



January 12, 2024

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001

National Stock Exchange of India Limited
Exchange Plaza
Plot no. C/1, G- Block
Bandra -Kurla Complex
Bandra (East), Mumbai-400 051

Scrip Code - 533137

Trading Symbol- DEN

Dear Sir(s),

Sub: Investors' Presentation

Please find enclosed Investors' Presentation on Unaudited Financial Results (Standalone and Consolidated) for the quarter ended December 31, 2023, for your record.

Thanking You,
Yours Faithfully,

For **DEN NETWORKS LIMITED**

Hema Kumari
Company Secretary & Compliance Officer

Encl: As above

DEN Networks Limited

CIN: L92490MH2007PLC344765

Corp. Office: 236, Okhla Industrial Estate, Phase-III, New Delhi-110 020

Landline: +91 11 40522200 || Facsimile: +91 11 40522203 || E-mail: den@denonline.in || www.dennetrowks.com

Regd. Office: Unit No.116, First Floor, C Wing Bldg. No.2 Kailas Industrial Complex L.B.S Marg Park Site
Vikhroli(W), Mumbai, Mumbai City, Maharashtra, India, 400 079

Landline: +91 22 25170178 || E-mail: den@denonline.in || Website: www.dennetworks.com



DEN Networks Limited

Investor Update

Q3 FY23-24

12th January, 2024



Disclaimer



The information in the presentation may contain “forward-looking statements” which are statements that refer to expectations and plans for the future and include, without limitation, statements regarding DEN’s future results of operations, financial condition or business prospects as well as other statements based on projections, estimates and assumptions. In some cases, these statements can be identified by terms such as “expect,” “intend,” “plan,” “believe,” “estimate,” “may,” “will,” “should” and comparable words (including the negative of such words). These forward-looking statements, reflect the current expectations and plans of the directors and management of DEN, which may not materialize or may change.

These forward-looking statements are not guarantees of future performance and you are cautioned not to place undue reliance on these statements. DEN undertakes no obligation to update any forward-looking statements, whether as a result of new information or any subsequent change, development or event. All forward-looking statements in above are qualified by reference to this paragraph.

Index



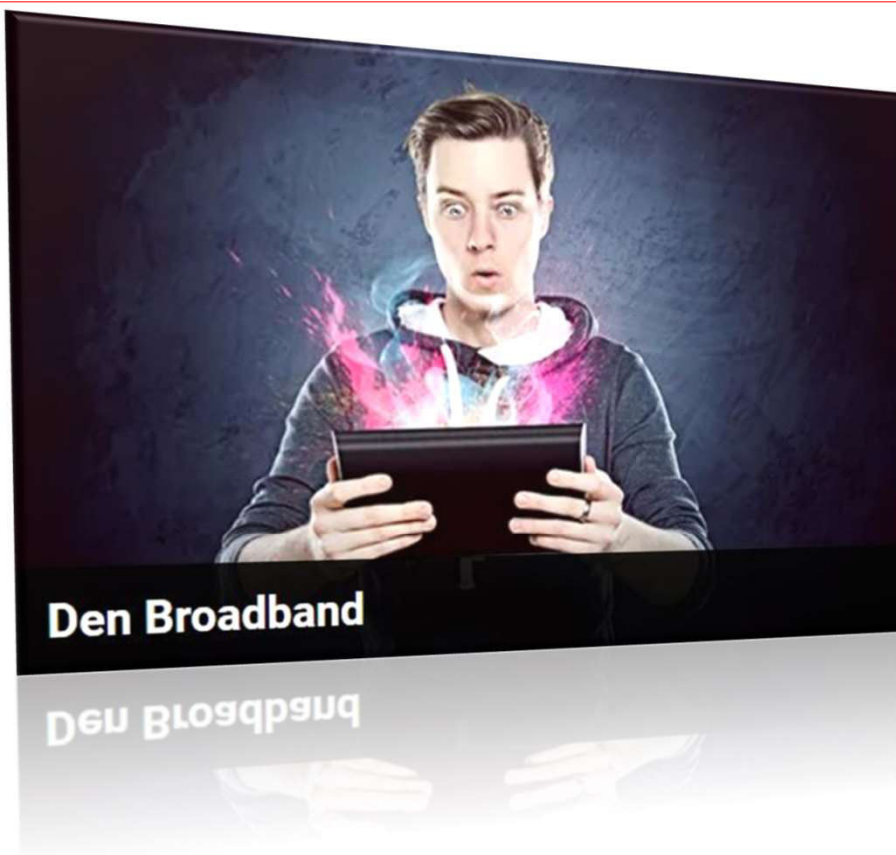
| S. No | Particulars |
|-------|---|
| 1. | <u>Business Overview</u> |
| 2. | <u>Business Highlights</u> |
| 3. | <u>Consolidated - Financials Highlights</u> |
| 4. | <u>Consolidated Balance Sheet</u> |
| 5. | <u>Contact Information</u> |



