



INVESTOR UPDATE  
FINANCIAL RESULTS  
Q1, FY 2015-2016

**Safe Harbor:** - Some information in this report may contain forward-looking statements. We have based these forward looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as “believe”, “plan”, “anticipate”, “continue”, “estimate”, “expect”, “may”, “will” or other similar words. A forward-looking statement may include a statement of the assumptions or bases underlying the forward-looking statement. We have chosen these assumptions or bases in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements’ and assumed facts or basis almost always vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or bases and actual results can be material, depending on the circumstances. You should also keep in mind that any forward-looking statement made by us in this report or elsewhere speaks only as of the date on which we made it. New risks and uncertainties come up from time to time, and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this report after the date hereof.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in multiplex business due to the entry of new players, including those factors which may affect our cost advantage, lack of good quality content, onset of new technologies such as DTH, IPTV and increasing penetration of Home-video, which may impact overall industry growth, wage increases in India, real estate costs increases, delay or failure In handover of properties from real estate developers, the success of our subsidiary companies, withdrawal of entertainment tax exemption granted by government and general economic conditions affecting our industry.

In light of these risks and uncertainties, any forward-looking statement made in this report or elsewhere may or may not occur and has to be understood and read along with this disclaimer.

**Others:** In this report, the terms “we”, “us”, “our”, “PVR”, “PVRL” or “the Company”, unless otherwise implies, refer to PVR Limited (“PVR Limited”) and its subsidiaries, PVR Pictures Limited, PVR Leisure Limited, Zea Maize Pvt Ltd.

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# Result Highlights – Q1, FY 2015-16

