

Dish TV India Limited

3Q FY23 Earnings Presentation

Stock Code: BSE - 532839 NSE- DISHTV LSE: DTVL

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 Dish TV India Limited 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 guarantees 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. Dish TV India Limited does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.

Key highlights for the quarter

Key financial highlights

Operating Revenues

Operating revenues for the quarter were Rs. 5,521 million

EBITDA

EBITDA of Rs. 2,616 million

EBITDA Margin

EBITDA margin at 47.4%

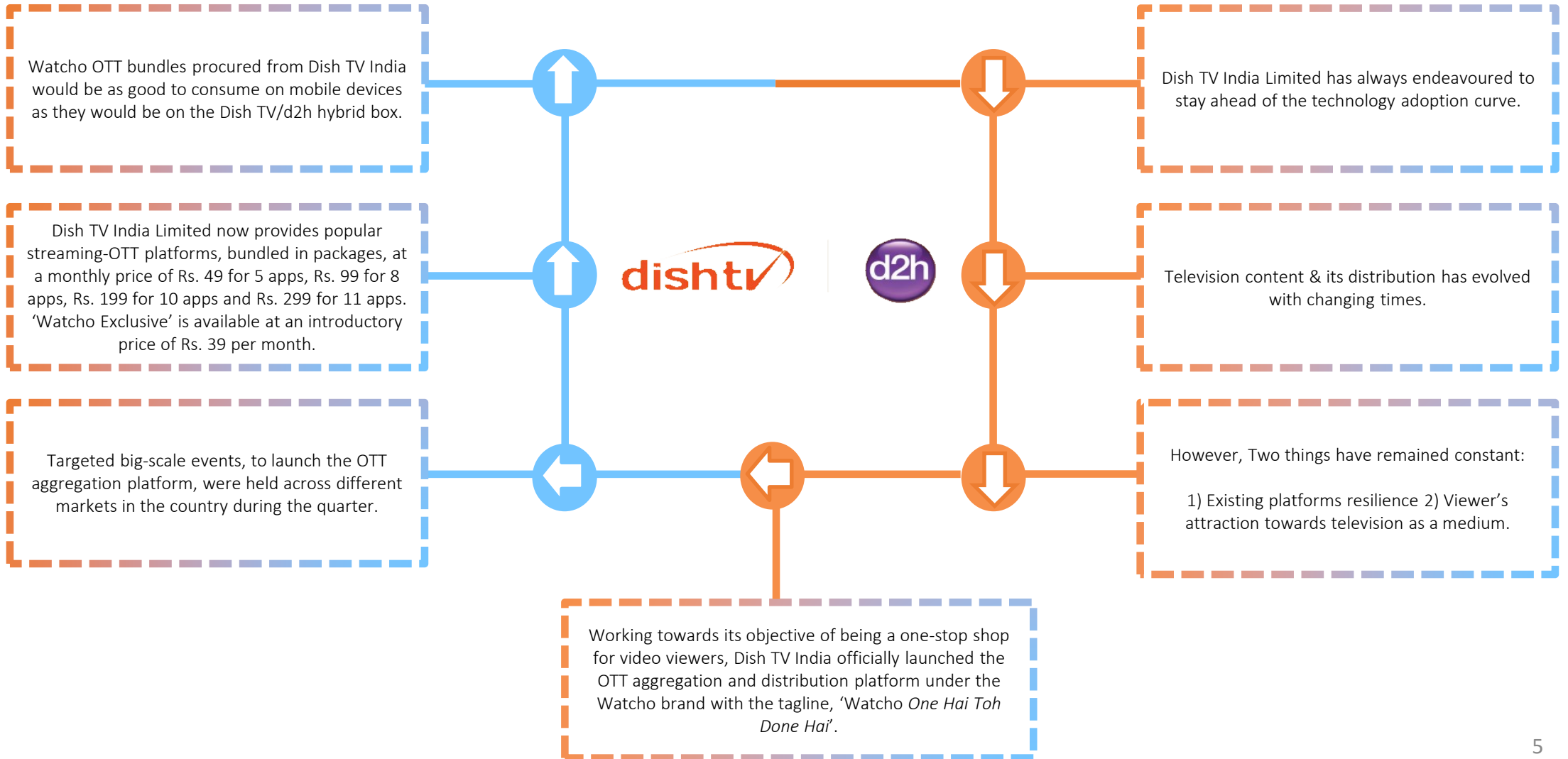
PAT

Net profit/(loss) for the quarter was Rs. (28) million

Debt

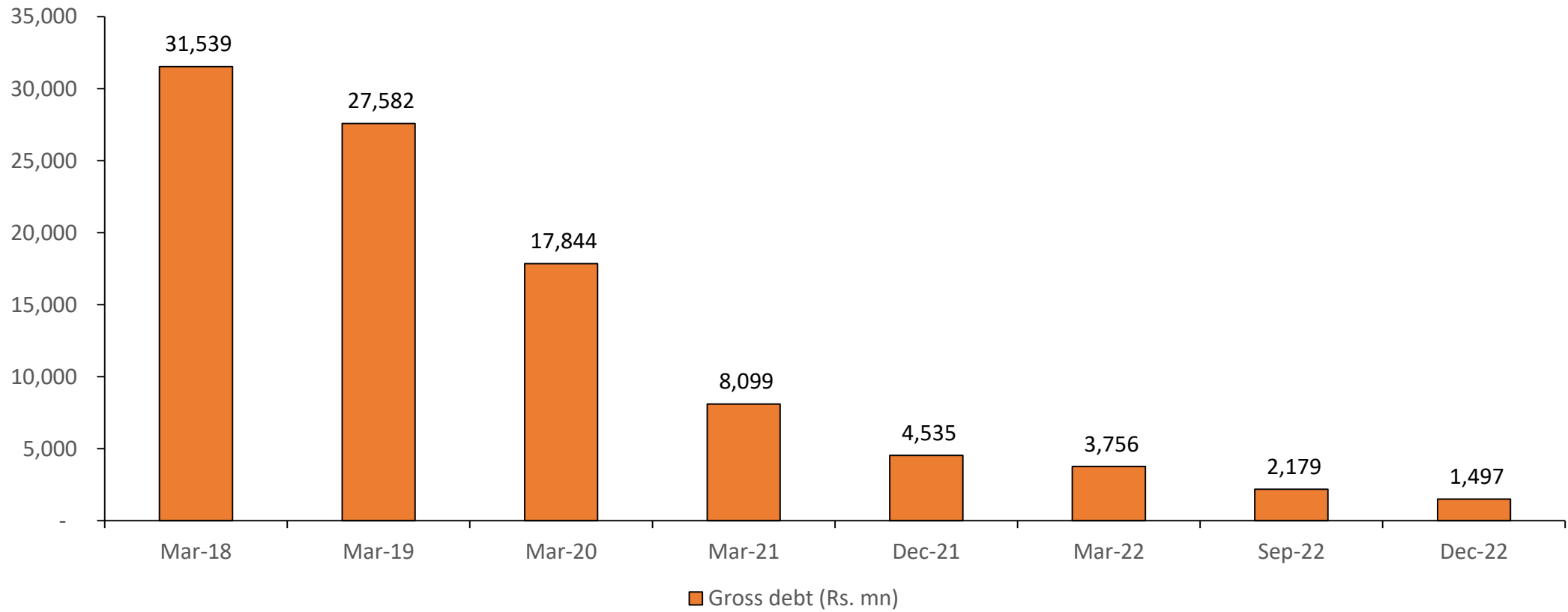
Debt as on December 31, 2022 was Rs. 1,497 million

OTT aggregation platform launched



Repayment of debt

