#### REFERENCE INTERCONNECT OFFER FOR HEADEND IN THE SKY

Cable Se arch, 2009.

Lotting the Control of the Co Pursuant to Clause 13.2 B.1 of the Telecommunication (Broadcasting and Cable Services)

#### **PREAMBLE**

In the light of the NSTPL Judgment, Star India Private Limited ("SIPL") has created a framework which enables DPOs to choose from a wide array of bouquets on the basis of relevancy to their audience and that too at a reasonable price.

SIPL has designed a uniform Reference Interconnect Offer ("RIO") which is being implemented through a transparent and non-discriminatory framework with the intent of creating a robust and competitive environment in the Cable & Satellite Industry. Going forward, this RIO shall be the only basis for all subscription contracts with all DPOs of addressable platforms. The RIO also provides for incentive schemes which are optional and voluntary thereby giving autonomy and choice to the DPOs for their relevant markets.

The incentive schemes also seek to increase emphasis and focus on sports, which is reflective of SIPL's aspiration of fostering a diverse and vibrant sporting culture in India. Likewise SIPL's thrust on English channels is targeted to satiate the yearning and aspiration for the language cutting across demographics.

Lastly, consistent with the principles of the NSTPL judgment, SIPL's RIO encompasses all incentives for its Pay and FTA Channels. SIPL shall have no other separate arrangements/agreements for any placement, marketing or carriage fees outside the purview of the RIO.

raft Website

# **Customer Code:**

# REFERENCE INTERCONNECT OFFER

This Reference Interconnect Offer ("**Agreement**") is executed on the \_\_ day of \_\_\_\_\_\_, 2017 by and between:

1.	Parties	STAR INDIA PRIVATE LIMITED, a company incorporated and registered under the Companies Act, 1956 and having its registered office at STAR House, Urmi Estate, 95 Ganpatrao Kadam Marg, Lower Parel (W), Mumbai, 400013 (hereinafter referred to as "SIPL", which shall include its successors and assigns) having PAN no. AAACN1335Q;
		AND
		SIPL and the HITSO are each hereinafter individually referred to as a "Party" and collectively, as the "Parties".
2.	Definitions	2.1 For the purposes of this Agreement, capitalized terms shall have the meanings ascribed to them in <b>Schedule A</b> unless otherwise expressly stated in any provision of this Agreement. Any term used herein but not defined expressly shall have the meaning ascribed to it in under applicable Law.
3.	Rights Granted	SIPL grants to HITSO the following non-exclusive rights to re-transmit the linear Channels, as set out in <b>Schedule B</b> hereof, during the Term via <b>Distribution System</b> (" <b>Rights Granted</b> ").
O	rall	3.1 Subject to the terms of this Agreement (including the terms of this Clause and payment of applicable License Fee set out in Clause 7. SIPL grants the HITSO the non-exclusive right to re-broadcast and re-transmit the Channels during the Term via the Distribution System for retransmission to Subscribers within the Territory.
		3.2 The Rights Granted to the HITSO in terms of Clause 3.1 are limited to Subscribers having an addressable STB, in relation to whom the HITSO compulsorily maintains the complete detailed data and transaction records in its SMS. This Agreement shall not grant any right to the HITSO to rebroadcast or re-transmit the Channel(s) by any other mode to its Subscriber other than through the Distribution System. The HITSO shall further ensure that the Channels shall only be activated through the digital addressable STB which meets the specifications prescribed by BIS and specifications

set out in **Schedule D**; failing which SIPL shall be entitled to de-activate the signals of the Channels to the HITSO

- 3.3 It is expressly clarified and agreed between the Parties that Right Granted in terms of 3.1 to the HITSO, shall not include right to provide passive infrastructure facilities like transponder space on satellite, earth station facilities etc. to Excluded Cable Operators or to any consortium of cable or multi system operators for distribution of the Channels using such infrastructure facilities.
- 3.4 It is expressly agreed between the Parties that the HITSO's right to receive and distribute the Channels shall be conditional upon the performance by the HITSO, of its obligations arising under this Agreement and mere possession of the Equipment(s) shall not entitle the HITSO to receive and/or distribute the Channels.
- 3.1 It is expressly agreed between the Parties that the HITSO's right to receive and distribute the Channels shall be conditional upon the performance by the HITSO, its Affiliates and their respective LCOs, of all their obligations arising under this Agreement and mere possession of the Equipment shall not entitle the HITSO, its Affiliates and their respective LCOs to receive and/or distribute the Channels.

#### 3.3 Excluded Rights:

Save and except for the Rights Granted to HITSO in clause 3.1, HITSO agrees that all other rights and means of distribution and re-transmission not specifically and expressly granted to HITSO under this Agreement are expressly excluded and reserved by SIPL, including, but not limited to-

- a) Re-transmission via any "direct-to-home" ("DTH") platform;
- b) Analog and Digital Cable Networks;
- c) IPTV;
- d) Re-transmission via Internet or intranet or any other open or closed systems including but not limited to OTT, Web TV, Internet TV;
- e) any form of re-broadcast and re-transmission to Commercial Subscribers;
- f) Re-transmission and distribution of any non-linear content of the Channels through the Distribution System;
- g) time shifting/multiplexing[/PPV/VOD/SVOD];
- h) any other means/modes/medium/services of distribution or retransmission whether known in present or not yet in use in the Territory or invented in future, beyond the scope of rights granted hereunder;
- i) any form of re-broadcast and re-transmission to Commercial Subscribers.

For the avoidance of doubt, it is further clarified that the Rights Granted excludes any kind of recording and/or streaming of the Channels and/or Channel content and/or distribution of recorded content which is prohibited by Law and under this Agreement, including but not limited to any –

- a) universal serial bus (USB) which is paired to a viewing device or through any other devices susceptible to use for duplication of video and audio; and/or
- b) side loading and cloud storage like functionality which enables streaming of recorded or live content to various devices.

4.	Territory	4.1 For the purposes of this Agreement, Territory shall mean India.		
		4.2 The HITSO shall not extend its operations beyond the Territory or connect any Affiliates or LCOs beyond the Territory without any prior written agreement with SIPL. In the event the HITSO re-transmits the signals of the Channels beyond the Territory without any prior written agreement with SIPL, the same shall amount to fundamental breach of the terms of this Agreement; including but not limited to infringement of copyright and broadcast reproduction rights of SIPL; thereby entitling SIPL to terminate this Agreement and suspend the signals of the Channels to the Distribution System as per the terms of this Agreement. This shall however be without prejudice to SIPL's any other rights under Law.		
5.	Term	5.1 As mutually agreed between SIPL and the HITSO subject to a minimum of One (1) Year from the date of signing of the Agreement unless terminated earlier in accordance with the Agreement.		
		5.2 The Term of this Agreement may be extended on terms and conditions to be mutually agreed and recorded in writing between the Parties in accordance with applicable Law.		
6.	New Channel(s);	6.1 New Channels		
	Converted Channel(s) and Removal of Channel(s)	For the purposes of this Agreement "New Channels" shall mean the new channels to be launched and/or distributed by SIPL in future and/or not forming part of the list of Channels set out in Schedule B as on date of execution of this Agreement.		
		6.2 Converted Channels		
		For the purposes of this Agreement "Converted Channel(s)" shall mean (i) conversion of a Free-to-Air Channel into a Pay Channel; or (ii) conversion of a Pay Channel(s) to a Free-to-Air Channel.		
		6.3 In the event SIPL launches any New Channel during the Term or in case of a Converted Channel, SIPL shall notify the HITSO of such plans for a New Channel or Converted Channel as the case maybe as per Law and the HITSO shall notify within 30 days of such intimation whether it intends to subscribe for the New Channel or Converted Channel(s).		
grant, in respect of such Channel, the Rights Grante Channel") with (i) advance written notice to the HITSO as with reasonable written notice in such cases where SIPL cearight to distribute a Channel in the Territory due to circumsta		6.4 Removal of Channel(s)  SIPL shall have the right to remove any of the Channels and to cease to grant, in respect of such Channel, the Rights Granted, ("Removed Channel") with (i) advance written notice to the HITSO as per Law; or (ii) with reasonable written notice in such cases where SIPL ceases to have the right to distribute a Channel in the Territory due to circumstances outside its control, including, but not limited to the actions of Governmental Authorities.		
	,	6.5 The Parties agree that the License Fee payable by the HITSO to SIPL shall vary in the event of (i) launch of a New Channel; (ii) Converted Channel; or (iii) Removed Channel.		
7.	License Fee	7.1 For each month or part thereof during the Term of the Agreement, the HITSO shall pay to SIPL the Monthly License Fee which shall be the A-lacarte Rate or Bouquet Rate, as the case may be, multiplied by the Monthly Average Subscriber Level ("Monthly License Fee").		

- 7.2 The "Monthly Average Subscriber Level" is equal to the sum of the number of Subscribers on the first and last day of the month in question divided by two.
- 7.3 For the purpose of calculation of the Monthly License Fee payable by HITSO to SIPL, "Subscriber" for any calendar month, means each STB, which is availing the Channel(s) from the HITSO by means of linear transmission, through the Distribution System.

#### 7.4 Calculation of License Fee:

- 7.4.1 In case a HITSO avails one or more Bouquet(s) of SIPL:
  - a) If the HITSO is providing the Bouquet(s) as a whole to its Subscribers, the Monthly License Fee for such Bouquet(s) shall be equal to the Bouquet Rate as set out in the Schedule C multiplied by the number of monthly average number of subscribers availing the Bouquet(s).
  - b) if the HITSO does not offer such opted Bouquet(s) as a whole to its Subscriber but offers only certain Channels comprised in such bouquet or packages the Channels comprised in such opted Bouquet in a manner resulting in different subscriber base for different Channels comprised in such opted Bouquet, then the payment to SIPL for such entire opted Bouquet by the HITSO, shall be calculated on the basis of subscriber base for the Channel which has highest subscriber base amongst the Channels comprised in the Bouquet.
  - c) If the HITSO has opted for more than one Bouquet and such Bouquets have one or more Channels in common, the HITSO shall at the time of executing this Agreement, indicate the applicable Bouquet Rate for such Channel(s) if the subscriber base of such Channel(s) become the basis for the payment of Monthly License Fee for such the Bouquet in any month(s) during the Term as above.
  - In the event, the HITSO has opted for more than one Bouquet and such Bouquets have one or more Channel(s) in common, the HITSO shall in the Reports set out in Clause 14 indicate the name of the Bouquet which should be considered as a basis for computation of Monthly License Fee for each of the Bouquets;
  - e) In the event, the HITSO has opted for more than one Bouquet and such Bouquets have one or more Channel(s) in common, and the HITSO has opted to avail the Incentives in respect of each of the Bouquets, then the Incentives on the same shall be computed on individual basis for each of the Bouquets as per the terms of the Addendum Agreement and the same shall not be done on a collective basis.
- 7.4.2 In case a HITSO avails one or more or all Channels of SIPL on A-lacarte basis:
  - a) If the HITSO is providing the channels on A-la- carte basis to its Subscribers, the Monthly License Fee for such A-la- carte Channels shall be equal to the A-la- carte Rate as set out in the Schedule C multiplied by the number of monthly average number of Subscribers availing the Channels on A-la- carte basis.
  - b) if the HITSO does not offer such opted A-la- carte Channel(s) as A-la- carte to its Subscriber but offers the Channel (s) on A-la-carte basis in packages, then the payment to SIPL for each of the

	Channels, shall be calculated on the basis of subscriber base of the package in which such opted A-la- carte Channel(s) has been			
	placed.			
	7.4.3 In case a HITSO avails one or more Channels on A-la- carte Rate basis and also opts for different Bouquet(s) not comprising of Channels opted on A-la- carte basis of SIPL:			
	<ul><li>(a) For Bouquet(s), the Monthly License Fee shall be calculated on the basis of sub clause 7.4.1 above.</li><li>(b) For A-la- carte offering of Channels, the Monthly License Fee shall be calculated on the basis of sub clause 7.4.2 above.</li></ul>			
	7.4.4 In the event the HITSO avails any of the Channels on A-la-carte or Bouquet basis from SIPL, and activates the Channels for any month or part thereof, the calculation of Subscriber base for such Channels shall be based on the total number of subscribers subscribing to all such bouquets offered by the HITSO to the subscribers, that offer such Channel for the whole month irrespective of the fact whether the Channel is activated or de-activated.			
	Further, the calculation will be on the calendar month basis and if the activation of such Channels, as part of bouquet or a-la-carte, spill over to the next calendar month, the total subscribers for such will be counted for both the months			
	7.5 Payment of the License Fee shall be subject to deduction of any withholding tax/ TDS in accordance with the provisions of the Indian Income Tax Act, 1961, as amended from time to time.			
8. Independent Affiliate	8.1 "'Independent Affiliate" for the purposes of this Agreement shall mean a cable operator who is or was availing the signals of the Channels directly from SIPL in terms of a separate agreement between SIPL and the Independent Affiliate.			
Oraft Web	8.2 Without prejudice to the provisions of Clause 19, the HITSO agrees not to connect or make available the signals of the Channels through the Distribution System to any Independent Affiliate without SIPL's prior written consent vide a written agreement. which SIPL has the right to withhold such consent in its sole discretion, till such time that the Independent Affiliate does not clear all the outstanding amounts payable by the Independent Affiliate to SIPL for such time the Independent Affiliate was been availing the signals of Channels under their agreement with SIPL.			
9. Payment Terms	9.1 The Monthly License Fee shall be paid monthly in arrears within fifteen (15) days of receipt of invoice raised by SIPL (" <b>Due Date</b> ") on the basis of Report provided by the HITSO to SIPL without any deduction except deduction of withholding tax/TDS as provided in this Agreement.			
	9.2 Within seven (7) days of end of each month, the HITSO shall provid opening, closing and average number of Subscribers for that month, base on which SIPL shall raise an invoice on the HITSO. In case the HITSO fail			

to send the Report within the said period of seven (7) days, SIPL shall have the right to raise a provisional invoice and the HITSO shall be under obligation to pay the License Fee on the basis of such provisional invoice in accordance with the terms of this clause 9.2. However the provisional invoice shall be for an amount not more than the Monthly License Fee payable by the HITSO for the immediately preceding month. On receipt of the Report from the HITSO, the Parties would conduct reconciliation between the provisional invoice raised by SIPL and the Report sent by the HITSO.

