

# NXTDIGITAL Limited

## Investor Presentation

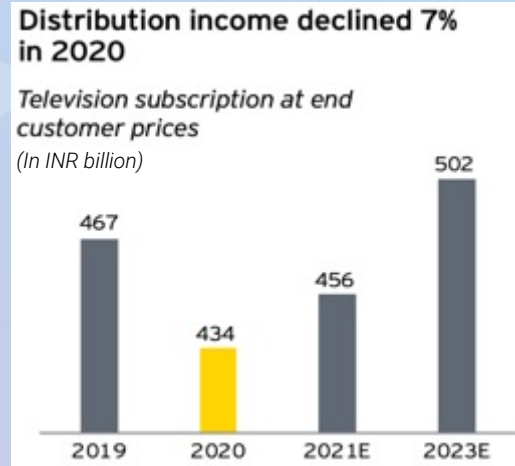
- Performance Review : Q4FY21 & full-year FY21
- Vision : FY22

14<sup>th</sup> May 2021  
Version 2.0



The media & entertainment sector in India has witnessed a degrowth of 24%; from ₹1.82 trillion in CY2019 to ₹1.38 trillion in CY2020

- Domino effect triggered by reduced media spending (advertising), supply chain of content & lockdowns.
- The total M&E sector has fallen by 24% in 2020** with segments such as television (advertising & subscriptions), films and print experiencing major declines.
- Television subscription revenues declined by 7% in 2020;** coupled with a loss of around 2mn Television viewing households.
- The **TV subscription revenue model was impacted due to reverse migration, issues around disposable income and collection challenges.**
- Digital Platform Operators (DPOs) focused on heavy discounting (up to 80%) both – in STBs & content packages; to regain lost subscriber base.



**Active paid subscriptions reduced by 2 million in 2020**

COVID-19 led to a decline in the pay TV universe  
(In millions)

	2019	2020
Cable	75	73
DTH*	56	56
HITS	2	2
Free TV	38	40
<b>Total</b>	<b>171</b>	<b>171</b>

Television subscriptions (in million) | Industry discussions, billing reports, TRAI data, EY analysis  
\*Net of temporarily suspended subscribers

Data Source: EY Report March 2021 : "Playing by new rules India's Media & Entertainment sector reboots in 2020"

- On the other hand, **extended lockdowns accelerated data usage and consumption.** The consumption was across all sub-sectors; from online education & entertainment content to office applications and e-commerce.
- Segments such as digital social media (and apps) and gaming also saw rapid growth in user penetration and engagement levels.

**Work from home fuels broadband demand**

- Week 1 of the lockdown saw a 30% increase in data traffic. **Demand for fixed broadband in tier 2-3 cities increased;** existing customers demanded higher speed and more data allocation in their plans

**Content consumed**

- 30% increase in time spent on education apps and a **265% increase in April 2020 OTT traffic over February 2020**

**E-commerce**

- Order-volume growth of 17% as of June 2020 compared with February 2020.** Deloitte analysis suggests the intent to purchase online is over 50% across product categories

Deloitte Report on the M&E industry | December 2020

# NXTDIGITAL | INITIATIVES IN Q4



# Q4, initiatives to facilitate growth

NXTDIGITAL continued to focus on innovation to ensure business continuity and growth - to combat the impact of the continuing pandemic in Q4

**EARN EXTRA ON SUBSCRIPTION OF HD DHAMAKA PACK FULLY LOADED WITH QUALITY ENTERTAINMENT.**

Introduce your subscribers to our newly launched Foundation + Marathi HD Dhamaka Pack for an enhanced television viewing experience.

CODE: 1565  
**FOUNDATION + MARATHI HD DHAMAKA PACK**  
 100% HD+ | 1 set free\*  
 ₹ 251.67

Includes: Discovery, Zee, Star, NDTV, News, and more.

Launch of Marathi HD Dhamaka Pack

**THE NEXT NEW YEAR LDR BONANZA**

Activate maximum **LONG DURATION RECHARGES (LDR)** for subscribers and stand a chance to win exciting gifts from Wonderchef every month!

1<sup>st</sup> PRIZE- GIFTS WORTH ₹2000  
 2<sup>nd</sup> PRIZE- GIFTS WORTH ₹1200

FOR MORE INFORMATION PLEASE CONTACT YOUR INDIGITAL MANAGER OR LOG ON TO THE LDR PORTAL!

New Year LDR Bonanza

**CONNECT YOUR SUBSCRIBERS TO NXTDIGITAL'S BROADBAND SERVICE AND GET HUGE DISCOUNTS ON SUPER ENTERTAINMENT PACK\***

BROADBAND / SUPER ENTERTAINMENT PLAN	MTN	BB	COMBINATION	SAVINGS*
10Mbps	₹ 225	₹ 12	₹ 237	₹ 208
20Mbps	₹ 225	₹ 15	₹ 240	₹ 207
30Mbps	₹ 225	₹ 23	₹ 248	₹ 202
50Mbps	₹ 225	₹ 24	₹ 249	₹ 201
100Mbps	₹ 225	₹ 33	₹ 258	₹ 193

Validity: Up to 31<sup>st</sup> March, 2021

SEP & BB Combo offer for MTN

**LIMITED PERIOD SCHEME VALID FOR 29<sup>th</sup>, 30<sup>th</sup> & 31<sup>st</sup> MARCH, 2021**

**EARN ₹15/- PER RENEWED SUBSCRIBER**

MAXIMUM RENEWALS  
 MAXIMUM BENEFITS

DO MAXIMUM NUMBER OF RENEWALS ON 29<sup>th</sup>, 30<sup>th</sup> & 31<sup>st</sup> MARCH, 2021 AND GET TO EARN ₹15/- PER RENEWED SUBSCRIBER!

ELIGIBILITY CRITERIA:  
 Any existing subscriber renewed alone only on 29<sup>th</sup>, 30<sup>th</sup> & 31<sup>st</sup> March, 2021 will be eligible for this scheme (₹15/- per pack).

3 days ( 29<sup>th</sup>, 30<sup>th</sup> & 31<sup>st</sup>) Renewal scheme for LCOs.

**AN ENHANCED TV VIEWING EXPERIENCE WITH AMAZING BENEFITS**

Subscribe for 3 months and get a FREE\* to use HD/SD Set Top Box

**FEATURES**

- SD
- HD
- 4K
- 3D

Call Toll Free Number: 18062100200

SD to HD upgrade

**SD TO HD UPGRADE COMES WITH DHAMAKA OF BENEFITS!**

Now Subscribers can Upgrade to HD Set-Top Box\* with one-month subscription to our HD packs - (Foundation + HD Hindi Dhamaka / HD Marathi Dhamaka)

PACK NAME	UPGRADE TYPE	HD BOX ACTIVATION	HD PACK WITH GST	UPGRADE COST
FOUNDATION + HINDI HD DHAMAKA PACK (BST00137PP)	MPEG 2 TO DVT HD	₹249	₹269	₹518*
	MPEG 4 TO DVT HD	₹200	₹269	₹469*
FOUNDATION + MARATHI HD DHAMAKA PACK (BST00138PP)	MPEG 2 TO DVT HD	₹249	₹289	₹538*
	MPEG 4 TO DVT HD	₹200	₹289	₹489*

T&C Apply:  
 1. Operator has to return existing MPEG 2/MPEG 4 Set Top Box along with accessories to NXTDIGITAL. 2. Scheme applicable for CATV in Mumbai, Pune, Mumbai, Thane, Mira Road and Kalyan. 3. Limited period offer and prices are all inclusive of taxes. 4. The HD Set Top Box is FREE to use and title of ownership remains with NXTDIGITAL.

