

GTPL Hathway Limited

(Former Name: GTPL Hathway Private Limited)

CIN : L64204GJ2006PLC048908

Registered Office : 202, 2nd Floor, Sahajanand Shopping Centre,
Opp. Swaminarayan Temple, Shahibaug, Ahmedabad-380004, Gujarat.
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Ref. No.: GTPL/SE/2018

November 14, 2018

Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

The Manager,
Listing Compliance Department,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex ,
Bandra (East), Mumbai - 400051

Scrip Code: 540602

NSE Trading Symbol: GTPL

Sub: Submission of Press Release on Unaudited Standalone and Consolidated Financial Results for the quarter and half year ended September 30, 2018

Dear Sir/Madam,

With reference to above, kindly find enclosed herewith a copy of Press Release on Unaudited Standalone and Consolidated Financial Results for the quarter and half year ended September 30, 2018.

You are requested to take the same on your records.

Thanking you

Yours faithfully,
FOR GTPL HATHWAY LIMITED

HARDIK SANGHVI
COMPANY SECRETARY & COMPLIANCE OFFICER
FCS: 7247



Encl: As above

GTPPL Hathway's Consolidated Q2 FY2019 PAT at ₹ 154 million, up 28% Y-o-Y

Key Highlights

- Consolidated Q2 FY19 revenue up 14% y-o-y
- Q2 FY19 consolidated EBITDA up 12% y-o-y
- Consolidated Q2 PAT up 28% y-o-y
- Consolidated Q2 FY19 CATV subscription revenue up 22% y-o-y
- Seeded 300,000 STB boxes and added 170,000 CATV Digital Paying Subs during Q2 FY19
- Added 14,000 broadband subscribers during Q2 FY19
- Q2 FY19 broadband revenue up 1% y-o-y
- Launched GTPPL GIGA^{HD}, a product with service package combining broadband and cable services under a single package

Ahmedabad, November 14, 2018: GTPPL Hathway Limited (GTPPL), India's leading Digital Cable TV and Broadband Service provider, today announced the financial results for the second quarter and half year ended on September 30, 2018 as approved by its Board of Directors.

Commenting on performance, **Anirudhsinh Jadeja, Managing Director, GTPPL Hathway** said, "With consolidated revenue up by 14% and consolidated PAT up by 28%, GTPPL continued to report strong growth and profitability in Q2 as well. We continue to pursue our dual approach for growth, by launching innovative service offerings for customers, and monetising our existing unmatched infrastructure. We recently launched GTPPL GIGA^{HD}, a first of its kind product which combines broadband and cable services under one package. This has been well-received in Gujarat. We recently bagged prestigious ₹ 12.46 billion Bharat Net phase II project which will provide broadband connectivity to rural Gujarat, at the same time, giving us an opportunity to monetise our infrastructure."

Q2 FY 2019 Consolidated Financial Performance Highlights (as per IND AS)

- Revenue at ₹ 3174 million up by 14% y-o-y
- CATV subscription revenue at ₹ 1775 million, up 22% y-o-y
- EBITDA at ₹ 902 million; up 12% y-o-y; EBITDA margin as percentage to revenue at 28.4%
- Profit after tax came in at ₹ 154 million, up 28% y-o-y

H1 FY 2019 Consolidated Financial Performance Highlights (as per IND AS)

- Revenue at ₹ 6205 million up by 15% y-o-y.
- CATV subscription revenue at ₹ 3451 million, up 26%
- EBITDA at ₹ 1743 million; up 16% y-o-y; EBITDA margin as percentage to revenue at 28.1%
- Profit after tax came in at ₹ 287 million, up 3% y-o-y

Q2 FY19 Standalone Financial Performance Highlights (as per IND AS)

- Revenue at ₹ 2052 million up by 12% y-o-y.
- CATV subscription revenue at ₹ 1140 million up 14% y-o-y.
- EBITDA at ₹ 571 million, down 2.48% y-o-y
- Profit after tax came in at ₹ 102 million

H1 FY19 Standalone Financial Performance Highlights (as per IND AS)

- Revenue at ₹ 4044 million up by 12% y-o-y.
- CATV subscription revenue at ₹ 2268 million up 19% y-o-y.
- EBITDA at ₹ 1142 million; down 1.2% y-o-y
- Profit after tax at ₹ 196 million

Business Performance Highlights

CATV

- GTPPL seeded 300,000 STBs during the second quarter of FY 2019, taking total seeded STBs as on September 30, 2018 to 9.2 million. Added 200,000 Active STB subscribers during the quarter, taking total active STB subscribers as on September 30, 2018 to 7.8 million. Added 170,000 digital paying subscribers during the quarter to take the total digital paying subscribers as on September 30, 2018 to 7.28 million.
- During Q2 FY19, Phase 3 and Phase 4 ARPU increased by 6% and 11% respectively
- The average CATV revenue per user (ARPU) as on September 30, 2018 for Phase1, Phase 2, Phase 3 and Phase 4 at ₹ 103, ₹ 102, ₹ 67 and ₹ 60 respectively. Phase wise Seeded Boxes as on September 30, 2018 for Phase 1, Phase 2, Phase 3 and Phase 4 were at 0.85 million, 2.22 million, 2.78 million and 3.35 million respectively

Broadband

- During Q2, the company added 270,000 Home Pass. Home Pass as on September 30, 2018 stood at 1.8 million.
- Added 14,000 broadband subscribers during Q2. Total subscribers as on September 30, 2018 were 304,000, of which 30,000 are FTTX subscribers.
- The Broadband average revenue per user (ARPU) for Q2 FY19 was ₹ 450.
- In an industry's first, the company launched GTPPL GIGA^{HD}, a dual service package combining broadband and cable services under a single package in a price range between ₹ 499 to ₹ 799 (Net of taxes). Having launched GTPPL GIGA^{HD} successfully in Gujarat, the company will progressively launch this service in other states.
- Recently, GTPPL was appointed as Project Implementation Agency (PIA) of Package B for implementation of BharatNet Phase - II Project in the state of Gujarat by Gujarat Fibre Grid Network Limited (GFGNL). The project value of ₹ 12.46 billion includes Capex and 3 Years O&M (Operation & Maintenance). The contract also includes further option of an extension of additional 4 Years of O&M mandate at additional value. Under the project, GTPPL will connect 3,767 GPs (Gram Panchayat, Package B, Saurashtra region), by implementing end-to-end Optic Fibre Cable and digital infrastructure (GPON technology) at Centralized network operations centre of Gandhinagar in Gujarat.



About GTPPL Hathway Limited

GTPPL Hathway Limited is one of India's leading Digital Cable TV and Broadband service providers. We are number 1 Cable TV Provider in Gujarat with 67% market share. Our digital cable television services reached 500 plus towns across India, including towns in Gujarat, West Bengal, Maharashtra, Goa, Bihar, Assam, Jharkhand, Telangana, Rajasthan and Andhra Pradesh. As on September 30, 2018, we have seeded approximately 9.2 million STBs and had approximately 7.8 million active digital cable subscribers and 304,000 Broadband Subscribers with a home pass of about 1.8 million.

For media queries, please contact:

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