

# DEN Networks Limited Announces Q4 & Full Year FY 2013-14 Results

## Full Year Highlights (FY 2013-14)

### Consolidated Financials

- Consolidated Revenues Up 26% Y-o-Y to Rs 1,174.92 crores
- Consolidated EBITDA Jumps 52% Y-o-Y to Rs 367.71 crores
- Consolidated PBT Rises 18% Y-o-Y to Rs 135.40 crores

### Cable Business Financials

- Cable Business Revenues Up 26% Y-o-Y to at Rs 1,115.39 crores
- Cable Business EBITDA Jumps 54% Y-o-Y to Rs 357.51 crores
- Cable Business PBT Jumps 21% Y-o-Y to Rs 125.64 crores

## Quarter Financial Highlights (Q4 FY 2013-14)

### Consolidated Financials

- Consolidated Revenues Up 10% Y-o-Y to Rs 325.67 crores
- Consolidated EBITDA Rs 92.38 crores remains steady despite incurring expenses on broadband and DAS 3&4 cities
- Consolidated PAT Jumps 43% Y-o-Y to Rs 10.04 crores

### Cable Business Financials

- Cable Business Revenues Rises 10% Y-o-Y to Rs 308.23 crores
- Cable Business EBITDA Rs 90.29 crores remains steady despite incurring expenses on broadband and DAS 3&4 cities
- Cable Business PAT Jumps 148% to Rs 14.64 crores

## Company Highlights

### **DEN Starts Rollout of its High Speed Broadband Services**

The company has soft launched its broadband services on DOCSIS 3.0 technology in parts of Delhi and is now in the process of scaling up rapidly in other parts of Delhi and selective cities of UP.

A leading global strategy consulting firm has been taken on board to provide overall project management including market identification, rollout strategy, technological inputs and providing global expertise.

### **DEN Successfully Implements Gross Billing in Phase 1 Cities**

DEN has started billing its subscribers as per their chosen channel package in its Phase 1 markets. The process is expected to pick up for the Phase 2 cities over the next few quarters. As per the direction issued by the TRAI recently, all MSOs have been mandated to send individual subscriber bills, provide an electronic payment mechanism and send a payment acknowledgement receipt to their subscribers in DAS markets.

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

**"We are pleased with the company's overall financial performance especially at a time when the company is investing to upgrade its back-end systems and readying itself for the launch of high speed broadband services on the DOCSIS 3.0 platform. DEN is focused on digitizing its existing subscriber base and providing delight to its customers by providing superior services on its state of the art digital platform"**

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### **About DEN Networks Limited**

DEN Networks is India's largest cable TV distribution company serving 13 million homes in over 200 cities. DEN is a frontrunner of digitisation of Indian cable TV serving an estimated 30 million viewers.

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 aims to become the default destination for entertainment, information and interactivity for the Indian family.