



May 08, 2024

To,
Listing Department
BSE Limited
P.J. Towers, Dalal Street,
Fort, Mumbai – 400 001

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra Kurla Complex, Bandra E,
Mumbai – 400 050.

Scrip Code: 543614

Symbol: TIPSFILMS

Subject: Submission of Investor Presentation

Dear Sir/Madam,

This is in reference to our letter dated May 03, 2024 in respect to analyst/ investor Meet re-scheduled on Wednesday, May 08, 2024 at 4.00 p.m. (IST) and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith a copy of Investor Presentation with respect to Audited Financial Results of the Company for quarter and year ended March 31, 2024.

The same shall be uploaded on our website <https://tipsfilms.in/>

Kindly take the above information on your record.

Thanking You,

For **Tips Films Limited**

Dharmesh Navdhare
Company Secretary

TIPS FILMS LTD.

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Tel : 022- 6643 1188 Email : info@tipsfilms.in Website : www.tipsfilms.in
CIN: U74940MH2009PTC193028



TIPS FILMS LIMITED

**INVESTOR PRESENTATION
Q4 & FY24**

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Key Highlights for the Quarter

- ❖ During the quarter we released two films; Merry Christmas in January 2024 and our first Marathi movie, Sridevi Prasanna in February 2024. Merry Christmas received excellent reviews from the critics & viewers.
- ❖ As on 7th May 2024, IMDB rating for Merry Christmas was 7.0/10 and for Sridevi Prasanna it was 8.6/10 which are considered to be good ratings although the monetization of these films has been below expectations but at Tips Films the show must & will go on!
- ❖ 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.
- ❖ 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.
- ❖ 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



Movie produced in 2 languages
and dubbed in 1 language

Movie Released on
12th January 2024

Sridevi Prasanna



Movie Released on 2nd February 2024

Ishq -Vishq Rebound



Rohit Saraf



Pashmina Roshan



Jibraan Khan



Pritam

Upcoming movies



Movie Directed by David Dhawan
starring Varun Dhawan



Maalik- Starring- Rajkumar Rao
Directed by Pulkit

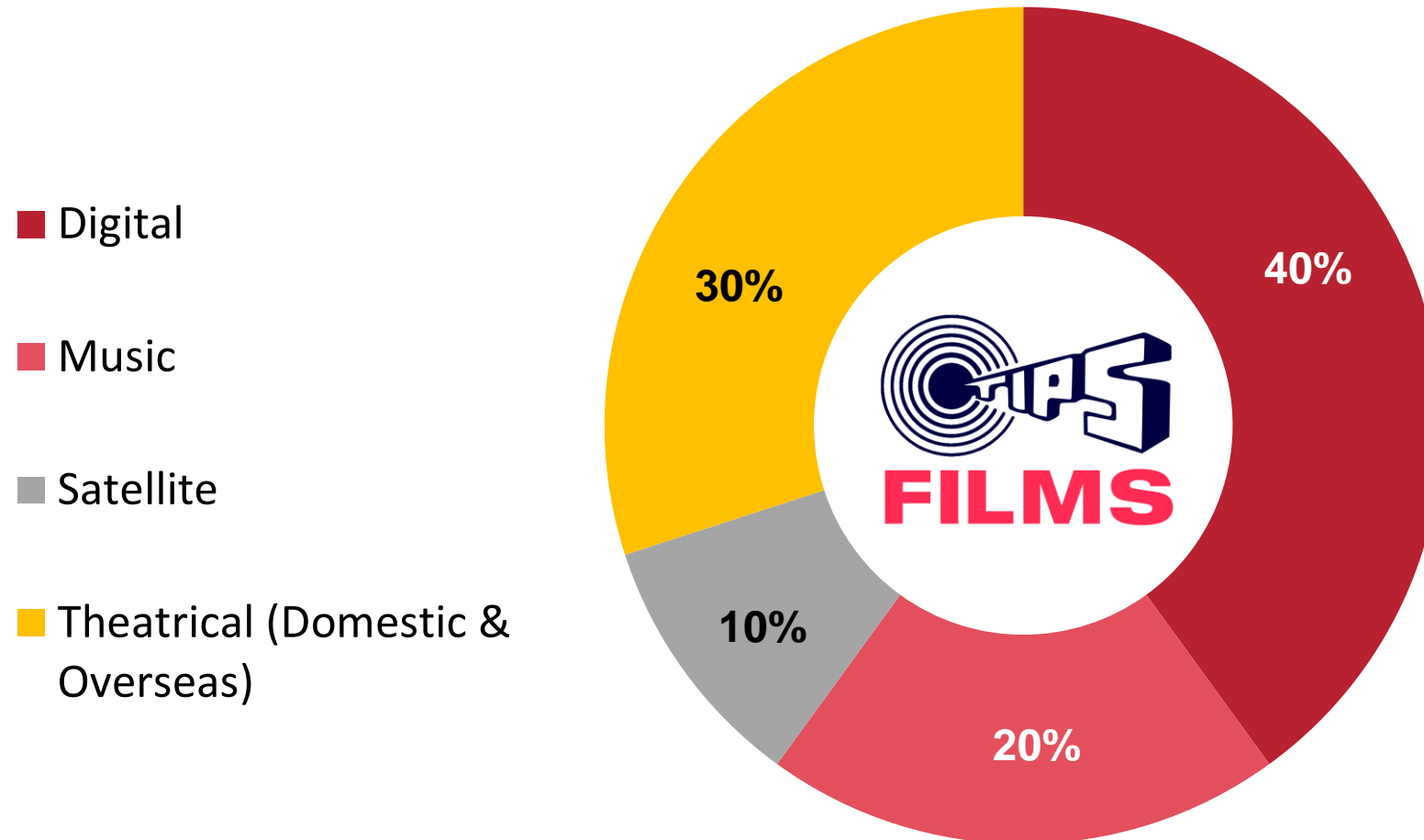
**Motha Maanus
(Nilu Phule Biopic, in
Marathi)**

