

GTPL Hathway Limited

(Former Name: GTPL Hathway Private Limited)

CIN: U64204GJ2006PLC048908

Registered Office : C-202, 2nd Floor, Sahajanand Shopping Centre,
Opp. Swaminarayan Temple, Shahibaug, Ahmedabad - 380 004.
Phone : 079-30280340/41, 256264707 Fax : 079-30280335, 25626477



Date: August 01, 2017

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
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Subject: Press release on audited financial results of GTPL Hathway Limited ("Company") for the financial year ended March 31, 2017.


Dear Sir/Madam,

Please find enclosed a copy of the press release, titled "Press Release on Financial Results (FY 2016-2017)", on audited financial results of the Company for the financial year ended March 31, 2017

This is for your information and record.

For GTPL HATHWAY LIMITED


(TARUN KUMAR) 01/08/2017
Company Secretary & Compliance Officer
M. No.: F9256








GTPPL Hathway Limited
BSE: 540602 | NSE : GTPPL



Press Release
on Financial Results (FY 2016-2017)



 <p>1 FINANCIALS</p>	 <p>Y-O-Y Revenue up by 27% ; INR 9417 mn Y-O-Y EBIDTA up by 51% ; INR 2404 mn Y-O-Y PAT up by 431% ; INR 400 mn</p>
<p>2 CATV</p>	 <p>Y-O-Y CATV Subscription Revenue up by 33% ; INR 4494 mn Seeded 1.48 mn STBs during the Year Continue to be No 1 MSO in Gujarat and No 2 in Kolkata & Howrah</p>
<p>3 BROADBAND</p>	 <p>Y-O-Y Broadband Revenue up by 77% ; INR 1288 mn 70k net addition of Subscribers during the year ARPU increase by 5.5% to INR 480 from INR 455 in FY16</p>
<p>4 DIVIDEND</p>	 <p>Company Board Recommends Dividend of INR 1 (10%) per Share</p>

PERFORMANCE

- Broadband revenue contribution up by 400 basis points to 14%; INR 1288 mn from INR 730 mn previous year.
- EBITDA margin at 26% up by 500 basis points from 21% in FY 16.
- Earnings Per Share up by 5.5 times to INR 4.10 from INR 0.75 previous year.
- Packaging implemented for Phase 3 and Phase 4 in Quarter 3 and Quarter 4 of FY17 respectively.
- Company has created 240k new Home pass; Home Pass as on 31st March 2017 stands at 1.08 mn. The conversion ratio from Home Pass to Subscriber is at 22%.

Consolidated Result (IND AS - AUDITED)

Particulars (INR MN)	FY'17	FY'16	Y-O-Y Growth
Revenue			
Subscription CATV	4,494	3,378	33%
Broadband-ISP	1,288	730	77%
Placement	2,375	2,668	-11%
Activation	751	409	84%
Other Income	509	258	97%
Total Income	9,417	7,443	27%
Expenditure			
Pay Channel Cost	3,821	3,277	17%
Bandwidth Expense	422	237	78%
Employee Cost	1,084	808	34%
Other Operating Expense	471	612	-23%
Administrative expense	1,215	913	33%
Total Expenditure	7,013	5,847	20%
EBIDTA	2,404	1,596	51%
EBDITA %	26%	21%	5%
Depreciation/Amortization	1,394	1,072	30%
Finance cost	580	445	30%
PBT	430	79	448%
Share of Profit/(Loss) from Associates & JV	(23)	2	
Tax	145	44	
PAT before Minority Interest	262	37	611%
Less Minority Interest	(141)	(36)	
Add Other comprehensive income	(3)	2	
PAT	400	75	431%



Consolidated Balance Sheet (IND AS)

