A Z 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
Statement of financial results for the year ended 31 March 2014

dishtv

(Rs. In Lacs)

Part I

Particulars	Standalone financial results			Standalone financial results		Consolidated financial results	
	Quarter-ended			Year ended		Year ended	
	Audited *	Unaudited (Restated, refer note 5)	Audited *	Audited	Audited	Audited	Audited
	31.03.2014	31.12.2013	31.03.2013	31.03.2014	31.03.2013	31.03.2014	31.03.2013
Income from operations							
1. a) Net sales/ income from operations (Refer to note 3 and 5)	63,485	62,072	55,457	249,905	216,447	249,904	216,447
b) Other operating income	206	309	83	993	233	993	233
Total income from operations (net)	63,691	62,381	55,540	250,898	216,680	250,897	216,680
2. Expenses							
a) Purchase of stock-in-trade	36	153	329	635	920	635	920
b) Changes in inventories of stock-in-trade	108	24	(108)	113	(173)	113	(173)
c) Employee benefits expense	2,102	2,152	2,094	8,907	8,217	8,916	8,217
d) Depreciation and amortization expense	14,908	15,340	14,500	59,731	62,755	59,736	62,758
e) Programming/ content and other costs	20,157	19,887	19,672	77,844	65,247	77,844	65,247
f) License fees (Refer to note 3)	6,698	6,458	5,809	26,138	22,570	26,138	22,570
g) Other operating costs	8,238	7,424	6,132	28,848	22,989	28,848	22,990
h) Selling and distribution expenses							
i) Commission	5,065	5,037	3,839	18,367	15,587	18,367	15,587
ii) Other selling and distribution expenses	3,266	3,469	3,585	14,842	14,777	14,842	14,777
i) Other expenses	5,127	3,234	2,184	12,591	8,594	12,791	8,603
Total expenses	65,705	63,178	58,036	248,016	221,483	248,230	221,496
3. Profit / (loss) from operations before other income, finance costs, exceptional items, prior period items and tax (1-2)	(2,014)	(797)	(2,496)	2,882	(4,803)	2,667	(4,816)
4. Other income	2,009	971	1,569	6,602	5,120	6,489	5,114
5. Profit / (loss) from ordinary activities before finance costs, exceptional items, prior period items and tax (3+4)	(5)	174	(927)	9,484	317	9,156	298
6. Finance costs	3,263	3,010	3,435	13,268	12,836	13,275	12,842
7. Profit / (loss) from ordinary activities after finance costs but before, exceptional items, prior period items and tax (5-6)	(3,268)	(2,836)	(4,362)	(3,784)	(12,519)	(4,119)	(12,544)
8. Exceptional items (refer note 8)	-	-	-	-	5,944	-	5,944
9. Profit / (loss) from ordinary activities before prior period items and tax (7+8)	(3,268)	(2,836)	(4,362)	(3,784)	(6,575)	(4,119)	(6,600)
10. Prior period items (refer note 3)	11,637	-	-	11,637	-	11,637	-
11. Profit / (loss) from ordinary activities before tax (9-10)	(14,905)	(2,836)	(4,362)	(15,421)	(6,575)	(15,756)	(6,600)
12. Tax expense/ (write back)	-	-	-	-	-	5	1
13. Net profit / (loss) from ordinary activities after tax (11-12)	(14,905)	(2,836)	(4,362)	(15,421)	(6,575)	(15,761)	(6,601)
14. Extraordinary item	-	-	-	-	-	-	-
15. Net profit / (loss) for the period (13-14)	(14,905)	(2,836)	(4,362)	(15,421)	(6,575)	(15,761)	(6,601)
16. Loss attributable to minority						-	1
17. Net profit / (loss) for the period (15+16)	(14,905)	(2,836)	(4,362)	(15,421)	(6,575)	(15,761)	(6,600)
18. Paid-up equity share capital (Face value Re. 1) (#)	10,650	10,650	10,648	10,650	10,648	10,650	10,648
19. Reserves (excluding revaluation reserves, if any)				(41,541)	(26,177)	(41,910)	(26,206)
20. Basic earning/ (loss) per share (not annualised) (In Rs.)	(1.40)	(0.27)	(0.41)	(1.45)	(0.62)	(1.48)	(0.62)
21. Diluted earning/ (loss) per share (not annualised) (In Rs.)	(1.40)	(0.27)	(0.41)	(1.45)	(0.62)	(1.48)	(0.62)
Part II							
A) Particulars of shareholding							
1) Public shareholding							
Number of equity shares of Re.1 each	378,076,705	378,076,705	388,138,115	378,076,705	388,138,115	378,076,705	388,138,115
Percentage of shareholding							
- Calculated on total number of issued shares	35.50	35.50	36.45	35.50	36.45	35.50	36.45
- Calculated on the paid-up capital	35.50	35.50	36.44	35.50	36.44	35.50	36.44
2) Promoters and promoter group shareholding (calculated on total number of issued shares)							
a) Pledged / encumbered							
i) Number of shares	461,599,575	435,003,457	390,275,000	461,599,575	390,275,000	461,599,575	390,275,000
ii) Percentage of shares (% of the total shareholding of promoters and promoter group)	67.20	63.33	57.67	67.20	57.67	67.20	57.67
iii) Percentage of shares (% of the total share capital of the company)	43.34	40.85	36.65	43.34	36.65	43.34	36.65
b) Non-encumbered							
i) Number of shares	225,278,485	251,874,603	286,472,060	225,278,485	286,472,060	225,278,485	286,472,060
ii) Percentage of shares (% of the total shareholding of promoters and promoter group)	32.80	36.67	42.33	32.80	42.33	32.80	42.33
iii) Percentage of shares (% of the total share capital of the company)	21.15	23.65	26.90	21.15	26.90	21.15	26.90

