GTPL Hathway Limited

CIN: L64204GJ2006PLC048908

AN ISO 27001:2013 & ISO 9001: 2015 CERTIFIED COMPANY



Ref. No.: GTPL/SE/2023

April 15, 2023

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400051

Scrip Code: 540602

Trading Symbol: GTPL

Dear Sir/Madam,

Sub: Investor Presentation on the Standalone and Consolidated Audited Financial Results for the quarter and financial year ended March 31, 2023

Kindly find enclosed herewith a copy of Investor Presentation on the Standalone and Consolidated Audited Financial Results for the quarter and financial year ended March 31, 2023.

The same will also be available on the Company's website, 'www.gtpl.net'.

Thanking you

Yours faithfully, For GTPL Hathway Limited

Hardik Sanghvi Company Secretary & Compliance Officer FCS: 7247

Encl: A/a

Registered Office: 202, 2nd Floor, Sahjanand Shopping Centre, Opp. Swaminarayan Temple, Shahibaug, Ahmedabad - 380 004, Gujarat. Phone: 079-25626470

THE ECONOMIC TIMES INDIA'S GROWTH CHAMPIONS 2022 statista 5

Corporate Office: "GTPL House", Sindhu Bhavan Road, Bodakdev, Ahmedabad - 380 059. Phone: 079-61400000 Email: info@gtpl.net Web: www.gtpl.net





GTPL Hathway Limited

Q4 & FY23 Annual Results Update



GTPL

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Company Overview & Strategy



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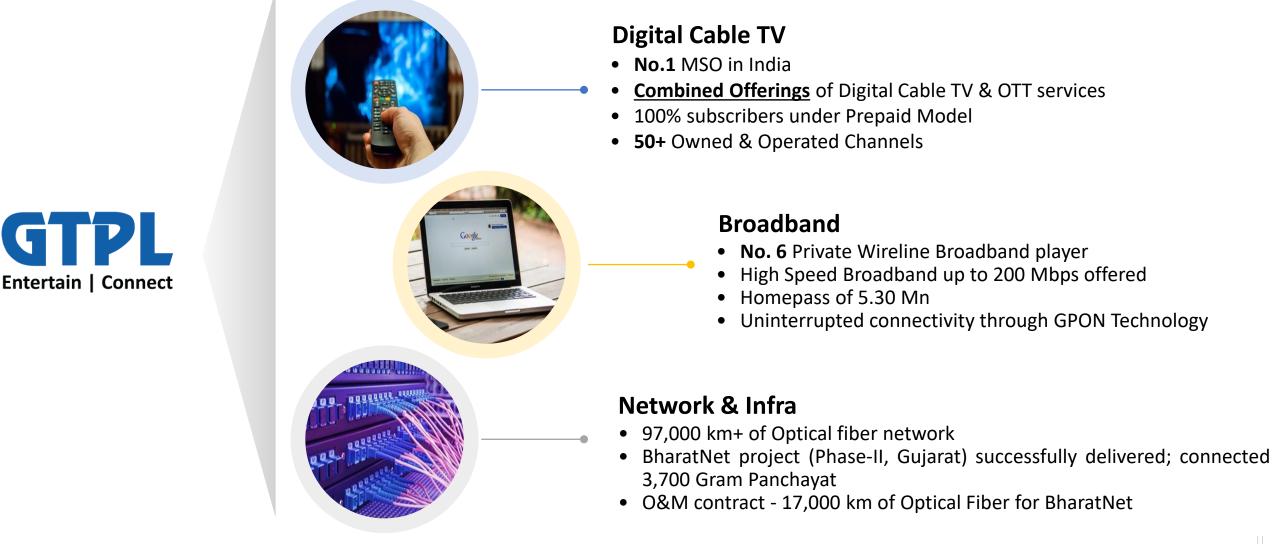




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About Us

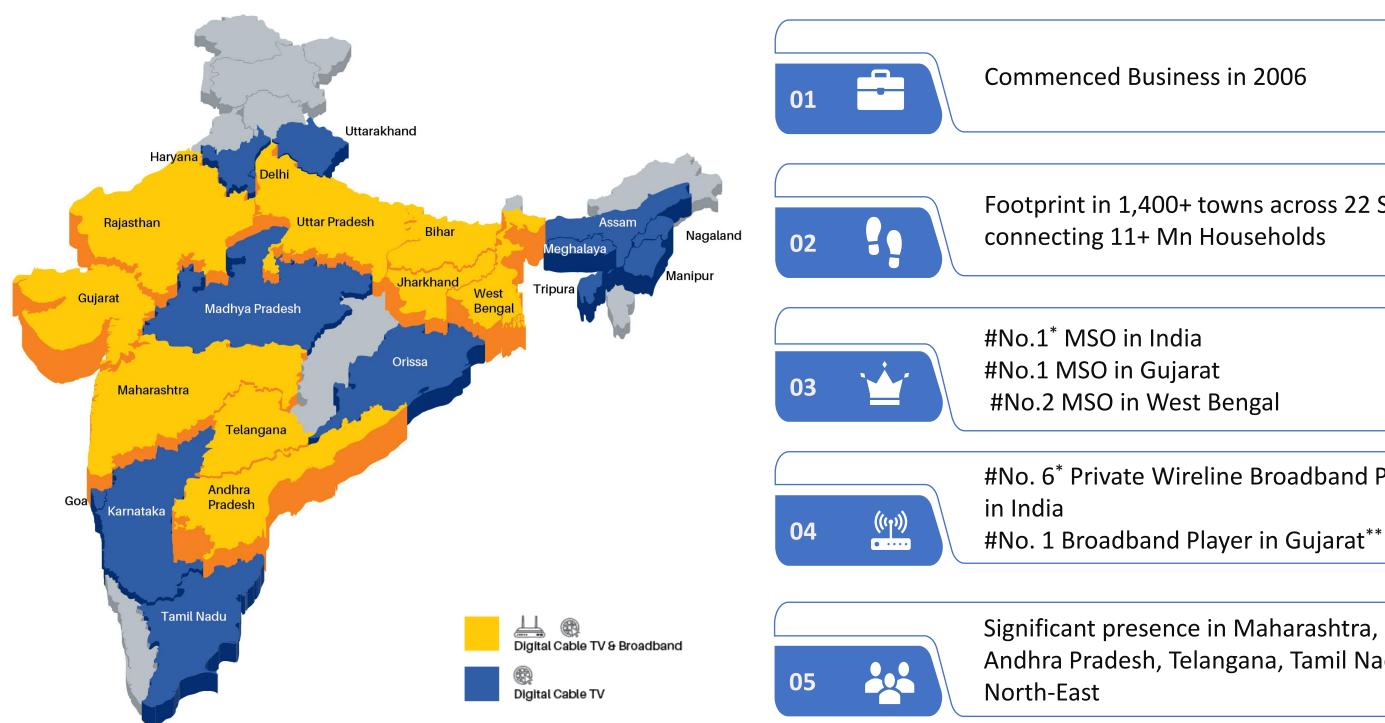
- GTPL Hathway has been engaged in Digital Cable TV distribution for 17 years; now connecting 11+ million households in 1,400+ towns across ٠ 22 states in India.
- The Company is the **No. 1** Multi-Service Operator (MSO) in India & Gujarat and the **No. 2** MSO in West Bengal. ٠
- GTPL Broadband is the No. 6 Private Wireline Broadband provider in India & the No. 1 in Gujarat. The Company offers high-speed fiber ٠ broadband at affordable rates to 9.20+ Lac connected Homes.







