



17th October, 2022

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051
Fax: 022-26598237/38

BSE Limited

Corporate Relationship Department
1st Floor, New Trading Ring,
PJ Towers, Dalal Street,
Fort, Mumbai - 400 001
Fax: 022-22722061/41/39/37

Company Code: PVR / 532689

Sub: Quarter 2 & H1 FY 2023- Investor Presentation

Dear Sir / Madam,

Please find attached presentation on Investor update for the 02nd quarter & H1 for financial year 2022-23.

This is for your information and records.

Thanking You.

Yours faithfully,

For **PVR Limited**

Mukesh Kumar
SVP- Company Secretary
& Compliance Officer

PVR LIMITED

Block A, 4th Floor, Building No. 9, DLF Cyber City, Phase - III, Gurgaon 122002 (Haryana) India.

T: +91 124 4708100 | F: +91 124 4708101 | W: www.pvrcinemas.com

Regd Office: 7th Floor Lotus Grandeur Building, Veera Desai Road Opposite Gundecha Symphony, Andheri (W) Mumbai 400053. CIN: L74899MH1995PLC387971



ART

BOOKS

MAISON
PVR

MAISON
PVR

PVR

INVESTOR
UPDATE

October 17th, 2022 Q2 & H1 FY 2023

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| PARTICULARS | SLIDE NO |
|--|-----------------|
| Key Highlights & Updates | 5-9 |
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| Content Pipeline | 21-24 |

KEY HIGHLIGHTS

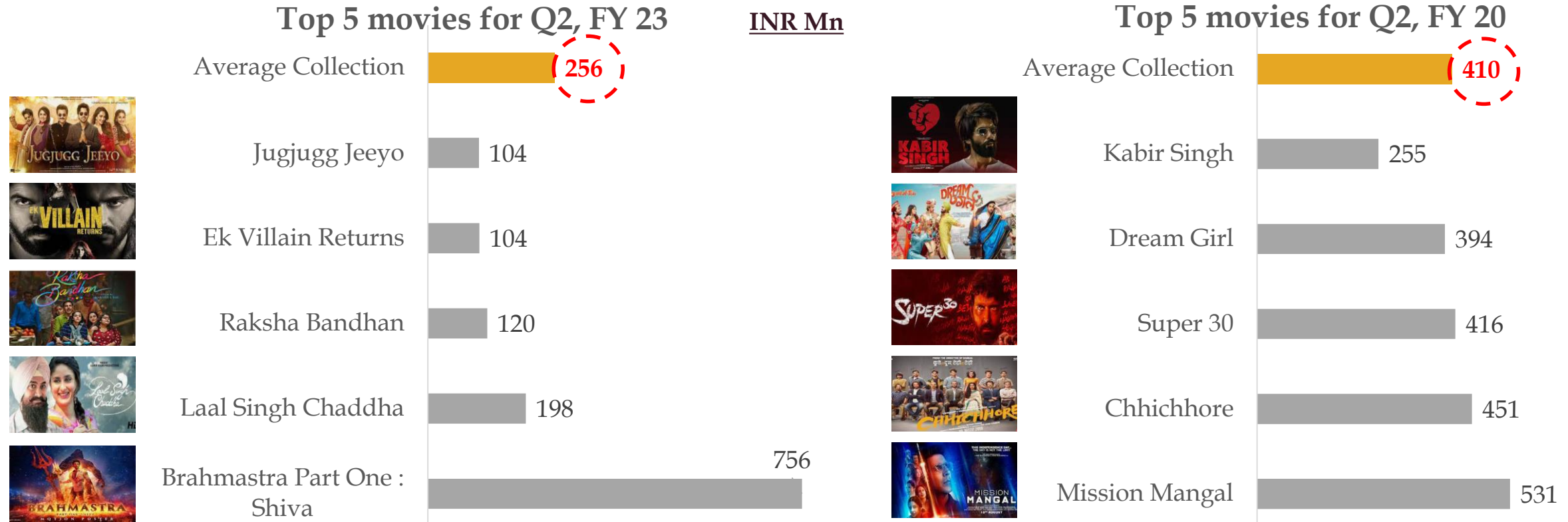
| <u>INR Mn</u> | TOTAL INCOME | EBITDA | PAT |
|---------------|--------------|--------|-------|
| Q2, FY 23 | 7,017 | 129 | -566 |
| Q2, FY 20 | 9,794 | 2,006 | 660 |
| H1, FY 23 | 17,021 | 2,208 | 117 |
| H1, FY 20 | 18,666 | 3,661 | 1,102 |

As the business was severely impacted by pandemic, all numbers in this document have been compared against Q2 & H1 FY 2020 (pre-pandemic period)

Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'

BOX OFFICE IMPACTED DUE TO UNDERPERFORMANCE OF BOLLYWOOD

Average gross collection of top 5 Bollywood movies for PVR dropped by 37% in Q2, FY23 vs Q2, FY20



Variety of factors leading to subdued performance

- (a) Films released were conceptualized pre-pandemic & not in sync with current consumer taste
- (b) Negative social media against some Bollywood movies / stars
- (c) Quality of content driving performance as compared to super-star presence

