



NXTDIGITAL Limited

Investor Presentation

Q3FY22 Performance Update

12th February 2022



HINDUJA GROUP

NXTDIGITAL Initiatives in Q3



ET NOW बढ़ो देश के साथ

NOW AVAILABLE ON INDigital!

LIVE FROM 4TH OCTOBER 2021

| CATEGORY | CHANNELS | MRP |
|------------|--|--------|
| A LA CARTE | ET NOW BHARAT | ₹1.99 |
| BOOKET 1 | TIMES NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT | ₹5.99 |
| BOOKET 2 | TIMES NOW, MARROW NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT, ET NOW BHARAT | ₹13.99 |
| BOOKET 3 | TIMES NOW WORLD (24x7), TIMES NOW, MARROW NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT, ET NOW BHARAT, ET NOW BHARAT | ₹20.99 |
| BOOKET 4 | TIMES NOW WORLD (24x7), TIMES NOW, MARROW NOW, ET NOW, ZOOM, MARROW NOW, ET NOW BHARAT, ET NOW BHARAT | ₹6.99 |

Please contact your INDigital executive for further details.

THIS NAVARATRI

GET A **₹100/-** CASH BACK*

WHEN YOU RECHARGE YOUR SET TOP BOX FOR **3 MONTHS**

SUBSCRIBE NOW

*Terms & Conditions Apply

MAUKE PE CHAUKA OFFER

RECHARGE YOUR BASE-PACK **AT ₹154 AND WATCH T20 WORLD CUP FREE!**

VALID FROM 16TH OCT. TO 14TH NOV. 2021

SUBSCRIBE NOW!

For detailed terms and conditions, visit our website: www.nextdigital.in

NOW MANAGE YOUR CUSTOMERS ONLINE WITH MOBIEZY APP!

- APP FOR CUSTOMERS**
Customers can make an online payment to the LMO and renew packs instantly.
- COLLECTION AGENT**
Easy cash collection at customers doorstep and the pack gets activated instantly.
- LMO WEB APPLICATIONS**
 - Customer Management
 - Auto Reminders
 - Handle Complaints

For more detail pls contact 80888 35000/90712 77800

THIS DIWALI GET UP TO 321⁺ FREE-TO-AIR CHANNELS LIFETIME FREE

WITH SET-TO-P-BOX AT JUST ₹ 678/-!

LIMITED PERIOD OFFER VALID TILL 31ST DECEMBER 2021

For detailed terms and conditions, please visit our website: www.nextdigital.in

For more information, contact your local NXTDIGITAL executive.

IT'S A DO OR DIE GAME FOR THE MEN IN BLUE!

INDIA VS AFGHANISTAN

Wednesday, 3rd Nov at 7:30 PM (IST)

WATCH IT **LIVE** ON

1080i HD, 1080i SD, 720p HD, 720p SD, 480p HD, 480p SD

NOW ENJOY UP TO 321⁺ FREE-TO-AIR CHANNELS LIFETIME FREE

LIMITED PERIOD OFFER VALID TILL 31ST DECEMBER 2021

For detailed terms and conditions, please visit our website: www.nextdigital.in

For more information, please contact your Local Cable Operator.

NEWLY ADDED ODIA CHANNELS TO OUR ENTERTAINMENT LIST!

GET THE BEST OF ODIA ENTERTAINMENT WITH SIDHARTH TV, ODIA MOVIES WITH SIDHARTH GOLD AND RELIGIOUS CONTENT WITH SIDHARTH BHAKTI.

| BROADCASTER | A-LA CARTE | MRP |
|---------------------------------|-------------------------------|--------|
| SIDHARTH BROADCASTING PVT. LTD. | SIDHARTH TV | ₹11.9 |
| | SIDHARTH BHAKTI | ₹3.99 |
| | SIDHARTH GOLD - 1 (ODIA PACK) | ₹13.99 |
| SIDHARTH TV | SIDHARTH GOLD - 2 (ODIA PACK) | ₹16 |

AVAILABLE ON NXTDIGITAL HITS CHANNEL NUMBERS:

SIDHARTH TV: East - 4, Rest of India - 206
 SIDHARTH GOLD: East - 9, Rest of India - 289
 SIDHARTH BHAKTI: East - 27, Rest of India - 401

