SITI Networks Limited

UG Floor, FC-19 & 20, Sector-16 A, Film City,

Noida, Uttar Pradesh-201301, India

Tel: +91-120-4526700

Website: www.sitinetworks.com



February 13, 2019

To,

The General Manager Corporate Relationship Department BSE Limited Phiroze Jeejeeboy Towers Dalal Street, Fort, Mumbai- 400 001

BSE Scrip Code: 532795

The Manager Listing Department National Stock Exchange of India limited Plaza, 5th Floor, Plot no. C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai- 400 051 NSE Scrip Symbol: SITINET

Kind Attn.: Corporate Relationship Department

Subject: Proceedings of the Board Meeting held on February 13, 2019

Dear Sir,

Pursuant to Regulation 30 and other applicable Regulations of Securities and Exchange Board of India (Listing obligations and Disclosure Requirements) Regulations, 2015, this is to inform you that the Board of Directors of the Company at their meeting held today i.e. on February 13, 2019, has inter-alia considered and approved the un-audited Financial Results of the Company, both on a Standalone and Consolidated basis, for the third quarter of financial year 2018-19 and nine months ended on December 31, 2018.

We are enclosing herewith a copy of un-audited Financial Results along with Earning Release and Limited Review Certificate(s) on both standalone and consolidated Financial Statements issued by the Statutory Auditor of the Company.

Please note that a conference call to discuss performance of the Company has been scheduled on February 15, 2019 at 12:00 noon. Details of such call have been uploaded on the website of the Company.

You are requested to kindly take the above on record.

Thanking you,

Yours truly,

For Siti Networks Limited

Suresh Kumar

Company Secretary



Regd. Off.: Unit No. 38, 1st Floor, A Wing, Madhu Industrial Estate, P.B. Marg, Worli, Mumbai - 400 013 Tel.: +91-22-43605555 CIN No.: L64200MH2006PLC160733

UNAUDITED FINANCIAL RESULTS (CONSOLIDATED)

SITI NETWORKS LIMITED

Regd. Office: Unit No. 38, 1st Floor, A Wing, Madhu Industrial Estate, P. B. Marg, Worli, Mumbai-400013.