See accompanying notes to the financial results.

Particulars	Quarter ended
	31.03.2014
B) Investor complaints	
Pending at the beginning of the quarter	-
Received during the quarter	4
Disposed off during the quarter	4
Remaining unresolved at the end of the quarter	-

* Figures for the three months ended 31 March 2014 and 31 March 2013 are the balancing figures between audited figures in respect of full financial year and the published year to date figures upto the third quarter of the financial year, restasted as per note 5. Also, the figures upto the end of the third quarter were only reviewed and not subject to audit.

Comprises 1,064,902,570 (1,064,902,570 shares as on 31 December 2013, 1,064,662,247 as on 31 March 2013) fully paid up equity shares of Re. 1 each ; 22,193 (22,193 shares as on 31 December 2013, 22,314 as on 31 March 2013) partly paid up equity shares of Re. 0.75 each; and 30,002 (30,002 shares as on 31 December 2013, 200,614 as on 31 March 2013) partly paid up equity shares of Re. 0.50 each.

Statement of Assets and Liabilities as at 31 March 2014 **(Rs. In Lacs)**

Particulars	Standalone		Consolidated	
	Audited		Audited	
	As at		As at	
	31.03.2014	31.03.2013	31.03.2014	31.03.2013
A. Equity and liabilities				
1. Shareholders' funds				
(a) Share capital	10,650	10,648	10,650	10,648
(b) Reserves and surplus	(41,541)	(26,177)	(41,910)	(26,206)
Sub-total - shareholders' funds	**(30,891)**	**(15,529)**	**(31,260)**	**(15,558)**
2. Non-current liabilities				
(a) Long-term borrowings	77,911	84,602	77,911	84,602
(b) Other long term liabilities	9,182	15,042	9,182	15,042
(c) Long-term provisions	1,419	1,274	1,419	1,274
Sub-total - non-current liabilities	**88,512**	**100,918**	**88,512**	**100,918**
3. Current liabilities				
(a) Short-term borrowings	6,579	3,000	6,579	3,000
(b) Trade payables	13,438	21,374	13,568	21,380
(c) Other current liabilities	116,055	140,264	116,007	140,266
(d) Short-term provisions	83,609	65,469	83,612	65,470
Sub-total - current liabilities	**219,681**	**230,107**	**219,766**	**230,116**
Total equity and liabilities	**277,302**	**315,496**	**277,018**	**315,476**
B. Assets				
1. Non-current assets				
(a) Fixed assets	176,399	208,737	177,968	208,753
(b) Non-current investments	26,804	3	15,000	-
(c) Long-term loans and advances	11,011	6,546	8,811	6,462
(d) Other non-current assets	733	970	733	970
Sub-total - non-current assets	**214,947**	**216,256**	**202,512**	**216,185**
2. Current assets				
(a) Current investments	5,000	27,818	5,000	27,818
(b) Inventories	748	861	748	861
(c) Trade receivables	4,149	3,036	4,149	3,036
(d) Cash and bank balances	33,989	36,210	34,263	36,449
(e) Short-term loans and advances	18,414	30,778	30,291	30,598
(f) Other current assets	55	537	55	529
Sub-total - current assets	**62,355**	**99,240**	**74,506**	**99,291**
Total assets	**277,302**	**315,496**	**277,018**	**315,476**