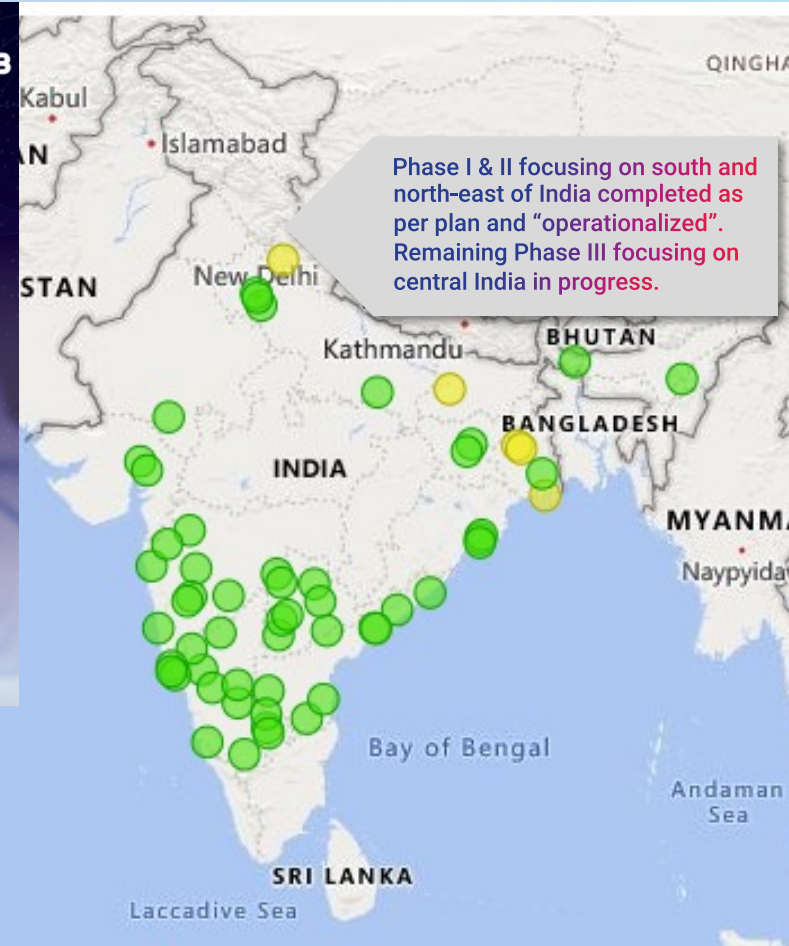
For more information, please contact our NXTDIGITAL executive.

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

The NXTHUB Vision!

- 100 strategic locations that will enable LMOs and their customers to connect to the digital highway, seamlessly
- Extend the services offering from video to Broadband, OTT, WiFi and other emerging solutions - all on a plug-and-play model
- Support the ecosystem through innovative Value-Added apps - to further improve their user experience on-the-go
- Foster the spirit of entrepreneurship amongst LMOs as part of the “Partnership for Growth 3.0” model
- Actively continue to support the Digital India, Skill India and Make in India missions of the government





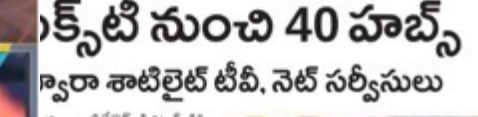
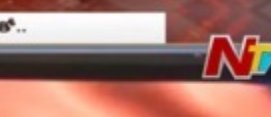
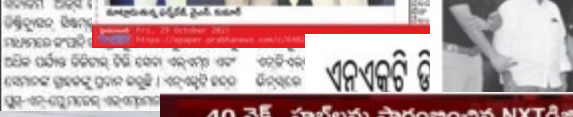
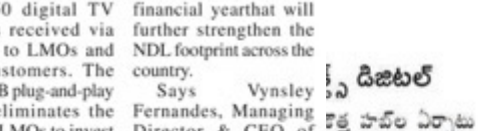
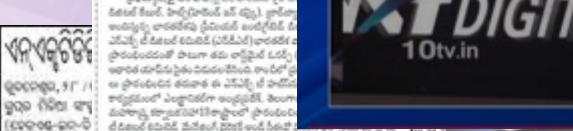
NXTDIGITAL એ એની "વૃદ્ધિ 3.0 માટે પાર્ટનરશિપ" પ્રસ્તુત કરી - સમગ્ર દેશમાં 40 નવા NXTHUBs સાથે એના નેટવર્કનું વિસ્તરણ થશે; વિવિધ એપની જાહેરાત કરવાના અંતર્યામી અરના નિર્ણય

