

DISH TV INDIA LIMITED

EARNINGS RELEASE FOR THE QUARTER ENDED JUNE 30, 2022

EVOLVING IN A CHANGING LANDSCAPE

1Q FY23 OPERATING REVENUES OF Rs. 6,086 MILLION

SUBSCRIPTION REVENUES OF Rs. 5,453 MILLION

EBITDA OF Rs. 3,238 MILLION

PAT OF Rs. 178 MILLION

1Q FY23 Highlights

- ❖ Operating revenues of Rs. 6,086 million
- ❖ Subscription revenues of Rs. 5,453 million
- ❖ EBITDA of Rs. 3,238 million
- ❖ EBITDA margin at 53.2 %
- ❖ PAT of Rs. 178 million

NOIDA, India; August 09, 2022 - Dish TV India Limited (BSE: 532839, NSE: DISHTV, LSE: DTVL) today reported first quarter fiscal 2023 unaudited consolidated subscription revenues of Rs. 5,453 million and operating revenues of Rs. 6,086 million. EBITDA for the quarter was Rs. 3,238 million. Profit after tax was Rs. 178 million.

The Board of Directors in its meeting held today, has approved and taken on record the unaudited consolidated financial results of Dish TV India Limited and its subsidiaries for the quarter ended June 30, 2022.

Evolving in a Changing Landscape

The first quarter of the current fiscal to some extent was an extension of the fourth quarter of the previous fiscal. Not only did inflation-linked cautiousness in viewers remained intact, the changing landscape of the entertainment industry continued to influence subscriber retention and growth.

Growing number of content delivery and viewing options made the industry more dynamic than ever before and recurring capital expenditure remained the single most important factor to sustain growth.

Dish TV chose the middle path and maintained a moderate pace of capital expenditure while prioritising debt repayment over new acquisitions.

External factors dominated and impacted the recharge behavior of DTH subscribers with top-end consumers swapping between DTH & streaming content and bottom-end subscribers alternating between free-to-air and pay DTH thus affecting revenues and net base.

However, notwithstanding the proliferation of video viewing platforms, the popularity of DTH as an all-encompassing, user and pocket-friendly option is well maintained in the many emerging alternatives in the market.

Dish TV's subscriber acquisitions were higher during the first quarter of the current fiscal as compared to the same quarter last year though, a weak consumer sentiment coupled with a broader shift in industry dynamics neutralized any positive change in net subscriber base.

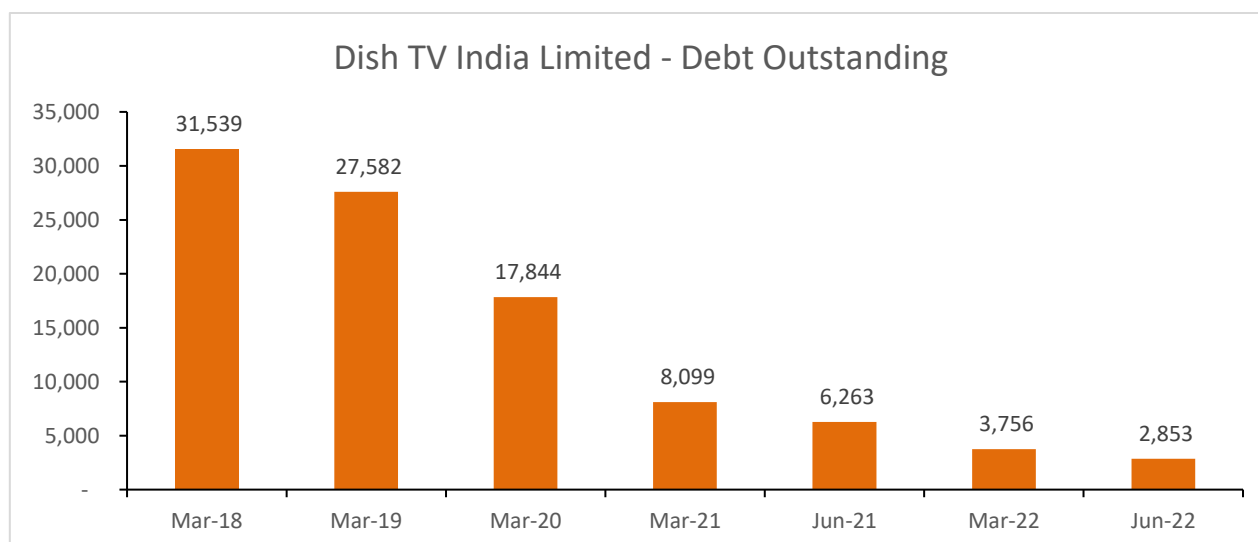
Mr. Anil Dua, Group CEO, Dish TV India Limited, said, "In the changing industry landscape, Dish TV is committed to exploring and embracing new possibilities that would enable it to offer a more contemporary and bespoke service bouquet. As an entertainment distribution company, we would want to be a one-stop destination for viewers seeking video content and continue working towards that objective."

