



NXTDIGITAL Limited

Investor/Analyst Presentation Q2FY22 Performance Update

12th November 2021
Version 1.0



HINDUJA GROUP

NXTDIGITAL Initiatives in Q2

उम्मीदों का उड़ान

राँची

NXTDIGITAL देगा आपको सारी टेकनिकल एडवांटेज!

- HITS सर्विस टीम को रोज़ी अल्फ़ी मदद हर कदम पर।
- गैरकॉपी और सही संयोजन के लिये रोज़ी स्वयंसेवा कर्मचारी उपलब्ध।
- 24x7 सर्विस!

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

बगैर निवेश, आज ही शुरू करें अपना व्यापार!

- 850+ चैनल
- 24x7 सर्विस
- सर्विस टीम

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

NXTDIGITAL अब उपलब्ध हैं राँची में!

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अन्य नेटवर्क्स की बढ़ती कीमतों को भूल जायें! HITS अपनायें!

जो देता है सबसे ज्यादा पैनाल्स, सबसे यात्रिब दाम पर!

- 100% रेगुलर की उपलब्धता
- 24x7 सर्विस टीम
- सर्विस टीम

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

अपने नेटवर्क को डिजिटल बनायें! HITS अपनायें!

अन्य नेटवर्क और DTH के मुकामको बेहतर क्वालिटी और कवरेज पायें।

- 100% रेगुलर की उपलब्धता
- 24x7 सर्विस टीम
- सर्विस टीम

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

SAVE BIG AND EARN MORE WITH NEW PACKS!

EARN UP TO ₹250.75

FOUNDATION + KANNADA SMART PACK

₹137.47* ₹388.22*

UPGRADE YOUR SUBSCRIBERS NOW!

GET SUPER DISCOUNTS ON LONG DURATION RECHARGES (LDR)

Duration	Old Price	New Price	Discount
1 Month	₹1,000.00	₹700.00	30%
3 Months	₹2,500.00	₹1,750.00	30%
6 Months	₹4,500.00	₹3,150.00	30%
12 Months	₹8,000.00	₹5,600.00	30%

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

75 FREEDOM DHAMAKA OFFER

GET **₹7.50 CASH BACK** PER SUBSCRIBER

ON AND ABOVE **80% ON-TIME RENEWAL**

Valid on: 19th, 16th, 17th, 18th, 19th August 2021

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

SELL MAXIMUM STAR CHANNELS AND BE A STAR

This IPL season, sell maximum number of individual Star channels or IPL Packages having Star Group of channels, to subscribers and win exciting prizes.

T20 STAR

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

SUPER EARNINGS BONANZA

EARN ₹10/-* PER RENEWED SUBSCRIBER

LIMITED PERIOD SCHEME

DO MAXIMUM NUMBER OF RENEWALS ON 29th, 30th & 31st AUGUST, 2021 AND EARN ₹10/- PER RENEWED SUBSCRIBER!

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

MANIPUR SUPER ENTERTAINMENT

PRODUCT ID: 1588

CHANNEL	LCN
STAR SPORTS 1 HINDI	873
STAR SPORTS 2	870
STAR SPORTS 3	871
STAR SPORTS FOOT	865
STAR SPORTS 1	867
STAR SPORTS SELECT 1	867
STAR SPORTS SELECT 2	869
TEN 1	868
TEN 2	866
TEN 3	876
DIS	862
EUROSPORT	875
STAR UTSAV	170
BHARAT	181
ZEE ANAND	173
BIG MAC	171
ZEE TV	167
ALTY	166
SET	164
SAB	160
PAL	177
STAR BHARAT	168
STAR UTSAV	170
STAR BHARAT	168
STAR UTSAV	170
BHARAT	181
COLORS	182
COLORS RIGHTY	172
SE	164
SE	160
PAL	177

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POWERING THE FUTURE OF INTEGRATED DIGITAL SERVICES

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

NXTDIGITAL Limited

100% भारतीय स्वामित्व वाली कंपनी है।

अधिक जानकारी के लिए संपर्क करें: +91 93344 89440

TOKYO OLYMPICS 2020

NOW WATCH YOUR FAVOURITE SPORTS ACTION

LIVE IN TELUGU!

For more information please contact your Local Cable Operator.

"YOU CAN ACHIEVE ANYTHING IN LIFE, IT JUST DEPENDS ON HOW DESPERATE YOU ARE TO ACHIEVE IT."

