

November 05, 2015

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
15th Floor, P J Towers
Dalal Street, Mumbai - 400001

Sub: - Investor's presentation for unaudited financial results for the quarter ended 30th September 2015

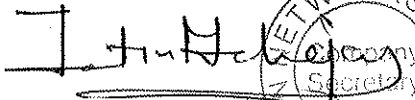
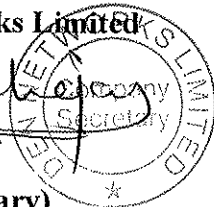
Dear Sir/ Madam,

Please find enclosed investor's presentation for the unaudited financial results for the quarter and half year ended September 30, 2015.

You are requested to take note of the same.

**Thanking You,
Yours faithfully**

For DEN Networks Limited

**Jatin Mahajan
(Company Secretary)
Membership no. F6887**

Encl: As stated above.

DEN Networks Limited

CIN: L92490DL2007PLC165673

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

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Den Networks Ltd.

1H'16 and 2Q'16 Results

Investors Presentation

05 November 2015



Safe Harbour

This presentation 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. Many risks, uncertainties and other factors, some of which are unpredictable and beyond Den’s control, could affect the matters discussed in these forward-looking statements. These factors include, without limitation, economic and business conditions globally and in the countries where we operate, Den’s ability to predict and respond quickly to market developments, consumer demand, pricing trends and competition; changes in applicable laws and regulations (including applicable tax and tariff rates). Any variance from the expectations or plans on which these forward-looking statements are based could cause Den’s actual results or actions to differ materially from those expressed or implied in these statements. 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 in this presentation, whether as a result of new information or any subsequent change, development or event. All forward-looking statements in this presentation are qualified by reference to this paragraph.

2Q'16 Highlights



Cable

- ✓ Seeded 350k STBs in 2Q vs 185k in 1Q; 2.6 million STBs deployed in DAS 3 markets, ahead of Dec'15 deadline
- ✓ Secured Digital foot print in majority of priority states in Phase 3 Markets
- ✓ Subscription Revenues Maintained vs 1Q'16



Broadband

- ✓ Added 21k Subscribers vs 12k in 1Q; taking total subbase to 57k
- ✓ Added 115K Homes Passed vs 157k in 1Q, taking total HPs to 601k
- ✓ Improved ARPU
- ✓ Increased Monthly Average conversion rate to 1.4% vs 1.1% in 1Q



TV Shop

- ✓ Total reach 38 million; added Videocon DTH to the distribution reach
- ✓ Monthly GMV run rate of INR 17 Cr vs INR 12 Cr in 1Q