NXTDIGITAL એ 40 નવા પાર્ટનરશિપ

દેશવ્યાપ્તంగా 40 નવો વર્કસ્ટેટ પાર્ટનરશિપ

ટે પાર્ટનરશિપ" પ્રસ્તુત કરી - સમગ્ર દેશમાં નું વિસ્તરણ થશે; વિવિધ એપની જાહેરાત કરવાના અંતર્યામી અરના નિર્ણય

NXTDIGITAL launches its "Partnership for Growth 3.0" - expands its network with 40 new NXTHUBs across the country; announces its suite of apps



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".

ENJOY **OTT CONTENT** ON YOUR MOBILE/ TABLET/ LAPTOP/DESKTOP/SMART TV

NO ADDITIONAL EQUIPMENT REQUIRED!

Exclusively for **NXTDIGITAL** subscribers!

ho!cho! aha

ALT ELLAI

SUN NXT ZEE5 voot select amazon prime SONY liv Disney+ hotstar

shemaroo me EPIC ON erosnow hungamaPlay hungamaMusic

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

*Terms & Conditions Apply
* For detailed terms and conditions, visit www.nxtdigital.in
* All terms and conditions are subject to change

NXTDIGITAL
The Hinduja-HITS network

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

Exclusively for **INDigital** subscribers!

erosnow SONY voot select EPIC ON amazon prime ZEE5 shemaroo me hungamaPlay Disney+ hotstar hungamaMusic

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

| PACKS | PERIOD | M.R.P. (₹) | OTT SERVICES |
|----------|---------|------------|---|
| NXTOTT 1 | MONTHLY | 279 | SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium |
| | ANNUAL | 1,864 | |
| NXTOTT 2 | MONTHLY | 338 | SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium, ShemarooMe Premium, EPIC ON, Hungama Play, Hungama Music, Eros Now |
| | ANNUAL | 2,542 | |
| NXTOTT 3 | ANNUAL | 3,303 | SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium, ShemarooMe Premium, EPIC ON, Hungama Play, Hungama Music, Eros Now, Disney+ Hotstar Super |
| NXTOTT 4 | ANNUAL | 2,625 | SonyLIV Premium, Amazon Prime, Voot Select, ZEE5 Premium, Disney+ Hotstar Super |

Taxes as applicable on all prices mentioned above.

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

*Cable pack at ₹130/- and **NXTOTT 1** pack at ₹279/- (excluding taxes)

*Terms & Conditions Apply
* For detailed terms and conditions, visit www.indigital.co.in
* All terms and conditions are subject to change
* The above offer is applicable only for Mumbai, Thane and Navi Mumbai

JUST CONNECT AND GO!

Experience the best of OTT + Live TV with **NXTCONNECT** and **NXTGO**

LAUNCHING

NXTCONNECT + NXTGO

With **NXTCONNECT**, convert your TV into a smart TV- Enjoy all Android applications including OTT, Games and much more!
With **NXTGO**, get up to 700 LIVE channels... only with **INDigital**.

First ever B2C pricing announced by NXTDIGITAL - ensuring uniformity across the country

* NXTDIGITAL offers digital cable (INDIGITAL) customers up to 700 TV 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 सब्सक्राइबर्स के लिए लॉन्च किया अपना कॉम्बो प्रोडक्ट

दिल्ली, 11 जनवरी 2022

नेक्स्टडिजिटल लिमिटेड, मीडिया वर्तिकाल ऑफ़ हिंदुजा ग्रुप, ने अपने सब्सक्राइबर्स को अपने लॉन्च किए गए कॉम्बो पैक के साथ 700 टीवी चैनल, साथ ही 300,000 घंटे से अधिक ओटीटी सामग्री के साथ एक नए स्तर पर पहुंचाया है। कॉम्बो पैक में 409 रुपये से शुरू होने वाले प्रति माह के शुल्क शामिल हैं, जो प्रति माह 409 रुपये से शुरू होते हैं। ओटीटी सेवाओं को मोबाइल फोन, टैबलेट, लैपटॉप, डेस्कटॉप या स्मार्ट टीवी जैसे मौजूदा उपकरणों पर एक्सेस किया जा सकता है। मौजूदा ग्राहक भी नए लॉन्च किए गए एडवांस्ड एंड्रोइड सेट टॉप बॉक्स एसटीबी में अपग्रेड कर सकते हैं।

