



SITI Networks Limited

Q4FY21 Investor Presentation

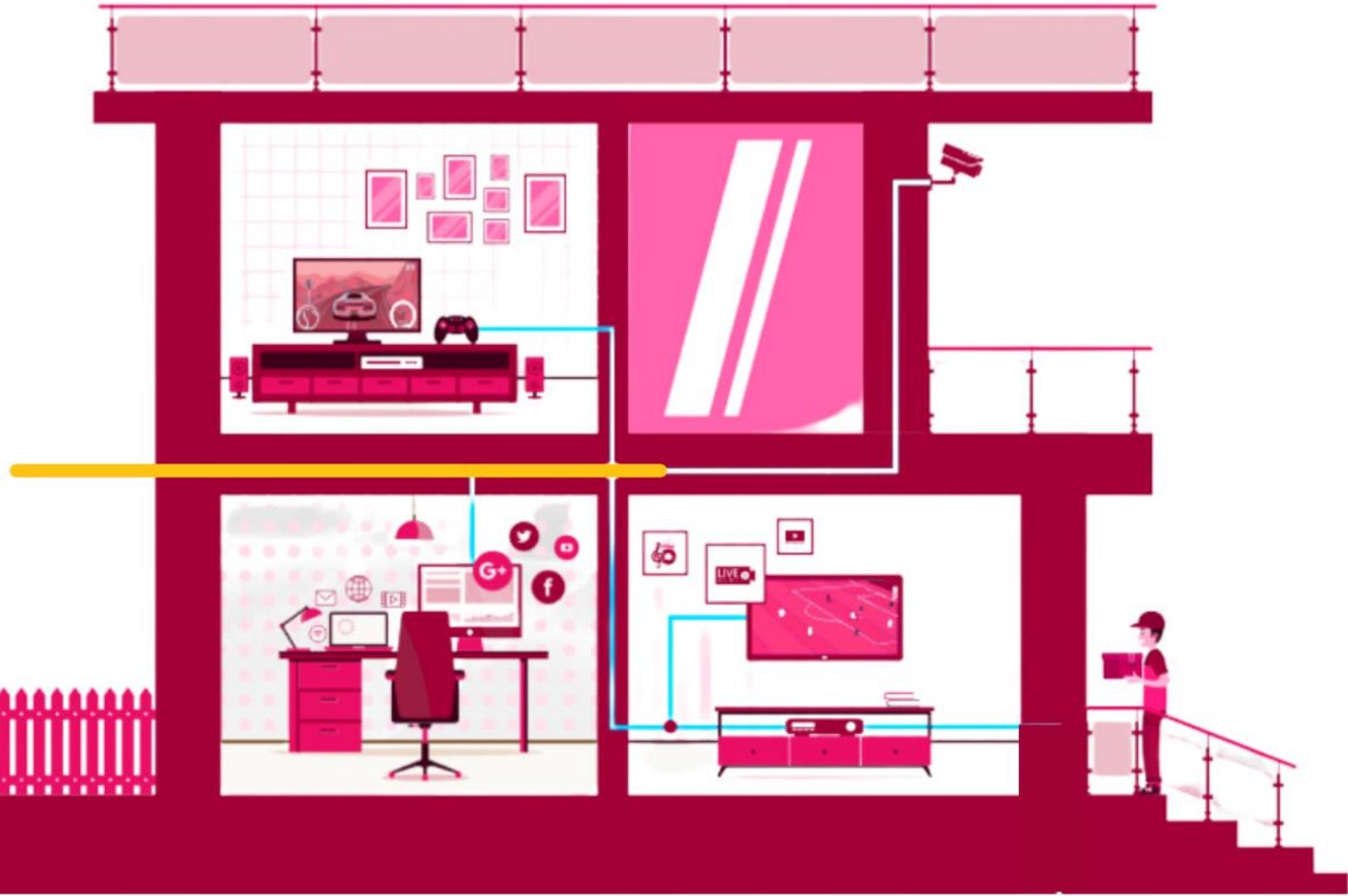
Formerly known as SITI Cable Network Limited
BSE : 532795 | NSE : SITINET | Bloomberg : SCNL:IN | Reuters : SITI.NS
www.sitinetworks.com





WIRED TO THE FUTURE

ONE PLATFORM. MANY SERVICES



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 SITI Networks Limited (SITI Networks) 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 guarantee 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. SITI Networks does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.



