



May 23, 2017

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

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

**Sub: - Investor's presentation on Audited financial results for the quarter and financial year ended March 31, 2017**

Dear Sir/ Madam,

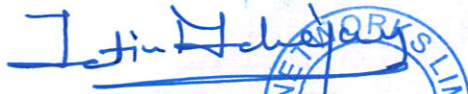
Please find enclosed investor's presentation on the Audited financial results for the quarter and financial year ended March 31, 2017.

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.

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

Den Networks Ltd.



# FY / Q4'17 Results Investor Presentation

May' 22, 2017



# FY17 key highlights

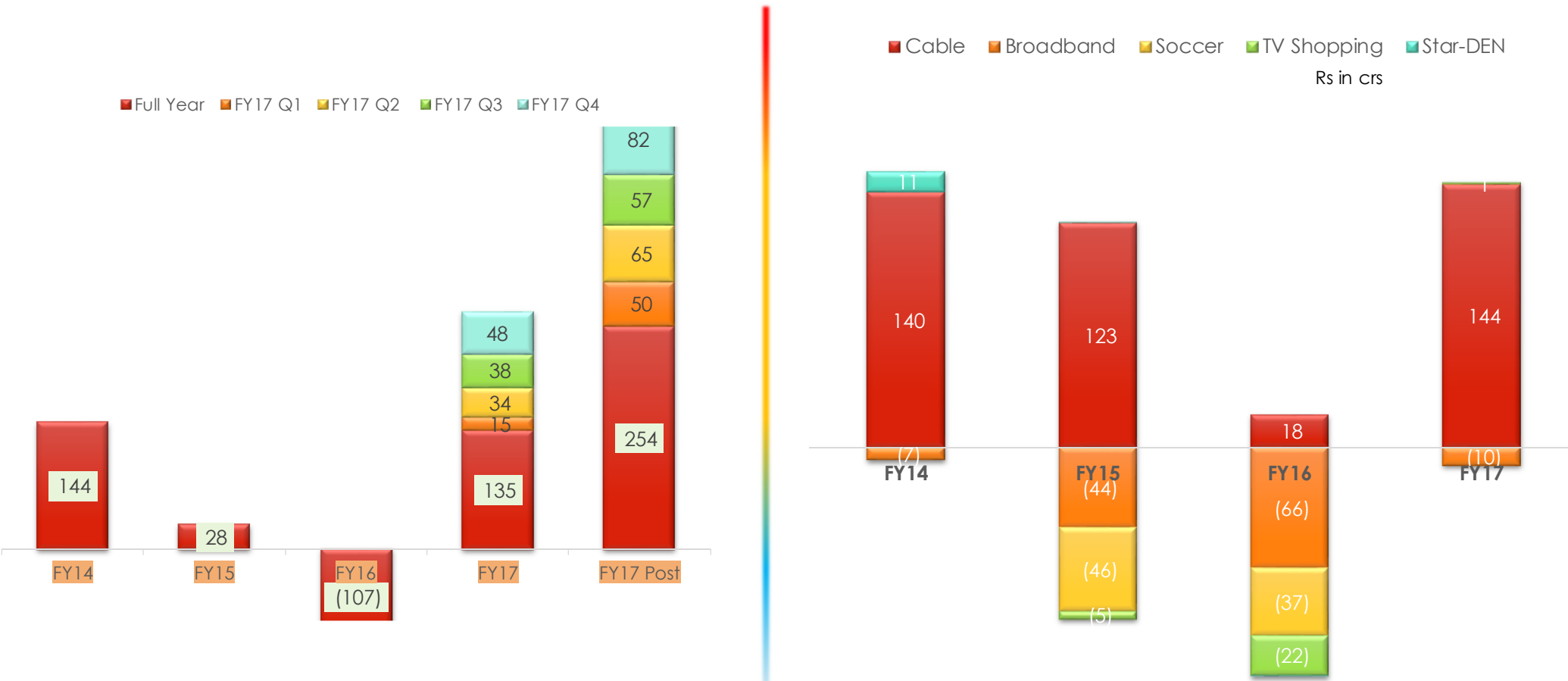


- ✓ Consolidated FY'17 EBITDA (pre- Activation) at Rs 135 crs - turn around of Rs 241 crs.Vs FY16
- ✓ Cable EBITDA at Rs 144 cr Vs Rs 18 cr in previous year.
- ✓ Post activation EBITDA stood at Rs 254 cr in the current year.
- ✓ Broadband EBITDA for FY17 at (-) Rs 10 crs Vs (-) Rs 66 crs in FY16 ; breakeven performance in second half
- ✓ Net debt at Rs. 181 crores as at Mar'17
- ✓ Soccer – further disinvestment of 25%, Total at 80%
- ✓ Pioneering initiative to launch OTT app / Gaming services
- ✓ New TRAI Order positive for MSOs'- delays expected in implementation
- ✓ GST neutral for DEN

