

PRESS RELEASE

Friday, 13th August 2021

NXTDIGITAL LIMITED REVENUES GROW 13.5% IN Q1 OF THIS FISCAL OVER LAST YEAR, AT Rs 266.6 CRORES; AGAINST THE HEADWINDS OF THE SECOND WAVE. EBIDTA STANDS AT Rs 51.3 CRORES IN Q1 OVER Rs 50.4 CRORES IN THE SAME PERIOD OF PREVIOUS FISCAL.

- **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 266.6 crores against revenues of Rs 234.8 crores during the same period in the previous year.**
- 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 year.
- The Company has **signed up several prestigious contracts in both, the video and broadband segments of its business, which projects got delayed due to the second wave.** These are temporary blips which the Company expects to overcome once the **above projects and its infrastructure sharing business start going on-stream in the second and third quarters.**
- The **broadband business continued to grow**, touching 677,000 subscribers - registering a **93% growth over Q1 of FY21.**
- With respect to the proposed **Rights Issue**, the Company has **filed the Draft Letter of Offer with SEBI and the Stock exchanges on 2nd August 2021.**

FINANCIAL RESULTS

NXTDIGITAL Limited posted healthy results for the first quarter of FY22 against the headwinds of the second wave of the COVID-19 pandemic. 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 266.6 crores against revenues of Rs 234.8 crores during the same period in the previous year. 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 second wave 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 year.

The Company has signed up some prestigious contracts in both, the video and broadband segments of its business, which projects have got delayed due to the second wave. The Company looks at this as a temporary phenomenon.



(Formerly known as Hinduja Ventures Limited)

Registered Office: IN CENTRE, 49/50 MIDC, 12th Road, Andheri (E), Mumbai - 400 093.

T: +91 - 22 - 2820 8585 W: www.nxtdigital.co.in CIN. No.: L51900MH1985PLC036896



In line with the general trend across industries and more specifically in the media and entertainment space, the Company saw a decline in revenues in the current quarter to Rs 266.6 Crores vis-a-vis Rs 277.9 crores in Q4 of the previous financial year. This decline in revenue has also reflected in the decline in EBIDTA and the Profit After Tax. These are temporary blips which the Company expects to overcome once the above projects and its Infrastructure sharing business start going on-stream in the second and third quarters.

With respect to the proposed Rights Issue approved by the Board of Directors at its meeting held on 13th May 2021, the Company has filed the Draft Letter of Offer with SEBI and the Stock exchanges on 2nd August 2021 and is in the process of clearance.

GROWTH DRIVERS IN Q2

One of the growth drivers will be its infrastructure sharing PaaS or Platform-as-a-Service offering which was delayed due to the second wave. As the lockdown eases, NXT is looking to implement the service for its anchor customer, Siti Networks Ltd., one of India's largest Multi System Operators. NXT expects to start clocking revenues from its infrastructure sharing business during Q2 of the current fiscal.

Besides continuing to drive its broadband proliferation, another key driver will be expanding the current coverage of the HITS platform to at least another 100 towns – through a unique networking model of setting up advanced digital “owned and operated” NXTHUBs. Each future-ready NXTHUB is equipped with the latest technology comprising an ADDS or Advanced Digital Distribution System – to distribute video signals and broadband to Last Mile Owners (LMOs) and their customers; as well as other digital services in future. The model eliminates the need for LMOs to invest in related headend technology whilst having access to these points of presence across the country. The first NXTHUB will go “live” in Ranchi by end August with another 10 sites shortly thereafter.

Vynsley Fernandes, MD & CEO at NXTDIGITAL Limited said “The Q1 performance exhibits the company's agility and reflexes – being able to innovate and maintain its momentum through a quarter impacted by the second wave. With the situation easing up, we are confident that implementation of our PaaS platform and the roll-out of our 100 NXTHUB project will see traction. Whilst we look to commence our infra sharing model with Siti Networks and then extend it to other MSOs, our 100 NXTHUB launch later this month from Ranchi and then on to other geographies, will continue to keep us well on the growth track”.

About NXTDIGITAL LIMITED (www.nxtdigital.co.in)

NXTDIGITAL Limited (NDL) is the media vertical of the global Hinduja Group. The media and communications company is India's premier integrated Digital Delivery Platforms company - delivering services via satellite, digital cable and broadband. With a pan-India reach, NXTDIGITAL delivers television services through a dual delivery platform consisting of digital cable and the country's only **Headend-In-The-Sky (HITS) satellite platform**, under the brand names **INDigital** and **NXTDIGITAL** respectively. The Company's Digital Cable television platform delivers **750+ channels across 100+ cities and towns** whilst the HITS service is available in more than **1,500 cities and towns** - with a significant presence in the fastest-growing demographics of semi-urban, semi-rural and rural India. The company, which has completed its 25th year of operation is well established nationally through a franchisee base of nearly **10,000 Last Mile Owners**; delivering digital services to millions of customers across the length and breadth of the country. A game-changer in the industry, the HITS platform also provides infrastructure sharing services to **Multi-System Operators (MSOs)**; providing them with a highly cost effective way to deliver their services via satellite at a significantly improved level of quality of service. With its state-of-the-art HITS facility and data centers, it is the only company that can offer direct-to-network services to any corner of the country. Other than Television services, its subsidiary **ONEOTT iNtertainment Limited** is one of **India's top 5 Internet Service Providers** and has a strong presence in Broadband and Internet services in **40+ cities**. Its services under the brand “**ONE Broadband**” provide converged services of Video, Data and Voice to consumers by delivering high-speed internet and services across multiple cities in India. With “**ONE Gigafiber**”, the broadband company also provides FTTH (Fibre to the Home) services for consumers - providing speeds up to 1,000Mbps.

For further information contact:

Rajdeep Rudra
Head of Marketing & Brand
NXTDIGITAL Limited

Anita Bhoir
Adfactors PR Private Limited
Mobile: 99303 90055



(Formerly known as Hinduja Ventures Limited)

Registered Office: IN CENTRE, 49/50 MIDC, 12th Road, Andheri (E), Mumbai - 400 093.

T: +91 - 22 - 2820 8585 W: www.nxtdigital.co.in CIN. No.: L51900MH1985PLC036896

