

# 41 lakh HAPPY FEET

April - September '07



April-September '06 - 25 lakh patrons entertained.  
April-September '07 - 41 lakh patrons entertained  
Growth rate - **64%**.



# Shringar Cinemas Limited

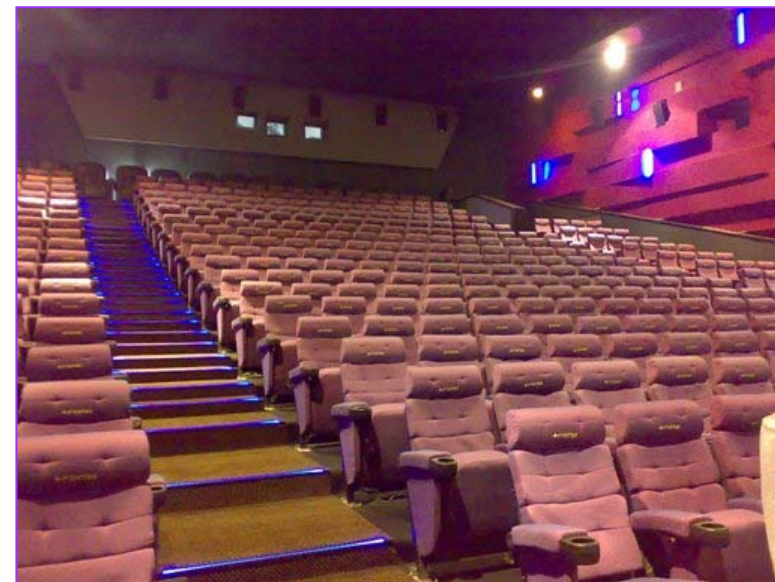
This presentation contains certain forward looking statements concerning future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements.

The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India, government policies and actions with respect to investments, fiscal deficits, tax regimes, regulations, etc., interest and other fiscal cost generally prevailing in the economy.

The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of company.

- Highlights of the quarter
- Present Status - current properties
- Expected rollout plan for FY 2007-08
- Financial Performance
  - Performance analysis for the quarter
  - Gross income analysis
  - Key operating parameters
  - Cost analysis
- Performance analysis - Fame Adlabs and Fame Surat

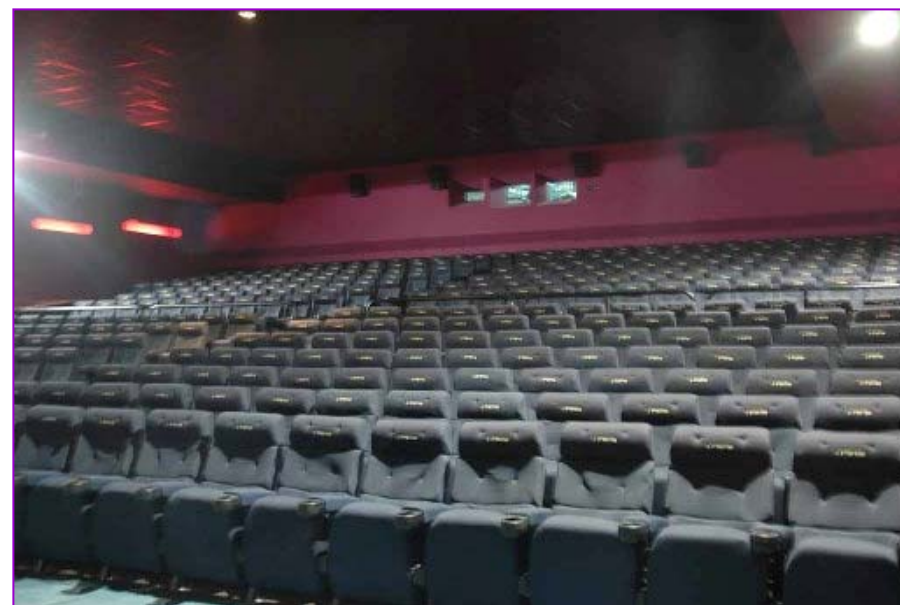
- Launch of New Properties
  - Dahisar (E) on 5<sup>th</sup> Aug 07 - 4 screens, 1,784 seats
  - Kandivli (E) on 5<sup>th</sup> Oct 07 - single screen, 415 seatsTotal screens as of date at 44 with 14,292 seats
- Currently 6 properties at various stages of fit out: Southcity and Fame Lido awaiting approvals
- 3 properties expected to be handed over in Q3 - Dhanbad, Prabhat (Thane) and Fun n shop (Pune)