NETWORKS

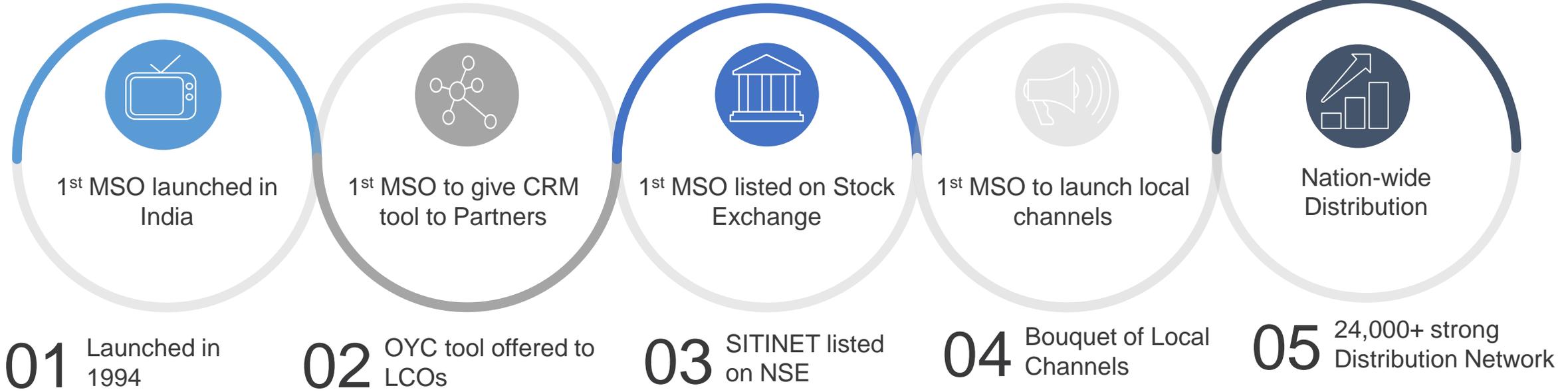
ZINDAGI KA NETWORK

- India's **Leading Digital TV Network**
- Present in **20+** States across India
- Footprint across **249+** districts **800** locations
- Delivering content to consumers 24/7



