

## DISH TV INDIA LIMITED

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EARNINGS RELEASE FOR THE QUARTER ENDED SEPTEMBER 30, 2023

# GAINING GROUND

*DISH TV MAINTAINS DEBT-FREE STATUS*

*NEW SUBSCRIBER ADDITIONS UP 41% Y-o-Y*

*2Q FY24 OPERATING REVENUES OF Rs. 4,791 MILLION*

*SUBSCRIPTION REVENUES OF Rs. 3,955 MILLION*

*EBITDA OF Rs. 1,953 MILLION*

*PAT OF Rs. 54 MILLION*

### 2Q FY24 Highlights

- ❖ Operating revenues of Rs. 4,791 million
- ❖ Subscription revenues of Rs. 3,955 million
- ❖ EBITDA of Rs. 1,953 million
- ❖ EBITDA margin at 40.8%
- ❖ PAT of Rs. 54 million

**NOIDA, India; November 09, 2023** - Dish TV India Limited (BSE: 532839, NSE: DISHTV, LSE: DTVL) today reported second quarter fiscal 2024 unaudited consolidated subscription revenues of Rs. 3,955 million and operating revenues of Rs. 4,791 million. EBITDA for the quarter was Rs. 1,953 million. Profit after tax was Rs. 54 million.

The Board of Directors in its meeting held today, has approved and taken on record the unaudited consolidated financial results of Dish TV India Limited and its subsidiaries for the quarter ended September 30, 2023.

### **Gaining Ground**

In a strong comeback, Dish TV India Limited ended the second quarter of fiscal 2024 gaining ground with close to a million new acquisitions, a number the Company had not come close to in the last several quarters.

Buoyed by a stable debt free status, a feat that the DTH major had achieved in 1Q FY24, the Company, during the second quarter, consolidated its market position by ending up being close to reversing the sticky negative net additions trend.

With the new CEO at the helm, the Company has been ‘ART’ focused, that is to say, an unwavering commitment to Acquisitions, Retention and a complete Turnaround of the business. Dish TV India’s resultant gross adds during the quarter were 41% higher Y-o-Y. The Company tasted initial success during the reported quarter and intends to maintain the momentum by being consistent and agile at the same time.

Mr. Manoj Dobhal, CEO, Dish TV India Limited, said, “The second quarter was a mixed bag with favourable new additions but continued, below par average revenues per user. Macro-economic challenges on account of an erratic monsoon season, subdued rural demand and other geopolitical factors aside, our focus on responsible Acquisitions and subscriber Retention should help push average revenues per user as well. Acquisitions, in both DTH and OTT verticals, done responsibly, should in turn aid Retention while also contributing to topline growth and a corporate Turnaround in the quarters ahead.”

Dish TV India Limited has always endeavoured to stay ahead of the technology curve by innovating and by being extremely agile in its entire, content aggregation to distribution process. The Company has embraced digital content and now has both, linear television (appointment viewing) and OTT platforms (on-demand, advertisement-free and multiple-device viewing capability) in its portfolio of offerings.

Leveraging the digital content rally, Dish TV India’s OTT business, which started with Watcho ‘Exclusives,’ has been seeing steady progress and had hit 88 million users by October 2023. The all-encompassing Watcho OTT aggregation app or Watcho ‘Super App’ as it is popularly called achieved a significant milestone of 2 million paid subscriptions within just 10 months of its launch further growing to 2.7 million paid subscriptions as at the end of October 2023.

The Company continued to enrich the offering on its ‘Super App’ by carefully curating content. The platform currently offers 17 OTT apps including Watcho, Disney+ Hotstar, Zee5, Sony LIV, Lionsgate Play, EpicOn and a host of vernacular apps like Oho Gujarati, Manorama Max, Raj TV, Tarang Plus as well as sports specific apps like FanCode with a single interface and multiple, user-friendly subscription plans.

The apps not only provide digital content but also collectively offer more than 197 linear television channels that can be streamed on handheld devices or larger screens as per the subscriber’s choice. The flexibility assists in fulfilling the Company objective of providing value packed, uninterrupted and convenient video viewing experience to viewers across all age groups.

The linear TV and app bundles are complemented by state of the art hardware in the form of Dish TV and d2h Android boxes which offer a host of features including built-in Google Assistant, Chromecast and Google Play. Dish TV India’s Android STB’s enable subscribers with or without a smart TV to access their choice of streaming content while getting access to standard linear TV as well.

Dish TV India remains confident about its ability to ride-well the winds of change sweeping through the television and entertainment space.

