

Dish TV India Limited

Earnings Presentation

Quarter Ended September 30, 2023

Stock Code: BSE - 532839 NSE- DISHTV LSE: DTVL

Disclaimer

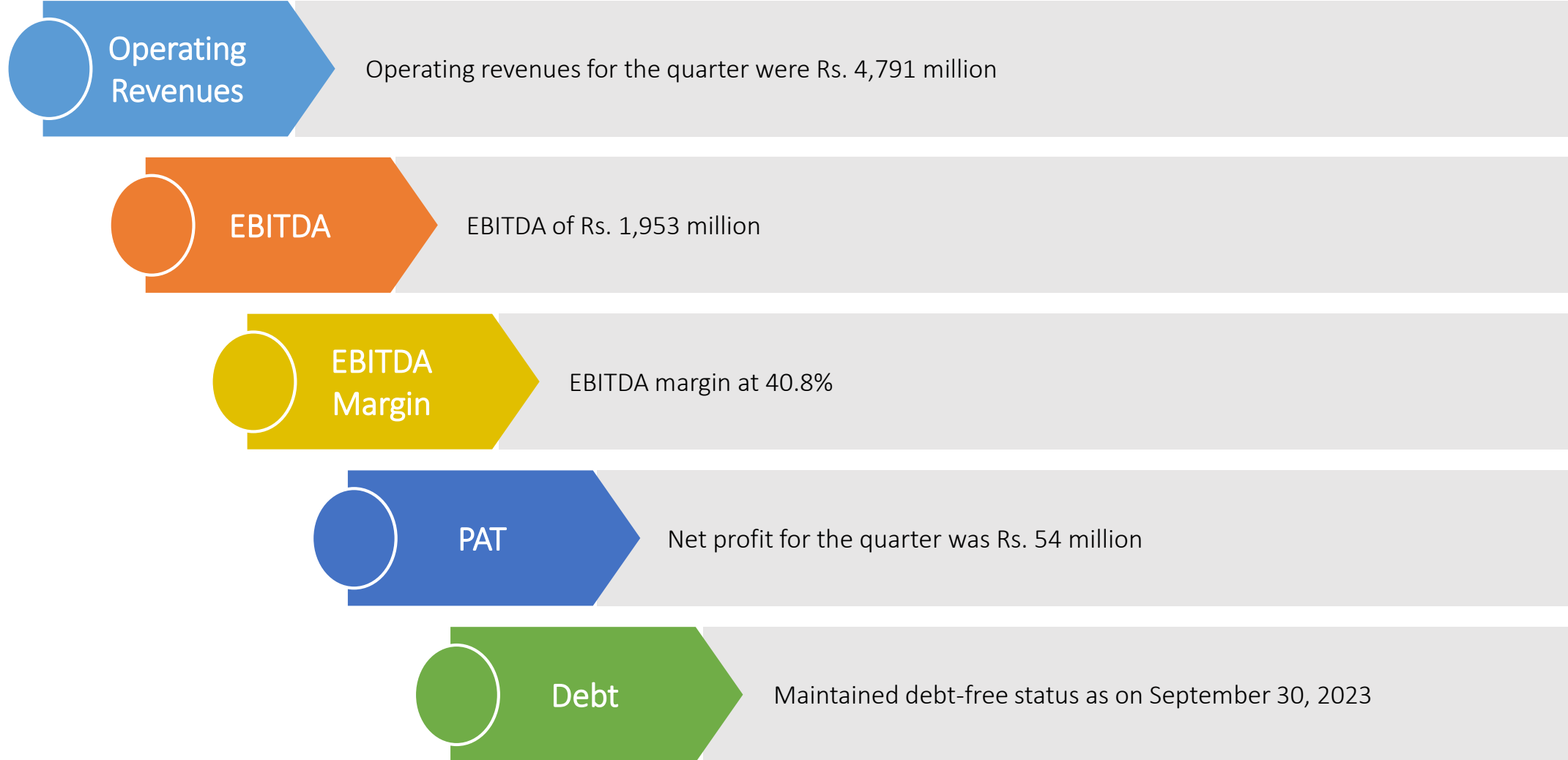
Some of the statements made in this presentation are forward-looking statements and are based on the current beliefs, assumptions, expectations, estimates, objectives and projections of the directors and management of Dish TV India Limited about its business and the industry and markets in which it operates.

These forward-looking statements include, without limitation, statements relating to revenues and earnings. The words “believe”, “anticipate”, “expect”, “estimate”, “intend”, “project” and similar expressions are also intended to identify forward looking statements. These statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond the control of the Company and are difficult to predict.

