



Date: - January 15, 2019

**The Corporate Relationship Department**  
The National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G-Block,  
Bandra Kurla Complex  
Bandra (E),  
Mumbai-400 051  
NSE Trading Symbol- DEN

**The Corporate Relationship Department**  
BSE Limited  
15<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai-400 001  
Scrip Code-533137

**Sub: - Investors' Presentation**

Dear Sir,

Please find enclosed Investors' Presentation on Unaudited Financial Results for the quarter and nine months ended December 31, 2018 for your records.

Thanking you,

Yours faithfully  
For Den Networks Limited

  
Jatin Mahajan  
Company Secretary  
M. No.- F6887



**DEN Networks Limited**

CIN: L92490DL2007PLC165673

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

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# DEN Networks Limited

## Investor Update

Q3 FY18-19

15<sup>th</sup> Jan'19



## Disclaimer



*The information in the presentation 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.*

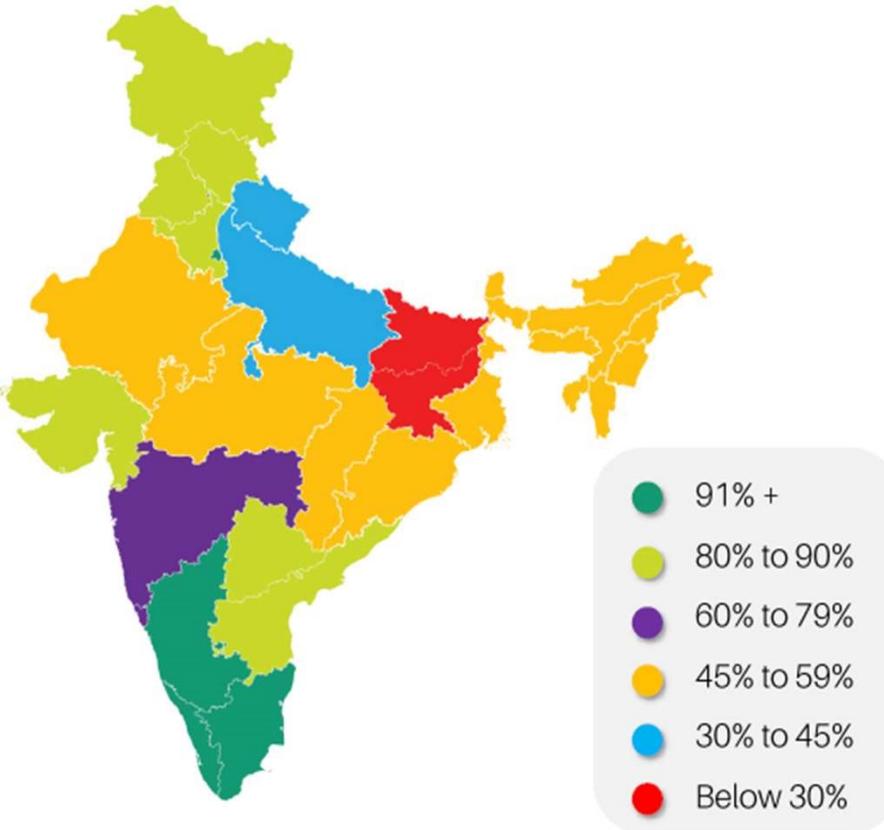
*These forward-looking statements are not guarantees of future performance and you are cautioned not to place undue reliance on these statements. DEN undertakes no obligation to update any forward-looking statements, whether as a result of new information or any subsequent change, development or event. All forward-looking statements in above are qualified by reference to this paragraph.*

