



Date: July 20, 2020

**BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai-400 001

Scrip Code- **533137**

Dear Sir(s),

Sub: **Investors' Presentation**

**National Stock Exchange of India Limited**

Exchange Plaza  
Plot No. C/1, G Block,  
Bandra- Kurla Complex  
Bandra (East), Mumbai-400 051

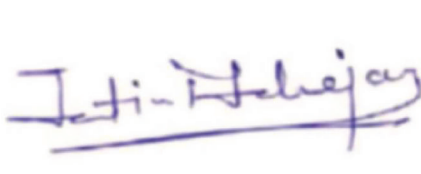

Trading Symbol- **DEN**

Please find enclosed Investors' Presentation on Unaudited Financial Results for the quarter ended June 30, 2020 for your record.

Thanking You,

Yours faithfully,

**For DEN Networks Limited**

**Jatin Mahajan**  
**Company Secretary**

Encl: as above

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**DEN Networks Limited**

CIN: L92490DL2007PLC165673

Registered 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.dennetworks.com

# DEN Networks Limited

## Investor Update

Q1 FY20-21



*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.*

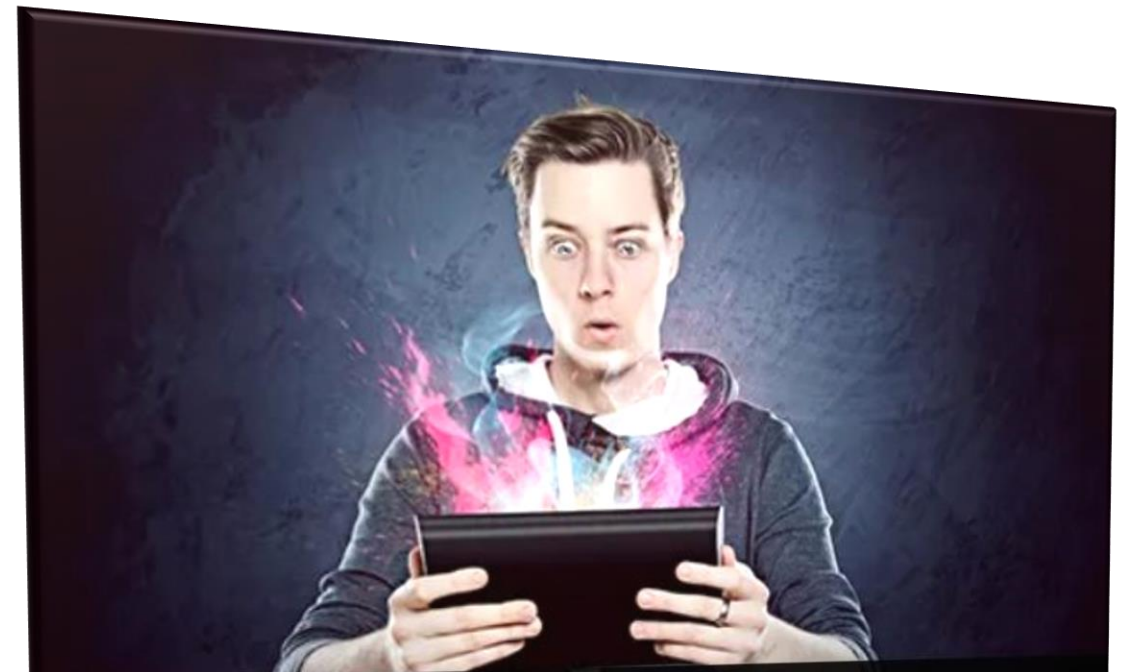
S. No	Particulars
1.	Business Overview
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4.	Broadband - Financial Highlights
5.	Consolidated - Financials Highlights

