

PRESS RELEASE

Tuesday, 9th August 2022

NXTDIGITAL STARTS FY23 ON A STRONG NOTE, MAINTAINS REVENUE AND EBIDTA PERFORMANCE

- NXTDIGITAL maintains its performance in the first quarter of the current fiscal; consolidated revenue up by 5% year-on-year to Rs 279.1 crores whilst EBIDTA is at Rs 54.1 crores, a growth of 6% year-on-year.
- Wired subscriber base including video and broadband grows by 10% year-on-year; closes the quarter at 5.3 million homes connected, against 4.8 million last year.
- Significant progress made by the media group on broadband-over-satellite; post a binding MOU with Thaicom Public Company Ltd., one of the leading satellite operators in the world.

NXTDIGITAL Ltd., the media vertical of the global Hinduja Group announced its results for the first quarter of the current financial year FY23, at its Board meeting today. The company is India's premier integrated digital platforms company, with a presence in digital television over cable, satellite (through India's only Headend-In-The-Sky or HITS service), broadband, content syndication and teleshopping. It has also entered into a binding MOU with Thaicom Public Company Limited, to provide broadband-over-satellite and related services in India.

Financial Results

On a Consolidated basis, the Company achieved a revenue of Rs 279.1 crores for the quarter ended 30th June 2022, as against Rs 266.6 crores for the corresponding quarter of the previous year and Rs 275.2 crores (excluding proceeds from sale of land) in the previous quarter. On a consolidated basis, the Company achieved an Earnings Before Interest, Depreciation & Taxes (EBIDTA) of Rs 54.1 crores for the quarter ended 30th June 2022, as against Rs 51.2 crores for the corresponding quarter for the previous year and Rs 56.5 crores (excluding profit on sale of land) for the previous quarter.

Growth Drivers in Q1FY23

NXTDIGITAL has remained focused on rapidly building out digital products and solutions to cater to changing consumer preferences and market dynamics, whilst continuing to strengthen its customer footprint across the country.

Today, the media group covers over 4,500 pin codes in over 1,500 cities and towns – offering a host of digital products including digital television, broadband and OTT. It has expanded its award-winning NXTHUBs to another 40 towns and expects to close Q2 with 100 such NXTHUBs in key markets where connectivity remains a challenge. It's unique integrated product of digital television, broadband and OTT drives customer retention whilst the aggregator-based "Strategic Alliance Partner" model continues to attract more ISPs to be a part of its broadband vertical.

Says Vynsley Fernandes, Managing Director and CEO at NXTDIGITAL "Our strategy for this fiscal is to continue to leverage our expanding digital product portfolio, vast national footprint and emerging technologies to drive growth. Our approach is to garner a greater share of the customer wallet across multiple services rather than focusing on ARPU growth of individual product verticals. On the other hand, we are putting our might behind our emerging technologies offerings like broadband-over-satellite as we look to expand our digital services even beyond India."

Update on the Schemes of Arrangements

The Board of Directors of the Company, at their meeting held on February 17, 2022, had, *inter-alia*,



(Formerly known as Hinduja Ventures Limited)

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accorded approval to the Draft Scheme of Arrangement between NXTDIGITAL Limited and Hinduja Global Solutions Limited and their respective shareholders. The Hon'ble National Company Law Tribunal has vide its Order dated July 29, 2022 directed convening of meeting of the Equity Shareholders of the Company on September 02, 2022.

As regards the second scheme, the Board of Directors of the Company at their meeting held on March 16, 2022 had inter alia accorded an in-principle approval for a scheme of arrangement i.e. merger of Hinduja Leyland Finance Limited with the Company. Activities with respect to valuation and related matters are under progress.

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 **650+ channels across 100+ cities and towns** whilst the HITS service is available in more in over **1500 cities and towns covering more than 4500 Pin Codes** - with a significant presence in the fastest-growing demographics of semi-urban, semi-rural and rural India. The company 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 centres, it is the only company that can offer direct-to-network services to any corner of the country. The Company has also launched a network of 82 owned-and-operated NXTHUBs, each with the capability to deliver up to 650 TV services, broadband and OTT as also emerging solutions like WiFi.

Other than Television services, its subsidiary **ONEOTT Entertainment Limited** is one of India's top 4 private Internet Service Providers and has a strong presence in Broadband and Internet services in **150+ cities**. Its services under the brand "**ONE Broadband**" provide converged services of Video, Data and Voice to consumers by delivering highspeed internet and services across multiple cities in India. With "ONE Gigafiber", the broadband company also provides FTTH (Fiber to the Home) services for consumers - providing speeds up to 1,000Mbps.

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