

December 18, 2020

<b>BSE Limited</b> PJ. Towers, Dalal Street Mumbai-400001 <b>Script Code:</b> 500189	<b>National Stock Exchange of India Ltd,</b> Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai -400051 <b>Script Code:</b> NXTDIGITAL
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Dear Sir/ Madam,

**Sub: Intimation of Schedule of Analyst/ Institutional Investor Meet**

We wish to inform you, pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, we give the below schedule of Analyst/Institutional Investor meet for your information.

<b>Date</b>	<b>Meeting</b>	<b>Type of Interaction</b>
Monday, 21-12-2020	Dalal & Broacha Stock Broking Pvt. Ltd	Virtual Meeting
	Dolat Capital Market Pvt. Ltd	
	Nirmal Bang Financial Services Pvt. Ltd	
	Prabhudas Lilladher Pvt. Ltd	
	Prithvi Finmart Pvt. Ltd	
	Reliance Securities	
	Aura Portfolio Management Services	

Kindly note that the above is subject to changes, if any.

Kindly also note that the presentation submitted vide our letter dated 16-12-2020(Presentation Attached) and uploaded on our website, might be made during the aforesaid meeting.

Kindly take the same on record.

Thanking you.  
Yours faithfully,

**For NXTDIGITAL LIMITED**  
**(Formerly known as Hinduja Ventures Limited)**

**Hasmukh Shah**  
**Company Secretary**



# NXTDIGITAL Limited

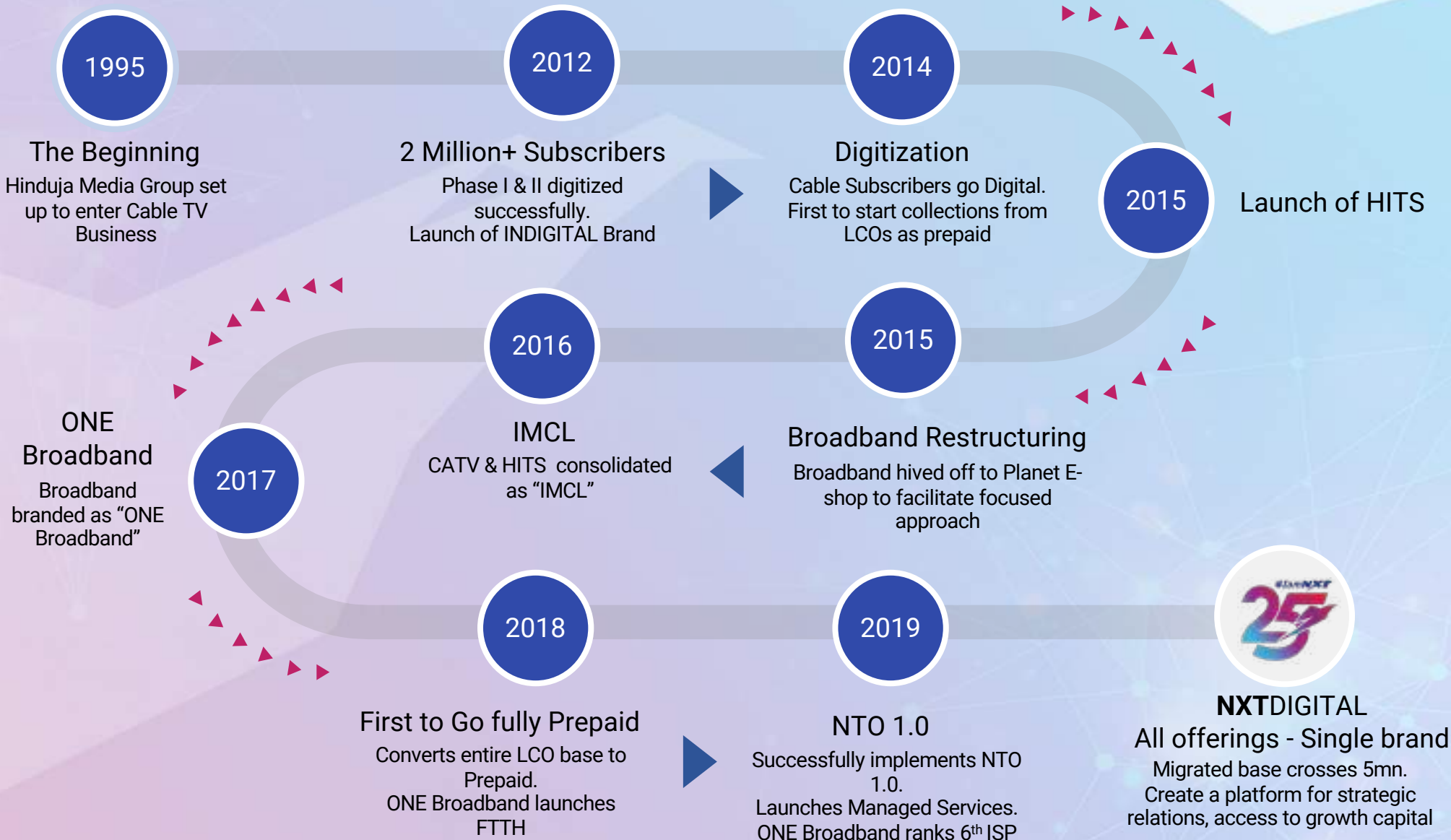
## Business Update

16<sup>th</sup> December 2020  
Version 1.0



HINDUJA GROUP

# 25 Year legacy of delivering digital content



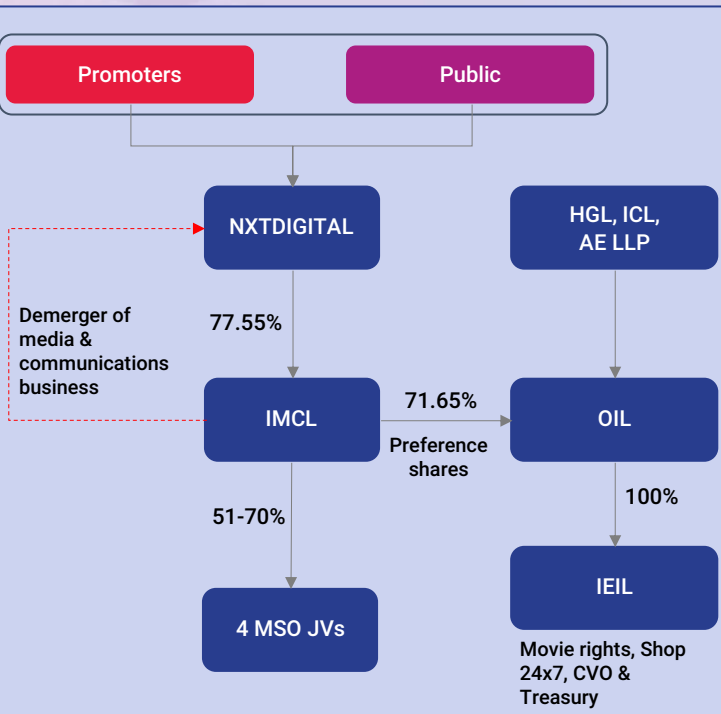
# Company Announcement



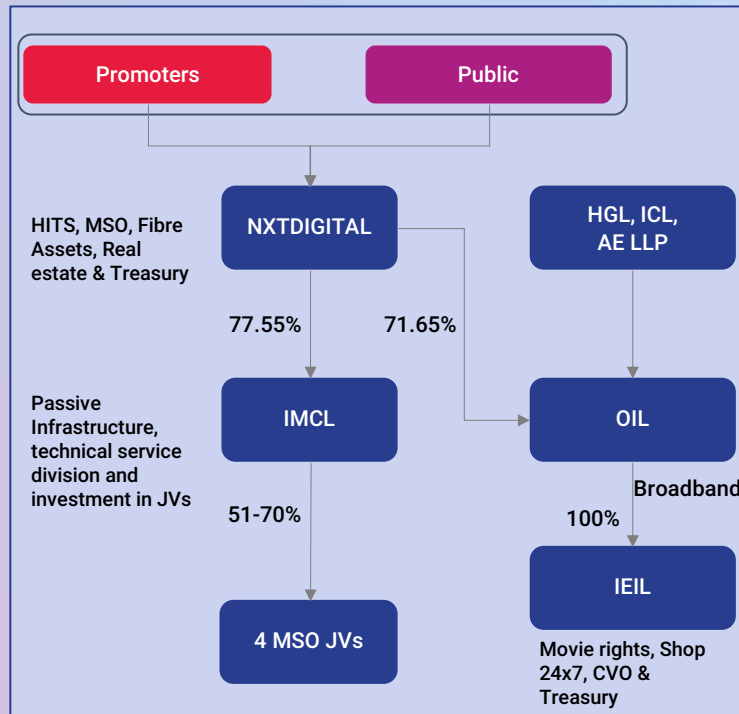
The Hon'ble National Company Law Tribunal (NCLT) vide its order dated August 21, 2020 approved the Scheme of Arrangement between IndusInd Media & Communications Limited (IMCL) and NXTDIGITAL Limited (NDL) by which the "Media & Communications" undertaking/ businesses of IMCL comprising, inter alia, the Cable TV (CATV) and Head End in the Sky (HITS) de-merged into NDL with effect from the "Appointed Date" of 1st October 2019.

The Effective Date of the Scheme of Arrangement is August 21, 2020. Consequently, the CATV and HITS businesses are being carried out by NDL on and from the Effective Date.

## Earlier corporate structure



## New corporate structure



AE LLP – Aasia Enterprises LLP.; HGL – Hinduja Group Ltd.; ICL – IndusInd Communications Ltd.; IEIL – In Entertainment (India) Ltd.; IMCL – IndusInd Media & Communications Ltd.; OIL – ONEOTT Entertainment Ltd.



# Industry Trends

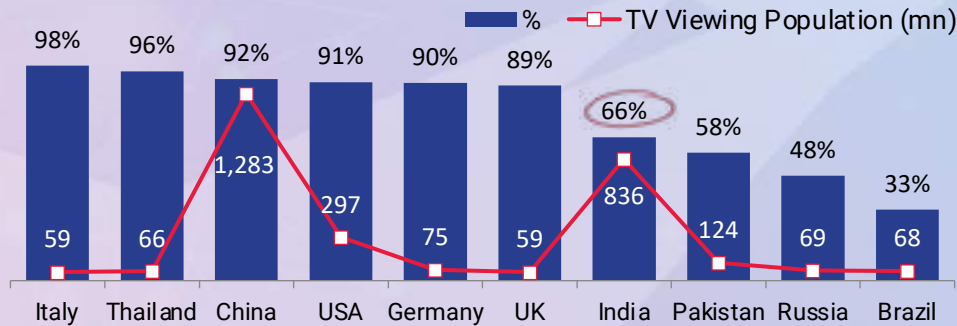


# Television is here to stay and grow in a sustainable fashion...



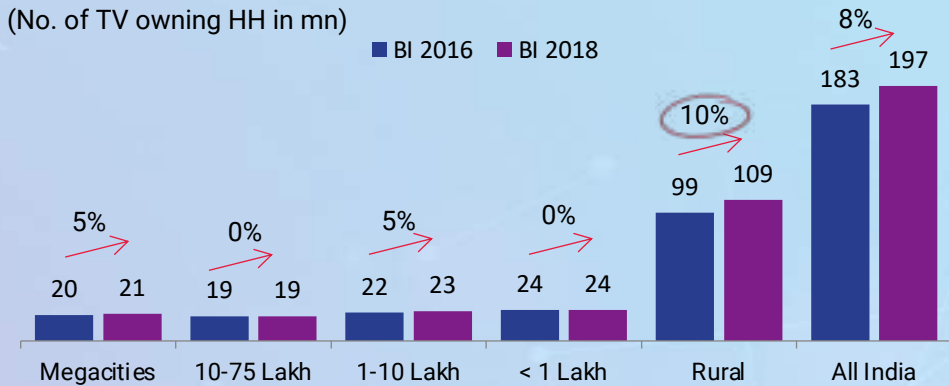
TV penetration in India yet to catch up with the developed world...

