

GTPL Hathway Limited

(Former Name: GTPL Hathway Private Limited)

CIN : L64204GJ2006PLC048908



Registered Office : C-202, 2nd Floor, Sahajanand Shopping Centre,
Opp. Swaminarayan Temple, Shahibaug, Ahmedabad - 380 004.

Phone : 079-25626477/70/78/81/82/83/84/85/86/87/88/89-30280340/41 Fax : 079-25626477, 30280335

To:

The Manager, Listing Compliance Department, National Stock Exchange of India Ltd Exchange Plaza, BandraKurla Complex Bandra (East), Mumbai - 400051 NSE Trading Symbol: GTPL	Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001 Scrip Code: 540602
---	--

Subject: Investor presentation on Un-Audited Standalone Financial Results for the quarter ended December 31, 2017, of GTPL Hathway Limited ("the Company").

Dear Sir/Madam,

Please find enclosed a copy of investor presentation titled " *Investor Update on Financial Results Q3 FY 2018 and 9M FY2018*" on Un-Audited Standalone Financial Results for the quarter ended December 31, 2017 of the Company.

This is for your information and record.

FOR, GTPL HATHWAY LIMITED


TARUN KUMAR
COMPANY SECRETARY
MEMBERSHIP NUMBER: F9256


GTPPL Hathway Limited



Investor Update on Financial Results Q3 FY 2018 and 9M FY2018

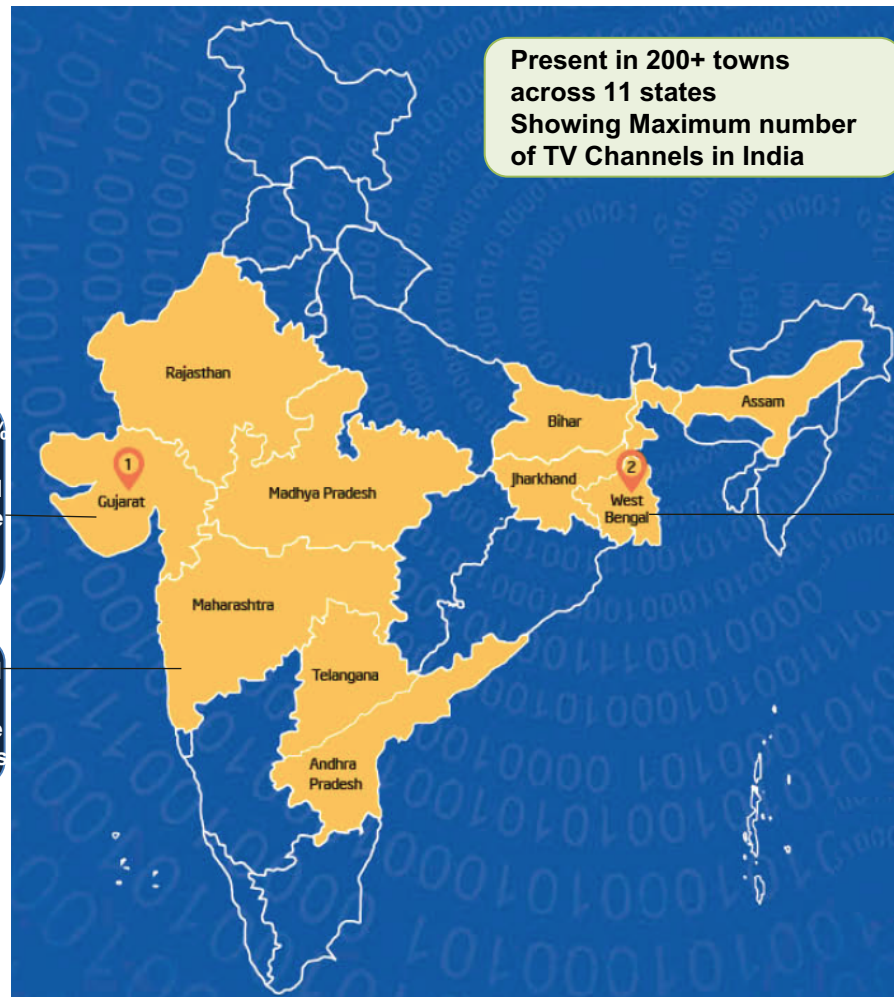


TABLE OF CONTENTS

1	Company Overview and Strategy	3-9
2	Key KPIs	11-15
3	Financials	17-18
I	Standalone – Q3 FY18 & 9M FY18 Financial	19-21
II	GTPL Broadband Pvt Ltd Results – Q3 FY18 & 9M FY18 Financial	22-24
III	GTPL Kolkata Cable & Broadband Pariseva Ltd – Q3 FY18 & 9M FY18 Financial	25-27

GTPL – Leader across Key Regional Cable Markets in India

- Strong market share in key regional markets that are primarily Hindi speaking areas



KEY HIGHLIGHTS (as of 31st-Dec-17)

Total Set-Top Boxes Seeded	8.46mn
Active Digital Subscribers	7.20mn
Broadband Homes Passed	1.24mn
Total Broadband Subscribers	0.272mn

Key Standalone 9 month Financials (IND AS) (INR MN)

	FY18-9M	FY 17-9M
REVENUE	5572	4496
EBIDTA	1790	1365
PAT	505	197

Consolidated Financials FY 17 - Revenue, EBIDTA and PAT stands at INR 9417 mn, INR 2400 mn and INR 400 mn respectively



Key Inherent Strength of GTPL Hathway

1 Leadership Position in Operating Market

- #1 MSO in Gujarat, #2 in WB
- Significant Presence in Rest of Maharashtra– Seeded 1.2 mn Boxes
- 1.24 mn Broadband Home Pass – Mainly in Gujarat
- Maximum Number of TV Channels in India

2 Located in Consumption Market

- 95% CATV Subs in Hindi Speaking Market
- Gujarat, Maharashtra, WB key markets for National and Regional Advertiser
- Better Negotiation Power with Broadcaster

