

DISH TV INDIA LIMITED

EARNINGS RELEASE FOR THE QUARTER ENDED JUNE 30, 2024

ADVANTAGE OTT

DISH TV IS THE ONLY DTH PLAYER TO OFFER BUILT-IN OTT SERVICES ALONG WITH LINEAR TV SUBSCRIPTION TO ALL ITS CUSTOMERS

1Q FY25 OPERATING REVENUES OF Rs. 4,553 MILLION

SUBSCRIPTION REVENUES OF Rs. 3,062 MILLION

EBITDA OF Rs. 1,645 MILLION

1Q FY25 Highlights

- ❖ Operating revenues of Rs. 4,553 million
- ❖ Subscription revenues of Rs. 3,062 million
- ❖ EBITDA of Rs. 1,645 million
- ❖ EBITDA margin at 36.1%

NOIDA, India; August 13, 2024 - Dish TV India Limited (BSE: 532839, NSE: DISHTV, LSE: DTVL) today reported first quarter fiscal 2025 unaudited consolidated subscription revenues of Rs. 3,062 million and operating revenues of Rs. 4,553 million. EBITDA for the quarter was Rs. 1,645 million. Net loss was at Rs. 16 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 June 30, 2024.

Advantage OTT

Dish TV India Limited's offering of popular OTT content, bundled in attractive bouquets with price points catering to customers with different entertainment budgets, has the potential to turn into a game changer for India's digital television distribution veteran leading the transformation of India's television viewing experience.

Notwithstanding the 70 million non-TV households and the 45 million pay-TV dark homes in the country, growth of linear pay-television homes is expected to be modest as compared to the spurt expected in the number of households choosing OTT content as a complementary source of entertainment over linear television.

Akin to Dish TV India's introduction of services like digital distribution, high definition content, value-added services, pre-paid billing and smart customer interface in the DTH segment, the Company has also almost revolutionized the way in which streaming content is being provided to viewers.

Drawing on its digital distribution prowess Dish TV scouted for popular as well as promising OTT content to eventually package it in a way that would satiate the viewers need for entertainment, while still being easy on their wallet. Single log-in for multiple apps made life easy for the viewer while helping the Company stay true to its core value of always being relevant to the customer.

Dish TV India contracted with popular video streaming platforms and has been offering OTT apps through subscription to its 'Watcho OTT Super App' (aggregation app). The 'Watcho OTT Super App' crossed more than 5 million paid subscriptions during the quarter.

In a diverse country like India, regional languages have always maintained their importance and the growth of regional-language OTT platforms has opened immense opportunities for the many talented boys and girls coming from vernacular markets. Dish TV has on its platform more than 20 popular OTT apps including 10 regional language streaming apps which help further strengthen the Company's local connect.

The transformation of the media and entertainment landscape is happening at an unprecedented pace. Not just media companies but consumers too are exploring new possibilities. Viewers are more than willing to challenge the status quo and hunt for offerings and bargains that give them the best of both worlds.

Dedicated to meet the entertainment needs of the modern Indian family and to further bolster the value on offer to its customers, Dish TV India introduced the 'Dish TV Smart+' service during the first quarter of the current fiscal.

The 'Dish TV Smart+' service offers complimentary OTT content to every content viewer who chooses the Dish TV DTH platform for watching television. Both new as well as existing Dish TV viewers can choose one OTT app, absolutely free of cost, from amongst the multiple OTT apps available on the Dish TV platform, every time they recharge their DTH subscription package. Five other, pre-selected OTT apps, are also provided in addition to the app chosen by the customer thus giving him the flexibility to watch TV and/or six OTT apps on any screen, anywhere.

Dish TV India is the first and the only player in the DTH industry to offer built-in OTT services, without any additional charge, along with linear TV subscription to all its customers.

To boost the reach and awareness of 'Dish TV Smart+' the Company carried out an extensive marketing campaign across print, digital, ATL and BTL channels during the quarter.

The campaign named '2 Good to be True', featured TV commercials and Augmented Reality print advertisements and was critical in bringing the 'Dish TV Smart+' experience to viewers. The Company also leveraged the launch campaign to boost its dealer/distributor network through physical conferences and events across the country.

Mr. Manoj Dobhal, CEO, Dish TV India Limited, said, "Dish TV has shaped the way the country watches television and with 'Dish TV Smart+' history should repeat itself. 'Dish TV Smart+' brings together an entire ecosystem of relevant hardware and content that should resonate extremely well with customers by giving them access to both OTT as well as linear television on any-screen, anywhere. It is thus Advantage OTT for Dish TV India Limited, as well as its subscribers, and should help the Company get on to the fast track to growth."