Southcity, Kolkata

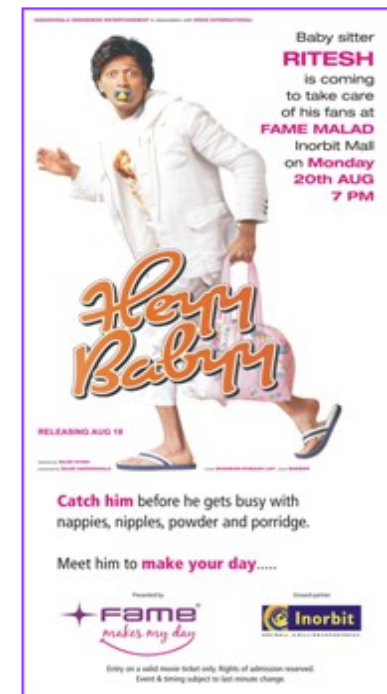
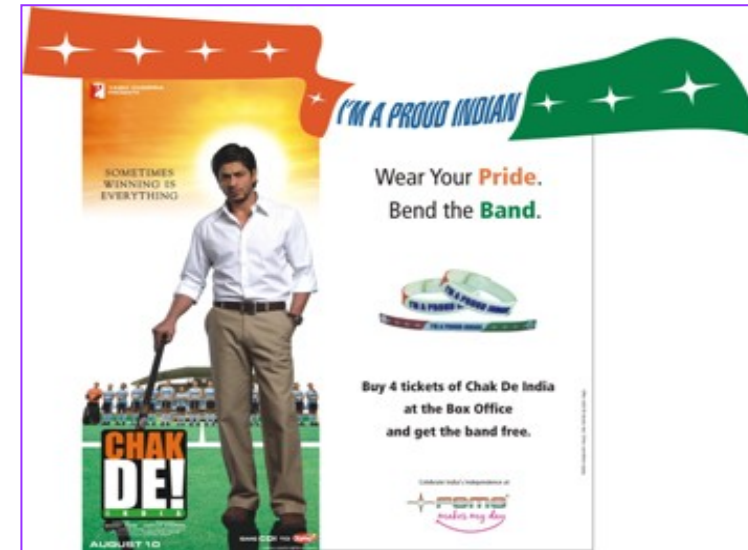


Thakur Fame, Dahisar



Fame Lido, Bangalore

- YoY Total Operational revenue growth at 53% to Rs 21 crores as against Rs 13.8 crores
  - Occupancy up for comparables 33% as against 30%
  - Footfall growth of 19% for comparables on the back of FF driver schemes
  - ATP up for comparables at Rs 131 vs 126
  - SPH up for comparables at Rs 32 vs 27
- YoY Operational cost growth at 63% to Rs 17.4 crores as against Rs 10.7 crores
  - Electricity eroding margins - % to topline from 4.7% to 9.3%
  - Full quarter impact of Service tax on rentals
- YoY EBIDTA growth (excluding non-operational other income) at 17% to Rs 3.66 crores as against Rs 3.12 crores inspite of:
  - No dividend declared from SMCPPL upto Q2 this year as against Rs 0.33 crores in Q2 FY 06-07 and Rs 0.55 crores in Q1 FY 06-07
  - E Tax exemption benefit for Kolkata Rs 0.54 crores, Previous year Rs 0.82 crores on account of cumulative exemption credit since launch



