



NXTDIGITAL Limited

Investor Presentation Q3FY21 Performance

29th January 2021
Version 1.0



HINDUJA GROUP



Indian broadcasting & cable TV market to surpass \$19 billion by 2026, says report



TRAI Issues Consultation Paper Seeking Views On Regulatory Framework For DTH Services



I&B ministry starts work on self-regulation law for OTT platforms, online news

The aim is to provide a level-playing field in media and a platform to redress public grievances against digital media.



Internet service providers want 5G spectrum; urge India to allow them to participate in auctions

The internet service provider's body said eligibility to bid for 5G shouldn't be limited to only a handful of telecom operators.



New rules for DTH operators: Longer license period, sharing platforms allowed

2 min read . Updated: 23 Dec 2020, 05:44 PM IST

Written By **Anulekha Ray**

- The license for the DTH service providers will be issued for 20 years instead of current norm of 10 years
- DTH operators, willing to share DTH platform and transport stream of TV channels, will be allowed



Govt working on draft national broadcast policy, govt tells industry



Committee to review TRP guidelines submits report to I&B Ministry

1

NXTDIGITAL initiates its infrastructure sharing business model with Multi-System Operators. Will be a key driver in 2021.



2

NXTDIGITAL rolls out “combo” (Television + Broadband) packages in Mumbai as a pilot project. Will expand to Delhi and Bengaluru in Phase II

Signals the implementation of Phase I of the group’s strategic “converged digital media” model for the business; which will be expanded to offer other digital services in future.

CONNECT YOUR SUBSCRIBERS TO NXTDIGITAL'S BROADBAND SERVICE AND GET HUGE DISCOUNTS ON SUPER ENTERTAINMENT PACK*

BROADBAND - UNLIMITED PLANS	SEP PRICE-MONTHLY	CASHBACK FOR ACTIVATING BROADBAND	EFFECTIVE SEP PRICE-MONTHLY
10Mbps	₹ 190.68	₹ 14.41	₹ 176.27
20Mbps	₹ 190.68	₹ 15.25	₹ 175.42
30Mbps	₹ 190.68	₹ 19.49	₹ 171.19
50Mbps	₹ 190.68	₹ 20.34	₹ 170.34
100Mbps	₹ 190.68	₹ 27.97	₹ 162.71

BROADBAND - UNLIMITED PLANS	SEP PRICE WITH 3 MONTHS LDR	CASH BACK FOR ACTIVATING BROADBAND ON QUARTERLY PLAN	EFFECTIVE SEP MONTHLY PRICE WITH LDR
10Mbps	₹ 506.78	₹ 43.22	₹ 154.52
20Mbps	₹ 506.78	₹ 45.76	₹ 153.67
30Mbps	₹ 506.78	₹ 58.47	₹ 149.44
50Mbps	₹ 506.78	₹ 61.02	₹ 148.59
100Mbps	₹ 506.78	₹ 83.90	₹ 140.96

Validity: Up to 31st March, 2021

TERMS AND CONDITIONS:

- * Cashback on Super Entertainment Pack as per above table will be credited on NDL LCO cable portal
- * Cashback applies on activating both SEP and One Broadband to the same customer as a COMBO
- * Cashback is applicable on SEP or Broadband pack above ₹229
- * LDR stands for Long Duration Recharge
- * SEP stands for Super Entertainment Pack
- * The Cashback applies only on new activations of Broadband
- * While sending new customer request the STD and CAN number in the HB Portal of One Broadband to be eligible for the Cashback
- * This offer applies to NDL LCOs in Mumbai, Thane and New Mumbai only
- * Broadband is provided by ONEOTT ENTERTAINMENT LTD.
- * Above prices mentioned do not include taxes. GST is applicable

For further details, please contact your local INDigital executive today!

