



DISH TV INDIA LIMITED

EARNINGS RELEASE FOR THE QUARTER ENDED DECEMBER 31, 2017

DISH TV ADDS 250 THOUSAND NET SUBSCRIBERS

OPERATING REVENUES OF Rs. 7,408 MILLION

EBITDA OF Rs. 2,005 MILLION

EBITDA MARGIN AT 27.1 %

SEQUENTIALLY LOWER, NET LOSS OF Rs. 36 MILLION

3Q FY18 Highlights

- ❖ 250 thousand net subscriber additions during the quarter. Closing net subscriber base of 16.1 million
- ❖ Operating revenues of Rs. 7,408 million
- ❖ EBITDA of Rs. 2,005 million
- ❖ EBITDA margin at 27.1 %
- ❖ Net loss reduced to Rs. 36 million as against Rs. 179 million in the previous quarter

NOIDA, India; February 06, 2018 - Dish TV India Limited (Dish TV) (BSE: 532839, NSE: DISHTV) today reported third quarter fiscal 2018 consolidated operating revenues of Rs. 7,408 million and EBITDA of Rs. 2,005 million.

Dish TV adopted Ind-AS (Indian Accounting Standards), notified by the Ministry of Corporate Affairs, from 1Q FY18. Consequently, results for the quarter ended December 31, 2016 have been re-stated to comply with Ind-AS to make them comparable.

The Board of Directors in its meeting held today, has approved and taken on record the unaudited consolidated financial results of Dish TV India Limited and its subsidiaries for the quarter ended December 31, 2017.

Amalgamation of Videocon D2h with and into Dish TV

In an eventful quarter; Dish TV, on December 15, had secured Ministry of Information and Broadcasting's approval to the request made by the company for closing the merger of Videocon d2h with and into Dish TV.

However, the merger had hit a roadblock as the company was forced to evaluate the impact of certain proposed proceedings, against the Videocon group, on its rights and obligations under the definitive agreements, and consequential effects on the transactions contemplated thereunder.

Mr. Jawahar Goel, CMD, Dish TV India Limited, said, “We acknowledge our shareholders growing impatience with respect to the merger. We would like to assure them that work around the completion of the deal is going ahead with full steam now and should be completed soon.”

“We are excited about the future of the merged entity and are raring to put the business in overdrive as soon as the merger completes. Though we have lost some time in FY18, we would want to regain our leadership as well as extract the highest possible synergies in the year ahead,” added, Mr. Goel.

Third Quarter Performance

Net subscriber additions during the quarter witnessed a solid 22% jump over the corresponding quarter.

A variety of factors, including a recovered but not fully upto speed rural sector, however led to a flattish subscription revenue during the quarter. Average Revenue Per User (ARPU) was thus lower at Rs. 144.

Higher selling and distribution expenses around festivals led to a temporary impact on EBITDA which closed at Rs. 2,005 million. Resultant EBITDA margin was 27.1%.

Net Loss reduced to Rs. 36 million as against Rs. 179 million in the preceding quarter.

DTH - Macro Environment

Government’s emphasis on increasing rural income and productivity, as per its budget document of 2018, should go a long way in increasing the spending capacity of the vast rural population of the country.

With more than 75% of its subscriber base coming from non-urban towns and cities, consumer driven companies like Dish TV consider themselves to be a direct beneficiary of the expected rural buoyancy.

Mr. Jawahar Goel, CMD, Dish TV India Limited, said, “One year down the line from demonetisation, we have come a long way but somehow the sting in rural consumption is still missing. This was probably well recognized by the government and hence the impetus towards a stronger rural India.”

Mr. Goel, added, “Television continues to remain the cheapest and most wholesome means of entertainment for the masses. DTH has presence in places where few other television service providers have reached. Dish TV, amongst such DTH players, has perhaps the deepest rural connect and hopes to benefit from rural India’s increasing propensity to consume, everything including television content.”

Further, the company remains optimistic about government initiatives like, ‘Saubhagya Yojna’ - ‘power for all’ and ‘Pradhan Mantri Awas Yojana’ - ‘affordable housing for the urban poor’ expecting them to create green-field demand for digital services like DTH.

Dish TV - Offerings

Dish TV’s voluntary, partial adoption of TRAI’s new Tariff Order, where all channels except sports and select south channels are offered to its subscribers at affordable ala-carte prices of Rs. 8.50 and Rs.17.00 (plus GST) per channel per month for SD and HD respectively, has been delivering value.

With low-ticket pack prices becoming a must have in any DTH players offering, Dish TV’s ala-carte scheme, called ‘Mera Apna Pack (MAP)’, has been proving its mettle by extracting incremental

revenue from bottom-end customers. The subscriber, at the same time, gets to view channels of his choice and budget.

Moreover, as subscribers opt for ala-carte channels, Dish TV gets an insight into their viewing preferences as well. Data surprisingly shows that some highly rated GEC and movie channels actually have a very limited consumer pull while some niche channels could actually be very high up in consumers preference. For example, channels like Sony, SAB and Sony Max have been picked up only by around 1.25%-2.3% of the total 'MAP' viewers.

A total of 1.3 million subscribers on Dish TV's platform have so far opted for such paid ala-carte offerings.

The previously launched 'HD for All' scheme continues to be instrumental in converting Standard Definition subscribers to High Definition.