MILKHA SINGH (1982-2021)

WATCH TOKYO OLYMPICS **LIVE ON**

SONY SIX SONY SIX SONY SIX SONY SIX SONY SIX

7 DAYS TO GO!

ENGLAND VS INDIA

SONY SIX SONY SIX SONY SIX SONY SIX SONY SIX

CONGRATULATIONS TO OUR **PARALYMPIC WINNERS!**

ENJOY AN ENHANCED TV VIEWING EXPERIENCE AT JUST

₹150/-*

UPGRADE NOW AND WATCH YOUR FAVOURITE MOVIES IN FULL HD!

CLICK HERE TO SUBSCRIBE

in digital | NXTDIGITAL

IT'S 20 ALL

CONGRATULATIONS, **NOVAK DJOKOVIC!**

#SportsInTeluguOnScreen

CHANGE IN CHANNEL NAME BY THE BROADCASTER

Two of your favourite Parliament channels have been renamed

NOW IN HD

RSTV Renamed as SARVATV

LSTV Renamed as SARVATV

TOKYO OLYMPICS 2020

INDIA'S **GOLDEN BOY**

CONGRATULATIONS, **NEERAJ CHOPRA**

MEN'S JAVELIN THROW

IT'S ALL LEVELED UP!

WHO WILL MARCH AHEAD AT THE OVAL?

ENGLAND VS INDIA

2nd - 8th SEPTEMBER AT 3.30 PM (IST)

SONY SIX SONY SIX SONY SIX SONY SIX SONY SIX

शुभा जन्माष्टमी

की हार्दिक शुभकामनाएं!

TOKYO OLYMPICS 2020

PODIUM FINISH AFTER **41 YEARS!**

CONGRATULATIONS **TEAM INDIA!**

ENJOY THE BEST TELEVISION ENTERTAINMENT AND INTERNET SERVICES ACROSS INDIA!

HAPPY **INDEPENDENCE DAY**

in digital | NXTDIGITAL | in digital

exchange media HOME ADVERTISING MARKETING PR & CORP COMM MEDIA
NXTDIGITAL reports 13.5% growth in Q1 consolidated re

INDIANtelevision CABLE TV
मेकसटी डिजिटल लिमिटेडकी प्रथम तिमाहिक आयकमां वधरो थयो

IIFL SECURITIES
Market News Research Demat Become A Business Partner Personal Finance

NXTDIGITAL revenues up healthy results for the first quarter of FY22 against headwinds of the second wave of the COVID-19 pandemic. On a consolidated basis the Company's revenues grew 13.5% in the first quarter of the current financial year 2022 to Rs 266.6 crores against revenues of Rs 234.8 crore during the same period in the previous year.

NXTDIGITAL LIMITED REVENUES GROW 13.5% IN Q1 OF THIS FISCAL OVER LAST YEAR, AT Rs266.6 CRORES, AGAINST THE HEADWINDS OF THE SECOND WAVE. EBITDA STANDS AT Rs51.3 CRORES IN Q1 OVER Rs50.4 CRORES IN THE SAME PERIOD OF PREVIOUS FISCAL.

देश में 100 ने करेगी हिंदूजा
एनएचकेडि डिजिटल राजस्थान ११.४% वृद्धि
एटीडीएस अत्यायु

Mumbai: NXTDigital Ltd, the media vertical of the global Hinduja Group and an integrated digital distribution platform delivering services digital cable television, HITS (Headend-In-The-Sky) and Broadband, continued to leverage innovation strategy to combat the challenges of the second wave to post strong results for the quarter ending 30 June 2021.

NXT Digital earnings
Yugal Kishore Sharma Chief Executive Officer, One Broadband

निवेष्टि हब प्रोजेक्ट का अعلان
100 से अधिक नये भौगोलिक इलाकों में वीडियो और ब्रॉडबैंड सहित डिजिटल परिसेवा प्रदान करने का प्रयास

NXTDigital defies second wave with innovation, strategy; Q1FY22 revenue up 13.5%, broadband has 677,000 subs

MEDIA BRIEF THE GOOD STUFF
NXTDIGITAL

MEDIA BRIEF THE GOOD STUFF
NXTDIGITAL

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 30 June 2021.

one HINDUJA GROUP
Broadband business registered 93% growth over Q1 FY21

अनभेकसटी डिजिटल
अनभेकसटी डिजिटल
अनभेकसटी डिजिटल

- 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
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

