

ANNUAL **2017-18** 

# HE BIGGER PICTURE

# **UFO MOVIEZ INDIA LIMITED**

Annual Report 2017 - 18

# **CONTENTS**

# **COMPANY OVERVIEW**

Pg UFO Moviez at a Glance 01 Letter to Shareholders 03 **Corporate Information** 04



# **STATUTORY REPORTS**

Pg 05 Notice Director's Report 15 **Management Discussion** 42 and Analysis Corporate Governance 48



# **FINANCIAL STATEMENTS**

Pg
66
133
185
187





# **UFO MOVIEZ AT A GLANCE**

UFO Moviez India Limited is India's largest digital cinema distribution network and in-cinema advertising platform. UFO operates India's largest satellite-based, digital cinema distribution network using its UFO-M4 platform, as well as India's largest D-Cinema network. As on March 31, 2018, UFO's global network, along with subsidiaries and associates, spans 6,387 screens worldwide, including 5,322 screens across India and 1,065 screens across the Middle East, Israel, Mexico and the USA.



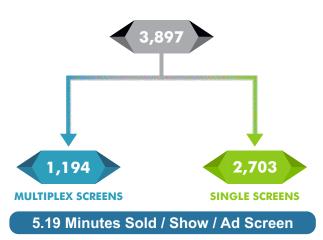
To be the leader in big screen entertainment by enhancing value for all stakeholders & bringing joy to people's lives, through innovation.

# **UFO MOVIEZ INDIA LIMITED**

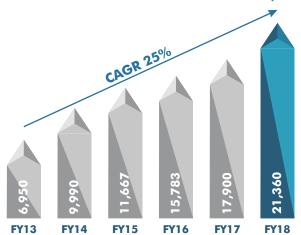
Annual Report 2017 - 18



### **HIGH IMPACT ADVERTISING SCREENS**

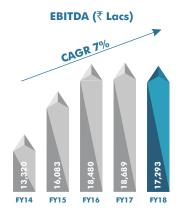


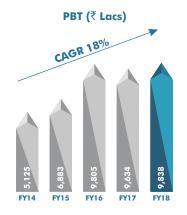
### **ADVERTISEMENT REVENUE (₹ Lacs)**

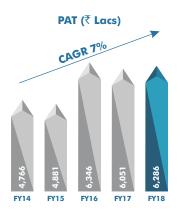


### **FINANCIAL HIGHLIGHTS**

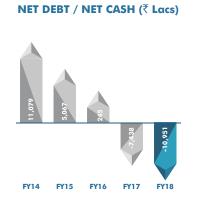












### **Letter to Shareholders**

# Dear Shareholders

UFO's healthy operating and financial performance in fiscal 2018 is a reflection of the successful execution of our strategy. We delivered volume driven advertisement growth of 19% despite several headwinds during the year. Our profitability grew notwithstanding the pressure exerted by planned D-Cinema VPF revenue reduction. Our net operating cash flows continued to remain healthy. Thus, the Board declared an enhanced dividend of 125% in fiscal 2018, this marks the third consecutive annual dividend post listing.



Advertisement growth is the key for the long-term success of UFO. We continue to focus on driving advertisement growth through both inventory utilization and realizations to achieve our long term goal. Further, UFO is also in the process of institutionalizing measurement and research to enable advertisers to

take larger exposures in cinema advertising which will drive advertisement revenues more rapidly.

During the year, your Company embarked upon a defining moment of consolidation which will have a positive impact on advertisement performance. On November 1, 2017, the Company announced the Composite Scheme of Arrangement and Amalgamation between UFO and Qube Cinema Technologies to increase the breadth and depth of UFO's offering. The closing of this transaction is awaiting approvals from the regulatory authorities which is a few months away. Post the merger, all our stakeholders will benefit from our service offerings. UFO's advertising network of 3,897 screens will expand to over 7,000 screens.

Fiscal 2019 has commenced with a strong pipeline of movies and a positive outlook for advertisement growth which will be further supplemented by the positive impact of the merger after it takes effect. The Company's targets are ambitious and we are steadily moving towards achieving them.

In summary, fiscal 2018 has been a year of strategic progress and we continue to focus on The Bigger Picture. Finally, we would like to take this opportunity to thank our shareholders for their unconditional support and would also like to thank all employees for their sincere efforts during the year.