Dish TV India Limited - Debt over the years



Watcho bundled subscriptions. Choose a plan that suits you.

Popular Apps	Watcho Masti (8 Apps)	Watcho Dhamaal (10 Apps)	Watcho Max (11 Apps)
		✓	✓
	✓	✓	✓
		✓	✓
	✓	✓	✓
	✓	✓	✓
	✓	✓	✓
	✓	✓	✓
	✓	✓	✓
	✓	✓	✓
Apps worth	₹636	₹812	₹1111
Pack Price (Per Month)	₹84 (+Tax=₹99)	₹169 (+Tax=₹199)	₹253 (+Tax=₹299)

One App. Many Benefits.

- Value for Money. Irresistible Fun.
- Access across multiple screens.
- Plans tailored to suit every need.
- Single subscription. One Payment.
- Access to content in multiple languages.
- Flexibility of Monthly plans.

WATCHO ONE HAI TOH DONE HAI

11 OTT APPS. ONE PLAN.

hoichoi | Disney+ hotstar | SONY LIV | ZEE5 | LIONSGATE PLAY

and many more...

11 APPS WORTH ~~₹1111~~
AT **₹253+TAX PER MONTH**

GET **1 MONTH COMPLIMENTARY**

Scan to download the app now

Plans starting ₹42 + Tax Per Month.