Projects at Scripting Stage

Race 4

Soldier 2

Revenue mix estimate



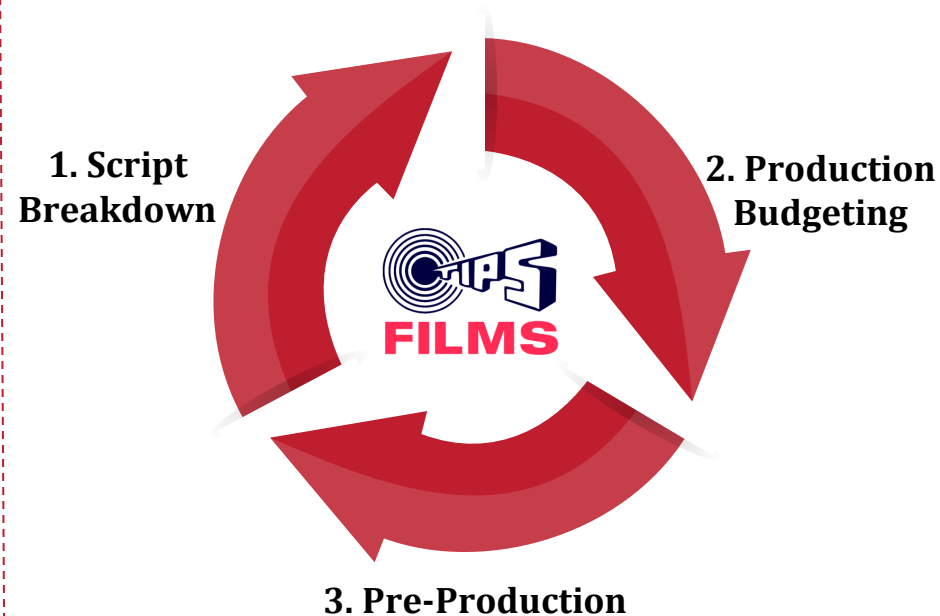
Films Don't Fail... Budgets Do!

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 calibrates risk by choosing good stories, directors & star cast and focusing on budgets.

