A Associate

DISH TV INDIA LIMITED

Regd. Office : Essel House, B-10, Lawrence Road Industrial Area, Delhi - 110035
Corporate Office : FC - 19, Sector 16A, Film City, Noida, U.P. - 201301
Unaudited standalone financial results for the quarter ended 30 June 2014

Part I **(Rs. In Lacs)**

Particulars	Quarter-ended			Year ended
	Unaudited	Audited *	Unaudited	Audited
	30.06.2014	31.03.2014	30.06.2013 (Restated, refer note 3)	31.03.2014
Income from operations				
1. a) Net sales/ income from operations (Refer notes 3 and 5)	63,893	63,485	64,549	249,905
b) Other operating income	176	206	189	993
Total income from operations (net)	**64,069**	**63,691**	**64,738**	**250,898**
2. Expenses				
a) Purchase of stock-in-trade	234	36	310	635
b) Changes in inventories of stock-in-trade	(26)	108	(16)	113
c) Employee benefits expense	2,559	2,102	2,419	8,907
d) Depreciation and amortization expense	14,525	14,908	14,438	59,731
e) Programming/ content and other costs	20,139	20,157	19,155	77,844
f) License fees (Refer notes 3 and 5)	6,644	6,698	6,704	26,138
g) Other operating costs	6,924	8,238	6,292	28,848
h) Selling and distribution expenses				
i) Commission	5,412	5,065	3,969	18,367
ii) Other selling and distribution expenses	3,786	3,266	5,032	14,842
i) Other expenses	2,691	5,127	2,491	12,591
Total expenses	**62,888**	**65,705**	**60,794**	**248,016**
3. Profit / (loss) from operations before other income, finance costs, exceptional items, prior period items and tax (1-2)	**1,181**	**(2,014)**	**3,944**	**2,882**
4. Other income	1,162	2,009	2,773	6,602
5. Profit / (loss) from ordinary activities before finance costs, exceptional items, prior period items and tax (3+4)	**2,343**	**(5)**	**6,717**	**9,484**
6. Finance costs	3,948	3,263	3,544	13,268
7. Profit / (loss) from ordinary activities after finance costs but before, exceptional items, prior period items and tax (5-6)	**(1,605)**	**(3,268)**	**3,173**	**(3,784)**
8. Exceptional items	-	-	-	-
9. Profit / (loss) from ordinary activities before prior period items and tax (7+8)	(1,605)	(3,268)	3,173	(3,784)
10. Prior period items (refer note 5)	-	11,637	-	11,637
11. Profit / (loss) from ordinary activities before tax (9-10)	**(1,605)**	**(14,905)**	**3,173**	**(15,421)**
12. Tax expense/ (write back)	-	-	-	-
13. Net profit / (loss) from ordinary activities after tax (11-12)	**(1,605)**	**(14,905)**	**3,173**	**(15,421)**
14. Extraordinary item	-	-	-	-
15. Net profit / (loss) for the period (13-14)	**(1,605)**	**(14,905)**	**3,173**	**(15,421)**
16. Paid-up equity share capital (Face value Re. 1) (#)	10,650	10,650	10,649	10,650
17. Reserves (excluding revaluation reserves, if any)				(41,541)
18. Basic earning/ (loss) per share (not annualised) (In Rs.)	(0.15)	(1.40)	0.30	(1.45)
19. Diluted earning/ (loss) per share (not annualised) (In Rs.)	(0.15)	(1.40)	0.30	(1.45)
Part II				
A) Particulars of shareholding				
1) Public shareholding				
Number of equity shares of Re.1 each	378,076,705	378,076,705	388,180,905	378,076,705
Percentage of shareholding				
- Calculated on total number of issued shares	35.50	35.50	36.45	35.50
- Calculated on the paid-up capital	35.50	35.50	36.45	35.50
2) Promoters and promoter group shareholding (calculated on total number of issued shares)				
a) Pledged / encumbered				
i) Number of shares	462,643,575	461,599,575	441,517,886	461,599,575
ii) Percentage of shares (% of the total shareholding of promoters and promoter group)	67.35	67.20	65.24	67.20
iii) Percentage of shares (% of the total share capital of the company)	43.44	43.34	41.46	43.34
b) Non-encumbered				
i) Number of shares	224,234,485	225,278,485	235,229,174	225,278,485
ii) Percentage of shares (% of the total shareholding of promoters and promoter group)	32.65	32.80	34.76	32.80
iii) Percentage of shares (% of the total share capital of the company)	21.05	21.15	22.09	21.15

See accompanying notes to the financial results.