3 Trusted partner among LCO

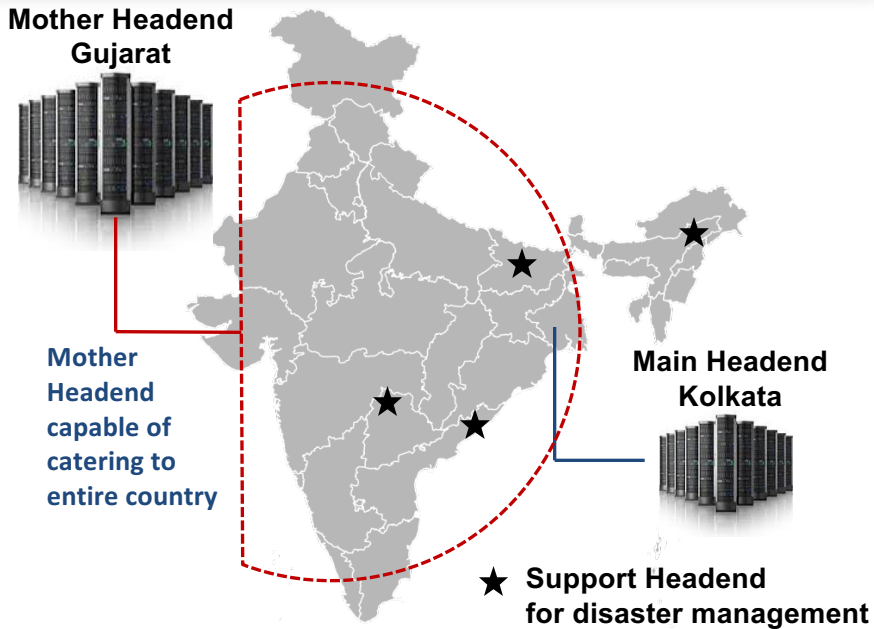
- 20000+ LCO's as Partner
- Bottom-up company – Transparency in its approach
- Treats LCO as Business Partner

4 High Quality Technology and Infrastructure

- Partnered with Leading Technology Provider for best quality
- Deployed next-generation video headend system from Harmonic Inc., USA

Advanced technology and equipment provided by leading technology vendors

Well positioned to expand reach into different geographies



Optic Fibre Cable Network



- ✓ Owned: 12000+ KMs
- ✓ Underground: 1000+ KMs
- ✓ Leased: 5000+ KMs

GPON Technology



- ✓ Seamless connectivity
- ✓ Higher broadband speed
- ✓ VoD, OTT capabilities

KEY TECHNOLOGY PARTNERS

CISCO	Harmonic	ZTE	Changhong (Hong Kong)	Sterlite Technologies
Nagravision SA	NOKIA	Magnaquest Technologies Ltd	Tele System	Shenzhen Skyworth



Experienced Management Team with Strong Track Record

Aniruddhasinhji Jadeja,
Promoter and MD

Zealous entrepreneur; started with cable operations in 90s and shaped GTPL in 2006; has many accomplishments to his credit; has won numerous industry/social awards.

Sumit Bose
Head Video Business

Exec. MBA (ISB, Hyd); 28 yrs. of experience across consumer durable, cable (analogue / digital) and broadcast enterprises including Godrej, ESPN-Star, Siticable.

Hetal Shah,
Head Broadband

Computer Engineer; has had association with You Broadband, Tata Tele & Sterlite Tech (Elitecore) and other companies over 24 years; mainly in Techno-commercial roles

Jayanta Pani
Chief Financial Officer

CA and ICWA (Rank holder) with 23 years of experience in Finance and Accounts across different industries like FMCG, Synthetic, Tea, Leather etc.

Piyush Pankaj,
Chief Corporate Affairs Officer

CFA and MBA with 19 years of experience in Media, Internet & Ecommerce; has worked in Astro Group (Malaysia) and Zee Group (India)

V Guruprasad
Chief Technology Officer

Master in Electronics and having 27 years of experience in Broadband and Cable Technology enterprises like Reliance JIO, Silicon Applications(Singapore) and Scientific Atlanta

Subrata Bhattacharya
Chief Information Officer

Electrical Engineer; 23 years of rich experience in analog/digital Cable TV/Broadband technology across reputed companies like RPG Netcom, Siticable and Cablecomm

Ketan Bhatt
Chief People Officer

PGDRM from the Institute of Rural Management, Anand; has worked in British Gas, Idea Cellular, Torrent Pharma and Torrent Power over 24 years in HR & OD domains



Launch of GPON FTTH at Ahmedabad – “Sach Mein Unlimited”

- The Company upgraded network to **provide high-speed** broadband services in Ahmedabad City over GPON Fibre to the Home (FTTH) technology
- With the upgraded, reliable and consistent Fibre Network, the Company has launched “**Unlimited data**” services for retail home customers with **options of 40Mbps speed and 100Mbps speed.**

