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## SITI NETWORKS LIMITED

- Operating EBITDA up by 146% at Rs. 549 Mn
- Operating EBITDA Margins leap 2.1x
- Subscription Revenue surges 26.3% to Rs. 2,149 Mn
- Total Revenue<sup>1</sup> up 15% to Rs. 3,282 Mn
- SITI reaches 11.7 Mn active digital subscriber base

***SITI Networks Limited announces consolidated Ind-AS results for the first quarter ended June 30, 2018***

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### Highlights for the first quarter ended June 30, 2018

- Operating EBITDA at Rs.549 Mn, up ~7% Q-o-Q
- Subscription Collection Efficiency surpasses 93% in June'18; 97% in July'18
- 3.5 lakh new Digital subscribers added in Q1FY19

New Delhi. 08<sup>th</sup> August 2018. **SITI Networks Limited** (BSE: 532795, NSE: SITINET), has released its Consolidated Financial Results for Q1FY19, ending June 30, 2018.

In line with SITI's **Profitable Growth Strategy**, SITI has maintained **persistent elevation in Operating EBITDA** reporting **146% growth** over first quarter of last fiscal. SITI reported **Operating EBITDA of Rs.549 Mn in Q1FY19** as against Rs.223 Mn on Y-o-Y basis.

The company's **Operating EBITDA Margin expanded by 892 bps** to ~17%. This has been driven by **Subscription Revenue surge of 26.3% to Rs. 2,149 Mn** and nearly flat growth in expenses.

SITI has initiated a country-wide monetization increase program in June 2018. This has resulted in a **17% increase in ARPU**. The Company has also **improved its subscription collection efficiency, surpassing 93%** in June 2018 exit, which has further risen to **97% exit July'18**.

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<sup>1</sup> Excluding Activation

The Company's **active digital subscriber base also reached 11.7 Mn** by end of the first quarter with 3.5 lakh fresh additions. The company now serves **~55 Mn+ consumers in ~580+ locations across the country**. SITI's **HD base** also increased to **3.56 lakh** by adding 41,000 subscribers in the quarter.

In preparation for the New Tariff Order, SITI is working on **Smart Tiered Packaging** to offer customers bespoke options and great value. This will further help SITI in implementing the New Tariff Order regime later in this fiscal. The Company has undertaken **significant technological and process enhancements for its Subscriber Management System** while initiating **training and education modules for all stakeholders on the New Tariff Order**.

As an Industry first, SITI implemented the **“eMIA Initiative” to ensure digitization of agreements with all partners**.

To drive employee engagement and enhance operating efficiencies, SITI launched a customized app for its employees called “My SITI”. This has helped to promote a **high-performance culture across the organization through real-time monitoring and evaluation of various operational and strategic parameters**. With a clear focus on last mile connect, a customer engagement application is under beta testing phase which will provide real-time details of consumer package, profile information & social connect.

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

*“SITI had a great start to FY19 with strong improvement across all operational metrics. Our “Customer First” strategy helped drive superlative 146% Operating EBITDA growth coupled with expansion of 892 bps in the margins.*

*While we increased our Subscription Revenue nearly 26% year on year, we have further initiated an ARPU increase program and the results will be visible in the coming Quarters.*

*With the New Tariff Order notification, we are well positioned to move to the new regime. Our systems and processes are ready for this seismic transformation of last mile operations.*

*In FY19, we intend to drive efficiencies along with solid EBITDA and Margins growth, in line with our core strategy of profitable and sustainable growth.”*

## 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 15 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 9<sup>th</sup> August 2018 for the Q1FY19 Results



## SITI Networks Limited

On 8<sup>th</sup> August 2018, SITI Networks Limited (BSE: 532795, NSE: SITINET EQ) is due to announce its Financial Results for the first 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.sitinetnetworks.com](http://www.sitinetnetworks.com)

To discuss the performance of the Company, a conference call has been scheduled on 9th August 2018

*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:** 9th August 2018

**Time:** 03:00 PM (India Time); 05:30 PM (HK/SG Time)

**Call Leader:** Ankit Saint

### Call in Numbers (India):

Primary Access Toll Number: +91 22 6280 1229

Secondary Access Toll Number: +91 22 7115 8130

### Local Access Number

**+91-7045671221**

Available in - Ahmedabad, Bangalore, Chandigarh, Chennai, Gurgaon (NCR), Hyderabad, Kochi/Cochin, Kolkata, Lucknow, Pune.

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### 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.