

GTPPL Hathway Limited



Investor Update on Financial Results Q2 FY 2018



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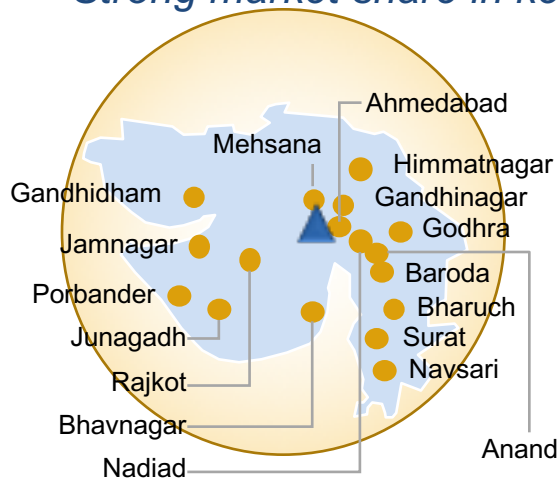
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GTPL – Leader across Key Regional Cable Markets in India

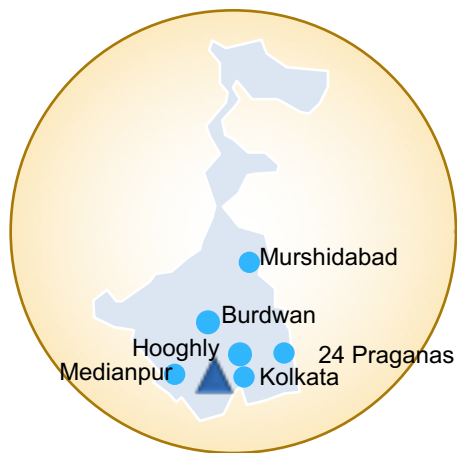
- Strong market share in key regional markets that are primarily Hindi speaking areas

GUJARAT



- ✓ #1 MSO in Gujarat
- ✓ 67% market share
- ✓ 4.15 mn Box Seeded
- ✓ CATV & Broadband services

KOLKATA & HOWRAH



- ✓ #2 MSO in Kolkata & Howrah
- ✓ 24% market share
- ✓ 1.9 mn Box Seeded in WB
- ✓ Cable TV services

▲ Main Digital Headend ● CATV and Broadband Services

● CATV Services

KEY HIGHLIGHTS (as of 30th-Sept-17)

Present in 189+ towns across 10 states

Total Set-Top Boxes Seeded 8.28mn

Active Digital Subscribers 7.06mn

in Phase III / IV areas 4.80mn

Broadband Homes Passed 1.15mn

Total Broadband Subscribers 0.26mn

KEY FY 17 CONSOLIDATED FINANCIALS(IND AS) (INR MN)

	FY 17
REVENUE	9417
EBIDTA	2404
PAT	400

* FY = Apr- Mar, H1 = Apr -Sep, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



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
- 1.15 mn Broadband Home Pass – Mainly in Gujarat

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

- 17000+ LCO's as Partner
- Bottom-up company – Transparency in its approach
- Treats LCO as Business Partner

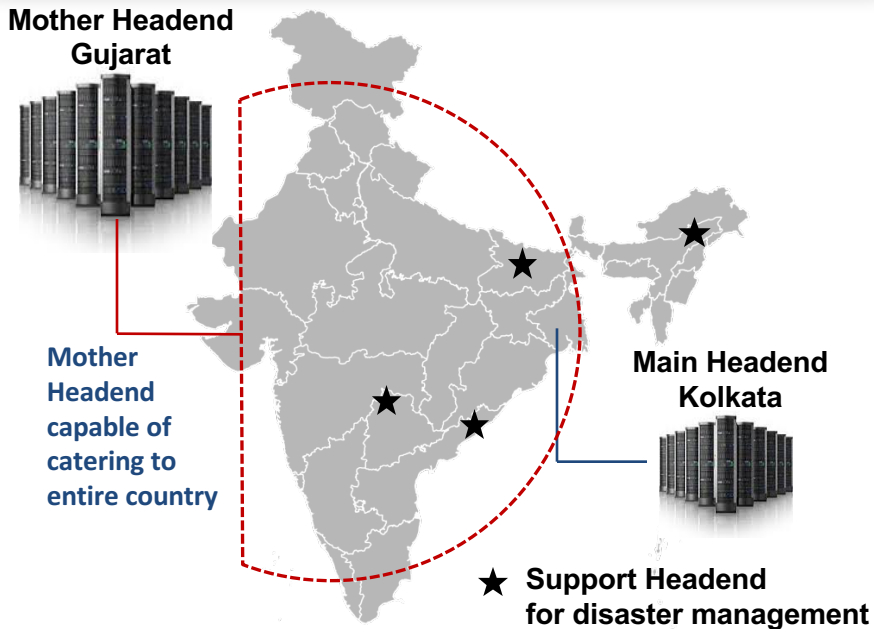
4 High Quality Technology and Infrastructure