Leader Across Key Markets



Sources : * Performance Indicators Report, TRAI ** Independent third party Report

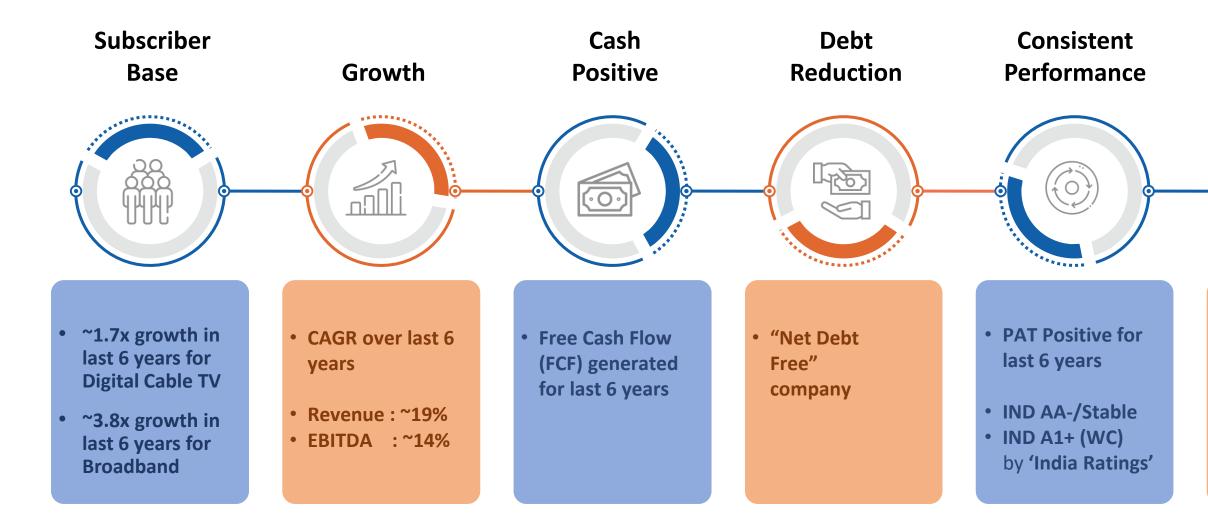


Footprint in 1,400+ towns across 22 States

#No. 6^{*} Private Wireline Broadband Player

Andhra Pradesh, Telangana, Tamil Nadu &

Value Creation Over The Period Of Time





Dividend



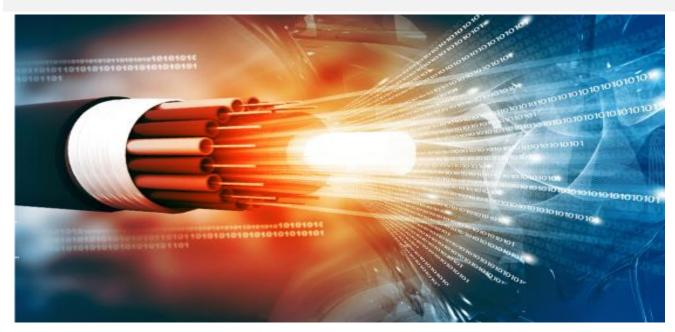
- Consistent
 Dividend paying
 history for last 6
 years
- 40% dividend for FY23



Cutting Edge Technology And Infrastructure

Technology Partners Advanced technology and equipment provided by leading technology partners Headend: • Mother Headend in Ahmedabad, Gujarat Headend broadpeak • 2nd Headend in Kolkata, West Bengal Skyworth **ZTE** STBs & NOKIA • Distributing 900+ channels including 97+ HD channels CISCO Modems across India VoD, OTT capabilities **SMS**

GPON Technology & FTTx Delivery



- Network Operating Centre (NOC) in Ahmedabad, Gujarat
- Optical Fibre
 - Owned : 97,000+ KMs
 - Underground : 7,500+ KMs
 - Leased: 6,500+ KMs

• Capacity to serve up to 500 Mbps





Inherent Strengths

٠

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Oracle's Exadata Database GTPL Genie+ : ٠ • Nokia's BNG solution & **Aggregation of OTT Apps** ٠ Aprecomm's A.I. For Digital Cable TV & technology for Broadband **Broadband customers** Harmonic's MPEG4 Video ٠ **GTPL Genie : Bundle of** • Headend for Digital Cable **Digital Cable TV + OTT Covering 22 states** TV + OTT through Hybrid STB Wide reach across Multi-lingual packages • consumption market **Business App in Better Negotiation** ٠ **Vernacular Languages** Power Technology New-Age Digital Payment Drivers **Options** All India Pioneer Presence Offerings 39,000+ Business **Continuously planning** for expansion and Partners 200+ Broadcasters penetration into new Growth Preferred 1,775+ Enterprise territories Initiatives Partner Clientele • Strengthening **30+ Government** presence in existing **Projects** markets via different initiatives and product launches.









The Product

- OTT Apps Aggregation •
- Access to 15+ leading OTT Apps
- Available on a B2C basis •
- To All GTPL active subscribers • (Digital Cable TV & Broadband)

Advantage GTPL

- Offer all Entertainment • avenues to customers (Linear and Non-linear Content)
- Effectively compete with ٠ DTH, ISPs and Telcos
- Direct Digital Payment to ٠ **GTPL**
- Effective retention tool ٠

Advantage Customers

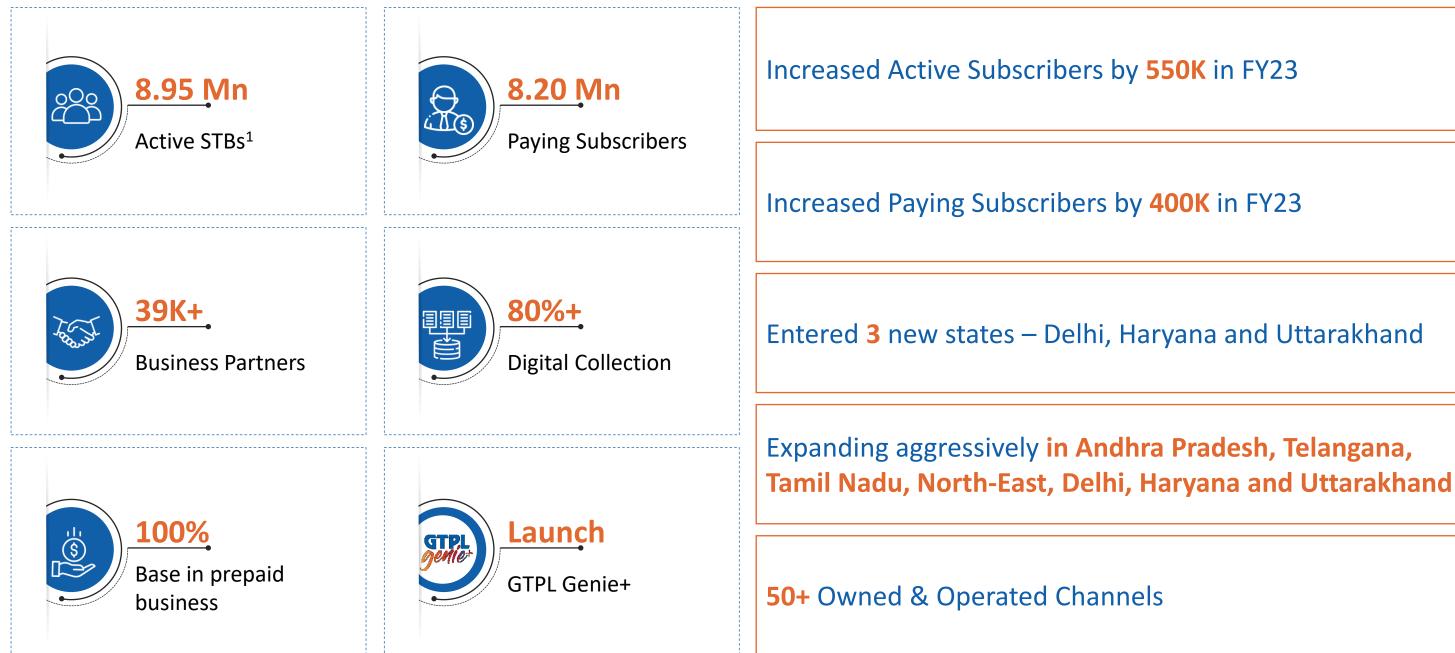
- Unique 100% Guaranteed Cashback for all subscribers !
- ~80% savings compared to **MRP of OTT Apps**
- Convenience of tenure • options (1 Month, 3 Months, 6 Months & 12 Months)
- "Build your Bundle" option