Group KPIs

2Q'16
Additions

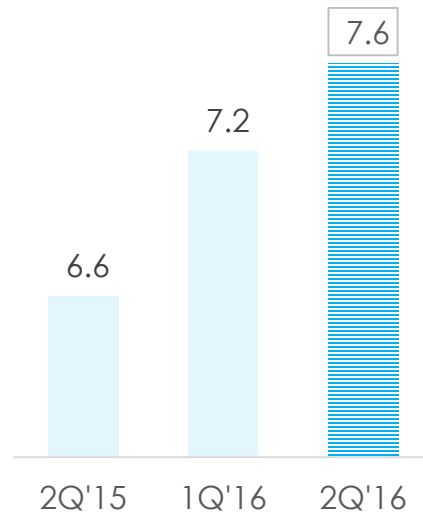
+350k

-1%

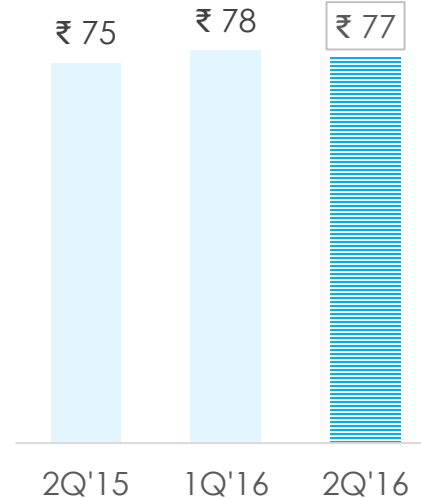
+115k

+21k

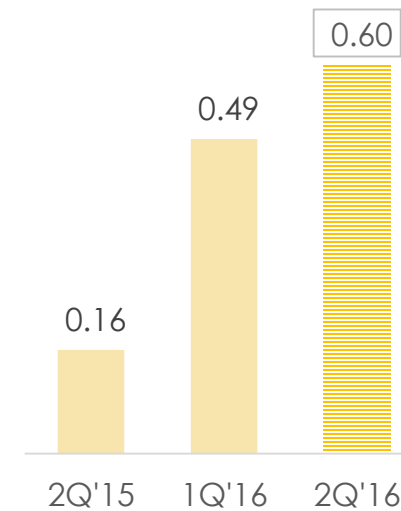
Cable Digital Subscribers
(Mn)



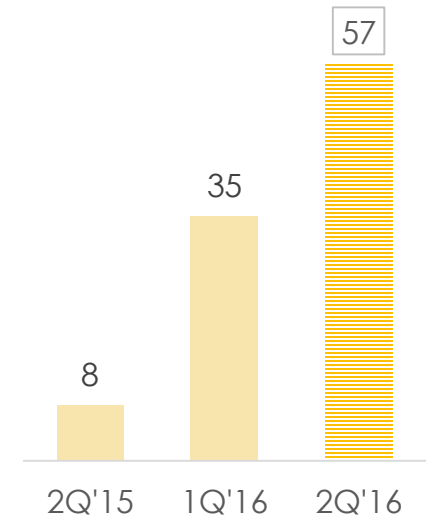
Cable DAS ARPU Per STB
(Net of LCO, Net of Taxes)



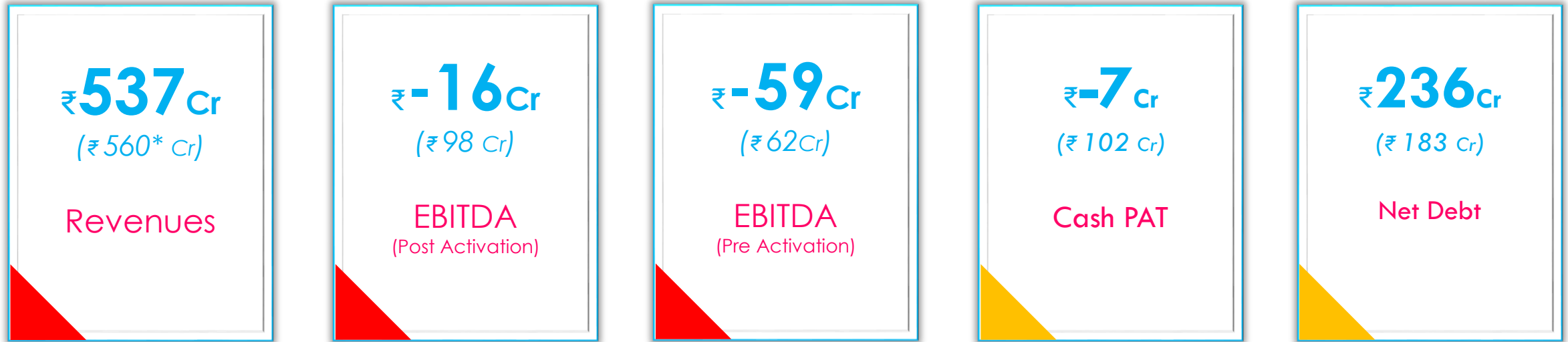
Broadband Homes Passed
(Mn)



Broadband Subscribers
(‘000)