ASSETS (INR mn)	As on 31st March 2017	As on 31st March 2016
Non-Current Assets		
Fixed Assets	11,135	9,648
Financial Assets		
Investments	175	180
Other Financial Assets	139	198
Deferred Tax assets	447	420
Other non-current Assets	233	224
Total Non-Current Assets	12,129	10,670
Current Assets		
Inventories	-	-
Financial Assets		
Trade Receivables	3,035	2,456
Cash and cash equivalents	1,062	858
Other Financials Assets	107	81
Current Tax Assets (Net)	142	27
Other Current Assets	735	721
Assets classified as held for sale	-	-
Total Current Assets	5,081	4,143
Total Assets	17,210	14,813

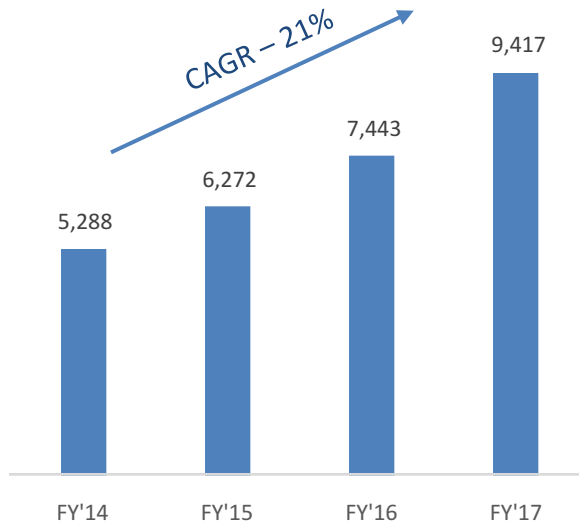
LIABILITIES (INR mn)	As on 31st March 2017	As on 31st March 2016
Equity		
Equity Share Capital	983	983
Other Equity	2,889	2,395
Total Equity	3,872	3,378
Non Controlling interest	285	422
Non-Current Liabilities		
Financial Liabilities		
Borrowings	3,416	2,525
Other Financial Liabilities	0	1
Deferred Tax Liabilities	124	68
Other Non-Current Liabilities	1,900	1,468
Total Non-Current Liabilities	5,440	4,062
Current Liabilities		
Financial Liabilities		
Borrowings	1,432	966
Trade Payables	1,199	1,236
Other Financial Liabilities	651	1,206
Provisions and other current liabilities	4,331	3,544
Total Current Liabilities	7,613	6,951
Total Liabilities	17,210	14,813



Consolidated Financial Performance (IND AS)