“We are on solid ground with the right mix of service offerings, well respected brands, years of customer trust, a strong and able team and an improving financial position. We have a culture of adaptability and innovation and a clear long term vision for our Company that should ensure that we remain more relevant than ever before in a changing technological landscape,” said, Mr. Manoj Dobhal, CEO, Dish TV India Limited.

Dish TV India's operating revenues for the quarter were Rs. 4,791 million. Corresponding EBITDA was Rs. 1,953 million. EBITDA margin for the quarter was at 40.8%. Profit after tax for the quarter was Rs. 54 million.

### TRAI Recommendations on License Fee and Policy Matters of DTH Services

The Telecom Regulatory Authority of India (TRAI) on August 21, 2023, had issued the recommendations on "License Fee and Policy Matters of DTH Services" in response to the Ministry of Information and Broadcasting (MIB) seeking recommendations of TRAI, with reference to the amendments carried out by the Department of Telecommunications (DoT) in Unified License (UL) Agreement rationalizing the definition of Adjusted Gross Revenue (AGR) and Bank Guarantee (BG), vide its letter dated February 02, 2022. The recommendations include:

- ❖ DTH Licensee should pay an annual License Fee equivalent to 3% of Adjusted Gross Revenue (down from the current 8%)
- ❖ DTH Licensees should not be charged any License Fee after the end of the financial year 2026-2027.
- ❖ Rationalization of Bank Guarantee(s) to be submitted by the Licensee

In its recommendations, the TRAI acknowledged that in the highly competitive television distribution market, urgent measures are required for the DTH sector and that quick implementation of the recommendations will help the sector and enable all-round growth.

Dish TV India Limited welcomes the TRAI recommendations.

### Condensed Quarterly Statement of Operations

The table below shows the condensed unaudited consolidated statement of operations for Dish TV India Limited for the second quarter ended September 30, 2023 compared to the quarter ended September 30, 2022:

| Rs. million   | Quarter ended<br>Sept. 2023 | Quarter ended<br>Sept. 2022 | % Change<br>Y-o-Y |
|---|-----------------------------|-----------------------------|-------------------|
| <b>Subscription revenues</b>                              | 3,955                       | 4,364                       | (9.4)             |
| <b>Operating revenues</b>                                 | 4,791                       | 5,963                       | (19.6)            |
| <b>Expenditure</b>  | 2,838                       | 2,834                       | 0.1               |
| <b>EBITDA</b>   | 1,953                       | 3,129                       | (37.6)            |
| <b>Other income</b>                                       | 67                          | 54                          | 24.9              |
| <b>Depreciation &amp; amortization expenses</b>           | 1,186                       | 2,146                       | (44.7)            |
| <b>Financial expenses</b>                                 | 657                         | 737                         | (10.9)            |
| <b>Profit / (Loss) before exceptional items &amp; tax</b> | 178                         | 300                         | (40.7)            |
| <b>Exceptional items</b>                                  | -                           | -                           | -                 |
| <b>Profit / (Loss) before tax</b>                         | 178                         | 300                         | (40.7)            |

|                                       |           |            |               |
|---------------------------------------|-----------|------------|---------------|
| <b>Tax expense:</b>                   |           |            |               |
| - Current tax                         | -         | 8          | -             |
| - Deferred tax                        | 124       | 71         | 74.4          |
| <b>Profit / (Loss) for the period</b> | <b>54</b> | <b>221</b> | <b>(75.5)</b> |

Note: 1) Numbers in the table may not add up due to rounding-off.  
2) Previous year figures have been regrouped wherever necessary.

## Revenues

Dish TV's operating revenues include subscription revenues, marketing and promotional fees, advertisement income and other income. The table below shows each as a percentage of operating revenues:

|                                       | Quarter ended | % of       | Quarter ended | % of         | % change      |
|---------------------------------------|---------------|------------|---------------|--------------|---------------|
| Rs. million                           | Sept. 2023    | Revenues   | Sept. 2022    | Revenues     | Y-o-Y         |
| <b>Subscription revenues</b>          | 3,955         | 82.5       | 4,364         | 73.2         | (9.4)         |
| <b>Marketing and promotional fees</b> | 632           | 13.2       | 1330          | 22.3         | (52.5)        |
| <b>Advertisement income</b>           | 77            | 1.6        | 102           | 1.7          | (25.2)        |
| <b>Other income</b>                   | 129           | 2.7        | 166           | 2.8          | (22.3)        |
| <b>Total revenues</b>                 | <b>4,791</b>  | <b>100</b> | <b>5,963</b>  | <b>100.0</b> | <b>(19.6)</b> |

Note: 1) Numbers in the table may not add up due to rounding-off.  
2) Previous year figures have been regrouped wherever necessary.