- 9.3 Time is of the essence of this Agreement by which HITSO shall be required to make payments by the Due Date in accordance with the terms hereof and on Due Date, and any failure to do so on the part of the HITSO shall constitute a material breach hereunder. Late payments shall also attract interest calculated from the date payment was due until the date payment is made in full at a pro rata monthly rate of 1.5%. The imposition and collection of interest on late payments does not constitute a waiver of the HITSO's obligation to pay the License Fee by the Due Date, and SIPL shall retain all of its other rights and remedies under the Agreement.
- 9.4 All payments due to SIPL under this Agreement shall be made in India in Indian Rupees. All License Fee payments hereunder are exclusive of all applicable indirect taxes including all and any service taxes, VAT, Goods and Services Tax (GST) as applicable, works contract taxes, customs duties, charges, levies excise duties, entertainment taxes and other such taxes. All such taxes shall be at HITSO's cost and will be charged at the prevailing rates by SIPL to the HITSO.
- 9.5 If payment of the License Fee is subject to deduction of any withholding tax/TDS in accordance with the provisions of the Indian Income Tax Act 1961, as amended, the HITSO shall provide tax withholding certificates to SIPL within such period as has been specified in the Income Tax Act/ Rules/ Notifications/ Circulars issued thereunder.
- 9.6 HITSO shall provide payment allocation and all other details/documents basis its GST registration. In case of failure on the part of HITSO to provide the payment allocation and/or documentation qua the GST registration to SIPL, if SIPL incurs any loss or if any penalty is levied on SIPL due to non-provisioning of any details by the HITSO, then HITSO shall indemnify SIPL for such loss and/or penalty.

# 10. Alteration Service

10.1 The HITSO agrees to re-transmit the Channels in the Territory during the entire Term of this Agreement on an as-is basis and in their entirety and continuously on a 24X7X365 days basis without any break and without any

editing, delays, alterations, interruptions, picture squeezing or re-sizing, insertion of graphic or animated overlays, pull-through or crawls, deletions or additions and further agrees to make the Channels available to its existing Subscribers as on the date of execution of this Agreement as well as its new Subscribers.

10.2 HITSO shall have the right to insert ONLY its trademark/logo on the Channels. However, the HITSO shall insert such trademark/logo/trade names in a manner which is of a reasonable size and shall not superimpose or otherwise alter any, logos on any Channel.

# 10.3 The HITSO agrees and undertakes not to:

- 10.3.1 Copy /use any of the programmes, data or content included on the Channel(s) for the purpose of distributing them later, or for any other reason, except as may be required by any applicable Laws within the Territory;
- 10.3.2 cut, edit, insert, dub, voice-over, sub-title, reformat or otherwise change or make additions to any programmes, data or content included on the Channel(s) except as may be required by any applicable Laws:
- 10.3.3 use any interactive technology or other interferences (such as red button) or redirect traffic from the Channels in any manner, whether for content or for promotion without express prior written permission from SIPL;
- 10.3.4 incorporate any Channel(s) or the programmes, data or content therein as part of any free TV, Interactive TV, IPTV, Pay Per View, Video On Demand or Near Video On Demand services or On-line Services, or otherwise exhibit or cause the exhibition of any stills, extracts or data from any Channel(s) or the programmes therein via the Internet or any other local or area wide computer network or mobile telephone or handheld device;
- 10.3.5 reformat any Channel(s) so that it appears on less than the full screen of a television or add or super-impose any data, scrolls crawlers, buttons or other items to any Channel(s);
- 10.3.6 superimpose or otherwise add any own or third party advertising, promotions, programmes, data, content; or alter any copyright, trademarks, trade names, logos, names and / or licenses on any Channel(s), Channel Mark or Promotional Materials;
- 10.3.7 disadvantage or otherwise treat less favorably the Channels, with respect to competing and similar channels on a genre and category basis;
- 10.4 HITSO shall not store or cause to be stored in any manner whatsoever any specific program or programming content or any part thereof of the Channels including without limitation additional channels in its servers or facilities. HITSO shall also not deploy any advertisement skipping function in its Distribution System. There shall be no embedded functionality in HITSO's Distribution System that shall enable it to show programmes of the Channels at a time different than that of its original telecast.
- 10.5 The HITSO shall use its best efforts to maintain a high quality of signal transmission for the Channels and shall take all other necessary steps to ensure that: (a) each Channel is received only by Subscribers who pay the full applicable subscription fees; and (b) no location for which the applicable subscription fees is not paid shall be capable of viewing the Channel.

#### Delivery; and Security

- 11.1 The Channels must be delivered by HITSO to Subscribers in a securely encrypted manner and without any alteration.
- 11.2 The uplink specifications, satellite capacity and infrastructure allocated by HITSO in respect of the broadcast signal of the Channels by HITSO to its Subscribers shall be no worse than that of the broadcast signal of any other channel within the same genre on its Distribution System.
- 11.3 The HITSO shall re-broadcast and re-transmit each of the Channels through the Distribution System to Subscribers located in the Territory in

- the manner of re-transmission as specified in this Agreement with respect to the Distribution System. The Parties acknowledge and agree that any material changes to the Distribution System's security and encryption technology, including the Encryption System (other than standard software upgrades which are deemed not to be material changes), during the Term will be made by the HITSO only after prior approval from SIPL.
- 11.4 The HITSO shall, at its own cost and expense, cause the Channels to be received only from the satellite(s) designated by SIPL from time to time and shall ensure distribution throughout its Distribution System on separate, dedicated channel(s) for reception by all its Subscribers.
- 11.5 SIPL may upon execution of this Agreement, at the request of the HITSO supply or cause to be supplied necessary Equipment to the HITSO. If SIPL provides the Equipment, the HITSO shall pay to SIPL fees for the Equipment in addition to the License Fee as may be informed by SIPL to the HITSO. The HITSO shall locate the Equipment at a location approved by SIPL in writing. In case the HITSO requires replacement of any defective Equipment, the HITSO shall pay a non-refundable service charge per Equipment for one time replacement as may be informed by SIPL to the HITSO. The Equipment shall be used by the HITSO exclusively for distribution of the Channels for which it is issued and shall at all times remain the sole and exclusive property of SIPL and the HITSO shall forthwith return the Equipment to SIPL upon expiry or termination of the Agreement as per the provisions and procedure laid down in this Agreement. The HITSO shall not, under any circumstances, reverse engineer, decompile or disassemble the Equipment or reproduce or allow the reproduction of any of them or the technology included in them or sell or exchange or transfer the Equipment in any manner whatsoever. The HITSO shall get the Equipment insured immediately on execution of the Agreement.
- 11.6 SIPL shall not be liable for any defect in the Equipment(s), which is attributable to any unauthorized use, tampering or damage due to negligent use of the same by the HITSO or any other person. In the event the Equipment(s) is lost, stolen or damaged, the HITSO shall immediately inform SIPL. In the event the HITSO desires new Equipment(s) for any Channel forming part of the Channels, the same may be issued at the discretion of SIPL on payment of such charges as may be specified by SIPL from time to time. In the event any of the Equipment(s) is not in use by the HITSO, the same should be returned to the concerned office of SIPL immediately.
- 11.7 In order to take back possession of the Equipment from the HITSO, the HITSO shall ensure that the personnel/representative of SIPL are allowed free and unobstructed access to the location where the Equipment is installed and take possession of the same. The HITSO shall not interfere with such procedure.
- 11.8 During the Term, the HITSO's re-broadcasting and re-transmitting facilities shall be fully capable of individually addressing Subscribers of Distribution System on a channel-by-channel, STB-by-STB and decoder-by-decoder basis. The HITSO shall install decoding equipment and all other equipment necessary to receive and distribute the Channels at its own cost and expense. The HITSO acknowledges and agrees that STBs, and their installed content protection systems, used by Subscribers shall prohibit the use of any digital outputs. The HITSO further agrees to make no use, nor authorize or permit others to make use, of the Channels or the programming on the Channels other than as expressly set forth in this Agreement. SIPL shall have the right in its sole discretion to either

suspend the transmission of any or all of the Channels by the HITSO, or terminate this Agreement in accordance with the Law, if the HITSO distributes any or all of the Channels in a manner not authorized or for a purpose not specifically provided for by this Agreement.

11.9 The HITSO shall use its best efforts to maintain for the Channels the quality standard afforded to other channels of the same genre in a nondiscriminatory fashion. the HITSO shall use reasonable efforts to maintain a service availability (a service free from viewer discernible problems including, without limitation, video with no audio, audio with no video or significant signal distortion) without any interruption or deviation from the daily transmission schedule.

# 12. Anti-Piracy

- 12.1 In order to prevent theft, piracy, unauthorized retransmissions, redistribution or exhibition, copying or duplication of any Channel, in whole or in part, (hereinafter collectively referred to as "Piracy"), the HITSO shall, prior to the commencement of the Term of the Agreement and at all times during such Term, employ, maintain, and enforce fully effective conditional access delivery and content protection and security systems, and related physical security and operational procedures (hereinafter collectively referred to as the "Security Systems") as may be specified (security specifications), in a non-discriminatory manner in writing, from time to time, by SIPL.
- 12.2 The HITSO shall adhere to the anti-piracy obligations and security measures set out in **Schedule G.**
- 12.3 To ensure the HITSO's ongoing compliance with the security requirements set out in the Agreement, SIPL may require technical audits ("Technical Audit(s)") conducted by an independent security technology auditor ("Technical Auditor"), approved by SIPL in writing no more than twice per year during the Term, at SIPL's cost and expense. If the results of any Technical Audit are not found to be satisfactory by either the HITSO or SIPL, then SIPL shall work with the HITSO in resolving this issue in the hext fourteen (14) Business Days. If a solution is not reached at by then, SIPL may, in its sole discretion, suspend the HITSO's right to distribute the Channels or take other actions as provided under the Agreement, until such systems, procedures and security measures have been corrected to SIPL's satisfaction. HITSO shall bear the cost and expense of any subsequent Technical Audit to verify that the systems, procedures and security measures have been corrected by the HITSO to SIPL's satisfaction.
- 12.4 HITSO shall deploy finger printing mechanisms to detect any piracy, violation of copyright and unauthorized viewing of the Channels, distributed / transmitted through its Distribution System at least every 10 minutes on 24 x 7 x 365 basis.
- 12.5 HITSO shall not authorize, cause or suffer any portion of any of the Channels to be recorded, duplicated, cablecast, exhibited or otherwise used for any purpose other than for distribution by HITSO at the time the Channels are made available. If HITSO becomes aware that any unauthorized third party is recording, duplicating, cablecasting, exhibiting or otherwise using any or all of the Channels for any other purpose, HITSO shall within ten minutes of so becoming aware of such recording, duplicating, cablecasting, exhibiting or otherwise using any or all of the Channels for any other purpose, notify SIPL and the HITSO shall also

switch off the concerned Set Top Box to prevent such unauthorized use. However, use of a Set Top Box with Personal Video Recorder/ Digital Video Recorder facility which has been supplied by the HITSO shall not be treated as unauthorized use, as long as such Set Top Box is used in accordance with the terms and conditions of the Agreement between the HITSO and the Subscriber.

12.6 If so instructed by Information (as defined below) by SIPL, the HITSO shall shut off or de-authorize the transmission to any unauthorized subscriber/subscriber indulging in piracy, within ten minutes from the time it receives such instruction from SIPL.

Any communication under this clause shall be considered as valid Information only if (i) the information is sent through e mail in a format as mutually agreed by the Parties and (ii) the Information is sent by a person(s) who is designated to send such information. However the "Information" may even be provided by SIPL representatives through other means of communications such as telephonic message, fax etc. and the said "information" shall later be confirmed by SIPL through e-mail and the HITSO shall be under obligation to act upon such information.

12.7 In instances where the HITSO is the only Party that is allowed to initiate and pursue legal action against an unauthorized party, including, but not limited to, the filing of criminal complaints against such unauthorized party, the HITSO agrees to initiate such legal action and SIPL undertakes to provide all necessary assistance. SIPL plans to actively combat piracy of the Channels in the Territory and the HITSO agrees to work closely with SIPL and comply with its directions in relation to such efforts.