# Yearly Consolidated EBITDA Pre Activation trend

■ Full Year ■ FY17 Q1 ■ FY17 Q2 ■ FY17 Q3 ■ FY17 Q4

■ Cable ■ Broadband ■ Soccer ■ TV Shopping ■ Star-DEN  
Rs in crs

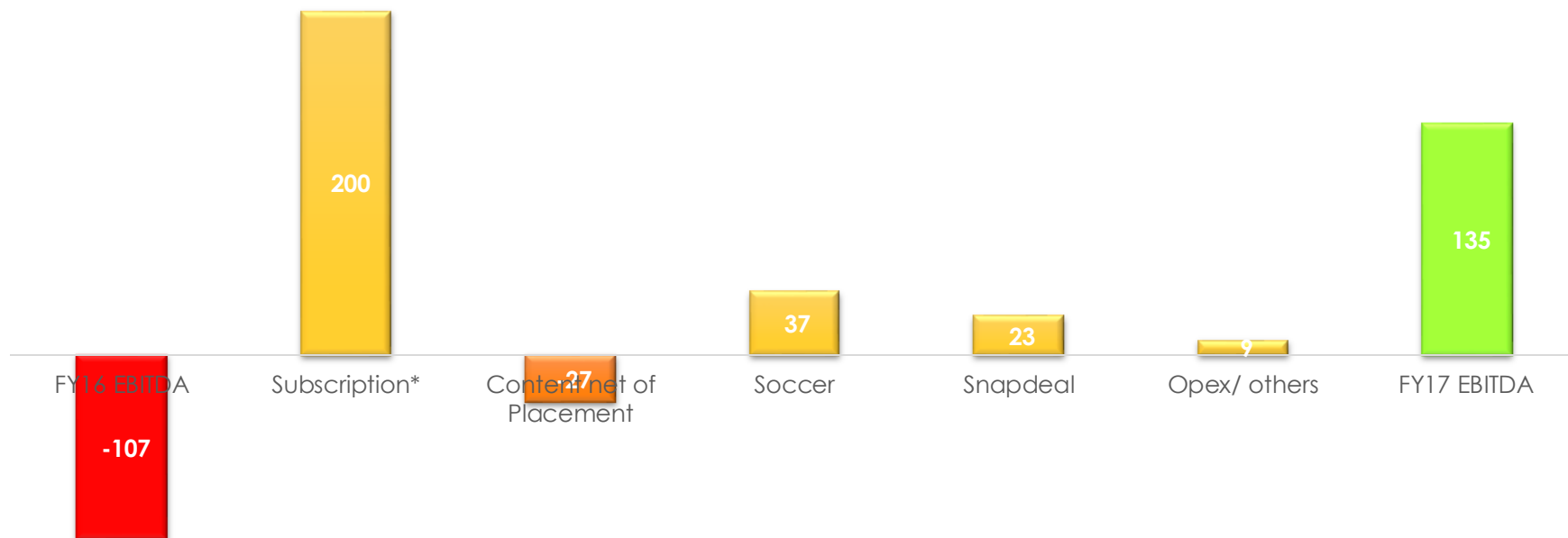


# FY'17 – Consol EBITDA Pre activation (IGaap)

Water fall EBITDA Walk



Rs in crs



Rs 241 crs Turnaround

# Consolidated Income Statement : Full Year (IGaap)

		INR Crore		
		Cable	Broadband	Consolidated*
Subscription Revenue	FY17	646	81	727
	FY16	487	40	527
	Gr%	33%	105%	38%
Revenue (Pre Activation)	FY17	1,074	81	1,176
	FY16	951	40	1,025
	Gr%	13%	105%	15%
EBITDA (Pre Activation)	FY17	144	(10)	135
	FY16	18	(66)	(107)
EBITDA (Post Activation)	FY17	262	(9)	254
	FY16	251	(65)	126

\* Includes Soccer , Distribution and Macro commerce business

# Consolidated Income Statement : Quarterly (IGaap)

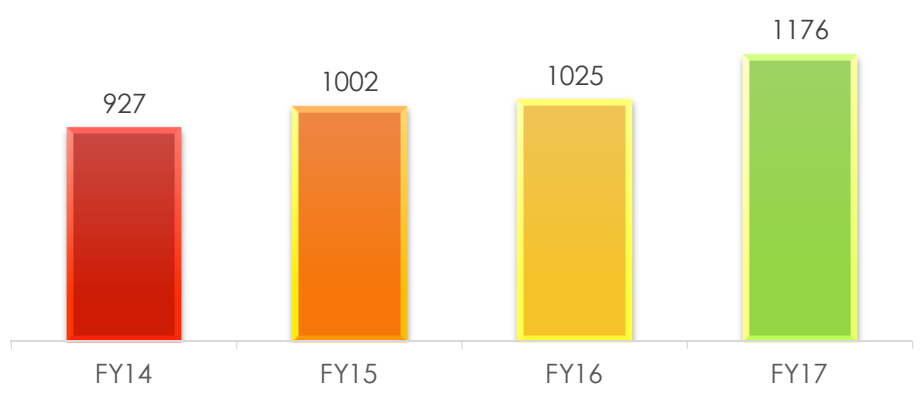
		INR Crore		
		Cable	Broadband	Consolidated*
Subscription Revenue	4Q'17	189	22	210
	3Q'17	172	21	194
	4Q'16	134	15	149
Revenues (Pre Activation)	4Q'17	302	22	331
	3Q'17	276	21	303
	4Q'16	242	15	265
EBITDA (Pre Activation)	4Q'17	45	1	48
	3Q'17	40	0	38
	4Q'16	15	(12)	(5)
EBITDA (Post Activation)	4Q'17	78	1	81
	3Q'17	59	0	57
	4Q'16	119	(12)	99