“Combo” up-sell includes several OTT services like ZEE5 Premium, VOOT Select, Shemaroo Me All Access, EPIC ON & Eros Now



3

OneOTT Entertainment Ltd.; broadband subsidiary of NXTDIGITAL, crosses half-a-million wired broadband subscribers

Propels OneOTT into the top 5 ISPs in India, by size

The broadband subsidiary has continued on an accelerated growth path – achieving a 32x growth in the last four years, with commensurate revenues

Awarded Facebook’s ‘Trophy of Excellence’ for seamlessly expanding public Wi-Fi services during the Covid pandemic

INITIATIVES IN Q3



UPGRADE TO HITS FOR QUALITY ENTERTAINMENT AND RELIABLE TECHNOLOGY.

Give your subscribers an enhanced television viewing experience with our advanced Headend-to-the-Sky (HTS) technology that provides the best-in-class quality entertainment and uninterrupted viewing.

FEATURES THAT WILL GIVE YOU THE EXTRA EDGE

- BEST PICTURE QUALITY
- HIGH DEFINITION EXPERIENCE
- EXCELLENT AUDIO WITH STEREO/SURROUND SOUND
- ADVANCED ELECTRONIC PROGRAM GUIDE
- GREATER NUMBER OF CHANNELS
- UNINTERRUPTED TELEVISION EXPERIENCE
- CONVENIENT PAYMENT FACILITIES
- KARNATAKA CHANNEL AT THE TOP OF CHANNEL LINE UP
- LOCAL AND CITY-SPECIFIC CHANNELS

FOR MORE INFORMATION, CONTACT YOUR NEXTDIGITAL EXECUTIVE TODAY.
THIS IS APPLICABLE FOR KARNATAKA REGION ONLY.

NXT DIGITAL
The Next-Gen HTS Network

BIG BONANZA
GET READY FOR HIGH SPEED BROADBAND UP TO 1 GBPS WITH OUR EXCITING NEW COMBO OFFER!

Subscribers in UDA/PUR will now get to enjoy a dual benefit of super fast Broadband Connectivity along with the best cable TV packs of up to 750 channels.

INTERNET & CABLE TV COMBO OFFERS!

PACK NAME	NEW BROADBAND CHANNELS ADDED	3 MONTH UPDATES
HINDI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK
MARATHI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK
GUJARATI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK, TIMES BOUTIQUE 2

For further details please contact our local Nxt Digital executive or visit our LCO portal.

NXT DIGITAL
The Next-Gen HTS Network

SUPER ENTERTAINMENT PACKS ARE NOW BIGGER!
Now your favourite Hindi, Marathi & Gujarati packs have got upgraded at the same LCO price!

SUPER ENTERTAINMENT PACK

PACK NAME	NEW BROADBAND CHANNELS ADDED	3 MONTH UPDATES
HINDI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK
MARATHI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK
GUJARATI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK, TIMES BOUTIQUE 2

For further details please contact our local Nxt Digital executive or visit our LCO portal.

NXT DIGITAL
The Next-Gen HTS Network

SPECIAL FESTIVE OFFER!

Dear LCO partners,
Gear up for great deals, greater profits and a prosperous Divali!

PACK NAME	NEW BROADBAND CHANNELS ADDED	3 MONTH UPDATES
HINDI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK
MARATHI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK
GUJARATI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPIC TV	DISCOVERY BASIC, ENTERTAINMENT PACK, TIMES BOUTIQUE 2

For further details please contact our local Nxt Digital executive or visit our LCO portal.

NXT DIGITAL
The Next-Gen HTS Network

CRICKET UNDER IS AN EXCITING BOUQUET.

Subscribe to Sony's Happy India Sports bouquet and enjoy best in live action of the Border-Gavaskar trophy.

DON'T MISS THE ACTION FROM 17th DEC 2020 TO 19th JAN 2021

HAPPY INDIA SPORTS 39 BOUQUET

SONY TEN 3
SONY SIX
SONY TEN 2
SONY TEN 1

Call us on 1860 212 6456 or your local cable operator

NXT DIGITAL
The Next-Gen HTS Network

ONE UPGRADE, MANY BENEFITS AND THE BEST IN ENTERTAINMENT THIS FESTIVE SEASON.

