



NXTDIGITAL Limited

Investor/Analyst Presentation Q2FY22 Performance Update

12th November 2021
Version 1.0



HINDUJA GROUP

NXTDIGITAL Initiatives in Q2

NXT उम्मीदों का उड़ान
राँची

NXTDIGITAL देगा आपको सारी टेकनिकल एडवांटेज!

- HITS सर्वश्रेष्ठ टीएस कोरिंग अपकैरी मदद हर कदम पर।
- हाइब्रिड और वाई फाथर के लिये रफ़ी स्टापींग कर्मचारी उपलब्ध।
- 24x7 सर्वर।

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

अन्य नेटवर्क्स की बढ़ती कीमतों को भूल जायें! HITS अपनायें!

जो देता है सबसे ज्यादा पैन्ल्स, सबसे यात्रिब दाम पर।

- 100% रफ़ी की प्रकृतिक प्रकृतिक
- 100% ऑनलाइन पैन्लर एंड प्रोटी की प्रकृतिक एंड प्रोटी प्रकृतिक
- 24x7 सर्वर सपोर्ट की प्रकृतिक प्रकृतिक

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

अपने नेटवर्क को डिजिटल बनायें! HITS अपनायें!

अन्य नेटवर्क और OTT के मुकामको बेहतर क्वालिटी और कवरेज प्रोवाइड करें।

- 100% रफ़ी की प्रकृतिक प्रकृतिक
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SAVE BIG AND EARN MORE WITH NEW PACKS!
EARN UP TO ₹250.75

FOUNDATION + KANNADA SMART PACK

₹137.47 * ₹388.22 *

UPGRADE YOUR SUBSCRIBERS NOW!

GET SUPER DISCOUNTS ON LONG DURATION RECHARGES (LDR)

Duration	Price	Discount	Final Price	Save
1 Month	₹1,049.88	₹168.00	₹1,049.88	0%
3 Months	₹2,209.30	₹364.50	₹1,944.80	17%
12 Months	₹4,608.84	₹755.17	₹3,853.67	17%

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

75
A CELEBRATORY COUNTDOWN TO INDIA'S 75 YEARS OF INDEPENDENCE

FREEDOM DHAMAKA OFFER

GET ₹7.50 CASH BACK PER SUBSCRIBER

ON AND ABOVE 80% ON-TIME RENEWAL

Valid on: 19th, 16th, 17th, 18th, 19th August 2021

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

बगैर निवेश, आज ही शुरू करें अपना व्यापार!

- 850 करोड़ का मार्केट का व्यापार
- 24x7 सर्वर सपोर्ट
- 24x7 सर्वर सपोर्ट

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

NXTDIGITAL अब उपलब्ध हैं राँची में!

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

SELL MAXIMUM STAR CHANNELS AND BE A STAR

This IPL season, sell maximum number of Individual Star channels or IPL Packages having Star Group of channels, to subscribers and win exciting prizes.

NXT T20 STAR

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

SUPER EARNINGS BONANZA

EARN ₹10/-* PER RENEWED SUBSCRIBER

LIMITED PERIOD SCHEME
VALID FOR 28th, 30th & 31st August, 2021

DO MAXIMUM NUMBER OF RENEWALS ON 28th, 30th & 31st AUGUST, 2021 AND EARN ₹10/- PER RENEWED SUBSCRIBER!

ELIGIBILITY CRITERIA

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

MANIPUR SUPER ENTERTAINMENT

PRODUCT ID 1588

CHANNEL	LCN
STAR SPORTS 1 HINDI	873
STAR SPORTS 2	870
STAR SPORTS 3	871
STAR SPORTS FOOT	305
STAR SPORTS 1	867
STAR SPORTS SELECT 1	867
STAR SPORTS SELECT 2	869
TEN 1	865
TEN 2	866
TEN 3	876
SBK	892
EUROSPORT	875
STAR UTSAV	170
ZEE ANAND	181
BIG MAC	178
ZEE TV	171
ALT V	167
SPT	166
SBK	164
STAR BHARAT	160
STAR UTSAV	158
STAR BHARAT	159
STAR UTSAV	170
BIGMAC	181
COLORS	182
COLORS RIGHTY	172
SBK	164
SBK	160
PAL	177

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

NXTDIGITAL
POWERING THE FUTURE OF INTEGRATED DIGITAL SERVICES



अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

NXTDIGITAL
NON-STOP ENTERTAINMENT AND BROADCASTING FROM NXTDIGITAL

कार्तिक चतुर्थी

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

TOKYO OLYMPICS 2020

NOW WATCH YOUR FAVOURITE SPORTS ACTION

LIVE IN TELUGU!