NXTDIGITAL ने सब्सक्राइबर्स के लिए 'कोम्बो' पैकेज प्रस्तुत किया

नेक्स्टडिजिटल लिमिटेड ने अपने सब्सक्राइबर्स को अपने लॉन्च किए गए कॉम्बो पैक के साथ 700 टीवी चैनल, साथ ही 300,000 घंटे से अधिक ओटीटी सामग्री के साथ एक नए स्तर पर पहुंचाया है। कॉम्बो पैक में 409 रुपये से शुरू होने वाले प्रति माह के शुल्क शामिल हैं, जो प्रति माह 409 रुपये से शुरू होते हैं। ओटीटी सेवाओं को मोबाइल फोन, टैबलेट, लैपटॉप, डेस्कटॉप या स्मार्ट टीवी जैसे मौजूदा उपकरणों पर एक्सेस किया जा सकता है। मौजूदा ग्राहक भी नए लॉन्च किए गए एडवांस्ड एंड्रोइड सेट टॉप बॉक्स एसटीबी में अपग्रेड कर सकते हैं।

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 access up to 700 TV channels.

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 syndication and teleshopping, has launched its "combo" package for its subscribers across India. With speeds up to 1,000Mbps.

NXTDIGITAL LAUNCHES ITS "COMBO" PRODUCT FOR SUBSCRIBERS

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 access up to 700 TV channels.

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 syndication and teleshopping, has launched its "combo" package for its subscribers across India. With speeds up to 1,000Mbps.

नेक्स्टडिजिटल ने लॉन्च किया कॉम्बो प्रोडक्ट

मुंबई। नेक्स्टडिजिटल 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 गति के साथ ब्रॉडबैंड की सुविधा का लाभ उठा सकते हैं। क्षेत्रीय दर्शकों की प्राथमिकताओं को पूरा करने के लिए कॉम्बो पैक में प्रमुख ओटीटी प्लेटफार्मों को विविध सामग्री जुटाई गई है। ये विशेष कॉम्बो पैक विभिन्न मूल्य बिंदुओं पर उपलब्ध हैं, जो प्रति माह 409 रुपये से शुरू होते हैं। ओटीटी सेवाओं को मोबाइल फोन, टैबलेट, लैपटॉप, डेस्कटॉप या स्मार्ट टीवी जैसे मौजूदा उपकरणों पर एक्सेस किया जा सकता है। मौजूदा ग्राहक भी नए लॉन्च किए गए एडवांस्ड एंड्रोइड सेट टॉप बॉक्स एसटीबी में अपग्रेड कर सकते हैं।

NXTDigital launches 'combo' product for 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
Delhi, January 11, 2022

NXTDIGITAL LAUNCHES ITS "COMBO" PRODUCT FOR SUBSCRIBERS

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 syndication and teleshopping, has launched its "combo" package for its subscribers across India. With the combo pack, subscribers can enjoy up to 700 TV channels + 300,000 hours of OTT content + broadband, with speeds up to 1,000Mbps.

To cater to regional preferences, the combo packs include choice of OTT content from leading platforms including Amazon Prime, SonyLIV, Disney+Hotstar, ZEE5, VOOFT, Sun

MEDIA BRIEF

NXTDigital launches 'combo' product for 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
Delhi, January 11, 2022



- **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 Hinduja Group Limited Hinduja Realty Ventures Limited | Rs. 158.29 crore Rs. 25.51 crore |
| 2 | Transfer of funds from allotment account to Monitoring Agency account | 104.81 |
| | 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 |