Particulars	Quarter ended
	30.06.2014
B) Investor complaints	
Pending at the beginning of the quarter	-
Received during the quarter	2
Disposed off during the quarter	2
Remaining unresolved at the end of the quarter	-

* Figures for the three months ended 31 March 2014 are the balancing figures between audited figures in respect of full previous financial year and the published year to date figures upto the third quarter of the previous financial year. Also, the figures upto the end of the third quarter of the previous financial year were only reviewed and not subject to audit.

Comprises 1,064,902,570 (1,064,902,570 as on 31 March 2014, 1,064,875,649 shares as on 30 June 2013) fully paid up equity shares of Re. 1 each ; 22,193 (22,193 as on 31 March 2014, 22,314 shares as on 30 June 2013) partly paid up equity shares of Re. 0.75 each; and 30,002 (30,002 as on 31 March 2014, 30,002 shares as on 30 June 2013) partly paid up equity shares of Re. 0.50 each.

Notes to financial results for the quarter ended 30 June 2014

1. The above financial results for the quarter ended 30 June 2014 have been reviewed by the Audit Committee and were approved by the Board of Directors in their meeting held on 22 July 2014.

2. The Statutory Auditors of the Company have carried out a Limited Review of the above financial results for the quarter ended 30 June 2014. The report of statutory auditors is being filed with BSE Ltd. and National Stock exchanges and is also available on the Company's website (www.dishtv.in).

3. Hitherto, upto the year ended 31 March 2013, the Company recognized a portion of the activation fees over the estimated period of subscription/ the life of the CPE. During the year ended 31 March 2014, the Company reassessed its position of recognition of above activation fees, together with the level of service already rendered on activation, the corresponding cost incurred and consideration charged for the subsequent continuing services etc. Considering that the Company incurs significant upfront cost upto the stage of activation of CPE and charges separate consideration for subsequent continuing services, the Company, during the year ended 31 March 2014, in order to make better and appropriate presentation, amended its policy of revenue recognition of activation fee on an upfront basis.

The above change had resulted into additional activation / subscription revenue of Rs. 9,936 lacs for the year ended 31 March 2014 (including Rs 4,614 lacs in relation to the period upto 31 March 2013) with a corresponding increase in license fees of Rs. 994 lacs (including Rs. 461 lacs in relation to the period upto 31 March 2013). As a consequence, the loss after tax for the year ended 31 March 2014 was lower by Rs 8,942 lacs. Further, the revenue for the quarter ended 31 March 2014 was higher by Rs 1,107 lacs with a corresponding increase in license fee by Rs. 111 lacs, and the loss after tax for the quarter ended 31 March 2014 being lower by Rs. 996 lacs.

In terms of clause 41 of the listing agreement, a change in the policy needs to be effected from the first quarter of the financial year. Accordingly, the figures for the quarter ended 30 June 2013 have been restated to include the impact of the above change. As a result the loss after tax of Rs.3,037 lacs for the quarter ended 30 June 2013 has been restated to profit after tax of Rs.3,173 lacs (Revenue being restated from Rs. 57,649 lacs to Rs. 64,549 lacs; license fee restated from Rs. 6,014 lacs to Rs. 6,704 lacs and loss per share restated from Rs. 0.29 to profit per share Rs. 0.30). Restated revenue for the quarter ended 30 June 2013 includes revenue of Rs. 5,638 lacs pertaining to the financial year 2012-13 on account of change in accounting policy, with a corresponding license fee of Rs. 564 lacs.

4a). The Company's net-worth as at 30 June 2014 is eroded by its accumulated losses. However, the management has prepared the financial results assuming that the Company will continue as a going concern considering that the Company has adequate resources in the form of operating cash flows, sanctioned credit facilities from lenders and bank deposits to adequately meet its obligations.

4b). The Company's DTH license was valid upto 30 September 2013. The Company has, before the expiry of the license, approached the relevant authorities, who have extended the validity for an interim period till the time final policy with regard to the terms and conditions for renewal of DTH license are laid down by the Government. The Company has given an understanding that they shall comply with that policy during the interim period and any financial obligations arising from the change in policy shall be honoured by the Company. According to us, no significant financial adjustment is expected in this regard.

