

# DEN Networks Limited Announces Q2 FY 2013-14 Results

## Financial Highlights (Q2 FY 2013-14):

### Consolidated Financials

- Consolidated Revenues Up 32% Y-o-Y to Rs 271.88 crores.
- Consolidated EBITDA Jumps 126% Y-o-Y to Rs 87.70 crores
- Consolidated PBT Jumps 89% Y-o-Y to Rs 33.83 crores
- Consolidated PAT Stood at Rs 11.18 crores

### Cable Business Financials

- Cable Business Revenues at Rs 258.93 crores; Up 35% Y-o-Y.
- Cable Business EBITDA Jumps 134% Y-o-Y to Rs 85.05 crores
- Cable Business PBT Rises 110% Y-o-Y to Rs 30.96 crores
- Cable Business PAT Remains Strong at Rs 9.64 crores
- Subscription Growth Accelerates

The quarter's financials saw the benefits of digitisation reflected in the strong growth in subscription revenues which jumped 29% quarter-on-quarter even as the pace of activations reduced following completion of digitisation in Phase 2 cities.

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## Company Highlights

### DEN Gearing up for Launch of Broadband Internet

The company is rapidly gearing up for the launch of its broadband internet services. The senior management team for the broadband vertical is already in place. DEN expects to launch its broadband service offering by late Q4, FY 2013-14

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

**“The successful implementation of Digitisation in Phases 1 & 2 is now translating into a significant increase in subscription revenues from the LCO, which is clearly reflected in this quarter’s results. DEN is now expanding its focus on building its broadband business alongside aggressively digitising its Phase 3 & 4 markets.”**

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Note: On account of a reporting policy change, w.e.f. Q2 FY'14 all Revenue figures exclude 'Other Income' which is reported separately after EBITDA. Past period figures have also been adjusted to this effect to make it comparable.

## DEN NETWORKS LIMITED

### *Company Profile*



DEN Networks Limited is India's leading cable TV distribution company reaching an estimated 13 million households in over 200 cities across India. The company has been one of the frontrunners in the cable TV digitisation process and has over 5 million digital cable subscribers.

DEN is present in 13 key states across India including Delhi, Uttar Pradesh, Karnataka, Maharashtra, Gujarat, Rajasthan, Haryana, Kerala, West Bengal, Jharkhand and Bihar. The company has a leading presence in the economically important Hindi Speaking Markets (HSM) belt.

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).

DEN has a Strategic Content Distribution JV with Star, Zee and Turner called MediaPro. DEN 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. MediaPro is the exclusive distribution house of over 70 leading pay TV channels in India.