Business Performance



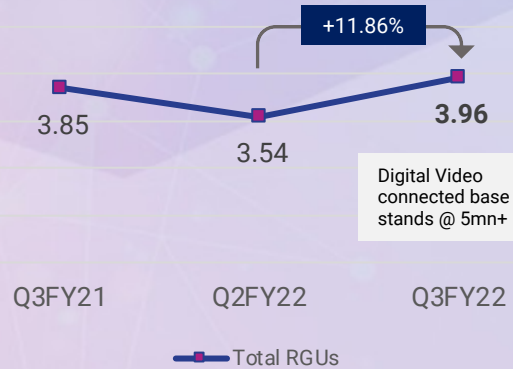
NXTDIGITAL Key Performance Indices (KPIs)



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

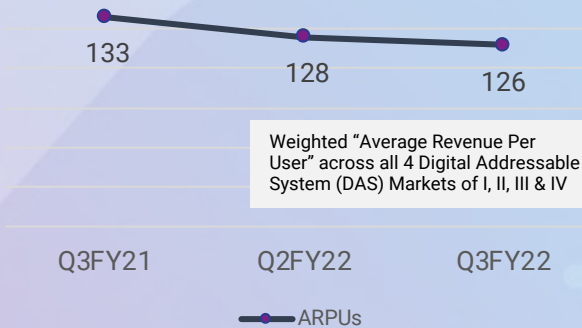
Revenue Generating Units (Digital Video)

(RGUs in millions)



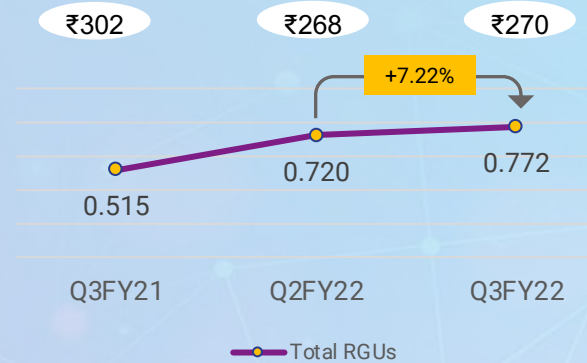
Digital Video ARPUs (Average Revenue Per User)

(Exit ARPU in ₹)

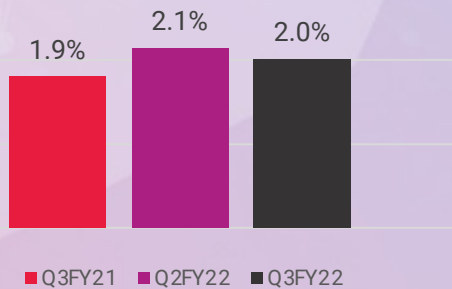


Broadband RGUs & ARPUs

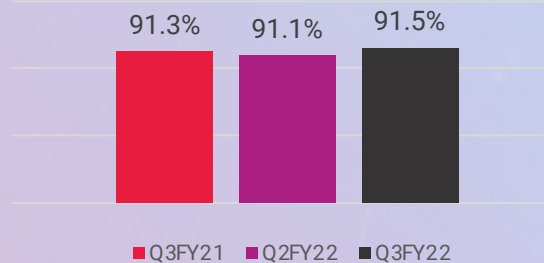
(RGUs in millions & exit ARPU in ₹)



