Ref. No.: GTPL/SE/2025

July 10, 2025

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Scrip Code: **540602**

National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051

Trading Symbol: **GTPL**

Dear Sir/Madam,

Sub: Investor Presentation on the Standalone and Consolidated Unaudited Financial Results for the quarter ended June 30, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation on the Standalone and Consolidated Unaudited Financial Results for the quarter ended June 30, 2025.

The same will also be made available on the Company's website viz. www.gtpl.net

Thanking you,

Yours faithfully,
For GTPL Hathway Limited

SHWETA SULTANIA
Digitally signed by SHWETA SULTANIA
Date: 2025.07.10 19:59:20 +05'30'

Shweta Sultania
Company Secretary and Compliance Officer

Encl: as above

GTPL Hathway Limited

Q1 FY26 Results Update

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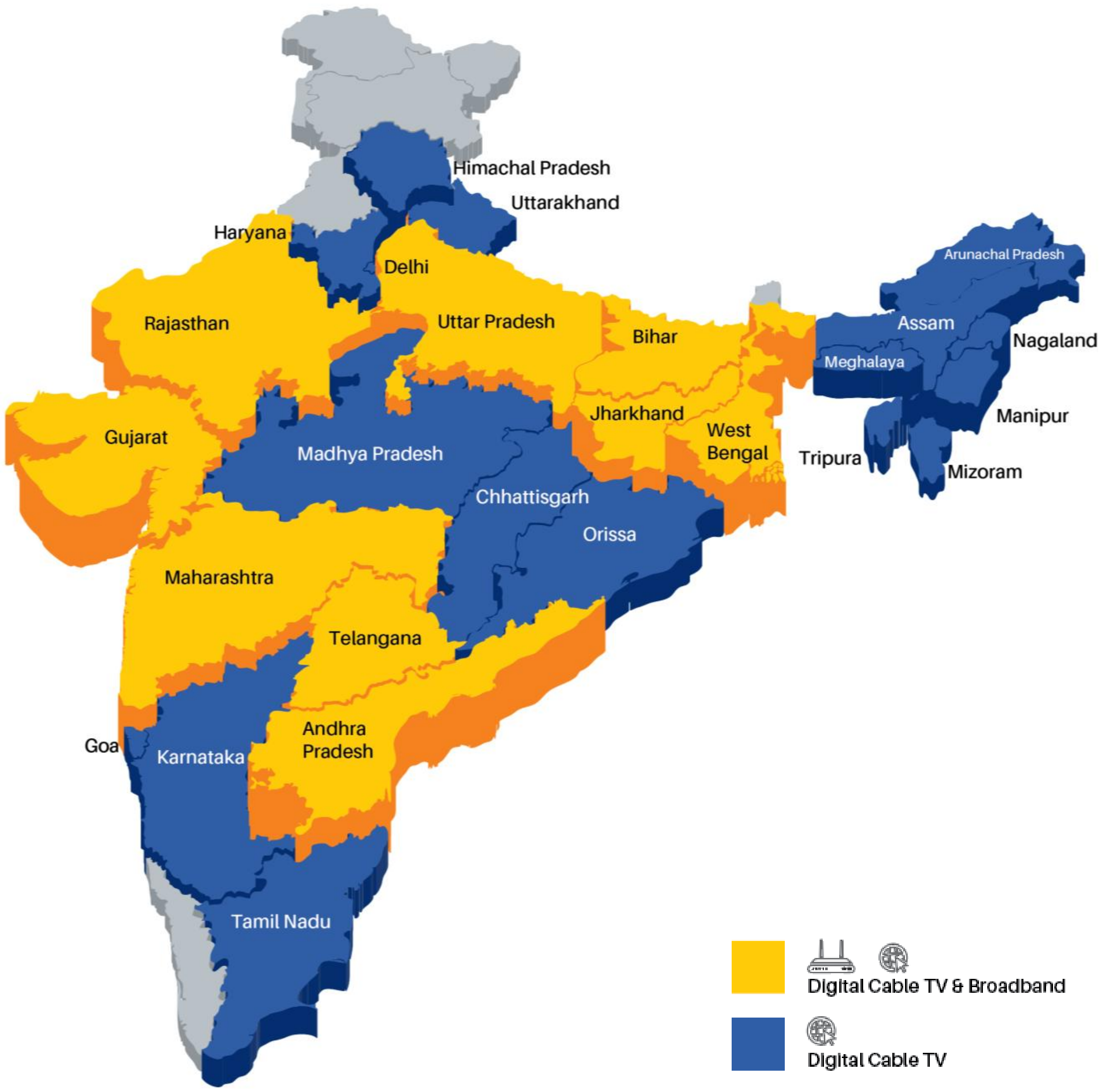
Company Overview

Leader Across Key Markets



01 # Commenced Business in 2006

02 # Footprint in 1,500+ towns in 26 States
Connecting 12+ Mn Households

03 # No.1* MSO in India
No.1 MSO in Gujarat
No.2 in West Bengal

04 # Leading private Wireline Broadband Player
No. 1 in Gujarat**
1+ Mn Broadband subscribers

05 # Expanded in 3 new states in Q4 FY25 : Arunachal Pradesh, Chhattisgarh & Mizoram
Significant presence in Maharashtra, AP, Telangana, Tamil Nadu & North-East

Sources : ** Performance Indicators Report, TRAI*
*** Independent third party Report – FY2022*

Value Creation Over The Period Of Time

GTPL Entertain | Connect

~1.6x growth in last 8 years for Digital Cable TV

~4.4x growth in last 8 years for Broadband

Subscriber Base

Growth

CAGR Growth over last 8 years
- Revenue : ~18%
- EBITDA : ~9%

Free Cash Flow (FCF) generated for last 8 years

Cash Positive

Net Worth

Net worth increased by 3x in last 8 years

- PAT Positive for last 8 years
- IND AA-/Stable
- IND A1+ (WC)

by 'India Ratings'