Group 1H'16 Financial Highlights



Numbers in Brackets represent 1H'15

* Revenues adjusted for LCO Share of INR 63 Cr in 1H'15, EBITDA Neutral

Group 1H'16 Segment View

INR Crore

		Cable	Broadband	Soccer	TV Commerce	Distribution	Consolidated
Revenues (Post Activation)	1H'16	515	13	0.9	5.0	2.7	537
	1H'15	509*	3	-	0.0	48.2	560
EBITDA (Post Activation)	1H'16	40	(38)	(8.7)	(8.7)	(0.6)	(16)
	1H'15	123	(19)	(8.6)	(0.0)	1.8	98
EBITDA (Pre Activation)	1H'16	(2)	(38)	(8.7)	(8.7)	(0.6)	(59)
	1H'15	87	(19)	(9)	(0)	2	62
PBT	1H'16	(49)	(44)	(11.2)	(8.8)	0.1	(113)
	1H'15	32	(20)	(8.8)	(0.0)	2.8	6
PAT	1H'16	(63)	(44)	(11.2)	(8.8)	0.1	(127)
	1H'15	7	(20)	(8.8)	(0.0)	2.3	(19)

* Revenues adjusted for LCO Share of INR 32 Cr in 2Q FY'15 and 63 Crore in 1H'15, for like to like comparison; EBITDA Neutral

Group 2Q'16 Segment View

INR Crore

		Cable	Broadband	Soccer	TV Commerce	Distribution	Consolidated
Revenues (Post Activation)	2Q'16	259	8	-	3.3	1.3	271
	1Q'16	256	5	0.9	1.8	1.3	266
	2Q'15	255*	1	-	0.0	35.5	292
EBITDA (Post Activation)	2Q'16	22	(20)	(8.6)	(4.3)	(0.4)	(11)
	1Q'16	18	(18)	(0.1)	(4.4)	(0.2)	(5)
	2Q'15	54	(10)	(4.5)	(0.0)	1.5	41
EBITDA (Pre Activation)	2Q'16	(5)	(21)	(8.6)	(4.3)	(0.4)	(39)
	1Q'16	3	(18)	(0)	(4)	(0)	(20)
	2Q'15	38	(10)	(4.5)	(0)	1.5	24
PBT	2Q'16	(28)	(24)	(9.8)	(4.4)	(0.1)	(66)
	1Q'16	(20)	(20)	(1.4)	(4.4)	0.2	(46)
	2Q'15	7	(11)	(4.6)	(0.0)	2.0	(6)
PAT	2Q'16	(37)	(24)	(9.8)	(4.4)	(0.1)	(75)
	1Q'16	(26)	(20)	(1.4)	(4.4)	0.2	(52)
	2Q'15	(6)	(11)	(4.6)	(0.0)	1.5	(20)

* Revenues adjusted for LCO Share of INR 32 Cr in 2Q FY'15 and 63 Crore in 1H'15, for like to like comparison, EBITDA neutral

Consolidated Income Statement

	INR Crore							
	Actual			Actuals		Y-o-Y	Q-o-Q	1H'16
	2Q'16	1Q'16	2Q'15	1H'16	1H'15	Change		
Revenues	271	266	292*	537	560*	-7%	2%	-4%
Content Costs	137	136	109	273	215	26%	1%	27%
Personnel Costs	35	34	26	70	54	37%	4%	28%
Other Opex	102	91	99*	193	161*	2%	12%	20%
Provision for doubtful debts	9	9	17	18	31	-46%	-2%	-42%
Total Expenses	283	270	251	553	461	13%	5%	20%
EBITDA	(11)	(5)	41	(16)	98	-128%	141%	-116%
EBITDA %	-4.2%	-1.8%	14%	-3.0%	17.5%			
Treasury/Other Income	19	27	22	45	41	-17%	-30%	10%
Dep & Amort	52	50	47	103	90	12%	5%	14%
Finance Costs	21	18	23	40	43	-6%	16%	-7%
Profit Before Tax (PBT)	(66)	(46)	(6)	(113)	6	952%	43%	-1862%
Provisions for Tax	5	3	7	9	11	-25%	49%	-23%
Minority Interest	4	2	7	6	15			
Net Income	(75)	(52)	(20)	(127)	(19)	268%	45%	558%

* Revenues and other opex adjusted for LCO Share of INR 32 Cr in 2Q FY'15 and 63 Crore in 1H'15, for like to like comparison