(TV Viewing Population (in mn), % of TV viewing audience in the country)



... with semi-urban, semi-rural and rural India emerging as the prime growth drivers

(No. of TV owning HH in mn)



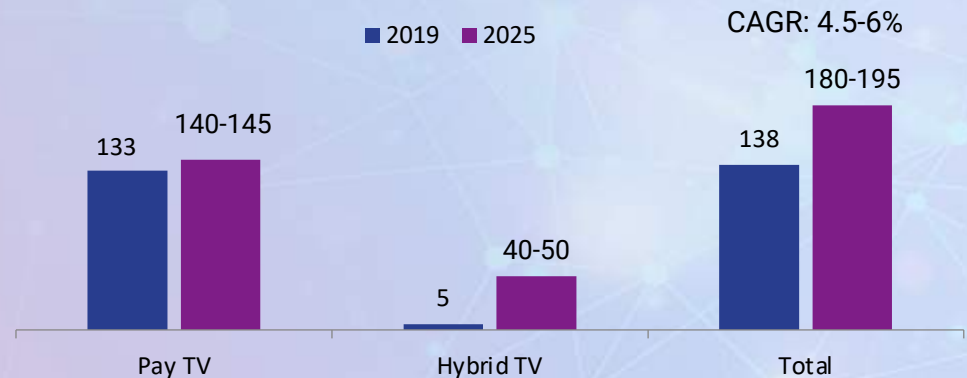
Number of players in India reflects potential of the market...

No. of Players	2018	2019
MSO	1,471	1,632
DTH	5	4
HITS	1	1

**NXTDIGITAL remains the only HITS platform in the country**

... leading to an overall increase in Pay TV subscriptions

(No. of subscribers in mn, excludes free TV)

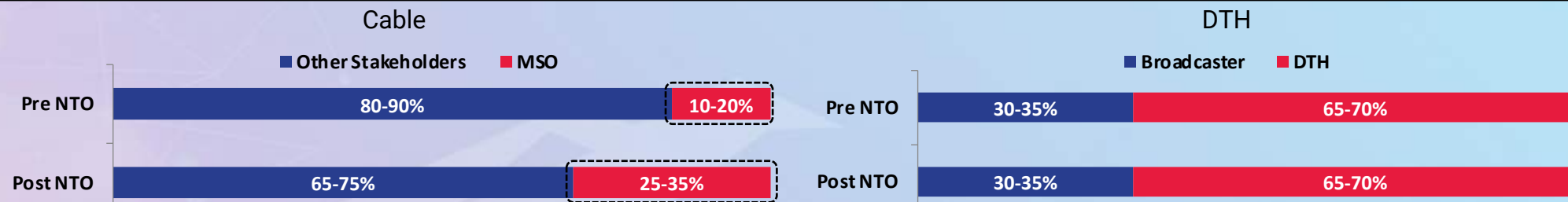




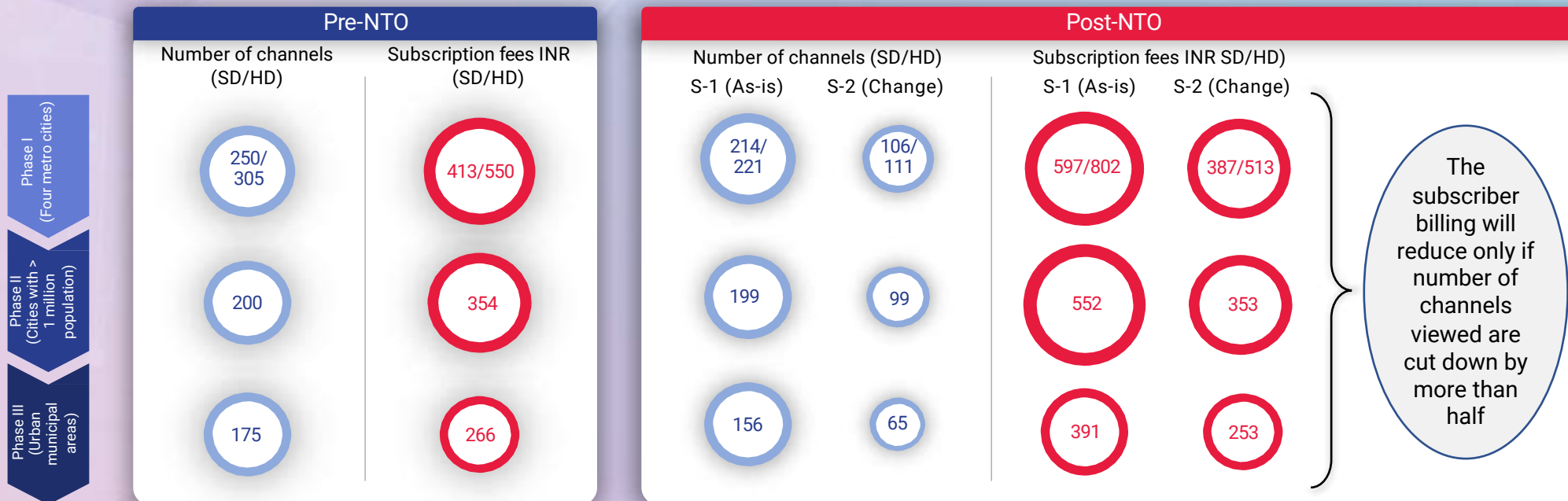
# New Tariff Order (NTO): MSOs benefit as content costs become pass-through



MSO's witnessed a sharp increase in share of customer ARPU due to NTO implementation



Expansion in customer ARPUs further aiding MSO revenues



Greater share of ARPUs + Increase in ARPUs = Enhanced Profitability of MSOs

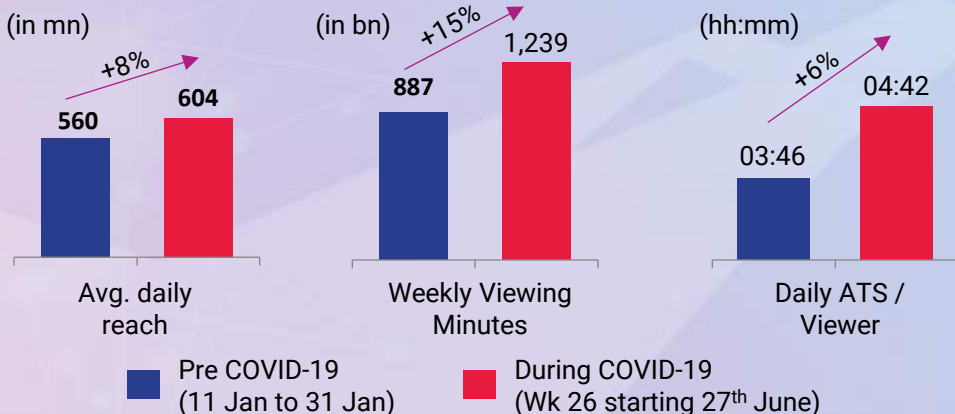
Note: S-1: As-is situation with no change in channel pack, post-NTO implementation (100 FTA channels plus pay channels); S-2: A scenario where subscribers opt only for channels that they want to view (25 government-mandated channels plus select pay channels) to reduce or maintain their payout/existing TV bill



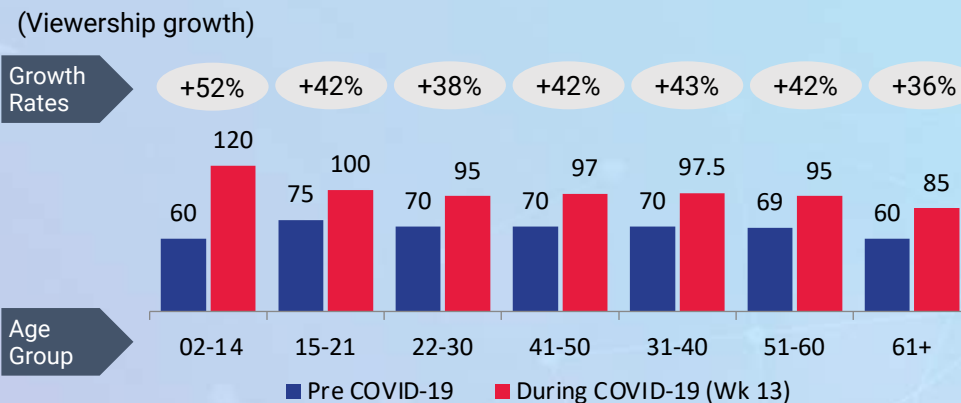
# Secular rise in the TV viewership across the country accelerated by COVID



In a post Covid world, TV viewership has increased significantly...

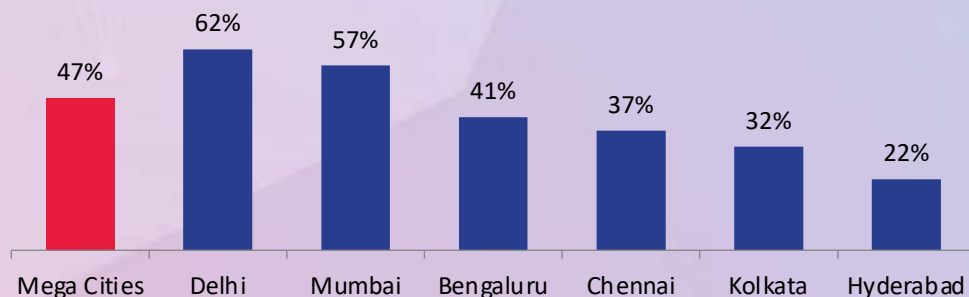


...driven primarily by growth in more sticky kids segments



High growth in premium audiences and Non-Prime Time viewership further adding to growing importance of TV in people's lives

(NCCS A peak viewership growth during Covid)



(Viewership growth vs. pre-Covid levels in Wk 26 starting 27th June)

	All India	HSM	South
All Day	15%	17%	11%
Non-Prime Time	43%	55%	28%
Prime Time	-10%	-12%	-6%

DPOs benefitting through surge in ARPUs & renewal of defunct connections → Further subscriber addition expected



# NXTDIGITAL : 360° Overview





## Delivering services through multiple avenues

Digital Content Delivery

25-year legacy of delivering digital content services via HITS and Cable TV as a Multi Systems Operator (MSO)

700+ TV services across India through HITS

730+ TV services in 100+ key cities through Cable TV

Own Subscriber base of > 5.38mn on HITS and CATV

Managed Services

Only platform to offer Infrastructure Sharing/Managed Services to other MSOs and LCOs nationwide

>5.16 mn subscribers under executed managed services contracts – onboarding in progress

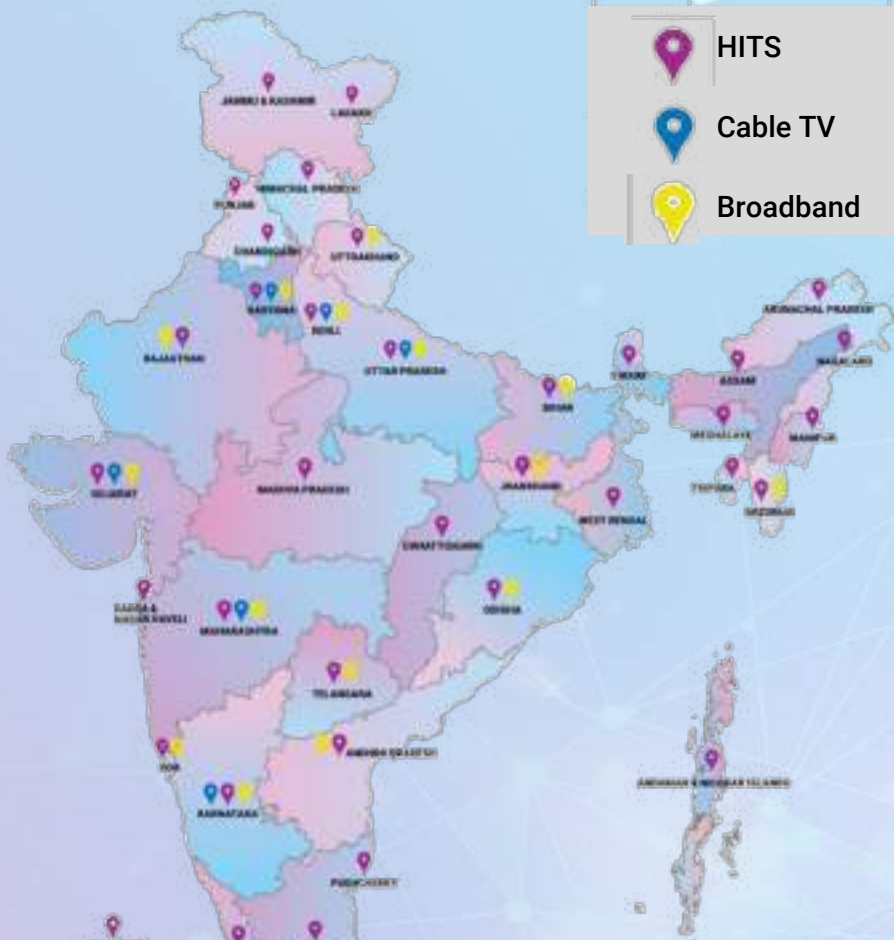
E2E technology Infrastructure provided to MSO customers leveraging HITS

Broadband Services

>5,000 kms of Underground & Overhead optical fibre networks delivering high speed internet and FTTH

Broadband subscriber base of >400,000 users

~70,000 Buildings Ready for Installation



>60% subscribers from fast growing segments of semi-urban and rural India

Presence in over 1,500 cities and towns across India with >30,000 feet-on-street





## Ashok P Hinduja, Non-Executive Chairman & The Hinduja Group

- Chairman of the Board who also chairs Hinduja Group of Companies (India) and IIHL (promoter of IndusInd Bank) among other group companies
- The Hinduja Group, founded by P.D. Hinduja, has a history of over a century running successful businesses across sectors such as Automobiles, Oil & Gas, Media, BFSI, IT & ITES etc.



