

# **NXTDIGITAL Limited**

**Investor Presentation Q3FY22 Performance Update** 

12th February 2022











# **NXTDIGITAL** Initiatives in Q3



### **Franchisee & Consumer Communication**



















### **NXTHUBs**



NXTDIGITAL kicked off its nationwide plan of "owned-and-operated" NXTHUBs in Q3 of FY22 offering a plug-and-play model for Digital TV + Broadband + OTT

As of 31st December 2021, there are 59 fully operational NXTHUBs across India and a further 7 in activation mode. All the NXTHUBs deliver 650 digital TV channels + up to 300,000 hours of OTT content from leading platforms + the option of broadband, wherever feasible





### NXTHUBs | National Press & TV Coverage



NXTDIGITALએ એની "વૃદ્ધિ ૩.૦ માટે પાર્ટનરશિપ" પ્રસ્તુત કરી – સમગ્ર દેશમાં જ નવા NXTHUBs સાથે એના નેટવર્કનું વિસ્તરણ થશે; વિવિધ એપની જાહેરાત ક આંતરરાષ્ટ્રીય સ્તરના હિંદુજા 🕝

NXTDIGITALએ :

దేశవ్యాప్తంగా 40 ఎస్ఎక్స్ టి హబ్ల్ ప్రారంభం

పార్టనర్ష్మిప్ ఫర్ గ్రోత్ 3.0ను విదుదల చేసిన ఎన్ఎక్స్ట్ డిజిటల్

ପ୍ରତିଟି ଏକ୍ ଗୋଟି ହଳରେ ସଦାରମ । ଉପରକ୍ଷ ରହିଛି ଓ ଯେଉଁ ସ୍ଥାନଗୁଡ଼ିକରେ । ଅନୁଧି ସୂଚ୍ଚ କରିତ ।

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హెట్ ఎక్ఎక్స్ టీ డిజిటర్ ఎక్కై కుమార్ మాట్లాయతూ మేము ప్రారంభంధిన 60

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Stand Stand Holes & Start work hard తూ వుది కోసం భాగసాయాలు అనేది హిందుకా గ్రాంక్ కింక పిడ్డాంకాలలో ఒకటే very di ercedenci full ud, melgel verce biné dit dice entre er di 200' φήνη δήνου έναι έναι βινανού τι λάλνενος χάν εξή 67600 ( 405-4 ) అయ్యేందుకు హిల్పే ఆనిక్కరండాడుకి విరిపోరు. అంద్రభుకేష్, విలుగాణ రీజనల్



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NXTHUBAT

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మరో 60 నెక్క్ హబ్ల్ ప్రారంభస్వాం - ఫైర్మాండెజ్ DIGITA



**జార్. రాజధాని మ్యా**స్: గోర్రజల్ హిందుజా గ్రూప్ ను చెందిన మీడియా కిజిటల్ కేబుల్, హెచ్బలిఎస్.(హెచెండ్ ఇస్ ద<sub>ేస్తే), జాడ్బ్యాండ్, కంటెంట్,</sub> గ్ అంటిస్కర్న భారతదేశపు ప్రేమియర్ ఇంటిగ్రేమిడ్ డిజిటల్ డిస్టిబ్యాప్తన్ స్ఎక్ట్-టిడిజరుల్ ఔముచిడ్ దేశ బ్యాప్తంగా 40హటోలను స్టారంభం కంట. టుగా తమ జాఫ్ఫ్ మెల్ ఓనర్స్ ఎల్ఎంఓలు కోసం దిలువ ఆధారత ప్రతం పిడుదల నేటంది. రాండీతో ప్రయోగాత్మకంగా కార్యకలాసాలు ంతం కావడంతో అంద్రప్రదేశ్, తెలంగాణా, గుజరాత్, ఉత్తరప్రదేశ్,

, ස්පාර්ස් බබ් 13 පැමැතේ , ආප්රකරණරු බරමු ඔසුරීරණරේ, බරමු డ్ ఎస్ఎ కుమార్ మాట్లాడుతూ తెలుగు రాష్ట్రాల్లో ఎస్ఎక్కటి హల్లేందు

### 40 new NXTHUBs launched simultaneously in country

NXTDIGITAL Limited (NDL), the media vertical of the global Hinduja Group and India's premier integrated digital distribution company offenng digital cable, HITS Headend-In-The-Sky), broad band, content and teleshop ping; today launched 4 aveiled a Value-Added App

services received via satellite 4.400 pin codes, as well as to LMOs and their contempor.