Consolidated Balance Sheet

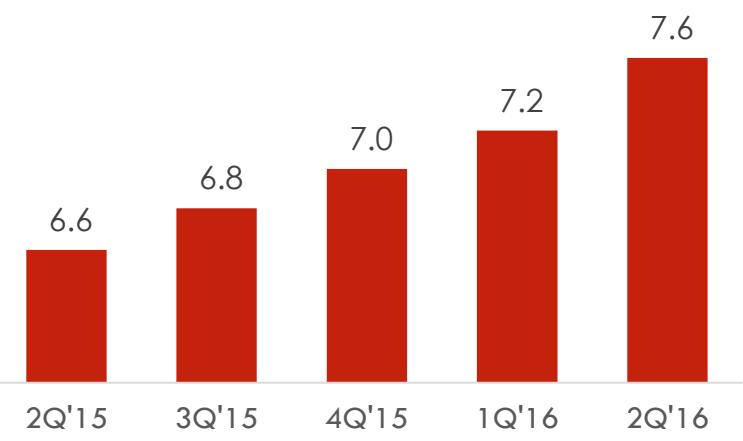
	INR Crore	
	Sep'15	Mar'15
Share Capital	178	178
Reserves & Surplus	1,403	1,532
Pref. Capital	3	3
Minority Interest	168	165
Networth	1,751	1,877
Short & Long Term Debt	1,127	1,043
Trade Payables	363	277
Other Liabilities	182	165
Total Equity & Liabilities	3,423	3,362
Fixed Assets, Net	1,175	1,126
Capital work-in-progress	97	110
Goodwill on consolidation	301	299
Fixed Assets	1,574	1,535
Trade receivables	479	398
Cash and Cash Equivalents	892	984
Other Assets	479	445
Total Assets	3,423	3,362

Balance sheet regrouped for presentation purposes

Cable Subscribers – 13M



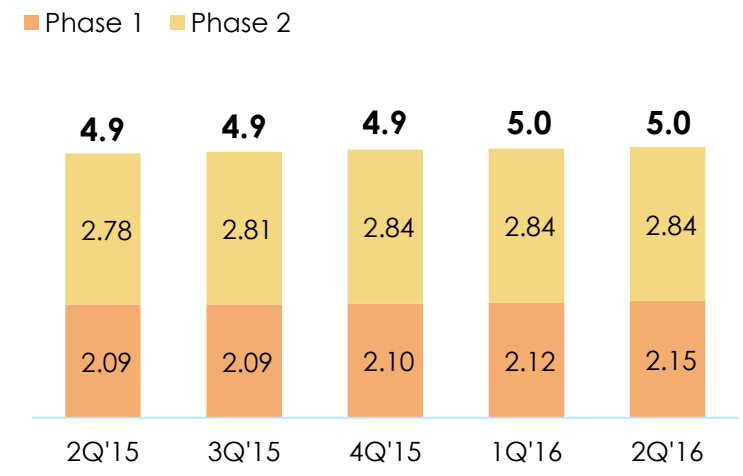
Total Digital Subscribers (Million)



Digital Subscribers % in Total Subscriber Base



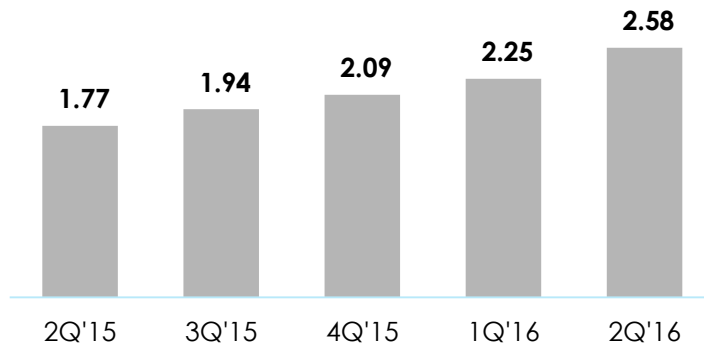
DAS 1 and 2 Markets (Million STBs)



DEN Market Share* in DAS 1 & 2 Markets



DAS 3 Markets (Million STBs)