HINDUJA GROUP



## Vynsley Fernandes Group CEO

- Veteran of the Media & Entertainment industry with 30+ years of experience
- Hands-on experience with DTH & HITS platforms, digital cable networks, and news & entertainment channels
- Formerly led assignments across organizations like Star India, 21<sup>st</sup> Century Fox & TATA SKY



## Yugal Kishore Sharma CEO, OneOTT iNtertainment Ltd.

- Masters in International Marketing from IIFT
- 26+ years of experience in the technology space
- Extensively worked across the internet service provider (ISP) industry
- Formerly led assignments across organisations such as DEN Networks & Tikona



## Amar Chintopanth Whole-time Director & CFO

- Chartered Accountant with an experience of 36+ years across areas of Audit, Finance & Accounts, Taxation, Treasury, Compliance, Business strategy, M&A, Capital raising etc.
- Has served in coveted corporates such as the ITC Group, Polaris, and 3i Infotech & has been with the Hinduja Group since 2014



## N K Rouse COO, Video Business

- 33+ years of diverse experience; Has served at Star India, YOU Broadband, Hathway Cable & Datacom



## Ruwanmali Ediriwira CTO

- 20+ years of experience in the TMT space; led some of the biggest technology projects at Vodafone UK and Accenture Europe



## Ajay Sharma, General Counsel

- Over 3 decades of legal experience, with much of it in media and allied laws; Ex-Arthur Anderson, Star India

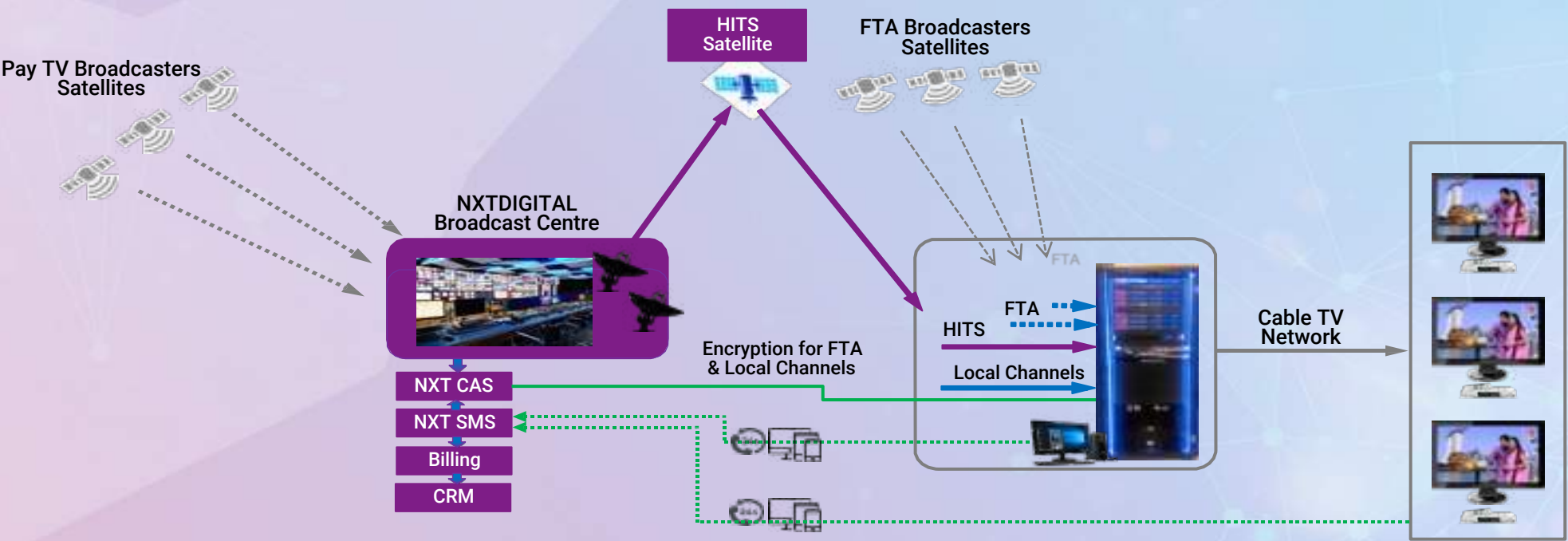
# NXTDIGITAL : Technology leader in India



# Headend-in-the-Sky (HITS)

- The LCO can go digital within 24 hours anywhere across India by simply installing a proprietary Cable Operator Premise Equipment (COPE)
- Does not require to be connected to any fibre etc. and is not affected by weather conditions
- No additional technology or satellite capacity is required to add subscribers leading to low Customer Acquisition Costs

- Signals are received directly from satellite, irrespective of the location of the Local Cable Operator (LCO)
- Low maintenance COPE system consuming low power and occupies less space making it attractive for LCOs
- Technology compliant with DAS and NTO regulations



HITS technology enables seamless Digital TV penetration in even remote areas in cost-effective manner and offers sizable network sharing opportunity



# HITS emerges as a clear winner among digital content delivery modes



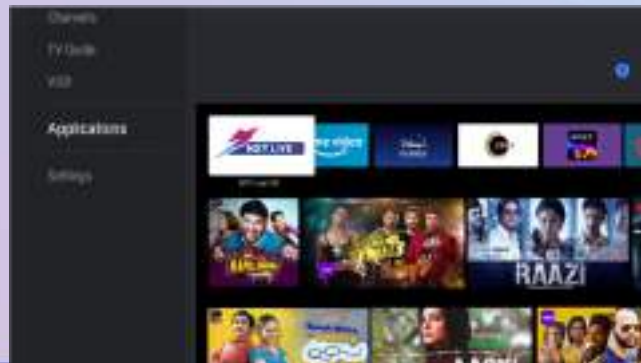
Parameter	HITS 1 Operator - NXT	Cable TV >1,600 MSOs	DTH 4 Operators
Pan-India reach	YES : Satellite footprint across India+	NO	YES
Weather resistance (rain attenuation)	YES : Service in C-band	YES	NO
Unaffected by fibre cuts, hostile terrain	YES : Delivery via satellite so zero dependence on terrestrial issues	Challenges of fibre cuts as well as hostile terrain	YES
Channel expansion + addition of Value-added Services without significant capex	YES : Unique tech. to add channels at low cost	Requires investment in main head-ends	Capacity constraints as same satellite required
Ability to provide Managed Services	YES : System designed to provide managed services with multiple tech. combinations	Highly limited to area of operation only, requires addl. costs	NO
Easy installation for MSO/LCO	YES : Specially designed single-unit COPE	Requires investment and timeframe	N/A
Low franchisee + subscriber addition cost	YES : Can expand to any geography	Limited to area of operation only	NO
Digital services provisioning	YES : System designed to function as a "connected" platform	YES	NO

**NXTDIGITAL being the only HITS platform in the country enjoys significant competitive advantage**





# Range of CPE Offerings for Customers



## Business & Performance



# Sustainable and growth-oriented business model in play



Only Multi-System Operator in the country with a **“pre-paid” base of over 99.5%**

**Only dual service with a HITS platform** in Asia

Delivering **maximum number of TV channels** across cable & satellite

Delivering services pan-India to over 1,500 locations > **50% districts**

Network of **over 9,000 franchisees** across the country

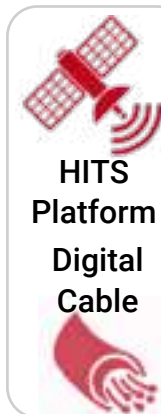
**Sophisticated broadcasting** centre in Noida & data centre in Mumbai

**85% of LCOs** collecting from customers **through digital means**

**>70% of subscriber base** of 5.38mn estimated to use **digital payment**

**Focus on KPIs** like On-Time & Same-Month Renewal, churn etc.

**Digital Content Delivery**



HITS Platform  
Digital Cable

**Managed Services**



Leveraging same infrastructure

**Broadband Services**



High cross-selling potential

**Only platform to offer “Managed Services”** to other MSOs & LCOs, pan-India

Existing contracts for **~5.16mn customers** pending execution

**No additional technology or capacity required** for subscriber addition

Will help regional and independent **MSOs sustain and grow**

Leverage **existing CATV customers** for increasing subscriber base

**~70,000 buildings** ready for installation

**>400,000 subscribers** and a steady **growing base** under the flagship **One GigaFiber**

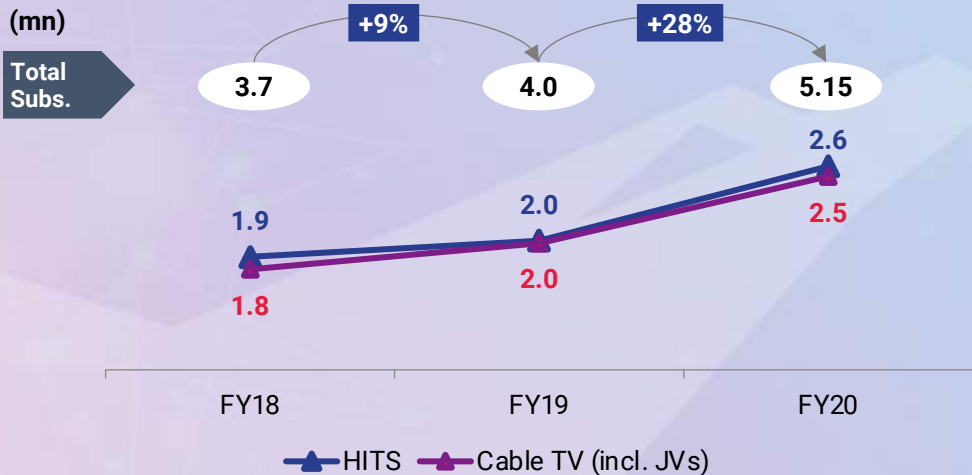
Well laid out business model with sizeable addressable market and high operational leverage



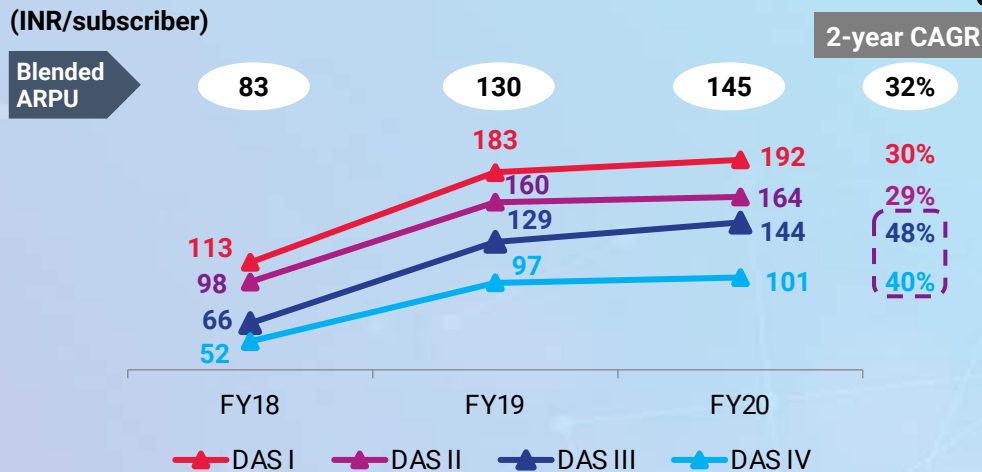
# Strong operating metrics leading to robust financial turnaround in FY20 (1/2)



