



NXTDIGITAL Limited

INVESTOR/ANALYST Presentation Performance Review FY2021-2022

18th May 2022



HINDUJA GROUP

OIL crosses 1 million customers, adds 200,000 in Q4!



one MILLION
HAPPY CUSTOMERS

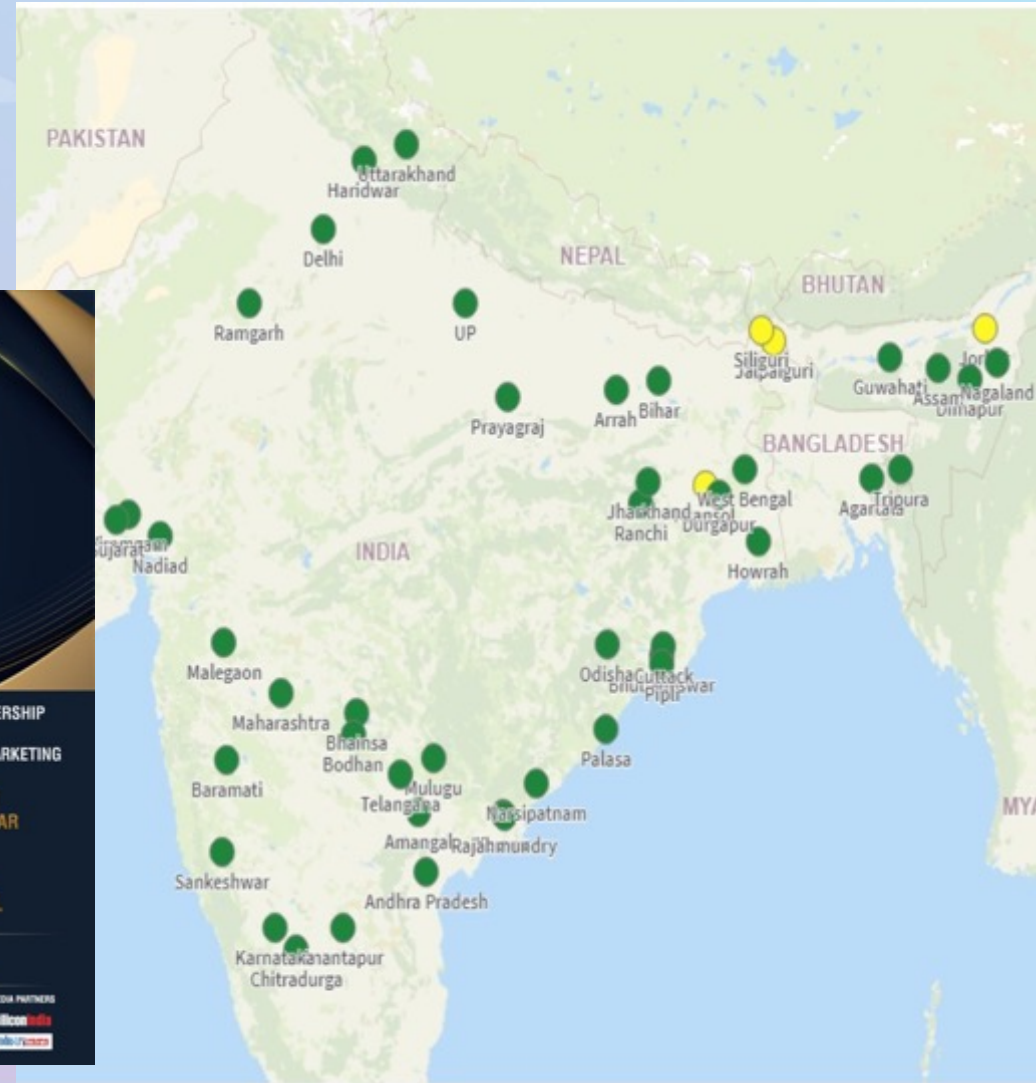


HINDUJA GROUP

INITIATIVES IN Q4 FY22

NXTDIGITAL kicked off its innovative & nationwide plan of “future-ready” NXTHUBs in Q3 offering a plug-and-play model for Digital TV + Broadband + OTT

- As of 31st March 2022, there are 82 owned-and-operated Points of Presence across India. Another 8 are in progress.
- 50% of NXTHUBs launched have already achieved positive operational EBIDTA.