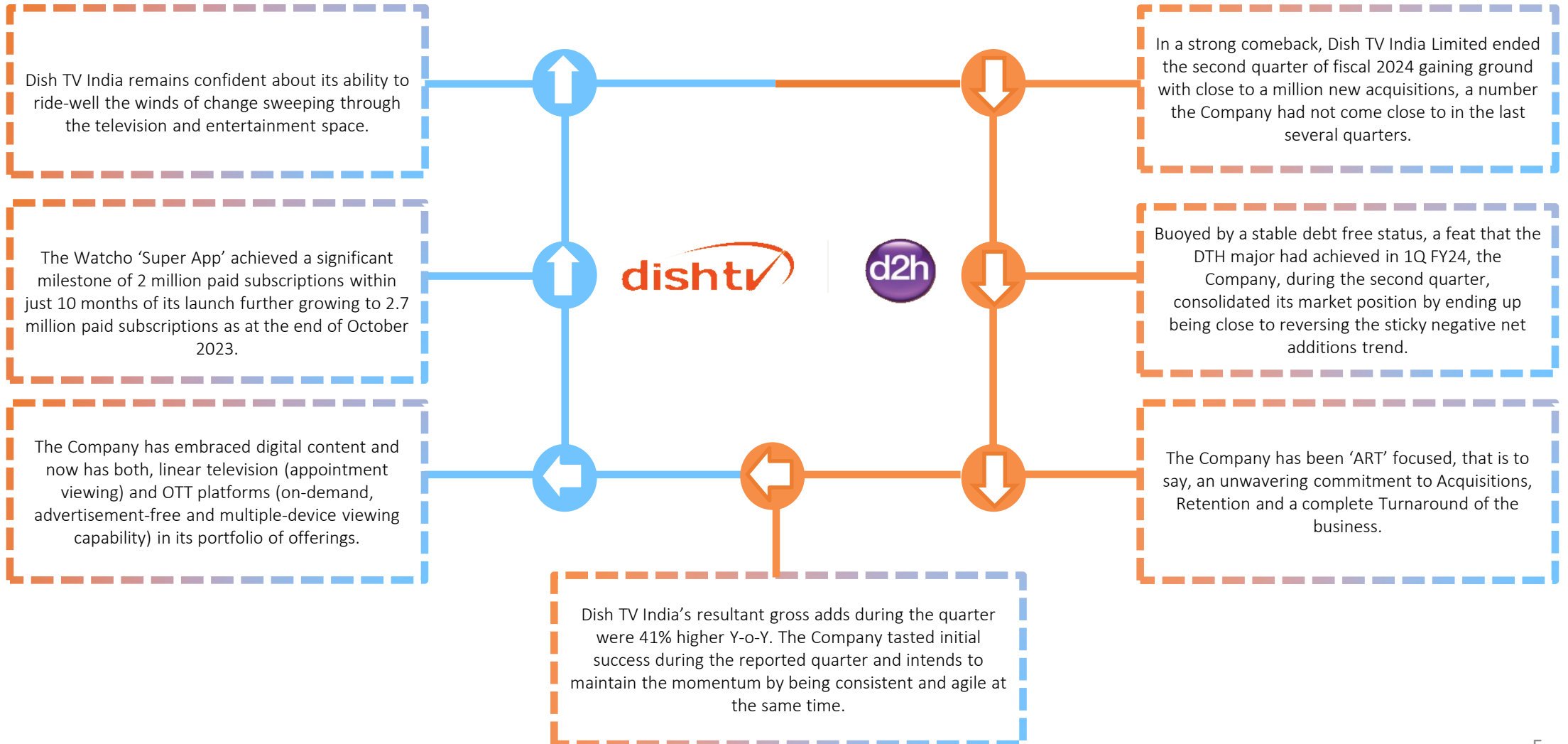
Consequently, actual results could differ materially from those expressed or forecast in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, changes in the regulatory environment and other business and operational risks. Dish TV India Limited does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.