- 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⁽¹⁾



- ✓ Owned: 5,406 KMs
- ✓ Underground: 600 KMs
- ✓ Leased: 3,480 KMs

GPON Technology⁽²⁾



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

LEADING TECHNOLOGY VENDORS

CISCO Systems Capital (India) Pvt Ltd
Nagravision SA

Harmonic International AG
Magnaquest Technologies Ltd

Changhong (Hong Kong) Trading Ltd
Tele System Communication Pte Ltd

Shenzhen Skyworth Digital Technology Co Ltd
Sterlite Technologies Ltd



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



GPON

- The **upgradation** of network to GPON has started- which will also create **new FTTH homes** in existing territory.
- Pilot GPON Services has been Launched in Areas of Ahmedabad City

TV KEY

- Deploying **TVkey** which uses advance technology from **Nagra** and **Samsung** for securing high value content.
- It gives consumers an easy hassle free access to the premium Pay-Tv content on latest Samsung TV sets without the set top box.

Key Development – Opportunity to Monetize Existing Infrastructure and deploy infrastructure in Rural Gujarat

GTPL has been Awarded 2 prestigious 5 year contract from Gujarat government under Digital Initiative for INR 482 mn

Free WIFI at Public Place - Contract – INR 289 mn

- To Provide Free Wi-Fi under UDD, Government of Gujarat
- Nagarpalika of 57 cities in Gujarat
- Install, Design and Maintain
- In Phase I : Civil Hospital, Library, Bus stations Nagarpalika offices etc.x

Internet Services to Police Station - Contract – INR 193 mn

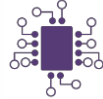
- Awarded by Home department of Gujarat
- To Provide internet services to 1500 police station in Class B and Class C cities of Gujarat across 150+ cities

Benefits to GTPL

- Existing infrastructure monetization as the required network is already there in around half of the place.
- Expanding network to potential area and class C cities of Gujarat, will leverage broadband penetration in high density area with cost-effective roll-out to build new home-pass and customer acquisition
- Internet Bandwidth capacity and utilization will be more effective to improve on EBITDA