LACK OF HOLLYWOOD TENTPOLES IN Q2

Weakest Quarter for Hollywood globally with limited movie releases

Only 1 Hollywood tentpole released in Q2, FY23

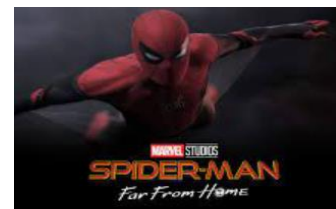


PVR GBOC ₹ 421 mn

3 Hollywood tentpoles released in Q2, FY20



₹ 494 mn

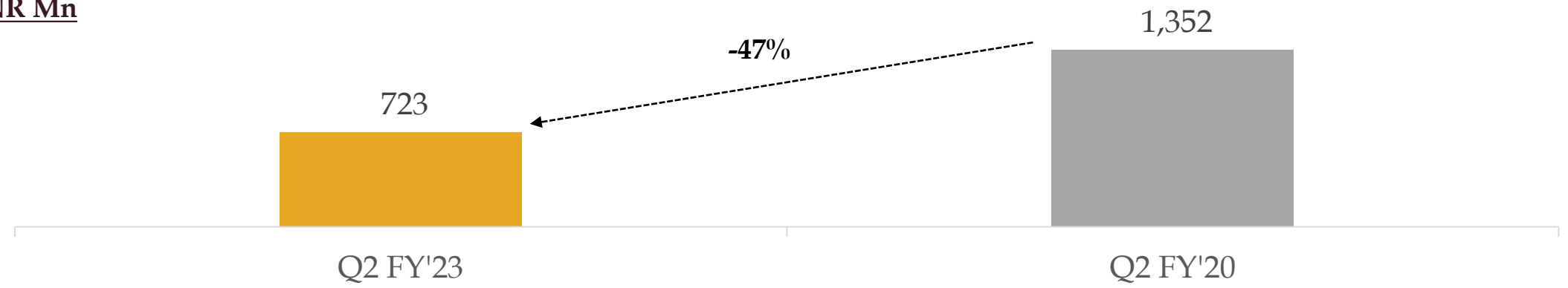


₹ 317 mn



₹ 237 mn

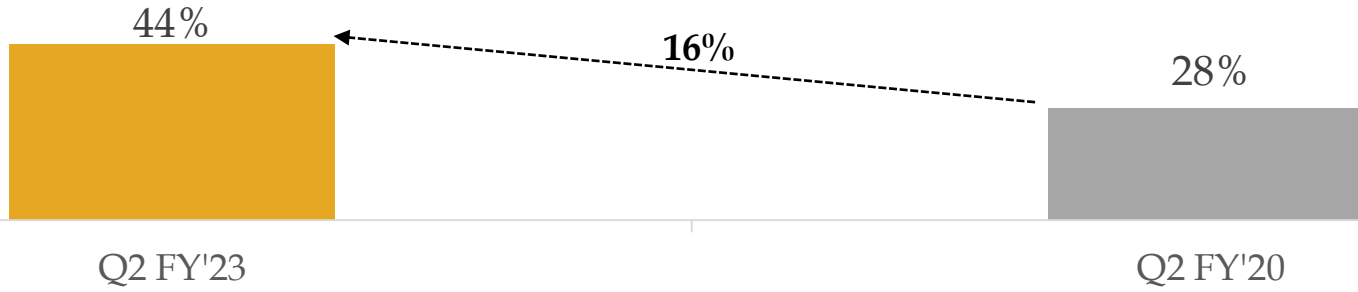
INR Mn



Overall gross collection of Hollywood movies has dropped by 47% in Q2, FY 23 as compared to Q2, FY 20

REGIONAL MOVIES HOLDING THE FORT

Gross Box Office Contribution of Regional movies has increased to 44% in Q2, FY23 from 28% in Q2, FY20