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 Crs)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q
Revenue From Operations	60.1	31.7	89.9%	12.4	385.8%
Cost of Production / Distribution	53.7	27.6		10.2	
Employee Benefits Expenses	1.0	0.8		1.1	
Other Expenses	1.8	1.3		1.7	
Other Income	0.7	0.4		0.3	
Depreciation and Amortisation Expense	0.2	0.1		0.2	
EBIT	4.1	2.3	78.3%	-0.5	-
Finance Costs	0.1	0.7		0.1	
PBT	4.0	1.5	163.2%	-0.6	-
Tax	-0.6	-1.2		0.0	
PAT	4.6	2.7	70.7%	-0.6	-
PAT %	7.7%	8.6%		-4.9%	
EPS	10.7	6.3		-1.4	

Profit & Loss Statement

Particulars (Rs. in Crs)	FY24	FY23	FY22
Revenue From Operations	77.6	61.4	66.8
Cost of Production / Distribution	67.4	29.1	55.4
Employee Benefits Expenses	3.8	3.3	3.1
Other Expenses	6.2	5.0	4.9
Other Income	1.6	10.1	6.6
Depreciation and Amortisation Expense	0.8	0.5	0.5
EBIT	1.0	33.6	9.5
Finance Costs	0.5	1.6	0.0
PBT	0.5	32.0	9.5
Tax	-0.6	7.7	2.5
PAT	1.1	24.3	7.0
PAT %	1.4%	39.6%	10.4%
EPS	2.5	56.3	16.1

Balance Sheet

Equity & Liabilities (₹ in Cr)	Mar'24	Mar'23	Mar'22
Equity Share Capital	4.3	4.3	4.3
Other Equity	86.5	87.6	63.4
Total Equity	90.8	91.9	67.7
Loans	0.0	5.5	0.0
Deferred Tax Liabilities, (net)	2.3	2.3	2.6
Employee Benefit Obligations	0.5	0.4	0.3
Other Non Current Liabilities			
Total Non - Current Liabilities	2.8	8.2	2.9
Financial Liabilities			
Loans	0.0	12.1	0.0
Trade Payables			
Total outstanding dues of micro enterprises and small enterprises	0.1	0.0	0.0
Total outstanding dues of creditors other than micro enterprises and small enterprises	5.8	9.0	5.3
Other Financial Liabilities	0.0	0.0	9.2
Employee benefit Obligations	0.0	0.0	0.0
Current Tax Liabilities (net)	0.0	8.0	2.8
Other Current Liabilities	4.8	15.7	0.0
Total Current Liabilities	10.7	44.8	17.3
Total Equity and Liabilities	104.3	144.9	87.9

Assets (₹ in Cr)	Mar'24	Mar'23	Mar'22
Non- Current Assets			
Property, plant and equipment	2.5	1.0	1.1
Investment Property	11.5	11.8	12.1
Other Financial Assets	0.3	0.2	0.2
Other Non-Current Assets	25.0	12.3	9.3
Total Non - Current Assets	39.3	25.3	22.7
Current Assets			
Financial Assets			
Investments	0.0	0.0	0.2
Trade receivables	9.6	21.0	0.0
Cash and cash equivalents	5.3	3.1	4.7
Bank balances other than (ii) above	4.1	5.3	14.3
Loans	0.1	0.0	0.0
Other Financial Assets	2.7	2.6	2.6
Other Current Assets	35.7	79.4	43.4
Current Tax Assets (Net)	7.5	8.2	0.0
Total Current Assets	65.0	119.6	65.2
TOTAL ASSETS	104.3	144.9	87.9

Cash Flow Statement

Cash Flow Statement (Rs. Crs.)	Mar'24	Mar'23	Mar'22
Cash Flow from Operating Activities			
Profit before Tax	0.5	32.1	9.5
Adjustment for Non-Operating Items	0.6	2.2	-0.4
Operating Profit before Working Capital Changes	1.1	34.3	9.1
Changes in Working Capital	28.4	-50.0	1.3
Cash Generated from Operations	29.5	-15.7	10.4
Less: Direct Taxes paid	-6.7	-11.0	0.0
Net Cash from Operating Activities	22.8	-26.7	10.4
Cash Flow from Investing Activities	-0.4	9.1	-14.2
Cash Flow from Financing Activities	-20.2	16.0	0.0
Net increase/ (decrease) in Cash & Cash equivalent	2.2	-1.6	-3.8
Add : Cash and cash equivalents at the beginning of the year / (Demerger Adjustment in FY 2022 Rs. 844.36)	3.1	4.7	8.5
Cash and cash equivalents at the end of the year	5.3	3.1	4.7

Thank You!

FICCI – EY Media &
Entertainment
Report 2024



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[Click Here](#)

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