Warm Regards,

Sanjay Gaikwad Founder & Managing Director Kapil Agarwal Joint Managing Director



### CORPORATE INFORMATION

### **Board of Directors**

Sanjeev Aga Chairman & Independent Director

### **Chief Financial Officer**

Ashish Malushte

### **Company Secretary**

Sameer Chavan

### Auditors

M/s. S.R. Batliboi & Associates LLP, Chartered Accountants for the financial year 2017-18.

### **Bankers**

HDFC Bank Limited Yes Bank Limited

### **Registrar & Share Transfer Agent**

Karvy Computershare Private Limited

Karvy Selenium Tower B, Plot 31-32, Financial District Nanakramguda, Gachibowli, Hyderabad – 500 032.

Tel No.: 040 6716 2222; Fax No.: 040 2300 1153. Toll-Free No.: 1800 345 4001 Email: einward.ris@karvy.com

### Registered and Corporate Office

Valuable Techno Park, Plot No.53/1, Road No.07,

Marol MIDC, Andheri (East),

Mumbai- 400 093. Tel: 022 4030 5060

Email: investors@ufomoviez.com Website: www.ufomoviez.com

### **Corporate Identity Number**

L22120MH2004PLC285453

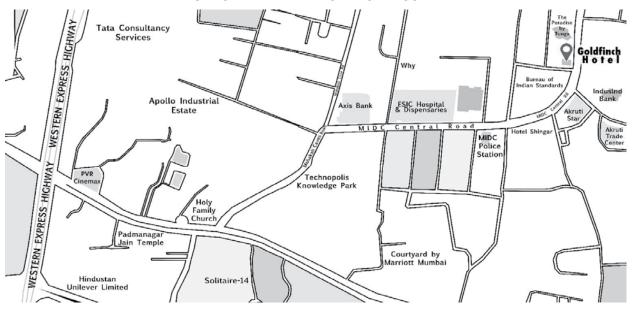
### **ANNUAL GENERAL MEETING**

Day & Date: Thursday, August 9, 2018

Time: 03:00 p.m.

Venue: Senate Hall, Goldfinch Hotel, Plot No. 34/21, Central Road, MIDC, Andheri (E), Mumbai – 400093

### **ANNUAL GENERAL MEETING VENUE - ROUTE MAP**





### NOTICE

**NOTICE** is hereby given that the Fourteenth Annual General Meeting of the Members of UFO Moviez India Limited ("the Company") will be held on Thursday, the 9th day of August 2018 at 03:00 p.m. at Senate Hall, Goldfinch Hotel, Plot No. 34/21, Central Road, MIDC, Andheri (E), Mumbai - 400093 to transact the following business(es):

### **Ordinary Business:**

- 1. To consider and adopt the audited standalone and consolidated financial statements of the Company for the financial year ended March 31, 2018 and the Reports of the Board of Directors and Auditors thereon.
- 2. To declare a dividend of ₹ 12.50 per equity share.
- 3. Appointment of Statutory Auditors:

To consider and, if thought fit, to pass the following resolution as an Ordinary Resolution:

"RESOLVED THAT pursuant to the provisions of Sections 139, 142 and other applicable provisions, if any, of the Companies Act, 2013 ("the Act") and the Companies (Audit and Auditors) Rules, 2014 ("the Rules"), (including any statutory modification(s) or re-enactment(s) thereof, for the time being in force), M/s. B S R & Co. LLP, Chartered Accountants, having ICAI Firm Registration No.101248W / W-100022, who have offered themselves for appointment and have confirmed their eligibility to be appointed as Statutory Auditors, in terms of provisions of Section 141 of the Act, and Rule 4 of the Rules, be and are hereby appointed as Statutory Auditors of the Company, to hold office from the conclusion of this Annual General Meeting until the conclusion of the fifth consecutive Annual General Meeting of the Company held after this Annual General Meeting on such remuneration as may be agreed upon by the Board of Directors and the Auditors, in addition to the applicable taxes and reimbursement of actual out of pocket expenses incurred by them in connection with the audit of Accounts of the Company.

**RESOLVED FURTHER THAT** the Board of Directors of the Company and/or the duly appointed company secretary of the Company be and are hereby severally authorised to do all acts and take all such steps as may be necessary, proper or expedient to give effect to this resolution."

### **Special Business:**

Re-appointment of Mr. Sanjay Gaikwad (DIN: 01001173) as Managing Director.