Sita Ramam (Telugu)
PVR GBOC ₹ 167 mn



Karthikeya 2 (Telugu)
PVR GBOC ₹ 147 mn



Thiruchitrambalam (Tamil)
PVR GBOC ₹ 121 mn



Rocketry (Tamil)
PVR GBOC ₹ 116 mn



Saaho (Telugu)
PVR GBOC ₹ 409 mn



Nerkonda Paarvai (Tamil)
PVR GBOC ₹ 92 mn



Comali (Tamil)
PVR GBOC ₹ 76 mn

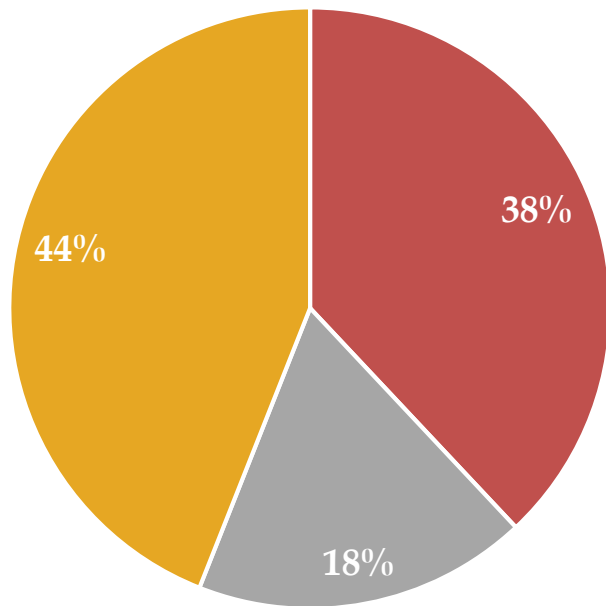


Munirathna Kuruk. (Kannada)
PVR GBOC ₹ 52 mn

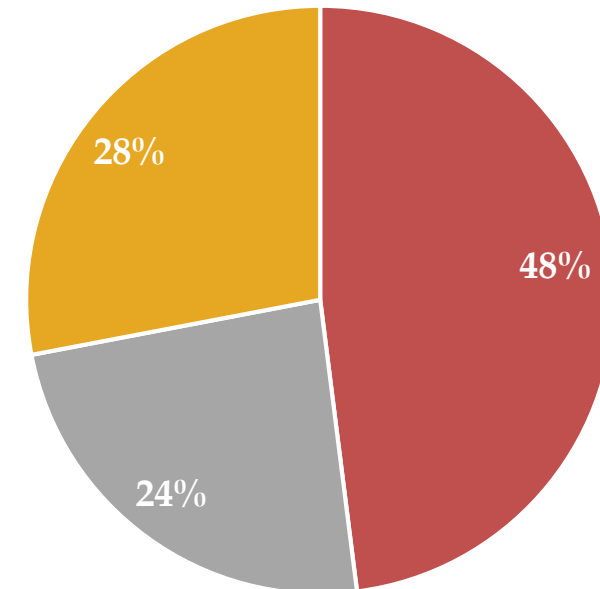
INCREASING CONTRIBUTION OF REGIONAL CINEMA

Gross Box office contribution across genres*

Q2, FY 23



Q2, FY 20



■ Hindi ■ English ■ Regional

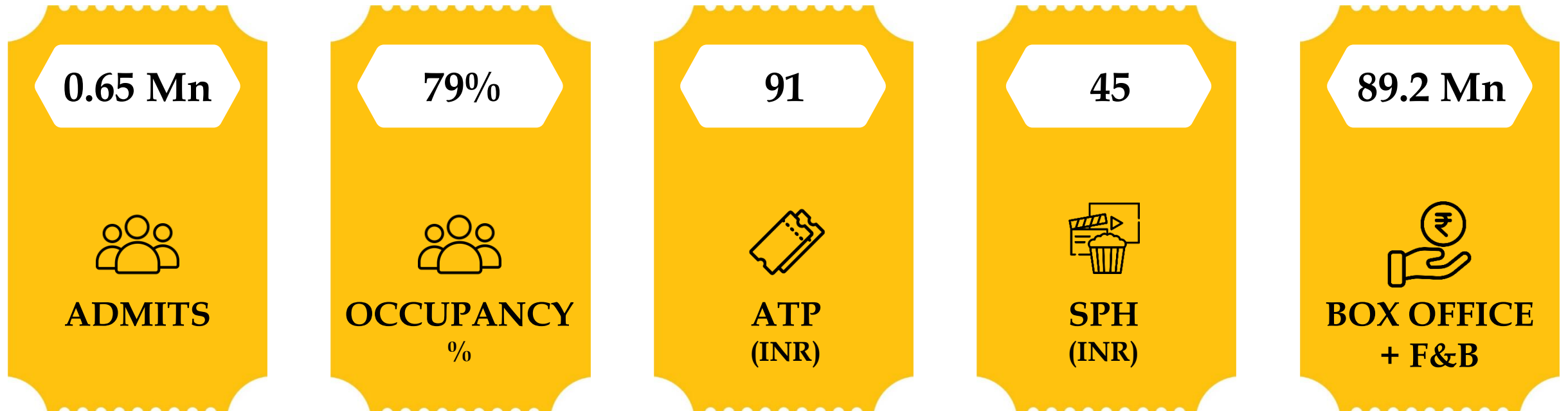
*based on the 'Original Language of the title'

Industry wide initiative to drive admissions back to cinemas

11+ Multiplex chains, 4,000+ screens, 6.5+ Mn admissions making it the highest attended day of the year

Low ticket pricing of INR 75 across Cinemas & deeply discounted F&B offerings

SNAPSHOT OF NATIONAL CINEMA DAY PERFORMANCE FOR PVR



Marked by 2nd Highest Daily Admits with Occupancy of >80% across North, West & East

OTHER INITIATIVES

PVR ANY MOVIE ANY DAY ANY SHOW ₹100 85% EXTRA*
26TH - 29TH SEP '22

friendship day **SALE** 1ST - 10TH AUG
BUY 2 GET 1 FREE TICKET
USE CODE **MOVIEBUDDY**

PVR EVERY MONDAY IS SENIOR'S DAY

MOVIE SCREENINGS WITH SPECIAL BENEFITS FOR SENIOR CITIZENS

- SEATING ASSISTANCE (NO WAITING OR STANDING IN QUEUE)
- COMPLIMENTARY BEVERAGE (FREE COFFEE WITH COOKIES)
- WHEELCHAIR ASSISTANCE (WHERE AVAILABLE)
- ON-SEAT FOOD SERVICE
- AISE SEAT ON PRIORITY (FIRST COME FIRST SERVE BASIS)

KIDS' DAY OUT Weekend Special
30TH & 31ST JULY

Be the first to watch your favourite pets save the world at this playful destination

THE MOVIE SUPER PETS
IN CINEMAS AUGUST 2

PVR PLAYHOUSE
A UNIQUE KIDS' AUDITORIUM CONCEPT

HAVE FUN WITH DRAWING ACTIVITIES, FACE PAINTING, INTERACTIVE GAMES AND MANY MORE.