sach mein unlimited
@ 100 Mbps speed
ab jitna jee chahe internet for sabhi



GTPL
FIBRE BROADBAND

sach mein unlimited
@ 100 Mbps speed
ab dekho videos bina rukawat



GTPL
FIBRE BROADBAND

sach mein
unlimited
@ 100 Mbps speed
ab karo jee bhar ke download



📞 079-6140 9500

✉ inquiry@gtpl.net

GTPL
FIBRE BROADBAND

Gujarat's widest fibre to home network | ✉ inquiry@gtpl.net | 📞 079-6140 9500

Gujarat's widest fibre to home network | ✉ inquiry@gtpl.net | 📞 079-6140 9500



BROADBAND

Deploy GPON technology



Offer cost-effective and high speed plans



Increase the reach of homes passed



Enter new cities and markets



CABLE TV

Focus on high quality digital offerings



Grow subscriber base in existing markets



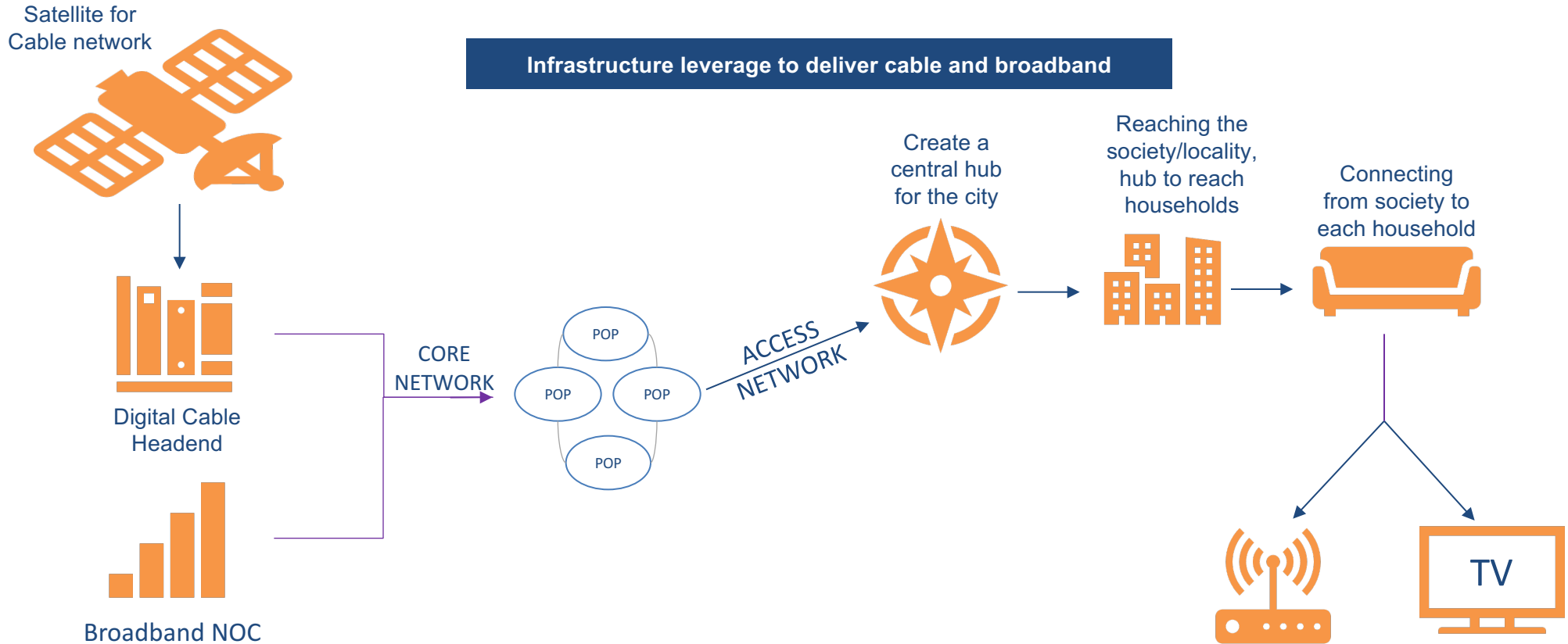
Continue LCO partnerships



Enter new cities / markets with low competitive intensity



Infrastructure Monetization - Cable and Broadband can Leverage Same City Access Network



Infrastructure leverage to deliver cable and broadband

No Separate network required for CATV and GPON Broadband within city



GTPPL Hathway Limited



2) KEY KPIs



- Seeded 180 K STB boxes during Q3.
- Increased 140 K CATV Digital Active Subs.
- Increased 110 K CATV Digital Paying Subs.
- Increased ARPU in Phase III and Phase IV by 5.2% and 4.1% respectively.
- **Expanded CATV Services - Entered New State – Goa.**
- Gross Debt stands at INR 3422 mn as on 31st December 2017 in comparison to INR 3439 mn as on 30th September 2017 and INR 5490 mn in March 2017.
- Net Debt stands at INR 2581 mn as on 31st December 2017 in comparison to INR 2441 mn as on 30th September 2017 and INR 4426 mn in March 2017.

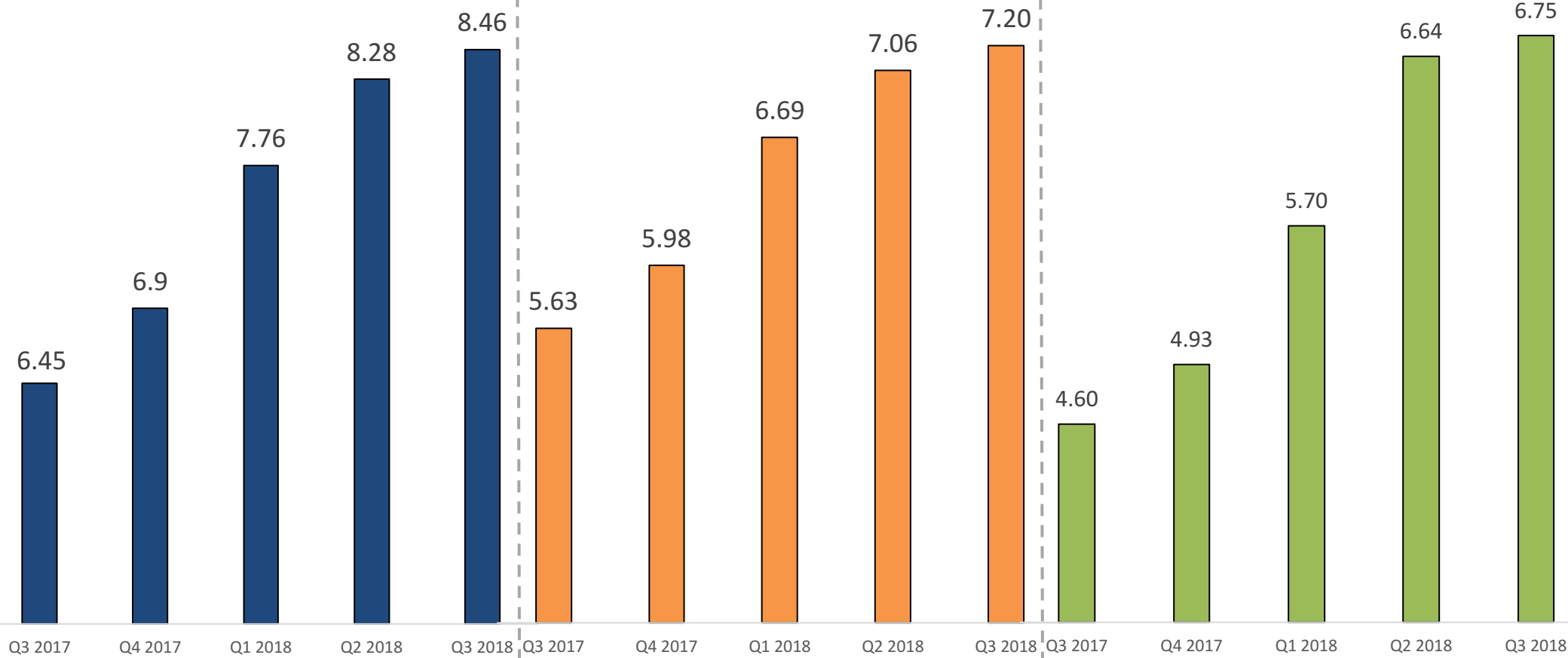
- Added around 90 K new Home Pass in Broadband Business
- Increased 12 K Broadband Subscriber during Q3
- Data Consumption per Customer Stands at 59GB/month as on December 2017 (Y-O-Y increase of 69%; Q-O-Q increase of 28%) increasing from 46 GB /month from September 2017 and 34GB/month in December 2016
- GPON upgradation and Implementation for High-Speed Broadband Progressing in fast pace in 4 major cities of Gujarat namely Ahmedabad, Baroda, Surat and Rajkot.
 - **Launched GPON FTTH High-Speed broadband services of 100 Mbps and 40 Mbps “unlimited data” plans in Ahmedabad on 3rd Feb 2018 with price range of INR 635-763 per month (excluding taxes).**
 - **The launch is supported by Marketing Activity “Sach Mein Unlimited” across the service areas at Ahmedabad.**
 - **Plan to launch progressively in other cities of Gujarat.**

KEY KPIs – CATV Business - Quarter wise (Consolidated)*

STBs SEEDED (MN)

ACTIVE STBs (MN)

DIGITAL PAYING SUBS (MN)



