ~8% share of domestic box office collections
- The company has aggressively scaled up through organic and inorganic expansion over last decade growing from 2 properties 8 screens in FY03 to 119 properties 476 screens at present, virtually adding on an average 3 screens every month over more than a decade.

KEY STRENGTHS

- One of the largest multiplex chains in India
- Most diversified distribution of multiplexes in India
- Premium multiplex properties, state of the art technology and unmatched service and ambience
- Strong partnerships with more than 50 leading Indian and Global brands, offering high growth potential for advertising and other ancillary revenues
- Strong management team and recognized and trusted corporate group

STRONG FINANCIALS

- Consolidated Revenues, EBITDA and PAT were Rs 1,220.7 cr, Rs 146.1 cr and Rs 30.6 cr in FY17
- Strong balance sheet with Gross Debt of Rs 317.0 cr, Net Debt of Rs 303.8 cr and Equity of Rs 552.5 cr in FY17 with net D/E ratio of 0.55x



Gujarat Fluorochemicals

Limited

Polytetrafluoroethylene in

Pioneer of carbon credits in

Largest producer of

chloromethanes.

refrigerants and

India

India

ANNEXURE



RECOGNISED AND TRUSTED CORPORATE GROUP

90 Year track record of consistent business growth

USD \$3 Billion Inox Group diversified across 7 different businesses

10,000+ employees at 150+ business units across India

Distribution network spread over 50+ countries



Listed Companies

INOX WIND

Inox Wind Limited

- Fully integrated player in the wind energy market
 - State-of-the-art manufacturing plants near Ahmedabad (Gujarat) and at Una (Himachal Pradesh) and new facility in Madhya Pradesh. Madhya Pradesh facility one of the largest in Asia
 - Ability to provide end-toend turnkey solutions for wind farms



Inox Leisure Limited

- One of the largest multiplex chain in India
- In the business of setting up, operating and managing a national chain of multiplexes under the brand name 'INOX'
- Present in 58 cities with 119 multiplexes and 476 screens



Inox FMCG Private Limited

- Launched in January 2016, it is focussed on FMCG business encompassing F&B and non-F&B categories.
- INOX FMCG products branded as "Inox Muchos" are retailed through Modern Trade, General Trade and HORECA Institutions.



Inox Air Products Private Limited

- 50:50 joint venture with Air Products Inc., USA
- Largest producer of industrial gases in India
- 40 plants spread throughout the country



Other Key Companies

Inox India Private Limited

- Largest producer of cryogenic liquid storage and transport tanks in India
- Offers comprehensive solutions in cryogenic storage, vaporization and distribution engineering
- Has operations in India, USA, Canada, Netherlands and Brazil



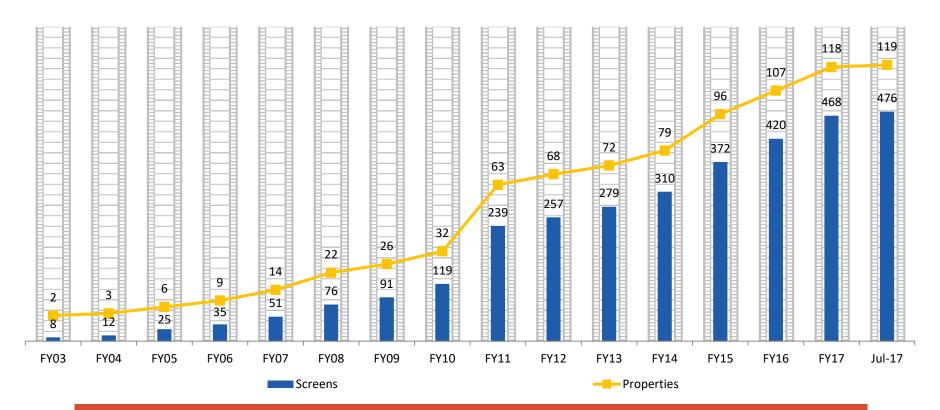
Inox Renewables Limited

- Engaged in the business of setting up and operating of wind farms
- Existing operating capacity of ~ 260 MW in states of Rajasthan, Maharashtra, Tamil Nadu and Madhya Pradesh





TRACK RECORD OF AGGRESSIVE EXPANSION



ON AN AVERAGE ADDITION OF 3 SCREENS EVERY MONTH OVER THE LAST DECADE

Note: Includes Acquisition of 1. Calcutta Cine Prime Limited in FY08, 2. Fame India in FY11, 3. Satyam Cineplexes in FY15

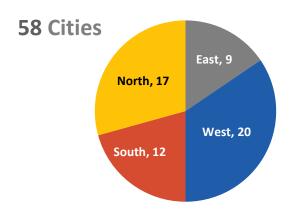


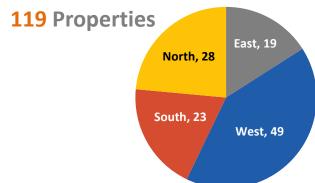
PAN INDIA PRESENCE

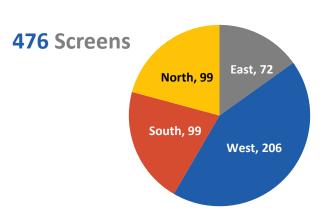
Well Diversified
Distribution of Multiplexes
across India

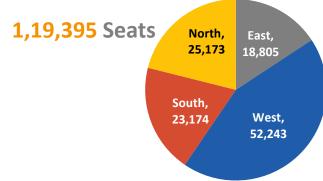
Access to
Wide Variety of
Regional Content

Lower Dependency on Hindi and English Content











IN®X LIVE the MOVIE

STRONG BRAND PRESENCE



FMCG

CONSUMER DURABLES

AUTOMOBILES

GEC

ECOMMERCE &TELECOMM.

OTHERS



























TATA (Sky















oppo



DIAGEO











Panasonic

ideas for life

SAMSUNG







SONY

PIX

STAR



amazon







ReLIANCE

Mutual Fund





Colgate

hındware









airtel 🥏























































Nayana Borthakur

AVP - Brand & Corporate Communication

Contact No: +9122 4062 6900

Email: contact@inoxmovies.com



FOR FURTHER QUERIES



Nilesh Dalvi / Vatsal Mehta

IR Consultant

Contact No:+91 9819289131 / 9712129581

Email ID: nilesh.dalvi@dickensonir.com

vatsal.mehta@dickensonir.com