\* Includes Soccer , Distribution and Macro commerce

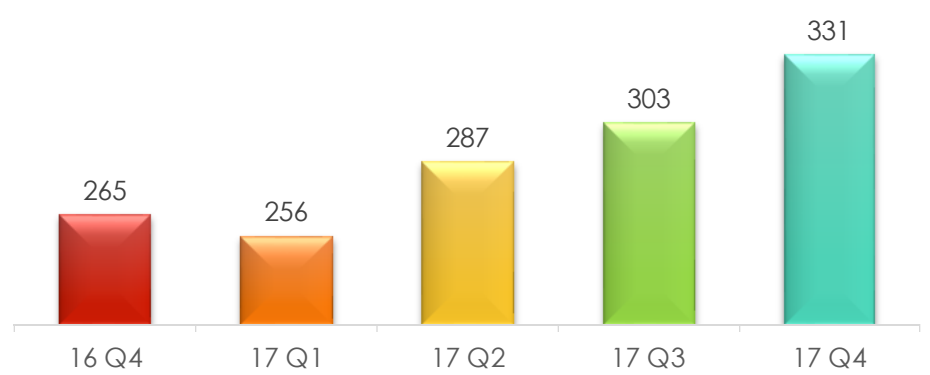
# Consol Highlights - IGaap



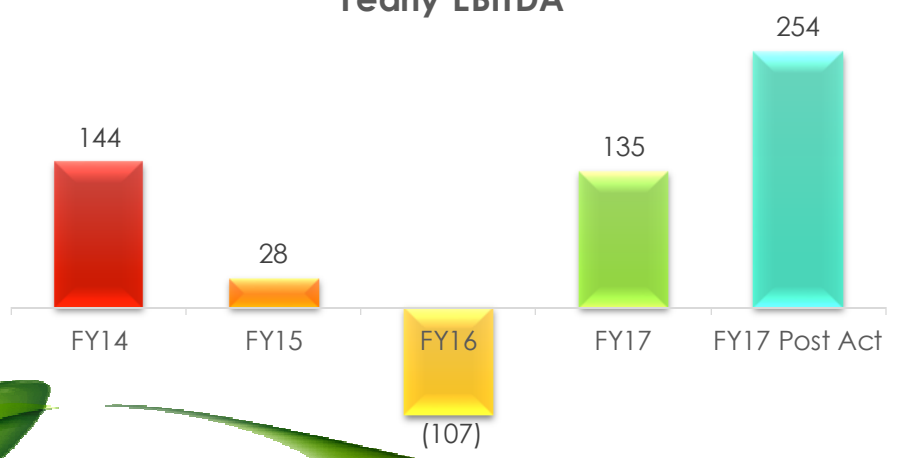
Yearly Revenue



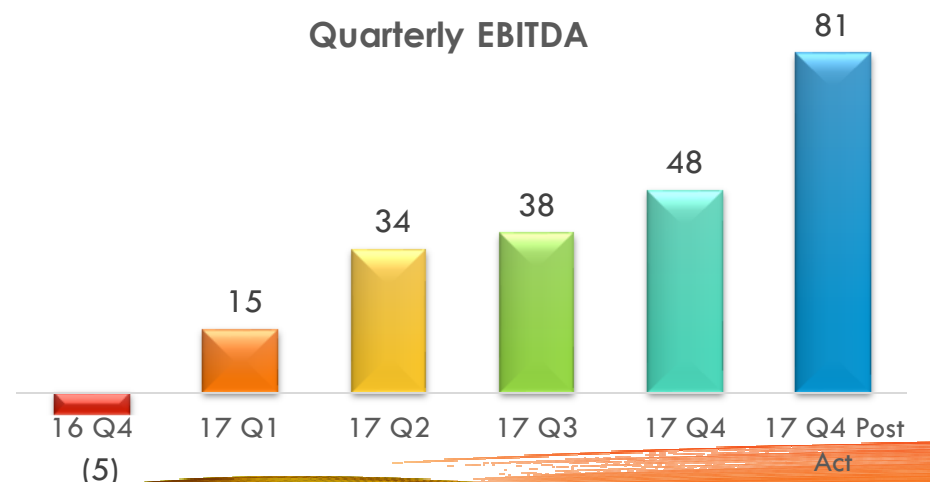
Quarterly Revenue



Yearly EBITDA



Quarterly EBITDA





# Consol FY'17 Highlights as per Ind. AS & IGaap

## • IGaap

Rs **1176** cr  
(Rs 1025 Cr)  
Revenues  
(Pre- Activation)

Rs **727** cr  
(Rs 527 Cr)  
Subscription  
Revenues

Rs **135** cr  
(Rs (-)107 Cr)  
EBITDA Pre  
Activation

## • Ind. AS

Rs **1076** cr  
(Rs 893 Cr)  
Revenues  
(Pre- Activation)

Rs **544** cr  
(Rs 404 Cr)  
Subscription  
Revenues

Rs **98** cr  
(Rs (-)164 Cr)  
EBITDA Pre  
Activation

Numbers in Brackets represent FY'16

# Consolidated Income Statement (IGaap)

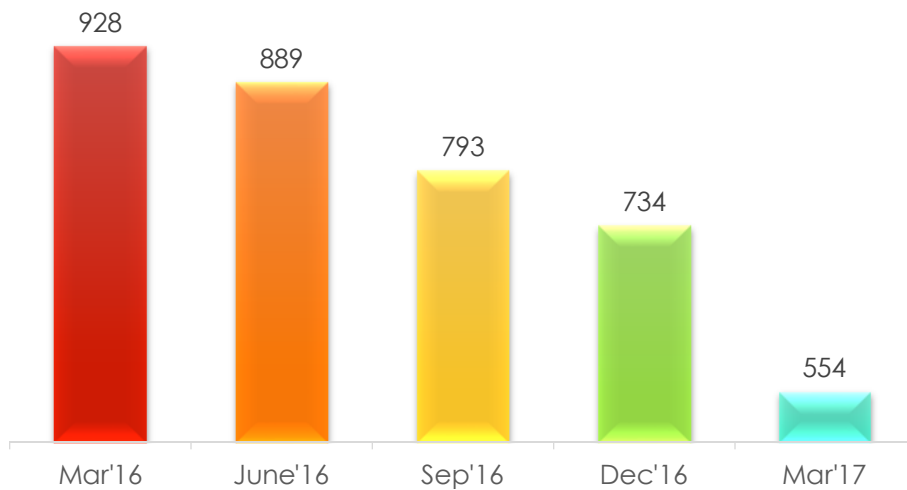
				INR Crore				
	4Q'17	3Q'17	4Q'16	Quarterly Gr%				
				Q-o-Q (Gr%)	Y-o-Y (Var%)	FY17 YTD P12	FY16 YTD P12	Gr%
Subscription- Cable	189	172	134	10%	40%	646	487	33%
Subscription - Broadband	22	21	15	1%	44%	81	40	104%
Placement	99	97	97	2%	3%	390	436	-11%
TV Shop Revenue	7	5	4	34%	63%	21	14	51%
Other Operating Income	14	7	15	118%	-2%	38	48	-22%
Total Income Pre Activation	331	303	265	9%	25%	1,176	1,025	15%
Activation	34	19	104	75%	-68%	119	233	-49%
Total Income Post Activation	365	322	370	13%	-1%	1,296	1,259	3%
Content Costs	129	125	105	3%	22%	492	510	-4%
Personnel Costs	36	36	37	1%	-3%	135	138	-2%
Other Opex	100	97	108	4%	-7%	373	437	-15%
Provision for doubtful debts	18	8	20	137%	-8%	41	47	-13%
Total Expenditure	283	265	270	7%	5%	1,042	1,132	-8%
EBITDA Pre activation	48	38	(5)	26%	1053%	135	(107)	226%
EBITDA pre activation %	14%	13%	-2%			11%	-10%	
EBITDA Post Activation	81	57	99	42%	-18%	254	126	101%
EBITDA post activation %	22%	18%	27%			20%	10%	
Treasury Income	14	14	10	0%	42%	43	67	-35%
Dep & Amort	83	76	72	9%	15%	305	231	32%
Finance Costs	14	23	26	-38%	-44%	73	85	-14%
Profit Before Tax (PBT)	(2)	(28)	11	-92%	120%	(81)	(122)	34%
Exceptional Items	31	(0)	65			31	65	-53%
Share in (loss)/ profit of associates	-	(1)		-100%	0%	(6)	-	
Provisions for Tax	13	11	22	20%	-41%	31	43	-26%
Minority Interest	7	2	10	228%	-35%	21	31	-34%
Net Income	(52)	(42)	(85)	-25%	39%	(169)	(261)	35%