LIVE DARSHAN OF HOLY SRISAILAM TEMPLE

CHANNEL NAME: SRISAILA TV

CHANNEL NUMBER:

• ANDHRA PRADESH & TELANGANA - 66

• REST OF INDIA - 752

LAUNCHING "SRISAILA TV"

EXCLUSIVELY FOR NxtDIGITAL

SUBSCRIBERS!

DAARJ SHIR	SHIRING SHIR
Prasanna Darshan	6:00 AM
Suprabhatam	6:00 AM
Harsham to Sri Swamy Varu	6:00 AM
Harsham to Sri Ananta Varu	6:00 AM
Suprabhatam & Darshan Varu	6:00 AM to 6:30 PM
Temple visit by Darshan	6:00 PM to 6:30 PM
Prasanna Darshan, Kumbhakam	6:30 PM to 7:30 PM
Harsham to Sri Swamy Varu and Sri Ananta Varu	6:30 PM

SHIRING SHIR	SHIRING SHIR
Prasanna Darshan	6:00 PM
Harsham to Sri Swamy Varu	6:00 PM to 7:00 PM
Harsham to Sri Swamy Varu	6:30 PM to 7:00 PM
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Harsham to Sri Swamy Varu	6:00 PM to 6:30 PM
Harsham to Sri Swamy Varu	6:00 PM to 7:00 PM
Harsham to Sri Swamy Varu	6:00 PM to 7:00 PM

NxtDIGITAL

The Next Step in Digital Television

GET UP TO 66% DISCOUNT ON OTT PACKS.

ENJOY 300,000 HOURS OF OTT CONTENT ANYWHERE, ANYTIME ON ANY DEVICE
















Follow these steps to avail your discount:

- Choose your NBTCTV Pack and send an e-mail to your Regional SPOC filling up all the fields of the attached excel format
- Post your request e-mail, you will receive a e-mail containing the Executive payment link from NIS, on your NBTCTV number shared
- You are requested to make the payment in NIS, via the payment link generated in 24hrs or sooner as the T&C is received by you
- Central backend team would activate the relevant NBTCTV Pack on receipt of payment from you
- Once an OTT pack is selected it cannot be changed

Regional SPOC Details

Region	SPOC Name	SPOC Email	SPOC Contact No.
Andhra, Tamil Nadu, Telangana	Chandrababu Reddy	chandrababu@nbtctv.com	9394 00001
Chennai Region	Chitra Reddy	chitra@nbtctv.com	9884 00000
Kerala, Karnataka, Karnataka	Chitra Reddy	chitra@nbtctv.com	9884 00000
Madhya Pradesh, Odisha, West Bengal	Chandrababu Reddy	chandrababu@nbtctv.com	9394 00001
Goa	Chitra Reddy	chitra@nbtctv.com	9884 00000
Delhi	Chitra Reddy	chitra@nbtctv.com	9884 00000
West of India	Chandrababu Reddy	chandrababu@nbtctv.com	9394 00001

Details of various employee plan options are shown in the attached annexure

**ENJOY
700 'LIVE' TV CHANNELS**

**+
300,000 HOURS OF
OTT CONTENT...
ONLY WITH INDIGITAL!**

(Exclusive for Indigital customers!)