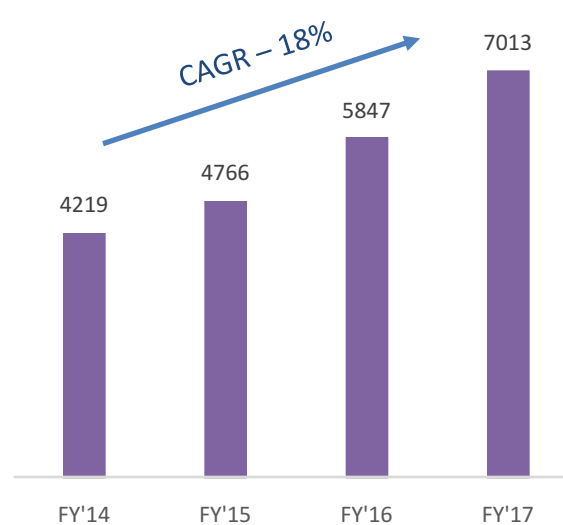
Revenue from Operations

INR MN



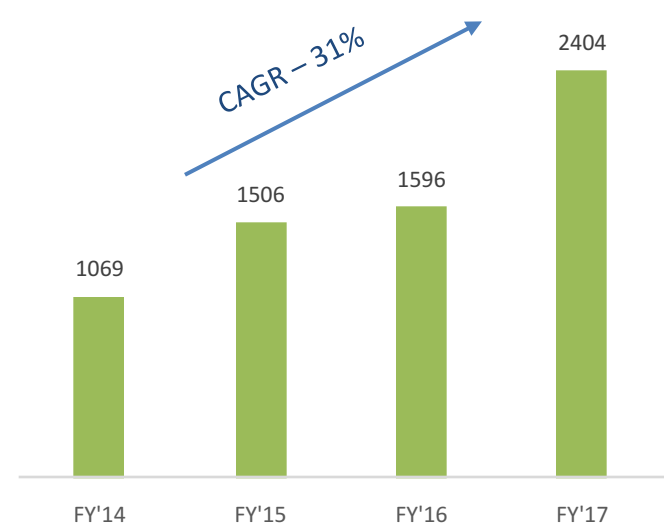
Total Expense

INR MN



EBIDTA

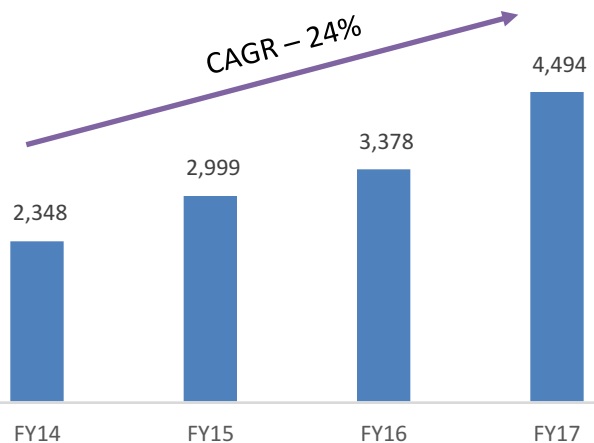
INR MN



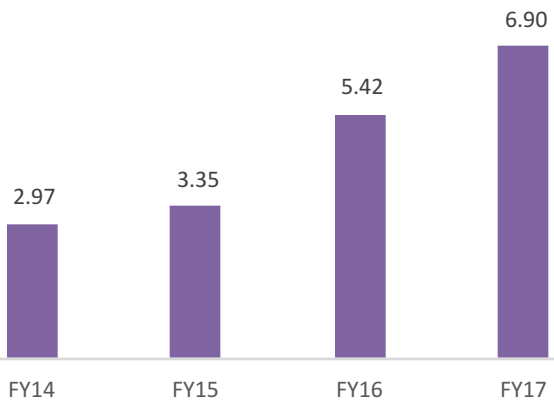
Particulars (INR MN)	FY'17
Revenue	
Subscription CATV	4,478
Broadband-ISP	1,288
Placement	2,375
Activation	1,359
Other Income	510
Total Income	10,011
Expenditure	
Pay Channel Cost	3,817
Bandwidth Expense	423
Employee Cost	1,088
Other Operating Expense	470
Administrative expense	1,204
Total Expenditure	7,002
EBIDTA	3,009
<i>EBDITA %</i>	30%
Depreciation/Amortization	1,390
Finance cost	538
PBT	1,081
Tax	354
PAT	727

KEY KPIs – CATV Trend (Consolidated)

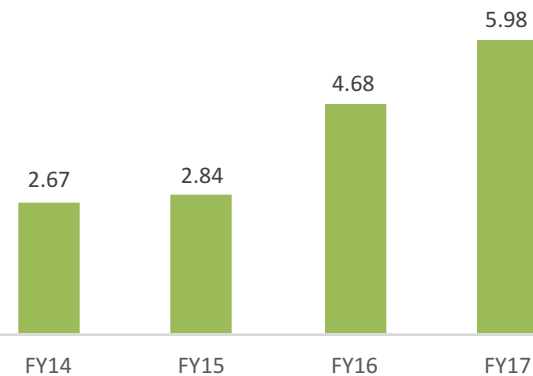
REVENUE (INR MN) (IND AS)



