



PVR
CINEMAS

INVESTOR UPDATE Q4 & 12 Months, FY 2016-2017



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Key numbers – Q4, FY 16-17 vs Q4, FY 15-16

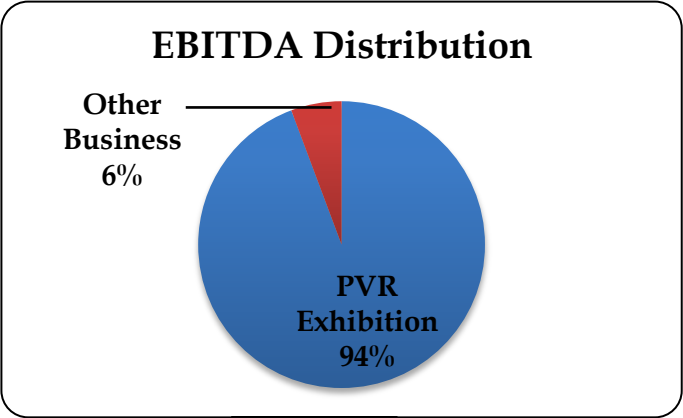
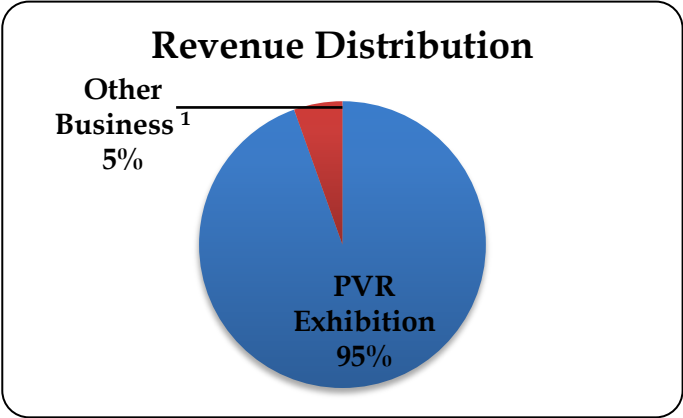
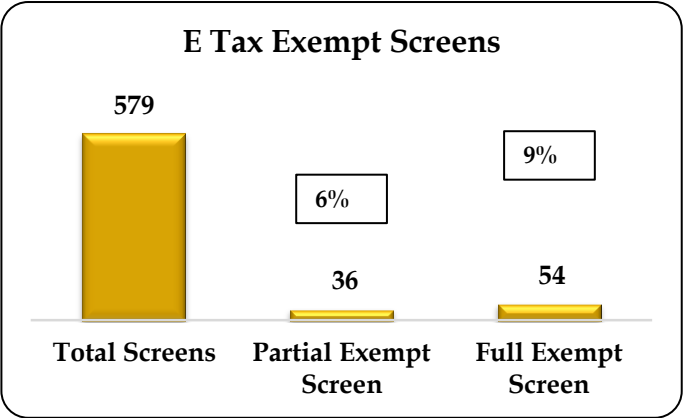
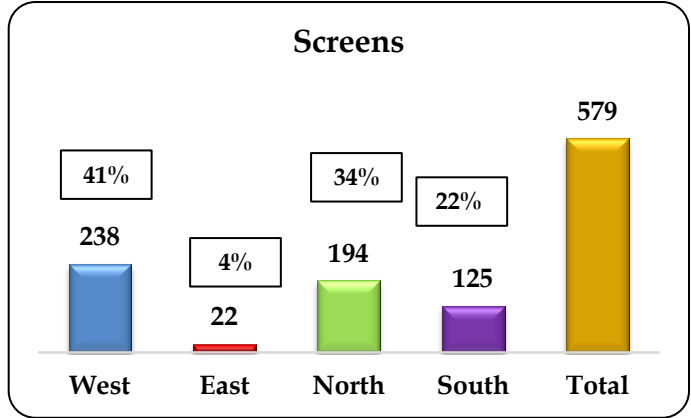
Admits Lacs	Revenue ¹ Lacs	EBITDA ¹ Lacs	EBITDA Margin	PAT Lacs
182 +18%	49,968 +18%	6,384 +22%	12.8% +0.5%	1 +100%
vs. 153	vs. 42,407	vs. 5,234	vs. 12.3%	vs. (626)