BIG SAVINGS ON YOUR BIG SCREEN EXPERIENCE

PVR 25 YEARS OF CINEMA MAGIC

ALL DAYS. ALL SHOWS
BUY 3 TICKETS GET 1 FREE
USE CODE **PVRCELEBRATIONS**

TAKE A MOVIECATION WITH OUR SUPERSAVER OFFER

BESTSELLERS AT 99

MON - THURS, 9AM TO 3PM

CELEBRATE 25 YEARS OF PVR WITH BLOCKBUSTER OFFERS

OFFER VALIDITY: 13TH AUG - 18TH AUG

25% INSTANT DISCOUNT** ON MOVIE TICKETS AND FOOD & BEVERAGES WITH PVR KOTAK CREDIT CARDS ONLY ON PVR APP AND WEBSITE

25% PVR** REWARD POINTS INSTEAD OF 10% WITH KOTAK PVR DEBIT CARD ON PVR TRANSACTIONS

THIS Parents' Day 24TH JULY

CELEBRATE THEIR LOVE WITH A GIFT THEY'LL LOVE

GET PVR E-GIFT CARD AT **25% OFF**
OFFER VALID TILL 31ST JULY, 2022

BUY TICKETS AND F&B | USE ONLINE & AT CINEMA | 1 YEAR VALIDITY | SECURED WITH PIN | GIFT NOW

THE NEXT BEST THING TO BEING AT THE STADIUM

PVR ENJOY LIVE MATCH SCREENING ON THE BIG SCREENS AT PVR

ASIA CUP UAE 2022

LIVE SCREENINGS INDIA vs AFGHANISTAN 8TH SEPTEMBER, 7:00 PM

SCREEN PORTFOLIO

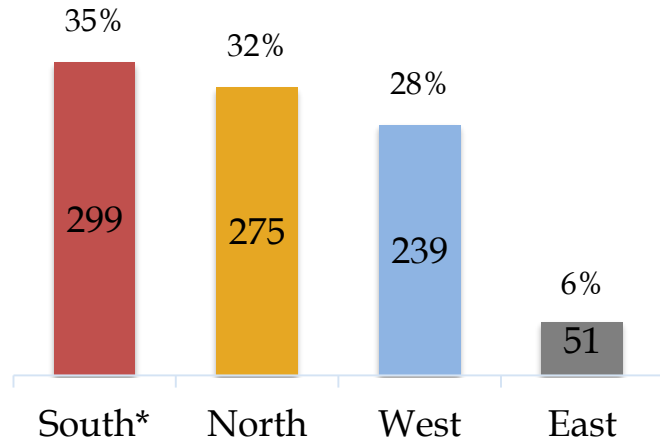
175 CINEMAS

864 SCREENS

76 CITIES

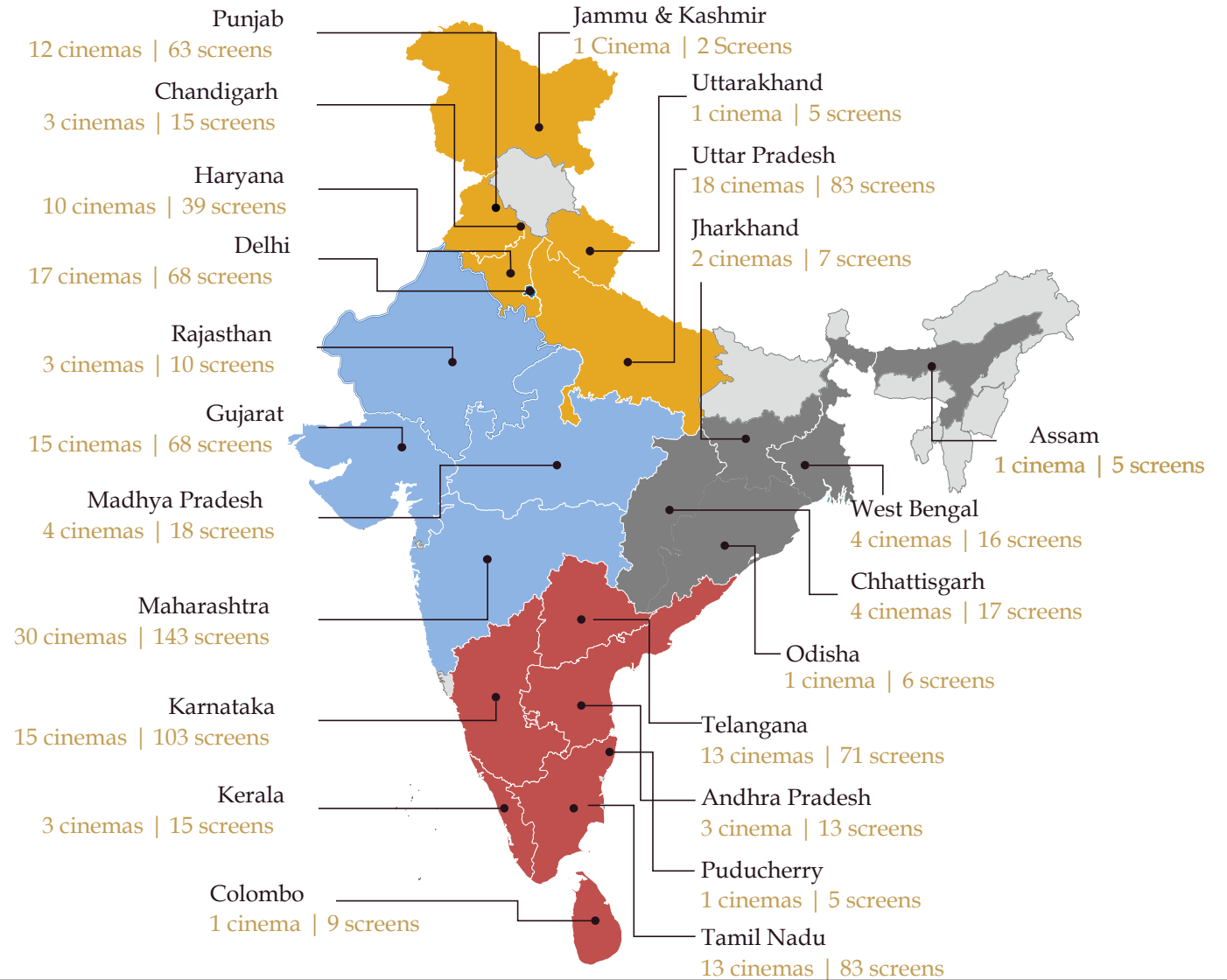
180K SEATS

SCREENS BY REGION



* South includes Sri Lanka

Note : Map Not to scale
Screen portfolio as on 17th Oct'22



24 Screens across 5 Cinemas opened YTD. On Track to open 110 -125 Screens in FY 2023

SAARE ASTRON KA DEVTA



BRAHMĀSTRA

PART ONE: SHIVA

A FILM BY AYAN MUKERJI



RESULT SUMMARY

RESULT SUMMARY

Q2, FY 23 vs Q2, FY 20



INVESTOR
UPDATE
Q2 & H1, FY 2023

| Particulars (INR Mn) | Q2, FY 23 | | | Q2, FY 20 (Pre Pandemic) | | |
|-----------------------------|---------------|-------------------|---------------------|--------------------------|-------------------|---------------------|
| | Reported | Ind-AS 116 Impact | Ind-AS 116 Adjusted | Reported | Ind-AS 116 Impact | Ind-AS 116 Adjusted |
| Total Income | 7,031 | 14 | 7,017 | 9,794 | | 9,794 |
| Expenses | 5,331 | -1,558 | 6,889 | 6,551 | -1,237 | 7,788 |
| EBITDA | 1,701 | 1,572 | 129 | 3,243 | 1,237 | 2,006 |
| EBITDA Margin | 24.2% | | 1.8% | 33.1% | | 20.5% |
| Depreciation & Amortization | 1,525 | 916 | 610 | 1,395 | 797 | 598 |
| EBIT | 175 | 656 | -481 | 1,848 | 440 | 1,408 |
| Finance Costs | 1,277 | 884 | 393 | 1,111 | 721 | 390 |
| PBT | -1,102 | -228 | -874 | 735 | -281 | 1,016 |
| Corporate Tax | 387 | 80 | 307 | -258 | 98 | -357 |
| PAT | -715 | -148 | -566 | 477 | -183 | 660 |
| PAT Margin | -10.2% | | -8.1% | 4.9% | | 6.7% |
| EPS - Basic (INR) | -11.70 | | -9.27 | 9.71 | | 13.44 |
| EPS - Diluted (INR) | -11.52 | | -9.12 | 9.66 | | 13.37 |

RESULT SUMMARY

H1, FY 23 vs H1, FY 20



INVESTOR
UPDATE
Q2 & H1, FY 2023

| Particulars (INR Mn) | H1, FY 23 | | | H1, FY 20 (Pre Pandemic) | | |
|-----------------------------|--------------|-------------------|---------------------|--------------------------|-------------------|---------------------|
