

SITI NETWORKS LIMITED

- Operating EBITDA leaps 1.9x YoY & 1.4x QoQ to Rs.930 Mn
- Operating EBITDA Margins jumps 1.7x YoY & 1.3x YoY to 24.5%
- Subscription Revenue surges 21% YoY to Rs.2,571 Mn
- Total Revenue, excluding activation rises 12% YoY to Rs.3,790 Mn
- Digital Subscriber ARPU surges 19%
- SNL Subscription Collection Efficiency @ 94%
- 9M EBITDA surpassed FY18 performance -Driven by strong subscription growth

SITI Networks Limited announces consolidated Ind-AS results for Q3FY19

New Delhi, 13th February 2019: **SITI Networks Limited** (BSE: 532795, NSE: SITINET), an Essel Group company, with 55Mn+ consumers and presence across 580+ locations in India, has released its Consolidated unaudited Financial Results for Q3FY19, continuing its consistent growth across various parameters

On the back of disciplined execution, SITI reported growth in its **Operating EBITDA by 1.4x QoQ & 1.9x YoY**. SITI **Operating EBITDA Margin also expanded significantly by 975 bps YoY to 24.5% in Q3FY19**. This was also supported by flattish operating expenses on a YoY basis and effecting a reduction of 7% QoQ

Subscription revenue **spiked 21.4% YoY to Rs. 2,571 Mn** in Q3FY19, aided by the steady growth in Digital Subscription. 9M subscription revenue grew even faster at 24%, and was at INR 7,268 mn

Blended ARPU increased substantially by **19% YoY**. This ARPU improvement was broad based across phases, with SITI's ubiquitous presence in Phase 3 and 4 showing **23% and 35% growth** respectively. SNL also ensured **subscription collection efficiency of 94%** in Q3FY19

In the quarter ending December 2018, SITI ended with an Active Subscriber base at 11.55 Mn. SITI added 36,000 HD customers and currently has an active HD subscriber base of 4.24 lakhs

Mr. Rajesh Sethi, on implementation of Tariff Order through utilization of technology and digital mediums, explained SITI's initiatives:

"We made extensive preparations for a considered migration to the new tariff order regime with a focus on customer choice, business associate exigency and regulatory compliance. The functionality of our Subscriber Management System was significantly enhanced to allow for seamless transition

SITI undertook widespread usage of digital mediums, launching a customer self-care portal & "MySiti" Android App for the end consumer to enable freedom of choice, online payment and other functionalities direct to the customer; The call center capacity was upgraded to ensure a prompt response for all customers and business associates; SITI also established multilingual call centers across the country to ensure dialectal friendly customer communication and handholding

SITI also launched a new Campaign – “**Aap ka Manoranjan, Aap ki Marzi**” on TV Screen, Web and Social Media to educate customers. SITI is providing multiple bespoke suggestive packs, a-la-carte and broadcaster bouquets to the end consumer providing wholesome entertainment to all members of the family across various geographies, in compliance with the new regulatory regime”

While commenting on the results, **Mr. Rajesh Sethi** of **SITI Networks Limited** mentioned:

“SITI Networks continued its strong growth trajectory and grew its 9M Subscription revenue by 24% YoY. This coupled with leveraging inherent operational synergies allowed us to deliver stupendous 9M Operating EBITDA at INR2,161 mn, a growth of 118% YoY. Simultaneously, a focus on prudence and lean operations expanded Operating EBITDA margins 1.9x to 20%.”



**AAP KA
MANORANJAN
AAP KI
MARZI**

**KYA AAPNE APNI CHOICE REGISTER KI?
CHOICE REGISTER KARNE KE LIYE**

MY SITI
Android App

SITI WEBSITE
www.sitinetworks.com

**APNE CABLE OPERATOR
KO CONTACT KAREIN**

**New Tariff Order and
Interconnection Regulations
as per TRAI, Government of India**

**ZINDAGI KA
NETWORK**

About SITI Networks Limited

SITI Networks Limited (Formerly known as "SITI Cable Network Limited") is a part of the Essel Group, which is one of India's leading business houses with a diverse portfolio of assets in media, packaging, entertainment, technology-enabled services, infrastructure development and education.

SITI Networks Limited is one of India's largest Multi System Operator (MSO). With 11 digital head ends and a network of more than 33,000 Kms of optical fibre and coaxial cable, it provides its cable services in India's ~580 Locations and adjoining areas, reaching out to over 55 Mn viewers.

SITI Networks deploys State-of-the-art technology for delivering multiple TV signals to enhance consumer viewing experience. Its product range includes Digital & Analogue Cable Television, Broadband and Local Television Channels. SITI Networks has been providing services in analogue and digital mode, armed with technical capability to provide features like Video on Demand, Pay per View, Over-The-Top content (OTT), Electronic Programming Guide (EPG) and Gaming through a Set Top Box (STB). All products are marketed under SITI brand name.

Conference Call

On the 15th February 2019 for the Q3FY19 Results



SITI Networks Limited

On 13th February 2019, SITI Networks Limited (BSE: 532795, NSE: SITINET EQ) is due to announce its Financial Results for the Third quarter of Fiscal Year 2019

After the conclusion of the Board Meeting and duly informing the Stock Exchanges the results would be made available on the Company's website: www.sitinetworks.com

To discuss the performance of the Company, a conference call has been scheduled on 15th February 2019

We take pleasure in inviting you to a discussion with the Senior Management of SITI Networks

We invite you to join the call and look forward to your participation. Early registration is encouraged. The operator will provide instructions on asking the question before and during the call.

Best Regards,

Ankit Saint

Date: 15th February 2019

Time: 12:00 PM (India Time); 02:30 PM (HK/SG Time)

Call Leader: Ankit Saint

Call in Numbers (India):

Primary Access Number: +91 22 6280 1229

Secondary Access Number: +91 22 7115 8130

Toll Free Call-in Numbers (International):

- USA - 18667462133
- UK - 08081011573
- Singapore - 8001012045
- Hong Kong - 800964448

Conference Code:

Please ask the operator for the "SITI NETWORKS" result call.