4c). During the year 2013-14, the Company received a demand notice from the Ministry of Information and Broadcasting ('MIB') whereunder a demand of Rs. 62,420 lacs (including interest) has been raised towards the DTH License Fee. The Company has challenged the demand before the Hon'ble Telecom Dispute Settlement Appellate Tribunal ('TDSAT') and the TDSAT has directed the MIB not to enforce the demand till the next order.

5. The life of the Consumer Premises Equipment (CPE) for the purposes of depreciation has been estimated by the management as five years, which as per the management, best represents the period of expected use, and is different from the life indicated by the Schedule II of the Companies Act, 2013. Upto 31 March 2012, in certain cases, the one-time advance contribution towards the CPEs in the form of rental was being recognized over a period of three years from the activation date.

However, such practice, with effect from 1 April 2012, was changed to five years in respect of CPEs activated on or after 1 April 2012. During the year ended 31 March 2014, the Company amended its policy in respect of CPEs activated upto 31 March 2012 also in order to align the same with the CPEs installed thereafter. During the year ended 31 March 2014, the correction in the policy had resulted in reversal of excess revenue of Rs. 12,930 lacs and excess provisions of license fee of Rs 1,293 lacs recognised upto 31 March 2013. This also resulted in revenue for the year ended 31 March 2014 being higher by Rs. 3,702 lacs and license fee being higher by Rs. 370 lacs. The above correction had resulted into the net loss for the year and for the quarter ended 31 March 2014 being higher by Rs. 8,305 lacs. Since the correction was carried out during the quarter ended 31 March 2014, the figures for the quarter ended 30 June 2013 are not restated and are not comparable.

6. The Audit Committee and Board of Directors noted the utilisation of the proceeds of Rights Issue for the six months period ended 30 June 2014 which is in line with revised utilisation schedule approved by the Board of Directors. The unutilised amount as on 30 June 2014 is Rs. 15,000 lacs.

7. The Company is in the business of providing Direct to Home (DTH) and Teleport services primarily in India. As the Company's business activities primarily fall within a single business and geographical segment, no additional disclosures are required in terms of Accounting Standard 17 on "Segment Reporting".

8. Xingmedia Distribution Private Limited ('Xingmedia') was incorporated on February 13, 2014 under the Companies Act, 1956. Consequent upon the approval of the Board of Directors and Shareholders of the Company, the entire share capital of Xingmedia, comprising of 10,000 equity shares having face value of Rs. 10 each, was acquired by the Company at Rs. 100,000. Accordingly, Xingmedia became the wholly owned subsidiary of the Company on March 24, 2014. Subsequently, upon the approval of the Board of Directors, the Company has subscribed to an additional 118,000,000 equity shares of Xingmedia at Rs. 10 per equity share. Xingmedia shall undertake activities for the Company which would include providing support services for satellite based communication services, broadcasting content services, management of hard assets like CPEs and their installation, value added services, etc. to achieve its objective. Xingmedia has entered into an arrangement with Cyquator Media Services Private Limited ('Cyquator') to provide backend services including provision of call centre services and has paid business advance of Rs.11,800 lacs to Cyquator to enable Cyquator to ramp up and make necessary arrangement to be in position to provide above mentioned services to Xingmedia.

9. The previous period/ year's figures have been regrouped / reclassified, wherever necessary, to make them comparable, except as stated in note 5 above.

For and on behalf of the Board of Directors
DISH TV INDIA LIMITED

Bhagwan Dass Narang
Director
DIN-00038052

Place: Noida
Dated: 22 July 2014

B S R & Co. LLP

Chartered Accountants

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DLF Cyber City, Phase - II
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Review report to the Board of Directors of Dish TV India Limited

1. We have reviewed the accompanying statement of un-audited standalone financial results ('the Statement') of Dish TV India Limited ('the Company') for the quarter ended 30 June 2014, except for the disclosures regarding "Public Shareholding" and "Promoter and Promoter Group Shareholding", which have been traced from disclosures made by the management and have not been audited by us. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial results based on our review.

