

SITI Networks Limited

(Formerly known as SITI Cable Network Limited)
4th Floor, FC-19 & 20, Sector 16 A, Film City
Noida, Uttar Pradesh - 201301, India

Tel. : +91-120-4526700

Website : www.sitinetnetworks.com

**Regd. Office shifted to Unit No. 38, 1st
Floor, A wing Madhu Industrial
Estate, P. B. Marg, Worli, Mumbai -
400 013**



January 24, 2018

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

Dear Sir,

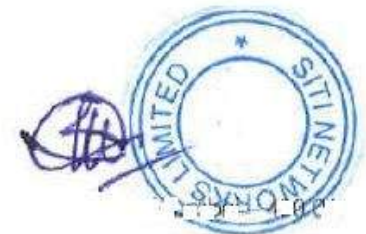
Subject: Outcome of the Board Meeting – January 24, 2018

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. January 24, 2018, has, *inter-alia*, considered and approved:-

- (i) shifting of registered office of the Company from “Madhu Industrial Estate, 4th Floor, P.B. Marg, Worli, Mumbai – 400 013” to “Unit No. 38, 1st Floor, A Wing, Madhu Industrial Estate, P. B. Marg, Worli, Mumbai – 400 013” with immediate effect;
- (ii) Un-audited Financial Results of the Company for the third quarter of the financial year 2017-18 and nine months ended on December 31, 2017, on a Standalone and Consolidated basis;
- (iii) re-appointment of Ms.Kavita Kapahi, as an Additional Director of the Company in the category of Independent Director w.e.f. April 1, 2018. Her first term of appointment as an Independent Director shall expire on March 31, 2018 and the re-appointment is subject to approval of the shareholders by way of special resolution at the ensuring General Meeting.

Brief profile of Ms.Kavita Kapahi is as follows:-

Ms. Kavita Kapahi, 45, is a Commerce Graduate from Bombay University, and is an entrepreneur engaged in the Security & Surveillance Industry as Director in APK Trading & Investment Pvt. Ltd. She manages the administration side of the business operations to meet the needs and demands of Security & Surveillance Industry.



SITI Networks Limited

(Formerly known as SITI Cable Network Limited)

4th Floor, FC-19 & 20, Sector 16 A, Film City

Noida, Uttar Pradesh - 201301, India

Tel. : +91-120-4526700

Website : www.sitinetworks.com



Over the last three years she has closely worked with differently abled children and young adults to groom them towards meaningful employment so that they can secure a brighter future. Additionally, aiding assistance to various charitable organizations that work exclusively towards education for the marginalized who otherwise would be deprived of basic education.

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 Auditors of the Company.

Please note that a conference call to discuss the performance of the Company has been scheduled on Thursday, January 25, 2018. Details of such call have been mentioned in the last page of Earning Release.

You are requested to kindly take the above on record.

Thanking you,

Yours truly

For SITI Networks Limited

(Formerly known as SITI Cable Network Limited)

Suresh Kumar

Company Secretary and Compliance Officer

Membership No. A 14390





UNAUDITED FINANCIAL RESULTS (CONSOLIDATED)