**COMBO OFFER:
DIGITAL TV + OTT + BROADBAND
AT JUST ₹999/- PER MONTH!**

DIGITAL TV	OTT PICKS	BROADBAND
₹ 354 KODAKU (GAMUT) NABARDH (GAMUT) ENTERTAINMENT PACK	₹ 329 Disney+ Hotstar Amazon Prime Netflix	₹ 316 30 Mbps UNLIMITED

= ₹ 999

Give a missed call on **9070544500** or contact the executive on **902904842 / 8453313758** to avail this offer!

For further details visit www.indigital.co.in.

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OTT Picks are provided by their respective owners.
Broadband service provided by Indigital Limited.

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#GearUpToCheerUp

NEXT DIGITAL
Next Media Digital Pvt. Ltd.

ENJOY THE BIGGEST T20 LEAGUE!

26TH MARCH – 29TH MAY 2022

THE ACTION WILL BE LIVE IN 5 DIFFERENT LANGUAGES!

CHANNEL	STAR SPORTS 1 HINDI	STAR SPORTS 1 BANGLA	STAR SPORTS 1 KANNADA	STAR SPORTS 1 TAMIL	STAR SPORTS 1 TELUGU
NAME	STAR SPORTS 1 HINDI	STAR SPORTS 1 BANGLA	STAR SPORTS 1 KANNADA	STAR SPORTS 1 TAMIL	STAR SPORTS 1 TELUGU
LANGUAGE	HINDI	BANGLA	KANNADA	TAMIL	TELUGU

For more info, contact your Local Cable Operator or call our helpline numbers:

NETSDIGITAL - 1846 212 0490

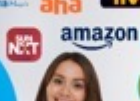
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650 TV CHANNELS

+ 300,000 HOURS OF OTT CONTENT

Exclusively for **NXTDIGITAL** subscribers!



COMBO OFFER: TV + OTT

STARTING AT JUST ₹409/-* PER MONTH!

*TV pack at ₹130/- and NXTOTT 6 pack at ₹279/- (excluding taxes)

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
















NXTDIGITAL

The Unique-OTT Network

6

Rewards & Recognition



FY22 Full-year BUSINESS PERFORMANCE & KPIs

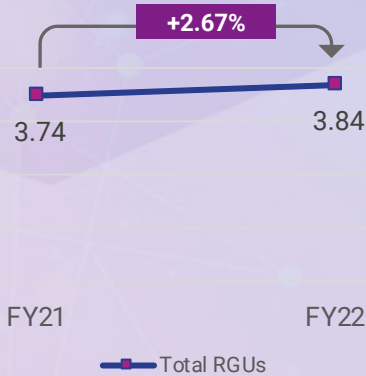
NXTDIGITAL Key Performance Indices (KPIs)



The digital television and broadband verticals continued to focus on innovative growth in FY22 – focusing on NXTHUBs and strategic alliance partnerships respectively

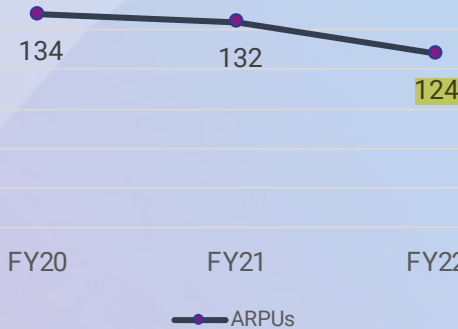
Revenue Generating Units (Digital Video)

(RGUs in millions)



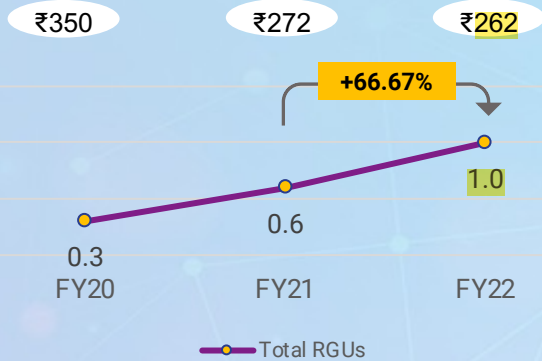
Digital Video ARPUs (Average Revenue Per User)