For more information please contact your Local Cable Operator.

"YOU CAN ACHIEVE ANYTHING IN LIFE, IT JUST DEPENDS ON HOW DESPERATE YOU ARE TO ACHIEVE IT."

MILKHA SINGH (1939-2021)

WATCH TOKYO OLYMPICS **LIVE ON**

SONY SIX SONY SIX SONY SIX SONY SIX SONY SIX

7 DAYS TO GO!

ENGLAND VS INDIA

SONY SIX SONY SIX SONY SIX SONY SIX SONY SIX

CONGRATULATIONS TO OUR **PARALYMPIC WINNERS!**

ENJOY AN ENHANCED TV VIEWING EXPERIENCE AT JUST

₹150/-*

UPGRADE NOW AND WATCH YOUR FAVOURITE MOVIES IN FULL HD!

CLICK HERE TO SUBSCRIBE

in digital | NXTDIGITAL

IT'S 20 ALL

CONGRATULATIONS, **NOVAK DJOKOVIC!**

#SportsInTeluguOnScreen

CHANGE IN CHANNEL NAME BY THE BROADCASTER

Two of your favourite Parliament channels have been renamed

NOW IN HD

RSTV Renamed as **PARLIAMANT TV**

LSTV Renamed as **PARLIAMANT TV**

TOKYO OLYMPICS 2020

INDIA'S **GOLDEN BOY**

CONGRATULATIONS, **NEERAJ CHOPRA**

MEN'S JAVELIN THROW

IT'S ALL LEVELED UP!

WHO WILL MARCH AHEAD AT THE OVAL?

ENGLAND VS INDIA

2nd - 8th SEPTEMBER AT 3.30 PM (IST)

SONY SIX SONY SIX SONY SIX SONY SIX SONY SIX

शुभा जन्माष्टमी

की हार्दिक शुभकामनाएं!

TOKYO OLYMPICS 2020

PODIUM FINISH AFTER **41 YEARS!**

CONGRATULATIONS **TEAM INDIA!**

ENJOY THE BEST TELEVISION ENTERTAINMENT AND INTERNET SERVICES ACROSS INDIA!

HAPPY **INDEPENDENCE DAY**

in digital | NXTDIGITAL | in digital

exchange media HOME ADVERTISING MARKETING PR & CORP COMM MEDIA

NXTDIGITAL reports 13.5% growth in Q1 consolidated re

NXTDIGITAL revenues up

Net loss during the first quarter

KOLKATA, AUG 22/-/NXTDIGITAL Limited p healthy results for the first quarter of FY22 again; headwinds of the second wave of the COVID-19 pand. On a consolidated basis the Company's revenues gri 13.5% in the first quarter of the current financial year 22 to Rs 206.6 crores against revenues of Rs 234.8 cr during the same period in the previous year. The Ear Before Interest, Depreciation & Tax (EBIDTA) was at Rs 51.3 crores for the s

ଏନ୍ଏକ୍ସଡିଜିଟାଲ୍

ରାଜସ୍ୱରେ ୧୩.୫% ବୃଦ୍ଧି

ଦେଶ ମେଁ 100 ନେ

କରେଗି ହିଂଦୁଜା

ଅଧ୍ୟକ୍ଷ ଉଦ୍ଘୋଷଣା

ପଟୀଡ଼ିସ ଅତ୍ୟାୟ

ଏନଏକ୍ସଡିଜିଟାଲ୍ ତ୍ରିମାସି

କମ୍ପାନୀର ସମସ୍ତ କର୍ମଚାରୀମାନଙ୍କୁ ଏକାଠି ନେଇ ଏକ ସମୀକ୍ଷା କରାଯାଇଥିଲା। ଏଥିରେ କମ୍ପାନୀର ଅନୁଭବ ଏବଂ ଭବିଷ୍ୟତର ଉଦ୍ଦେଶ୍ୟ ଉପରେ ଗୁରୁତ୍ୱ ଦିଆଯାଇଥିଲା।