Digital Cable TV Business Performance

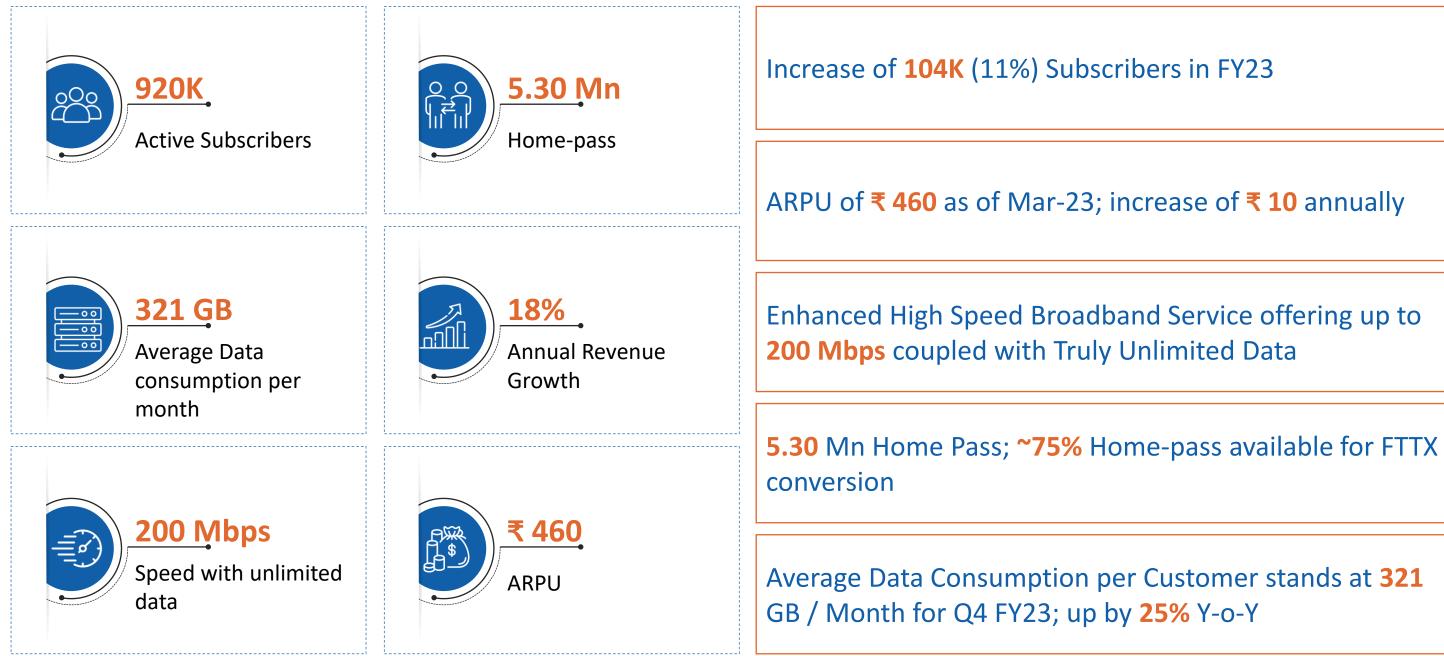






¹Active = Active during last 60 days

Broadband Business Performance







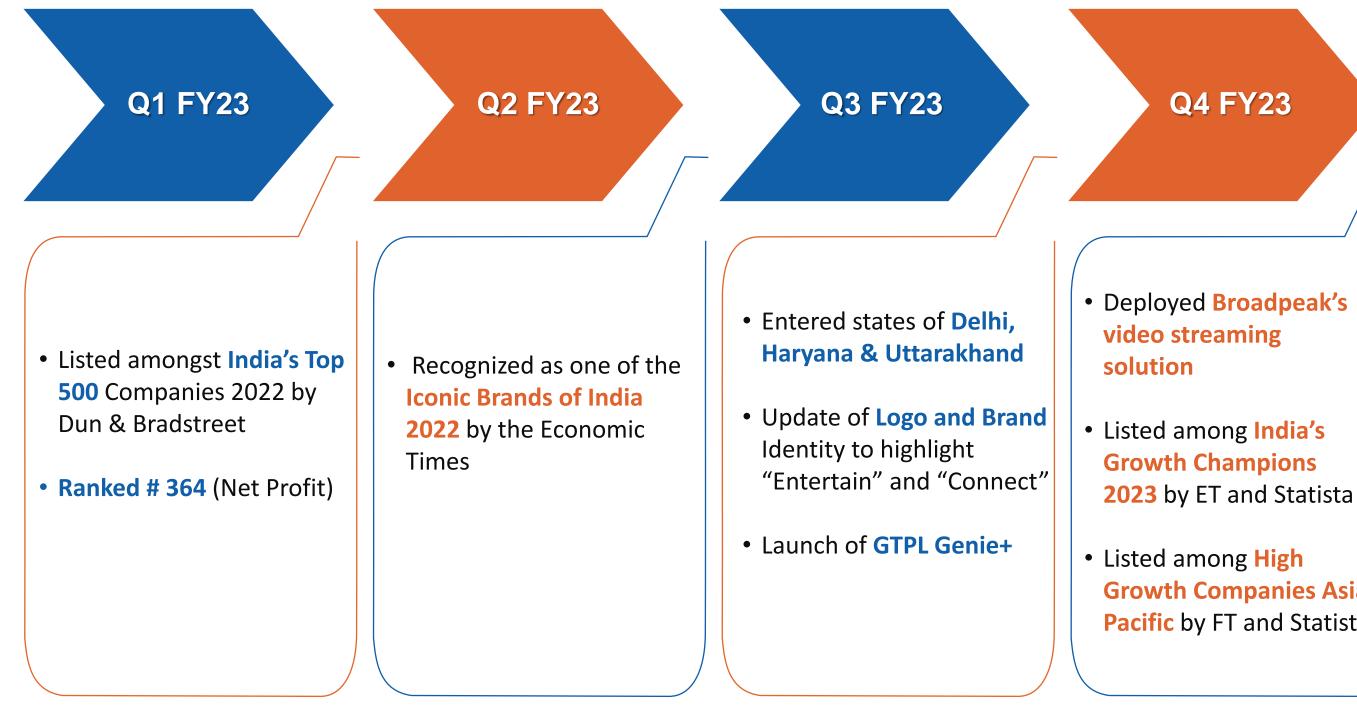
Diversifying Business







Year at a Glance

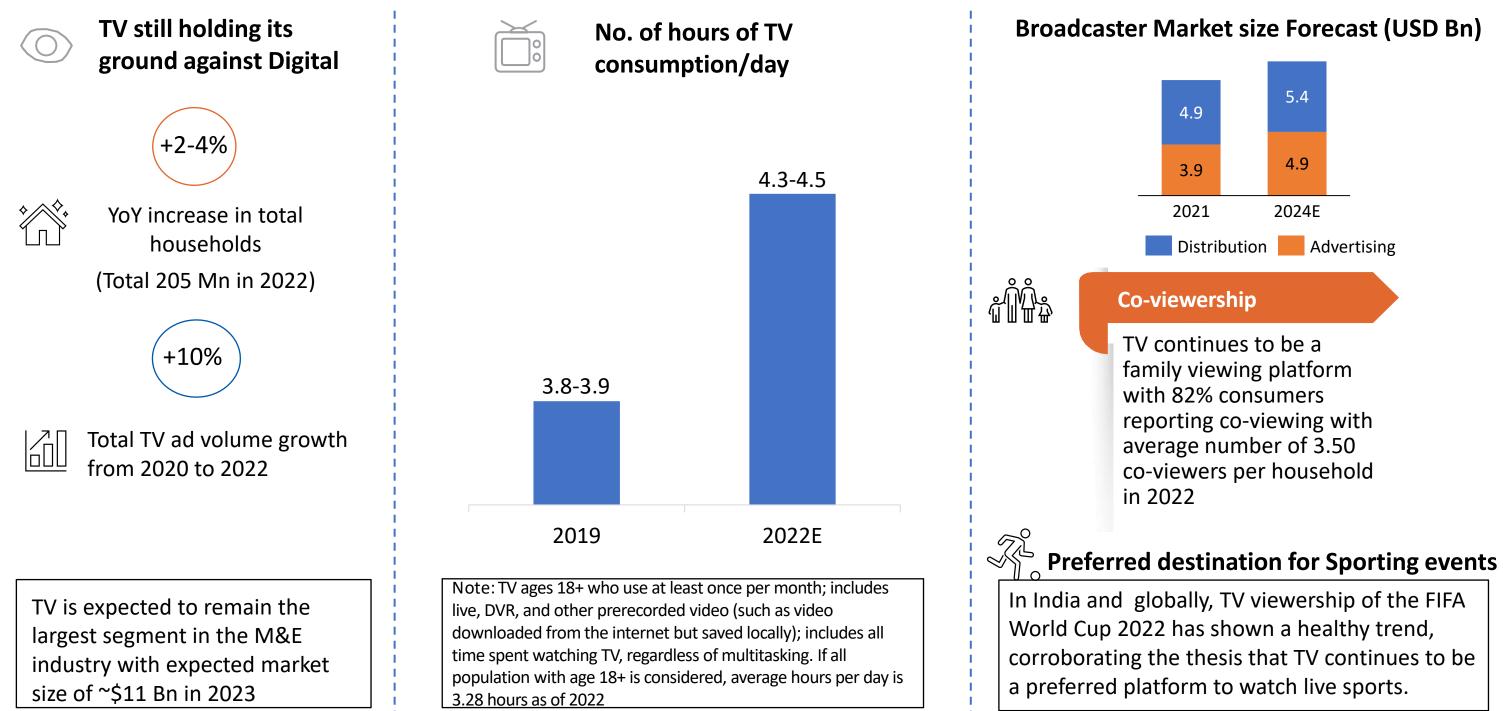




Growth Companies Asia Pacific by FT and Statista

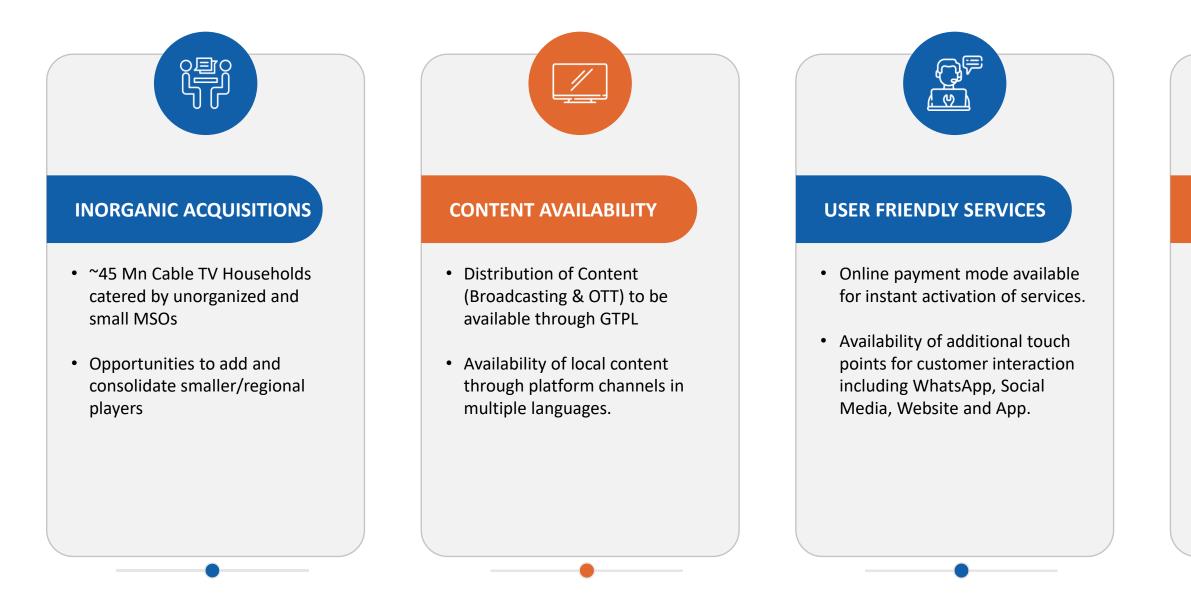


Television Continues to be Preferred





Opportunities to Enhance Cable TV Business





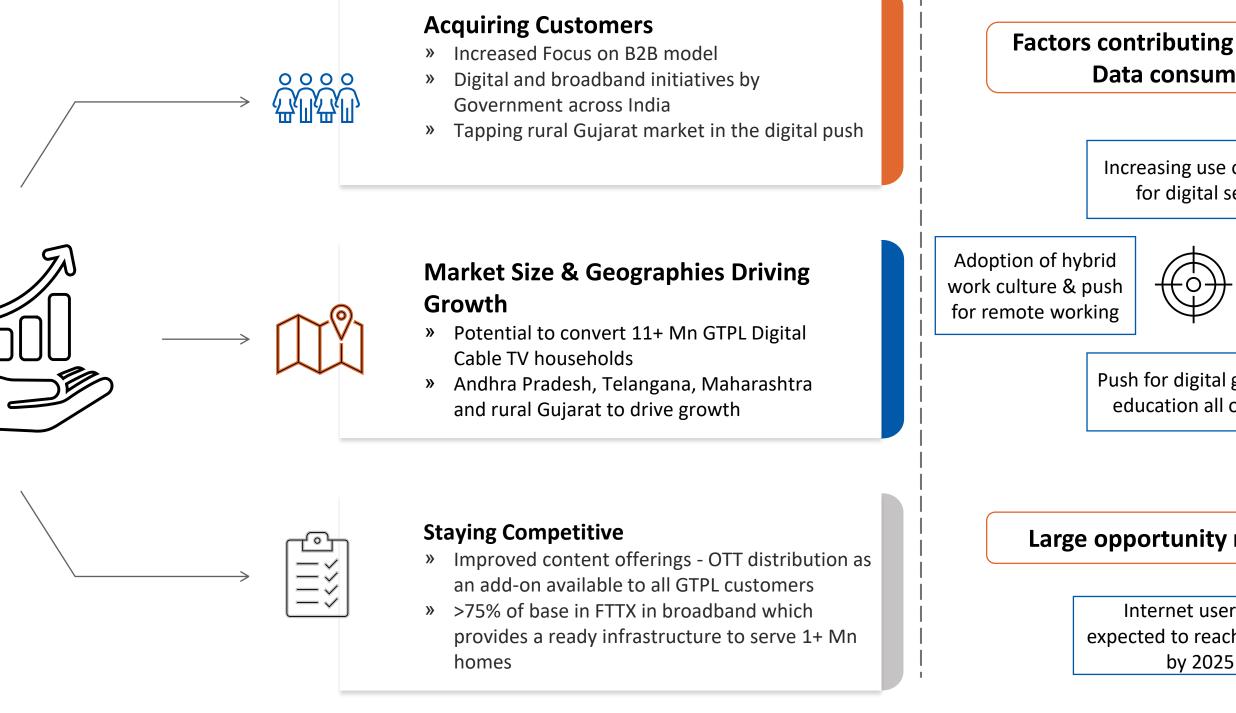


RURAL INDIA TO DRIVE GROWTH

- Increasing demand from rural India for TV sets will be a key contributor to Digital Cable TV growth