(Exit ARPU in ₹)



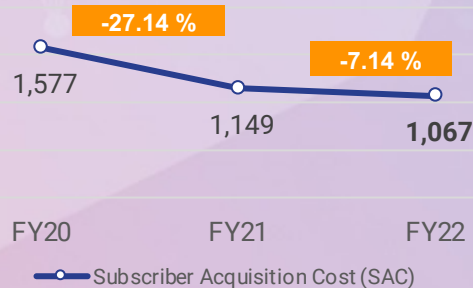
Broadband RGUs & ARPUs

(RGUs in millions & exit ARPU in ₹)

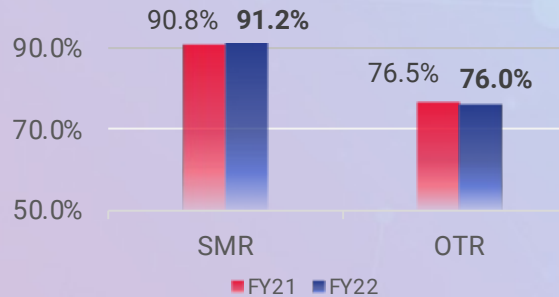


Sub. Acquisition cost : Broadband

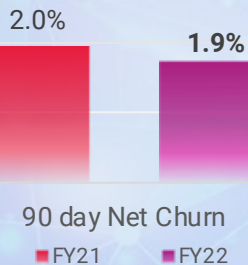
(in ₹)



Same Month & On-Time Renewal



90-day Net Churn



Rapid adaptation to the changing environment and customer preferences has remained the key

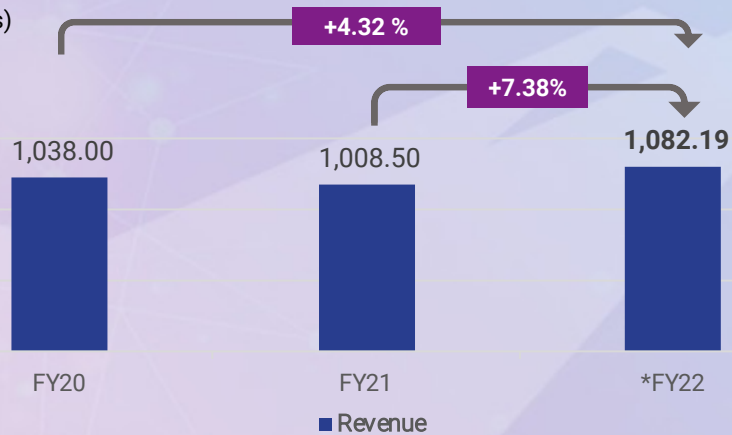


Continuing robust Financial Performance in FY22

The focus on innovation is reflected in the stable financial performance of the company, ending the year with an upward trend.

Revenue

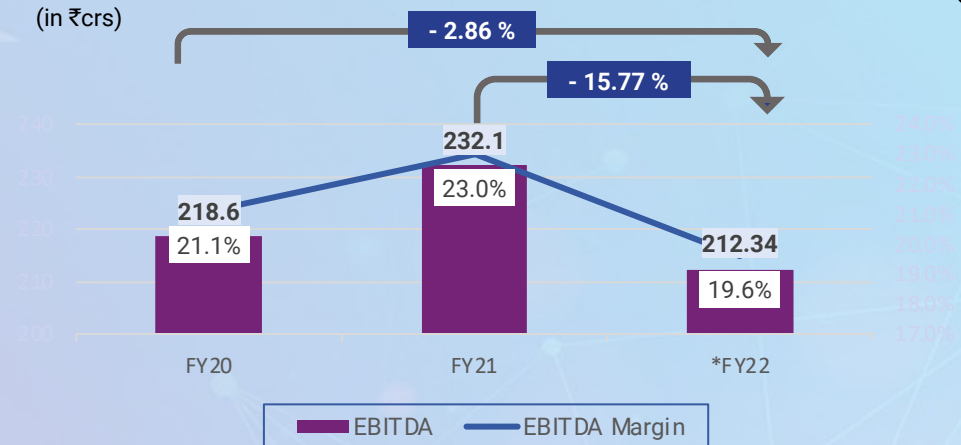
(in ₹crs)