मेकसटी डिजिटल लिमिटेडकी प्रथम तिमाहिक आयकमां वधरो थयो
अनभेकसटी डिजिटल लिमिटेडकी प्रथम तिमाहिक आयकमां वधरो थयो

नेकट डिजिटल ने की 100 नेकट हब परियोजना की घोषणा रांची से
100 से अधिक नये भौगोलिक इलाकों में वीडियो और ब्रॉडबैंड सहित डिजिटल परिसेवा प्रदान करने का प्रयास

Accolades in Q2

Our broadband business continues to win prestigious awards reflecting the business philosophy of focusing on customer satisfaction



NXTHUBs : Growth Driver

NXTDIGITAL has formally launched 40 NXTHUBs across India on 28th Oct.'21 – offering a plug-and-play solution for LMOs and their customers

Introducing NXTHUB

NXTDIGITAL is setting up its own owned-and-operated NXTHUBs or Points-of-Presence across the country to make it even easier for Last Mile Operators to connect to digital services ranging from high quality digital television to broadband, OTT, WiFi and other services



Technological Advantage

- Equipped with an ADDS or Advanced Digital Distribution System, with the capability of receiving up to 650 digital TV services, directly from satellite
- Plug-and-play solution
- Access to innovative solutions as well as emerging technologies
- Only MSO with 100% prepaid model – through robust online apps and portals



Advantage LMO & Customer

- No need for Last Mile Owners to invest in headend and related equipment or subsequent maintenance and upgrades
- Easy Access; capability to go "digital" very quickly
- Can give their customers up to 650 digital TV channels plus innovative products in future ranging from broadband with speeds up to 1,000Mbps, OTT, WiFi amongst others
- Customers get access to high levels of quality of service



Visionary Approach

- Aimed to encourage entrepreneurship amongst LMOs to not only grow their business but also expand their service offerings seamlessly
- Backed by the NXTDIGITAL support of the Digital India, Skill India and Make in India missions of the government



NXTDIGITAL has also announced its roll-out of VAAP or “Value-Added Apps for Partners” program with the launch of the “Mobiezy” app

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



Business Performance Q2 & H1 OF FY22



The company has announced a **Rights Issue of 2 shares for every 5 held** in the company, at an issue price of Rs 300 per share



The total amount that will be raised through the issue is **Rs 288.61 crores**



The objective of the issue is **Retirement of Debt** – bank debt and ICDs



The **debt to equity ratio is expected to come down to 1.5 times** from the current 4 times



Since all approvals are in place, the issue is scheduled to **open on 15th November 2021 and close on 29th November 2021**



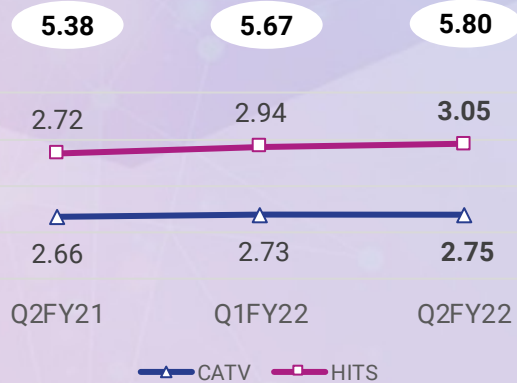
The funds would be available to the company by 9th December 2021

Q2 KPIs : Re-energizing the model

The Q2 initiatives focused on *re-energizing & re-modeling* the business verticals as the media and entertainment industry still faced **challenges to growth**

Sub. Base - Digital content delivery

(in millions)



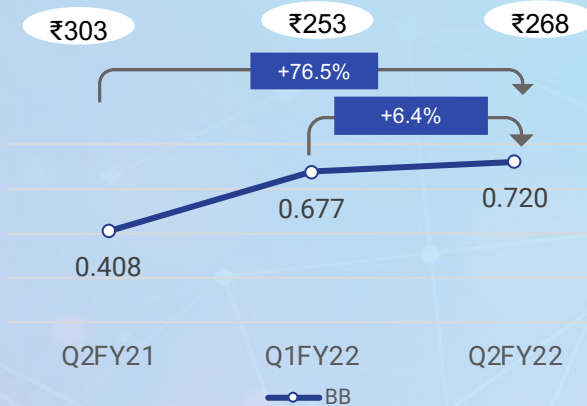
ARPU- Digital content delivery

(Exit point in ₹)

