



April 17, 2021

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai-400 001

Scrip Code- **533137**

National Stock Exchange of India Limited

Exchange Plaza
Plot No. C/1, G Block
Bandra- Kurla Complex
Bandra (East), Mumbai-400 051
Trading Symbol- **DEN**

Dear Sir(s),

Sub: Investors' Presentation

Please find enclosed Investors' Presentation on Audited Financial Results for the quarter and financial year ended March 31, 2021 for you record.

Thanking You,

Yours faithfully,

For **DEN NETWORKS LIMITED**




Jatin Mahajan
Company Secretary

Enclosed: as above

DEN NETWORKS LIMITED

CIN: L92490MH2007PLC344765

Registered Office: Unit No.116, First Floor, CWing Bldg. No.2 Kailas, Industrial Complex L.B.S Marg
Park Site Vikhroli(W), Mumbai, Mumbai City, Maharashtra, India, 400079

Landline: +91 22 61289999|E-mail: den@denonline.in|| Website: www.dennetworks.com

DEN Networks Limited

Investor Update

Q4 FY20-21

16th April, 2021



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



Business Overview

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Den Cable

Den Cable

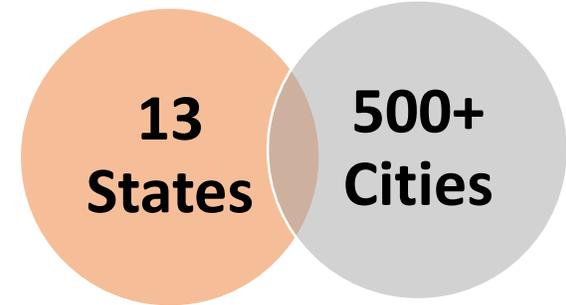


Den Broadband

Den Broadband

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 is a category "A" ISP and wholly owned subsidiary of DEN Networks Limited.
- ❖ We have currently enabled Fixed Broadband services across 41 Cities/Towns in India.



Business Highlights

Consolidated Total
Revenue at
Rs.326 Cr

Consolidated EBITDA at
Rs.65 Cr

Profit after Tax (PAT) at
Rs.34 Cr

Cash & Cash
Equivalents
Rs. 2,394 Cr

Consolidated Financial Highlights

Consolidated Financial Highlights



Particulars (INR Cr)	4Q'21	3Q'21	4Q'20	FY 21	FY 20	Quarterly Growth %		Yearly Growth %
						Q-o-Q	Y-o-Y	
Subscription	190	201	222	808	813	(6%)	(15%)	(1%)
Placement/ Marketing income	87	106	73	350	346	(19%)	19%	1%
Other Operating Income	16	7	11	35	41	127%	37%	(15%)
Activation Revenues	34	28	21	114	92	21%	63%	24%
Revenue	326	342	328	1,307	1,291	(5%)	(0%)	1%
Content Costs	157	161	148	602	608	(3%)	6%	(1%)
Personnel Costs	22	23	25	91	95	(6%)	(13%)	(4%)
Other Opex	81	84	78	315	321	(3%)	4%	(2%)
Provision for doubtful debts	2	9	14	43	56	(79%)	(86%)	(23%)
Total Cost	261	277	264	1,051	1,080	(6%)	(1%)	(3%)
EBITDA	65	65	64	256	211	(0%)	2%	21%
<i>EBITDA %</i>	<i>20%</i>	<i>19%</i>	<i>19%</i>	<i>20%</i>	<i>16%</i>			
Dep & Amort	61	64	57	251	247	(4%)	8%	1%
Finance Costs	0	0	4	3	32	<i>n.a</i>	<i>n.a</i>	(90%)
Other Income	29	57	41	191	176	(49%)	(28%)	8%
Share in (loss)/ profit of associates	(0)	(1)	(3)	(8)	1	<i>n.m</i>	<i>n.m</i>	(860%)
PBT	33	57	41	186	110	(43%)	(20%)	69%
PBT post exceptional	33	57	41	186	110	(43%)	(20%)	69%
Provisions for Tax	(1)	(2)	18	(3)	51	<i>n.m</i>	<i>n.m</i>	(107%)
PAT	34	60	23	189	59	(43%)	50%	220%

Consolidated Balance Sheet



INR Crore	31.03.2021	31.12.2020
Share Capital	477	477
Reserves & Surplus	2,298	2,283
Networth	2,775	2,760
Minority Interest	65	65
Short & Long Term Debt	-	-
Defferred Revenue	190	223
Trade Payables (including provision for expenses)	290	389
Other Liabilities	134	135
Total Equity & Liabilities	3,454	3,572
Fixed Assets, Net	447	471
Capital work-in-progress	37	42
Goodwill on consolidation	162	163
Fixed Assets	646	677
Non - Current Investment	62	62
Trade receivables	94	180
Cash and Cash Equivalents	2,394	2,362
Other Assets	258	292
Total Assets	3,454	3,572

Note: Previous figures have been reclassified wherever necessary.

Thank You

Jatin Mahajan

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DEN Networks Ltd.

(CIN No. L92490MH2007PLC344765)