## Expenditure

Dish TV's primary expenses include cost of goods and services, personnel cost and other expenses. The table below shows each as a percentage of operating revenues:

|  | Quarter ended | % of        | Quarter ended | % of        | % change   |
|--|---------------|-------------|---------------|-------------|------------|
| Rs. million                                | Sept. 2023    | Revenues    | Sept. 2022    | Revenues    | Y-o-Y      |
| <b>Cost of goods &amp; services</b>        | 1,513         | 31.6        | 1,666         | 27.9        | (9.2)      |
| <b>Personnel cost</b>                      | 358           | 7.5         | 354           | 5.9         | 1.2        |
| <b>Other expenses</b> (Including S&D exp.) | 967           | 20.2        | 813           | 13.6        | 18.9       |
| <b>Total expenses</b>                      | <b>2,838</b>  | <b>59.3</b> | <b>2,834</b>  | <b>47.5</b> | <b>0.1</b> |

Note: 1) Numbers in the table may not add up due to rounding-off.  
2) Previous year figures have been regrouped wherever necessary.

## Condensed Balance Sheet

The table below shows the condensed consolidated unaudited balance sheet as on Sept. 30, 2023:

| Rs. million  | As on<br>September<br>30, 2023<br><br>(Unaudited) |
|--|---|
| <b>Equity and liabilities</b>  |   |
| <b>Equity</b>  |   |
| (a) Equity share capital   | 1,841   |
| (b) Other equity   | (9,486)   |
| (c) Non-controlling interest   | (1)   |
| <b>Liabilities</b>   |   |
| <b>(1) Non-current liabilities</b>   |   |
| <b>(a) Financial liabilities</b>   |   |
| (i) Borrowings   | -   |
| (ii) Lease liability   | 21  |
| (iii) Other financial liabilities  | -   |
| (b) Provisions   | 90  |
| (c) Other non-current liabilities  | 36  |
| <b>(2) Current liabilities</b>   |   |
| <b>(a) Financial liabilities</b>   |   |
| (i) Borrowings   | 1   |
| (ii) Trade payables  |   |
| Total outstanding dues of micro enterprises and small enterprises                      | 29  |
| Total outstanding dues of creditors other than micro enterprises and small enterprises | 5,142   |
| (iii) Lease liability  | 1   |
| (iv) Other financial liabilities   | 958   |
| (b) Other current liabilities  | 5,060   |
| (c) Provisions   | 42,403  |
| (d) Current tax liabilities (Net)  | 209   |
| <b>Total Equity &amp; Liabilities</b>  | <b>46,305</b>                                     |
| <b>Assets</b>  |   |
| <b>(1) Non-current assets</b>  |   |
| (a) Property, plant & equipment  | 11,417  |
| (b) Capital work in progress   | 2,629   |
| (c) Goodwill   | 1   |
| (d) Other intangible assets  | 20  |
| (e) Intangible assets under development  | 3,752   |
| (f) Financial assets   |   |
| (i) Investments  | -   |
| (ii) Loans   | -   |
| (iii) Other financial assets   | 82  |

|                                 |               |
|---------------------------------|---------------|
| (g) Deferred tax assets (net)   | 15,786        |
| (h) Current tax assets (net)    | 1,046         |
| (i) Other non-current assets    | 3,469         |
| <b>(2) Current assets</b>       |               |
| (a) Inventories                 | 130           |
| (b) Financial assets:           |               |
| (i) Investments                 | 116           |
| (ii) Trade receivables          | 737           |
| (iii) Cash and cash equivalents | 586           |
| (iv) Other bank balances        | 1,180         |
| (v) Other financial assets      | 111           |
| (c) Other current assets        | 5,244         |
| <b>Total assets</b>             | <b>46,305</b> |



#### 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 India Limited'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 India Limited's present & future business strategies and the environment in which Dish TV India Limited will operate in the future. Among the important factors that could cause Dish TV India'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 India'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 India Limited'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 India Limited is India's leading direct-to-home (DTH) Company and owns multiple individual brands like Dish TV, d2h and Watcho under its umbrella. The Company benefits from multiple satellite platforms including SES-8, GSAT-15 and ST-2 and has a bandwidth capacity of 1044 MHz, the largest held by any DTH player in the country. Dish TV India Limited has on its platform more than 752 channels & services including 31 audio channels and 81 HD channels & services. The Company has a vast distribution network of over 2,600 distributors & around 196,000 dealers that span across 9,300 towns in the country. Dish TV India Limited is connected with its pan-India customer base through call-centres that are spread across 22 cities and are equipped to handle customer queries 24X7 in 12 different languages. For more information on the Company, please visit [www.dishd2h.com](http://www.dishd2h.com)