

January 28, 2021

Department of Corporate Services, <b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 500189	Department of Corporate Services, <b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Code: NXTDIGITAL
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**Subject: Presentation at Virtual Meeting of Analyst/ Institutional Investor’s Meet on Friday, January 29, 2021- Q3 & 9M-FY21 Performance of NXTDIGITAL Limited (“the Company”).**

**Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015.**

Dear Sir/Madam,

Further to our letter dated **January 27, 2021**, intimating about conducting of a virtual meeting of Analyst/ Institutional Investor’s Meet to discuss the Q3 & 9M - FY21 performance and the road ahead on **Friday, January 29, 2021 at 11.00 a.m.**

We are forwarding the presentation to be made at the said virtual meeting.

The presentation is also available on the website of the Company viz. [www.nxtdigital.in](http://www.nxtdigital.in)

Thanking you.

For **NXTDIGITAL LIMITED**

**(formerly known as Hinduja Ventures Limited)**

**ASHISH**  
**PANDEY**

Digitally signed by  
ASHISH PANDEY  
Date: 2021.01.28  
20:56:28 +05'30'

**Ashish Pandey**  
**Company Secretary**



(Formerly known as Hinduja Ventures Limited)

Registered Office: IN CENTRE, 49/50 MIDC, 12<sup>th</sup> Road, Andheri (E), Mumbai - 400 093.

T: +91 - 22 - 2820 8585 W: [www.nxtdigital.co.in](http://www.nxtdigital.co.in) CIN. No.: L51900MH1985PLC036896





# NXTDIGITAL Limited

## Investor Presentation Q3FY21 Performance

29<sup>th</sup> January 2021  
Version 1.0



HINDUJA GROUP

**INDIANtelevision**

## Indian broadcasting & cable TV market to surpass \$19 billion by 2026, says report

**NEWS 18 INDIA**

## TRAI Issues Consultation Paper Seeking Views On Regulatory Framework For DTH Services

**Hindustan Times**

## I&B ministry starts work on self-regulation law for OTT platforms, online news

The aim is to provide a level-playing field in media and a platform to redress public grievances against digital media.

**ET Telecom.com**  
From The Economic Times

## Internet service providers want 5G spectrum; urge India to allow them to participate in auctions

The internet service provider's body said eligibility to bid for 5G shouldn't be limited to only a handful of telecom operators.

**mint**

## New rules for DTH operators: Longer license period, sharing platforms allowed

2 min read . Updated: 23 Dec 2020, 05:44 PM IST

Written By **Anulekha Ray**

- The license for the DTH service providers will be issued for 20 years instead of current norm of 10 years
- DTH operators, willing to share DTH platform and transport stream of TV channels, will be allowed

**THE TIMES OF INDIA**

## Govt working on draft national broadcast policy, govt tells industry

**THE HINDU**  
**BusinessLine**

## Committee to review TRP guidelines submits report to I&B Ministry

1

NXTDIGITAL initiates its infrastructure sharing business model with Multi-System Operators. Will be a key driver in 2021.



2

NXTDIGITAL rolls out “combo” (Television + Broadband) packages in Mumbai as a pilot project. Will expand to Delhi and Bengaluru in Phase II

Signals the implementation of Phase I of the group’s strategic “converged digital media” model for the business; which will be expanded to offer other digital services in future.

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

BROADBAND - UNLIMITED PLANS	SEP PRICE-MONTHLY	CASHBACK FOR ACTIVATING BROADBAND	EFFECTIVE SEP PRICE-MONTHLY
10Mbps	₹ 190.68	₹ 14.41	₹ 176.27
20Mbps	₹ 190.68	₹ 15.25	₹ 175.42
30Mbps	₹ 190.68	₹ 19.49	₹ 171.19
50Mbps	₹ 190.68	₹ 20.34	₹ 170.34
100Mbps	₹ 190.68	₹ 27.97	₹ 162.71

BROADBAND - UNLIMITED PLANS	SEP PRICE WITH 3 MONTHS LDR	CASH BACK FOR ACTIVATING BROADBAND ON QUARTERLY PLAN	EFFECTIVE SEP MONTHLY PRICE WITH LDR
10Mbps	₹ 506.78	₹ 43.22	₹ 154.52
20Mbps	₹ 506.78	₹ 45.76	₹ 153.67
30Mbps	₹ 506.78	₹ 58.47	₹ 149.44
50Mbps	₹ 506.78	₹ 61.02	₹ 148.59
100Mbps	₹ 506.78	₹ 83.90	₹ 140.96

