



NXTDIGITAL Limited

Investor Presentation

Q3FY22 Performance Update

12th February 2022



HINDUJA GROUP

NXTDIGITAL Initiatives in Q3



ET NOW बढ़ो देश के साथ

NOW AVAILABLE ON INDigital!

LIVE FROM 4TH OCTOBER 2021

CATEGORY	CHANNELS	MRP
A LA CARTE	ET NOW BHARAT	₹1.99
BOOKET 1	TIMES NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT	₹5.99
BOOKET 2	TIMES NOW, MARROW NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT, ET NOW BHARAT	₹13.99
BOOKET 3	TIMES NOW WORLD (24x7), TIMES NOW, MARROW NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT, ET NOW BHARAT, ET NOW BHARAT	₹20.99
BOOKET 4	TIMES NOW WORLD (24x7), TIMES NOW, MARROW NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT, ET NOW BHARAT	₹6.99

Please contact your INDigital executive for further details.

THIS NAVARATRI

GET A **₹100/-** CASH BACK*

WHEN YOU RECHARGE YOUR SET TOP BOX FOR **3 MONTHS**

SUBSCRIBE NOW

*Terms & Conditions Apply

MAUKE PE CHAUKA OFFER

RECHARGE YOUR BASE-PACK **AT ₹154 AND WATCH T20 WORLD CUP FREE!**

VALID FROM 16TH OCT. TO 14TH NOV. 2021

SUBSCRIBE NOW!

For detailed terms and conditions, visit our website: www.nextdigital.in/www.indigital.co.in

NOW MANAGE YOUR CUSTOMERS ONLINE WITH MOBIEZY APP!

- APP FOR CUSTOMERS**
Customers can make an online payment to the LMO and renew packs instantly.
- COLLECTION AGENT**
Easy cash collection at customers doorstep and the pack gets activated instantly.
- LMO WEB APPLICATIONS**
 - Customer Management
 - Auto Reminders
 - Handle Complaints

For more detail pls contact 80888 35000/90712 77800

THIS DIWALI GET UP TO 321⁺ FREE-TO-AIR CHANNELS LIFETIME FREE

WITH SET-TO-P-BOX AT JUST ₹ 678/-!

LIMITED PERIOD OFFER VALID TILL 31ST DECEMBER 2021

For detailed terms and conditions, please visit our website: www.nextdigital.in

For more information, contact your local NXTDIGITAL executive.

IT'S A DO OR DIE GAME FOR THE MEN IN BLUE!

INDIA VS AFGHANISTAN

Wednesday, 3rd Nov at 7:30 PM (IST)

WATCH IT **LIVE** ON

NOW ENJOY UP TO 321⁺ FREE-TO-AIR CHANNELS LIFETIME FREE

LIMITED PERIOD OFFER VALID TILL 31ST DECEMBER 2021

For detailed terms and conditions, please visit our website: www.nextdigital.in

For more information, please contact your Local Cable Operator.

NEWLY ADDED ODIA CHANNELS TO OUR ENTERTAINMENT LIST!

GET THE BEST OF ODIA ENTERTAINMENT WITH SIDHARTH TV, ODIA MOVIES WITH SIDHARTH GOLD AND RELIGIOUS CONTENT WITH SIDHARTH BHAKTI.

BROADCASTER	A-LA CARTE	MRP
SIDHARTH BROADCASTING PVT. LTD.	SIDHARTH TV	₹11.9
	SIDHARTH BHAKTI	₹3.99
	SIDHARTH GOLD	₹3.99
	WIDGET NAME - 1 (ODIA PACK)	
	SIDHARTH TV, SIDHARTH BHAKTI, SIDHARTH GOLD	₹16

AVAILABLE ON NXTDIGITAL HITS CHANNEL NUMBERS:

SIDHARTH TV: East - 4, Rest of India - 206
 SIDHARTH GOLD: East - 9, Rest of India - 289
 SIDHARTH BHAKTI: East - 27, Rest of India - 401