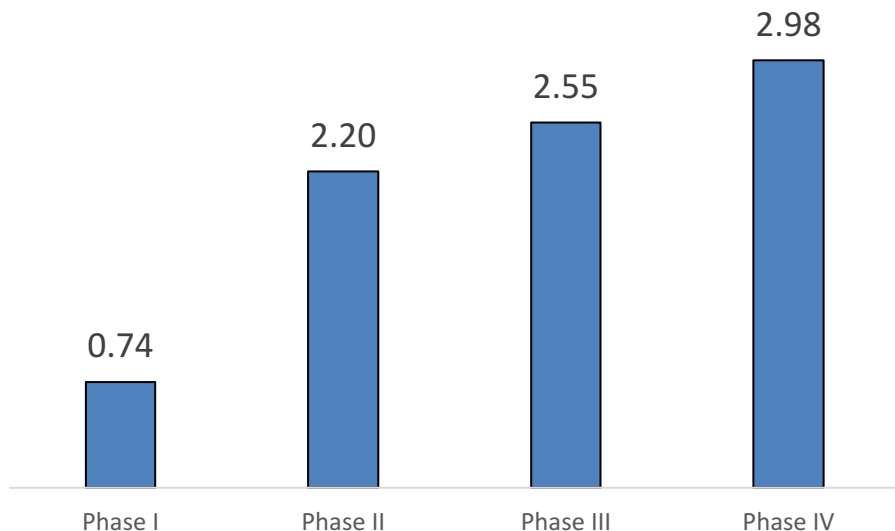
* As on end of period

* FY = Apr- Mar, 9M = Apr -Dec, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar

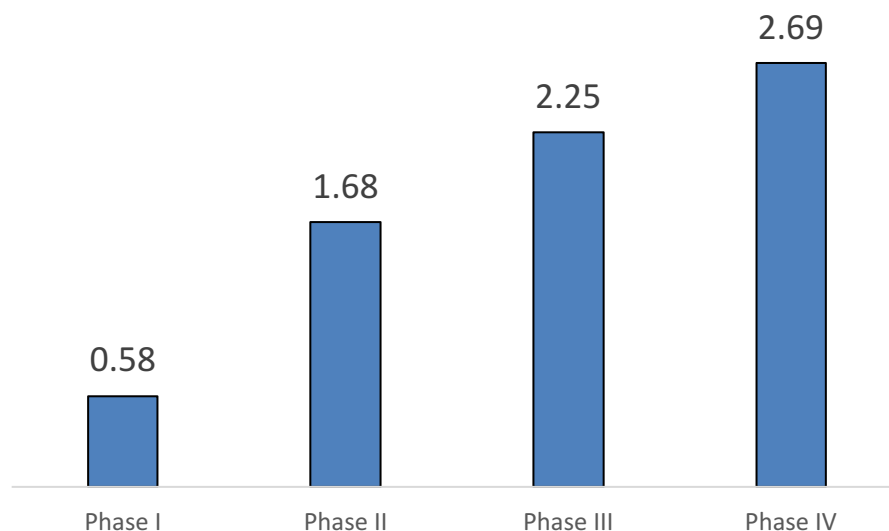


KEY KPIs – CATV Business - Quarter wise (Consolidated)*

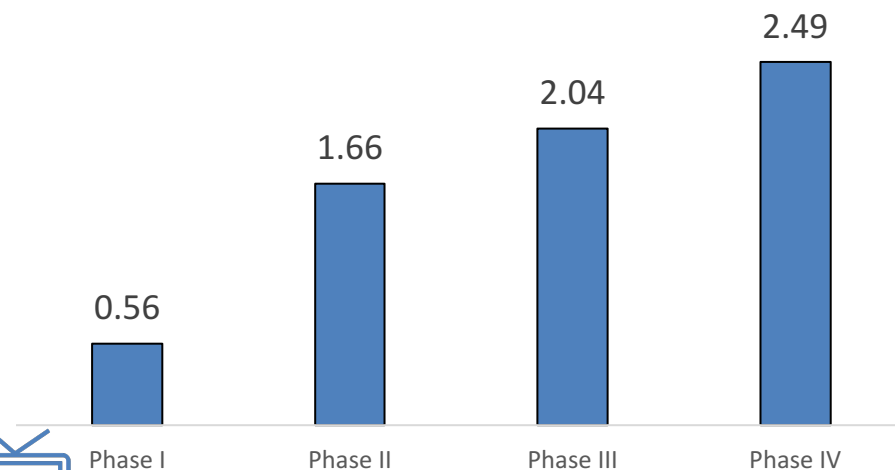
PHASE WISE SEEDED BOX (MN)– Q3 FY 18*



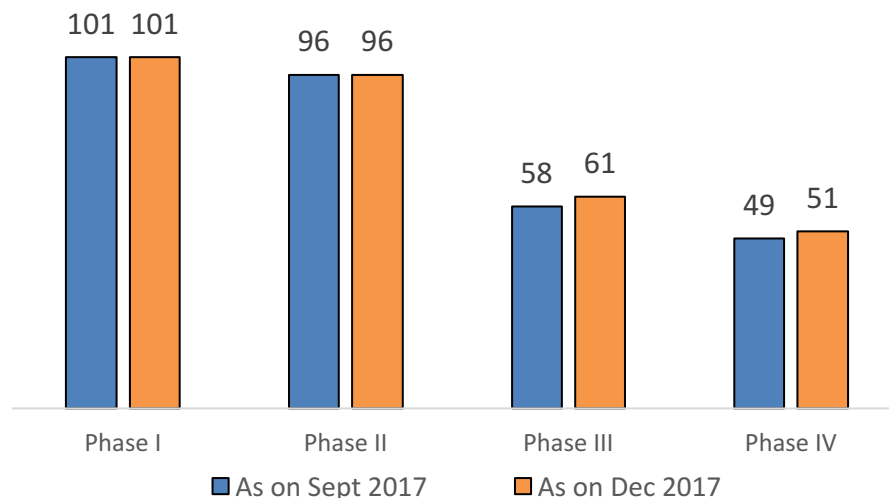
PHASE WISE ACTIVE SUBS (MN)– Q3 FY 18*



PHASEWISE DIGITAL PAYING SUBS (MN)– Q3 FY 18*



PHASE WISE ARPU (INR) (NET OF TAXES)



* As on end of period

* FY = Apr- Mar, 9M = Apr -Dec, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar