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

**TERMS AND CONDITIONS:**

- \*Cashback on Super Entertainment Pack as per above table will be credited on NDL LCO cable portal
- \*Cashback applies on activating both SEP and One Broadband to the same customer as a COMBO
- \*Cashback is applicable on SEP or add-on pack above ₹220
- \*LDR stands for Long Duration Recharge
- \*SEP stands for Super Entertainment Pack
- \*The Cashback applies only on new activations of Broadband
- \*While providing new customer insert the STD and CAN number in the MS Portal of One Broadband to be eligible for the Cashback
- \*This offer applies to NDL LCOs in Mumbai, Thane and New Mumbai only
- \*Broadband is provided by ONEOTT ENTERTAINMENT LTD.
- \*Above prices mentioned do not include taxes. GST is applicable

For further details, please contact your local INDigital executive today!

“Combo” up-sell includes several OTT services like ZEE5 Premium, VOOT Select, Shemaroo Me All Access, EPIC ON & Eros Now



3

OneOTT Entertainment Ltd.; broadband subsidiary of NXTDIGITAL, crosses half-a-million wired broadband subscribers

Propels OneOTT into the top 5 ISPs in India, by size

The broadband subsidiary has continued on an accelerated growth path – achieving a 32x growth in the last four years, with commensurate revenues

Awarded Facebook’s ‘Trophy of Excellence’ for seamlessly expanding public Wi-Fi services during the Covid pandemic

# INITIATIVES IN Q3



### UPGRADE TO HITS FOR QUALITY ENTERTAINMENT AND RELIABLE TECHNOLOGY.

Give your subscribers an enhanced television viewing experience with our advanced Headed-in-the-Sky (HITS) technology that provides the best-in-class quality entertainment and undisturbed viewing.

**FEATURES THAT WILL GIVE YOU THE EXTRA EDGE**

- HD PICTURE QUALITY
- HIGH DEFINITION EXPERIENCE
- EXCELLENT AUDIO WITH STEREO/SURROUND SOUND
- ADVANCED ELECTRONIC PROGRAM GUIDE
- GREATER NUMBER OF CHANNELS
- UNINTERRUPTED TELEVISION EXPERIENCE
- CONVENIENT PAYMENT FACILITIES
- KANARADA CHANNEL AT THE TOP OF CHANNEL LINE UP
- LOCAL AND CITY-SPECIFIC CHANNELS

FOR MORE INFORMATION, CONTACT YOUR NEXTDIGITAL EXECUTIVE TODAY.  
THIS IS APPLICABLE FOR KARNATAKA REGION ONLY.

### BIG BONANZA

GET READY FOR HIGH SPEED BROADBAND UP TO 1 GBPS WITH OUR EXCITING NEW COMBO OFFER!

Subscribers in UDASPUR will now get to enjoy a dual benefit of super fast Broadband Connectivity along with the best cable TV packs of up to 750 channels.

**INTERNET & CABLE TV COMBO OFFERS!**

<b>SUPER ENTERTAINMENT PACK</b> + 130 HDPS BROADBAND @ ₹ 599	<b>SUPER ENTERTAINMENT PACK</b> + 50 HDPS BROADBAND @ ₹ 799	<b>SUPER ENTERTAINMENT PACK</b> + 30 HDPS BROADBAND @ ₹ 599
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**FEATURES**

- High-Speed Broadband
- High-Speed Internet
- 750 Channels
- High-Speed Broadband
- High-Speed Internet
- High-Speed Broadband

### SUPER ENTERTAINMENT PACKS ARE NOW BIGGER!

Now your favourite Hindi, Marathi & Gujarati packs have got upgraded at the same LCO price!