# Consolidated Income Statement (Ind. AS)

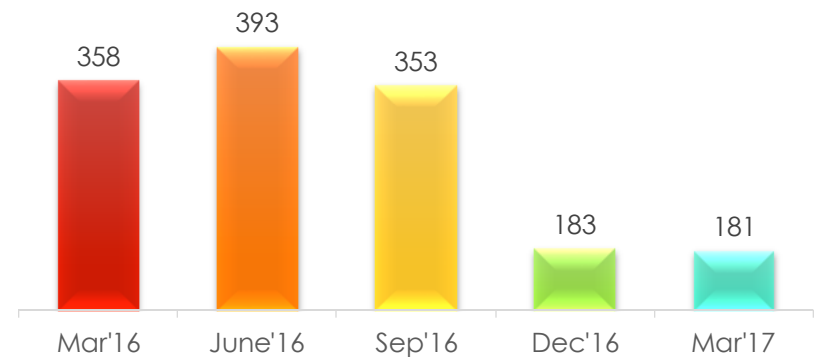
	Actuals			Quarterly Gr%		INR Crores		Gr%
	4Q'17	3Q'17	4Q'16	Q-o-Q (Gr%)	Y-o-Y (Var%)	FY17 YTD P12	FY16 YTD P12	YTD P12
Subscription- Cable	157	144	118	9%	33%	544	404	35%
Subscription - Broadband	22	21	15	1%	44%	81	40	104%
Placement	89	89	81	0%	9%	351	371	-6%
TV Shop	7	5	4	34%	63%	21	14	51%
Other Operating Income	24	17	31	42%	-23%	79	64	24%
<b>Total Income Pre Activation</b>	<b>299</b>	<b>277</b>	<b>250</b>	<b>8%</b>	<b>19%</b>	<b>1,076</b>	<b>893</b>	<b>21%</b>
Activation	23	22	17	7%	39%	85	55	56%
<b>Total Income Post Activation</b>	<b>322</b>	<b>298</b>	<b>267</b>	<b>8%</b>	<b>21%</b>	<b>1,161</b>	<b>947</b>	<b>23%</b>
Content Costs	123	119	109	3%	13%	473	473	0%
Personnel Costs	32	32	31	0%	5%	123	123	0%
Other Opex	92	89	107	4%	-14%	345	391	-12%
Provision for doubtful debts	14	8	14	77%	-3%	37	37	0%
IND . As Adjustment			34	0%	-100%	-	34	-100%
<b>Total Expenditure</b>	<b>261</b>	<b>248</b>	<b>295</b>	<b>5%</b>	<b>-12%</b>	<b>978</b>	<b>1,058</b>	<b>-8%</b>
<b>EBITDA Pre activation</b>	<b>37</b>	<b>29</b>	<b>(45)</b>	<b>30%</b>	<b>-183%</b>	<b>98</b>	<b>(166)</b>	<b>159%</b>
EBITDA pre activation %	13%	10%	-18%			9%	-19%	
<b>EBITDA Post Activation</b>	<b>61</b>	<b>51</b>	<b>(28)</b>	<b>20%</b>	<b>-315%</b>	<b>183</b>	<b>(111)</b>	<b>265%</b>
EBITDA post activation %	19%	17%	-11%			16%	-12%	
Treasury Income	7	12	10	-42%	-31%	37	58	-37%
Dep & Amort	74	69	65	8%	15%	278	206	35%
Finance Costs	9	20	23	-54%	-59%	65	79	-17%
<b>Profit Before Tax (PBT)</b>	<b>(16)</b>	<b>(27)</b>	<b>(106)</b>	<b>-40%</b>	<b>-85%</b>	<b>-122</b>	<b>(338)</b>	<b>64%</b>
Exceptional Items	31	(0)	65			31	66	
Share in (loss)/ profit of associates	(3)	(3)	(1)	-15%	191%	3	(8)	-142%
Provisions for Tax	17	8	39	103%	-56%	33	22	49%
Minority Interest	4	6	(13)	-28%	-134%	21	0	5849%
<b>Net Income</b>	<b>(65)</b>	<b>(38)</b>	<b>(196)</b>	<b>70%</b>	<b>-67%</b>	<b>(210)</b>	<b>(431)</b>	<b>51%</b>

# Consol Debt position (IGaap)

**Gross Debt  
(Rs in crs)**



**Net Debt  
(Rs in crs)**



# Consolidated Balance Sheet (Ind. AS)



INR Crore	Ind. AS		
	Mar'17	Mar'16	Mar'15
Share Capital	194	178	178
Reserves & Surplus	718	792	1,213
<b>Networth</b>	<b>912</b>	<b>970</b>	<b>1,391</b>
Minority Interest	90	71	79
Short & Long Term Debt	522	869	989
Deffered Revenue (Activation)	508	497	318
Trade Payables	333	287	209
Other Liabilities	145	239	116
<b>Total Equity &amp; Liabilities</b>	<b>2,509</b>	<b>2,931</b>	<b>3,101</b>
Fixed Assets, Net	1,142	1,225	996
Capital work-in-progress	45	129	104
Goodwill on consolidation	247	249	263
<b>Fixed Assets</b>	<b>1,435</b>	<b>1,603</b>	<b>1,364</b>
Non - Current Investment	74	74	114
Trade receivables	240	263	279
Cash and Cash Equivalents	353	550	928
Loans	70	73	37
Other Assets	337	370	377
<b>Total Assets</b>	<b>2,509</b>	<b>2,931</b>	<b>3,101</b>

