

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 : 079-256264707/70178, 079-30280340/41 Fax : 079-25626477, 30280335



Date: August 10, 2018

To:

The Manager, Listing Compliance Department, National Stock Exchange of India Limited, 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 Standalone and Consolidated financial results of the Company for the quarter ended June 30, 2018 of GTPL HATHWAY LIMITED (“the Company”)

Dear Sir/Madam,

Please find enclosed a copy of Investor Presentation titled “Investor Update on Financial Results Q1 FY2019” on unaudited Standalone and Consolidated financial results of the Company for the quarter ended June 30, 2018 of the Company.

This is for your information and record.

Thanking you.

Yours faithfully,

FOR GTPL HATHWAY LIMITED



HARDIK SANGHVI
COMPANY SECRETARY AND COMPLIANCE OFFICER
M. No. F7247

GTPPL Hathway Limited



Investor Update

On Financial Results Q1 FY2019

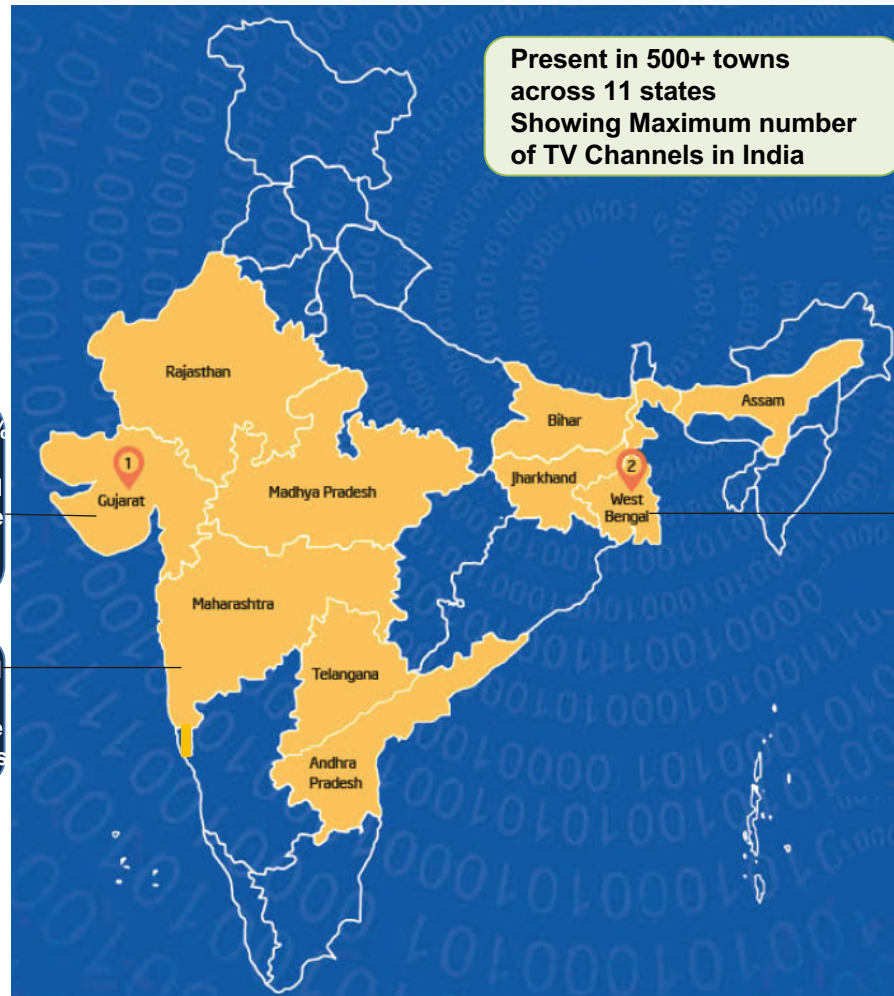


TABLE OF CONTENTS

1	Company Overview and Strategy	3-10
2	Key KPIs	12-16
3	Financials	18-27
I	Consolidated – Q1 FY19 Financial	18-23
II	Standalone – Q1 FY19 Financial	24-27

GTPL – Leader across Key Regional Cable Markets in India

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



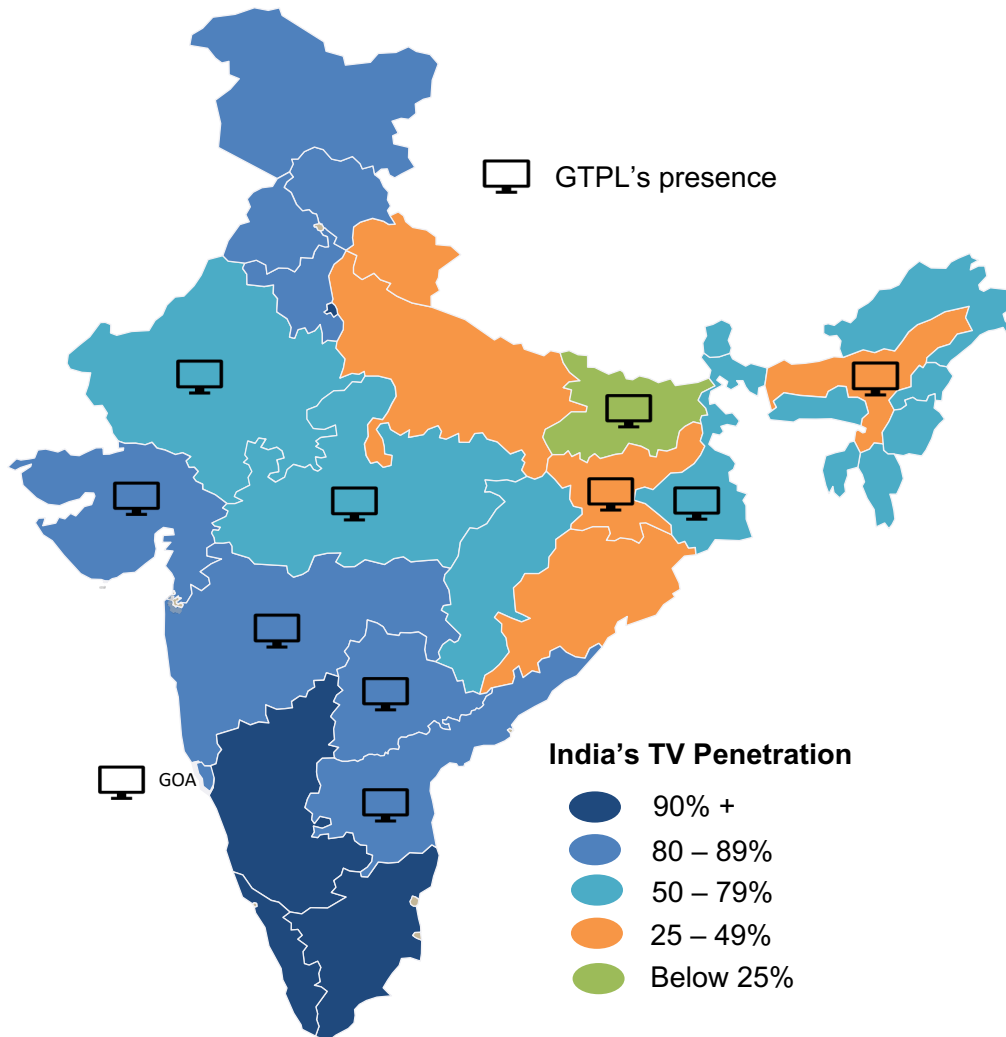
KEY HIGHLIGHTS (as of 30th June 2018)