- Regional content is preferred in rural India and especially in southern markets. Original ideas from the south will continue finding resonance across India. TV brands and characters will expand their reach more effectively through use of social media



Multiple Growth Levers For Broadband Business





Factors contributing to growth in **Data consumption**

Increasing use of Internet for digital services

> Data usage increases with increased adoption of Social Media & OTT

Push for digital growth and education all over India

Large opportunity market size

Internet users are expected to reach 900 Mn











Cable TV Business: Annual: Consolidated*





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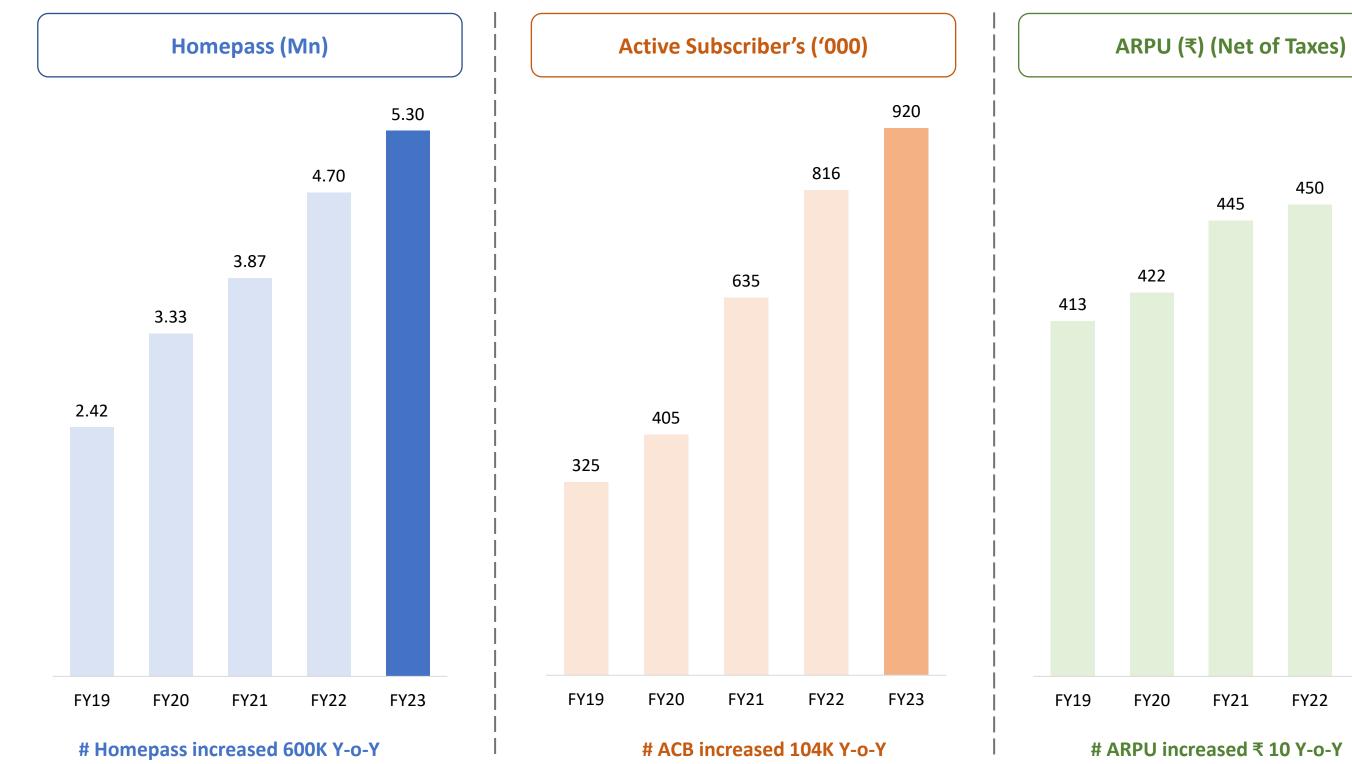
¹Active = Active during last 60 days