## Revenue Lakhs

48,684 +34%

vs 36,344

## EBITDA Lakhs

11,327 +103%

vs 5,590

## PAT Lakhs

5,845 +684%

vs 746

## Admits Lakhs

190 +25%

vs 152

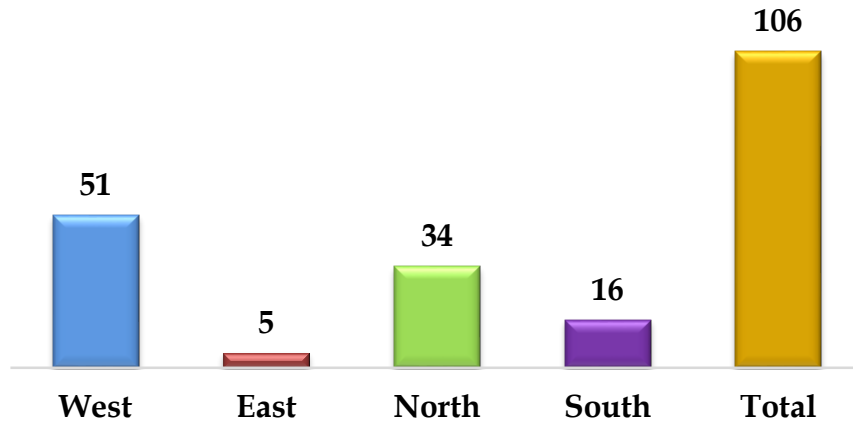
## EBITDA Margin

23.3% +7.9%

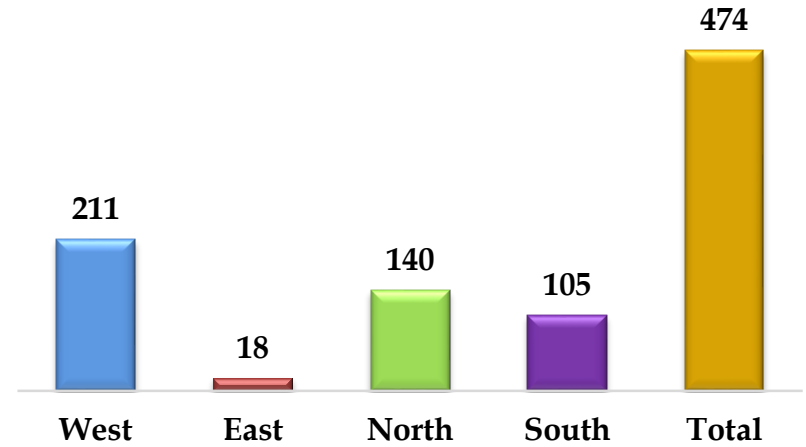
vs 15.4%

# Screen Portfolio – As on date

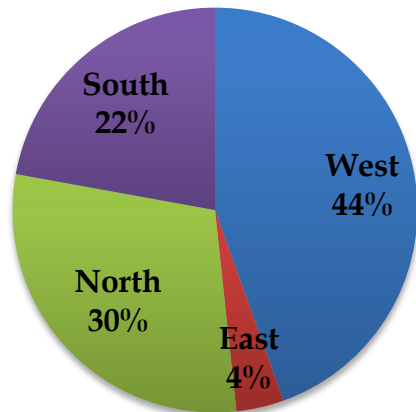
Properties



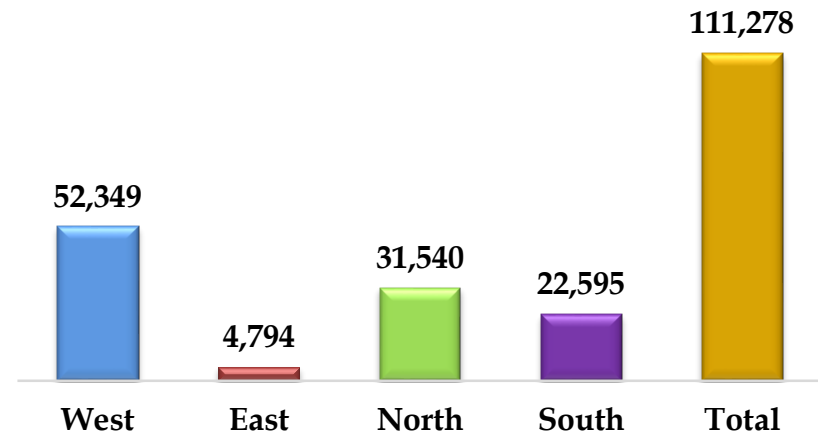
Screens



Screen Distribution



Seats



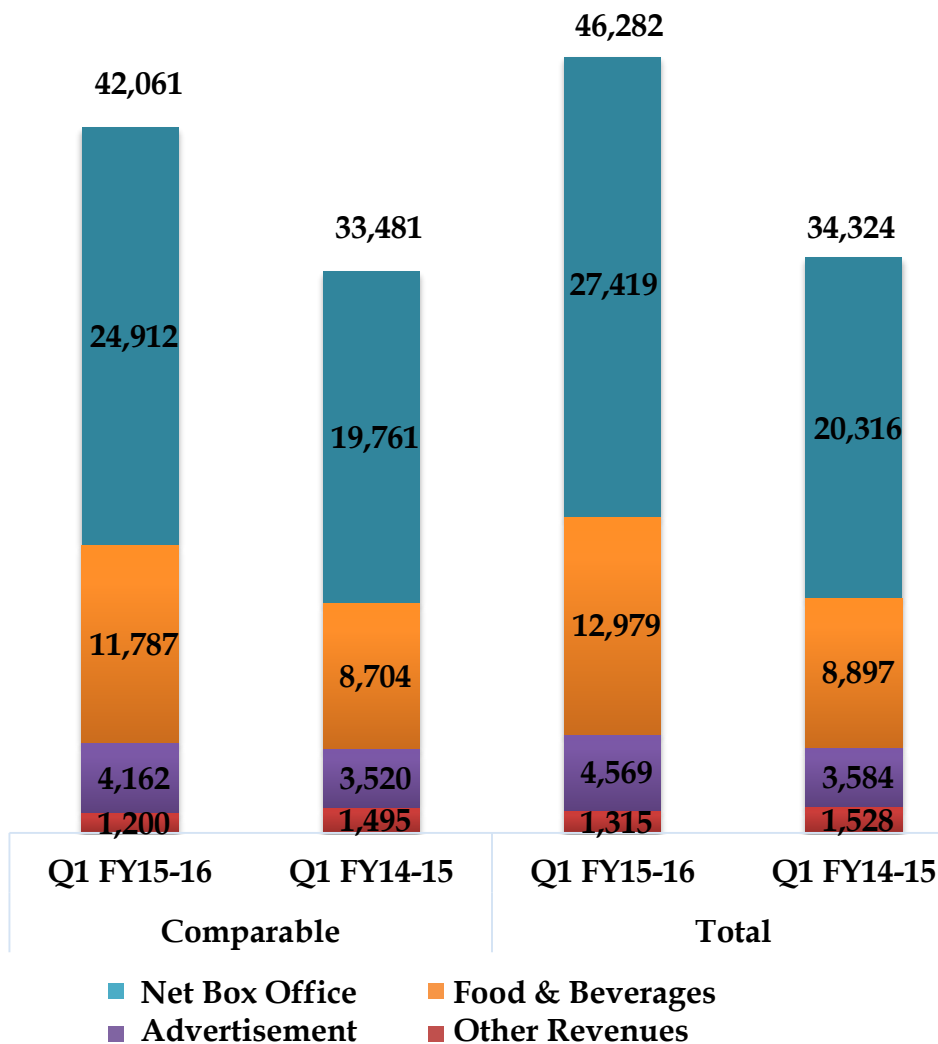
# Results Snapshot

Particulars (Rs Lacs)	Consolidated			Standalone (Exhibition Business)		
	Q1			Q1		
	FY 2015-16	FY 2014-15	Growth	FY 2015-16	FY 2014-15	Growth
Income	48,684	36,344	34%	46,282	34,324	35%
Expenses	37,357	30,754	21%	35,613	29,186	22%
<b>EBITDA</b>	<b>11,327</b>	<b>5,590</b>	<b>103%</b>	<b>10,669</b>	<b>5,138</b>	<b>108%</b>
<b>EBITDA Margin</b>	<b>23.3%</b>	<b>15.4%</b>	<b>7.9%</b>	<b>23.1%</b>	<b>15.0%</b>	<b>8.1%</b>
Depreciation	2,920	2,914	0.2%	2,513	2,421	4%
<b>EBIT</b>	<b>8,407</b>	<b>2,676</b>	<b>214%</b>	<b>8,156</b>	<b>2,717</b>	<b>200%</b>
Finance Cost	2,179	1,924	13%	2,171	1,870	16%
<b>PBT before Exceptional item</b>	<b>6,228</b>	<b>752</b>	<b>728%</b>	<b>5,985</b>	<b>847</b>	<b>607%</b>
Exceptional Item*	(326)	-	-	(318)	-	-
<b>PBT after Exceptional item</b>	<b>5,902</b>	<b>752</b>	<b>685%</b>	<b>5,667</b>	<b>847</b>	<b>569%</b>
Tax	57	6	850%	-	-	-
<b>PAT</b>	<b>5,845</b>	<b>746</b>	<b>684%</b>	<b>5,667</b>	<b>847</b>	<b>569%</b>

\*Exceptional item include loss on write off of cinema under construction during the period ended June 30, 2015.