Key highlights for the quarter

Key financial highlights

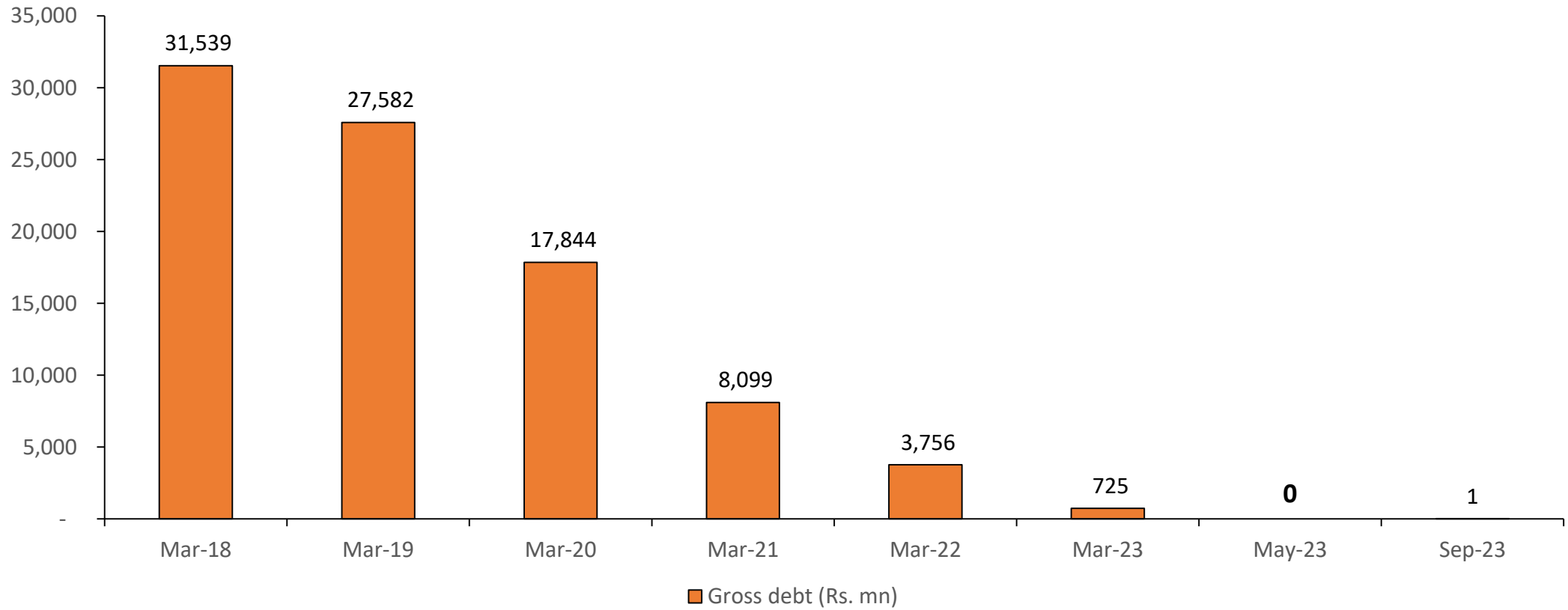


Gaining ground



Dish TV maintains debt-free status

Dish TV India Limited – Repayment of debt over the years (Rs. million)





Watcho
OTT SUPER APP

ALL POPULAR OTT APPS 30 DAYS FREE*

On Watcho OTT Super APP

17 OTTs in one APP

*Get 30 days free on 30 days subscription

ONE HAI TOH DONE HAI

SONY LIV | Disney+ hotstar | ZEE5 | CHAUPAL | hojcho | KLIKK | LIONSGATE PLAY | hungama | O3 | EPIC ON | manorama MAX | SHORTSTV | FANCODE | WIN | RAJ | WATCHO EXCLUSIVES

T&C's apply. Logos belong to respective owner.



Watcho
OTT SUPER APP

For the First Time Ever

FLEXI OTT PLANS

JAISA ENTERTAINMENT CHAHO, WAISA OTT PLAN BANA O

- Flexibility to make your own OTT plan
- Power to switch 1 OTT App of your choice every month within the same price
- Watch Cricket, web series, movies with a single subscription on multiple apps

Best Value Annual Plan at just **₹847** +Tax
Total ₹999 per year

ONE HAI TOH DONE HAI

Base Pack: WATCHO EXCLUSIVES | EPIC ON | hungama

+ Choose any two OTT Apps: SONY LIV | Disney+ hotstar | ZEE5 | LIONSGATE PLAY | CHAUPAL | hojcho | KLIKK | O3



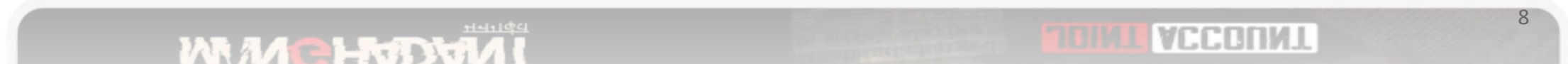
88 MILLION USERS

PROUDLY WATCHING WATCHO!