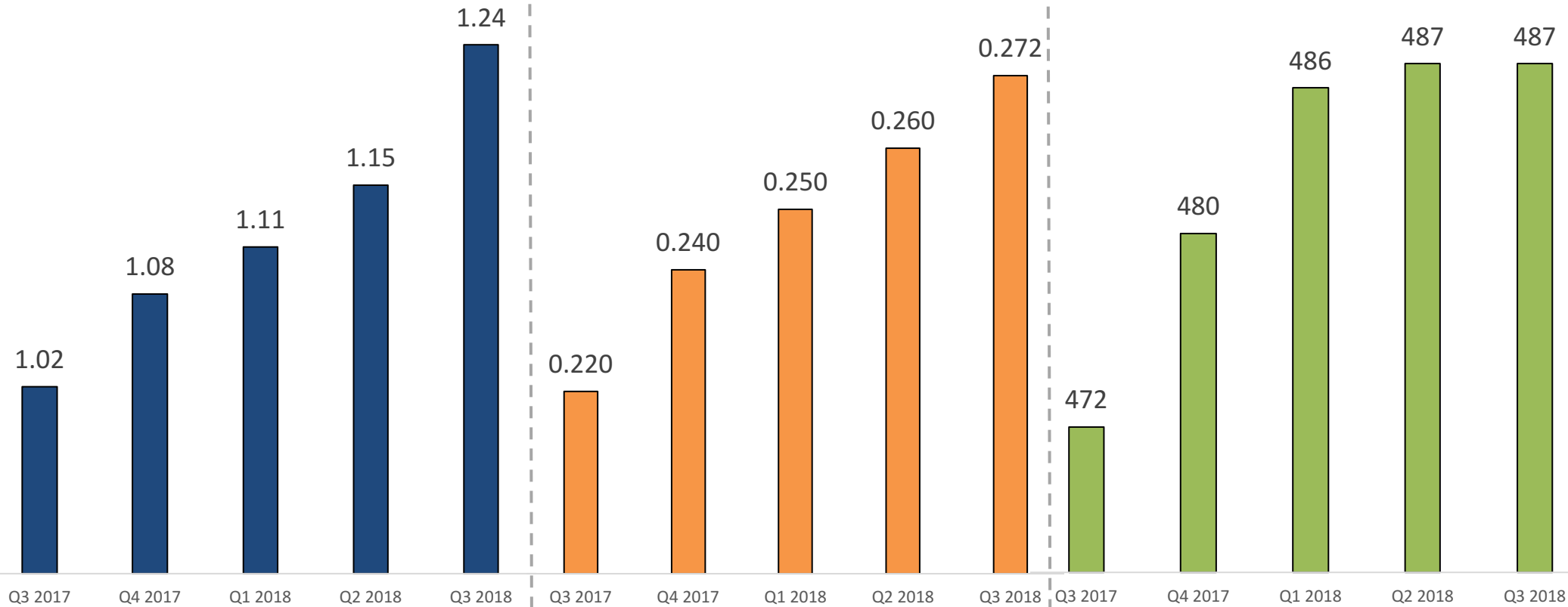


KEY KPIs – Broadband Business - Quarter wise*

HOME PASS (MN)

SUBSCRIBER (MN)

ARPU (INR) (NET OF TAXES)

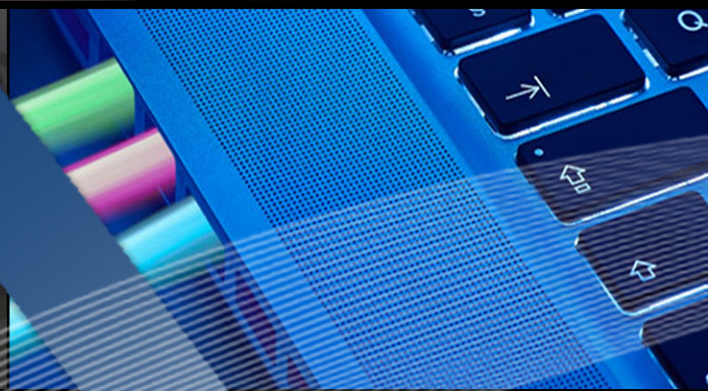


* As on end of period

* FY = Apr- Mar, 9M = Apr -Dec, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



GTPL Hathway Limited



3) Financial Results Q3 FY2018 and 9M FY2018

Presentation Includes following financials:

- 1) GTPL Hathway Limited – Listed Company (Standalone)
- 2) GTPL Broadband Private Limited – 100% Subsidiary of GTPL Hathway Limited (Broadband) - provides Broadband Services
- 3) GTPL Kolkata Cable & Broadband Pariseva Limited (KCBPL) – Subsidiary – 51% owned by GTPL Hathway Limited – Cable TV operation at West Bengal Market.

The above three companies contributed ~ 90% of Revenue in Consolidated Accounts of Financial Year 2016-2017.





Q3 FY 2018

Particulars (INR MN)	GTPL Hathway Standalone	Broadband	KCBPL
Revenue	1955	344	447
EBITDA	634	101	160
PAT	238	39	28

9M FY 2018

Particulars (INR MN)	GTPL Hathway Standalone	Broadband	KCBPL
Revenue	5572	993	1171
EBITDA	1790	277	342
PAT	505	115	17



<p>1 QUARTER-3 FINANCIALS</p>	 <p>Y-O-Y Revenue up by 23% ; Q-O-Q Revenue up by 7% Y-O-Y EBITDA up by 46% ; Q-O-Q EBITDA up by 8% Y-O-Y PAT up by 478% ; Q-O-Q PAT up by 101% EBITDA Margin at 32.4% ; Y-O-Y increase of 530 basis points</p>
<p>2 9 MONTH FINANCIALS</p>	 <p>9M-O-9M Revenue up by 24% 9M-O-9M EBITDA up by 31% 9M-O-9M PAT up by 156% EBITDA Margin at 32.1%; increase of 180 basis points</p>
<p>3 REVENUE</p>	 <p>Y-O-Y Subscription Revenue up by 29% ; Q-O-Q up by 6% 9M-O-9M Subscription Revenue up by 27% Y-O-Y Placement Revenue up by 12%; 9M-O-9M up by 13% Y-O-Y Activation Revenue up by 21%; 9M-O-9M up by 25%</p>
<p>4 EXPENSES</p>	 <p>Y-O-Y Finance Cost down by 75% ; Q-O-Q down by 55% 9M-O-9M Finance Cost down by 48%</p>

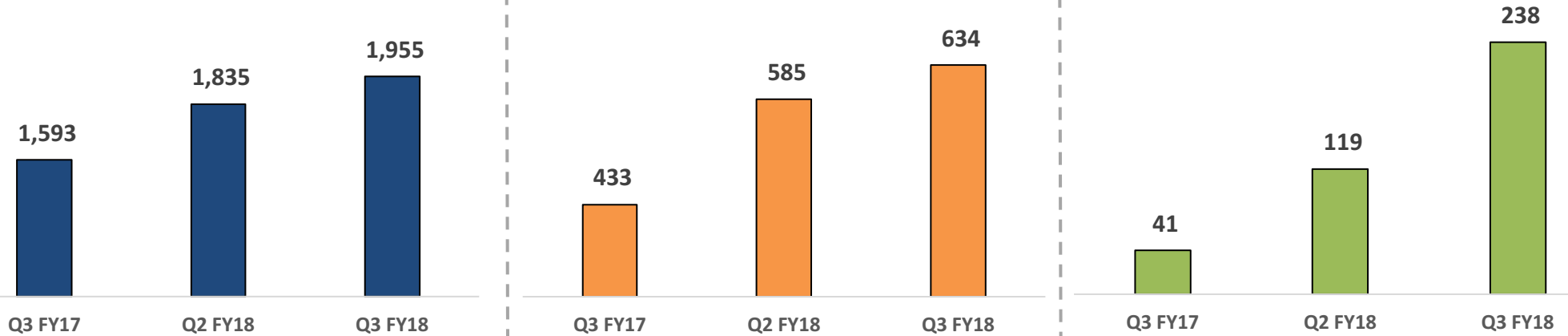
Standalone Financial Results Q3 FY18 and 9M FY18 Highlights (IND AS)