SITI Networks

India's Leading Digital TV Network



100%

Prepaid

5.4

Lakh High Definition Customers

24,000

Partners across India

79%

Base on DPO Packs

99%+

Digital Payments

₹127

Digital Video B2B
ARPU exit Q3FY21

10

Digital Headends

~33,000

Kms Intra-city OFC &
Coaxial Network

1.2

Gbps links for Pan-India Transport
to carry Digital TV signals

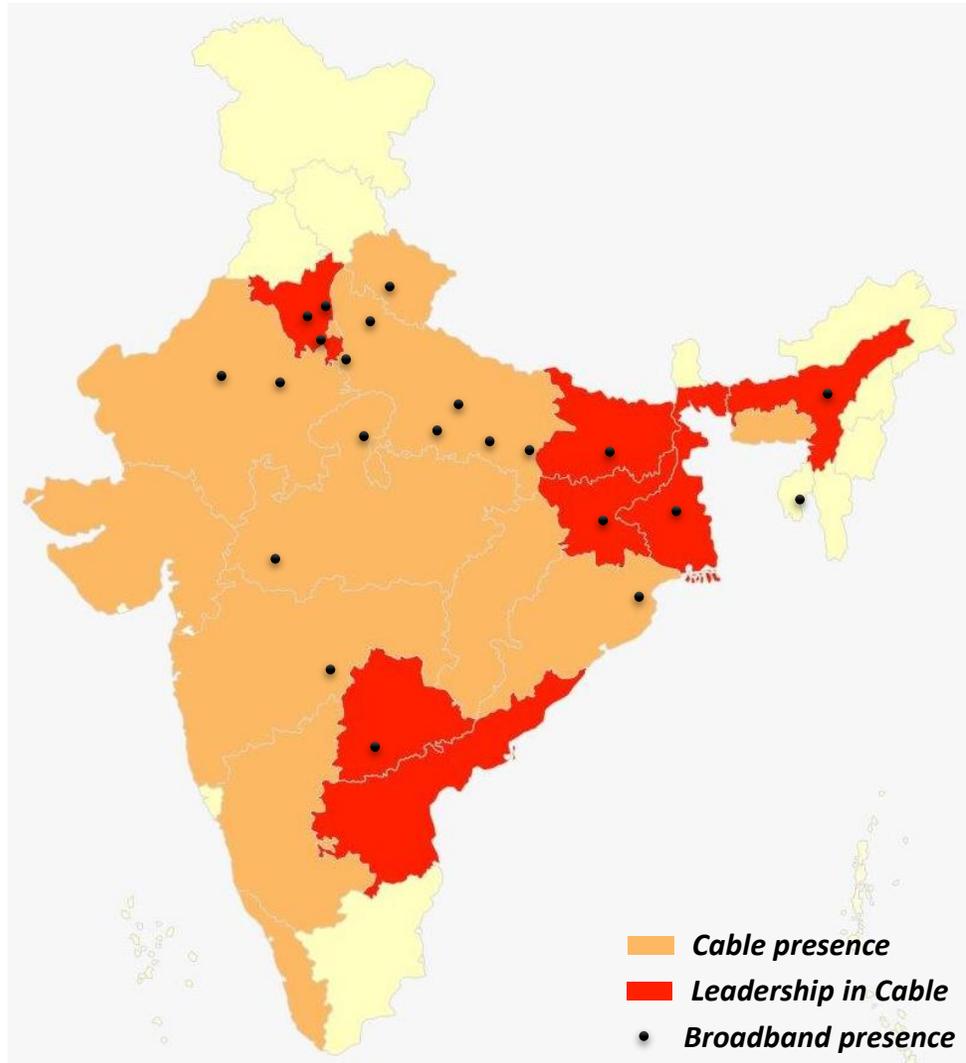
500

IP Points

DOCSIS+GPON

Hybrid Technology to offer Integrated
Cable & Broadband Services

Leading MSO with widespread presence in India



Leading Player in East India, Andhra Pradesh, Telangana & Haryana

SITI Networks

Competitive Advantage



01

India's largest MSO
Presence across 800 locations

Country-wide Access

02

Using latest MPEG4 STBs
Broadband through Hybrid (DOCSIS 2/3 & GPON) Network

Superior Technology

03

OYC Subscriber Management System
Conax CAS
SAP Based systems
Uniform commercial policies

Systems and Processes

04

In discussion with various service providers for creating value adds for SITI base