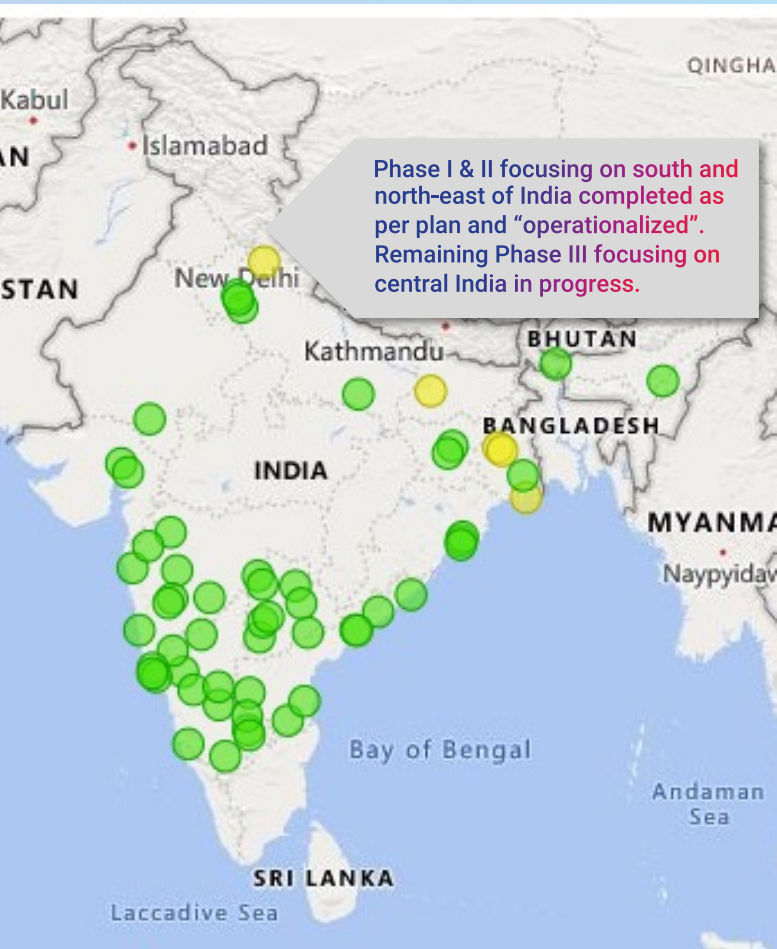
For more information, please contact our NXTDIGITAL executive.

NXTDIGITAL kicked off its nationwide plan of “owned-and-operated” NXTHUBs in Q3 of FY22 offering a plug-and-play model for Digital TV + Broadband + OTT

As of 31st December 2021, there are 59 fully operational NXTHUBs across India and a further 7 in activation mode. All the NXTHUBs deliver 650 digital TV channels + up to 300,000 hours of OTT content from leading platforms + the option of broadband, wherever feasible

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 "Combo" product



NXTDIGITAL launched the first "combo" product, offering customers across the country up to 700* TV channels + over 300,000 hours of OTT content from leading OTT platforms + broadband wherever feasible, with speeds up to 1,000Mbps

NXTDIGITAL also launched it's advanced Android device "NXTCONNECT" and it's innovative "live TV" stick "NXTGO".

ENJOY **OTT CONTENT** ON YOUR MOBILE/ TABLET/ LAPTOP/DESKTOP/SMART TV

NO ADDITIONAL EQUIPMENT REQUIRED!

Exclusively for **NXTDIGITAL** subscribers!

ho!cho! aha

ALT ELLAI

SUN NXT ZEE5 voot select amazon prime SONY liv Disney+ hotstar

shemaroo me EPIC ON erosnow hungamaPlay hungamaMusic

Give a missed call at **90710 34400** to avail this offer!
For further details visit www.nxtdigital.in

*Terms & Conditions Apply
* For detailed terms and conditions, visit www.nxtdigital.in
* All terms and conditions are subject to change

NXTDIGITAL
The Hinduja-HITS network

ENJOY **700 'LIVE' TV CHANNELS** + **300,000 HOURS OF OTT CONTENT...** ONLY WITH **INDigital!**

Exclusively for **INDigital** subscribers!

erosnow SONY voot select EPIC ON amazon prime ZEE5 shemaroo me hungamaPlay Disney+ hotstar hungamaMusic

COMBO OFFER: CABLE TV + OTT
STARTING AT JUST ₹409/-* PER MONTH!