Quarterly LDR Plan on new STB for DP subscribers

**PAY LESS, EARN MORE WITH LONG DURATION RECHARGES OF HINDI DHAMAKA PACK**

Introduce subscribers to Long Duration Recharge (LDR) plans and get Dhamakadar discounts on the new Hindi Dhamaka Pack subscriptions

MONTHLY PRICE	3 MONTH PRICE	EFFECTIVE MONTHLY PRICE	SAVINGS
₹ 192	₹ 510	₹ 192   ₹ 170	₹ 66

CODE: BHTD337PPY  
**FOUNDATION+HINDI DHAMAKA PACK**

Includes: Zee, Star, NDTV, News, and more.

LDR push for Hindi Dhamaka Pack in North Region



# NXTDIGITAL Q4 FY21 Media presence

## Online & Print Media Coverage



Mr. Vynsley Fernandes awarded the "CEO of the Year" by World Leadership Congress



Ms. Ru Ediriwira – Group CTO NDL, recognized as one of the TOP 100 Wonder Women in Media, Advertising & Marketing sectors



Published on January 28, 2021  
Consolidated revenue in Q3 grew by 10.24% over the previous quarter.

Yugal Kishore Sharma, Chief Executive Officer, OneOTT Entertainment Ltd, has added 1 lakh home broadband subscriber in the fourth quarter of the financial year ended 2021.

Media Group, on company board... Jevates him as MD and CEO

## OneOTT now serves over half a million wired broadband customers in India

With this development, OneOTT has joined top ISP groups like Reliance Jio, Bharti Airtel, Vodafone Idea, and ACT.

### NXT Digital Q3 consolidated revenue up 10.24% at Rs 259.90 cr

The company's EBITDA stood at Rs 62.48 crore against the 51.88 crore in the previous quarter recording a growth of 20.81%.

### डिजिटल ने 31 दिसंबर, 2020 को समाप्त ई अंकों में वृद्धि हुई

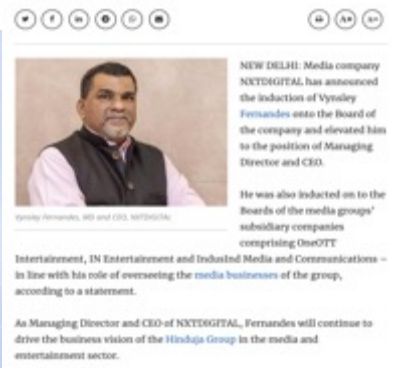
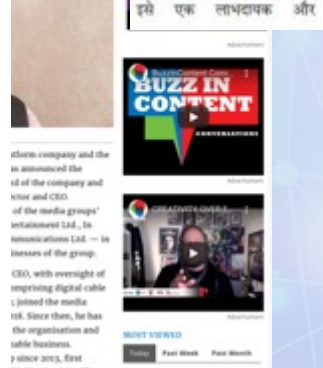
जिसमें कोविड महामारी ने भाषित किया - की तीसरी परिणामों की आज घोषणा समाप्त तिमाही का राजस्व 35.76 करोड़ रु. के राजस्व में, कर मूल्यांकन और रही, जो पिछली तिमाही के है; इस प्रकार, इसकी वृद्धि 24.04 प्रतिशत ले वर्ष की समान। कुल मिलाकर, राश दमदार रही। 149.76 करोड़ रु. का वेहद वर्ष की समान अवधि के के मुकाबले 6.69 प्रतिशत

### NXTDIGITAL appoints Vynsley Fernandes as MD and CEO

Fernandes was inducted on to the Boards of the media groups' subsidiary companies comprising OneOTT Entertainment, IN Entertainment and Industrial Media and Communications, according to a statement.



Mr. Yugal Kishore Sharma, CEO, OIL served as a jury member for the ICT Industry Awards



EBITDA of Rs 149.76 crore as compared to Rs 149.37 crore in the previous quarter thereby clocking a growth of 6.69%. Operating EBITDA margin for the nine-month period stood at 20.90% as compared to 18.20% for the corresponding nine months of the previous year (including the one-time revenue).

For the nine-month period on a healthy Operating EBITDA of Rs 62.48 crore (including one-time revenue) thereby clocking a growth of 6.69%. The operating EBITDA margin for the nine-month period stood at 20.90% as compared to 18.20%

EBITDA across multiple technology and operational functions.

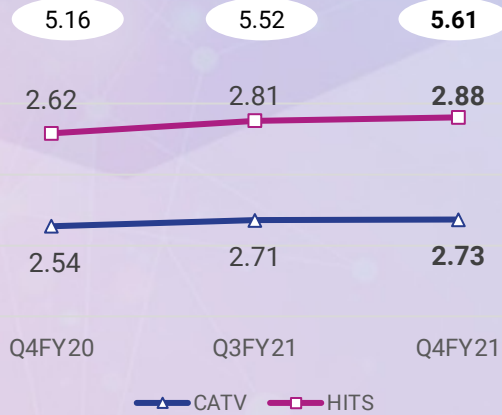
# Q4FY21 BUSINESS PERFORMANCE & KPIs

# Q4 strategy reflected in strong KPIs

The company continued to deliver on critical KPIs, including a renewed focus on growth; adding 100,000 broadband subscribers in Q4.

## Sub. Base - Digital content delivery

(in millions)



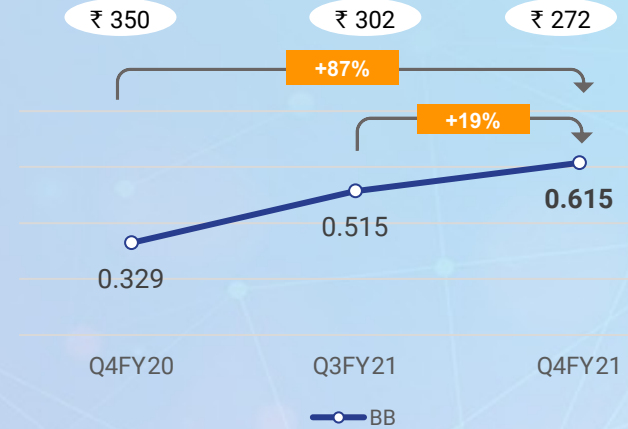
## ARPU- Digital content delivery

(Exit point in ₹)