Brought to you by dishtv

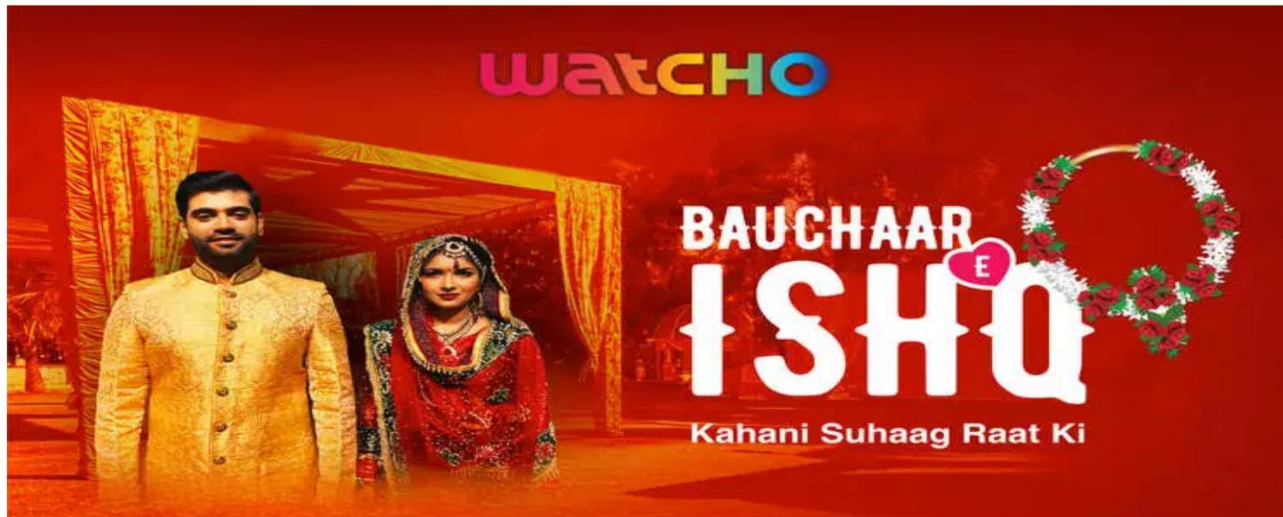
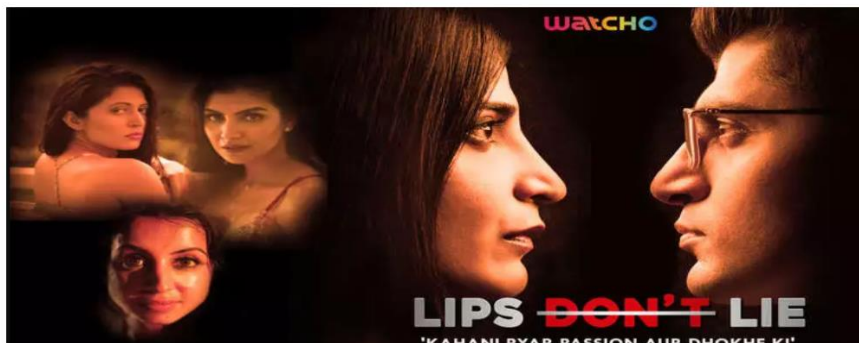
WATCHO DHAMAAL ACTIVATION VOUCHER

Watcho Dhamaal Plan
₹169+Tax
MRP ₹199 Per Month

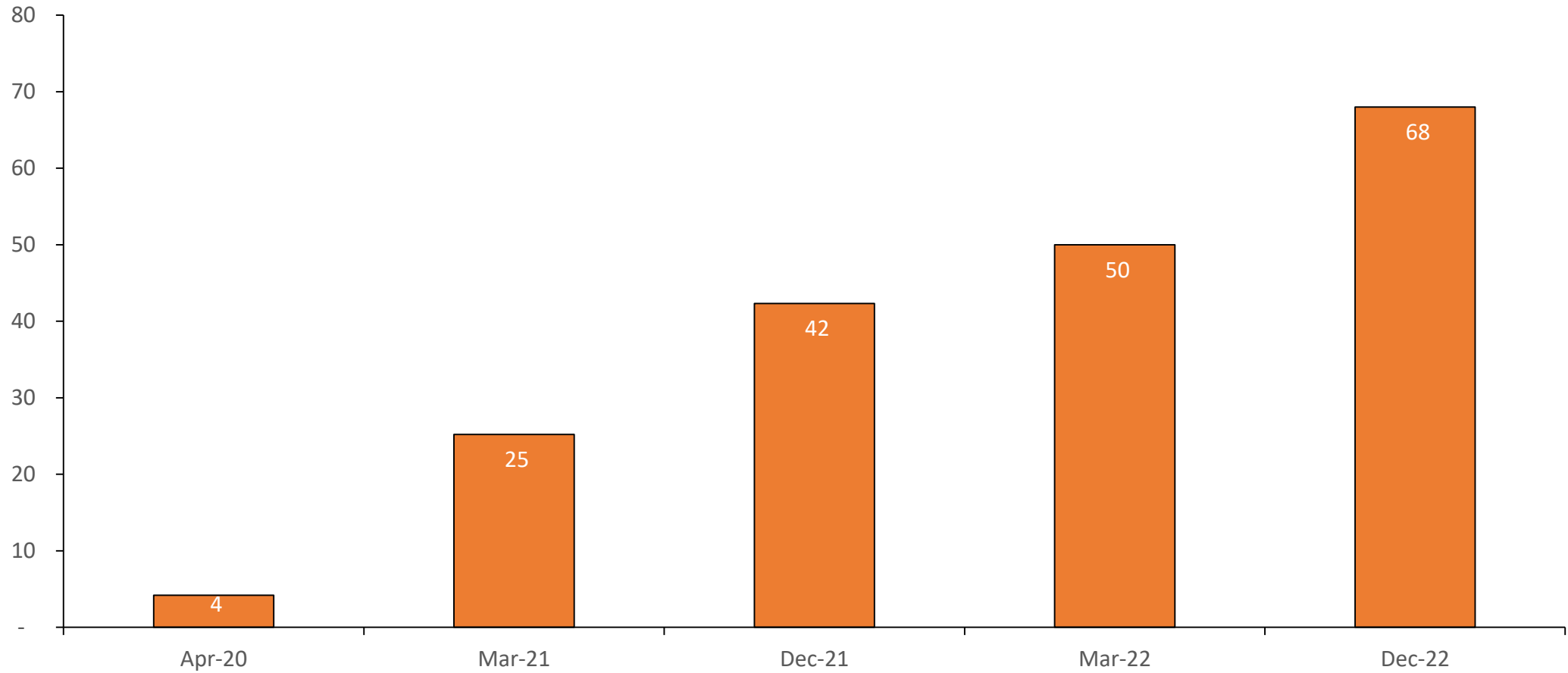
Experience The Magic of Multiple OTT Apps