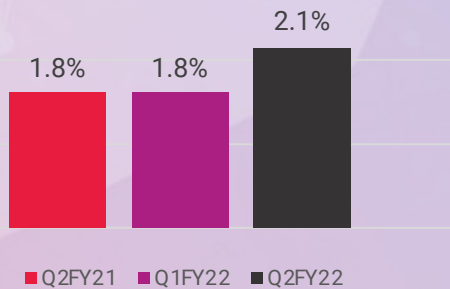


Broadband sub. base & ARPU

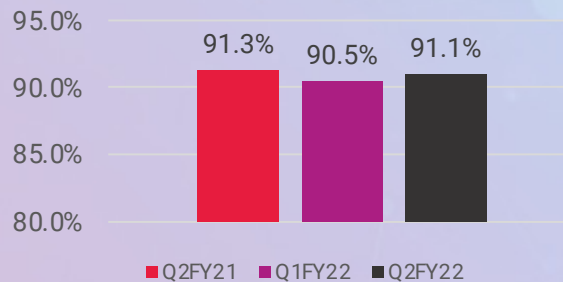
(sub. base in millions & exit ARPU in ₹)



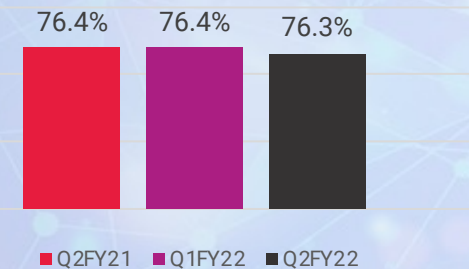
90-day Net Churn



Same Month Renewal



On-Time Renewal

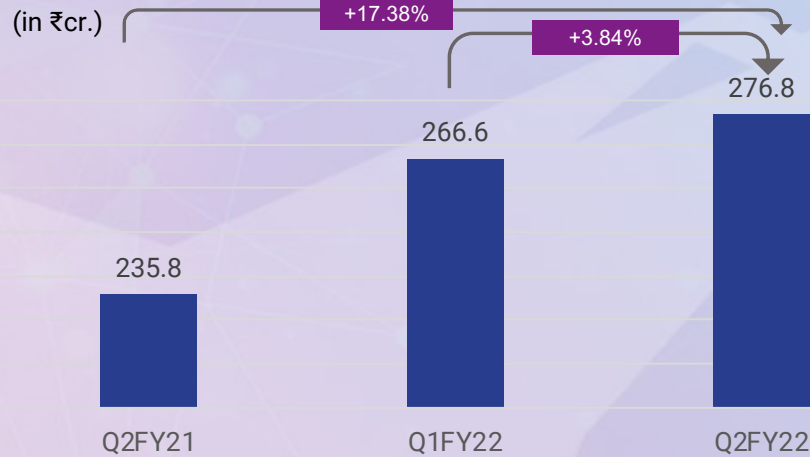


All key metrics have remained stable in Q2

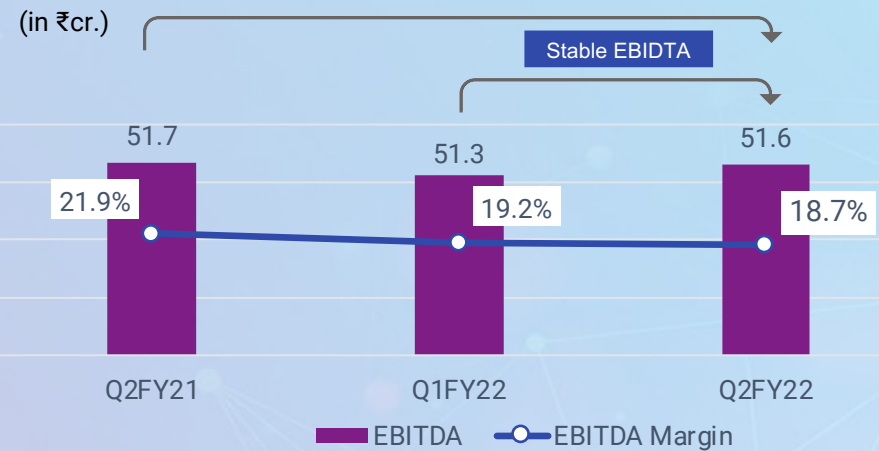
Maintaining robust performance in Q2

The performance is indicative of the focus on addressing challenges of the environment and defining new innovative business models

