



GTPL Hathway Limited

Q2 & H1 FY19 RESULTS UPDATE PRESENTATION

NOVEMBER 2018







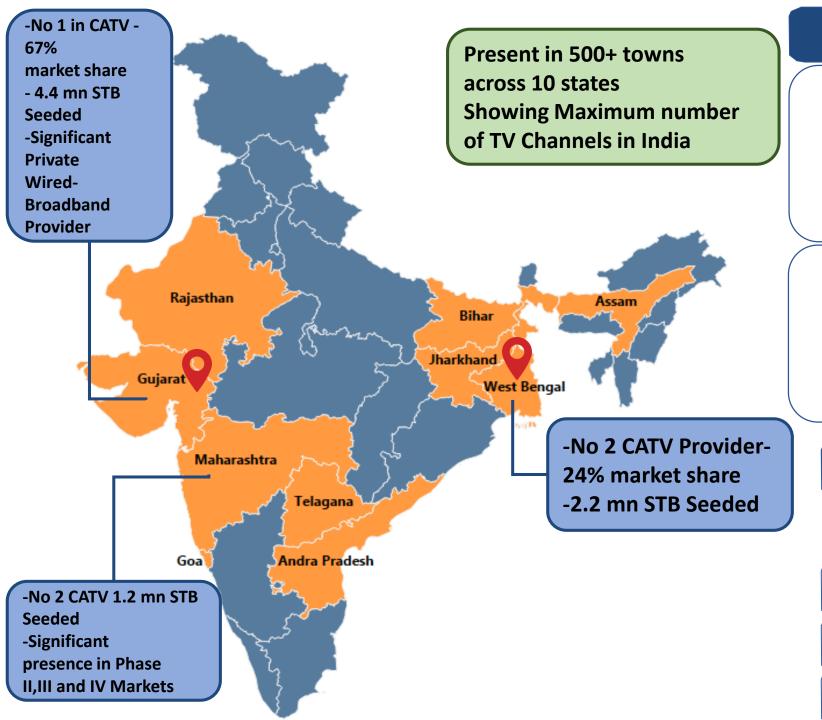
Leader Across Key Regional Cable Markets In India



1.80 mn

304K

30K



KEY HIGHLIGHTS (as of 30-Sep-18)

Presence in 500+ towns acros	s 10 states
Set-Top Boxes Seeded	9.20 mn
Active Digital Subscribers	7.80 mn



Key Consolidated Financials (IND AS) (₹ mn)

	H1 FY19	FY18	FY17
Revenue	6,205	11,134	9,417
EBITDA	1,743	3,144	2,404
PAT	287	614	400





Key Inherent Strength Of GTPL Hathway



Leadership Position in Operating
Markets

- #1 MSO in Gujarat, #2 in WB
- Significant Presence in Rest of Maharashtra; Seeded 1.2 mn STBs
- 1.70 Mn Broadband Home Pass, mainly in Gujarat

- 2 Located in Consumption Market
- 95% CATV Subscribers in Hindi Speaking Market
- Gujarat, Maharashtra, WB key markets for National and Regional Advertiser
- Better Negotiation Power with Broadcaster

- 3 Trusted partner among LCOs
- 20,000+ LCO's as Partner
- Bottom-up company Transparency in its approach
- Treats LCO as Business Partner

- High Quality Technology and Infrastructure
- Partnered with Leading Technology Provider for best quality
- Deployed next-generation video headend system from Harmonic Inc., USA
- Deployed BNG solutions from Nokia for high speed FTTX broadband access