| | Reported | Ind-AS 116 Impact | Ind-AS 116 Adjusted | Reported | Ind-AS 116 Impact | Ind-AS 116 Adjusted |
| Total Income | 17,054 | 33 | 17,021 | 18,666 | 0 | 18,666 |
| Expenses | 11,729 | -3,084 | 14,813 | 12,569 | -2,436 | 15,005 |
| EBITDA | 5,325 | 3,117 | 2,208 | 6,096 | 2,436 | 3,661 |
| EBITDA Margin | 31.2% | | 13.0% | 32.7% | | 19.6% |
| Depreciation & Amortization | 3,019 | 1,805 | 1,214 | 2,654 | 1,506 | 1,148 |
| EBIT | 2,306 | 1,312 | 994 | 3,443 | 929 | 2,513 |
| Finance Costs | 2,557 | 1,774 | 783 | 2,426 | 1,621 | 805 |
| PBT | -251 | -462 | 210 | 1,014 | -692 | 1,706 |
| Corporate Tax | 68 | 161 | -93 | -363 | 242 | -604 |
| PAT | -183 | -300 | 117 | 652 | -450 | 1,102 |
| PAT Margin | -1.1% | | 0.7% | 3.5% | | 5.9% |
| EPS - Basic (INR) | -2.93 | | 1.87 | 13.27 | | 22.43 |
| EPS - Diluted (INR) | -2.89 | | 1.84 | 13.20 | | 22.31 |



MARVEL STUDIOS

THOR

LOVE AND THUNDER



FINANCIAL ANALYSIS

Q2, FY 23 vs Q2, FY 20 vs Q1 FY 23;

H1, FY 23 vs H1, FY 20

| Particulars | Q2, FY 23 | Q2, FY 20 | % Change | Q1, FY 23 | % Change | H1, FY 23 | H1, FY 20 | % Change |
|---------------------------------|-----------|-----------|-----------|-----------|----------|-----------|-----------|----------|
| <u>Operating Numbers</u> | | | | | | | | |
| Screens | 864 | 800 | 8% | 858 | 1% | 864 | 800 | 8% |
| Seats | 1,80,499 | 1,75,260 | 3% | 1,78,630 | 1% | 1,80,499 | 1,75,260 | 3% |
| Cinemas | 175 | 170 | 3% | 174 | 1% | 175 | 170 | 3% |
| Admits (Mns) | 18 | 29 | -39% | 25 | -28% | 43 | 56 | -24% |
| Occupancy (%) | 24% | 38% | -1380 bps | 34% | -960 bps | 29% | 38% | -870 bps |
| ATP (INR) | 224 | 201 | 11% | 250 | -11% | 239 | 202 | 19% |
| SPH (INR) | 129 | 99 | 31% | 134 | -4% | 132 | 100 | 32% |

ATP during the Quarter impacted on account of weak performance of movies

REVENUE ANALYSIS

Q2, FY 23 vs Q2, FY 20 vs Q1 FY 23;

H1, FY 23 vs H1, FY 20

| Particulars | Q2, FY 23 | Q2, FY 20 | % Change | Q1, FY 23 | % Change | H1, FY 23 | H1, FY 20 | % Change |
|-----------------------------------|--------------|--------------|-------------|---------------|-------------|---------------|---------------|------------|
| <u>Financials (INR Mn)</u> | | | | | | | | |
| Sale of Movie Tickets | 3,268 | 4,918 | -34% | 5,302 | -38% | 8,570 | 9,484 | -10% |
| Sale of Food & Beverages | 2,303 | 2,728 | -16% | 3,238 | -29% | 5,542 | 5,362 | 3% |
| Advertisement Income | 572 | 938 | -39% | 627 | -9% | 1,199 | 1,854 | -35% |
| Convenience Fees | 409 | 457 | -11% | 459 | -11% | 867 | 863 | 1% |
| Other Operating Income | 315 | 691 | -54% | 188 | 68% | 503 | 973 | -48% |
| Other Income | 150 | 62 | 141% | 190 | -21% | 340 | 130 | 162% |
| Total Income | 7,017 | 9,794 | -28% | 10,004 | -30% | 17,021 | 18,666 | -9% |

Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'

EXPENDITURE ANALYSIS

Q2, FY 23 vs Q2, FY 20 vs Q1 FY 23;