### 13. Advertising/ Marketing/ Promotion

- 13.1 The HITSO shall promote all the Channels and the programming exhibited by all of the Channels in the same manner and to the same extent as any other channel in the same genre, which is distributed by the HITSO; provided, that the HITSO may carry out any specific promotion with respect to a certain specific channel(s) or genres.
- 13.2 The HITSO agrees that it shall provide the Channels with the same opportunity to carry out specific promotions on mutually agreeable terms. The HITSO agrees that the Channels will be treated similarly, in terms of size and prominence (taking into consideration the context) to other channels in any advertising material where the Channel Marks (as defined below) appear with the logos and names of all other channels. Nevertheless, In promoting the Channels, the HITSO shall use only Promotional Material provided or approved by SIPL, in the form provided by SIPL (or, if created by or on behalf of the HITSO, in the identical form presented to SIPL's for SIPL's prior written approval) and only for the purpose of promoting the Channels. SIPL shall make available to the HITSO Promotional Materials in accordance with SIPL's then current practices. SIPL and the HITSO agree to discuss joint marketing efforts and the coordination of marketing and promotion for the Channels and the Distribution System.
- 13.3 SIPL shall be treated similarly to other programmers in respect of opportunities for participation in events and promotions that the HITSO undertakes for the promotion of channels, subject to and considering commercial agreements for each such event and promotion and the

	context of each such event and promotion. SIPL shall provide to the HITS			
		information in a format that is reasonably requested by the HITSO for this purpose.		
14. Subscriber Reports		14.1 HITSO will maintain at its own expense a subscriber management system ("SMS") which should be fully integrated with the CAS (Conditional Access System). Reports under this Agreement shall be generated only through SMS and CAS and the same should be in a pre-defined read only format such as a suitable PDF format, which cannot be edited.		
		14.2 HITSO shall provide to SIPL complete and accurate opening and closing subscriber monthly reports ("Reports") for the Channels and the tier and/or package containing the Channels within seven (7) days from the end of each month ("Report Deadline") in the format set out in <b>Schedule E.</b>		
	14.3 Such Reports shall specify all information required to calc Monthly Average Subscriber Level (including but not limited to the of Subscribers for each of the Channels and each package in Channel is included) and the License Fees payable to SIPL an signed and attested by an officer of the HITSO of a rank not Head of Department/Chief Financial Officer who shall certifinformation in the Report is true and correct.			
		14.4 Provisioning of Report as per the terms of this Clause 14 shall constitute material obligation on the part of the HITSO. Non-provisioning of the Report on the Subscriber Reports Deadline and in the format set out in Schedule E, shall amount to material breach of the Agreement on the part of HITSO, which shall entitle SIPL to terminate the Agreement and disconnect signals of the Channels to the HITSO as per Clause 17 of this Agreement.		
	Audit Rights	15.1 SIPL's representatives shall have the right, not more than twice in a calendar year, to review and / or audit the subscriber management system, conditional access system, other related systems and records of Subscriber Management System of the HITSO relating to the Channel(s) provided by the broadcaster for the purpose of verifying the amounts properly payable to SIPL under the Agreement, the information contained in Reports and full compliance with the terms and conditions of the Agreement. The scope of such audit shall be as set out in <b>Schedule F</b> .		
	Kalt Web	15.2 In the event an audit by SIPL or its auditors reveal that the HITSO has under-reported or has misrepresented any item having a bearing on the computation of the License Fee payable by the HITSO, SIPL shall provide the HITSO with written notice setting out the amount of such additional fee ("Shortfall Amount") payable by the HITSO to SIPL ("Notice of Shortfall"). Upon receipt of the Notice of Shortfall, the HITSO shall immediately, and in any event no later than 2 (two) calendar days from the date of receiving such Notice of Shortfall pay the Shortfall Amount together with interest in accordance with the Late Interest Rate for the period from the date when the payments should have been made by the HITSO until the actual date of payment.		

- 15.3 Late Payment Interest Rate. If any fees due for any period exceed the fees reported by the HITSO to be due for such period by two (2) percent or more, HITSO shall pay all of SIPL's costs incurred in connection with such review and / or audit, and take any necessary actions to avoid such errors in the future.
- 15.4 The HITSO shall remain the sole owner and holder of all subscriber databases compiled by the HITSO under the Agreement. SIPL and its auditors are under obligation to maintain confidentiality of the Subscriber information, SIPL and its auditors, shall and only in connection with the audit, have the right to take printouts, photocopies and electronic copies (on auditors' laptop and any kind of external storage device) of the any information relating to the audit as reasonably required to conduct the audit.
- 15.5 HITSO will maintain at its own expense a subscriber management system ("SMS") capable of, at a minimum:
  - monitoring and printing historical data relating to subscriber activation and/or deactivation, going back to at least 2 (two) years at any point of time;
  - (ii) maintaining a computerized customer database capable of recording adequate details of each Subscriber, including name, address, chosen method of payment and billing;
  - (iii) administering subscriptions of Subscribers by producing and distributing contracts for new Subscribers and setting up and maintaining an infrastructure whereby Subscriber contracts are collected and recorded in the SMS database for ongoing administration;
  - (iv) handling all ongoing administrative functions in relation to Subscribers, including, without limitation, billing and collection of subscription payments, credit control, sales enquiries and handling of complaints;
  - administering payments of any commission fees from time to time payable to the HITSO 's authorised agents for the sale to Subscribers of programming packages;
  - (vi) obtaining and distributing receivers and smartcards, if applicable, to Subscribers, and issue replacement smartcards from time to time in its discretion; and
  - (vii) enable new Subscribers via the SMS over-the-air addressing system and disable defaulting Subscribers from time to time in its discretion.
- 15.6 The SMS, CAS, billing, IT systems, and all Subscriber Reports that are relevant for the purpose of the Agreement shall be made available for inspection and audit to SIPL or SIPL's auditors (i) at any time during normal business hours during the Term of this Agreement and for three months after the termination of the Agreement, as the case may be, to ensure compliance with the Anti-Piracy obligations of the HITSO; and (ii) on 7 (seven) calendar days prior written notice during normal business hours to ensure compliance with all other terms of the Agreement during the Term of this Agreement and for three (3) months after the termination of this Agreement.
- 15.7 The HITSO shall provide full cooperation to SIPL's auditors in order to carry out the audit including but not limited to granting unfettered,

unqualified and unrestricted access to HITSO's facilities and systems including but not limited to SMS, CAS, IT, billing, and other systems and providing documents as may be required by the auditors. HITSO shall have no objection to the auditors carrying or using their own equipment, systems including but not limited to laptops, software and hardware for conducting such audit and shall be provided with free ingress and egress from the premises wherein such audit is conducted. The HITSO shall not refuse, oppose, or defeat data retrieval, data storage, or data analysis by the auditor at any stage during the audit. The auditor shall own and possess all working data. Further, the auditor shall be free to decide and devise the methodology and the manner for conducting the audit. The provisions contained in this Clause 15.7 shall also apply to Technical Audits. Any breach by or on the part of the HITSO with regard to the above covenants shall be construed as material breach of this Agreement.

# 16. SIPL Intellectual Property

- 16.1 Unless notified to the contrary by SIPL, in all trade references, advertising, promotion and for all other purposes, the Channels shall be referred to exclusively as designated herein or as otherwise designated by SIPL and SIPL/or its licensors, as the case maybe shall have the sole right to rebrand or rename any Channel during the Term of this Agreement.
- 16.2 All right, title and interest in the programming on the Channels and all trademarks, trade names, service marks, logos, materials, formats, and concepts relating to the Channels or any mark of the rights holders of any programming exhibited on the Channels (collectively, the "Intellectual Property") shall belong exclusively to SIPL. SIPL and its licensors shall have the sole right and privilege to determine which events and programmes, advertisements, messages and the like shall be included in the Channels.
- 16.3 The HITSO shall not claim adversely to or challenge the rights of SIPL, any agent of SIPL or SIPL's program/Channels with respect to any Intellectual Property thereof. To the extent any of such rights are deemed to accrue to the HITSO, the HITSO agrees that such rights are the exclusive property of SIPL of such names and marks and agrees to renounce such rights.
- 16.4 The HITSO shall not use any material containing any of the Intellectual Property without the prior written consent of SIPL. The HITSO shall not use any Intellectual Property as part of a corporate name or of a trade name, register or use any name or mark which is the same as, or which contains or which, in the opinion of SIPL, resembles any of the Intellectual Property.
- 16.5 The HITSO shall include appropriate copyright and other legal notices as SIPL may require. The HITSO shall within seven [7] days after termination of this Agreement return to SIPL or, at SIPL's request, immediately destroy all material containing, and all material used for the purpose of printing or reproducing, any Intellectual Property or any other names or marks that in the opinion of SIPL are similar to any Intellectual Property, and shall transfer or cause to be transferred at no cost to SIPL all interest in and to any graphic representation created by or for the HITSO of any Intellectual Property.

17. Termination and 17.1 This Agreement shall stand terminated due to the efflux of time at the			
Suspension	17.1 This Agreement shall stand terminated due to the efflux of time at the end of the Term.		
	17.2 Subject to Clauses 17.3 and 17.4 below, either Party has a right to		
	terminate this Agreement and/or suspend the signals of Channels by a		
	written notice, subject to applicable Law, to the other in the event of:		
	17.2.1 material breach of this Agreement by the other Party which has not		
	been cured within thirty (30) days of being required in writing to do		
	so; 17.2.2 the bankruptcy, insolvency or appointment of receiver over the		
	assets of the other Party;		
	17.2.3 The HITS License or any other material license necessary for the		
	HITSO to operate its HITS service being revoked at any time other		
	than due to the fault of the HITSO.		
	17.2 Notwithstanding anything stated shows CIDI shall have the right to		
	17.3 Notwithstanding anything stated above, SIPL shall have the right to terminate this Agreement and/or suspend the signals of Channels by giving		
	notice in accordance with applicable Law if the HITSO defaults in making		
	payment of the Monthly License Fee on the Due Date.		
	A Y		
	17.4 SIPL shall have the right to terminate this Agreement and/or suspend the		
	signals of Channels by giving notice in accordance with applicable Law if:		
	17.4.1 The HITSO breaches any of the Anti–Piracy Requirements and fails to cure such breach within ten (10) days of being required in		
	writing to do so; or		
	17.4.2 SIPL discontinues the Channels with respect to all distributors in		
	the Territory and provides HITSO with at least ninety (90) days		
	prior written notice		
	17.4.3 if the HITSO breaches its material obligations under th		
	Agreement including, Reports, Audit, or Compliance with La transmitting signals of Channels outside the Territory, other the		
	the payment of License Fee, and fails to cure such breach wit		
	21 days from the date of delivery of a written notice by SIPL to th		
	HITSO; and		
	17.4.4 if any part of the Equipment is transferred outside the Territory, this		
	Agreement shall be automatically terminated without prejudice to		
	any other rights of SIPL under this Agreement or applicable Law;		
A 0	17.5 HITSO shall have the right to terminate this Agreement on written notice		
	to SIPL if HITSO discontinues its HITS business and provides at least		
	ninety (90) days prior written notice.		
	47 C.The wight of CIDL to townsize this Assessment shall be in addition to and		
CX.	17.6 The right of SIPL to terminate this Agreement shall be in addition to, and without prejudice to any other rights or remedies available to SIPL under		
	this Agreement or Law.		
~ ~ ~	this Agreement of Law.		
18. Effect of	18.1 Upon termination of the Agreement:		
Termination			
	18.1.1 Any re-broadcast and re-transmission of the Channel(s) by the		
	HITSO and its LCOs shall be unauthorized and illegal and the HITSO shall cease to distribute, package or market the		
	Channel(s) to the Subscribers in the Territory, whether directly or		
	indirectly;		
	18.1.2 The HITSO shall within seven (7) days from the date of		
	termination deliver to SIPL all due and pending Reports;		
	18.1.3 SIPL's Promotional Materials Confidential Information, and		
	Intellectual Property which are in the possession of the HITSO		

		shall forthwith be returned to SIPL and the HITSO shall cease to use the same;  18.1.4 SIPL shall, in addition to and without prejudice to any other rights and remedies available under Law, be entitled to receive all outstanding monies due to SIPL including without limitation the License Fee, or part thereof due or to become due under the Agreement and any amount due to SIPL shall immediately become payable on the date of termination;  18.1.5 The HITSO shall forthwith return to SIPL all the Equipment in the same condition as they were made available by SIPL subject to normal wear and tear;  18.1.6 The Parties shall immediately cease to make any representations		
		that they are associated with each other in the Territory;  18.2 Termination of the Agreement shall not absolve the HITSO of its obligations and stipulations under the Agreement.		
19.	Change of Control	19.1 The HITSO shall not, without the prior written consent of the Company, directly or indirectly, including through a subsidiary, enter into or propose to enter into a Change Event. "Change Event" means any merger, demerger, amalgamation, consolidation, reorganization or corporate restructuring involving the HITSO or any change of control or change in the management or acquisition of majority stake or controlling stake of the HITSO or acquisition by the HITSO of a majority stake or a controlling stake in any other entity or selling the whole or a substantial portion of the HITSO's assets and/ or purchasing the whole or a substantial portion of the assets of another entity (such other entity involved in such Change Event shall be referred to as the "Change Event Entity").		
20.	Governing Law	20.1 The Governing Law shall be the Indian Law and TDSAT, shall have exclusive jurisdiction in respect of any dispute between the Parties, arising		
	and Jurisdiction	out of or in connection with or as a result of the Agreement.		
	Regulatory Intervention	21.1 In the event that there is any change in any applicable statutes, enactments, acts of legislation or parliament, laws, ordinances, rules, bylaws or regulations, tax reforms ("Change in Law") of any government or statutory authority in India including but not limited to the Ministry of Information and Broadcasting ("MIB") and TRAI or any final un appealable order of any competent court or tribunal which would have a material effect on either of the Parties, this Agreement would automatically be read to give effect to the then prevailing legal and regulatory position and the change effected thereto.		
22.	Representations / Warranties and Obligations of the Parties	<ul> <li>22.1 Each Party represents and warrants to the other Party that:</li> <li>22.1.1 each of them is a duly incorporated and is a validly existing company under applicable Law and has full authority and all rights (including necessary licenses and approvals from competent authorities) necessary to perform its obligations under this Agreement;</li> <li>22.1.2 upon execution hereof, this Agreement shall be legally binding on such Party and enforceable against such Party and will not result in any violation of any applicable Law;</li> <li>22.1.3 it has obtained, and shall maintain in full force, during the Term of this Agreement, all approvals and consents necessary to perform its obligations under this Agreement and operate the business it is conducting in connection with this Agreement, as applicable and no consent, authorization, license or approval of</li> </ul>		

any Governmental Authority that has not been applied for or obtained is required to authorize the execution, delivery, or performance of this Agreement.