Dear LCO Partners,
Stay ahead of the competition and upgrade your subscribers to MPEG4 Set Top Boxes with Personal Video Recording facility at just ₹ 405/- and get a month's FREE subscription to the Foundation+ Gujarati Entertainment Family Pack!

THE PACK IS APPLICABLE ONLY FOR OUR CATV PLATFORM FOR THE STATE OF GUJARAT.
For further details, please contact your Nxt Digital executive or log on to the LCO portal.

OFFER WHILE STOCKS LAST

NXT DIGITAL
The Next-Gen HTS Network

As the sound of joy ushers in the celebrations, let the world know Maa Durga is here to bless us all.

Durgotsav

Celebrate this auspicious festival in grandeur with NEXTDIGITAL.

Record and send us your videos of singing/dancing/celebration.

Shortlisted videos to be featured on TV!

Top 3 performers in each category stand a chance to win exciting gifts.

Upload your video entries on durgotsav.nxtdigital.in

For Further details please contact our local Nxt Digital executive or visit our LCO portal.

NXT DIGITAL
The Next-Gen HTS Network

REDUCE YOUR CONNECTIVITY COST BY UPTO 50%

WITH NEXTDIGITAL'S INFRASTRUCTURE SHARING

For further details please contact our local Nxt Digital executive or visit our LCO portal.

NXT DIGITAL
The Next-Gen HTS Network

5 Simple Steps To Handle Stress

1. Develop coping skills to deal with anxiety.
2. Identify and let go of the things that you cannot change.
3. Exercise! It helps let go of anxiety built up.
4. Eat right and sleep right! A healthy diet and good sleep helps our body to heal.
5. Limit but not the heart, turn into NEXTDIGITAL to enjoy your favourite movie or music.

#NXTDIGITALCARES

NXT DIGITAL
The Next-Gen HTS Network

Banaiye Iss Diwali one Ke Saath Anokhi Wali

Let's connect Online and ensure everyone's Safety & Happiness

Speed	3 Months*	6 Months*	12 Months*	18 Months*
10 Mbps	-	-	3589/-	5279/-
15 Mbps	-	-	5267/-	5920/-
25 Mbps	2247/-	4194/-	7188/-	7990/-
35 Mbps	2547/-	4494/-	8389/-	9880/-
60 Mbps	3047/-	5994/-	10189/-	10870/-
Installation	500/-	500/-	500/-	Waived Off

15 Mbps Starts at ₹329/month* | 25 Mbps Starts at ₹439/month*

Diwali Offer

UNLIMITED DATA PLANS

Speed	3 Months*	6 Months*	12 Months*	18 Months*
10 Mbps	-	-	3589/-	5279/-
15 Mbps	-	-	5267/-	5920/-
25 Mbps	2247/-	4194/-	7188/-	7990/-
35 Mbps	2547/-	4494/-	8389/-	9880/-
60 Mbps	3047/-	5994/-	10189/-	10870/-
Installation	500/-	500/-	500/-	Waived Off

DELHI, CONNECT WITH INDIA'S FASTEST GROWING ISP

ONE Broadband Internet Service Provider

1.1K

Binge Bindass with one

OTTs available: EPIC ON, erosnow, voot select, ZEE5, Shemaroo Me All Access

Fast nahi Superfast Limited nahi Unlimited

NAYA SAAL. NAYA PLAN.