Total Set-Top Boxes Seeded	8.90mn
Active Digital Subscribers	7.60mn
Broadband Homes Passed	1.53mn
Total Broadband Subscribers	0.29mn

Key Consolidated Financials (IND AS) (INR MN)

	Q1FY19	FY18	FY17
REVENUE	3035	11134	9417
EBIDTA	841	3144	2404
PAT	133	614	400

India's TV Penetration and GTPL's Presence



- GTPL is currently present in 500+ towns and covers 11 states
- TV Penetration in India increased to 64% in 2017.
- GTPL's presence is high in the 80-89% and 25-49% penetration markets, with further scope for increasing penetration
- GTPL's current market is 95% Hindi Speaking Market which contributes to better content rates

Source: MPA Report 2017, FICCI EY 2018



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
- 1.53 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

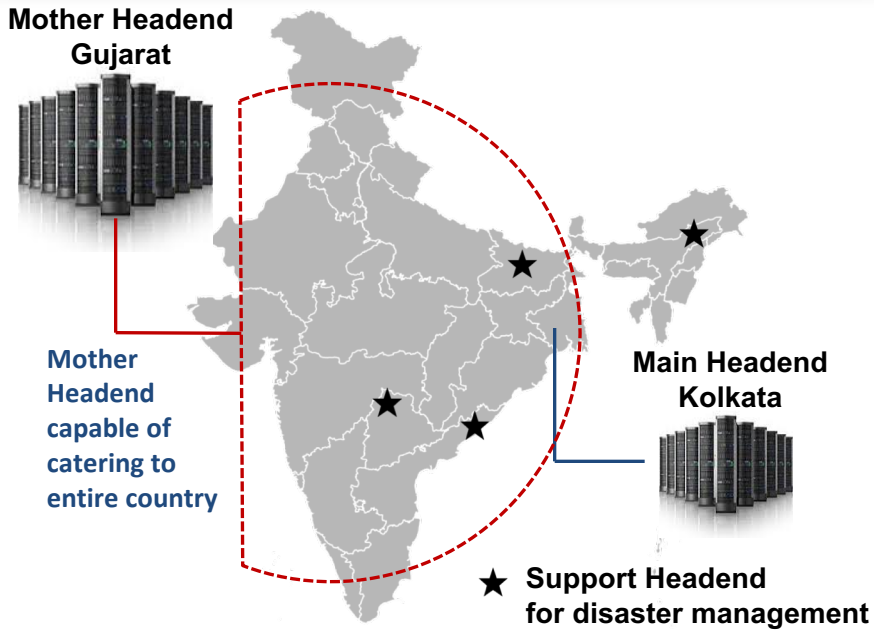
4 High Quality Technology and Infrastructure

- Partnered with Leading Technology Provider
- Deployed next-generation video headend system from Harmonic Inc., USA
- Deploying GPON Technology for High Speed Broadband



Advanced technology and equipment provided by leading technology vendors

Well positioned to expand reach into different geographies



Optic Fibre Cable Network



- ✓ Owned: 20000+ KMs
- ✓ Underground: 1500+ KMs
- ✓ Leased: 5500+ 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

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

Viren Thakkar
Chief Financial Officer & Head -
Secretarial

CA and ICWA with 27 years of experience in Finance & Accounts; has worked in Roquette Riddhi Siddhi, Torrent Power, etc. in Corporate Finance, Internal Control and Audit domains.

Sumit Bose
Head - Video business and Content
Management

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

Hetal Shah,
Head - Broadband (Enterprise), IT, NOC

Computer Engineer; was associated with You Broadband, Tata Teleservices and Sterlite Tech (Elitecore) and other companies over 24 years, largely in Techno-commercial roles

Neeraj Agrawal
Head Broadband (Broadband Retail Sales
& Retention business)

MBA from Devi Ahilya Vishwavidyalaya University; 22 years of experience in managing diverse telecom products (both GSM & CDMA), largely in Reliance Communications

Piyush Pankaj, Chief Strategy & Investor
Relations Officer and Head – Revenue
Intelligence

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

Ekta Kanade
Chief Legal Officer

Bachelor in Law, University of Bombay; 17 years of experience, largely in Media industry and organizations including Viacom 18, Walt Disney, etc.

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; has 20+ years in experience HR & OD domains



Launch of GPON FTTH – “Sach Mein Unlimited”

- The Company upgraded network to **provide high-speed** broadband services in Gujarat Cities 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

Gujarat's widest fibre to home network | inquiry@gtpl.net | [079-6140 9500](tel:079-61409500)

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



GTPL
FIBRE BROADBAND

Gujarat's widest fibre to home network | inquiry@gtpl.net | [079-6140 9500](tel:079-61409500)

sach mein
unlimited

@ 100 Mbps speed
ab karo jee bhar ke download



[079-6140 9500](tel:079-61409500)

inquiry@gtpl.net

GTPL
FIBRE BROADBAND





The channel is targeted at the younger generation and will showcase the latest movies & blockbusters from the Hindi movie industry.



“GTPL Action” will bring the best action movies to the viewers from Hollywood, Bollywood as well as South Indian dubbed movies.



“GTPL Gold” will bring back movies of the golden era of Bollywood to the small screen to keep our viewers entertained with the best movies from the start of the movie industry to 1985.



“GTPL Retro” will showcase the best songs from the golden era and will show hand-picked songs from the famous singers, lyricists, music composers, actors, actresses, directors of the yesteryears.