- Value for Money
- Single Subscription
- Multi Screen Access

Disney+ hotstar | ZEE5 | LIONSGATE PLAY
hoichoi | CHAUPAL | hungama
EPIC ON | KLIKK | OSi
WATCHO EXCLUSIVES

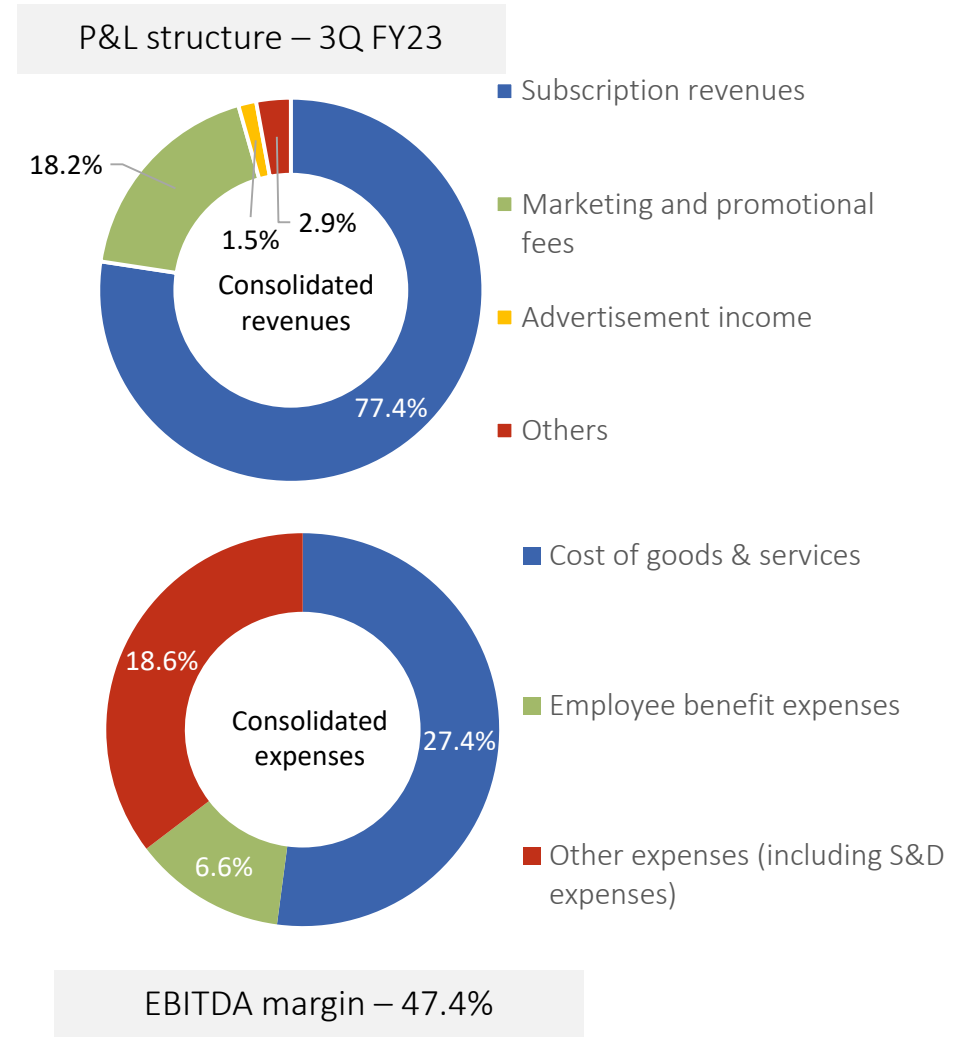
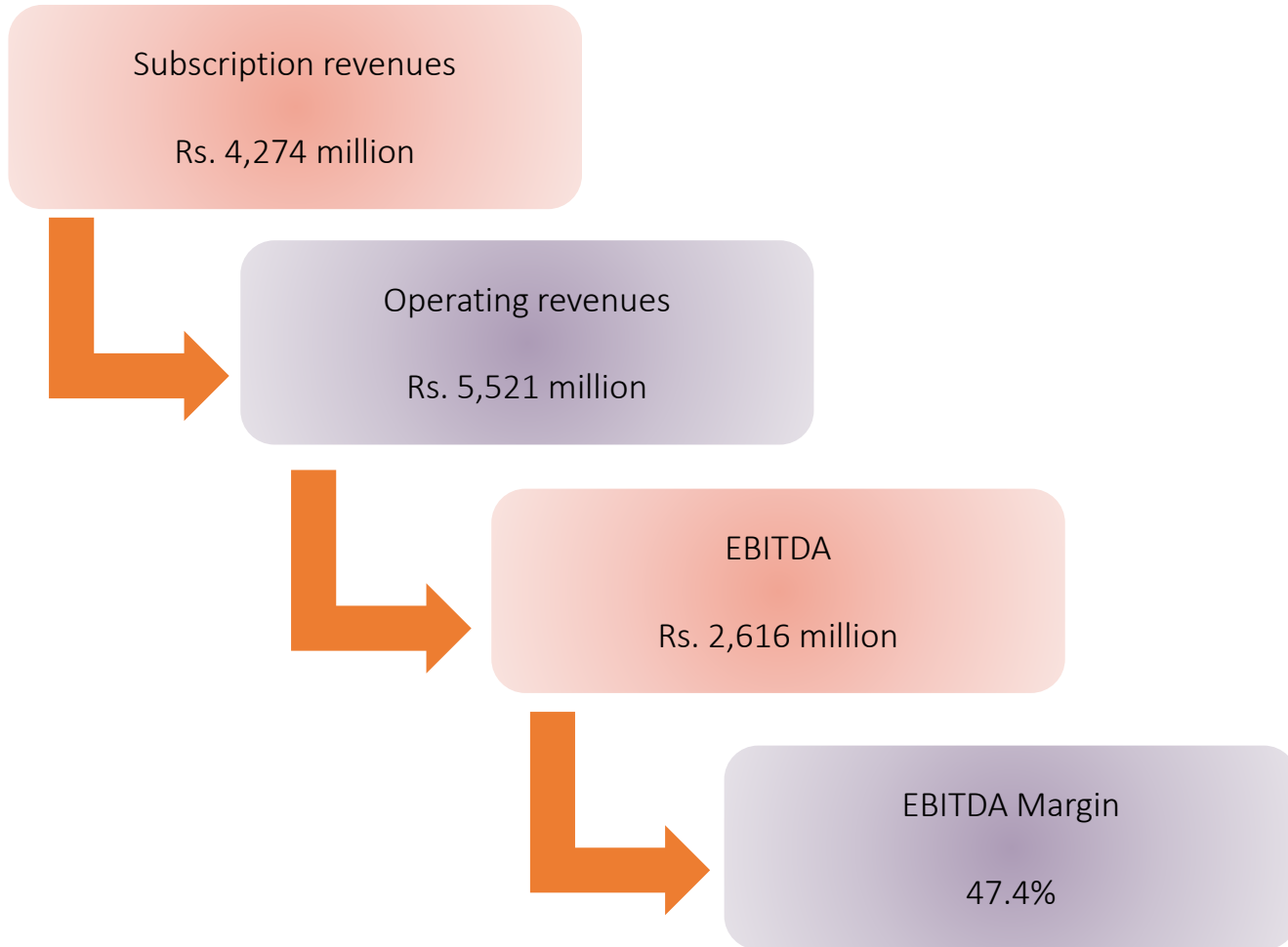