Sr. No.	Name of property	Location	Screens	Seats	E tax % on Net	E tax policy	Commencement Date	E -Tax Exemption Date
1	Mumbai	Citi Mall, Andheri	5	1,282	45%	No	2/4/2002	6/6/2002
2	Mumbai	Inorbit Mall, Malad	6	1,571	45%	Yes	9/9/2004	13/05/2005
3	Nasik	Nashik Shirdi Road	3	1,407	40%	Yes	11/11/2004	20/07/2005
4	Mumbai	Raghu Leela Mall, Kandivili	4	1,275	45%	Yes	10/6/2005	4/9/2006
5	Kolkatta	Metropolitan Mall, Hiland Park	4	979	30%	Yes	2/12/2005	2/12/2005
6	Pune	Jai Ganesh Mall, Pimpri	3	1,009	40%	Yes	28/05/2006	13/01/2007
7	Surat	Raj Empire Mall, Surat	6	1,841	25%	No	23/06/2006	
8	Mumbai	Nakshatra Mall, Dadar	1	280	45%	No	20/10/2006	
9	Mumbai	Thakur Cinema	1	782	45%	No	24/11/2006	
10	Aurangabad	CIDCO, Aurangabad	3	1,043	40%	Yes	1/12/2006	5/2/2007
11	Anand	Anand	3	624	25%	No	30/03/2007	
12	Mumbai	Thakur Fame, Dahisar	4	1,784	40%	No	5/8/2007	
13	Mumbai	Thakur Movie	1	415	45%	No	5/10/2007	
			<b>44</b>	<b>14,292</b>				

## Properties already handed over & expected to commence this year

SR. No.	City of property	Location	Screen	Seats	E tax % on Net	E tax policy	Expected Commencement Date
1	Kolkatta	South City	6	1,436	30%	Yes	3rd Quarter 07-08
2	Bangalore	Lido, MG Rd	4	1,040	40%	No	3rd Quarter 07-08
3	Bangalore	Symphony, MG Rd	1	560	40%	No	3rd Quarter 07-08
4	Chandigarh	Panchkula	3	663	30%	No	4th Quarter 07-08
5	Mumbai	Ghatkopar	4	1,250	45%	Yes	4th Quarter 07-08
6	Mumbai	Vashi	6	1,019	40%	No	4th Quarter 07-08
			<b>24</b>	<b>5,968</b>			

## Properties expected to be handed over in Q3

SR. No.	City of property	Location	Screen	Seats	E tax % on Net	E tax policy
1	Pune	Fun N Shop	3	1,025	40%	Yes
2	Dhanbad	Saraidela	4	1,042	112%	Yes
3	Mumbai	Thane	1	210	40%	No
			<b>8</b>	<b>2,277</b>		

# Financial Performance

## UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 SEP 2007

Sr. No.	Particulars	Standalone							
		Q2 FY 07-08	Q2 FY 06-07	Growth YoY	H1 FY 07-08	H1 FY 06-07	Growth YoY	Q1 FY 07-08	Growth QoQ
1	Revenue from operations	20.28	12.52	62%	38.58	23.09	67%	18.30	11%
2	Other income	4.07	2.82	44%	8.94	4.94	81%	4.87	-17%
	<b>Total Revenue</b>	<b>24.35</b>	<b>15.33</b>	<b>59%</b>	<b>47.52</b>	<b>28.03</b>	<b>70%</b>	<b>23.17</b>	<b>5%</b>
3	Direct cost	6.77	4.25	60%	12.68	7.69	65%	5.91	15%
4	Personnel cost	2.53	1.43	77%	4.89	3.04	61%	2.36	7%
5	Other expenses	8.12	5.00	62%	15.30	9.27	65%	7.17	13%
	<b>Total Expenditure</b>	<b>17.42</b>	<b>10.68</b>	<b>63%</b>	<b>32.87</b>	<b>20.00</b>	<b>64%</b>	<b>15.45</b>	<b>13%</b>
	<b>EBIDTA</b>	<b>6.93</b>	<b>4.66</b>	<b>49%</b>	<b>14.66</b>	<b>8.04</b>	<b>82%</b>	<b>7.73</b>	<b>-10%</b>
6	Interest	0.74	0.86	-13%	1.58	1.89	-16%	0.84	-12%
7	Depreciation	1.53	1.11	38%	2.74	2.10	30%	1.21	27%
	<b>Profit/ (Loss) before Tax</b>	<b>4.66</b>	<b>2.69</b>	<b>73%</b>	<b>10.34</b>	<b>4.04</b>	<b>156%</b>	<b>5.68</b>	<b>-18%</b>
8	Provision for taxation	0.65	0.03		1.11	0.12		0.45	44%
	<b>Profit/ (Loss) for the period</b>	<b>4.01</b>	<b>2.66</b>	<b>51%</b>	<b>9.23</b>	<b>3.92</b>	<b>136%</b>	<b>5.22</b>	<b>-23%</b>