# Business Overview



**Den Cable**

Den Cable

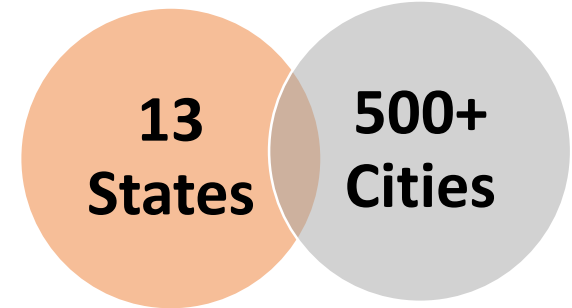


**Den Broadband**

Den Broadband

## Cable Business

- ❖ Incorporated in 2007 and headquartered in New Delhi, Den Networks is a leading Cable TV Distribution company in the country with a wide gamut of services including Cable TV and Broadband.
- ❖ DEN's Cable & Broadband 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.
- ❖ DEN has been recognized as "**Most trusted brand in Cable TV Industry**", TRA Research, June'2019



## Broadband Business

- ❖ DEN Broadband Private Limited was incorporated on 5 December 2011 under the Companies Act 1956. The Company is having its registered office at 236, Okhla Industrial Area, Phase III, New Delhi - 110020.
- ❖ The Company is a category "A" ISP (**ISP-IT License No. 820-990/2007-LR dated 2008**) and wholly owned subsidiary of DEN Networks Limited. ISP business ("Broadband") of the DEN Networks Limited has been transferred into DEN Broadband Private Limited effective from 1<sup>st</sup> of April 2016 (Demerger Order – 15<sup>th</sup> of Sep'17).
- ❖ We have currently enabled Fixed Broadband services across 44 Cities/Towns in India.

# Business Highlights



**Consolidated Subscription at  
Rs. 212 Cr**

**Growth**

Q1FY21 vs Q1FY20: 12%  
Q1FY21 vs Q4FY20: (5%)

**Consolidated EBITDA at  
Rs.64 Cr**

**Growth**

Q1FY21 vs Q1FY20: 54%  
Q1FY21 vs Q4FY20: 0%

**Profit after Tax (PAT) at  
Rs.58 Cr**

**Growth**

Q1FY21 vs Q1FY20: 303%  
Q1FY21 vs Q4FY20: 159%

# Cable TV – Financial Highlights

# Cable Business Financial Highlights



Particulars (INR Cr)	1Q'21	4Q'20	1Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
Subscription	195	205	171	(5%)	14%
Placement/ Marketing income	61	73	97	(16%)	(37%)
Other Operating Income	5	11	4	(56%)	42%
Activation Revenues	24	21	23	12%	1%
<b>Revenue</b>	<b>284</b>	<b>310</b>	<b>295</b>	<b>(8%)</b>	<b>(4%)</b>
Content Costs	135	148	159	(8%)	(15%)
Personnel Costs	22	22	21	(2%)	6%
Other Opex	62	64	64	(3%)	(3%)
Provision for doubtful debts	2	14	11	(84%)	(80%)
<b>Total Cost</b>	<b>221</b>	<b>248</b>	<b>255</b>	<b>(11%)</b>	<b>(13%)</b>
<b>EBITDA</b>	<b>63</b>	<b>63</b>	<b>41</b>	<b>1%</b>	<b>56%</b>
<i>EBITDA %</i>	<i>22%</i>	<i>20%</i>	<i>14%</i>	<i>10%</i>	<i>62%</i>
Dep & Amort	56	51	52	10%	9%
Finance Costs	2	3	18	(36%)	(87%)
Other Income	63	41	51	56%	23%
Share in (loss)/ profit of associates	(3)	(3)	1	<i>n.m</i>	<i>n.m</i>
<b>PBT</b>	<b>65</b>	<b>45</b>	<b>23</b>	<b>45%</b>	<b>177%</b>
Exceptional Items	0	0	0	<i>n.m</i>	<i>n.m</i>
<b>PBT post exceptional</b>	<b>65</b>	<b>45</b>	<b>23</b>	<b>45%</b>	<b>177%</b>
Provisions for Tax	0	18	4	<i>n.m</i>	<i>n.m</i>
<b>PAT</b>	<b>65</b>	<b>27</b>	<b>20</b>	<b>143%</b>	<b>227%</b>

