



NXTDIGITAL Limited

INVESTOR/ANALYST Presentation Performance Review FY2021-2022

18th May 2022



HINDUJA GROUP

OIL crosses 1 million customers, adds 200,000 in Q4!

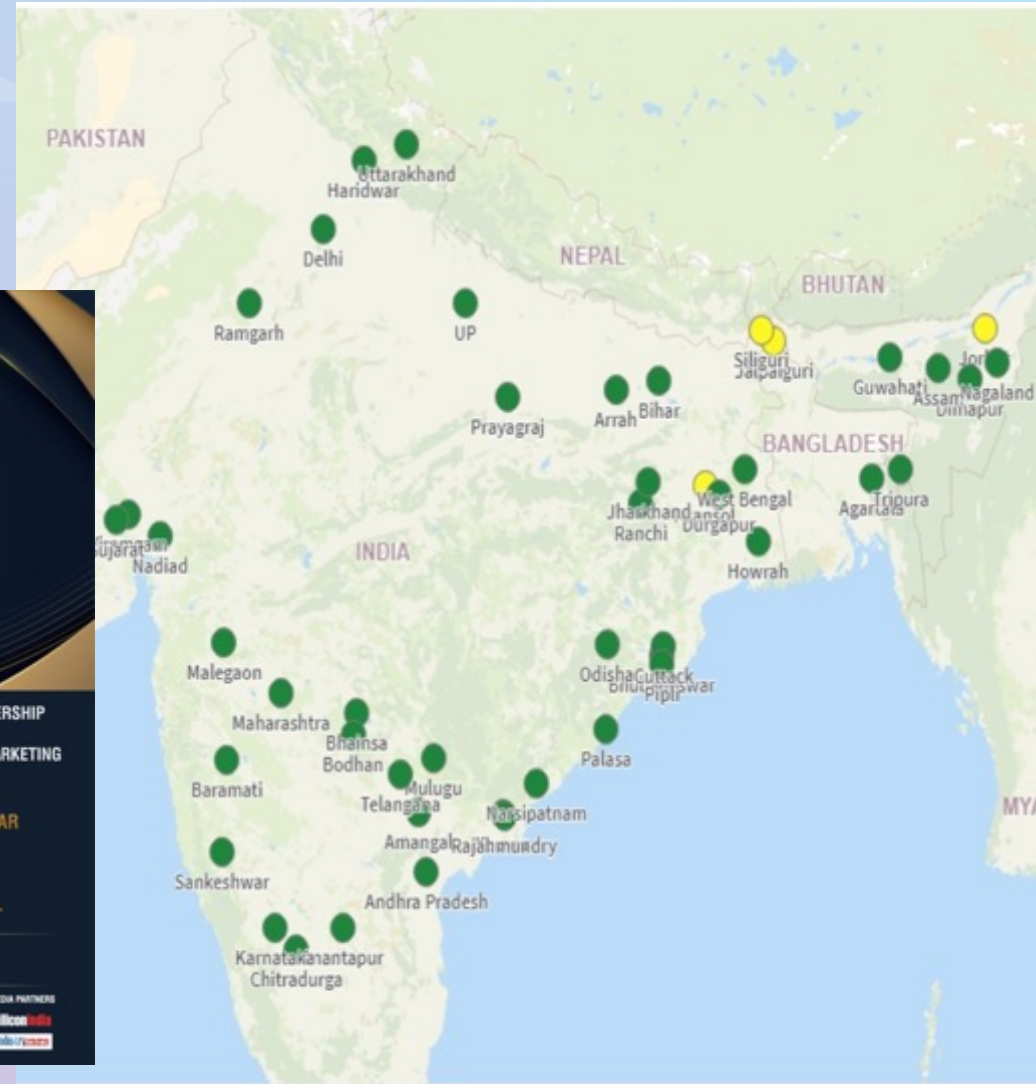


HINDUJA GROUP

INITIATIVES IN Q4 FY22

NXTDIGITAL kicked off its innovative & nationwide plan of “future-ready” NXTHUBs in Q3 offering a plug-and-play model for Digital TV + Broadband + OTT

- As of 31st March 2022, there are 82 owned-and-operated Points of Presence across India. Another 8 are in progress.
- 50% of NXTHUBs launched have already achieved positive operational EBIDTA.