# Cable Business

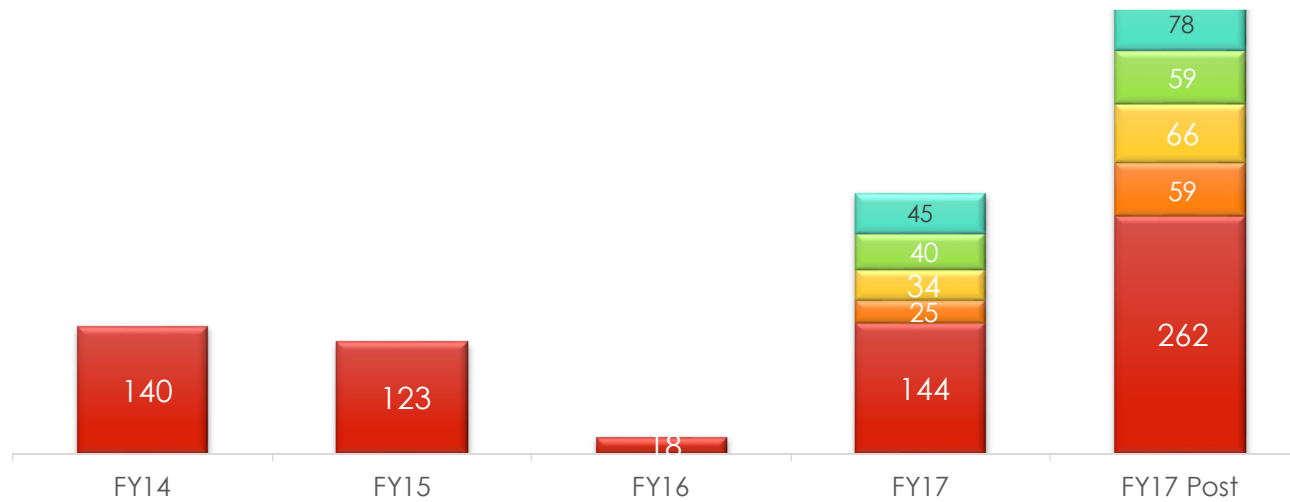
## FY17 Q4–Segment Highlights (IGaap) (Cable)

- ✓ Approx. 2.8 lacs boxes deployed in Phase 3 & 4, Total Digital subscriber base 10.5 mn
- ✓ 33% growth in Subscription revenue in FY17 vs FY16
- ✓ EBITDA :
  - Pre- Activation Q4 : Rs 45 crs Vs Rs 15 crs Q4'16
  - Post – Activation Q4 : Rs 81 crs
- ✓ Full Year Phase wise EBITDA (pre- activation)
  - ✓ DAS 1 : FY17 : 30 % Vs FY16 : 23%
  - ✓ DAS 2 : FY17 : 18 % Vs FY16 : 11 %
  - ✓ DAS 3 : FY17 : (-) 2% Vs FY16 : (-) 30%
- ✓ Subscription Collection efficiency : 96%

# Cable Yearly EBITDA Pre Activation trend

■ EBITDA Pre Act ■ FY17 Q1 ■ FY17 Q2 ■ FY17 Q3 ■ FY17 Q4

Rs in crs





# Cable Income Statement (IGaap)

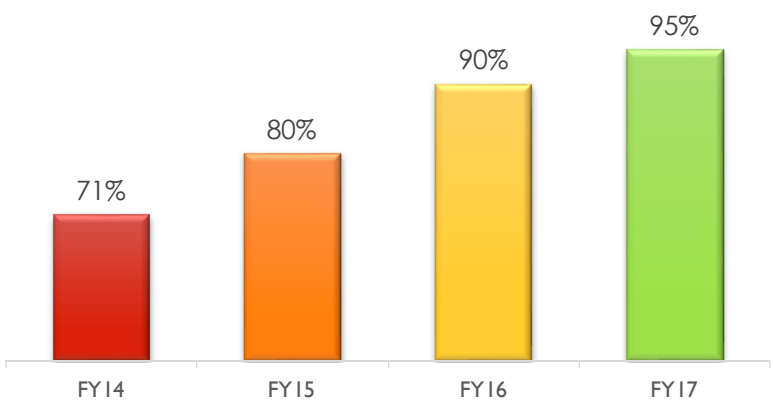


	Actuals			Quarterly Gr%		FY17 YTD P12		FY16 YTD P12	Gr%
	4Q'17	3Q'17	4Q'16	Q-o-Q	Y-o-Y				YTD P12
Subscription	189	172	134	10%	40%	646	487		33%
Placement	99	97	95	2%	4%	390	435		-10%
Activation	34	19	104	76%	-68%	118	232		-49%
Other Operating Income	14	6	12	117%	14%	37	29		29%
Total Income post activation	336	295	346	14%	-3%	1,192	1,183		1%
Total Income pre activation	302	276	242	9%	25%	1,074	951		13%
Content Costs	129	124	105	3%	23%	490	508		-3%
Personnel Costs	32	30	28	7%	12%	114	105		8%
Other Opex	80	75	74	7%	7%	286	272		5%
Provision for doubtful debts	18	8	19	137%	-8%	41	47		-13%
Total Expenditure	258	236	227	9%	14%	931	932		0%
EBITDA Pre activation	45	40	15	12%	197%	144	18		676%
EBITDA pre activation %	15%	14%	6%			13%	2%		
EBITDA Post Activation	78	59	119	33%	-34%	262	251		4%
EBITDA post activation %	23%	20%	34%	16%		22%	21%		
Treasury Income	14	11	9	29%	54%	40	65		-39%
Dep & Amort	73	68	68	7%	8%	277	218		27%
Finance Costs	13	23	22	-41%	-41%	71	75		-6%
Profit Before Tax (PBT)	5	(21)	38	-124%	-86%	(46)	23		298%
Exceptional Items	30	(1)	107	-2605%	-72%	29	107		-73%
Provisions for Tax	13	11	22	18%	-42%	31	43		-26%
Minority Interest	7	2	10	228%	-35%	21	31		-34%
Net Income	(44)	(33)	(101)	36%	56%	(127)	(157)		-19%