Cumulative downloads (mn.)



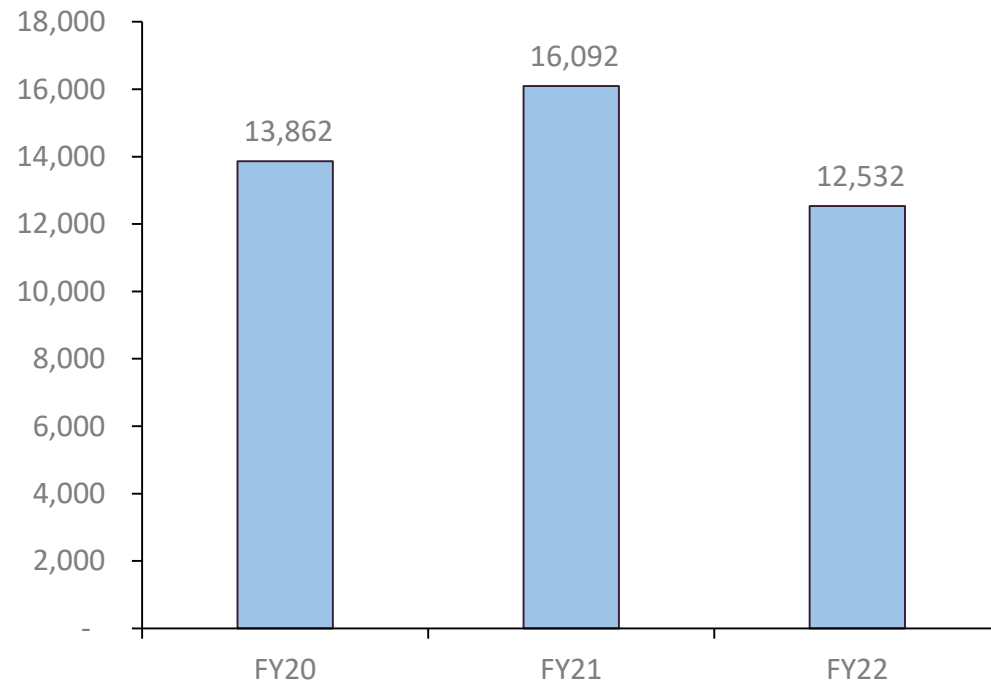
3Q FY23 Financials

Quarterly performance metrics

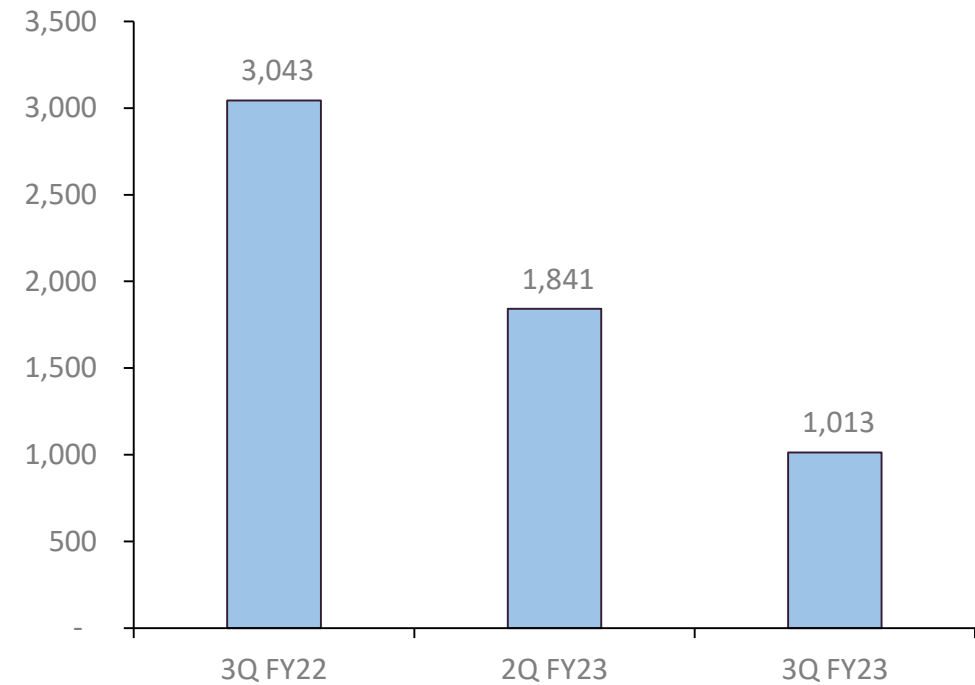


Operating free cash flows

Operating free cash flows (Rs. mn.)



Operating free cash flows (Rs. mn.)