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



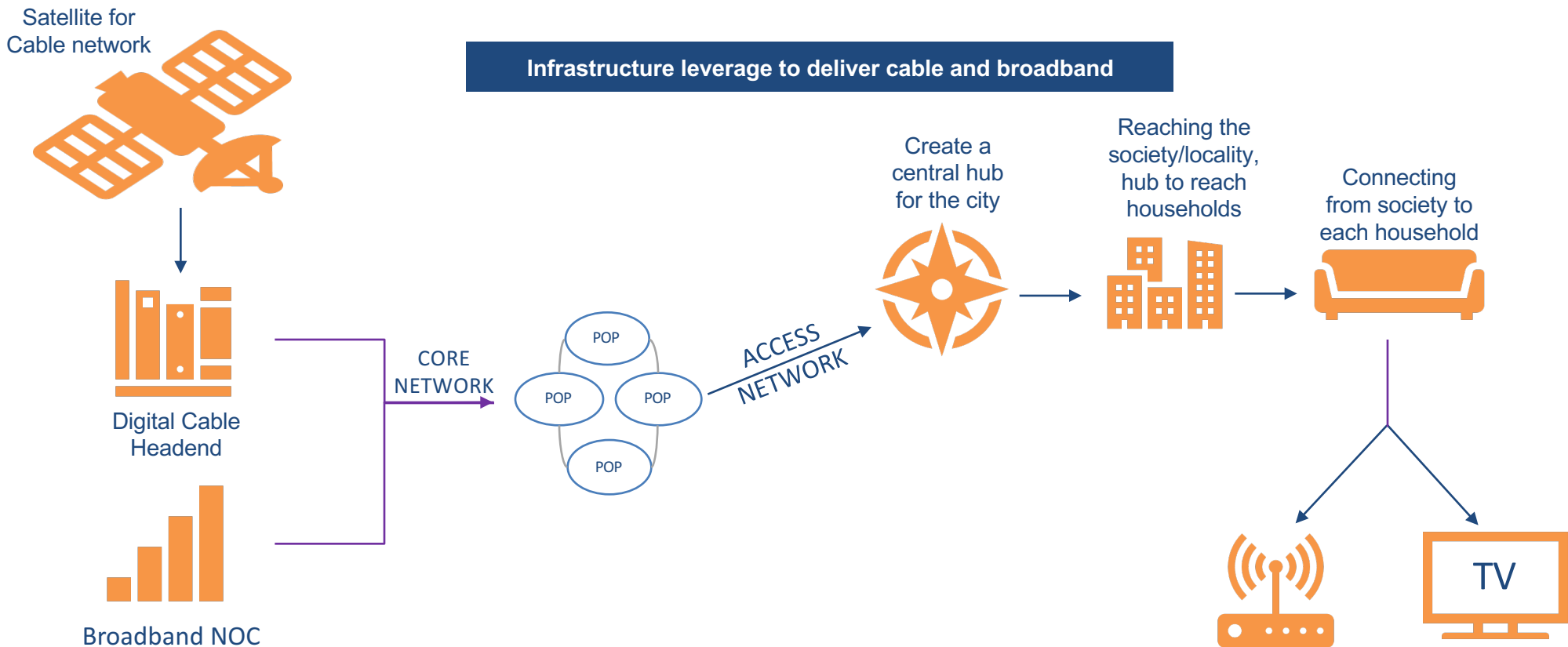
Continue LCO partnerships



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

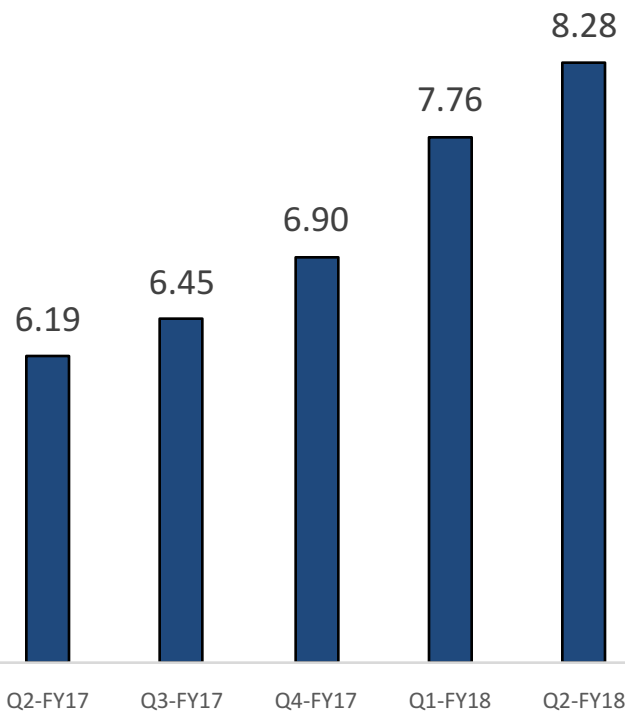


- Seeded 0.52 mn STB boxes during Q2.
- Increased 0.37 mn CATV Digital Active Subs.
- Increased 0.94 mn CATV Digital Paying Subs.
- ARPU increases in Phase III by 7.4% and Phase IV by 19.5%.
- IPO money utilization - Repayment of debt of INR 2294.4 mn from IPO Net Proceeds of INR 2320 mn and rest INR 25.6 mn utilized for working capital.
- Gross Debt stands at INR 3439 mn as on 30th September 2017 in comparison to INR 5490 mn in March 2017.
- Net Debt stands at INR 2441 mn as on 30th September 2017 in comparison to INR 4426 mn in March 2017.