Cable TV Business: Quarterly: Consolidated*



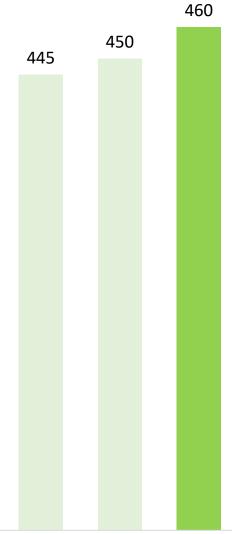


Broadband Business: Annual*



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

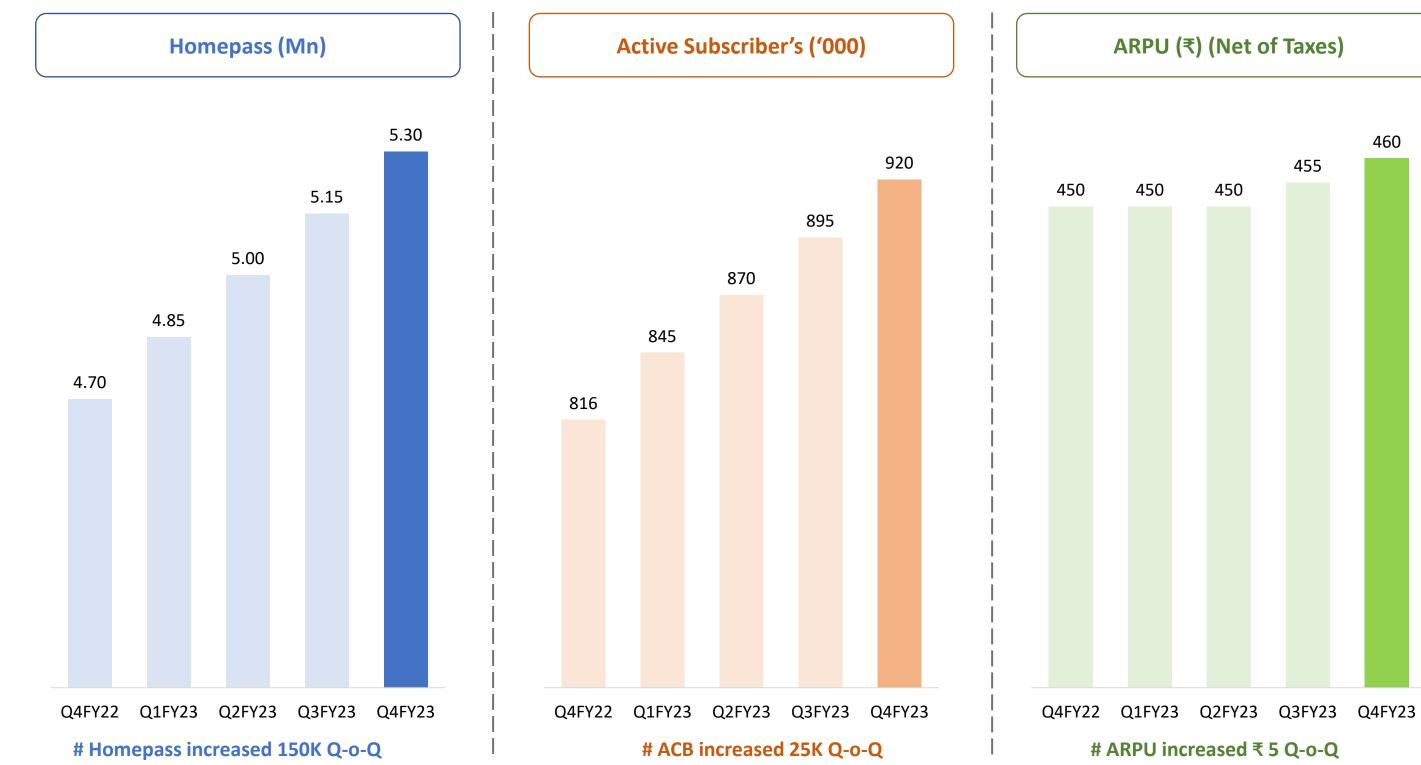




FY23



Broadband Business: Quarterly*



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





Consolidated Financials

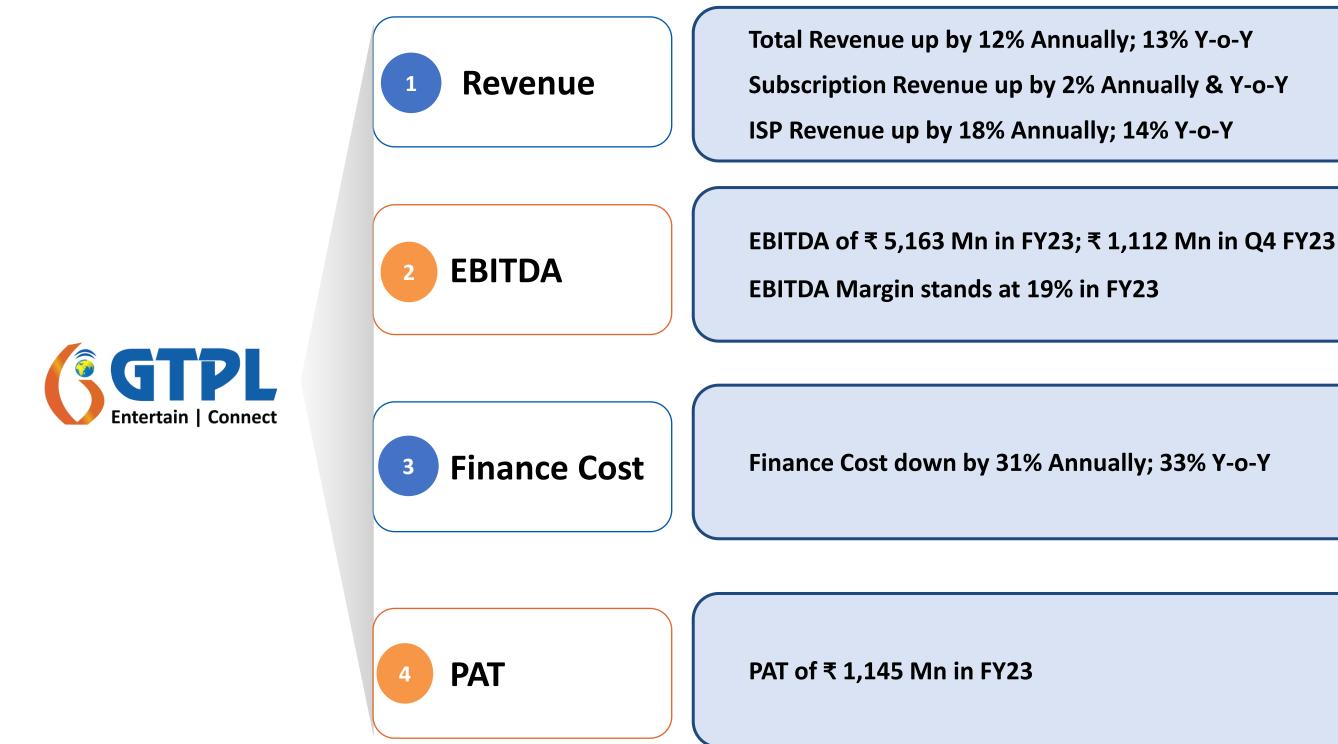








Financial Highlights : Consolidated



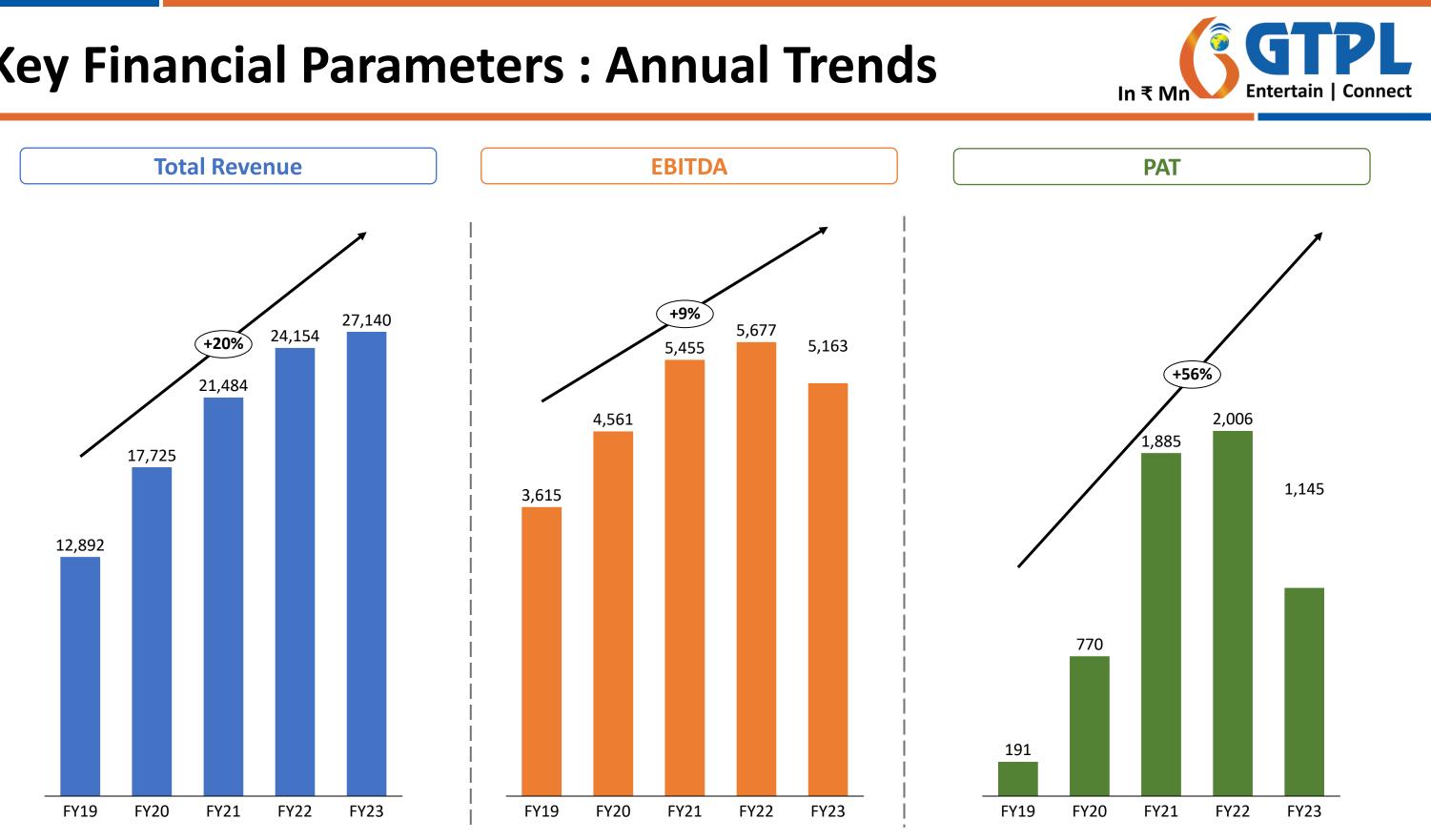






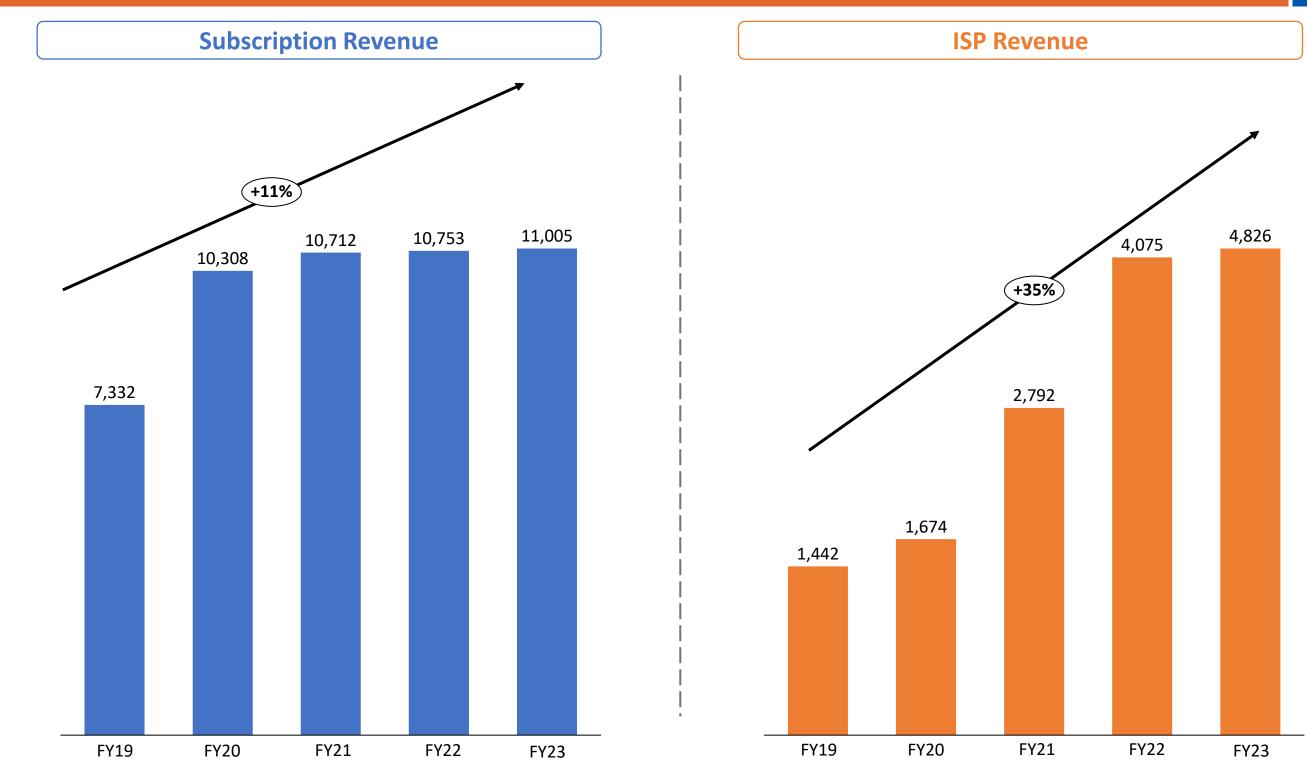
Note : Numbers are excluding EPC

Key Financial Parameters : Annual Trends





Key Business Parameters : Annual Trends







Financial Performance: Consolidated *









Profit & Loss Statement: Consolidated * : Annual

Particulars	FY23	FY22 Ex. EPC	FY22 EPC Contract	FY22 Total	Y-o-Y% (Ex. EPC)
Revenue					
Subscription CATV	11,005	10,753	-	10,753	2%
Revenue from EPC contract	-	-	412	412	0%
Broadband ISP	4,826	4,075	-	4,075	18%
Placement / Carriage / Marketing Incentive	9,547	7,546	-	7,546	27%