### ટે પાર્ટનરશિપ" પ્રસ્તુત કરી – સમગ દેશમાં નું વિસ્તરણ થશે: વિવિધ એપની જાહે

વરૂપે ક્ષરૂ કરવામાં કંપનીની કામગીરી વ NDL દરેક લોકેશનને વ્યુતાત્મક aless Bleze સાદ છે – જેઓ ઉદેશ

માલિક અને કરવામાં આવ્યું છે. ની છે તથા ADDS ૪,૪૦૦થી વધારે પિના तेमप्र क्यां LMOनी સ્ટમ પરાવતી લેટેસ્ટ કરવાની શમતાથી મર્વા

expands its network with 40 new NXTHUBs across the country; announces its suite of apps NKIDIGITAL Limited regionly chosen to ma-CNDE 's, the conflowerbook must the company is fore-

NXTDIGITAL launches its "Partnership for Growth 3.0"

the global Himbin grist across the experty. up and fadle 's present solus is tradey stands of ever regrand digital distribution is \$100 piccolor, as well pure regrand offering digit. Facus on markets, where company offering fight. Facus on markets where could little provided. (MID growth in com-In The Skyl, broadband, unused by the ability to becaused 40 ping and play wholes fa-

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### NXTDIGITAL launches its Partnership for Growth 3.0"

TDIGITAL Limited services received via

eir customers. The XTHUB plug-and-play odel eliminates the sed for LMOs to invest headend and related chnology. Besides deo and broadband, ese NXTHUBs are ture-ready to offer a ew of additional digital rvices including OTT d WiFi.

en strategically chosen only satellite-based cable

v d e r a b a d: over 650 digital TV financial yearthat will further strengthen the 4DL"), the media satellite to LMOs and NDL footprint across the

Says Vynsley Fernandes, Managing Director & CEO of NXTDIGITAL Limited "One of the key principles of the Hinduja Group is 'Partnership for Growth'. After 2.0 saw the launch of HITS to connect LMOs in even most remote Each location has locations through the the TV platform in India: 3.0





## )క్స్ట్ టీ నుంచి 40 హబ్స్ ్వారా శాటిలైట్ టీవీ, నెట్ సర్వీసులు

ණා කානිර්ම්ඩ් එකිනවී එව స్ఎక్-టీ డిజిటల్ (ఎస్ట్ఫీఎల్) హాట్-ను. మొబెల్ యాప్స్ దీని ఎలకానిక్ విధానంలో హా 13 రాషాలో గురువారం ాందుణా గూపునకు రెందిన టల్ టీవీ సర్వీసులు, వీడియో పొందవరు. సెట్ట్ టాఫ్ బాఫ్ సేవలనూ ఇసామని కంపెనీ ంలోని 4,400 పిన్రోజ్లకు

సేవలను అంది స్థామని తెలిపింది. వర్చే ఏప్రిల్ లోపు హబ్స్ సంఖ్య 100కు పెంచుతామని ఎస్ఓీఎల్ పక



టించింది. ఈ విధానంలో హబ్లకు శాటిలైట్ ద్వారా కంటెంట్ అందుతుంది. దీనిని ఫైబర్ ద్వారా కేబుల్ ఆపరేటర్ ఇస్తారు. ఆపరేటర్ ఇండలో సెటప్ట్రూకు ల ను అమర్చి చానెల్స్ ను మసారం చేస్తారు

https://epaper.v6velugu.com/c/64023880

పార్లనర్ షిప్ ఫర్ గ్రోత్ 3.0 పేరుతో.



ss India and un e-Added App fo Owners (\*LMO) to on the launch in Ranchi.