Dish TV is gradually diversifying into a content distribution platform with multiple video streaming apps (OTT) in addition to linear TV content. During the quarter, Dish TV introduced yet another OTT app on its hybrid set-top-box, taking the total OTT count to 15. The hybrid offering enables customers with or without Smart TV's to access their choice of streaming content while parallely availing standard linear TV content thus addressing the dynamic needs of the consumer.

Financials

Operating revenues for the quarter were Rs. 6,086 million. Corresponding EBITDA was Rs. 3,238 million. EBITDA margin for the quarter was at 53.2%. Profit after tax for the period was Rs. 178 million.

The Company paid-off Rs. 903 million debt during the quarter thus reducing its overall debt to Rs. 2,853 million at the end of first quarter of 2023 as compared to Rs. 3,756 million at the close of fiscal 2022.



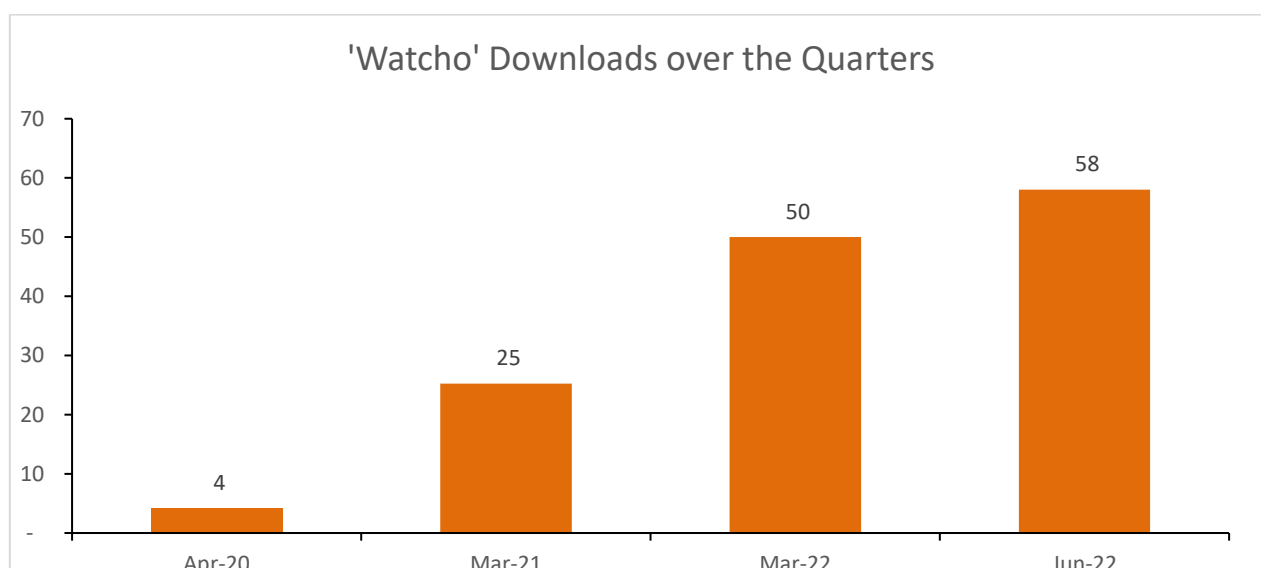
The Year Ahead

With a growing number of subscribers having access to OTT subscription, India's streaming video market is expected to garner a revenue of Rs. 490 billion by 2027 from Rs. 210 billion in 2022, according to a latest industry report.

Dish TV's home grown OTT app, 'Watcho' has been working towards carving a space for itself in the competitive and energetic streaming video services industry in India.

"The Indian OTT space has way to go before it experiences real consolidation, till then the industry is wide open to new content, formats, artists and ideas. 'Watcho', our in-house streaming app is amongst the many new entrants in this space who take pride in their content offering and customer connect. 'Watcho' aims to enhance subscriber stickiness and growth by offering differentiated content that would help us enter the next level of the game with elan," said, Mr. Anil Dua, Group CEO, Dish TV India Limited.

Responding to viewers search for content beyond the regular Indian GECs, 'Watcho' continued to premier original web-series with diverse themes. The home-grown OTT platform of Dish TV India has been steadily growing its reach and crossed the 58 million downloads mark at the end of the quarter.



Dish TV India has been through a rough patch on the corporate front but hopes to sail through the current fiscal so as to enable it to plan for the challenges ahead.

