

Subject: Re: An experienced stakeholder perspective with pertinent suggestions made on this recently announced RIL-Jio foray into Cable TV Business.

From: Vikki Choudhry <email@vikkichoudhry.in>

Date: 31-Oct-18, 3:46 PM

To: mukesh.ambani@ril.com, manoj.modi@ril.com

CC: Jio.InvestorRelations@ril.com

BCC: "vikki.choudhry@outlook.com" <vikki.choudhry@outlook.com>

Respected Sir,

Apropos and in continuation to my below email communication sent on 24.10.2018 . w.r.t RIL-Jio foray into Cable TV.

<http://www.vikkichoudhry.in/index.php/2018/10/23/363-riljio/>

Please find attached an email communication sent today by ALCOA -India, to the respective principal officers of the MSO company(s) with an aim to desire some necessary clarifications from these MSO business entities.

Where the members of ALCOA - India and the Consumers at large are also having reasonable expectations from RIL Management to safeguard the interest of its shareholders and investors where the majority of RIL shares are held by public shareholders, including FI and corporate bodies.

That I reiterate here for your kind consideration in the utmost interest of RIL public shareholders at large :

"DEN Networks Limited ; A byproduct of Star DEN and churning out to peon level at Hathway Cable in 2007. A MSO company that was purely established to connect, get valuations and immediately sell and exit this business, it went even to the extent of swindling its investors i.e Goldman Sachs and its preferred vendor CISCO.

Whereas even Comcast and Goldman Sachs came to easily know upon conducting its due diligence on DEN Networks Limited that its books are cooked. Reliance Jio will be putting them to a much finer scrutiny and as been aforesaid I repeat here (They have been inherently dishonest to each other in this distribution value chain) The Promoters, The Management, The Employees, The JV Partners, Distributors, Vendors, Investors and the Last Mile Operators share an eminent discord, the foundation of its business was built upon deceit and short term gains.

This DEN Networks deal with Reliance Jio, throwing in a bait of about Rs. 2000 Crores upon it for a complete takeover which will be the bone of contention, as the Promoters would not like to pass this down to the requisite levels of its well deserving 116 JV partners and more complex web of distributors and connected LMOs thus, will lead to confrontations, legal procedures and will see litigation as an only remedy to solve differences and get the piece of the cake. where DEN claims as per its 2017 – 2018 Annual Report – 11.3 million digital subscribers it has.

Respected Shri. Mukesh D Ambani ji is no novice to need an advice on this, but he is very short of time so as to spend on deliberations, Therefore in all fairness and avoiding unnecessary conflicts that are yet to begin, its advised that Reliance Jio fully concentrates fulfilling its envisaged business endeavors with Hathway Cable and Datacom Limited and its JV partners. While keeping the DEN Networks deal on the side in absolute silence for at least a year – till Q1 – 2020.

As there is all likelihood of situation(s) changing on the ground, post implementation of TRAI Tariff and Interconnection Regulations 2017. Therefore it wont be incorrect to say, that taking the right decision now can save Reliance Jio and its shareholders at large, from accruing unnecessary and avoidable losses. While it can continue to consolidate and upgrade its large directly owned and indirectly controlled last mile access to consumer households for its targeted all IP play services." (over Hathway ,GTPL and other acquired MSO Networks, Excluding DEN NETWORKS LIMITED)

Thanking you

Yours Sincerely

Vikki Choudhry

On 24-Oct-18 10:40 AM, Vikki Choudhry wrote:

Respected Sir,

Please find attached an experienced stakeholder perspective with pertinent suggestions made on this recently announced RIL-Jio foray into Cable TV Business.

As there is all likelihood of situation(s) changing on the ground, post implementation of TRAI Tariff and Interconnection Regulations 2017. Therefore it wont be incorrect to say, that taking the right decision now can save Reliance Jio and its shareholders at large, from accruing unnecessary and avoidable losses. While it can continue to consolidate and upgrade its large directly owned and indirectly controlled last mile access to consumer households for its targeted all IP play services.

Even though we do understand and have seen the fate of the previous TV-18 Promoters and management but if some right decisions made at the right hour can easily avoid foreseen loss, unnecessary confrontation and unjust enrichment for few, it is worth the effort. It has been rightly said that ; "Nine-tenths of wisdom is being wise in time."

Yours Sincerely

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Vikki Choudhry

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Vikki Choudhry

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Attachments:

ALCOA Email to MSO 31.10.2018.pdf

464 KB