



DISH TV INDIA LIMITED

(CIN L51909DL1988PLC101836)

Regd Off: Essel House, B-10, Lawrence Road Industrial Area, Delhi – 110 035



FAMILIARIZATION PROGRAMME FOR INDEPENDENT DIRECTORS

(Adopted by the Board of Directors on October 1, 2014)

1. PREAMBLE

This familiarization program for Independent Directors had been considered and approved by the Nomination & Remuneration Committee of the Board and adopted by the Board at its meeting held on October 1, 2014 pursuant to the provisions of Listing Agreement.

The Familiarization Program familiarize the Directors with the Company, their roles, rights, responsibilities in the Company, nature of the industry in which the Company operates, business model of the Company etc.



2. FAMILIARIZATION PROGRAM

- Upon joining the Board, the Directors of the Company are *inter-alia* made aware (and updated as and when required), of their roles, rights and responsibilities, Company's vision, core values, ethics and Corporate Governance practices, Business Structure and Overview, Business Strategy Plans, Company's financial statements, performance, Internal control processes, Statutory Compliances, Code of Conduct etc.
- The Company may as and when required, through its Executive Directors / Senior Managerial Personnel / outside experts, conduct programs / presentations to familiarize the Independent Directors with their roles, rights and responsibilities, regulatory updates, strategy and operations of the Company etc;
- The Directors of the Company has complete access to information within the Company.
- Presentations are made to the Board / Audit Committee / Nomination & Remuneration Committee on various related matters, where Directors get opportunity to interact with the Auditors / Senior Management. Presentations, *inter alia*, covers - overview of the Company and that of the Industry in which the Company is operating, Company's strategy, annual operating plans and budgets, business model, operations, organization structure, product offerings, market capitalisation, risk management framework, quarterly and annual results, review of Internal Audit, operations of subsidiaries, market share, financial parameters, working capital management, fund flows, senior management changes, major litigation, compliances, human resource, technology, quality and such other areas as may arise from time to time.
- The Management presents the Annual Business Strategy and Budget at the Board meeting on the Company's long term and short term Strategy. The CEO also presents the way forward and the future growth of the Company.
- Whenever Independent Directors desire to meet with any of the functional heads or Members of Senior Management Team, the same is also facilitated.
- Directors are also informed of the various developments in the Company and other regulatory updates through e-mails, periodic communications etc., as and when required
- The Independent Directors are also sensitized on their roles, rights and responsibilities in the Company, which is also incorporated in the appointment letters issued to them.

3. DISCLOSURE OF THE POLICY

This Policy shall be uploaded on the Company's website at www.dishtv.in and a web link for the same shall also be provided in the Annual Report of the Company.

4. MODIFICATIONS

The Company reviews and updates its policies as and when required and deemed necessary. Therefore, this familiarization program may be revised and is subject to modifications. Any amendment shall be approved by Company's board and shall be disclosed on Company's web-site and in applicable regulatory filings.



DETAILS OF FAMILIARISATION PROGRAMS FOR DIRECTORS CONDUCTED DURING THE YEAR 2016-17

a) Specific Programs:

During the year 2016-17, on May 23, 2016, July 28, 2016, October 28, 2016, January 30, 2016, March 24, 2017 the Directors (including Independent Directors) were given a detailed presentation, for around 30 minutes at each given date, on the business and industry update, where the Senior Management Team of the Company, *inter alia*, made the Board familiarized on the topics like Performance Updates, Company's strategy, operations, product offering, market, technology, facilities, risk management and way forwards. Also the Board including all Independent Directors were given a detailed presentation on March 24, 2017 by J. Sagar Associates on various aspects of Companies Act, 2013, Listing Regulations including Roles and Duties of Directors, Procedural Aspects & provisions relating to merger, Insider Trading Regulations etc., for around 2 hours. Accordingly, during the year 2016-17, five familiarisation programs were held cumulating to approximately four and half hours, in aggregate.

b) Ongoing Updates:

Further, with any changes in the regulatory environment, the Company promptly provides the Directors with the relevant updates and endeavors to make them aware of their roles and responsibilities, wherever applicable. The Directors were also provided with relevant documents, reports and internal policies to familiarise them with the Company's procedures and practices, from time to time, besides regular briefing by the members of the senior leadership team.

DETAILS OF FAMILIARISATION PROGRAMS FOR DIRECTORS CONDUCTED DURING THE YEAR 2015-16

a) Specific Programs:

During the year 2015-16, on May 26, 2015, July 28, 2015, October 27, 2015 and February 3, 2016, the Directors (including Independent Directors) were given a detailed presentation, for around 30 minutes at each given date, on the business and industry update, where the Senior Management Team of the Company, *inter alia*, made the Board familiarized on the topics like Performance Updates, Company's strategy, Business and operations Overview, product offering, Industry insights, Industry Analysis and competition, Annual Budgets, technology updates, risk management and way forwards. Further, all Independent Directors were given a detailed presentation on February 3, 2016 by S.R Batliboi & Co. LLP on the various aspects of Companies Act, 2013, Roles and responsibilities of Directors, roadmap and key issues of Ind-AS and Income Computation disclosure standards for around 2 hours. Accordingly, during the year 2015-16, five familiarization programs were held cumulating to approximately four hours, in aggregate.

b) Ongoing Updates:

Further, with any changes in the regulatory environment, the Company promptly provides the Directors with the relevant updates and endeavors to make them aware of their roles and responsibilities, wherever applicable. To exemplify, the Company updated the Board on March 20, 2015 on the new SEBI (Prohibition of Insider Trading) Regulations, 2015 and on October 27, 2015 on the newly applicable SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.