Consistent Performance

Dividend

Consistent Dividend paying history for last 8 years
20% dividend for FY25

Enhanced Infrastructure

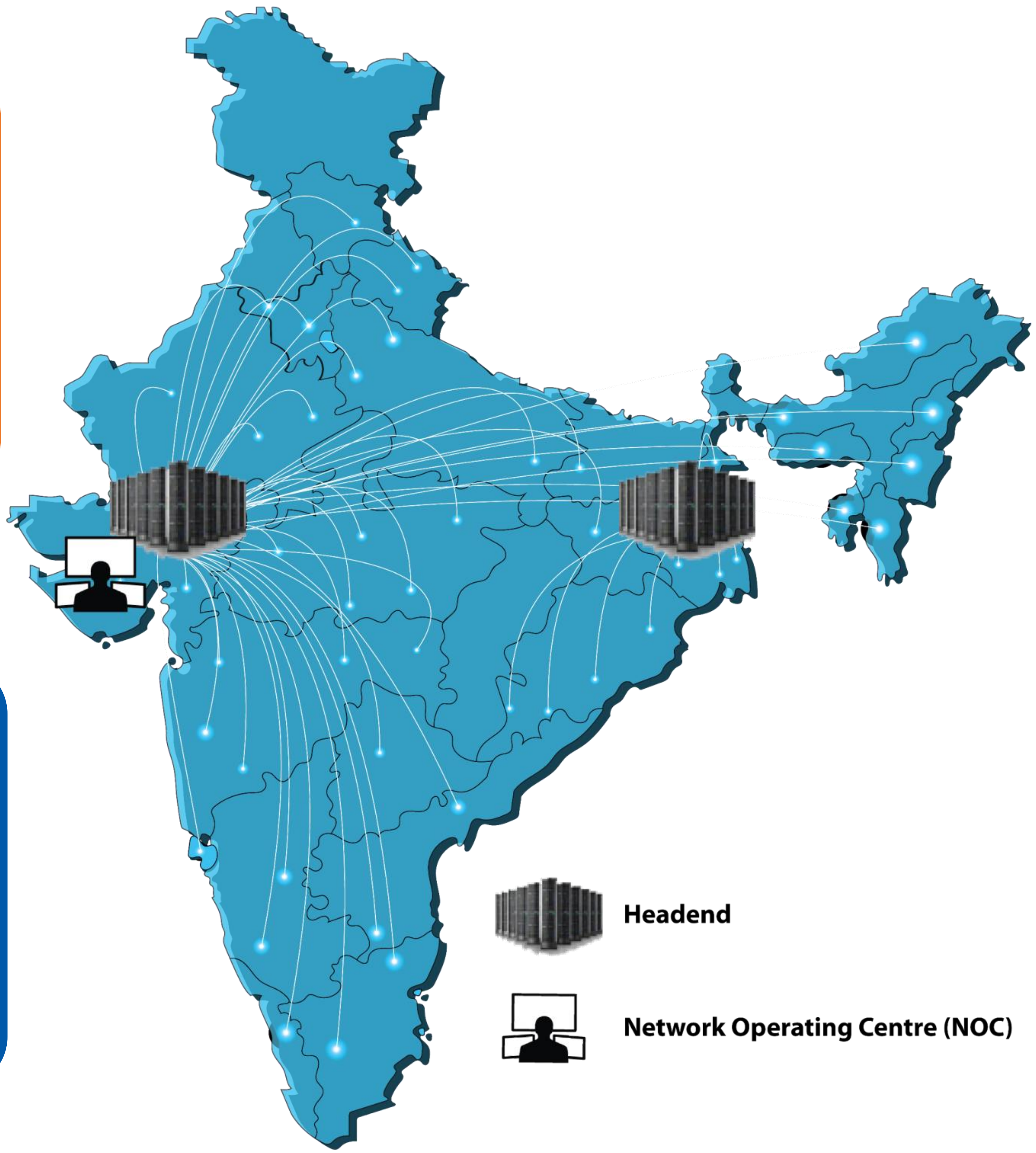
GTPL Entertain | Connect

Headend Infra

- Mother Headend in Ahmedabad, Gujarat serves as epicenter for nation wide services
- 2nd Headend in Kolkata, West Bengal to enhance coverage and service quality in Eastern India
- Distributing 975+ channels including 97+HD channels across India

NOC Infra

Network Operating Centre (NOC) in Ahmedabad, Gujarat forms the backbone of operations ensuring smooth delivery of services to customers across the country