**SUPER ENTERTAINMENT PACK**

PACK NAME	NEW FEATURES, CHANNELS & MORE	WIDGET UPDATES
HINDI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPC TV	DISCOVERY BASIC ENTERTAINMENT PACK
MARATHI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK, EPC TV	DISCOVERY BASIC ENTERTAINMENT PACK
GUJARATI SUPER ENTERTAINMENT PACK	DISNEY KIDS PACK, NETV ULTRA PACK	DISCOVERY BASIC ENTERTAINMENT PACK, TREAS BOUQUET 2

For further details please contact our local Nextdigital executive or visit our LCO portal.

### SPECIAL FESTIVE OFFER!

Dear LCO partners,  
Gear up for great deals, greater profits and a prosperous Divali!

<p>NOW GET HD SET TOP BOX WORTH ₹990/- AT A SPECIAL PRICE OF ₹399/-</p> <p>+ ₹100/- CASHBACK ON ACTIVATION.</p> <p><b>EFFECTIVE COST OF HD SET TOP BOX: ₹299/- ONLY</b></p>	<p>NOW GET SD SET TOP BOX WORTH ₹790/- AT A SPECIAL PRICE OF ₹199/-</p> <p>+ ₹100/- CASHBACK ON ACTIVATION.</p> <p><b>EFFECTIVE COST OF SD SET TOP BOX: ₹99/- ONLY</b></p>
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For more information, contact your local Nextdigital executive or log in to the LCO portal.  
THE PACK IS APPLICABLE FOR KARNATAKA AND ANDHRA PRADESH AT THE POINTS OF ACTIVATION, BANGALORE, HYDRABAD, CHENNAI AND COIMBATORE.

### CRICKET UNDER IS MORE EXCITING BOUQUET.

Subscribe to Sony's Happy India Sports bouquet and enjoy best in live action of the Border-Gavaskar trophy.

**DON'T MISS THE ACTION FROM 17<sup>TH</sup> DEC 2020 TO 19<sup>TH</sup> JAN 2021**

### ONE UPGRADE, MANY BENEFITS AND THE BEST IN ENTERTAINMENT THIS FESTIVE SEASON.

Dear LCO Partners,  
Stay ahead of the competition and upgrade your subscribers to MPEG4 Set Top Boxes with Personal Video Recording facility at just ₹ 405/- and get a month's FREE subscription to the Foundation+ Gujarati Entertainment Family Pack!

THE PACK IS APPLICABLE ONLY FOR OUR CATV PLATFORM FOR THE STATE OF GUJARAT.  
For further details, please contact your local Nextdigital executive or log on to the LCO portal.  
OFFER VALID TILL STOCKS LAST.

### Durgotsav

As the sound of joy ushers in the celebrations, let the world know Maa Durga is here to bless us all.

Celebrate this auspicious festival in grandeur with NEXTDIGITAL.  
Record and send us your videos of singing/dancing/ovation.  
Shortlisted videos to be featured on TV.  
Top 3 performances in each category stand a chance to win exciting gifts.

Upload your video entries on [durgotsav.nextdigital.in](http://durgotsav.nextdigital.in)

For further details please contact our local Nextdigital executive or visit our LCO portal.

### REDUCE YOUR CONNECTIVITY COST BY UP TO 50%

WITH NEXTDIGITAL'S INFRASTRUCTURE SHARING

### 5 Simple Steps To Handle Stress

1. Develop coping skills to deal with anxiety.
2. Identify and let go of the things that you cannot change.
3. Exercise! It helps let go of anxiety built up.
4. Eat right and sleep right! A healthy diet and good sleep helps our body to heal.

#NEXTDIGITALCARES

### HAPPY INDIA SPORTS 39 BOUQUET

Subscribe to Sony's Happy India Sports bouquet and enjoy best in live action of the Border-Gavaskar trophy.

Call us on 1860 212 6456 or your local cable operator.  
\*Subject to broadcaster and may change based on changes announced to broadcasters.

## Banayiye Iss Diwali one Ke Saath Anokhi Wali

Let's connect Online and ensure everyone's Safety & Happiness

15 Mbps Starts at ₹329/month

25 Mbps Starts at ₹439/month

## Diwali Offer

SPEED	3 MONTHS*	6 MONTHS*	12 MONTHS*	18 MONTHS*
10 Mbps	-	-	3589/-	5279/-
15 Mbps	-	-	5297/-	8920/-
25 Mbps	2247/-	4194/-	7188/-	7990/-
35 Mbps	2547/-	4454/-	8389/-	9880/-
60 Mbps	3547/-	5994/-	10188/-	10870/-
Installation	500/-	500/-	500/-	Waived Off

Terms & Conditions: \*Valid for new connections only. \*\*Installation charges are waived off for all connections. \*\*\*Net Neutrality: We do not discriminate on the basis of content, application, service, or device. \*\*\*\*Speeds are subject to network conditions. \*\*\*\*\*Speeds are subject to network conditions. \*\*\*\*\*Speeds are subject to network conditions.