Natdigital, I

HUBs were ele Telangana, Gujarat, Uttar OTT and WIFL Pradesh, Maharashtra and Each location has been print across the country.

iding Andhra Pradesh, digital services including year that will further

taunched at an event in NXTHUBs are future-ready planned a total of 100 such at prices. System — to distribute rebad across 13 states to offer a slew of additional NXTHUBs for this financial කරන්දීන් ව්යාක්ෂය ලෙස කලයා පහළ strengthen the NDL foot-0 3gdocroto decresion 5

### **NXTDIGITAL "Combo" product**



NXTDIGITAL launched the first "combo" product, offering customers across the country up to 700\* TV channels + over 300,000 hours of OTT content from leading OTT platforms + broadband wherever feasible, with speeds up to 1,000Mbps

NXTDIGITAL also launched it's advanced Android device "NXTCONNECT" and it's innovative "live TV" stick "NXTGO".







\* NXTDIGITAL offers digital cable (INDIGITAL) customers up to 700 TV

First ever B2C pricing announced

by NXTDIGITAL - ensuring uniformity across the country



channels while customers of HITS can receive up to 650 TV channels

### "Combo" Product Launch: National Digital Upskilling Training Program





30+

**Distributors** 

100+

NDL Business & Operations Staff

200+

Field Technicians trained

900+

Franchisees attended the sessions



### Combo Product | Media Coverage



# नेक्स्टडिजिटल लिमिटेड ने सब्सऋाइबर्स के

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Broadband ar

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OTT content.

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AND "LIVE" TV STICK

તાલવા ઉપાસ્તારે પર પાસી શા steent wanting

NXTDIGITAL LAUNCHES ITS "COMBO" PRODUCT FOR

+ OTT. ALSO ROLLS OUT ITS ADVANCED ANDROI

MEDIGITAL

NXTDigital Launches Its "COMBO" Product - TV Channels + Broadband + OTT

- Subscribers can access up to 700 TV channels + over 300,000 hours of OTT content broadband with speeds up to 1,000Mbps.
- Company launches its advanced Android Set Top Box, NXTCONNECT, offering OTT games, karaoke and much more. Also launches its "live" TV stick, NXTGO, giving
- Services are exclusive for NXTDIGITAL and INDIGITAL subscribers across India currently, with combo package prices starting as low as Rs. 409 per month.

India's premier integrated digital platforms company NXTDIGITAL Limited, the media vertical of the Hinduja Group, with a presence in digital cable, satellite (HITS), broadband, content

SUBSCRIBERS; COMPRISING TV CHANNELS + BROADBAND

नेक्स्टडिजिटल लिमिटेड ने सब्सऋाइबर्स के

टेलीशॉपिंग में अपनी मौजूदगी के साथ हिंदूजा समृह की मीडिया वर्टिकल

भारत को प्रमुख एकोकत डिजिटल फोटफॉर्म कंपनी नेकस्टीडीजटल लिमिटेड

करिमों पैक के माथ प्रारम्प 700 तक दीनी फैनन, माथ ही 300,000 भी में

क्षेत्रीय दर्शकों की प्राथमिकताओं को पूर करने के लिए, चर्मिको

ओडोडो प्लेटकार्में की विविध सामग्री 'जुटई गई है। इनमें शामिल

भी जुद्र प्रक्रक भी नए लॉन्च किए गए एक्संस्ट एंड्रॉइट सेट टॉप कॉस

में अच्छेड़ कर सकते हैं। इन्होंची स्टॉरन के साथ एनएकाटी करेकर

स्विधा का रहभ उठ सकते हैं।

ने परे धारत में अपने ग्राहकों के लिए अपना 'कम्बो ' पैकेज लॉन्न किए हैं

DIGITAL LAUNCHES ITS "COMBO" PRODUCT FOR 3SCRIBERS

शामिल है टीवी चैनल +ब्रॉडबैंड + ओटीटी हिर्देश्यक केवल, मैटेलाइट (हिट्स), ब्रोडबेंड, बर्टिट मिडिकेशन और OUT ITS ADVANCED ANDROID DEVICE AND "LIVE" TV STICK

hes its advanced Android Set Top Box AXTCONNECT, offering CTT, games, karaoke and much more ve" TV stick, NXTBO, giving access up to 700 TV channels.

