



Date: October 14, 2020

To,

**National Stock Exchange of India Limited**  
Exchange Plaza  
Plot no. C/1, G- Block  
Bandra Kurla Complex  
Bandra (E) Mumbai-400 051  
Trading Symbol- **DEN**

**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai-400 001  
Scrip Code- **533137**

Dear Sir(s),

Sub: **Investors' Presentation**



Please find enclosed Investors' Presentation on Unaudited Financial Results for the quarter and half year ended September 30, 2020 for you record.

You are requested to take the note of the same in your record.

Thanking You,

Yours faithfully,

For **DEN Networks Limited**

**Jatin Mahajan**  
**Company Secretary**  
Email: [jatin.mahajan@denonline.in](mailto:jatin.mahajan@denonline.in)  
**FCS-6887**

Enclosed: as above

## **DEN NETWORKS LIMITED**

CIN: L92490MH2007PLC344765

Registered Office: Unit No.116, First Floor, CWing Bldg. No.2 Kailas, Industrial Complex L.B.S Marg  
Park Site Vikhroli(W), Mumbai, Mumbai City, Maharashtra, India, 400079

Landline: +91 22 61289999|E-mail: [den@denonline.in](mailto:den@denonline.in) | Website: [www.dennetworks.com](http://www.dennetworks.com)

# DEN Networks Limited

## Investor Update

Q2 FY20-21



*The information in the presentation may contain “forward-looking statements” which are statements that refer to expectations and plans for the future and include, without limitation, statements regarding DEN’s future results of operations, financial condition or business prospects as well as other statements based on projections, estimates and assumptions. In some cases, these statements can be identified by terms such as “expect,” “intend,” “plan,” “believe,” “estimate,” “may,” “will,” “should” and comparable words (including the negative of such words). These forward-looking statements, reflect the current expectations and plans of the directors and management of DEN, which may not materialize or may change.*

*These forward-looking statements are not guarantees of future performance and you are cautioned not to place undue reliance on these statements. DEN undertakes no obligation to update any forward-looking statements, whether as a result of new information or any subsequent change, development or event. All forward-looking statements in above are qualified by reference to this paragraph.*

S. No	Particulars
1.	Business Overview
2.	Business Highlights
3.	Consolidated - Financials Highlights

# Business Overview





**Den Cable**

Den Cable

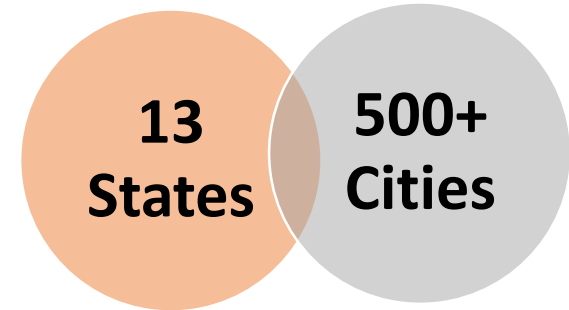


**Den Broadband**

Den Broadband

## Cable Business

- ❖ Incorporated in 2007 with resided office in Mumbai, Den Networks is a leading Cable TV Distribution company in the country with a wide gamut of services including Cable TV and Broadband.
- ❖ DEN's Cable & Broadband operations covers over **500+ cities/towns** across **13 key states** (Delhi, Uttar Pradesh, Karnataka, Maharashtra, Gujarat, Rajasthan, Haryana, Kerala, West Bengal, Jharkhand, Bihar, Madhya Pradesh and Uttarakhand) in India.
- ❖ DEN has been recognized as “**Most trusted brand in Cable TV Industry**”, TRA Research, June'2019



## Broadband Business

- ❖ DEN Broadband Private Limited was incorporated on 5 December 2011 under the Companies Act 1956. The Company is having its registered office at 236, Okhla Industrial Area, Phase III, New Delhi - 110020.
- ❖ The Company is a category “A” ISP (**ISP-IT License No. 820-990/2007-LR dated 2008**) and wholly owned subsidiary of DEN Networks Limited. ISP business (“Broadband”) of the DEN Networks Limited has been transferred into DEN Broadband Private Limited effective from 1<sup>st</sup> of April 2016 (Demerger Order – 15<sup>th</sup> of Sep'17).
- ❖ We have currently enabled Fixed Broadband services across 44 Cities/Towns in India.