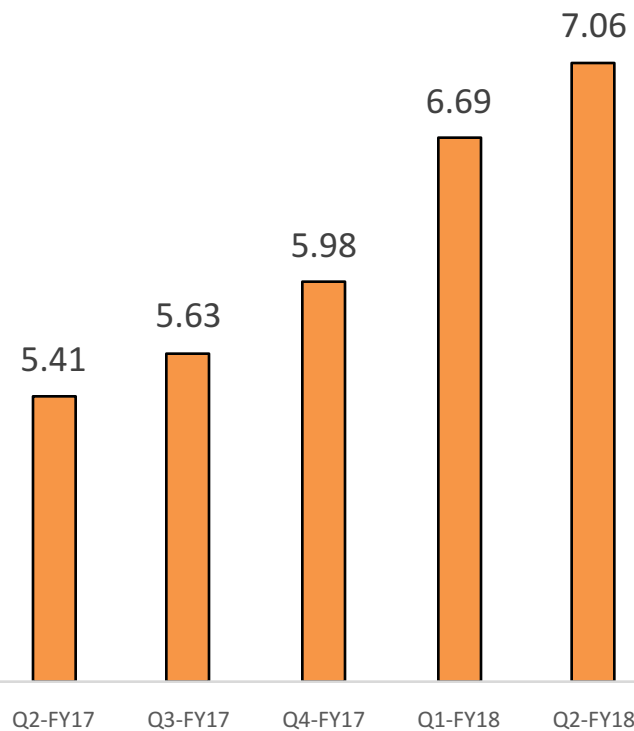
- Added around 40 K new Home Pass in Broadband Business
- Increased 10 K Broadband Subscriber during Q2
- Data Consumption per Customer Stands at 46 GB/month as on Sept 2017 increasing from 34GB/month in December 2016, a jump of 35%.
- GPON upgradation and Implementation for High Speed Broadband Progressing in fast pace in 4 major cities of Gujarat namely Ahmedabad, Baroda, Surat and Rajkot. Secured Equipment's/Software's from:
 - Gateway Router, BRAS, Core Switch from Nokia
 - Network Access (OLT – Optical Line Terminal) and Consumer Premises Equipment (ONU – Optical Network Unit) from ZTE.
 - NSS (Network Switching Subsystem) and BSS (Business Support System) from Elitecore, Sterlite Tech.

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

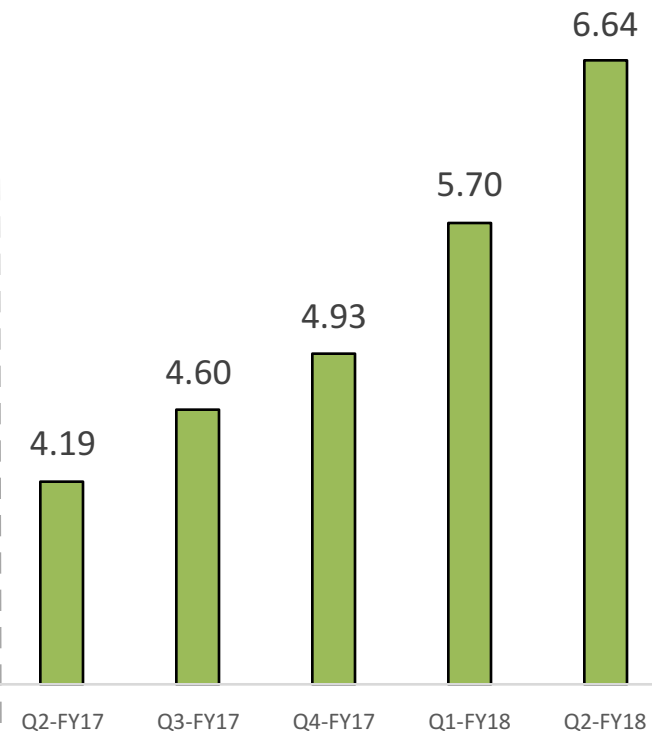
STBs SEEDED (MN)



ACTIVE STBs (MN)

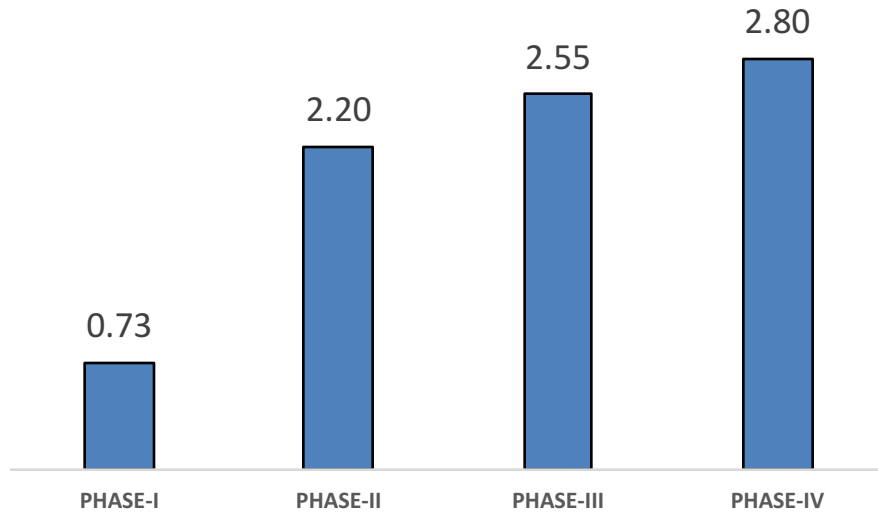


DIGITAL PAYING SUBS (MN)