- 22.2 The HITSO further acknowledges, covenants, represents and warrants that-
  - 22.2.1 neither the HITSO nor any director(s), officers(s), agents(s), employees(s), or any other persons(s) acting for or on behalf of the foregoing has (a) offered, paid, promised to pay, or authorised the payment of any money or anything of value, to any government official or government authority or any political party or any third party for the purpose of influencing any act or decision of such government authority or political party or any third party in relation to the services or direct business to any person, in each case where such payment, offer or promise is prohibited under any applicable law to which such entity is subject; or (b) engaged in any activity that would in any manner result in violation of any applicable anti-bribery or anti-corruption laws;
  - the HITSO, its Director(s), officer(s), agents(s), employees or any other person acting for or on behalf of the foregoing has complied and shall continue to (a) comply with all applicable anti-bribery and anti-corruption laws and regulations; and (b) engage only in legitimate business and ethical practices in commercial operations, in relation to dealing with any governmental officials or government authorities or third parties pursuant to and in relation to the services provided under this Agreement;
  - 22.2.3 it has obtained all necessary rights, licenses and permissions relevant to re-transmission of the Channels on its Distribution System and has submitted the documents set out in **Schedule** H at the time of execution of this Agreement;
  - 22.2.4 it shall not retransmit the Channels via any medium other than the Distribution System
  - 22.2.5 the HITSO agrees that it shall not make its Subscribers take other channels or services or fulfill any other commercial consideration as a precondition to receiving the Channel(s) of the Company.
  - 22.2.6 the HITSO has not received any written notice from any Governmental Authority with respect to any violation of any applicable Law and no fact or circumstance exists which is likely to lead to any license, registration or permit which is material to the Distribution System being revoked, varied, cancelled, suspended or not renewed;
  - 22.2.7 the Distribution System and the systems used by HITSO to exercise the rights under this Agreement meet the requirements of applicable Laws and regulations, as amended from time to time, and this Agreement. The HITSO shall not re-transmit any unencrypted signals or feed from its Distribution System in contravention of applicable Law;
  - 22.2.8 It shall not sub-distribute the Channel(s) or knowingly authorize/allow taping or receipt of the Channels;
  - 22.2.9 it shall not pledge, charge or encumber or in any way part with the possession of the Equipment without the prior written permission of SIPL and shall not remove/shift any Equipment used to avail signals of Channels under this Agreement, without the prior written consent of SIPL;

raft Web

	22.2.10 22.2.11 22.2.12	it shall not shift, remove, modify, misuse or tamper with the Equipment used to avail of the including the paper seal to prevent opening of the equipment or any signals emanating there from, in a manner that prevents the identification of the Equipment number or interferes with the signals emanating there from;  All information which has been provided by the HITSO to SIPL in connection with this Agreement is true and accurate, and such information does not omit to state a material fact necessary to make the statements therein, in light of the circumstances in which they are made, not misleading; In the event of a change in names and/ or addresses of any Affiliates or LCOs working under the HITSO or its Affiliates, the HITSO shall duly inform the Company within 10 (ten) calendar
	22.2.13	days of such change; the obligations of the HITSO under this Agreement are integral and necessary for protecting the value of the Channels and the content of the Channels;
	22.2.14	all restrictions imposed on the HITSO and all obligations of the HITSO under this Agreement are reasonable and justified in light of the transactions contemplated under this Agreement, are non-discriminatory, and are not greater than necessary for the legitimate preservation of the value of the Channels and the content of the Channels;
	22.2.15	the HITSO has carefully read the terms of this Agreement and has evaluated all considerations relating to the Agreement by the HITSO to the terms of this Agreement, and the HITSO has such knowledge and experience in financial, business and industry matters that it is capable of evaluating the merits and
	22.2.16	risks of agreement to the terms of this Agreement; the HITSO has consulted and obtained advice from its own advisers, including legal, financial, tax and technical advisors and experts, as to all matters, including all obligations of the HITSO, under this Agreement and on that basis believes that the terms of this Agreement are suitable and appropriate for the
A & O	22.2.17	HITSO; and the HITSO has negotiated and agreed to all terms of this Agreement, and in the event of any ambiguity or question of intent or interpretation arises, this Agreement shall be construed as if drafted jointly by all Parties, and no presumption or burden of proof shall arise favouring or disfavouring any Party by virtue of the authorship of any provision of this Agreement
23. Indemnification	hold SIPL indemnifice causes of any kind misrepres breach of	all without any limitations as to time period or amounts keep and and its Affiliates, officers, directors, employees and agents fully ed and harmless against all claims, suits, actions, proceedings, faction, damages, awards, liabilities, costs and/or expenses of (including reasonable attorney's fees) arising out of any sentation or fraud committed by the HITSO, or actual or alleged any terms of this Agreement by the HITSO (including but not breach of any representation and warranty provided by the SIPL).
	have no li the HITS	ssly understood and agreed between the Parties that SIPL shall iability or obligation whatsoever under this Agreement, towards to, the Subscribers or any other person or Governmental arising from and/or in respect of:

		23.2.1 23.2.2 23.2.3	Viewing Cards) attributable to or resulting from any unauthorized/improper use, tampering, negligence or failure to follow SIPL's instruction, or any use of the Equipment with any apparatus or Equipment not authorized by SIPL, in which event SIPL shall not be under any obligation to provide HITSO with any other Equipment;  23.2.2 any delay or failure in the performance of this Agreement caused by any reason or event beyond the control of SIPL;  23.2.3 deactivation, disconnection, interruption of the Channels or termination of this Agreement by SIPL in accordance with the terms of this Agreement for any reason whatsoever (including without limitation on account of the non-payment of License Fee by the HITSO or on account of any other breach of this Agreement by the HITSO); or		
		the Sub proceed HITSO. Subscril Subscril	approvals required under applicable Law;  3.3 The HITSO undertakes that it shall be solely responsible for dealings with the Subscribers and shall be liable for any claims, actions, demands or proceedings by the Subscribers arising out of the actions or omissions of HITSO. Nothing in this Agreement or the contract(s) executed between the Subscriber and the HITSO or its Affiliates or the LCOs shall entitle the Subscriber to receive the Channels from SIPL or create any direct relationship between the Subscriber and SIPL.		
24.	Limitation of Liability	24.1 SIPL shall not be liable to the HITSO, any Subscriber or to any other Person, whether under contract, tort or otherwise, for any indirect, special, incidental or consequential damages or for any lost profits, business, revenues or goodwill arising out of or in connection with this Agreement or the provision of the Channels or inability to provide the same whether or not due to suspension, interruption or termination of the Channels or for any inconvenience, disappointment due to deprival of any programme or information whether attributable to any negligent act or omission or otherwise.			
		24.2 Without prejudice to the foregoing, the maximum aggregate liability of SIPL for proven and awarded direct damages or losses that may arise out of or in connection with this Agreement shall not exceed the Monthly License Fee actually paid by the HITSO to SIPL hereunder.			
25.	Miscelfaneous	25.1 Entire Agreement, Binding Effect, etc.  This Agreement shall constitute the entire agreement between the Parties			
Q <sup>'</sup>	Ç.00		with respect to the subject matter contained herein, and shall supersede all prior agreements, oral or written, with respect thereto.		
		25.2 <u>Force M</u>	5.2 Force Majeure		
		Neither Party shall be liable to the other for any delay in the performance of its obligations caused by any reason beyond its reasonable control, including without limitation, an act of God, governmental action, war, civil insurrection, riot, act of terrorism, labour unrest or dispute, epidemics or satellite failure or satellite jamming which may affect the retransmission of signals of any of the Channels to the Subscribers. Provided that nothing contained in this Clause shall apply to the obligation of the HITSO the pay the License Fee in accordance with clauses 7 and 9 of this Agreement.			

## 25.3 Confidentiality

Other than the existence of this Agreement, no terms or conditions hereof, nor any matters relating to the course of dealings between the Parties shall be disclosed to any third party, except to auditors (as a part of normal reporting procedure), attorneys, affiliated companies, employees, directors, officers, consultants, investors or lenders, or potential investors or lenders, on a need-to-know basis, who shall also be bound by terms of this clause and except as may be required by any applicable government agency, regulatory body or court.

#### 25.4 Notices

All notices must be in writing sent by fax, personal delivery or courier to the following addresses, unless otherwise notified:

To **HITSO:** Name:

Address:

Attention:

To SIPL:

STAR INDIA PRIVATE LIMITED

STAR House, Urmi Estate, 95 Ganpatrao Kadam Marg,

Lower Parel (W), Mumbai, 400013

Attention:

Fax:

#### 25.5 Assignment

The HITSO shall not have the right to assign, transfer, convey, delegate or sub-contract this Agreement or any of its rights or obligations hereunder, whether pursuant to a merger, de-merger, amalgamation, consolidation, reorganization, corporate restructuring, sale of assets or otherwise. SIPL may assign or transfer its rights or obligations under the Agreement to any Affiliate or any Person acquiring any portion of its business or assets.

#### 25.6 Amendment

This Agreement contains the entire understanding between the Parties with respect to the subject matter hereof and supersedes any prior agreements, writings, understandings or communications in this connection. No amendment of this Agreement shall be valid unless prepared in writing and signed by each of the Parties.

### 25.7 Survivability

Clauses 7 (License Fee), 9 (Payment Terms), 15 (Audit), 16 (SIPL Intellectual Property), 20 (Governing Law and Jurisdiction), 22 (Representations and Warranties), 23 (Indemnification), 24 (Limitation of Liability), 25.3 (Confidentiality), and 25.4 (Notice) shall survive any termination or expiration of this Agreement.

#### 25.8 Guarantee

The HITS Operator shall ensure that its Affiliates, LCOs and suboperators and their Affiliates who are operating in the Territory comply with applicable law/s the terms of this Agreement and perform the obligations set out hereunder. Any breach or default of this Clause by the HITS Operator shall constitute a material breach by the HITS Operator of the terms of this Agreement.

#### 25.9 Specific Performance

The HITSO agrees that damages may not be an adequate remedy and SIPL shall be entitled to an injunction, restraining order, right for recovery, suit for specific performance or such other equitable relief as a court of competent jurisdiction may deem necessary or appropriate to restrain the HITSO from committing any violation or enforce the performance of the covenants, representations and obligations contained in this Agreement. These injunctive remedies are cumulative and are in addition to any other rights and remedies SIPL may have at law or in equity, including without limitation a right for damages.

## 25.10 Severability

If any provision of this Agreement is determined to be invalid, illegal or unenforceable by a competent legal forum, the remaining provisions of this Agreement shall continue in full force and effect.

**IN WITNESS WHEREOF** the Parties hereto have caused this Agreement to be duly executed and delivered by their duly authorised representatives on the day and year first above written.