# Revenues Analysis

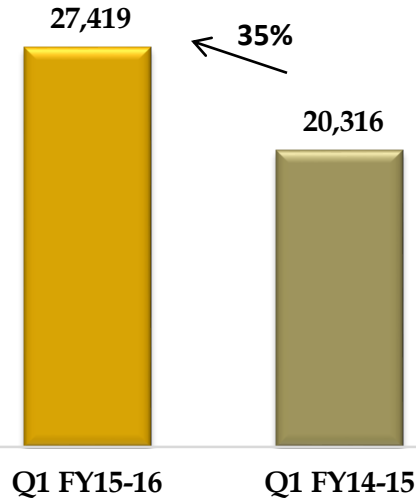
Revenues (Rs Lacs)



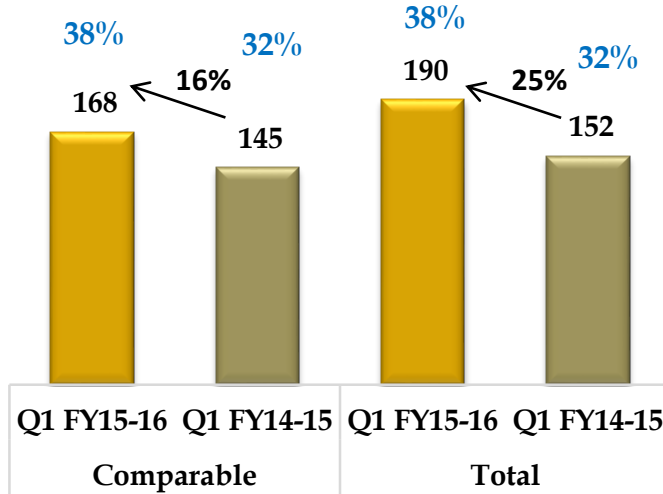
% Share of Total Income	Q1 FY2015-16	Q1 FY2014-15
Net Box Office	59.3%	59.2%
Food & Beverages	28.0%	25.9%
Advertising	9.9%	10.4%
Other Revenues	2.8%	4.5%

# Box office

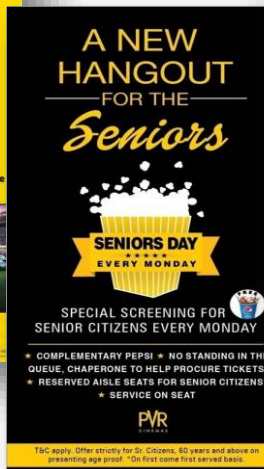
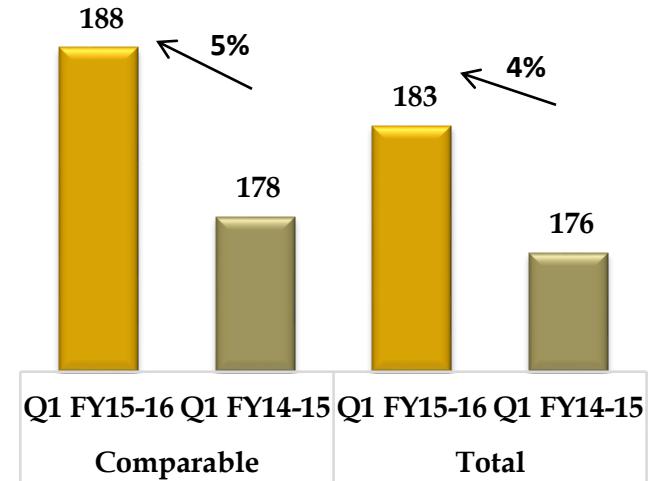
Net Box Office (Rs Lacs)



Admits (Lacs) and Occupancy(%)



Average Ticket Price (Rs)\*



- Strong content leading to double digit same store admits growth
- Consistent growth in Average Ticket Price
- Introduced recliners in select properties
- Followed a differentiated pricing strategy with a mix of premium weekend blockbuster pricing along with an affordable weekday pricing