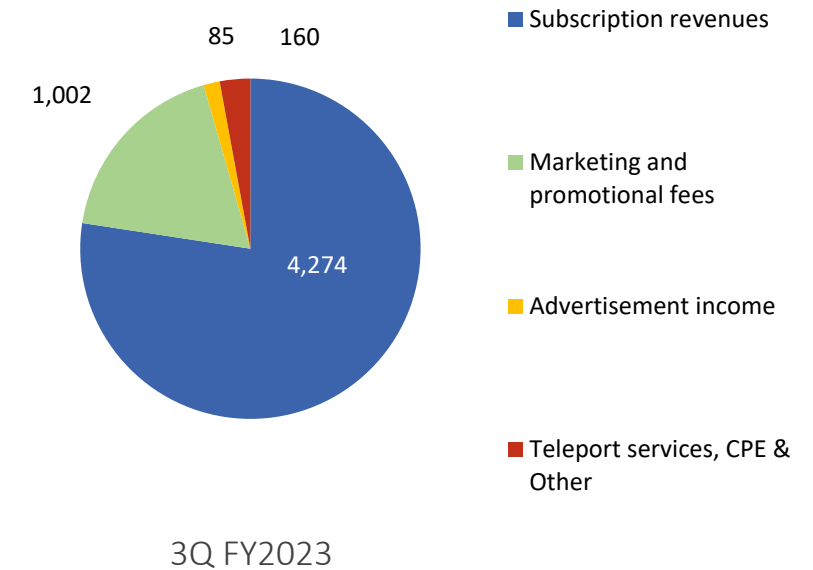
Summarized consolidated P&L - Quarterly



