

PVR
CINEMAS

— CELEBRATING —



YEARS OF ENTERTAINMENT

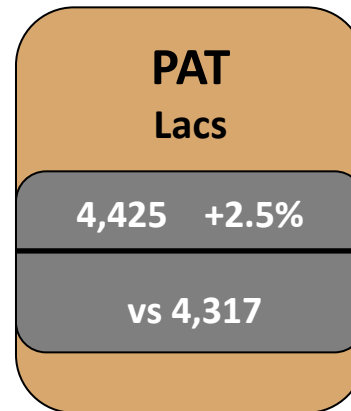
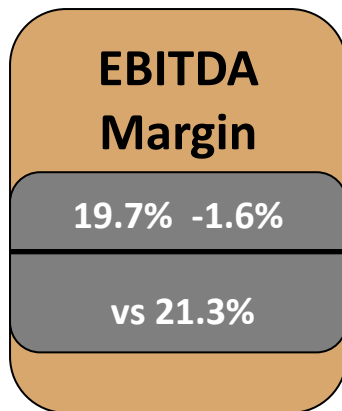
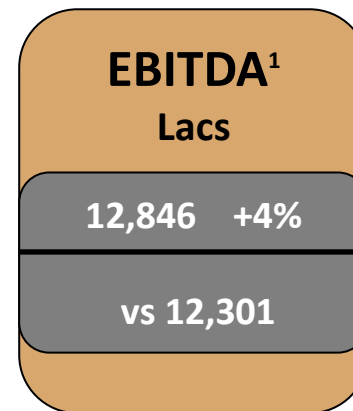
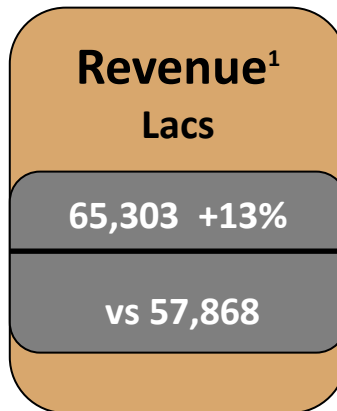
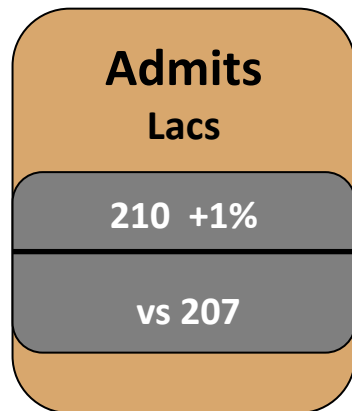
INVESTOR UPDATE

Q1, FY 2017-2018

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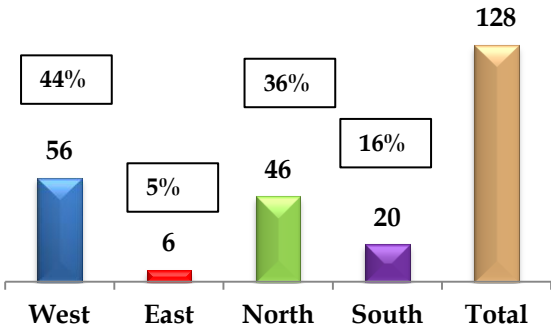
Key numbers – Q1, FY 17-18 vs Q1, FY 16-17



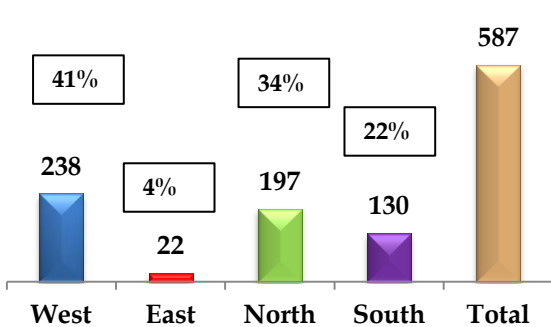
[1] Revenue and EBITDA include other income