1. Cable TV
2. Fixed Line Broadband
3. DEN – Financial Snapshot for Q3 FY 18-19
4. Tariff order highlights

# TV Viewership on the rise



2016



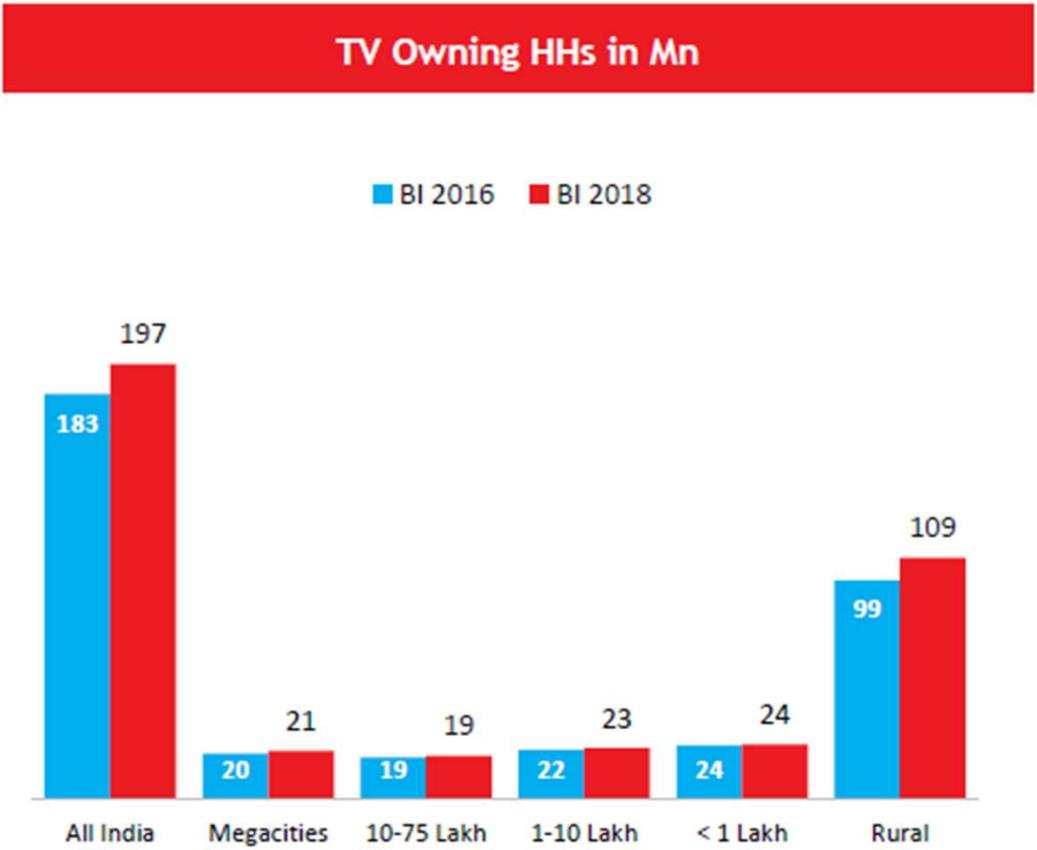
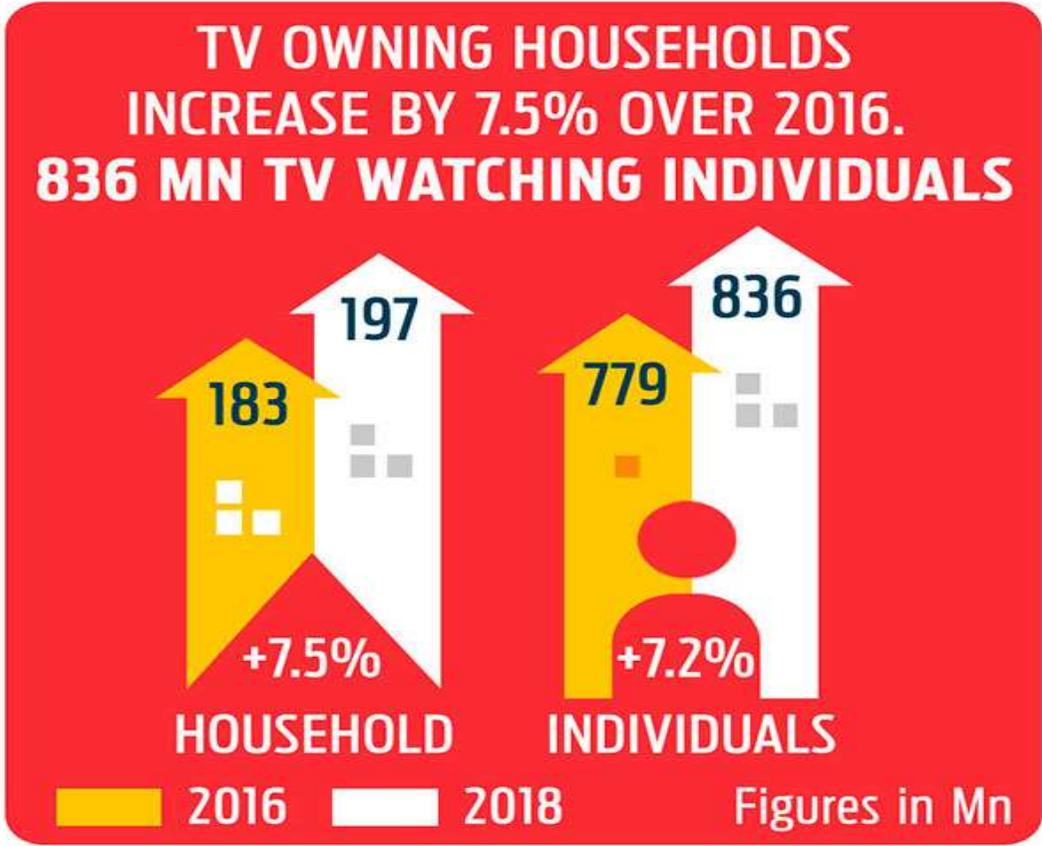
2018