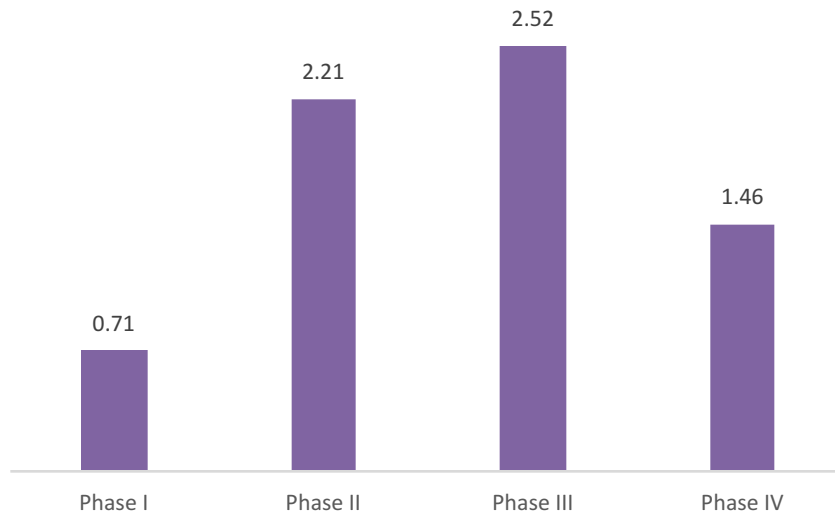
STB'S SEEDED(MN)



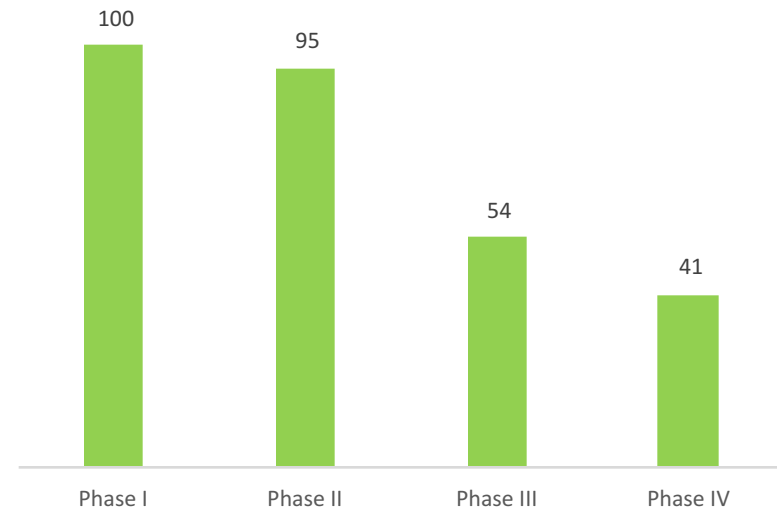
ACTIVE STBS (MN)



Phase wise Seeded Boxes (MN)

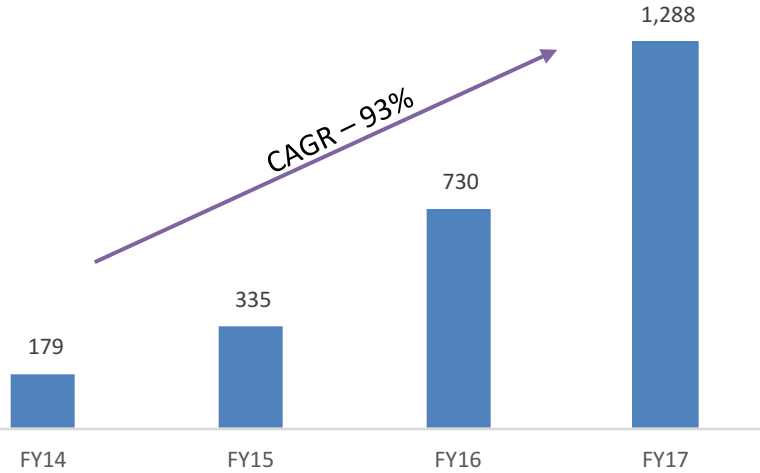


Phase wise ARPU (INR) (Net of Tax)