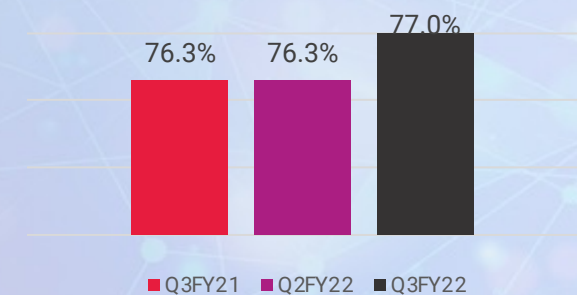
90-day Net Churn



Same Month Renewal



On-Time Renewal

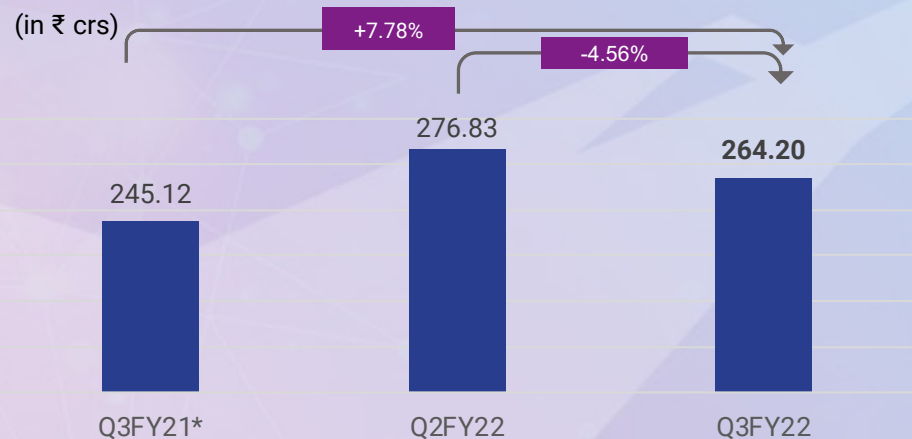


Continuing Strong Financial Performance in Q3



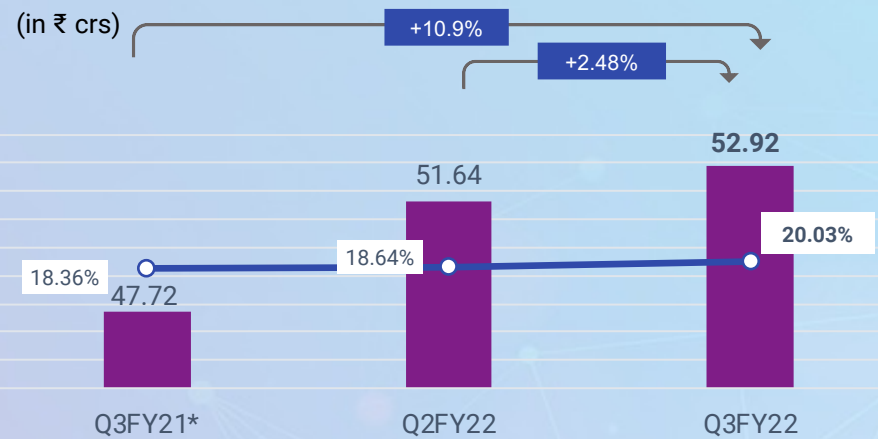
Key digital business verticals continued to reflect growth on the back of strong KPIs and the company's continuing push for digital transformation

Total Revenue



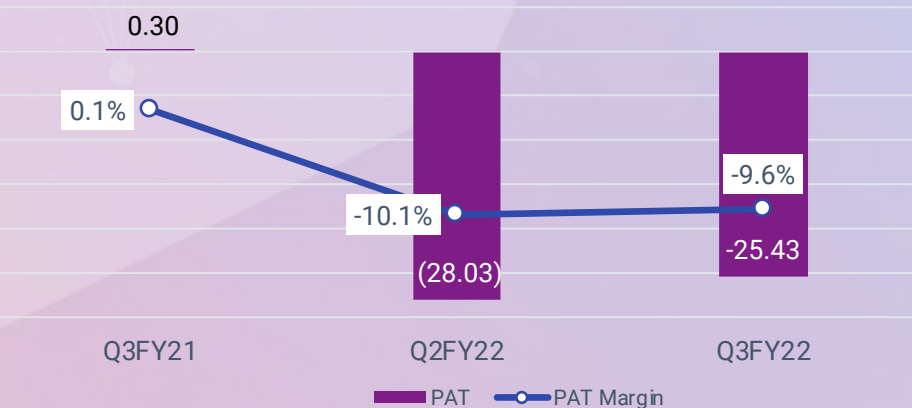
*Revenue excluding one time Income

EBITDA



* EBITDA excluding one time Income

PAT (in ₹ crs)



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 EBITDA 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 EBITDA would stand at Rs.56 crores, growing at +8.28% on a sequential quarter-basis and +17.18% on a year-on-year basis.