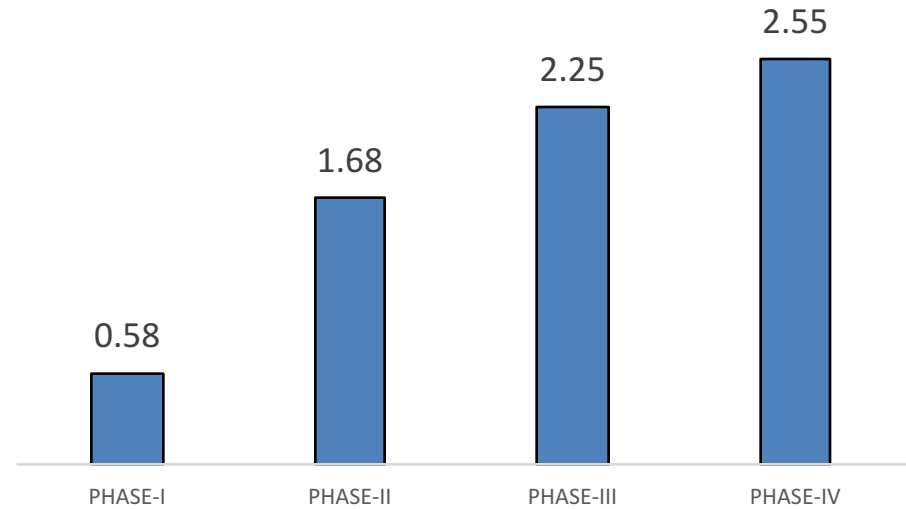


KEY KPIs – CATV Business - Quarter wise (Consolidated)*

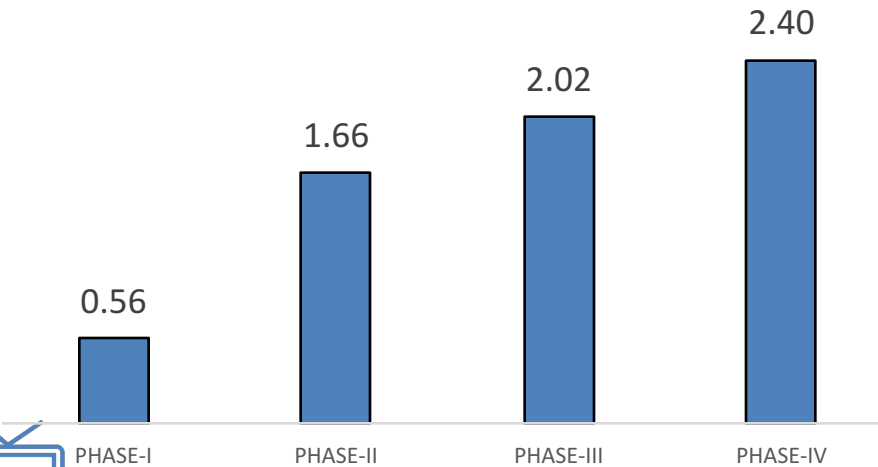
PHASE WISE SEEDED BOX (MN)– Q2 FY 18*



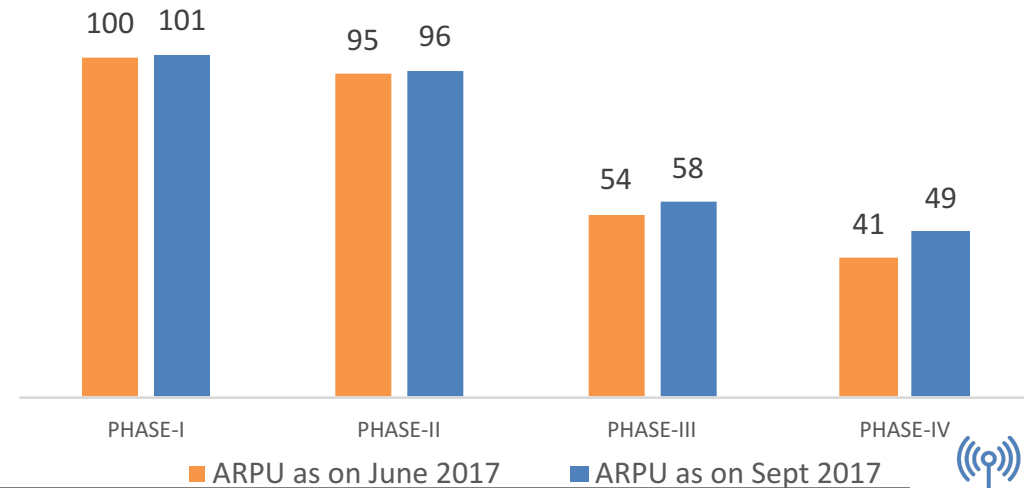
PHASE WISE ACTIVE SUBS (MN)– Q2 FY 18*



PHASEWISE DIGITAL PAYING SUBS (MN)– Q1 FY 18*



PHASE WISE ARPU (INR) (NET OF TAXES)