Signed for and on behalf of	Signed for an on behalf of
	STAR India Private Limited
Signature:	Signature:
Name: Mr.	Name: Mr.
Title:	Title:
Date:	Date:

WITNESS:	WITNESS:
Signature:	Signature:
Name:	Name:

Draft Website Version Lot For Fixecutive Oraft Website

#### Schedule A

#### **DEFINITIONS**

- 1. "Addendum Agreement" means the Addendum Agreement(s) to this Reference Interconnect Offer for Headend in the Sky which the HITSO has to compulsorily execute to avail the Incentives.
- 2. "Addressable System" means an electronic device (which includes hardware and its associated software) or more than one electronic device put in an integrated system through which signals of Headend in the Sky network can be sent in encrypted form, which can be decoded by the device or devices, having an activated CAS at the premises of the subscriber within the limits of authorisation made, through CAS and SMS, on the explicit choice and request of such subscriber, by the HITSO to the subscriber;
- 3. "Affiliate" of a Party (the "Subject Person") means (i) in the case of any Subject Person, any other Person that, either directly or indirectly through one or more intermediate Persons, controls, is controlled by or is under common control with the Subject Person, and (ii) in the case of any Subject Person that is a natural Person, his/her parents, spouse or children, or any Person that is owned or controlled by such natural person or any of the aforesaid mentioned Persons. For the purposes of this definition, "Control" means (a) having an economic interest of at least 26% of any Person; and/or (b) the power to direct and control the management or policies of a Person, whether through the power to appoint majority of the members on the board of directors or similar governing body of such Person, through contractual arrangements or otherwise;
- 4. "A-la-carte" with reference to offering of a TV channels means an offering of the television channel individually on a standalone basis;
- 5. "A-la-carte Rate" means the rate as set out in Schedule C at which a standalone individual Channels are offered by SIPL to HITSO;
- 6. "BENGALI Bouquet" shall mean an assortment of distinct Channels listed in Schedule C, offered together as a group or as a bundle;
- 7. "BENGALI Bouquet Rate" shall mean the rate set out in Schedule C, at which BENGALI Bouquet is offered by SIPL to the HITSO;
- 8. "BENGALI Bouquet Scheme" shall have the meaning ascribed to it in the Addendum Agreement corresponding to the BENGALI Bouquet
- 9. "Bouquet" or "Bouquet of Channels" means an assortment of distinct Channels, offered by SIPL to the HITSO together as a group or as a bundle and includes the BENGALI BOUQUET, MARATHI BOUQUET, KANNADA BOUQUET, MALAYALAM BOUQUET, NATIONAL BOUQUET, SOUTH BOUQUET, TAMIL BOUQUET, TELUGU BOUQUET;
- 10. **"Bouquet Rate"** or **"Rate Of Bouquet"** means the rate set out in Schedule C at which the Bouquet of Channels are offered by SIPL to the HITSO;
- 11. "Business Day" shall mean any day, other than a Saturday and Sunday, on which banks in Mumbai remain open for business;
- 12. "BIS" shall mean Bureau of Indian Standards;

- 13. "CAS" shall mean the conditional access system maintained by the HITSO in accordance with the Interconnection Regulations and the terms of this Agreement, which shall have the ability to authorize, provide and deny specific Channels, data, or information to Subscribers and which meets the requirements set out under Schedule D of this Agreement;
- 14. **"Channels"** shall mean the linear provisioning of television channels of such genres selected by the HITSO as set out in Schedule B which list may be updated to include any Linear Provisioning of any new television channel distributed by the Company from time to time and accordingly, each channel may be referred to as a "Channel";
- 15. **"Channel Marks"** means the trade names, trademarks, logos and service marks used by the Company and/or its Affiliates from time to time in connection with the Services including without limitation the trade names, marks or logo specified by the Company or otherwise notified in writing by the Company from time to time;
- 16. "Commercial Subscriber" means a subscriber who causes the signals of TV channels to be heard or seen by any person for a specific sum of money to be paid by such person; as maybe amended by TRAI
- 17. "Confidential Information" means: (a) any information concerning the organization, business, technology, trade secrets, know-how, finance, transactions or affairs of a Party or any of its Affiliates, directors, officers or employees (whether conveyed in written, oral or in any other form and whether such information is furnished before, on or after the date hereof) of the Parties, (b) any material or information disclosed by either Party for the purposes of this Agreement (c) any information or materials prepared by a Party or its representatives that contains or otherwise reflects, or is generated from Confidential Information;
- 18. "Distribution System" shall mean the headend-in the sky owned and operated by the HITS Operator located at address set out in Schedule I,comprising of an Addressable System and for distributing the Channels in C Band or Ku band by using a satellite system (i) to LCOs other than Excluded Cable Operators and (ii) by using a cable network including its own cable network (if any) to the Ordinary Subscribers of such cable network, through Quadrature Amplitude Modulation (QAM) set top boxes, after first downlinking the signals at its terrestrial receiving station;
- 19. **"Equipment(s)"** means any and all hardware/ software and other devices, including but not limited to IRDs and the paired Viewing Card(s);
- 20. "Excluded Cable Operators" shall mean all local cable operators and multi system operators or any of their consortium availing passive infrastructure facilities like transponder space on satellite, earth station facilities etc. from the HITS Operator for distribution of the Channels using such infrastructure facilities.
- 21. **"Free-to-Air Channel"** means a television channel for which no subscription fee is to be paid for its retransmission and distribution in the Territory.
- 22. "HITS Policy Guidelines" shall mean the policy guidelines of the Ministry of Information and Broadcasting, Government of India for providing Headend -in -the –sky (HITS) service in India dated 26<sup>th</sup> November 2009 as amended from time to time.
- 23. "MARATHI Bouquet" shall mean an assortment of distinct channels listed in Schedule C, offered together as a group or as a bundle.
- 24. "MARATHI Bouquet Rate" shall mean the rate set out in Schedule C, at which MARATHI Bouquet is offered by SIPL to the HITSO

- 25. "MARATHI Bouquet Scheme" shall have the meaning ascribed to it in the Addendum Agreement, corresponding to MARATHI Bouquet;
- 26. "Governmental Authority" means any government authority, statutory authority, government department, agency, commission, board, tribunal or court or other law, rule or regulation making entity having or purporting to have jurisdiction over such Party and shall include without limitation TRAI, MIB, TDSAT or any other body or authority regulating the broadcasting and distribution of channels in India;
- 27. "Incentives" shall have the meaning ascribed to it in the Addendum Agreement For The Reference Interconnect Offer, corresponding to the Bouquet of Channels
- 28. **"IRD"** shall mean decoder, receiver or integrated receiver-decoders as set out in Schedule I hereto, which is owned, operated and supplied by SIPL and which is used in conjunction with a Viewing Card in order to facilitate the receipt of the Channels by HITSO;
- 29. **"IPTV"** shall mean Internet Protocol Television as defined in the Telecommunication (Broadcasting and Cable Services) Interconnection (Fifth Amendment) Regulations, 2009;
- 30. **"KANNADA Bouquet**" shall mean an assortment of distinct Channels listed in Schedule C, offered together as a group or as a bundle;
- 31. **"KANNADA Bouquet Rate"** shall mean the rate set out in Schedule C, at which KANNADA Bouquet is offered by SIPL to the HITSO
- 32. **"KANNADA Bouquet Scheme"** shall have the meaning ascribed to it in the Addendum Agreement, corresponding to Kannada Bouquet
- 33. **"Law"** shall mean all applicable statutes, enactment, acts of legislative, ordinance, rules, by-laws, regulations, notifications, guidelines, policies, directions, and orders, including amendments thereto, of any Government, Authority, including without limitation (a) the Interconnection Regulations; (b) the HITS Guidelines; (c) any rules, directions, regulations, guidelines, and code of conduct of the MIB and TRAI;
- 34. "Local Cable Operators" or "LCOs" shall mean the multi system operators and the local cable operators who area receiving the signals of the Channels through the Distribution System and distributing the same to the Subscribers via their cable networks as per the provisions of the Cable TV Act and Interconnection Regulations, but excluding all Excluded LCOS.
- 35. "MALAYALAM Bouquet" shall mean an assortment of distinct Channels listed in Schedule C, offered together as a group or as a bundle;
- 36. "MALAYALAM Bouquet Rate" shall mean the rate set out in Schedule C, at which MALAYALAM Bouquet is offered by SIPL to the HITSO;
- 37. "MALAYALAM Bouquet Scheme" shall have the meaning ascribed to it in the Addendum Agreement, corresponding to MALAYALAM Bouquet.
- 38. "Monthly Average Subscriber Level" shall mean, for any calendar month, the sum of the number of Subscribers to Channels on an A-la-carte basis and/or as part of Subscriber Packages, each of such number of Subscribers as on the first and last day of such calendar month, divided by two.
- 39. "NATIONAL Bouquet" shall mean an assortment of distinct Channels listed in Schedule C, offered together as a group or as a bundle;

- 40. "NATIONAL Bouquet Rate" shall mean the rate set out in Schedule C, at which NATIONAL Bouquet is offered by SIPL to the HITSO;
- 41. "NATIONAL Bouquet Scheme" shall have the meaning ascribed to it in the Addendum Agreement, corresponding to NATIONAL Bouquet;
- 42. "Ordinary Subscriber" means a subscriber who is not a Commercial Subscriber; as maybe amended by TRAI;
- 43. "Pay Channel" means a television channel for which subscription fees is to be paid for its transmission and distribution in the Territory.
- 44. **"Person"** means any individual or other entity, whether a corporation, firm, company, joint venture, trust, association, organization, partnership or proprietorship, including any governmental agency or regulatory body.
- 45. "Set Top Box" or "STB" shall mean a device which is connected to or part of a television set and as per requirement described in Schedule D to this agreement, which allows a Subscriber to receive the Channels in descrambled form;
- 46. **"SMS"** shall mean the subscriber management system maintained by HITSO in accordance with the Law and as more particularly described in Schedule D of this Agreement;
- 47. "SOUTH Bouquet" shall mean an assortment of distinct Channels listed in Schedule C, offered together as a group or as a bundle;
- 48. **"SOUTH Bouquet Rate"** shall mean the rate set out in Schedule C, at which SOUTH Bouquet is offered by SIPL to the HITSO
- 49. "SOUTH Bouquet Scheme" shall have the meaning ascribed to it in the Addendum Agreement, corresponding to SOUTH Bouquet;
- 50. **"Subscriber"** for the purposes of Rights Granted under this Agreement shall include only Ordinary Subscribers. For the purposes of calculation of the Monthly License Fee, Subscriber shall have the meaning as set out in Clause 7.3 of this Agreement
- 51. "TAMIL Bouquet" shall mean an assortment of distinct Channels listed in Schedule C, offered together as a group or as a bundle;
- 52. "TAMIL Bouquet Rate" shall mean the rate set out in Schedule C, at which TAMIL Bouquet is offered by SIPL to the HITSO
- 53. "**TAMIL Bouquet Scheme**" shall have the meaning ascribed to it in the Addendum Agreement, corresponding to TAMIL Bouquet;
- 54, "TELUGU Bouquet" shall mean an assortment of distinct Channels listed in Schedule C, offered together as a group or as a bundle;
- 55. "TELUGU Bouquet Rate" shall mean the rate set out in Schedule C, at which TELUGU Bouquet is offered by SIPL to the HITSO;
- 56. "TELUGU Bouquet Scheme" shall have the meaning ascribed to it in the Addendum Agreement, corresponding to TELUGU Bouquet;
- 57. "Viewing Card" means the viewing card as set out in Schedule I hereto, owned, operated and supplied by the Company and which is to be used in conjunction with the IRD for the HITSO to access and decode each Channel(s).

# **SCHEDULE B**

# **CHANNELS**

Sr. No Channel Name		Genre	
1.	Star Plus	Hindi General Entertainment	
2.	Star Gold	Hindi Movies	
3.	Star Movies	English Movies	
4.	Star World	English Entertainment	
5.	NGC	Infotainment	
6.	Fox Life	Infotainment/Lifestyle	
7.	Channel V	Music	
8.	Vijay TV	Regional Tamil	
9.	Vijay Super	Regional Tamil	
10.	Nat Geo Wild	Infotainment	
11.	Life OK	Hindi General Entertainment	
12.	<sup>1</sup> Star Sports Select 2 (Erstwhile FX)	Sports	
13.	Nat Geo People	Infotainment	
14.	Nat Geo Music	Music	
15.	Baby TV	Kids	
16.	Star Jalsha	Regional Bengali	
17.	Star Pravah	Regional Marathi	
18.	Star Suvarna	Regional Kannada	
19.	Asianet	Regional Malayalam	
20.	Asianet Plus	Regional Malayalam	
21.	Movies OK	Hindi Movies	
22.	<sup>2</sup> Star Gold Select (Erstwhile Star Movies Action)	Hindi Movies	
23.	Jalsha Movies	Regional Bengali Movies	
24.	Star Sports 1	Sports	
25. Star Sports 2		Sports	

<sup>&</sup>lt;sup>1</sup> Effective from June 16, 2017 or thereafter <sup>2</sup> Effective from June 16, 2017 or thereafter

	26.	<sup>3</sup> Star Sports 1	Sports
		Hindi(Erstwhile Star Sports	
		3)	
	25.	<sup>4</sup> Star Sports 1 Tamil	Sports
		(Erstwhile Star Sports 4)	
	28.	Asianet Movies	Regional Malayalam Movies
	29.	Suvarna Plus	Regional Kannada General Entertainment
	30.	Maa TV	Regional Telugu General Entertainment
	31.	Maa Movies	Regional Telugu Movies
	32.	Maa Music	Regional Telugu Music
	33.	Maa Gold	Regional Telugu General Entertainment
	34.	Star Utsav	Hindi General Entertainment
	35.	Star Utsav Movies	Hindi Movies
	36	<sup>5</sup> Star Sports Select 1	Sports
Oral Car	or desired and the state of the		

<sup>3</sup> Effective from May 28, 2017
<sup>4</sup> Effective from May 28, 2017
<sup>5</sup> Effective from May 28, 2017

29

## **SCHEDULE C**

1. Please place a tick ( $\vee$ ) against the mode of subscription to the Channels:					
a) A-la-ca	rte				in
b) Bouque a) A-	et	ates		sof Fite	
	Sr. No	Channel Name	A-la-carte Rates - per STB per month (INR)	Please tick agains subscribed Channels	st
	1	Star Plus	7.87	>	
	2	Star Gold	7.42		
	3	Star Movies	7.42		
	4	Star World	2.05		
		NGC	2.58		

1.98

0.45

5.30 (TN Market)

Vijay TV 1.80 (Non-TN Market) Vijay Super<sup>6</sup> 5.25 10. Nat Geo Wild 6.72 Life OK 9.21 11. <sup>7</sup>Star Sports 15.12 Select 12. (Erstwhile FX) Nat Geo 6.72 People 13. Nat Geo Music 3.11 14. Baby TV 5.57 15.