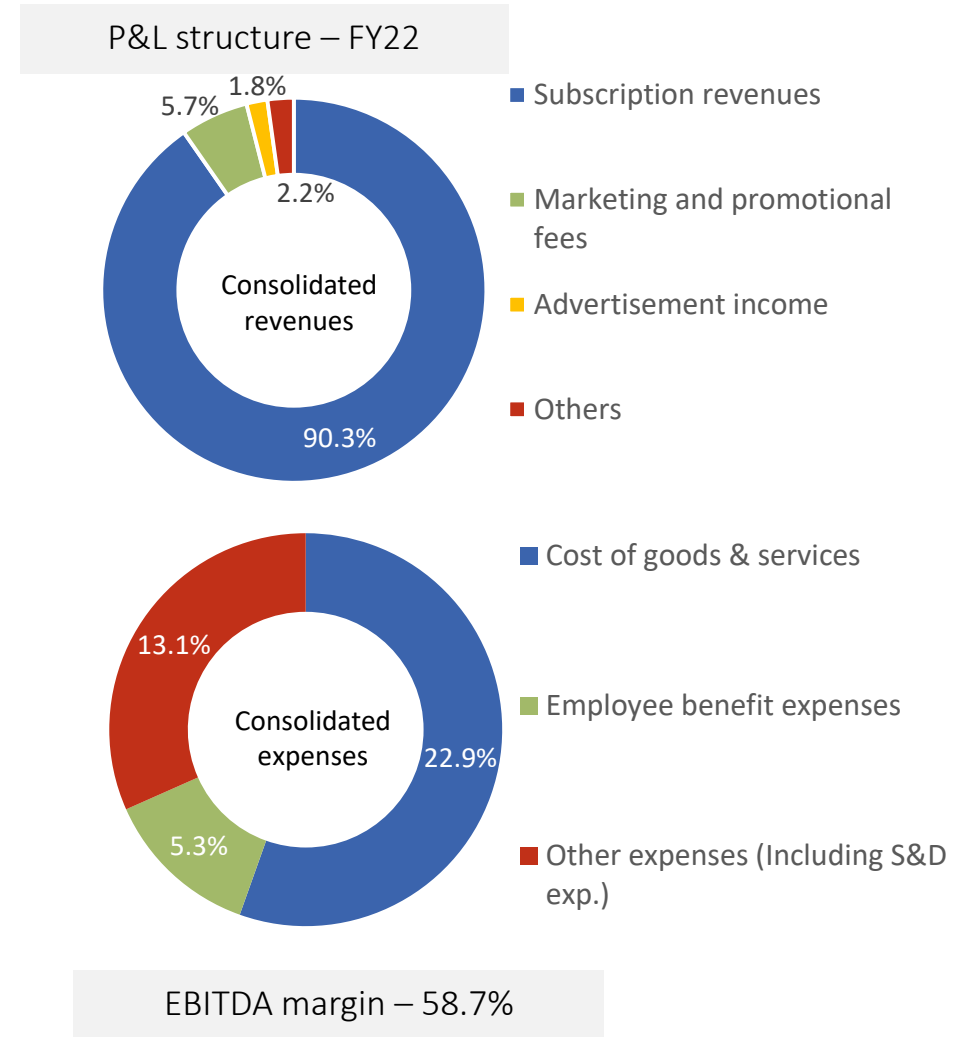
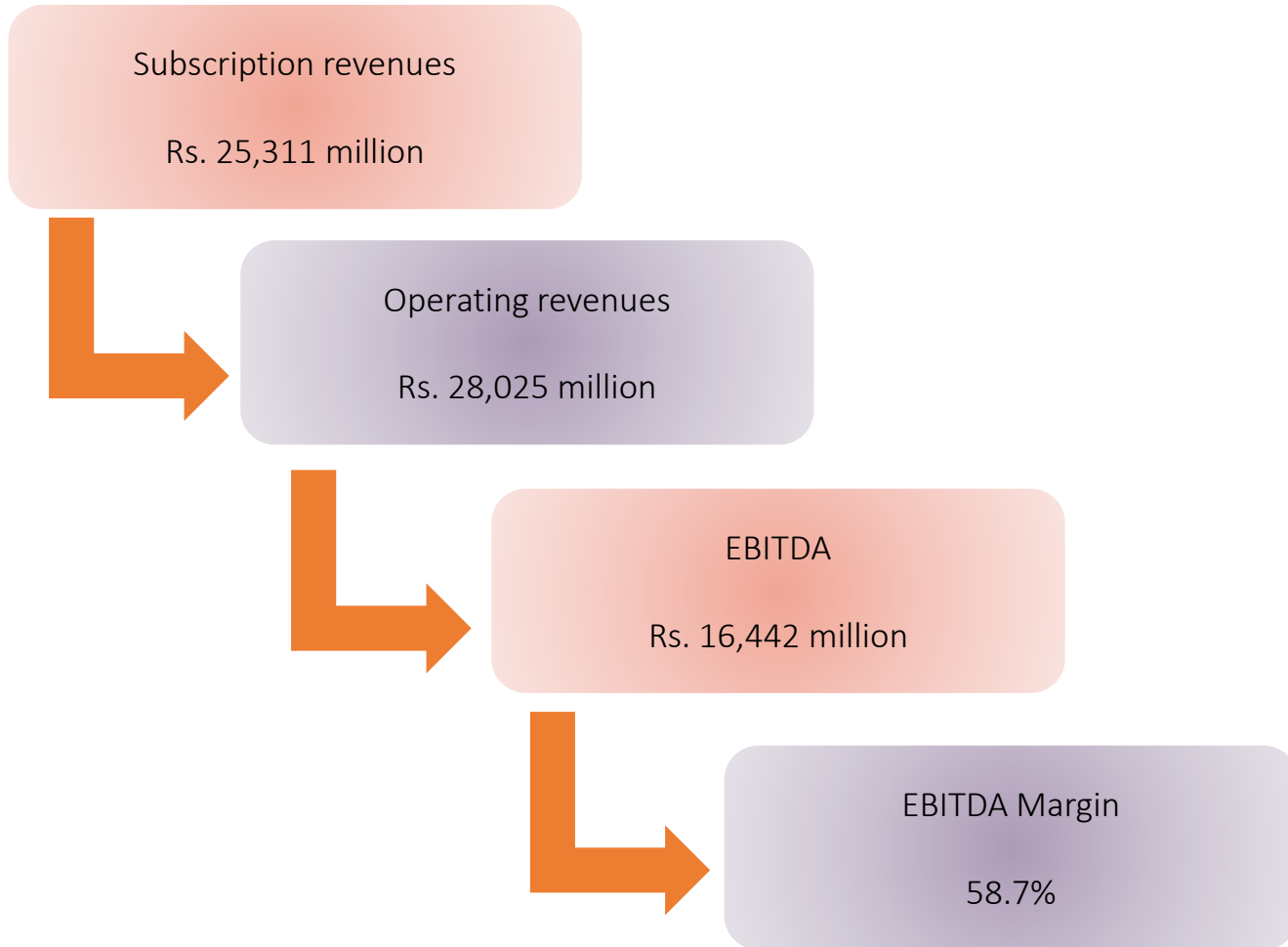
3Q FY2023 vs. 3Q FY2022

