



## **WIRE AND WIRELESS (INDIA) LIMITED**

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**EARNINGS RELEASE FOR THE FIRST QUARTER ENDED JUNE 30, 2012**

**CONSOLIDATED OPERATING REVENUES OF RS. 1115.7 MILLION, UP 40%**

**CONSOLIDATED OPERATING PROFIT (EBITDA) OF RS. 277.4 MILLION**

**WWIL CONSOLIDATES ITS PAN-INDIA PRESENCE THROUGH STRATEGIC EXPANSIONS**

### **Q1 FY2013- Highlights**

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- ❖ Total consolidated operating revenues for the first quarter ended June 30, 2012 was Rs. 1115.7 million as compared to Rs. 798.3 million during corresponding quarter last fiscal, recording a growth of 40%.
- ❖ The consolidated operating profit (EBITDA) for the first quarter ended June 30, 2012 was Rs. 277.4 million as compared to Rs. 42.8 million during corresponding quarter last fiscal.
- ❖ WWIL expands its business operations in new Strategic towns.

**New Delhi, India; July 26, 2012** – The Board of Directors of Wire and Wireless (India) Limited (WWIL) (BSE: 532795, NSE: WWIL EQ) in its meeting held today, has taken on record the unaudited consolidated financial results of the Company and its subsidiaries for the quarter ended June 30, 2012. The consolidated total revenues for the quarter were Rs 1135.0 million and operating profit (EBITDA) was Rs. 277.4 million.

Mr. Subhash Chandra, Chairman, stated, "Mandatory digitization will put in place a sustainable television ecosystem that thrives on a well defined, fair and transparent equation between its various stake holders. It will also provide an addressable growth platform for a long term period and empower the Indian television industry to match global standards. Wire and Wireless (India) Limited is geared up to lead the digitization campaign from the front".

Commenting on the financial performance, Mr. Chandra said, "WWIL remains focused on increasing its operating revenues and cost control thereby improving its bottom line".

Mr. Anil Malhotra, COO of WWIL commented, "We have extended the momentum gained during the last fiscal into the first quarter of FY13. Our consolidated revenue grew to Rs 1135.03 million, a growth of 41% over corresponding quarter of last year. We are confident that the significant positive



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momentum of the business will not only continue to drive WWIL's growth for the remainder of the fiscal year, but also strengthen the Company for growth in the years to come.

Mr. Malhotra further added that "As part of our commitment for timely implementation of digitization, we have announced path breaking initiatives to share carriage revenue with cable operators in our Mumbai, Delhi & Kolkata market. It is a bold step which we have taken with a view to grow the business under full transparency, hitherto missing in the entire value chain of cable business".

**Condensed consolidated statement of operations – Q1 FY2013**

The table below presents the condensed statement of consolidated operations for Wire and Wireless (India) Limited and its subsidiaries for the first quarter of FY2013, as published:

WWIL - Consolidated (Rs Million)	Q 1 FY2013	Q1 FY2012	% of Total Revenue		% Growth
			Q1 FY2013	Q1 FY2012	
Operating Revenues	1115.7	798.3	98%	99%	39.8%
Operating Expenditure	857.6	761.7	76%	95%	12.6%
<b>Operating Profit/(Loss) before depreciation</b>	<b>258.1</b>	<b>36.6</b>	<b>24%</b>	<b>5%</b>	<b>605.8%</b>
Finance cost	175.7	151.2	15%	19%	16.2%
Depreciation	90.5	70.3	8%	9%	28.7%
Exceptional Item	0.0	233.4	0%	29%	-
<b>Operating Profit/(Loss) after interest, depreciation and ex. Item</b>	<b>(8.2)</b>	<b>(418.4)</b>	<b>-1%</b>	<b>-52%</b>	<b>98.0%</b>
Other Income	19.4	6.2	2%	1%	212.1%
<b>PBT</b>	<b>11.1</b>	<b>(412.2)</b>	<b>1%</b>	<b>-51%</b>	<b>102.7%</b>
Provision for tax	58.9	7.8	5%	1%	651.6%
<b>PAT</b>	<b>(47.7)</b>	<b>(420.0)</b>	<b>-4%</b>	<b>-52%</b>	<b>88.6%</b>
Minority interest	0.0	(13.8)	0%	-2%	-

**Consolidated operating revenue:**

The Company's operating revenue for the quarter is Rs. 1115.7 million as compared to Rs. 798.3 million during corresponding quarter last fiscal, recording an increase of 40%. Operating revenue is primarily generated from subscriber related income, income from bandwidth charges, income from advertisements, STB activation charges and other operating revenues.



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**Consolidated operating expenditure:**

The Company's main operating expenses include cost of goods and services, employees' cost, selling & distribution expenses and other expenditure. Total consolidated operating expenses stood at Rs. 857.6 million for the first quarter ended June 30, 2012 as against to Rs. 761.7 million during the corresponding quarter last fiscal, recording an increase of 13%. Major cost item was cost of goods & services recorded as Rs. 600.4 million during the quarter representing 53% of the total revenue in comparison to Rs. 567.28 million in the first quarter of the last fiscal, representing 71% of the total revenue.

The table below will enable a better understanding of the operation cost:

WWIL - Consolidated (Rs in Millions)	Q1 FY2013	Q1 FY2012	% of Total Revenue		% Growth
			Q1 FY2013	Q1 FY2012	
Cost of Goods & Services	600.5	567.3	53%	71%	5.8%
Staff Costs	76.9	64.4	7%	8%	19.5%
Administrative Expenses	142.1	91.4	13%	11%	55.5%
Selling & Distribution Expenses	38.2	38.7	3%	5%	-1.3%
Total Operational Cost	857.6	761.7	76%	95%	12.6%

**About Wire and Wireless (India) Limited**

Wire and Wireless (India) 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.

Wire and Wireless (India) Limited is one of India's largest Multi System Operator (MSO). With 54 analogue and 13 digital head ends and a network of more than 12000 Kms of optical fibre and coaxial cable, it provides its cable services in India's 58 key cities and the adjoining areas, reaching out to over 10 million viewers.

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

For More information about WWIL and its businesses, please log on to [www.wwil.net](http://www.wwil.net).



**Note: This earnings release contains consolidated results that are un-audited and prepared as per Indian Generally Accepted Accounting Principles (GAAP).**





## EARNINGS RELEASE FOR THE QUARTER ENDED JUNE 30, 2012

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### Caution Concerning Forward-Looking Statements

This document includes certain forward-looking statements. These statements are based on management's current expectations or beliefs, and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors. Wire and Wireless (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.