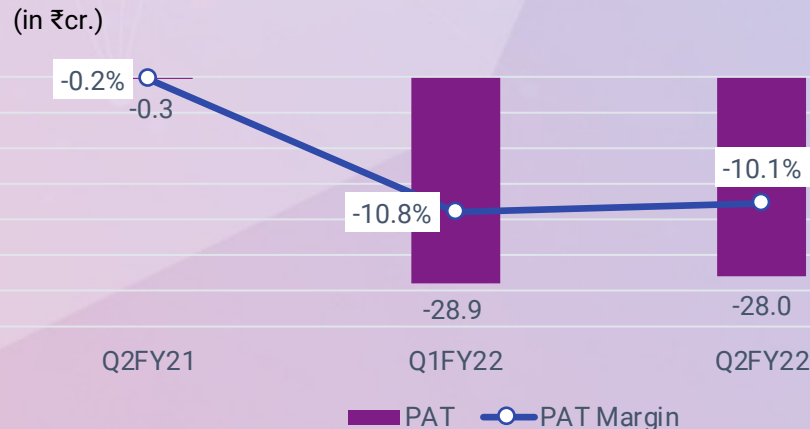
Operating Revenue



EBITDA



PAT



Q2 SUMMARY

NXTDIGITAL ends Q2 with a 17.38% year-on-year revenue growth, closing at Rs 276.83 crores against Rs 235.76 crores in Q2 of the previous fiscal. Maintains a robust EBITDA at Rs 51.63 crores.

Revenues grow by 3.84% in Q2 over Q1 of FY21. Focus in Q2 on *re-energizing & re-modeling* the business verticals as the media and entertainment industry still faced challenges to growth

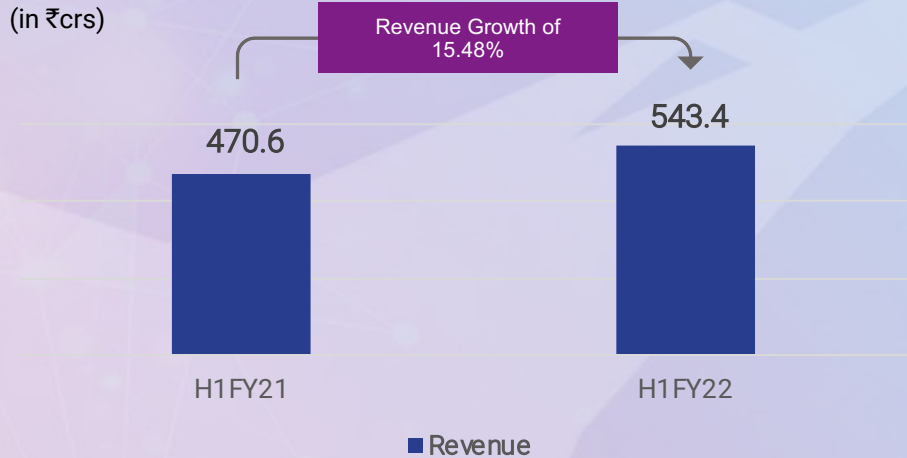
Company continues with its positive steps of disposing non-core assets to reduce debt; sells land parcel in Hyderabad for total consideration of Rs 69.30 crores.

Rights Issue announced by the Company of 2 equity shares for every 5 shares held, at an issue price of Rs 300 per share is scheduled to open on 15th Nov.'21.

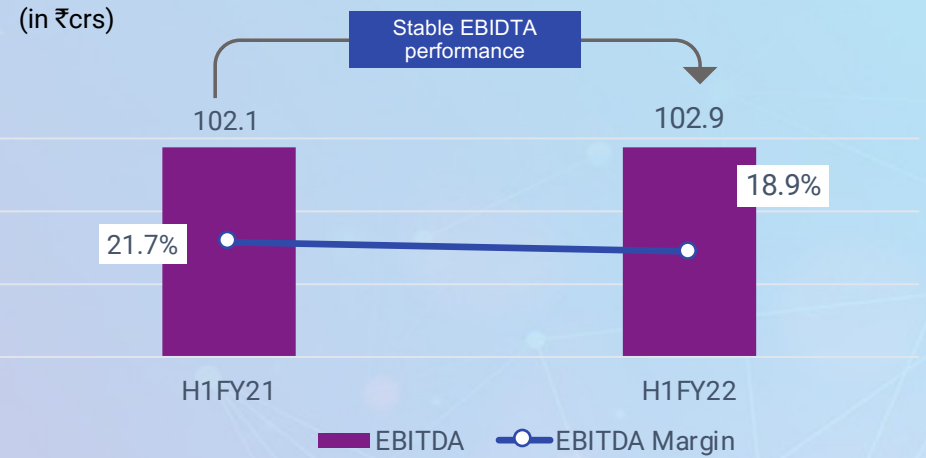
Ending H1FY22 on a strong note

The H1 performance reflects the clear focus on positive cashflows across business verticals, ensuring growth is funded by cash generated by the business

