

TIPS Films Ltd.



Investor Presentation – Q1FY24

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Key Highlights for the Quarter

- ❖ There were no film releases in Q1FY24, therefore no significant revenue could be booked during the quarter. This quarter's results reflect the impact of fixed costs.
- ❖ The film industry is a creative industry which is highly reliant on manpower. Therefore, the production and release of films are both dependent on multiple factors including competition from other movies, availability of cast and crew, shooting locations, release windows, seasonal trends, public holidays and festivals, avoiding clashes with major events, and analyzing trends in box office performance. Therefore, short-term comparisons are fundamentally incorrect.
- ❖ Additionally, comparing the performance of different quarters may not be appropriate, as it might involve comparing a blockbuster release from the previous year with a smaller-budget film release in the current quarter. An analytically robust method of comparison would be to do it on an annual basis as that would take into account the vagaries of production as well as releases.
- ❖ The limited number of releases which we are doing currently leads to such volatility in quarterly earnings, although there is no change in the earnings outlook for the year.
- ❖ As we scale up to releasing 4 to 5 movies per annum over the next 2 years and subsequently to 10 to 12 movies per annum in the subsequent 2 - 3 years, this volatility will reduce.
- ❖ Our team is geared up for 5 to 6 productions per year and we are also building our project pipeline to achieve this target.
- ❖ The state of the film industry remains very healthy and the outlook on content demand is positive. Therefore, we are confident of scaling up profitably.

Merry Christmas



Vijay Sethupathi



Katrina Kaif

Movie being dubbed in 5 languages

Ishq -Vishq Rebound



Rohit Saraf



Pashmina Roshan



Jibraan Khan



Pritam

Sridevi Prasanna



Sai Tamhankar



Siddharth Chandekar



Vishal Modhave
(Director)



Aditi Moghe
(Writer)



Amitraj
(Music)