# Broadband-Financial Highlights

# Broadband Business Financial Highlights



Particulars (INR Cr)	1Q'21	4Q'20	1Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
<b>Revenue</b>	<b>16.8</b>	<b>17.6</b>	<b>18.0</b>	<b>(4%)</b>	<b>(6%)</b>
Personnel Costs	2.2	2.5	2.2	(13%)	(4%)
Other Opex	14.1	13.8	15.0	3%	(6%)
<b>Total Cost</b>	<b>16.3</b>	<b>16.3</b>	<b>17.2</b>	<b>0%</b>	<b>(5%)</b>
<b>EBITDA</b>	<b>0.5</b>	<b>1.3</b>	<b>0.8</b>	<b>(59%)</b>	<b>(28%)</b>
<i>EBITDA %</i>	<i>3%</i>	<i>8%</i>	<i>4%</i>		
Dep & Amort	6.9	5.7	6.1	20%	14%
Finance Costs	0.0	0.0	0.0	(13%)	(38%)
<b>PBT</b>	<b>(6.4)</b>	<b>(4.4)</b>	<b>(5.3)</b>	<b>45%</b>	<b>19%</b>
Other Income	0.1	0.4	0.0	(72%)	161%
Exceptional Items	0.0	0.0	0.0	<i>n.m</i>	<i>n.m</i>
Share in (loss)/ profit of associates	0.0	0.0	0.0	- %	- %
<b>PBT post exceptional</b>	<b>(6.3)</b>	<b>(4.0)</b>	<b>(5.3)</b>	<b><i>n.m</i></b>	<b><i>n.m</i></b>
Provisions for Tax	0.0	0.0	0.0	<i>n.m</i>	<i>n.m</i>
<b>PAT</b>	<b>(6.3)</b>	<b>(4.0)</b>	<b>(5.3)</b>	<b><i>n.m</i></b>	<b><i>n.m</i></b>

# Consolidated Financial Highlights

# Consolidated Financial Highlights



Particulars (INR Cr)	1Q'21	4Q'20	1Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
Subscription	212	222	189	(5%)	12%
Placement/ Marketing income	61	73	97	(16%)	(37%)
Other Operating Income	5	11	4	(56%)	27%
Activation Revenues	24	21	23	12%	1%
<b>Revenue</b>	<b>301</b>	<b>328</b>	<b>313</b>	<b>(8%)</b>	<b>(4%)</b>
Content Costs	135	148	159	(8%)	(15%)
Personnel Costs	24	25	23	(3%)	5%
Other Opex	76	78	79	(2%)	(3%)
Provision for doubtful debts	2	14	11	(84%)	(80%)
<b>Total Cost</b>	<b>237</b>	<b>264</b>	<b>272</b>	<b>(10%)</b>	<b>(13%)</b>
<b>EBITDA</b>	<b>64</b>	<b>64</b>	<b>41</b>	<b>0%</b>	<b>54%</b>
<i>EBITDA %</i>	<i>21%</i>	<i>19%</i>	<i>13%</i>		
Dep & Amort	63	57	58	11%	10%
Finance Costs	2	4	18	(36%)	(87%)
Other Income	63	41	51	54%	23%
Share in (loss)/ profit of associates	(3)	(3)	1	<i>n.m</i>	<i>n.m</i>
<b>PBT</b>	<b>59</b>	<b>41</b>	<b>18</b>	<b>44%</b>	<b>223%</b>
Exceptional Items	0	0	0	<i>n.m</i>	<i>n.m</i>
<b>PBT post exceptional</b>	<b>59</b>	<b>41</b>	<b>18</b>	<b>44%</b>	<b>223%</b>
Provisions for Tax	0	18	4	<i>n.m</i>	<i>n.m</i>
<b>PAT</b>	<b>58</b>	<b>23</b>	<b>14</b>	<b>159%</b>	<b>303%</b>

**Thank You**

**Jatin Mahajan**

[InvestorRelations@DenOnline.in](mailto:InvestorRelations@DenOnline.in)

**+91 11 4052 2200**

**DEN Networks Ltd.**

**(CIN No. L92490DL2007PLC165673)**