Notes to financial results for the quarter and year ended 31 March 2014

1. The above financial results for the quarter and financial year ended 31 March 2014 have been reviewed by the Audit Committee and were approved by the Board of Directors in their meeting held on 27 May 2014.

2. The Statutory Auditors of the Company have carried out audit of the above financial results for the year ended 31 March 2014 and a unmodified opinion has been issued. 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. The life of the Consumer Premises Equipment (CPE) for the purposes of depreciation has been estimated by the management as five years. 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, Company has amended its policy in respect of CPEs activated upto 31 March 2012 also in order to align the same with the CPEs installed thereafter. The correction in the policy has 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 during the year. This has also resulted in revenue for the year being higher by Rs. 3,702 lacs and license fee being higher by Rs. 370 lacs. The above correction has resulted into the net loss for the year and for the quarter ended 31 March 2014 being higher by Rs. 8,305 lacs.

4a). The Company's net-worth as at 31 March 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. 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, the Company has 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 has, in order to make better and appropriate presentation, amended its policy of revenue recognition of activation fee on an upfront basis.

The above change has resulted into additional activation / subscription revenue of Rs. 9,936 lacs for the year (including Rs 4,614 lacs in relation to the previous year) with a corresponding increase in license fees of Rs. 994 lacs (including Rs. 461 lacs in relation to the previous year). As a consequence, the loss after tax for the year is lower by Rs 8,942 lacs. Further, the revenue for the quarter ended 31 March 2014 is 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 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 nine months ended 31 December 2013 and quarter ended 31 December 2013 have been restated to include the impact of the above change. As a result the loss after tax for the quarter ended 31 December 2013 is lower by Rs. 989 lacs (Revenue restated from Rs. 60,973 lacs to Rs. 62,072 lacs; license fee restated from Rs. 6,348 lacs to Rs. 6,458 lacs and loss per share restated from Rs. 0.36 to Rs. 0.27).

6. The Audit Committee and Board of Directors noted the utilisation of the proceeds of Rights Issue for the financial year ended 31 March 2014 which is in line with revised utilisation schedule approved by the Board of Directors. The unutilised amount as on 31 March 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. Upto the quarter ended 30 June 2012, the exchange differences arising from foreign currency borrowing to the extent that they were regarded as an adjustment to interest cost, were treated as borrowing cost in terms of AS – 16, "Borrowing Costs". During the quarter ended 30 September 2012, pursuant to a clarification dated 9 August 2012 from the MCA, the Company changed the accounting policy w.e.f. from 1 April 2011, to treat the same as "foreign exchange fluctuation", to be accounted as per AS – 11 "Effects of Changes in Foreign Exchange Rates", instead of AS – 16 "Borrowing Costs". This change has resulted into reversal of finance cost of Rs. 7,068 lacs for the financial year 2011-12 and increase in depreciation by Rs. 1,124 lacs for the financial year 2011-12. The aforesaid change, resulting in net gain of Rs. 5,944 lacs for the financial year 2011-12, has been shown as 'exceptional items' in the financial results for the year ended 31 March 2013.

9. 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 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.