\*ATP includes 3D Glasses upcharge

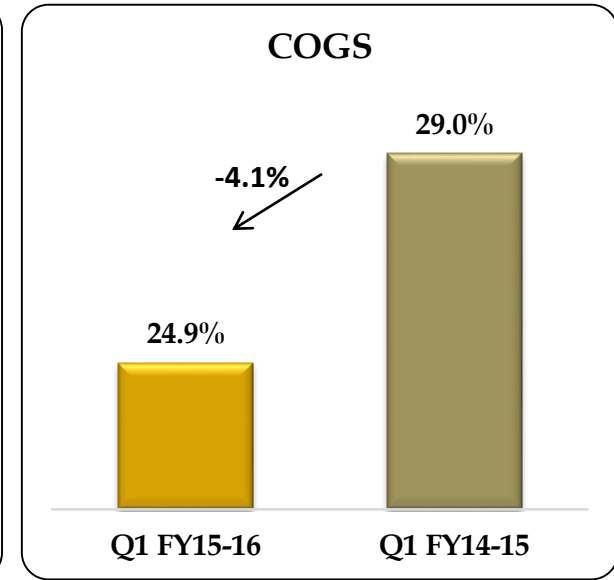
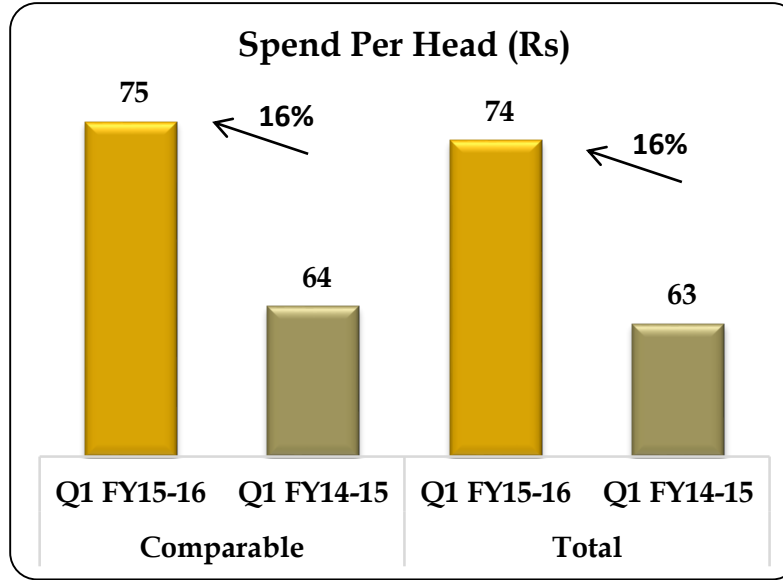
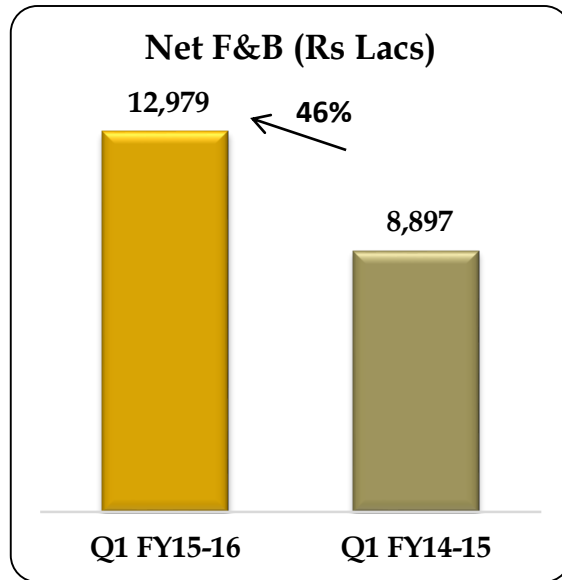


# Box office - Top 5 Movies

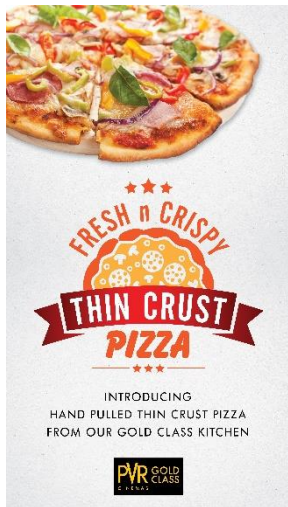


Q1, FY2015-16	Tanu Weds Manu Returns	PIKU Motion Se Hi Emotion	Fast & Furious 7	Avengers-Age Of Ultron	ABCD Any Body Can Dance 2
Gross Box Office (Rs Mn)	469	277	266	244	234
Admits (Mn)	2.5	1.5	1.5	1.3	1.3
ATP (Rs)	185	186	174	182	183