To consider and, if thought fit, to pass the following resolution as Special Resolution:

"RESOLVED THAT in accordance with the provisions of Sections 196, 197 and 203 read with Schedule V and other applicable provisions of the Companies Act, 2013 and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 (including any statutory modification(s) or re-enactment(s) thereof, for the time being in force), approval of the members be and is hereby accorded to re-appoint Mr. Sanjay Gaikwad (DIN: 01001173) as Managing Director of the Company, for a further period of 5 (five) years from the expiry of his present term of office, that is, with effect from October 17, 2018 on the terms and conditions including remuneration as set out in the explanatory statement annexed to the Notice, and to authorize the Board of Directors (hereinafter referred to as "the Board" which term shall include the Nomination and Remuneration Committee of the Board) to alter and vary the terms and conditions of the said re-appointment and / or remuneration as it may deem fit.

**RESOLVED FURTHER THAT** the Board be and is hereby authorised to do all acts and take all such steps as maybe necessary, proper or expedient to give effect to this resolution."

Re-appointment of Mr. Kapil Agarwal (DIN: 00024378) as Joint Managing Director.

To consider and, if thought fit, to pass the following resolution as Special Resolution:

"RESOLVED THAT in accordance with the provisions of Sections 196, 197 and 203 read with Schedule V and other applicable provisions of the Companies Act. 2013 and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 (including any statutory modification(s) or re-enactment(s) thereof, for the time being in force), approval of the members be and is hereby accorded to re-appoint Mr. Kapil Agarwal (DIN: 00024378) as Joint Managing Director of the Company, for a further period of 5 (five) years from the expiry of his present term of office, that is, with effect from March 1, 2019 on the terms and conditions including remuneration as set out in the explanatory statement annexed to the Notice and to authorize the Board of Directors (hereinafter referred to as "the Board" which term shall include the Nomination and Remuneration Committee of the Board) to alter and vary the terms and conditions of the said re-appointment and / or remuneration as it may deem fit.

**RESOLVED FURTHER THAT** the Board be and is hereby authorised to do all acts and take all such steps as may be necessary, proper or expedient to give effect to this resolution."

By order of the Board of Directors

Date: June 14, 2018 Place: Mumbai

Sameer Chavan Company Secretary M. No. F7211

### Notes:

The Explanatory Statement setting out material facts, pursuant to Section 102 of the Companies Act, 2013, in respect of the Special Businesses under Item Nos. 5 and 6 of the accompanying Notice are annexed hereto. Additional information, pursuant to Regulations 26(4) and 36(3) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, and Secretarial Standard - 2 issued by Institute of Company Secretaries of India as notified by the Central Government

- on General Meetings in respect of Directors seeking appointment or re-appointment at the Annual General Meeting is furnished as an annexure to the Notice.
- 2. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE ANNUAL GENERAL MEETING ("MEETING") IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF/HERSELF AND A PROXY NEED NOT BE A MEMBER. THE INSTRUMENT APPOINTING A PROXY MUST BE DEPOSITED WITH THE COMPANY AT ITS REGISTERED OFFICE NOT LESS THAN 48 HOURS BEFORE THE COMMENCEMENT OF THE MEETING.
- 3. A person can act as a proxy on behalf of Members not exceeding fifty and holding in the aggregate not more than ten per cent of the total share capital of the Company carrying voting rights. A Member holding more than ten per cent of the total share capital of the Company carrying voting rights may appoint a single person as a proxy and such person shall not act as a proxy for any other person or shareholder.
- A form of proxy is enclosed to this Notice. No instrument of proxy shall be valid unless:
  - (i) it is signed by the Member or by his/her attorney duly authorised in writing or, in the case of joint holders, it is signed by the Member first named in the Register of Members or his/her attorney duly authorised in writing or, in the case of body corporate, it is executed under its common seal, if any, or signed by its attorney duly authorised in writing; provided that an instrument of proxy shall be sufficiently signed by any Member, who for any reason is unable to write his/her name, if his/ her thumb impression is affixed thereto, and attested by a judge, magistrate, registrar or sub-registrar of assurances or other government gazetted officers or any officer of a Nationalised Bank.
  - (ii) it is duly filled, stamped, signed and deposited at the Registered Office of the Company not less than 48 hours before the time fixed for the meeting, together with the power of attorney or other authority (if any), under which it is signed or a copy of that power of attorney certified by a notary public or a magistrate unless such a power of attorney or the other authority is previously deposited and registered with the Company / Registrar & Share Transfer Agent.
- Corporate Members intending to send their authorised representatives to attend the meeting are requested to send a certified copy of the board resolution authorizing their representative to attend and vote on their behalf at the Meeting.
- The Company's Registrar and Share Transfer Agents for its Share Registry Work (Physical and Electronic) are Karvy Computershare Private Limited having their office premises at Karvy Selenium, Tower B, Plot 31-32, Gachibowli, Financial District, Nanakramguda, Hyderabad - 500 032, Andhra Pradesh, India.
- Relevant documents referred to in the accompanying Notice are open for inspection by the Members at the Registered Office of the Company on all working days between 11.00