## DELHI, CONNECT WITH INDIA'S FASTEST GROWING ISP

ONE Broadband Internet Service Provider

1.1K

## Binge Bindass with one

OTTs: EPIC ON, erosnow, voot select, ZEE5, Shemaroo Me All Access

## Fast nahi Superfast Limited nahi Unlimited

NAYA SAAL. NAYA PLAN.

300 Mbps Starts at ₹949/Month\*

## \*New Year Offer\*

Plan	Plan Type	12 Months*	18 Months*	Installation	CPG 12x 0MT
300 Mbps	Unlimited	12,589	11,892	Waived Off	Waived Off

SPEED	3 MONTHS*	6 MONTHS*	12 MONTHS*	18 MONTHS*
10 Mbps	-	-	3589/-	5279/-
15 Mbps	-	-	5297/-	8920/-
25 Mbps	2247/-	4194/-	7188/-	7990/-
35 Mbps	2547/-	4454/-	8389/-	9880/-
60 Mbps	3547/-	5994/-	10188/-	10870/-
100 Mbps	4347/-	7184/-	11388/-	11860/-
150 Mbps	4347/-	8384/-	14388/-	15292/-
200 Mbps	5581/-	10434/-	17881/-	17882/-
300 Mbps	8831/-	13434/-	23880/-	21880/-
Installation	1000/-	1000/-	1000/-	waived off
CPG 12x 0MT	1000/-	1000/-	1000/-	waived off

## How do you reply frequently?

Get More Likes, Comments and Shares

1,145 People Reached | 76 Engagements

	Last Mile	Unlimited Data	Effective Monthly Charges (Rs.)	OTTs with Yearly Subscription
Ethernet	✓	✓	439/-	Eros Now + EPIC ON
Ethernet/Fiber	✓	✓	599/-	ZEE5 Premium, Voot Select, Shemaroo Me All Access, Eros Now, EPIC ON
Ethernet/Fiber	✓	✓	849/-	
Fiber	✓	✓	949/-	
Fiber	✓	✓	1424/-	
Fiber	✓	✓	1919/-	



Online & Print Media Coverage

'Foes to friends': NXTDigital ramps up focus on collaboration & infra sharing

Bundling of products and solution can lead to better cost optimisation.  
 02 Dec, 2020 - 09:58 AM IST | By Garg Sarkar

KOLKATA: With the evolution of the media and entertainment industry, the

संयुक्त: नेक्स्टडिजिटल ने आज दूसरी तिमाही और चतुर्थ तिमाही के पहले छमाही के लिए अपने परिणामों की घोषणा की. एक ऐसी अवधि जो मीडिया और मनोरंजन उद्योग पर कोरोना महामारी के महत्वपूर्ण प्रभाव को गवाह बनी। समेकित आधार पर, महामारी के बावजूद राजस्व स्थिर बना रहा, कंपनी ने साल दर साल 15.8% वृद्धि की ईबीआईटीडीए वृद्धि घेरा. तिमाही के लिए 5097 करोड़ रुपये जो कि पिछले तिमाही से 297 करोड़ की वृद्धि है। छमाही के लिए कंपनी ने 10291 करोड़ रुपये का ईबीआईटीडीए दर्ज किया जो पिछले वर्ष की इसी अवधि में 897 करोड़ की वृद्धि है। महामारी के प्रभाव के बावजूद कंपनी ने लक्ष्यपटल को लागू पर कुछ राजस्व वृद्धि के बावजूद परिष्कृत दृष्टि पर अधिक ध्यान केंद्रित करते हुए पिछले वर्ष की इसी अवधि में 1992 करोड़ की तुलना में

INDIANtelevision NXTDIGITAL posts strong quarterly results

#Throwback2020: Heavyweights in the Media industry



Vynsley Fernandes, NXTDigital

An old face in the cable distribution industry, Fernandes was recently elevated as media group CEO of NXTDigital. Before his current role, he turned the struggling NXTDigital businesses to profitability as the position of CEO at IndusInd Media and Communications Ltd (IIMCL). Now, he will not only run IIMCL but also broadband and content business.