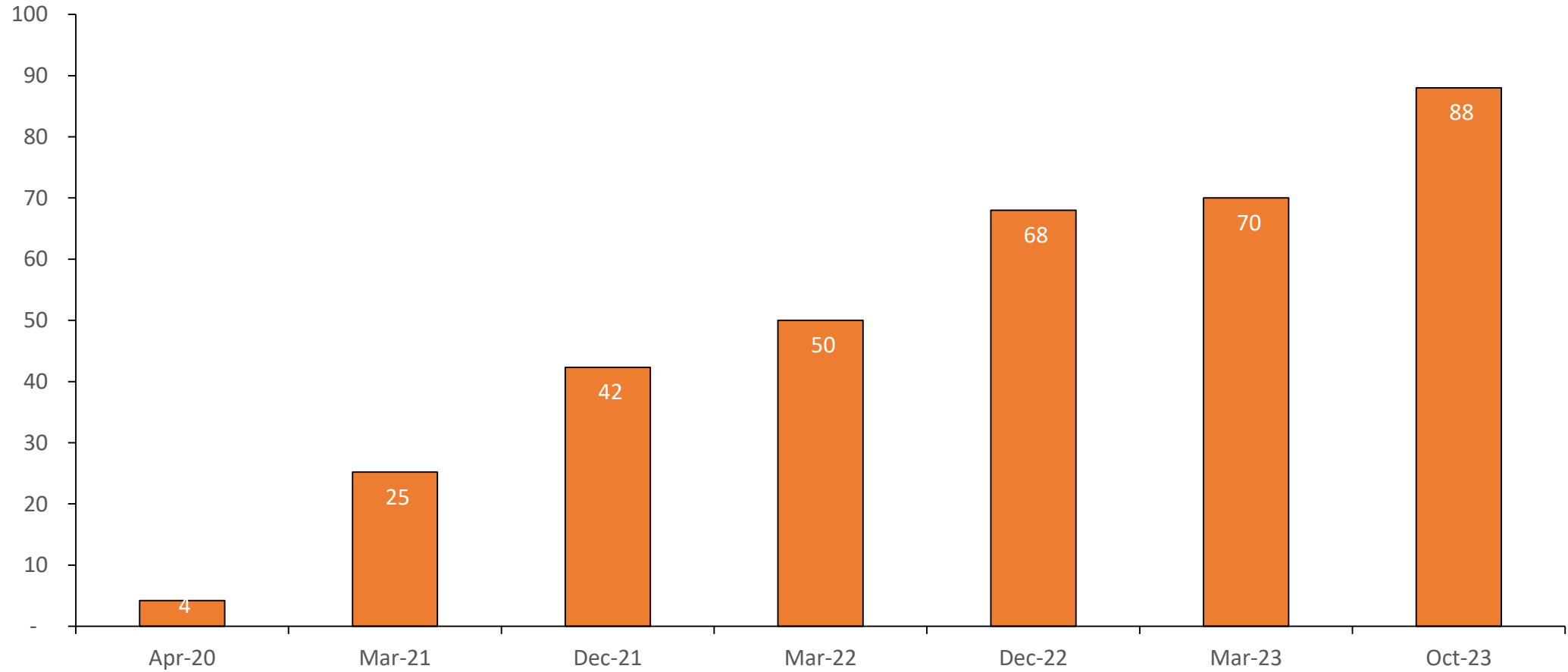
WATCHO

DOWNLOAD NOW

#FunFatafat