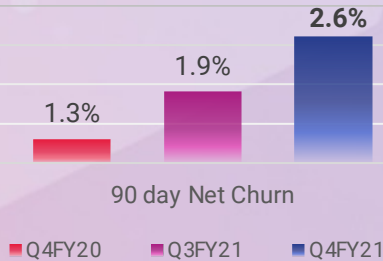


## Broadband sub. base & ARPU

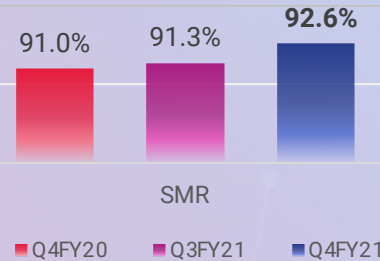
(sub. base in millions & exit ARPU in ₹)



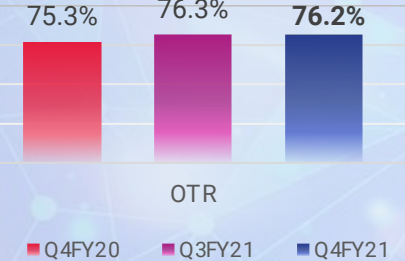
## 90-day Net Churn



## Same Month Renewal



## On-Time Renewal



The KPIs reflect the company focus on building a sustainable model



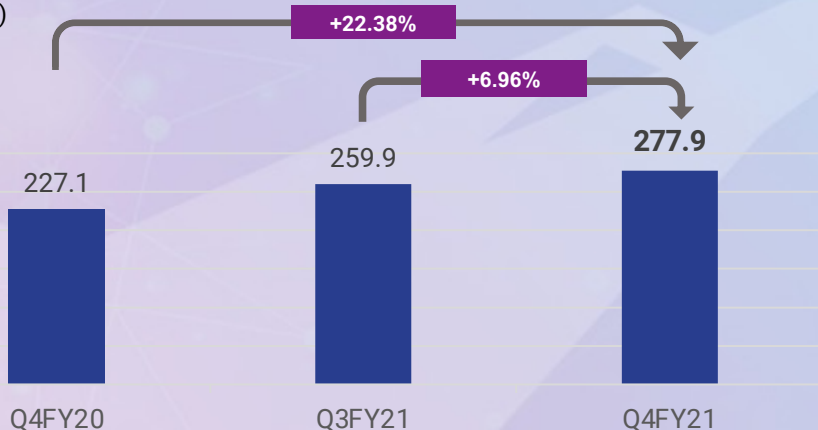
# Q4FY21 Financial performance



The high performance in Q4 validated the strategy – driven by all business verticals to ensure overall growth on all financial parameters

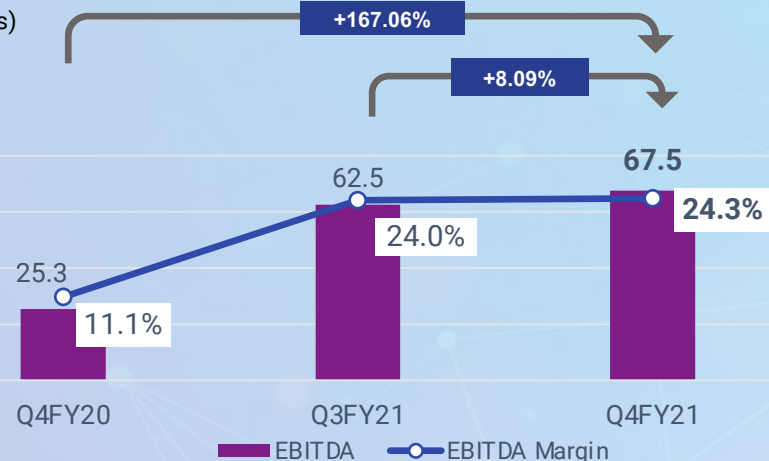
## Revenue

(in ₹crs)



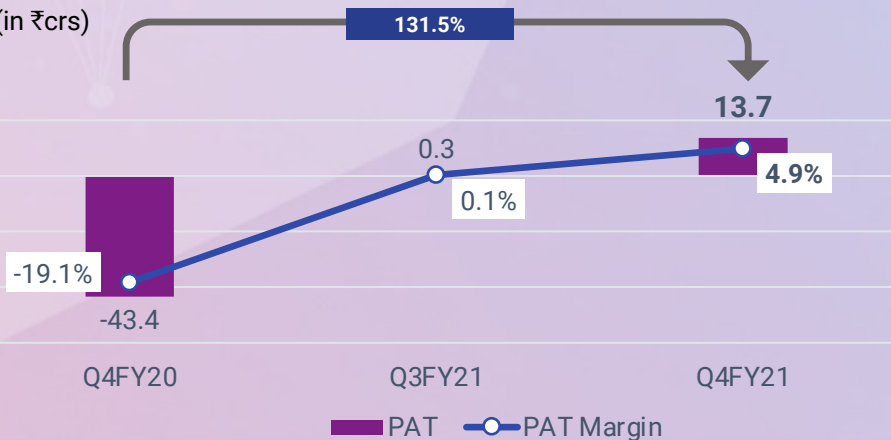
## EBITDA

(in ₹crs)



## PAT

(in ₹crs)



## Subscriber Debtor Days

(Average Subscriber Debtor Days)



# FY21 Full-year BUSINESS PERFORMANCE & KPIs

Against the pandemic, the company accelerated its transformation to an “all-digital” services company, redefining business models through innovation and leveraging the product portfolio.

- Rolled out a digital work-from-home “solutions bundle” that included television channels, special value-added services and high-speed internet.
- Leveraged the broadband capability of the organization to optimally cater to the surge in demand – the business saw a huge growth of 87% in the customer base.
- Worked with Broadcasters and Last Mile partners to create innovative content packages to cater to the changing consumer demand – ranging from all-HD content packages to kids’ content to economical infotainment packages.
- Ensured a strong business continuity plan to keep the operations going – delivering uninterrupted services to customers and maintaining a high level of quality of service for television and broadband.
- Driven close to a 100% digital mode of collections on a prepaid basis
- Backed by the unstinting and tireless efforts of all our employees and our Last Mile partners