- TV homes has increased across all state groups
- TV Penetration has increased to 66% in 2018 as compared to 64% in 2016 and still has significant headroom for growth.
- TV viewership continues to increase across age group with a 22 percent average growth rate in 2017.
- TV retains the largest share of media consumption time at 131 minutes per day.

BARC India, Universe Update (July 2018), KPMG Report

# Small towns and rural areas are key drivers of growth.



BARC India, Universe Update (July 2018)

## ❖ Tariff order

- ✓ The tariff order implemented w.e.f. 29-Dec-2018.
- ✓ Migration plan till 31-Jan-2019 to the new tariff order rolled out by TRAI.
- ✓ Packages under the revised regime have been uploaded.
- ✓ LCO/Distributor awareness programme are currently under progress.
- ✓ Various options (Consumer/LCO mobile applications and web portals) have been enabled to get consumer request for migration as per their choice.

1. Cable TV

2. Fixed Line Broadband

3. DEN – Financial Snapshot for Q3 FY 18-19

4. Tariff order highlights

## Broadband – 100 Cities Update



<b># of Cities Enabled</b>	<b>46 Cities</b>
<b># of Subscribers</b>	<b>16,190</b>
<b>Monthly ARPU</b>	<b>INR 591</b>
<b>Speed Offered</b>	<b>10 - 100 Mbps</b>
<b>Average Data Consumption</b>	<b>~100 GB</b>

1. Cable TV

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2. Fixed Line Broadband

3. DEN – Financial Snapshot for Q3 FY 18-19

4. Tariff order highlights

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# Consolidated (Cable & BB) P&L : Quarterly Summary



INR Crore		Cable	Broadband	Consolidated	Gr%
Subscription Revenue	3Q'19	172	17	189	
	2Q'19	172	16	188	1%
	3Q'18	174	17	191	-1%
Revenues	3Q'19	291	17	308	
	2Q'19	294	17	310	-1%
	3Q'18	312	18	330	-7%
EBITDA	3Q'19	48	(0)	47	
	2Q'19	50	0	51	-6%
	3Q'18	82	(0)	81	-42%
PAT	3Q'19	(25)	(7)	(32)	
	2Q'19	(21)	(7)	(28)	
	3Q'18	10	(7)	2	

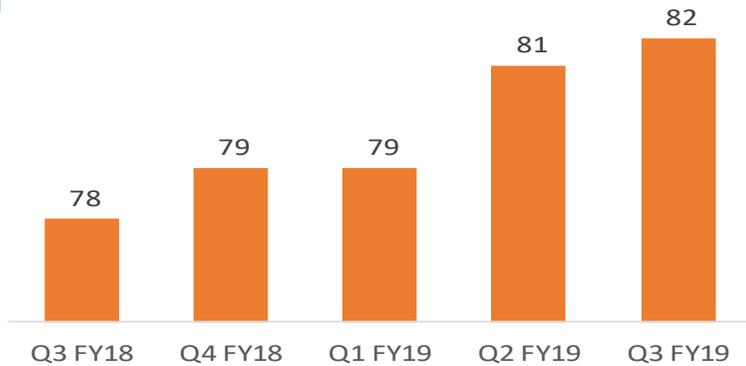
➤ Cable Subscription Collection efficiency for the quarter at 94% Vs 94% last quarter

