

DEN Networks Limited Announces Q1 FY 2013-14 Results

Financial Highlights (Q1 FY 2013-14):

Consolidated Financials

- **Consolidated Revenues Up 37% Y-o-Y to Rs 275.42 crores**
- **Consolidated EBITDA Up 95% Y-o-Y to Rs 87.68 crores**
- **Consolidated PBT Jumps 77% Y-o-Y to Rs 34.49 crores**
- **Consolidated PAT at Rs 10.15 crores despite mark to market forex losses of Rs 10.00 crores in the current quarter.**

Cable Business Financials

- **Cable Revenues Up 38% Y-o-Y to Rs 262.85 crores**
- **Cable EBITDA Leaps 96% Y-o-Y to Rs 85.84 crores**
- **Cable PBT Rises 78% to Rs 32.77 crores**

Company Highlights

- **DEN Reaches the 5 Million Digital Subscribers mark**
DEN has now deployed 5 million (approx.) STBs across its markets.
- **DEN Seeds About 3 Million STBs in DAS Phase 2 Cities**
DEN has installed about 3 million STBs in 24 out of the 38 DAS Phase 2 cities it is present in making it one of the leading digital TV platforms in Phase 2 markets with a 26% share of all cable STBs seeded.
- **DEN Gearing up for Broadband Foray and Further Market Expansion**
DEN intends to roll out its high speed broadband internet service and offer bundled cable TV and broadband services to consumers in markets that have been fully digitised. DEN has also begun expansion into several new towns in the states of Uttar Pradesh, Bihar and Uttarakhand.

Mr. S.N. Sharma, CEO, DEN Networks Ltd., said

“With the successful implementation of digitisation in Phase 2 cities, India is now firmly in the digital era. The overall response from consumers is extremely positive as they can now clearly perceive the benefits of digital and the superior experience associated with it. The major focus areas now are the completion of package selection by subscribers, collection of KYC data and the start of retail consumer billing, which are being spurred on by MSOs with a strong regulatory backing. These steps will truly complete our industry’s transformation into a B2C model. We are also drawing up plans for digitising our analog base in Phase 3 and 4 cities while gearing up for our broadband foray.”

About DEN Networks Limited

DEN Networks Limited is India's leading cable TV distribution company reaching an estimated 11 million households in over 160 cities across India. DEN is present in 13 key states across India including Delhi, Uttar Pradesh, Karnataka, Maharashtra, Gujarat, Rajasthan, Haryana, Kerala, West Bengal, Jharkhand and Bihar.

DEN Digital - DEN’s digital cable services brand is one of the market leaders in India’s digital television space. DEN Digital offers a wide choice of channels and services spanning all major genres and languages along with cutting edge value added services (VAS) and TV applications. The service also has an easy to use and feature rich ‘Electronic Programming Guide’. DEN's VAS and TV applications portfolio includes a multi-genre digital music service, City Bytes - a restaurant and events search application, blog.telly - India's first micro blogging service on TV and games.

DEN Networks has a Strategic Content Distribution JV with Star, Zee and Turner. The company formed a 50-50 JV with the Star TV Group called Star DEN in 2008. Star DEN formed a 50-50 J-V with Zee Turner in May 2011 called MediaPro, which combined the distribution assets of the Star, Zee and Turner groups in India. The joint venture company is the exclusive distribution house of over 70 leading pay TV channels in India.