Part - I						
Statement of Consolidated Unaudited Results for the quarter and nine months ended December 31, 2017 (₹ in lacs)						
Particulars	Quarter ended December 31, 2017	Quarter ended September 30, 2017	Quarter ended December 31, 2016	Nine months ended December 31, 2017	Nine months ended December 31, 2016	Year ended March 31, 2017 (Audited)
I Revenue from operations	35,745.6	35,230.8	29,846.4	107,472.2	86,939.8	119,491.6
II Other income	739.0	395.6	707.2	1,750.1	1,435.7	2,588.5
III Total income (I+II)	36,484.6	35,626.4	30,553.6	109,222.3	88,375.5	122,080.1
IV Expenses						
Cost of materials consumed	39.1	50.0	1.2	115.3	6.1	171.7
Purchase of stock-in-trade	98.9	(0.1)	-	99.5	959.8	1,450.0
Carriage sharing, pay channel and related costs	17,061.6	16,760.1	14,439.9	49,427.2	43,624.3	59,713.3
Employee benefits expense	2,250.4	2,274.7	1,907.3	6,869.7	5,889.3	8,329.0
Finance costs	3,126.2	3,714.9	3,597.2	10,151.5	9,364.5	12,744.7
Depreciation and amortisation expense	8,356.0	7,921.1	6,254.6	23,537.3	17,445.5	24,118.2
Other expenses	9,278.9	9,428.6	7,996.3	27,125.4	21,975.5	29,546.7
Total expenses (IV)	40,211.1	40,149.3	34,196.5	117,325.9	99,265.0	136,073.6
V Loss for the period before tax and share of (loss)/profit in associates and joint ventures and exceptional Items(III-IV)	(3,726.5)	(4,522.9)	(3,642.9)	(8,103.6)	(10,889.5)	(13,993.5)
VI Share of (loss)/profit of associates and joint ventures	(16.4)	(92.0)	32.5	(97.0)	32.5	20.4
VII Loss before exceptional items and tax (V+VI)	(3,742.9)	(4,614.9)	(3,610.4)	(8,200.6)	(10,857.0)	(13,973.1)
VIII Exceptional items	-	468.0	-	468.0	-	2,023.6
IX Loss before tax expenses (VII-VIII)	(3,742.9)	(5,082.9)	(3,610.4)	(8,668.6)	(10,857.0)	(15,996.7)
Tax expense						
Current Tax	400.7	1,014.3	(295.0)	3,128.8	574.5	1,035.5
Deferred Tax	(934.0)	(854.7)	-	(1,831.8)	-	890.9
X Total tax expense	(533.3)	159.6	(295.0)	1,297.0	574.5	1,926.4
XI Loss for the period (IX-X)	(3,209.6)	(5,242.5)	(3,315.4)	(9,965.6)	(11,431.5)	(17,923.1)
XII Other comprehensive income:						
Items that will not be reclassified to profit or loss	(5.7)	(5.7)	0.8	(17.0)	2.4	22.5
Total comprehensive income for the period (including non-controlling interest)	(3,215.3)	(5,248.2)	(3,314.6)	(9,982.6)	(11,429.1)	(17,900.6)
Net (loss)/income attributable to:						
A Owners of the parent	(3,701.9)	(6,566.4)	(2,633.7)	(13,166.7)	(12,685.3)	(18,852.9)
B Non-controlling interest	492.0	1,323.1	(681.7)	3,201.1	1,253.7	929.8
Other comprehensive (loss)/income attributable to:						
A Owners of the parent	(5.7)	(6.6)	0.8	(17.0)	2.4	13.5
B Non-controlling interest	-	0.9	-	-	-	9.0
Total comprehensive income attributable to:						
A Owners of the parent	(3,707.6)	(6,573.0)	(2,632.9)	(13,183.7)	(12,682.9)	(18,839.4)
XIII Minority interest	492.0	1,324.0	(681.7)	3,201.1	1,253.7	938.8
XIV Paid-up equity share capital (Face value ₹ 1/- per share)	8,721	8,721	7,941	8,721	7,941	8,721
XV Earnings per share (of ₹ 1/- each) (not annualised)						
a) Basic	(0.4)	(0.6)	(0.3)	(1.1)	(1.6)	(2.2)
b) Diluted	(0.4)	(0.6)	(0.3)	(1.1)	(1.6)	(2.2)

UNAUDITED FINANCIAL RESULTS (STANDALONE)