- a.m. to 01.00 p.m. except Saturday, Sunday and public holidays, up to the date of the Annual General Meeting.
- 8. The Register of Members and Share Transfer Books of the Company will be closed from Friday, August 3, 2018 to Thursday, August 9, 2018 (both days inclusive).
- 9. Dividend, if declared, will be paid after Thursday, August 9, 2018 to those members whose names will appear on the Register of Members of the Company and, in respect of those members who hold shares in the electronic form, as per the list of beneficial ownership furnished by National Securities Depository Limited (NSDL) and Central Depository Securities (India) Limited (CDSL) or to their mandate as of the close of business on Thursday, August 2, 2018.
- 10. Members can avail of the facility of nomination in respect of shares held by them in physical form pursuant to the provisions of Section 72 of the Companies Act, 2013. Members desiring to avail this facility may send their nomination in the prescribed Form No. SH -13 duly filled into Karvy Computershare Private Limited at the abovementioned address. Members holding shares in electronic form may contact their respective Depository Participants for availing this facility. Members holding shares in physical form are requested to intimate any change of address and/ or bank mandate to M/s. Karvy Computershare Private Limited / the Company immediately.
- 11. In accordance with the provisions of Section 101 of the Companies Act, 2013 read with Rule 18 of the Companies (Management and Administration) Rules, 2014, this Notice and the Annual Report of the Company for the financial year 2017-18 are being sent by e-mail to those members who have registered their e-mail address with the Company (in respect of shares held in physical form) or with their DP (in respect of shares held in electronic form) and made available to the Company by the Depositories. Those members, who desire to receive notice / documents through e-mail, are requested to communicate their e-mail ID and changes thereto from time to time to his/her Depository Participant / the Company's Registrar & Share Transfer Agents, M/s. Karvy Computershare Private Limited, as the case may be.
- 12. Members are requested to: a) intimate to the Company's Registrar and Share Transfer Agents, Karvy Computershare Private Limited at the above mentioned address, changes, if any, in their registered addresses at an early date, in case of shares held in physical form; b) intimate to the respective Depository Participants, changes, if any, in their registered addresses at an early date, in case of shares held in dematerialized form; c) quote their folio numbers / DP ID Client ID in all correspondence; d) consolidate their holdings into one folio in case they hold shares under multiple folios in the identical order of names.
- 13. A member desirous of getting any information on the accounts or operations of the Company is requested to forward his / her query to the Company at least between seven working days prior to the meeting, so that the required information can be made available at the meeting.



14. Pursuant to the provision of the Companies Act. 2013. the amount of unpaid/unclaimed dividends for a period of seven years from the date of transfer to the unpaid dividend account is required to be transferred to the Investor Education and Protection Fund (hereinafter referred to as 'IEPF') established by the Central Government.

In accordance with provisions of the said Section, no claim shall lie against the Company or the fund in respect of individual amounts of dividend remaining unclaimed for a period of seven years from the dates they became first due for payment and no payment shall be made in respect of any such claims. The Company has uploaded the details of unpaid and unclaimed amounts lying with the Company on the website of the Company http://www.ufomoviez.com/IR Unpaid Dividend.aspx and on the website of the Ministry of Corporate Affairs.