Fernandes is leading innovation at NXTDigital as the company looks at establishing itself as a digital service provider. While the video segment of the company has around 5.38 million subscribers currently, its broadband segment has achieved yet another milestone under his leadership by crossing half-a-million home broadband consumers. Identifying the need for bundled services, he is highly focused on synergising cable TV or HITS service with broadband that would drive the growth of all services concurrently.

The ministry of Information and broadcasting (MIB) recently amended HITS guidelines by allowing HITS operators to share infrastructure with MSOs. Hence, Fernandes has identified this as a big area of growth for NXTDigital, the only HITS service provider in the country. As Infrastructure sharing can reduce the cost of connectivity significantly, he is looking at leveraging this opportunity in the B2B model.

अवधि जो मीडिया और मनोरंजन उद्योग पर कोरोना महामारी के महत्वपूर्ण प्रभाव की गवाह बनी। समेकित आधार पर, महामारी के प्रभाव के बावजूद राजस्व स्थिर बना रहा, कंपनी ने साल दर साल 15.8 फीसदी की ईबीआईटीडीए वृद्धि पो

ET THE ECONOMIC TIMES

NXTDigital to Offer its Platform as a Service

Gaurav.Laghat@timesgroup.com  
 M: Digital television and broadband

ring of infrastructure.  
 "There are over 100 million cable TV homes, out of which only 31 million are with big MSOs. Rest 69 million are

ONEOTT iNTERTAINMENT: ONE connection for Future-To-The Home® 'Intertainment'

The world today is significantly reliant on Internet consumption with the ever increasing demand for availability, reliability & affordability of a robust-always-on-high-speed-internet service. The days of past intensified competition amongst wireless Internet service providers has seen the sun and the pie is now settled & consolidated amongst the 3 Teles, however, there still exists a scarcity in wired Internet services delivered via Fiber-To-The-Home (FTTH) which we believe presents the Future-To-The-Home®.

In this crowded market of several hundreds of small-medium-national ISPs with majority of them eyeing the same juicy markets in the Top 50 markets & eating into each others share, ONEOTT iNTERTAINMENT LTD (OIL) has emerged from this crowded market as India's fastest growing wired Internet Service Provider (ISP) with Half a Million+ subscribers from its close to 3,40,000 subscribers about 5 years back.

strategic alliance partnerships as part of its tried & tested IN-Organic growth story.  
 OIL having tasted its stupendous growth achieved in the last close 20 Quarters has now embarked its expansion journey to leverage its huge synergy with its Parent Company NDL's CATV last-mile LMOs (Last-Mile-Operators/Owners) for providing high-speed Internet and OTT Apps to over 1,500 cities of India. "We have grown through collaborative-equitable partnerships with our LMOs to create



Yash Bhatnagar, CEO

of the previous year.

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.

One Broadband crosses half-a-million customers

We strongly believe that India is ripe for satellite broadband due to latent demand for broadband service outside cities: Vynsley Fernandes, NXTDIGITAL Limited

by Kalpana Reddy | December 3, 2020 | In Exclusive, Featured | 4 min read

NXT Digital identifies infra sharing as key pillar of growth

tal CEO Vynsley Fernandes shared that they have onboarded three independent MSOs use the company's HITS platforms to serve their cable TV customers

red Farooqui | 1st Nov 24, 2020 10:22 AM



ONEOTT exchange 4 media iNTERTAINMENT: ONE CONNECTION TO THE HOME

NXTDIGITAL posts 15.8% year-on-year growth in EBITDA for Q2

Vynsley Fernandes named Media Group Chief Executive Officer of NXTDIGITAL Limited

has announced its results for the second quarter and the first half of the financial year – a period that continued to see significant impact of the pandemic on the media and entertainment industry.