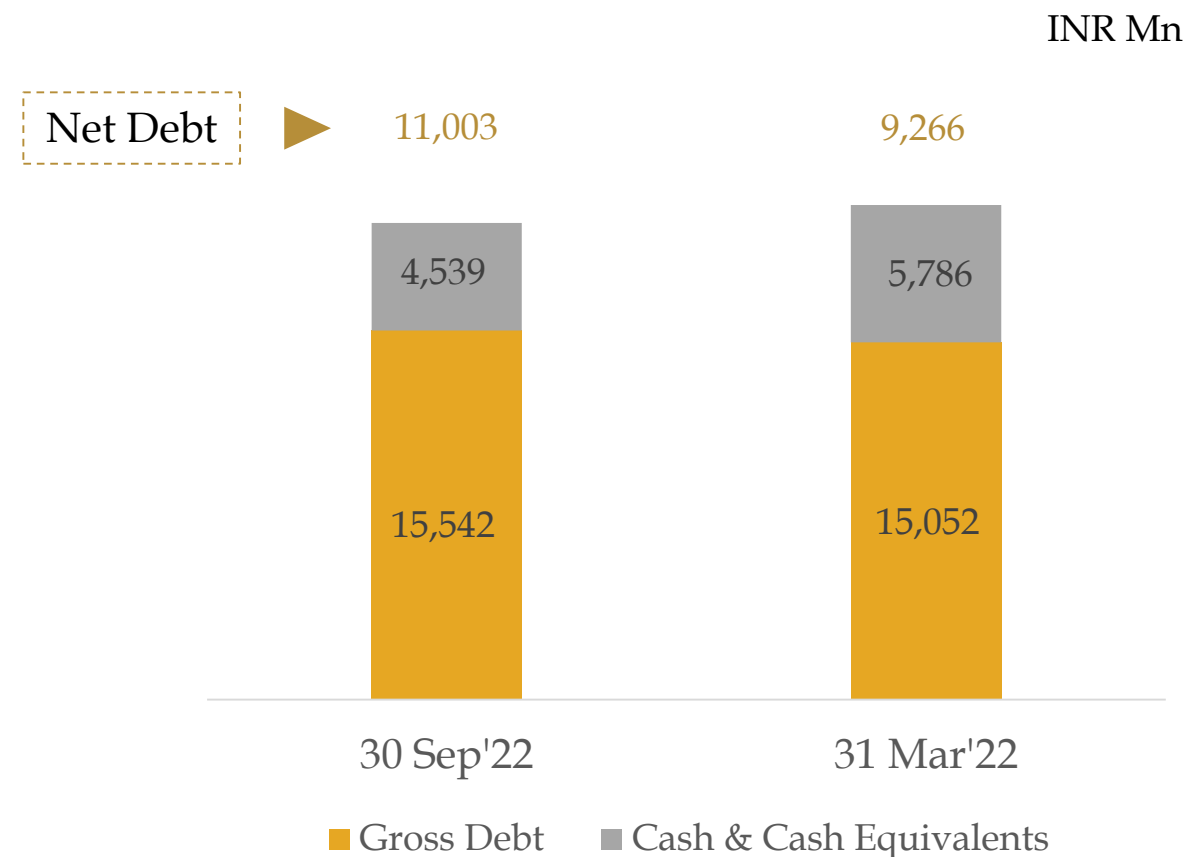
H1, FY 23 vs H1, FY 20

| Particulars | Q2, FY 23 | Q2, FY 20 | % Change | Q1, FY 23 | % Change | H1, FY 23 | H1, FY 20 | % Change |
|---|--------------|--------------|------------|--------------|------------|--------------|--------------|--------------|
| Variable Cost | | | | | | | | |
| FHC (%) | 45.6% | 44.1% | 150 bps | 45.6% | 0 bps | 45.6% | 44.3% | 130 bps |
| COGS (%) | 27.3% | 26.7% | 60 bps | 23.6% | 370 bps | 25.2% | 26.9% | -170 bps |
| Fixed Cost (INR Mn) | | | | | | | | |
| Rent | 1,696 | 1,484 | 14% | 1,804 | -6% | 3,500 | 2,914 | 20% |
| CAM | 448 | 388 | 15% | 439 | 2% | 887 | 762 | 16% |
| Personnel | 947 | 1,049 | -10% | 1,040 | -9% | 1,987 | 2,106 | -6% |
| Electricity & Water / Utilities | 541 | 571 | -5% | 567 | -5% | 1,107 | 1,159 | -4% |
| Other Expenses ex Movie Dist., Print | 960 | 952 | 1% | 855 | 12% | 1,815 | 1,878 | -3% |
| Total Fixed Expenses ex Movie Dist. | 4,592 | 4,445 | 3% | 4,705 | -2% | 9,297 | 8,818 | 5% |
| Movie Dist., Print charges | 206 | 635 | -68% | 65 | 215% | 271 | 771 | -65% |
| Total Fixed Expenses incl. Movie Dist. | 4,797 | 5,080 | -6% | 4,770 | 1% | 9,567 | 9,590 | -0.2% |

Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'

CONSOLIDATED BALANCE SHEET

| Particulars (INR Mn) | Reported | |
|--|--------------------|----------------|
| | September 30, 2022 | March 31, 2022 |
| Total Shareholder funds | 13,781 | 13,701 |
| Equity Share Capital | 611 | 610 |
| Other Equity | 13,177 | 13,094 |
| Non-Controlling Interest | -7 | -3 |
| Total Debt | 15,542 | 15,052 |
| Long Term Borrowings | 10,453 | 10,333 |
| Short Term Borrowings <i>(includes Current maturity of Long term Debt)</i> | 5,090 | 4,718 |
| Lease Liability | 37,370 | 36,907 |
| Other Non Current Liabilities | 86 | 741 |
| Total Sources of Funds | 66,779 | 66,401 |
| Net Fixed Assets Incl. CWIP | 17,372 | 17,415 |
| Goodwill | 10,520 | 10,520 |
| Right of Use assets (ROU) | 26,742 | 26,783 |
| Financial Assets | 2,509 | 2,586 |
| Other Non Current Assets | 7,849 | 7,293 |
| Cash & Cash Equivalents* | 4,539 | 5,786 |
| Current Assets | 3,625 | 2,875 |
| Less: Current Liabilities | 6,377 | 6,858 |
| Net Current Assets | -2,752 | -3,983 |
| Total Assets | 66,779 | 66,401 |



*Cash & Cash equivalents includes Investments (2 Mn), Cash & Cash equivalents (3,862 Mn) & Other Bank Balance (675 Mn) as appearing in Reported Balance Sheet



STRONG MOVIE LINE UP

Release calendar is as per the release dates announced as on date and is subject to change. Content line up shown in subsequent slides is for the next 3 months.