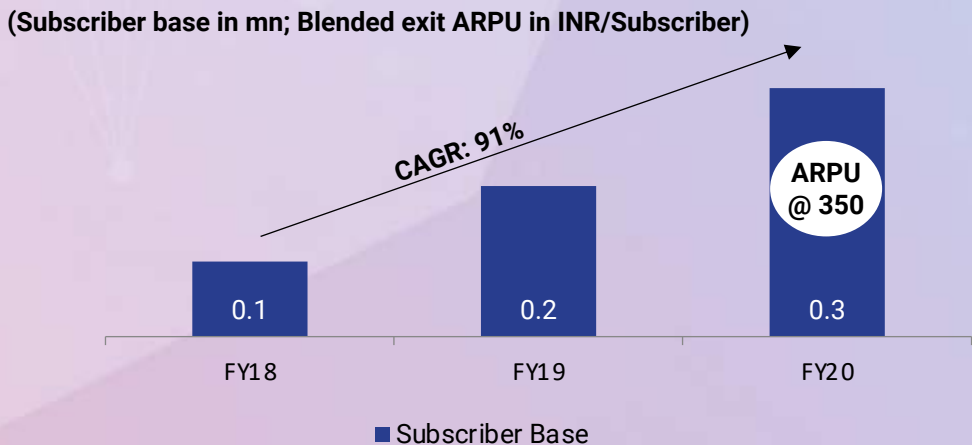
## Subscriber Base – Digital Content Delivery



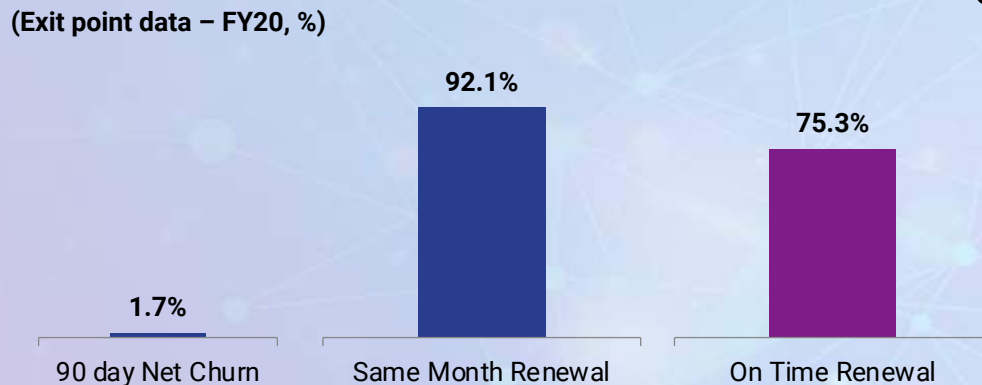
## Exit ARPU – Digital Content Delivery



## Broadband Services



## Key Subscriber Metrics



Focused on key performance indices to set the tone for a turnaround



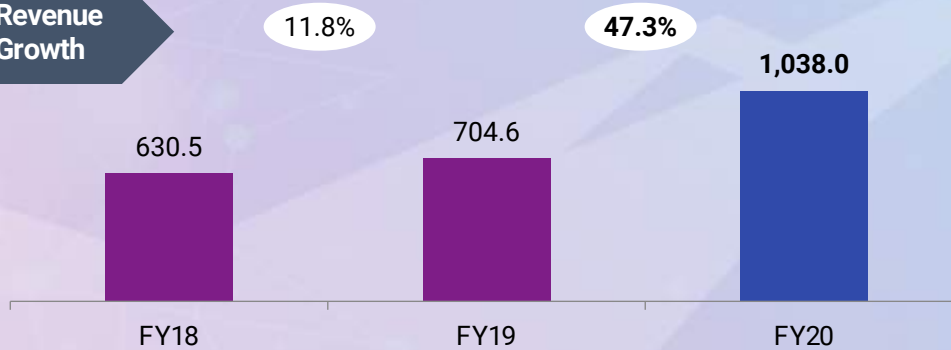
# Strong operating metrics leading to robust financial turnaround in FY20 (2/2)



## Operating Revenue

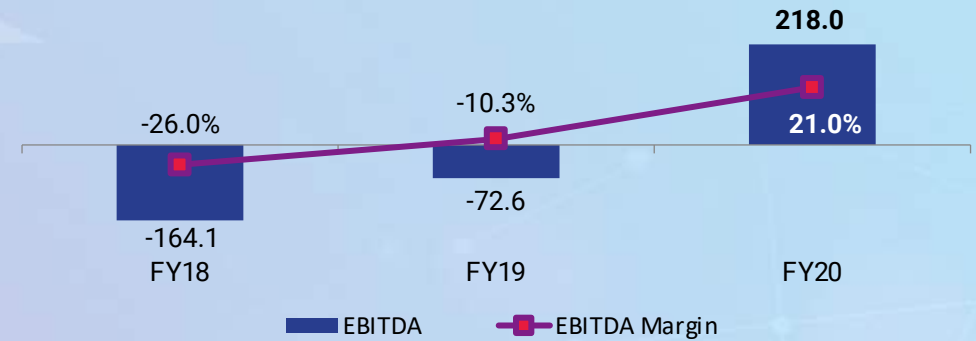
(INR Cr)

Revenue Growth



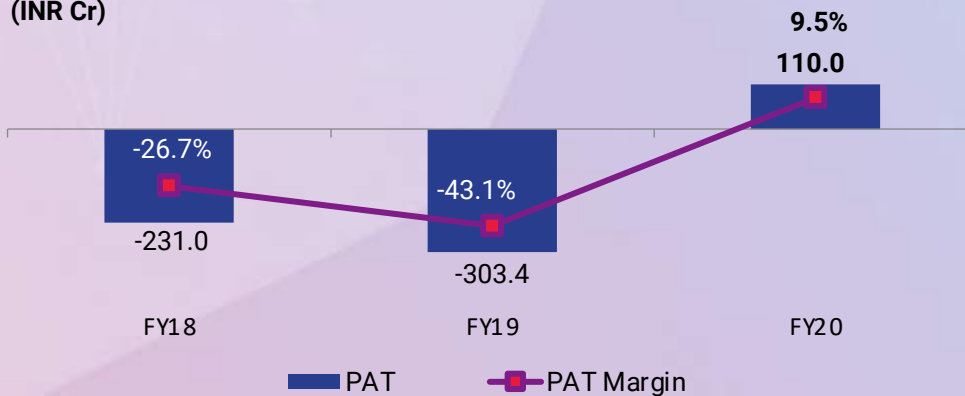
## EBITDA

(INR Cr)



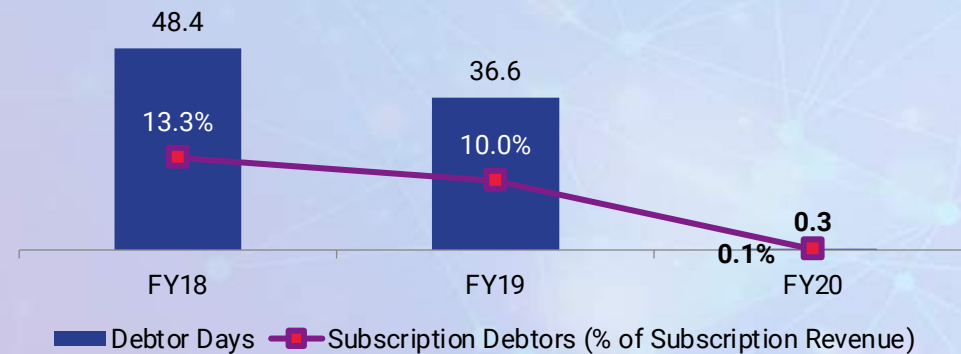
## PAT

(INR Cr)



## Subscriber Debtor Days

(Average Subscriber Debtor Days)



Successfully managed to turnaround the business through key sustainable initiatives and the stimulus of NTO 1.0



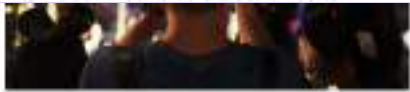


The Indian Media & Entertainment (M&E) industry has been impacted significantly by the Covid-19 pandemic in H1FY21

THE ECONOMIC TIMES

## Media, entertainment sector revenue could take 16 pc hit in FY21: Crisil

"The ongoing economic slowdown, made worse by the COVID-19 pandemic, is set to cull Indian media and entertainment industry's revenue by 16 per cent - or Rs 25,000 crore - to Rs 1.3 lakh crore this fiscal," it said.



The industry would take a hit of around 18 per cent in revenue from advertisement that accounts for nearly 45 per cent of total income, while the subscription earning that

contributes 55 per cent will be relatively resilient with a likely decline of 14 per cent, Crisil said in a report.

moneycontrol

Be a Pro

## All work, no pay: Cable TV industry struggles to keep head above water

The sector has been working against the tide to keep locked down citizens well-informed and well-entertained during the pandemic. With payment collections down 84 percent and consumers turning more value-conscious, the industry is fighting a tough battle.

Even as cable operators keep their masts flying high, however, their coffers have been running dry. The report states collections are down 84 percent and the sale of new set-top boxes has fallen 75 percent. That's hardly surprising.

With the country under lockdown, collections have suffered as housing societies ban outside members, including Local Cable Operator (LCO) agents, from entering their premises. Even with the introduction of digital modes of payment, only 50 percent payment is being received month on

FINANCIAL EXPRESS

## 77% of cable TV operators expect a decline in revenue in 2020-2021: INTIN Study

Post lockdown, the study reveals, 77% multiple system operators (MSOs) expect a decline in revenue in 2020-2021. Out of this, 32% of MSO expect the drop to be greater than 25%.

Operators expect a decrease in revenues due to reduction in ARPU as subscribers will try to go to cheaper packs. In order to halt this, broadcasters-cable operators should together/ alone launch "targeted consumer offers" using trackable technology.

According to the report, 41% of operators reported that their subscribers deleted channels from packages while 46% operators saw no change. Out of this, demand for news

THE ECONOMIC TIMES

## Tata Sky to switch off channels to cut monthly bills for 7 million subscribers

ThePrint

Not just AXN & Dilli Aaj Tak, 40 more channels could shut down, TV industry fears

BRANDEQUITY.com

## Coronavirus impact: Events, entertainment industry says Covid-19 hit 60 million livelihoods

BUSINESS INSIDER

Home » Business » News » Cable TV Operators' Revenue Hit During Lockdown

## Cable TV operators' revenue hit during lockdown

Business Today

Tuesday September 1, 2020 | Updated 10:01 AM

## Coronavirus crisis: Why television industry is bleeding despite record consumption



Against the challenges, NXTDIGITAL has continued to grow its business through innovative strategies whilst ensuring safety of all staff, franchisees & subscribers

## 1 Accelerated “digital payment” adoption for subscribers

Focused on helping franchisees (Local Cable Operators or LCOs) go “digital” i.e. **collecting subscription through on-line methods.**

**Partnered with EASEBUZZ** (a digital payments mechanism) **even before lock-down to support “contactless” subscription renewals between subscribers and franchisees.** The service facilitates payments through Netbanking, Credit & Debit Cards, Google Pay, PayTM, UPI and other wallet mechanisms.

Conducted online workshops for LCOs across India - to **educate/support transitioning** to digital collections.

Current LCO “digital payment from customer” base is **~85%** and estimates indicate **collection through digital media @ >70%** of subscriber base.

Focused on converting **Direct Point** customers to contactless renewals. **Digital payments now >95%.**

Engaged LAZYPAY to **support customers seeking short-term credit** for renewals

## 2 Content Innovation & Credit-risk mitigation

**Innovation in packaging** to mitigate demands for “post-paid” and/or “credit periods”; whilst **ensuring customer access to quality content at low costs**

**Launched lo-risk credit-based “Vishesh Manoranjan Pack”** and free “Infopack”

Developed “discounted” **Long Duration Recharge** offers for popular packs

Channel	Current Monthly Price (₹)	New Price (₹)	Special Price (₹)
MAHARAJA	₹ 217.00	₹ 196.00	₹ 119.00
MAHARAJA	₹ 214.75	₹ 196.00	₹ 120.00
MAHARAJA	₹ 225.00	₹ 196.00	₹ 120.00
MAHARAJA	₹ 224.75	₹ 196.00	₹ 120.00

## 3 Implementation of a “Business Continuity Plan”

Ensured implementation of “**Business Continuity Plan**” framework across all functions and hierarchies

Implemented L3 processes to keep the **technical facilities and technical functions operational 24x7**

**Re-assigned resources** to LCO & customer-facing functions

Set up field & function reporting & monitoring to **ensure minimal complacency** – as well as take corrective action/measures.