# Business Highlights



**Consolidated Total Revenue at  
Rs.338 Cr**

**Growth**

Q2FY21 vs Q2FY20: 2%  
Q2FY21 vs Q1FY21: 12%

**Consolidated EBITDA at  
Rs.62 Cr**

**Growth**

Q2FY21 vs Q2FY20: 30%  
Q2FY21 vs Q1FY21: (2%)

**Profit after Tax (PAT) at  
Rs.37 Cr**

**Growth**

Q2FY21 vs Q2FY20: 284%  
Q2FY21 vs Q1FY21: (37%)

# Consolidated Financial Highlights

# Consolidated Financial Highlights



Particulars (INR Cr)	2Q'21	1Q'21	2Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
Subscription	206	212	196	(3%)	5%
Placement/ Marketing income	96	61	88	58%	9%
Other Operating Income	7	5	19	40%	(63%)
Activation Revenues	28	24	29	20%	(4%)
<b>Revenue</b>	<b>338</b>	<b>301</b>	<b>332</b>	<b>12%</b>	<b>2%</b>
Content Costs	149	135	159	10%	(7%)
Personnel Costs	22	24	24	(7%)	(7%)
Other Opex	75	76	79	(2%)	(6%)
Provision for doubtful debts	29	2	22	1,215%	36%
<b>Total Cost</b>	<b>275</b>	<b>237</b>	<b>284</b>	<b>16%</b>	<b>(3%)</b>
<b>EBITDA</b>	<b>62</b>	<b>64</b>	<b>48</b>	<b>(2%)</b>	<b>30%</b>
<i>EBITDA %</i>	<i>19%</i>	<i>21%</i>	<i>15%</i>		
Dep & Amort	62	63	75	(2%)	(18%)
Finance Costs	1	2	6	(55%)	(84%)
Other Income	41	63	43	(35%)	(4%)
Share in (loss)/ profit of associates	(4)	(3)	2	<i>n.m</i>	<i>n.m</i>
<b>PBT</b>	<b>37</b>	<b>59</b>	<b>12</b>	<b>(37%)</b>	<b>206%</b>
Exceptional Items	0	0	0	<i>n.m</i>	<i>n.m</i>
<b>PBT post exceptional</b>	<b>37</b>	<b>59</b>	<b>12</b>	<b>(37%)</b>	<b>206%</b>
Provisions for Tax	0	0	2	<i>n.m</i>	<i>n.m</i>
<b>PAT</b>	<b>37</b>	<b>58</b>	<b>10</b>	<b>(37%)</b>	<b>284%</b>

# Consolidated Balance Sheet



INR Crore	30.09.2020	30.06.2020
Share Capital	477	477
Reserves & Surplus	2,221	2,184
<b>Networth</b>	<b>2,698</b>	<b>2,661</b>
Minority Interest	69	71
Short & Long Term Debt	0	1
Deferred Revenue	246	270
Trade Payables (including provision for expenses)	351	372
Other Liabilities	139	134
<b>Total Equity &amp; Liabilities</b>	<b>3,503</b>	<b>3,509</b>
Fixed Assets, Net	511	552
Capital work-in-progress	27	20
Goodwill on consolidation	162	162
<b>Fixed Assets</b>	<b>700</b>	<b>734</b>
Non - Current Investment	63	67
Trade receivables	156	127
Cash and Cash Equivalents	2,297	2,239
Other Assets	287	343
<b>Total Assets</b>	<b>3,503</b>	<b>3,509</b>

Note: Previous figures have been reclassified wherever necessary.

**Thank You**

**Jatin Mahajan**

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**DEN Networks Ltd.**

**(CIN No. L92490DL2007PLC165673)**