- YoY PAT growth at 51% Rs.4.01 crores as against Rs. 2.66 crores previous year same quarter
- 11% growth in Revenue from operations on a sequential quarter basis

## UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 SEP 2007

Sr. No.	Particulars	Standalone (restated)							
		Q2 FY 07-08	Q2 FY 06-07	Growth YoY	H1 FY 07-08	H1 FY 06-07	Growth YoY	Q1 FY 07-08	Growth QoQ
1	Revenue from operations	20.28	12.52	62%	38.58	23.09	67%	18.30	11%
2	Other operational income	0.79	1.28	-38%	1.45	2.05	-29%	0.66	21%
	<b>Total operational revenue</b>	<b>21.08</b>	<b>13.80</b>	<b>53%</b>	<b>40.03</b>	<b>25.14</b>	<b>59%</b>	<b>18.96</b>	<b>11%</b>
3	Direct cost	6.77	4.25	60%	12.68	7.69	65%	5.91	15%
4	Personnel cost	2.53	1.43	77%	4.89	3.04	61%	2.36	7%
5	Other expenses	8.12	5.00	62%	15.30	9.27	65%	7.17	13%
	<b>Total Expenditure</b>	<b>17.42</b>	<b>10.68</b>	<b>63%</b>	<b>32.87</b>	<b>20.00</b>	<b>64%</b>	<b>15.45</b>	<b>13%</b>
	Adjusted EBIDTA	3.66	3.12	17%	7.17	5.14	39%	3.51	4%
	<b>EBIDTA %age</b>	<b>17%</b>	<b>23%</b>		<b>18%</b>	<b>20%</b>		<b>19%</b>	
6	Interest expenses	0.74	0.86	-13%	1.58	1.89	-16%	0.84	-12%
7	Other non operational income	(3.28)	(1.54)	113%	(7.49)	(2.89)	159%	(4.22)	-22%
8	Depreciation	1.53	1.11	38%	2.74	2.10	30%	1.21	27%
	<b>Profit/ (Loss) before Tax</b>	<b>4.66</b>	<b>2.69</b>	<b>73%</b>	<b>10.34</b>	<b>4.04</b>	<b>156%</b>	<b>5.68</b>	<b>-18%</b>
9	Provision for taxation	0.65	0.03	1863%	1.11	0.12	817%	0.45	44%
	<b>Profit/ (Loss) for the period</b>	<b>4.01</b>	<b>2.66</b>	<b>51%</b>	<b>9.23</b>	<b>3.92</b>	<b>136%</b>	<b>5.22</b>	<b>-23%</b>

- EBIDTA margin at 17% as against 23% previous year same quarter
  - Dividend from SMCPL Rs Nil in Q2 FY 07-08 as against Rs.0.33 crores in Q2 FY 06-07 (*Rs 0.4 crores received in Q3 07-08*)
  - E Tax exemption benefit for Kolkata Rs 0.54 crores as against Rs 0.82 crores in Q2 FY 06-07
- Other expenses increase driven by steep increase in electricity rates in Maharashtra
- Other non operational income in Q2 FY 07-08 includes Rs 2.5 crore exchange gain driven by Rupee appreciation

**A+ Kids Combo**

GET A FREE SIPPER

2 Xtra Large Popcorn  
+ 2 Pepsi 300 ml  
+ 1 Pkt. Samosa

**Rs. 129/-**

	Q2 FY 07-08	Q2 FY 06-07	YoY growth	H1 FY 07-08	H1 FY 06-07	YoY growth	FY 06-07
Revenue	2,108	1,380	53%	4,003	2,514	59%	5,467
EBITDA	366	312	17%	717	514	39%	1,065
EBITDA %	17%	23%		18%	20%		19%

- Revenue growth on the back of improved operating parameters for comparables and full quarter impact of seats added during FY 06-07
- 2% YoY growth in Yield per seat inspite of slow start of Dahisar property