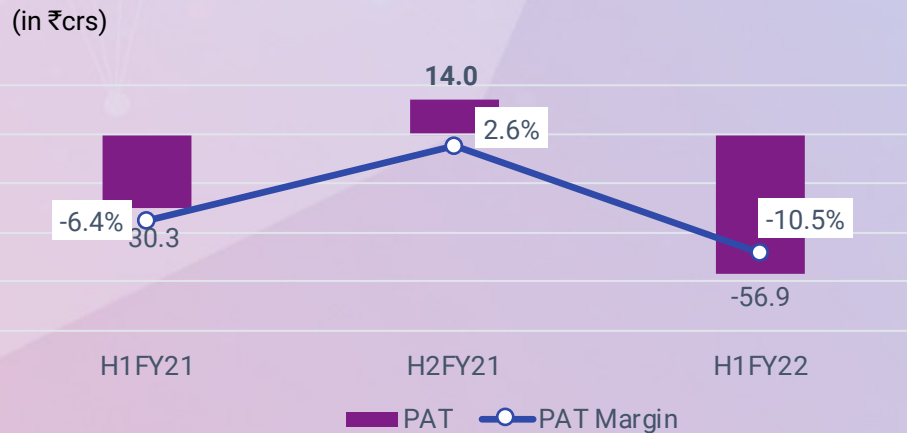
Operating Revenue



EBITDA



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H1 SUMMARY

Consolidated revenues for the half year ending 30th Sept.'21 grows by 15.48% to Rs 543.42 crores, up from Rs 470.58 crores for the corresponding period of the previous year.

Company continues to maintain a robust EBITDA at Rs. 102.89 crores for the half year.

All business verticals continue to grow. Whilst the broadband business segment has crossed 720,000 subscribers, NXTDIGITAL has launched 40 future-ready NXTHUBs across the country – each with capability of providing video, broadband and other solutions including OTT and WiFi.

Post Rights Issue, debt-to-equity position expected to improve significantly to 1.5 times as compared to approximately 4 times as on 31st Mar.'21.

Annexures

Consolidated Income Statement (Quarterly)

Particulars	Q2FY22 (₹cr.)	Q1FY22 (₹cr.)	QoQ growth (%)	Q2FY21 (₹cr.)	YoY growth (%)
Revenue:					
Total Revenue	276.83	266.59	3.8%	235.76	17.4%
	-	-			
Expenses:					
Operating costs	143.71	137.73	4.3%	114.94	25.0%
People costs	19.52	19.63	-0.6%	18.30	6.6%
Other costs	61.97	57.98	6.9%	50.82	21.9%
Total Expenses	225.19	215.34	4.6%	184.06	22.3%
EBIDTA	51.64	51.26	0.7%	51.70	-0.1%
Depreciation	54.21	54.40		56.92	
Interest	35.69	35.32		37.52	
Extra-ordinary income					
Profit before tax	-38.26	-38.46		-42.73	
Taxation	-10.23	-9.59		-42.39	
Profit after tax	-28.03	-28.87		-0.34	

Consolidated Income Statement (Half yearly)

Particulars	H1FY22 (₹cr.)	H1FY21 (₹cr.)	YoY growth (%)
Revenue			
Total revenue	543.42	470.58	15.48
Expenses			
Operating costs	281.43	231.58	21.53
People costs	39.15	38.40	1.97
Other costs	119.94	98.54	21.72
Total expenses	440.53	368.52	19.54
EBIDTA	102.89	102.06	0.82
Depreciation	108.61	105.95	
Interest	71.01	73.68	
Profit before tax	-76.72	-77.56	
Taxation	-19.82	-47.21	
Profit after tax	-56.90	-30.35	

NXTDIGITAL LIMITED



HINDUJA GROUP