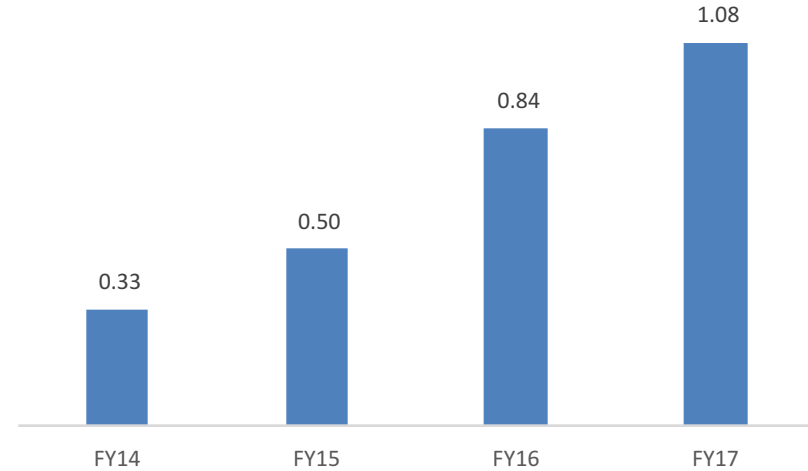


KEY KPIs – BROADBAND Trend (Consolidated)

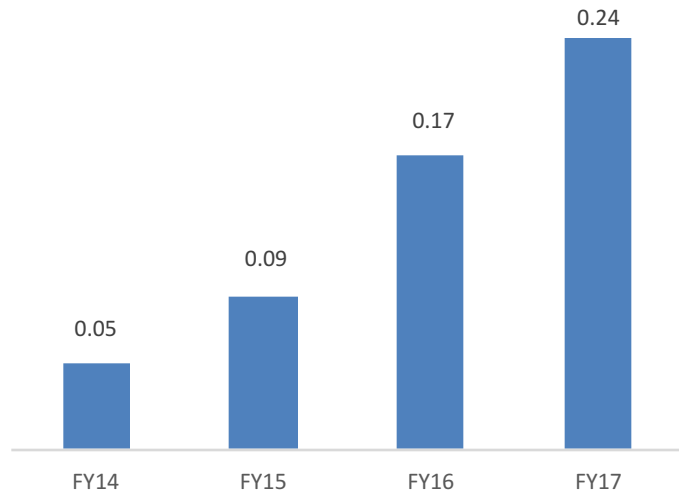
REVENUE (INR MN) (IND AS)



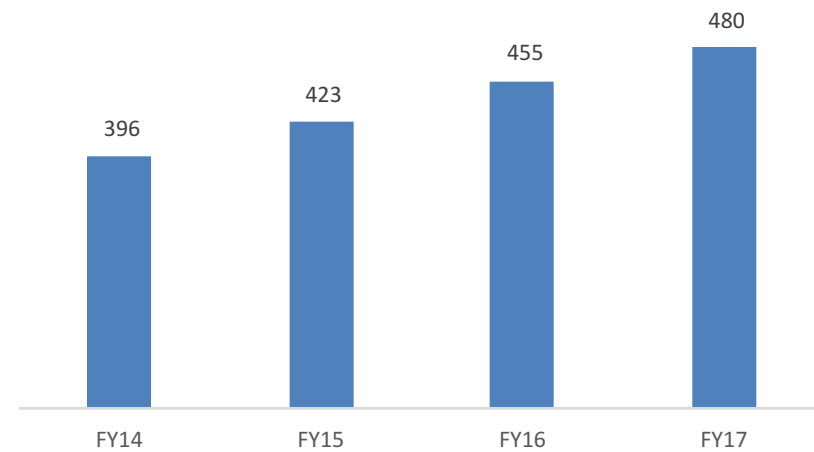
HOME PASS (MN)



SUBSCRIBER (MN)