କମ୍ପାନୀର ଅଧ୍ୟକ୍ଷ ଉଦ୍ଘୋଷଣା କଲେ ଏବଂ କମ୍ପାନୀର ସମସ୍ତ କର୍ମଚାରୀମାନଙ୍କୁ ଏକାଠି ନେଇ ଏକ ସମୀକ୍ଷା କରାଯାଇଥିଲା।

INDIANtelevision

CABLE TV

NXTDigital revenue up 13.5% in Q1FY22

NXTDIGITAL LIMITED REVENUES GROW 13.5% IN Q1 OF THIS FISCAL YEAR LAST YEAR, AT Rs206.6 CRORES; AGAINST THE HEADWINDS OF THE SECOND WAVE. EBITDA STANDS AT Rs51.3 CRORES IN Q1 OVER Rs50.4 CRORES IN THE SAME PERIOD OF PREVIOUS FISCAL.

MEDIA BRIEF

THE GOOD STUFF

NXTDigital defies second wave with innovation, strategy; Q1FY22 revenue up 13.5%, broadband has 677,000 subs

By The News Desk - August 14, 2021



NXTDIGITAL Limited, the media vertical of the global Hinduja Group and India's premier integrated digital distribution platform, delivering services through digital cable television, HITS (Headend-In-The-Sky) and Broadband; continued to leverage innovation and strategy to combat the challenges of the second wave – posting strong results for the quarter ending 30th June 2021.

- On a consolidated basis, the Company's revenues grew by 13.5% in the first quarter of the current financial year 2021-22 to Rs 206.6 crores against revenues of Rs 234.8 crores during the same period in the previous
- The Earnings Before Interest, Depreciation & Taxes (EBIDTA) was at Rs 51.3 crores in the first quarter of the current financial year as against Rs 50.4 crores for the same period in the previous year.
- Despite the first quarter of every year being a stabilizing quarter and despite the pandemic effect, the Profit/(Loss) after tax during the first quarter of the current year improved to Rs (28.9) Crores from Rs (30.0) Crores during the same period in the previous

मेकसटी डिजिटल लिमिटेडની प्रथम तिमासिक આવકમાં વધારો થયો

NXT Digital revenue up 13.5% in Q1FY22

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One Broadband registered 93% growth over Q1 FY21

one **NXT DIGITAL**

022 62581 800

www.onebroadband.in

HINDUJA GROUP

એનએક્સટીડીજીટલ લિમિટેડની પ્રથમ ત્રિમાસિક આવકમાં વધારો થયો

પ્રથમ ત્રિમાસિક આવકમાં 13.5% વધારો થયો છે. આ વધારાનું કારણ છે કે કોવિડ-19ના બીજા લહેરને કારણે કમ્પાનીને મળેલી અડચણોને કારણે.

એનએક્સટીડીજીટલ લિમિટેડની પ્રથમ ત્રિમાસિક આવકમાં વધારો થયો

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IIFL SECURITIES

Market News Research Demat Become A Business Partner Personal Finance

100 નેટવર્ક ટીકેટ ટેકસ્ટ મેસેજ પ્રોજેક્ટ કા અગાળ

નેટવર્ક ડિજિટલ ને 100 નેટવર્ક હબ પરિચોળના કી ઘોષણા રાવી સે

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Accolades in Q2

Our broadband business continues to win prestigious awards reflecting the business philosophy of focusing on customer satisfaction



NXTHUBs : Growth Driver

NXTDIGITAL has formally launched 40 NXTHUBs across India on 28th Oct.'21 – offering a plug-and-play solution for LMOs and their customers