On a year-on-year basis, while revenues remained stable despite the impact of the pandemic, the Company posted a year-on-year EBITDA growth of 15.8% at Rs. 50.7 crore for the quarter, which is also a 2.7% growth over the previous quarter. For the half year, the Company posted an EBITDA of Rs. 102.1 crores, a growth of 8.7% over the corresponding period of the previous year.

Despite the impact of the pandemic, the company, by laying greater focus on operational efficiency rather than pure revenue growth at the cost of profitability; was able to improve EBITDA margins to 21.7% for the half year, compared to 19.2% in the corresponding period of the previous year.



# BUSINESS PERFORMANCE & KPIS

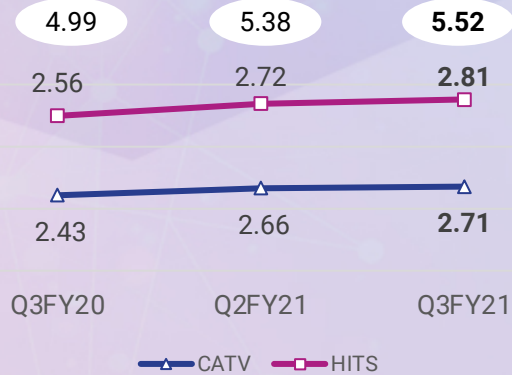


# Q3 strategy reflected in strong KPIs

All business metrics have remained stable in Q3 irrespective of the environmental challenges. Broadband has seen strong growth on the back of strategic initiatives.

## Sub. Base - Digital content delivery

(in millions)



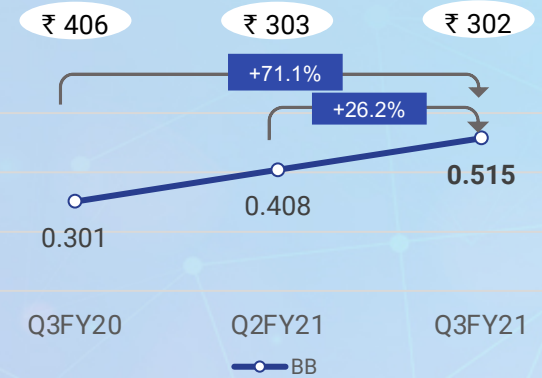
## ARPU- Digital content delivery

(Exit point in ₹)

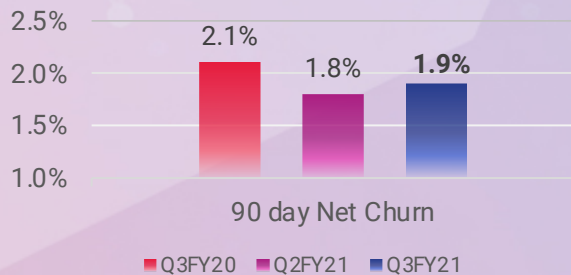


## Broadband sub. base & ARPU

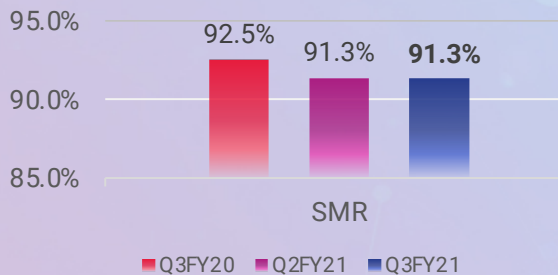
(sub. base in millions & exit ARPU in ₹)



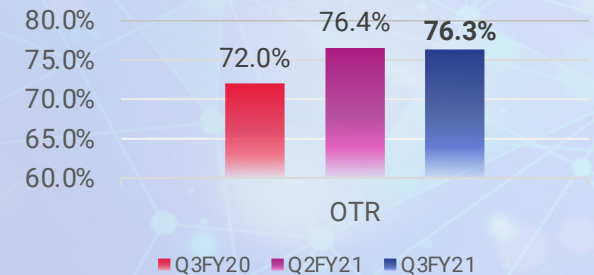
## 90-day Net Churn



## Same Month Renewal



## On-Time Renewal



Critical KPIs like 90-day net churn and OTR has improved YoY whilst SMR has remained stable