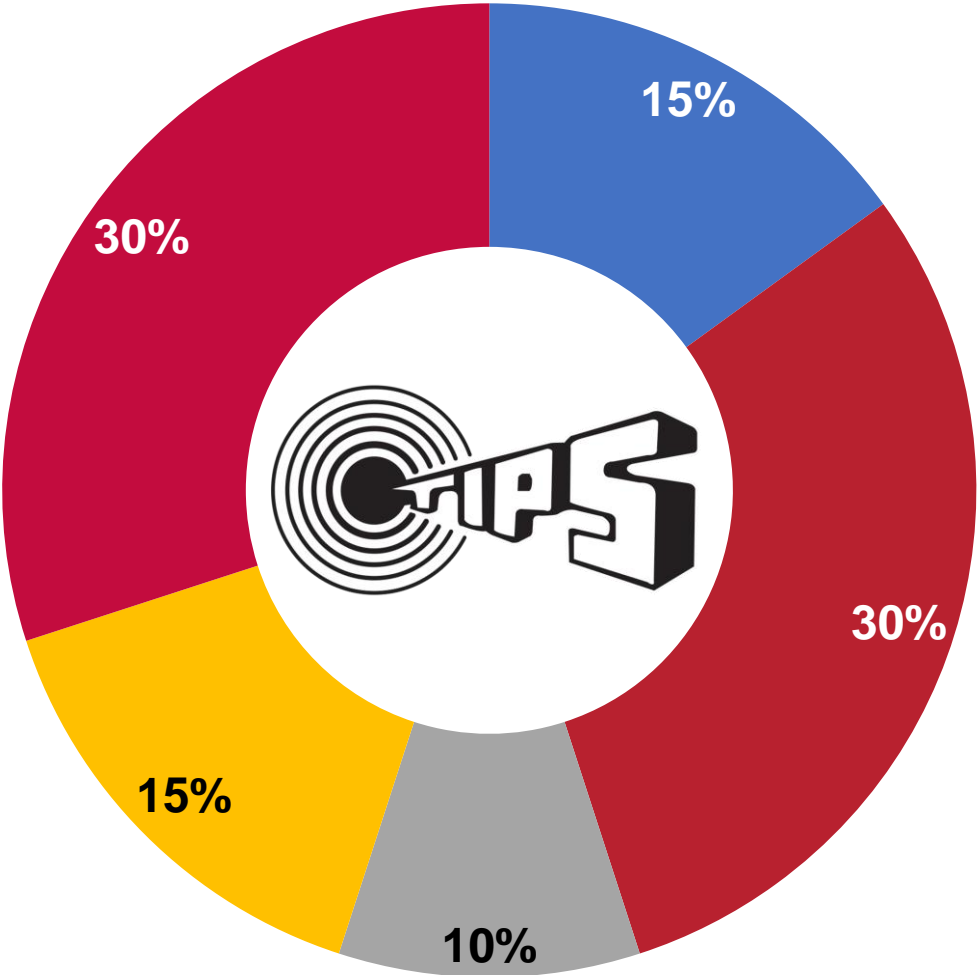
Upcoming movies

Soulmates

Motha Maanus
(Nilu Phule Biopic)

Kolhapur To Pattaya
(Tentative Title)

Revenue mix estimate



- Music Rights
- Digital Rights
- Overseas Theatrical Rights
- Satellite Rights
- Domestic Theatrical Rights

Films Don't Fail... Budgets Do!

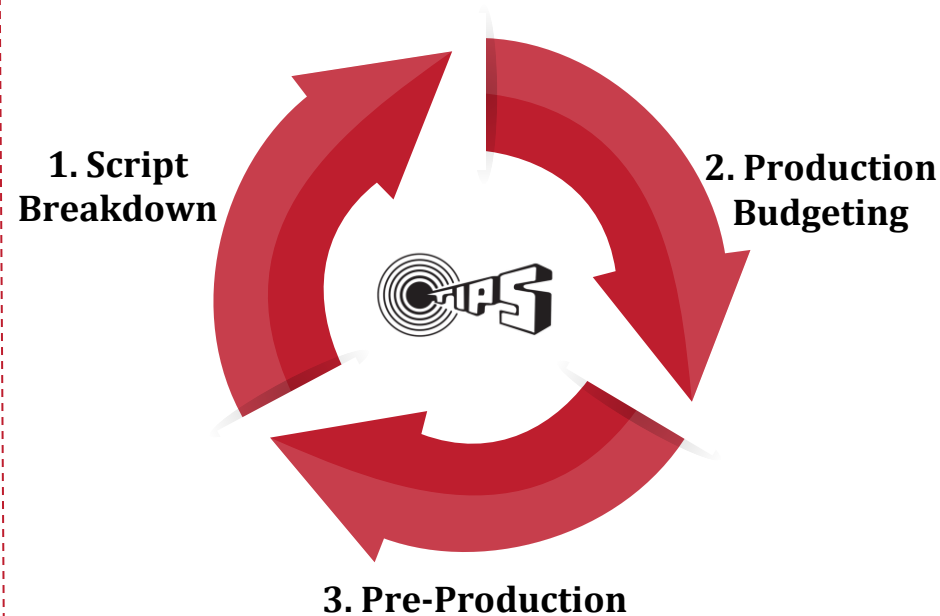
Understanding the monetization potential of a story and pairing it with the right cast and execution team is the essence of successful film making.

Budgeting is effective when a film's revenue potential determines the choice of cast and execution team.

TFL limits risk of loss by producing small and mid budget films.

For large budget films, TFL has developed a partnership model where it partners with actors and other producers on revenue sharing basis and thereby limits risk.

Budgeting Process



Tips Films Ltd. Accounting Policy

Tips Films Ltd will write off 100% of the cost of the movie within 12 months of release.

Earlier 60% was written off in the first year, and the remaining over 9 years.

TFL's success ratio is over 85%. This is because we continue to monetize films long after their Box-Office releases.

We own IPR of around 50 films in perpetuity and expect this library to generate substantial Free Cash Flow in the medium term.

