



**April 16, 2024**

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

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

Scrip Code - **533137**

Trading Symbol - **DEN**

Dear Sir(s),

**Sub: Investors' Presentation**

Please find enclosed Investors' Presentation on Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2024, for your record.

Thanking You,

Yours faithfully,

For **DEN NETWORKS LIMITED**

**Hema Kumari**  
**Company Secretary & Compliance Officer**

**Encl:** As above

**DEN Networks Limited**

CIN: L92490MH2007PLC344765

**Corp. Office:** 236, Okhla Industrial Estate, Phase-III, New Delhi-110 020

Landline: +91 11 40522200 || Facsimile: +91 11 40522203 || E-mail: den@denonline.in || www.dennetworks.com

**Regd. Office:** Unit No.116, First Floor, C Wing Bldg. No.2 Kailas Industrial Complex L.B.S Marg Park Site  
Vikhroli(W), Mumbai, Mumbai City, Maharashtra, India, 400 079

Landline: +91 22 25170178 || E-mail: den@denonline.in || Website: www.dennetworks.com

# DEN Networks Limited

## Investor Update

Q4 FY23-24

16<sup>th</sup> April 2024



*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.	<a href="#"><u>Business Overview</u></a>
2.	<a href="#"><u>Business Highlights</u></a>
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# Business Overview

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**Den Cable**

Den Cable

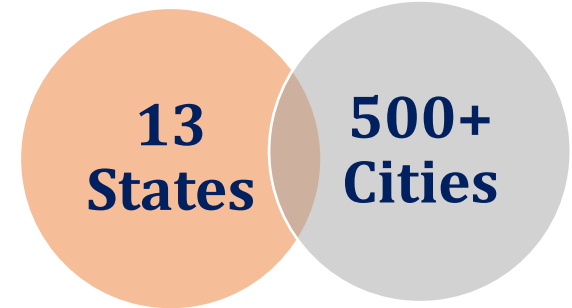


**Den Broadband**

Den Broadband

## Cable Business

- ❖ Incorporated in 2007 and having registered office in the State of Maharashtra, Den Networks is a leading Cable TV Distribution company in the country with a wide gamut of services.
- ❖ DEN's Cable 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.



## Broadband Business

- ❖ DEN Broadband Limited was incorporated in 2011. The Company is having its registered office in New Delhi.
- ❖ The Company holds Unified License and is wholly owned subsidiary of DEN Networks Limited.
- ❖ We have currently enabled Fixed Broadband services across 41 Cities/Towns in India.



# Business Highlights



# Key Highlights Q4 FY23-24



Zero Gross Debt



Healthy Cash balances of Rs. 2,931 crores



Stable EBIDTA



Higher PAT in Q4'24 Vs Q3'24



96% online Collection including subsidiaries



# Financial Highlights: Q4 FY23-24



**Consolidated  
Total Revenue  
at  
Rs.258 Cr**

**Consolidated  
EBITDA  
at  
Rs.40 Cr**

**Consolidated  
PAT  
at  
Rs.77 Cr**

**Cash & Cash  
Equivalents  
at  
Rs. 2,931 Cr**

# Consolidated Financial Highlights

# Consolidated Financial Highlights



Particulars (INR Crore)	Q4' 23-24	Q3' 23-24	Q4' 22-23	FY 23-24	FY 22-23	Q4' 23-24 V/s Q3' 23-24	Q4' 23-24 V/s Q4' 22-23	FY 23-24 V/s FY 22-23
Subscription	132	141	144	566	620	(6%)	(8%)	(9%)
Placement/ Marketing Income	112	117	113	435	389	(5%)	(1%)	12%
Other operating Income	7	7	16	49	66	2%	(56%)	(25%)
Activation Income	7	7	10	31	55	(10%)	(35%)	(44%)
<b>Revenue</b>	<b>258</b>	<b>273</b>	<b>283</b>	<b>1,081</b>	<b>1,130</b>	<b>(5%)</b>	<b>(9%)</b>	<b>(4%)</b>
Content Cost	145	154	151	607	599	(6%)	(4%)	1%
Personnel Cost	20	19	21	80	83	8%	(3%)	(4%)
Other Opex	53	60	75	232	295	(11%)	(28%)	(21%)
Provision for doubtful debts/ Advances	0	(1)	1	7	1			
<b>Total Cost</b>	<b>218</b>	<b>232</b>	<b>247</b>	<b>926</b>	<b>978</b>	<b>(6%)</b>	<b>(12%)</b>	<b>(5%)</b>
<b>EBIDTA</b>	<b>40</b>	<b>41</b>	<b>36</b>	<b>155</b>	<b>152</b>	<b>(2%)</b>	<b>11%</b>	<b>2%</b>
<i>EBIDTA %</i>	<b>16%</b>	<b>15%</b>	<b>13%</b>	<b>14%</b>	<b>13%</b>			
Dep & Amort	28	28	29	113	119			
Finance Costs	1	1	1	3	1			
Other Income	55	51	27	207	112			
Share of profit / (loss) of associates	3	(1)	(2)	(2)	(0)			
<b>PBT</b>	<b>69</b>	<b>62</b>	<b>31</b>	<b>245</b>	<b>143</b>	<b>11%</b>	<b>120%</b>	<b>71%</b>
Income Tax	5	0	(0)	6	1			
Deferred Tax	(13)	14	(95)	26	(94)			
<b>PAT</b>	<b>77</b>	<b>48</b>	<b>126</b>	<b>213</b>	<b>236</b>	<b>61%</b>	<b>(39%)</b>	<b>(10%)</b>
Other Comprehensive Income	0	0	16	1	13			
<b>TCI</b>	<b>77</b>	<b>48</b>	<b>142</b>	<b>213</b>	<b>249</b>	<b>60%</b>	<b>(46%)</b>	<b>(14%)</b>

# Consolidated Balance Sheet



Particulars (INR Crore)	31-03-24	31-12-23
Share Capital	477	477
Reserves & Surplus	2,943	2,864
<b>Net Worth</b>	<b>3,420</b>	<b>3,341</b>
Minority Interest	43	47
Deffered Revenue	60	65
Trade Payables	262	347
Other Liabilities	142	135
<b>Total Equity &amp; Liabilities</b>	<b>3,927</b>	<b>3,935</b>
Fixed Assets, Net	362	379
Capital work-in-progress	18	16
Goodwil on Consolidation	153	153
<b>Fixed Assets</b>	<b>533</b>	<b>548</b>
Non-Current Investment	65	62
Trade Receivables	135	177
Cash & Cash Equivalents	2,931	2,892
Other Assets	263	256
<b>Total Assets</b>	<b>3,927</b>	<b>3,935</b>



# Thank You

**Hema Kumari**

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**DEN Networks Ltd.**

**(CIN No. L92490MH2007PLC344765)**