PACKS	PERIOD	M.R.P. (₹)	OTT SERVICES
NXTOTT 1	MONTHLY	279	SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium
	ANNUAL	1,864	
NXTOTT 2	MONTHLY	338	SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium, ShemarooMe Premium, EPIC ON, Hungama Play, Hungama Music, Eros Now
	ANNUAL	2,542	
NXTOTT 3	ANNUAL	3,303	SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium, ShemarooMe Premium, EPIC ON, Hungama Play, Hungama Music, Eros Now, Disney+ Hotstar Super
NXTOTT 4	ANNUAL	2,625	SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium, Disney+ Hotstar Super

Taxes as applicable on all prices mentioned above.

Give a missed call at **90710 34400** to avail this offer!
For further details visit www.indigital.co.in

*Cable pack at ₹130/- and **NXTOTT 1** pack at ₹279/- (excluding taxes)

*Terms & Conditions Apply
* For detailed terms and conditions, visit www.indigital.co.in
* All terms and conditions are subject to change
* The above offer is applicable only for Mumbai, Thane and Navi Mumbai

JUST CONNECT AND GO!

Experience the best of OTT + Live TV with **NXTCONNECT** and **NXTGO**

LAUNCHING

NXTCONNECT + NXTGO

With **NXTCONNECT**, convert your TV into a smart TV- Enjoy all Android applications including OTT, Games and much more!
With **NXTGO**, get up to 700 LIVE channels... only with **INDigital**.

First ever B2C pricing announced by NXTDIGITAL - ensuring uniformity across the country

* NXTDIGITAL offers digital cable (INDIGITAL) customers up to 700 TV channels while customers of HITS can receive up to 650 TV channels

“Combo” Product Launch : National Digital Upskilling Training Program



30+

Distributors

100+

NDL Business & Operations Staff

200+

Field Technicians trained

900+

Franchisees attended the sessions





- **Size of the Issue:** The issue was for 96,20,463 Equity shares of the Company at a price of Rs 300/- per share including share premium of Rs. 290/- per share, offered at 2 Equity Shares in the Company for every 5 Equity Shares held by the existing shareholders.
- **Total subscription received: Rs 553.23 Crores** constituting 1.91 times of the size of the Issue as per RTA certificate
- **No of Shareholders subscribed: 2,754 no. of Shareholders.**
- **No. of Correspondences Received from the shareholders directly in relation to the Rights Issue: 45 nos., all resolved.**
- **No. of queries resolved over the phone: approx. 145**

Details of Rights Issue subscription money Rs. 288.61 crore are as under:

(Rs. In crore)

Sr. No.	Particulars	Amount
1	ICDs converted into Equity Share Capital Hinduja Group Limited Hinduja Realty Ventures Limited	183.8 Rs. 158.29 crore Rs. 25.51 crore
2	Transfer of funds from allotment account to Monitoring Agency account	104.81
	Total	288.61

Utilization of the above funds in the Monitoring Agency Account till December 31, 2021 is as under:

(Rs. In crore)

Sr. No.	Particulars	Amount
1	Part repayment of Term Loan - Yes Bank	77.92
2	General Corporate Purpose - Fixed Deposit with Yes Bank for issuing Bank Guarantee in favor of MIB	20
3	General Corporate Purpose	4.58
	Total	102.5
4	Balance Funds as on December 31, 2021 to be drawn for Rights Issue Expenses/ General Corporate Purpose	2.31
	Total	104.81

Hinduja's NXTDigital rights issue oversubscribed by 2X, raises Rs 560 cr

By Geunav Laghate, ET Bureau | Last Updated: Dec 02, 2021, 10:48 PM IST

Synopsis
The company, which broadband business, it said Thursday.



issue size of Rs 288.61 crore.
The right issue was

Stock of this Hinduja Group company has zoomed 40% in 2 days

NXTDIGITAL said it has received overwhelming response for its rights issue, with the company receiving Rs 560.13 crore against an issue size of Rs 288.61 crore.