2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

3. Without qualifying our opinion:

   a) attention is invited to note 4(a) of the accompanying statement. The Company's net worth as at the end of the period is completely eroded by its accumulated losses. However, the management has prepared the financial results assuming that the Company will continue as a going concern since it has adequate resources in the form of operating cash flows and sanctioned credit facilities from lenders to adequately meet its obligation.

   b) attention is invited to note 3 of the accompanying statement regarding recognition of activation fees under service model. Hitherto, upto the year ended 31 March 2013, the Company recognized a portion of the activation fees over the estimated period of subscription / the life of the Consumer Premises Equipment (CPE). During the year ended 31 March 2014, the Company reassessed its position of recognition of above activation fees, together with the level of service already rendered on activation, the corresponding cost incurred, and consideration charged for the subsequent continuing services, etc. Considering that the Company incurs significant upfront cost upto the stage of activation of CPE and charges separate consideration for subsequent continuing services, the Company, during the year ended 31 March 2014, in order to make better and appropriate presentation, amended its policy of revenue recognition of activation fee on an upfront basis.

B S R & Co. (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

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The above change resulted into additional activation / subscription revenue of Rs. 9,936 lacs for the year ended 31 March 2014 (including Rs 4,614 lacs in relation to the period upto 31 March 2013) with a corresponding increase in license fees of Rs. 994 lacs (including Rs. 461 lacs in relation to the period up to 31 March 2013). As a consequence, the loss after tax for the year ended 31 March 2014 was lower by Rs 8,942 lacs.

The effect of the change as above has been reflected in the respective quarters of the year ended 31 March 2014 and, therefore, the figures for the quarter ended 30 June 2013, presented in the attached statement, stand restated. As a result, the loss after tax of Rs. 3,037 lacs for the quarter ended 30 June 2013 stand restated to profit after tax of Rs. 3,173 lacs (Revenue being restated from Rs. 57,649 lacs to Rs. 64,549 lacs; license fee restated from Rs. 6,014 lacs to Rs. 6,704 lacs, and loss per share stand restated from Re. 0.36 to profit per share Re. 0.30). Restated revenue and restated license fees for the quarter ended 30 June 2013 includes additional revenue of Rs. 5,638 lacs and corresponding license fees of Rs. 564 lacs pertaining to the year ended 31 March 2013 recognised on account of change in accounting policy.

4. Based on our review conducted as explained in paras 1 and 2 above, nothing has come to our attention that causes us to believe that the accompanying Statement of un-audited standalone financial results, prepared in accordance with applicable accounting standards and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **B S R & Co. LLP**
Chartered Accountants
Firm Registration Number: 101248W/W-100022

Kaushal Kishore
Partner
Membership Number: 090075

Place: Gurgaon
Date: 22 July 2014

DISH TV INDIA LIMITED

EARNINGS RELEASE FOR THE QUARTER ENDED JUNE 30, 2014

DISH TV FURTHER STRENGTHENS INCREMENTAL SHARE LEADERSHIP IN Q1 FY15

ADDS 332 THOUSAND NET SUBSCRIBERS

AVERAGE REVENUE PER USER (ARPU) AT Rs. 170

EBITDA MARGIN AT 24.5%

Highlights

- ❖ Dish TV added 332 thousand net subscribers during the quarter ended June 30, 2014. Total subscriber base of 11.7 million net subscribers at the end of the period.
- ❖ Subscription revenues for the quarter were Rs. 5,886 million while total standalone operating revenues stood at Rs. 6,407 million.
- ❖ Average Revenue per User (ARPU) recorded at Rs. 170.
- ❖ EBITDA at Rs. 1,571 million. EBITDA margin at 24.5%.

NOIDA, India; July 22, 2014 - Dish TV India Limited (Dishtv) (BSE: 532839, NSE: DISHTV) today reported first quarter fiscal 2015 standalone subscription revenues and total operating revenues of Rs. 5,886 million and Rs. 6,407 million respectively. EBITDA for the quarter was Rs. 1,571 million while Net Loss recorded was Rs. 160 million.

The Board of Directors in its meeting held today, has approved and taken on record the unaudited standalone results of Dish TV for the quarter ended on June 30, 2014.

Dr. Subhash Chandra, Chairman, Dish TV India Limited, said, "Sound of the economic growth engine chugging is music for the media and entertainment industry. With consumer confidence gaining traction, efforts towards attaining an environment of moderate inflation will go a long way in boosting consumption demand further. In fact, a new sense of buoyancy thrives already and consumer centric businesses can be potential game-changers in the years ahead."