Screen Portfolio – As on Date

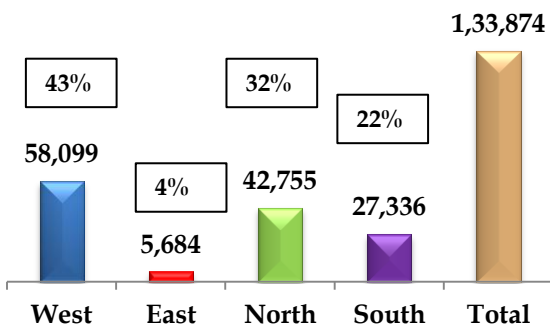
Properties



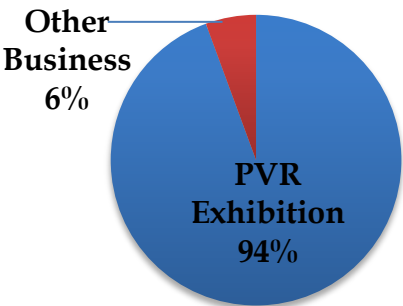
Screens



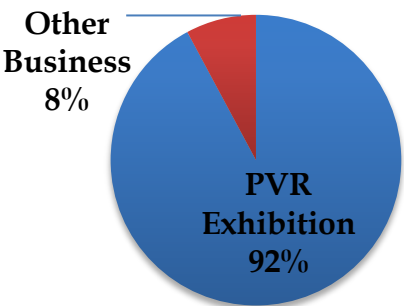
Seats



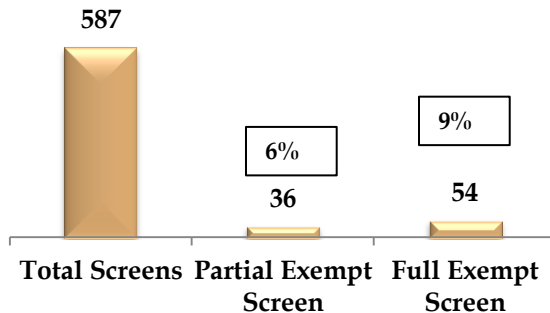
Revenue Distribution



EBITDA Distribution



E Tax Exempt Screens



Consolidated Results

Particulars (Rs Lacs)	Q1, FY17-18	Q1, FY16-17	Growth
Income	65,067	57,234	14%
Expenses	52,457	45,567	15%
Operating Profit	12,610	11,667	8%
Operating Profit Margin	19.4%	20.4%	-1.0%
Other Income	236	634	-63%
EBITDA	12,846	12,301	4%
EBITDA Margin	19.7%	21.3%	-1.6%
Depreciation	3,760	3,309	14%
EBIT	9,086	8,992	1%
Finance Cost	2,083	1,926	8%
PBT before Exceptional item	7,003	7,066	-1%
Exceptional Item	-	(258)	-
PBT after Exceptional item	7,003	6,808	3%
Tax	2,578	2,491	3%
PAT	4,425	4,317	3%