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Stateme	Statement of consolidated unaudited results for the quarter and nine months ended December 31,	nine months ende		2018			(₹ in lacs)	Part - I
	Particulars	Quarter ended December 31, 2018		Quarter ended December 31, 2017	Nine months ended December 31, 2018	Nine months ended December 31, 2017	Year ended March 31, 2018	Part
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
-	Revenue from operations	38.592.1	38.674.1	35.745.6	112.271.4	107.472.2	141 040 1	I Reve
=	Other income	418.5	6811	7390	1 339 2	1 750 1	1 507 3	
	Total income (I+II)	39,010.6	39,355.2	36,484.6	113,610.6	109,222.3	142,637.4	
	Cost of materials consumed	19.8	418	39 1	100 8	1153	1765	IV Exp
	Purchase of stock-in-trade	76.1	(0.0)	98.9	173.6	99.5	156.2	Purc
	Carriage sharing, pay channel and related costs	16,698.2	17,876.1	17,061.6	51,020.2	49,427.2	63,790.2	Carr
	Employee benefits expense	2,071.3	2,148.3	2,250.4	6.260.9	6,869.7	9,049.4	Emp
	Depreciation and amortisation expense	4,113.2	4,038.5	3,126.2	12,605.4	10,151.5	13,954.9	Fina
	Other expenses	9.457.9	9,243.8	8.356.0	27.585.9	23,537.3	32.617.0	Depr
:	Total expenses (IV)	42,169.8	43,939.6	40,211.1	126,781.4	117,325.9	156,757.3	Tota
<	of associates and joint ventures and exceptional Items(III-IV)	(3,159.2)	(4,584.4)	(3,726.5)	(13,170.8)	(8,103.6)	(14,119.9)	V Loss
I.	Share in profit/(loss) of associates and joint ventures	34.5	29.6	(16.4)	. 26.5	(97.0)	(58.0)	VI Exce
IIA	Loss before exceptional items and tax (V+VI)	(3,124.7)	(4,554.8)	(3,742.9)	(13,144.3)	(8,200.6)	(14,177.9)	VII Loss
Y Y	Exceptional items				(250.7)	(468.0)	(1,634.1)	
IX.	Tay expense	(3,124.7)	(4,554.8)	(3,742.9)	(13,395.0)	(8,668.6)	(15,812.0)	_
	Current Tax	827.9	408.2	400.7	1,485.7	3,128.8	727.8	X Othe
4	Deferred Tax	(409.5)	(172.8)	(934.0)	(844.3)	(1.831.8)	449.9	
× ×	Loss for the period (IX-X)	(3.543.1)	(4.790.2)	(3.209.6)	641.4	1,297.0	1,177.7	Item
IIX	Other comprehensive income:							XI Tota
	Items that will not be reclassified to profit or loss	7.3	7.4	(5.7)	22.0	(17.0)	39.1	XII Paid
	Total comprehensive income for the period (including non-controlling interest) (XI+XII)	(3,535.8)	(4,782.8)	(3,215.3)	(14,014.4)	(9,982.6)	(16,950.6)	XIII Earn
	Net (loss)/income attributable to: A Owners of the parent B Non-controlling interest	(3,343.6)	(4,984.4)	(3,701.9)	(14,316.4)	(13,166.7)	(19,385.7)	a) Ba b) D
	Other comprehensive (loss)/income attributable to: A Owners of the parent	6.1	6.2	(5.7)	18 4	(170)	36.2	
	B Non-controlling interest Total comprehensive income attributable to:	1.2	1.2	•	3.6	•	2.9	
	A Owners of the parent B Non-controlling interest	(3,337.5) (198.3)	(4.978.2) 195.4	(3,707.6) 492.3	(14,298.0) 283.6	(13.183.7) 3,201.1	(19,349.5) 2,398.9	