10. The previous period/ year's figures have been regrouped / reclassified, wherever necessary, to make them comparable.

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

लक्ष्मी चन्द
Lakshmi Chand
Director

Place: Noida
Dated: 27 May 2014

B S R & Co. LLP
Chartered Accountants

Building No.10, 8th Floor, Tower-B
DLF Cyber City, Phase - II
Gurgaon - 122 002, India

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Independent Auditors' Report
To the Board of Directors
Dish TV India Limited

1. We have audited the accompanying consolidated financial results ('Statement') of Dish TV India Limited ('the Company') and its subsidiaries (collectively referred to as 'the Group') for the year ended 31 March 2014, attached herewith being submitted by the Group pursuant to the requirements of clause 41 of the Listing Agreement, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding', which have been traced from disclosures made by the management pursuant to clause 35 of the listing agreement and have not been audited by us.

2. These consolidated financial results have been prepared by the Group on the basis of the annual consolidated financial statements of the concerned companies, which are the responsibility of the Group's management. Our responsibility is to express an opinion on these financial results based on our audit of the annual consolidated financial statements which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standards notified under the Companies Act, 1956, read with the General Circular 15/2003 dated 13th September 2013 of the Ministry of Corporate Affairs in respect of section 133 of the Companies Act, 2013 (together referred to as the "Act") and other accounting principles generally accepted in India and in compliance with Clause 41 of the Listing Agreement.

3. We conducted our audit in accordance with auditing standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial results. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated presentation of financial results. We believe that our audit provides a reasonable basis for our opinion.

4. We did not audit the financial statements of Dish TV Lanka (Private) Limited and Xingmedia Distribution Private Limited, (the 'subsidiaries'). The financial statements of these subsidiaries have been audited by other auditors.

   The financial statements of Dish TV Lanka (Private) Limited, incorporated outside India, reflect (before eliminating intercompany transactions) total assets amounting to Rs. 1,965 lacs as at 31 March 2014 and total revenues of Rs. Nil for the year ended 31 March 2014. The financial statements of Xingmedia distribution Private Limited, reflect (before eliminating intercompany transactions) total assets amounting to Rs. 11,816 lacs as at 31 March 2014 and total revenues of Rs. 17 lacs for the period ended 31 March 2014. The audit reports for the above mentioned subsidiaries have been furnished to us and our opinion, insofar as it relates to the amounts included in respect of the subsidiaries, is based solely upon the reports of the other auditors.

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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N.M. Joshi Marg, Mahalakshmi
Mumbai - 400 011

5. We report that the consolidated financial results have been prepared by the Company's management in accordance with the requirements of Accounting Standard (AS) 21, "Consolidated Financial Statements" and on the basis of the separate audited financial statements of the Company and its subsidiaries, included in the consolidated financial results.

6. 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 financial year 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 the life of the Consumer Premises Equipment (CPE) for the purposes of depreciation, which has been estimated by the management as five years. However, in certain cases of CPEs installed upto 31 March 2012, the one-time advance contributions towards the CPEs in the form of rentals were recognized as revenue over a period of three years, which was not in line with the estimated life of such assets, in terms of Accounting Standard 19 'Leases'. During the year, the Company has ascertained its impact and has streamlined the above practice by recognizing the revenue over a period of five years in respect of such CPEs installed upto 31 March 2012. This has, during the year, resulted into a reversal of excess revenue of Rs. 12,930 lacs recognized upto the year ended 31 March 2013, recognition of additional revenue of Rs. 3,702 lacs, and consequential impact on license fee pursuant to the above correction, with a net impact on the loss after tax for the year and for the quarter ended 31 March 2014 being higher by Rs 8,305 lacs.

   c) attention is invited to note 5 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 CPE. During the year, the Company has 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 has, in order to make better and appropriate presentation, amended its policy of revenue recognition of activation fee on an upfront basis.

   The above change has resulted into additional activation / subscription revenue of Rs. 9,936 lacs for the year (including Rs 4,614 lacs in relation to the previous year) with a corresponding increase in license fees of Rs. 994 lacs (including Rs. 461 lacs in relation to the previous year). As a consequence, the loss after tax for the year is lower by Rs 8,942 lacs.