Standalone (Exhibition) Results

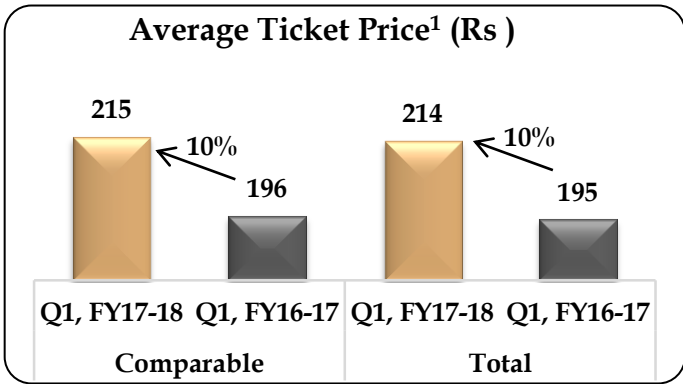
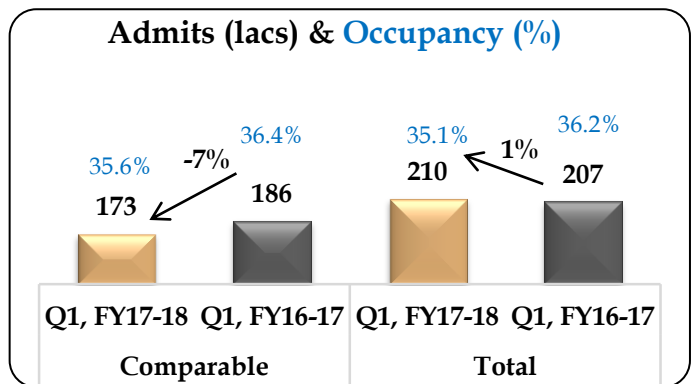
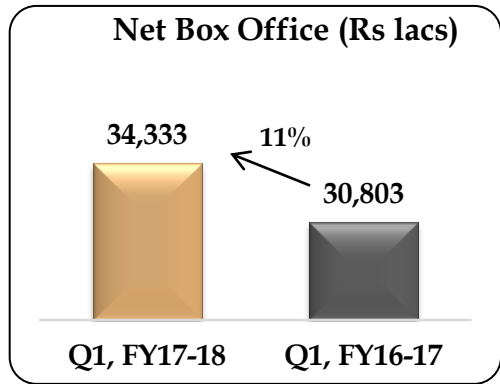
Particulars (Rs Lacs)	Q1, FY17-18	Q1, FY16-17	Growth
Income	61,383	53,853	14%
Expenses	49,800	42,557	17%
Operating Profit	11,583	11,296	3%
Operating Profit Margin	18.9%	21.0%	-2.1%
Other Income	254	619	-59%
EBITDA	11,837	11,915	-1%
EBITDA Margin	19.2%	21.9%	-2.7%
Depreciation	3,268	2,841	15%
EBIT	8,569	9,074	-6%
Finance Cost	2,067	1,911	8%
PBT before Exceptional item	6,502	7,163	-9%
Exceptional Item	-	(258)	-
PBT after Exceptional item	6,502	6,905	-6%
Tax	2,390	2,438	-2%
PAT	4,112	4,467	-8%

Location	128	120	7%
Screens	587	551	7%
Seats	1,33,874	1,26,577	6%
Footfalls (Lacs)	210	207	1%
Occupancy %	35.1%	36.2%	-1.1%
ATP (Rs)	214	195	10%
SPH (Rs)	87	79	10%
Sponsorship Income (Rs Lacs)	6,742	5,151	31%

Revenue Analysis

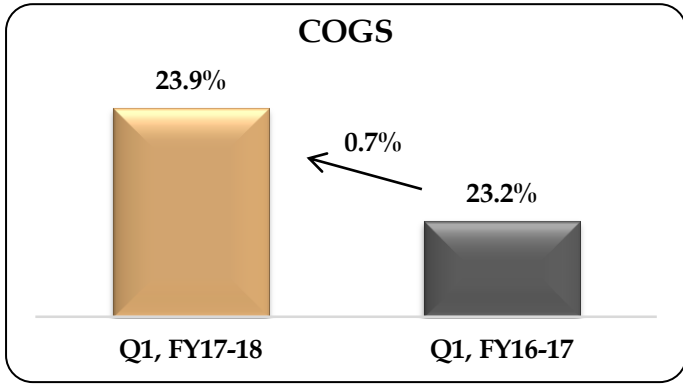
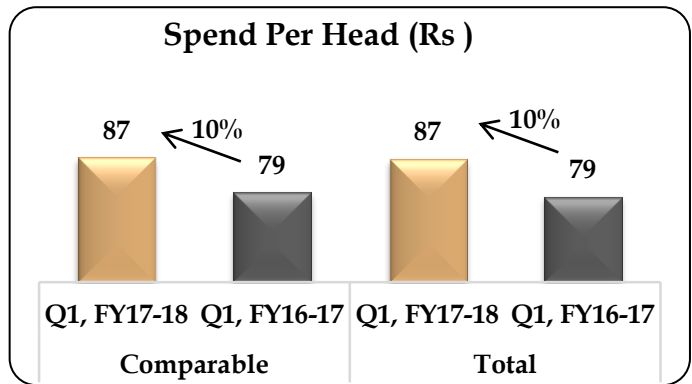
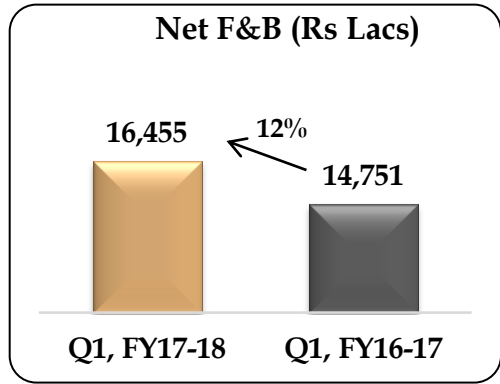
Particulars (Rs Lacs)	Q1, FY17-18		Q1, FY16-17		Growth	
	Comp	Total	Comp	Total	Comp	Total
Net Box Office	28,280	34,333	27,799	30,803	2%	11%
Food & Beverages	13,640	16,455	13,423	14,751	2%	12%
Advertising	5,616	6,742	4,670	5,151	20%	31%
Convenience Income	1,342	1,620	1,445	1,578	-7%	3%
Other Operating Income	2,106	2,233	1,532	1,570	37%	42%
Total	50,984	61,383	48,870	53,853	4%	14%