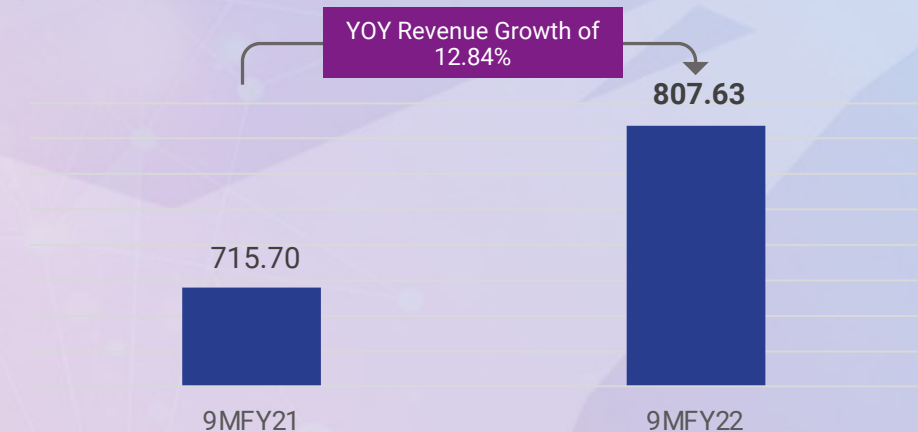
Media group ended the 9-month period of FY22 on a strong note



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

Total Revenue

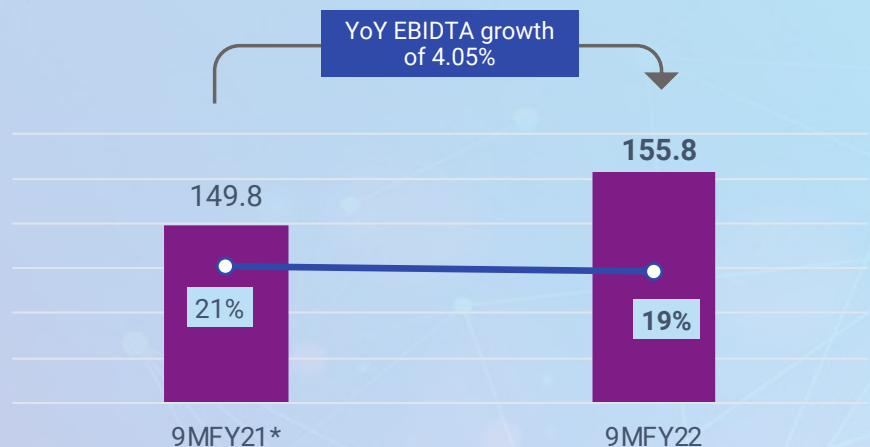
(in ₹ cr)



*Revenue excluding one time Income

EBITDA

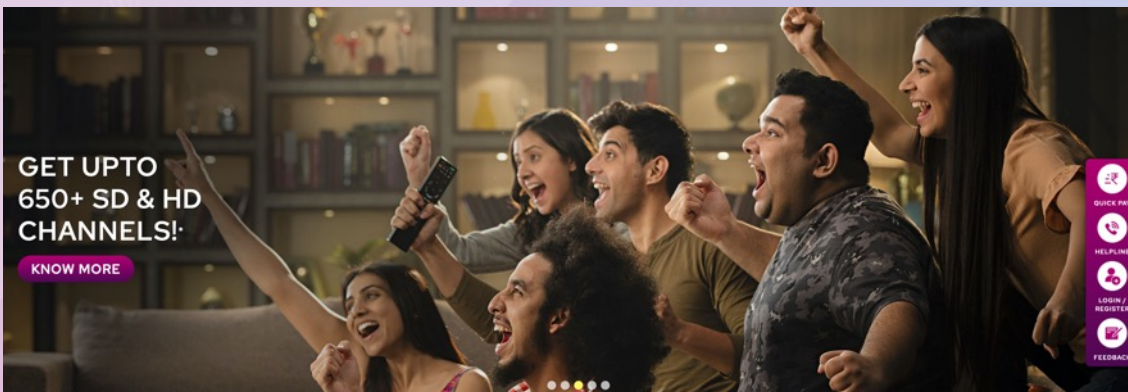
(in ₹ cr)



* EBITDA excluding one time Income

■ EBITDA

○ EBITDA Margin



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% |
| | | - | | | |
| 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% |
| Total Expenses | 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 | |

*EBITDA excluding one time Income

** 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 | |

* EBITDA excluding one time Income

NXTDIGITAL LIMITED



HINDUJA GROUP