DTH Subscribers

Dish TV India remains strongly committed to growing its subscriber base and believes it is in a favourable position considering the resilience of television programming, which indicates that the DTH industry is unlikely to fade away. Add to that the demographics of India and the aspirational value of television for millions of non-television owning households and the picture becomes clearer. Despite the move towards digital, the entertainment market will remain diverse.

Green shoots in rural recovery have started becoming visible and the distribution network of the Company remains optimistic about the revival in entertainment spends in the countryside, where a significant DTH subscriber base is situated. Typically the third quarter of the fiscal is when some traction in subscriber base should be visible.

Major sporting events like the IPL and the T20 World Cup dominated the first quarter and saw the Company introduce sports centric offers to drive net additions. Notwithstanding that, net DTH additions for the quarter remained in the negative zone partly due to the increasing viewership of cricket on free streaming platforms.

While complimentary OTT apps bundled with linear TV packages aim to provide a wholesome experience and stickiness to video watchers in urban and semi-urban markets, Dish TV India has also been focusing on reviving its DTH base amongst the lower-most category of subscribers. Dish TV India's 'Zing Super' service provides over 300 free-to-air channels with the option to add pay channels on an a-la-carte basis.

Dish TV India Limited has in its portfolio varied hardware devices for different categories of subscribers ranging from the basic 'Zing Super' set-top-box to 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 set-top-boxes enable subscribers with or without a smart TV to access their choice of streaming content while getting access to standard linear TV as well.

Operating Performance

Dish TV India's operating revenues for the quarter were Rs. 4,553 million, up 11.9% Q-o-Q and down 8.9% Y-o-Y. EBITDA was Rs.1,645 million, down 22.7% Y-o-Y. EBITDA margin for the quarter was at 36.1%. Net loss for the quarter was Rs.16 million as against net profit of Rs. 205 million in the same quarter last fiscal.

Condensed Quarterly Statement of Operations

The table below shows the condensed consolidated statement of operations for Dish TV India Limited for the first quarter ended June 30, 2024 compared to the quarter ended June 30, 2023:

	Quarter ended June 2024	Quarter ended June 2023	% Change Y-o-Y
Rs. million			
Subscription revenues	3,062	3,974	(22.9)
Operating revenues	4,553	5,002	(8.9)
Expenditure	2,908	2,875	1.2
EBITDA	1,645	2,127	(22.7)

Other income	57	30	87.8
Depreciation & amortization expenses	1,050	1,219	(13.8)
Financial expenses	667	661	0.9
Profit / (Loss) before exceptional items & tax	(16)	277	-
Exceptional items	-	-	-
Profit / (Loss) before tax	(16)	277	-
Tax expense:			
- Current tax	-	-	-
- Deferred tax		72	-
Profit / (Loss) for the period	(16)	205	-

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:

Rs. million	Quarter ended		% of		% change Y-o-Y
	June 2024	Revenues	June 2023	Revenues	
Subscription revenues	3,062	67.2	3,974	79.4	(22.9)
Marketing and promotional fees	1,307	28.7	821	16.4	59.2
Advertisement income	97	2.1	91	1.8	7.2
Other income	87	1.9	116	2.3	(25.0)
Total revenues	4,553	100	5,002	100	(8.9)

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:

Rs. million	Quarter ended		% of		% change Y-o-Y
	June 2024	Revenues	June 2023	Revenues	
Cost of goods & services	1,430	31.4	1,518	30.3	(5.8)
Personnel cost	377	8.3	408	8.2	(7.6)
Other expenses (Including S&D exp.)	1,101	24.2	949	19.0	16.0

Total expenses	2,908	63.9	2,875	57.5	1.2
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Note: 1) Numbers in the table may not add up due to rounding-off.
2) Previous year figures have been regrouped wherever necessary.

Corporate Developments

The Board of Directors (Board) of the Company at its meeting held on July 24, 2024, considered and granted its In-Principal approval to explore and initiate the process of raising of funds through permissible means under applicable laws including but not limited to, by way of, issue of equity shares / convertible bonds / debentures / warrants / preference shares / foreign currency convertible bond (FCCB) / any other equity linked securities and/or any other securities including through preferential issue on a private placement basis, qualified institutional placement or any other methods or combinations thereof, listed or unlisted, for an amount not exceeding Rs. 10 billion, in one or more tranches, subject to such approvals as may be required.

The Board also considered and approved incorporation/establishing of a Wholly Owned Subsidiary of the Company in India with such name as may be approved by the concerned approving authority, *inter-alia* to undertake the business of distribution of products and services through a robust digital platform and also provide ancillary services.

The Board also considered and approved the Notice of Postal Ballot for seeking approval of the Shareholders for raising of funds as mentioned above.



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 582 channels & services including 83 HD channels & services. The Company has a vast distribution network of over 2,485 distributors & around 154,205 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 14 cities and are equipped to handle customer queries 24X7 in 12 different languages. For more information on the Company, please visit www.dishd2h.com