Topics: [Betting stocks](#) | [Hinduja Group](#) | [Markets](#)

In Report | Mumbai
Last Updated on December 2, 2021 10:57:52

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Hinduja arm NXTDigital's shares up around 40% in 2 sessions

Shares were on a downward trend due to Covid-19 concerns but were able to recover after the rights issue.

NXTDIGITALનો રાઇટ્સ ઇશ્યુ ૧૯૪% સબસ્ક્રાઇબ થયો, રૂ. ૫૬૦.૧૩ કરોડ મળ્યાં

સંખ્યા: ૧૯૪% સબસ્ક્રાઇબ થયો, રૂ. ૫૬૦.૧૩ કરોડ મળ્યાં

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Rights Issue subscribed

With this, the company is expected to sign approximately 1.1 lakh equity shares which is without doubt a significant transformation in the company's financial structure. The company has a total of Rs 560.13 crore against an issue size of Rs 288.61 crore.



આજે જાહેરાત કરી હતી કે, કંપનીનો ૨૫% વિસ્તરે પેમેન્ટો છે. નિર્ધારિત સંખ્યા સમપૂર્ણ કરવાની અંદર વેચાણ માટે પૂર્વ સરતી પૂર્વ વર્ક છે એનો વિચાર કરીને કંપનીને પ્રતિબંધ વ્યવહાર પૂર્વ થવાની અપેક્ષા આ છે. આ ઇન્ફોર્મેશન કંપનીનું આજે મીડિયા પર ઇન્ટરવ્યુ દરિયા કરી છે, જે અન્યાર સમગ્ર ભારતમાં નગરોમાં કમ્પનીની પહોંચ છે અને તરી લે છે. આ ભારતનું એકમાત્ર IITS અથવા ટેકનો-ઇન-ન-ઇન્ટરનેશનલ કોમ્પ્યુટર, સેટેલાઈટ ટેલિફોન, ૧,૦૦૦ MHz સુધી છે. ઉપરાંત તકેતરમાં સમગ્ર દેશમાં IITSની નવીન વિભાવના પ્રસ્તુત કરે છે અને સાક્ષરને ઓટીટી અને બે સેવાઓ પૂરી પાડે છે. કમ્પનીના વૃદ્ધિ જીવની રાખવા IITS પર અન્ય મલ્ટિ-સિસ્ટમ સ્ટ્રક્ચર યોજનાના મોડેલને કાર્યરત રાખવા કન્ટેન્ટ ડિલિવરી ઇન્ફ્રાસ્ટ્રક્ચર પાસડ પૂરી પાડે છે.

NXTDIGITAL raises rights issue

The company has received Rs 560.13 of 288.61 crore, which will help it pare its debt.



Cable and broadband service provider aggregating to a total of 96,20,463 shares company has received Rs 560.13 crore of Rs 288.61 crore. The rights issue, which is to help the company to pare its debt.

NXTDIGITALનો રાઇટ્સ ઇશ્યુ ૧૯૪% સબસ્ક્રાઇબ થયો, રૂ. ૫૬૦.૧૩ કરોડ મળ્યાં

NXTDIGITAL Limitedએ આજે જાહેરાત કરી હતી કે, કંપનીનો ૨૫% વિસ્તરે પેમેન્ટો છે. નિર્ધારિત સંખ્યા સમપૂર્ણ કરવાની અંદર વેચાણ માટે પૂર્વ સરતી પૂર્વ વર્ક છે એનો વિચાર કરીને કંપનીને પ્રતિબંધ વ્યવહાર પૂર્વ થવાની અપેક્ષા આ છે. આ ઇન્ફોર્મેશન કંપનીનું આજે મીડિયા પર ઇન્ટરવ્યુ દરિયા કરી છે, જે અન્યાર સમગ્ર ભારતમાં નગરોમાં કમ્પનીની પહોંચ છે અને તરી લે છે. આ ભારતનું એકમાત્ર IITS અથવા ટેકનો-ઇન-ન-ઇન્ટરનેશનલ કોમ્પ્યુટર, સેટેલાઈટ ટેલિફોન, ૧,૦૦૦ MHz સુધી છે. ઉપરાંત તકેતરમાં સમગ્ર દેશમાં IITSની નવીન વિભાવના પ્રસ્તુત કરે છે અને સાક્ષરને ઓટીટી અને બે સેવાઓ પૂરી પાડે છે. કમ્પનીના વૃદ્ધિ જીવની રાખવા IITS પર અન્ય મલ્ટિ-સિસ્ટમ સ્ટ્રક્ચર યોજનાના મોડેલને કાર્યરત રાખવા કન્ટેન્ટ ડિલિવરી ઇન્ફ્રાસ્ટ્રક્ચર પાસડ પૂરી પાડે છે.