Immediate Growth Opportunities

CATV

- Two third of Subbase in Phase 3 and Phase 4
- Monetization of Phase 3 and Phase 4 is expected in next 2 years
- Increased HD offering from 37 to 64 Channels. To convert potential subscriber to HD Packages at incremental ARPU

BROADBAND

- In Gujarat Cable reaching to 4.3 mn HHs, West Bengal reaching to 2.2 mn- Convert potential HHs into Broadband Subscriber.
- Upgrade and Deploy GPON Technology to provide High Speed , High Volume Broadband Services.

COMBO PRODUCT

- Provide Combo – High Speed Broadband with CATV services as single package at attractive price to add new customers

INFRASTRUCURE

- Utilize current infrastructure of CATV in Broadband for better ROI

GTPPL Hathway Limited



2) KEY KPIs



Seeded 200K STB boxes during Q1 FY 2019.

Added 200K CATV Digital Active Subs during Q1 FY 2019

Increased 110K CATV Digital Paying Subs during Q1 FY 2019

Increased ARPU in Phase III by 1.6% and Phase IV by 3.8% during Q1 FY 2019

Gross Debt stands at INR 3460 mn and Net Debt stands at INR 2260 mn as on 30th June 2018

Added 230 K new Home Pass in Broadband Business during Q1 FY 2019

Increased 10 K new Broadband Subscriber during Q1 FY 2019

Data Consumption per Customer Stands at 71GB/month as on June 2018 increasing from 38GB/month in March 2017

Launched GPON FTTH High-Speed broadband services of 100 Mbps and 40 Mbps “unlimited data” plans in Select Gujarat Cities.

The price per month for 40 Mbps unlimited data is from INR 388-500 (net of taxes) and 100 Mbps unlimited data is in range of INR 706-762 (net of taxes)

Plan to launch progressively in other cities of Gujarat.

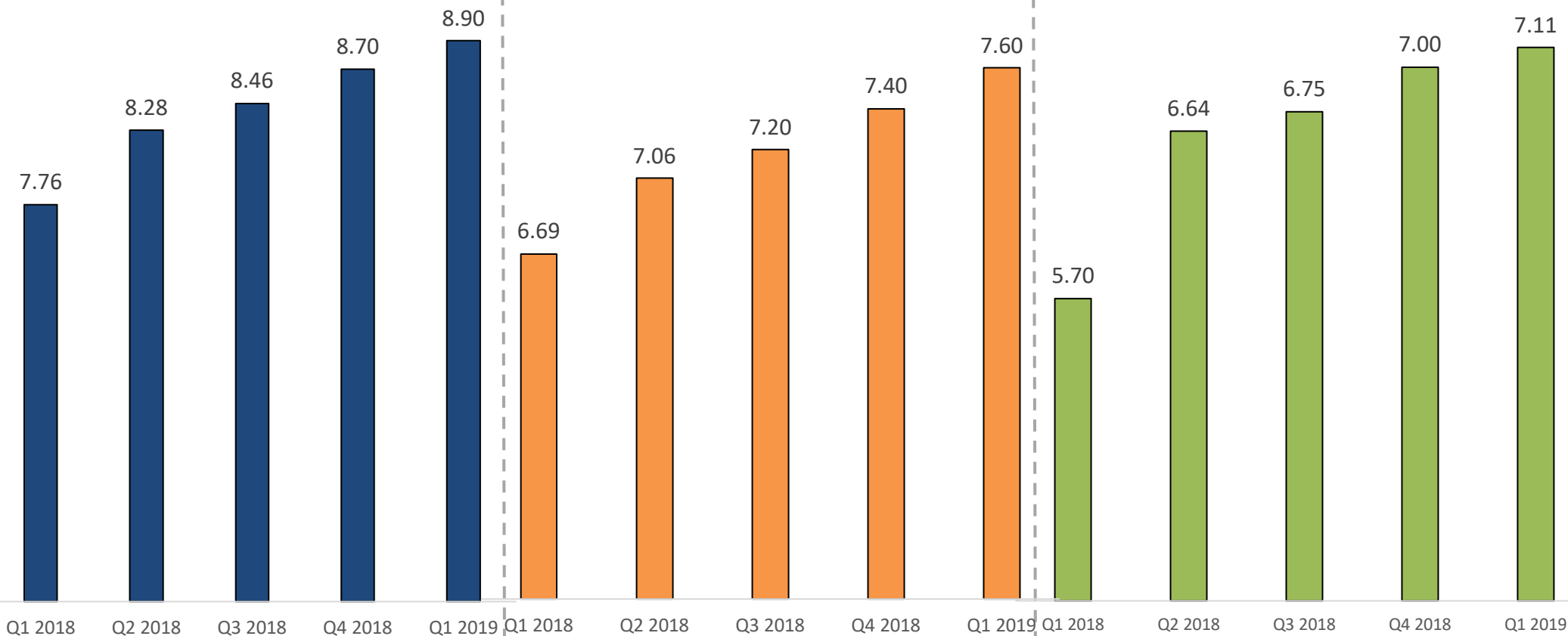


KEY KPIs – CATV Business - Quarter wise (Consolidated)*

STBs SEEDED (MN)

ACTIVE STBs (MN)

DIGITAL PAYING SUBS (MN)