# Food & Beverage

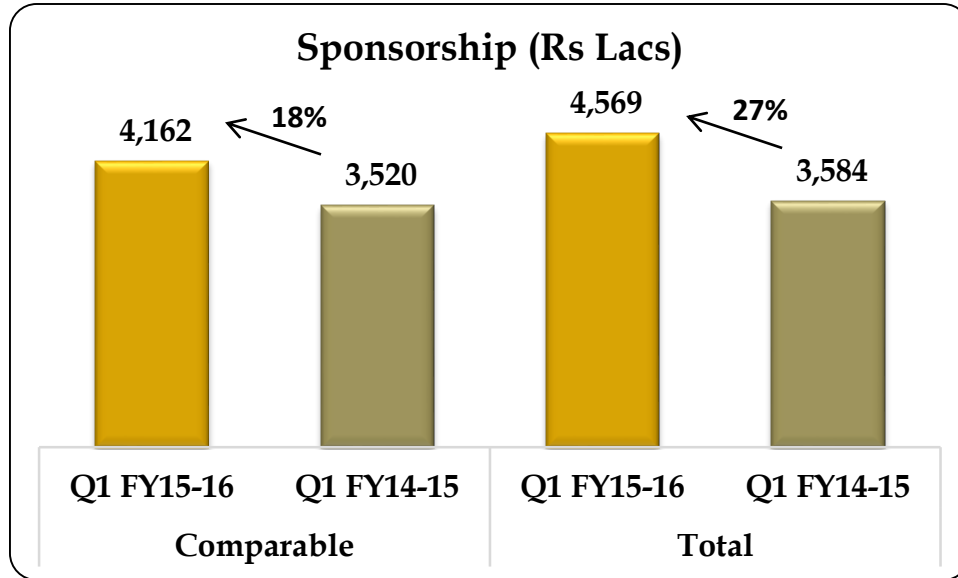


## Initiatives increasing Food & Beverages revenues, Spend per head and Strike rate



- Stellar Same Store F&B Spend Growth driven by Pricing and Volume growth.
- Reduction in COGS driven by Scale and Operational efficiency

# Sponsorship Revenues

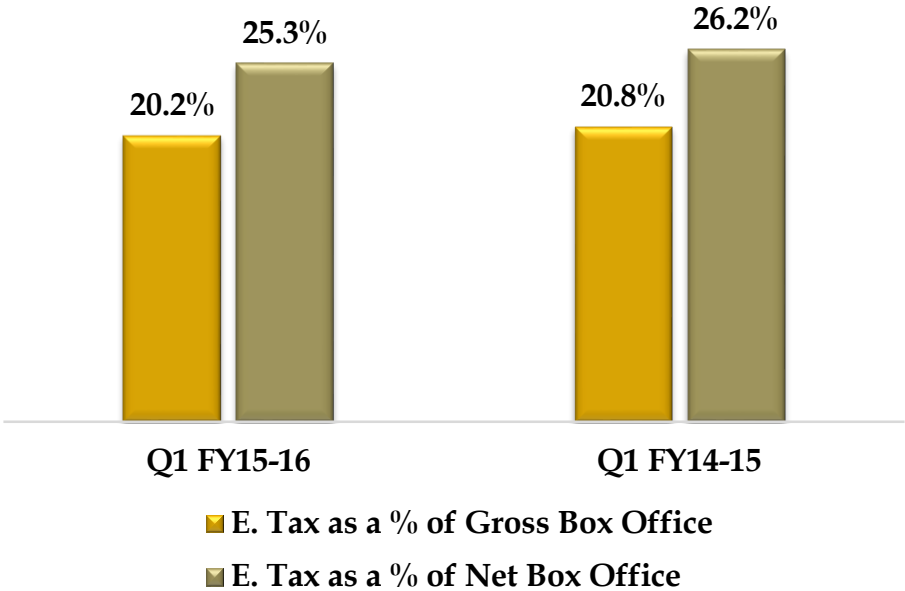


8 Blockbusters in the Quarter helped maximizing revenues (Tanu Weds Manu, Fast & Furious 7, Piku, Avengers, ABCD, Jurassic World, Dil Dhadakne Do, Gabbar is Back )