NXTDIGITAL Limited today announced that the Company's November 29th, 2021 was subscribed 1.11 times. The company has received Rs 560.13 crore against an issue size of Rs 288.61 crore.

નેક્સ્ટડિજિટલ લિમિટેડ ને આજ ઘોષણા કરી કે કંપનીને ધારિત પ્રત્યેક 5 શેયરોં કુલ 9620463 શેયરોં કે લિખે 2 શેયરોં કે ઇક્વિટી શેયરોં વાલે કંપની કે રાઇટ્સ ઇશ્યુ કો 1.94 ગુના સબસ્ક્રાઇબ કિયા ગયા. 288.61 કરોડ રૂપયે કે ઇશ્યુ સાઇઝ કે ખિલાફ કંપની ને 560.13 કરોડ રૂપે જુટને કો સૂચના દી હૈ. કંપની કા કહના હૈ કિ યહ જબરદસ્ત પ્રતિક્રિયા કંપની મેં શેયરધારકોં કે ભરોસે કા પ્રમાણ હૈ. કંપની મીડિયા સમૂહ દ્વારા તૈયાર કિયે ગયે વિજન કો ઇન્ડ ટૂ ઇન્ડ ડિજિટલ સૉલ્યુશંસ પ્લેટફોર્મ મેં બદલના જારી રખે હુયે હૈ.

Business Performance



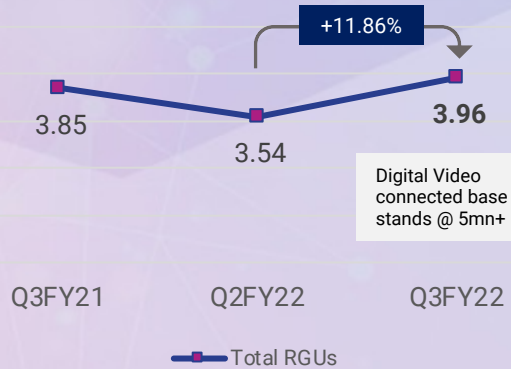
NXTDIGITAL Key Performance Indices (KPIs)



The impact of innovative strategies including penetration of broadband, combo product offerings and the launch of NXTHUBs is reflected in strong Q3 KPIs.

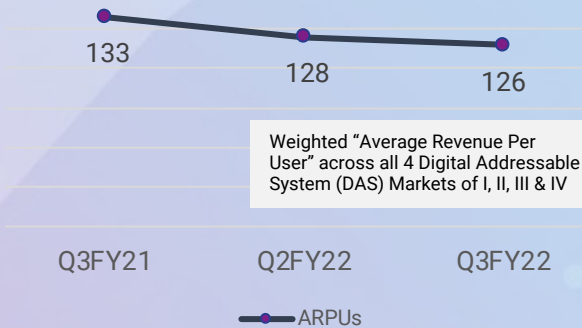
Revenue Generating Units (Digital Video)

(RGUs in millions)



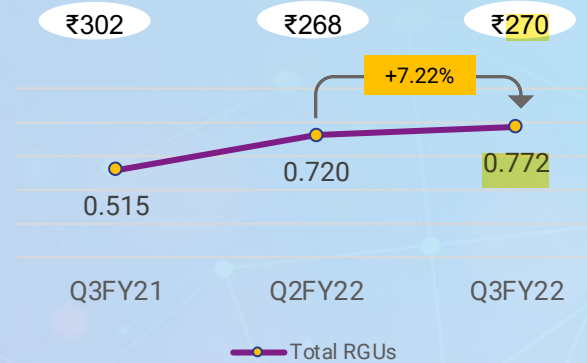
Digital Video ARPUs (Average Revenue Per User)

(Exit ARPU in ₹)

