



January 14, 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 Unaudited Financial Results for the quarter/nine months ended December 31, 2020 for you record. You are requested to take the note of the same in your 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, IndustrialComplex 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

Q3 FY20-21

14th January, 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.	Cable TV - Financial Highlights
4.	Broadband - Financial Highlights
5.	Consolidated - Financials Highlights



Business Overview

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Den Cable

Den Cable

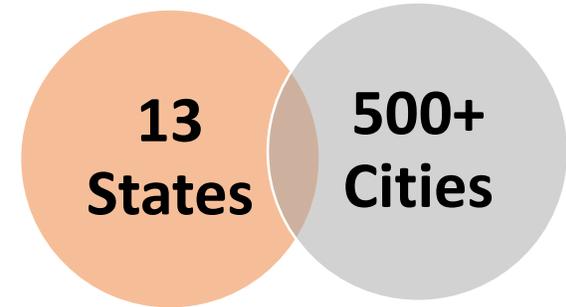


Den Broadband

Den Broadband

Cable Business

- ❖ Incorporated in 2007 and headquartered in New Delhi, Den Networks is a leading Cable TV Distribution company in the country with a wide gamut of services including Cable TV and Broadband.
- ❖ DEN's Cable & Broadband operations covers over **500+ cities/towns** across **13 key states** (Uttar Pradesh, Karnataka, Maharashtra, Gujarat, Rajasthan, Haryana, Kerala, West Bengal, Jharkhand, Bihar, Madhya Pradesh and Uttarakhand) in India.
- ❖ DEN has been recognized as **"Most trusted brand in Cable TV Industry"**, TRA Research, June'2019



Broadband Business

- ❖ DEN Broadband Limited was incorporated on 5 December 2011 under the Companies Act 1956. The Company is having its registered office at 236, Okhla Industrial Area, Phase III, New Delhi - 110020.
- ❖ The Company is a category "A" ISP (**ISP-IT License No. 820-990/2007-LR dated 2008**) and wholly owned subsidiary of DEN Networks Limited. ISP business ("Broadband") of the DEN Networks Limited has been transferred into DEN Broadband Limited effective from 1st of April 2016 (Demerger Order – 15th of Sep'17).
- ❖ We have currently enabled Fixed Broadband services across 41 Cities/Towns in India.

Business Highlights

**Consolidated Total Revenue at
Rs.342 Cr**

Growth

Q3FY21 vs Q3FY20: 8%

Q3FY21 vs Q2FY21: 1%

**Consolidated EBITDA at
Rs.65 Cr**

Growth

Q3FY21 vs Q3FY20: 12%

Q3FY21 vs Q2FY21: 4%

**Profit after Tax (PAT) at
Rs.60 Cr**

Growth

Q3FY21 vs Q3FY20: 390%

Q3FY21 vs Q2FY21: 63%

Consolidated Financial Highlights

Consolidated Financial Highlights



Particulars (INR Cr)	3Q'21	2Q'21	3Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
Subscription	201	206	206	(3%)	(3%)
Placement/ Marketing income	106	96	87	11%	22%
Other Operating Income	7	7	6	(1%)	7%
Activation Revenues	28	28	18	0%	58%
Revenue	342	338	318	1%	8%
Content Costs	161	149	142	8%	14%
Personnel Costs	23	22	24	3%	(3%)
Other Opex	84	75	85	12%	(2%)
Provision for doubtful debts	9	29	9	(68%)	(0%)
Total Cost	277	275	260	1%	7%
EBITDA	65	62	58	4%	12%
<i>EBITDA %</i>	<i>19%</i>	<i>19%</i>	<i>18%</i>		
Dep & Amort	64	62	57	4%	12%
EBIT	1	1	1	<i>n.m</i>	<i>n.m</i>
Finance Costs	0	1	4	(99%)	(100%)
Other Income	57	41	41	39%	38%
Share in (loss)/ profit of associates	(1)	(4)	1	<i>n.m</i>	<i>n.m</i>
PBT	57	37	39	56%	47%
Exceptional Items	0	0	0	<i>n.m</i>	<i>n.m</i>
PBT post exceptional	57	37	39	56%	47%
Provisions for Tax	(2)	0	27	<i>n.m</i>	<i>n.m</i>
PAT	60	37	12	63%	390%

Consolidated Balance Sheet



INR Crore	31.12.2020	30.09.2020
Share Capital	477	477
Reserves & Surplus	2,283	2,221
Networth	2,760	2,698
Minority Interest	65	69
Short & Long Term Debt	-	0
Defferred Revenue	223	246
Trade Payables (including provision for expenses)	389	351
Other Liabilities	135	139
Total Equity & Liabilities	3,572	3,503
Fixed Assets, Net	471	511
Capital work-in-progress	42	27
Goodwill on consolidation	163	162
Fixed Assets	677	700
Non - Current Investment	62	63
Trade receivables	180	156
Cash and Cash Equivalents	2,362	2,297
Other Assets	292	287
Total Assets	3,572	3,503

Note: Previous figures have been reclassified wherever necessary.

Thank You

Jatin Mahajan

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DEN Networks Ltd.

(CIN No. L92490MH2007PLC344765)