Business Overview



Business Overview

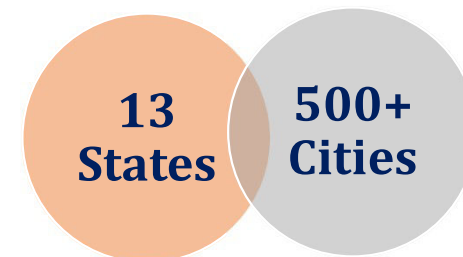


Business Overview



Cable Business

- ❖ Incorporated in 2007 and having registered office in the State of Maharashtra, Den Networks is a leading Cable TV Distribution company in the country with a wide gamut of services.
- ❖ DEN's Cable operations covers over **500+ cities/towns** across **13 key states** (Delhi, Uttar Pradesh, Karnataka, Maharashtra, Gujarat, Rajasthan, Haryana, Kerala, West Bengal, Jharkhand, Bihar, Madhya Pradesh and Uttarakhand) in India.



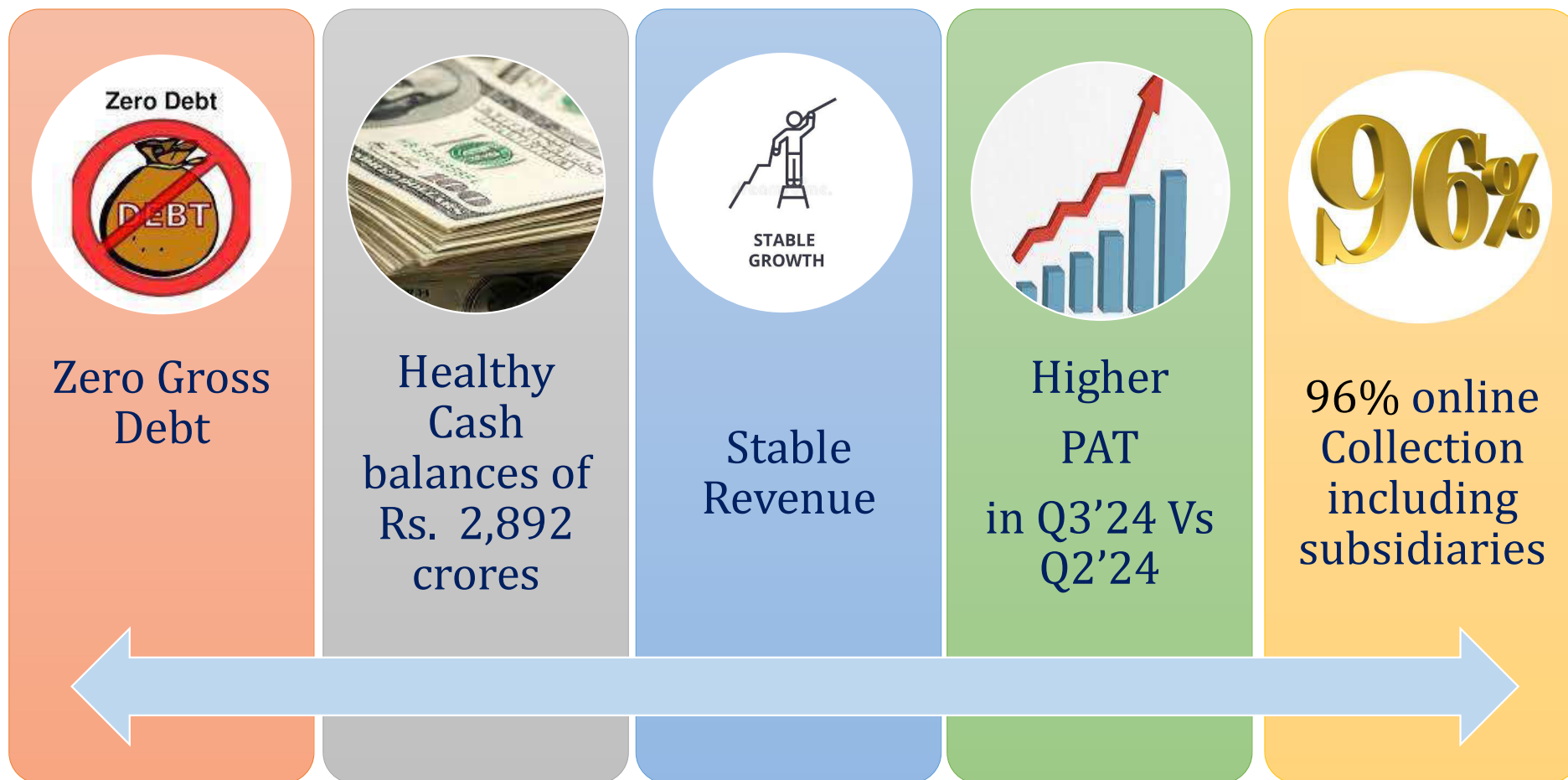
Broadband Business

- ❖ DEN Broadband Limited was incorporated in 2011. The Company is having its registered office in New Delhi.
- ❖ The Company holds Unified License and is wholly owned subsidiary of DEN Networks Limited.
- ❖ We have currently enabled Fixed Broadband services across 41 Cities/Towns in India.



Business Highlights

Key Highlights Q3 FY23-24



Financial Highlights: Q3 FY23-24



**Consolidated
Total Revenue
at
Rs.273 Cr**

**Consolidated
EBITDA
at
Rs.41 Cr**

**Consolidated
PAT
at
Rs.48 Cr**

**Cash & Cash
Equivalents
at
Rs. 2,892 Cr**

Consolidated Financial Highlights

Consolidated Financial Highlights



| Particulars (INR Crore) | Q3' 23-24 | Q2' 23-24 | Q3' 22-23 | Q3' 23-24 V/s Q2' 23-24 | Q3' 23-24 V/s Q3' 22-23 |
|--|------------|------------|------------|-------------------------|-------------------------|
| Subscription | 141 | 146 | 157 | (3%) | (10%) |
| Placement/ Marketing Income | 117 | 98 | 90 | 20% | 31% |
| Other operating Income | 7 | 25 | 18 | (73%) | (62%) |
| Activation Income | 7 | 8 | 13 | (8%) | (41%) |