Box Office – Q1, FY17-18 vs Q1, FY 16-17



Film Hire as a percentage of Net Box office is 41.9% in Q1, FY 17-18 as against 41.1% in Q1, FY 16-17 ²

Food & Beverages – Q1, FY17-18 vs Q1, FY 16-17



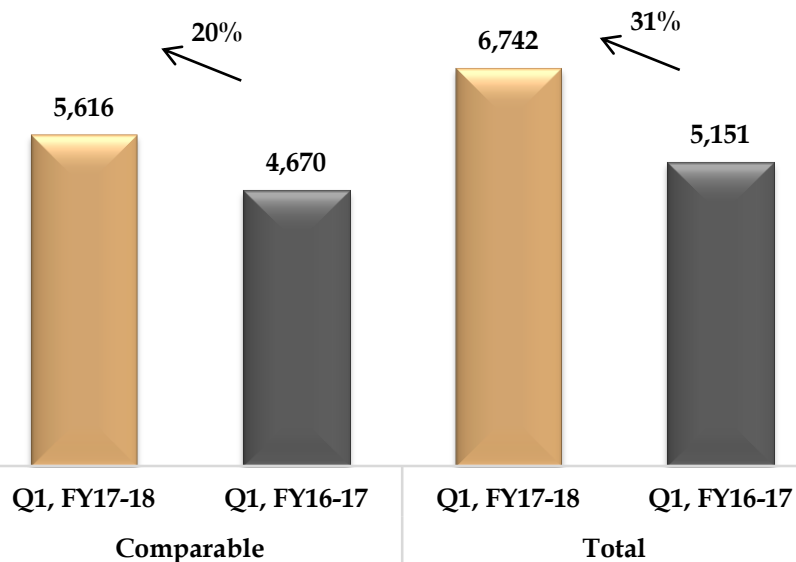
[1] ATP includes 3D Glasses upcharge

[2] Entertainment Tax Exemption shown in other operating revenues added back to reported Net Box Office Collection for calculating Film Hire %

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Sponsorship Income

Sponsorship Income (Rs Lacs)



Expenditure Analysis

Particulars (Rs Lacs)	Q1, FY17-18		Q1, FY16-17		Growth	
	Comp	Total	Comp	Total	Comp	Total
Personnel Expenses	5,660	6,390	4,736	5,073	20%	26%
Rent	8,679	10,552	7,996	9,029	9%	17%
Repair & Maintenance	2,042	2,444	1,709	1,920	19%	27%
CAM & Electricity	5,747	7,182	5,422	6,134	6%	17%
Other Expenses	3,882	4,346	3,586	3,934	8%	10%
Total	26,010	30,914	23,449	26,090	11%	18%