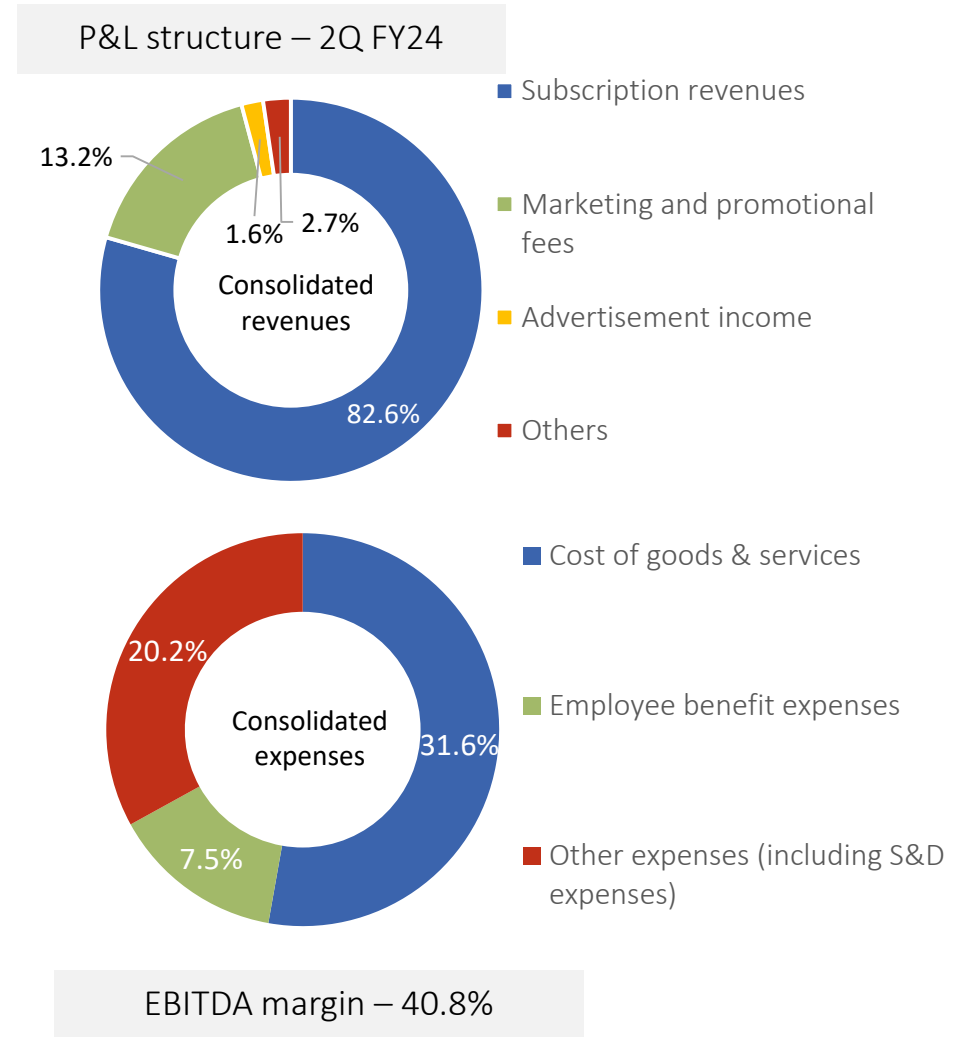
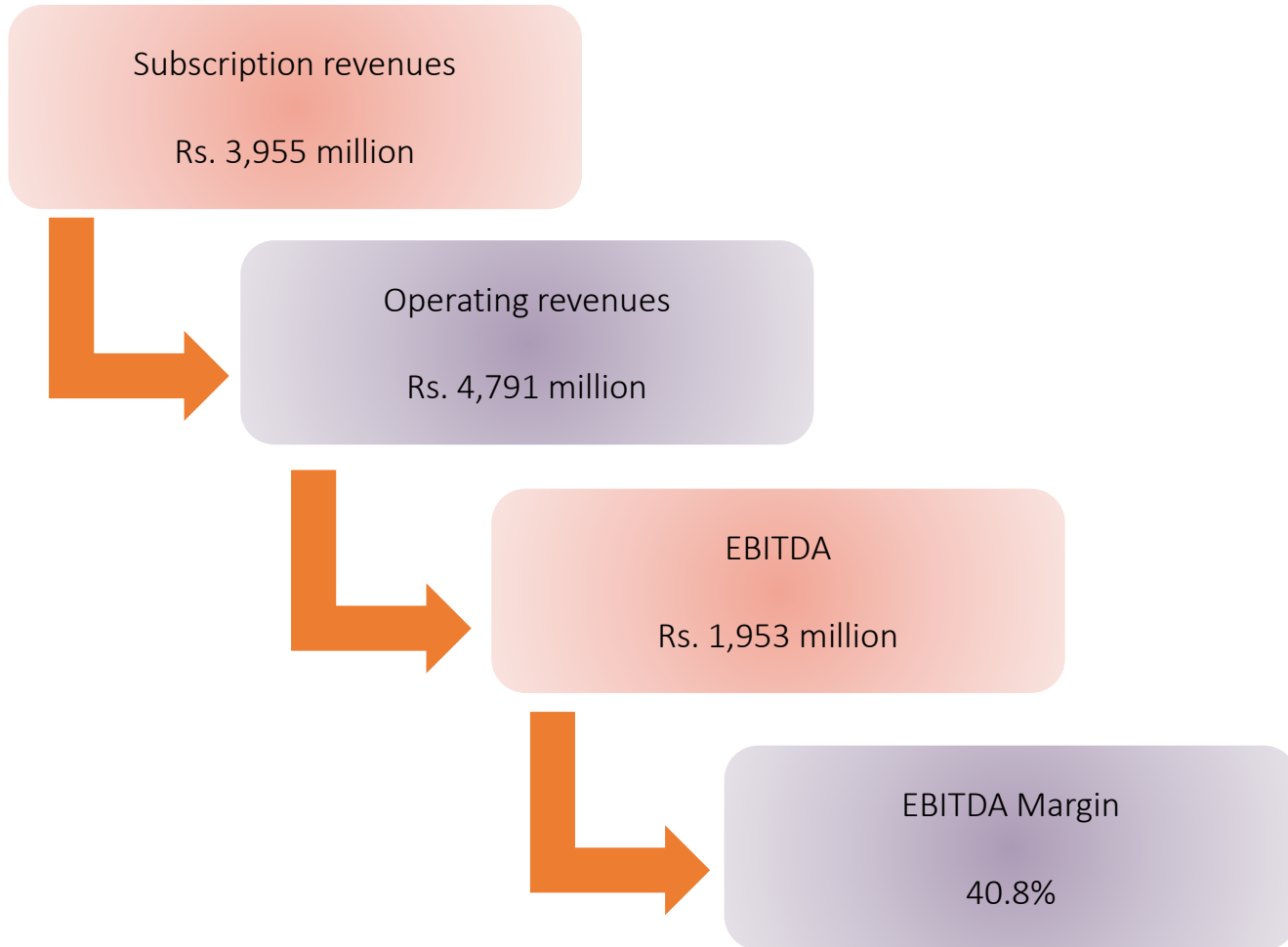


Cumulative downloads (mn.)