Key numbers – 12M, FY 16-17 vs 12M, FY 15-16

Admits Lacs	Revenue ¹ Lacs	EBITDA ¹ Lacs	EBITDA Margin	PAT Lacs
752 +8%	2,18,168 +14%	37,587 +6%	17.2% -1.4%	9,584 -3%
vs. 696	vs. 1,91,304	vs. 35,592	vs. 18.6%	vs. 9,862

[1] Revenue and EBITDA include other income

Screen Portfolio – As on Date



[1] Other Business includes PVR Pictures (Distribution), PVR Bluo (Bowling) & Zea Maize (Gourmet Popcorn)

Consolidated Results – Q4 & 12M, FY16-17

Particulars (Rs Lacs)	Q4, FY16-17	Q4, FY15-16	Growth	FY16-17	FY15-16	Growth
Operating Income	49,415	41,499	19%	2,16,282	1,88,114	15%
Expenses	43,584	37,173	17%	1,80,581	1,55,712	16%
Operating Profit	5,831	4,326	35%	35,701	32,402	10%
Operating Profit Margin	11.8%	10.4%	1.4%	16.5%	17.2%	-0.7%
Other Income	553	908	-39%	1,886	3,190	-41%
EBITDA	6,384	5,234	22%	37,587	35,592	6%
EBITDA Margin	12.8%	12.3%	0.5%	17.2%	18.6%	-1.4%
Depreciation	3,628	3,335	9%	13,838	11,511	20%
EBIT	2,756	1,899	45%	23,749	24,081	-1%
Finance Cost	2,156	2,229	-3%	8,058	8,395	-4%
PBT before Exceptional item	600	(330)	282%	15,691	15,686	0.03%
Exceptional Item	(150) ¹	(529)	72%	(407)	(1,156)	65%
PBT after Exceptional item	450	(859)	152%	15,284	14,530	5%
Tax	449	(233)	293%	5,700	4,668	22%
PAT	1	(626)	100%	9,584	9,862	-3%

[1] Exceptional items in financial results includes write-off of assets related to a property

Standalone (Exhibition) Results – Q4 & 12M, FY16-17

Particulars (Rs Lacs)	Q4, FY16-17	Q4, FY15-16	Growth	FY16-17	FY15-16	Growth
Operating Income	47,779	38,296	25%	2,04,361	1,75,150	17%
Expense	42,404	34,573	23%	1,70,774	1,44,653	18%
Operating Profit	5,375	3,723	44.4%	33,587	30,497	10%
Operating Profit Margin	11.3%	9.7%	1.6%	16.4%	17.4%	-1%
Other Income	522	835	-37%	1,858	3,006	-38%
EBITDA	5,897	4,558	29.4%	35,445	33,503	6%
EBITDA Margin	12.2%	11.6%	0.6%	17.2%	18.8%	-1.6%
Depreciation	3,232	2,794	16%	12,239	9,851	24%
EBIT	2,665	1,764	51%	23,206	23,652	-2%
Finance Cost	2,140	2,210	-3%	7,997	8,336	-4%
PBT before Exceptional item	525	(446)	218%	15,209	15,316	-0.7%
Exceptional Item	(150) ¹	(537)	72%	(495)	(1,109)	55%
PBT after Exceptional item	375	(983)	138%	14,714	14,207	4%
Tax	363	(358)	201%	5,422	4,856	12%
PAT	12	(625)	102%	9,292	9,351	-0.6%

Locations	126	112	13%	126	112	13%
Screens	579	516	12%	579	516	12%
Seats	1,32,026	1,18,124	12%	1,32,026	1,18,124	12%
Footfalls (Lacs)	182	153	18%	752	696	8%
Occupancy %	31.7%	28.5%	3.2%	32.9%	34.3%	-1.4%
ATP (Rs) ²	190	182	4%	196	188	4%
SPH (Rs)	78	73	7%	81	72	12%
Sponsorship Income (Rs Lacs)	5,274	4,545	16%	24,502	20,653	19%

[1] Exceptional items in financial results includes write-off of assets related to a property