	H1 FY 07-08	H1 FY 06-07	YoY Growth	FY 06-07	Q1 FY 07-08
Revenue in Lacs	3,966	2,418	64%	5,342	1,878
Average Seats	9,424	5,841	61%	6,752	8,890
Yield per seat (pa)	84,167	82,808	2%	79,113	84,506

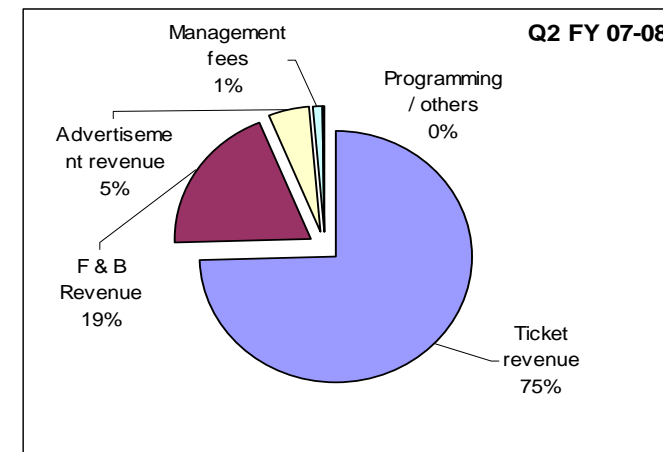
Yield parameters exclude Fame Adlabs and Fame Surat

**Buy a double duet combo**  
and

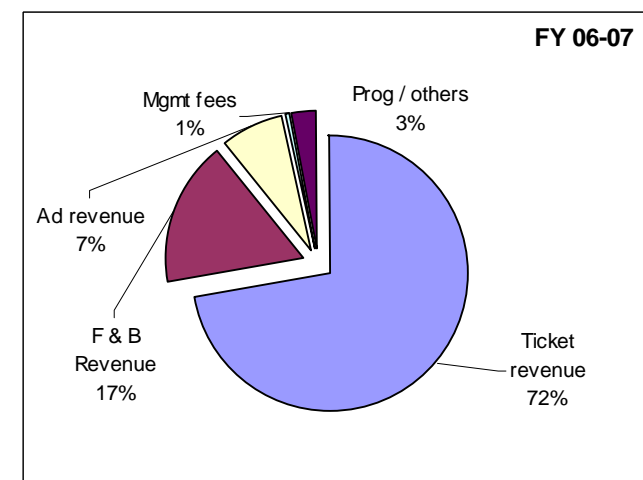
**GET A FREE T-SHIRT**

**RUSH HOUR 3**

	Q2 FY 07-08	Q2 FY 06-07	YoY growth	H1 FY 07-08	H1 FY 06-07	YoY growth	FY 06-07	Q1 FY 07-08
Gross Revenue from Operations	2,028	1,252	62%	3,858	2,309	67%	5,159	1,830
<i>Comprises : -</i>								
Ticket revenue	1,510	915	65%	2,826	1,660	70%	3,730	1,316
F & B Revenue	392	208	89%	729	392	86%	869	337
Ad revenue	100	86	17%	222	186	19%	384	122
Mgmt fees	20	8		37	8		38	17
Prog / others	6	35	-83%	44	63	-30%	138	38



	Q2 FY 07-08	Q2 FY 06-07	YoY growth	H1 FY 07-08	H1 FY 06-07	YoY growth	FY 06-07	Q1 FY 07-08
Gross Tick Rev	1,736	1,102	58%	3,214	1,985	62%	4,342	1,478
Less : Discount	83	40	109%	146	53	174%	140	63
Ticket Revenue	1,653	1,062	56%	3,068	1,931	59%	4,202	1,415
Less: E Tax	143	147	-3%	242	271	-11%	472	99
Net Tick Rev	1,510	915	65%	2,826	1,660	70%	3,730	1,316
Effective E- Tax rate on gross	8.25%	13.36%		7.54%	13.68%		10.87%	6.71%
Discount %age on Gross Tick Rev	4.79%	3.62%		4.54%	2.68%		3.23%	4.25%



- Mix of ticket revenue and F&B grown marginally
- E-Tax %age lower attributable to increased weightage of E tax exempt properties
- Shift of programming business to SFL for increased focus

“Comparable Plex” comprises of Fame Malad, Fame Kandivali, Fame Nashik and Fame Kolkatta.