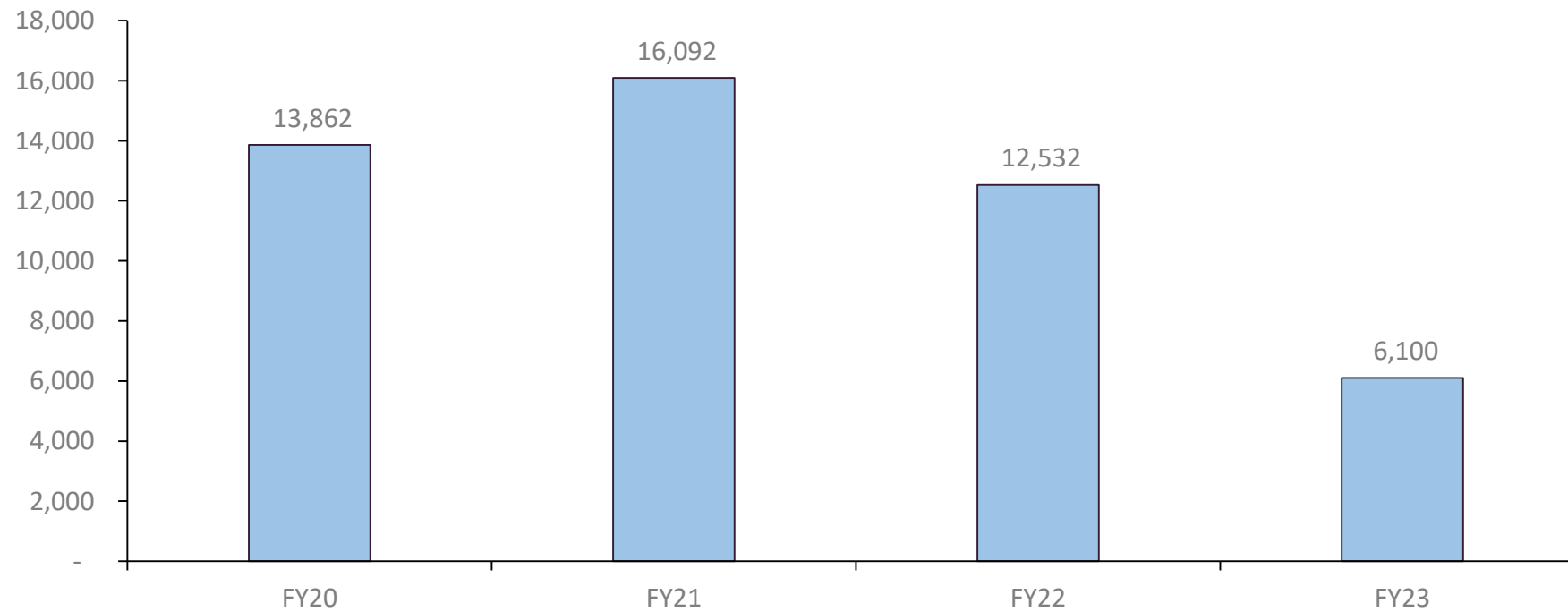
2Q FY24 Financials

Quarterly performance metrics



Operating free cash flows

Operating free cash flows (Rs. mn.)