Developing **contactless technical support** to **ensure safety of stakeholders**

# NXTDIGITAL Initiatives for H1FY21



NXTDIGITAL rolled out a slew of initiatives for both, franchisees (LCOs) and subscribers – to add value during the challenges of the lockdown

**COLLECT SUBSCRIPTION AMOUNT USING SERVICE AND ENJOY ATTRACTIVE CASHBACK!**  
 (Service with 10% cashback for 3 months period)  
 Choose any service to collect your bill. Directly pay your bill using the service.

Subscription Plan	Cashback Offer
Basic (₹1000)	₹15 per subscriber
Standard (₹1500)	₹20 per subscriber
Elite (₹2000)	₹25 per subscriber

Remember that cashback is available through all payments made through the service. Excludes Prepaid, Bill-to-Bill.

## Is your site monsoon ready?

We have prepared a Monsoon Readiness Guide to update you about preventive maintenance before the monsoon.

For any queries/requirements/submit a request, you have INDIGITAL, we are here!

Call us now! ☎️ +91 73045 74082  
 Or Email: [techhelpdesk@indigital.in](mailto:techhelpdesk@indigital.in)

## Stay monsoon ready. The time to take precautions is now!

Dear Franchise Partner,

As the monsoon season is in progress, it is important that you equip your site for the onset of distribution for its safety during this season. Hence, we have put together a checklist for you and your site to be monsoon ready.

**PREVENTIVE MAINTENANCE CHECKS BEFORE MONSOON**

- Make sure that the site is clean and free from any clutter and the employees are wearing safety shoes and raincoats.
- Check the site for any water leakage and repair it immediately.
- Check the site for any electrical equipment and ensure that it is properly grounded and protected from any water leakage.
- Check the site for any electrical equipment and ensure that it is properly grounded and protected from any water leakage.

## NXT UDAAN

Key Business Developments

- New Launches
- LCO Corner
- Innovate One

## About NXT UDAAN

Topic	Page No.
INDIGITAL FROM THE PARTNER'S PERSPECTIVE	01
NEW SERVICES	02
RELEASED UPDATES	03
DIGITAL CHANNELS	04
INDIGITAL PARTNERS	05
MESSAGE ON THE	06
EVENTS AND AWARDS	07
ETIMILAY	08
FOR A BRIGHT FUTURE	09
CONTACT US	10
MAIL STORE	11
NXT 25th BIRTHDAY	12

## BRINGING HOME THE BEST OF EDUCATIONAL CHANNELS FOR YOUR KIDS!

Now kids can learn at their own pace and enjoy quality content through our 24x7 channels. **₹3999 ONLY. AVAILABLE NOW!**

- **WISDOMY MAMAS** - 24x7 parental guidance channel
- **WISDOMY TV** - 24x7 educational
- **WISDOMY CHANNELS** - 24x7 educational and entertainment
- **WISDOMY CHANNELS** - 24x7 educational and entertainment

## RAMADAN SPECIAL PACK

Plan	Price	Features
Basic	₹1000	24x7 service
Standard	₹1500	24x7 service
Elite	₹2000	24x7 service

## RECHARGE NOW. PAY LATER!

Only with LazyPay at 0% Interest.

**PAY FOR YOUR INDIGITAL SUBSCRIPTION WITH EASE!**

- Recharge on INDIGITAL with just an OTP
- Pay later at 0% interest
- Clear your dues on LazyPay every 15 days
- Applicable only for INDIGITAL direct subscribers

## ENJOY UPTO 31 AMAZING INDIGITAL VAS CHANNELS!

EXPERIENCE A WIDE VARIETY OF WHOLESOME ENTERTAINMENT FOR THE ENTIRE FAMILY WITH INDIGITAL VAS CHANNELS

## Stay notified. Stay safe. Protect yourself and your family from COVID-19.

**DOWNLOAD NOW**

**AAROGYA SEVA APP**

- Get information about the latest health and safety updates
- Get latest updates and government's response
- Get notified if you have been in contact with any infected person
- Get notified if you have been in contact with any infected person

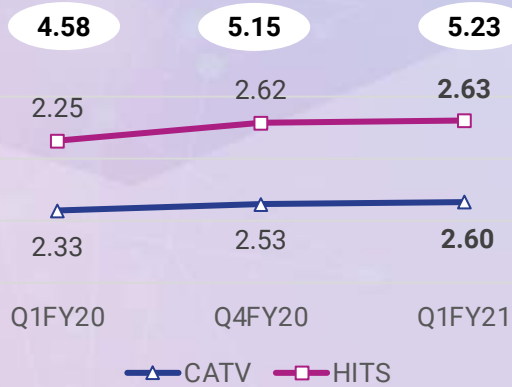


# Q1 strategy reflected in strong KPIs

The Q1 focus on retention through the initiatives have helped in ring-fencing key metrics like control of churn and maintaining On-Time Renewals

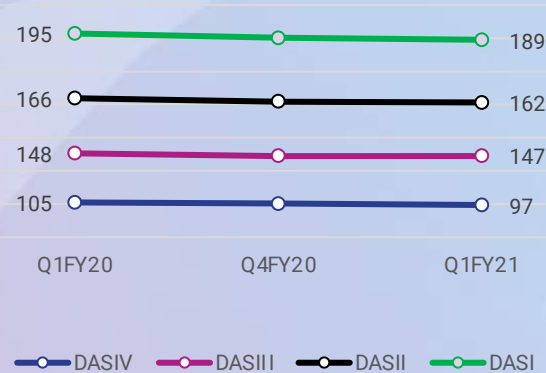
## Sub. Base - Digital content delivery

(in millions)



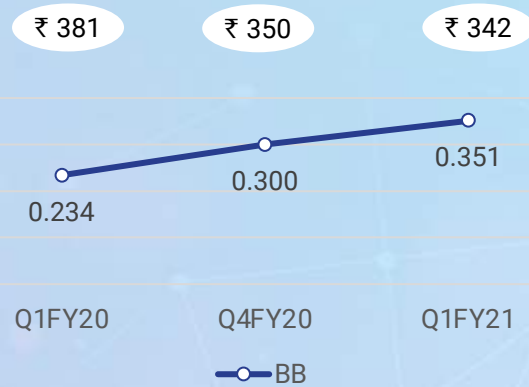
## ARPUs- Digital content delivery

(Exit point in ₹)



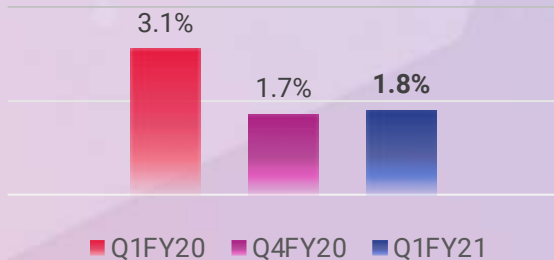
## Broadband sub. Base & ARPU

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



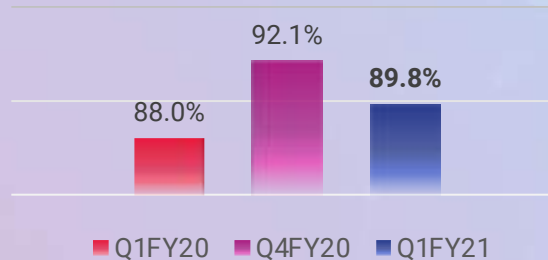
## 90-day Net Churn

(Exit point data)



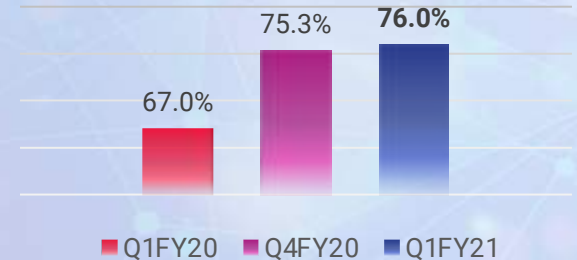
## Same Month Renewal

(Exit point data)



## On-Time Renewal

(Exit point data)



All key metrics have continued to remain stable or grow through a Covid-impacted quarter

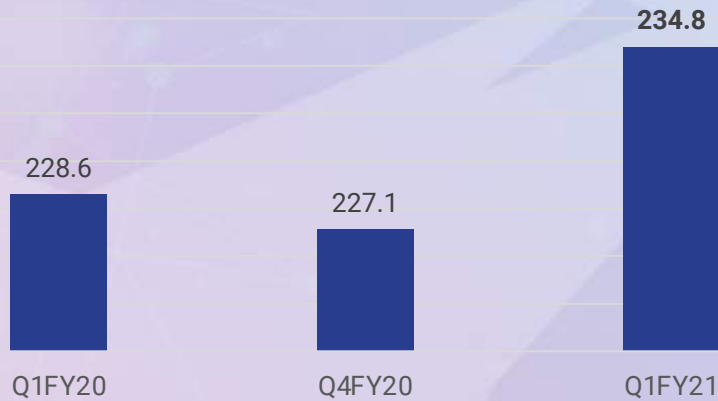
# Maintaining a robust performance in Q1



The KPI performance is reflected in another strong quarterly fiscal performance, with a continuing growth in top-line and EBITDA

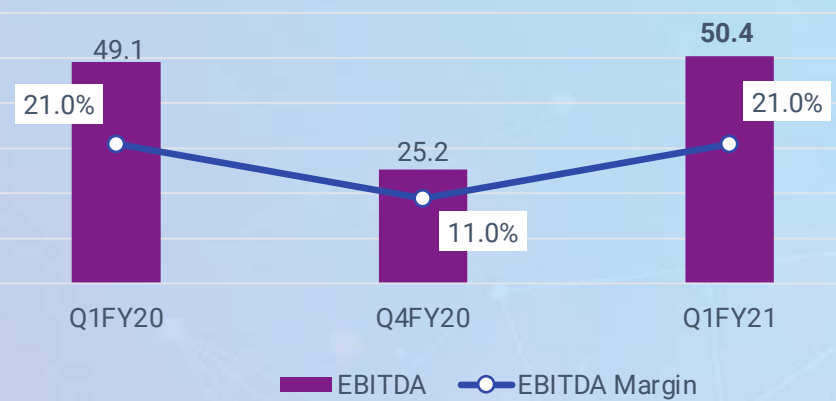
## Operating Revenue

(in ₹crs)



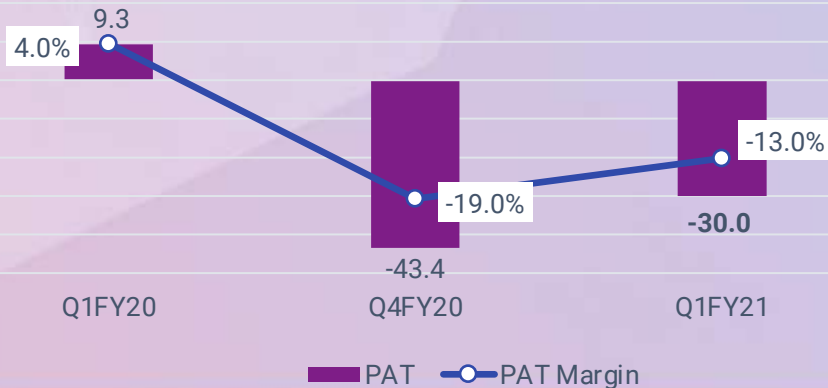
## EBITDA

(in ₹crs)



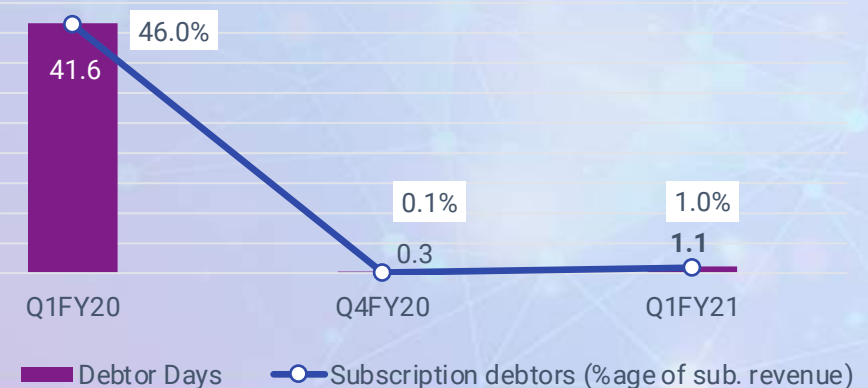
## PAT

(in ₹crs)



## Subscriber Debtor Days

(Average Subscriber Debtor Days)



# NXT Customer Outreach Programmes



NXTDIGITAL consumer connect programmes “Ganpati Bappa Morya” and “Durgotsav” facilitated festivals were “enjoyed from the safety and comfort of peoples’ homes”. It also heralded the launch of our new channel “NXT Tarang”

**नेक्स्टडिजिटल ने अपने नये कंज्यूमर कनेक्ट प्रोग्राम 'गणपतिवष्यामोरया' की घोषणा की**

मुंबई, ०५ फरवरी

नेक्स्टडिजिटल ने अपने नये कंज्यूमर कनेक्ट प्रोग्राम 'गणपतिवष्यामोरया' की घोषणा की। यह प्रोग्राम गणपति व्रत के दौरान लोगों को घरों से ही मनाया जा सकने वाले कार्यक्रमों के माध्यम से मनाया जाएगा।

**नेक्स्टडिजिटल ने अपने नये कंज्यूमर कनेक्ट प्रोग्राम - गणपतिवष्या मोरया की घोषणा की**

मुंबई, ०५ फरवरी

नेक्स्टडिजिटल ने अपने नये कंज्यूमर कनेक्ट प्रोग्राम 'गणपतिवष्या मोरया' की घोषणा की। यह प्रोग्राम गणपति व्रत के दौरान लोगों को घरों से ही मनाया जा सकने वाले कार्यक्रमों के माध्यम से मनाया जाएगा।

**NXTDIGITAL Ltd announces launch of new consumer connect program for Durga Puja**

Mumbai, 05th Feb 2021. As the country gears up to celebrate Durga Puja this year, NXTDIGITAL has rolled out the NXT Tarang, its first ever consumer connect program - DURGOTSAV.