Continuing with its series of Value Added Services, Dish TV recently added 'Astrology' - Active Service channel on its platform. The company now provides more than 13 Value Added services to its subscribers and looks forward to build further on them.

Condensed Quarterly Statement of Operations

The table below shows the condensed consolidated statement of operations for Dish TV India Limited for the third quarter ended Dec. 2017 compared to the quarter ended Dec. 2016:

Rs. million	Quarter ended Dec. 2017	Quarter ended Dec. 2016	% Change Y-o-Y
Subscription revenues	6,928	6,921	0.1
Operating revenues	7,408	7,480	(1.0)
Expenditure	5,402	5,103	5.9
EBITDA	2,005	2,376	(15.6)
Other income	158	153	3.6
Depreciation	1,847	1,718	7.5
Financial expenses	502	613	(18.2)
Profit / (Loss) before exceptional items, tax and share of (Loss) in joint venture	(185)	198	-
Exceptional items	-	-	-
Profit / (Loss) before tax and share of (Loss) in joint venture	(185)	198	-
Tax expense:			
- Current tax	132	242	(45.6)
- Income tax - prior years	(30)	-	-
- Deferred tax	(264)	(128)	-
- Deferred Tax - prior years	13	-	-
Profit / (Loss) after tax and before share of (Loss) in joint venture	(36)	84	-
Share of (Loss) in joint venture	(0)	-	-
Net Profit/ (Loss) for the period	(36)	84	-
Other comprehensive income:			

Items that will not be reclassified to profit or loss	-	-	-
Items that will be reclassified to profit or loss and related income tax			
- Foreign currency translation reserve	20	5	-
- Income tax relating to foreign currency translation reserve	(7)	(2)	-
Total comprehensive income for the period	(23)	87	-
Net profit / (loss) attributable to :			
- Owners of the holding Company	(7)	104	-
- Non - controlling interests	(28)	(20)	-
Other comprehensive income attributable to :			
- Owners of the holding Company	9	2	-
- Non - controlling interests	4	1	-
Total comprehensive income attributable to :			
- Owners of the holding Company	1	106	-
- Non - controlling interests	(24)	(19)	-

Note: 1) Numbers in the table may not add up due to rounding-off.
2) Previous year figures have been regrouped wherever necessary.

Expenditure

Dish TV's primary expenses include cost of goods and services, personnel cost and other expenses. The table below shows each as a percentage of operating revenue:

Rs. million	Quarter ended	% of	Quarter ended	% of	% change
	Dec. 2017	Revenue	Dec. 2016	Revenue	Y-o-Y
Cost of goods & services	3,766	50.8	3,556	47.5	5.9
Personnel cost	358	4.8	364	4.9	(1.5)
Other expenses (Including S&D exp.)	1,278	17.2	1,184	15.8	8.0
Total expenses	5,402	72.9	5,103	68.2	5.9

Note: 1) Numbers in the table may not add up due to rounding-off.
2) Previous year figures have been regrouped wherever necessary.

Corporate Development

Re-classification of Promoters from ‘Promoter Group’ Category to ‘Public’ Category:

Shareholders’ approval for reclassification of promoters/promoter entities (viz. Ashok Mathai Kurien, Ambience Business Services Pvt Ltd, Ashok Kumar Goel, Subhash Chandra, Direct Media Solutions LLP, Manaaska Fashions LLP, Jay Properties Pvt Ltd, Sprit textiles Pvt Ltd and Essel Media Ventures Ltd) was obtained by means of postal ballot mechanism and the resolution was passed on November 23, 2017.

In relation to the aforesaid, the National Stock Exchange of India Limited (“NSE”) vide its letter dated January 8, 2018 and BSE Limited (“BSE”) vide its letter dated January 30, 2018 have accorded their approval for reclassification of the aforementioned Outgoing Promoters from “Promoter and Promoter group Category” to “Public Category” under Regulation 31A of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015



Footnotes:

This Earnings Release contains consolidated unaudited quarterly results that are prepared as per Indian Accounting Standards (Ind-AS).

Caution Concerning Forward-Looking Statements:

This document includes certain forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause Dish TV’s actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding Dish TV’s present & future business strategies and the environment in which Dish TV will operate in the future. Among the important factors that could cause Dish TV’s actual results, performance or achievements to differ materially from those in the forward-looking statements include, among others, the condition of and changes in India’s political and economic status, government policies, applicable laws, the Indian media and entertainment sectors, and international and domestic events having a bearing on Dish TV’s business and the media and entertainment sectors, particularly in regard to the progress of changes in those sectors’ regulatory regimes, and such other factors beyond Dish TV’s control. Dish TV India Limited is under no obligation to and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.

About Dish TV India Limited:

Dish TV is Asia Pacific’s largest direct-to-home (DTH) Company and part of the Essel Group. Dish TV has on its platform more than 607 channels & services including 39 audio channels and over 67 HD channels & services. Dish TV leverages multiple satellite platforms including NSS-6, Asiasat 5, SES-8 and GSAT-15 which makes its total bandwidth capacity equal 864 MHz, amongst the largest held by any DTH player in the country. The Company has a vast distribution network of over 1,973 distributors & over 297,401 dealers that span across 9,402 towns in the country. Dish TV has thirteen 24* 7 call centres catering to 11 different languages to take care of subscriber requirement at any point in time. For more information on the Company, please visit www.dishtv.in