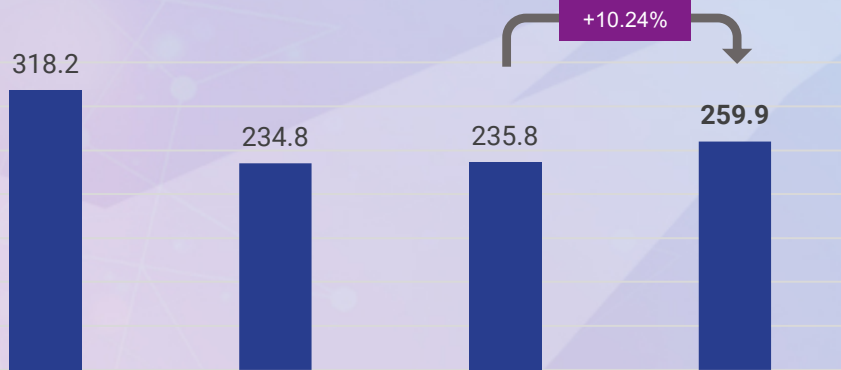
# NXTDIGITAL Consolidated : Continuing strong quarterly financial performance



Financial performance in Q3 continues to reflect quarter-on-quarter growth; driven by both, the video and broadband businesses

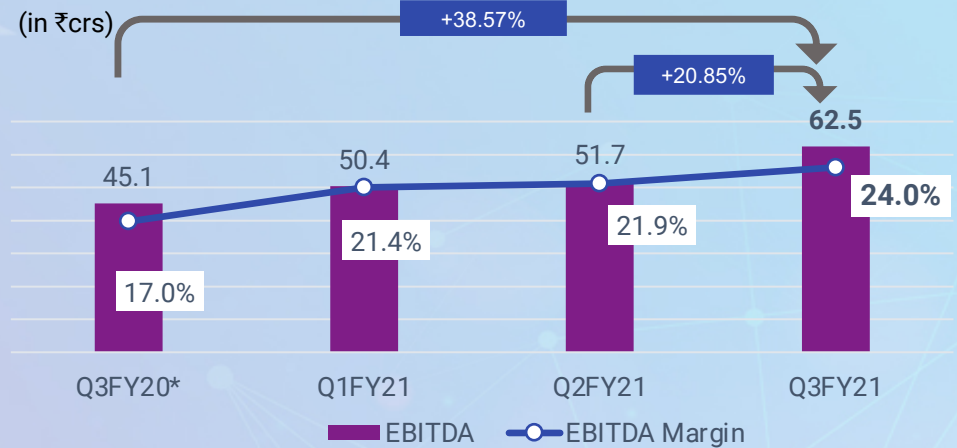
## Revenue

(in ₹crs)



## EBITDA

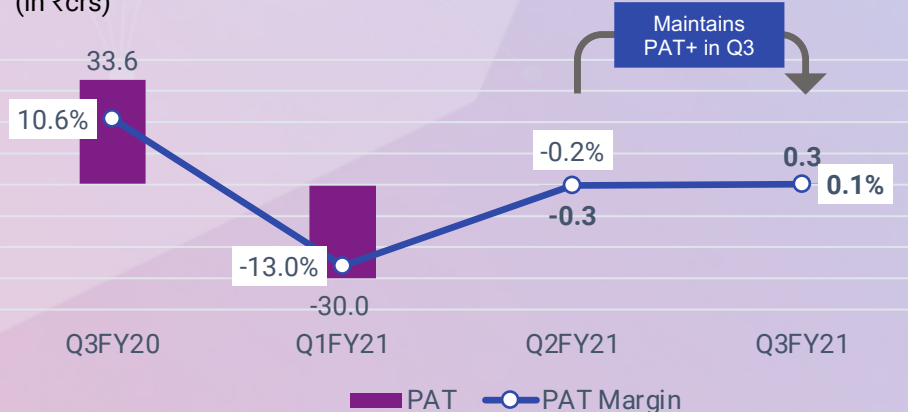
(in ₹crs)



\* EBITDA excluding one-time installation income

## PAT

(in ₹crs)



## Subscriber Debtor Days

(Average Subscriber Debtor Days)



# Strong EBIDTA growth on 9M performance



Whilst revenue saw a dip against last fiscal (attributed to low-margin trading business), EBIDTA and EBIDTA margins improved over last year

## Revenue

(in ₹crs)

