



January 18, 2022

**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 (Standalone and Consolidated) for the quarter/nine months ended December 31, 2021, for you record.

Thanking You,

Yours faithfully,

For **DEN NETWORKS LIMITED**

**Hema Kumari**  
**Company Secretary & Compliance Officer**



Encl: as above

## **DEN Networks Limited**

CIN: L92490MH2007PLC344765

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

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# DEN Networks Limited

## Investor Update

Q3 FY21-22

18<sup>th</sup> January, 2022



*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

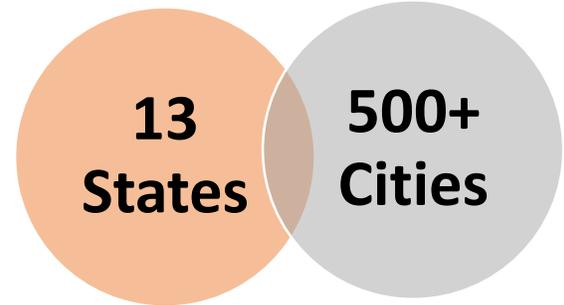


**Den Broadband**

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

# Financial Highlights: Q3 FY21-22



Consolidated Total  
Revenue at  
Rs.294 Cr

Consolidated EBITDA at  
Rs.50 Cr

Profit after Tax (PAT) at  
Rs.44 Cr

Cash & Cash  
Equivalents  
Rs. 2,525 Cr

# Consolidated Financial Highlights

# Consolidated Financial Highlights



Particulars (INR Cr)	3Q'22	2Q'22	3Q'21	Q3 v/s Q2	3Q'22 v/s 3Q'21
Subscription	177	182	201	(3%)	(12%)
Placement/ Marketing income	86	98	106	(12%)	(19%)
Other Operating Income	12	25	7	(52%)	70%
Activation Revenues	20	21	28	(5%)	(30%)
<b>Revenue</b>	<b>294</b>	<b>325</b>	<b>342</b>	<b>(10%)</b>	<b>(14%)</b>
Content Costs	149	160	161	(7%)	(8%)
Personnel Costs	20	21	23	(7%)	(14%)
Other Opex	70	82	84	(14%)	(16%)
Provision for doubtful debts/Advances	5	12	9	(59%)	(48%)
<b>Total Cost</b>	<b>244</b>	<b>275</b>	<b>277</b>	<b>(11%)</b>	<b>(12%)</b>
<b>EBITDA</b>	<b>50</b>	<b>50</b>	<b>65</b>	<b>(0%)</b>	<b>(23%)</b>
<i>EBITDA %</i>	<i>17%</i>	<i>16%</i>	<i>19%</i>		
Dep & Amort	36	39	64	(6%)	(43%)
Finance Costs	0	0	0		
Other Income	28	34	57	(17%)	(51%)
Share in (loss)/ profit of associates	2	(6)	(1)	(126%)	(363%)
<b>PBT</b>	<b>44</b>	<b>39</b>	<b>57</b>	<b>13%</b>	<b>(24%)</b>
Provisions for Tax	(0)	1	(2)	(133%)	(88%)
<b>PAT</b>	<b>44</b>	<b>38</b>	<b>60</b>	<b>16%</b>	<b>(27%)</b>
Other Comprehensive Income	(10)	15	0	(169%)	-
<b>TCI</b>	<b>33</b>	<b>53</b>	<b>60</b>	<b>(38%)</b>	<b>(46%)</b>

# Consolidated Balance Sheet



INR Crore	31.12.2021	30.09.2021
Share Capital	477	477
Reserves & Surplus	2,430	2,395
<b>Networth</b>	<b>2,907</b>	<b>2,872</b>
Minority Interest	61	63
Deffered Revenue	143	162
Trade Payables	308	341
Other Liabilities	126	132
<b>Total Equity &amp; Liabilities</b>	<b>3,544</b>	<b>3,571</b>
Fixed Assets, Net	416	425
Capital work-in-progress	26	36
Goodwill on consolidation	153	153
<b>Fixed Assets</b>	<b>595</b>	<b>614</b>
Non - Current Investment	65	63
Trade receivables	128	160
Cash and Cash Equivalents	2,525	2,500
Other Assets	232	234
<b>Total Assets</b>	<b>3,544</b>	<b>3,571</b>

Note: Previous figures have been reclassified wherever necessary.

# Thank You

**Hema Kumari**

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**DEN Networks Ltd.**

**(CIN No. L92490MH2007PLC344765)**