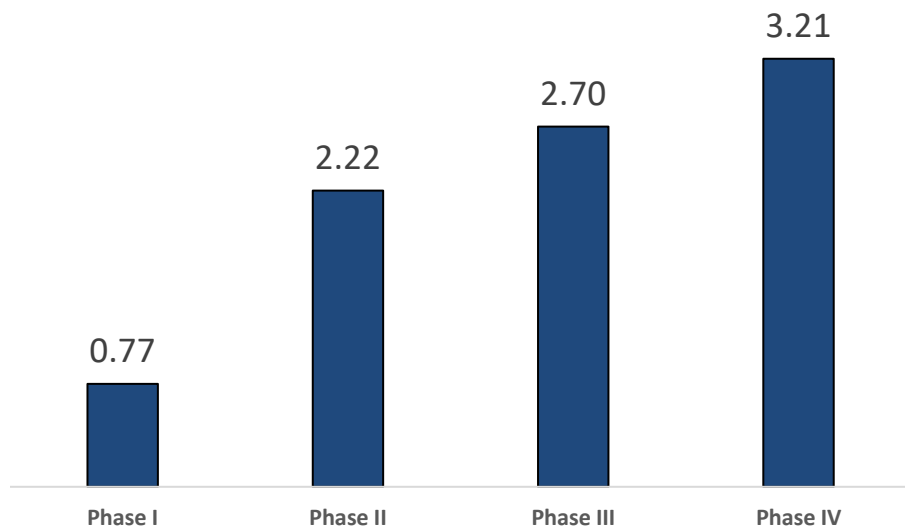
* As on end of period

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

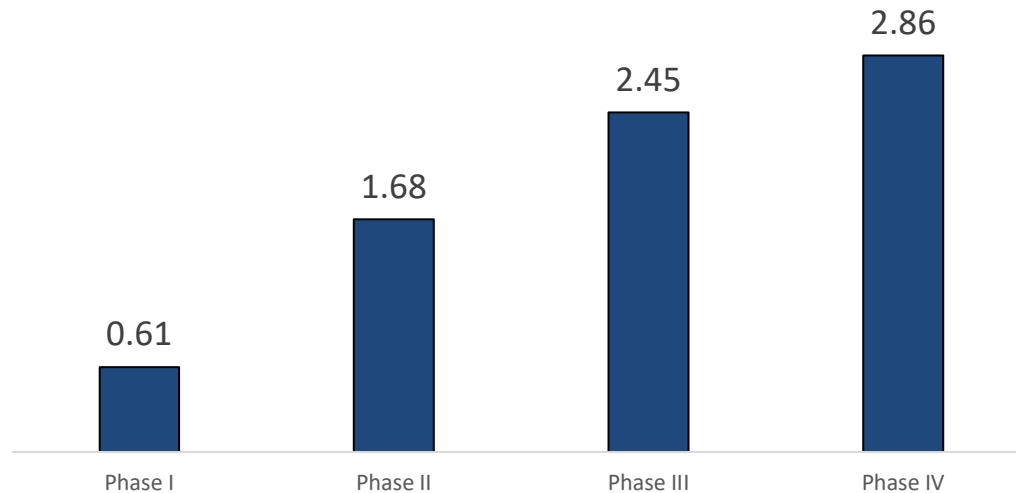


KEY KPIs – CATV Business Phase wise - (Consolidated)*

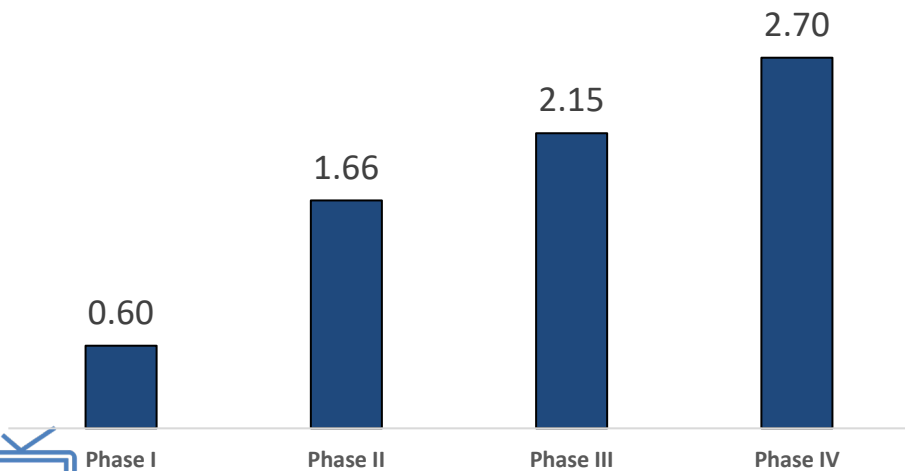
PHASE WISE SEEDED BOX (MN)– AS ON JUN 2018



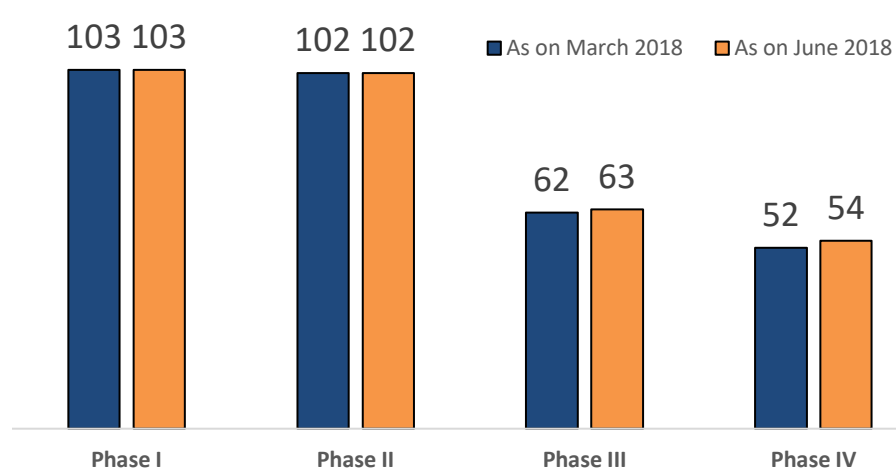
PHASE WISE ACTIVE SUBS (MN)– AS ON JUN 2018



PHASEWISE DIGITAL PAYING SUBS(MN)–AS ON JUN 2018



PHASE WISE ARPU (INR) (NET OF TAXES)