These properties were in full operation in 2006-07 & 2007-08.

“Non comparable Plex” comprises of Fame Pune, Fame Nakashtra, Thakur Fame & Fame Aurangabad.

These properties were operational for part of the year in 2006-07.

“New Plex” comprises of Fame Anand and Thakur Fame, Dahisar which commenced operations on 30<sup>th</sup> March 2007 and 5<sup>th</sup> August 2007 respectively

## No. of shows

Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06- 07
Comparable plex	5.52	5.17	5.53	5.26	5.30
Non comparable plex	5.40	5.58	5.34	5.22	5.30
New Plex	4.61		4.76		
Avg no of shows	5.38	5.19	5.40	5.26	5.30

## Occupancy

Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06- 07
Comparable plex	33%	30%	32%	29%	28%
Non comparable plex	36%	46%	32%	52%	38%
New Plex	27%		27%		
Average Occupancy	33%	33%	32%	32%	30%

## Footfalls (in lacs)

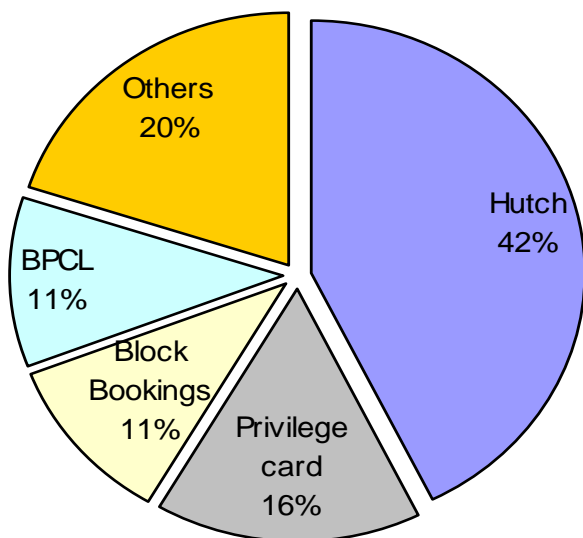
Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06- 07
Comparable plex	8.71	7.34	16.93	14.34	27.85
Non comparable plex	5.50	2.36	10.19	3.59	11.75
New plex	1.89		2.61		
Total	16.10	9.70	29.73	17.93	39.59

- Improved occupancy in comparables in spite of increased no. of shows
  - Growth in FF of comparable plexes yoy by 18%
  - Focus on footfall drivers to drive up occupancy

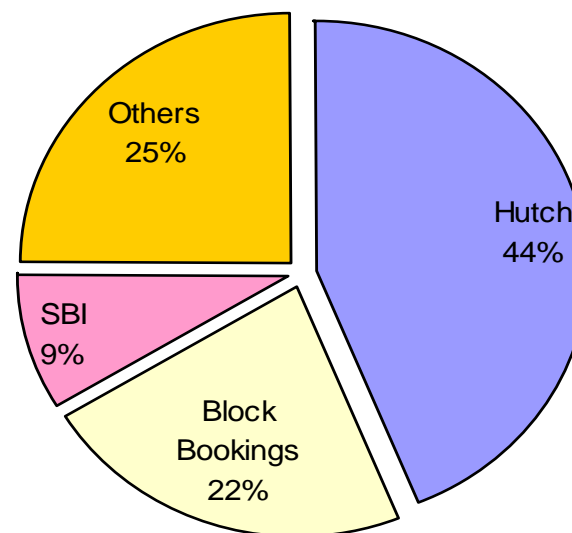
	Q2 FY 07-08	Q2 FY 06-07	FY 06-07
Total Footfalls (lacs)	18.39	11.97	48.01
Drivers' contribution	2.25	1.24	4.29
FF %age	12%	10%	9%
Total Revenue (lacs)	2,139	1,479	5,726
Total Discount	105	59	189
Discount %age	4.9%	4.0%	3.3%

- FF Drivers' contribution increased
- Exclusive deals for Fame patrons - Hutch Tuesdays, BPCL petro mile redemption, Privilege cards etc.
- Schemes designed to create regular viewing habits

**Q2 FY 07-08**



**FY 06-07**



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BPCL PETROMILES AT FAME**



- + BURN PETROMILES TO GET MOVIE TICKETS AT FAME.
- + BUY TICKETS TO EARN PETROMILES.
- + ANY DAY. ANY SHOW.