Activation	334	584	-	584	-43%
Other Operating Income	927	771	-	771	20%
Other Income	501	424	1	425	18%
Total Income	27,140	24,154	413	24,567	12%
Expenditure					
Pay Channel Cost	14,221	12,137	-	12,137	17%
EPC cost of material consumed		·	222		0.07
& sub contracting cost	-	-	389	389	0%
Employee Cost	1,448	1,207	-	1,207	20%
Other Operating, Admin & Selling Exp.	6,307	5,133	-	5,133	23%
Total Expenditure	21,976	18,477	389	18,866	19%
EBITDA	5,163	5,677	24	5,701	-9%
EBITDA %	19.0%	23.5%	5.8%	23.2%	
Depreciation/Amortization	3,189	2,529	0	2,529	26%
Finance cost	99	144	-	144	-31%
Profit before Tax & Exceptional item	1,875	3,004	24	3,028	-38%
Exceptional item / Share of Profit/(Loss) from	(101)	(120)		(120)	
Associate and JVs	(181)	(129)	-	(129)	
PBT	1,694	2,875	24	2,899	-41%
Тах	445			712	
PAT before Other Comprehensive Income	1,248			2,187	-43%
(Add)/Less : Share of Non Controlling Interest	(109)			(190)	
Add/(Less) Other Comprehensive Income	5			9	
РАТ	1,145			2,006	-43%

- ٠ asset class due to technology upgradation.
- ٠ risk.