Mr. Jawahar Goel, Chairman, Dish TV India Limited, said, "The Company has been actively pursuing relevant technological developments in the business space and looks forward to align with those that will help it achieve its strategic and commercial goals."

"As an industry we also continue to seek and hope for a level playing field in the distribution space, by way of uniform application of license fees to either all players or to none of them, as Free DTH, Headend in the Sky (HITS), OTT and cable TV still remain outside the ambit of license fees," added, Mr. Goel.

The Companies focus on paying down debt, like earlier years, should continue unabated and going as per plan, Dish TV India should be close to a net debt free Company by the end of the current fiscal.

Condensed Quarterly Statement of Operations

The table below shows the condensed consolidated statement of operations for Dish TV India Limited for the first quarter ended June 30, 2022 compared to the quarter ended June 30, 2021:

	Quarter ended	Quarter ended	% Change
Rs. million	June 2022	June 2021	Y-o-Y
Subscription revenues	5,453	6,659	(18.1)
Operating revenues	6,086	7,310	(16.7)
Expenditure	2,848	2,922	(2.5)
EBITDA	3,238	4,388	(26.2)
Other income	46	84	(44.7)
Depreciation & amortization expenses	2,319	2,973	(22.0)
Financial expenses	730	833	(12.4)
Profit / (Loss) before exceptional items & tax	235	665	(64.6)
Exceptional items	-	-	-
Profit / (Loss) before tax	235	665	(64.6)
Tax expense:			
- Current tax	28	100	(71.7)
- Current tax -prior years	-	-	-
- Deferred tax	29	74	(61.1)
- Deferred Tax -prior years	-	-	-
Profit / (Loss) for the period	178	491	(63.7)

Note: 1) Numbers in the table may not add up due to rounding-off.
2) Previous year figures have been regrouped wherever necessary.

Revenues

Dish TV's operating revenues include subscription revenues, additional marketing, promotional fee & bandwidth charges, advertisement income and other income. The table below shows each as a percentage of operating revenues:

	Quarter ended	% of	Quarter ended	% of	% change
Rs. million	June 2022	Revenue	June 2021	Revenue	Y-o-Y
Subscription revenues	5,453	89.6	6,659	91.1	(18.1)
Additional marketing, promotional fee and bandwidth charges	408	6.7	383	5.2	6.4

Advertisement income	81	1.3	115	1.6	(30.2)
Other income	145	2.4	152	2.1	(4.3)
Total revenues	6,086	100.0	7,310	100.0	(16.7)

Note: 1) Numbers in the table may not add up due to rounding-off.
2) Previous year figures have been regrouped wherever necessary.

Expenditure

Dish TV's primary expenses include cost of goods and services, personnel cost and other expenses. The table below shows each as a percentage of operating revenues:

	Quarter ended	% of	Quarter ended	% of	% change
Rs. million	June 2022	Revenue	June 2021	Revenue	Y-o-Y
Cost of goods & services	1,536	25.2	1,596	21.8	(3.8)
Personnel cost	437	7.2	379	5.2	15.3
Other expenses (Including S&D exp.)	876	14.4	947	12.9	(7.5)
Total expenses	2,848	46.8	2,922	40.0	(2.5)

Note: 1) Numbers in the table may not add up due to rounding-off.
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Footnotes:

This Earnings Release contains consolidated unaudited results that are prepared as per Indian Accounting Standards (Ind-AS).

Caution Concerning Forward-Looking Statements:

This document includes certain forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause Dish TV's actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding Dish TV's present & future business strategies and the environment in which Dish TV will operate in the future. Among the important factors that could cause Dish TV's actual results, performance or achievements to differ materially from those in the forward-looking statements include, among others, the condition of and changes in India's political and economic status, government policies, applicable laws, the Indian media and entertainment sectors, and international and domestic events having a bearing on Dish TV's business and the media and entertainment sectors, particularly in regard to the progress of changes in those sectors' regulatory regimes, and such other factors beyond Dish TV's control. Dish TV 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.

About Dish TV India Limited:

Dish TV India Limited is India's leading direct-to-home (DTH) Company and owns multiple individual brands like Dish TV, Zing and d2h under its umbrella. The company benefits from multiple satellite platforms including SES-8, GSAT-15 and ST-2 and has a bandwidth capacity of 1098 MHz, the largest held by any DTH player in the country. Dish TV India Limited has on its platform more than 750 channels & services including 31 audio channels and 81 HD channels & services. The Company has a vast distribution network of over 2,700 distributors & around 2,40,000 dealers that span across 9,300 towns in the country. Dish TV India Limited is connected with its pan-India customer base through call-centres that are spread across 22 cities and are equipped to handle customer queries 24X7 in 12 different languages. For more information on the Company, please visit www.dishTV.in