5

6

7

Fox Life

Channel V

 $<sup>^6</sup>$  Promotional Offer - Subscription fee will not be charged for the channel till 31st July, 2017  $^7$  Effective from June 16, 2017 or thereafter

16.	Star Jalsha	5.04	
17.	Star Pravah	5.04	
18.	Star Suvarna	5.04	
19.	Asianet	5.23	
20.	Asianet Plus	2.94	
21.	Movies OK	7.14	
22.	*Star Gold Select (Erstwhile Star Movies Action)	7.77	, 4e <sup>C</sup>
23.	Jalsha Movies	7.77	
24.	Star Sports 1	14.89	
25.	Star Sports 2	15.12	
26.	<sup>9</sup> Star Sports 1 Hindi (Erstwhile Star Sports 3)	12.58	X02
27.	<sup>10</sup> Star Sports 1 Tamil (Erstwhile Star Sports 4)	14.89	
28.	Asianet Movies	7.46	
29.	Suvarna Plus	5.25	
30.	Maa TV	5.25	
31.	Maa Movies	7.77	
32.	Maa Music	3.15	
33.	Maa Gold	5.25	
34.	Star Utsav	FTA	
35.	Star Utsav Movies	FTA	
36	<sup>11</sup> Star Sports Select 1	15.12	

<sup>&</sup>lt;sup>8</sup> Effective from June 16, 2017 or thereafter <sup>9</sup> Effective from May 28, 2017 <sup>10</sup> Effective from May 28, 2017 <sup>11</sup> Effective from May 28, 2017

# b) BOUQUET RATES

	BENGALI Bouquet	BENGALI Bouquet Month (INR)	Rate per
	Star Plus		^4
	Life Ok		~ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
	Channel V		
	Star Utsav		3
	Star Gold	$\wedge$	$\mathcal{O}$
	Movies Ok		,
	Star Utsav Movies		
	Star Jalsha	40	
	Jalsha Movies		
)	Star Sports 1		
1	Star Sports 2	1297.50	
2	<sup>13</sup> Star Sports 1 Hindi (Erstwhile Sta	ar 97.50	
	Sports 3)		
3	<sup>14</sup> Star Sports Select 1		
4	NGC	2′	
5	Nat Geo Wild		
3	Fox Life		
7	Star World		
3	15Star Sports Select 2 (Erstwhile F)	<u>()</u>	
9	Star Movies		
)	<sup>16</sup> Star Gold Select (Erstwhile Sta	ar	
	Movies Action)		
	ex To		
NI	NADA Bouquet		
V			
VAE	OA Bouquet		

<sup>&</sup>lt;sup>12</sup> Effective June 16, 2017 the rate for Bengali bouquet would be Rs 97.50 and for the period prior to June 16, 2017 the old rate i.e Rs. 90.78 shall be applicable.

<sup>&</sup>lt;sup>13</sup> Effective from May 28, 2017

<sup>&</sup>lt;sup>14</sup> Effective from May 28, 2017

<sup>&</sup>lt;sup>15</sup> Effective from June 16, 2017

<sup>&</sup>lt;sup>16</sup> Effective from June 16, 2017

 $<sup>^{17}</sup>$  Effective June 16, 2017 the rate for Kannada bouquet would be Rs 69.55 and for the period prior to June 16, 2017 the old rate i.e Rs. 70.56 shall be applicable

2	Suvarna Plus	
3	Channel V	-
4	Star Sports 1	1
5	Star Sports 2	1
6	Star Sports 1 Hindi <sup>18</sup> (Erstwhile	1
	Star Sports 3)	
7	Star Sports Select 1 <sup>19</sup>	1
8	NGC	]
9	Nat Geo Wild	]
10	Fox Life	]
11	Star World	]
12	Star Sports Select 2	
	<sup>20</sup> (Erstwhile FX)	
13	Star Movies	

10 Otal Movics		
		CALFOR
c) MARATHI Bouquet		
If MARATHI Bouquet S	Scheme subscrib	ed by MSO: YES NO

Ī		MARATHI Bouquet	MARATHI Bouquet Rate per Month
ļ	1	Stor Dive	(ÍNR)
ŀ	1	Star Plus	
ŀ	2	Life Ok	
	3	Channel V	
_	4	Star Utsav	
	5	Star Gold	
	6	Movies Ok	
	7	Star Utsav Movies	
	8	Star Pravah	
	9	Star Sports 1	
	10	Star Sports 2	92.32 <sup>21</sup>
	11	Star Sports 1 Hindi <sup>22</sup> (Erstwhile	
	-6	Star Sports 3)	
	12	Star Sports Select 1 <sup>23</sup>	
	13	NGC	
	14	Nat Geo Wild	
	15	Fox Life	
Ī	16	Star World	
Ī	17	Star Sports Select 2	
		<sup>24</sup> (Erstwhile FX)	
Ī	18	Star Movies	

<sup>&</sup>lt;sup>18</sup> Effective from May 28, 2017

<sup>&</sup>lt;sup>19</sup> Effective from May 28, 2017

<sup>&</sup>lt;sup>20</sup> Effective from June 16, 2017

<sup>&</sup>lt;sup>21</sup> Effective from June 16, 2017
<sup>21</sup> Effective June 16, 2017 the rate for Marathi bouquet would be Rs 92.32 and for the period prior to June 16, 2017 the old rate i.e Rs. 85.68 shall be applicable
<sup>22</sup> Effective from May 28, 2017
<sup>23</sup> Effective from May 28, 2017
<sup>24</sup> Effective from June 16, 2017

	MALAYALAM Bouquet	MALAYALAM Bouquet Rate per Month (INR)
1	Asianet	
2	Asianet Plus	
3	Asianet Movies	<b>~</b> 0'
4	Channel V	
5	Star Sports 1	
6	Star Sports 2	40
7	Star Sports 1 Hindi <sup>27</sup> (Erstwhile	
	Star Sports 3)	70.4426
8	Star Sports Select 1 <sup>28</sup>	73.11 <sup>26</sup>
9	NGC	$\sim$
10	Nat Geo Wild	
11	Fox Life	
12	Star World	6 <sup>y</sup>
13	Star Sports Select 2 <sup>29</sup>	*
	(Erstwhile FX)	
14	Star Movies	
	Star Movies	

	NATIONAL Bouquet	NATIONAL Bouquet Rate per Month (INR)
1	Star Plus	156.24 <sup>30</sup>

<sup>&</sup>lt;sup>25</sup> Effective from June 16, 2017

<sup>&</sup>lt;sup>26</sup> Effective June 16, 2017 the rate for Malayalam bouquet would be Rs 73.11 and for the period prior to June 16, 2017 the old rate i.e Rs. 75.60 shall be applicable

<sup>&</sup>lt;sup>27</sup> Effective from May 28, 2017.

<sup>&</sup>lt;sup>28</sup> Effective from May 28, 2017.

<sup>&</sup>lt;sup>29</sup> Effective from June 16, 2017.

<sup>&</sup>lt;sup>30</sup> As a promotional offer –

A) While computing the License Fee for the National Bouquet, the bouquet rate will be Rs 146.16 per subscriber per month till June 15, 2017 and effective June 16, 2017 the rate would be Rs.151.20 per subscriber per month till 31st July, 2017.

B) It is further clarified that while computing the License Fee for this bouquet, subscriber base for Vijay Super will not be taken into consideration till July 31, 2017.

2	Life Ok		
3	Channel V		
4	Star Utsav		
5	Star Gold		
6	Movies Ok		
7	Star Utsav Movies		
8	Star Sports 1		A
9	Star Sports 2		
10	Star Sports 1 Hindi <sup>31</sup> (Erstwhile		
	Star Sports 3)		, , , , , , , , , , , , , , , , , , ,
11	Star Sports 1 Tamil <sup>32</sup> (Erstwhile		
	Star Sports 4)		
12	NGC	TOX FOR FIX	
13	Nat Geo Wild		
14	Fox Life		
15	Star World		
16	Star Sports Select 2 <sup>33</sup>	∧O′	
	(Erstwhile FX)		
17	Star Movies	X, Y	
18	Star Gold Select <sup>34</sup> (Erstwhile	40	
	Star Movies Action)		
19	Star Pravah		
20	Star Jalsha	/	
21	Jalsha Movies	^	
22	Maa TV		
23	Maa Gold	· \ O'	
24	Maa Music		
25	Maa Movies	~	
26	Star Suvarna		
27	Suvarna Plus		
28	Vijay TV		
29	Vijay Super		
30	Asianet		
31	Asianet Plus		
32	Asianet Movies		
33	Star Sports Select 135		

Effective from May 28, 2017.
Effective from May 28, 2017.
Effective from June 16, 2017.
Effective from June 16, 2017.
Effective from May 28, 2017.

f)

SOUT	H Bouquet	
If SOL	ITH Bouquet Scheme subscribe	ed by MSO: YES NO
	SOUTH Bouquet	SOUTH Bouquet Rate per Month (INR)
1	Maa TV	
2	Maa Gold	^4
3	Maa Music	
4	Maa Movies	Y
5	Star Suvarna	TOK FOR
6	Suvarna Plus	
7	Vijay TV	
8	Vijay Super	
9	Asianet	40
10	Asianet Plus	
11	Asianet Movies	, Y
12	Channel V	
13	Star Sports 1	115.9236
14	Star Sports 2	110.02
15	Star Sports 1 Hindi <sup>37</sup> (Erstwhile	
	Star Sports 3)	<b>?</b>
16	Star Sports 1 Tamil <sup>38</sup> (Erstwhile	
	Star Sports 4)	
17	NGC	
18	Nat Geo Wild	
19	Fox Life	
20	Star World	
21	Star Sports Select 2 <sup>39</sup> (Erstwhile FX)	
22	Star Movies	
23	Star Sports Select 1 <sup>40</sup>	

<sup>36</sup> As a promotional offer –

A) While computing the License Fee for the South Bouquet, the bouquet rate will be Rs.110.88 per subscriber per month till 31st July, 2017.

B) It is further clarified that while computing the License Fee for this bouquet, subscriber base for Vijay Super will not be taken into consideration till July 31, 2017.

<sup>&</sup>lt;sup>37</sup> Effective from May 28, 2017.
<sup>38</sup> Effective from May 28, 2017.
<sup>39</sup> Effective from June 16, 2017.

<sup>&</sup>lt;sup>40</sup> Effective from June 16, 2017

	TAMIL Bouquet	TAMIL Bouquet Rate per Month (INR)
1	Vijay TV	
2	Vijay Super	
3	Channel V	X
4	Star Sports 1	
5	Star Sports 2	4 O
6	Star Sports 1 Hindi <sup>42</sup> (Erstwhile Star Sports 3)	<u> </u>
7	Star Sports 1 Tamil <sup>43</sup> (Erstwhile Star Sports 4)	79.65 <sup>41</sup>
8	NGC	
9	Nat Geo Wild	• 0
10	Fox Life	
11	Star World	
12	Star Sports Select 244 (Erstwhile FX)	
13	Star Movies	
14	Star Sports Select 145	
ELU	GU Bouquet	]
TEL	UGU Bouquet Scheme subscrib	ped by MSO: YES NO
1	,	1
) ,	Telugu Bouquet	Telugu Bouquet Rate per Month
		(INR)
1	Maa TV	76.97 <sup>46</sup>
2	Maa Gold	10.31

<sup>&</sup>lt;sup>41</sup> As a promotional offer –

A) While computing the License Fee for the Tamil Bouquet, the bouquet rate will be Rs.65.52 per subscriber per month till June 15, 2017 and effective June 16, 2017 the rate would be Rs. 76.15 per subscriber per month till 31<sup>st</sup> July, 2017.

B) It is further clarified that while computing the License Fee for this bouquet, subscriber base for Vijay Super will not be taken into consideration till July 31, 2017.

<sup>&</sup>lt;sup>42</sup> Effective from May 28, 2017.

<sup>&</sup>lt;sup>43</sup> Effective from May 28, 2017.

<sup>&</sup>lt;sup>44</sup> Effective from June 16, 2017.

<sup>&</sup>lt;sup>45</sup> Effective from June 16, 2017.

<sup>&</sup>lt;sup>46</sup> Effective June 16, 2017 the rate for Telugu bouquet would be Rs. 76.97 and for the period prior to June 16, 2017 the old rate i.e Rs. 80.64 shall be applicable

3	Maa Movies
4	Maa Music
5	Channel V
6	Star Sports 1
7	Star Sports 2
8	Star Sports 1 Hindi <sup>47</sup> (Erstwhile
	Star Sports 3)
9	Star Sports Select 148
10	NGC
11	Nat Geo Wild
12	Fox Life
13	Star World
14	Star Sports Select 2 <sup>49</sup>
	(Erstwhile FX)
15	Star Movies

\*The rates above are stipulated at 42% of rates applicable to non-addressable systems/Non DAS in compliance with the interim order of the Hon'ble Supreme court dated 18 April 2011 passed in Civil Appeal No. 2847-2854 of 2011, Civil Appeal No. 7247 of 2011 and Civil Appeal D No. 8827 of 2011, but without prejudice to the Company's rights and contentions in the said appeals or any other matters and would be subject to revision depending upon the orders as may be finally passed.

The rates above are mentioned are without prejudice to SIPL's rights and contentions in challenge to Commercial Tariff regulations / Tariff Orders pending before Hon'ble Delhi High Court, Hon'ble Supreme Court and Hon'ble Telecom Disputes Appellate and Settlement Tribunal ("TDSAT") being WP 5161 of 2014, W.P.(C) 506/2016, Civil Appeal Nos. 3728 of 2015, Appeal No. 4(C) of 2015 and Appeal No. 5 (C) of 2015 respectively.