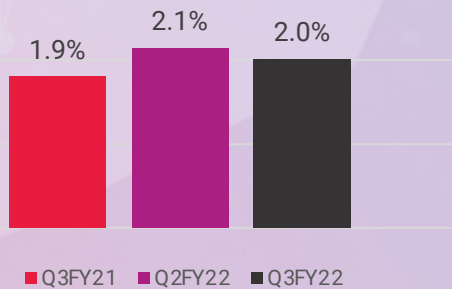


Broadband RGUs & ARPUs

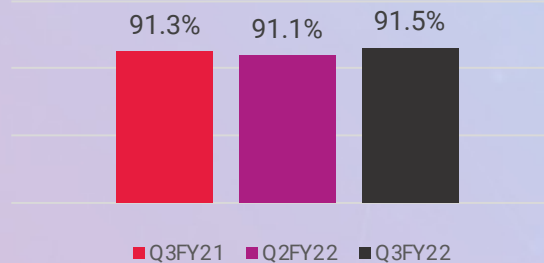
(RGUs in millions & exit ARPU in ₹)



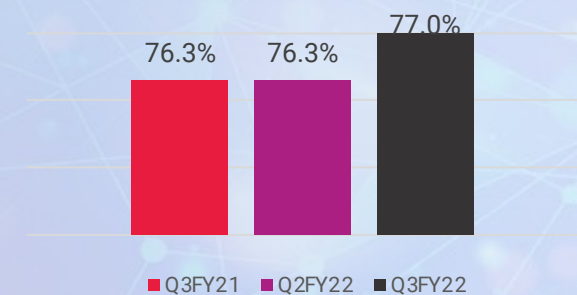
90-day Net Churn



Same Month Renewal



On-Time Renewal

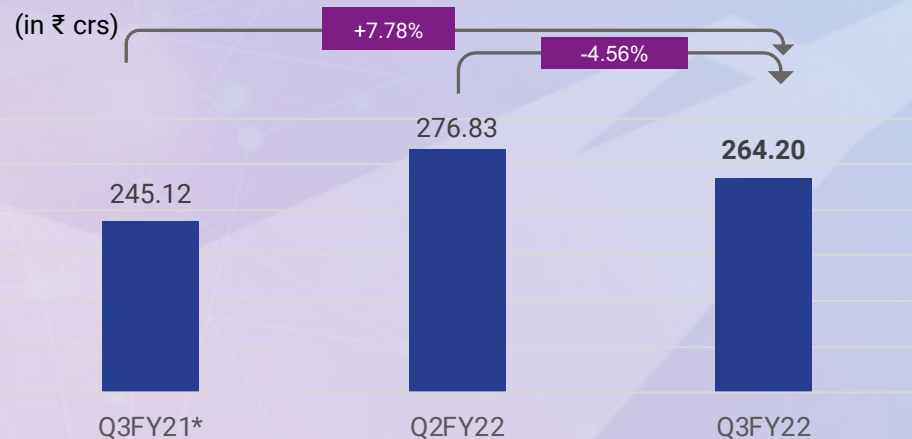


Continuing Strong Financial Performance in Q3



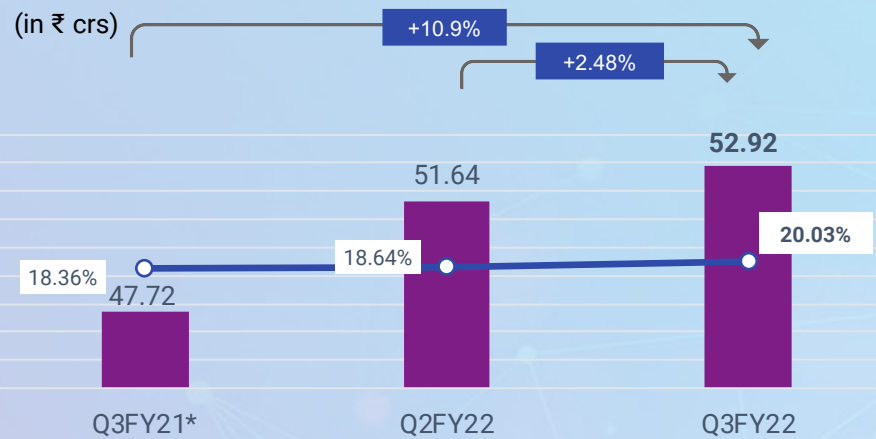
Key digital business verticals continued to reflect growth on the back of strong KPIs and the company's continuing push for digital transformation

