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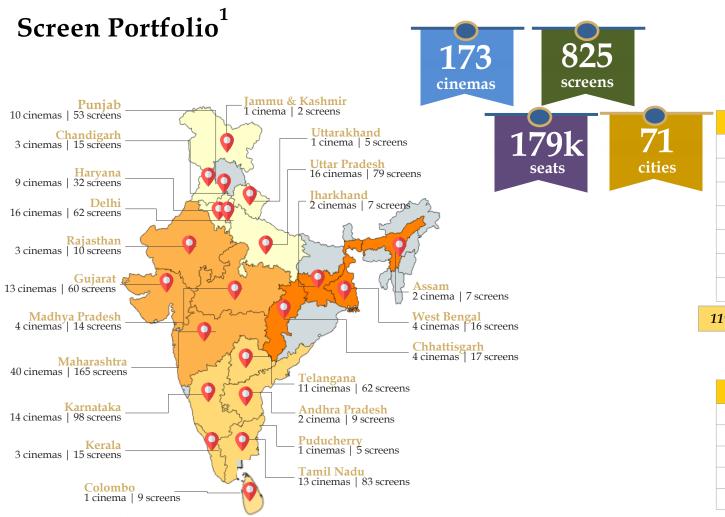
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Format	Screens
Gold Class / Luxe	41
4DX	17
Playhouse	12
IMAX	9
P[XL]	8
Onyx	1
Total	88

11% of our screen portfolio is premium

Screens by Region

Region	Current	% of total
South	281	34%
■ West	249	30%
■ North	248	30%
East	47	6%
Total	825	

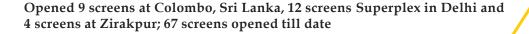
Key Updates for the Quarter



Successfully Completed the Qualified Institutional Placement of Equity Shares for INR 500 Crores



Launched the PVR brand film to celebrate patrons and their stories





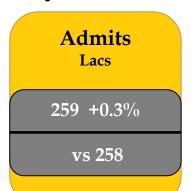
PVR Privilege Crossed 1 Crore members; an 3x increase from beginning of the FY

Renewed partnership with Kotak for co-branded credit card

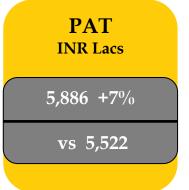




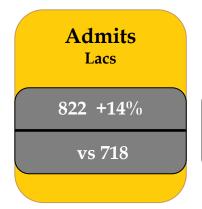
Key Consolidated Numbers - Q3, FY 19-20 vs Q3, FY 18-19



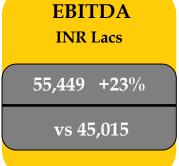
vs 85,737

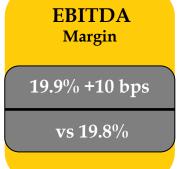


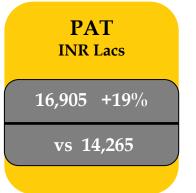
Key Consolidated Numbers – 9M, FY 19-20 vs 9M, FY 18-19













Consolidated Result Summary - Q3, FY 19-20 vs Q3, FY 18-19

		Q3, FY19-20			
Particulars (INR Lacs)	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	Q3, FY18-19	Growth ¹
Total Income	92,389		92,389	85,737	8%
Expenses	60,846	(12,704)	73,550	67,880	8%
EBITDA	31,543	12,704	18,839	17,857	5%
EBITDA Margin	34.1%		20.4%	20.8%	-40 bps
Depreciation & Amortization expense	13,485	7,854	5,631	5,144	9%
EBIT	18,058	4,850	13,208	12,713	4%
Finance Costs	12,210	8,293	3,917	3,787	3%
PBT	5,833	(3,443)	9,276	8,911	4%
Tax expense	2,207	(1,183)	3,390	3,389	0%
PAT	3,626	(2,260)	5,886	5,522	7%
PAT Margin	3.9%		6.4%	6.4%	0 bps
EPS - Basic (INR)	7.22	4.50	11.72	11.82	-1%
EPS - Diluted (INR)	7.19	4.48	11.68	11.40	2%