Total Revenue (INR mn)

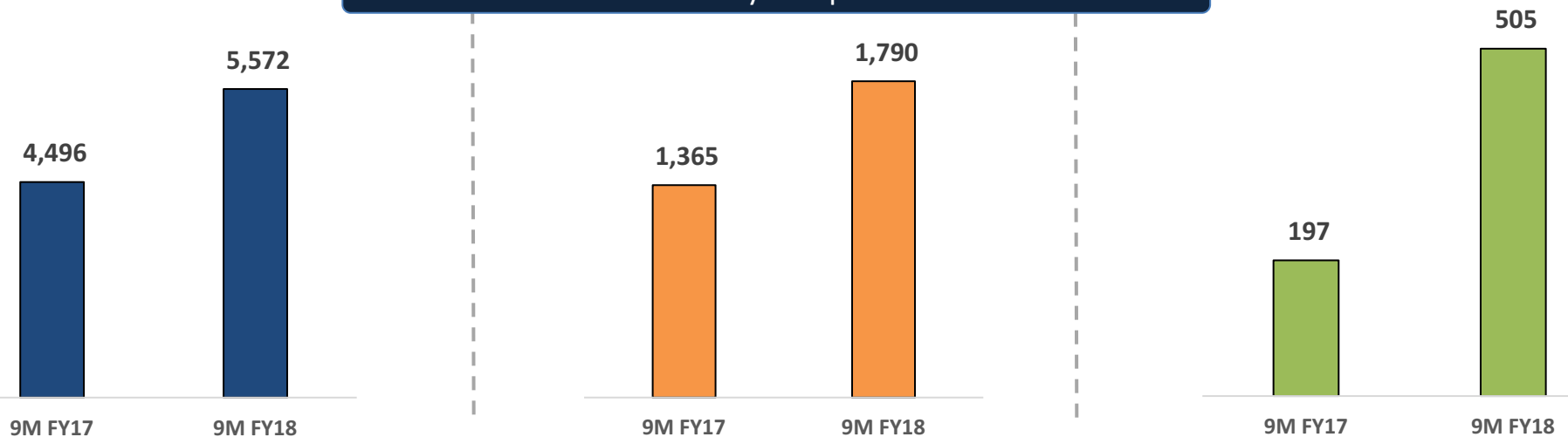
EBITDA (INR mn)

PAT (INR mn)

Quarterly Comparison



9 Monthly Comparison



Standalone Financials (IND AS)*





Particulars (INR mn)	Q3 FY18	Q2 FY18	Q-O-Q %	Q3 FY17	Y-O-Y%	9M FY18	9M FY17	9M-O-9M%	FY'17
Revenue									
Subscription CATV	1,063	1,001	6%	825	29%	2,966	2,338	27%	3180
Placement	587	588	0%	523	12%	1,753	1,547	13%	2114
Activation	180	175	3%	149	21%	531	424	25%	595
Other Operating Income	64	47	36%	50	28%	199	136	46%	239
Other Income	60	25	141%	45	34%	123	53	135%	253
Total Income	1,955	1,835	7%	1,593	23%	5,572	4,496	24%	6,380
Expenditure									
			0						
Pay Channel Cost	803	809	-1%	747	8%	2,410	1,968	22%	2783
Bandwidth Expense	28	26	6%	29	-3%	91	71	29%	100
Employee Cost	134	134	0%	129	4%	384	315	22%	445
Other Operating Expense	108	113	-4%	88	24%	308	300	3%	395
Administrative expense	247	167	48%	167	47%	588	478	23%	656
Total Expenditure	1,321	1,250	6%	1,160	14%	3,782	3,132	21%	4,379
EBITDA	634	585	8%	433	46%	1,790	1,365	31%	2,002
EBITDA %	32.4%	31.9%	0.6%	27.2%	5.3%	32.1%	30.4%	1.8%	31.4%
Depreciation/Amortization	267	266	0%	230	16%	794	686	16%	934
Finance cost	35	79	-55%	142	-75%	199	382	-48%	506
Profit before Tax & Exceptional item	332	240	38%	61	441%	797	296	169%	562
<i>Exceptional item</i>	0	42		0		42			
PBT	332	198	68%	61	441%	755	296	154%	562
Tax	95	80	18%	20	378%	251	98	156%	161
PAT before Minority Interest	237	118	102%	42	471%	504	198	154%	401
Income	1	1	-	0		1	(1)		(3)
PAT	238	119	101%	41	478%	505	197	156%	398

* As per Limited Review

* FY = Apr- Mar, 9M = Apr -Dec, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar





<p>1 QUARTER-3 FINANCIALS</p>	 <p>Y-O-Y Revenue up by 7% ; Q-O-Q Revenue up by 4% Y-O-Y EBITDA up by 31% ; Q-O-Q EBITDA up by 10% Y-O-Y PAT up by 9% ; Q-O-Q up by 1% EBITDA Margin at 29.3% ; Y-O-Y increase of 520 basis points</p>
<p>2 9 MONTH FINANCIALS</p>	 <p>9M-O-9M Revenue up by 15% 9M-O-9M EBITDA up by 33% 9M-O-9M PAT up by 23% EBITDA Margin at 27.8%; increase of 380 basis points</p>
<p>3 REVENUE</p>	 <p>Y-O-Y Broadband Revenue up by 7% ; Q-O-Q up by 3% 9M-O-9M Broadband Revenue up by 15%</p>
<p>4 EXPENSES</p>	 <p>Y-O-Y Other Operating cost down by 26%;9M-O-9M down by 16% Y-O-Y Administrative cost down by 24%;9M-O-9M down by 7%</p>