Conditions apply. Also get exclusive discounts on refreshment orders.



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*makes my day*

**SPEEDY TICKETS:**  
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BPCL petromile redemption scheme

**FAME**<sup>®</sup> RAGHULEELA  
*makes my day* presents

**MONSOON MASTI  
DO PAR EK FREE  
OFFER**

Buy 2 movie tickets & get 1 movie ticket  
**FREE\***  
at Fame Raghuleela, Kandivali.

Shop at Spencer's for Rs. 499 & above  
to avail\* this offer



\*Valid tickets only. Other conditions apply.

Buy 2 get 1 free offer at Raghuleela

## ATP (Rs)

Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06-07
Comparable plex	131	126	129	121	123
Non comparable plex	79	76	79	71	79
New plex	83		83		
Average ATP	108	114	108	111	110

- 4% growth in ATP of comparable plexes yoy in Q2 and 7% growth on YTD basis

## SPH (Rs)

Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06-07
Comparable plex	32	27	32	27	28
Non comparable plex	20	11	20	11	15
New plex	21		22		
Average SPH	27	23	27	24	24

- 19% yoy growth in SPH of comparables
- Growth in SPH as %age of ATP to 25%
- Growth on the back of improved conversions

**FAME**  
makes my day

**FAME ADLABS**  
**Golden Mornings**

<b>DHAMAAL</b> 9.20 am - Rs. 50 / 60 / 70 11.00 am - Rs. 70 / 100	<b>NANHE JAISALMER</b> 10.30 am Rs. 70	<small>Dhamaal &amp; Heyy Babyy playing in Gold Class Screens.</small>
<b>HEYY BABYY</b> 10.00 am - Rs. 50 / 60 / 70	<b>CHAK DE INDIA (TAX FREE)</b> 10.20 am - Rs. 49	<small>*Conditions apply</small>

**ADVANCE BOOKING OPENS TODAY**

- LIONS OF PUNJAB
- MANORAMA - Six Feet Under at Fame Adlabs, Fame Malad & Fame Raghuleela.
- NO RESERVATIONS at Fame Adlabs & Fame Malad.

Home Delivery: **6699 1212** • Online: [www.famecinemas.com](http://www.famecinemas.com)

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**FAME POPSTAR**

Exchange this coupon to get Food & Beverages worth Rs. **50**

**Terms & Conditions:** This coupon is valid till 31st December 2007. This coupon is valid for all items at the concessions counter. This coupon can be redeemed at any Fame Multiplex. This coupon cannot be exchanged for cash. No two offers/promotions/schemes can be clubbed together. No two coupons can be clubbed together. Other conditions apply. Management rights reserved.

**CHAK DE!**

11:00 am, 1:50, 3:15, 4:40, 6:10, 7:35, 9:05, 10:30 pm  
 Tickets: 2436 1111, www.famecinemas.com

The Women's Hockey Team is coming to meet you TODAY.  
 Be there to say Chak De! India with the young stars.

Coming soon 6-screen Fame South City, Kolkata  
 with an exclusive Gold Class Recliner Screen.

**FAME** makes my day  
 HILAND PARK, KOLKATA  
 TRAVELPORT

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Precious Gems Of Wisdom

Gandhi's first name was

- Ramdas
- Mohandas
- Jamnadas

SMS the answer to the above question to FAME <space> a or b or c to 5454 and you could win a book to cherish.

Conditions apply. Upto Rs. 3 per sms. Please check with your mobile operator for exact rates.

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RELEASING AT FAME ON 17<sup>TH</sup> AUGUST

**TRANSFORMERS**

Buy 4 tickets on [famecinemas.com](http://famecinemas.com) & WIN Laptops.

