

Media Release

BSE: 532748  
NSE: PFOCUS

## PRIME FOCUS CONTINUES TO DELIVER PERFORMANCE AHEAD OF PLAN

EBITDA Margin expands 202 bps to 21.4% YoY due to India Integration

Q1 FY18 Consolidated Income at Rs. 5.22bn

Adjusted EBITDA at Rs. 1.12bn – Up 9% YoY,

Operating PBT at Rs. 203mn

Order Book continues to be robust - \$450mn+

Delivered 6 of top 10 Hollywood Box Office hits in 2017(YTD) like *“Wonder Women, Pirates of the Caribbean: Dead Men Tell No Tales and Transformers: The Last Knight”*

Signed *CLEAR™* Services contracts with clients like *Public Broadcasting System, Annapurna Films, ALT Digital, ICC, CBS, and Warner Bros* for

**Mumbai, August 9, 2017:** Prime Focus Limited (PFL), a global leader in media and entertainment services, declared its audited financial results for the quarter ending June 30, 2017. The Company continues to deliver steady profitable growth, with consolidated quarterly revenues at Rs. 5.22bn, adjusted EBITDA up 9% YoY at Rs. 1.12bn on the back of strong progress in India integration.

### Key financial highlights

#### Q1 FY18 (Consolidated Audited Financials)

- Revenue at Rs. 5,220mn compared to Rs. 5,275mn in Q1 FY17
- Creative & Tech/Tech Enabled services contributed 76% & 16% to divisional revenues, respectively
- Adjusted EBITDA\* up 9% at Rs. 1,118mn (Q1 FY17: Rs. 1,023mn), with margin at 21.4% (Q1 FY17: 19.4%), with significant work being delivered on projects from India
- Foreign exchange gain for the period is at Rs. 22mn
- ESOP charge for the quarter of Rs. 115mn
- Finance cost at Rs. 376mn, includes includes non-operating charges of Rs. 85mn on account of amortizations of debt like items
- Operating PBT\*\* at Rs. 203mn and PAT at Rs. 31mn
- Cash Profit (i.e. PAT + Depreciation+ ESOP Charge) at Rs. 791mn, Cash Profit Margin at 15.2%

(Note: \*Adjusted EBITDA before forex & ESOP charge \*\* Operating PBT is before ESOP and non-operating financial charges)

# Prime Focus Ltd

## Key operational highlights for the quarter

### Creative Services

- Movies delivered: *Transformers: The Last Knight*, *Wonder Woman*, *The Mummy*, *Pirates of the Caribbean: Dead Men Tell No Tales* and *King Arthur: Legend of the Sword*, among others
- Launched PFAMES (Prime Focus Academy of Media & Entertainment Studies) for training personnel in India
- Order book at \$250mn+ with projects like, *M:I 6 - Mission Impossible*, *Godzilla Sequel*, *Pacific Rim: Uprising*, *American Assassin*, *Justice League*, *Geostorm*, *Avengers*, etc.

### Tech & Tech Enabled Services

- Signed contracts with Public Broadcasting System (US Government channel), ALT Digital, Indira Gandhi National Centre for the Arts, SRSG Broadcast, International Cricket Council, Tata Sky – Children's Channel, Annapurna Films, while CBS and Warner Bros migrated to DAX Production Cloud
- Order book at ~\$200 mn to be executed over next 3-5 years

## Commenting on the results, Mr. Namit Malhotra, Founder, Executive Chairman and Global CEO, Prime Focus Ltd said:

We are happy to report another quarter of strong progress. Our strategic focus to deliver more and more from our cost advantageous locations continues to drive profitability. We are also taking proactive steps to upsize and upskill our Indian workforce and expect to further increase delivery from India. With 6 out of the world's largest box office hits of 2017 from our stable and an expanding high profile order book including new additions like *M:I 6 - Mission Impossible*, *Godzilla Sequel*, *Avengers: Infinity War* amongst others, Creative Services business continue to grow strength to strength. Our Technology and India FMS businesses also continue to deliver strong margins and profitability. We expect growth momentum to increase further through fiscal year 2018.

### About Prime Focus Limited

Prime Focus Limited (PFL), the world's largest independent integrated media services powerhouse, employs over 9,000 professionals in 16 cities across 4 continents and 6 time zones. We provide end-to-end creative services (visual effects, stereo 3D conversion and animation), technology products & services (CLEAR™ Media ERP Suite and Cloud-enabled media services), production services (equipment rental) and post-production services (Digital Intermediate and picture post) to the Media & Entertainment industry.

Listed on the BSE and NSE of India and recognized on the Fortune India 'Next 500' list, Prime Focus has operations in Bangalore, Chandigarh, Delhi, Goa, Hyderabad, Kolkata, London, Los Angeles, Mumbai, New York, Pune, Toronto and Vancouver.

### For more details

# Prime Focus Ltd

www.primefocus.com  
www.primefocusindia.com  
[www.primefocusworld.com](http://www.primefocusworld.com)  
www.dneg.com  
www.primefocustechnologies.com

## For any investor relations query please contact:

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| <b>Alok Gupta</b><br><b>Prime Focus Limited</b><br>Phone: +91 8291070073/022 6178 5555<br>Email: <a href="mailto:alok.gupta@primefocus.com">alok.gupta@primefocus.com</a> | <b>Nisha Kakran/ Seema Shukla</b><br><b>Four-S Services Pvt Ltd</b><br>Phone: +91 7718811182/+91 124 4251441<br>Email: <a href="mailto:nisha.kakran@four-s.com">nisha.kakran@four-s.com</a><br><a href="mailto:seema@four-s.com">seema@four-s.com</a> |
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