Fiber Infra

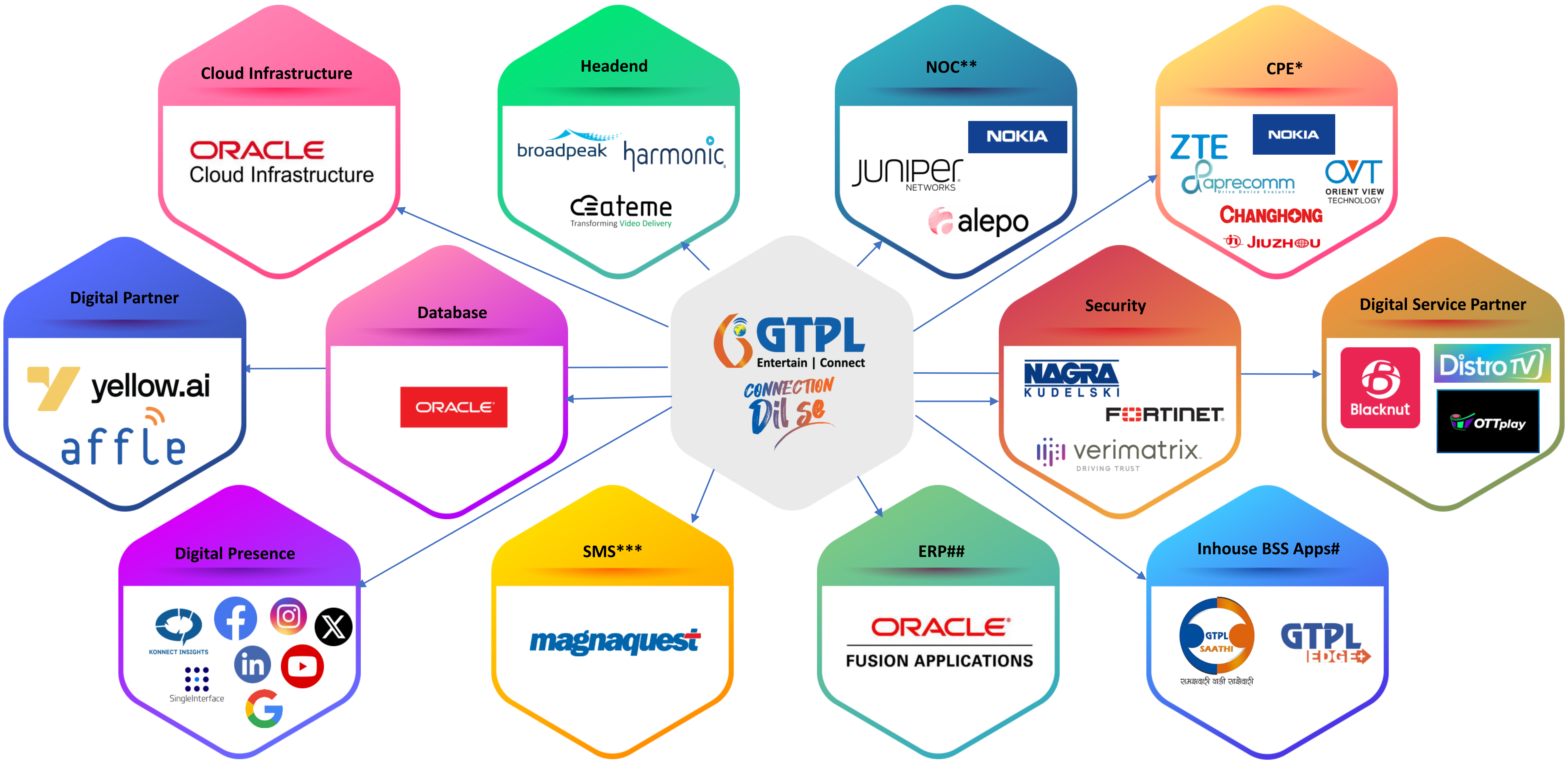
Vast Optical Fiber

- Owned :1,00,000+ KMs
- Leased : 16,000+ KMs

Office Infra

336 offices across India to manage operations

Technology Partners – Best in Industry



The brand names mentioned are the property of their respective owners and are used here for identification purpose only

- CPE- Consumer Premises Equipment; ** NOC- Network Operation Centre
- *** SMS - Subscriber Management System; # BSS - Business Support Systems; ## ERP- Enterprise Resource Planning

Inherent Strengths

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Preferred Partner 01

- 48,000+ Business Partners
- 200+ Broadcasters
- 1,750+ Enterprise Clientele
- 30+ Government Projects

Pioneer Offerings 02

- Launched Consumer application “GTPL Buzz” with features such as Live TV, Distro TV and Blacknut Cloud Games
- GTPL Genie : Bundle of Digital Cable TV + OTT
- Business App in Vernacular Languages
- Industry first Launch of Live TV on Samsung Connected TVs using TVKey Cloud

Leveraging Technology 03

- Strategic partnerships with industry leaders like Oracle, Nokia, Aprecomm, Nagra, Broadpeak and Harmonic
- GIVA – AI chatbot integrated in consumer app and website for providing seamless self-service, support & customer assistance

Pan India Presence 04

- Covering 26 states thus providing premium Digital Cable TV services nationwide & High-Speed Broadband in 11 states
- Better Negotiation Power backed by largest subscriber franchise
- Commanding presence in key markets through deep coverage

Growth Initiatives 05

- Consistently working on strategies for expanding and entering new markets
- Enhancing market presence through various initiatives and new product launches

Huge Catalogue for Entertainment 06

- Deliver the highest number of total channels from the headend combined with a seamless blend of OTT services
- 975+ Tv Channels, 97+ HD Channels, 130+ Company Owned and Operated Platform Services

Industry Dynamics & Growth Strategy

Huge Runway for Growth

Total TV households that can be targeted

~180 Mn households*

GTPL Hathway's Cable Subscribers – 9.60 Mn

Natural Growth from TV dark households buying a TV - as households come out of poverty line with rise in income: **70 to 80 Mn households***

+

Shift of DTH viewers to cable TV since quality of broadcast and no. of channels offered have become at par post digitisation**:- ~60 Mn households***

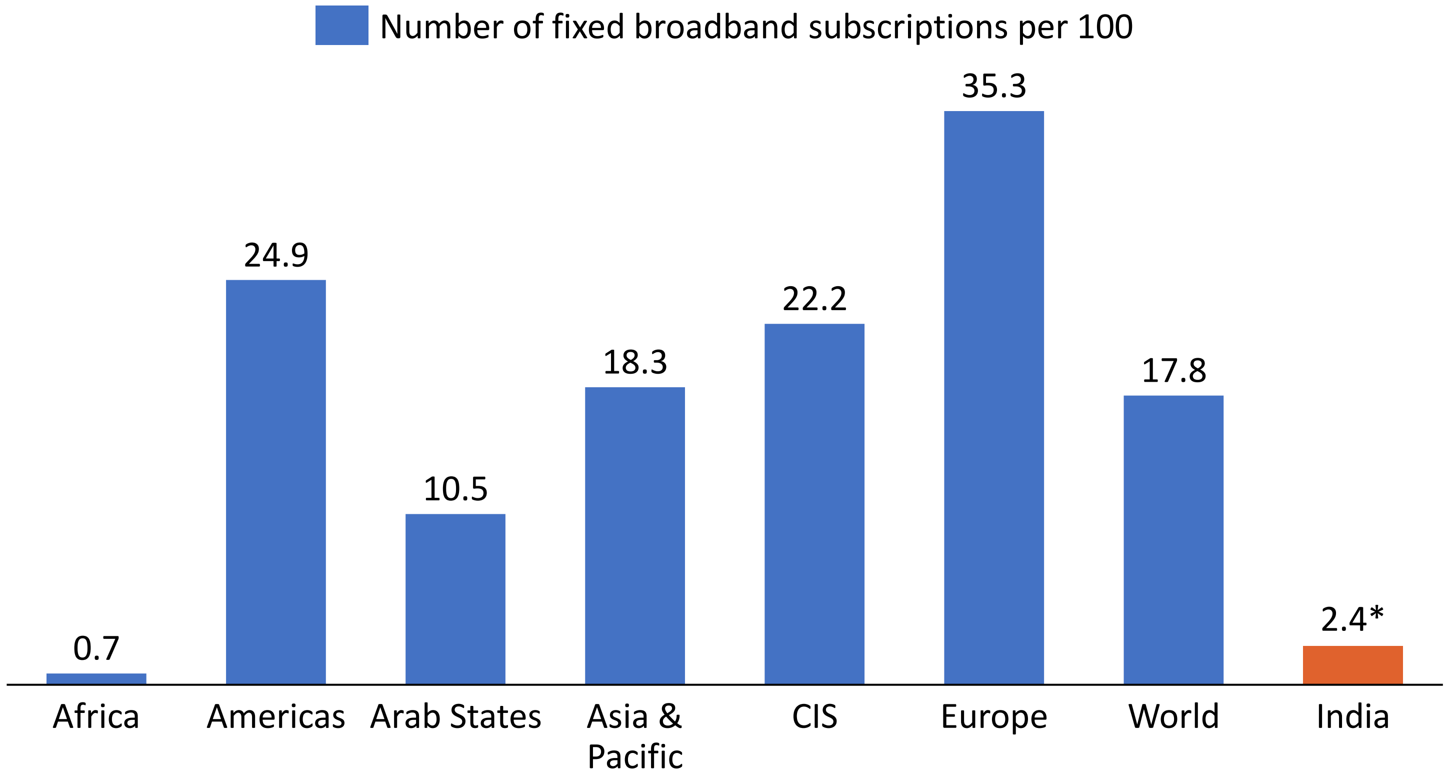
+

Industry dynamics favouring market consolidation in favour of organised players - MSO registration cancellation as well as shift from unorganised players presents opportunity for further **~40 Mn households***