IIIX	Paid-up equity share capital (Face value ₹ 1/- per share)	8,720.5	8,720.5	8,720.5	8,720.5	8,720.5	8,720.5	
VIV	Earnings per share (of ₹ 1 /- each) (not annualised)							
	a) Basic b) Diluted	(0.4)	(0.6)	(0.4) (0.4)	(1.6)	(1.5)	(2.2)	
		The same of the sa						

(13,166.7)	(9,982.6)	(17.0)		1,297.0 (9,965.6)	3,128.8	(8,668.6)	(8,200.6)	(97.0)	(8,103.6)	117,325.9	27.125.4	23,537.3	10,151.5	6,869.7	49,427.2	99.5	115.3	109,222.3	1,750.1	107,472.2	(Unaudited)	Nine months ended December 31, 2017		
(19,385.7)	(16,950.6)	39.1		1,177.7	727.8 449.9	(15,812.0)	(14,177.9)	(58.0)	(14,119.9)	156,757.3	37,013.1	32.617.0	13,954.9	9.049.4	63,790.2	156.2	176.5	142,637.4	1.597.3	141,040.1	(Audited)	Year ended March 31, 2018	(₹ in lacs)	
a) Basic b) Diluted	XIII Earnings per share (of ₹ 1/- each) (not annualised)	XII Paid-up equity share capital (Face value ₹ 1/- per share)	XI Total comprehensive income (IX+X)	Items that will not be reclassified to profit or loss	X Other comprehensive income:	Total tax expense	VII Loss before tax (V+VI)	VI Exceptional items	V Loss before exceptional items and tax (III-IV)	Total expenses (IV)	Other expenses	Depreciation and amortisation expenses	Finance costs	Employee benefits expense	Carriage sharing, pay channel and related costs	Purchases of stock-in-trade	Cost of materials consumed		II Other income	I Revenue from operations		Particulars	Statement of standalone unaudited results for the quarter and nine months ended	Part - I
(0.3)		8,720.5	(2,922.3)	4.3	(2,926.6)		(2,926.6)		(2,926.6)	25,213.2	6,170.6	5,404.5	3,807.3	1,409.3	7,969.8	450.0	1.7	22,286.6	601.4	21,685.2	(Unaudited)	Quarter ended December 31, 2018	nine months endec	UNAUDITED FINANCIAL
(0.6)		8.720.5	(4,967.7)	4.3	(4,972.0)	1 1	(4,972.0)		(4,972.0)	27,513.7	5,756.9	5,231.4	3,649.0	1,377.5	10,830.2	658.7	10.0	22,541.7	608.2	21,933.5	(Unaudited)	Quarter ended September 30, 2018	December 31, 2018	RES
(0.4) (0.4)		8.720.5	(3,848.8)	(3.4)	(3,845.4)	(0.1)	(3,845.5)	1	(3,845.5)	26,520.5	5,571.1	4.654.9	3.036.6	1.601.8	11,129.5	524.4	2.2	22,675.0	384.2	22,290.8	(Unaudited)	Quarter ended December 31, 2017	8	ULTS (STANDALONE)
(1.7)		8.720.5	(14,505.3)	12.9	(14,518.2)	1 1	(14,518.2)	(630.9)	(13,887.3)	77,913.8	16,543.3	15,641.6	11,147.7	4,221.2	28,584.4	1,759.4	162	64,026.5	1.073.1	62,953.4	(Unaudited)	Nine months ended December 31, 2018		
(1.7) (1.7)		8.720.5	(14,951.3)	(10.0)	(14,941.3)	1 1	(14,941.3)	(468.0)	(14,473.3)	78,789.2	16,505.1	13.132.3	9.217.3	5,002.8	31,551.3	3,370.3	101	64,315.9	1,230.7	63,085.2	(Unaudited)	Nine months ended December 31, 2017		
(2.4) (2.4)		8 720 5	(20,540.4)	17.3	(20,557.7)	1 1	(20,557.7)	(468.0)	(20,089.7)	104,948.5	23,642.7	18.301.5	12.734.6	6.446.2	39,908.1	3,904.9	10.5	84,858.8	1.078.0	83,780.8	(Audited)	Year ended March 31, 2018	(₹in lacs)	







