



DEN Networks Limited

Cable – Broadband

DEN Networks Ltd. (CIN: L92490DL2007PLC165673)

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Press Release

DEN rolls out broadband in 28 cities in Q1 FY 19

New Delhi, 3rd August 2018: DEN Networks Ltd, one of the largest cable MSOs' in India, today announced its financial results for Quarter 1, FY19 at the meeting of its Board of Directors.

- Consolidated Revenues for Q1 FY'19 is Rs. 314 crores vs. Rs 313 crores in Q1 FY'18. Cable subscription revenues registered a growth of 11% in Q1 FY'19 Vs Q1 FY'18
- While the company was able to save on personnel cost (25% reduction Y-o-Y) due to concerted efforts, content cost has increased in Q1 FY19 (increase of 15% Y-o-Y).
- **On an overall business basis, the consolidated EBITDA including associates (the entities which are not getting consolidated as per INDAS) for Q1'FY19 is Rs. 57 crores.** Excluding the associates, the Consolidated EBITDA as per INDAS for Q1'FY19 stood at Rs 47 crs (Vs. Rs 61 crs in Q1'FY18).
- Driven by strong broadband demand across our cable presence markets, the company was able to successfully roll out fixed line broadband services in 28 cities by end of Q1 FY 19 as part of the 100 cities plan.
- Net debt as of 30th June'2018 for the company stood at Rs 190 crs.



- Telecom Regulatory Authority of India (TRAI) has notified the Tariff order w.e.f 3rd July'2018, expected to be implemented by 30th Dec'18. Content cost should become a pass through once the order gets implemented.

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

“Happy to share with you that we have already enabled 28 new cities out of the 100 cities fixed line broadband plan. Cable subscription rates have been increasing consistently year on year, further increases have been announced in July’ 18 to offset the impact of increased content costs. Also, the notification of TRAI order is expected to be a game changer for the industry”.

Q1’FY19 Operational Highlights:

- **Consolidated Results – Year on Year Comparison – Q1’FY19 Vs. Q1’FY18 (INDAS)**

- Revenues for Q1 FY’19 are Rs 314 crores vs. Rs 313 crores in Q1 FY’18
- Total cost for Q1 FY’19 are Rs 268 crores vs. Rs 251 crores in Q1 FY’18
- EBITDA* for Q1 FY’19 is Rs 47 crores vs. Rs 61 crores in Q1 FY’18
- PAT for Q1 FY’19 is Rs (-) 28 crores vs. Rs (-)10 crores in Q1 FY’18

- **Consolidated Results – Quarter on Quarter Comparison – Q1’FY19 Vs. Q4’FY18 (INDAS)**

- Revenues for Q1 FY’19 are Rs 314 crores vs. Rs 316 crores in Q4 FY’18
- Total cost for Q1 FY’19 are Rs 268 crores vs. Rs 257 crores in Q4 FY’18
- EBITDA* for Q1 FY’19 is Rs 47 crores vs. Rs 59 crores in Q4 FY’18
- PAT for Q1 FY’19 is Rs (-) 28 crores vs. Rs (-)10 crores in Q4 FY’18

***FY19 Q1 Consolidated EBITDA (Incl. Associates) at Rs 57 cr.**



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

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