Consolidated Result Summary - 9M, FY 19-20 vs 9M, FY 18-19

		9M, FY19-20			
Particulars (INR Lacs)	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	9M, FY18-19	Growth ¹
Total Income	2,79,045		2,79,045	2,27,255	23%
Expenses	1,86,537	(37,059)	2,23,596	1,82,240	23%
EBITDA	92,508	37,059	55,449	45,015	23%
EBITDA Margin	33.2%		19.9%	19.8%	10 bps
Depreciation & Amortization expense	40,023	22,917	17,106	13,635	25%
EBIT	52,485	14,142	38,343	31,380	22%
Finance Costs	36,466	24,501	11,965	8,850	35%
PBT	15,978	(10,359)	26,337	22,482	17 %
Tax expense	5,832	(3,600)	9,432	8,217	15%
PAT	10,146	(6,759)	16,905	14,265	19 %
PAT Margin	3.6%		6.1%	6.3%	-20 bps
EPS - Basic (INR)	21.15	14.09	35.23	30.57	15%
EPS - Diluted (INR)	20.64	13.75	34.40	29.87	15%



Revenue Analysis (Exhibition)¹

Q3, FY19-20 vs Q3, FY18-19

Particulars (INR Lacs)	Q3, F	Y19-20	Q3, FY18-19		% CI	nange
rarticulars (INK Lacs)	Comp	Total	Comp	Total	Comp	Total
Screens	629	821	629	748	-	10%
Seats	1,38,125	1,78,063	1,38,125	1,67,271	-	6%
Income from sale of movie tickets	37,508	45,283	37,974	42,542	-1%	6%
Sales of Food & Beverages	20,339	24,403	19,451	21,670	5%	13%
Advertisement Income	10,054	12,195	9,852	11,249	2%	8%
Convenience Fees	4,459	4,749	4,301	4,491	4%	6%
Other Operating Income	1,563	1,763	3,898	4,192	-60%	-58%
Revenue from Operations	73,923	88,394	75,476	84,144	-2 %	5%
Other Income	759	759	316	316	140%	140%
Total Income	74,682	89,153	75,792	84,460	-1 %	6%

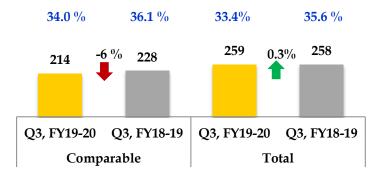
9M, FY19-20 vs 9M, FY18-19

Doubles (IND Less)	9M, F	Y19-20	9M, FY18-19		% Ch	ange
Particulars (INR Lacs)	Comp	Total	Comp	Total	Comp	Total
Screens	515	821	515	748	-	10%
Seats	1,09,555	1,78,063	1,09,555	1,67,271	-	6%
Income from sale of movie tickets	97,759	1,40,160	93,674	1,18,427	4%	18%
Sales of Food & Beverages	51,612	77,367	47,983	61,476	8%	26%
Advertisement Income	22,035	30,733	21,331	26,540	3%	16%
Convenience Fees	9,371	13,376	6,806	8,889	38%	50%
Other Operating Income ²	3,461	5,552	4,050	7,035	-15%	-21%
Revenue from Operations	1,84,238	2,67,189	1,73,844	2,22,367	6%	20%
Other Income	1,731	1,731	992	992	75%	75%
Total Income	1,85,969	2,68,920	1,74,836	2,23,359	6%	20%

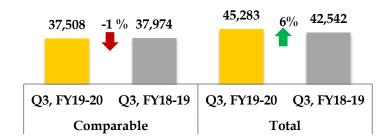
YoY reduction of distribution income in current quarter in SPI Cinemas circuit has led to reduction in Other Operating Income

Box Office: Q3, FY19-20 vs Q3, FY18-19

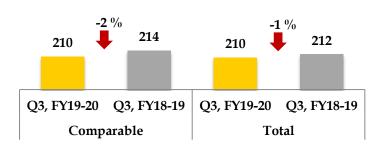




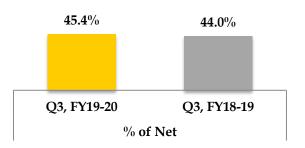
Net Box Office (INR lacs)



Gross ATP¹ (Rs)



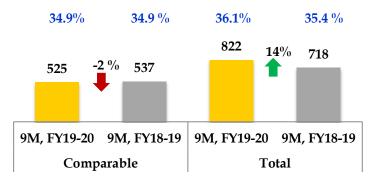
FHC (% of NBOC)



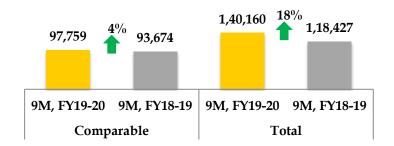
Weakness in the content performance in Tamil & Telugu film industry resulted in decline in comparable admits

Box Office: 9M, FY19-20 vs 9M, FY18-19

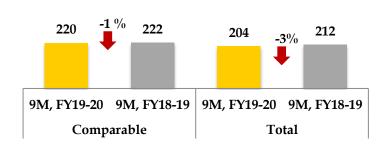




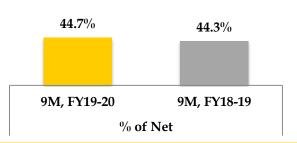
Net Box Office (INR lacs)