* As on end of period

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

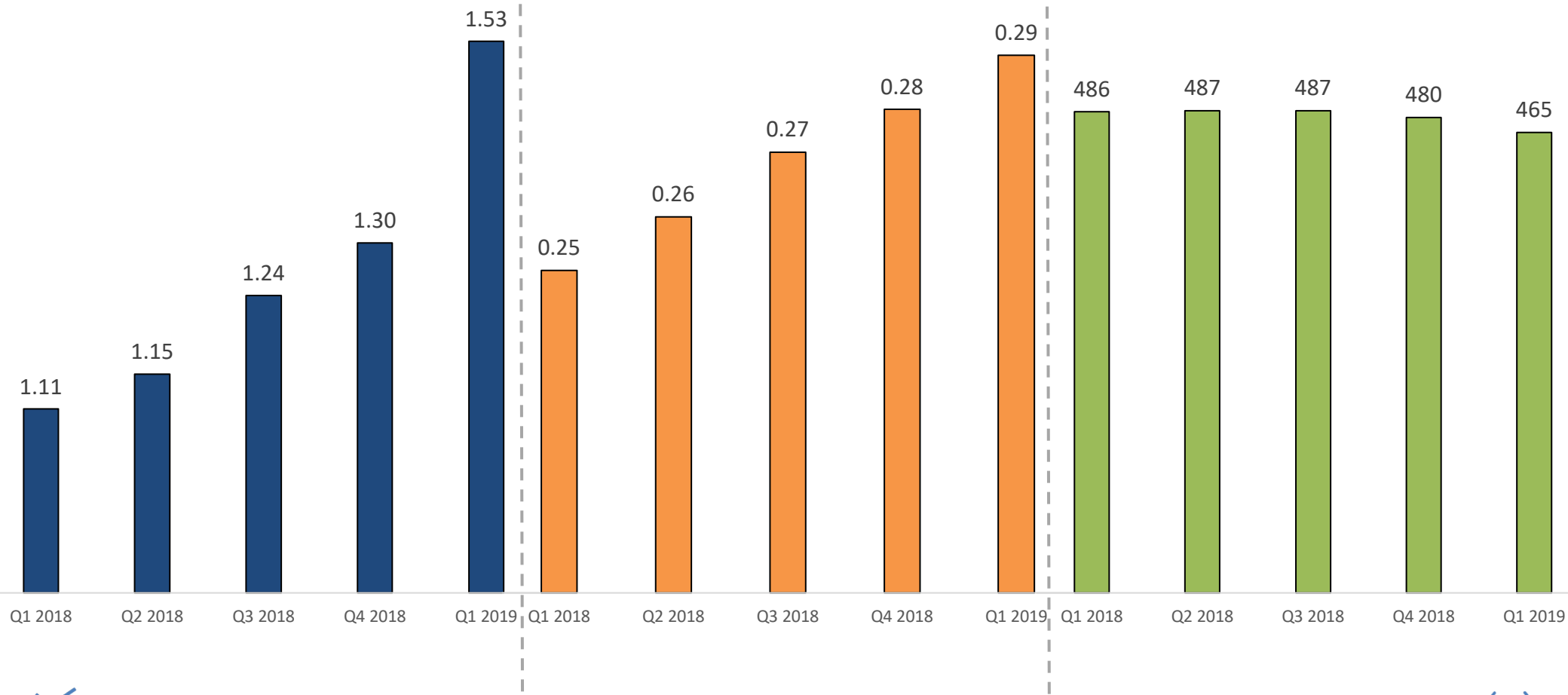


KEY KPIs – Broadband Business – Quarter Wise*

HOME PASS (MN)

SUBSCRIBER (MN)

ARPU (INR) (NET OF TAXES)



* As on end of period
 * FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar







GTPL Hathway Limited



3) Financial Results- Q1 FY2019

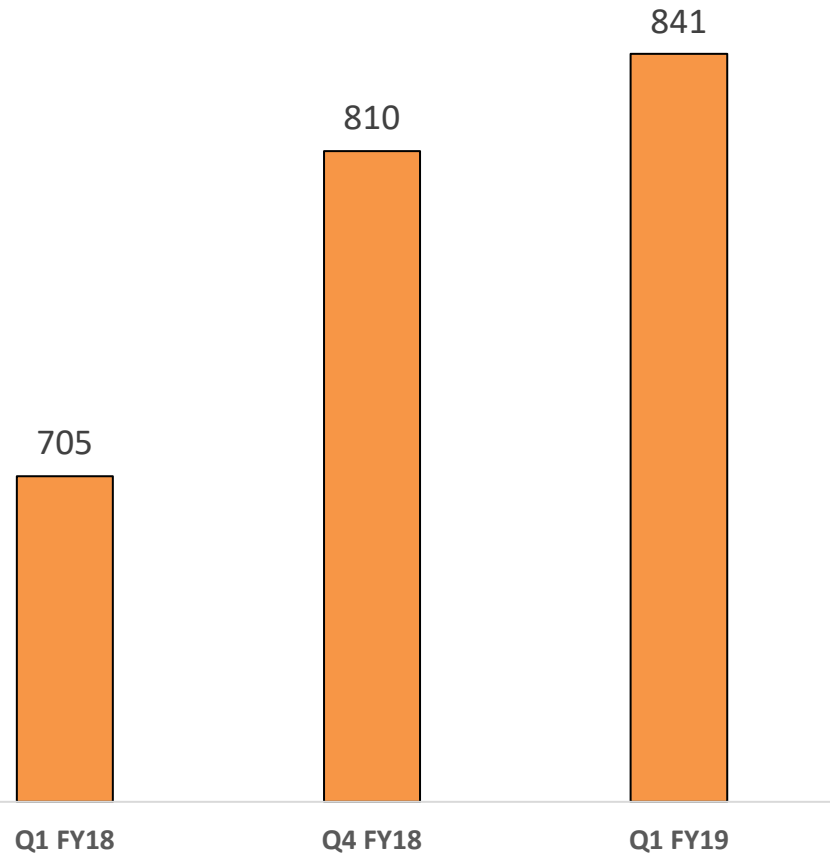
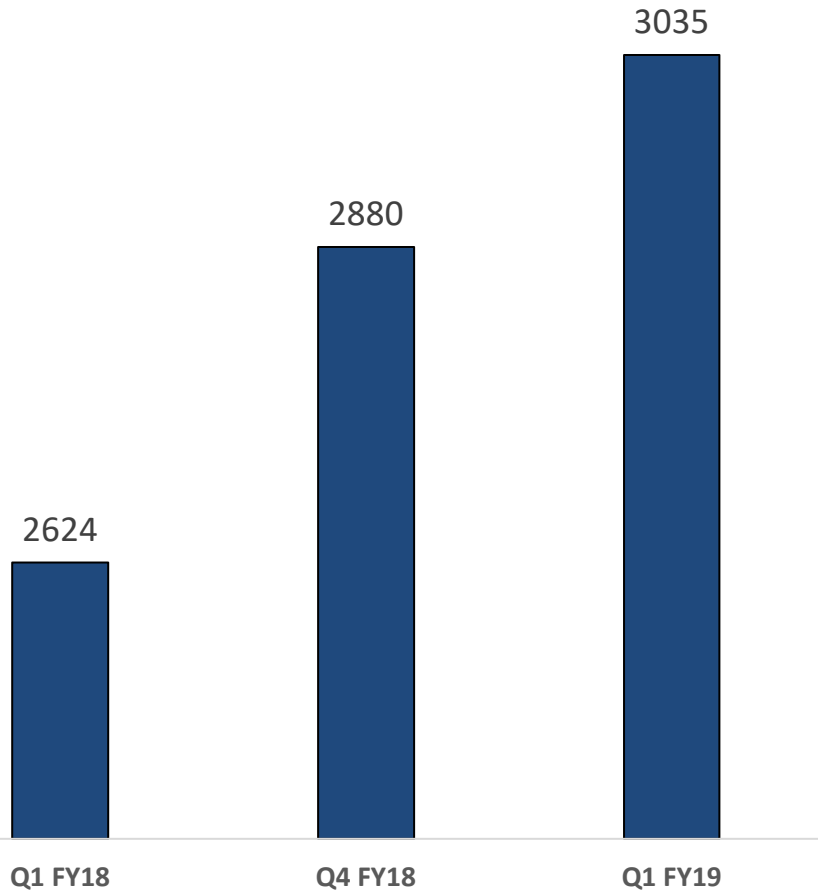