300 Mbps Starts at ₹949/Month*

* New Year Offer *

December Bhauka Offer

Plan	Plan Type	12 Months*	18 Months*	Installation	CPG 12x 18x
300 Mbps	Unlimited	12,589	11,882	Waived Off	Waived Off

UNLIMITED DATA PLANS

Speed	3 Months*	6 Months*	12 Months*	18 Months*
10 Mbps	-	-	3589/-	5279/-
15 Mbps	-	-	5267/-	5920/-
25 Mbps	2247/-	4194/-	7188/-	7990/-
35 Mbps	2547/-	4494/-	8389/-	9880/-
60 Mbps	3047/-	5994/-	10189/-	10870/-
100 Mbps	3747/-	7189/-	11389/-	11860/-
150 Mbps	4347/-	8284/-	14389/-	16292/-
200 Mbps	5047/-	10434/-	17889/-	17842/-
300 Mbps	6957/-	13434/-	22089/-	21000/-
Installation	1000/-	1000/-	1000/-	waived off
CPG 12x 18x	1000/-	1000/-	1000/-	waived off

How do you reply frequently?

Get More Likes, Comments and Shares

1,145 People Reached | 76 Engagements

	Last Mile	Unlimited Data	Effective Monthly Charges (Rs.)	OTTs with Yearly Subscription
	Ethernet	✓	439/-	Eros Now + EPIC ON
	Ethernet/Fiber	✓	599/-	
	Ethernet/Fiber	✓	849/-	
	Fiber	✓	949/-	ZEE5 Premium, Voot Select, Shemaroo Me All Access, Eros Now, EPIC ON
	Fiber	✓	1424/-	
	Fiber	✓	1919/-	

Online & Print Media Coverage

'Foes to friends': NXTDigital ramps up focus on collaboration & infra sharing

Bundling of products and solution can lead to better cost optimisation.

KOLKATA: With the evolution of the media and entertainment industry, the

नेक्स्टडिजिटल के अच्छे परिणाम, लगातार वृद्धि के रास्ते पर

सहजता: नेक्स्टडिजिटल ने आज दूसरी तिमाही और सालाना वित्त वर्ष की पहली छमाही के लिए अपने परिणामों की घोषणा की। एक ऐसे अवधि में मीडिया और मनोरंजन उद्योग पर कोरोना महामारी के महत्वपूर्ण प्रभाव की गवाह बनी। समेकित आधार पर, महामारी के प्रभाव के बावजूद राजस्व स्थिर बना रहा। कंपनी ने साल दर साल 15.8% वृद्धि की ईबीआईटीडीए वृद्धि सेट की। तिमाही के लिए 50.97 करोड़ रुपये जो कि पिछले तिमाही से 2.97 करोड़ की वृद्धि है। छमाही के लिए कंपनी ने 10.2% करोड़ रुपये का ईबीआईटीडीए दर्ज किया जो पिछले वर्ष की इसी अवधि में 8.97 करोड़ की वृद्धि है। महामारी के प्रभाव के बावजूद कंपनी ने लक्ष्यपथ की लपट पर जुड़ राजस्व वृद्धि के बावजूद चौफटल दृष्टि पर अधिक ध्यान केंद्रित करते हुए पिछले वर्ष की इसी अवधि में 19.92 करोड़ की तुलना में

INDIANtelevision NXTDIGITAL posts strong qu

#Throwback2020: Heavyweights in the M industry

An old face in the cable distribution industry, Fernandes was recently elevated as media group CEO. Before his current role, he turned the struggling NXTDigital businesses to profitability the position of CEO at Indust Media and Communications Ltd (IMCL). Now, he will not only run but also broadband and content business.

Fernandes is leading innovation at NXTDigital as the company looks at establishing itself as a digital service provider. While the video segment of the company has around 5.38 million subscribers currently, its broadband segment has achieved yet another milestone under his leadership by crossing half-a-million home broadband consumers. Identifying the need for bundled services, he is highly focused on synergising cable TV or HTS service with broadband that would drive the growth of all services concurrently.

The ministry of Information and broadcasting (MIB) recently amended HTS guidelines by allowing HTS operators to share infrastructure with MSOs. Hence, Fernandes has identified this as a big area of growth for NXTDigital, the only HTS service provider in the country. As infrastructure sharing can reduce the cost of connectivity significantly, he is looking at leveraging this opportunity in the B2B model.