Part - I						
Statement of Standalone Unaudited Results for the quarter and nine months ended December 31, 2017 (₹ in lacs)						
Particulars	Quarter ended December 31, 2017	Quarter ended September 30, 2017	Quarter ended December 31, 2016	Nine months ended December 31, 2017	Nine months ended December 31, 2016	Year ended March 31, 2017 (Audited)
I Revenue from operations	22,290.8	18,779.1	18,936.4	63,085.2	55,336.2	77,367.9
II Other income	384.2	387.0	482.5	1,230.7	1,027.8	1,627.9
III Total income (I+II)	22,675.0	19,166.1	19,418.9	64,315.9	56,364.0	78,995.8
IV Expenses						
Cost of materials consumed	2.2	(0.0)	1.2	10.1	6.1	6.4
Purchases of stock-in-trade	524.4	262.5	1,400.5	3,370.3	4,451.3	8,094.4
Carriage sharing, pay channel and related costs	11,129.5	10,623.6	8,932.1	31,551.3	28,800.1	38,086.2
Employee benefits expense	1,601.8	1,592.2	1,360.3	5,002.8	4,389.3	6,180.3
Finance costs	3,036.6	3,068.2	3,152.2	9,217.3	8,750.9	12,101.2
Depreciation and amortisation expense	4,654.9	4,445.3	2,994.0	13,132.3	9,652.8	13,452.4
Other expenses	5,571.1	5,985.9	4,587.5	16,505.1	12,731.3	17,525.0
Total expenses (IV)	26,520.5	25,977.7	22,427.8	78,789.2	68,781.8	95,445.9
V Loss before exceptional items and tax (III-IV)	(3,845.5)	(6,811.6)	(3,008.9)	(14,473.3)	(12,417.8)	(16,450.1)
VI Exceptional items	-	468.0	-	468.0	-	2,023.6
VII Loss before tax (V-VI)	(3,845.5)	(7,279.6)	(3,008.9)	(14,941.3)	(12,417.8)	(18,473.7)
Tax expense						
Current Tax	(0.1)	0.1	-	-	-	25.8
VIII Total tax expense	(0.1)	0.1	-	-	-	25.8
IX Loss for the period (VII-VIII)	(3,845.4)	(7,279.7)	(3,008.9)	(14,941.3)	(12,417.8)	(18,499.5)
X Other comprehensive income:						
Items that will not be reclassified to profit or loss	(3.4)	(3.3)	0.8	(10.0)	2.4	(13.1)
XI Total comprehensive income	(3,848.8)	(7,283.0)	(3,008.1)	(14,951.3)	(12,415.4)	(18,512.6)
XII Paid-up equity share capital (Face value ₹ 1/- per share)	8,721	8,721	7,941	8,721	7,941	8,721
XIII Earnings per share (of ₹ 1/-each) (not annualised)						
a) Basic	(0.4)	(0.8)	(0.4)	(1.7)	(1.6)	(2.1)
b) Diluted	(0.4)	(0.8)	(0.4)	(1.7)	(1.6)	(2.1)

SIGNED FOR
IDENTIFICATION
PURPOSES



SITI NETWORKS LIMITED (Formerly SITI Cable Network Limited)

Regd. Office: Madhu Industrial Estate, 4th Floor, P. B Marg, Worli, Mumbai 400013



Notes:-

- 1 SITI Networks Limited (formerly SITI Cable Network Limited) ('the Company' or 'the Holding Company') predominantly operates in a single business segment of cable distribution in India only. Hence there are no separately reportable business or geographical segments as per Indian Accounting Standard ('Ind AS') 108 on Operating Segments. Further the Holding Company, its subsidiaries, its associates and its joint venture (collectively referred to as 'the Group') also predominantly operate in a single business segment of cable and broadband distribution in India only. Hence the Group has no separately reportable business or geographical segments as per Ind AS 108. The aforesaid is in line with the way operating results are reviewed and viewed by the chief operating decision maker(s).
- 2 These unaudited standalone and consolidated financial results including comparative financial results have been reviewed by the Audit Committee and approved by the Company's Board of Directors in their meeting held on January 24, 2018.
- 3 This statement of unaudited standalone and consolidated financial results for quarter and nine months ended December 31, 2017 has been 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. This statement has been prepared by applying accounting policies as adopted in the last audited annual financial statements for the year ended March 31, 2017.
- 4 The Statutory Auditors have carried out limited review of the unaudited standalone and consolidated financial results for the quarter and nine months ended December 31, 2017, as prepared by the management of the Company.
- 5 The digitisation of cable networks has been implemented in Phase 1 and 2 cities starting from November 1, 2012 onwards and Phase 3 and 4 cities were to be digitised by January 31, 2017 and March 31, 2017 respectively, as per the extended timelines. Owing to the initial delays in implementation of DAS, all the Multi- System Operators (MSOs) are in transition from analogue regime to DAS and are in the process of implementation of revenue sharing contracts with the local cable operators (LCOs). Accordingly, the Company and the Group has invoiced certain LCOs and recognised subscription revenue in the quarter and nine months ended December 31, 2017 and the comparative periods presented based on 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 have a significant impact on the subscription revenue recognised.
- 6 The Company continued to incur losses during the quarter and nine months ended December 31, 2017, but in view of the present positive net worth, expected substantial subscription revenue growth by the management and continued financial support from certain stakeholder of the Company, the financial results for the quarter and nine months ended December 31, 2017 continue to be prepared on a going concern basis.
- 7 As referred in note 5 above, the Company had recognised certain receivables in prior years pertaining to billings done on estimation (net) basis. During the financial year ended March 31, 2017, the Company had reached further negotiations with the customers and had accordingly written off such old receivables based on management's best estimates, which have been disclosed as exceptional item in the standalone and consolidated financial results for the year ended March 31, 2017.
- 8 Exceptional items in the nine months ended December 31, 2017 represents amount incurred towards settlement as a one time cost towards restructuring of the operations to improve efficiencies.