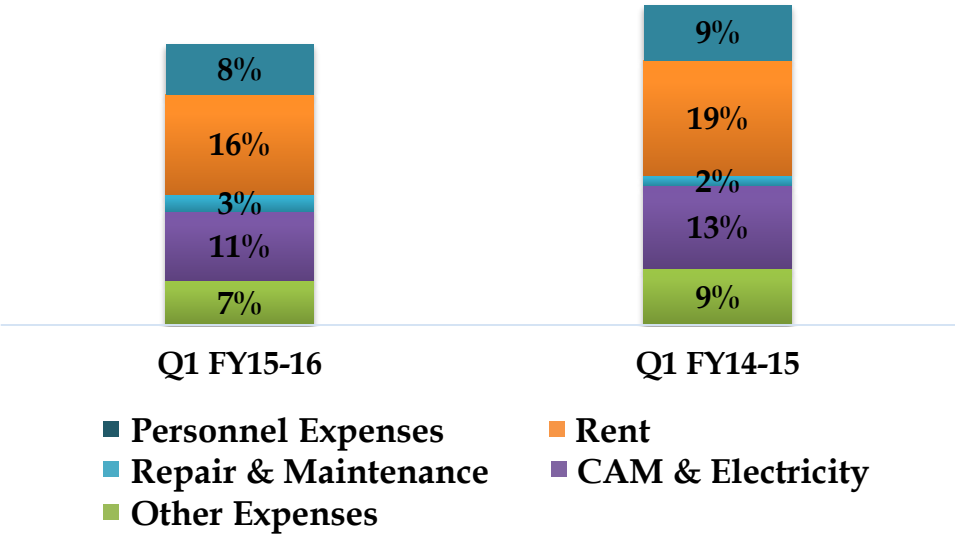
# Expenditure Analysis



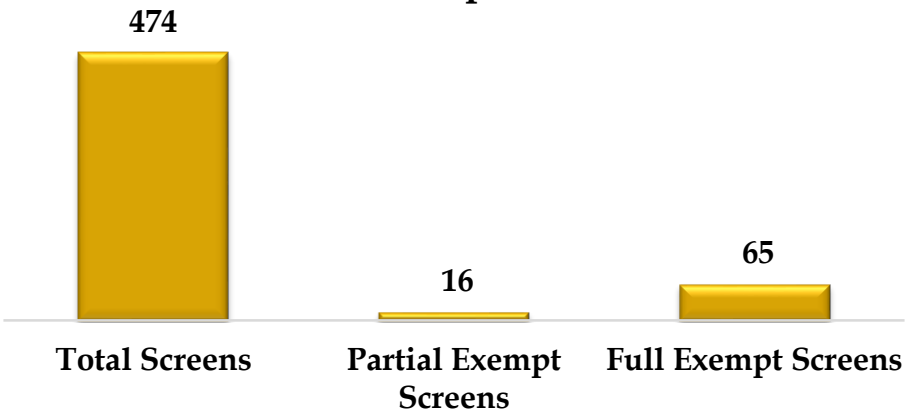
Entertainment Tax %



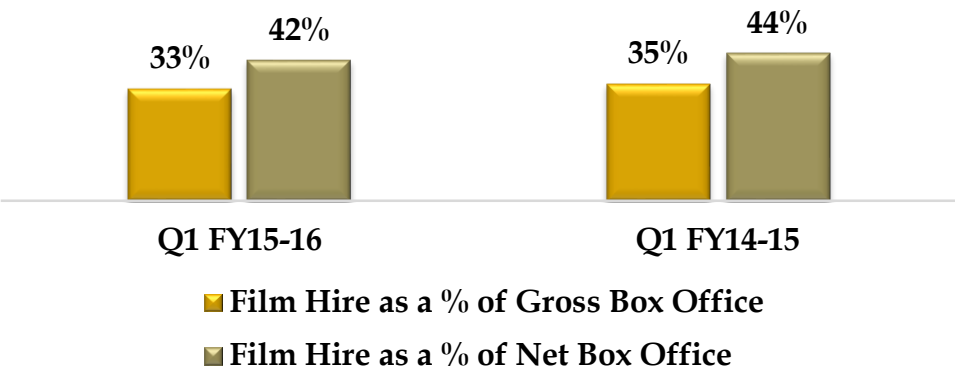
Other Overheads (% of Total Income)



E Tax Exempt Screens



Film Hire %

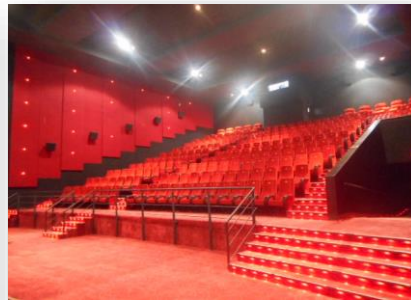


# Properties Openings – FY 2015-16

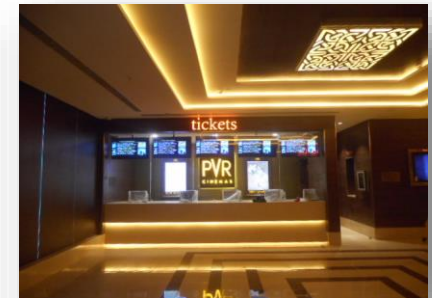
Particulars	Q1 FY2015-16	Q2 FY2015-16 (Estimated)	Q3 FY2015-16 (Estimated)	Q4 FY2015-16 (Estimated)	Total FY2015-16 (Estimated)
Properties	1	4	3	2	10
Screens	3	23	14	20	60