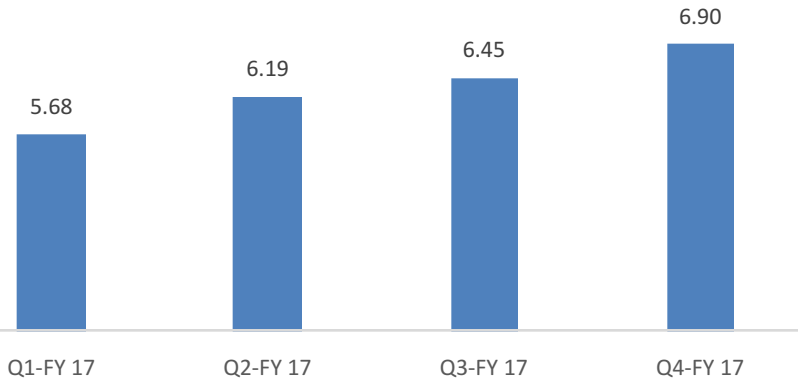


ARPU (INR) (NET OF TAX)

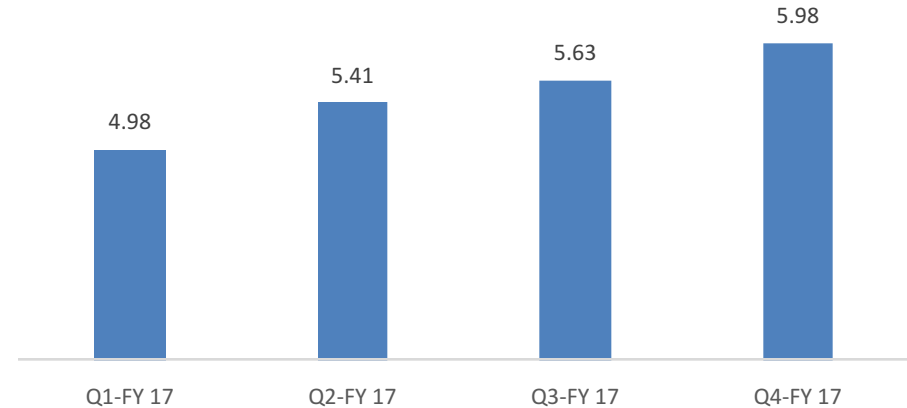


CATV Business

STB'S SEEDED (MN)

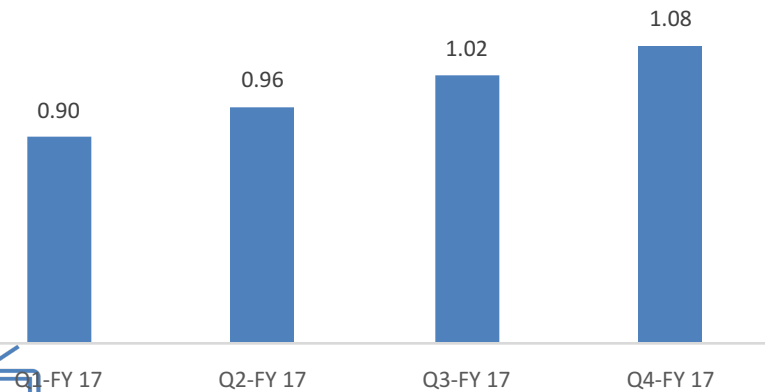


ACTIVE STBS (MN)

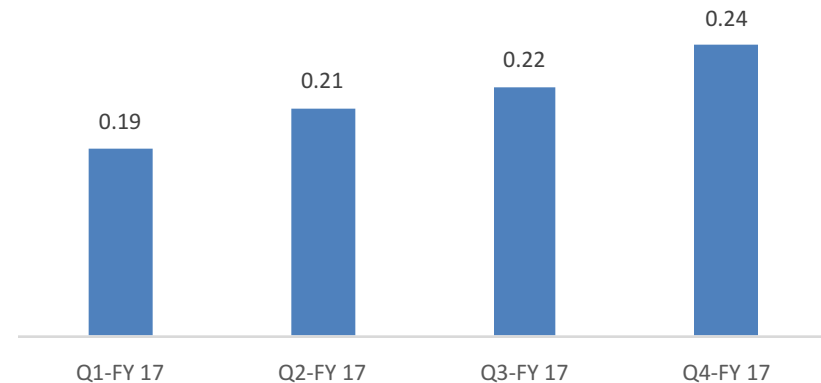


Broadband Business

HOME PASS (MN)