oske for NXTORITAL and INVISITAL subscribers across India currently, with combo sackage prices अधिक अंदेरीते मामग्री ,1,000 एमबोग्रीएम तक की गति के माथ ब्रॉटवेंड की 8: 49,07000

grated digital platforms company KXTDIGITAL Limited, the media vertical of the Hindula Group, with a

this exhibits (GTC) broodyand routest supportion and balancesing for investment in

### NXTDIGITAL LAUNCHES ITS "COMBO" PRODUCTFOR SUBSCRIBERS

integrated NXTDIGITAL Limited, Hungama Play, Eros channels. Both devices the media vertical of the Now, Aha, &hoiches. Hinduja Group, with a These exclusive Combo presence in digital cuble. (HITS). broadband, content syndication teleshopping. launched its "combo" With the combo pack, subscribers can enjoy up to 700 TV channels + launched advanced 300,000 hours of OTT Android Set Top Box our inherent agility in content+ broadband. with speeds up to

preferences, the combo packs include choice of getting access to a host package gives our OTT content from of Android applications including Amazon from karaoke to games. SonyLIV.Disney+H NXTDIGITAL has scamlessly and onotstar,ZEE5,VOOT,Sun launched its "live" TV

digital ShemurooMeEPIC-ON, can give subscribers platforms company Hungama Music, access to up to 200 TV are available at a bundled Packs are at different Rs.1,499, which includes price-points, starting at a 1-month subscription Rx.409 per month. OTT to an OTT package. services can be accessed has on existing devices like Fernandes, Managing mobile phones, tablets, its laptops, desktops or subscribers across India. smart TVs. Existing faunch of the combisubscribers can also upgrade to the newly (STB), NXTCONNECT. with SGB of storage allows subscribers to content consumption and To cater to regional upgrade their standard our focus on emerging TV sets to "smart" TVs., technologies. The combi platforms beyond OTT, ranging

Vynuley Director & CEO at NXTDIGITAL, "The package, the advanced Android STB and the 'live' TV stick reflects adapting to changing consumer patterns of subscribers a single window to access the

best of television, OTI

For existing Smart TVs, and hi-speed broadband

introductory offer of

नक्स्टाङ्गजटल लामटड न सब्सक्राइबस के लिए लॉन्च किया अपना कॉम्बो प्रोडक्ट, इसमें

नेक्स्टिडिजिटल ने लॉन्च किया कॉम्बी प्रोडक्ट

मुम्बई। नेक्स्टाडेजिटल लिमिटेड ने पूरे भारत में अपने ग्राहकों के लिए अपना कॉम्बो पैकेज लॉन्च किया है। कॉम्बो पैक के साथ ग्राहक 700 तक टीवी चैनल साथ ही 300000 घंटे से अधिक ओटीटी सामग्री 1000 एमबीपीएस तक की गृति के साथ ब्रॉडबैंड की सुविधा का लाभ उठ सकते हैं। क्षेत्रीय दर्शकों की प्राथमिकताओं को पूरा करने के लिए कॉम्बो पैक में प्रमुख ओटीटी प्लेटफार्मों की विविध सामग्री जुटाई गई है। ये विशेष कॉम्बो पैक विभिन्न मृत्य बिंदुओं पर उपलब्ध्य हैं, जो प्रति माह 409 रूपए से शुरू होते हैं। ओटीटी सेवाओं को मोबाइल फोन, टैबलेट, लैपटॉप, डेस्कटॉप या स्मार्ट टीवी जैसे मौजदा उपकरणों पर एक्सेस किया जा सकता है। मौजूदा ग्राहक भी नए लॉन्च किए गए एडवांस्ट एंडॉइड सेट टॉप बॉक्स एसटीबी में अपग्रेड कर सकते हैं।