Introducing NXTHUB

NXTDIGITAL is setting up its own owned-and-operated NXTHUBs or Points-of-Presence across the country to make it even easier for Last Mile Operators to connect to digital services ranging from high quality digital television to broadband, OTT, WiFi and other services



Technological Advantage

- Equipped with an ADDS or Advanced Digital Distribution System, with the capability of receiving up to 650 digital TV services, directly from satellite
- Plug-and-play solution
- Access to innovative solutions as well as emerging technologies
- Only MSO with 100% prepaid model – through robust online apps and portals



Advantage LMO & Customer

- No need for Last Mile Owners to invest in headend and related equipment or subsequent maintenance and upgrades
- Easy Access; capability to go "digital" very quickly
- Can give their customers up to 650 digital TV channels plus innovative products in future ranging from broadband with speeds up to 1,000Mbps, OTT, WiFi amongst others
- Customers get access to high levels of quality of service



Visionary Approach

- Aimed to encourage entrepreneurship amongst LMOs to not only grow their business but also expand their service offerings seamlessly
- Backed by the NXTDIGITAL support of the Digital India, Skill India and Make in India missions of the government



NXTDIGITAL has also announced its roll-out of VAAP or “Value-Added Apps for Partners” program with the launch of the “Mobiezy” app

The NXTHUB Vision!



100 strategic locations that will enable LMOs and their customers to connect to the digital highway, seamlessly



Extend the services offering from video to Broadband, OTT, WiFi and other emerging solutions - all on a plug-and-play model



Support the ecosystem through innovative Value-Added apps - to further improve their user experience on-the-go



Foster the spirit of entrepreneurship amongst LMOs as part of the “Partnership for Growth 3.0” model



Actively continue to support the Digital India, Skill India and Make in India missions of the government



NXTDIGITAL అనే "వృద్ధి 3.0 మాడల్ పార్టనర్షిప్" ప్రస్తుత కరీ - సమగ్ర డేషామ్ 4 నా NXTHUBS సాధే ఆయా నెట్వర్క్స్ విస్తరణ ఖరీ; వివిధ ఆపని ఆడేరాల క్షాంక్షలను అనుసరించి నిర్వహించబడుతుంది.

NXTDIGITAL అనే "వృద్ధి 3.0 మాడల్ పార్టనర్షిప్" ప్రస్తుత కరీ - సమగ్ర డేషామ్ 4 నా NXTHUBS సాధే ఆయా నెట్వర్క్స్ విస్తరణ ఖరీ; వివిధ ఆపని ఆడేరాల క్షాంక్షలను అనుసరించి నిర్వహించబడుతుంది.

దేశవ్యాప్తంగా 40 ఎన్ఎక్స్టీ హబ్స్ ప్రారంభం

"పార్టనర్షిప్" ప్రస్తుత కరీ - సమగ్ర డేషామ్ 4 నా NXTHUBS సాధే ఆయా నెట్వర్క్స్ విస్తరణ ఖరీ; వివిధ ఆపని ఆడేరాల క్షాంక్షలను అనుసరించి నిర్వహించబడుతుంది.

NXTDIGITAL launches its "Partnership for Growth 3.0" - expands its network with 40 new NXTHUBS across the country; announces its suite of apps

పార్టనర్షిప్ ఫర్ గ్రోత్ 3.0 ను విడుదల చేసిన ఎన్ఎక్స్టీ డిజిటల్

మరో 60 నెక్స్ట్ హబ్స్ ప్రారంభం - ఫురాండేజ్

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NXTDIGITAL launches its "Partnership for Growth 3.0"

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NextDigital unveils a value-added service with 40 hubs across India

40 నెక్స్ట్ హబ్స్ ప్రారంభించిన NXT డిజిటల్

సాక్షి TV

విజయ్ కె.ఎస్. వెల్లూరూ

విజయ్ కె.ఎస్. వెల్లూరూ

సాక్షి TV

విజయ్ కె.ఎస్. వెల్లూరూ

సాక్షి TV

విజయ్ కె.ఎస్. వెల్లూరూ

సాక్షి TV

విజయ్ కె.ఎస్. వెల్లూరూ

సాక్షి TV

Business Performance Q2 & H1 OF FY22



The company has announced a **Rights Issue of 2 shares for every 5 held** in the company, at an issue price of Rs 300 per share