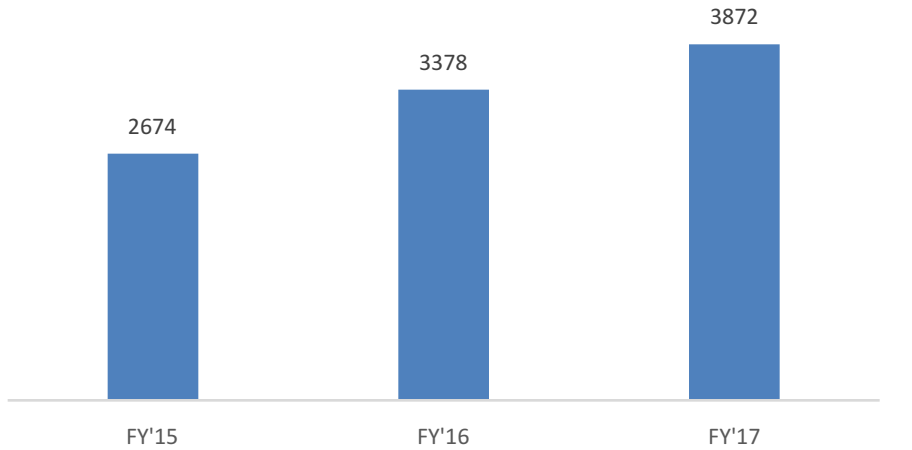


BROADBAND SUBSCRIBERS (MN)

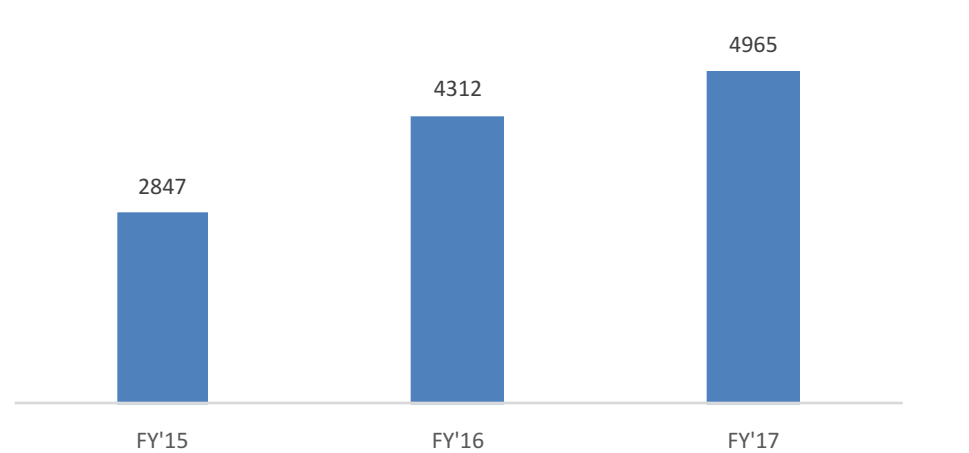


Consolidated Balance Sheet Trend (IND AS)