Q4 marketing initiatives



The focus in Q4 was to exhibit NXTDIGITAL's "differentiated offerings" including exclusive content and introducing an industry-first "combo" offering

LIVE DARSHAN OF HOLY SRISAILAM TEMPLE

CHANNEL NAME: SRISAILA TV
CHANNEL NUMBER:
• ANDHRA PRADESH & TELANGANA - 66
• REST OF INDIA - 752

TIMINGS OF PUJA AND OTHER RITUALS

DAILY RITUALS	TIMINGS OF RITUALS	DAILY RITUALS	TIMINGS OF RITUALS
Pradakshina	6:30 AM	Pradakshina	6:30 AM to 10:00 AM
Harsho to Sri Srisaiva Venu	6:30 AM	Abhishekam to Sri Srisaiva Venu	6:30 AM to 10:00 AM
Harsho to Sri Srisaiva Venu	6:30 AM	Pradakshina Aradhana to Sri Srisaiva Venu	6:30 AM to 10:00 AM
Pradakshina & Srisaiva Venu	6:30 AM to 6:30 PM	Pradakshina	6:30 AM to 10:00 AM
Harsho to Sri Srisaiva Venu	6:30 AM to 6:30 PM	Pradakshina	6:30 AM to 10:00 AM
Pradakshina Aradhana, Srisaiva Venu	6:30 AM to 6:30 PM	Pradakshina	6:30 AM to 10:00 AM
Pradakshina to Sri Srisaiva Venu	6:30 AM to 6:30 PM	Pradakshina	6:30 AM to 10:00 AM
Pradakshina to Sri Srisaiva Venu	6:30 AM to 6:30 PM	Pradakshina	6:30 AM to 10:00 AM

LAUNCHING "SRISAILA TV" EXCLUSIVELY FOR NXTDIGITAL SUBSCRIBERS!

LIVE SHIVRATRI BRAHMOTSAVAMS FROM SRISAILAM TEMPLE.

EXCLUSIVELY FOR NXTDIGITAL SUBSCRIBERS ONLY!

ENJOY THE BIGGEST T20 LEAGUE!

26TH MARCH – 29TH MAY 2022

THE ACTION WILL BE LIVE IN 5 DIFFERENT LANGUAGES!

CHANNEL	SRISAILA TV	SRISAILA TV	SRISAILA TV	SRISAILA TV	SRISAILA TV
NAME	SRISAILA TV	SRISAILA TV	SRISAILA TV	SRISAILA TV	SRISAILA TV
LANGUAGE	HINDI	ENGLISH	TAMIL	KANNADA	TELEGU

For more info, contact your Local Cable Operator or call our helpline number!
NXTDIGITAL - 1860 212 0490

GET UP TO 66% DISCOUNT ON OTT PACKS.

ENJOY 300,000 HOURS OF OTT CONTENT ANYWHERE, ANYTIME ON ANY DEVICE.

EXCLUSIVELY FOR NXTDIGITAL EMPLOYEES!

Follow these steps to avail your discount:

- Choose your NCTOTT Pack and send an e-mail to your Regional SPOC filling up all the fields of the attached excel form.
- Post your request e-mail, you will receive a 3000 containing the Employee approval form from NCT, on your mobile number shared.
- You are requested to make the payment to NCT, via the payment link provided in link on mail or the QR to be received by you.
- Send the banked form would avail the relevant NCTOTT Pack on receipt of payment from you.
- Once an OTT pack is selected it cannot be changed.

Region	SPOC Name	Contact	Mobile Number
Andhra Pradesh	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Telangana	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Hyderabad	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Vijayawada	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Rajamahendravaram	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Eluru	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Tenali	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Nellore	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Guntur	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889
Andhra Pradesh - Srisailem	Pradeep Kumar	pradeep.kumar@hinduja.com	9849 889 889

Details of various employee plan options are shown in the attached annexure

ENJOY 700 'LIVE' TV CHANNELS + 300,000 HOURS OF OTT CONTENT... ONLY WITH INDigital!