SITI NETWORKS LIMITED

Regd. Office: Unit No. 38, 1st Floor, A Wing, Madhu Industrial Estate, P. B. Marg, Worli, Mumbai-400013

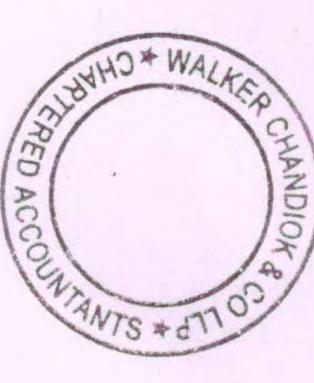
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Notes:-

- a single business segment of cable and broadband distribution in India only. Hence there are no separately reportable business or geographical segments as per Indian Accounting SITI Networks Limited ('the Company' or 'the Holding Company'), its subsidiaries, its associates and its joint ventures (collectively re-Standard ('Ind AS') 108 on Operating Segments. The aforesaid is in line with the way operating results are reviewed and viewed by the ferred to as 'the Group') predominantly operate in chief operating decision maker(s).
- 2 their meeting held on February 13, 2019. These standalone and consolidated financial results including comparative figures have been reviewed by the Audit Committee and approved by the Company's Board of Directors in
- w dated July 05, 2016 and other recognised accounting practices and policies. Accounting Standards specified under Section 133 of the Companies Act, This statement of standalone and consolidated financial results for the quarter and nine months ended December 31, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 2018 has bee November 30, 2015 and CIR/CFD/FAC/62/2016 n prepared in accordance with applicable Indian
- management of the Company. The statutory auditors have carried out limited review of the standalone and consolidated financial results for the quarter and nine months ended December 31, 2018, as prepared by the
- S transition from analogue regime to DAS and are in the process of implementation of revenue sharing contracts with the local cable operators January 31, 2017 and March 31, 2017 respect the Group has invoiced certain LCOs and recognised subscription revenue in the quarter and nine months ended December 31, 2018 The digitisation of cable networks has been implemented in Phase 1 and 2 cities starting from November 1, 2012 onwards and Phase 3 have a significant impact on these financial results. certain estimates (net basis) derived from market trends and ongoing discussion with the LCOs. Management is of the view that the execution/implementation of such contracts will not tively, as per the extended timelines. Owing to the initial delays in implementation of DAS, all the Multi-System Operators (MSOs) are in and 4 cities were to be digitised by and the comparative periods presented based on (LCOs). Accordingly, the Company and
- 6 revenue growth by the management and continued financial support from a stakeholder of the Company, the financial results for the quarter and nine months ended December 31, 2018 continue to be prepared on a going concern basis. The Company continued to incur losses during the quarter and nine months ended December 31, 2018, but in view of the present positive net worth, expected substantial subscription
- shares of face vale ₹ 10 each) in another subsidiary of the Company namely, SITI Godaari Digital Service Private Limited, thereby making it a wholly owned subsidiary of the Group. During the nine months period ended December 31, 2018, Variety Entertainment Private Limited (wholly owned subsidiary of the Company) had acquired 49% shareholding (4900
- ∞ arrangement, Siti Bhatia and Siti Chhattisgarh Multimedia Private Limited (associate of Siti Bhatia) cease to part of the Group. amounting to During the nine months period ended December 31, Siti Bhatia Networks Entertainment Private 380.2 lacs which has Limited ('Siti Bhatia') for a consideration of 2018, the Company had divested its 51% shareholding (10,409 shares of face v exceptional item in consolidated financial results. Thereby, 1 11 lacs pursuant to which, the Group from the date of closure of this divestment and settlement has realised profit on disposal of the investment alue ₹ 10 each) in a subsidiary company namely,
- Siti Bhatia amounting to ₹ 630.9 lacs, pursuant to aforementioned divestment and settlement arrangement. The exceptional item in the standalone and consolidated financial results for the nine months period ended December 31, 2018 also consists of write off of the amount recoverable from
- 9 towards settlement as a one time cost towards Exceptional item in the standalone and consolidated financial results for the nine months period ended December 31, 2017 and year ended March 31, 2018 represents amount incurred restructuring of the operations to improve efficiencies.
- 10 disclosed as exceptional item in the consolidated financial results for the year ended March 31, 2018. subsidiary companies had reached further negotiations with the customers and had accordingly written off such old receivables based The subsidiary companies had recognised certain receivables in the prior years pertaining to billings done on estimation (net) basis. During the financial year ended March 31, 2018, the on management estimates, which have also been
- During the nine months period ended December 31, 2018, the Company had formed a subsidiary namely, SITI Networks India LLP
- 12 to the Group. Effective February 1, 2019, the revised regulatory framework released in March 2017 by the Telecom Regulatory Authority of India (TRAI) for digital television services is applicable

Place: Gurugram

Date: February 13, 2019



SITINE ANORATES AND ANTINITIES

For and on behalf of the Board of Directors of SITI Networks Limited

Executive Director

Walker Chandiok & Co LLP (Formerly Walker, Chandiok & Co) 7th Floor, Plot No. 19A, Sector 16A, Noida 201301 India

T +91 120 710 9001 F +91 120 710 9002

Independent Auditor's Review Report on Standalone Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of SITI Networks Limited

- 1. We have reviewed the accompanying statement of unaudited standalone financial results ('Statement') of SITI Networks Limited ('the Company') for the quarter ended 31 December 2018 and the year to date results for the period 01 April 2018 to 31 December 2018, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies has not disclosed the information required to be disclosed in accordance with the



requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Walker Chandiok & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

Sumit Mahajan

Partner

Membership No.: 504822

Place: Gurugram

Date: 13 February 2019

Walker Chandiok & Co LLP (Formerly Walker, Chandiok & Co) 7th Floor, Plot No. 19A, Sector 16A, Noida 201301 India

T +91 120 710 9001 F +91 120 710 9002

Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of SITI Networks Limited

Chandigarh, Chennai, Gurgaon, Hyderabad, Kochi, Kolkata, Mumbai, New Delhi, Noida and Pune