Total broadband connections that can be targeted

~150 Mn households*

GTPL Hathway's Wireline Broadband Subscribers – 1.0+ Mn



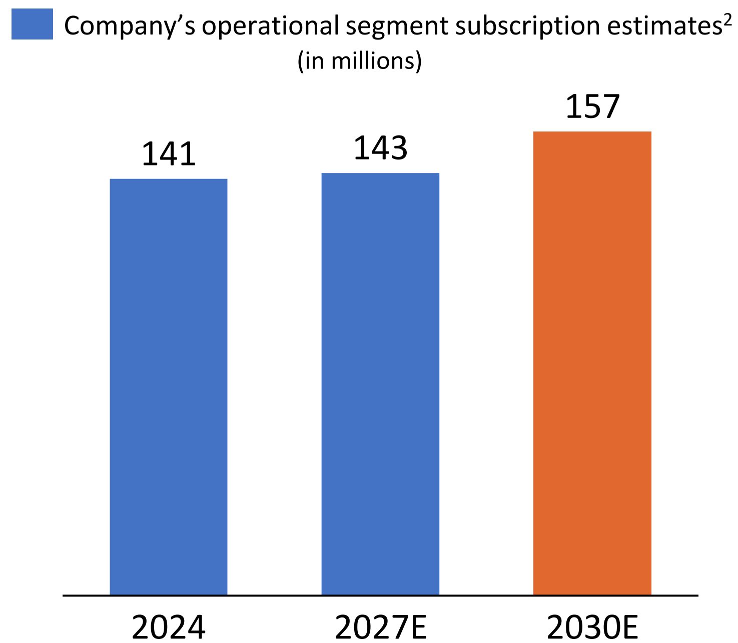
India has one of the lowest fixed broadband penetration. May 2025 wired broadband subscribers stood at 44.09Mn as per TRAI. With ~325 Mn households in India – current subscribers represent **~13.6% penetration** which is far lower than penetration in developed nations.

***Source:**, FICCI-EY 2024 Report, Global Data, ITU, Statista Company Estimates, TRAI report dated 01st Jan 2025

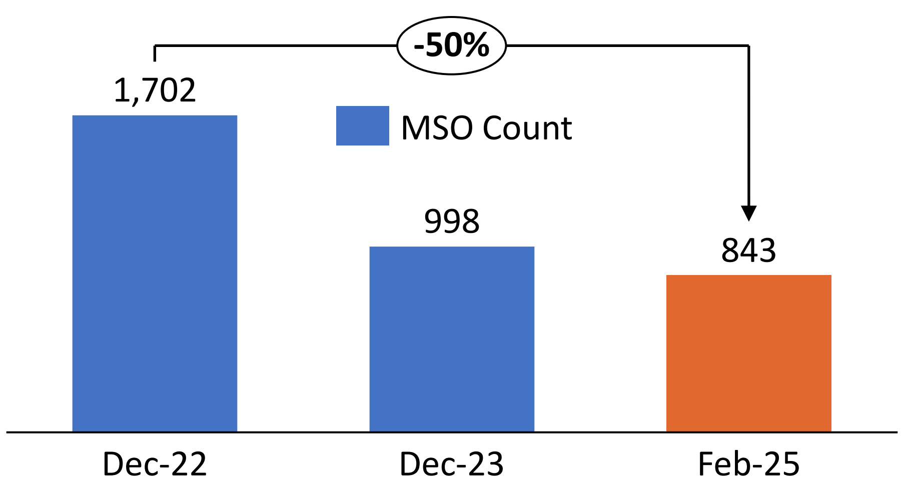
Capitalising on Favourable Industry Tides

Total TV subscriptions expected to grow to **214 million by 2030**, driven by a rising number of Indian households and increasing per capita income

TV continues to remain amongst the top media consuming platform. Aggregated viewership of **1.5 trillion gross AMA[1]** in 2024 – marginally better than 2023



Average time spent per day increased slightly to reach 3:42 hours a day **with ~56% of overall viewership from non-hindi** languages



Decrease in MSO counts indicates stringent compliance & consolidation trends for the industry

3 out of 4 LCO respondents provide or feel the need to provide wired broadband services

TV subscription in the company's target domain will continue to exhibit healthy growth driving overall operational and financial performance

The company has undertaken several strategic steps towards addressing key trends within the broadcasting industry:

- **Varying Content Preferences:** GTPL Hathway has a vast content of regional, local channels to cater to a pan-India subscriber base
- **Competitive Landscape:** Increasing competitive intensity has affected inefficient & smaller operators providing acquisition opportunities
- **Subscriber Acquisition:** The company's subscriber base has grown by 60% since 2017 because the company focussed on consumer centric initiatives such as bundling of services through its GTPL Buzz App, Live TV without set-top-box through TVKey Cloud, promoting self service through GIVA and also providing wired broadband services

Source:, FICCI-EY 2025 Report,TRAI,[1]AMA: Average minute audience, [2]TV Subscription Estimates are sum of Pay TV & Connected TV Subscriptions

Strategies to Enhance Cable TV Business

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INORGANIC ACQUISITIONS

- Opportunities to add and consolidate smaller/regional players catering to ~40 Mn Cable TV Households
- Increase in compliances leads to consolidation of industry & also triggered by cancellation of licenses by MIB of non-compliant MSOs.

CONTENT AVAILABILITY

- Distribution of Content (Broadcasting & OTT) to be available through GTPL at competitive prices
- Availability of extensive local content through platform channels in multiple languages
- Live TV channels & Distro TV service available on mobile devices without any additional cost via GTPL Buzz App

USER FRIENDLY SERVICES

- Online payment mode available for instant activation of services.
- Availability of additional touch points for customer interaction including WhatsApp, Social Media, Website and Consumer Application

RURAL INDIA TO DRIVE GROWTH

- Increasing demand from rural India for TV sets will be a key contributor to CATV growth
- Regional content is preferred in rural India and especially in southern markets. Original ideas from the south, both scripted and non-scripted, will continue finding resonance across India. TV brands and characters will expand their reach more effectively with the world of social media

Multiple Growth Levers for Broadband Business

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Acquiring Customers

- Increased Focus on B2B model
- Digital and broadband initiatives by Government across India
- Tapping rural Gujarat market in the digital push

Market Size & Geographies Driving Growth

- Potential to convert 12+ Mn GTPL Digital Cable TV households
- Andhra Pradesh, Telangana, Maharashtra and rural Gujarat to drive growth

Staying Competitive

- Improved content offerings - OTT distribution as an add-on available to all GTPL customers
- >75% of Homepass in FTTX in broadband which provides a ready infrastructure.