Now Playing at: • Fame Adlabs, Andheri • Fame Malad, Inorbit Mall  
 Fame Raghuleela, Kandivali (W) • Thakur Fame, Kandivili (E)  
 Fame Nakshatra, Dadar

• Also in HINDI at Thakur Fame, Dahisar (E)

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\*Conditions apply.

WEDNESDAY'S for WOMEN

God created Women + **FAME** created Goddesses

Women are pampered every Wednesday at Fame with gifts par excellence. Each lady who watches a movie gets a guaranteed gift. Any movie, any show.

No doubt ladies all over the city drop their worldly chores and rush to Fame. Just to discover the exotic feeling of being a goddess.

Ladies - Buy a ticket on any Wednesday after 4 pm and collect your confirmed gift voucher from the promotion desk. Free 100 ladies can avail the offer at each Fame Multiplex. Other conditions apply.

**SPENDY TICKETS** Home Delivery: 6499 1212  
 Online: [www.famecinemas.com](http://www.famecinemas.com)

Celebrate at **FAME** makes my day  
 Movie Partner: **MED DAY**



# Cost Analysis

Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06-07
Comparable plex	31%	30%	30%	29%	30%
Non comparable plex	30%	28%	30%	28%	29%
New plex	31%		32%		
Overall	31%	29%	30%	29%	30%

Percentage split of Ticket Revenue across life of Film									
	Week					Week			
Q2 FY 07-08	1	2	3	4	Q2 FY 06-07	1	2	3	4
Comparable plex	57%	24%	9%	10%	Comparable plex	58%	23%	10%	9%
Non comparable plex	66%	24%	5%	6%	Non comparable plex	57%	20%	11%	11%
New plex	66%	23%	6%	5%	New plex				
Overall	60%	24%	8%	8%	Overall	58%	22%	10%	10%
Percentage of Distributor Share on gross Ticket Revenue									
	Week					Week			
Q2 FY 07-08	1	2	3	4	Q2 FY 06-07	1	2	3	4
Comparable plex	34%	29%	26%	26%	Comparable plex	33%	28%	26%	22%
Non comparable plex	32%	27%	24%	27%	Non comparable plex	31%	26%	25%	21%
New plex	34%	29%	24%	23%	New plex				
Overall	33%	28%	26%	26%	Overall	33%	28%	26%	21%

- Marginal increase due to shorter life of movies

## F&B cost %

Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06-07
Comparable plex	32%	31%	32%	31%	31%
Non comparable plex	36%	35%	37%	32%	35%
New plex	41%		40%		
Overall	34%	31%	34%	32%	31%

- Focus on increasing conversion - price points reduced at certain locations
- Rs 5 / 10 discount offered with tickets to push conversion



F&B cost % computed on revenue net of VAT and discount

## Other expenses (% of topline)

Particulars	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07	FY 06-07
Advertisement expenses	2.1%	3.4%	2.7%	3.0%	3.2%
Personnel expenses	12.0%	10.4%	12.2%	12.1%	11.9%
Rental expenses	14.7%	14.7%	14.8%	16.3%	17.6%
Electricity	9.3%	4.7%	8.7%	4.9%	5.2%
Other expenses	13.0%	16.1%	13.2%	15.2%	14.2%

- Steep increase in electricity rates in Maharashtra



Fame Adlabs	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07
No of shows	5.97	5.37	6.01	5.39
Occupancy	33%	36%	32%	35%
Footfalls (lacs)	2.29	2.27	4.58	4.37
ATP	176	166	172	161
SPH	46	43	47	43
SCL's share of dividend Rs lacs	-	33.00	-	87.60

- Growth in footfall on the back of footfall driver schemes and increased no of shows
- 7% growth in ATP yoy
- 9% growth in SPH yoy

Fame Surat	Q2 FY 07-08	Q2 FY 06-07	H1 FY 07-08	H1 FY 06-07
No of shows	5.42	5.23	5.41	4.48
Occupancy	38%	31%	36%	34%
Footfalls (lacs)	3.48	2.33	6.60	2.72
ATP	100	95	95	96
SPH	24	19	24	19
Management fees Rs lacs	20.00	8.00	37.40	8.00

- Property launched on 23 Jun 06 hence yoy not strictly comparable

Thank you