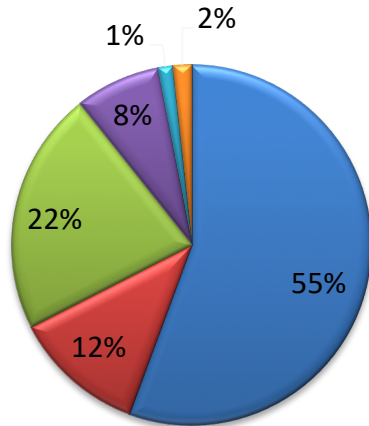
1 Y-O-Y	 <p>Revenue up by 16% EBITDA up by 19% PAT of INR 133 mn. EBITDA Margin at 27.7% ; increase of 80 basis points</p>
2 Q-O-Q	 <p>Revenue up by 5% EBITDA up by 4%</p>
3 REVENUE	 <p>Subscription Revenue up by 30% Y-O-Y; up by 8% Q-O-Q Broadband Revenue up by 3% Y-O-Y; reduced by 1% Q-O-Q Placement Revenue up by 6% Y-O-Y; up by 2% Q-O-Q Activation Revenue reduced by 3% Y-O-Y; up by 23% Q-O-Q</p>
4 EXPENSES	 <p>Total Expenses up by 14 % Y-O-Y; 6% Q-O-Q Bandwidth Cost reduced by 17% Y-O-Y; 11% Q-O-Q Finance Cost up by 57% Y-O-Y; 26% Q-O-Q due to higher foreign exchange loss in Q1 FY19.</p>

Consolidated Financial Performance Q1 FY 19 (IND AS)- Trend

Total Revenue (INR mn)

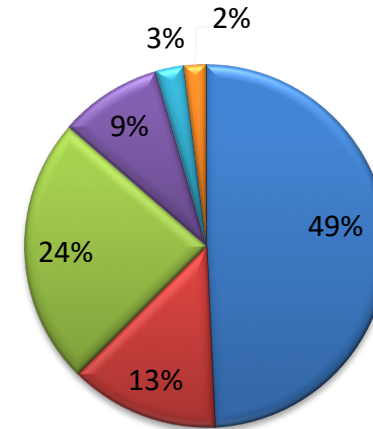
EBITDA (INR mn)





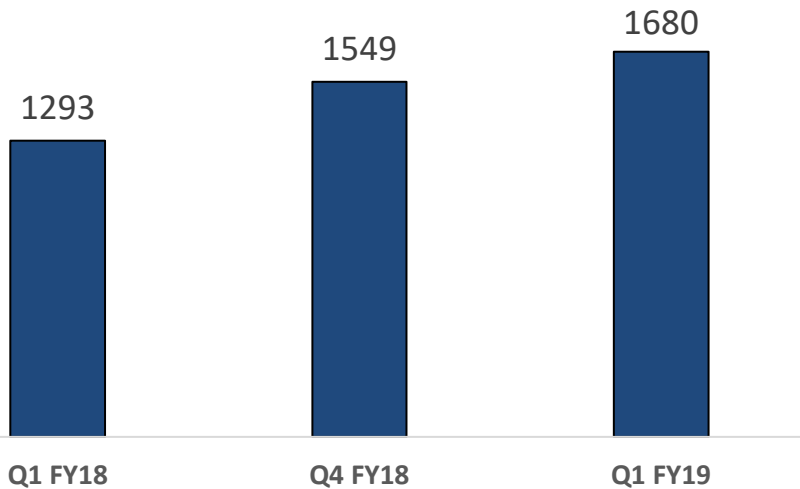
Q1 FY19

- Subscription CATV
- Broadband-ISP
- Placement
- Activation
- Other Operating Income
- Other Income

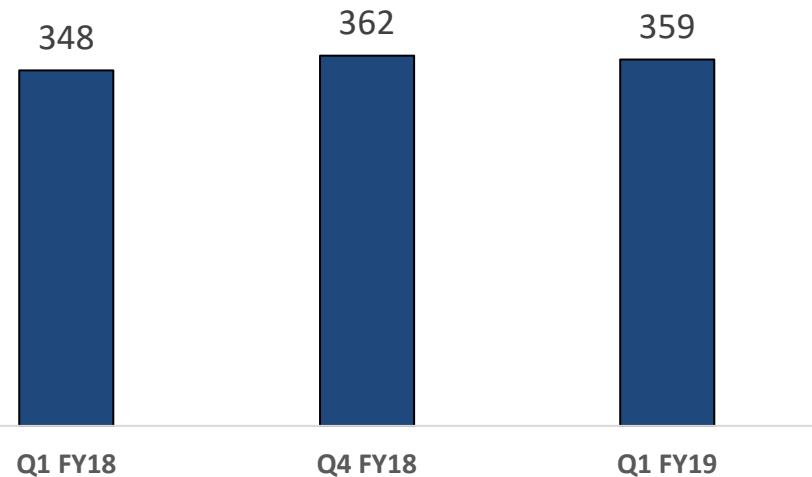


Q1 FY18

SUBSCRIPTION REVENUE TREND (INR MN)