Factors contributing to growth

Increasing use of Internet for Consumer & Enterprise needs

Higher data usage with increased adoption of Social Media & OTT

Push for digital growth and education all over India

Necessity of uninterrupted broadband services at homes

Large opportunity market size

India Wired Broadband Market stood at USD 605.37 Million in FY2023 and is expected to register a CAGR of 15.43% from FY23 to FY2028. Of the overall wired broadband market the Fibre to the Home (FTTH) segment is expected to grow at a CAGR of 17.62% during the forecast period.

Source: Report by Internet and Mobile Association of India (IAMAI) and KANTAR; Wired Broadmand Report by TechSci Research and marketxcel

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Key Performance Indicators

Cable TV Business Performance

9.60 Mn
Active STBs[1]

8.90 Mn
Paying Subscribers

48K+
Business Partners

80%+
Digital Collection

100%
Base in prepaid business

Launch
GTPL Buzz
New customer facing App

Active Subscribers at **9.60 Mn** by Q1FY26

Paying Subscribers at **8.90 Mn** by Q1FY26

Launched new value-for-consumer bundled services through the **GTPL Buzz App**

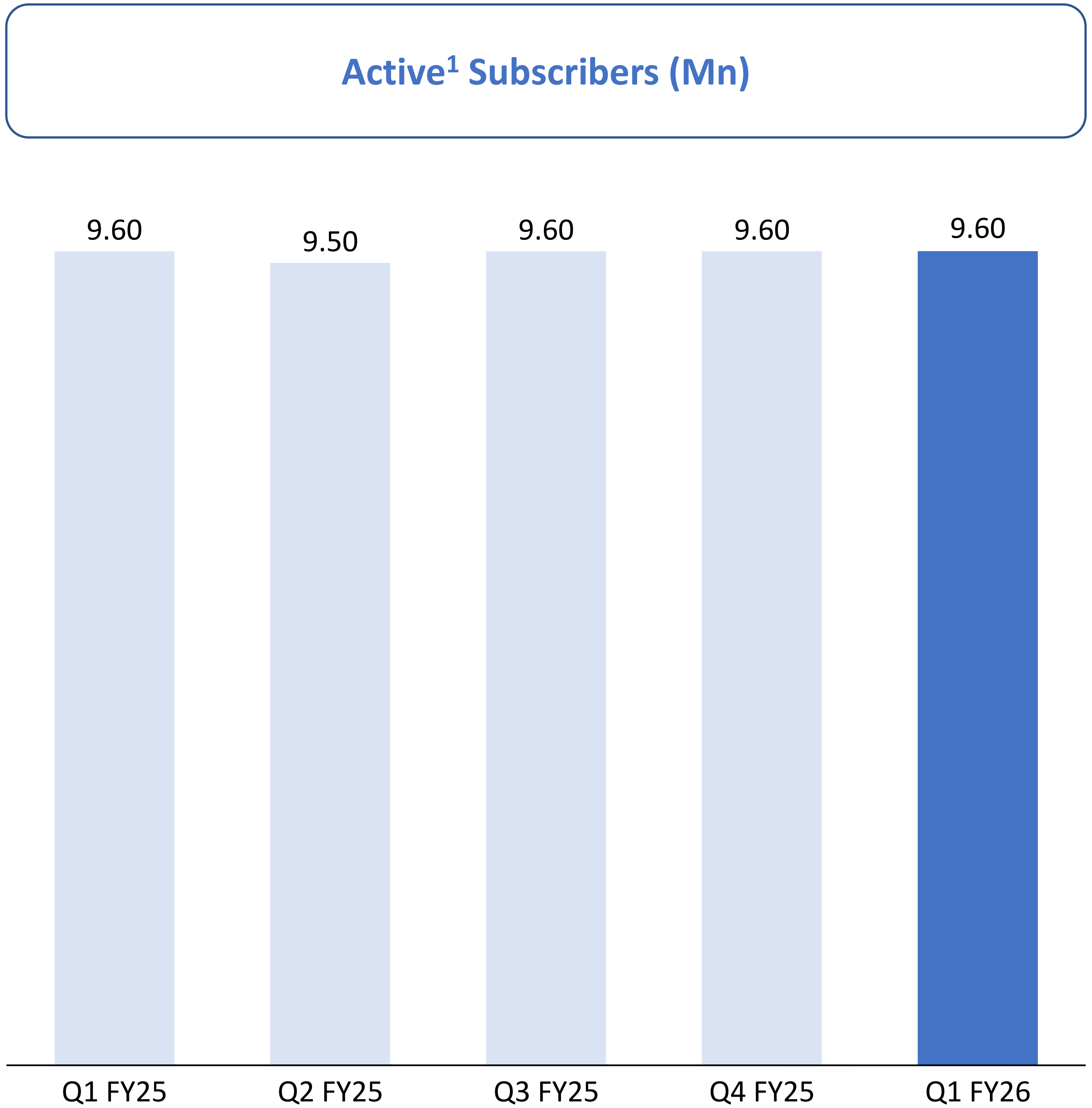
Expanding aggressively **in Andhra Pradesh, Telangana, Tamil Nadu, North-East, Delhi, Haryana, Uttarakhand, Himachal Pradesh, Arunachal Pradesh & Chhattisgarh.**