[2] ATP includes 3D Glasses upcharge

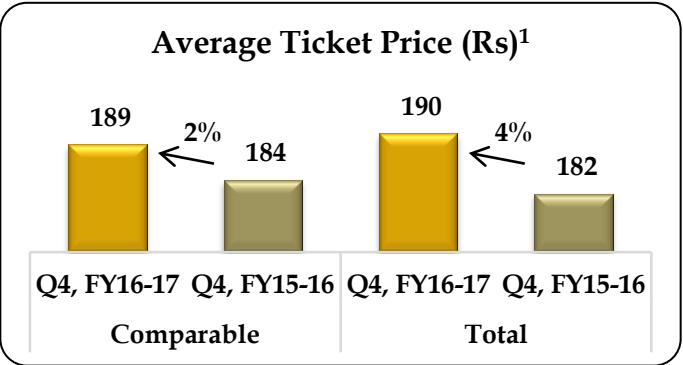
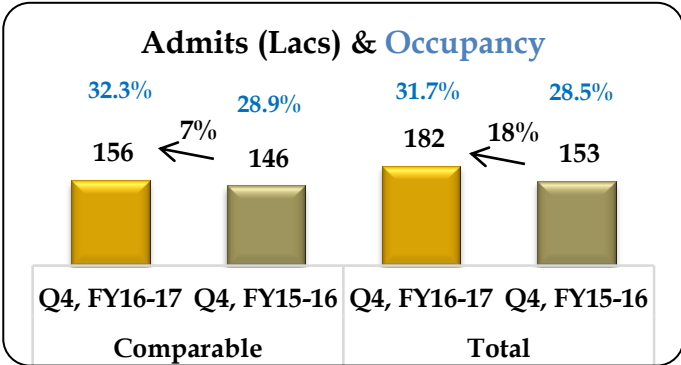
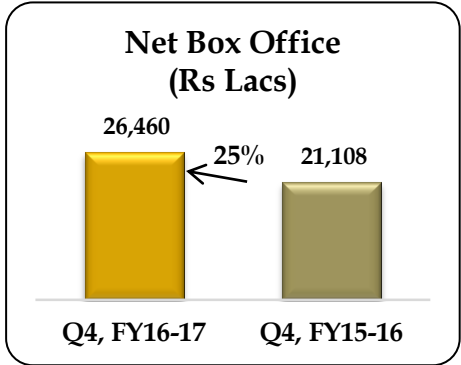
Operating Income Analysis – Q4, FY16-17

Particulars (Rs Lacs)	Q4, FY16-17		Q4, FY15-16		Growth %	
	Comp	Total	Comp	Total	Comp	Total
Net Box Office	22,239	26,460	20,171	21,108	10%	25%
Food & Beverages	10,910	12,849	9,918	10,370	10%	24%
Sponsorship Revenues	4,588	5,274	4,370	4,545	5%	16%
Convenience Income	1,272	1,473	845	893	51%	65%
Other Operating Revenues	1,669	1,722	1,361	1,381	23%	25%
Total Revenues	40,678	47,779	36,665	38,296	11%	25%