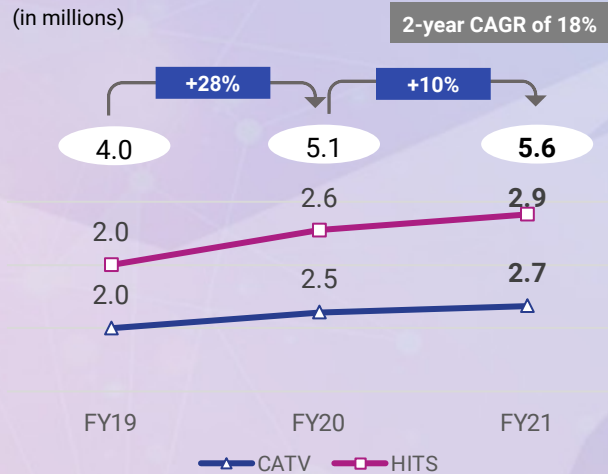


# FY21 Strategy reflected in strong KPIs

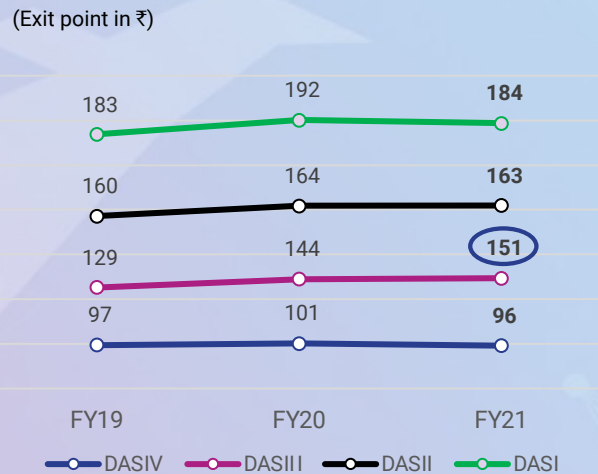


NXTDIGITAL continued to focus on its transition to an “all-digital services” company – this is indicated in strong KPIs for FY21; against overall degrowth in the M&E sector.

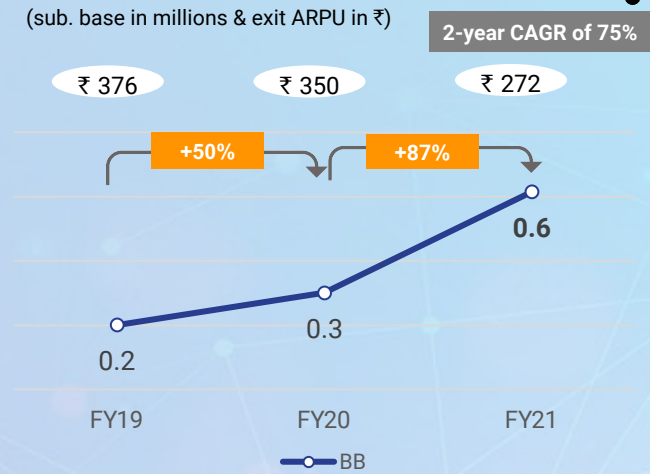
## Sub. Base - Digital content delivery



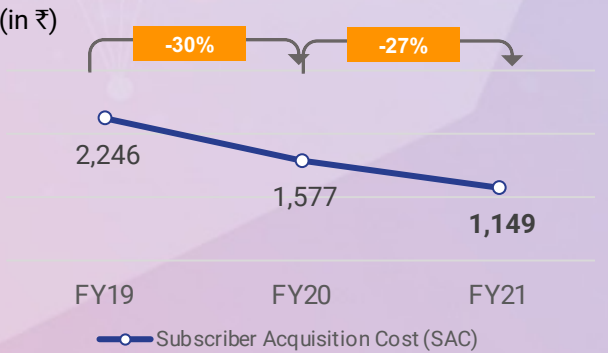
## ARPU- Digital content delivery



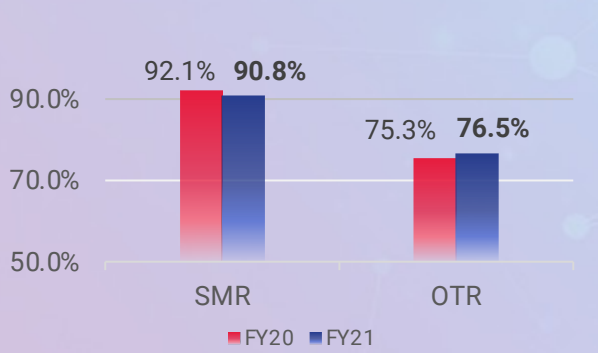
## Broadband sub. base & ARPU



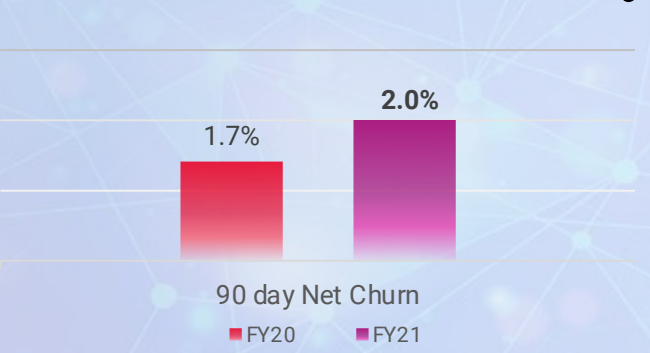
## Sub. Acquisition cost : Broadband



## Same Month & On-Time Renewal



## 90-day Net Churn



NXTDIGITAL’s transformation into a “digital services” company reflects it’s leveraging of its product portfolio across group companies

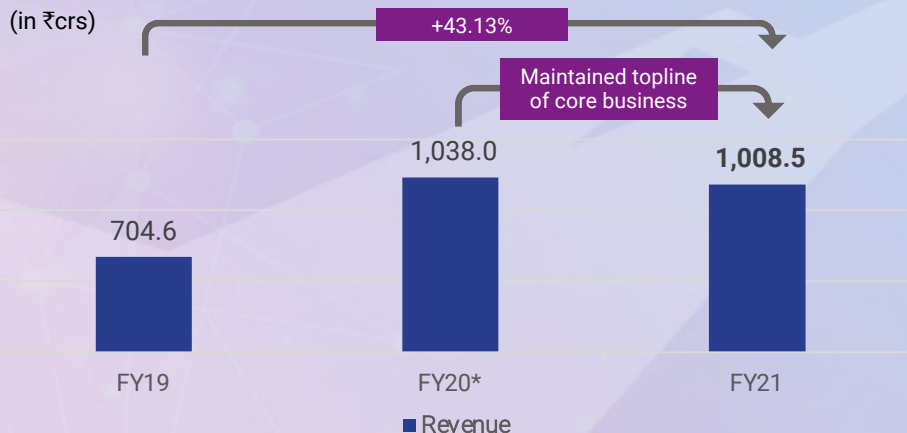


# Continuing robust Financial Performance in FY21

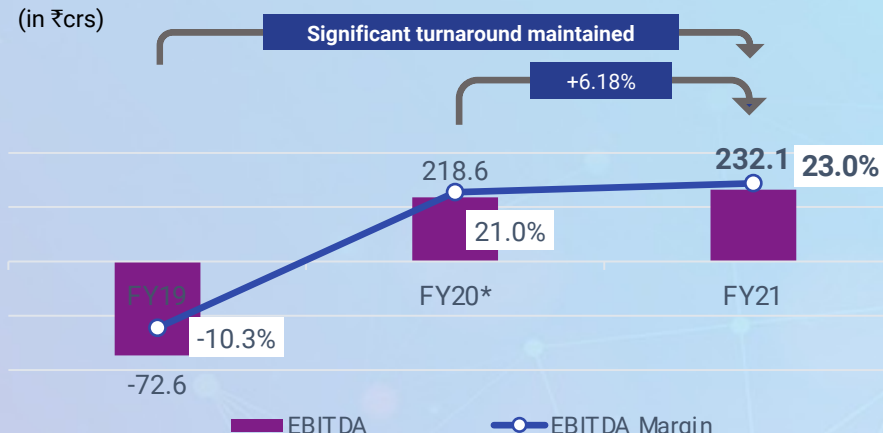


Even against the challenge of the pandemic through FY21, NXTDIGITAL achieved a strong financial performance through innovation and focus on its digital transformation.