The consumer connect program is launched with an aim to spread the message that Durga Puja is not just a festival but a time to connect with the world. The program will feature a range of activities including online Durga Puja rituals, Durga Puja recipes, and Durga Puja songs.

**दुर्गापूजा के दौरान नए कंज्यूमर कनेक्ट प्रोग्राम 'DURGOTSAV' का शुभारंभ**

मुंबई, ०५ फरवरी २०२१। देश में दुर्गापूजा के त्योहार के दौरान, NXTDIGITAL ने अपने नए कंज्यूमर कनेक्ट प्रोग्राम - DURGOTSAV का शुभारंभ किया।

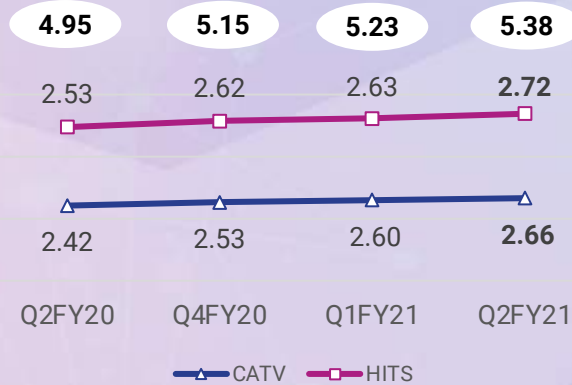


## Q2 strategy reflected in strong KPIs

The Q2 initiatives focused on customer outreach, innovative solutions and cross-selling has continued to ensure strong KPIs, even against the challenging environmental backdrop

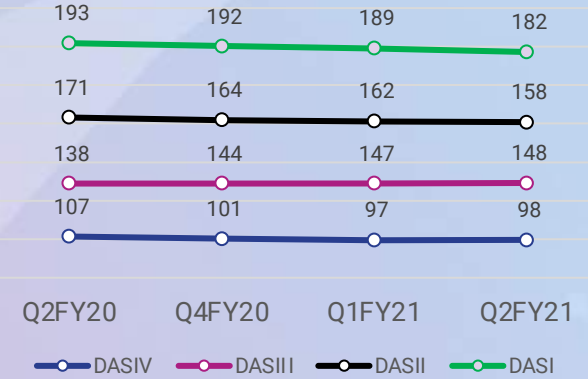
### Sub. Base - Digital content delivery

(in millions)



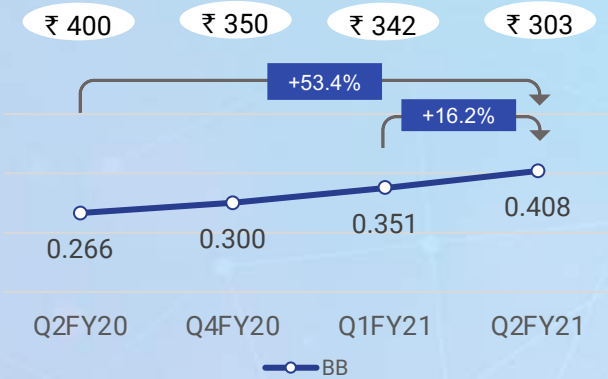
### ARPU- Digital content delivery

(Exit point in ₹)



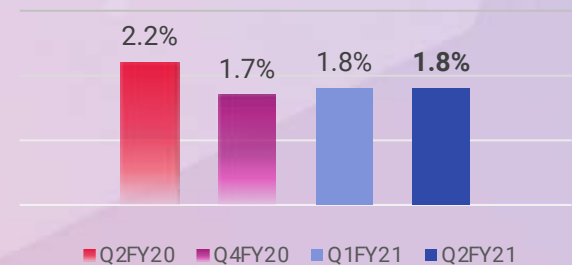
### Broadband sub. base & ARPU

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



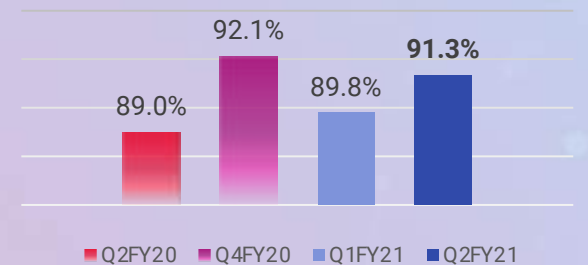
### 90-day Net Churn

(Exit point data)



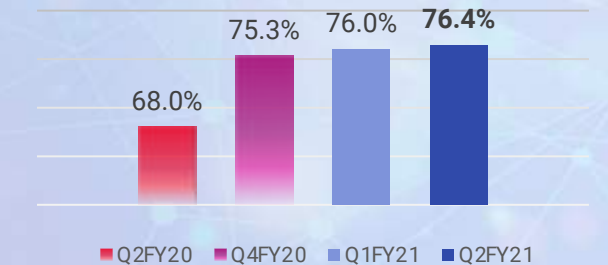
### Same Month Renewal

(Exit point data)



### On-Time Renewal

(Exit point data)



All key metrics have continued to remain stable or grow in Q2



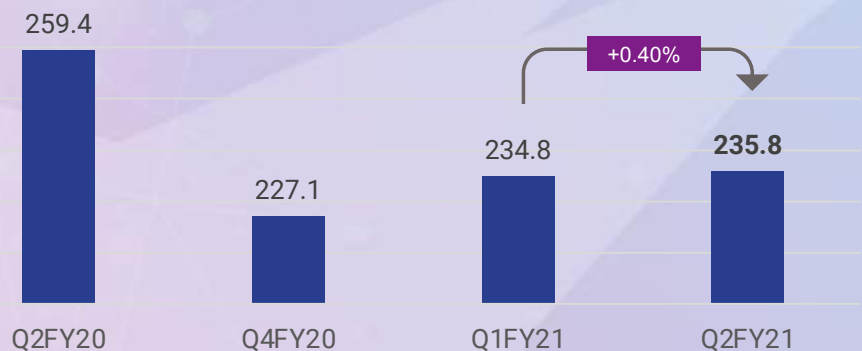
# Continuing strong quarterly financial performance



All revenue parameters continue to show growth on a quarter-on-quarter basis, buoyed by strong KPIs

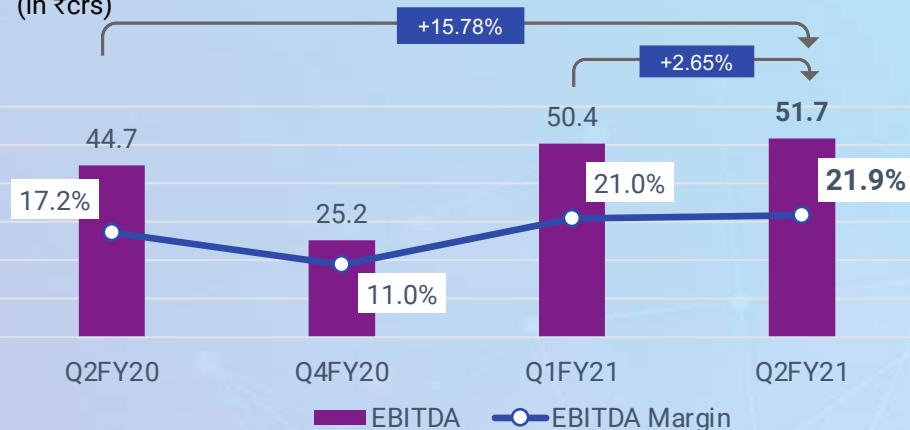
## Revenue

(in ₹crs)



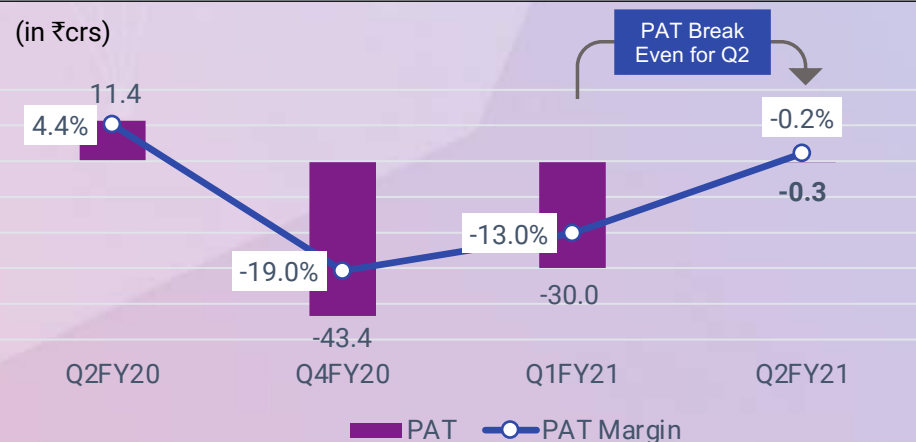
## EBITDA

(in ₹crs)



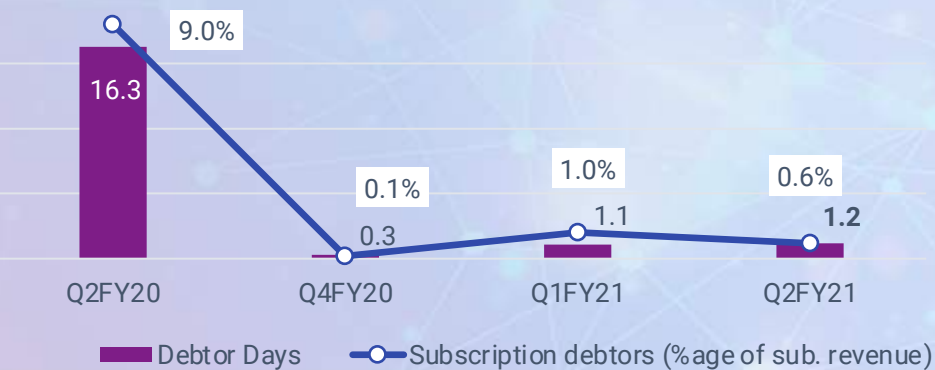
## PAT

(in ₹crs)



## Subscriber Debtor Days

(Average Subscriber Debtor Days)