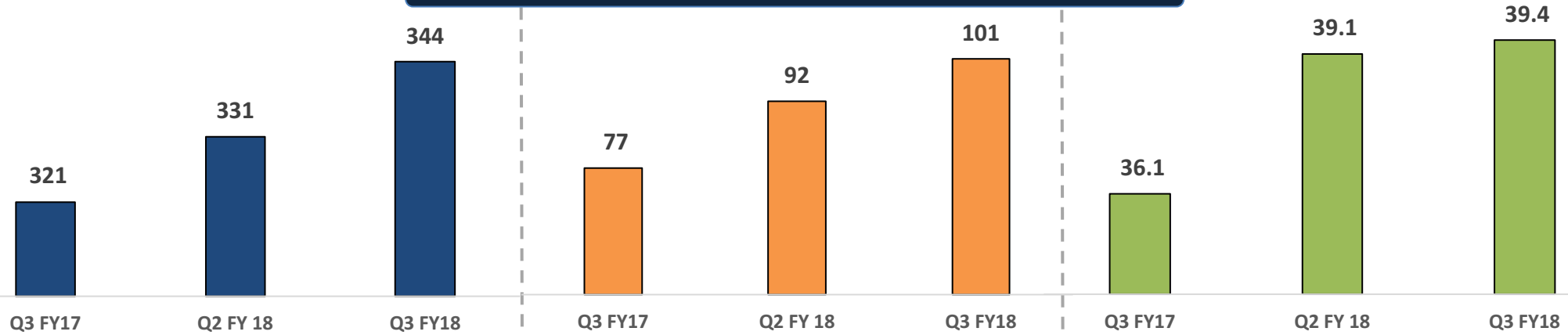
Broadband Financial Results Q3 FY18 and 9M FY18 Highlights (IND AS)

Total Revenue (INR mn)

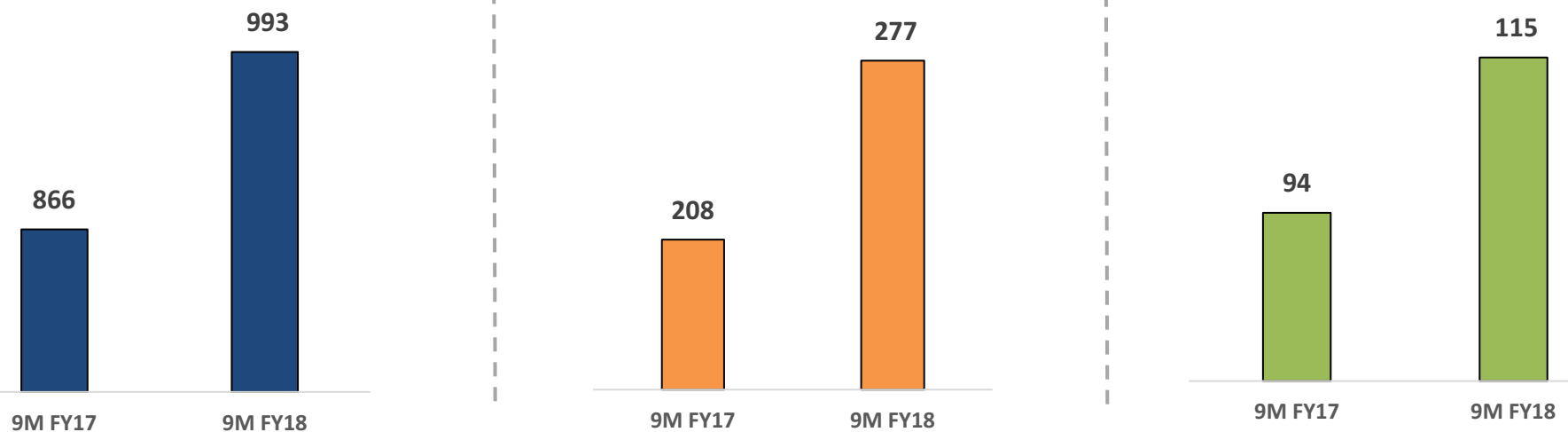
EBITDA (INR mn)

PAT (INR mn)

Quarterly Comparison







9 Monthly Comparison



Broadband Financials (IND AS)*

Particulars (INR mn)	Q3 FY18	Q2 FY 18	Q-O-Q %	Q3 FY17	Y-O-Y%	9M FY18	9M FY17	9M-O-9M%	FY'17
Revenue									
Broadband-ISP	342	331	3%	320	7%	991	866	15%	1,200
Other Income	1	0	724%	0	1705%	2	1	143%	2
Total Income	344	331	4%	321	7%	993	866	15%	1,203
Expenditure									
Bandwidth Expense	50	51	-2%	47	6%	156	149	4%	206
Employee Cost	114	110	3%	91	25%	324	243	34%	331
Other Operating Expense	35	34	2%	47	-26%	108	129	-16%	176
Administrative expense	44	44	0%	58	-24%	129	138	-7%	175
Total Expenditure	243	239	1%	243	0%	716	659	9%	888
EBITDA	101	92	10%	77	31%	277	208	33%	314
<i>EBITDA %</i>	<i>29.4%</i>	<i>27.7%</i>	<i>1.7%</i>	<i>24.1%</i>	<i>5.3%</i>	<i>27.9%</i>	<i>24.0%</i>	<i>3.9%</i>	<i>26.1%</i>
Depreciation/Amortization	31	28	10%	21	47%	86	62	40%	86
Finance cost	10	5	92%	1	1395%	16	4	253%	5
PBT	60	58	3%	55	8%	175	142	23%	223
Tax	20	20	4	19		60	48		72
PAT before Comprehensive Income	40	38	3%	36	10%	115	94	23%	151
Add/(Less) Comprehensive Income	(0)	1		-		0	-		(0)
PAT	39	39	1%	36	9%	115	94	23%	151

<p>1 QUARTER-3 FINANCIALS</p>	 <p>Y-O-Y Revenue up by 61% ; Q-O-Q Revenue up by 12% Y-O-Y EBITDA up by 617% ; Q-O-Q EBITDA up by 34% Y-O-Y PAT positive at INR 28mn from negative 41 mn; Q-O-Q PAT up by 2676% EBITDA Margin at 35.7% ;Y-O-Y increase of 2770 basis points</p>
<p>2 9 MONTH FINANCIALS</p>	 <p>9M-O-9M Revenue up by 39% 9M-O-9M EBITDA up by 143% 9M-O-9M PAT positive at INR 17mn from negative INR 56mn EBITDA Margin at 29.2%; increase of 1250 basis points</p>
<p>3 REVENUE</p>	 <p>Y-O-Y Subscription Revenue up by 69% ; Q-O-Q up by 18% 9M-O-9M Subscription Revenue up by 44% Y-O-Y Placement Revenue up by 12%; 9M-O-9M up by 6% Y-O-Y Activation Revenue up by 193%; 9M-O-9M up by 247%</p>
<p>4 EXPENSES</p>	 <p>Y-O-Y Finance Cost down by 41% ; Q-O-Q down by 16% 9M-O-9M Finance Cost down by 29%</p>