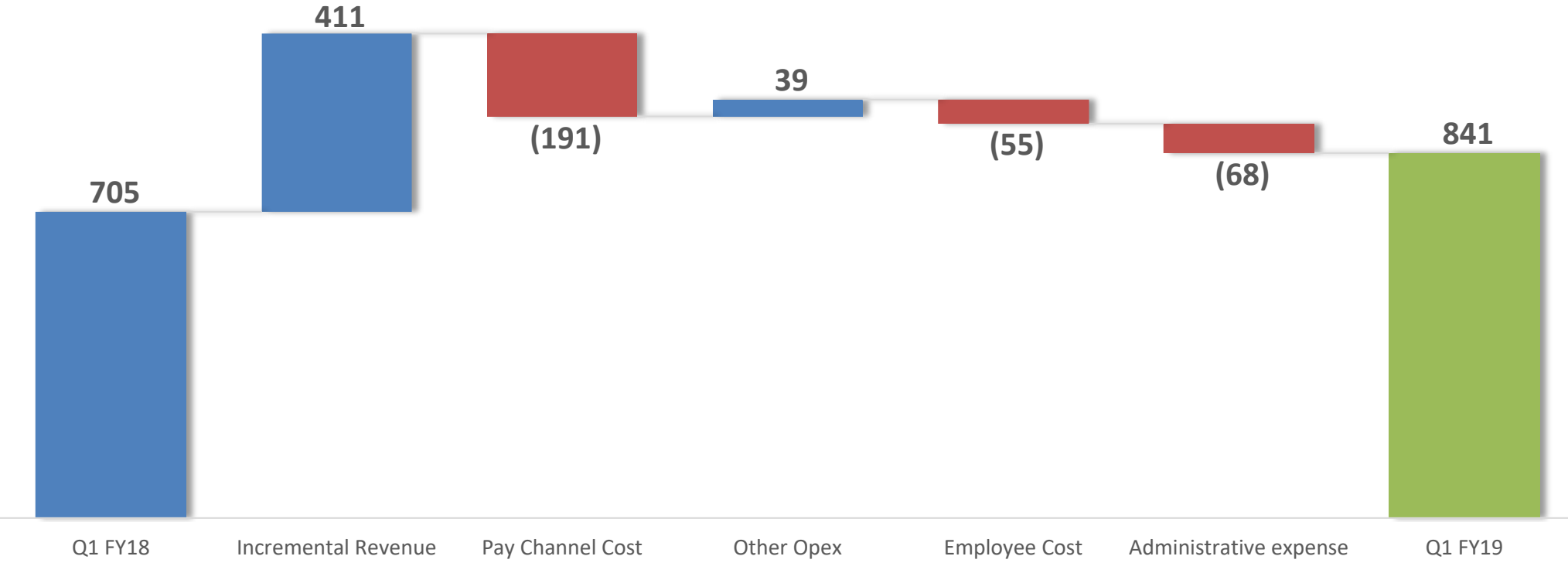


BROADBAND REVENUE TREND (INR MN)



Consolidated Financial Performance-EBITDA Bridge- Q1FY19 vs Q1FY18

(INR MN)



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

Consolidated Financials Q1 FY 19 (IND AS)*

Particulars (INR mn)	Q1 FY19	Q4 FY18	Q-O-Q %	Q1 FY18	Y-O-Y %	FY'18
Revenue						
Subscription CATV	1,680	1,549	8%	1,293	30%	5,799
Broadband-ISP	359	362	-1%	348	3%	1,425
Placement	661	650	2%	626	6%	2,566
Activation	232	188	23%	240	-3%	939
Other Operating Income	38	57	-34%	67	-43%	183
Other Income	66	73	-10%	52	29%	221
Total Income	3035	2880	5%	2624	16%	11134
Expenditure						
Pay Channel Cost	1,264	1,144	10%	1,074	18%	4,406
Bandwidth Expense	100	112	-11%	120	-17%	434
Employee Cost	353	320	10%	298	19%	1,261
Other Operating Expense	115	101	14%	134	-14%	474
Administrative expense	362	392	-8%	294	23%	1,414
Total Expenditure	2194	2070	6%	1919	14%	7989
EBITDA	841	810	4%	705	19%	3144
<i>EBITDA %</i>	<i>27.7%</i>	<i>28.1%</i>	<i>-0.4%</i>	<i>26.9%</i>	<i>0.8%</i>	<i>28.2%</i>
Depreciation/Amortization	476	447	6%	393	21%	1,711
Finance cost	161	128	26%	103	57%	393
Profit Before Tax & Exceptional item	204	235	-13%	209	-2%	1040
Less : Exceptional Items	0	-	0%	-	0%	42
Add(Less): share of Profit/(Loss) of Associate	(4)	(5)	-28%	(4)	-1%	(20)
PBT	201	230	-13%	206	-2%	978
Tax	75	109	-31%	79	-5%	414
PAT Before Other Comprehensive Income	126	121	4%	127	-1%	564
(Add)Less: share of (Profit)/Loss of NCI	8	16	-49%	33	-76%	47
Add/(Less) Comprehensive Income	(1)	1	-159%	(0)	113%	3
PAT	133	138	-4%	159	-16%	614

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







Finance Cost Breakup - Consolidated Financials (IND AS)

(INR MN)

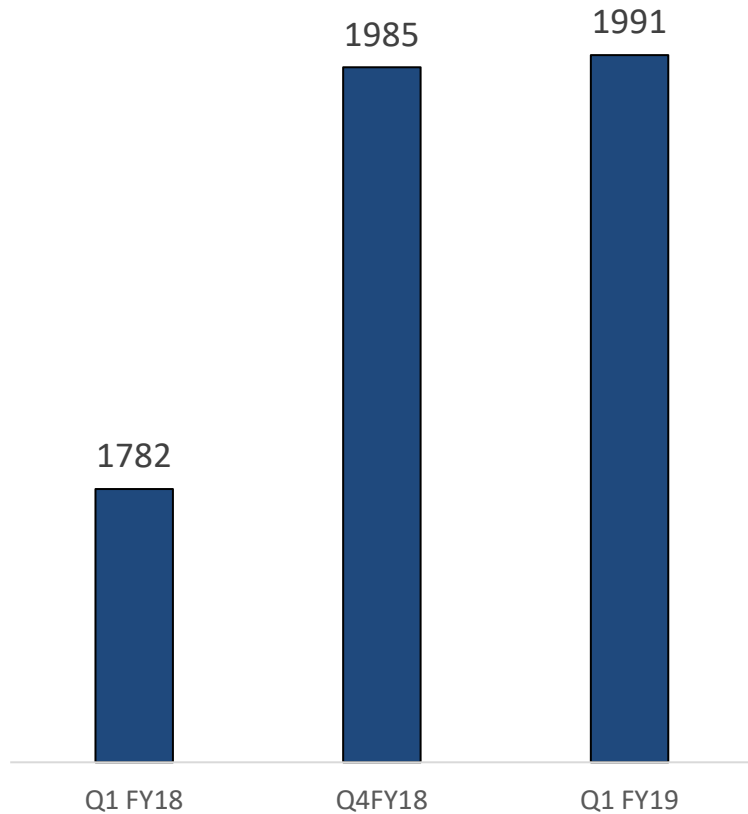
Finance Cost	Q1 FY19	Q4 FY18	Q1 FY18
Interest Expense	63	74	98
Loss On Foreign Currency	99	4	4
Other Finance Charges	-	49	-
Total	161	128	103