➤ FY19 Q3 Cable EBITDA (Incl. Associates) at Rs 55 crs vs Rs 55 crs in Q2 FY19

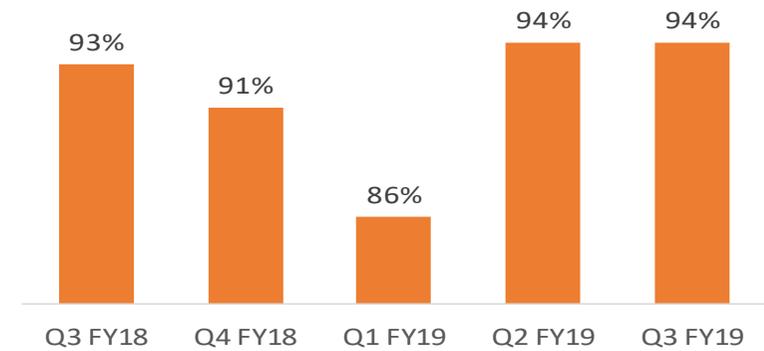
# Cable KPIs: Quarterly



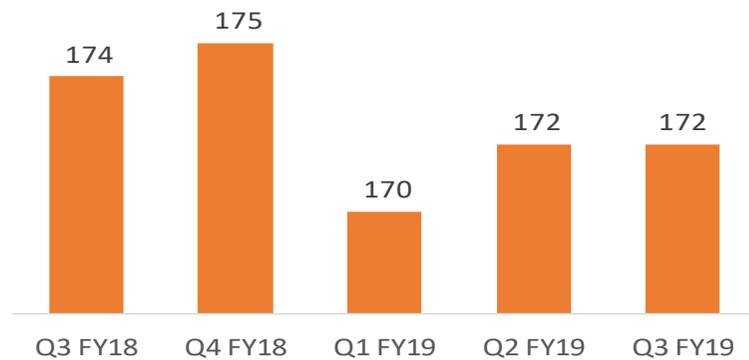
## ARPU



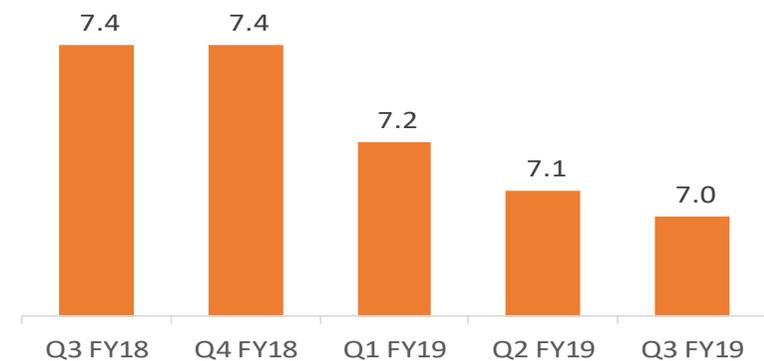