15. The due date of transferring unclaimed and unpaid dividend declared by the Company to IEPF:

Equity dividend for FY	Date of declaration of dividend	Date by which unclaimed dividend can be claimed	Proposed period for transfer of unclaimed equity dividend to IEPF
2015-16 (Interim)	March 11, 2016	April 9, 2023	From April 10, 2023 to May 9, 2023
2015-16	September 14,	October 13,	From October 14, 2023
(Final)	2016	2023	to November 12, 2023
2016-17	September 26,	October 25,	From October 26, 2024
(Final)	2017	2024	to November 14, 2024

Members who have not encashed the dividend warrants so far in respect of the aforesaid dividend are requested to make their claim to the Company's Registrar & Share Transfer Agent, M/s. Karvy Computershare Private Limited well in advance to the above due date

- 16. The Securities and Exchange Board of India (SEBI) has mandated the submission of Permanent Account Number (PAN) by every participant in the securities market. Members holding shares in electronic form are, therefore, requested to submit their PAN to their Depository Participants with whom they are maintaining their demat account. Members holding shares in physical form can submit their PAN to the Company / Registrar & Share Transfer Agent, M/s. Karvy Computershare Private Limited. Non-Resident Indian members are requested to inform Registrar and Share Transfer Agent, M/s. Karvy Computershare Private Limited, immediately of: (i) Change in their residential status on return to India for permanent settlement; (ii) Particulars of their bank account maintained in India with complete name, branch, account type, account number and address of the bank with pin code number, if not furnished earlier.
- 17. Payment of Dividends through electronic mode: In terms of SEBI (Listing Obligation and Disclosure Requirement) Regulations, 2015, listed companies shall mandatorily make all payments to investors including dividend to shareholders, by using any the Reserve Bank of India approved electronic mode of payment viz, electronic clearance services (local, regional or national), direct credit, real-time gross settlement, national electronic funds transfer etc. We, therefore, request you to do the following:

(i) In case of holding of shares in demat form, update your bank account details with your Depository Participants (DP) immediately. (ii) In case of physical shareholding, submit bank details along with a photocopy of the cancelled cheque of your account to the Company's Registrar & Share Transfer Agent, M/s. Karvy Computershare Private Limited at its office at Karvy Selenium Tower B, Plot 31-32, Financial District, Nanakramguda, Gachibowli, Hyderabad - 500 032.

This will facilitate the remittance of the dividend account amount as directed by SEBI in the Bank Account electronically.

- 18. Remote e-voting: In compliance with the provisions of Section 108 of the Companies Act, 2013, read with Rule 20 of the Companies (Management and Administration) Rules, 2014, as amended and the provisions of Regulation 44 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Members are provided with the facility to cast their vote electronically, through the e-voting services provided by Karvy Computershare Private Limited (Karvy) on all resolutions set forth in this Notice, from a place other than the venue of the Meeting (Remote e-voting).
  - (a) In case a Member receives an email from Karvy [for Members whose email IDs are registered with the Company/Depository Participants (s)]:
  - Launch internet browser by typing the URL:https:// evoting.karvy.com.
  - Enter the login credentials (i.e. User ID and password). In case of the physical folio, User ID will be EVEN (E-Voting Event Number) xxxx followed by folio number. In case of a Demat account, User ID will be your DP ID and Client ID. However, if you are already registered with Karvy for e-voting, you can use your existing User ID and password for casting your vote.
  - iii. After entering these details appropriately, click on "LOGIN".
  - You will now reach password change Menu wherein you are required to mandatorily change your password. The new password shall comprise of minimum 8 characters with at least one upper case (A- Z), one lower case (a-z), one numeric value (0-9) and a special character (@, #,\$, etc.,). The system will prompt you to change your password and update your contact details like mobile number, email ID etc. on the first login. You may also enter a secret question and answer of your choice to retrieve your password in case you forget it. It is strongly recommended that you do not share your password with any other person and that you take utmost care to keep your password confidential.
  - You need to login again with the new credentials.
  - vi. On successful login, the system will prompt you to select the "EVENT" i.e., 'Name of the Company"
  - vii. On the voting page, enter the number of shares (which represents the number of votes) as on the Cut-off Date under "FOR/AGAINST" or alternatively, you

may partially enter any number in "FOR" and partially "AGAINST" but the total number in "FOR/AGAINST" taken together shall not exceed your total shareholding as mentioned herein above. You may also choose the option ABSTAIN. If the Member does not indicate either "FOR" or "AGAINST" it will be treated as "ABSTAIN" and the shares held will not be counted under either head.