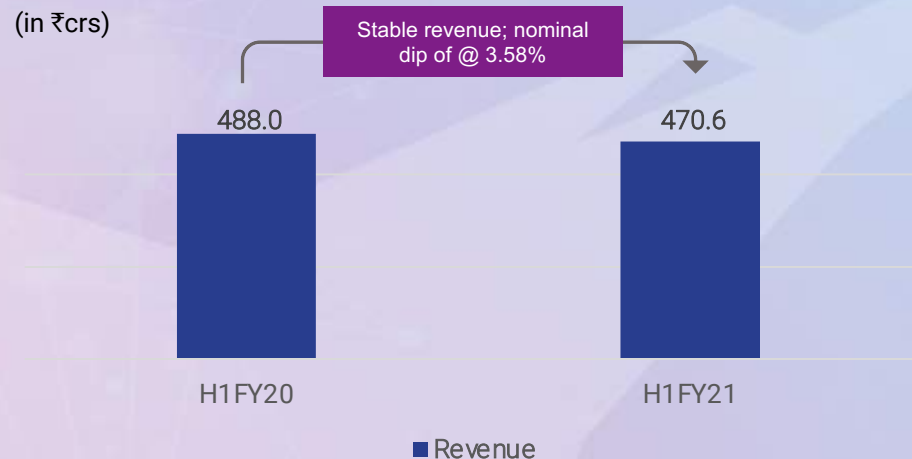
# Ending H1FY21 on a strong note



Key financial performance parameters continued to see a strong and stable trend from last fiscal through H1FY21

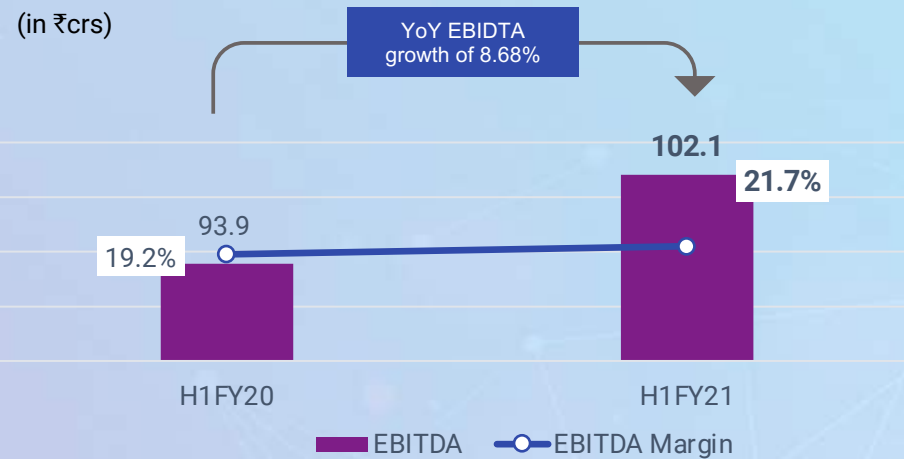
## Revenue

(in ₹crs)



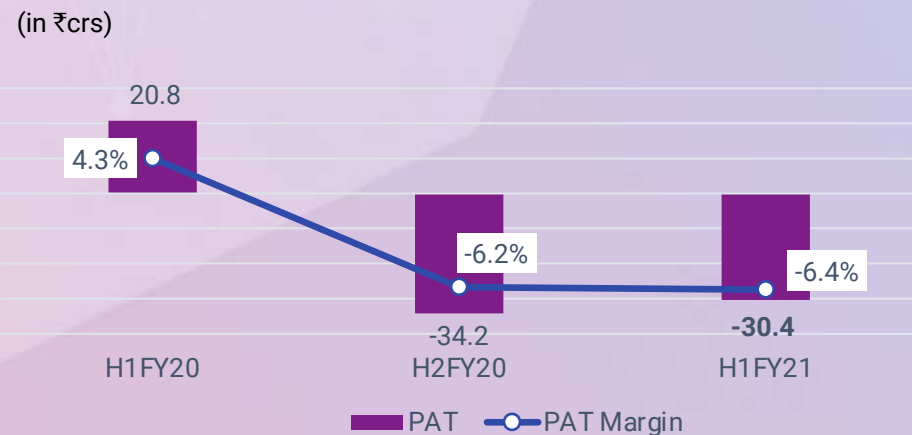
## EBITDA

(in ₹crs)



## PAT

(in ₹crs)



NXTDIGITAL ends Q2FY21 (and H1FY21) on a strong note; against the challenging backdrop of Covid-19 that has significantly affected the media & entertainment business across all segments

Subscriber base not only retained but also sees growth in both, video and broadband segment; mitigating aspect of "reverse migration" and "economic driven downgrades"

All KPIs continue to remain stable

Revenues and EBITDA continues to grow on a QoQ basis

Company turns break-even at PAT level in Q2



# Strategy & Outlook | Vision



## Technology

- Continue to deploy new products and solutions to stay ahead of the curve, like advanced hybrid STBs

## Managed Services

- Extend Managed Services to regional & smaller MSOs
- 1,600+ MSOs in India as addressable market

## Upselling

- Re-engineer approach to grow yield through product upselling (FTA → pay SD → pay HD)
- Develop regional flavor drivers

## Essential toolkit

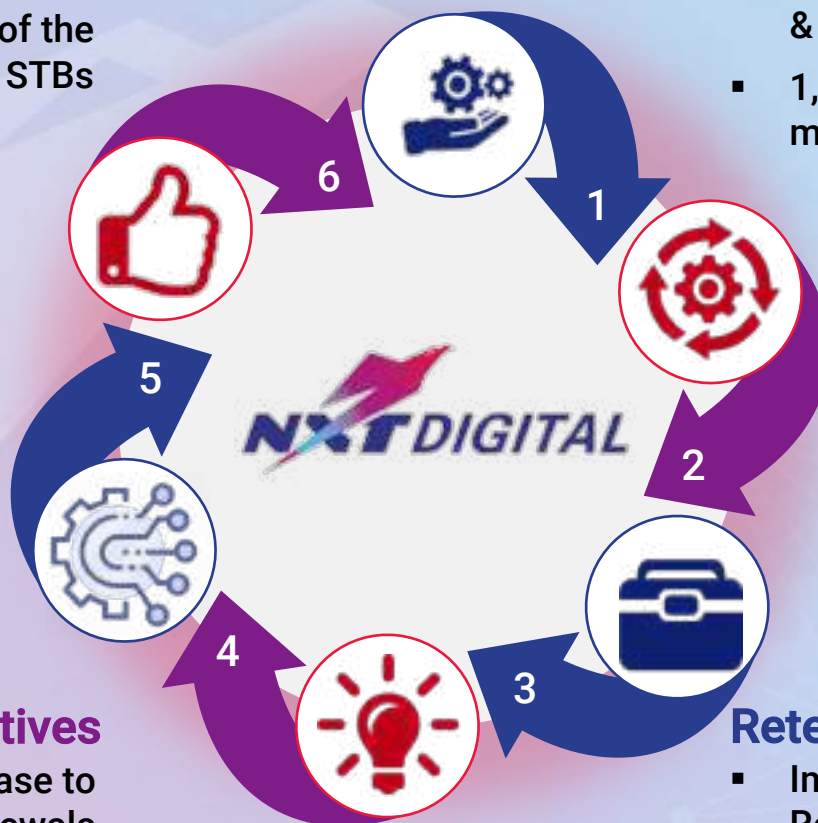
- Support LCOs to adapt offering “bundled” products – HITS or CATV + Broadband + VAS
- Cross-selling to existing 5.38mn customer base
- Strategic alliances for toolkit products like CCTV etc.

## Digital Initiatives

- Conversion of subscriber base to adopt digital renewals
- Enhance LCO digital engagement & capabilities

## Retention

- Improving On-Time and Same-Month Renewals
- Strategic alliances with OTT partners
- Launch new packages to drive retention, like VoD services etc.



# Parallel initiatives for the ecosystem



“**M-SAATHI**”....A Cloud-based mobile app to allow customers to gain easy access to local services in their community, managed by NXTDIGITAL franchisees.

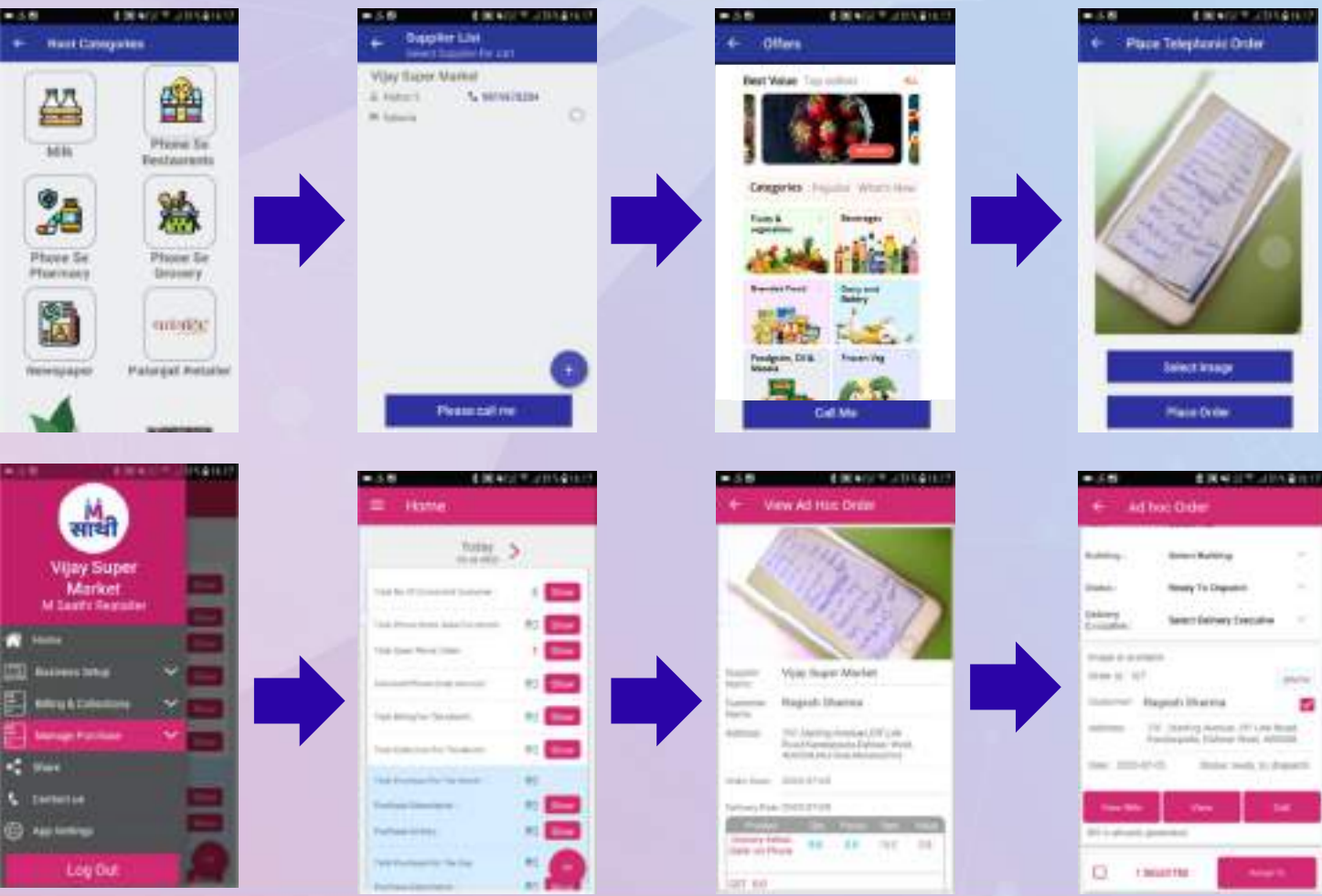
The solution is designed to provide a **new revenue stream for our thousands of franchisees (LCOs)** across India - in line with our Hinduja Group principle of establishing “**partnership for growth**”.

The proposition is to jointly create a “**Neighborhood Marketplace**” enabled by mobile app so that a consumer can access local merchants

The objective is to build a strong ecosystem of local merchants around the LCO – connecting merchants to consumers, seamlessly.

Service will also be used by franchisee for “**contactless**” collection of cable TV or broadband subscriptions; and upselling new products and solutions.

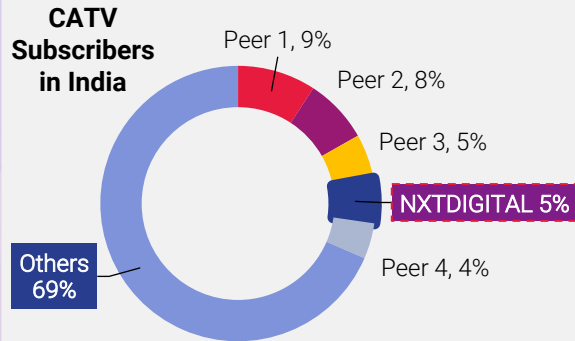
User interface design & graphics/visuals are for illustrative purposes only. Brand names “**M-SAATHI**” and “**NXTLIVE**” are working titles and may be subject to modification.