| Revenue | 273 | 277 | 277 | (1%) | (1%) |
| Content Cost | 154 | 147 | 147 | 5% | 5% |
| Personnel Cost | 19 | 20 | 19 | (7%) | (4%) |
| Other Opex | 60 | 59 | 73 | 2% | (18%) |
| Provision for doubtful debts/ Advances | (1) | 7 | 0 | | |
| Total Cost | 232 | 234 | 239 | (1%) | (3%) |
| EBIDTA | 41 | 43 | 37 | (6%) | 9% |
| <i>EBIDTA %</i> | 15% | 16% | 14% | | |
| Dep & Amort | 28 | 29 | 30 | | |
| Finance Costs | 1 | 1 | 1 | | |
| Other Income | 51 | 52 | 42 | | |
| Share of profit / (loss) of associates | (1) | (1) | 1 | | |
| PBT | 62 | 64 | 50 | (3%) | 24% |
| Income Tax | 0 | 0 | 0 | | |
| Deferred Tax | 14 | 18 | 0 | | |
| PAT | 48 | 46 | 49 | 5% | (3%) |
| Other Comprehensive Income | 0 | 0 | 0 | | |
| TCI | 48 | 46 | 49 | 5% | (3%) |

Consolidated Balance Sheet



| Particulars (INR Crore) | 31-12-23 | 30-09-23 |
|---------------------------------------|--------------|--------------|
| Share Capital | 477 | 477 |
| Reserves & Surplus | 2,864 | 2,817 |
| Net Worth | 3,341 | 3,294 |
| Minority Interest | 47 | 46 |
| Deffered Revenue | 65 | 70 |
| Trade Payables | 347 | 348 |
| Other Liabilities | 135 | 136 |
| Total Equity & Liabilities | 3,935 | 3,894 |
| Fixed Assets, Net | 379 | 391 |
| Capital work-in-progress | 16 | 21 |
| Goodwil on Consolidation | 153 | 153 |
| Fixed Assets | 548 | 565 |
| Non-Current Investment | 62 | 63 |
| Trade Receivables | 177 | 165 |
| Cash & Cash Equivalents | 2,892 | 2,839 |
| Other Assets | 256 | 262 |
| Total Assets | 3,935 | 3,894 |



Thank You

Hema Kumari

InvestorRelations@DenOnline.in

+91 11 4052 2200

DEN Networks Ltd.

(CIN No. L92490MH2007PLC344765)