Gross ATP¹ (INR)



FHC (% of NBOC)



Weakness in the content performance in Tamil & Telugu film industry resulted in decline in comparable admits

Box Office Analysis - Top Grossers

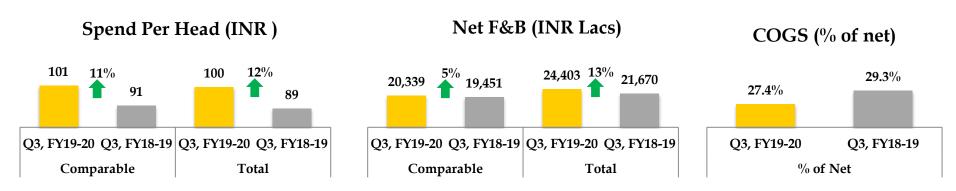
Top 5 Movies - Q3, FY 19-20					
Mov	ie	Admits (Lacs)	NBOC (INR Lacs)		
PAVAIR 2- OCTOBER	War	26	5,256		
	Housefull 4	18	3,439		
Bala)	Bala	14	3,171		
JOKER	Joker	17	2,645		
GOOD	Good Newwz	10	2,415		
	Total Top 5	85	16,927		

Top 5 Movies - Q3, FY 18-19					
Mov	rie	Admits (Lacs)	NBOC (INR Lacs)		
	2.0	35	5,490		
Badhaay HIS FOR TOWN	Badhaai Ho	24	4,288		
	Andhadhun	14	2,382		
	Thugs Of Hindostan	11	2,271		
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Simmba	9	2,102		
	Total Top 5	95	16,532		

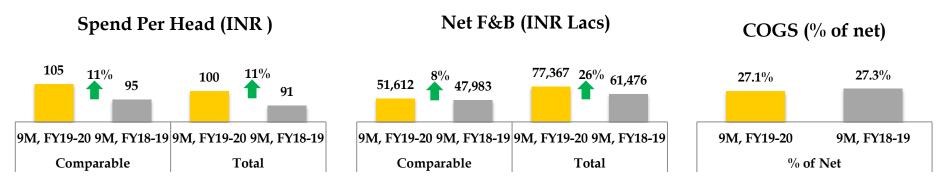
Contribution of regional content fell from 34% to 23% YOY on account of poor performance of Tamil & Telugu Content

F&B

Q3, FY19-20 vs Q3, FY18-19



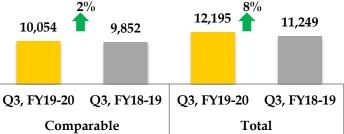
9M, FY19-20 vs 9M, FY18-19



Sponsorship Revenues

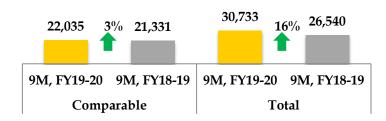
Q3, FY19-20 vs Q3, FY18-19

Sponsorship Revenues (INR Lacs)



9M, FY19-20 vs 9M, FY18-19

Sponsorship Revenues (INR Lacs)





Expenditure Analysis (Exhibition):

Q3, FY19-20 vs Q3, FY18-19

Particulars (INR Lacs)	Q3, F	Q3, FY19-20 Q3, FY18-19		% Change		
rarticulars (INK Lacs)	Comp	Total	Comp	Total	Comp	Total
Employee Benefit Expense	9,172	10,380	8,530	9,264	8%	12%
Rent	11,742	14,672	11,081	12,957	6%	13%
Common area maintenance	3,258	3,918	2,960	3,293	10%	19%
Electricity and water charges	4,170	5,074	3,998	4,551	4%	11%
Other Expenses	7,592	8,883	10,284	11,479	-26%	-23%
Total Expenses	35,934	42,926	36,853	41,544	-2 %	3%

9M, FY19-20 vs 9M, FY18-19

Particulars (INR Lacs)	9M, FY19-20 9M		9M, F	Y18-19	% Change	
Tatticulais (IINK Lacs)	Comp	Total	Comp	Total	Comp	Total
Employee Benefit Expense	21,772	30,884	19,047	23,930	14%	29%
Rent	30,173	43,747	28,126	36,576	7%	20%
Common area maintenance	8,643	11,532	8,012	9,406	8%	23%
Electricity and water charges	10,606	16,629	10,300	13,666	3%	22%
Other Expenses	20,348	27,438	20,107	26,602	1%	3%
Total Expenses	91,541	1,30,230	85,592	1,10,179	7 %	18%