7. In our opinion and to the best of our information and according to the explanations given to us, these consolidated financial results:

(i) are presented in accordance with the requirements of Clause 41 of the Listing Agreement in this regard; and

(ii) give a true and fair view of the consolidated net loss and other financial information for the year ended 31 March 2014.

Further, we report that we have, on the basis of books of account and other records and information and explanations given to us by the management, also verified the number of shares as well as percentage of shareholding in respect of aggregate amount of public shareholdings, as furnished by the Company in terms of Clause 35 of the Listing Agreement, and found the same to be in accordance therewith.

For **B S R & Co. LLP**
Chartered Accountants
Firm Registration No: 101248 W

Kaushal Kishore
Partner
Membership No: 090075

Place: Gurgaon
Date: 27 May 2014

B S R & Co. LLP

Chartered Accountants

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DLF Cyber City, Phase - II
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Independent Auditors' Report
To the Board of Directors
Dish TV India Limited

1. We have audited the accompanying statement of annual Financial Results ('Statement') of Dish TV India Limited ('the Company') for the year ended 31 March 2014, attached herewith, being submitted by the Company pursuant to the requirements of clause 41 of the Listing Agreement, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding', which have been traced from disclosures made by the management pursuant to clause 35 of the listing agreement and have not been audited by us. Attention is drawn to the fact that the figures for the quarter ended 31 March 2014 and the corresponding quarter ended in the previous year, as reported in these financial results, are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the end of third quarter of the relevant financial year, except for the effects of changes in accounting policy, due to which the previous interim periods (quarters) of the current year have been restated to reflect an appropriate position (refer note 5 of the accompanying statement). Also the figures upto the end of the third quarter had only been reviewed and not subjected to audit.

2. These financial results have been prepared by the Company on the basis of the annual financial statements and reviewed quarterly financial results upto the end of the third quarter, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial results based on our audit of the annual financial statements which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standards notified under the Companies Act, 1956, read with the General Circular 15/2003 dated 13th September 2013 of the Ministry of Corporate Affairs in respect of section 133 of the Companies Act, 2013 (together referred to as the "Act") and other accounting principles generally accepted in India and in compliance with Clause 41 of the Listing Agreement.

3. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed in the financial results. An audit includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

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4. 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 financial year 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 the life of the Consumer Premises Equipment (CPE) for the purposes of depreciation, which has been estimated by the management as five years. However, in certain cases of CPEs installed upto 31 March 2012, the one-time advance contributions towards the CPEs in the form of rentals were recognized as revenue over a period of three years, which was not in line with the estimated life of such assets, in terms of Accounting Standard 19 'Leases'. During the year, the Company has ascertained its impact and has streamlined the above practice by recognizing the revenue over a period of five years in respect of such CPEs installed upto 31 March 2012. This has, during the year, resulted into a reversal of excess revenue of Rs. 12,930 lacs recognized upto the year ended 31 March 2013, recognition of additional revenue of Rs. 3,702 lacs, and consequential impact on license fee pursuant to the above correction, with a net impact on the loss after tax for the year and for the quarter ended 31 March 2014 being higher by Rs 8,305 lacs.

c) attention is invited to note 5 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 CPE. During the year, the Company has 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 has, in order to make better and appropriate presentation, amended its policy of revenue recognition of activation fee on an upfront basis.

The above change has resulted into additional activation / subscription revenue of Rs. 9,936 lacs for the year (including Rs 4,614 lacs in relation to the previous year) with a corresponding increase in license fees of Rs. 994 lacs (including Rs. 461 lacs in relation to the previous year). As a consequence, the loss after tax for the year is lower by Rs 8,942 lacs. Further, the revenue for the quarter ended 31 March 2014 is 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 being lower by Rs. 996 lacs.

The effect of the change as above has been reflected in the respective quarters of the current years and, therefore, the figures for the quarter ended 31 December 2013 presented in the attached statement stand restated. As a result the loss after tax for the quarter ended 31 December 2013 is lower by Rs. 989 lacs (Revenue restated from Rs. 60,973 lacs to Rs. 62,072 lacs; and license fee restated from Rs. 6,348 lacs to Rs. 6,458 lacs and loss per share restated from Rs. 0.36 to Rs. 0.27).