# FY'17 – Highlights (Cable results- I Gaap)

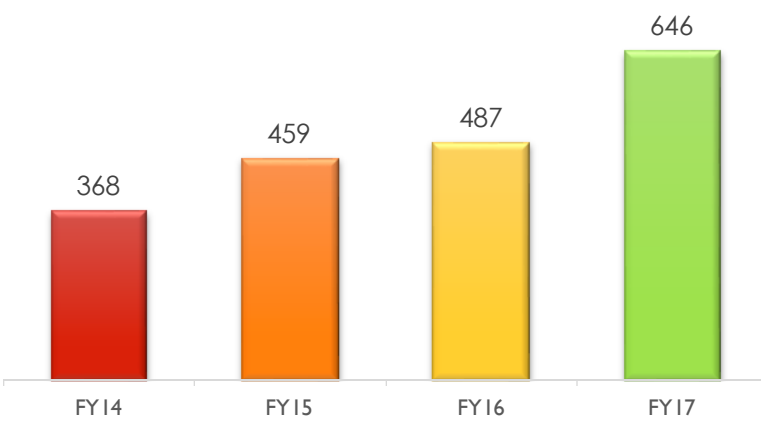


Collection Efficiency



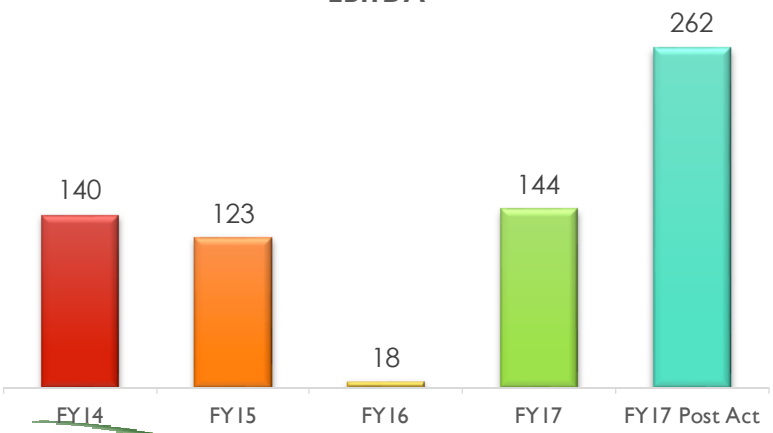
Subscription Revenue<sup>1</sup>

Rs in crs

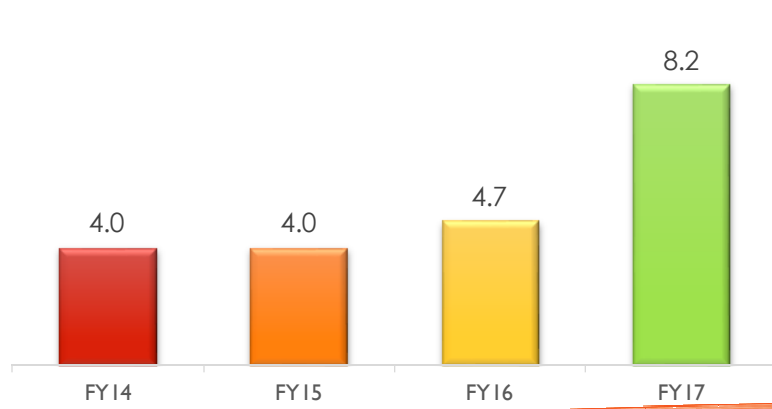


Rs in crs

EBITDA<sup>2</sup>



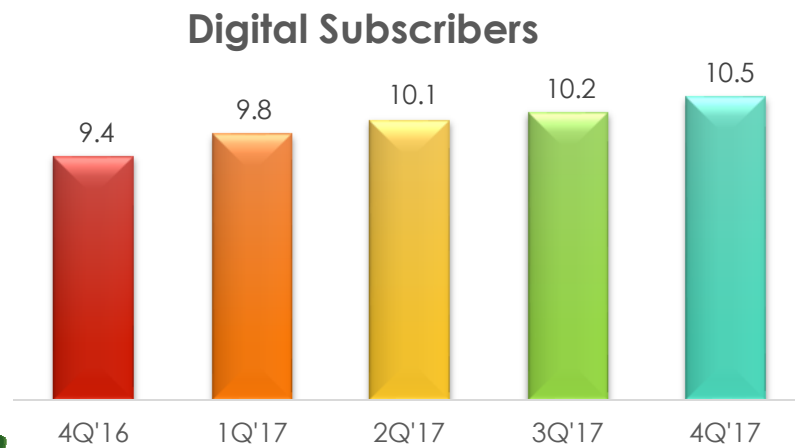
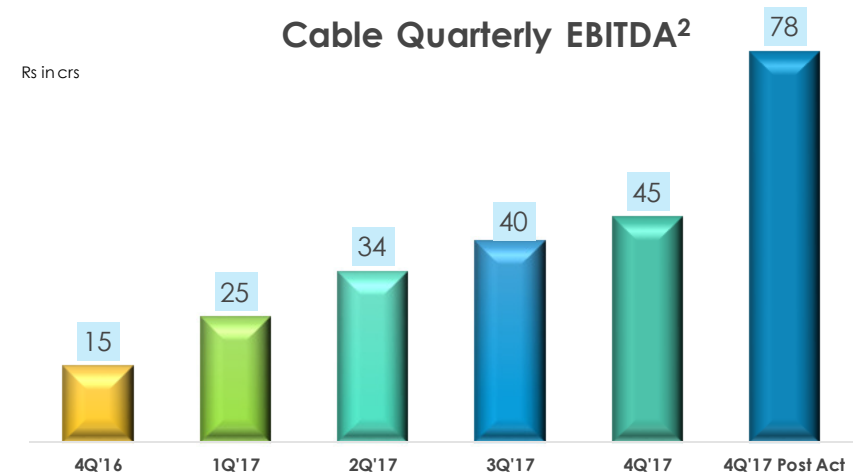
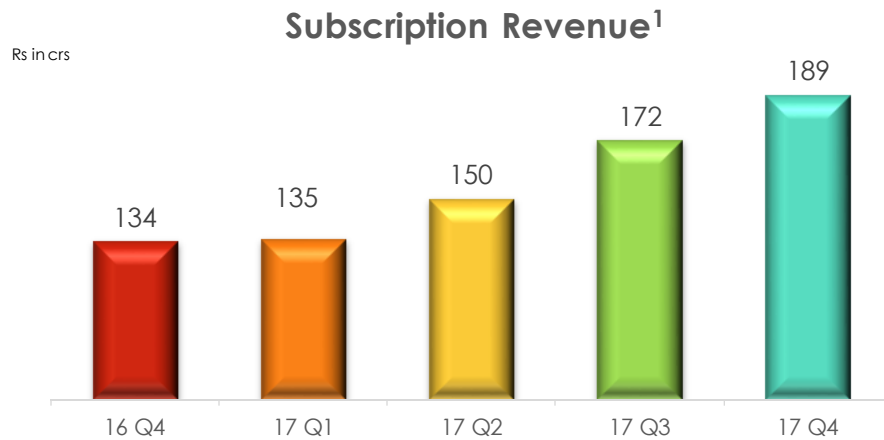
Billed Subscribers (in mn)