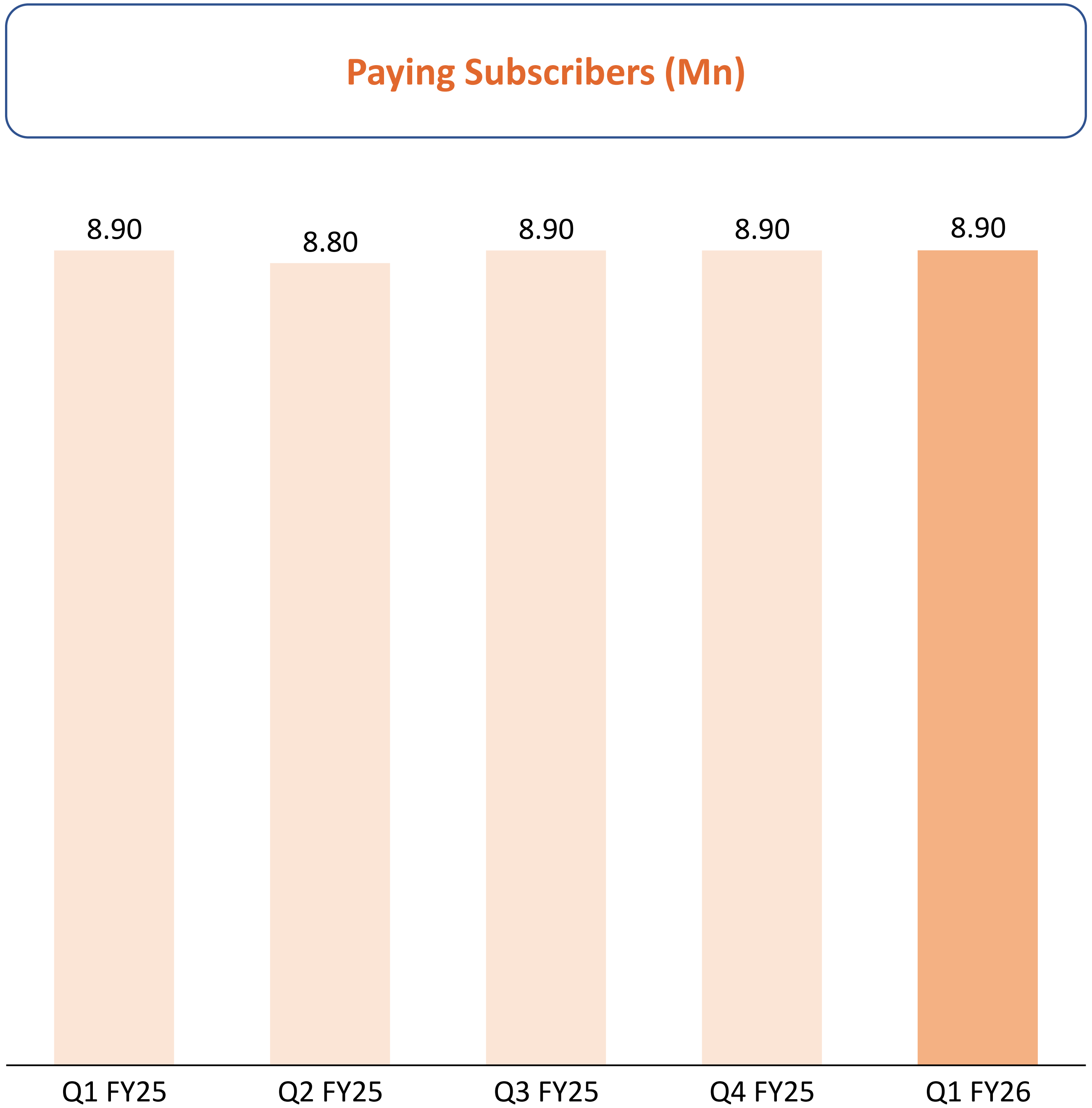
130+ Owned & Operated Channels

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

[1]Active = Active during last 60 days

Cable TV Business: Quarterly*





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[1]*Active = Active during last 60 days*

Broadband Business Performance

1050K
Active Subscribers

5.95Mn
Home-pass

410GB
Average Data consumption per month

1%
Y-o-Y Revenue Growth

200 Mbps
Speed with unlimited data

₹ 465/-
ARPU

Increase of **20K** (**2%**) Subscribers Y-o-Y

ARPU of **₹ 465** as of June 25; increased by **₹ 5** Y-o-Y

Enhanced High Speed Broadband Service offering up to **200 Mbps** coupled with Truly Unlimited Data

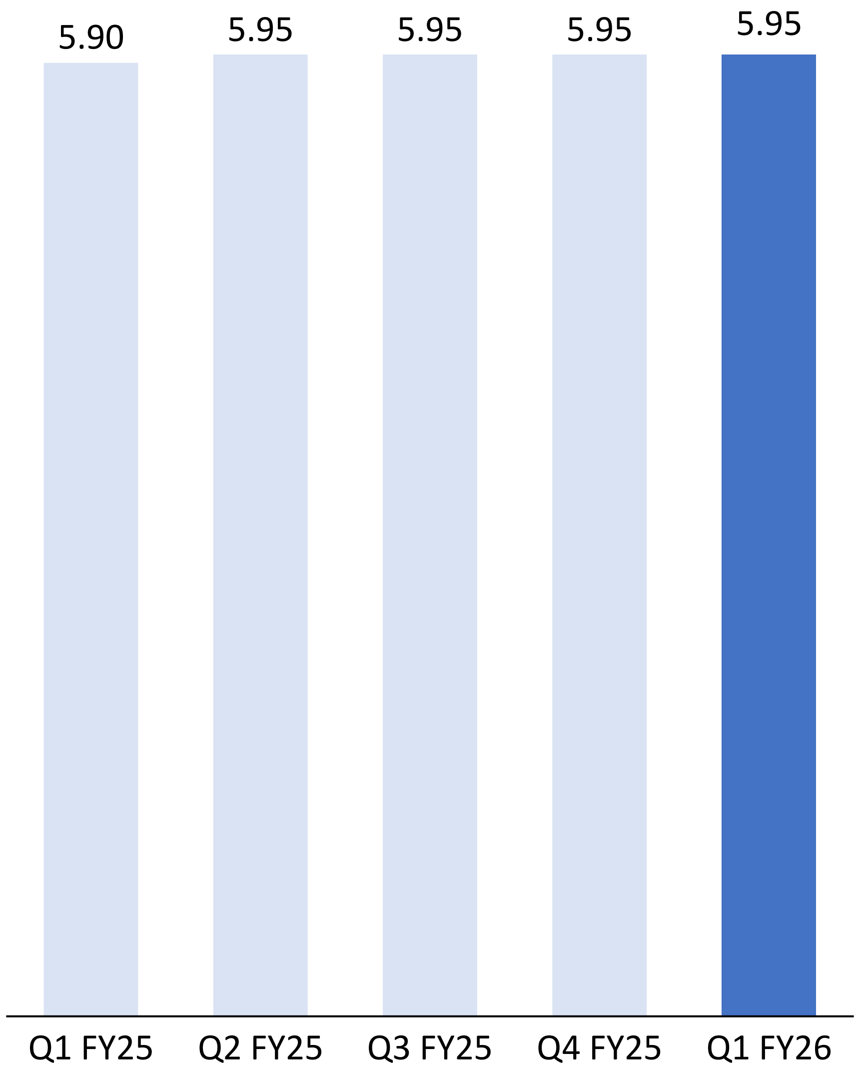
5.95 Mn Home Pass; **~75%** Home-pass available for FTTX conversion

Average Data Consumption per Customer stands at **410 GB** / Month for Q1 FY26; up by **17%** Y-o-Y