Personnel Expenses

- ❑ On account of minimum wages hike of 35% in Delhi & Karnataka, increments, annual incentives & new additions to sales/revenue team

Rent

- ❑ Escalation on some key properties falling due in current financial year [Rent expense normally increase by 15% after every block of 3 years]

Repair & Maintenance

- ❑ Increase in Digital IT & Housekeeping expenses

Properties Openings

S. No	Cinemas	Screens	Opening Date
1	PVR Galada Mall, Chennai	5	20-Jun-17
2	PVR Cinemall, Kota	3	30-Jun-17
3	PVR Pavilion Mall, (ICC) Pune	6	Q2, FY 17-18
4	PVR Garuda Mall, Mysore	4	Q2, FY 17-18
5	PVR Chanakya, Delhi	3	Q2, FY 17-18
6	PVR Panjagutta, Hyderabad	8	Q2, FY 17-18
7	PVR Kumar Pacific Mall, Pune	4	Q3, FY 17-18
8	PVR Hi-Tech City, Hyderabad	5	Q3, FY 17-18
9	PVR Prestige, Mysore	6	Q3, FY 17-18
10	PVR K3C Mall, Karnal	3	Q4, FY 17-18
11	PVR KC Central, Jammu	2	Q4, FY 17-18
12	PVR Vega Mall, Bangalore	12	Q4, FY 17-18
13	PVR Red Hills, Chennai	5	Q4, FY 17-18
14	PVR VVIP Mall, Ghaziabad	3	Q4, FY 17-18
Total		69	

PVR Grand Galada Centre Mall, Chennai
20th June, 2017



PVR Cinemall, Kota
30th June, 2017



65% of new screens additions is in lucrative South Indian Market

Content Pipeline

July'17 & Aug'17- Content Pipeline

Mubarakan

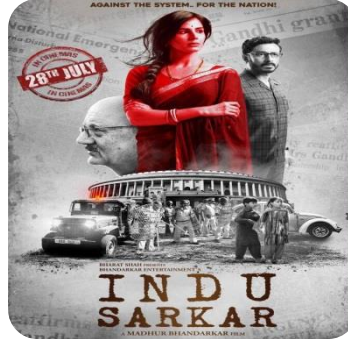


Cast: Anil Kapoor,
Arjun Kapoor,
Ileana D'Cruz

Director: Anees
Bazmee

28 July' 17

Indu Sarkar



Cast: Kirti Kulhari,
Neil Nitin Mukesh,
Anupam Kher

Director: Madhur
Bhandarkar

28 July' 17

Valerian (3D)

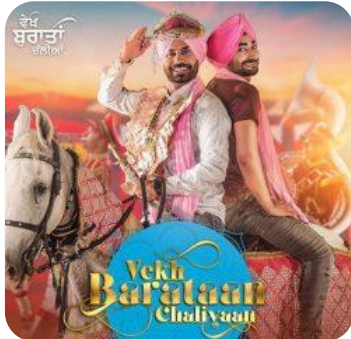


Cast: Dane DeHaan,
Cara Delevingne,
Clive Owen

Director: Luc
Besson

28 July' 17

Vekh Baratan Chaliya (Punjabi)



Cast: Binnu Dhillon,
Amrinder Gill,
Jaswinder Bhalla

Director: Kshitiij
Chaudhary

28 July' 17

Velaiilla Pattadhari 2 (Tamil)



Cast: Dhanush,
Kajol, Amala Paul

Director: Soundarya
Rajnikanth

4 Aug' 17

Jab Harry Met Sejal



Cast: Shah Rukh
Khan, Anushka
Sharma, Sayani
Gupta

Director: Imtiaz Ali

4 Aug' 17

Aug'17- Content Pipeline...Contd

Toilet-Ek Prem Katha



Cast: Akshay Kumar, Bhumi Pednekar

Director: Neeraj Pandey

11 Aug' 17

The Emoji Movie (3D / 4Dx)



Cast: TJ.Miller, Patrick Stewart

Director: Tony Leondis

11 Aug' 17

Atomic Blonde (Imax)