300,000 hours of OTT content -

ve" TV stick, NXTGO, giving access to

Prime, SonyLIV, Disney+Hotstar, ZEEz,VOOT, ShemarooMe, EPIC-ON, Hungama Music, Hungama Play Aha, & hoichoi. ये विशेष फीम्बो पैक विधित मृत्य-बिट्टार्टी पर जो प्रति चाह 400 रुपए से शुरू होते हैं। ओटीटी सेकारों को मे

रेक्तर, लेपर्टप, डेस्कर्टप या स्मार्ट टीवी कैमे मीजूद उपकरण

NXTDigital launches 'co की में अपने की में subscribers; includes TV channels, broadband and OTT

The company has also launched its advanced Android set-top box which offers OTT, games, karaoke and much more



BestMediaInfo Bureau y Delhi, January 11, 2022



### **RIGHTS ISSUE: Update**





- Size of the Issue: The issue was for 96,20,463 Equity shares of the Company at a price of Rs 300/- per share including share premium of Rs. 290/- per share, offered at 2 Equity Shares in the Company for every 5 Equity Shares held by the existing shareholders.
- Total subscription received: Rs 553.23 Crores constituting 1.91 times of the size of the Issue as per RTA certificate
- No of Shareholders subscribed: 2,754 no. of Shareholders.
- No. of Correspondences Received from the shareholders directly in relation to the Rights Issue: 45 nos., all resolved.
- No. of queries resolved over the phone: approx. 145

### Details of Rights Issue subscription money Rs. 288.61 crore are as under:

(Rs. In crore)

Sr. No.	Particulars		Amount
1	ICDs converted into Equity Share Capital		183.8
	Hinduja Group Limited	Rs. 158.29 crore	
	Hinduja Realty Ventures Limited	Rs. 25.51 crore	11 1
2	Transfer of funds from allotment account to Monitoring		104.81
	Agency account		
		\ /1	
	Total		288.61

### Utilization of the above funds in the Monitoring Agency Account till December 31, 2021 is as under:

(Rs. In crore)

Sr. No.	Particulars	Amount
1	Part repayment of Term Loan - Yes Bank	77.92
2	General Corporate Purpose - Fixed Deposit with Yes Bank for issuing Bank Guarantee in favor of MIB	20
3	General Corporate Purpose	4.58
	Total	102.5
4	Balance Funds as on December 31, 2021 to be drawn for Rights Issue Expenses/ General Corporate Purpose	2.31
	Total	104.81

### **RIGHTS ISSUE | Press Coverage**

NXTDIGITAL raises क्रुट एकार समझ क्षा को कम करते अनुसा इंटीडेटेट डिजिटन प्लेटकोर्व व्यक्ति बाकारों में उनके विकास की





Stock of this Hinduja Group company has zoomed 40% in 2 days

Butting stocks | Hinduja Group | Markets

against the sale

total considerat

Considering that

for the sale have b

agreed timelines

financial year and

receiving Rs 56/0.13 crore against on issue st

Hinduja arm NXTDigital's chares up around 40% in 2 sessions NXTDIGITALनो राध्यस धश्य

NXTDIGITALનો રાઇટ્સ ઇશ્યૂ ૧૯૪%

ાશા છે. આ ઠંડનો ઉપયોગ કંપનીને

કરી છે. જે અત્યારે સમગ્ર ભારતમાં નગરોમાં કામગીરી ધરાવે છે અને વરી લે છે. આ ભારતનું એકમાત્ર HITS અથવા હેડએન્ડ-ઇન-ધ-પરકતે ડિજિટલ કેબલ, સેટેલાઇટ સ્પીડ ૧,૦૦૦ Mbps સુધી છે. ઉપરાંત તાજેતરમાં સમગ્ર દેશમાં UBsની નવીન વિભાવના પ્રસ્તૃત F છે અને ગ્રાહકોને ઓટીટી અને ત સેવાઓ પૂરી પાડે છે.