Quarterly Financial Performance

Particulars (Rs. in lakhs)	Q1FY24	Q4FY23	Q-o-Q
Revenue From Operations	66	3,166	-97.9%
Cost of Production / Distribution	0	2,761	
Employee Benefits Expenses	91	83	
Other Expenses	154	126	
Other Income	33	43	
Depreciation and Amortisation Expense	18	13	
EBIT	-164	226	-172.7%
Finance Costs	19	72	
PBT	-183	154	-219.3%
Tax	0	-118	
PAT	-183	272	-167.4%
PAT %	-278.8%	8.6%	
EPS	-4.23	6.28	

Profit & Loss Statement

Particulars (Rs. in Crs)	FY23	FY22	Y-o-Y
Revenue From Operations	61.4	66.8	-8.1%
Cost of Production / Distribution	29.1	55.4	
Employee Benefits Expenses	3.3	3.1	
Other Expenses	5.0	4.9	
Other Income	10.1	6.6	
Depreciation and Amortisation Expense	0.5	0.5	
EBIT	33.6	9.5	254.1%
Finance Costs	1.6	0.0	
PBT	32.0	9.5	237.5%
Tax	7.7	2.5	
PAT	24.3	7.0	250.0%
PAT %	39.6%	10.4%	
EPS	56.3	16.1	

Balance Sheet

Equity & Liabilities (₹ in Cr)	Mar'23	Mar'22
Equity Share Capital	4.3	4.3
Other Equity	87.6	63.4
Total Equity	91.9	67.7
Loans	5.5	0.0
Deferred Tax Liabilities, (net)	2.3	2.6
Employee Benefit Obligations	0.4	0.3
Other Non Current Liabilities		
Total Non - Current Liabilities	8.2	2.9
Financial Liabilities		
Loans	12.1	0.0
Trade Payables		
Total outstanding dues of micro enterprises and small enterprises	0.0	0.0
Total outstanding dues of creditors other than micro enterprises and small enterprises	9.0	5.3
Other Financial Liabilities	0.0	9.2
Employee benefit Obligations	0.0	0.0
Current Tax Liabilities (net)	8.0	2.8
Other Current Liabilities	15.7	0.0
Total Current Liabilities	44.8	17.3
Total Equity and Liabilities	144.9	87.9

Assets (₹ in Cr)	Mar'23	Mar'22
Non- Current Assets		
Property, plant and equipment	1.0	1.1
Investment Property	11.8	12.1
Other Financial Assets	0.2	0.2
Other Non-Current Assets	12.3	9.3
Total Non - Current Assets	25.3	22.7
Current Assets		
Financial Assets		
Investments	0.0	0.2
Trade receivables	21.0	0.0
Cash and cash equivalents	3.1	4.7
Bank balances other than (ii) above	5.3	14.3
Loans	0.0	0.0
Other Financial Assets	2.6	2.6
Other Current Assets	79.4	43.4
Current Tax Assets (Net)	8.2	0.0
Total Current Assets	119.6	65.2
TOTAL ASSETS	144.9	87.9

Cash Flow Statement

Cash Flow Statement (Rs. Crs.)	Mar'23	Mar'22
Cash Flow from Operating Activities		
Profit before Tax	32.1	9.5
Adjustment for Non-Operating Items	2.2	-0.4
Operating Profit before Working Capital Changes	34.3	9.1
Changes in Working Capital	-50.0	1.3
Cash Generated from Operations	-15.7	10.4
Less: Direct Taxes paid	-11.0	0.0
Net Cash from Operating Activities	-26.7	10.4
Cash Flow from Investing Activities	9.1	-14.2
Cash Flow from Financing Activities	16.0	0.0
Net increase/ (decrease) in Cash & Cash equivalent	-1.6	-3.8
Add : Cash and cash equivalents at the beginning of the year / (Demerger Adjustment in FY 2022 Rs. 844.36)	4.7	8.5
Cash and cash equivalents at the end of the year	3.1	4.7

Thank You!

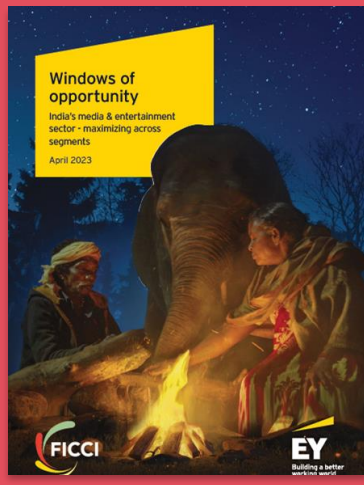
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