अवधि जो मीडिया और मनोरंजन उद्योग पर कोरोना महामारी के महत्वपूर्ण प्रभाव की गवाह बनी। समेकित आधार पर, महामारी के प्रभाव के बावजूद राजस्व स्थिर बना रहा, कंपनी ने साल दर साल 15.8 फीसदी की ईबीआईटीडीए वृद्धि पो

ET THE ECONOMIC TIMES

NXTDigital to Offer its Platform as a Service

Gaurav. Laghate@timesgroup.com

M: Digital television and broadband

ring of infrastructure. "There are over 100 million cable TV homes, out of which only 31 million are with big MSOs. Rest 69 million are

ONEOTT iNTERNETMENT: ONE connection for Future-To-The Home® 'iNtertainment'

The world today is significantly reliant on Internet consumption with the ever increasing demand for availability, reliability & affordability of a robust-always-on-high-speed-Internet service. The days of past intensified competition amongst wireless Internet service providers has seen the sun and the pie is now settled & consolidated amongst the 3 Telcos, however, there still exists a scarcity in wired Internet services delivered via Fiber-To-The-Home (FTTH) which we believe presents the Future-To-The-Home®.

In this crowded market of several hundreds of small-medium-national ISPs with majority of them eyeing the same juicy markets in the Top 50 markets & cutting into each others share, ONEOTT iNTERNETMENT LTD (OIL) has emerged from this crowded market as India's fastest growing wired Internet Service Provider (ISP) with Half a Million+ subscribers from its close to 3,400 subscribers about 5 years back.

of the previous year.

OneOTT now serves over half a million wired broadband customers in India

With this development, OneOTT has joined top ISP groups like Reliance Jio, Bharti Airtel, Vodafone Idea, and ACT.

One Broadband crosses half-a-million customers

We strongly believe that India is ripe for satellite broadband due to latent demand for broadband service outside cities: Vynsley Fernandes, NXTDIGITAL Limited

tal CEO Vynsley Fernandes shared that they have onboarded three independent MSOs use the company's HTS platforms to serve their cable TV customers

NXT Digital identifies infra sharing as key pillar of growth

tal CEO Vynsley Fernandes shared that they have onboarded three independent MSOs use the company's HTS platforms to serve their cable TV customers

red Farooqui

tel Nov 24, 2020 10:22 AM

NXTDIGITAL posts 15.8% year-on-year growth in EBITDA for Q2

Vynsley Fernandes named Media Group Chief Executive Officer of NXTDIGITAL

NXTDIGITAL has announced its results for the second quarter and the first half of the financial year – a period that continued to see significant impact of the pandemic on the media and entertainment industry.

ted basis, while revenues remained stable despite the impact of the pandemic, the company, by laying greater focus on operational efficiency rather than pure revenue growth at the cost of profitability; was able to improve EBITDA margins to 21.7% for the half year, compared to 19.2% in the corresponding period of the previous year.

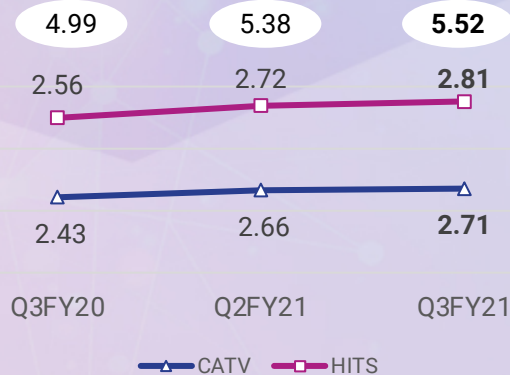
BUSINESS PERFORMANCE & KPIS

Q3 strategy reflected in strong KPIs

All business metrics have remained stable in Q3 irrespective of the environmental challenges. Broadband has seen strong growth on the back of strategic initiatives.