દ્વરીઓ પરાવે છે.

સબસ્ક્રાઇબ થયો, રૂ. ૫૬૦.૧૩ કરોડ મળ્યાં NXTDIGITAL Limitedએ આજે જાહેરાત કરી હતી કે, અંદર વેચાલ માટે પૂર્વ શરતો પૂર્ણ થઈ છે એનો વિચાર કરીને કંપનીને

ાતાને પ્રીચિષર ઇન્ટિગ્રેટેડ ડિજિટલ

યમાં નોંધપાત્ર વૃદ્ધિ જાળવી રાખવા IITS पर अन्य मल्टि-सिस्टम ાસ્ટ્રકચર શેર્રિંગના મોડલને કાર્યરત કેજિટલ કન્ટેન્ટ ડિસ્ટિબ્યુશન PauS

मुम्बई। नेक्स्टडिजिटल लिमिटेड ने आज घोषणा की कि कंपनी में धारित प्रत्येक 5 शेयरों कुल 9620463 शेयरों के लिए 2 शेयरों के इक्विटी शेयरों वाले कंपनी के राइट्स इश्यू को 1.94 गुना सब्सक्राइब किया गया। 288.61 करोड़ रुपये के इश्यू साइज के खिलाफ कंपनी ने 560.13 करोड़ रुपए जुटने की सूचना दी है। कंपनी का कहना है कि यह जबरदस्त प्रतिक्रिया कंपनी में शेयरधारकों के भरोसे का प्रमाण है। कंपनी मीडिया समूह द्वारा तैयार किए गए विजन को एंड टू एंड डिजिटल सॉल्यूशंस प्लेटफॉर्म में बदलना जारी रखे हुए हैं।

### NXTDIGITALનો રાઇટ્સ ઇશ્યુ ૧૯ સબસ્ક્રાઇબ થયો, રૂ. ૫૬૦.૧૩ કરોડ ર

આજે જાહેરાત કરી હતી કે, કંપનીનો ર૯ નવેમ્બર, ૨૦૨૧ના રોજ બંધ થયેલો દરેક પ શેરની સામે ૨ શેરના ઇક્વિટી શેરનો રાઇટ્સ ઇશ્યુ (કલ ૯૬,૨૦,૪૬૩ શેર) ૧.૯૪ ગણો સબસ્કાઇબ થયો હતો. કંપનીને કુલ 3. ૫૬૦.૧૩ કરોડ મળ્યાં છે અથવા રાઇટ ઇશ્યુની સાઇઝ રૂ. ૨૮૮.૬૧ કરોડથી ૧૯૪% મળ્યાં છે. કંપનીએ જણાવ્યું છે કે. આ શેરધારકોએ કંપનીમાં વ્યક્ત કરેલા વિશ્વાસનો સ્પષ્ટ પુરાવો છે અને સંપૂર્ણ ડિજિટલ સોલ્યશન્સ પ્લેટકોર્મમાં પરિવર્તનની

પ્રક્રિયાને જાળવી રાખવામાં મીડિયા

ગ્રુપના વિઝનમાં વિવાસ છે. NXTDIGITAL Limited-tt મેનેજિંગ ડિરેક્ટર અને સીઇઓ વિન્સ્લી કર્નાન્ડિઝે કહ્યું હતું કે. "રાઇટસ ઇશ્યુ કંપનીએ એનું કુલ ઋણ ઘટાડવાના ઉદ્દેશ સાથે લીધેલું વધુ એક સકારાત્મક પગલું છે. આ સાથે ડેટ-ટૂ-ઇક્વિટી રેશિયો અંદાજે ૧.૫ ગણો ઘટવાની અપેક્ષા છે. જે ઇશ્ય અગાઉ ૪ ગણો હતો. આ ચોક્કસ મજબૂત સ્થિતિ હશે. જેના પગલે અમારી ડિજિટલ પરિવર્તનની પ્રક્રિયા જળવાઈ રહેશે." કંપની ગૌણ અસ્ક્યામતોનું વેચાણ કરવા અને એનું ઋણ ઘટાડવા ઇરાદાપૂર્વક પગલાં લઈ રહી છે.

