



April 14, 2023

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, 2023, for your record.

Thanking You,

Yours Faithfully,

For **DEN NETWORKS LIMITED**

Hema Kumari
Digitally signed
by Hema Kumari
Date: 2023.04.14
18:38:59 +05'30'

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 FY22-23

14th April, 2023



Disclaimer



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 |
| 4. | Consolidated Balance Sheet |
| 5. | Contact Information |



Business Overview



Business Overview

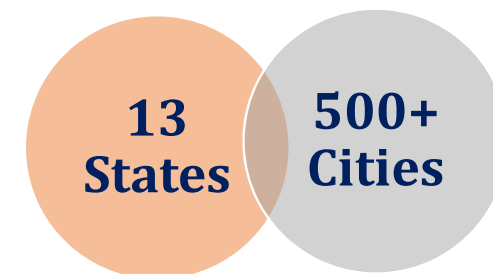


Business Overview



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 FY22-23



Zero Gross Debt



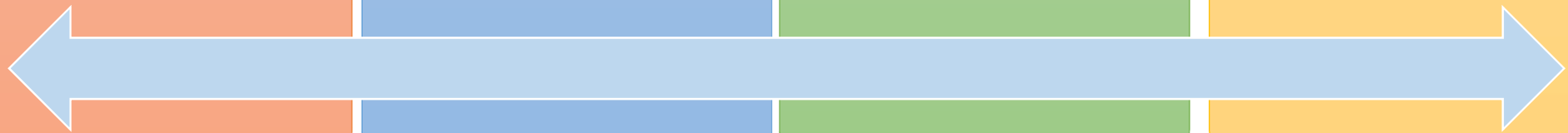
Higher
Revenue
in Q4 Vs Q3



Higher
PAT
in Q4 Vs Q3



95% online
Collection
including
subsidiaries



Financial Highlights: Q4 FY22-23



**Consolidated
Total Revenue
at
Rs.283 Cr**

**Consolidated
EBITDA
at
Rs.36 Cr**

**Consolidated
PAT
at
Rs.126 Cr**

Consolidated Financial Highlights

Consolidated Financial Highlights



| Particulars (INR Crore) | Q4' 22-23 | Q3' 22-23 | Q4' 21-22 | FY'23 | FY'22 | Q4' 22-23 V/s Q3' 22-23 | Q4' 22-23 V/s Q4' 21-22 | F.Y.23 v/s F.Y. 22 |
|--|------------|------------|------------|--------------|--------------|----------------------------|----------------------------|-----------------------|
| Subscription | 144 | 157 | 167 | 620 | 711 | (8%) | (14%) | (13%) |
| Placement/ Marketing Income | 113 | 90 | 93 | 389 | 367 | 26% | 21% | 6% |
| Other Operating Income | 16 | 18 | 26 | 66 | 69 | (13%) | (40%) | (5%) |
| Activation Income | 10 | 13 | 17 | 55 | 79 | (19%) | (41%) | (30%) |
| Revenue | 283 | 277 | 303 | 1,130 | 1,226 | 2% | (7%) | (8%) |
| Content Cost | 151 | 147 | 148 | 599 | 613 | 3% | 2% | (2%) |
| Personnel Costs | 21 | 19 | 21 | 83 | 85 | 7% | (2%) | (2%) |
| Other Opex | 75 | 73 | 79 | 295 | 307 | 2% | (5%) | (4%) |
| Provision for doubtful debts/ advances | 1 | 0 | 1 | 1 | 18 | 277% | (15%) | (92%) |
| Total Cost | 247 | 239 | 248 | 978 | 1,022 | 3% | (1%) | (4%) |
| EBIDTA | 36 | 37 | 55 | 152 | 203 | (4%) | (34%) | (25%) |
| <i>EBIDTA %</i> | 13% | 14% | 18% | 13% | 17% | | | |
| Dep & Amort | 29 | 30 | 33 | 119 | 148 | (3%) | (11%) | (20%) |
| Finance Cost | 1 | 1 | 0 | 1 | 0 | | | |
| Other Income | 27 | 42 | 26 | 112 | 121 | (36%) | 4% | (7%) |
| Share of profit / (loss) of associates | (2) | 1 | 2 | (0) | (2) | | | |
| PBT | 31 | 50 | 50 | 143 | 174 | (37%) | (38%) | (18%) |
| Tax Expense / (Income) | (95) | 0 | 2 | (93) | 3 | | | |
| PAT | 126 | 49 | 49 | 236 | 171 | 156% | 160% | 38% |
| Other Comprehensive Income | 16 | 0 | (3) | 13 | 6 | | | |
| TCI | 142 | 49 | 46 | 249 | 177 | 187% | 211% | 41% |

Note: The company is in compliance with NFRA regulations dated March 29, 2023 on accounting policies of revenue recognition and initial measurement of trade receivables in its financial statements

Consolidated Balance Sheet



| Particulars (INR Crore) | 31-03-2023 | 31-12-2022 |
|---------------------------------------|--------------|--------------|
| Share Capital | 477 | 477 |
| Reserves & Surplus | 2,731 | 2,581 |
| Net Worth | 3,207 | 3,058 |
| Minority Interest | 49 | 58 |
| Deffered Revenue | 82 | 91 |
| Trade Payables | 267 | 295 |
| Other Liabilities | 154 | 158 |
| Total Equity & Liabilities | 3,759 | 3,659 |
| Fixed Assets, Net | 409 | 414 |
| Capital work-in-progress | 29 | 27 |
| Goodwil on Consolidation | 153 | 153 |
| Fixed Assets | 592 | 594 |
| Non-Current Investment | 67 | 69 |
| Trade Receivables | 106 | 128 |
| Cash & Cash Equivalentents | 2,693 | 2,662 |
| Other Assets | 301 | 206 |
| Total Assets | 3,759 | 3,659 |

Note: Previous figures have been reclassified wherever necessary.

Thank You

Hema Kumari

InvestorRelations@DenOnline.in

+91 11 4052 2200

DEN Networks Ltd.

(CIN No. L92490MH2007PLC344765)