The total amount that will be raised through the issue is **Rs 288.61 crores**



The objective of the issue is **Retirement of Debt** – bank debt and ICDs



The **debt to equity ratio is expected to come down to 1.5 times** from the current 4 times



Since all approvals are in place, the issue is scheduled to **open on 15th November 2021 and close on 29th November 2021**



The funds would be available to the company by 9th December 2021

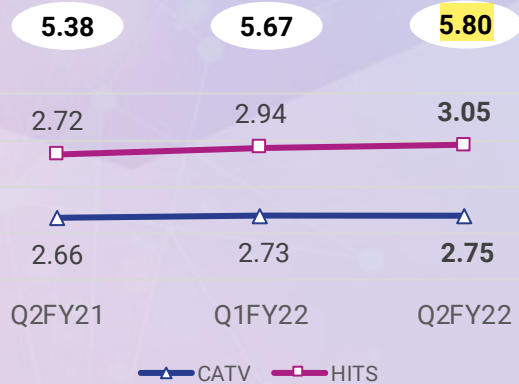
Q2 KPIs : Re-energizing the model



The Q2 initiatives focused on *re-energizing & re-modeling* the business verticals as the media and entertainment industry still faced *challenges to growth*

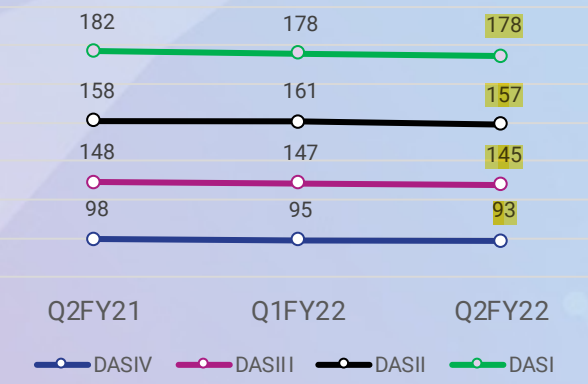
Sub. Base - Digital content delivery

(in millions)



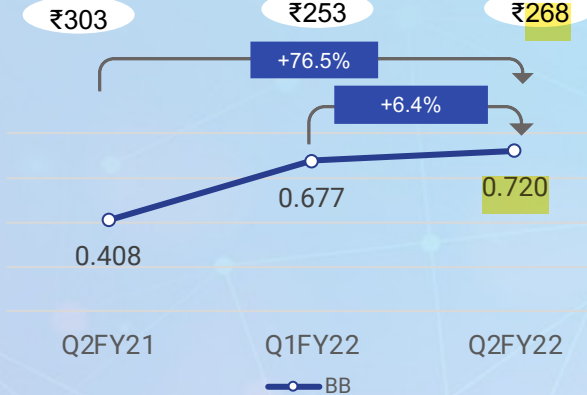
ARPU- Digital content delivery

(Exit point in ₹)

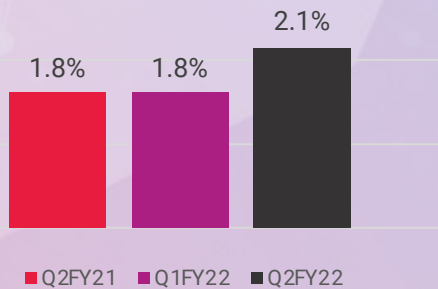


Broadband sub. base & ARPU

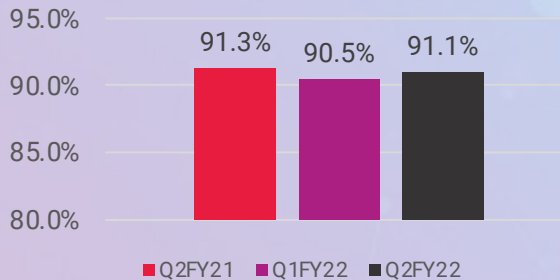
(sub. base in millions & exit ARPU in ₹)