✓ Big push expected with DAS 3 deadline in December 2015

Cable 2Q'16 Highlights



13_m

Subscribers

58%

Digital Customers

(56%)

₹259_{Cr}

Revenues (Post Activation)

(₹256Cr)

34%

Gross Margin

(34%)

₹22_{Cr}

EBITDA Post
Activation

(₹18Cr)

₹-5_{Cr}

EBITDA Pre
Activation

(₹3Cr)

₹21_{Cr}

Cash PAT

(₹31Cr)

Cable Income Statement

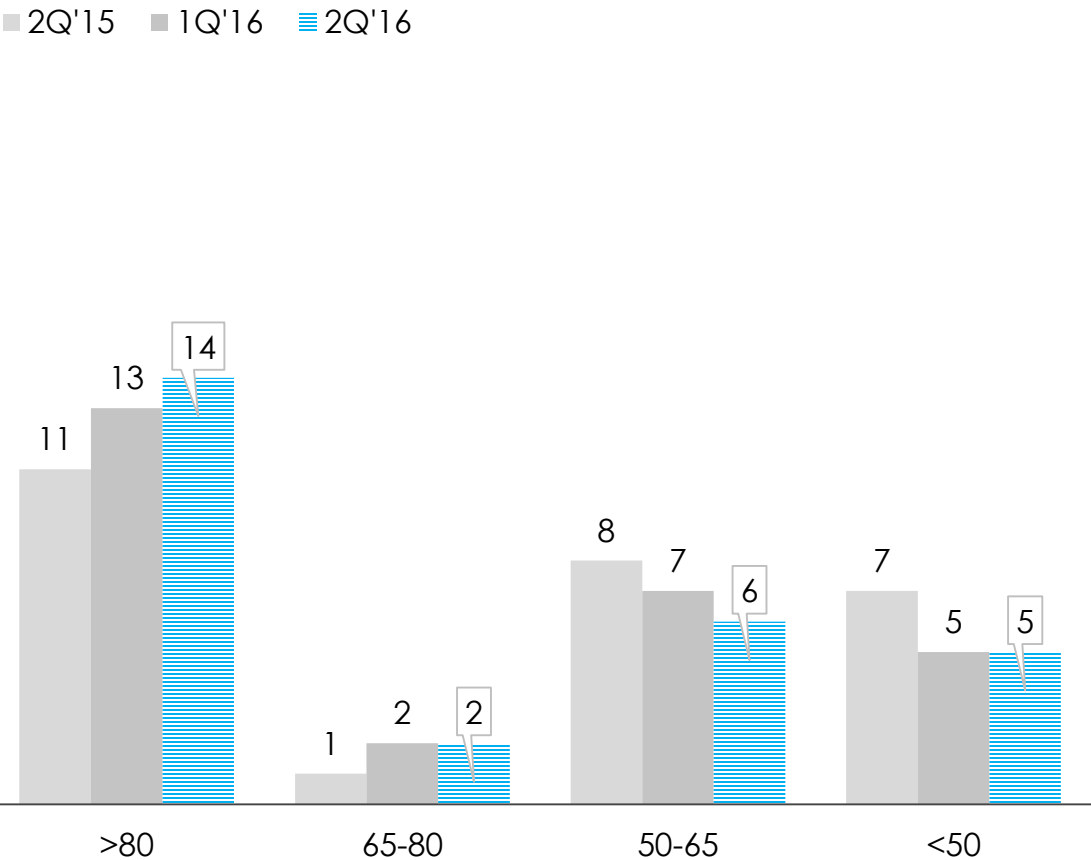
	Actual			INR Crore		Y-o-Y	Q-o-Q	1H'16
	2Q'16	1Q'16	2Q'15	Actual	1H'15	Change		
Subscription (Net of LCO Share)	115	119	115*	234	230*	0%	-3%	2%
Placement	111	118	118	229	234	-6%	-6%	-2%
Other Operating Income	6	4	5	10	8	12%	36%	25%
Revenues Pre Activation	231	241	238	473	472	-3%	-4%	0%
Activation Revenues	27	15	17	42	36	64%	80%	16%
Revenues (Post Activation)	259	256	255	515	509	1%	1%	1%
Content Costs	136	136	109	272	215	25%	0%	26%
Personnel Costs	26	26	21	52	42	25%	0%	26%
Other Opex	65	68	54*	133	103*	19%	-5%	28%
Provision for doubtful debts	9	9	16	18	25	-46%	-3%	-29%
EBITDA (Post Activation)	22	18	54	40	123	-59%	27%	-68%
EBITDA %	8.7%	6.9%	21.3%	7.8%	24.3%			
EBITDA (Pre Activation)	(5)	3	38	(2)	87	-113%	-287%	-103%
EBITDA %	-2.0%	1.0%	15.8%	-0.5%	18.4%			
Other Income	18	26	22	45	40	-17%	-31%	11%
Dep & Amort	50	48	46	98	90	7%	4%	9%
Finance Costs	19	16	22	36	42	-13%	19%	-15%
Profit Before Tax	(28)	(20)	7	(49)	32	-480%	-39%	-252%
Provisions for Tax	5	3	6	9	11	-21%	50%	-19%
Minority Interest	4	2	7	6	15	-49%	71%	-60%
Net Income	(37)	(26)	(6)	(63)	7	-494%	-43%	-1021%