Strategic Alliances

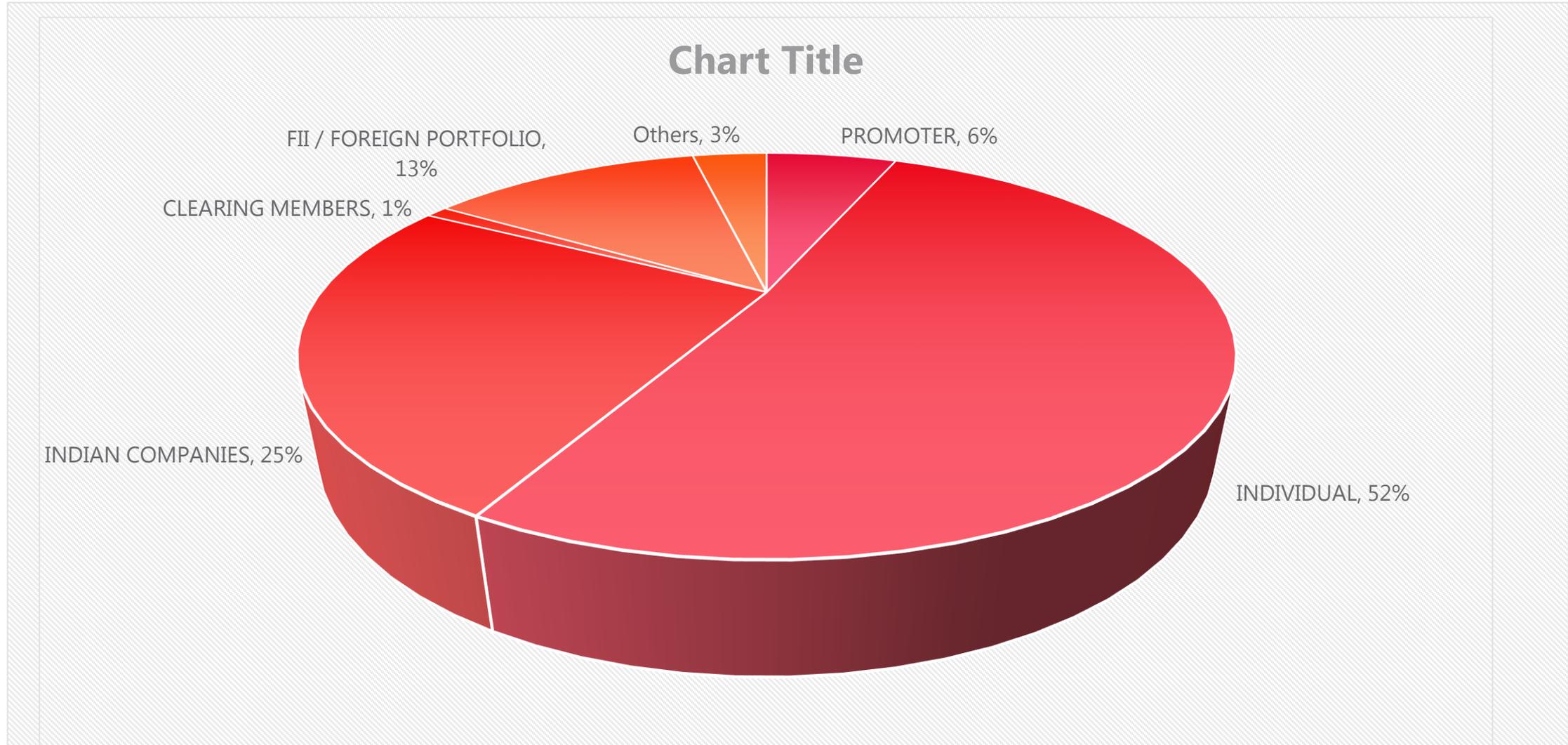
05

Professional Management
Lean and Agile Organizational Structure
Value unlocking: Consolidating MSOs

Efficient Execution

SITI Networks

Sizeable Free Float & Institutional Ownership



As of 31 Mar 2021

Others include HUF, Clearing Members, banks, trusts and NRIs



Technology Infrastructure

Video & Broadband

- 10 Digital Headends; Intra-city OFC and Coax Network of ~33,000 Kms covering ~ 800 locations
- Transport of Digital CATV signals on 1.2 Gbps links across the country; ~500 IP Points
- Hybrid (DOCSIS+ GPON) Technology to offer Cable Broadband services