## Efficiency %



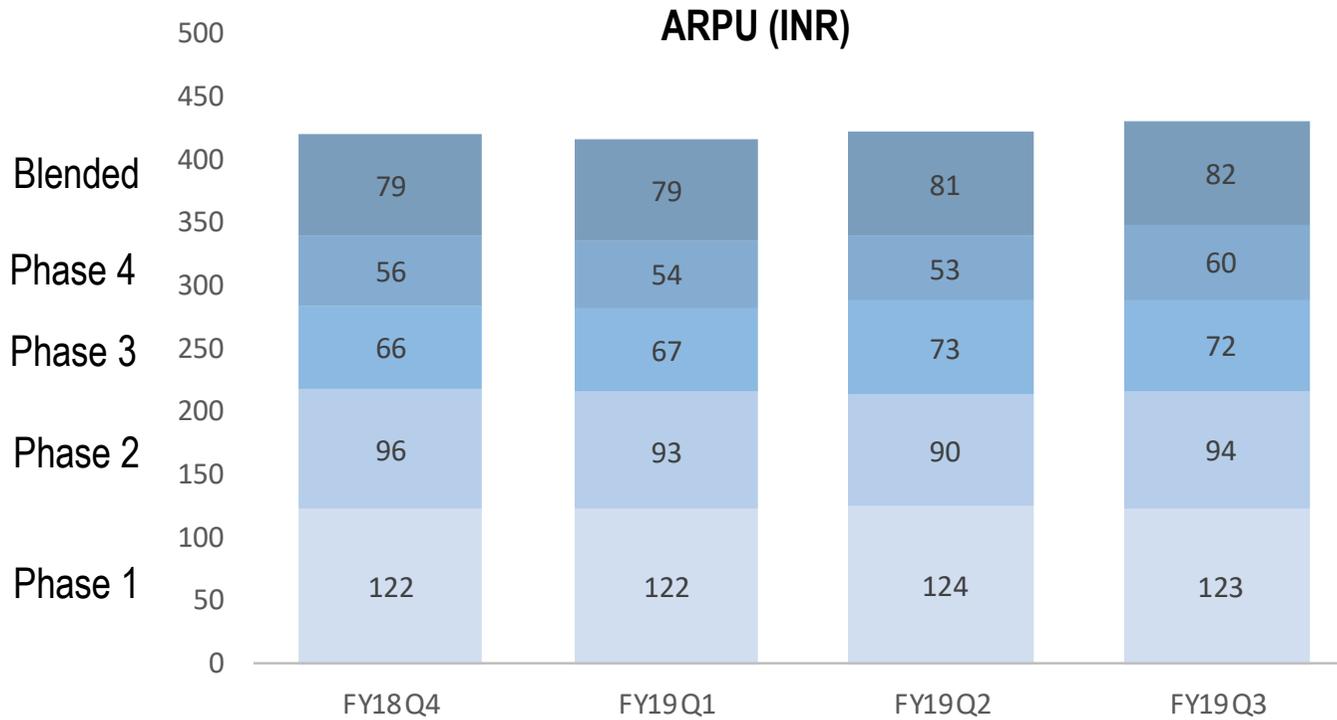
## Subscribers revenue (Cr)



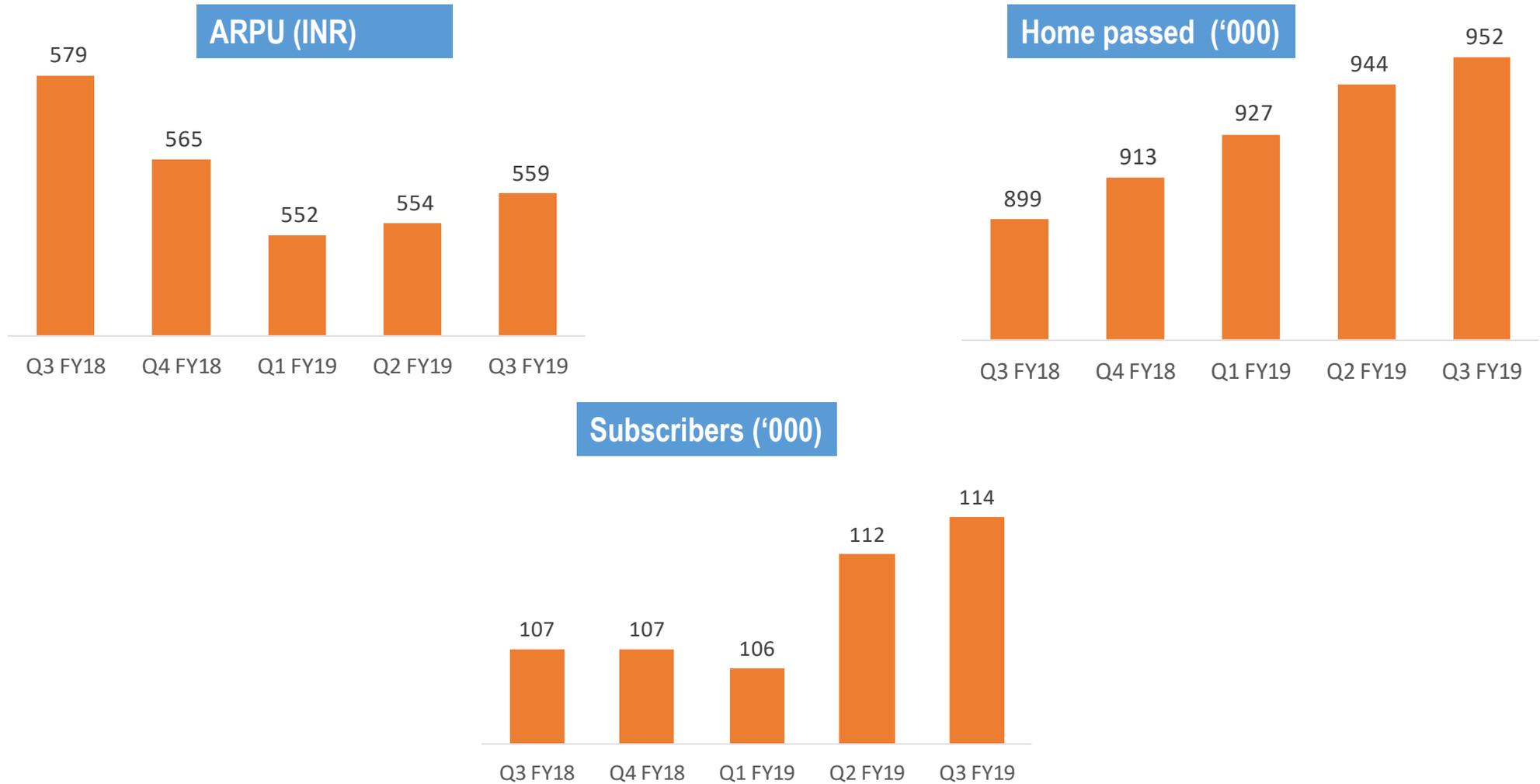
## Billed Subscribers (mn) (\*Excludes Associates~1mn)