* Revenues and expenses Adjusted for LCO Share of INR 32 Cr in 2Q FY'15 and 63 Crore in 1H'15, for a like to like comparison

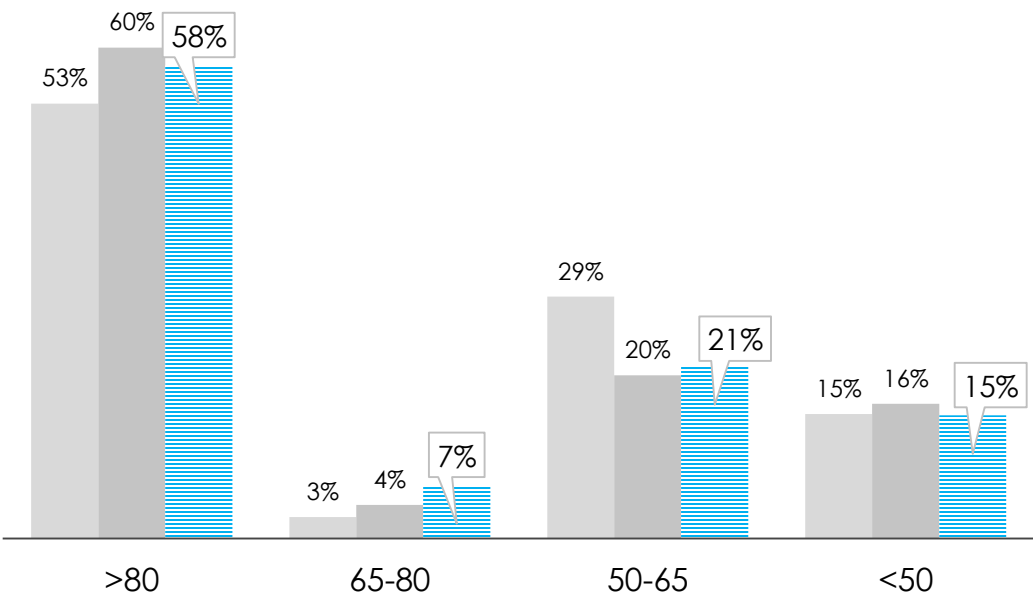
Billing, *Net of Taxes*, Across DAS Markets



