
SITI NETWORKS LIMITED

- Full Year Consolidated Revenues at Rs 1426.4 Cr and EBITDA at Rs 324.5 Cr
- SITI crosses 11.5 Mn active digital subscriber base
- EBITDA jumps 2.6x from Rs 58.6 Cr to Rs 151 Cr
- EBITDA Margins leap 2.1x from 5.7% to 12%
- Subscription Revenue up 41% to Rs 800 Cr
- Collection efficiency surpasses 95%

SITI Networks Limited announces consolidated Ind-AS results for the fourth quarter and full year ended March 31, 2018

New Delhi. 17th May 2018. **SITI Networks Limited** (BSE: 532795, NSE: SITINET), has released their audited Consolidated Financial Results for the Fourth Quarter and Full Year, ending March 31, 2018.

The Company announced a **2.6 times YoY Operating EBITDA growth** in FY18 to Rs 151 Cr while the **Operating EBITDA Margin** expanded by 636 bps, growing **2.1 times**.

Subscription Revenue took a significant leap of 41% in FY18 to Rs 800 Cr driving Total Revenue growth of 19% YoY to Rs 1426 Cr. This along-with focus on cost efficiencies, led to **Total EBITDA growing by 42% YoY to Rs 325 Cr.** The Company has also **accelerated its overall collection efficiency surpassing 95% in Q4FY18.**

The Company added **industry leading 3.1 Mn Digital Cable households in FY18** taking active digital subscriber base to **11.5 Mn.**

In Q4FY18, **Operating EBITDA Margins significantly expanded by 900 bps YoY to 16.2%**, while **Operating EBITDA improved significantly by 145% YoY to Rs 51.5 Cr.**

As an effort to drive this high-performance culture across the organization, the company also rolled out **SITI Values**. These core values act as a guiding light and **focus on building a SITI ready for the future.**

The **base contribution of lock-in plans** in Broadband increased to **37%** exit FY18. The Company's **broadband operations with a total footprint to 16.8 lakh homes**, have a base of **2.5 lakh customers.** The company is working on building a growth strategy in the sector.

The Company has a **national footprint across 580+ locations** and ensures seamless delivery of content to its **~55 million consumers**. As testament to this and how it brings together families and friends, “**Zindagi Ka Network**”, SITI’s online and on-screen campaign launched in January 2018 received an overwhelming response from across the industry and Social Media.

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

“We at SITI are proud of our performance for this past year as we enter FY19 with significant momentum. In FY18 we have achieved strong operational and financial results while also delivering superlative customer experience and must-see content to our ~55 Mn strong consumer base across the country. Our continued focus on Customer Experience drove exceptional EBITDA growth (2.6x) coupled with industry leading subscriber additions (3.1 Mn).

We continue to maintain our steady increase in customer additions, driving efficiencies through war on waste, balanced with solid EBITDA growth and expanding Margins. We continue to transform into a process driven organization with Customer experience at its heart.

As we achieve more from less, our year-over-year growth rates of Revenue and EBITDA continue to accelerate, which is a testament of our transformation efforts across SITI.”

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 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.