Operating Income Analysis –12M, FY16-17

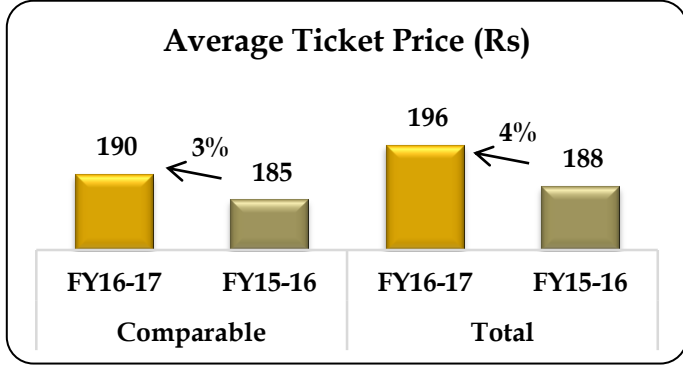
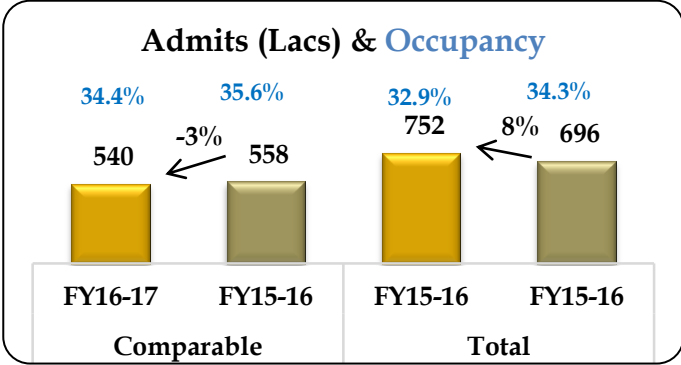
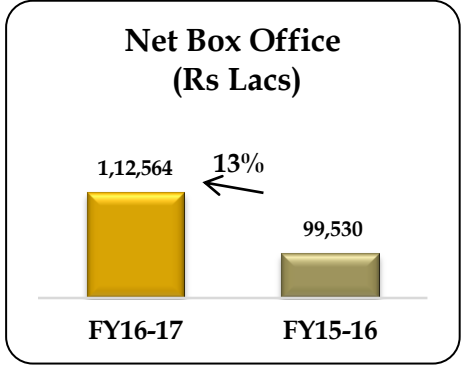
Particulars (Rs Lacs)	12M, FY16-17		12M, FY15-16		Growth %	
	Comp	Total	Comp	Total	Comp	Total
Net Box Office	77,560	1,12,564	78,941	99,530	-2%	13%
Food & Beverages	38,136	55,054	37,090	46,666	3%	18%
Sponsorship Revenues	16,772	24,502	16,002	20,653	5%	19%
Convenience Income	4,134	5,815	2,688	3,329	54%	75%
Other Operating Revenues	5,965	6,426	4,691	4,972	27%	29%
Total Revenues	1,42,567	2,04,361	1,39,412	1,75,150	2%	17%

Box Office – Q4, FY16-17 vs Q4, FY 15-16



Film Hire as a percentage of Net Box office is 42.4% in 12M, FY 16-17 same as last year ²

Box Office – 12M, FY16-17 vs 12M, FY 15-16



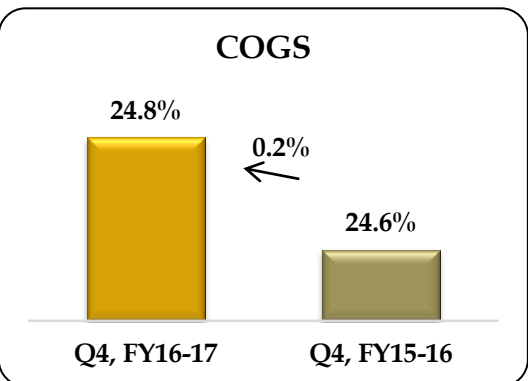
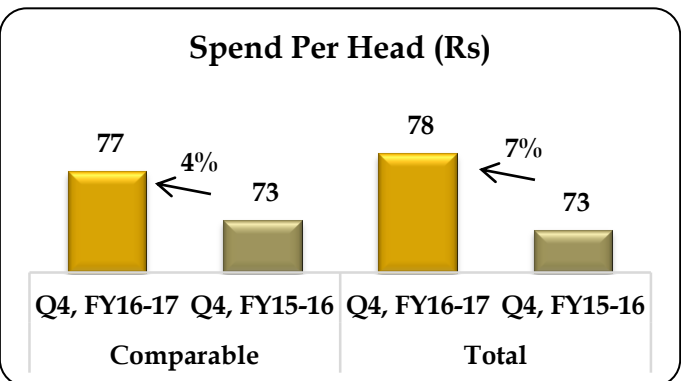
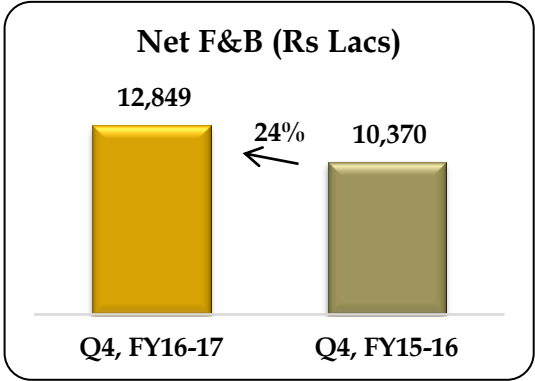
[1] ATP includes 3D Glasses upcharge
[2] Entertainment Tax Exemption shown in other operating revenues added back to reported Net Box Office Collection for calculating Film Hire %