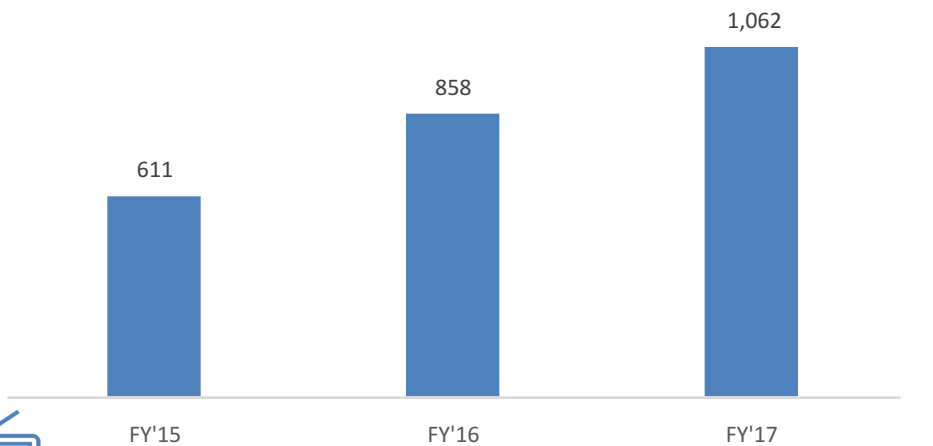
Net Worth INR MN



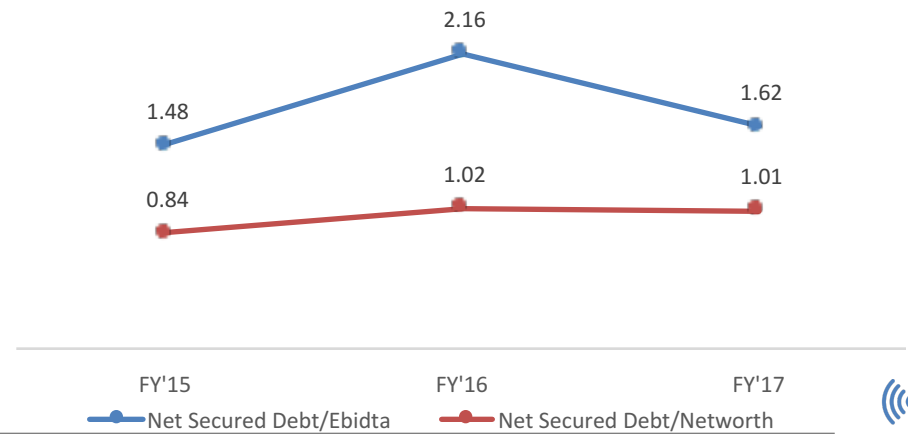
Secured Debt INR MN



Total Cash INR MN



Key Leverage Metrics



Standalone Result (IND AS)

Particulars (INR mn)	Q4 FY 17	Q3 FY 17	Q-O-Q %	Q4 FY 16	Y-O-Y%	FY'17	FY'16	Y-O-Y%
Revenue								
Subscription CATV	842	825	2%	529	59%	3,180	2,133	49%
Placement	567	523	8%	529	7%	2,114	2,219	-5%
Activation	171	149	15%	119	44%	595	324	83%
Other Income	304	95	219%	117	161%	492	262	88%
Total Income	1,884	1,593	18%	1294	46%	6,380	4,938	29%
Expenditure								
Pay Channel Cost	815	747	9%	576	41%	2,783	2,343	19%
Bandwidth Expense	29	29	0%	13	132%	100	50	101%
Employee Cost	130	129	1%	95	37%	445	380	17%
Other Operating Expense	95	87	9%	99	-4%	395	417	-5%
Administrative expense	177	167	6%	155	15%	656	559	17%
Total Expenditure	1,247	1,160	8%	937	33%	4,379	3,748	17%
EBDITA	637	433	47%	357	79%	2,002	1,191	68%
EBDITA %	34%	27%	7%	28%	6%	31%	24%	
Depreciation/Amortization	247	230	8%	170	45%	934	682	37%
Finance cost	124	142	-13%	92	35%	506	370	37%
PBT	265	61	332%	94	182%	562	139	305%
Tax	63	20		31		161	15	
PAT before Comprehensive Income	203	42	387%	63	223%	401	124	224%
Add/(Less) Comprehensive Income	(1)	(0.4)		0		(2.6)	27	
PAT	201	41	388%	63	221%	398	151	165%



COMPANY WON THE FOLLOWING PRESTIGIOUS AWARDS RECENTLY:



Dena Bank Hercules Award:
'An innovative approach brings highest market share with Ethernet network in Gujarat, Rajasthan and Kolkata'



8th BCS Ratna Award presented for:
'Emerging Regional MSO in Broadband Sector'



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Thank You

