

Date: December 4, 2019

Attention DPOs

Subject: Extension of Transition Period.

Reference:

- 1. Subscription License Agreement including amendments (if any) and First Addendum executed between [Network] and Star India Private Limited (“STAR”) (collectively referred to as the “SLA”).**
- 2. Letter dated August 23, 2019 issued by STAR for implementation of First Addendum and/or Form of Amendment of Subscribed Channels/Subscribed Bouquets (“Amendment Agreement”) (as applicable) and letter dated October 7, 2019 issued by STAR for revision of the transition period (“Letter”).**

Dear Sir,

In furtherance to our Letter and upon considering various requests received from distribution platform operators (“DPOs”), we write to inform you that the transition period as detailed and provided vide our Letter and the Amendment Agreement stands extended until January 31, 2020. The details are re-iterated below:

a. Calculation of Subscription Fee:

During the period from June 1, 2019 to January 31, 2020 (“**Transition Period**”), if the DPO reports either erstwhile Subscribed Channels/Subscribed Bouquet as opted under the SLA including amendments and/or erstwhile Disney Broadcasting India Limited’s reference interconnect offer (“**DBIL RIO**”) (“**Erstwhile Subscribed Channels/Subscribed Bouquets**”) or revised Subscribed Channels/Subscribed Bouquets (“**Revised Subscribed Channels/Subscribed Bouquets**”) detailed in First Addendum or Amendment Agreement (as applicable) to STAR in the monthly Subscriber Reports (“**Subscriber Reports**”) during the Transition Period, then the benefits of the equivalent new bouquet(s)/channels under the First Addendum and/or Amendment Agreement shall be passed on to the DPO for the purpose of calculation of Subscription Fee. Accordingly, STAR shall invoice the DPO towards the monthly subscription fee (“**Monthly Subscription Fee**”) on the basis of the monthly Subscriber Reports to STAR. The details of the same are provided in **Annexure A**.

b. Calculation of Incentives:

During the **Transition Period**, if the DPO reports either Erstwhile Subscribed Channels/Subscribed Bouquets or Revised Subscribed Channels/Subscribed Bouquets to STAR in the Qualifying Reports, then the incentive condition applicable on the Revised Subscribed Bouquet shall also be applicable to the equivalent/identical Erstwhile Subscribed Bouquet. The details are provided in **Annexure A**.

Unless otherwise expressly defined herein, all capitalized words/ terms used herein shall have the meaning ascribed to it in the applicable SLA executed by both the Parties.

Except to the aforesaid terms, all other terms and conditions of the relevant SLA along with any amendment agreement(s) executed between the Parties, shall continue to be binding on the Parties.

Yours Sincerely,
For **Star India Private Limited**

Sd/-
Authorized Signatory

Annexure A

Calculation of Subscription Fee and Incentive during the Transition Period

1. Calculation of Subscription Fee basis the Erstwhile and/or Revised Subscribed Bouquets as reported during Transition Period

- a. STAR shall raise an invoice towards the monthly subscription fee (“**Monthly Subscription Fee**”) on the basis of either the Erstwhile Subscribed Bouquets or Revised Subscribed Bouquets as reported by the DPO in the monthly Subscriber Reports (“**Subscriber Reports**”) to STAR.

Illustration:

- i. Bouquet “**Hindi - Kannada Value**” is Erstwhile Subscribed Bouquet (i.e. Erstwhile Bouquets which were opted by the DPO under the SLA including amendment(s) and/or DBIL RIO prior to execution of the First Addendum] having MRP: Rs 55/-.
- ii. Revised Subscribed Bouquet equivalent of “**Hindi - Kannada Value**” is “**SVP Hindi- Kannada**”. MRP of SVP Hindi- Kannada: Rs 49/-.
- iii. If the DPO reports Hindi- Kannada Value during the Transition Period: STAR will invoice at Rs 55/-.
- iv. If the DPO reports SVP Hindi- Kannada during the Transition Period: STAR will invoice at Rs 49/-.
- v. If the DPO reports both “Hindi- Kannada Value” and “SVP Hindi- Kannada” during the Transition Period: STAR will invoice Hindi- Kannada Value at Rs 55/- and SVP Hindi- Kannada at Rs. 49/-.
- vi. Same applies in the event the Revised Subscribed Bouquet MRP is higher than Erstwhile Subscribed Bouquet.