# Cable ARPU Phase wise (Net of tax- Ind. AS)



# Broadband ARPU (net of tax) & Subscribers development



# Cable Income Statement



INR Crore	Actuals			Actuals		Growth %		
	3Q'19	2Q'19	3Q'18	YTDFY19	YTDFY18	Q-o-Q (Gr%)	Y-o-Y (Gr%)	YTD (Gr%)
Subscription	172	172	174	514	492	0%	-1%	5%
Placement	81	81	85	247	262	-1%	-5%	-6%
Other Operating Income	13	16	18	48	65	-19%	-31%	-26%
<b>Total Income pre activation</b>	<b>266</b>	<b>269</b>	<b>277</b>	<b>809</b>	<b>818</b>	<b>-1%</b>	<b>-4%</b>	<b>-1%</b>
Activation	25	25	35	74	94	2%	-29%	-21%
<b>Total Income post activation</b>	<b>291</b>	<b>294</b>	<b>312</b>	<b>883</b>	<b>912</b>	<b>-1%</b>	<b>-7%</b>	<b>-3%</b>
Content Costs	149	148	135	447	398	0%	10%	12%
Personnel Costs	21	21	22	63	74	1%	-2%	-14%
Other Opex	66	66	67	202	197	0%	-2%	2%
Provision for doubtful debts	7	8	6	26	18	-5%	15%	42%
<b>Total Expenditure</b>	<b>243</b>	<b>243</b>	<b>230</b>	<b>737</b>	<b>687</b>	<b>0%</b>	<b>6%</b>	<b>7%</b>
<b>EBITDA Post Activation</b>	<b>48</b>	<b>50</b>	<b>82</b>	<b>145</b>	<b>225</b>	<b>-6%</b>	<b>-42%</b>	<b>-35%</b>
<i>EBITDA post activation %</i>	<i>16%</i>	<i>17%</i>	<i>26%</i>	<i>16%</i>	<i>25%</i>			
Treasury Income	5	5	5	19	19	-5%	8%	1%
Dep & Amort	57	56	54	169	162	2%	6%	4%
Exceptional Items	-	-	-	-	0	0%	0%	-100%
Share in (loss)/ profit of associates	(2)	(3)	-	(6)	4			
Finance Costs	14	14	15	44	46	-3%	-8%	-6%
<b>Profit Before Tax (PBT)</b>	<b>(20)</b>	<b>(18)</b>	<b>18</b>	<b>(54)</b>	<b>39</b>			
Provisions for Tax	5	3	8	11	21	47%	-40%	-46%
<b>PAT</b>	<b>(25)</b>	<b>(21)</b>	<b>10</b>	<b>(65)</b>	<b>18</b>			

# Broadband Income statement



INR Crore	Actuals			Actuals		Growth %		
	3Q'19	2Q'19	3Q'18	YTDFY19	YTDFY18	Q-o-Q	Y-o-Y	YTD
Total Income	17	17	18	49	59	2%	-6%	-17%
Personnel Costs	2	2	3	7	10	3%	-30%	-27%
Other Opex	14	14	15	42	49	1%	-5%	-14%
Total Expenditure	17	16	18	50	59	4%	-7%	-16%
<b>EBITDA</b>	(0)	0	(0)	-1	0			
EBITDA %	0%	2%	-2%	-1%	-1%			
Dep & Amort	6	7	7	20	24	-2%	-5%	-16%
<b>Net Income</b>	(7)	(7)	(7)	(22)	(24)			