PVR VR LOUNGE : A NEW DIMENSION IN ENTERTAINMENT

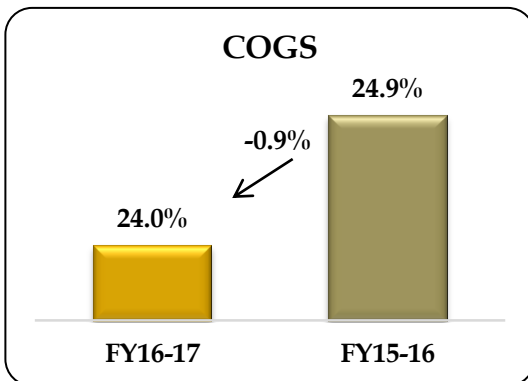
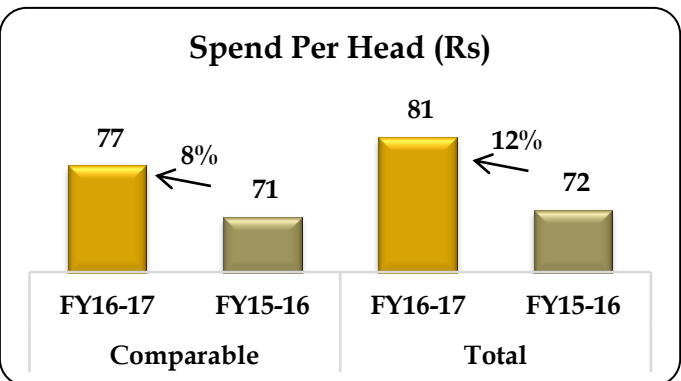
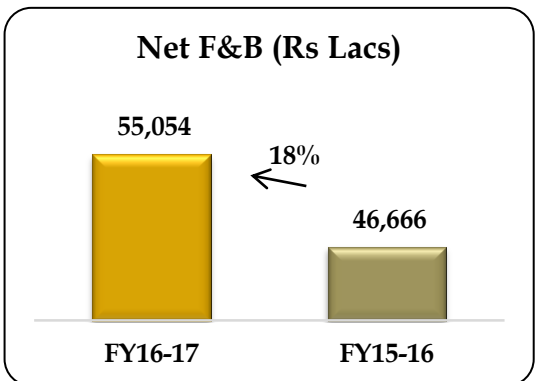
- ❑ With VR Lounge (Asia's First), PVR offers its patrons a whole new dimension of entertainment through Virtual Reality
- ❑ Allowing patrons to immerse themselves in an interactive experience with ground-breaking technology that delivers unparalleled thrills from a parallel world
- ❑ VR Lounge boasts of a whole new library of fascinating & adventurous immersive and interactive content curated from various different genres such as drama, fiction, sci-fi, horror, action etc.



Food & Beverages – Q4, FY16-17 vs Q4, FY 15-16

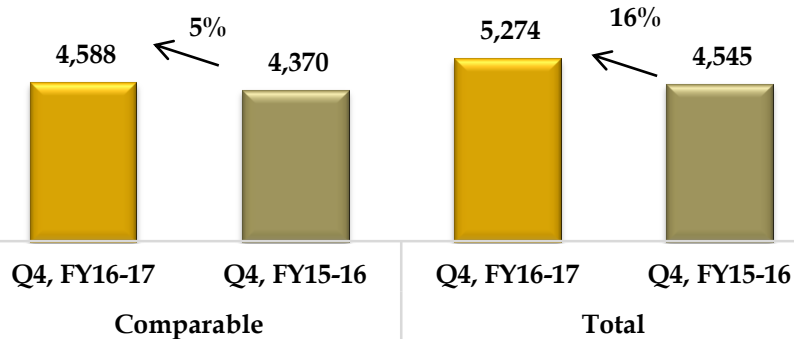


Food & Beverages – 12M, FY16-17 vs 12M, FY 15-16

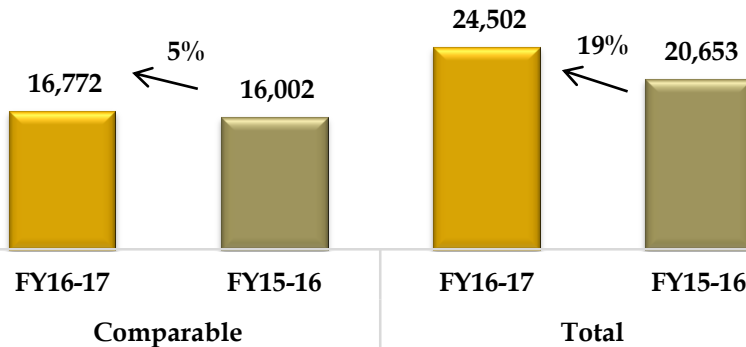


Sponsorship Revenues – Q4 & 12M, FY16-17

Q4 (Rs Lacs)