Digital Headends	Modems	STB's	Chipsets	Servers	CAS, SMS, EPG	Connectivity
  	   	  	 	  	  	    

Financials & Operating Metrics

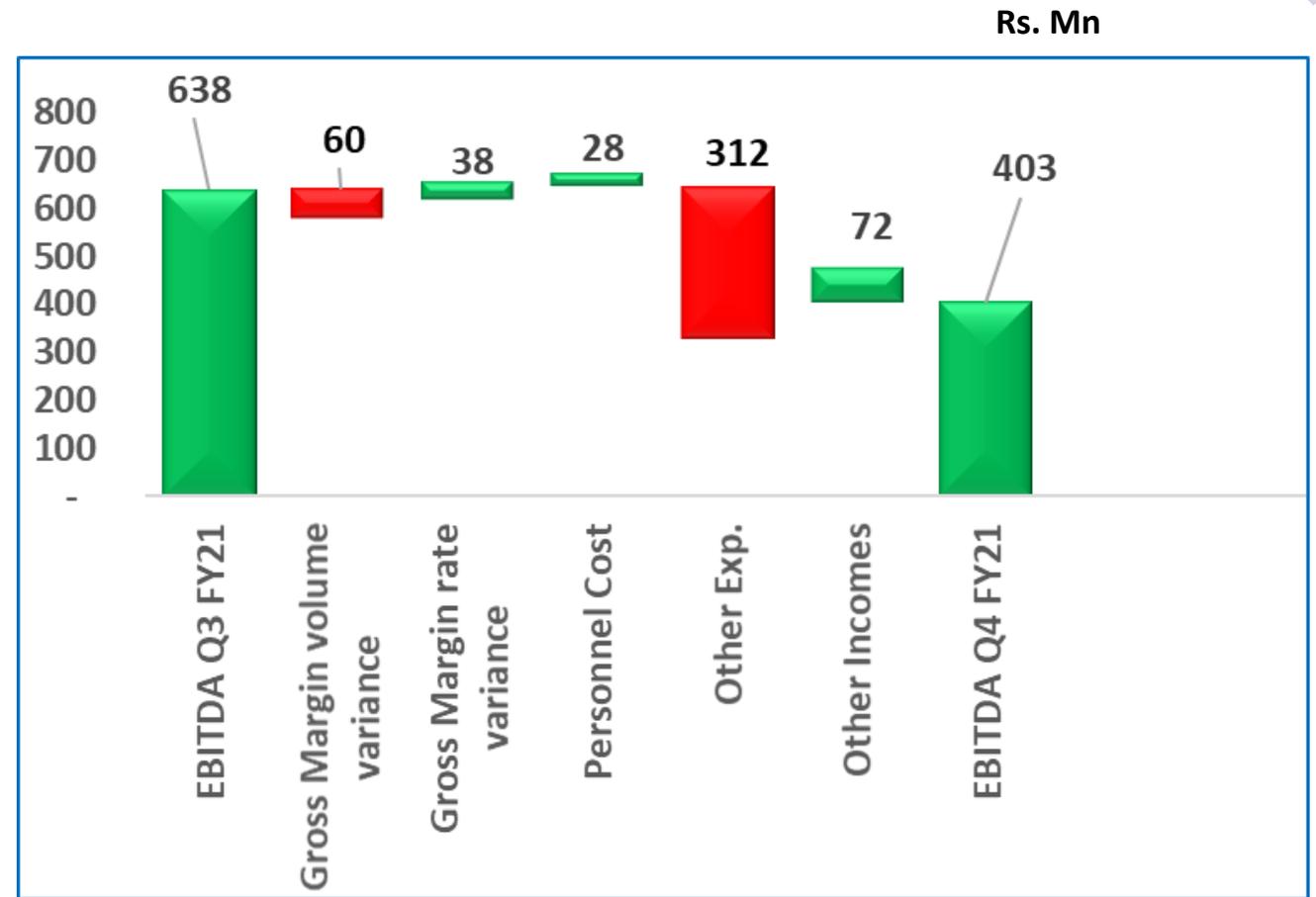
SITI Networks Consolidated results



- Operating EBITDA stands at **Rs. 403 Mn in Q4 FY 21**
- Operating EBITDA Margin stands at **10.4% in Q4 FY 21**
- Total Revenue¹ **Rs. 3,875 Mn in Q4 FY 21**
- Subscription Revenue stands at **Rs. 2,514 Mn**
- Broadband Revenue surged 20% y-o-y to **Rs. 1,018 Mn**

Q4 FY21 vs Q3 FY21 Consolidated Waterfall Analysis

- Gross Margin = Subscription + Placement/Marketing Income - Pay Channel – Marketing Cost



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Thank You

Investor Relations, SITI Networks Limited
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