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

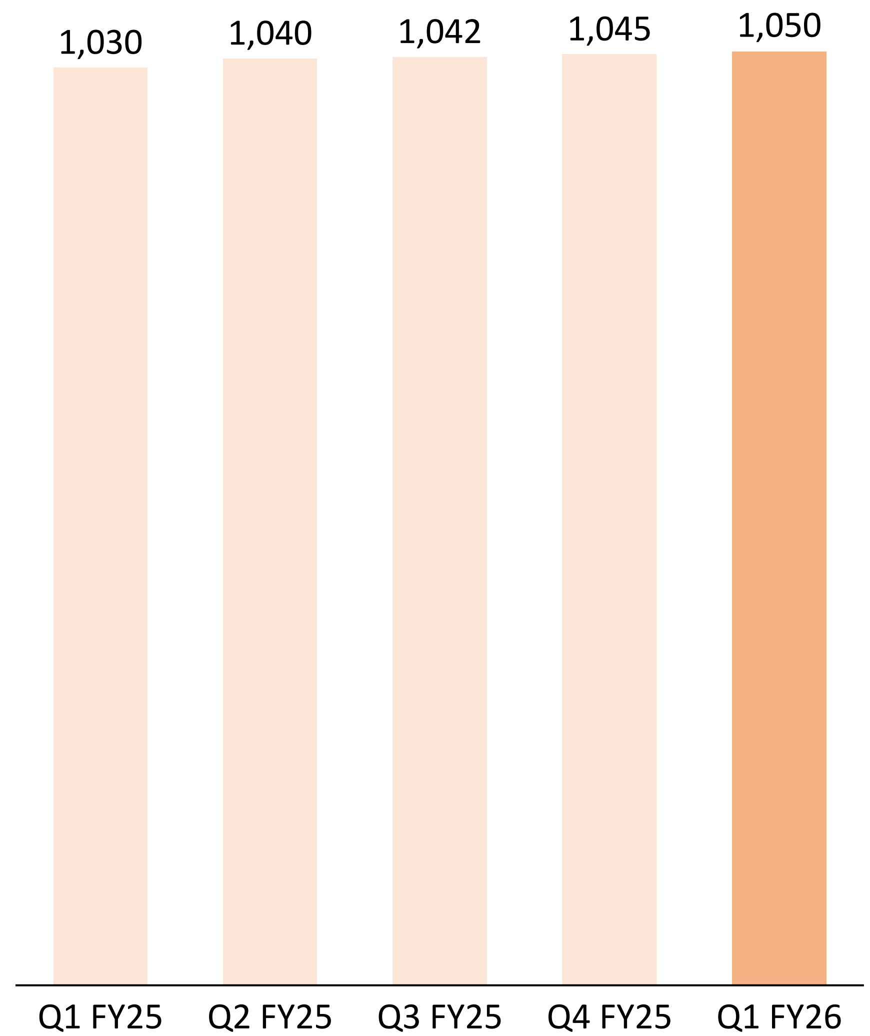
Broadband Business: Quarterly*

Homepass (Mn)



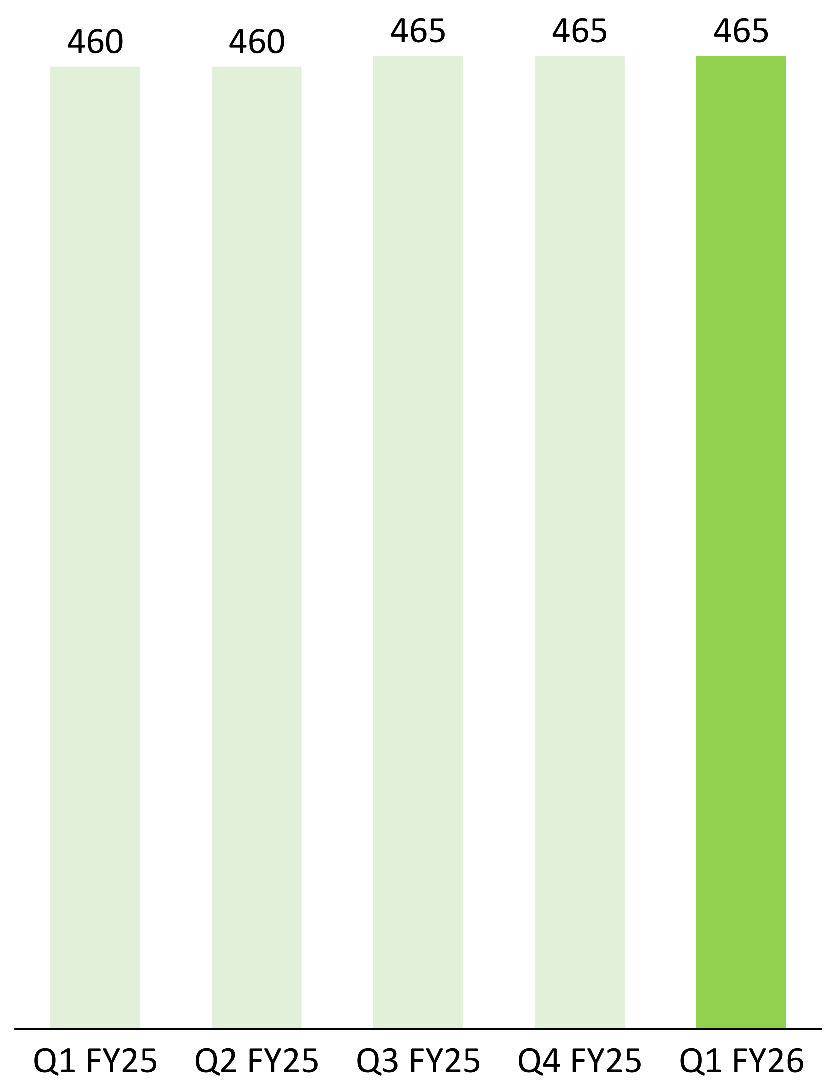
 # Homepass increased by 50K Y-o-Y

Active Subscriber's ('000)



 # ACB increased by 20K Y-o-Y

ARPU (₹) (Net of Taxes)