COMBO OFFER: DIGITAL TV + OTT + BROADBAND AT JUST ₹999/- PER MONTH!

Plan	Digital TV	OTT Pack	Broadband	Total Price
Basic	₹ 354	₹ 329	₹ 316	₹ 999
Standard	₹ 354	₹ 329	₹ 316	₹ 999
Premium	₹ 354	₹ 329	₹ 316	₹ 999

Give a missed call at 90710 34400 or contact the executive on 9029104942 or 8433313735 to avail this offer!
For further details visit www.indigital.co.in

తిడి + OTT

అత్యంత ఆకర్షణీయ దూకా!
650 టివి ఛానెల్స్ + 300,000 గంటల OTT కంటెంట్

కాఫీ ఆకాఫి: తిడి + OTT
తక్కు రేటు వారి ₹409/- మాత్రం మాత్రం మాత్రం

ప్లాన్	టివి	OTT	బ్రాడ్బ్యాండ్	మొత్తం
Basic	₹ 354	₹ 329	₹ 316	₹ 999
Standard	₹ 354	₹ 329	₹ 316	₹ 999
Premium	₹ 354	₹ 329	₹ 316	₹ 999

Give a missed call at 90710 34400 or contact the executive on 9029104942 or 8433313735 to avail this offer!
For further details visit www.indigital.co.in

650 TV CHANNELS + 300,000 HOURS OF OTT CONTENT

COMBO OFFER: TV + OTT STARTING AT JUST ₹409/- PER MONTH!

TV Pack at ₹180/- and NCTOTT 6 pack at ₹279/- (excluding taxes)

Give a missed call at 90710 34400 to avail this offer!
For further details visit www.nxtdigital.co.in



Rewards & Recognition



one Gigabit

has the pleasure of inviting you to attend

5th EDITION FTTH INDIA 4th May, 2022 SHANGRI-LA, NEW DELHI SUMMIT 2022

Digital India's Gigabyte Connect Summit

Join us to watch our CEO's Keynote Address Live

4th MAY, 2022 | SHANGRI-LA, NEW DELHI

Physical and Virtual Event Time: 1000 to 1600 Hrs. IST

(For registrations, click link in description)

FY22 Full-year BUSINESS PERFORMANCE & KPIs

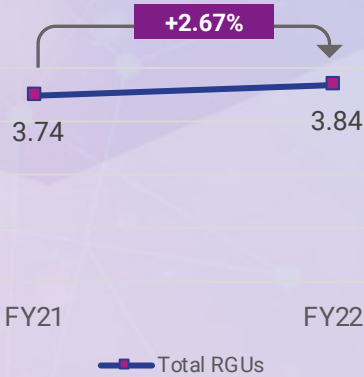
NXTDIGITAL Key Performance Indices (KPIs)



The digital television and broadband verticals continued to focus on innovative growth in FY22 – focusing on NXTHUBs and strategic alliance partnerships respectively

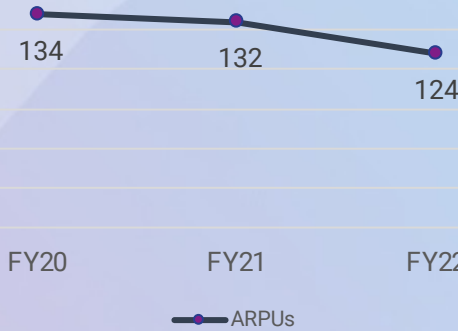
Revenue Generating Units (Digital Video)

(RGUs in millions)



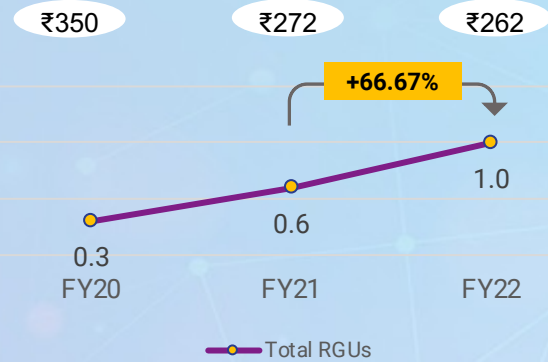
Digital Video ARPUs (Average Revenue Per User)