## Revenue



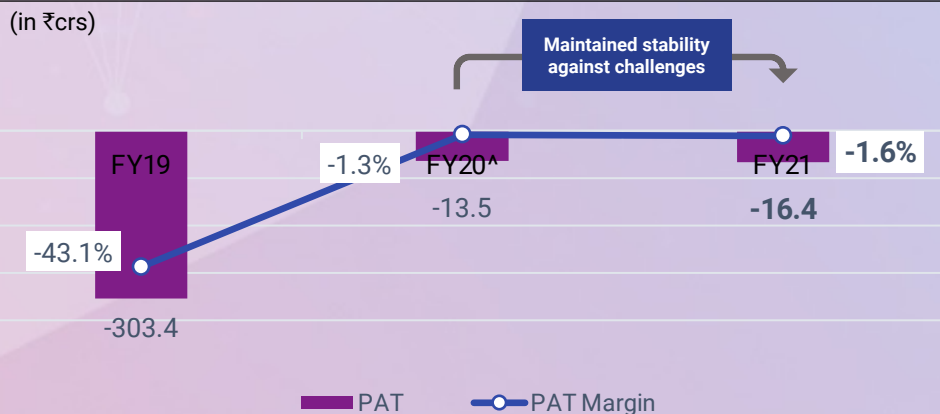
## EBITDA



\* Excludes one time revenue of Rs 123.12 Cr

\* Excludes one time revenue of Rs 123.12 Cr, \*\* EBITDA excluding one-time installation income

## PAT



## Performance Summary FY21

Overall performance remained robust even against the challenges of Covid-19 - which impacted the Indian Media & Entertainment industry in 2020 by as much as 24% (degrowth)

- Company ended Q4FY21 on a strong note; registering a YoY growth of 22% in terms of revenue and a 167% growth in EBITDA.
- Broadband played a pivotal role in FY21, clocking an 87% growth in subscriber base
- Whilst core business revenues remained stable through the year, EBITDA grew by 6.18% in FY21 over FY20

^ PAT excluding one-time installation income



## Growth drivers for FY22



The sector is expected to recover, albeit slowly and should touch ₹1.73 trillion in 2021, still slightly below 2019 levels

- Due to the importance of TV as a medium, as well as the effective reach it provides to advertisers, the segment is expected to remain highly relevant.
- Long term fundamentals of TV remain robust with very limited cannibalisation being seen from OTT**, which was evidenced during the lockdown. If anything, viewership has seen a commensurate increase across GEC, sports and kids genres.
- India still remains under-penetrated as far as Cable & Satellite Households (HH) are concerned.** Long-term growth prospects will be driven by growth in TV Households and ARPUs.
- TV subscriptions (Cable + DTH + HITS) expected to continue to grow.** Connected TVs will also provide opportunity for “hybrid” services.

	2019	2020	2021E	2023E
Advertising	320	251	304	345
Distribution	468	434	456	502
<b>Total</b>	<b>787</b>	<b>685</b>	<b>760</b>	<b>847</b>

INR billion (gross of taxes) | EY analysis

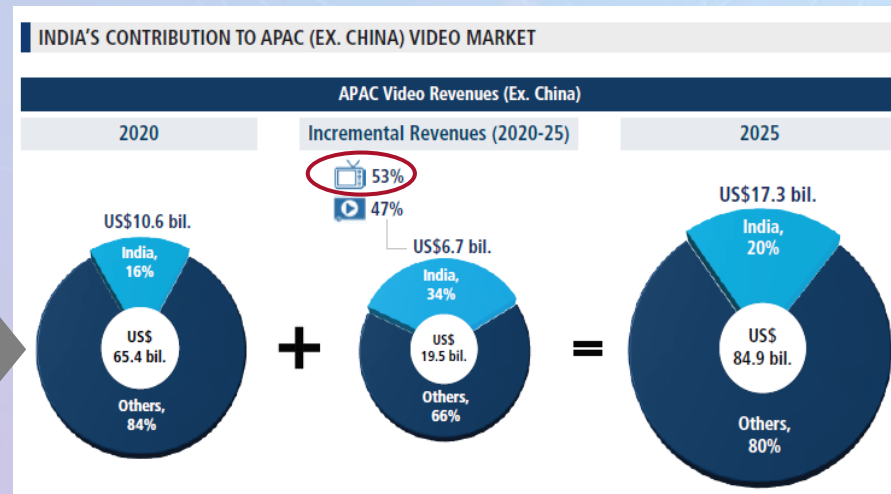
Data Source: EY Report March 2021 : "Playing by new rules India's Media & Entertainment sector reboots in 2020"

### Television will go mass

	2020	2025
Pay TV (cable + DTH + HITS)	131	141-145
Free TV	40	50+
Unidirectional TV	171	191+
Connected TV (bi-directional)	5+	40+
<b>Total TV subscriptions</b>	<b>176</b>	<b>231+</b>