1

## Managed Services & Acquisitions



Potential to **offer services to peers** and **emerge as a significant player** basis the unique technology deployed

Fragmented CATV market with **69% of the ~100mn CATV base comprising smaller MSOs** – ranging in size from 50,000 to 250,000; and in exceptional cases up to 1mn

Several MSOs looking to either reduce operating expenses as well as stay relevant in the new digital era; or exit the business

**NXTDIGITAL can look to expand its serviced base from >10mn to around 30% of this base**, either through managed services or acquisitions; **taking its total serviced subscribers to >30mn**

2

## The Digital Boutique



NXTDIGITAL has all the elements for a **pan-India E2E digital play and beyond...**

Captive reach (via CATV & HITS), broadband & FTTH (via OIL) and content (via INE). Further extensive **reach to over 50mn touch points** through group companies

In the emerging digital play, NXT will look to **offering integrated digital solutions** to its own subscribers as well as those of managed services customers.

Services would include home surveillance, telemedicine and learning – **focusing on the emerging semi-urban, semi-rural & rural markets**

Helping its E2E ecosystem grow by **developing franchisees** into not just digital solutions providers but also **marketing channels** for group and other company products; **ranging from FMCG to financial products**

3

## Satellite Media Services



NXTDIGITAL is **poised to optimize satellite services** – basis its national **network of franchisees** and its inherent **expertise of delivering services via satellite**

Can **deliver broadband to lo/no broadband penetrated markets**; leveraging NXT's network of over **1,600 points-of-presence** and **~30,000 Feet-on-Street**

Can **deliver OTT caching services** for OTT platforms to the edge of networks – **reducing dependencies on expensive CDNs** – especially in markets outside of Tier I cities.

Can **extend this to providing low-cost OTT** over satellite to these yet-to-be-tapped markets, ensuring retention and ARPU growth.

NXTDIGITAL can also look to **expand its service base across its satellite footprint, covering SAARC countries**, subject to regulations

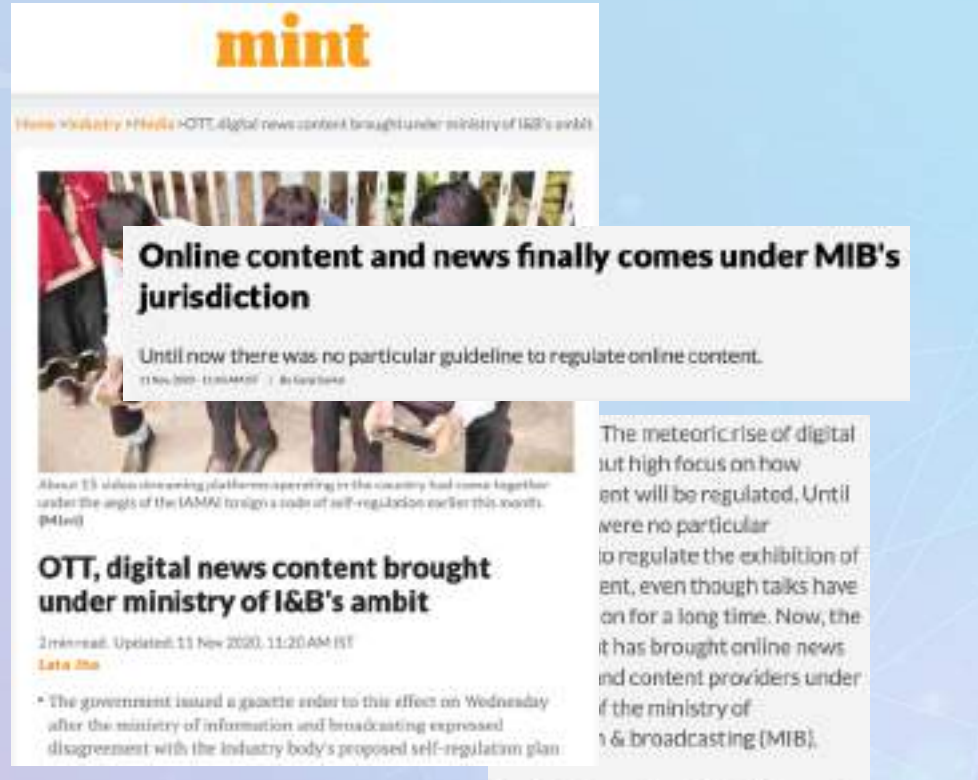


# Significant developments to facilitate growth

Two major developments on the regulatory front, that will have positive impact on NXTDIGITAL...

Ministry of Information & Broadcasting has **issued a detailed Order on 06<sup>th</sup> November'20 notifying sharing of HITS infrastructure** with other MSOs.

- Order effectively facilitates NXTDIGITAL to operate as a **“Platform-as-a-Service” or PaaS model**, paving the way for onboarding new digital services
- With this order, NXTDIGITAL’s HITS platform becomes the only B2B platform in India to be notified for infrastructure sharing.**



**Online content and news finally comes under MIB's jurisdiction**

Until now there was no particular guideline to regulate online content.

The meteoric rise of digital content has put high focus on how online content will be regulated. Until now there were no particular guidelines to regulate the exhibition of content, even though talks have been on for a long time. Now, the government has brought online news and content providers under the purview of the ministry of information and broadcasting (MIB).

**Govt brings online news platforms, content providers under MIB**

*In a notification dated November 6, the President has approved the order to bring web portals, digital news, etc. under I&B ministry headed by Prakash Javadekar*

online platforms will come under MIB's purview.

# Leveraging HITS to deliver Managed Services

## Benefits of Managed Services to MSO

### Reduce Costs

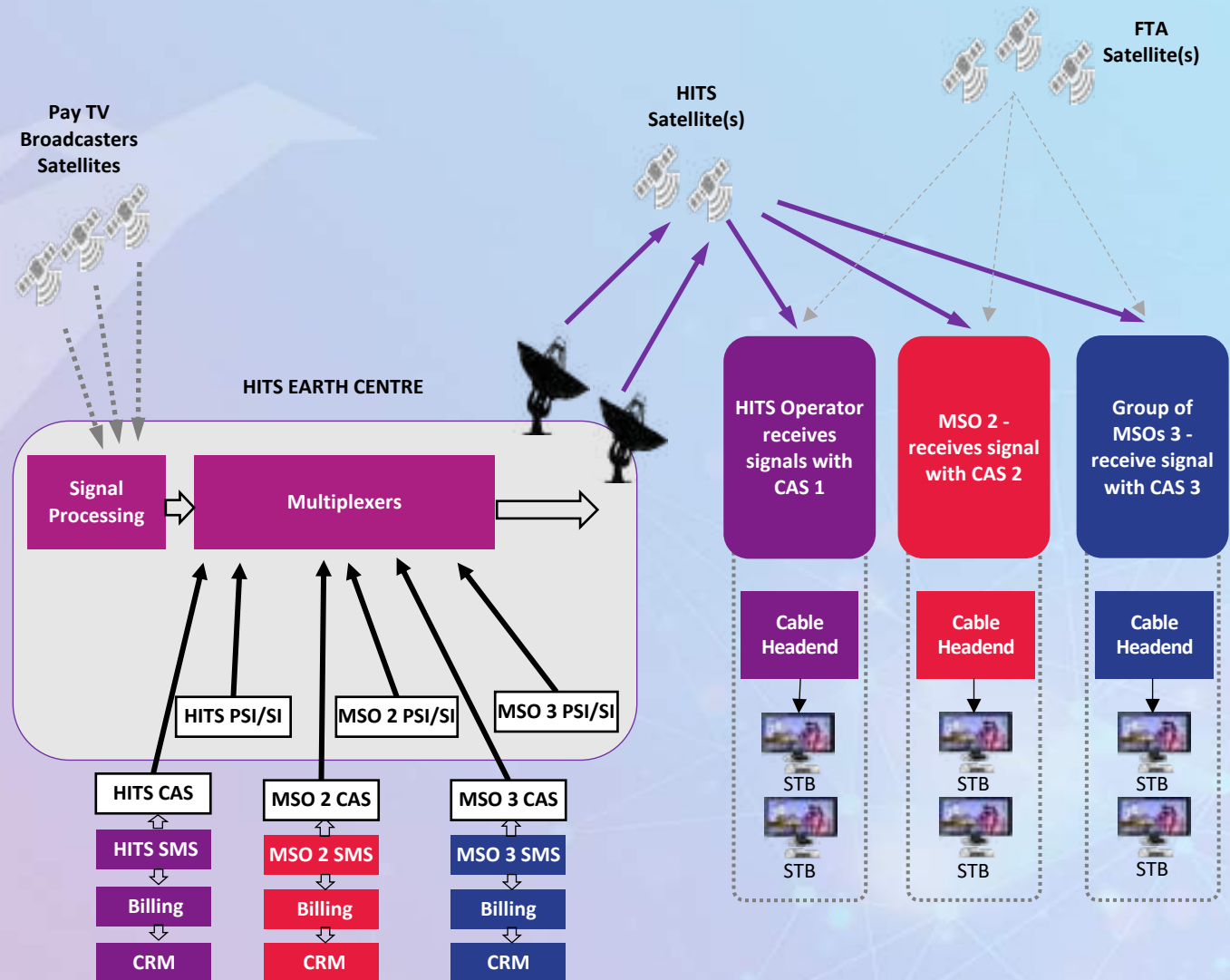
- Low cost of connectivity due to independence from fibre network
- MSO does not require to invest in a control room or drop point – Low cost of operations
- Eliminates technology upgradation investments for MSO

### Enhanced Revenues

- Greater choice to end user with 700+ channels and multiple bouquets leading to higher ARPUs
- High quality signal which is independent of fibre network or weather conditions

### Independence & Easy Expansion

- MSO continues to own the subscriber delivering services through NXT's tech infrastructure
- Freedom to develop their own packs and billing systems, CAS, STB etc.
- Easy expansion by simply placing NXT COPE in desired geography





## Digital Services Company

360° presence across distribution platforms - digital cable, HITS, wireline broadband to own 5.38mn+ subscribers.

Significant presence in the fastest growing demographics of semi-urban & rural India



## Defined "inherent" growth strategies

Opportunities for "bundled" products and cross-selling services to existing base

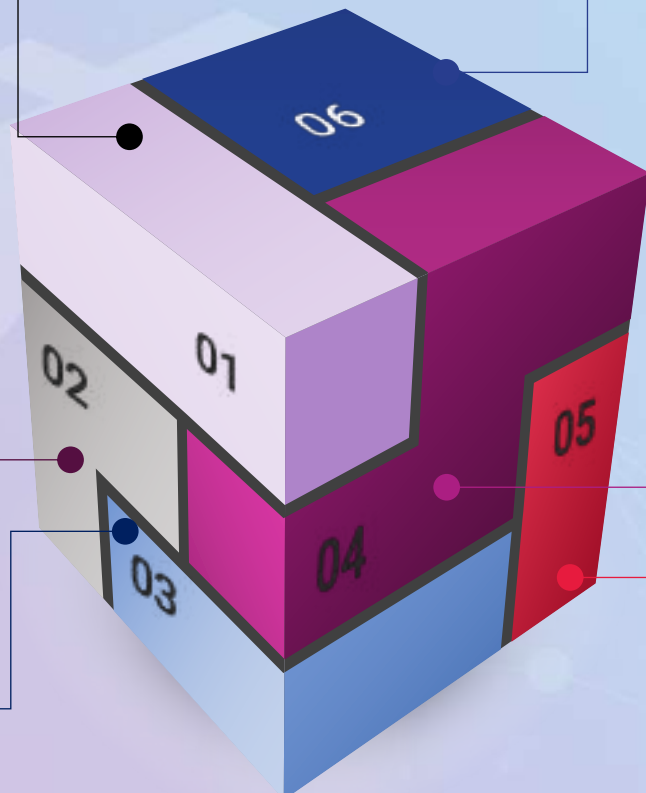
Grow ARPUs through upselling and leveraging the FTA to HD lifecycle



## Managed Services Growth Driver

Contracted for ~5.16mn; onboarding in progress.

Market potential includes existing peers as well as regional & independent MSOs who comprise 69mn TV HHS



## Emerging technology opportunities

Optimise infrastructure and LCO network to launch services like broadband, OTT and CDN over satellite.



## Expansion Possibilities

Capability to expand to new markets by offering HITS services in Africa, Bangladesh and other parts of Asia, subject to regulations



## Leverage the pan-India network

Grow the E2E ecosystem by developing loyal franchisees into marketing channels for products

Optimise the >30,000 feet-on-street and >1,600 PoPs



# NXTDIGITAL LIMITED



HINDUJA GROUP