YoY reduction of distribution expenses in current quarter in SPI Cinemas circuit has led to reduction in Other Expenses



Proforma Financials for SPI Circuit^{1,2}

Particulars (INR Lacs)
Income from sale of movie tickets
Sale of food and beverages
Advertisement Income
Convenience Fees
Other Revenue from operations
Revenue from Operations
Other Income
Total Income
Total Expenses
EBITDA
EBITDA Margin

Q3			
FY 19-20	FY 18-19	Growth	
4,991	5,633	-11%	
3,675	3,844	-4%	
1,414	1,133	25%	
997	1,000	0%	
80	2,029	-96%	
11,157	13,639	-18 %	
103	61	68%	
11,259	13,700	-18 %	
8,141	10,626	-23 %	
3,118	3,074	1%	
27.7%	22.4%	530 bps	

9M		
FY 19-20	FY 18-19	Growth
15,065	7,877	91%
11,314	5,599	102%
3,348	1,539	117%
2,917	1,435	103%
1,109	2,569	-57%
33,753	19,019	77%
246	92	166%
33,999	19,112	78 %
25,446	14,944	70 %
8,553	4,168	105%
25.2%	21.8%	340 bps

Location	
Screens	
Seats	
Admits (Lacs)	
Occupancy %	
ATP ³ (INR)	
SPH (INR)	

16	16	-
75	72	4%
19,146	18,825	2%
39	44	-12%
49.9%	57.0%	-710 bps
161	172	-7%
98	88	12%
161	172	-7%

16 16 - 75 72 4% 19,146 18,825 2% 118 64 84% 51.0% 56.3% -530 bps			
19,146 18,825 2% 118 64 84%	16	16	-
118 64 84%	75	72	4%
	19,146	18,825	2%
51.0% 56.3% -530 bps	118	64	84%
r i	51.0%	56.3%	-530 bps
162 167 -3%	162	167	-3%
99 88 13%	99	88	13%

Note: [1] Proforma numbers are adjusted for IndAS 116 Impact [2] Financials of SPI Cinemas are for period post 17th August,2018

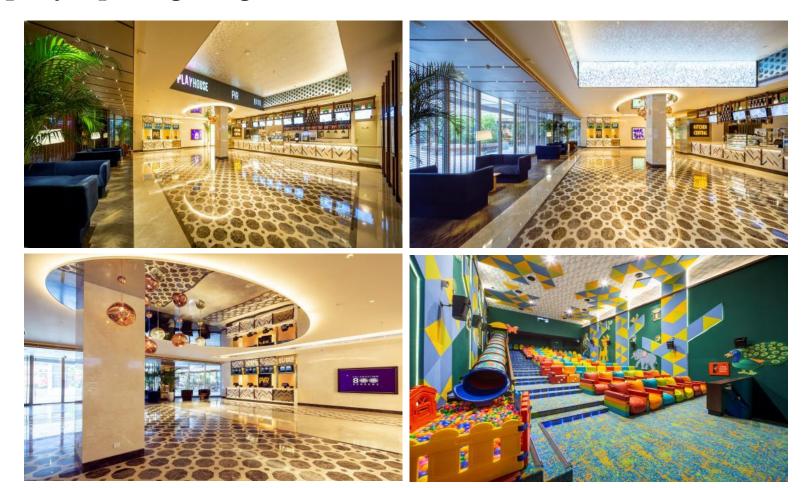
[3] ATP Includes 3D Glasses Upcharge



Screens Opened YTD FY19-20

S. No	Property	City	State	Screen
Q1, FY 20			27	
1	Suraj Chanda Tara	Amritsar	Punjab	6
2	Downtown Mall, Newtown	Kolkata	West Bengal	3
3	Vegas Mall	Gorakhpur	Uttar Pradesh	4
4	Uthandi Mall	Chennai	Tamil Nadu	10
5	Preston Mall	Hyderabad	Telangana	4
Q2, FY 20			15	
6	Gaur City Mall	Noida	Uttar Pradesh	9
7	GMS City Centre Mall	Satna	Madhya Pradesh	3
8	Riddhi Siddhi Mall	Shri Ganga Nagar	Rajasthan	3
Q3, FY 20			21	
9	One Galle Face Mall	Colombo	Colombo	9
10	Vegas Mall, Dwarka	Delhi	Delhi	12
Q4, FY 20			4	
11	Cosmo Mall	Zirakpur	Punjab	4
Total Screens Opened As on Date			67	