EY estimates | millions of subscriptions

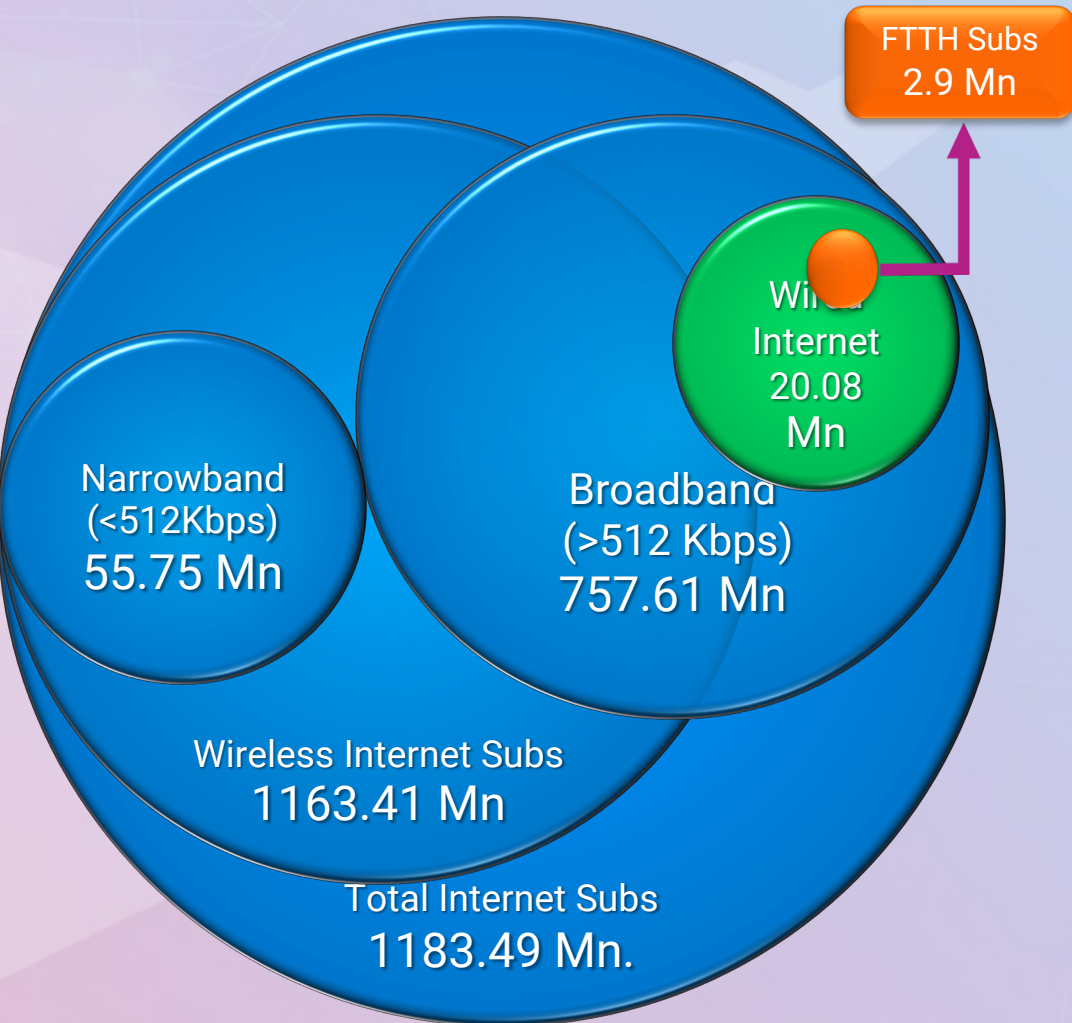
India's pay TV sector remains a high growth outlier amongst major global markets, accounting for 53% of incremental video revenues over 2020-25.



Data Source: EY Report March 2021 : "Playing by new rules India's Media & Entertainment sector reboots in 2020"

Media Partners Asia Report | March 2021

Fixed broadband penetration in India is still below 8% of Households, which presents a significant opportunity for growth.



TRAI- Jan 21



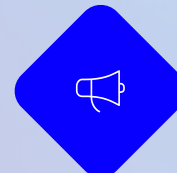
## 44% penetration of Internet in India

189 Mn CATV HHs, Video has ~5 Mn CATV HHs: Broadbands addressable market for Triple-play services.



## 7% Fixed Line penetration in India

22.41 Mn Internet Subs on Fixed Line of total 300 Mn HHs



## 90% existing subs on Copper

Huge Opportunity to upgrade Subs to FTTH to enhance availability, reliability, scalability & affordability of Fixed Line Internet on small cell architecture



## 1Tn - the size of Digital Economy by 2025

To be driven by Video Consumption for Long Form of Entertainment and Sports across RURBAN India & Voice Enabled Utilization for SMART LIVING (Alexa, like)



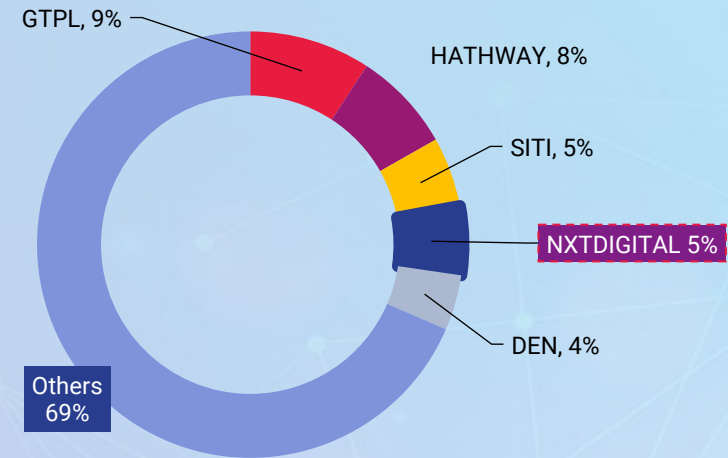
## 2x Industry Growth; MSO pegged @8x

MSOs REACH is key to realize the Digital India dream



## Conventional competitors announce industry-first pact for sharing HITS infrastructure under NXT's "Platform-as-a-Service" (PaaS) model

- NXTDIGITAL and SITI Networks Limited, an Essel Group company and one of India's largest Multi-System Operators (MSO) with a connected customer base of over 8.5 million, have entered a first-ever infrastructure sharing agreement in the MSO space in the country
- NXT will earn a service fee for sharing its pan-India satellite delivery infrastructure**
- This move will help SITI control its connectivity costs whilst leveraging the HITS infrastructure to deliver its signals to its Local Cable Operators (LCOs), thus providing its services to semi-urban and rural subscribers while also expanding its footprint across the country through satellite.**
- Market for such PaaS services is estimated at over 60 million customers, connected to around 1,000 MSOs**
- Other similar engagements with MSOs in discussion.



### Reduce Costs

- Lower cost of connectivity for the MSO due to independence from fibre networks & redundancy links
- Significant improvement in the "cost per subscriber" (CPS) – especially in semi-urban and rural India
- Eliminates technology upgradation for adding services



### Service Enhancement

- High quality digital signal from satellite; independent of fibre network issues or adverse weather conditions.
- Better uptime and quality of service
- Potential of greater choice to end customer with NXT's 700+ channels and multiple bouquets - leading to higher ARPUs



### MSO remains independent

- MSO using PaaS or "infrastructure sharing" service of NXTDIGITAL continues to remain completely independent.
- MSO continues to use existing and installed infrastructure/investments in technology and backend systems including customer Set Top Boxes



# Media Coverage of NXT-SITI infrastructure sharing announcement



**THE ECONOMIC TIMES tech**  
English Edition • 10 May 2021, 06:29 PM IST • 8-Page

## Hinduja Group's HITS platform signs infrastructure sharing deal with Siti Networks

**Synopsis**  
The deal will allow Siti Networks to deliver their services in markets where conventional connectivity remains a challenge

**Business Standard**

## NxtDigital and Siti Networks sign infrastructure sharing agreement in MSO space

Capital Market  
Last Updated at May 10, 2021 18:51 IST

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**ALSO READ**  
Siti Networks climbs as subsidiary to buy 75% stake in Meghriela Inftel Cable  
Outcome of board meeting of Siti Networks

Hinduja Group's Headend-in-the-Sky (HITS) platform NxtDigital and Siti Networks, an Essel Group Company and one of India's largest Multi-System Operators (MSO) with a connected customer base of over 8.5 million, have announced a first-ever infrastructure sharing agreement in the MSO space in the country.