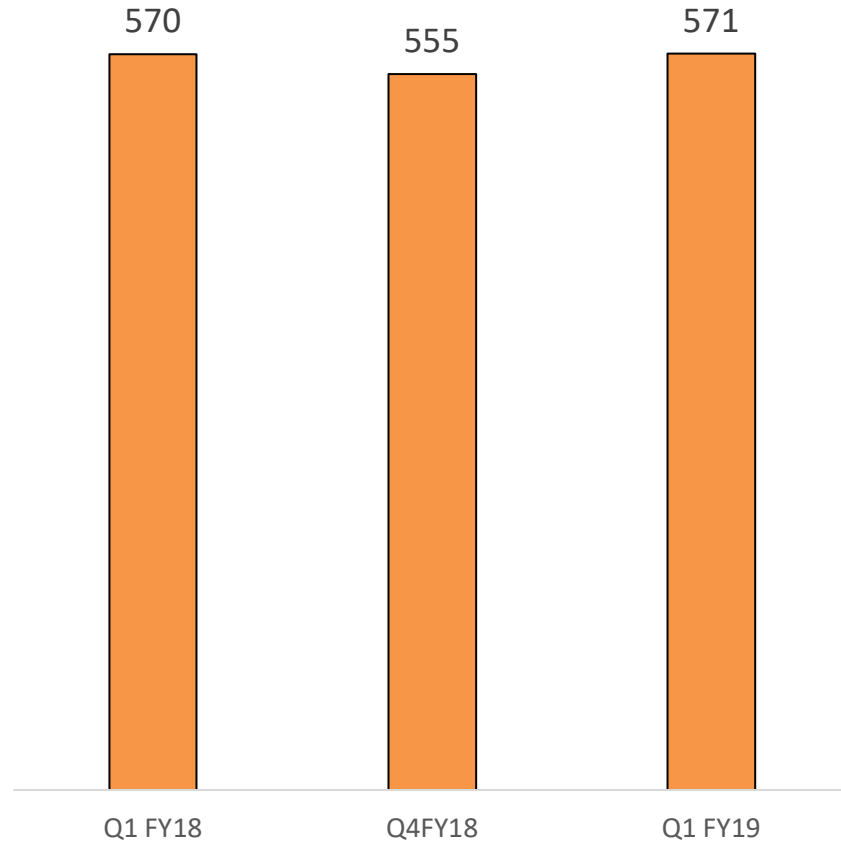
1 Y-O-Y	 <p>Revenue up by 12% EBITDA up by 0.2% PAT of INR 95 mn. EBITDA Margin at 28.7%</p>
2 Q-O-Q	 <p>Revenue up by 0.3% EBITDA up by 3% PAT up by 14% EBITDA Margin at 28.7% ; increase of 70 basis points</p>
3 REVENUE	 <p>Subscription Revenue up by 25% Y-O-Y; 7% Q-O-Q Placement Revenue up by 5% Y-O-Y; 2% Q-O-Q</p>
4 EXPENSES	 <p>Total Expenses up by 17 % Y-O-Y; reduced by 1% Q-O-Q Bandwidth Cost reduced by 16% Y-O-Y; 33% Q-O-Q Finance Cost up by 60% Y-O-Y; 18% Q-O-Q due to higher foreign exchange loss in Q1 FY19.</p>

Standalone Financial Performance Q1 FY 19 (IND AS)- Trend

Total Revenue (INR mn)



EBITDA (INR mn)



Standalone Financials Q1 FY 19 (IND AS)*

Particulars (INR mn)	Q1 FY 19	Q4 FY18	Q-O-Q (%)	Q1 FY18	Y-O-Y %	FY'18
Revenue						
Subscription CATV	1,128	1,054	7%	903	25%	4,020
Placement	608	598	2%	578	5%	2,351
Activation	166	178	-7%	176	-6%	709
Other Operating Income	53	111	-52%	87	-39%	309
Other Income	36	45	-20%	38	-5%	168
Total Income	1,991	1,985	0%	1,782	12%	7,557
Expenditure						
Pay Channel Cost	931	849	10%	798	17%	3,259
Bandwidth Expense	31	46	-33%	37	-16%	138
Employee Cost	144	125	15%	116	24%	509
Other Operating Expense	112	135	-17%	86	30%	443
Administrative expense	202	275	-27%	174	16%	864
Total Expenditure	1,420	1,430	-1%	1,211	17%	5,212
EBITDA	571	555	3%	570	0%	2,345
<i>EBITDA %</i>	<i>28.7%</i>	<i>28.0%</i>	<i>0.7%</i>	<i>32.0%</i>	<i>-3.3%</i>	<i>31.0%</i>
Depreciation/Amortization	290	300	-3%	261	11%	1,095
Finance cost	135	115	18%	85	60%	313
Profit Before Tax & Exceptional item	145	140	4%	225	-35%	937
Exceptional item	-	-	-	-	-	42
PBT	145	140	4%	225	-35%	895
Tax	50	53	-6%	76	-35%	304
PAT Before Other Comprehensive Income	96	87	10%	148	-36%	591
Add/(Less) Other Comprehensive Income	(1)	(4)	-82%	(0)	113%	(3)
PAT	95	83	14%	148	-36%	588

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



Finance Cost Breakup - Standalone Financials (IND AS)

(INR MN)

Finance Cost	Q1 FY19	Q4 FY18	Q1 FY18
Interest Expense	48	66	81
Loss On Foreign Currency	87	-	4
Other Finance Charges	-	49	-
Total	135	115	85





Invitation to GTPL Hathway Ltd Q1FY19 Earnings Conference Call



Maybank Kim Eng is pleased to host, on behalf of GTPL Hathway Ltd. a conference call on Monday 13th August 2018 (04:00PM India Time) following the announcement of financial results for the quarter ended June 2018.

The call will be initiated with a brief management discussion on the earnings performance followed by an interactive Question & Answer session.

The Management will be represented by
Mr. Aniruddhasinhji Jadeja - Promoter and MD
Mr. Rajan Gupta - Chairman and non-executive director
Mr. Piyush Pankaj - Chief Strategy officer

Date: 13th August 2018 (Monday)

Time:

04:00 PM - India
06:30 PM - Hong Kong/Singapore
05:30 AM - USA (Pacific time)
11:30 AM - London

Dial-in: Numbers

Universal Access : +91 22 6280 1104
+91 22 7115 8005

Local Access No : +91 70456 71221

(International Number)

Singapore : 8001012045 / +65 3157 5746
Hong Kong : 800964448 / +852 3018 6877
USA : 18667462133 / +1 323 386 8721
UK : 08081011573 / +44 203 478 5524

Call Leader:

Vikram Ramalingam – Research Analyst
Maybank Kim Eng Securities
Tel: +91 22 6623 2609
Email: vikram@maybank-ke.co.in

[Click here to ExpressJoin
the Call](#)



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



Thank You

