



January 16, 2018

The National Stock Exchange of India Limited

Exchange Plaza, Fifth Floor
Plot no. C/1, G- Block
Bandra Kula Complex
Bandra (E), Mumbai – 400051
Scrip name: DEN

The BSE Limited

15th Floor, P J Towers
Dalal Street, Mumbai – 400001
Scrip code: 533137

Sub: - Press release

Dear Sir/ Madam,


Please find enclosed copy of press release.

You are requested to take note of the same.

Thanking You,

Yours faithfully,

For DEN Networks Limited


Jatin Mahajan
(Company Secretary)
Membership no. F6887

Encl.: As stated above.

DEN Networks Limited

CIN: L92490DL2007PLC165673

Registered Office: 236, Okhla Industrial Estate, Phase - III, New Delhi - 110 020.

Landline : +91 11 40522200 || Facsimile: +91 11 40522203 || E-Mail : den@denonline.in || www.dennetworks.com



DEN Networks Limited
Cable – Broadband
DEN Networks Ltd. (CIN: L92490DL2007PLC165673)
236, Okhla Industrial Estate, Phase –III, New Delhi - 110020

Press Release

DEN reports strong operational performance with consolidated Q3 EBITDA at Rs 81 crs Vs Rs 53 crs in FY17 Q3 at a growth of over 54%

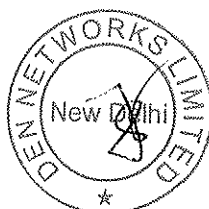
New Delhi, 16th Jan 2018: DEN Networks Ltd, one of the largest cable MSOs' in India, today announced its financial results for Quarter 3, FY18 at the meeting of its Board of Directors held today.

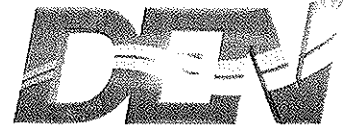
Consolidated Revenues for Q3 FY'18 is Rs. 330 crores vs. Rs 293 crores in Q3 FY'17, up by 12%. DEN reports strong operational performance with consolidated Q3 EBITDA at Rs 81 crs Vs Rs 53 crs in FY17 Q3 at a growth of over 54%. Consolidated EBITDA as % to Revenue at 25%. Consolidated PAT continues to grow with growth in subscription revenue, Q3 PAT at Rs 2 crs Vs a loss of Rs (-) 37 crs in Q3 FY'17.

Consolidated EBITDA of Rs. 81 crores does not include Rs. 14 crores of EBIDA pertaining to the entities which are not getting consolidated as per INDAS. On an overall business basis, **the consolidated EBITDA is Rs. 95 crores.**

Den has been able to accelerate its subscription collections particularly in Phase 3 and 4 markets. Cable subscription revenues registered a growth of 21% in Q3'17-18 as compared to the same quarter in the previous financial year and 6% Vs last quarter led mainly by growth in phase 3 ARPU by 10% on q-o-q basis. Total Cable Revenues during the quarter are at Rs. 312 cr. vs Rs. 272 cr. in the same quarter in the previous year, up by 15%. Cable EBITDA for the quarter is reported at Rs 82 cr. from Rs 53 cr. in Q3 FY17 owing to better subscription collections and rationalization of costs.

With respect Broadband business, we continue to perform well despite intense competition from large telecom players and we added 10K new subscribers during the quarter. Roll out of our networks in select 10 towns is in progress as part of our strategy to expand wired internet services in smaller towns. EBITDA has broken even





against a loss of Rs. 1 crore reported in the previous quarter as a result of host of cost optimization initiatives. We are constantly focusing on customer retention by offering longer term subscription plans.”

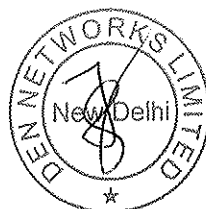
Mr. S N Sharma CEO of DEN Networks, commenting on the results added:

“Den has been able to improve operational performance consistently every quarter with constant focus on increasing the subscription collections on the ground with a much controlled cost base. It is a time of pride and joy as we announce that as per the Trust Research Advisory (TRA) Research, DEN has outshined all its competing brands and has emerged as the “**Most Attractive Brand of 2017**” in the cable TV segment.”

FY18 Q3 Operational Highlights:

- **Consolidated Results - YOY Comparison – Q3 FY 18 Vs. Q3 FY 17 (INDAS)**
 - Revenues for Q3 FY'18 are Rs 330 crores vs. Rs 293 crores in Q3 FY'17, up by 12%.
 - Total cost for Q3 FY'18 are Rs 248 crores vs. Rs 240 crores in Q3 FY'17, up by 3% Y-o-Y.
 - EBITDA for Q3 FY'18 is Rs 81 crores vs. Rs 53 crores in Q3 FY'17, a 54% leap Y-o-Y.
 - PAT in Q3 FY'18 is Rs 2 crores vs Q3 FY'17 vs. Rs (-) 37 crores in Q3 FY'17

- **Consolidated Results - QOQ Comparison – Q3 FY 18 Vs. Q2 FY 18 (INDAS)**
 - Revenues for Q3 FY'18 are Rs 330 crores vs. Rs 328 crores in Q2 FY'18,
 - Total cost for Q3 FY'18 are Rs 248 crores vs. Rs 246 crores in Q2 FY'18 up by 1% Q-o-Q.
 - EBITDA for Q3 FY'18 is Rs 81 crores vs. Rs 82 crores in Q2 FY'18,
 - PAT for Q3 FY'18 is Rs 2 crores from Rs 1 crores in Q2 FY'18





Consolidated EBITDA of Rs. 81 crores does not include Rs. 14 crores of EBIDA pertaining to the entities which are not getting consolidated as per INDAS. On an overall business basis, the consolidated EBITDA is Rs. 95 crores.

For Further Information Please Contact

Jatin Mahajan
InvestorRelations@DenOnline.in
+91 11 4052 2200
DEN Networks Ltd.
(CIN No. L92490DL2007PLC165673)

Shogun Jain / Payal Dave
jshogun@sgapl.net / dpayal@sgapl.net
+91 77 3837 7756 / +91 98 1991 6314
Strategic Growth Advisors Pvt. Ltd.
(CIN No. U74140MH2010PTC204285)

*The numbers given are based on the reported INDAS numbers and are like to like comparison (i.e. excluding discontinued business).

The above may contain "forward-looking statements" which are statements that refer to expectations and plans for the future and include, without limitation, statements regarding Den's future results of operations, financial condition or business prospects as well as other statements based on projections, estimates and assumptions. In some cases, these statements can be identified by terms such as "expect," "intend," "plan," "believe," "estimate," "may," "will," "should" and comparable words (including the negative of such words). These forward-looking statements, reflect the current expectations and plans of the directors and management of Den, which may not materialize or may change. These forward-looking statements are not guarantees of future performance and you are cautioned not to place undue reliance on these statements. Den undertakes no obligation to update any forward-looking statements, whether as a result of new information or any subsequent change, development or event. All forward-looking statements in above are qualified by reference to this paragraph.