 # ARPU increased by ₹ 5 Y-o-Y

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

Consolidated Financials

Financial Highlights : Consolidated *

1 **Revenue**

- Total Revenue up by 1% Q-o-Q & 7% Y-o-Y
- ISP Revenue up by 1% Y-o-Y

2 **EBITDA**

- EBITDA of ₹ 1,123 Mn in Q1 FY26
- EBITDA Margin stands at 12.4% in Q1 FY26

3 **PBT**

- PBT of ₹ 122 Mn in Q1 FY26

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

Profit & Loss Statement: Consolidated *

In ₹ Mn

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Particulars	Q1 FY26	Q4 FY25	Q-o-Q%	Q1 FY25	Y-o-Y%	FY25
Revenue						
Subscription Income CATV	3,018	2,982	1%	3,193	-5%	12,327
Broadband ISP	1,359	1,358	0%	1,348	1%	5,456
Placement / Carriage / Marketing Incentive	4,315	4,204	3%	3,549	22%	15,693
Activation	27	44	-38%	42	-36%	161
Other Operating Income	318	323	-2%	301	5%	1,134
Other Income	54	79	-32%	72	-25%	300
Total Income	**9,091**	**8,989**	**1%**	**8,506**	**7%**	**35,072**
Expenditure						
Pay Channel Cost	5,604	5,348	5%	4,880	15%	20,733
Employee Cost	390	380	3%	396	-2%	1,592
Project Cost	-	-	NA	-	NA	-
Other Operating, Admin & Selling Exp.	1,975	2,117	-7%	2,025	-3%	8,122
Total Expenditure	**7,968**	**7,845**	**2%**	**7,301**	**9%**	**30,447**
EBITDA	**1,123**	**1,144**	**-2%**	**1,205**	**-7%**	**4,625**
EBITDA %	**12.4%**	**12.7%**		**14.2%**		**13.2%**
Depreciation/Amortization	914	937	-2%	919	-1%	3,688
Finance cost - Borrowing	61	62	-1%	49	26%	221
Finance cost - IND AS 116	25	21	18%	18	43%	76
Profit before Tax & Exceptional item	**122**	**124**		**220**		**641**
Exceptional Items	-	(1)		-		(1)
Share of Profit/(Loss) from Associate and JVs	(0)	(11)		(2)		2
PBT	**122**	**111**		**217**		**641**
Tax	49	3		67		149
PAT before Other Comprehensive Income	**73**	**108**		**150**		**492**
Share of Non Controlling Interest	32	(2)		(7)		(13)
Other Comprehensive Income	(0)	(2)		(0)		0
PAT	**105**	**105**		**143**		**479**

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

Analysis on Operating Margin : Consolidated *

In ₹ Mn

Particulars	Q1 FY26	Q4 FY25	Q-o-Q%	Q1 FY25	Y-o-Y%	FY25
Revenue						
Subscription Income CATV	3,018	2,982	1%	3,193	-5%	12,327
Broadband ISP	1,359	1,358	0%	1,348	1%	5,456
Other Operating Income	318	323	-2%	301	5%	1,134
Total Income	**4,695**	**4,662**	**1%**	**4,842**	**-3%**	**18,917**
Expenditure						
Net Pay Channel Cost	**1,289**	**1,144**	**13%**	**1,331**	**-3%**	**5,039**
Pay Channel Cost	*5,604*	*5,348*	*5%*	*4,880*	*15%*	*20,733*
Placement / Carriage / Marketing Incentive	*(4,315)*	*(4,204)*	*3%*	*(3,549)*	*22%*	*(15,693)*
Employee Cost	390	380	3%	396	-2%	1,592
Other Operating, Admin & Selling Exp.	1,975	2,117	-7%	2,025	-3%	8,122
Total Expenditure	**3,653**	**3,641**	**0%**	**3,752**	**-3%**	**14,754**
Operating EBITDA	**1,042**	**1,021**	**2%**	**1,090**	**-4%**	**4,163**
Operating EBITDA %	**22%**	**22%**		**23%**		**22%**
Activation	27	44	-38%	42	-36%	161
Project Margin (Income - Cost)	-	-		-		-
Other Non Operating Income	54	79	-32%	72	-25%	300
Published EBITDA	**1,123**	**1,144**	**-2%**	**1,205**	**-7%**	**4,625**

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

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Standalone Financials

Financial Highlights : Standalone *

1 Revenue	Total Revenue up by 5% Q-o-Q & 10% Y-o-Y Subscription Revenue up by 8% Q-o-Q
2 EBITDA	EBITDA of ₹ 592 Mn in Q1 FY26 EBITDA Margin stands at 9.9% in Q1 FY26
4 PAT	PAT of ₹ 56 Mn in Q1 FY26

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

Profit & Loss Statement : Standalone *

In ₹ Mn

Particulars	Q1 FY26	Q4 FY25	Q-o-Q%	Q1 FY25	Y-o-Y%	FY25
Revenue						
Subscription Income CATV	2,250	2,083	8%	2,249	0%	8,651
Placement / Carriage / Marketing Incentive	3,305	3,140	5%	2,726	21%	11,831
Activation	13	12	10%	24	-45%	67
Other Operating Income	378	387	-2%	361	5%	1,386
Other Income	43	71	-39%	73	-41%	296
Total Income	**5,990**	**5,693**	**5%**	**5,433**	**10%**	**22,230**
Expenditure						
Pay Channel Cost	4,190	3,753	12%	3,534	19%	14,796
Employee Cost	188	183	2%	194	-3%	771
Other Operating, Admin & Selling Exp.	1,020	1,093	-7%	1,014	1%	4,005
Total Expenditure	**5,398**	**5,030**	**7%**	**4,743**	**14%**	**19,572**
EBITDA	**592**	**663**	**-11%**	**690**	**-14%**	**2,658**
EBITDA %	**9.9%**	**11.7%**		**12.7%**		**12.0%**
Depreciation/Amortization	443	446	-1%	437	1%	1,750
Finance cost	72	66	9%	50	43%	222
Profit before Tax & Exceptional item	**78**	**151**	**-49%**	**204**	**-62%**	**686**
Exceptional Items	-	(38)		-		(38)
PBT	**78**	**113**	**-31%**	**204**	**-62%**	**648**
Tax	21	32		53		170
PAT before Other Comprehensive Income	**56**	**81**	**-31%**	**150**	**-63%**	**478**
Add/(Less) Other Comprehensive Income	(0)	(2)		(0)		(1)
PAT	**56**	**80**	**-30%**	**150**	**-63%**	**477**

* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

Investor Conference Call Details

emkay connect

EMKAY GLOBAL FINANCIAL SERVICES LTD

is pleased to invite you for a conference call to discuss **Q1FY26** results with

Mr. Anirudhsinh Jadeja - Promoter and Managing Director

Mr. Piyush Pankaj – Business Head B2B (CATV and Broadband) and Chief Strategy Officer

Mr. Saurav Banerjee – Chief Financial Officer

GTPL Hathway Limited

On Friday, July 11, 2025, at 04:00 PM (IST)

Pre-register to avoid wait time and Express Join with DiamondPass™

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Universal Access: +91 22 6280 1325/+91 22 7115 8226

International Toll-Free Numbers:

Argentina: 0080014243444/ Australia: 1800053698/ Belgium: 0080014243444/ Canada: 01180014243444/
China: 4008428405/ France: 0800914745/ Germany: 0080014243444/ Hong Kong: 800964448/ Italy: 0080014243444/
Japan: 00531161110/ Netherlands: 08000229808/ Poland: 008001124248/ Singapore: 8001012045/
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Company :

GTPL Entertain | Connect

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Chief Strategy Officer
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A part of MUFG Corporate Markets, a division of
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Thank You