NOT DIGITAL

tatement of confidence in the Company

demonstrated by the Shareholders; and

vindicates the vision of the media group in

ontinuing to transform to an end-to-end

Said Vynsley Fernandes, Managing

rector and CEO of NXTDIGITAL Limited

The Rights Issue was another positive step realized Such taken by the company towards our stated utilize

figital solutions platform.

County Shares. es held in the

al of 96,20,463

womber 20th

g a total of Rs.

Cable and broadband service provider aggregating to a total of 96,20,463 shar ompany has received Rs 560.13 crore 288.61 crore. The rights issue, which ha company to pare its debt.

issue size of Rs 288.6

The right issue was

exchangeimedia Staff

The company has received Rs 560.13 on 32

298.61 crore, which will help it pare its die

rights issue





# **Business Performance**

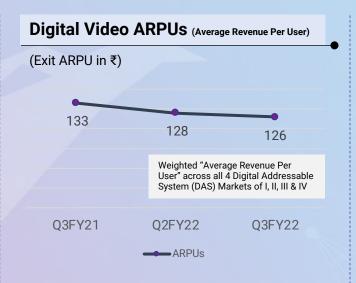


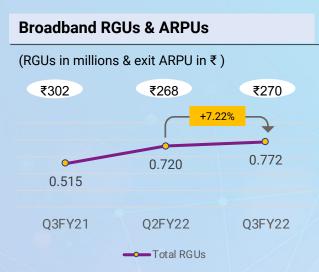
### **NXTDIGITAL Key Performance Indices (KPIs)**

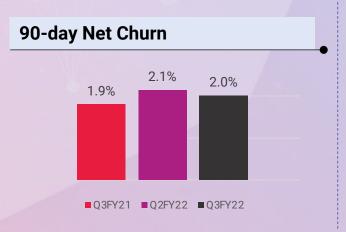


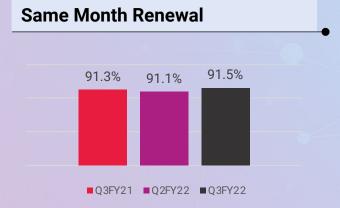
The impact of innovative strategies including penetration of broadband, combo product offerings and the launch of NXTHUBs is reflected in strong Q3 KPIs.

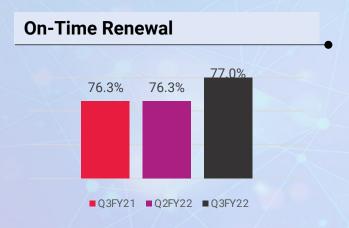
# Revenue Generating Units (Digital Video) (RGUs in millions) +11.86% 3.96 3.54 Digital Video connected base stands @ 5mn+ Q3FY21 Q2FY22 Q3FY22 Total RGUs







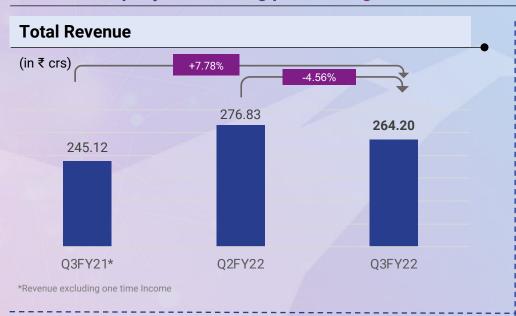




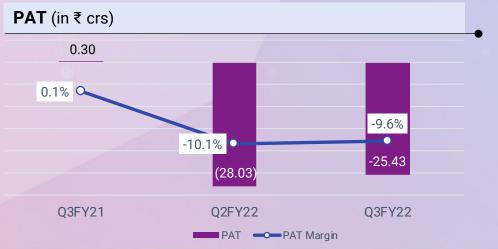
### **Continuing Strong Financial Performance in Q3**