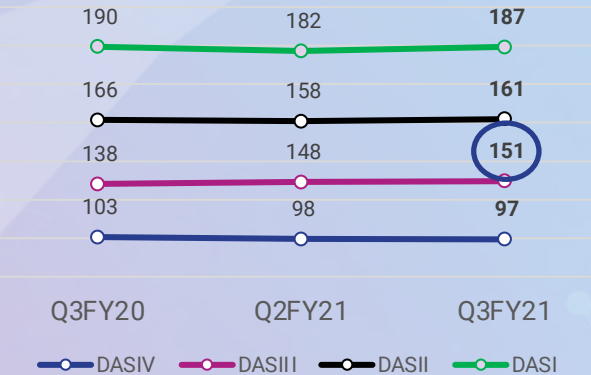
Sub. Base - Digital content delivery

(in millions)



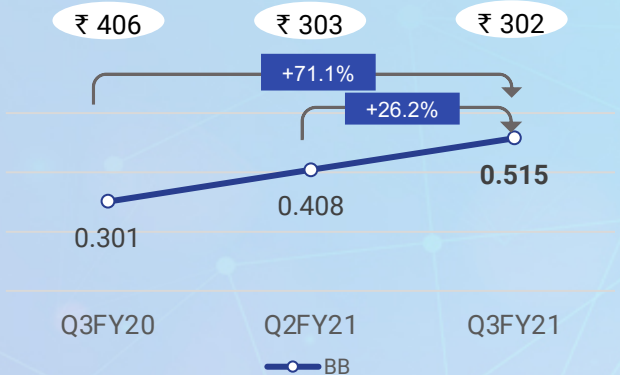
ARPU's- Digital content delivery

(Exit point in ₹)

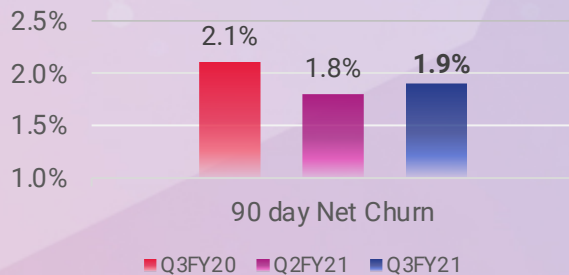


Broadband sub. base & ARPU

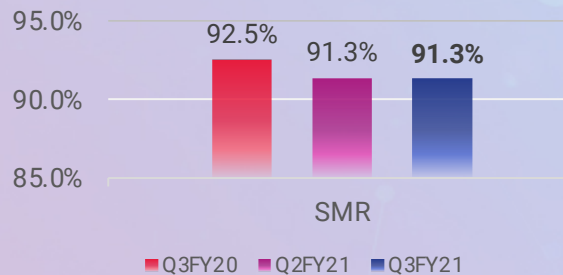
(sub. base in millions & exit ARPU in ₹)



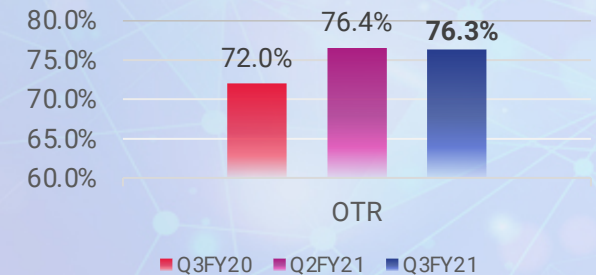
90-day Net Churn



Same Month Renewal



On-Time Renewal



Critical KPIs like 90-day net churn and OTR has improved YoY whilst SMR has remained stable

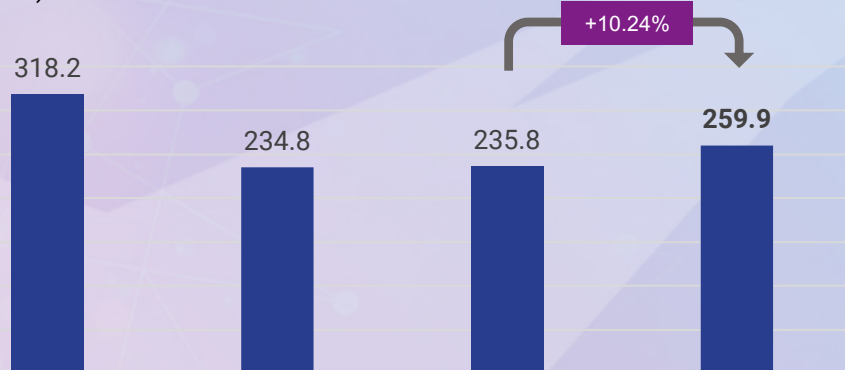
NXTDIGITAL Consolidated : Continuing strong quarterly financial performance