2. Calculation of Incentives as per Erstwhile and/or Revised Subscribed Bouquets as reported during Transition Period

- a. DPO shall be entitled to incentive on the basis of the incentive condition applicable on the Erstwhile Subscribed Bouquets and/or Revised Subscribed Bouquets as reported by the DPO in the monthly qualifying reports (“**Qualifying Reports**”) to STAR.

Illustration:

- i. Bouquet “**Hindi Value**” is Erstwhile Subscribed Bouquet
 - ii. Identical bouquet of “**Hindi Value**” is “**SVP Hindi**”
 - iii. “**SVP Hindi**” is the Revised Subscribed Bouquet
 - iv. If the DPO reports “**Hindi Value**” during the Transition Period: “**Hindi Value**” will be considered for penetration level and Penetration Incentive
 - v. If the DPO reports “**SVP Hindi**” during the Transition Period: “**SVP Hindi**” will be considered for penetration level and Penetration Incentive.
 - vi. If the DPO reports both “**Hindi Value**” and “**SVP Hindi**” during the Transition Period, STAR will consider both “**Hindi Value**” and “**SVP Hindi**” for penetration level and Penetration Incentive
- b. Bouquets to be considered for penetration level in Disney Kids Pack (30% Penetration Level category) – Applicable only to DPOs who had executed DBIL RIO prior to execution of the First Addendum.
- Universal Bouquet / Disney Kids Pack (Erstwhile Subscribed Bouquets subscribed under DBIL RIO) reported by the DPO in the Subscriber Reports post execution of

First Addendum, shall be considered only for calculation of penetration level of Disney Kids Pack (30% Penetration Level category).

3. The mapping of Erstwhile Bouquets to the Revised Bouquets is provided as below:

Sr No	Erstwhile Bouquet	Equivalent Bouquet	Revised/New	Remarks
1	Hindi Value	SVP Hindi		
2	Hindi Premium	SPP Hindi		
3	Hindi HD Value	SVP HD Hindi		
4	Hindi HD Premium	SPP HD Hindi		
5	Marathi Value	SVP Marathi		
6	Marathi Premium	SPP Marathi		
7	Marathi HD Value	SVP HD Marathi		
8	Marathi HD Premium	SPP HD Marathi		
9	Bengali Value	SVP Bengali		
10	Bengali Premium	SPP Bengali		
11	Bengali HD Value	SVP HD Bengali		
12	Bengali HD Premium	SPP HD Bengali		
13		SVP Bengali-Hindi		New Bouquet
14	Bengali-Hindi Premium	SPP Bengali-Hindi		
15	Bengali-Hindi Premium HD	SPP HD Bengali-Hindi		
16	Tamil Value	SVP Tamil		
17	Tamil Premium	SPP Tamil		
18	Tamil HD Value	SVP HD Tamil		
19	Tamil HD Premium	SPP HD Tamil		
20	Kannada Value	SVP Kannada (A)		
21		SVP Kannada (B)		New Bouquet
22		SVP Kannada (C)		New Bouquet
23	Kannada Premium	SPP Kannada		
24	Kannada HD Value	SVP HD Kannada		
25	Kannada HD Premium	SPP HD Kannada		
26	Malayalam Value	SVP Malayalam		
27	Malayalam Premium	SPP Malayalam		
28	Malayalam HD Value	SVP HD Malayalam		
29	Malayalam HD Premium	SPP HD Malayalam		
30	Telugu Value	SVP Telugu		
31	Telugu Premium	SPP Telugu		
32	Telugu HD Value	SVP HD Telugu		
33	Telugu HD Premium	SPP HD Telugu		
34	Hindi-Malayalam Value	SVP Hindi-Malayalam		
35	Hindi-Malayalam Premium	SPP Hindi-Malayalam		
36	Hindi-Malayalam HD Value	SVP HD Hindi-Malayalam		
37	Hindi-Malayalam HD Premium	SPP HD Hindi-Malayalam		