5. In our opinion and to the best of our information and according to the explanations given to us, these financial results:

   (i) are presented in accordance with the requirements of Clause 41 of the Listing Agreement in this regard; and

   (ii) give a true and fair view of the net loss and other financial information for the year ended 31 March 2014.

   Further, we report that we have, on the basis of the books of account and other records and information and explanations given to us by the management, also verified the number of shares as well as percentage of shareholding in respect of aggregate amount of public shareholdings, as furnished by the Company in terms of Clause 35 of the Listing Agreement, and found the same to be in accordance therewith.

For **B S R & Co. LLP**
Chartered Accountants
ICAI Firm registration number: 101248 W

Kaushal Kishore
Partner
Membership No.: 090075

Place: Gurgaon
Date: 27 May 2014

Essel GROUP

Disclosure of Information as required under Clause 20 of the Listing Agreement

Symbol: National Stock Exchange of India Limited: DISHTV (Fully Paid Shares)
BSE Limited: 532839 (Fully Paid Shares)

From Date: April 1, 2013

To Date : March 31, 2014

Result Type: Audited

Period Type: AN (Annual)

Cumulative / Non Cumulative: C

S. No.		For the year ended (Rs. In Lakhs) March 31, 2014	March 31, 2013
1	Net Sales/Income from Operations	250,898	216,680
2	Other Income	6,602	5,120
3	**Total Income (1+2)**	257,500	221,800
4	Expenditure		
	a. Increase/decrease in stock in trade and work in progress	113	(173)
	b. Consumption of raw materials	-	-
	c. Purchase of traded goods	635	920
	d. Employees cost	8,907	8,217
	e. Depreciation	59,731	62,755
	f. Operating Expenses	132,830	110,806
	g. Administration and Other Expenses	12,591	8,594
	h. Selling and Distribution Expenses	33,209	30,364
	i. Other expenditure	-	-
	j. Total	248,016	221,483
	(Any item exceeding 10% of the total expenditure to be shown separately)		
5	Interest and finance charges	13,268	12,836
6	Exceptional items	-	5,944
7	Profit (+)/ Loss (-) from Ordinary Activities before prior period items and tax (3) - (4+5+6)	(3,784)	(6,575)
8	Prior period items	(11,637)	-
9	Profit (+)/ Loss (-)from Ordinary Activities before tax (7-8)	(15,421)	(6575)
10	Tax expense	-	-
11	Net Profit (+)/ Loss (-) from Ordinary Activities after tax (9-10)	(15,421)	(6,575)
12	Extraordinary Items (net of tax expense Rs. nil)	-	-
13	Net Profit(+)/ Loss(-) for the period (11-12)	(15,421)	(6,575)
14	Paid-up equity share capital (Face Value of the Share shall be indicated)	10,650	10,648
15	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year	(41,541)	(26,177)
16	Earnings Per Share (EPS)	(1.45)	(0.62)
	a) Basic and diluted EPS before Extraordinary items for the period, for the year to date and for the previous year (not to be annualized)		
	b) Basic and diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (not to be annualised)	(1.45)	(0.62)

DISH TV INDIA LIMITED

DISH TV INDIA LIMITED

EARNINGS RELEASE FOR THE QUARTER & YEAR ENDED MARCH 31, 2014

DISH TV ADDS 810 THOUSAND SUBSCRIBERS IN FY14; REGAINS INCREMENTAL SHARE LEADERSHIP DURING Q4

FY14 SUBSCRIPTION REVENUES HIGHER BY 17.6% YoY

ANNUAL ARPU INCREASES FROM Rs. 158 TO Rs. 170

GENERATES FREE CASH FLOW (FCF) OF ~ Rs. 3,127 MILLION DURING FY14

Highlights

- Dish TV added 226 thousand net subscribers during the quarter ended March 31, 2014. Total subscriber base of 11.4 million net subscribers at the end of the period.