This is without prejudice to SIPL's rights and contentions in any proceedings before any Tribunal/Judicial/Statutory /Regulatory authority including but not limited to the remand exercise if any to be under taken by the Telecom Regulatory Authority in terms of the Order of the Hon'ble Supreme Court in Civil Appeal Nos. 5159-5164/5289-5294/5352-5357/5283-5288 of 2015 and also in Petition No. 295 (C) of 2015 pending before the Hon'ble Telecom Disputes Appellate and Settlement Tribunal ("TDSAT").

# SIPL reserves its right, subject to applicable regulations of TRAI, to revise the Rate per Set Top Box per month and/ or revise the Bouquet Rate mentioned in this Agreement. Upon such revision, HITSO agrees and unconditionally undertakes to pay the revised License Fee pro rata from the effective date of such revision. The Rates mentioned are excluding taxes and levies imposed by local and /or the Central Government including but not limited to Service Tax.

<sup>&</sup>lt;sup>47</sup> Effective from May 28, 2017.

<sup>&</sup>lt;sup>48</sup> Effective from May 28, 2017.

<sup>&</sup>lt;sup>49</sup> Effective from June 16, 2017.

#### SCHEDULE D

### **SPECIFICATIONS**

Specifications for Set-Top-Boxes (STBs), Conditional Access System (CAS) & Subscribers Management System (SMS) for implementation of Digital Addressable Systems

### (A) <u>STB Requirements</u>:

- All the STBs should have embedded Conditional Access.
- 2. The STB should be capable of decrypting the Conditional Access inserted by the Headend.
- 3. The STB should be capable of doing Finger printing. The STB should support both Entitlement Control Message (ECM) & Entitlement Management Message (EMM) based fingerprinting.
- 4. The STB should be individually addressable from the Headend.
- 5. The STB should be able to take the messaging from the Headend.
- 6. The messaging character length should be minimal 120 characters.
- 7. There should be provision for the global messaging, group messaging and the individual STB messaging.
- 8. The STB should have forced messaging capability.
- 9. The STB must be BIS compliant.
- 10. There should be a system in place to secure content between decryption & decompression within the STB and should not have capabilities of receiving Channels through the Internet or have an out.
- 11. The STBs should be addressable over the air to facilitate Over The Air (OTA) software upgrade.

### (B) Fingerprinting Requirements:

- 1. The finger printing should not be removable by pressing any key on the remote.
- 2. The Finger printing should be on the top most layer of the video.
- 3. The Finger printing should be such that it can identify the unique STB number or the unique Viewing Card (VC) number.
- 4. The Finger printing should appear on all the screens of the STB, such as Menu, EPG etc.
- 5. The location of the Finger printing should be changeable from the Headend and should be random on the viewing device.
- 6. The Finger printing should be able to give the numbers of characters as to identify the unique STB and/ or the VC.
- 7. The Finger printing should be possible on global as well as on the individual STB basis.
- 8. The Overt finger printing and On screen display (OSD) messages of the respective Company should be displayed by the HITSO/LCO without any alteration with regard to the time, location, duration and frequency.
- 9. No common interface Customer Premises Equipment (CPE) to be used.
- 10. The STB should have a provision that OSD is never disabled.

### (C) CAS & SMS Requirements:

- 1. The current version of the conditional access system should not have any history of the hacking.
- 2. The fingerprinting should not get invalidated by use of any device or software.
- 3. The STB & VC should be paired from head-end to ensure security.
- 4. The SMS and CA should be integrated for activation and deactivation process from SMS to be simultaneously done through both the systems. Further, the CA system should be independently capable of generating log of all activations and deactivations.
- 5. The CA company should be known to have capability of upgrading the CA in case of a known incidence of the hacking.
- 6. The SMS & CAS should be capable of individually addressing subscribers, on a channel by channel and STB by STB basis.
- 7. The SMS should be computerized and capable of recording the vital information and data concerning the subscribers such as:
  - a. Unique Customer Id
  - b. Subscription Contract no
  - c. Name of the subscriber
  - d. Billing Address
  - e. Installation Address

- f. Landline no
- g. Mobile No
- h. Email id
- i. Channels or Bouquet or Subscriber Package subscribed to
- j. Unique STB No
- k. Unique VC No
- 8. The SMS should be able to undertake the:
  - a. Viewing and printing historical data in terms of the activations, deactivations etc
  - b. Location of each and every set top box/VC unit
  - c. The SMS should be capable of giving the reporting at any desired time about:
    - i. The total no subscribers authorized
    - ii. The total no of subscribers on the network
    - iii. The total no of subscribers subscribing to a particular service at any particular date.
    - iv. The details of channels opted by subscriber on A-la-carte basis.
    - v. The Bouquet / Subscriber Package wise details of the channels in the Bouquet.
    - vi. The Bouquet / Subscriber Package wise subscriber numbers
    - vii. The ageing of the subscriber on the particular channel or Bouquet / Subscriber Package.
    - viii. The history of all the above mentioned data for the period of the last 2 years
- 9. The SMS and CAS should be able to handle at least one million concurrent subscribers on the system.
- 10. Both CA & SMS systems should be of reputed organization and should have been currently in use by other pay television services that have an aggregate of at least one million subscribers in the global pay TV market.
- 11. The CAS system provider should be able to provide monthly log of the activations on a particular channel or on the particular Bouquet / Subscriber Package.
- 12. The SMS should be able to generate itemized billing such as content cost, rental of the equipment's, taxes etc.
- 13. The CA & SMS system suppliers should have the technical capability in India to be able to maintain the system on 24x7 basis throughout the year.
- 14. CAS & SMS should have provision to tag and blacklist VC numbers and STB numbers that have been involved in piracy in the past to ensure that the VC or the STB cannot be redeployed

### SCHEDULE E REPORT FORMAT

## 1. Bouquet Report (Channel-wise)

Sr. No.	Bouquet Name	Channels part of Bouquet	Opening STBs count for Channel	Closing STBs count for Channel	_
					.07

HITSO will provide subscriber base of all bouquets subscribed in the format listed above

## 2. Channel(s) A-la-Carte Report (Channels not part of Bouquet)

Sr. No.	Channel Name (A- la-Carte)	Opening STBs count for Channel	Closing STBs count for Channel	Average STBs count for Channel
			E O	

HITSO cannot subscribe to same Channel in Bouquet as well as A-la-carte. The above Report should include all SIPL channels subscribed by HITSO on A-la-Carte and not as part of Bouquet

### SCHEDULE F SCOPE OF AUDIT

- I. Head End Audit HITSO should provide Complete Accurate Schematic Diagram of their Head End , Earth Stations, Systems and Processes for Audit and Auditing Purpose.
  - HITSO to submit & confirm the no. of MUX's (Multiplexer Units) installed with active TS (Transport Stream) outputs. This should include physical audit of head end, earth station and analysis of TS stream from the Mux.
  - All TS from MUX should be encrypted for the territory.
  - HITSO to ensure that its Network Watermark logo is inserted on all Pay Channels at encoder end only.
  - All Pay Channels IRDs to be provided to the HITSO's by Company should have SDI/Composite/SDI output only. Company should not give IRDs with ASI/IP output or CAM Module.
- II. CAS Audit: HITSO to provide all below information correctly: Make & version of CAS installed at Head End.
  - CA system certificate to be provided by HITSO.
  - CAS version installed should not have any history of hacking, certificate from CAS vendor required.
  - CAS system should support at least 1 million subscribers. CAS vendor should provide certificate.
  - CAS should be able to generate log of all activities i.e. activation/deactivation/FP/OSD.
  - CAS should be able to generate active/deactivate report Channel wise or Bouquet / Subscriber Package wise.
  - STB's & cards to be uniquely paired from HITSO before distributing box down the line.
  - HITSO to declare by undertaking the no of encryptions CAS/SMS he is using at the head end and in future if he is integrating any additional CAS/SMS same should be notified to the Company by means of a fresh undertaking.
  - Reconciliation of CAS database (active cards, service wise and Bouquet / Subscriber Package wise) with SMS database to be provided by HITSO. CAS vendor required to certified reconciliation of data.
  - No activation / deactivation from direct CAS system, it must be routed via SMS client only.
  - HITSO should provide CAS vendor certified copies of active/deactivate channel wise/product wise report & Bouquet/ Subscriber Package / product report during audit period.
  - CA system should have the capability of providing history of all actions taken for last 2 years.
- III. SMS Audit: All product authorization must be from SMS only.
  - SMS and CAS should be fully integrated.
  - The SMS should be computerized and capable to record the vital information and data concerning the subscribers such as:
    - Unique Customer Id
    - Subscription Contract number
    - Name of the subscriber
    - Billing Address
    - Installation Address
    - Landline telephone number
    - Mobile telephone number
    - Email id
    - A la carte Channels or Bouquet / Subscriber Package subscribed to
    - Unique STB Number
    - Unique VC Number
  - The SMS should be able to undertake the viewing and printing historical data in terms of the activations, deactivations etc.
  - Location of each and every set top box VC unit
  - The SMS should be capable of giving the reporting at any desired time about:
    - The total no subscribers authorized

- The total no of subscribers on the network
- The total no of subscribers subscribing to a particular service at any particular date.
- The details of channels opted by subscriber on A-la-carte basis.
- The Bouquet / Subscriber Package wise details of the channels in the Bouquet / Subscriber Package.
- The Bouquet / Subscriber Package wise subscriber numbers.
- The ageing of the subscriber on the particular channel or Bouquet / Subscriber Package
- The history of all the above mentioned data for the period of the last 2 years
- 1. Following parameter should be validated during the audit
  - i. Review Complete Network Diagram
  - ii. Undertaking from HITSO for all SMS and CAS installed at Head end issue of Multiple CAS / SMS
  - iii. Certificate from CAS provider for details of CA ID, Service ID, N/w ID, version and no. of instances installed. Also confirmation with respect to history of hacking
  - iv. Check the number of MUX's installed with active TS outputs. Also whether all TS from MUX are encrypted for the Territory.
  - v. Review whether Live diagram / fibre details of network are captured in SMS system
  - vi. To check if HITSO specific coding / ID is available for Finger Printing
  - vii. Confirm whether watermarking network logo for all pay channels are inserted at encoder end only
  - viii. Review the controls deployed to ensure integrity and reliability of the reports such as logs, access controls, time stamp etc.
  - ix. Review the Subscriber parameters which are captured in the SMS and validate if following parameters are present for subscriber
    - Unique Subscriber ID
    - Subscriber Contract Details No, Term, Date, Name, Address & contact details
    - Hardware details
  - x. Review the subscribers activation/ de-activation history in the SMS system
  - xi. Validate if the SMS is integrated with CAS.
  - xii. Review if all the active and de-active STBs are synchronized in both SMS and CAS.
  - xiii. Validate if independent logs/report can be generation for active and de-active VCs with the product/channels active in both SMS & CAS.
  - xiv. Review if the system support the Finger Printing and OSD features at Box level, Customer account level as well as Global level.
  - xv. Validate if all the STBs are individually addressable from the System and are paired with the viewing cards.
  - xvi. Review the Electronic Programming Guide to check LCN/CDN and genre of all Channels
  - xvii. Review the various packages programmed in the Systems with respect to the Reports submitted to the Company/ Aggregators.
  - xviii. Extraction and Examination of System Generated reports, statistics, data bases, etc. pertaining to the various Bouquets, Subscriber Package, Channel availability, bouquet / Subscriber Package composition, rates,
  - xix. Review of the following reports are supported by SMS and CAS.
    - a. Total no of Subscribers active & de-active separately
    - b. De-active subscribers with ageing
    - c. Channel wise Subscribers total
    - d. Channel wise Subscribers split by Bouquet / Subscriber Package
    - e. Revenue by Bouquet, Subscriber Package or A-la-carte Channel
    - f. Subscriber/Revenue Reports by State/City
    - g. No of Bouquets / Subscriber Package offered
    - h. List of Channels / rates of each Bouquet / Subscriber Package
    - i. Rate Card Options offered / Attached with active Subscribers
    - j. Historical data reports
    - k. Free / demo Subscribers details

- I. Exception cases active only in SMS or CAS
- **IV. STB Audit:** All STB should be individually paired in advance with unique smart card at central warehouse of HITSO before handing down the line distribution.
  - HITSO to provide details of manufacturers of STB's being used / to be used by him (OS/Software, memory capacity, zapping time). All STBs must be secure chipset with chipset pairing mandatory.
  - HITSO should provide one set of all type/model of boxes for testing and monitoring purpose.
  - All STBs used by HITSO's should be certified by their CAS vendor.
  - Forensic watermarking to be implemented on the HITSO headend & STBs.
  - ECM/EMM base Forced messaging full screen and ticker mode should be available.
  - All the STBs should have embedded Conditional Access.
  - The STB should be capable of doing Finger printing. The STB should support both Entitlement Control Message (ECM) & Entitlement Management Message (EMM) based fingerprinting.
  - The STB should be individually addressable from the Head end.
  - The messaging character length should be minimum of 120 characters.
  - There should be provision for the global messaging, group messaging and the individual STB messaging.
  - The STB should have forced messaging capability.
  - The STB must be BIS compliant.
  - The STB must have secure chip set with mandatory pairing.
  - There should be a system in place to secure content between decryption & decompression within the STB.
  - The STBs should be addressable over the air to facilitate Over The Air (OTA) software upgrade.
  - The STB outputs should have the following copy protections
    - Macro vision 7 or better on Composite video output.
    - ii. Macro vision 7 or better on the Component Video output.
    - iii. HDCP copy protection on the HDMI & DVI output.
    - iv. DTCP copy protection on the IP, USB, 1394 ports or any applicable output ports.
  - Types of boxes launched / to be launched:
    - Vanilla STB
    - DVR STB
    - Others (please specify)
  - Please furnish STB details as following:
    - Open Standards or Proprietary?
    - Audio Video and Data I/O Configuration?
    - \ Local Storage?
    - Smarts Card?
    - PVR Functionality?
    - Tamper Resistance?
    - I/O Copy Protection? Please provide the details.
    - I/O Interface to Other Devices?
  - Are the STB's interoperable?
  - DVR / PVR STB should be compliance of following;
    - Content should get recorded along with FP/watermarking/OSD & also should display live FP during play out.
    - Recorded content should be encrypted & not play on any other devices.
    - Content should get record along with entitlements and play out only if current entitlement of that channel is active.
    - User should not have access to install third party application/software.
  - Does the Set Top Box support any type of interactive middleware? Please describe.
- V. Distribution Network Audit: HITSO should provide below information in detail:
  - Fiber network and PIT information on Geo Map.
  - Service area to be defined.

