



August 1, 2017

**The National Stock Exchange of India Limited**

Exchange Plaza,  
Plot no. C/1, G- Block  
Bandra Kurla 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

# **DEN posts strong turnaround with consolidated PBT at Rs 6 crs Vs Rs (-) 35 crs in FY17 Q4**

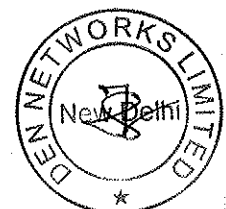
**New Delhi, 1<sup>st</sup> Aug 2017:** DEN Networks Ltd, one of the largest cable MSOs' in India, today announced its financial results for Quarter 1, FY18 at the meeting of its Board of Directors held today.

Den started the new financial year on a strong note by recording a turnaround at the PBT level on a consolidated basis. The company reported a consolidated Profit before Tax (PBT) of Rs 6 crore vs a loss of Rs. 35 crores in the previous quarter and a loss of Rs. 38 cr in Q1 of 2016-17.

Den has been making continuous efforts to improve its subscription collections from the LCOs, through a combination of consumer ARPUs going up and Den increasing its share of the consumer ARPUs. As a result of this cable subscription revenues registered a growth of 34% in Q1'17-18 as compared to the same quarter in the previous financial year.

With a strong focus on CONSUMER FIRST, Den, after launching OTT and gaming services, has taken another initiative to enable its HD boxes with broadband connectivity by using a wifi USB dongle. This will convert any normal TV to a smart TV and the consumers will be able to use their mobile handsets as a remote control for the TV. This will also enable the customer to watch different apps like YouTube, weather report etc etc on TV. Den is working on a pipeline of technology initiatives that will be announced during the course of the year.

DEN continues to make significant progress on its cable and broadband operations. Consolidated EBITDA for the quarter is reported at Rs 85 cr. from Rs 50 cr. in Q1 FY17, an impressive growth of 70%. The Broad band business continues to achieve breakeven EBITDA performance despite stiff competition from the leading telecom operators in the country. Den has seen its average network consumption climb to almost 75 GB per month per subscriber.





NET Debt of the company has come down to Rs 134 crs as of June'2017 from Rs. 181 crores as at March 31, 2017,

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

“Den turned another quarter of impressive results by registering a stupendous performance on Cable business. We remain focused on consumer needs and continue to take technology initiatives that will help our consumers to make their lives convenient and connected. On the basis of IGAAP numbers Den has broken even at the PBT level and the cable business has turned positive at the PAT level. We continue to add subscribers in our Broadband business. The average data consumption for Broadband business has already crossed 75 GBs per month. We are very hopeful to continue with this performance and are eagerly awaiting the final verdict on the new TRAI tariff order from the industry stand point.”

#### FY18 Q1 Operational Highlights:

- **Consolidated EBITDA\* at Rs 85 crs Vs. Rs 50 crs in FY17 Q1**
- **Strong turnaround at PBT\* level during the quarter**
  - Consolidated PBT at Rs 6 crs for the quarter Vs. Rs (-) 35 crs in FY 17 Q4
  - Cable PBT at Rs 15 crs Vs Rs (-) 25 crs in FY 17 Q4
- **Broadband revenue growth of 19%** with revenues at Rs 21 crs Vs 18 crs in FY17 Q1

#### For Further Information Please Contact

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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 refer SEBI filing of 1<sup>st</sup> Aug'2017. For comparison purposes TV commerce business numbers have been excluded.

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.

