

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.
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Date: May 26, 2018

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 Standalone and Consolidated financial results of the Company for the quarter and year ended March 31, 2018, of the Company.

Dear Sir/Madam,

Please find enclosed a copy of the press release on Audited Standalone and Consolidated financial results of the Company for the quarter and year ended March 31, 2018, of the Company.

This is for your information and record.

FOR, GTPL HATHWAY LIMITED

Tarun Kumar
26/05/2018
TARUN KUMAR
COMPANY SECRETARY
MEMBERSHIP NUMBER: F9256

Enclosed: Aforesaid.

GTPL Hathway's Consolidated FY2018 PAT grows 53% to INR 614 million

Key Highlights

- Consolidated FY18 revenue up 18%
- FY18 CATV subscription revenue up **29%**
- FY18 broadband revenue up 11%
- Finance cost during FY18 down by 32%
- Consolidated FY18 PAT up by **53%**
- West Bengal operations turn around; reports INR 12 million PAT

Ahmedabad, May 25, 2018: GTPL Hathway Limited (GTPPL), India's leading Digital Cable TV and Broadband Service provider, today announced the financial results for the fourth quarter and year ended on March 31, 2018 as approved by its Board of Directors.

The Board has recommended a final dividend of INR 1 (10%) per equity share of face value Rs. 10 for the year ended 31st March 2018 subject to shareholder's approval at the ensuing AGM.

Commenting on performance, **Anirudhasinhji Jadeja, Managing Director, GTPL Hathway** said, "At GTPPL, our single-minded focus is profitable operations with superior customer service. During the year while we continued to grow our business in terms of maintaining our leadership position in our key markets and increasing presence in other geographies, we brought in efficiencies at many levels. We managed to bring down the finance cost by 32%; turned around our West Bengal cable operations and significantly brought down operating costs, specifically in our broadband business which resulted in improved operating margins."

"GTPPL's commitment to provide superior customer experience, investment in the latest technology, transparency in business operations and in its dealings with 20,000 plus LCO partners and focus on profitability has worked well for the company. As a result of this, revenue and Profits have been growing at a CAGR of 15% and **49%** respectively for the past three years. Our focus for the coming year will be to launch affordable, unlimited data plan for high-speed broadband even as we grow our CATV business in select geographies." added **Mr. Jadeja**.

Consolidated Financial Performance Highlights (as per IND AS)

- FY18 revenue at INR **11.13** billion up by 18%.
- FY18 EBITDA at INR 3,144 million; up 31%; EBITDA margin as percentage to revenue at **28.2%**; an improvement of **270** basis points over FY17.
- FY18 Profit after tax at INR **614** million, up by **53%**.
- Finance cost for FY18 at 393 million is down by 32%.
- Net debt as on March 31, 2018 at INR 1963 million as against FY17 net debt of INR 4437 million.

Standalone Financial Performance Highlights (as per IND AS)

GTPL Hathway Limited

- FY18 revenue at INR 7557 million up by 18%.
- FY18 CATV subscription revenue at INR 4020 million up 26%.
- FY18 EBITDA at INR 2345 million; up **17%**; EBITDA margin as percentage to revenue was 31%.
- FY18 Profit after tax at INR 588 million, up by 48%.

GTPL Broadband Private Limited – 100% subsidiary of GTPL providing broadband services

- FY18 revenue at INR 1337 million, up by 11%.
- FY18 EBITDA at INR 393 million; up 25%; FY18 EBITDA margin as percentage to revenue at 29.4%, an increase of 330 basis point.
- FY18 Profit after tax at INR 171 million, up by 13%.

GTPL Kolkata Cable & Broadband Pariseva Limited (KCBPL) – 51% subsidiary of GTPL operating in West Bengal

- FY18 revenue at INR 1581, up by 37%.
- FY18 CATV subscription revenue at INR 1091 million, up 52%.
- FY18 EBITDA at INR 415 million; up 113%; FY18 EBITDA margin as percentage to revenue at 26.2%, up by 930 basis points.
- FY18 Profit after tax at INR 12 million against a loss of INR 58 million during FY17.

Business Performance Highlights

CATV

- GTPL seeded 240,000 STBs during the quarter and 1.8 million STBs during FY18 to taking total seeded STBs as on March 31, 2018 to 8.7 million. Added 200,000 Active digital subscribers during the quarter, and 1.42 million during FY18; taking total active digital subscriber as on March 31, 2018 to 7.4 million. Added 250,000 digital paying subscribers during the quarter and 2.07 million subscribers during FY18 to take the total digital paying subscribers as on March 31, 2018 to 7 million.
- During FY18, Phase 1, Phase 2, Phase 3 and Phase 4 ARPU increased by 3%, 7.37%, 14.81% and 26.82% respectively
- The average CATV revenue per user (ARPU) as on March 31, 2018 for Phase1, Phase 2, Phase 3 and Phase 4 at INR 103, INR 102, INR 62 and INR 52 respectively. Phase wise Seeded Boxes as on March 31, 2018 for Phase 1, Phase 2, Phase 3 and Phase 4 were at 0.75 million, 2.22 million, 2.60 million and 3.14 million respectively

Broadband

- During Q4, the company added 60,000 Home Pass. For FY18, total home pass added were 220,000. Home Pass as on March 31, 2018 stood at 1.30 million.
- Added 40,000 broadband subscribers during FY18. Total subscribers as on March 31, 2018 were 0.28 million.
- The Broadband average revenue per user (ARPU) for FY18 was INR 480.
- In February 2018, GTPL had launched GPON FTTH High-Speed broadband services of 100 Mbps and 40 Mbps “unlimited data” plans in Ahmedabad with price range of INR **388-762** per month (excluding taxes). The company has received very encouraging response and will progressively launch this service to other cities in Gujarat.

About GTPL Hathway Limited

GTPL 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, Bihar, Assam, Jharkhand, Madhya Pradesh, Telangana, Rajasthan and Andhra Pradesh. As on March 31,



2018, we have seeded approximately 8.7 million STBs and had approximately **7.4** million active digital cable subscribers and 0.28 million Broadband Subscribers with a home pass of about 1.3 million.

For media queries, please contact:

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