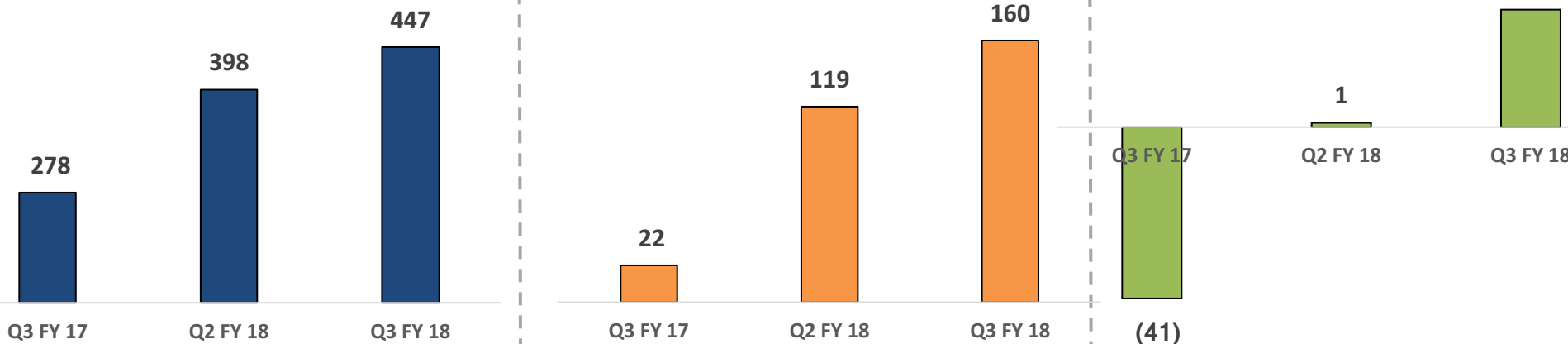
KCBPL Financial Results Q3 FY18 and 9M FY18 Highlights (IND AS)

Total Revenue (INR mn)

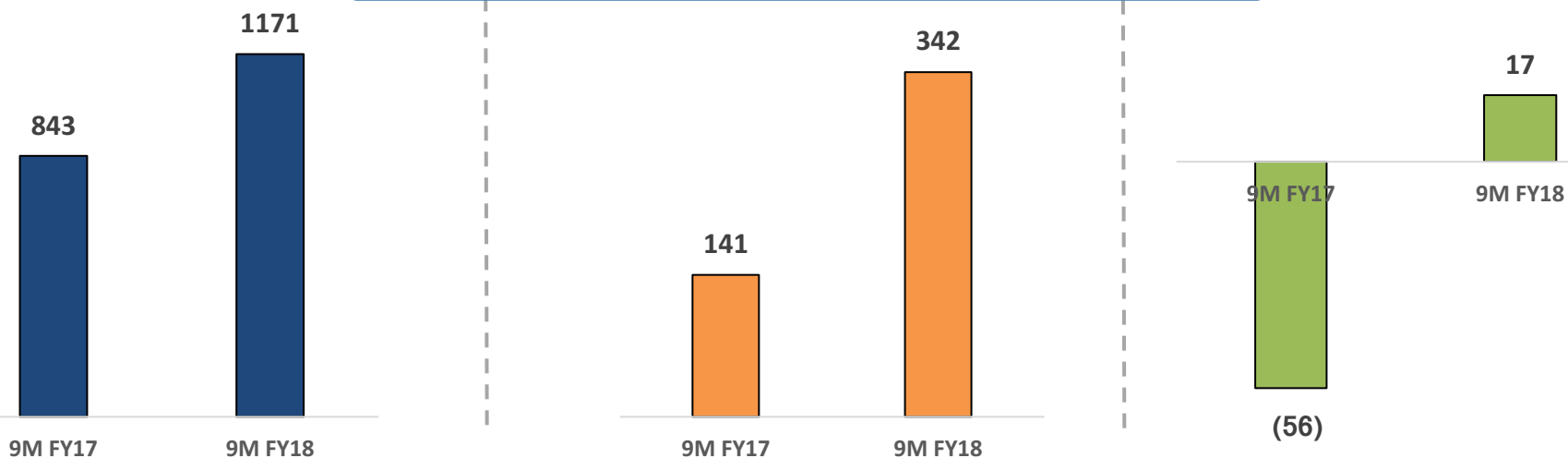
EBITDA (INR mn)

PAT (INR mn)

Quarterly Comparison



9 Monthly Comparison



Particulars (INR mn)	Q3 FY 18	Q2 FY 18	Q-O-Q %	Q3 FY 17	Y-O-Y%	9M FY18	9M FY17	Y-O-Y%	FY'17
Revenue									
Subscription CATV	303	256	18%	179	69%	760	527	44%	719
Placement	77	80	-4%	69	12%	236	223	6%	302
Activation	47	56	-16%	16	193%	130	38	247%	54
Other Income	20	6	221%	14	42%	45	55	-20%	77
Total Income	447	398	12%	278	61%	1,171	843	39%	1152
Expenditure									
Pay Channel Cost	195	194	0%	179	9%	568	512	11%	679
Employee Cost	29	26	9%	27	5%	80	68	18%	87
Other Operating Expense	29	28	2%	17	67%	86	57	53%	100
Administrative expense	35	30	17%	32	10%	94	65	46%	92
Total Expenditure	288	279	3%	256	12%	829	702	18%	958
EBITDA	160	119	34%	22	617%	342	141	143%	195
<i>EBDITA %</i>	35.7%	30.0%	5.8%	8.0%	27.7%	29.2%	16.7%	12.5%	16.9%
Depreciation/Amortization	109	109	0%	67	61%	292	187	56%	253
Finance cost	8	9	-16%	13	-41%	25	35	-29%	38
PBT	43	2	2575%	(58)		25	(82)		(97)
Tax	15	1	2405%	(17)		9	(25)		(38)
PAT before Comprehensive Income	28	1	2676%	(41)		17	(56)		(58)
Add/(Less) Comprehensive Income	-	-		-		-	-		-
PAT	28	1	2676%	(41)		17	(56)		(58)



The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care off in the presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries were such distribution or use would be contrary to the applicable laws or Regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, investigation etc may be done at your end. You may also contact us directly for any questions or clarifications at our end. This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue and similar expressions identify forward looking statements. Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision

CONFERENCE CALL - INVITATION



Out of the Ordinary®



Investec India is pleased to host the management of GTPPL Hathway Ltd.
for a conference call with investors and analysts to discuss their
Q3FY18 Financial Results

Thursday, 15th February 2018, at 1600 hrs IST

COMPANY PARTICIPANTS

Mr. Anirudhsinh Jadeja, *Managing Director*

Mr. Rajan Gupta, *Chairman and Non-Executive Director*

Mr. Piyush Pankaj, *Head - Investor Relations*

Access numbers

Primary number	India: +91 22 3960 0646 / +91 70456 71221 USA: 1 866 746 2133 LA: 13233868721
Toll Free Number:	UK: 0808 101 1573 London: 442034785524 Singapore: 800 101 2045 / 6531575746 Hong Kong: 800 964 448 / 85230186877



Click here to
ExpressJoin the Call

For further information please contact
Mr. Romil Bhandari
Investec India
Tel. +91 900 166 4000 / +91 22 6136 7406
Email: romil.bhandari@investec.co.in



Thank You