- Standalone operating revenues of Rs. 6,369 million recorded a growth of 14.7% over the corresponding quarter last fiscal.

- Regained incremental share leadership during the quarter; exited with 24% share of gross additions.

- Average ARPU for the fiscal stood at Rs.170, up 7.6% YoY.

- Churn maintained at 0.6% p.m.

NOIDA, India; May 27, 2014 - Dish TV India Limited (Dishtv) (BSE: 532839, NSE: DISHTV) today reported fourth quarter fiscal 2014 audited standalone operating revenues of Rs. 6,369 million, recording 14.7% growth over the corresponding period last fiscal. EBITDA for the quarter was Rs. 1,289 million, up 7.4% YoY. Net Loss for the quarter, impacted by a prior period adjustment of Rs. 1,164 million, increased to Rs. 1,490 million compared to Rs. 436 million in the corresponding quarter last fiscal.

The company, today, also reported audited results for the financial year ended on March 31, 2014.

Fiscal 2014 standalone revenues stood at Rs. 25,090 million recording 15.8% growth over the previous fiscal. EBITDA of Rs. 6,261 million was up by 8.0%. Net loss for the year, impacted by a prior period adjustment of Rs. 1,164 million, was Rs. 1,542 million.

The Board of Directors in its meeting held today, has approved and taken on record the audited results for the quarter and year ended on March 31, 2014.

Mr. Subhash Chandra, Chairman, Dish TV India Limited, said, "Fiscal 2014 was a challenging year for the economy. Fortunately however, with a new government backed by a strong mandate at the Centre, there is significant hope of growth coming back on track. While things may take some time to get out of that state of virtual inertia, I am hopeful of a strong revival in consumer sentiment pretty soon."

"The Media industry too had its share of opportunities and challenges all through the year. Digitization kept the industry on its toes. In an uncertain macro environment, Dish TV pursued its strategy of self-funded growth; deleveraging the business while being selective about its subscriber additions notwithstanding the noise around digitization. The result, a healthier Balance Sheet coupled with the largest subscriber base in the industry and a free cash positive business which is much better equipped to capitalize on the opportunities ahead," he added.

Mr. Jawahar Goel, Managing Director, Dish TV, said, "Unlike fiscal 2013, fiscal 2014 was a disruptive period where we had to choose between immediate benefits and long term sustainability in the hyper competitive DTH industry. Choosing the later, we continued to deleverage while maintaining our subscriber acquisition price point. With a much manageable and scalable debt profile now, we have started 2014 with a significant positive overhaul to our macro parameters."

"With a new government at the Centre, the DTH industry is optimistic about rationalization in the tax regime. As notification of the Goods and Services Tax (GST) is taking time, we look forward to allowance of abatement in Service Tax along with moderation in Entertainment Tax in line with the prevailing structure in Gujarat and other forward looking states. 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.

"Dish TV's fourth quarter subscriber adds are a result of some serious strategic initiatives taken earlier. The 'Zing' sub-brand launched as part of a differentiated strategy to cater to the Phase 3 & 4 markets got a tremendous response and even bolstered the flagship brand's sales. We exited the fourth quarter bagging the highest incremental market share while keeping a check on our churn, which remained at 0.6% per month. Making further headway on our Sri Lanka Project, we launched test signals as per plan," said Mr. Goel.

In line with the matching principle of accounting and in terms of the National Stock Exchange (NSE) advisory regarding life of the Consumer Premises Equipment (CPE) vs. one-time advance contribution towards CPEs in the form of rentals and activation, a prior-period adjustment of Rs. 1,164 million was booked during the quarter.