- VI. Anti Piracy Measure: Use of any device or software should not invalidate the fingerprinting.
  - The OVERT Finger Printing should not be removable by pressing any key from the remote.
  - The OVERT Finger printing should be on the top most layer of the video.
  - The Finger printing should be such that it can identify the unique STB number or the unique Viewing Card (VC) number.
  - The Finger printing should appear on all the screens of the STB, such as Menu, EPG etc.
  - The location of the Finger printing should be changeable from the Head end and should be random on the viewing device.
  - The Finger printing should be possible on global as well as on the individual STB basis.
  - The Overt finger printing and On screen display (OSD) messages of the respective Company should be displayed by the HITSO/LCO without any alteration with regard to the time, location, duration and frequency.
  - Covert finger printing should be available.
  - No common interface Customer Premises Equipment (CPE) to be used.
  - The STB should have a provision that OSD is never disabled.
- VII. Commercial Audit\*1. Provide system generated Channel-wise and Bouquet / Subscriber Package -wise reports of channels for the platform in a non-editable format.
- 2. Understand/ Verify the Customer Life Cycle Management process by performing a walkthrough of the following processes and their underlying systems
  - Customer acquisition
  - Provisioning of the subscriber in authentication, billing and SMS system
  - Bouquet / Subscriber Package change request process
  - Customer Retention process, if any
  - Deactivation and churn process
- 3. Understand/ Verify the various Bouquets / Subscriber Package being offered to customers
  - Obtain details of all approved Bouquets / Subscriber Package and add on which are being offered to customers
  - Interactions with the HITSO's marketing and sales team on how the various channels are being marketed
  - Any special marketing schemes or promotions
  - Details of the consumers subscribing to the various Bouquets / Subscriber Package, including 'demo'/ free/ complimentary/ testing/ promotional subscribers
- 4. Understand the declaration report generation process by performing a walkthrough of processes and underlying systems (to understand completeness and accuracy of Reportgeneration process):
  - Generation of reports for subscriber declaration for Channels or Bouquets / Subscriber Package
  - Any reconciliations / checks /adjustments carried out before sending the declarations
     Analyze declaration reports on a sample basis:
    - Reconciling the declaration figures with base data from various systems (SMS / Provisioning / Billing and Authentication systems)
      - Analyse the computation of average subscribers
    - Ascertain the average subscribers for a specific period on a sample basis by generating a sample report for a given period in the presence of the representative/auditors
- 6. Analysis of the following -:

5.

- Input and change controls of customer data into SMS
- SMS user access controls authentication, authorization and logging
- Analyze system logs to identify any significant changes or trail of changes made
- Security controls over key databases and systems including not limiting to SMS, Provisioning, authentication and billing systems
- Review the system logic for the reports which are inputs to Broadcaster declarations
- Channel allocation/fixation to a particular LCN/CDN

- Mapping of subscriber id across the CRM and SMS billing system if the same is different across the systems
- Sample of activation and deactivation request logs
- Opening and closing numbers of the active subscribers for sample months ( report to be taken in front of the auditors/rep)
- Confirmation of the numbers on the middle of the month on a random chosen dates (report to be taken in front of the auditors/representatives of both parties)
- Live Demo of the queries being put in to the system to generate different reports.
- List of CAS and SMS used by HITSO. Incase more than one CAS and SMS system is used by HITSO, then understand and analyze how the multiple systems are segregated, controlled, reported and invoiced.
- In case of multiple CAS being used by HITSO, to understand synchronization between multiple CAS and SMS.
- are segn.

  And Harthart

  Praft Website

  Praft

  Praf Similarly, list of head-ends/earth-stations/teleports of the HITSO providing services for such head-ends, understand and analyze how they are segregated, controlled,

## SCHEDULE G

#### **ANTI PIRACY OBLIGATIONS**

HITSO undertakes to adhere to all anti-piracy and security obligations as set out hereunder:

- (i) It shall take all appropriate and necessary steps and measures to prevent piracy or any other violation of intellectual property rights of the Channels, directly or indirectly. HITSO further states that the STB shall have a provision that finger printing is never disabled.
- (ii) If a Set Top Box (STB) is involved or used in piracy or unauthorized distribution of the Services in any manner whatsoever or if SIPL requests de-authorization or disconnection of a STB, HITSO undertakes to de-authorize or disconnect the relevant STB, within 6 hours (during high impact television events agreed by Parties in advance and within 24 hours under normal circumstances) of becoming aware of such piracy/unauthorized distribution or of receiving SIPL's request (as the case may be).
- (iii) HITSO shall deploy finger printing mechanisms to detect any piracy, violation of copyright and unauthorised viewing of the Services, distributed/transmitted through its Platform on a regular daily basis. The finger printing should not be removable by pressing any key on the remote and should be on the top most layer of the video. It should be such that it can identify the unique STB number or the unique Viewing Card (VC) number.
- (iv) HITSO shall ensure that the location of the finger printing is changeable from the Platform and should be random on the viewing device and should also be able to give the numbers of characters as to identify the unique STB and/ or the VC. Further, the Finger printing should be possible on global as well as on the individual STB basis and the Overt finger printing and On screen display (OSD) messages of the respective broadcasters should be displayed without any alteration with regard to the time, location, duration and frequency (within technical limitations of the receiver in use for reception of services)
- (v) HITSO agrees to comply with the following STB requirements that:
  - a. All its STBs shall have embedded Conditional Access.
  - b. The STB will be capable of decrypting the Conditional Access inserted by the Headend.
  - c. The STB will be capable of doing Finger printing. The STB will support both Entitlement Control Message (ECM) & Entitlement Management Message (EMM) based fingerprinting.
  - d. The STB will be individually addressable from the Headend.
  - e. The STB will be able to take the messaging from the Headend.
  - f. The STB is BIS compliant.
  - g. The STBs will be addressable over the air to facilitate Over The Air (OTA) software upgrade.
- (vi) The HITSO undertakes that:
  - a. The current version of the conditional access system does not have any history of hacking.
  - b. The fingerprinting does not get invalidated by the use of any device or software.
  - The STB & VC are paired from head-end to ensure security.
  - d. The SMS and CAS are integrated for activation and deactivation process from SMS simultaneously through both the systems. Further, the CAS is independently capable of generating log of all activations and deactivations.
  - e. It has the capability of upgrading the CAS in case of a known incidence of hacking.
  - f. The SMS & CAS are capable of individually addressing subscribers, on a channel by channel and STB by STB basis.
  - g. The SMS is computerized and capable to record the vital information and data concerning the subscribers such as:
    - 1. Unique Customer ID

- 2. Subscription Contract No.
- 3. Name of the subscriber
- 4. Billing Address
- 5. Installation Address
- 6. Landline No.
- 7. Mobile No.
- 8. Email ID.
- 9. Service /Package subscribed to
- 10. Unique STB No.
- 11. Unique VC No.
- h. The SMS is able to undertake the:
  - 1. Viewing and printing historical data in terms of the activations, deactivations etc.
  - 2. Location of each and every set top box/VC unit
  - 3. The SMS is capable of giving the reporting at any desired time about:
    - i. The total no subscribers authorized.
    - ii. The total no of subscribers on the network.
    - iii. The total no of subscribers subscribing to a particular service at any particular date.
    - iv. The details of channels opted by subscriber on a-la carte basis.
    - v. The package wise details of the channels in the package.
    - vi. The package wise subscriber numbers
    - vii. The ageing of the subscriber on the particular channel or package.
    - viii. The history of all the above mentioned data for the period of the last 2 years.
- i. The SMS and CAS are able to handle at least one million concurrent subscribers on the system.
- j. Both CAS& SMS systems are of reputed organization and have been currently in use by other pay television services that have an aggregate of at least one million subscribers in the global pay TV market.
- k. The CAS system provider is able to provide monthly log of the activations.
- I. The SMS is able to generate itemized billing such as content cost, rental of the Equipment(s), taxes etc.
- m. The CAS& SMS system suppliers have the technical capability in India to be able to maintain the system on 24x7 basis throughout the year.
- b. CAS & SMS have the provision to tag and blacklist VC numbers and STB numbers that have been involved in piracy in the past to ensure that the VC or the STB cannot be re-deployed.

### **SCHEDULE H DOCUMENTS TO BE SUBMITTED BY HITSO**

- a) HITS License copy
- Draft Website Version. Not From Execution b) Board Resolution authorizing the Authorized Signatory

#### Format A

#### CA DECLARATION FORM

### (On CAS Company Letter Head)

#### TO WHOHITSOEVER IT MAY CONCERN

This	is to	certify	that	M/s _				10,	address:
					having	its	headend/e	arth station/ tele	port at
					has i	nstall	led Condition	nal Access System	n (CAS)
from	our com	pany for it	s digita	l address	sable HITS platforr	n.	A		
							$\wedge$ $\circ$	,	
Date	of CAS	Installation	n:		CAS Versi	on: _			
							X		
CAS		ID:	_					NETWORK	ID:
With	respect	to the CAS	S instal	led at abo	ove mentioned hea	adén	d and in tern	ns of Schedule 1 of	
Tel	ecommu	unication (	Broado	asting ar	nd Cable Services	s) Int	erconnection	n (Fifth Amendmen	ıt)
Reg	gulations	, 2009,							
					•. 0				
, we	confirm 1	the followi	ng:						
					X >				
1.	The o	current ver	rsion of	CAS doe	es not have any his	storv	of hacking.		

- The current version of CAS does not have any history of hacking.
- 2. We have the capability of upgrading of CAS in case it gets hacked.
- The CAS is currently in use by other pay TV services and it has an aggregate of at least 1 3. million subscribers in the global pay TV market.
- The CAS has the capacity to handle at least 1 million subscribers in the system. 4.
- 5. We, the CAS system provider are able to provide monthly log of activation and deactivation on a particular channel or on a particular Bouquet / Subscriber Package.
- We have the technical capability in India to maintain this CAS system on 24x7 basis through 6. the year.
- 7. This CAS is independently capable of generating log of all activations and deactivations.
- 8. This CAS has the provision to tag and blacklist VC numbers and STB numbers that have been involved in piracy in the past to ensure that the VC or the STB cannot be redeployed.
- 9. The CAS is capable of individually addressing subscribers, on a channel by channel and STB by STB basis.
- 10. This CAS has the capability to store history logs of all activations and deactivations for the period of last 2 years for every channel and Bouquet / Subscriber Package.

Please find enclosed sample log of all activations & deactivations of a particular channel generated from this CAS system.

Thanking you, For (CAS company name) Draft Website Version Not For Execution (Signature)

## Format B

# **SMS DECLARATION FORM**

## (On SMS company letterhead)

## TO WHOSOEVER IT MAY CONCERN

	s to certify that M/s, Registered Office
address	
HITS N	teleport at has installed SMS from our Company for its digital addressable
	SMS Installation:
With Teleco	respect to the SMS installed at above mentioned headend and in terms of ommunication (Broadcasting and Cable Services) Interconnection (Fifth Amendment) ations, 2009
_	
we conf	firm the following:
1.	The SMS is currently in use by other pay TV services that have an aggregate of at least 1 million subscribers in the global pay TV market.
2.	The SMS has the capacity to handle at least 1 million subscribers in the system.
3.	We have the technical capability in India to be able to maintain their system on 24 x 7 basis through the year.
4.	We, the SMS system provider are able to provide monthly log of activation and deactivation on a particular channel or on a particular Bouquet / Subscriber Package.
5.	This SMS has the provision to tag and blacklist VC numbers and STB numbers that have been involved in piracy in the past to ensure that the VC or the STB cannot be redeployed.
6.	The SMS is capable of individually addressing subscribers, on a channel by channel and STB by STB basis.
7.	This SMS is independently capable of generating log of all activations and deactivations.
8.	This SMS has the capability to store history logs of all activations and deactivations for the period of last 2 years for every channel.
	find enclosed sample log of all activations & deactivations of a particular channel generated s SMS system.
Thankir	ng you,
For (SM	(IS company name)
(Signati	ure)
Name:	
Designa	ation:(not below the level of COO or CEO or CTO)
Compa	ny seal:

## **SCHEDULE I**

## **DETAILS OF Equipment**

Registration No. (under the applicable HITS Guidelines, as amended) –
 Address –

II.SERVICE	C Band Satellite Receiver No.:											C Band Satellite Receiver No.:  Viewing Card No.:												ition				
																					7	(						
																		)	<	<b>Y</b>								
															4	X	,											
														1	$\leq$													

III. Address for locating equipment:

IV.

Territory	Headend Address

V. List of Connected LCOs