(Exit ARPU in ₹)



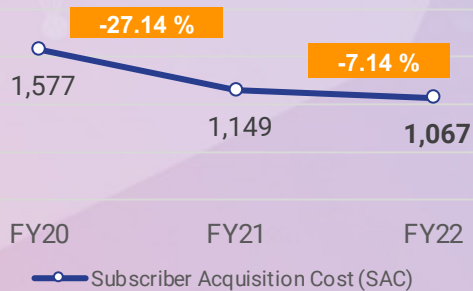
Broadband RGUs & ARPUs

(RGUs in millions & exit ARPU in ₹)

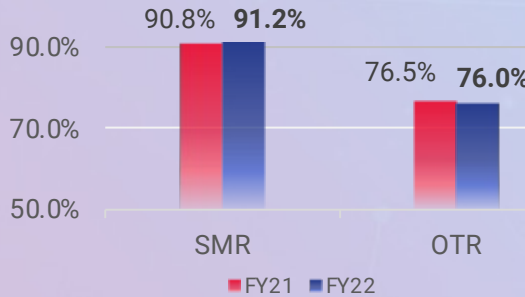


Sub. Acquisition cost : Broadband

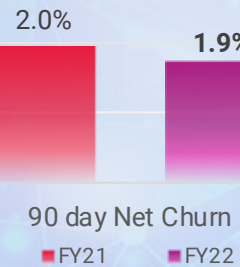
(in ₹)



Same Month & On-Time Renewal



90-day Net Churn



Rapid adaptation to the changing environment and customer preferences has remained the key

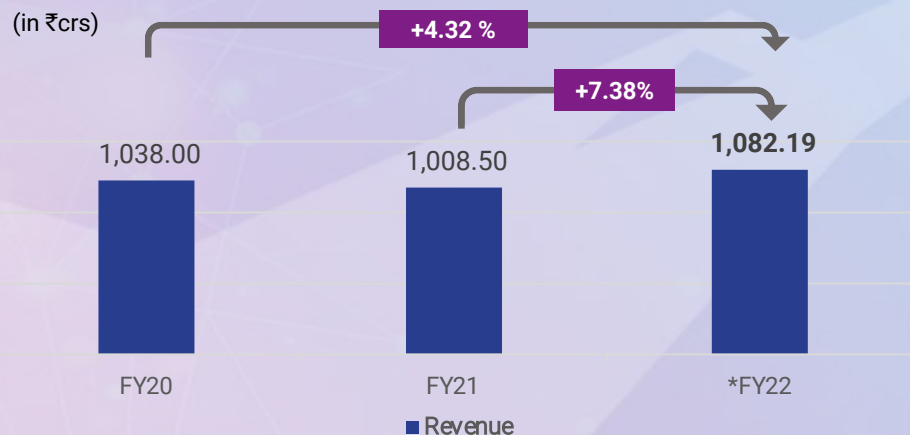


Continuing robust Financial Performance in FY22



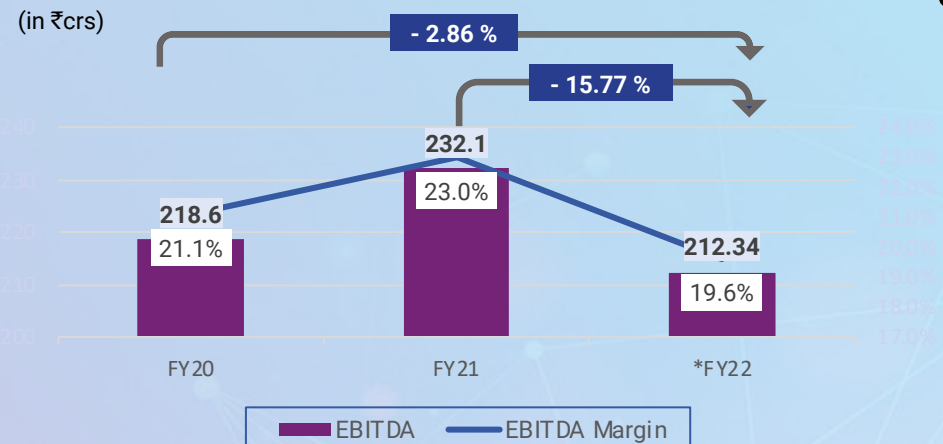
The focus on innovation is reflected in the stable financial performance of the company, ending the year with an upward trend.