**Expected  
Screens as on  
31<sup>st</sup> March'16 -  
524**

**PVR Bokaro, Jharkhand (3 Screens) : 17<sup>th</sup> April, 2015**



**PVR Trans Cube Plaza, Vadodara (7 Screens) : 9<sup>th</sup> July, 2015**



# Content Pipeline



# Content Pipeline

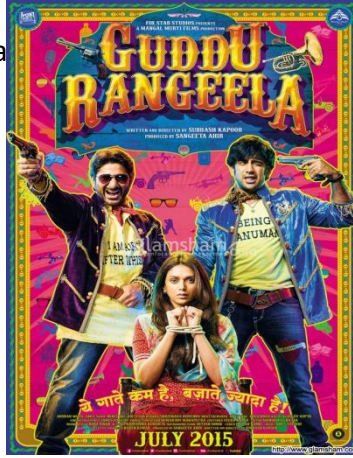
## Terminator Genisys



**Cast:** Arnold Schwarzenegger, Emilia Clarke, Jai Courtney, Jason Clarke, Matt Smith,  
**Director:** Alan Taylor

**03 JULY' 15**

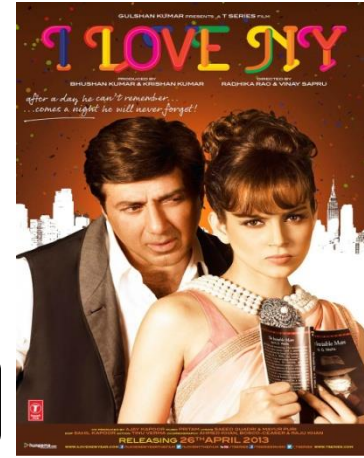
## Guddu Rangeela



**Cast:** Arshad Warsi  
**Director:** Subhash Kapoor  
**Banner:** Fox Star

**03 JULY' 15**

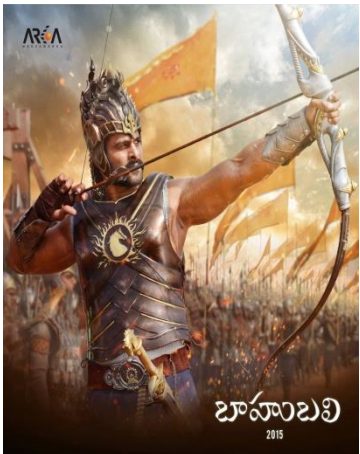
## I Love NY



**Cast:** Kangana Ranaut, Sunny Deol  
**Director:** Radhika And Vinay  
**Banner:** Fox Star

**10 JULY' 15**

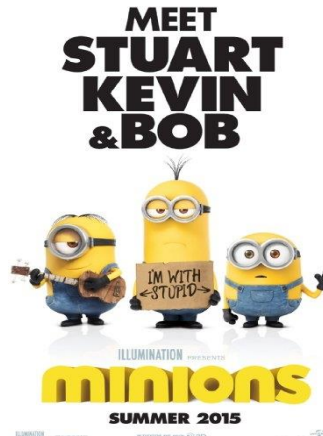
## Baahubali - Part 1 (Telugu)



**Cast:** Prabhas, Rana Daggubati, Anushka Shetty, Sudeep, Sathyaraj, Nassar, Ramya Krishnan  
**Director:** S. S. Rajamouli

**10 JULY' 15**

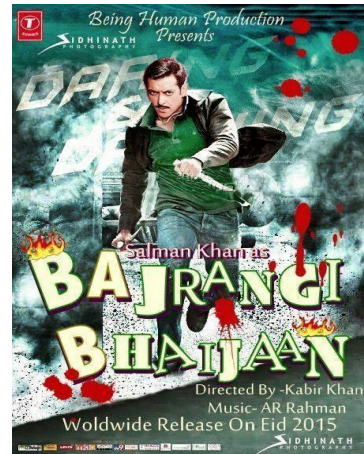
## Minions



**Cast:** Sandra Bullock, Michael Keaton  
**Director:** Kyla Balda

**17 JULY' 15**

## Bajrangi Bhaijaan



**Cast:** Salman Khan, Kareena Kapoor  
**Director:** Kabir Khan  
**Banner:** Eros International

**17 JULY' 15**

# Content Pipeline

## Ant-Man



**Cast:** Evangeline Lilly, Paul Rudd  
**Director:** Peyton Reed  
**Banner:** Marvel Studios

24 JULY' 15

## Drishyam



**Cast:** Tabu, Ajay Devgan, Shriya Saran  
**Director:** Nishikant Kamath  
**Banner :** Viacom 18

31 JULY' 15

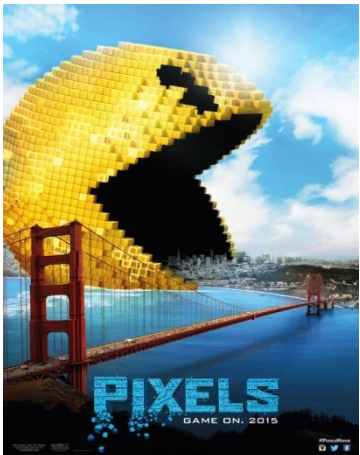
## Bangistan



**Cast:** Ritesh Deshmukh, Pulkit Samrat  
**Director:** Karan Anshuman  
**Banner :** A A Films

31 JULY' 15

## Pixels



**Cast:** Adam Sandler, Kevin James, Michelle Monaghan  
**Director:** Chris Columbus  
**Banner:** Sony

31 JULY' 15

## Fantastic Four



**Cast:** Kate Mara, Miles Teller, Jamie Bell  
**Director:** Josh Trank

07 AUG' 15

## M I : Rogue Nation



**Cast:** Tom Cruise, Jeremy Renner  
**Director:** Christopher McQuarrie  
**Banner :** Paramount

07 AUG' 15



# Content Pipeline

## Calendar Girls



**Cast:** Akanksha Puri, Avani Modi, Kyra Dutt, Ruhi Singh  
**Director:** Madhur Bhandarkar  
**Banner :** Bhandarkar Entertainment

07 AUG' 15

## Brothers



**Cast:** Akshay Kumar, Siddharth Malhotra, Jacqueline Fernandez  
**Director:** Karan Malhotra  
**Banner :** Dharma Productions

14 AUG' 15

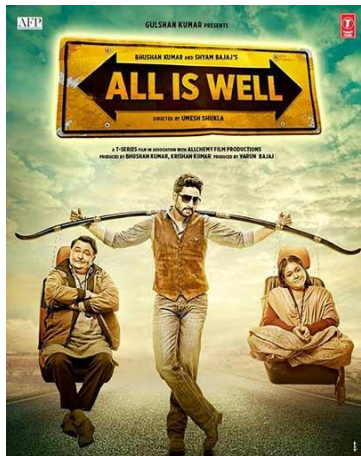
## The Man From U.N.C.L.E.