Rs. million	Quarter ended Dec. 2022	Quarter ended Dec. 2021
Operating revenues	5,521	7,107
Expenditure	2,905	2,847
EBITDA	2,616	4,260
EBITDA margin (%)	47.4	59.9
Other income	147	49
Depreciation and amortization	2,024	2,440
Finance cost	742	778
Exceptional items	-	-
Profit / (Loss) before tax	(3)	1,090
Tax expense:		
- Current Tax	2	139
- Current Tax-prior period	-	-
- Deferred Tax	23	149
Net Profit / (Loss) for the period	(28)	802

Operating revenues break-up
(Rs. Mn.)



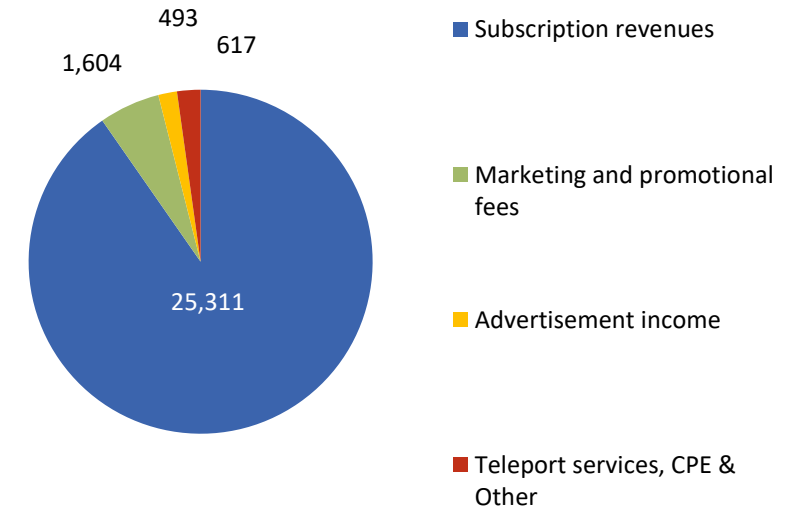
Annual performance metrics



Summarized consolidated P&L- Annual

FY 2022 vs. FY 2021	Year ended Mar. – 2022	Year ended Mar. – 2021
Rs. million		
Operating revenues	28,025	32,494
Expenditure	11,582	12,324
EBITDA	16,442	20,170
EBITDA margin (%)	58.7	62.1
Other income	239	156
Depreciation	10,709	15,319
Financial expenses	3,246	4,184
Exceptional items	26,539	7,798
Profit / (Loss) before tax	(23,812)	(6,975)
Current Tax	291	-
Current Tax-prior period	-	(47)
Deferred Tax	(5,431)	4,970
Net Profit / (Loss) for the period	(18,672)	(11,899)

Operating revenues break-up
(Rs. mn.)



FY 2022

Consolidated Balance Sheet

Rs. million	Sept. 2022 (Unaudited)
Equity and liabilities	
Equity	
(a) Equity share capital	1,841
(b) Other equity	7,502
(c) Non-controlling interest	(1)
Liabilities	
(1) Non-current liabilities	
(a) Financial liabilities	
(i) Borrowings	747
(ii) Lease liabilities	19
(iii) Other financial liabilities	-
(b) Provisions	195
(c) Other non-current liabilities	57
(2) Current liabilities	
(a) Financial liabilities	
(i) Borrowings	1,432
(ii) Trade payables	
Total outstanding dues of micro enterprises and small enterprises	63
Total outstanding dues of creditors other than micro & small enterprises	5,633
(iii) Lease liabilities	1
(iv) Other financial liabilities	740
(b) Other current liabilities	5,349
(c) Provisions	40,036
(d) Current tax liabilities	209
Liabilities directly associated with assets classified as held for sale	-
Total equity & liabilities	63,824

Rs. million	Sept. 2022 (Unaudited)
Assets	
(1) Non-current assets	
(a) Property, plant & equipment	14,111
(b) Capital work in progress	4,536
(c) Goodwill	6,211
(d) Other intangible assets	7,521
(e) Intangible assets under development	4,931
(f) Financial assets	
(i) Investments	0
(ii) Loans	-
(iii) Other financial assets	73
(g) Deferred tax assets (net)	11,836
(h) Current tax assets (net)	555
(i) Other non-current assets	6,355
(2) Current assets	
(a) Inventories	91
(b) Financial assets	
(i) Investments	-
(ii) Trade receivables	705
(iii) Cash and cash equivalents	770
(iv) Bank balances	1,051
(v) Loans	-
(vi) Other financial assets	133
(c) Other current assets	4,944
Assets classified as held for sale	0
Total assets	63,824

Thank you