Property Opening Images (1/2)



Property Opening Images (2/2)













Content Pipeline: Jan'20 & Feb'20



PANGA

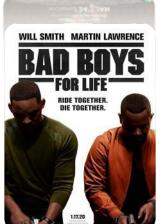
CAST

Kangana Ranaut, Jassie Gill, Richa Chadha

DIRECTOR

Ashwiny Iyer Tiwari





BAD BOYS FOR LIFE [IMAX/4DX/D-BOX]

CAST

Will Smith, Vanessa Hudgens

DIRECTOR

Adil El Arbi, Bilall Fallah

31 JAN'20



STREET DANCER [3D]

CAST

Varun Dhawan, Shraddha Kapoor, Raghav Juyal

DIRECTOR

Remo D'Souza





BIRDS OF PREY [IMAX/4DX]

CAST

Margot Robbie, Mary Elizabeth, Jurnee Smollett-Bell

DIRECTOR

Cathy Yan

7 FEB'20



JAWAANI JAANEMAN

CAST

Saif Ali Khan, Tabu, Alaya Furniturewala

DIRECTOR

Nitin Kakkar

31 JAN'20



CAST

Aditya Roy Kapoor, Anil Kapoor, Disha Patani

DIRECTOR

Mohit Suri



Content Pipeline: Feb'20



SHIKARA

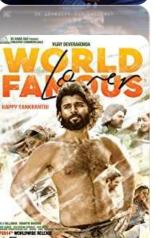
CAST

Aadil Khan, Sadia

DIRECTOR

Vidhu Vinod Chopra





WORLD FAMOUS LOVER [TELUGU]

CAST

Vijay Deverakonda, Raashi Khanna, Aishwarya Rajesh

DIRECTOR

Kranthi Madhav





LOVE AAJ KAL

CAST

Kartik Aaryan, Randeep Hooda, Sara Ali Khan

DIRECTOR

Imtiaz Ali





BHOOT: PART ONE - THE HAUNTED SHIP

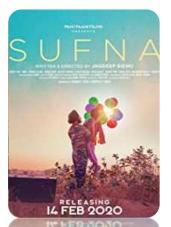
CAST

Vicky Kaushal, Bhumi Pednekar, Ashutosh Rana

DIRECTOR

Bhanu Pratap Singh

21 FEB'20



SUFNA [PUNJABI]

CAST

Taniya Paul, Ammy Virk

DIRECTOR

Jagdeep Sidhu

14 FEB'20



CAST

Maanvi Gagroo, Ayushmann, Neena Gupta

DIRECTOR

Hitesh Kewalya



Content Pipeline: Feb'20 & Mar'20



BLOODSHOT [4DX]

CAST Eiza González, Sam Heughan, Vin Diesel

DIRECTOR Dave Wilson





ONWARD [IMAX/4DX/3D]

CAST Tom Holland,

Chris Pratt, Julia Louis-Dreyfus

DIRECTOR Dan Scanlon

6 MAR'20



THAPPAD

CAST Taapsee Pannu, Manoj Pahwa, Sharman Joshi

DIRECTOR Anubhay Sinha





BAAGHI 3

CAST Shraddha Kapoor,

Tiger Shroff, Riteish Deshmukh

DIRECTOR Ahmed Khan

6 MAR'20



IK SANDHU HUNDA SI [PUNJABI]

CAST

Gippy Grewal, Neha Sharma, Vikramjeet Virk

DIRECTOR

Rakesh Mehta

28 FEB'20



THE INVISIBLE MAN [IMAX]

CAST

Elisabeth Moss, Oliver Jackson-Cohen, Aldis Hodge

DIRECTOR

Leigh Whannell

13 MAR20

Content Pipeline: Mar'20



GUNJAN SAXENA: THE KARGIL GIRL

CAST

Janhvi Kapoor, Pankaj Tripathi, Angad Bedi

DIRECTOR

Sharan Sharma





MULAN [IMAX/4DX/3D]

CAST

Yifei Liu, Donnie Yen, Iet Li

DIRECTOR

Niki Caro

27 MAR'20



CHHALANG

CAST

Rajkummar Rao, Nushrat Bharucha, Mohammed Zeeshan Ayyub

DIRECTOR

Hansal Mehta





SOORYAVANSHI

CAST

Akshay Kumar, Katrina Kaif, Ajay Devgn

DIRECTOR

Rohit Shetty



ANGREZI MEDIUM

CAST

Irrfan Khan, Radhika Madan, Poorvi Jain

DIRECTOR

Homi Adajania

20 MAR'20



THANK YOU

For any queries please contact investor relations team:

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