**INDIANtelevision**

## ने मल्टीब-सिस्टम ऑपरेटर्स के लिए भारत का पहला डिजिटल ग्रुप भारतनुं प्रथम ई-इंफ्रास्ट्रक्चर शेयरिंग PaaS वर्टिकल बॉय कर्यु

### NXTDIGITAL & Siti Networks ink industry-first pact for infra sharing

### NxtDigital and Siti Networks sign agreement in MSO space

### NxtDigital and Siti Networks sign infrastructure

May 10, 2021 6:35 IST | capital market

**BW BUSINESSWORLD**  
May 11, 2021

Hinduja Group's headend-in-the-sky (HITS) platform NXTDIGITAL has signed

News Columns Interviews BW Communities Events

**Outlook**  
THE NEWS SCROLL

## Nxtdigital, Siti Networks enter into infra sharing agreement in MSO space

New Delhi, May 10 (PTI) Hinduja Group's Headend-in-the-Sky platform Nxtdigital and multi-system operator Siti Networks have entered into an infrastructure sharing agreement.

Siti Networks is owned by Subhash Chandra-led Essel Group.

**NXTDIGITAL**  
The Hinduja-HITS network

## announces infrastructure sharing agreement with SITI Networks

डिजिटल ग्रुपना "NXTDIGITAL" HITS प्लेटफॉर्म मल्टि-सिस्टम ऑपरेटर्स माटे भारतनुं प्रथम ई-इंफ्रास्ट्रक्चर शेयरिंग PaaS वर्टिकल बॉय कर्यु. SITI नेटवर्क्स साधे समजूतीनी ज़ाहरेत करी

डिजिटल ग्रुपना वेडमेन-ईन-ए-स्काय (HITS) प्लेटफॉर्म NXTDIGITAL तथा असेल गेप कम्पनी इंपनी अने ट.प. बिलियन की वषारे कनेक्टेड ग्राहकों साधे भारतना खीची भोरा मल्टि-सिस्टम ऑपरेटर्स (MSO) पैक्रीय चेंक SITI नेटवर्क्स सिमिटेड अने देशमां स्लॉ स्पेसमां सौ प्रथम ई-इंफ्रास्ट्रक्चर वॉरेंचवा माटेनी समजूतीनी ज़ाहरेत करी छे. आ प्रथम प्रकारनी समजूती द्वारा ये परंपरागत दरिदर इंपनीओ अकेडमीजना ई-इंफ्रास्ट्रक्चरने खेंचपले, जेना पगले डिजिटल प्लेटफॉर्म स्पेसमां खेडाखना नवा युगनी शुरुआत बघे.

भारतमां आ प्रकारना PaaS (प्लेटफॉर्म-अस-अ-सर्विसेस) ई-इंफ्रास्ट्रक्चर वॉरेंचवानी सेवा माटे संभवित्ता बखर अंदाजे 80 बिलियन की वषारे केवल टीवी समस्तुतव पडकारोनी सामने करे छे.

SITI नेटवर्क्स साधे समजूतीनी ज़ाहरेत करी छे, जे आसरे 1000 MSO अने जेरे-जे युग्मने स्वतंत्र के रिजलत इंपनीओ छे, जेयो पछी वार आ प्रकारनी अर्थ, कनेक्टिविटी अने गुणवत्ताना पडकारोनी सामने करे छे.

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## Nxtdigital, Siti Networks Enter Into Infrastructure Sharing Agreement In MSO Space

इंफ्रास्ट्रक्चर शेयरिंग पास वर्टिकल लॉन्च मुम्बई। हिंदुजा ग्रुप के हेड एंड इन द स्काई हिट्स प्लेटफॉर्म एनएक्सटी डिजिटल और सिटी नेटवर्क्स लिमिटेड के एमएसओ क्षेत्र में अब तक पहले इंफ्रास्ट्रक्चर शेयरिंग अग्रीमेंट करी घोषणा करी छै। अगुने तरह की इस प्रथम प्लेटफॉर्म जगम में जो गम

अधिकारी विन्सी फर्नांडेस महत्वपूर्ण निवेश के साथ। को डिजिटल

**Devdiscourse**

Nxtdigital, Siti Networks enter into infra sharing agreement in MSO space

असुर ऐसी लागत कनेक्टिविटी और गुणवत्ता की

## NXTDIGITAL launches Infrastructure Sharing PaaS Vertical for Multi-System Operators; Announces Agreement with SITI Networks

क्युः SITI नेटवर्क्स साधे समजूतीनी ज़ाहरेत करी छे.

भारतमां आ प्रकारना PaaS (प्लेटफॉर्म-अस-अ-सर्विसेस) ई-इंफ्रास्ट्रक्चर वॉरेंचवानी सेवा माटे संभवित्ता बखर अंदाजे 80 बिलियन की वषारे केवल टीवी समस्तुतव पडकारोनी सामने करे छे.

**medianews4u.com**

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**IQ Stock Market**

## Hinduja Group's HITS platform signs infrastructure sharing deal with Siti Networks

By Gaurav Laghate about 10 hours ago

Hinduja Group's headend-in-the-sky (HITS) platform NXTDIGITAL has signed first of its kind infrastructure sharing agreement with rival multi-system-operator (MSO)

**yahoo!finance**

## Nxtdigital, Siti Networks enter into infra sharing agreement in MSO space

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**LATESTLY**

## Latest News | Nxtdigital, Siti Networks Enter into Infra Sharing Agreement in MSO Space

Hinduja Group's Headend-in-the-Sky platform Nxtdigital and multi-system operator Siti Networks have entered into an infrastructure sharing agreement.



### New Initiatives

Leveraging the content business into a separate vertical for monetization. **Developing a new approach to the shopping vertical** – focus on building a “marketing & delivery” ecosystem through the LCO fraternity in rural markets.

### 100 COPE Plan

Expanding into 100 new locations with 100 “owned & operated” COPEs to capture new markets for video & broadband. Will increase footprint and eliminate LCO investments in COPEs.

### Enterprise Business

Integrating all NXTDIGITAL products and solutions to **offer enterprise customers a suite of solutions** combining video, broadband, CCTV, IOT