Cast: Sofia Bountella, Charlize Theron

Director: David Leitch

11 Aug' 17

Vivegam (Tamil)



Cast: Ajithkumar, Vivek Oberoi, Kajal Aggarwal, Akshara Hassan

Director: Siva

11 Aug' 17

Lie (Telugu)



Cast: Nithin, Megha Akash, Arjun Sarja, Sri Ram

Director: Hanu Raghavapudi

11 Aug' 17

Haseena Parkar



Cast: Shraddha Kapoor, Siddhant Kapoor

Director: Apoorva Lakhia

18 Aug' 17

Aug'17- Content Pipeline...Contd

Bareilly Ki Barfi

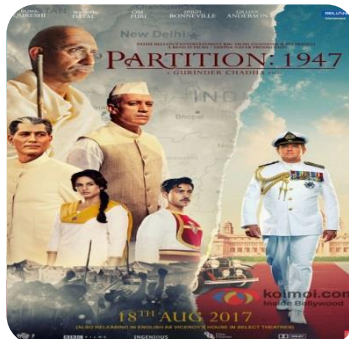


Cast: Ayushmann Khurrana, Kriti Sanon, Rajkummar Rao

Director: Ashwiny Iyer Tiwari

18 Aug' 17

Partition:1947



Cast: Huma Qureshi, Manish Dayal, Om Puri

Director: Gurinder Chadha

18 Aug' 17

Annabelle 2



Cast: Miranda Otto, Stephanie Sigman

Director: David F. Sandberg

18 Aug' 17

The Dark Tower (4Dx)



Cast: Kathryn Winnick, Matthew McConaughey

Director: Nikolaj Arcel

18 Aug' 17

A Gentleman-Sundar, Susheel Risky



Cast: Sidharth Malhotra, Jacqueline Fernandez

Director: Raj Nidimoru/ Krishna Dk

25 Aug' 17

Sniff!!!