Increase in Depreciation / Amortization in FY23 by ₹ 220 Mn on account of reassessment of useful life of select asset class and obsolescence of certain

Exceptional item of ₹ 189 Mn provided in Q4 FY23 w.r.t. provision of certain identified old receivables on account of assessment of counterparty credit



Profit & Loss Statement: Consolidated * : Q-o-Q

Particulars	Q4 FY23	Q3 FY23	Q-o-Q% (Ex. EPC)	Q4 FY22 Ex. EPC	Q4 FY22 EPC Contract	Q4 FY22 Total	Y-o-Y% (Ex. EPC)
Revenue							
Subscription CATV	2,753	2,775	-1%	2,695	-	2,695	2%
Revenue from EPC contract	-	-	-	-	69	69	-
Broadband ISP	1,246	1,243	0%	1,098	-	1,098	14%
Placement / Carriage / Marketing Incentive	2,646	2,539	4%	2,018	-	2,018	31%
Activation	59	78	-24%	140	-	140	-58%
Other Operating Income	219	221	-1%	153	-	153	43%
Other Income	92	193	-52%	105	-	105	-12%
Total Income	7,017	7,050	0%	6,209	69	6,278	13%
Expenditure							
Pay Channel Cost	3,841	3,709	4%	3,136	-	3,136	22%
EPC cost of material consumed					60		
& sub contracting cost	-	-	-	-	69	69	-
Employee Cost	382	379	1%	326	-	326	17%
Other Operating, Admin & Selling Exp.	1,681	1,647	2%	1,347	-	1,347	25%
Total Expenditure	5,904	5,735	3%	4,809	69	4,878	23%
EBITDA	1,112	1,314	-15%	1,400	-	1,400	-21%
EBITDA %	15.9%	18.6%		22.5%	0.0%	22.3%	
Depreciation/Amortization	997	758	31%	654	-	654	52%
Finance cost	28	25	14%	42	-	42	-33%
Profit before Tax & Exceptional item	88	532	-83%	705	-	705	-88%
Exceptional item / Share of Profit/(Loss) from	(100)	0		1		1	
Associate and JVs	(199)	8		1	-	1	
PBT	(111)	539	-121%	705		705	-116%
Тах	(4)	141				139	
PAT before Other Comprehensive Income	(107)	398	-127%			566	-119%
(Add)/Less : Share of Non Controlling Interest	(10)	(23)				(21)	
Add/(Less) Other Comprehensive Income	(6)	1				7	
РАТ	(124)	376	-133%			552	-122%

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





Balance Sheet: Consolidated

Liabilities	As on 31st Mar 2023	As on 31st Mar 2022
Equity		
Equity Share Capital	1,125	1,125
Other Equity	10,973	10,131
Total Equity	12,097	11,256
Non-Current Liabilities		
Financial Liabilities		
Borrowings	274	347
Other Financial Liabilities	140	95
Deferred Tax Liabilities	630	552
Other Non-Current Liabilities	258	253
Total Non-Current Liabilities	1,302	1,246
Current Liabilities		
Financial Liabilities		
Borrowings	1,126	888
Trade Payables	6,025	4,492
Other Financial Liabilities	3,012	1,999
Other current liabilities (Deferred Rev.)	3,528	3,689
Current Tax liability(Net)	12	9
Total Current Liabilities	13,703	11,077
Total Liabilities	27,102	23,579

- Increase in Borrowings by ₹ 96 Mn due to OD balance utilisation (Gross Debt stands ₹ 1,210 Mn in FY23 & ₹ 1,115 Mn in FY22)
- Increase in Trade Payables of ₹ 1,533 Mn, primarily related to Broadcasters.
- Increase in Other Financial Liabilities by ₹ 1,014 Mn mainly due to Capex payables of ₹ 1,088 Mn

Assets	
Non-Current Assets	
Fixed Assets	
Financial Assets	
Investments	
Other Financial Assets	
Deferred Tax Assets	
Other non-current Assets	
Total Non-Current Assets	
Current Assets	
Inventories	
Financial Assets	
Trade Receivables	
Cash, Cash equivalents & Bank Balances	
Other Financials Assets	
Current Tax Assets (Net)	
Other Current Assets	
Total Current Assets	
Total Assets	

- ◆ Decrease in Other Non-current Assets by ₹ 82 Mn due to decrease in Advances for Capital goods / Network acquisition
- Increase in Trade Receivables by ₹ 84 Mn, primarily related to Broadcasters.
- ◆ Decrease in Other Current Assets by ₹ 224 mn due to change in grouping from current to Non-current & decrease in Advances to Suppliers & Prepaid expenses



As on 31st	As on 31st
Mar 2023	Mar 2022
18,801	15,992
10,001	15,992
93	92
260	145
407	602
948	1,030
20,510	17,861
412	139
412	155
2,920	2,836
2,119	1,402
312	290
-	-
828	1,051
6,591	5,719
27,102	23,579

In ₹ Mn



Standalone Financials

MacBook Air



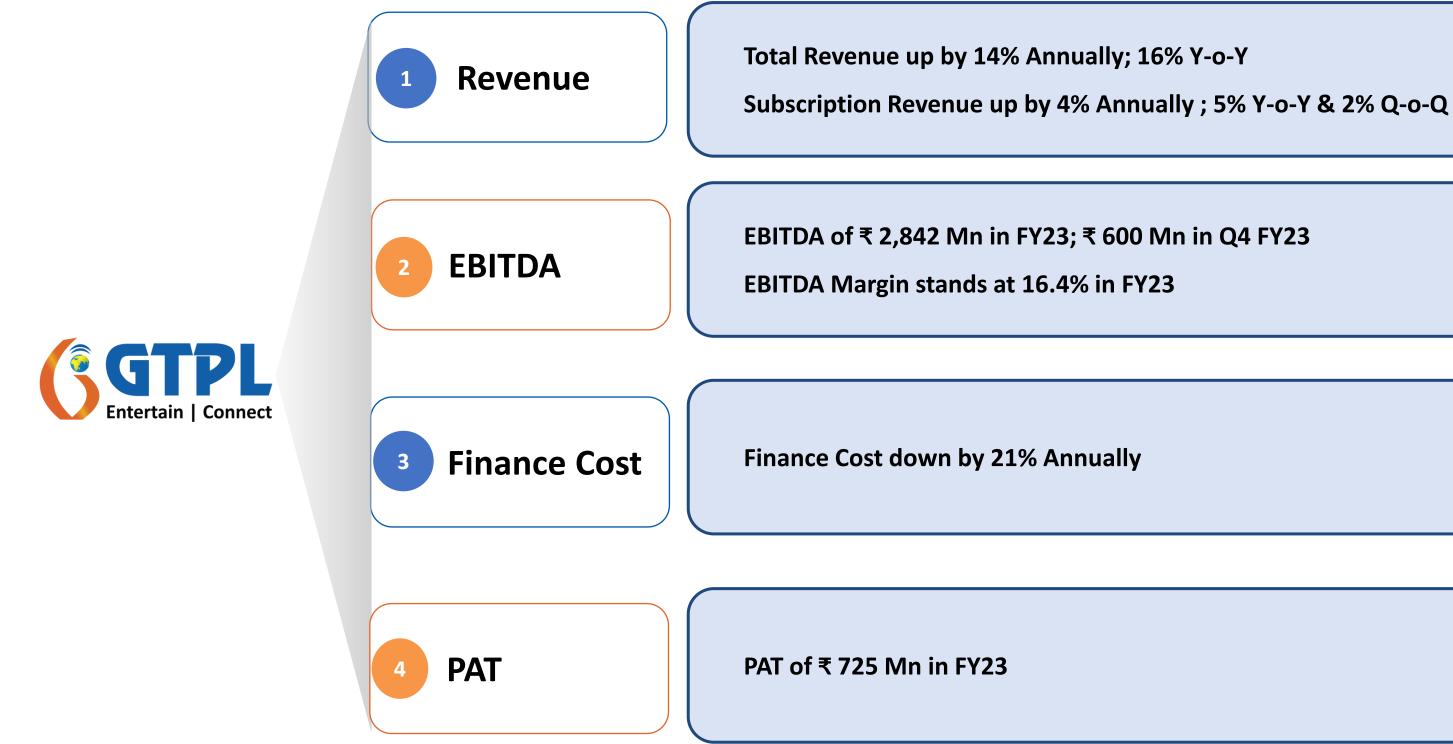








Financial Highlights : Standalone (EX. EPC)