* As on end of period

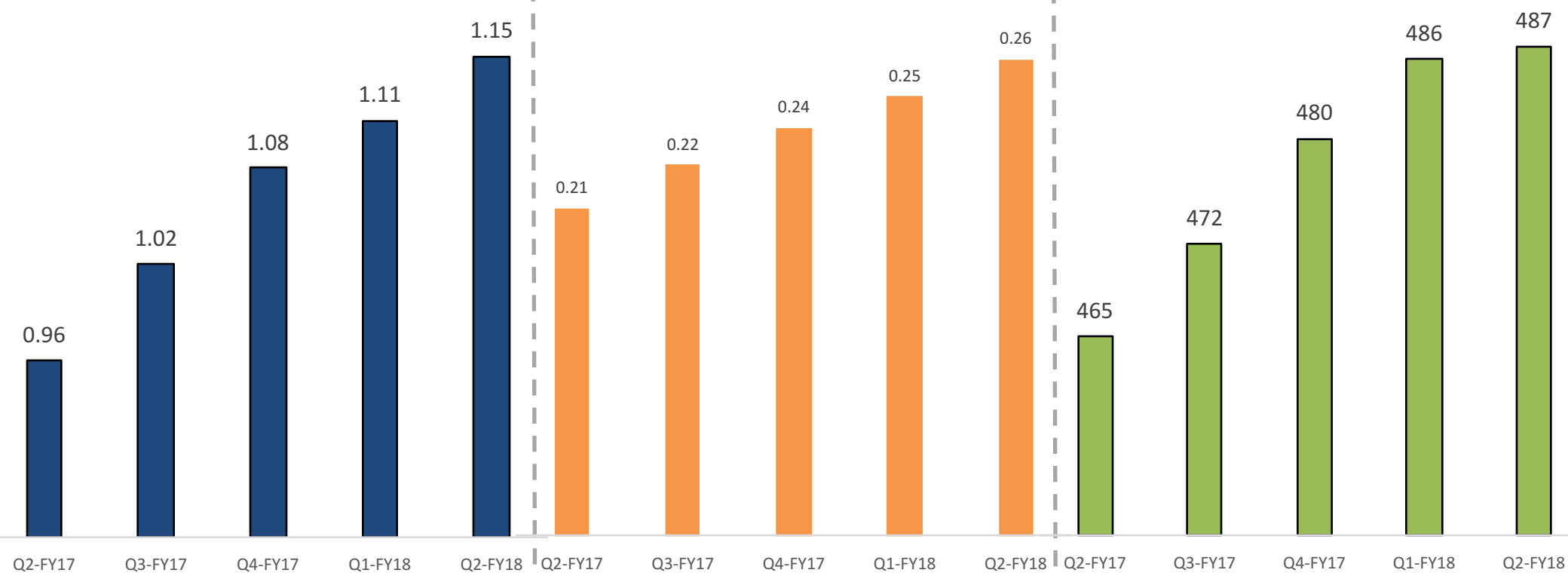


KEY KPIs – Broadband Business - Quarter wise*

HOME PASS (MN)

SUBSCRIBER (MN)

ARPU (INR) (NET OF TAXES)



* As on end of period



GTPPL Hathway Limited



3) Financial Results Q2 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.

Particulars (INR MN)	GTPL Hathway Standalone	Broadband	KCBPL
Revenue	1835	331	398
EBITDA	585	92	119
PAT	119	39	1

1 FINANCIALS Y-O-Y	 <p>Y-O-Y Revenue up by 24% Y-O-Y EBITDA up by 20% ; Margin at 31.9%. Y-O-Y PAT up by 55%</p>
2 FINANCIALS Q-O-Q	 <p>Q-O-Q Revenue up by 3% Q-O-Q EBITDA up by 3% Q-O-Q Profit before Tax & Exceptional Items up by 7%</p>
3 CATV	 <p>Y-O-Y Subscription Revenue up by 32% ; Q-O-Q up by 11%</p>

Standalone Financial Results Q2 FY 2018 Highlights (IND AS)

Total Revenue (INR mn)

EBIDTA (INR mn)

Subscription Revenue (INR mn)

