



January 15, 2019

**The National Stock Exchange of India Limited**  
Exchange Plaza,  
Plot no. C/1, G- Block  
Bandra Kula Complex  
Bandra (E), Mumbai – 400051  
NSE Trading Symbol- DEN

**BSE Limited**  
15<sup>th</sup> Floor, P J Towers  
Dalal Street, Mumbai - 400001  
Scrip Code- 533137

**Sub: - Press release**

Dear Sir/ Madam,

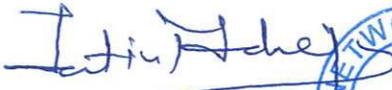
Please find enclosed copy of press release.

You are requested to take note of the same.

Thanking You,

Yours faithfully

**For DEN Networks Limited**

  
**Jatin Mahajan**  
**(Company Secretary)**  
**Membership 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

Cable – Broadband

**DEN Networks Ltd.** (CIN: L92490DL2007PLC165673)

236, Okhla Industrial Estate, Phase –III, New Delhi - 110020

## Press Release

### Consolidated EBITDA for the quarter at Rs. 47 crores

**New Delhi, 15<sup>th</sup> January 2019:** DEN Networks Ltd, one of the largest cable MSOs' in India, today announced its financial results for 3<sup>rd</sup> Quarter, FY19 at the meeting of its Board of Directors.

- Consolidated Revenues for Q3'FY19 is almost flat at Rs. 308 crores vs. Rs 310 crores in Q2'FY19.
- The Consolidated EBITDA as per IND AS for Q3'FY19 stood at Rs 47 crores. On an overall basis, the consolidated EBITDA including associates (the entities which are not getting consolidated as per IND AS) for Q3'FY19 is Rs 55 crores.
- Cable subscription revenue is Rs. 172 crores while the ARPU stood at Rs. 82 (net of taxes) during Q3'FY19.
- Broadband subscription revenue for the quarter are marginally higher at Rs 17 crores compared to Rs. 16 crores in Q2'FY19.
- Net debt stood at Rs 168 crores as of 31<sup>st</sup> December 2018.
- Tariff order got implemented with effect from 29<sup>th</sup> December 2018. We are aggressively obtaining consumer choices to migrate to the new regime by 31<sup>st</sup> January 2019.



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

*“Cable subscription ARPU is consistent with respect to the previous quarter which stood at Rs. 96 per box (including tax).*

*TRAI Tariff order implementation, a potential gamechanger in the cable industry, is underway wherein we have taken host of initiatives and strengthened our internal processes including IT systems. In order to migrate to the new Tariff order, consumer has various options to exercise his choice of channels through our consumer / LCO mobile applications and web portal.*

*Extensive LCO/distributor awareness programme are under progress wherein the partners are explained in clear terms the benefits they would get in the overall value chain. Prepaid system for cable subscription partners, the most preferred billing option under the new tariff order, has been successfully rolled out during the quarter in select markets.”*

**For Further Information Please Contact**

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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).

The above 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.