# Consolidated Income Statement



INR Crore	Actuals			Actuals		Growth %		
	3Q'19	2Q'19	3Q'18	YTDFY19	YTDFY18	Q-o-Q (Gr%)	Y-o-Y (Gr%)	YTD (Gr%)
Subscription-Cable	172	172	174	514	492	0%	-1%	5%
Subscription-broadband	17	16	17	49	57	3%	-2%	-15%
Placement	81	81	85	247	262	-1%	-5%	-6%
Other Operating Income	13	16	19	48	65	-20%	-31%	-26%
<b>Total Income pre activation</b>	<b>282</b>	<b>285</b>	<b>294</b>	<b>858</b>	<b>875</b>	<b>-1%</b>	<b>-4%</b>	<b>-2%</b>
Activation	25	25	36	74	95	1%	-30%	-22%
<b>Total Income post activation</b>	<b>308</b>	<b>310</b>	<b>330</b>	<b>932</b>	<b>971</b>	<b>-1%</b>	<b>-7%</b>	<b>-4%</b>
Content Costs	149	148	135	447	398	0%	10%	12%
Personnel Costs	24	23	25	70	83	1%	-5%	-16%
Other Opex	80	80	82	244	246	0%	-3%	-1%
Provision for doubtful debts	8	8	6	26	19	2%	23%	40%
<b>Total Expenditure</b>	<b>260</b>	<b>259</b>	<b>248</b>	<b>787</b>	<b>746</b>	<b>0%</b>	<b>5%</b>	<b>6%</b>
<b>EBITDA Post Activation</b>	<b>47</b>	<b>51</b>	<b>81</b>	<b>145</b>	<b>225</b>	<b>-6%</b>	<b>-42%</b>	<b>-36%</b>
<i>EBITDA post activation %</i>	<i>15%</i>	<i>16%</i>	<i>25%</i>	<i>16%</i>	<i>23%</i>	<i>-6%</i>	<i>-38%</i>	<i>-33%</i>
Treasury Income	5	6	5	20	19	-5%	9%	2%
Dep & Amort	64	63	61	189	186	1%	4%	2%
Exceptional Items	-	-	-	-	0	0%	0%	-100%
Share in (loss)/ profit of associates	(2)	(3)	-	(6)	4	-43%	0%	-267%
Finance Costs	14	15	15	45	46	-5%	-7%	-3%
<b>Profit Before Tax (PBT)</b>	<b>(27)</b>	<b>(25)</b>	<b>10</b>	<b>(76)</b>	<b>15</b>			
Provisions for Tax	5	3	8	11	21	47%	-40%	-46%
<b>PAT</b>	<b>(32)</b>	<b>(28)</b>	<b>2</b>	<b>(87)</b>	<b>(6)</b>			

# Consolidated Balance sheet



INR Crore	Dec'18	Mar'18
Share Capital	195	195
Reserves & Surplus	501	589
<b>Networth</b>	<b>696</b>	<b>784</b>
Minority Interest	102	104
Short & Long Term Debt	504	541
Deffered Revenue	415	472
Trade Payables	517	345
Other Liabilities	81	109
<b>Total Equity &amp; Liabilities</b>	<b>2,315</b>	<b>2,355</b>
Fixed Assets, Net	918	1,021
Capital work-in-progress	31	50
Goodwill on consolidation	163	165
<b>Fixed Assets</b>	<b>1,112</b>	<b>1,236</b>
Non - Current Investment	68	74
Trade receivables	417	302
Cash and Cash Equivalents	335	384
Other Assets	383	359
<b>Total Assets</b>	<b>2,315</b>	<b>2,355</b>

## Key metrics

Gearing Ratio (Net)

Gross Debt (Rs in crs)

Net Debt (Rs in crs)

	Dec'18	Mar'18
Gearing Ratio (Net)	0.21	0.17
Gross Debt (Rs in crs)	504	541
Net Debt (Rs in crs)	168	157

DEN Awarded the title of “The Best MSO” at “The Indian Telly: Technical, Trade & Programming Awards 2018”

**Jatin Mahajan**

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**Shogun Jain / Payal Dave**

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