Financial performance in Q3 continues to reflect quarter-on-quarter growth; driven by both, the video and broadband businesses

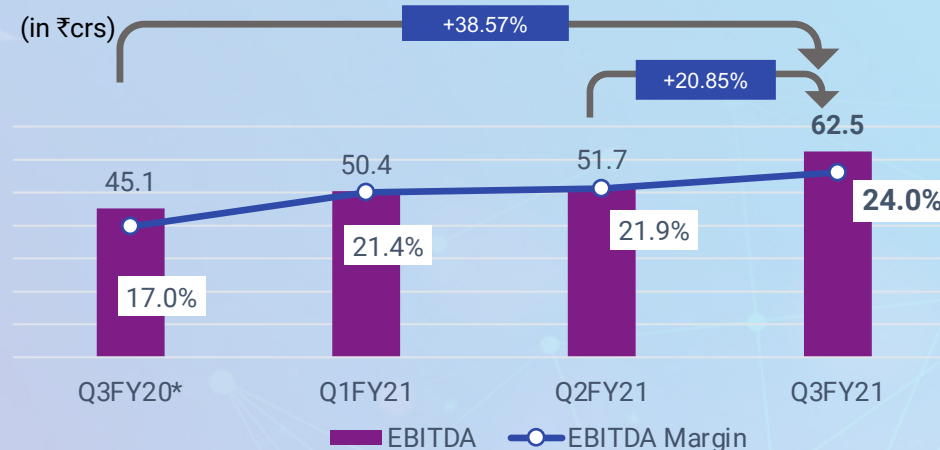
Revenue

(in ₹crs)



EBITDA

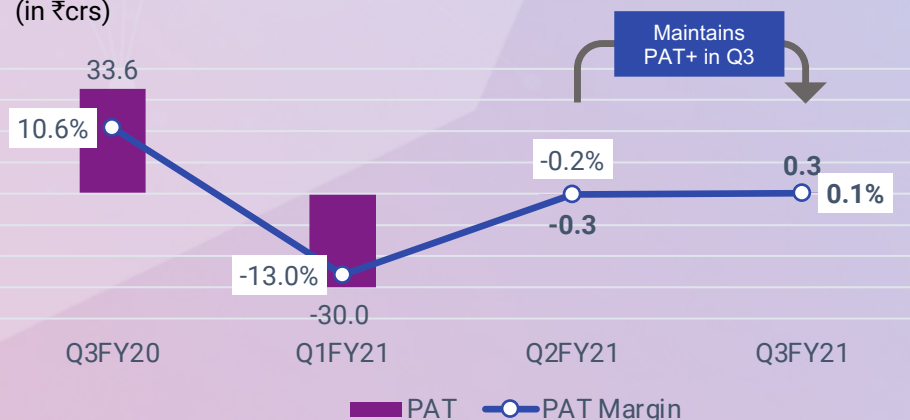
(in ₹crs)