<sup>2</sup> Pre activation

<sup>1</sup> Net of Tax & LCO commission & are avg. for the qtr

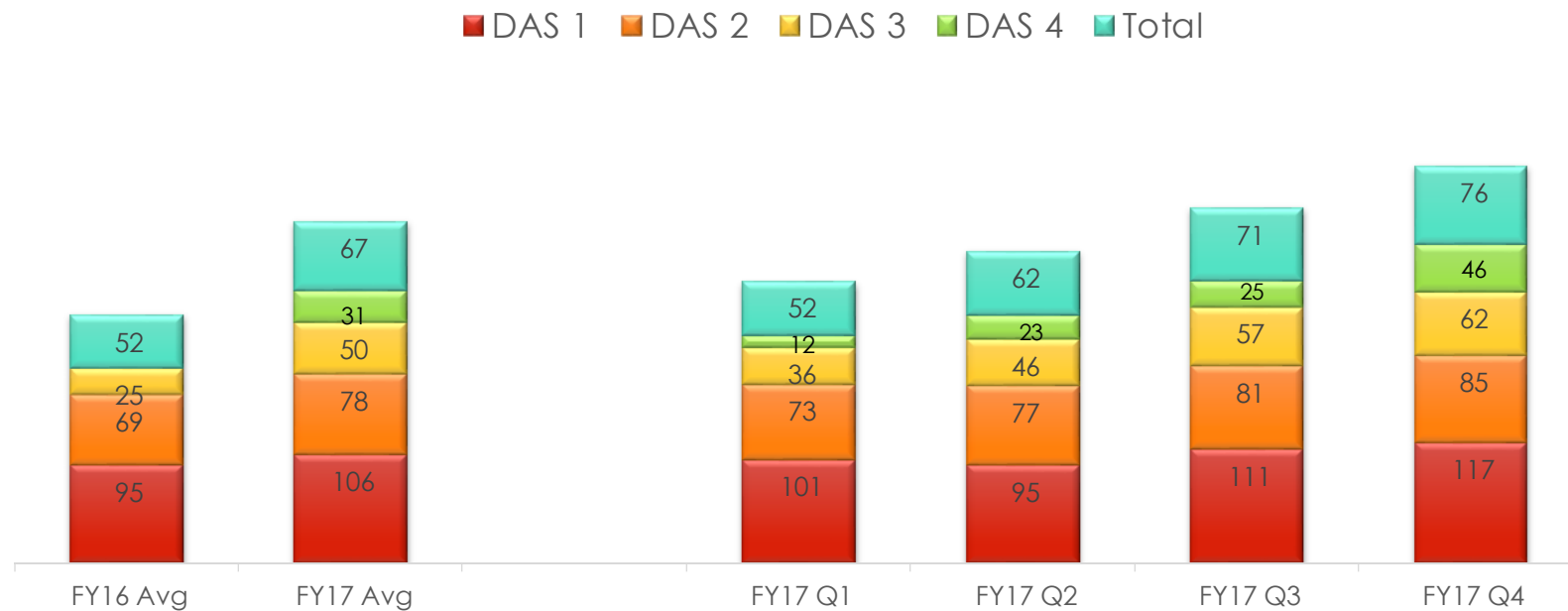
# Q4 - Cable Highlights



<sup>1</sup>Net of Tax and LCO commission and are average for the quarter

<sup>2</sup>Pre activation

# Phase wise Per Box Subscription Revenue - I Gaap

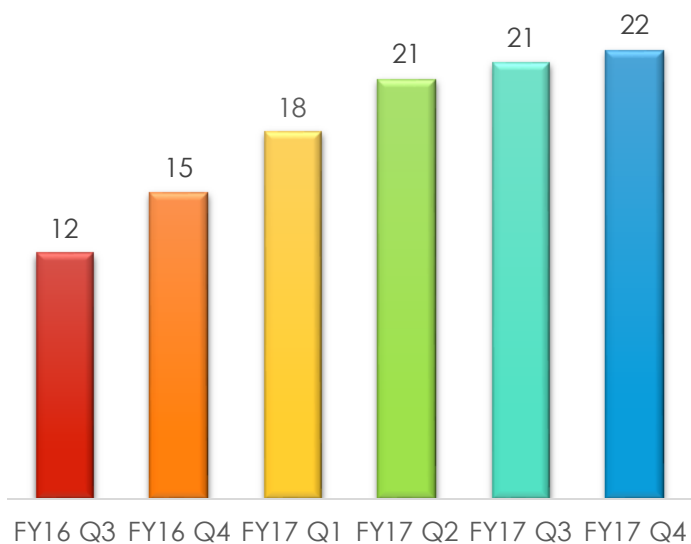


Assumed 4 mn boxes for calculating DAS % Collection rate per box

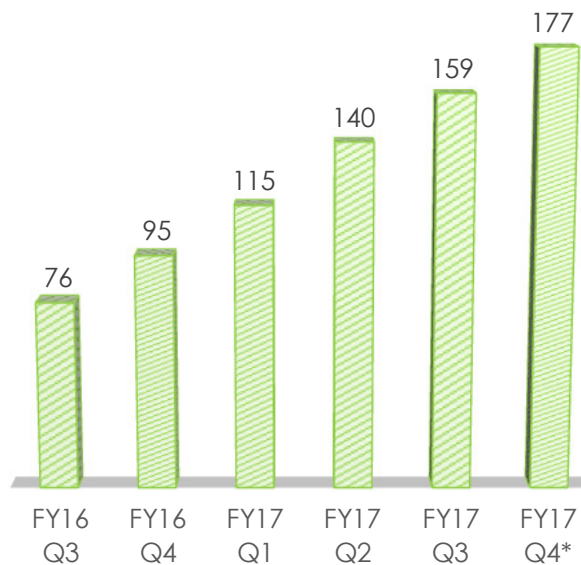
# Broadband

## 4Q'17 – Highlights (Broadband Results)

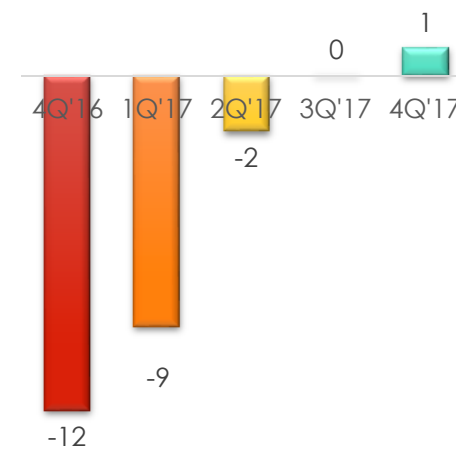
**Quarterly Revenue\***  
(in crs)