**Cast:** Henry Cavill, Armie Hammer, Alicia Vikander  
**Director:** Guy Ritchie  
**Banner:** Warner Bros

14 AUG' 15

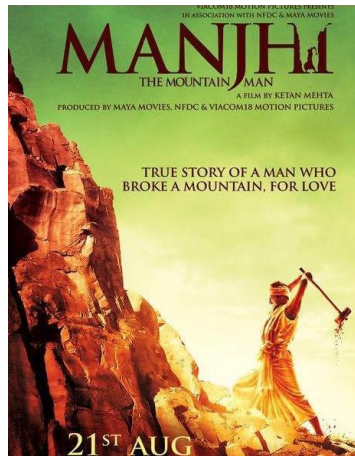
## All Is Well



**Cast:** Abhishek Bachchan, Asin, Rishi Kapoor  
**Director:** Umesh Shukla

21 AUG' 15

## Manjhi



**Cast:** Nawazuddin Siddiqui, Radhika Apte  
**Director:** Ketan Mehta  
**Banner :** Maya Movies & Viacom 18

21 AUG' 15

## Phantom



**Cast:** Saif Ali Khan, Katrina Kaif  
**Director:** Kabir Khan  
**Banner:** Disney

28 AUG' 15

# Content Pipeline

## Welcome Back



**Cast:** Nana Patekar, Anil Kapoor, John Abraham, Shruti Haasan, Paresh Rawal  
**Director:** Anees Bazmee  
**Banner :** Eros International

04 SEP' 15

## Transporter Refueled



**Cast:** ED Skrein  
**Director:** Camille Delamare

04 SEP' 15

## Hitman: Agent 47



**Cast:** Rupert Friend, Zachary Quinto, Thomas Kretschmann  
**Director:** Aleksander Bach  
**Banner:** 20<sup>th</sup> Century Fox

04 SEP' 15

## Hero (Remake)



**Cast:** Athiya Shetty, Suraj Pancholi  
**Director:** Nikhil Advani  
**Banner:** SKF

11 SEP' 15

## Kya Kool Hain Hum 3



**Cast:** Tusshar Kapoor, Aftab Shivdasani  
**Director:** Umesh Ghadge  
**Banner:** Balaji

11 SEP' 15

## Katti Batti



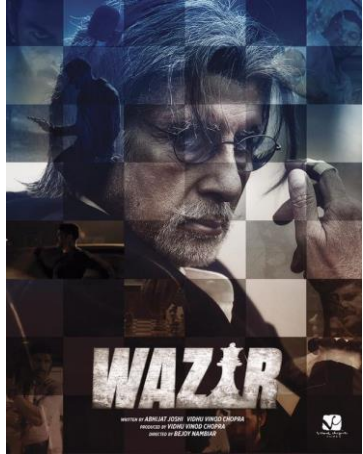
**Cast:** Kangana Ranaut, Imran Khan  
**Director:** Nikhil Advani  
**Banner:** UTV Motion Pictures

18 SEP' 15



# Content Pipeline

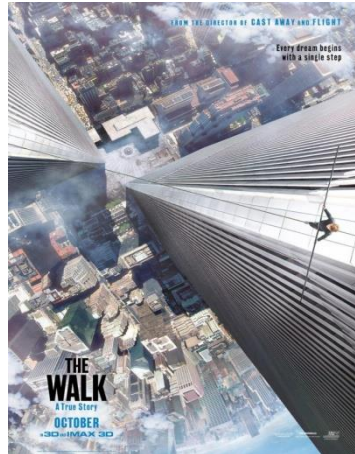
## Wazir



**Cast:** Farhan Akhtar, Amitabh Bachchan  
**Director:** Bejoy Nambiar

02 OCT' 15

## The Walk



**Cast:** Joseph Gordon-Lewitt  
**Director:** Robert Zemeckis

09 OCT' 15

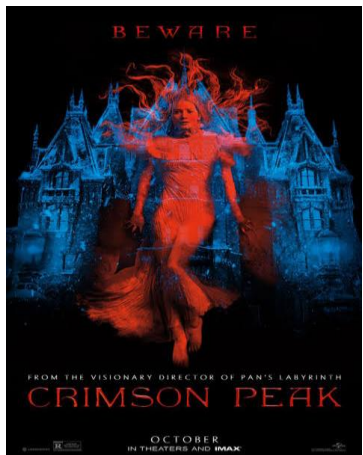
## Jazba



**Cast:** Aishwarya Rai, Irrfan Khan  
**Director:** Sanjay F Gupta

09 OCT' 15

## Crimson Peak



**Cast:** Jessica Chastain, Tom Hiddleston, Mia Wasikowska  
**Director:** Guillermo Del Toro

16 OCT' 15

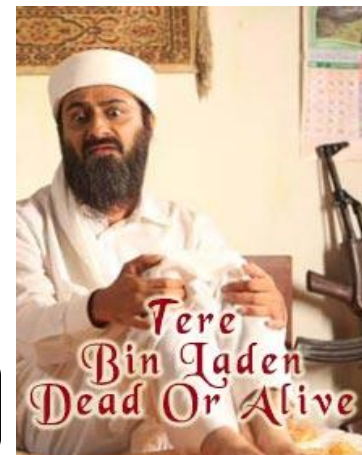
## Shaandaar



**Cast:** Alia Bhatt, Shahid Kapoor  
**Director:** Vikas Bahl  
**Banner:** Phantom Films

23 OCT' 15

## Tere Bin Laden : Dead Or Alive



**Cast:** Manish Paul, Sikander Kher, Pradhuman Singh  
**Director:** Abhishek Sharma

30 OCT' 15

For any further information and queries please feel free to contact:

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