Total Revenue



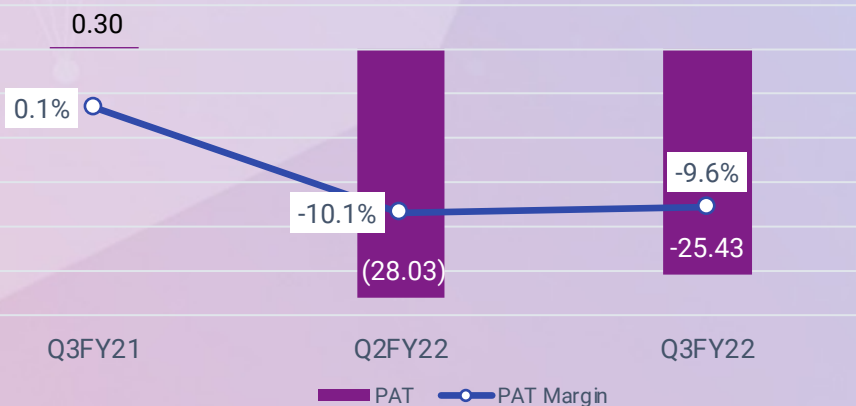
*Revenue excluding one time Income

EBITDA



* EBITDA excluding one time Income

PAT (in ₹ crs)



Notes to Q3 Financial Performance

- The marginal drop in revenue is attributed to a reduction in the low-margin traded goods business (tele-shopping) vertical; with no impact on the EBITDA for the quarter
- Q3 EBITDA considers an impact of AGR of Rs.3 crores on account of the broadband business – w.e.f. Oct.'21.
- Excluding the AGR, the EBITDA would stand at Rs.56 crores, growing at +8.28% on a sequential quarter-basis and +17.18% on a year-on-year basis.



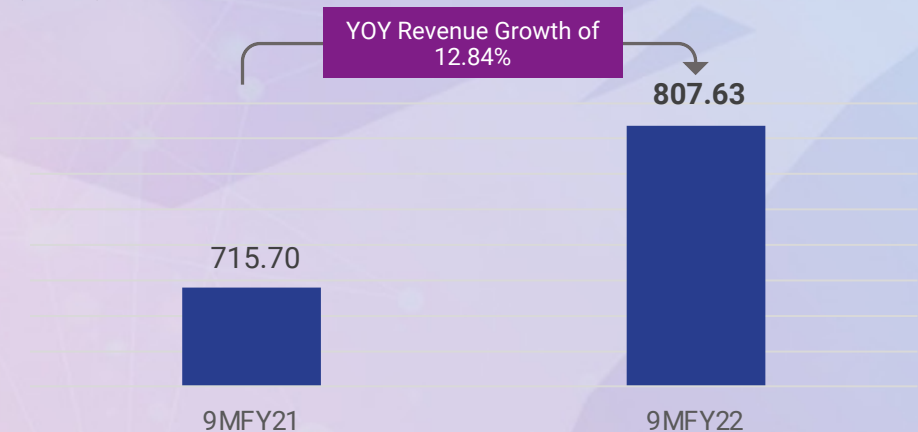
Media group ended the 9-month period of FY22 on a strong note



Businesses continued to grow as the challenges faced due to the pandemic began to wane, clocking significant YoY improvement in performance