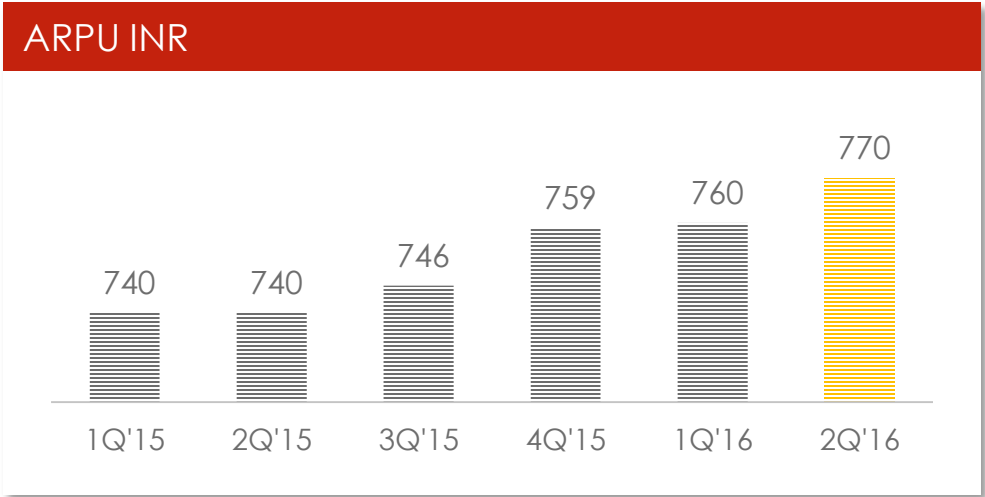
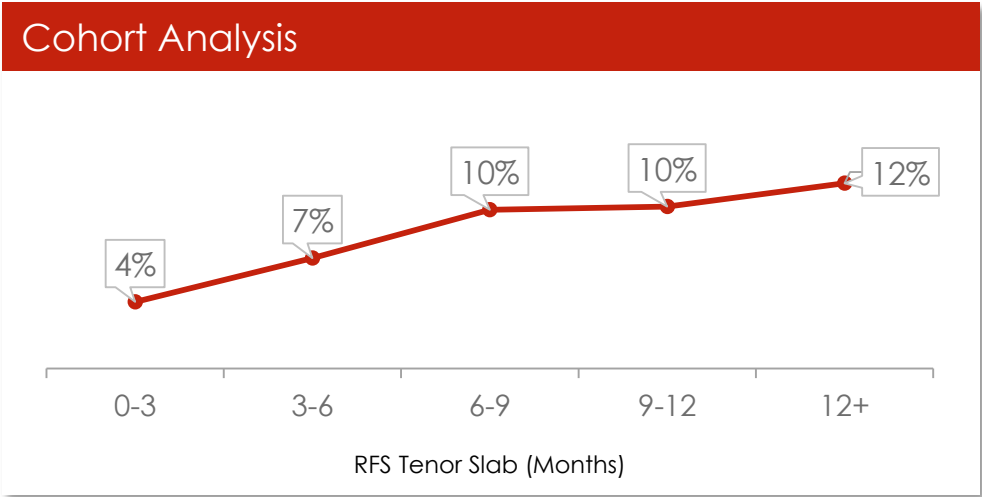
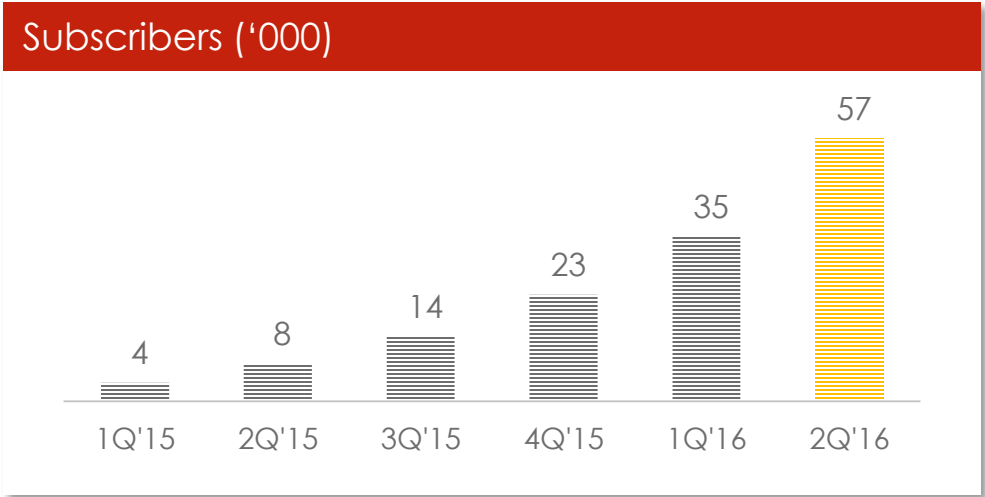
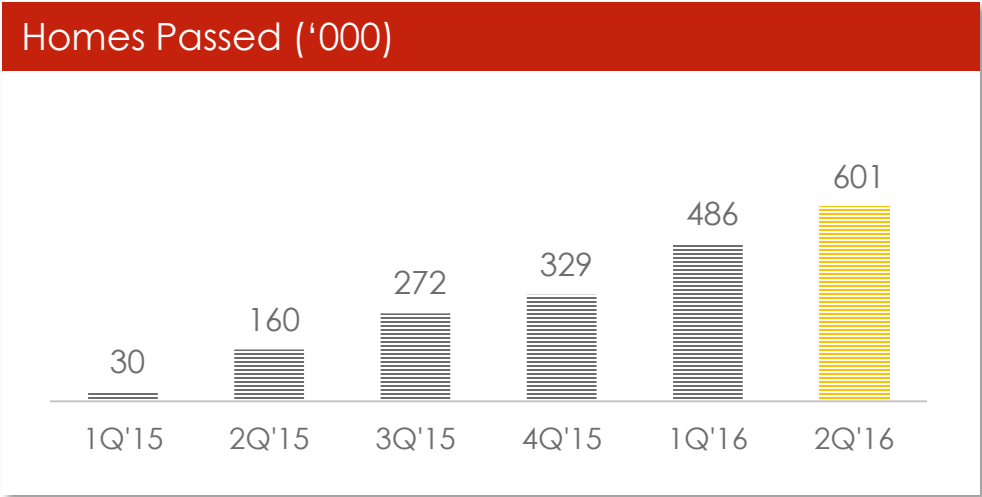
Number of Cities with Billing, *Net of Taxes*, Range