* EBITDA excluding one-time installation income

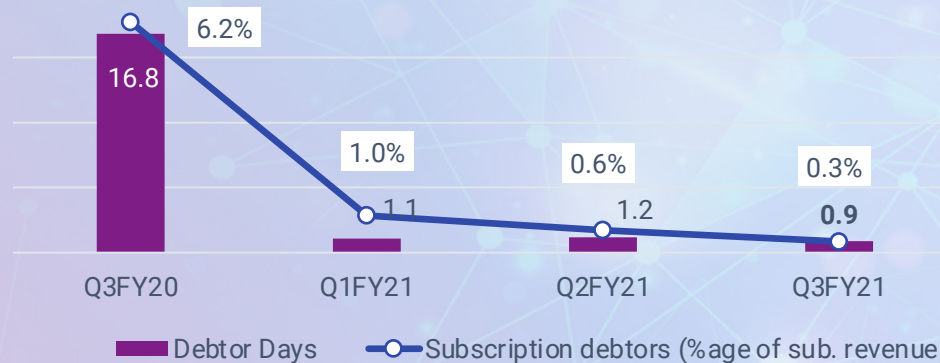
PAT

(in ₹crs)



Subscriber Debtor Days

(Average Subscriber Debtor Days)



Strong EBITDA growth on 9M performance



Whilst revenue saw a dip against last fiscal (attributed to low-margin trading business), EBITDA and EBITDA margins improved over last year

Revenue

(in ₹crs)

Revenue dip of 10.02% attributed to low-margin trading business.

811.9

730.5

9MFY20*

9MFY21

■ Revenue

EBITDA

(in ₹crs)

YoY EBITDA growth of 6.7% and improvement in margins

140.4

149.8

18.5%

20.9%

9MFY20**

9MFY21

■ EBITDA ● EBITDA Margin

* excludes one time revenue of Rs 123.12 Cr, ** EBITDA excluding one-time installation income

FINANCIAL PERFORMANCE SUMMARY

The company continued its growth curve; with revenues growing QoQ by 10.24% to 259.9cr on the back of key initiatives

The company's focus on profitability is reflected in EBITDA growth in Q3 of 20.85% over Q2; with an improved margin of 24.0% over 21.9%

Significantly, on a YoY basis, the company registered an EBITDA growth of 38.57% in Q3FY21 over the corresponding Q3 of last year

Whilst revenues for the 9-month period of FY21 saw a dip of 10.02% (attributed to low-margin trading business), EBITDA performance was better by 6.7% in FY21; and margins improved from 18.5% to 20.9%



HINDUJA GROUP

Annexures



Consolidated Income Statement (Quarterly)

Particulars	Q3FY21 (₹cr)	Q2FY21 (₹cr)	QoQ growth (%)	Q3FY20 (₹cr)	YoY growth (%)
Revenue:					
Total revenue	259.90	235.76	10.2	318.22	-18.3
Expenses:					
Operating costs	127.85	114.94	11.2	135.28	-5.5
People costs	22.53	18.30	23.1	22.47	0.3
Other costs	47.04	50.82	-7.4	62.41	-24.6
Total expenses	197.42	184.06	7.3	220.16	-10.3
EBIDTA	62.48	51.70	20.9	45.09*	38.5
Depreciation	51.65	56.92		49.97	
Interest	35.68	37.52		31.99	
Extra-ordinary income					
Profit before tax	-24.85	-42.73		16.09	
Taxation	-25.18	-42.39		-17.54	
Profit after tax	0.32	-0.34		33.63	

* EBIDTA excluding one-time installation income

Consolidated Income Statement (9M)

Particulars	9MFY21 (₹cr)	9MFY20 (₹cr)	YoY growth (%)
Revenue:			
Total revenue	730.48	811.85*	-10.0
Expenses:			
Operating costs	359.43	392.22	-8.4
People costs	60.93	51.71	17.8
Other costs	145.58	174.58	-16.6
Total expenses	565.94	618.51	-8.5
EBIDTA	149.76**	140.37**	6.7
Depreciation	157.59	143.59	
Interest	109.36	87.21	
Extra-ordinary income			
Profit before tax	-102.41	85.65	
Taxation	-72.39	-67.47	
Profit after tax***	-30.03	29.99	

* Excludes one time revenue of Rs 123.12 Cr

** EBIDTA excluding one-time installation income

***Operating PAT



NXTDIGITAL LIMITED



HINDUJA GROUP