



Date: July 20, 2020

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai-400 001

Scrip Code- **533137**

Dear Sir(s),

Sub: **Investors' Presentation**

National Stock Exchange of India Limited

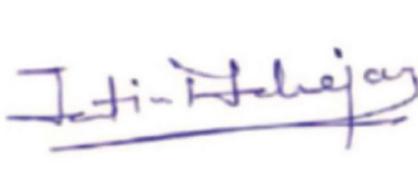
Exchange Plaza
Plot No. C/1, G Block,
Bandra- Kurla Complex
Bandra (East), Mumbai-400 051
Trading Symbol- **DEN**

Please find enclosed Investors' Presentation on Unaudited Financial Results for the quarter ended June 30, 2020 for your record.

Thanking You,

Yours faithfully,

For DEN Networks Limited




Jatin Mahajan
Company Secretary

Encl: as above

DEN Networks Limited

CIN: L92490DL2007PLC165673

Registered Office: 236, Okhla Industrial Estate, Phase-III, New Delhi - 110 020

Landline: +91 11 40522200 || Facsimile: +91 11 40522203 || E-mail: den@denonline.in || www.dennetworks.com

DEN Networks Limited

Investor Update

Q1 FY20-21



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



Den Cable

Den Cable

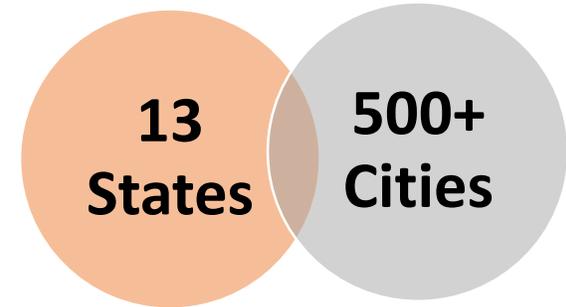


Den Broadband

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** (Delhi, 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 Private 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 Private Limited effective from 1st of April 2016 (Demerger Order – 15th of Sep'17).
- ❖ We have currently enabled Fixed Broadband services across 44 Cities/Towns in India.

Business Highlights

**Consolidated Subscription at
Rs. 212 Cr**

Growth

Q1FY21 vs Q1FY20: 12%
Q1FY21 vs Q4FY20: (5%)

**Consolidated EBITDA at
Rs.64 Cr**

Growth

Q1FY21 vs Q1FY20: 54%
Q1FY21 vs Q4FY20: 0%

**Profit after Tax (PAT) at
Rs.58 Cr**

Growth

Q1FY21 vs Q1FY20: 303%
Q1FY21 vs Q4FY20: 159%

Cable TV – Financial Highlights

Cable Business Financial Highlights



Particulars (INR Cr)	1Q'21	4Q'20	1Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
Subscription	195	205	171	(5%)	14%
Placement/ Marketing income	61	73	97	(16%)	(37%)
Other Operating Income	5	11	4	(56%)	42%
Activation Revenues	24	21	23	12%	1%
Revenue	284	310	295	(8%)	(4%)
Content Costs	135	148	159	(8%)	(15%)
Personnel Costs	22	22	21	(2%)	6%
Other Opex	62	64	64	(3%)	(3%)
Provision for doubtful debts	2	14	11	(84%)	(80%)
Total Cost	221	248	255	(11%)	(13%)
EBITDA	63	63	41	1%	56%
<i>EBITDA %</i>	<i>22%</i>	<i>20%</i>	<i>14%</i>	<i>10%</i>	<i>62%</i>
Dep & Amort	56	51	52	10%	9%
Finance Costs	2	3	18	(36%)	(87%)
Other Income	63	41	51	56%	23%
Share in (loss)/ profit of associates	(3)	(3)	1	<i>n.m</i>	<i>n.m</i>
PBT	65	45	23	45%	177%
Exceptional Items	0	0	0	<i>n.m</i>	<i>n.m</i>
PBT post exceptional	65	45	23	45%	177%
Provisions for Tax	0	18	4	<i>n.m</i>	<i>n.m</i>
PAT	65	27	20	143%	227%

Broadband-Financial Highlights

Broadband Business Financial Highlights



Particulars (INR Cr)	1Q'21	4Q'20	1Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
Revenue	16.8	17.6	18.0	(4%)	(6%)
Personnel Costs	2.2	2.5	2.2	(13%)	(4%)
Other Opex	14.1	13.8	15.0	3%	(6%)
Total Cost	16.3	16.3	17.2	0%	(5%)
EBITDA	0.5	1.3	0.8	(59%)	(28%)
<i>EBITDA %</i>	<i>3%</i>	<i>8%</i>	<i>4%</i>		
Dep & Amort	6.9	5.7	6.1	20%	14%
Finance Costs	0.0	0.0	0.0	(13%)	(38%)
PBT	(6.4)	(4.4)	(5.3)	45%	19%
Other Income	0.1	0.4	0.0	(72%)	161%
Exceptional Items	0.0	0.0	0.0	<i>n.m</i>	<i>n.m</i>
Share in (loss)/ profit of associates	0.0	0.0	0.0	- %	- %
PBT post exceptional	(6.3)	(4.0)	(5.3)	<i>n.m</i>	<i>n.m</i>
Provisions for Tax	0.0	0.0	0.0	<i>n.m</i>	<i>n.m</i>
PAT	(6.3)	(4.0)	(5.3)	<i>n.m</i>	<i>n.m</i>

Consolidated Financial Highlights

Consolidated Financial Highlights



Particulars (INR Cr)	1Q'21	4Q'20	1Q'20	Quarterly Growth %	
				Q-o-Q	Y-o-Y
Subscription	212	222	189	(5%)	12%
Placement/ Marketing income	61	73	97	(16%)	(37%)
Other Operating Income	5	11	4	(56%)	27%
Activation Revenues	24	21	23	12%	1%
Revenue	301	328	313	(8%)	(4%)
Content Costs	135	148	159	(8%)	(15%)
Personnel Costs	24	25	23	(3%)	5%
Other Opex	76	78	79	(2%)	(3%)
Provision for doubtful debts	2	14	11	(84%)	(80%)
Total Cost	237	264	272	(10%)	(13%)
EBITDA	64	64	41	0%	54%
<i>EBITDA %</i>	<i>21%</i>	<i>19%</i>	<i>13%</i>		
Dep & Amort	63	57	58	11%	10%
Finance Costs	2	4	18	(36%)	(87%)
Other Income	63	41	51	54%	23%
Share in (loss)/ profit of associates	(3)	(3)	1	<i>n.m</i>	<i>n.m</i>
PBT	59	41	18	44%	223%
Exceptional Items	0	0	0	<i>n.m</i>	<i>n.m</i>
PBT post exceptional	59	41	18	44%	223%
Provisions for Tax	0	18	4	<i>n.m</i>	<i>n.m</i>
PAT	58	23	14	159%	303%

Thank You

Jatin Mahajan

InvestorRelations@DenOnline.in

+91 11 4052 2200

DEN Networks Ltd.

(CIN No. L92490DL2007PLC165673)