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- 1. We have reviewed the accompanying statement of unaudited consolidated financial results ('Statement') of SITI Networks Limited ('the Company'), its subsidiaries (the Company and its subsidiaries together referred to as 'the Group'), its associates and joint ventures (Refer Annexure 1 for the list of subsidiaries, associates and joint ventures included in the Statement) for the quarter ended 31 December 2018 and the consolidated year to date results for the period 01 April 2018 to 31 December 2018, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 3. Based on our review conducted as above and upon consideration of the review reports of the other auditors, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Independent Auditor's Review Report on Consolidated Quarterly Financial Results of SITI Networks Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Cont'd)

- 4. We did not review the financial results of twenty subsidiaries included in the Statement whose financial results reflect total revenues of ₹ 18,544.81 lacs and ₹ 53,744.65 lacs for the quarter and nine months ended 31 December 2018 respectively, net profit (including other comprehensive income) of ₹ 327.31 lacs and ₹ 455.12 lacs for the quarter and nine months ended 31 December 2018 respectively. The Statement also includes the Group's share of net profit (including other comprehensive income) of ₹ 34.50 lacs and ₹ 28.67 lacs for the quarter and nine months ended 31 December 2018, as considered in the Statement, in respect of two associates and a joint venture, whose financial results have not been reviewed by us. These financial results have been reviewed by other auditors whose review reports have been furnished to us by the management and our report in respect thereof is based solely on the review reports of such other auditors. Our review report is not modified in respect of this matter.
- 5. We did not review the financial results of five subsidiaries included in the Statement whose financial results reflect total revenues of ₹ 1,640.06 lacs and ₹ 5,146.60 lacs for the quarter and nine months ended 31 December 2018 respectively and net loss (including other comprehensive income) of ₹ 1002.29 lacs and ₹ 883.80 lacs for the quarter and nine months ended 31 December 2018 respectively. The Statement also includes the Group's share of net loss (including other comprehensive income) of ₹ Nil and ₹ 2.17 lacs for the quarter and nine months ended 31 December 2018 respectively, as considered in the Statement, in respect of an associate, whose financial results have not been reviewed by us. These financial results have not been reviewed and have been furnished to us by the management and our report in respect thereof is based solely on such management prepared unreviewed financial results. Our review report is not modified in respect of this matter.

For Walker Chandiok & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

Sumit Mahajan

Partner

Membership No.: 504822

Place: Gurugram

Date: 13 February 2019

Independent Auditor's Review Report on Consolidated Quarterly Financial Results of SITI Networks Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Cont'd)

Annexure 1

List of entities included in the Statement

Subsidiaries

- 1. Central Bombay Cable Network Limited
- 2. Indian Cable Net Company Limited
- 3. Master Channel Community Network Private Limited
- 4. Siti Networks India LLP (w.e.f. 07 May 2018)
- 5. Siti Broadband Services Private Limited
- 6. Siti Faction Digital Private Limited
- 7. Siti Global Private Limited
- 8. Siti Guntur Digital Network Private Limited
- 9. Siti Jai Maa Durgee Communications Private Limited
- 10. Siti Jind Digital Media Communications Private Limited
- 11. Siti Jony Digital Cable Network Private Limited
- 12. Siti Krishna Digital Media Private Limited
- 13. Siti Maurya Cable Net Private Limited
- 14. Siti Prime Uttaranchal Communication Private Limited
- 15. Siti Sagar Digital Cable Network Private Limited
- 16. Siti Saistar Digital Media Private Limited
- 17. Siti Siri Digital Network Private Limited
- 18. Siti Vision Digital Media Private Limited
- 19. Siticable Broadband South Limited
- 20. Variety Entertainment Private Limited
- 21. Axom Communications & Cable Private Limited
- 22. SITI Godaari Digital Services Private Limited
- 23. Indinet Service Private Limited
- 24. Siti Karnal Digital Media Network Private Limited
- 25. Siti Bhatia Network Entertainment Private Limited (till 14 June 2018)

Joint Ventures

- 1. Wire And Wireless Tisai Satellite Limited
- 2. C&S Medianet Private Limited (till 31 October 2018)

Associates

- 1. Voice Snap Services Private Limited
- 2. C&S Medianet Private Limited (w.e.f. 01 November 2018)
- 3. Siti Chattisgarh Multimedia Private Limited (till 14 June 2018)





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 SITIs 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%."









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 $15^{\rm th}$ 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.