Condensed statement of operations

The table below shows the condensed statement of operations for Dish TV India Limited for the fourth quarter ended March '14 compared to the quarter ended December '13:

Rs. million	Quarter ended March - 2014	Quarter ended Dec. - 2013	% Change Q o Q
Operating revenues	6,369	6,238	2.1
Expenditure	5,080	4,784	6.2
EBITDA	1,289	1,454	(11.3)
Other income	201	97	107.2
Depreciation	1,491	1,534	(2.8)
Financial expenses	326	301	8.3
Profit / (Loss) before prior period & tax	(327)	(284)	-
Prior period items	(1,164)	-	-
Tax expense/(write back)	-	-	-
Net Profit / (Loss) for the period	(1,490)	(284)	-

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 March - 2014	% of Gross revenue	Quarter ended Dec. - 2013	% of Gross revenue	% Change Q o Q
Cost of goods & services	3,524	55.3%	3,395	54.4%	3.8
Personnel cost	210	3.3%	215	3.4%	(2.3)
Other expenses	513	8.0%	323	5.2%	58.8
Advertisement expenses	104	1.6%	141	2.3%	(26.2)
Selling & distribution expenses	729	11.4%	710	11.4%	2.7
Total Expenses	5,080	79.8%	4,784	76.7%	6.2

Condensed statement of operations

The table below shows the condensed consolidated statement of operations for Dish TV India Limited for FY 2014 versus FY 2013:

Rs. million	FY 2014 (Audited)	FY 2013 (Audited)	% Change Y o Y
Operating revenues	25,090	21,668	15.8
Expenditure	18,849	15,874	18.7
EBITDA	6,241	5,794	7.7
Other income	649	511	27.0
Depreciation	5,974	6,276	(4.8)
Financial expenses	1,327	1,284	3.3
Profit / (Loss) before exceptional items	(412)	(1,254)	-
Exceptional items	-	594	-
Profit / (Loss) before prior period and tax	(412)	(660)	-
Prior period items	(1,164)	-	-
Tax expense/(write back)	0.5	0.1	-
Loss attributable to minority	-	0.1	-
Net Profit / (Loss) for the period	(1,576)	(660)	-

Balance sheet

The table below shows the audited consolidated balance sheet for FY 2014 versus FY 2013:

Rs. million	FY 2014 (Audited)	FY 2013 (Audited)
EQUITY AND LIABILITIES		
Shareholders' funds		
(a) Share capital	1,065	1,065
(b) Reserves and surplus	(4,191)	(2,621)
	(3,126)	**(1,556)**
Non-current liabilities		
(a) Long-term borrowings	7,791	8,460
(b) Other long term liabilities	918	1,504
(c) Long-term provisions	142	127
	8,851	**10,092**
Current liabilities		
(a) Short-term borrowings	658	300
(b) Trade payables	1,357	2,138
(c) Other current liabilities	11,601	14,027
(d) Short-term provisions	8,361	6,547
	21,977	**23,012**
Total	**27,702**	**31,548**

ASSETS

Non-current assets		
(a) Fixed assets		
(i) Tangible assets	13,495	14,273
(ii) Intangible assets	76	67
(iii) Capital work-in-progress	4,226	6,535
	17,797	**20,875**
(b) Non-current investments	1,500	-
(c) Long-term loans and advances	881	646
(d) Other non-current assets	73	97
	2,454	**743**
Current assets		
(a) Current investments	500	2,782
(b) Inventories	75	86
(c) Trade receivables	415	304
(d) Cash and bank balances	3,426	3,645
(e) Short-term loans and advances	3,029	3,060
(f) Other current assets	5	53
	7,451	**9,929**
Total	**27,702**	**31,548**

Footnotes:

This earnings release contains audited standalone quarterly results that are prepared as per Indian Generally Accepted Accounting Principles (GAAP). The annual results presented are audited and consolidated.

Caution Concerning Forward-Looking Statements:

This document includes certain forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause Dish TV's actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding Dish TV's present & future business strategies and the environment in which Dish TV will operate in the future. Among the important factors that could cause Dish TV's actual results, performance or achievements to differ materially from those in the forward-looking statements include, among others, the condition of and changes in India's political and economic status, government policies, applicable laws, the Indian media and entertainment sectors, and international and domestic events having a bearing on Dish TV's business and the media and entertainment sectors, particularly in regard to the progress of changes in those sectors' regulatory regimes, and such other factors beyond Dish TV's control. Dish TV India Limited is under no obligation to and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.

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 1,936 distributors & over 170,213 dealers that span across 8,636 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