1,481



Q2 FY 17

1,782



Q1 FY 18

1,835



Q2 FY 18

489



Q2 FY 17

570



Q1 FY 18

585



Q2 FY 18

755



Q2 FY 17

903



Q1 FY 18

1001



Q2 FY 18

Standalone Financials (IND AS)*

Particulars (INR mn)	Q2 FY 18	Q1 FY 18	Q-O-Q %	Q2 FY	Y-O-Y%	FY'17
Revenue						
Subscription CATV	1,001	903	11%	755	32%	3180
Placement	588	578	2%	531	11%	2114
Activation	175	176	-1%	144	21%	595
Other Operating Income	47	87	-46%	51	-8%	239
Other Income	25	38	-33%	0		253
Total Income	1,835	1,782	3%	1481	24%	6380
Expenditure						
Pay Channel Cost	809	798	1%	599	35%	2783
Bandwidth Expense	26	37	-29%	47	-44%	100
Employee Cost	134	116	15%	85	58%	445
Other Operating Expense	113	86	31%	99	14%	395
Administrative expense	167	174	-4%	162	3%	656
Total Expenditure	1,250	1,211	3%	992	26%	4379
EBITDA	585	570	3%	489	20%	2002
<i>EBITDA %</i>	<i>31.9%</i>	<i>32.0%</i>	<i>-0.1%</i>	<i>33.0%</i>	<i>-1.1%</i>	<i>31.4%</i>
Depreciation/Amortization	266	261	2%	238	12%	934
Finance cost	79	85	-7%	136	-42%	506
Profit before Tax & Exceptional item	240	225	7%	114	110%	562
Exceptional item	42	0		0		0
Profit before Tax & Comprehensive Income	198	225	-12%	114	73%	562
Tax	80	76	5%	37	115%	161
Profit before Comprehensive Income	118	148	-21%	77	53%	401
Add/(Less) Comprehensive Income	1	0		(0)		(3)
PAT	119	148	-20%	77	55%	398

* As per Limited Review



Standalone Balance Sheet (IND AS)*

ASSETS (Rs. In Mn)	As on 30th September 2017	As on 31st March 2017	As on 30th September	As on 31st March 2016
Non-Current Assets				
Fixed Assets	6,279	6,212	5,877	5,540
Financial Assets				
Investments	1,797	1,607	1,607	1,364
Other Financial Assets	80	54	46	42
Deferred Tax assets	97	216	590	279
Other non-current Assets	164	214	238	197
Total Non-Current Assets	8,417	8,304	8,358	7,422
Current Assets				
Inventories	-	-	-	-
Financial Assets				
Trade Receivables	3,867	3,013	3,472	2,450
Cash and cash equivalents	745	827	464	660
Other Financials Assets	501	122	133	102
Current Tax Assets (Net)	166	112	0	-
Other Current Assets	483	442	839	376
Assets classified as held for sale	-	-	-	971
Total Current Assets	5,762	4,517	4,908	4,560
Total Assets	14,179	12,820	13,266	11,982

LIABILITIES (Rs. In Mn.)	As on 30th September 2017	As on 31st March 2017	As on 30th September	As on 31st March 2016
Equity				
Equity Share Capital	1,125	983	983	983
Other Equity	5,188	2,931	2,749	2,539
Total Equity	6,313	3,915	3,733	3,522
Non-Current Liabilities				
Financial Liabilities				
Borrowings	1,924	3,138	3,316	2,353
Other Financial Liabilities	0	0	0	1
Deferred Tax Liabilities	-	-	299	-
Other Non-Current Liabilities	1,424	1,450	1,937	1,237
Total Non-Current Liabilities	3,348	4,588	5,553	3,591
Current Liabilities				
Financial Liabilities				
Borrowings	695	994	1,202	586
Trade Payables	952	553	1,157	818
Other Financial Liabilities	133	503	22	998
Provisions and other current liabilities	2,721	2,268	1,581	1,879
Current Tax liability(Net)	16	-	19	-
Liabilities associated with assets held for sale	-	-	-	589
Total Current Liabilities	4,518	4,317	3,980	4,869
Total Liabilities	14,179	12,820	13,266	11,982



Q2 FY 18

- Y-O-Y
 - Broadband Revenue growth of 14%.
 - Bandwidth Expense reduces by 7%
 - EBITDA growth of 15%
 - EBIDTA Margin at 27.7%, increased by 45 basis points from 27.3%
 - PAT growth of 2%