Key digital business verticals continued to reflect growth on the back of strong KPIs and the company's continuing push for digital transformation







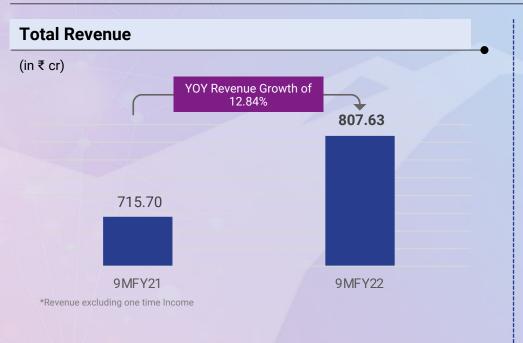
### **Notes to Q3 Financial Performance**

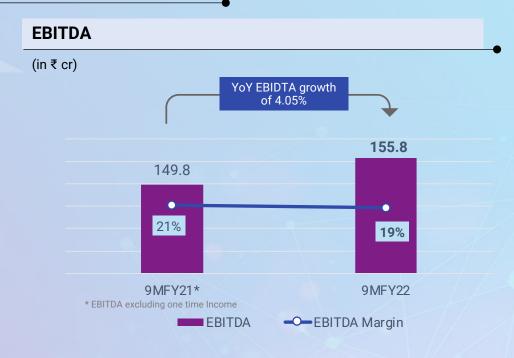
- The marginal drop in revenue is attributed to a reduction in the low-margin traded goods business (tele-shopping) vertical; with no impact on the EBIDTA for the quarter
- Q3 EBITDA considers an impact of AGR of Rs.3 crores on account of the broadband business – w.e.f. Oct. '21.
- Excluding the AGR, the EBIDTA would stand at Rs.56 crores, growing at +8.28% on a sequential quarter-basis and +17.18% on a year-on-year basis.

### Media group ended the 9-month period of FY22 on a strong note



Businesses continued to grow as the challenges faced due to the pandemic began to wane, clocking significant YoY improvement in performance













# **Annexures**



### **Consolidated Income Statement (Quarterly)**



Particulars	Q3FY22 (₹cr)	Q2FY22 (₹cr)	QoQ growth (%)	Q3FY21 (₹cr)	YoY growth (%)
Revenue:					
Total Revenue	264.21	276.83	-4.56%	245.12**	7.78%
7746 77		_			
Expenses:					
Operating costs	136.09	143.71	-5.30%	127.85	6.45%
People costs	19.13	19.52	-2.00%	22.53	-15.09%
Other costs	56.07	61.97	-9.52%	47.04	19.20%
<b>Total Expenses</b>	211.29	225.19	-6.17%	197.42	7.03%
EBIDTA	52.92	51.64	2.48%	47.72*	10.90%
Depreciation	55.92	54.21		51.65	
Interest	35.83	35.69		35.68	
Profit before tax	-38.83	-38.26		-24.85	
Taxation	-13.40	-10.23		-25.18	
Profit after tax	-25.43	-28.03		0.32	

<sup>\*</sup>EBITDA excluding one time Income

<sup>\*\*</sup> Revenue excluding one time Income

# **Consolidated Income Statement (9M)**



Particulars	9MFY22 (₹cr)	9MFY21 (₹cr)	YoY growth (%)
Revenue:			
Total revenue	807.63	715.70	12.84%
Expenses:			
Operating costs	417.51	359.43	16.16%
People costs	58.29	60.93	-4.33%
Other costs	176.01	145.58	20.90%
Total expenses	651.82	565.94	15.17%
EBIDTA	155.82	149.76*	4.04%
Depreciation	164.53	157.59	
Interest	106.83	109.36	
Profit before tax	-115.55	-102.41	
Taxation	-33.22	-72.39	
Profit after tax	-82.33	-30.03	

<sup>\*</sup> EBITDA excluding one time Income

# **NXT**DIGITAL LIMITED