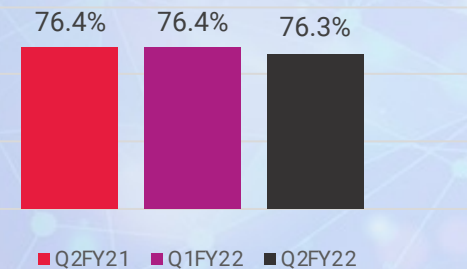
90-day Net Churn



Same Month Renewal



On-Time Renewal



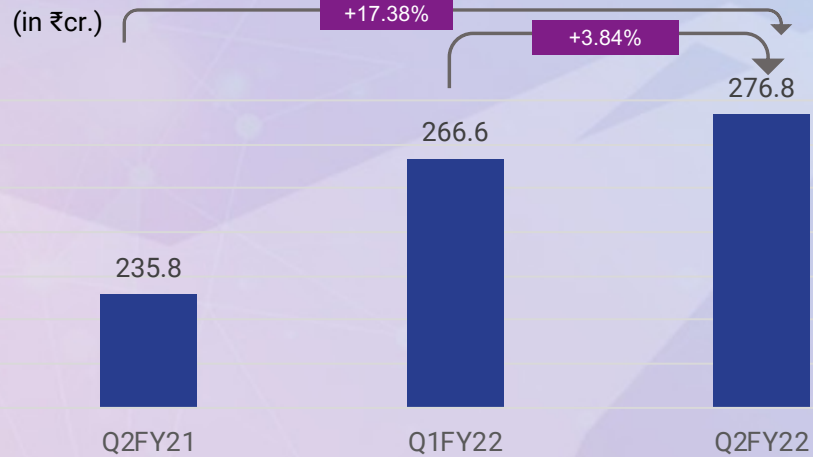
All key metrics have remained stable in Q2



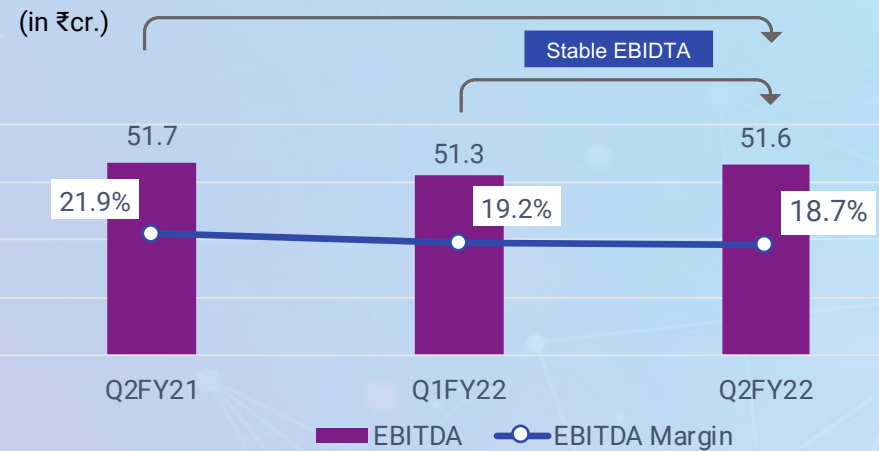
Maintaining robust performance in Q2

The performance is indicative of the focus on addressing challenges of the environment and defining new innovative business models