CONTENT PIPELINE

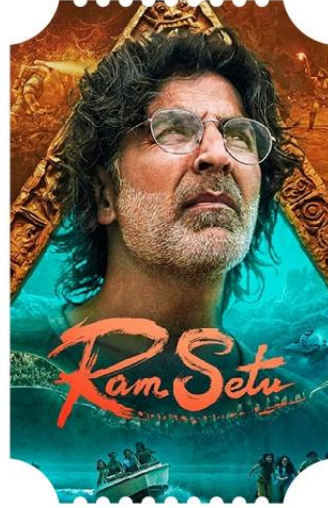


BLACK ADAM

CAST
DWAYNE JOHNSON,
SARAH SHAHI,
ALDIS HODGE

DIRECTOR
JAUME COLLET
SERRA

20TH OCT'2022



RAM SETU

CAST
AKSHAY KUMAR,
NUSHRRATT
BHARUCCHA,
JACQUELINE
FERNANDEZ

DIRECTOR
ABHISHEK SHARMA

25TH OCT'2022



THANK GOD

CAST
AJAY DEVGN,
SIDHARTH
MALHOTRA,
RAKUL PREET

DIRECTOR
INDRA KUMAR

25TH OCT'2022

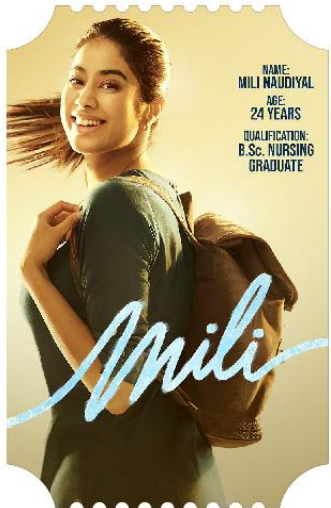


**HAR HAR
MAHADEV
[MARATHI]**

CAST
KSUBODH BHAVE,
SHARAD KELKAR,
AMRUTA
KHANVILKAR

DIRECTOR
ABHIJEET SHIRISH
DESHPANDE

25TH OCT'2022



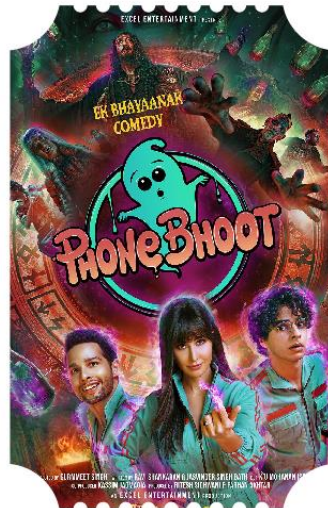
NAME:
MILI NAUDIYAL
AGE:
24 YEARS
QUALIFICATION:
B.Sc. NURSING
GRADUATE

MILI

CAST
JANHVI KAPOOR,
VIKRAM KOCHHAR,
RAGHAV BINANI,
MANOJ PAHWA,
SUNNY KAUSHAL

DIRECTOR
MATHUKUTTY
XAVIER

4TH NOV'2022



PHONE BHOOT

CAST
KATRINA KAIF,
SIDDHANT
CHATURVEDI,
ISHAAN KHATTAR

DIRECTOR
GURMMEET SINGH

4TH NOV'2022



**BLACK PANTHER -
WAKANDA
FOREVER**

CAST
DANAI GURIRA,
TENOUCH HUERTA,
LETITIA WRIGHT

DIRECTOR
RYAN COOGLER

10TH NOV'2022



UUNCHAI

CAST
AMITABH
BACHCHAN,
ANUPAM KHER,
PARINEETI
CHOPRA

DIRECTOR
SOORAJ R
BARJATYA

11TH NOV'2022

CONTENT PIPELINE



DRISHYAM 2

CAST
AJAY DEVGN,
TABU,
SHRIYA SARAN

DIRECTOR
ABHISHEK PATHAK

18TH NOV'2022



BONES AND ALL

CAST
TAYLOR RUSSELL,
TIMOTHEE
CHALAMET,
MARK RYLANCE

DIRECTOR
LUCA GUADAGNINO

25TH NOV'2022

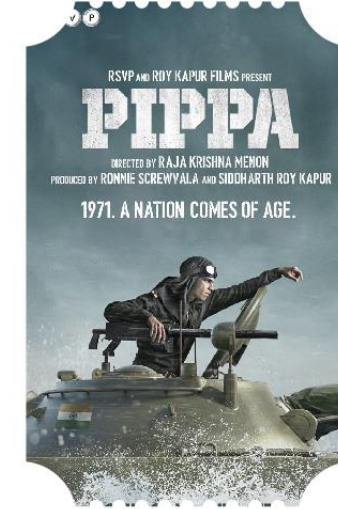


BHEDIYA

CAST
VARUN DHAWAN,
KRITI SANON

DIRECTOR
AMAR KAUSHIK

25TH NOV'2022

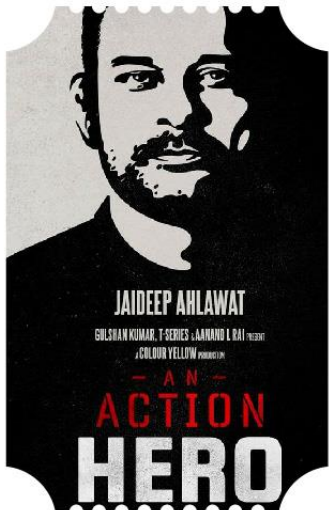


PIPPA

CAST
ISHAAN KHATTAR,