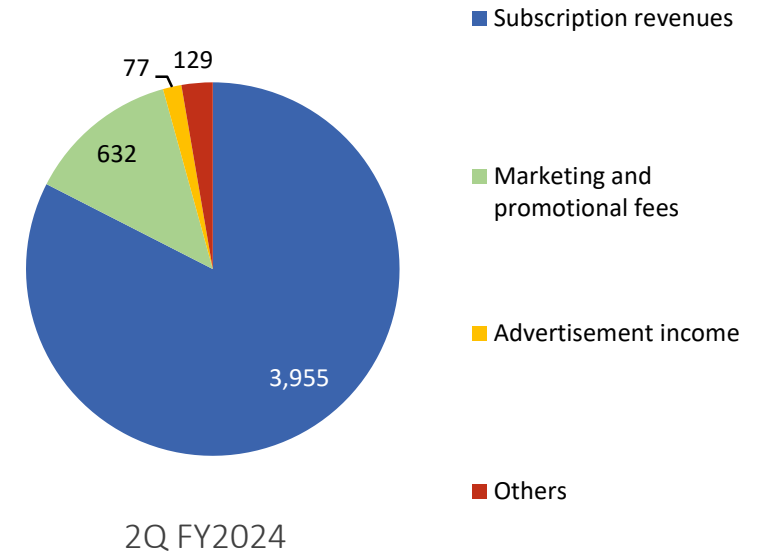
Summarized consolidated P&L - Quarterly



2Q FY2024 vs. 2Q FY2023

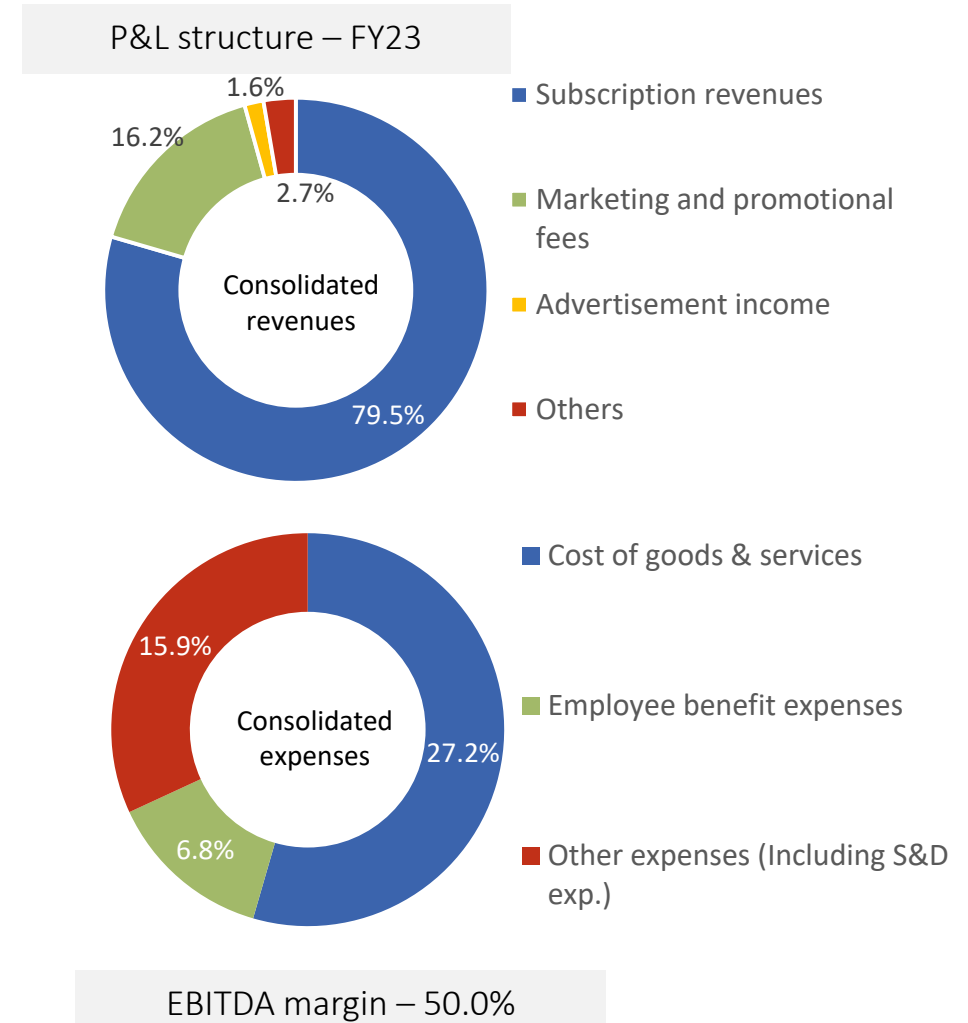
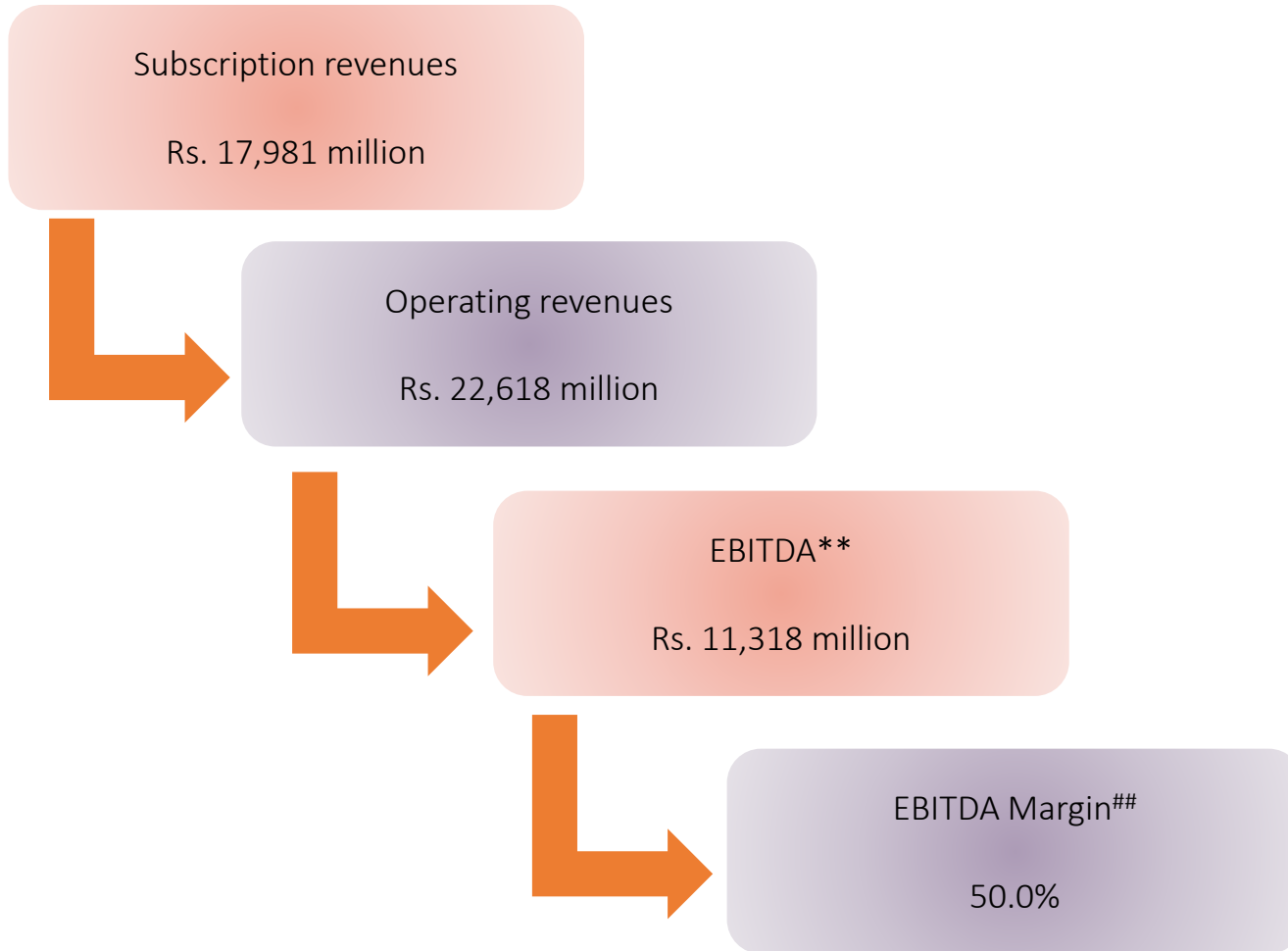
Rs. million	Quarter ended Sept. 2023	Quarter ended Sept. 2022
Operating revenues	4,791	5,963
Expenditure	2,838	2,834
EBITDA	1,953	3,129
EBITDA margin (%)	40.8	52.5
Other income	67	54
Depreciation and amortization	1,186	2,146
Finance cost	657	737
Exceptional items	-	-
Profit / (Loss) before tax	178	300
Tax expense:		
- Current Tax	-	8
- Deferred Tax	124	71
Net Profit / (Loss) for the period	54	221