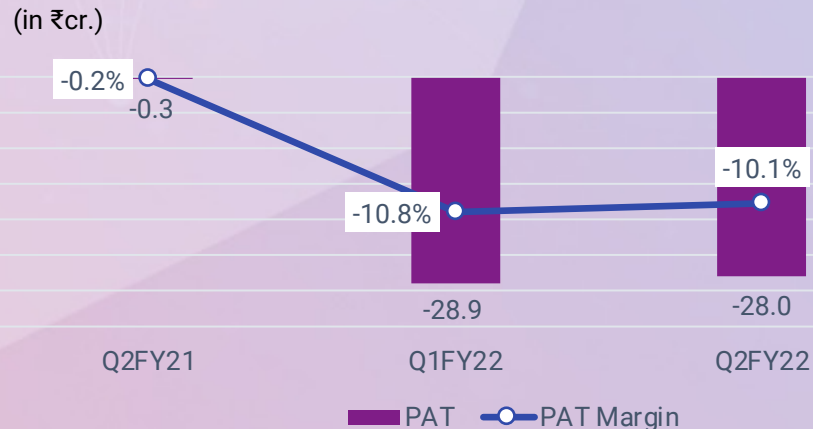
Operating Revenue



EBITDA



PAT



Q2 SUMMARY

NXTDIGITAL ends Q2 with a 17.38% year-on-year revenue growth, closing at Rs 276.83 crores against Rs 235.76 crores in Q2 of the previous fiscal. Maintains a robust EBITDA at Rs 51.63 crores.

Revenues grow by 3.84% in Q2 over Q1 of FY21. Focus in Q2 on *re-energizing & re-modeling* the business verticals as the media and entertainment industry still faced challenges to growth

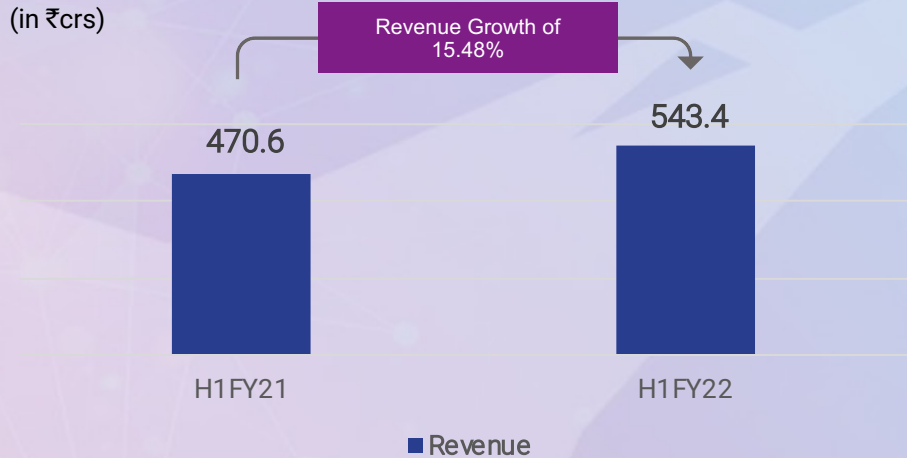
Company continues with its positive steps of disposing non-core assets to reduce debt; sells land parcel in Hyderabad for total consideration of Rs 69.30 crores.

Rights Issue announced by the Company of 2 equity shares for every 5 shares held, at an issue price of Rs 300 per share is scheduled to open on 15th Nov.'21.

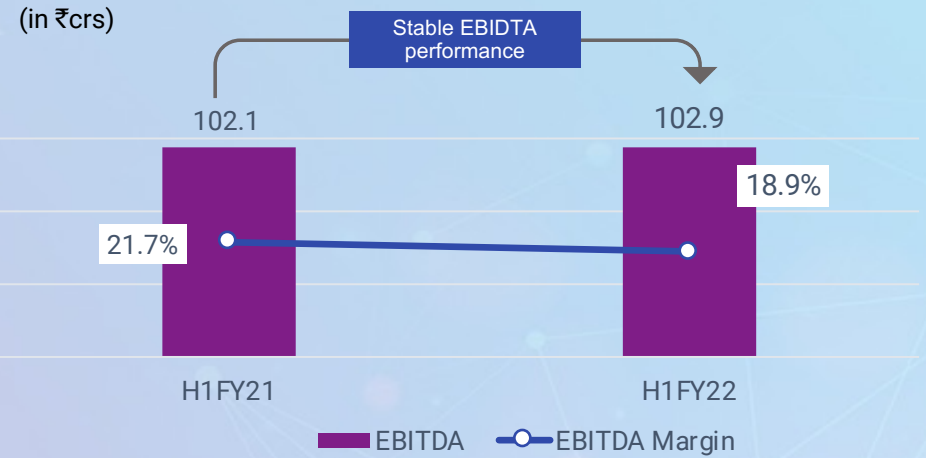
Ending H1FY22 on a strong note

The H1 performance reflects the clear focus on positive cashflows across business verticals, ensuring growth is funded by cash generated by the business