Cast: Baby Sunny Gill, Surekha Sikri

Director: Amol Gupte

25 Aug' 17

Aug'17 & Sep'17- Content Pipeline...Contd

Babumoshai Bندوقbaaz



Cast: Nawazuddin Siddiqui, Bidita Bag

Director: Kushan Nandy

25 Aug' 17

The Hitman's Bodyguard

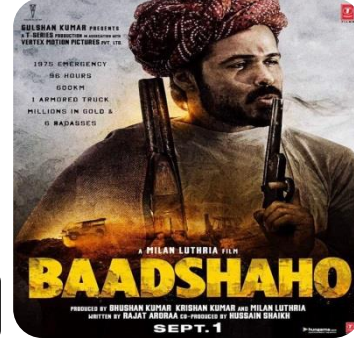


Cast: Ryan Reynolds, Samuel L. Jackson, Elodie Yung

Director: Patrick Hughes

25 Aug' 17

Baadshaho



Cast: Ajay Devgn, Emraan Hashmi

Director: Milan Luthria

1 Sep' 17

Shubh Mangal Saavdhan



Cast: Ayushmann Khurrana, Bhumi Pednekar

Director: RS Prasanna

1 Sep' 17

Renegades



Cast: Ewen Bremner, J.K. Simmons, Dimitri Leonidas

Director: Steven Quale

1 Sep' 17

Poster Boys



Cast: Sunny Deol, Bobby Deol, Shreyas Talpade

Director: Shreyas Talpade

8 Sep' 17

Sep'17- Content Pipeline...Contd

Kaalakaandi



Cast: Shenaz Treasury, Saif Ali Khan, Amyra Dastur

Director: Akshat Verma

8 Sep' 17

American Made

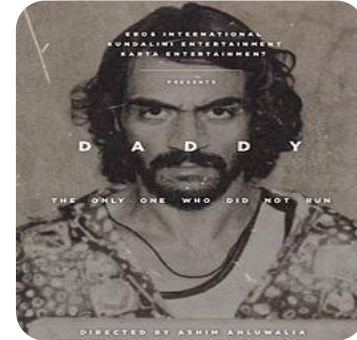


Cast: Lola Kirke, Domhnall Gleeson, Tome Cruise

Director: Doug Liman

8 Sep' 17

Daddy



Cast: Arjun Rampal

Director: Ashim Ahluwalia

8 Sep' 17

IT



Cast: Bill Skarsgård, Jaeden Lieberher, Finn Wolfhard

Director: Andrés Muschietti

8 Sep' 17

Simran



Cast: Kangana Ranaut, Catherine Dyer, Maiya Boyd

Director: Hansal Mehta

15 Sep' 17

Lucknow Central



Cast: Farhan Akhtar, Deepak Dobriyal, Ronit Roy

Director: Ranjit Tiwari

15 Sep' 17

Sep'17- Content Pipeline...Contd

Jai Lava Kusa (Telugu)

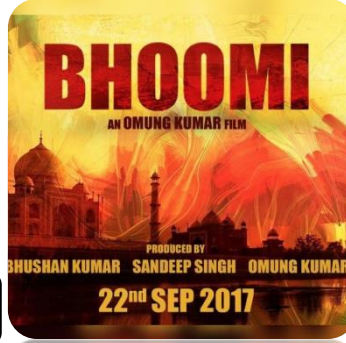


Cast: Junior N.T.R.,
Rashi Khanna,
Nivetha Thomas

Director: K.S
Ravindra

21 Sep' 17

Bhoomi



Cast: Sanjay Dutt,
Aditi Rao Hydari,
Sharad Kelkar

Director: Omung
Kumar

22 Sep' 17

Lego Ninjago (3D)



Cast: Olivia Munn,
Justin Theroux,
Dave Franco

Director: Charlie
Bean, Paul Fisher

22 Sep' 17

Kingsman The Golden Circle (Imax)



Cast: Taron Egerton,
Channing Tatum,
Jeff Bridges

Director: Matthew
Vaughn

22 Sep' 17

Nikka Jaildaar 2 (Punjabi)



Cast: Ammy Virk,
Sonam Bajwa,
Karamjit Anmol

Director: Simerjit
Singh

22 Sep' 17

Spyder (Telugu)



Cast: Mahesh Babu

Director: A R
Murugadoss

29 Sep' 17

Sep'17 & Oct'17- Content Pipeline...Contd

Judwaa 2



Cast: Varun Dhawan, Jacqueline Fernandez, Taapsee Pannu

Director: David Dhawan

29 Sep' 17

Velaikaran (Tamil)



Cast: Sivakarthikeyan, Nayanthara, Fahadh Faasil, Sneha, Prakash Raj

Director: Mohan Raja

29 Sep' 17

Blade Runner 2049 (3D / Imax)



Cast: Harrison Ford, Ryan Gosling, Ana de Armas

Director: Denis Villeneuve

6 Oct' 17

Yaara



Cast: Shruti Haasan, Vidyut Jamwal, Tigimanshu Dhulia

Director: Tigimanshu Dhulia

6 Oct' 17

Chef



Cast: Saif Ali Khan, Padmapriya, Dhanish Karthik

Director: Raja Menon

6 Oct' 17

Mother



Cast: Jennifer Lawrence, Javier Bardem, Ed Harris

Director: Darren Aronofsky

13 Oct' 17

Oct'17- Content Pipeline ...Contd

Secret Superstar

Cast: Zaira Wasim,
Meher Vij, Raj Arjun

Director: Advait
Chandan

20 Oct' 17

The Mountain Between Us

Cast: Kate Winslet,
Idris Elba

Director: Hany
Abu-Assad

20 Oct' 17

Golmaal Again

Cast: Ajay Devgn,
Kriti Sanon, Tabu

Director: Rohit
Shetty

20 Oct' 17

The Snowman

Cast: Rebecca
Ferguson, Michael
Fassbender, Chloë
Sevigny

Director: Tomas
Alfredson

27 Oct' 17

Geostorm (3D/Imax)

Cast: Katheryn
Winnick, Gerard
Butler, Abbie
Cornish

Director: Dean
Devlin

27 Oct' 17

Thank You