MRUNAL THAKUR

DIRECTOR
RAJA KRISHNA
MENON

2ND DEC'2022



AN ACTION HERO

CAST
AYUSHMANN
KHURRANA,
JAIDEEP ALHAWAT

DIRECTOR
ANIRUDH IYER

2ND DEC'2022

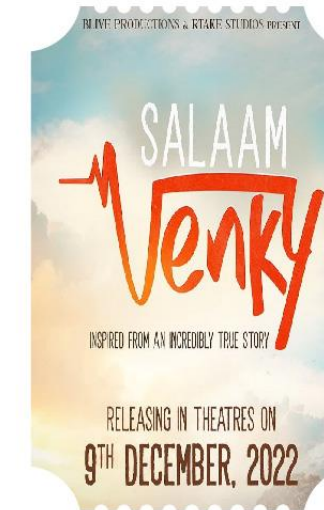


VAATHI [TAMIL]

CAST
DHANUSH,
TANIKELLA
BHARANI

DIRECTOR
VENKY ATLURI

2ND DEC'2022



SALAAM VENKY

CAST
KAJOL,
AAHANA KUMAR,
RAHUL BOSE

DIRECTOR
REVATHY

9TH DEC'2022



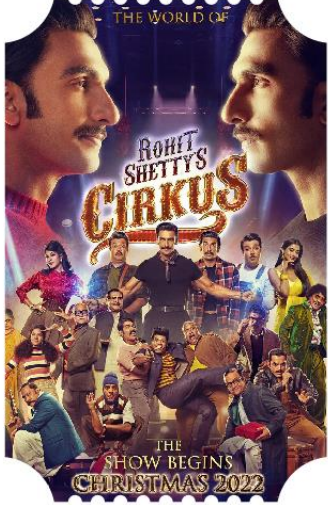
AVATAR : THE WAY OF WATER

CAST
ZOE SALDANA,
KATE WINSLET,
SAM
WORTHINGTON

DIRECTOR
JAMES CAMERON

16TH DEC'2022

CONTENT PIPELINE



CIRKUS

CAST
RANVEER SINGH,
JACQUELINE FERNANDEZ,
POOJA HEGDE

DIRECTOR
ROHIT SHETTY

23RD DEC'2022

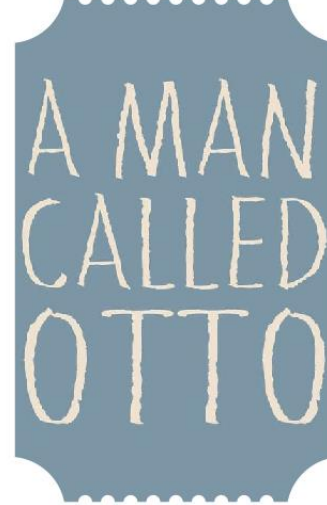


KUSHI [TELUGU, TAMIL, KANNADA, MALAYALAM]

CAST
VIJAY DEVERAKONDA,
SAMANTHA,
JAYARAM

DIRECTOR
SHIVA NIRVANA

23RD DEC'2022



A MAN CALLED OTTO

CAST
TOM HANKS,
MARIANA TREVINO,
RACHEL KELLER

DIRECTOR
MARC FOSTER

25TH DEC'2022

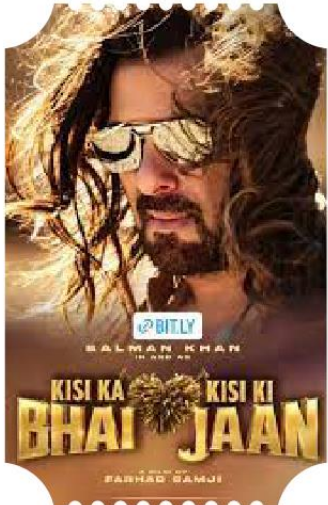


SHOTGUN WEDDING

CAST
JENNIFER LOPEZ,
JOSH DUHAMEL

DIRECTOR
JASON MOORE

28TH DEC'2022

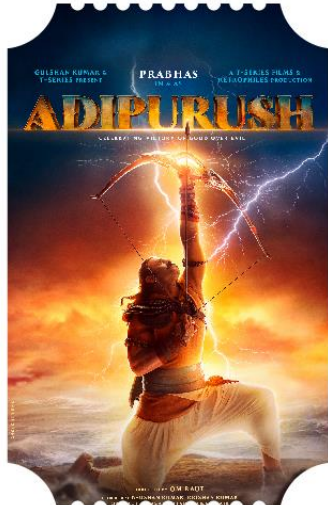


KISI KA BHAII KISI KI JAAN

CAST
SALMAN KHAN,
POOJA HEGDE,
SHEHNAAZ GILL

DIRECTOR
FARHAD SAMJI

30TH DEC'2022



ADIPURUSH [HINDI, TAMIL, TELUGU, KANNADA MALAYALAM]

CAST
PRABHAS, SAIF ALI KHAN,
KRITI SANON

DIRECTOR
OM RAUT

12TH JAN'2023



PUSS IN BOOTS: THE LAST WISH

CAST
ANTONIO BANDERAS,
CHRIS MILLER

DIRECTOR
JOEL CRAWFORD,
JANUEL MERCADO

20TH JAN'2023



PATHAN

CAST
SHAH RUKH KHAN,
JOHN ABRAHAM

DIRECTOR
SIDDHARTH ANAND

25TH JAN'2023

**THANK
YOU**