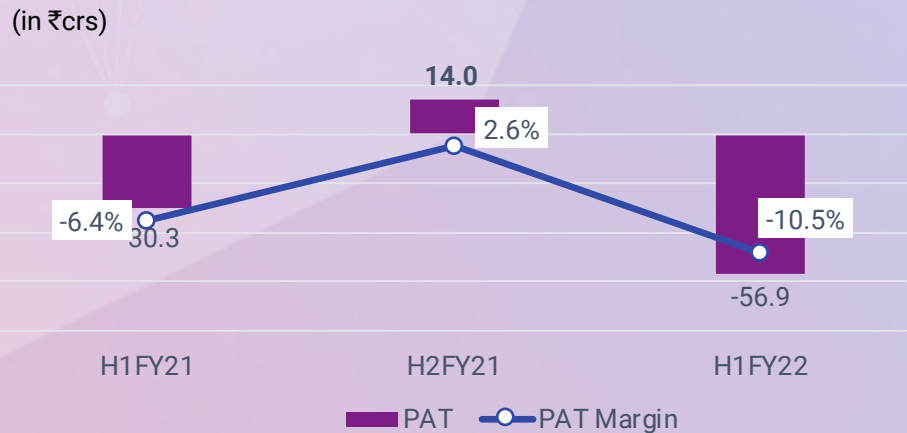
Operating Revenue



EBITDA



PAT



H1 SUMMARY

Consolidated revenues for the half year ending 30th Sept.'21 grows by 15.48% to Rs 543.42 crores, up from Rs 470.58 crores for the corresponding period of the previous year.

Company continues to maintain a robust EBITDA at Rs. 102.89 crores for the half year.

All business verticals continue to grow. Whilst the broadband business segment has crossed 720,000 subscribers, NXTDIGITAL has launched 40 future-ready NXTHUBs across the country – each with capability of providing video, broadband and other solutions including OTT and WiFi.

Post Rights Issue, debt-to-equity position expected to improve significantly to 1.5 times as compared to approximately 4 times as on 31st Mar.'21.

Annexures

Consolidated Income Statement (Quarterly)

Particulars	Q2FY22 (₹cr.)	Q1FY22 (₹cr.)	QoQ growth (%)	Q2FY21 (₹cr.)	YoY growth (%)
Revenue:					
Total Revenue	276.83	266.59	3.8%	235.76	17.4%
	-	-			
Expenses:					
Operating costs	143.71	137.73	4.3%	114.94	25.0%
People costs	19.52	19.63	-0.6%	18.30	6.6%
Other costs	61.97	57.98	6.9%	50.82	21.9%
Total Expenses	225.19	215.34	4.6%	184.06	22.3%
EBIDTA	51.64	51.26	0.7%	51.70	-0.1%
Depreciation	54.21	54.40		56.92	
Interest	35.69	35.32		37.52	
Extra-ordinary income					
Profit before tax	-38.26	-38.46		-42.73	
Taxation	-10.23	-9.59		-42.39	
Profit after tax	-28.03	-28.87		-0.34	

Consolidated Income Statement (Half yearly)

Particulars	H1FY22 (₹cr.)	H1FY21 (₹cr.)	YoY growth (%)
Revenue			
Total revenue	543.42	470.58	15.48
Expenses			
Operating costs	281.43	231.58	21.53
People costs	39.15	38.40	1.97
Other costs	119.94	98.54	21.72
Total expenses	440.53	368.52	19.54
EBIDTA	102.89	102.06	0.82
Depreciation	108.61	105.95	
Interest	71.01	73.68	
Profit before tax	-76.72	-77.56	
Taxation	-19.82	-47.21	
Profit after tax	-56.90	-30.35	

NXTDIGITAL LIMITED



HINDUJA GROUP