For and on behalf of the Board of Directors of
SITI Networks Limited (Formerly SITI Cable Network Limited)


Executive Director

Place : Gurugram
Date : January 24, 2018

IDENTIFICATION
PURPOSES

Walker Chandiook & Co LLP

Walker Chandiook & Co LLP
(Formerly Walker, Chandiook & 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 (formerly SITI Cable Network Limited)

1. We have reviewed the accompanying statement of unaudited standalone financial results ("Statement") of SITI Networks Limited (formerly SITI Cable Network Limited) ("the Company") for the quarter ended 31 December 2017 and the year to date results for the period 01 April 2017 to 31 December 2017, 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.

Walker Chandiook & Co LLP
For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

Sumit Mahajan
per **Sumit Mahajan**

Partner

Membership No.: 504822

Place: Gurugram

Date: 24 January 2018

Walker Chandiook & Co LLP

Walker Chandiook & Co LLP
(Formerly Walker, Chandiook & 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 (formerly SITI Cable Network Limited)

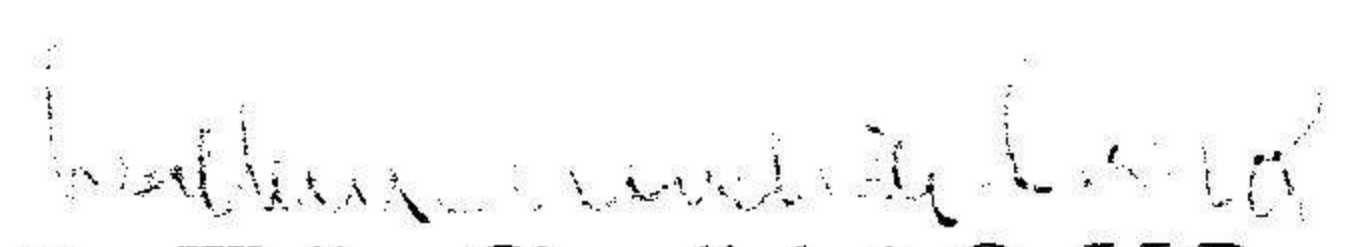
1. We have reviewed the accompanying statement of unaudited consolidated financial results ('Statement') of SITI Networks Limited (formerly SITI Cable Network Limited) ('the Company') and its subsidiaries (the Company and its subsidiaries together referred to as 'the Group'), its associates and joint ventures (Refer Annexure 1 for the list of subsidiaries, associates and joint ventures included in the Statement) for the quarter ended 31 December 2017 and consolidated year to date results for the period 01 April 2017 to 31 December 2017, 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.

Walker Chandiook & Co LLP

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 (Cont'd)