- Q-O-Q
 - Broadband Revenue growth of 4%.
 - Bandwidth Expense reduces by 8%
 - Other Operating Cost reduces by 13%
 - EBITDA growth of 10%,
 - EBIDTA Margin at 27.7% increased by 142 basis points from 26.3%.
 - PAT growth of 7%

Broadband Financials (IND AS)*

Particulars (INR mn)	Q2 FY 18	Q 1FY 18	Q-O-Q %	Q2 FY 17	Y-O-Y%	FY'17
Revenue						
Broadband-ISP Revenue	331	318	4%	292	14%	1,200
Other Income	0.2	0.1	89%	0.4	-60%	2
Total Income	331	318	4%	292	13%	1,203
Expenditure						
Bandwidth Expense	51	55	-8%	54	-7%	206
Employee Cost	110	100	11%	88	26%	331
Other Operating Expense	34	39	-13%	35	-2%	176
Administrative expense	44	40	10%	35	26%	175
Total Expenditure	239	234	2%	212	13%	888
EBITDA	92	84	10%	80	15%	315
<i>EBITDA %</i>	<i>27.7%</i>	<i>26.3%</i>	<i>1.42%</i>	<i>27.3%</i>	<i>0.45%</i>	<i>26%</i>
Depreciation/Amortization	28	27	6%	20	39%	86
Finance cost	5	1	636%	2	233%	5
PBT	58	56	4%	58	1%	224
Tax	20	19	3%	19	4%	72
PAT before Comprehensive Income	38	37	4%	38	0%	151
Add/(Less) Comprehensive Income	1	0		0		(0)
PAT	39	37	7%	38	2%	151

* As per Limited Review



Q2 FY 18

- Y-O-Y
 - Subscription CATV Revenue growth of 48%.
 - Total Revenue growth of 45%.
 - EBITDA growth of 221%
 - EBIDTA Margin at 30% Increased by 1640 basis points from 13.5%
 - PAT at positive INR 1 mn from negative 23 mn.

- Q-O-Q
 - Subscription CATV Revenue growth of 27%.
 - Total Revenue growth of 22%
 - EBITDA growth of 90%;
 - EBIDTA Margin at 30% Increased by 1060 basis points from 19.3%
 - PAT at positive INR 1 mn from negative 13 mn

Particulars (INR mn)	Q2 FY 18	Q1 FY 18	Q-O-Q %	Q2 FY 17	Y-O-Y%	FY'17
Revenue						
Subscription CATV	256	201	27%	173	48%	719
Placement	80	79	2%	76	6%	302
Activation	56	27	103%	11	406%	54
Other Income	6	18	-64%	15	-57%	77
Total Income	398	325	22%	274	45%	1152
Expenditure						
Pay Channel Cost	194	179	8%	179	9%	679
Employee Cost	26	25	3%	22	19%	87
Other Operating Expense	28	29	-4%	17	70%	100
Administrative expense	30	29	6%	20	52%	92
Total Expenditure	279	262	6%	237	18%	958
EBDITA	119	63	90%	37	221%	195
<i>EBDITA %</i>	<i>30.0%</i>	<i>19.3%</i>	<i>10.6%</i>	<i>13.5%</i>	<i>16.4%</i>	<i>16.9%</i>
Depreciation/Amortization	109	74	46%	64	70%	253
Finance cost	9	8	16%	9	1%	38
PBT	2	(20)		(36)		(97)
Tax	1	(7)		(13)		(38)
PAT before Comprehensive Income	1	(13)		(23)		(58)
Add/(Less) Comprehensive Income				0		
PAT	1	(13)		(23)		(58)

* As per Limited Review





At “India’s Most Trusted Companies Awards 2017” awarded
“India’s Most Trusted Cable TV Distribution Services”



Awards Received from Institute of Economics Studies (IES):



At International Economic Summit in Malaysia for:

- Enhancing the Image of India
- International Leadership Innovation Excellence Award

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BNP PARIBAS

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CONFERENCE CALL - INVITATION



BNP Paribas Securities India is pleased to invite you to GTPPL Hathway Limited 2Q FY2018 Earnings Conference Call

Date : Tuesday – 07 November, 2017

Time : 4.00pm (IST) / 6.30pm (HKT) / 05.30am (EST) / 10.30am (GMT)

Management Team :

- Mr. Anirudhsinh Jadeja, Managing Director, GTPPL Hathway Limited
- Mr. Rajan Gupta, Chairman and Non-Executive Director, GTPPL Hathway Limited
- Mr. Piyush Pankaj, Head – Investor Relations, GTPPL Hathway Limited

Coordinator :

- Mr. Kunal Vora, Analyst – India Telecom, Consumer and Media, BNP Paribas Securities India

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Thank You