**No of Gross  
Subscribers ('000)**



**Quarterly EBITDA \***  
(Rs in crs)

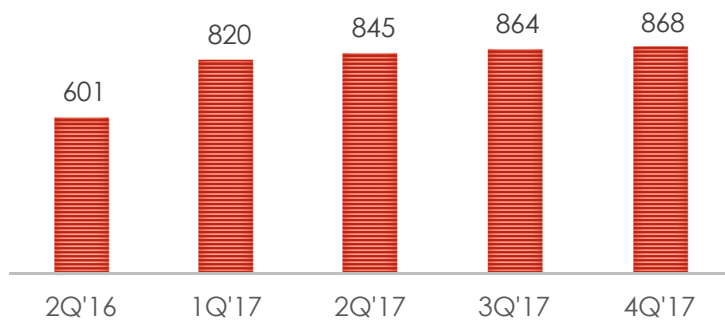


\*Pre- Activation

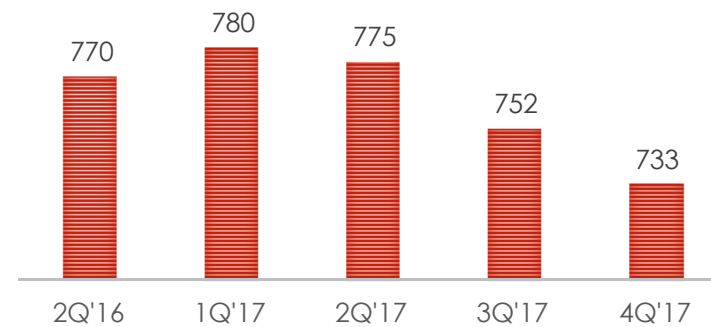
# Broadband Highlights



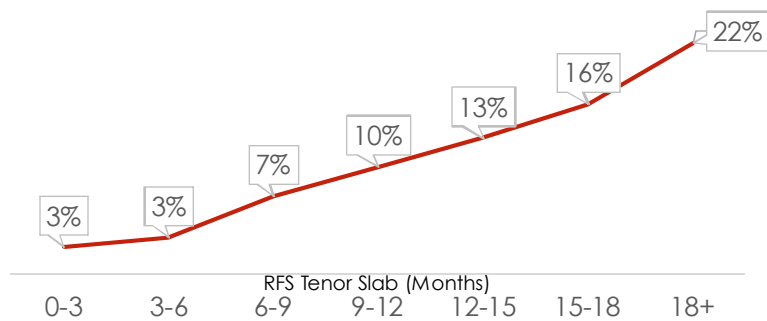
Homes Passed ('000)



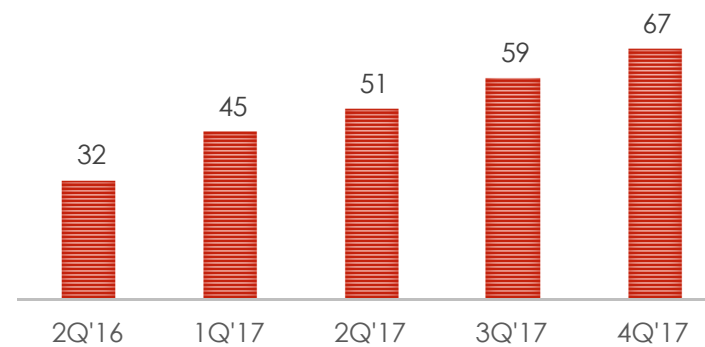
ARPU



Cohort Analysis



Avg. monthly Consumption (in GB / Household)



# Broadband Income Statement

	INR Crores							
				Quarterly Gr%	Actuals	FY		
	4Q'17	3Q'17	4Q'16	Q-o-Q (Gr%)	Y-o-Y (Var%)	FY17 YTD P12	FY16 YTD P12	Gr%
Total income (Pre Activation)	22	21	15	1%	45%	81	40	105%
Activation	0	0	0	-31%	-57%	1	1	-17%
Total income (Post Activation)	22	21	15	1%	43%	82	41	102%
Personnel Costs	3	4	5	-26%	-49%	15	25	-39%
Other Opex	17	17	22	0%	-20%	75	81	-7%
Provision for doubtful debts	0	0	(0)	157%	-227%	0	0	625%
Total Expenditure	20	21	27	-3%	-25%	91	106	-14%
EBITDA (Post Activation)	1	0	(12)	233%	112%	(9)	(65)	86%
EBITDA %	7%	2%	-77%			-11%	-161%	
EBITDA (Pre Activation)	1	0	(12)	426%	111%	(10)	(66)	85%
EBITDA %	6%	1%	-81%			-12%	-167%	
Dep & Amort	9	7	4	26%	128%	28	13	121%
Finance Costs	0.67	0	1	55%	-19%	2	3	-39%
Profit Before Tax (PBT)	(9)	(7)	(17)	16%	49%	(39)	(81)	52%
Exceptional item	1			0%	0%	1	-	0%
Net Income	(10)	(7)	(17)	34%	41%	(40)	(81)	51%



# TV Commerce

# TV Commerce P&L

	Actuals			Actuals		Change	
	4Q'17	3Q'17	4Q'16	FY17 YTD	FY16 YTD	Y-o-Y	Q-o-Q
<b>Revenues</b>	<b>7</b>	<b>5</b>	<b>4</b>	<b>26</b>	<b>14</b>	<b>3</b>	<b>2</b>
Content Costs	1	1	1	3	3	(0)	(0)
Personnel Costs	1	2	2	7	4	(0)	(1)
Other Opex	3	5	9	15	29	(5)	(1)
<b>EBITDA</b>	<b>2</b>	<b>(2)</b>	<b>(7)</b>	<b>1</b>	<b>(22)</b>	<b>8</b>	<b>4</b>
Dep & Amort	0	0	1	1	1	(0)	(0)
Finance Costs	0	0	-	0	-	0	0
<b>Profit After Tax (PAT)</b>	<b>1</b>	<b>(2)</b>	<b>(7)</b>	<b>(1)</b>	<b>(23)</b>	<b>8</b>	<b>4</b>

From FY17 Q2 onwards TV Commerce results has been consolidated , in FY17 Q1 it was considered as Associate



## For Further Information Please Contact

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**Strategic Growth Advisors Pvt. Ltd.**

(CIN No. U74140MH2010PTC204285)

# Forward Looking Statements

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