4. We did not review the financial results of twenty subsidiaries included in the Statement whose financial results reflect total revenues of ₹ 16,769.76 lacs and ₹ 52,596.15 lacs for the quarter and nine months ended 31 December 2017 respectively and net profit (including other comprehensive income) of ₹ 2,449.20 lacs and ₹ 5,151.98 lacs for the quarter and nine months ended 31 December 2017 respectively. The Statement also includes the Group's share of net loss (including other comprehensive income) of ₹ 13.77 lacs and ₹ 88.90 lacs for the quarter and nine months ended 31 December 2017, as considered in the Statement, in respect of an associate and two joint ventures, whose financial results have not been reviewed by us. The financial results of these twenty subsidiaries, an associate and two joint ventures 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 four subsidiaries, included in the Statement whose financial results reflect total revenues of ₹ 1,708.84 lacs and ₹ 5,278.23 lacs for the quarter and nine months ended 31 December 2017 respectively and net loss (including other comprehensive income) of ₹ 1,695.31 lacs and ₹ 814.55 lacs for the quarter and nine months ended 31 December 2017 respectively. The Statement also includes the Group's share of net loss (including other comprehensive income) of ₹ 2.77 lacs and ₹ 8.21 lacs for the quarter and nine months ended 31 December 2017, as considered in the Statement, in respect of an associate, whose financial results have not been reviewed by us. The financial results of these five subsidiaries and an associate 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 Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013


per Sumit Mahajan

Partner

Membership No.: 504822

Place: Gurugram

Date: 24 January 2018

Walker Chandiook & Co LLP

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 (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 Bhatia Network Entertainment Private Limited
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 (formerly Panchsheel Digital Communication Network Private Limited)
16. Siti Sai Star Digital Media Private Limited (formerly SaiStar Digital Media Private Limited)
17. Siti Siri Digital Network Private Limited
18. Siti Vision Digital Media Private Limited
19. Siti Cable Broadband South Limited
20. Variety Entertainment Private Limited
21. Axom Communications & Cable Private Limited
22. SITI Godaari Digital Services Private Limited (formerly Bargachh Digital Communication Network Private Limited)
23. Indinet Service Private Limited
24. Siti Karnal Digital Media Network Private Limited

Joint Ventures

1. Wire And Wireless Tisai Satellite Limited
2. C&S Medianet Private Limited

Associates

1. Siti Chattisgarh Multimedia Private Limited
2. Voice Snap Services Private Limited

SITI Networks Limited

Consolidated Financial Results Q3 FY18

Investor Release

24th January 2018

SITI operating margin expands significantly towards sustainable growth

New Delhi, India; 24th January 2018: The Board of Directors of SITI Networks Limited (SITINET) (BSE: 532795, NSE: SITINET) in its meeting held today, has taken on record the Unaudited Consolidated Financial Results of the company for the Third Quarter ended December 31, 2017.

***Q3FY18 Operating EBITDA up 85% QoQ & up 225% YoY at INR498 Mn
Q3FY18 Subscription Revenue at INR2118 Mn; up 44% YoY
Q3FY18 Operating EBITDA Margin expands 1.7 times QoQ & 2.5 times YoY to 14.8%***

***9MFY18 Operating EBITDA improves significantly by 164% YoY to INR992 Mn
9MFY18 Revenue at INR10922 Mn; up 26.1% YoY
9MFY18 Subscription Revenue of INR5873 Mn, up 44% YoY
9MFY18 Operating EBITDA Margins expands 2.1 times YoY to 10.6%***

Q3FY18 was a strong quarter for us with revenue coming in at INR3648 Mn, up 19% YoY; Our disciplined execution enabled us to keep a tight control on expenses and allowed us to deliver a strong jump of 84% QoQ in operating EBITDA at INR498 Mn; Operating Margins expanded strongly by 614 bps QoQ to 14.8% as we focussed on profitable growth.

9M FY18 Highlights

- Operating EBITDA improves significantly by 164% YoY to INR992 Mn
- Revenue at INR10922 Mn; up 26.1% YoY
- Revenue, ex activation at INR9355 Mn; up 25.6% YoY
- Subscription Revenue of INR5873 Mn, up 44% YoY
- Operating EBITDA Margins expands 2.1 times YoY to 10.6%
- EBITDA improves significantly by 61% YoY to INR2559 Mn

Q3 FY18 Highlights

- Operating EBITDA up 85% QoQ & up 225% YoY at INR498 Mn
- Subscription Revenue at INR2118 Mn; up 44% YoY
- Revenue at INR3648 Mn; up 19% YoY
- Revenue, ex activation at INR3371 Mn; up 8% QoQ & 30% YoY
- Operating EBITDA Margin expands by 614 bps QoQ and 885 bps YoY; Expansion by 1.7 times QoQ & 2.5 times YoY to 14.8%
- EBITDA improves significantly at INR775 Mn, up 9% QoQ & 25% YoY