Operating revenues break-up
(Rs. Mn.)



FY23 Financials

Annual performance metrics

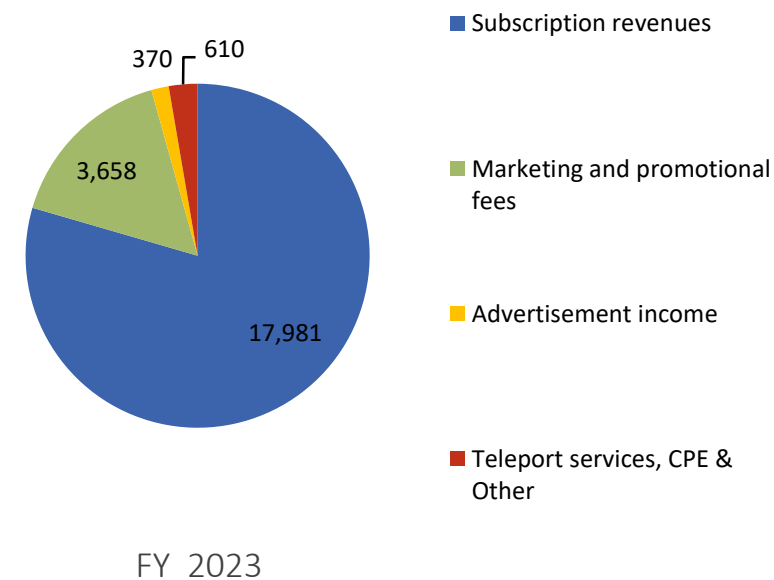


- **FY23 EBITDA is adjusted for Loss on Discard of Set-Top-Boxes to the tune of Rs. 2,184 million due to a one-time activity, to identify and write-off obsolete Set-Top-Boxes, carried out during the fourth quarter. EBITDA without this adjustment would be Rs. 9,134 million.
- ## FY23 EBITDA margin is after taking into consideration Adjusted EBITDA for the year. EBITDA margin without this adjustment would be 40.4%
- FY23 Other expenses is adjusted for Loss on Discard of Set-Top-Boxes to the tune of Rs. 2,184 million due to a one-time activity, to identify and write-off obsolete Set-Top-Boxes, carried out during the fourth quarter. Other expenses without this adjustment would be Rs.5,788 million or 25.6%.

Summarized consolidated P&L- Annual

FY 2023 vs. FY 2022	Year ended	Year ended
Rs. million	March – 2023	March – 2022
Operating revenues	22,618	28,025
Expenditure	13,485	11,582
EBITDA	9,134	16,442
EBITDA margin (%)	40.4	58.7
Other income	332	239
Depreciation	8,491	10,709
Financial expenses	2,780	3,246
Exceptional items	19,076	26,539
Profit / (Loss) before tax	(20,881)	(23,812)
Current Tax	-	291
Deferred Tax	(4,046)	(5,431)
Net Profit / (Loss) for the period	(16,835)	(18,672)

Operating revenues break-up
(Rs. mn.)



Consolidated balance sheet



Sept – 2023 (Unaudited)

Rs. million

Equity and liabilities

Equity

(a) Equity share capital	1,841
(b) Other equity	(9,486)
(c) Non-controlling interest	(1)

Liabilities

(1) Non-current liabilities

(a) Financial liabilities	
(i) Borrowings	-
(ii) Lease liabilities	21
(iii) Other financial liabilities	-
(b) Provisions	90
(c) Other non-current liabilities	36

(2) Current liabilities

(a) Financial liabilities	
(i) Borrowings	1
(ii) Trade payables	
Total outstanding dues of micro enterprises and small enterprises	29
Total outstanding dues of creditors other than micro & small enterprises	5,142
(iii) Lease liabilities	1
(iv) Other financial liabilities	958
(b) Other current liabilities	5,060
(c) Provisions	42,403
(d) Current tax liabilities (Net)	209

Total equity & liabilities

46,305

Rs. million	Sept – 2023 (Unaudited)
Assets	
(1) Non-current assets	
(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
(2) Current assets	
(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
Total assets	46,305

Thank you