Total Revenue

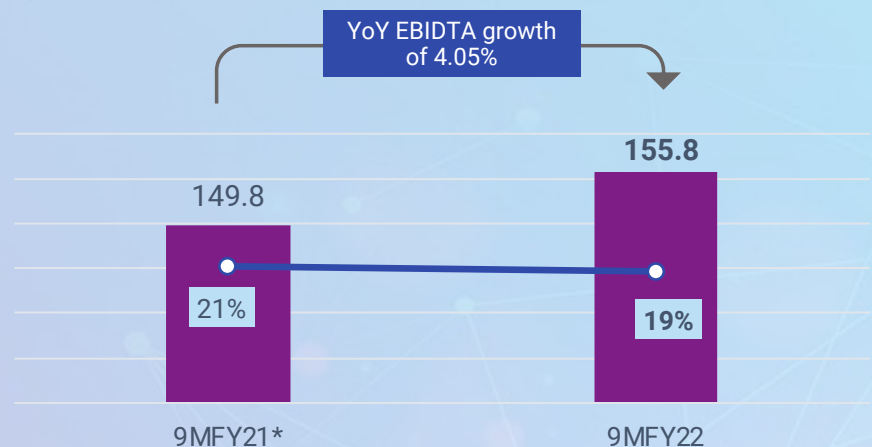
(in ₹ cr)



*Revenue excluding one time Income

EBITDA

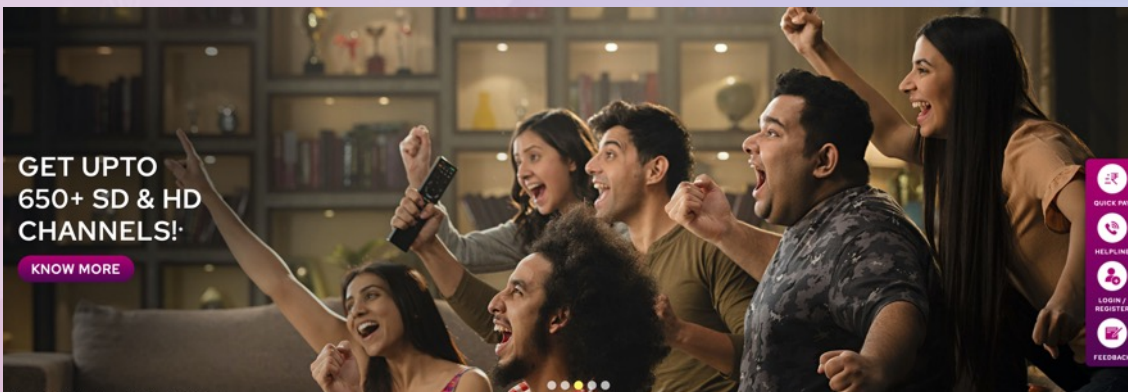
(in ₹ cr)



* EBITDA excluding one time Income

■ EBITDA

○ EBITDA Margin



Annexures



Consolidated Income Statement (Quarterly)

Particulars	Q3FY22 (₹cr)	Q2FY22 (₹cr)	QoQ growth (%)	Q3FY21 (₹cr)	YoY growth (%)
Revenue:					
Total Revenue	264.21	276.83	-4.56%	245.12**	7.78%
		-			
Expenses:					
Operating costs	136.09	143.71	-5.30%	127.85	6.45%
People costs	19.13	19.52	-2.00%	22.53	-15.09%
Other costs	56.07	61.97	-9.52%	47.04	19.20%
Total Expenses	211.29	225.19	-6.17%	197.42	7.03%
EBIDTA	52.92	51.64	2.48%	47.72*	10.90%
Depreciation	55.92	54.21		51.65	
Interest	35.83	35.69		35.68	
Profit before tax	-38.83	-38.26		-24.85	
Taxation	-13.40	-10.23		-25.18	
Profit after tax	-25.43	-28.03		0.32	

*EBITDA excluding one time Income

** Revenue excluding one time Income

Consolidated Income Statement (9M)

Particulars	9MFY22 (₹cr)	9MFY21 (₹cr)	YoY growth (%)
Revenue:			
Total revenue	807.63	715.70	12.84%
Expenses:			
Operating costs	417.51	359.43	16.16%
People costs	58.29	60.93	-4.33%
Other costs	176.01	145.58	20.90%
Total expenses	651.82	565.94	15.17%
EBIDTA	155.82	149.76*	4.04%
Depreciation	164.53	157.59	
Interest	106.83	109.36	
Profit before tax	-115.55	-102.41	
Taxation	-33.22	-72.39	
Profit after tax	-82.33	-30.03	

* EBITDA excluding one time Income

NXTDIGITAL LIMITED



HINDUJA GROUP