% of Paying DAS Subscribers with Billing, *Net of Taxes*, Range



Broadband Highlights



Broadband Financials



	Actuals			Actuals		Change		
	2Q'16	1Q'16	2Q'15	1H'16	1H'15	Y-o-Y	Q-o-Q	1H'16
Subscription	8.0	5.0	1.4	13.0	2.4	458%	61%	436%
Other Operating Income	0.00	0.01	0.01	0.0	0.0	-22%	-70%	51%
Revenues (Pre Activation)	8.0	5.0	1.4	13.0	2.4	456%	61%	434%
Activation	0.2	0.2	-	0.4	0.1	0%	-7%	548%
Revenues (Post Activation)	8.2	5.2	1.4	13.4	2.5	470%	58%	437%
Personnel Costs	8	7	4	14	7	116%	15%	111%
Other Opex	21	16	8	37	14	157%	29%	159%
Total Expenses	29	23	12	51	21	145%	25%	144%
EBITDA (Post Activation)	(20)	(18)	(10)	(38)	(19)	-99%	-15%	-105%
EBITDA %	-247%	-339%	-708%	-282%	-742%			
EBITDA (Pre Activation)	(21)	(18)	(10)	(38)	(19)	-101%	-15%	-106%
EBITDA %	-256%	-358%	-708%	-295%	-765%			
Dep & Amort	3	2	0	5	1	442%	35%	653%
Finance Costs	1	1	0	1	0	82%	-6%	213%
Profit Before Tax (PBT)	(24)	(20)	(11)	(44)	(20)	-114%	-16%	-124%
Taxes	-	-	-	-	-	0%	0%	0%
Profit After Tax (PAT)	(24)	(20)	(11)	(44)	(20)	-114%	-16%	-124%

TV Commerce Key Takeaways

₹ 199_{Cr}

(₹144Cr)

Annualised GMV
on Current Rate

38_{mn}

(33mn)

Reach (Million Homes)

2,254

(1,526)

Average Daily
Transactions

33%

(32%)

Conversion Ratio
of Calls Received

20%

(16%)

Repeat
Customers



For Further Information Please Contact

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