



January 23, 2017

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

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

**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. F6889

*Encl: As stated above.*

**DEN Networks Limited**

CIN: L92490DL2007PLC165673

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

Landline: +91 11 40522200 || Facsimile: +91 11 40522203 || E-Mail : den@denonline.in || www.dennetworks.com



## Press Release

**DEN posts a strong performance in Quarter 3. Cable Subscription revenue grows 15% Q-o-Q to Rs 172 crs (45% Y-o-Y growth) backed by robust collections. Total Cable EBITDA stands at Rs 59 crs for the quarter. Broadband business breaks even for the full quarter.**

**New Delhi, 23<sup>rd</sup> January 2017:** DEN Networks Ltd, one of the largest cable MSO in India, today announced its financial results for 3<sup>rd</sup> quarter and year to date ended 31<sup>st</sup> December 2016 at the meeting of its Board of Directors held today. Mr. S N Sharma CEO of DEN Networks commented on the business and results and said

“The company continues to improve on cable subscription billing on a quarter on quarter basis. ARPU (including taxes) for DAS I/ 2 and 3 markets stood at Rs 125, Rs. 95 and Rs. 64 per box respectively which reflects on improvement of 11% , 6% and 23% respectively on Q-o-Q basis , with a strong collection efficiency at 95% .

It is commendable that based on growth in subscription income DAS I has achieved an EBITDA of 30%+ with DAS II also closely following it at around 20%. This sets the future roadmap for DAS 3 EBITDA. The company is gearing up for the phase 4 Digitization and with additional focus on HD Boxes deployment and technology up gradation, which will enhance the consumer experience and will result in improved operational efficiency “

Mr. Sharma also announced that we have achieved break even in Broadband business for the full quarter despite telecom launches/ freebies.

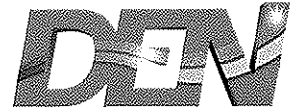


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## Q3 FY'17 Key Operational Highlights:

- ✓ **Revenues (Pre activation) :**
  - **Consolidated revenue** increased to Rs.303 crs from Rs.266 crs in Q3FY16; an increase of 14% Y-o-Y and 6% on Q-o-Q basis.
  - **Cable Subscription revenue** increased to Rs.172 crs from Rs.119 crs in Y-o-Y basis (growth of 45%)
  
- ✓ **Cable YTD EBITDA at Rs 183 crs Vs. Rs 132 crs in FY16 (Post Activation)**
  
- ✓ **EBITDA (Pre activation):**
  - Consolidated YTD EBITDA stood at Rs 87 crs vs. loss of Rs (-) 102 crs in FY16
  - Cable YTD EBITDA stood at Rs 99 crs vs. Rs 4 crs in FY16
  - Broadband EBITDA breaks even for the full quarter Vs Rs 2 crs of Loss in FY17 Q2 and Vs. Rs 16 crs of loss in FY16 Q3

### For Further Information Please Contact

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(CIN No. L92490DL2007PLC165673)

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The numbers given are for overall business i.e. on IGAap basis to enable Investors and analyst to understand and compare the business better. For Ind. AS results please refer SEBI filing of 23<sup>rd</sup> Jan'2017.

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.



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