- viii. Members holding multiple folios/demat accounts shall choose the voting process separately for each folio/ demat accounts.
- ix. Voting has to be done for each item of the notice separately. In case you do not desire to cast your vote on any specific item, it will be treated as abstained.
- You may then cast your vote by selecting an appropriate option and click on "Submit".
- xi. A confirmation box will be displayed. Click "OK" to confirm else "CANCEL" to modify. Once you have voted on the resolution (s), you will not be allowed to modify your vote. During the voting period, Members can login any number of times till they have voted on the Resolution(s).
- xii. Corporate/Institutional Members (i.e. other than Individuals, HUF, NRI etc.) are also required to send scanned certified true copy (PDF Format) of the Board Resolution/Authority Letter etc., together with attested specimen signature(s) of the duly authorised representative(s), to the Scrutinizer at vickyscrutinizer@gmail.com with a copy marked to evoting@karvy.com. The scanned image of the above mentioned documents should be in the naming format "Corporate name\_event no."
- (b) In case of Members receiving physical copy of Notice [for Members whose email IDs are not registered with the Company/Depository Participants (s)]:
- E-Voting Event Number XXXX (EVEN), User ID and Password is provided in the Attendance Slip.
- ii. Please follow all steps from Sl. No. (i) to (xii) above to cast your vote by electronic means.
- 19. Voting at Annual General Meeting (AGM) Venue: The Members, who have not cast their vote through Remote e-voting can exercise their voting rights at the AGM. The Company will make necessary arrangements in this regard at the AGM Venue. The facility for voting through ballot shall be made available at the Meeting. Members who have already cast their votes by Remote e-voting are eligible to attend the Meeting; however, those Members are not entitled to cast their vote again in the Meeting.
- 20. A Member can opt for the only single mode of voting i.e. through Remote e-voting or voting at the AGM. If a Member casts votes by both modes then voting done through Remote e-voting shall prevail and vote at the AGM shall be treated as invalid.
- 21. In case of any query and/or grievance, in respect of voting by electronic means, Members may refer to the Help & Frequently Asked Questions (FAQs) and E-voting user

- manual available at the download section of https://evoting.karvy.com (Karvy Website) or contact Mr. B Srinivas (Unit: UFO Moviez India Limited) of Karvy Computershare Private Limited, Karvy Selenium Tower B, Plot 31-32, Gachibowli, Financial District, Nanakramguda, Hyderabad 500 032 or at einward.ris@karvy.com or phone no. 040 6716 2222 or call Karvy's toll free No. 1-800-34-54-001 for any further clarifications.
- You can also update your mobile number and e-mail id in the user profile details of the folio which may be used for sending a future communication(s).
- 23. The remote e-voting period commences on Sunday, August 5, 2018 (09.00 am) and ends on Wednesday, August 8, 2018 (05.00 pm). During this period, Members of the Company, holding shares either in physical form or in dematerialized form, as on the cut-off date of Thursday, August 2, 2018 may cast their votes electronically. A person who is not a Member as on the cut- off date should treat this Notice for information purposes only. The remote e-voting module shall be disabled for voting thereafter. Once the vote on a resolution(s) is cast by the Member, the Member shall not be allowed to change it subsequently.
- 24. The voting rights of Members shall be in proportion to their share of the paid-up equity share capital of the Company as on the cut-off date i.e. Thursday, August 2, 2018.
- 25. In case a person has become a Member of the Company after dispatch of AGM Notice but on or before the cut-off date for e-voting i.e., Thursday, August 2, 2018, he/ she may obtain the User ID and Password in the manner as mentioned below:
- If the mobile number of the member is registered against Folio No./ DP ID Client ID, the member may send SMS: MYEPWD <space> E-Voting Event Number+Folio No. or DP ID Client ID to 9212993399

Example for NSDL:

MYEPWD <SPACE> IN12345612345678

Example for CDSL:

MYEPWD <SPACE> 1402345612345678

Example for Physical:

MYEPWD <SPACE> XXXX1234567890

- ii. If e-mail address or mobile number of the member is registered against Folio No. / DP ID Client ID, then on the home page of https://evoting.karvy.com, the member may click "Forgot Password" and enter Folio No. or DP ID Client ID and PAN to generate a password.
- ii. Member may call Karvy's toll free number 1800-3454-001.
- iv. Member may send an e-mail request to einward.ris@ karvy.com. However, Karvy shall endeavor to send User ID and Password to those new Members whose mail ids are available.
- Mr. Vicky M. Kundaliya, Practicing Company Secretary (FCS: 7716 CP: 10989), has been appointed as Scrutinizer to scrutinize the voting process in a fair and transparent manner.