12M (Rs Lacs)



Expenditure Analysis – Q4, FY16-17

Particulars (Rs Lacs)	Q4, FY16-17		Q4, FY15-16		Growth %	
	Comp	Total	Comp	Total	Comp	Total
Personnel Expenses	4,367	4,996	4,335	4,548	1%	10%
Rent	8,394	9,752	7,498	7,846	12%	24%
Repair & Maintenance	2,124	2,521	2,032	2,157	5%	17%
CAM & Electricity	4,619	5,663	4,538	4,783	2%	18%
Other Expenses	4,425	4,836	3,003	3,343	47%	45%
Total Fixed Expenses	23,930	27,768	21,405	22,677	12%	22%

Expenditure Analysis – 12M, FY16-17

Particulars (Rs Lacs)	FY16-17		FY15-16		Growth %	
	Comp	Total	Comp	Total	Comp	Total
Personnel Expenses	15,629	20,522	14,417	16,855	8%	22%
Rent	26,651	37,824	25,187	32,079	6%	18%
Repair & Maintenance	5,999	8,839	5,271	6,825	14%	30%
CAM & Electricity	15,681	24,080	15,139	20,006	4%	20%
Other Expenses	13,646	16,914	11,673	13,910	17%	22%
Total Fixed Expenses	77,606	1,08,179	71,687	89,675	8%	21%

Property Openings in FY 16-17

S. No	Cinemas	Screens	Opening Date
1	PVR Singapore Mall, Lucknow	3	3-May-16
2	PVR Orion Mall ,Panvel	5	24-May-16
3	PVR Xperia Dombivali ,Mumbai	6	05-Aug-16
4	PVR EVA Mall, Vadodara	5	09-Dec-16
5	PVR GSRTC ,Ahmedabad	7	25-Jan-17
6	PVR Parsvnath Mall , Moradabad	3	4-Mar-17
7	PVR City One Mall Pimpri, Pune	5	31-Mar-17
8	PVR Nucleus Mall, Ranchi	4	31-Mar-17
Total		38	

Singapore Mall, Lucknow
3rd May'16



Orion Mall, Panvel
24th May'16



Xperia Mall, Dombivali
05th Aug'16



EVA Mall, Vadodara
9th Dec'16



Arved GSRTC, Ahmedabad
25th Jan'17



Parsvnath Mall , Moradabad
4th Mar'17



City One Mall, Pimpri
31st Mar'17



Nucleus Mall, Ranchi
31st Mar'17

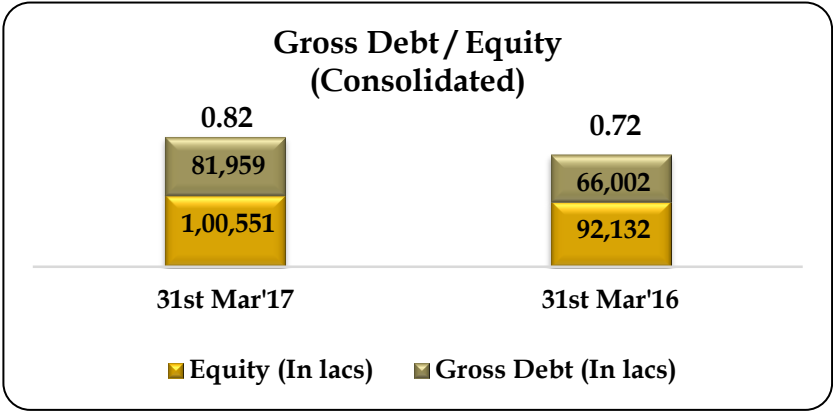


Properties likely to open in FY 17-18

S. No	Cinemas	Screens
1	PVR Pavilion Mall, (ICC) Pune	6
2	PVR Garuda Mall, Mysore	4
3	PVR Galada Mall, Chennai	5
4	PVR Chanakya, Delhi	3
5	PVR Cinemall, Kota	3
6	PVR Panjagutta, Hyderabad	8
7	PVR Kumar Pacific Mall, Pune	4
8	PVR Hi-Tech City, Hyderabad	5
9	PVR Prestige, Mysore	6
10	PVR K3C Mall, Karnal	3
11	PVR KC Central, Jammu	2
12	PVR Vega Mall, Bangalore	12
13	PVR Red Hills, Chennai	5
	Total	66