Revenue

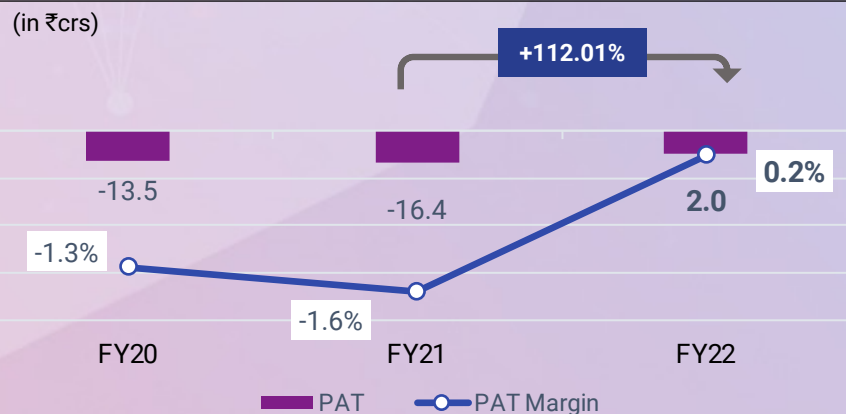


*Excludes the impact of revenue from sale of land

EBITDA



PAT



Business Drivers in Summary

- Digital television business maintains its levels, bucking the industry trend during the year; riding on the roll-out of its award-winning NXTHUBs launched across India.
- Company's broadband division crosses the 1 million customer mark – propelling it into the top 4 private Internet Service Providers in India. Adds 200,000 customers in Q4.
- NXTDIGITAL successfully rolls out its new digital product – offering up to 650 TV services + broadband, with speeds up to 1,000Mbps + up to 300,000 hours of OTT content from leading international and regional platforms.



Annexures

Consolidated Income Statement (Quarterly)

Particulars	Q4FY22 (₹cr)	Q3FY22 (₹cr)	QoQ growth (%)	Q4FY21 (₹cr)	YoY growth (%)
Revenue:					
Total revenue	344.55	264.21	30.41 %	277.97	23.95%
Expenses:					
Operating costs	171.10	136.09	-25.73%	131.09	-30.52%
People costs	17.99	19.13	5.96%	19.16	6.11%
Other costs	55.05	56.07	1.82%	60.18	8.53%
Total expenses	244.14	211.29	-15.55%	210.43	-16.02%
EBIDTA	100.41	52.92	89.74%	67.54	48.67%
Depreciation	58.77	55.92		46.39	
Interest	29.29	35.83		33.29	
Extra-ordinary income					
Profit before tax	12.35	-38.83		-12.14	
Taxation	-71.95	-13.40		-25.80	
Profit after tax	84.30	-25.43		13.66	

*Revenue includes the sale from the real estate

Consolidated Income Statement (Yearly)

Particulars	FY22 (₹cr)	FY21 (₹cr)	YoY growth (%)
Revenue:			
Total revenue	1,152.18	1008.45	14.25%
Expenses:			
Operating costs	588.62	490.52	-20.00%
People costs	76.28	80.09	4.76%
Other costs	231.06	205.76	-12.30%
Total expenses	895.96	776.37	-15.40%
EBIDTA	256.22	232.08	10.40%
Depreciation	223.30	203.98	
Interest	136.12	142.65	
Extra-ordinary income			
Profit before tax	-103.20	-114.55	
Taxation	-105.17	-98.19	
Profit after tax***	1.97	-16.36	

*Revenue includes the sale from the real estate

Thank You!