38	Hindi- Kannada Value	SVP Hindi- Kannada	
39	Hindi- Kannada Premium	SPP Hindi- Kannada	
40	Hindi- Kannada HD Value	SVP HD Hindi- Kannada	
41	Hindi- Kannada HD Premium	SPP HD Hindi- Kannada	
42	Hindi- Telugu Value	SVP Hindi- Telugu	
43	Hindi- Telugu Premium	SPP Hindi- Telugu	
44	Hindi- Telugu HD Value	SVP HD Hindi- Telugu	
45	Hindi- Telugu HD Premium	SPP HD Hindi- Telugu	
46	Hindi- Tamil Value	SVP Hindi- Tamil	
47	Hindi- Tamil Premium	SPP Hindi- Tamil	
48	Hindi- Tamil HD Value	SVP HD Hindi- Tamil	
49	Hindi- Tamil HD Premium	SPP HD Hindi- Tamil	
50	Marathi- Kannada Value	SVP Marathi- Kannada	
51	Marathi- Kannada Premium	SPP Marathi- Kannada	
52	Marathi- Kannada HD Value	SVP HD Marathi- Kannada	
53	Marathi- Kannada HD Premium	SPP HD Marathi- Kannada	
54	Kannada-Malayalam Value	SVP Kannada-Malayalam	
55	Kannada-Malayalam Premium	SPP Kannada-Malayalam	
56	Kannada-Malayalam HD Value	SVP HD Kannada- Malayalam	
57	Kannada-Malayalam HD Premium	SPP HD Kannada- Malayalam	
58	Tamil-Malayalam Value	SVP Tamil-Malayalam	
59	Tamil-Malayalam Premium	SPP Tamil-Malayalam	
60	Tamil-Malayalam HD Value	SVP HD Tamil-Malayalam	
61	Tamil-Malayalam HD Premium	SPP HD Tamil-Malayalam	
62	Tamil-Telugu Value	SVP Tamil-Telugu	
63	Tamil-Telugu Premium	SPP Tamil-Telugu	
64	Tamil-Telugu HD Value	SVP HD Tamil-Telugu	
65	Tamil-Telugu HD Premium	SPP HD Tamil-Telugu	
66	Telugu- Kannada Value	SVP Telugu- Kannada	
67	Telugu- Kannada Premium	SPP Telugu- Kannada	
68	Telugu- Kannada HD Value	SVP HD Telugu- Kannada	
69	Telugu- Kannada HD Premium	SPP HD Telugu- Kannada	
70	Kannada-Tamil Value	SVP Kannada-Tamil	
71	Kannada-Tamil Premium	SPP Kannada-Tamil	
72	Kannada-Tamil HD Value	SVP HD Kannada-Tamil	

73	Kannada-Tamil Premium	HD	SPP HD Kannada-Tamil	
74	All South Value		SVP All South	
75	All South Premium		SPP All South	
76	All South HD Value		SVP HD All South	
77	All South HD Premium		SPP HD All South	
78	English Mini		SVP Lite English	
79	English Mini HD		SVP HD Lite English	
80	English Premium		SPP English	
81	English Premium HD		SPP HD English	
82			SVP Lite Hindi	New Bouquet
83			SVP HD Lite Hindi GEC	New Bouquet
84			SVP HD Lite Marathi GEC	New Bouquet
85			SVP HD Lite Bengali GEC	New Bouquet
86			SVP HD Lite Hindi Sports	New Bouquet
87			SVP HD Lite Marathi Sports	New Bouquet
88			SVP HD Lite Bengali Sports	New Bouquet
89			SVP HD Lite Tamil	New Bouquet
90			SVP HD Lite Kannada	New Bouquet
91			SVP HD Lite Telugu	New Bouquet
92			SVP HD Lite Malayalam	New Bouquet
93			Disney Kids Pack	New Bouquet
<u>Bouquets under DBIL RIO</u>				
1	Hindi Entertainment Pack		Discontinued	Discontinued
2	Kids Pack		Disney Kids Pack	
3	Universal Pack		Discontinued	Discontinued
4	HD Pack		Discontinued	Discontinued

4. List of Erstwhile Bouquets and Revised Bouquets excluded from the penetration calculation:

List of bouquets excluded while calculating penetration under Part A of the SLA (75% penetration):

1. English Mini/ SVP Lite English
2. English Mini HD / SVP HD Lite English
3. SVP Lite Hindi
4. Disney Kids Pack/ Kids Bouquet
5. Hindi Entertainment Bouquet (under DBIL RIO)
6. Universal Bouquet (under DBIL RIO)
7. HD Bouquet (under DBIL)

List of DBIL bouquets excluded while calculating penetration under Part B of the SLA (30% penetration)

1. Hindi Entertainment Bouquet (under DBIL RIO)
2. HD Bouquet (under DBIL RIO)