Balance Sheet

Particulars (Rs Lacs)	31-Mar-17	31-Mar-16
Total Shareholder funds	1,00,551	92,132
Equity share capital	96,500	88,121
Other equity	4,051	4,011
Total Debt	81,959	66,002
Long Term Borrowings	69,450	66,002
Short Term Borrowings	12,509	-
Other Non Current Liabilities	801	672
Total Sources of Funds	1,83,310	1,58,806
Fixed Assets	1,61,426	1,07,557
Financial assets	17,938	20,372
Deferred tax assets (net)	4,326	6,333
Other Non Current Assets	10,840	9,864
Cash & Cash Equivalents	3,351	32,022
Current Assets	24,688	13,574
Less: Current Liabilities	39,259	30,917
Net Current Assets	(14,571)	(17,342)
Total Assets	1,83,310	1,58,806



Particulars (Rs Lacs)	31-Mar-17	31-Mar-16	Change
Total Gross Debt	81,959	66,002	15,957
Cash & Cash Equivalents	3,351	32,022 ¹	(28,670)
Net Debt	78,607	33,980	44,627

Particulars	31-Mar-17	31-Mar-16
Net Debt/EBITDA	2.1	1.0
Net Debt/Equity	0.78	0.37

[1] The Company has raised an equity of Rs 350 crores ahead of DT acquisition which was held in cash as on 31st Mar'16.
Excluding the same Net Debt/EBITDA on Mar'16 was 1.9 and Net Debt/Equity was 0.72

Content Pipeline

June'17 - Content Pipeline...Contd

Hanuman Da' Damdaar



Cast: Salman Khan,
Javed Akhtar,
Raveena Tandon

Director: Ruchi
Narain

2 June' 17

Baywatch

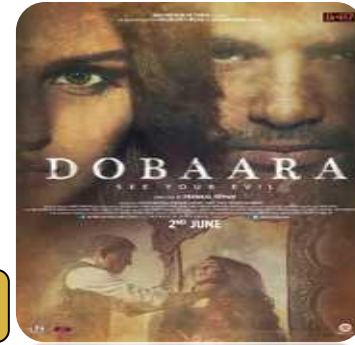


Cast: Dwayne
Johnson, Zac Efron,
Alexandra Daddario

Director: Seth
Gordon

2 June' 17

Dobaara: See Your Evil

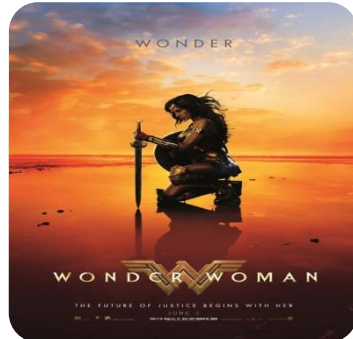


Cast: Lisa Ray,
Huma Qureshi,
Madalina Bellariu
Ion

Director: Prawaal
Raman, Leena
Tandon

2 June' 17

Wonder Women (3D/Imax)



Cast: Gal Gadot,
Chris Pine, Robin
Wright

Director: Patty
Jenkins

2 June' 17

Behen Hogi Teri



Cast: Rajkummar
Rao, Shruti Haasan

Director: Ajay
Pannalal

9 June' 17

The Mummy



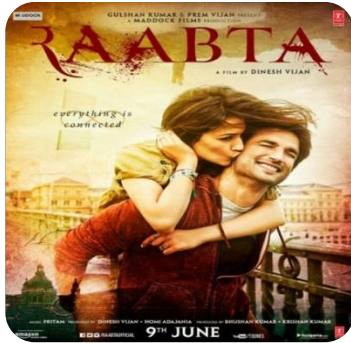
Cast: Tom Cruise,
Sofia Boutella,
Annabelle Wallis