"Going by the first quarter run-rate, the Indian DTH industry seems to have set ground for a 25% growth in subscriber additions this year. Factoring in the opportunities ahead Dish TV is optimistic about outgrowing the industry growth rate. The company delivered in line with expectations during the first quarter and reclaimed its position as the fastest growing DTH player in the country," he added.

Mr. Jawahar Goel, Managing Director, Dish TV, said, "Post a mediocre 2014, fiscal 2015 had a promising start for the DTH industry. Dish TV, supported by a debt light balance sheet and a more willing consumer market, put the pedal to the metal and led the industry growth by garnering the highest incremental share during the quarter."

"We continued to expand 'Zing', our innovative offering for vernacular content across regional markets. The 'Zing' service is now available across Odisha, West Bengal, Tripura, parts of Assam and most parts of Maharashtra. A powerful sub-brand, 'Zing' has also propelled the sales of the main brand through a wider reach and top of the mind recall. Moving closer towards Phase 3 and 4 of digitization we remain optimistic about our strategy to capture leading share in these markets," he added.

"In line with our objective of growth with profitability, we took a price hike of 5-7% across the middle and top level packs with effect from the first week of June. ARPU increased to Rs. 170 per month in the first quarter with churn also increasing marginally to reach 0.7% per month. There have been efforts to implement last mile billing by the MSO's however, a full-fledged roll-out is key to a step jump in ARPU's across the category," said Mr. Goel.

"Though the Union Budget announced this month was a non-event for the industry at large, we would continue to push our case for allowance of abatement in Service Tax along with moderation in Entertainment Tax till the Goods and Services Tax Act (GST) sees the light of the day. We are also hopeful of an early resolution of the DTH license renewal and payment of license fees matter in the industry's favour. We also expect a firm push to digitization and are confident that encryption, packaging, billing and other critical requirements will be implemented at the last mile," he added.

Condensed statement of operations

The table below shows the condensed statement of operations for Dish TV India Limited for the first quarter ended June '14 compared to the quarter ended March '14:

Rs. million	Quarter ended June - 2014	Quarter ended March - 2014	% Change Q o Q
Operating revenues	6,407	6,369	0.6
Expenditure	4,836	5,080	(4.8)
EBITDA	1,571	1,289	21.9
Other income	116	201	(42.3)
Depreciation	1,452	1,491	(2.6)
Financial expenses	395	326	21.2
Profit / (Loss) before prior period & tax	(160)	(327)	-
Prior period items	-	(1,164)	-
Tax expense/(write back)	-	-	-
Net Profit / (Loss) for the period	(160)	(1,490)	-

Expenditure

Dish TV's primary expenses include cost of goods and services, personnel cost, administrative cost, advertisement expenses and selling expenses. The table below shows each as a percentage of total revenue:

Rs. million	Quarter ended June - 2014	% of Gross revenue	Quarter ended March - 2014	% of Gross revenue	% Change Q o Q
Cost of goods & services	3,391	52.9	3,524	55.3	(3.8)
Personnel cost	256	4.0	210	3.3	21.9
Other expenses	269	4.2	513	8.0	(47.6)
Advertisement expenses	127	2.0	104	1.6	22.1
Selling & distribution expenses	793	12.4	729	11.4	8.8
Total Expenses	4,836	75.5	5,080	79.8	(4.8)

Footnotes:

This earnings release contains unaudited standalone quarterly results that are prepared as per Indian Generally Accepted Accounting Principles (GAAP).

Caution Concerning Forward-Looking Statements:

About Dish TV India Limited:

Dish TV is Asia Pacific's largest direct-to-home (DTH) company and part of one of India's biggest media conglomerate – the 'Zee' Group. Dish TV has on its platform more than 400 channels & services including 22 audio channels and over 46 HD channels & services. Dish TV uses the NSS-6 satellite platform which is unique in the Indian subcontinent owing to its automated power control and contoured beam which makes it suitable for use in ITU K and N rain zones ideally suited for India's tropical climate. The company also acquired transponders on the Asiasat 5 platform which increased its bandwidth capacity by 216 MHz to reach a total of 648 MHZ, the largest held by any DTH player in the country. The Company has a vast distribution network of over 1,950 distributors & over 1,72,000 dealers that span across 8,659 towns in the country. Dish TV customers are serviced by six 24* 7 call centres catering to 11 different languages to take care of subscriber requirement at any point of time. For more information on the company, please visit www.dishtv.in