Note : Numbers are excluding EPC

Profit & Loss Statement : Standalone* : Annual

Particulars	FY23	FY22 Ex. EPC	FY22 EPC Contract	FY22 Total	Y-o-Y% (Ex. EPC)
Revenue					
Subscription CATV	7,778	7,488	-	7,488	4%
Revenue from EPC contract	-	-	412	412	-
Placement / Carriage / Marketing Incentive	7,748	6,040	-	6,040	28%
Activation	208	324	-	324	-36%
Other Operating Income	1,215	1,049	-	1,049	16%
Other Income	380	364	1	364	5%
Total Income	17,328	15,264	413	15,677	14%
Expenditure					
Pay Channel Cost	10,477	8,693	-	8,693	21%
EPC cost of material consumed			200	-	
& sub contracting cost	-	-	389	389	-
Employee Cost	706	593	-	593	19%
Other Operating, Admin & Selling Exp.	3,304	2,710	-	2,710	22%
Total Expenditure	14,487	11,996	389	12,385	21%
EBITDA	2,842	3,268	24	3,292	-13%
EBITDA %	16.4%	21.4%	5.8%	21.0%	
Depreciation/Amortization	1,589	1,382	0	1,382	15%
Finance cost	82	104	-	104	-21%
Profit before Tax & Exceptional item	1,171	1,782	24	1,805	-34%
Exceptional item / Share of Profit/(Loss) from					
Associate and JVs	(242)	-	-	-	
РВТ	929	1,782	24	1,805	-48%
Тах	212			433	
PAT before Other Comprehensive Income	717			1,372	-48%
Add/(Less) Other Comprehensive Income	7			8	
РАТ	725			1,380	-47%

* FY = Apr-Mar





Profit & Loss Statement : Standalone * : Q-o-Q

Particulars	Q4 FY23	Q3 FY23	Q-o-Q% (Ex. EPC)	Q4 FY22 Ex. EPC	Q4 FY22 EPC Contract	Q4 FY22 Total	Y-o-Y% (Ex. EPC)
Revenue							
Subscription CATV	1,987	1,952	2%	1,887	-	1,887	5%
Revenue from EPC contract	-	-	-	-	69	69	-
Placement / Carriage / Marketing Incentive	2,141	2,063	4%	1,626	-	1,626	32%
Activation	37	50	-26%	72	-	72	-49%
Other Operating Income	302	292	3%	226	-	226	33%
Other Income	67	140	-52%	95	-	95	-29%
Total Income	4,534	4,497	1%	3,906	69	3,975	16%
Expenditure							
Pay Channel Cost	2,869	2,730	5%	2,254	-	2,254	27%
EPC cost of material consumed							
& sub contracting cost	-	-	-	-	69	69	-
Employee Cost	185	186	0%	154	-	154	20%
Other Operating, Admin & Selling Exp.	880	869	1%	655	-	655	34%
Total Expenditure	3,934	3,785	4%	3,063	69	3,132	28%
EBITDA	600	712	-16%	843	-	843	-29%
EBITDA %	13.2%	15.8%		21.6%	0.0%	21.2%	
Depreciation/Amortization	401	404	-1%	360	-	360	11%
Finance cost	26	21	25%	15	-	15	73%
Profit before Tax & Exceptional item	172	287	-40%	467	-	467	-63%
Exceptional item / Share of Profit/(Loss) from	(2.42)						
Associate and JVs	(242)	-		-	-	-	
РВТ	(70)	287	-124%	467	-	467	-115%
Тах	(38)	78				85	
PAT before Other Comprehensive Income	(32)	209	-115%			382	-108%
Add/(Less) Other Comprehensive Income	(3)	1				6	
ΡΑΤ	(35)	210	-117%			389	-109%

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





Balance Sheet: Standalone

Liabilities	As on 31st Mar 2023	As on 31st Mar 2022	Assets
Equity			Non-Current Assets
Equity Share Capital	1,125	1,125	Fixed Assets
Other Equity	7,606	7,331	Financial Assets
Total Equity	8,731	8,456	Investments
Non-Current Liabilities			Loans & Other Financial Assets
Financial Liabilities			Deferred Tax assets
Borrowings	246	300	Other non-current Assets
Other Non-Current Liabilities	233	204	Total Non-Current Assets
Total Non-Current Liabilities	479	504	Current Assets
Current Liabilities			Inventories
Financial Liabilities			Financial Assets
Borrowings	694	654	Trade Receivables
Trade Payables	4,579	3,128	Cash, Cash equivalents & Bank Balances
Other Financial Liabilities	2,199	1,641	Loans & Other Financial Assets
Other current liabilities	920	968	Current Tax Assets (Net)
Current Tax liability(Net)	-	-	Other Current Assets
Total Current Liabilities	8,392	6,391	Total Current Assets
Total Liabilities	17,601	15,351	Total Assets

Sorrowings decreased by ₹ 14 Mn due to loan repayment & OD balance utilisation (Gross Debt stands ₹ 940 Mn in Mar-23 against ₹ 954 Mn in Mar-22)

- Increase in Trade Payables of ₹ 1,452 Mn, primarily related to Broadcasters.
- Increase in Other Financial Liabilities by ₹ 558 Mn mainly due to increase in Capex payables by ₹ 545 Mn
- Increase in Loans & Other Financial Assets by ₹ 376 Mn, mainly on account of Loan to GTPL Broadband (₹ 130 Mn) & Capitalisation of Interest (₹ 148 Mn)
- Increase in other Non-Current assets by ₹ 209 Mn mainly due to change in grouping of Tax Assets from Current to Non-Current
- Increase in Trade Receivables by ₹ 304 Mn, primarily related to Broadcasters.





As on 31st Mar 2023	As on 31st Mar 2022
8,001	6,631
1,996	2,024
2,081	1,705
166	293
660	452
12,905	11,104
219	128
2,616	2,311
1,232	677
40	65
-	291
590	774
4,697	4,247
17,601	15,351



Investor Conference Call Details

emkay connect

EMKAY GLOBAL FINANCIAL SERVICES LTD.

is pleased to invite you for a conference call to discuss the Q4 & FY23 results with

Mr. Anirudhsinh Jadeja - Promoter & Managing Director

Mr. Piyush Pankaj - Business Head CATV & Chief Strategy Officer

Mr. Anil Bothra - Chief Financial Officer

GTPL Hathway Limited

On Monday, April 17, 2023 at 04:00 PM (IST)

Pre-register to avoid wait time and Express Join with DiamondPass[™]

Dial-in Numbers

Universal Access : +91 22 6280 1325 / +91 22 7115 8226

International Toll Free : Argentina: 0080014243444 / Australia: 1800053698 / Belgium: 0080014243444 / Canada: 01180014243444 / China: 4008428405 / France: 0800914745 / Germany: 0080014243444 / Hong Kong: 800964448 / Italy: 0080014243444 / Japan: 00531161110 / Netherlands: 08000229808 / Poland: 008001124248 / Singapore: 8001012045 / South Korea: 00180014243444 / Sweden: 0080014243444 / Thailand: 00180014243444 / UK: 08081011573 / USA: 18667462133

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Emkay

Your success is our success





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CONTACT DETAILS



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Business Head - Cable TV &

Chief Strategy Officer



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Thank You!