Income Statement (Ind AS, INR Mn)*

	Period Ended	
	9M FY 2018	9M FY 2017
Total Revenue (Including activation)	10922	8663
Total Expenditure	8364	7070
EBITDA	2559	1593
Finance cost	1015	936
Depreciation	2354	1745
Share of loss/(profit) of associates and joint ventures	10	(3)
PBT	(820)	(1086)

Revenue Streams * (INR Mn)	9M FY 2018	9M FY 2017	Growth
Subscription	5873	4089	44%
Carriage	2304	2202	5%
Activation	1567	1217	29%
Broadband	766	704	9%

*On Net Billing Basis

Income Statement (As per Ind AS)
(INR Mn)

	Quarter Ended		
	Q3 FY 2018	Q2 FY 2018	Q3 FY 2017
Total Revenue (Including activation)	3648	3562	3055
Total Expenditure	2873	2851	2434
EBITDA	775	711	621
Finance cost	313	371	360
Depreciation	836	792	625
Share of loss/(profit) of associates and joint ventures	2	9	(3)
PBT	(374)	(462)	(361)

Revenue Streams * (INR Million)	Q3 FY 2018	Q2 FY 2018	Q3 FY 2017	QoQ Growth	YoY Growth
Subscription	2118	2054	1475	3%	44%
Carriage	829	710	726	17%	14%
Activation	277	441	468	-37%	-41%
Broadband	255	254	259	0%	-2%

*On Net Billing Basis

Operational Metrics

	Quarter Ended	
	Q3 FY 2018	Q2 FY 2018
Active Video Subscribers (Mn)	11.32	11.10
Digital Subscribers added (Mn)	0.46	0.70
HD Subscribers ('000s)	290	254
Broadband Home Passess (Lakhs)	16.8	16.2
Broadband Subscribers (Lakhs)	2.47	2.38

Operational Highlights

- **Video**
 - Added 2.76 mn digital cable households in 9MFY18 and added 0.46 mn households in Q3FY18
 - Subscription collection efficiency at 95% in Q3FY18 for SNL
- **Broadband**
 - Broadband footprint increased to 16.8 lakh homes. Broadband customer base at 2.47 lakh
 - SITI Broadband exited December 2017 with 65% acquisitions on longer term advanced rental plans. About ~29% of DOCSIS base has been converted to advanced rental plans
- **Others**
 - Consolidated Gross Debt at INR1,479 Crores & Net Debt at INR1,376 Crores
 - ICRA & CARE assigned a long-term rating of “A-” for the Company. The outlook on the long-term rating is stable

While commenting on the results, **Mr. Rajesh Sethi, Chief Business Transformation Officer, SITI Networks** mentioned that

“Our sustained focus on building operating efficiencies at SITI, coupled with an agile and process driven work force has driven our EBITDA growth this quarter to INR 775 Mn. Our Operating EBITDA Margin has expanded 2.5 times year on year to 14.8%, which is a testament to the successes we have been achieving in this transformation.

We are hopeful about the impending implementation of the New Tariff Order which will give our customers the Right to Choose while improving profitability through cost optimization.”

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 13.2 million 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.

Note: This earnings release contains consolidated results that are audited and prepared as per Indian Accounting Standards (Ind-AS).

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. SITI Networks 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.

Key Contact - Investor Relations

Ankit Saint

E- mail: ankit.saint@siti.esselgroup.com

Phone: +91 0120 4526754

Conference Call

On the 25th January 2018 for the Q3FY18 Results



SITI Networks Limited

On 24th January 2018, SITI Networks Limited (BSE: 532795, NSE: SITINET EQ) is due to announce its unaudited Financial Results for the Third Quarter and Nine months of Fiscal Year 2018

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

To discuss the performance of the Company, a conference call has been scheduled on 25th January 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: 25th January 2018

Time: 12:00 PM (India Time); 02:30 PM (HK/SG Time)

Call Leader: Ankit Saint

Call in Numbers (India):

Primary Access Toll Number: +91 22 3960 0626

Secondary Access Toll Number: +91 22 6746 5846

Local Access Number

3940 3977

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

Accessible from all carriers.

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.