### Growing the video base

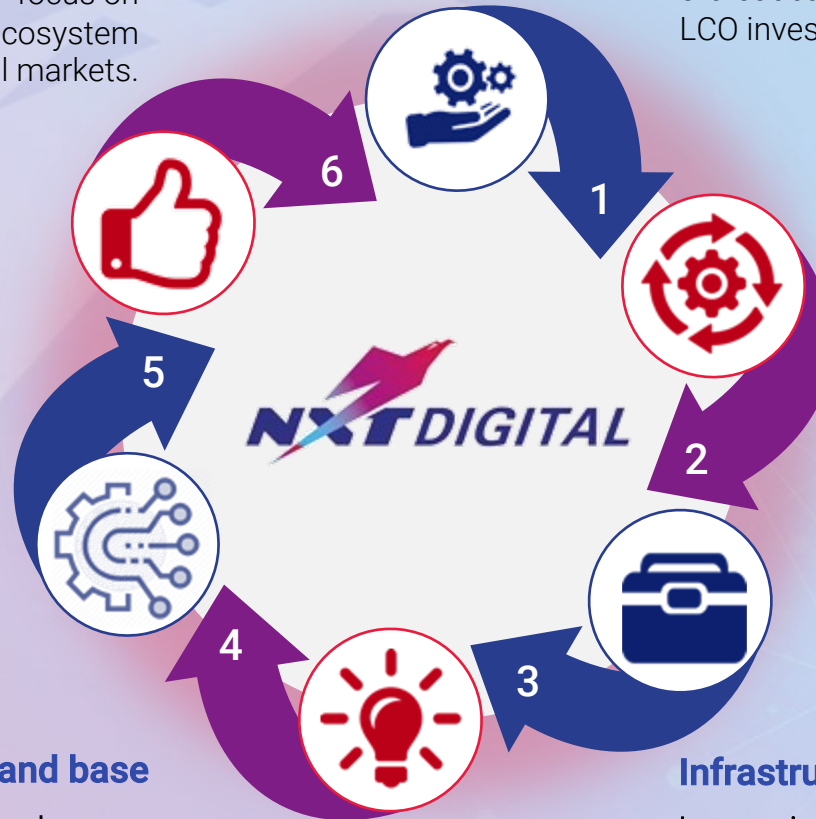
Focus on new markets and subscribers through new products (including hybrid OTT), packaging & bundling models – especially in HITS markets.

### Growing the broadband base

Organic growth and increase in SAP customers. Will drive the add-ons of the 100-COPE project, expanding the broadband footprint into new geographies.

### Infrastructure Sharing

Leveraging existing HITS infrastructure to grow the **infrastructure sharing/PaaS business** - market for such PaaS services is estimated at over 60 million customers, connected to around 1,000 MSOs





### PaaS : growing the serviced customer base

Leveraging the **opportunity to grow the serviced base through infrastructure sharing**. The target is to focus on the 1,000 MSOs with 60mn TV customers – helping them reduce connectivity costs and improve their quality of service; **whilst NXTDIGITAL earns a fee income**.

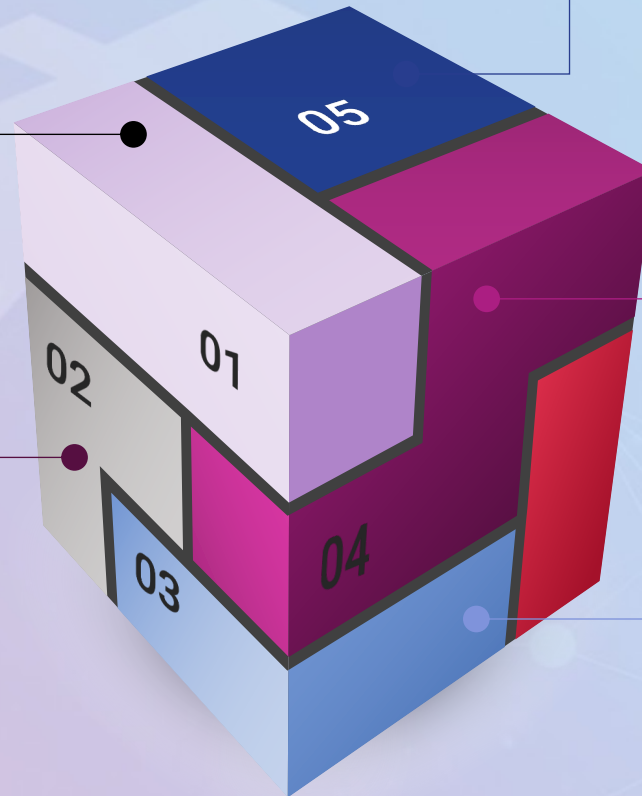
The long term target is to provide PaaS services to ~30mn homes through this model



### Growing the core business

NXTDIGITAL has clearly defined strategies to grow its own base – as has been evidenced in FY21.

We see further growth as our **HITS and broadband platforms proliferate into newer geographies** via various initiatives including the 100-COPE Plan to network new markets



### Strong Capital Structure

The Rights issue in Q1FY22 as well as the sale of the real estate parcels will help bring the debt to equity ratio to below 1.

It will also **reduce interest pay-outs significantly**.



### Leading innovation

**New technology solutions and devices** including high-end versions of the hybrid Set Top Box that will deliver linear television and streaming services, including OTT through a single device, seamlessly



### Improving top-line & margins

All revenues earned from the PaaS model will go directly to the bottom line as NXTDIGITAL does not need to invest further in capex or operations to support the growing PaaS customer base

# Annexures



## Consolidated Income Statement (Quarterly)

Particulars	Q4FY21 (₹cr)	Q3FY21 (₹cr)	QoQ growth (%)	Q4FY20 (₹cr)	YoY growth (%)
<b>Revenue:</b>					
<b>Total revenue</b>	277.97	259.90	6.9	227.13	22.4
<b>Expenses:</b>					
Operating costs	131.09	127.85	2.5	97.78	-34.1
People costs	19.16	22.53	-14.9	19.20	-0.2
Other costs	60.18	47.04	27.9	84.86	-29.1
<b>Total expenses</b>	<b>210.43</b>	<b>197.42</b>	<b>6.6</b>	<b>201.84</b>	<b>4.2</b>
<b>EBIDTA</b>	<b>67.54</b>	<b>62.48</b>	<b>8.1</b>	<b>25.29</b>	<b>167.1</b>
Depreciation	46.39	51.65		53.89	
Interest	33.29	35.68		32.58	
Extra-ordinary income					
<b>Profit before tax</b>	<b>-12.14</b>	<b>-24.85</b>		<b>-61.18</b>	
Taxation	-25.80	-25.18		-17.74	
<b>Profit after tax</b>	<b>13.66</b>	<b>0.32</b>		<b>-43.43</b>	

## Consolidated Income Statement (Yearly)

Particulars	FY21 (₹cr)	FY20 (₹cr)	YoY growth (%)
<b>Revenue:</b>			
<b>Total revenue</b>	<b>1008.45</b>	<b>1038.98*</b>	<b>-2.84</b>
<b>Expenses:</b>			
Operating costs	490.52	493.21	-0.5
People costs	80.09	70.91	12.9
Other costs	205.76	256.24	-19.70
<b>Total expenses</b>	<b>776.37</b>	<b>820.36</b>	<b>-5.4</b>
<b>EBIDTA</b>	<b>232.08</b>	<b>218.62**</b>	<b>6.1</b>
Depreciation	203.98	197.48	
Interest	142.65	119.79	
Extra-ordinary income		123.12	
Profit before tax	-114.55	24.46	
Taxation	-98.19	-85.21	
<b>Profit after tax***</b>	<b>-16.36</b>	<b>-13.45***</b>	

\* Excludes one time revenue of Rs 123.12 Cr

\*\* EBIDTA excluding one-time installation income

\*\*\*Operating PAT

# NXTDIGITAL LIMITED



HINDUJA GROUP