*Excludes the impact of revenue from sale of land

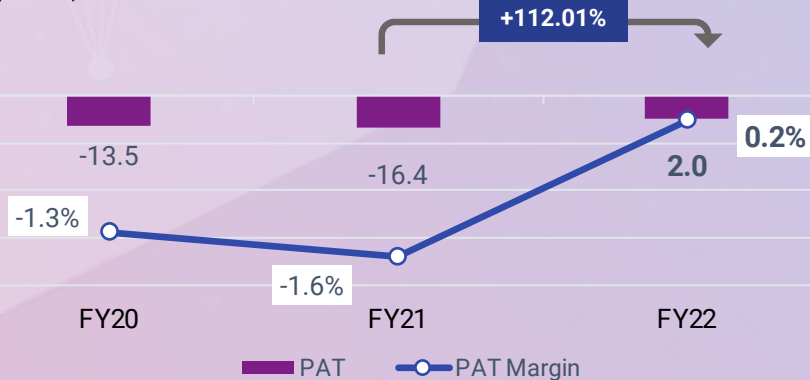
EBITDA

(in ₹crs)



PAT

(in ₹crs)



Business Drivers in Summary

- Digital television business maintains its levels, bucking the industry trend during the year; riding on the roll-out of its award-winning NXTHUBs launched across India.
- Company's broadband division crosses the 1 million customer mark – propelling it into the top 4 private Internet Service Providers in India. Adds 200,000 customers in Q4.
- NXDIGITAL successfully rolls out its new digital product – offering up to 650 TV services + broadband, with speeds up to 1,000Mbps + up to 300,000 hours of OTT content from leading international and regional platforms.

Annexures

Consolidated Income Statement (Quarterly)

Particulars	Q4FY22 (₹cr)	Q3FY22 (₹cr)	QoQ growth (%)	Q4FY21 (₹cr)	YoY growth (%)
Revenue:					
Total revenue	344.55	264.21	30.41 %	277.97	23.95%
Expenses:					
Operating costs	171.10	136.09	-25.73%	131.09	-30.52%
People costs	17.99	19.13	5.96%	19.16	6.11%
Other costs	55.05	56.07	1.82%	60.18	8.53%
Total expenses	244.14	211.29	-15.55%	210.43	-16.02%
EBIDTA	100.41	52.92	89.74%	67.54	48.67%
Depreciation	58.77	55.92		46.39	
Interest	29.29	35.83		33.29	
Extra-ordinary income					
Profit before tax	12.35	-38.83		-12.14	
Taxation	-71.95	-13.40		-25.80	
Profit after tax	84.30	-25.43		13.66	

*Revenue includes the sale from the real estate

Consolidated Income Statement (Yearly)

Particulars	FY22 (₹cr)	FY21 (₹cr)	YoY growth (%)
Revenue:			
Total revenue	1,152.18	1008.45	14.25%
Expenses:			
Operating costs	588.62	490.52	-20.00%
People costs	76.28	80.09	4.76%
Other costs	231.06	205.76	-12.30%
Total expenses	895.96	776.37	-15.40%
EBIDTA	256.22	232.08	10.40%
Depreciation	223.30	203.98	
Interest	136.12	142.65	
Extra-ordinary income			
Profit before tax	-103.20	-114.55	
Taxation	-105.17	-98.19	
Profit after tax***	1.97	-16.36	

*Revenue includes the sale from the real estate

Thank You!