Director: Alex
Kurtzman

9 June' 17

June'17 - Content Pipeline...Contd

Raabta



Cast: Sushant Singh Rajput, Kriti Sanon, Jim Sarbh

Director: Dinesh Vijan

9 June' 17

Super Singh



Cast: Diljit Dosanjh, Sonam Bajwa, Pavan Malhotra

Director: Anurag Singh

9 June' 17

Guest iin London



Cast: Paresh Rawal, Kartik Aaryan, Tanvi Azmi, Kriti Kharbanda

Director: Ashwni Dhira

16 June' 17

Cars 3 (3D)



Cast: Owen Wilson, Cristela Alonzo, Armie Hammer

Director: Brian Fee

16 June' 17

Bank Chor



Cast: Riteish Deshmukh, Vivek Oberoi, Rhea Chakraborty

Director: Bumpy

16 June' 17

Despicable Me 3 (3D)



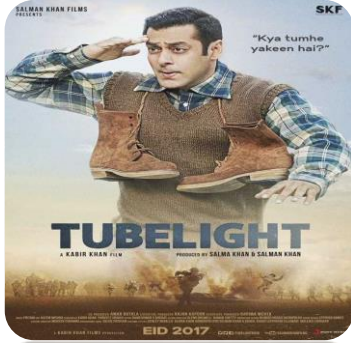
Cast: Jenny Slate, Kristen Wiig, Steve Carell

Director: Kyle Balda, Pierre Coffin

16 June' 17

June'17 & July'17- Content Pipeline...Contd

Tubelight



Cast: Salman Khan, Zhu Zhu, Sohail Khan

Director: Kabir Khan

23 June' 17

Duvvada Jagannadham (Telugu)



Cast: Allu Arjun, Pooja Hegde

Director: Harish Shankar

23 June' 17

Transformers: The Last Knight



Cast: Laura Haddock, Mark Wahlberg, Gemma Chan

Director: Michael Bay

30 June' 17

Baby Driver (4DX)



Cast: Ansel Elgort, Lily James, Jon Hamm

Director: Edgar Wright

30 June' 17

Spider-Man: Homecoming (3D/IMAX/4DX)



Cast: Chris Evans, Robert Downey Jr., Marisa Tomei

Director: Jon Watts

7 July' 17

Mom



Cast: Sridevi, Nawazuddin Siddiqui, Akshaye Khanna

Director: Ravi Udyawar

7 July' 17

July'17- Content Pipeline...Contd

War for the Planet of the Apes (3D/IMAX)

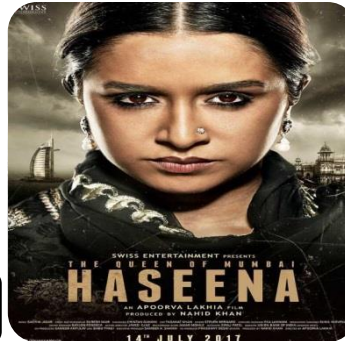


Cast: Woody Harrelson, Judy Greer, Andy Serkis

Director: Matt Reeves

14 July' 17

Haseena



Cast: Ankur Bhatia, Shraddha Kapoor, Rajesh Tailang

Director: Apoorva Lakhia

14 July' 17

Jagga Jasoos



Cast: Katrina Kaif, Ranbir Kapoor, Adah Sharma

Director: Anurag Basu

14 July' 17

Munna Michael



Cast: Tiger Shroff, Nawazuddin Siddiqui, Nidhhi Agerwal

Director: Sabir Khan

21 July' 17

Dunkirk (Imax)



Cast: Tom Hardy, Cillian Murphy, Kenneth Branagh

Director: Christopher Nolan

21 July' 17

Valerian and the City of a Thousand Planets



Cast: Dane DeHaan, Cara Delevingne, Clive Owen

Director: Luc Besson

21 July' 17

July'17- Content Pipeline...Contd

Mubarakan



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

Director: Anees
Bazmee

28 July' 17

Atomic Blonde



Cast: Sofia Boutella,
Bill Skarsgård,
Charlize Theron

Director: David
Leitch

28 July' 17

Velaiilla Pattadhari 2 (Tamil)



Cast: Dhanush,
Kajol, Amala Paul

Director:
Soundarya
Rajnikanth

28 July' 17

Thank You