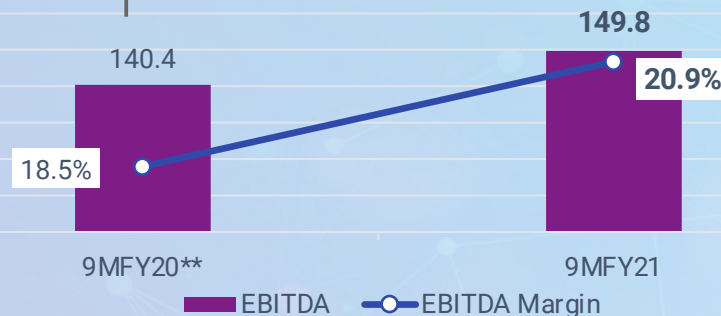
Revenue dip of 10.02% attributed to low-margin trading business.



## EBIDTA

(in ₹crs)

YoY EBIDTA growth of 6.7% and improvement in margins



\* excludes one time revenue of Rs 123.12 Cr, \*\* EBIDTA excluding one-time installation income

## FINANCIAL PERFORMANCE SUMMARY

The company continued its growth curve; with revenues growing QoQ by 10.24% to 259.9cr on the back of key initiatives

The company's focus on profitability is reflected in EBIDTA growth in Q3 of 20.85% over Q2; with an improved margin of 24.0% over 21.9%

Significantly, on a YoY basis, the company registered an EBIDTA growth of 38.57% in Q3FY21 over the corresponding Q3 of last year

Whilst revenues for the 9-month period of FY21 saw a dip of 10.02% (attributed to low-margin trading business), EBIDTA performance was better by 6.7% in FY21; and margins improved from 18.5% to 20.9%



# Annexures



## Consolidated Income Statement (Quarterly)

Particulars	Q3FY21 (₹cr)	Q2FY21 (₹cr)	QoQ growth (%)	Q3FY20 (₹cr)	YoY growth (%)
<b>Revenue:</b>					
<b>Total revenue</b>	259.90	235.76	10.2	318.22	-18.3
<b>Expenses:</b>					
Operating costs	<b>127.85</b>	114.94	11.2	135.28	-5.5
People costs	22.53	18.30	23.1	22.47	0.3
Other costs	47.04	50.82	-7.4	62.41	-24.6
<b>Total expenses</b>	<b>197.42</b>	<b>184.06</b>	<b>7.3</b>	<b>220.16</b>	<b>-10.3</b>
<b>EBIDTA</b>	<b>62.48</b>	<b>51.70</b>	<b>20.9</b>	<b>45.09*</b>	<b>38.5</b>
Depreciation	51.65	56.92		49.97	
Interest	35.68	37.52		31.99	
Extra-ordinary income					
<b>Profit before tax</b>	<b>-24.85</b>	<b>-42.73</b>		<b>16.09</b>	
Taxation	-25.18	-42.39		-17.54	
<b>Profit after tax</b>	<b>0.32</b>	<b>-0.34</b>		<b>33.63</b>	

\* EBIDTA excluding one-time installation income

## Consolidated Income Statement (9M)

Particulars	9MFY21 (₹cr)	9MFY20 (₹cr)	YoY growth (%)
<b>Revenue:</b>			
<b>Total revenue</b>	<b>730.48</b>	<b>811.85*</b>	<b>-10.0</b>
<b>Expenses:</b>			
<b>Operating costs</b>	<b>359.43</b>	<b>392.22</b>	<b>-8.4</b>
People costs	60.93	51.71	17.8
Other costs	145.58	174.58	-16.6
Total expenses	565.94	618.51	-8.5
<b>EBIDTA</b>	<b>149.76**</b>	<b>140.37**</b>	<b>6.7</b>
Depreciation	157.59	143.59	
Interest	109.36	87.21	
Extra-ordinary income			
Profit before tax	-102.41	85.65	
Taxation	-72.39	-67.47	
<b>Profit after tax***</b>	<b>-30.03</b>	<b>29.99</b>	

\* Excludes one time revenue of Rs 123.12 Cr

\*\* EBIDTA excluding one-time installation income

\*\*\*Operating PAT



# NXTDIGITAL LIMITED



HINDUJA GROUP