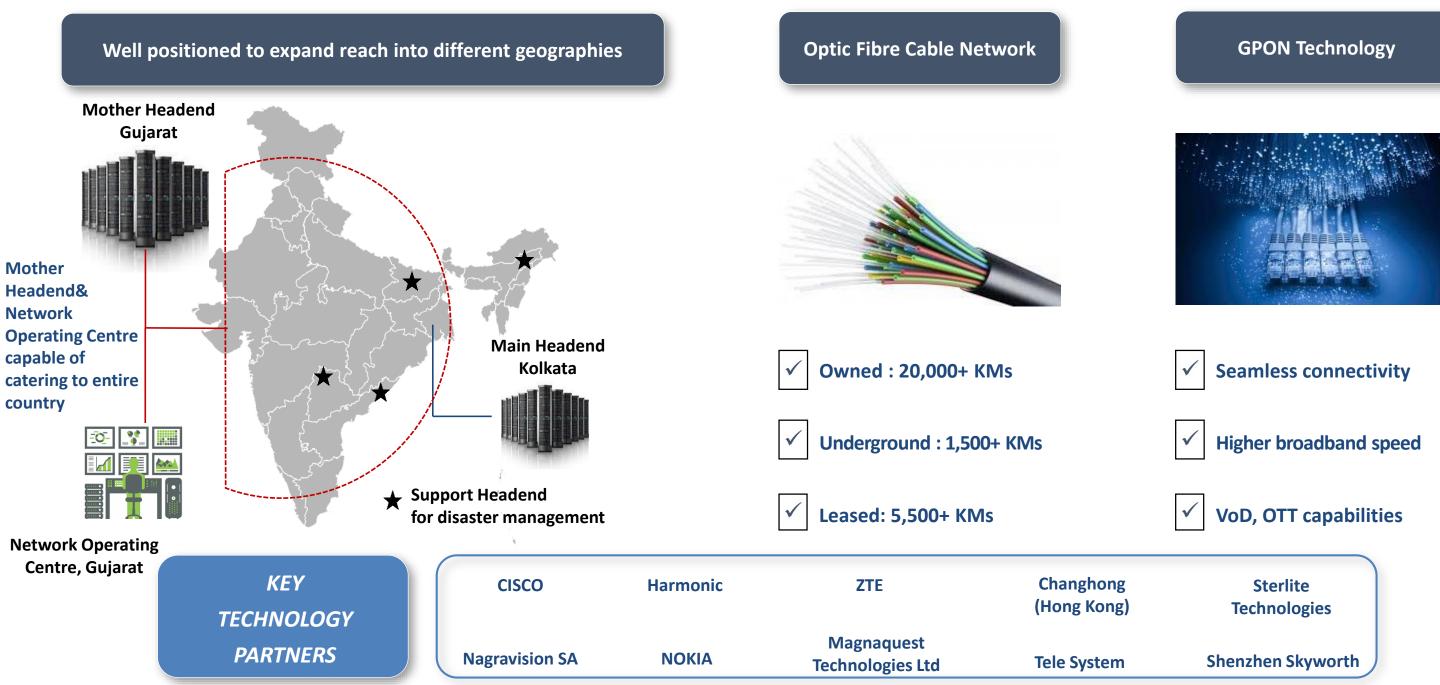




Cutting Edge Technology And Infrastructure



Advanced technology and equipment provided by leading technology vendors







Experienced Management Team With Strong Track Record



Aniruddhasinhji Jadeja Promoter and MD A zealous entrepreneur; started with cable operations in 90s and shaped GTPL 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

Piyush Pankaj Business Head - Video & Chief Strategy Officer

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

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

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 Giga^{HD}: Product With Dual Services

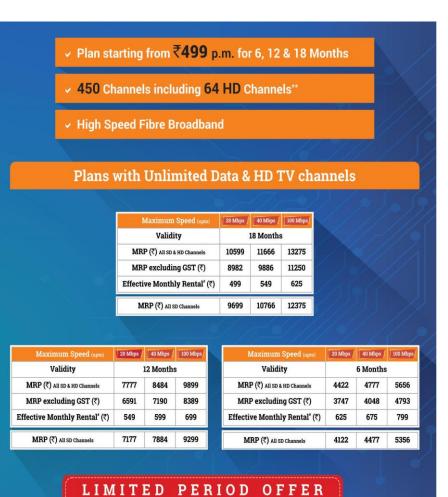




Launched "Giga^{HD}": Broadband services along with Cable services, under single umbrella

The product encompasses full Digital Cable TV package, (all channels, with 65 HD services) and broadband speed variants up to 100 Mbps, with a choice of up to 18 months subscription















plans for each of the services. "Rother (See To, the CST) are the property of GTR. Broader LEY "GTR, Lethony LEX responsible, and experience for experience or Free to be for select plans. Cheque should be drawn on the name of "GTR, Lethnay Limited," "Subject to of a select plans. Cheque should be drawn on the name of "GTR, Lethnay Limited," "Subject to the selection of GTR, Lethnay Lay "Effective Monthly Rental prices are excussed of the thir representative society of GST.

Terms & Condition (SST.)

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Installation and Activation Charges of Re. 599 for 50 STB, Re. 699 for PO STB, Re. 599 for Router,
790 for SD STB + Router and Re. 899 for FO STB - Router,
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790 for SD STB + Router and Re. 899 for FO STB - Router,
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790 for SD STB - Router and Re. 899 for Router,
790 for SD STB - Router and Router







Immediate Growth Opportunities





- Monetization has begun in Phase III & IV, growth in ARPU in these phases expected over next 2 years
- Increase footprints in existing market through expansion and venture new markets through acquisitions and consolidations



- ➤ With 4.4 mn Households' reach in Gujarat & 2.2 mn in West Bengal, GTPL is better positioned to convert the HH in to Broadband subscribers
- Upgrading and deploying GPON Technology to provide High Speed, High Volume Broadband Services



- ➤ Offer Giga^{HD}, Dual Service Product Broadband services along with Cable services, as a single package at attractive price to convert current customers and add new customers
- > Utilize current infrastructure for both CATV & Broadband business, for better ROI



Immediate Growth Opportunities





- ✓ Bagged Work Order for ₹ 1,246 Crores for implementation of BharatNet Phase II project in Gujarat (Package B, Saurashtra), under Gujarat Fibre Grid Network Limited (GFGNL)
- ✓ Polycab Wires Pvt. Ltd. as Consortium Partner



- ✓ EPC (Engineering, Procurement & Construction) based Project
- ✓ To connect 3,767 GPs (Gram Panchayats) in 10 Districts
- ✓ 1 Gbps with additional 12 Core Fibre capacity
- ✓ Fibre execution of approx. 17,000 Kms
- ✓ 3 Years Operations & Maintenance (O&M); Option to extend for next 4 years at additional value



- ✓ Monetization of infrastructure
- ✓ Increased penetration in Rural Gujarat
- ✓ Enhancing digital infrastructure implementation capabilities





Recent TRAI Order Bodes Well For MSO



Change in content pricing from wholesale to retail basis thereby empowering distribution platforms

Key provision

- ✓ Distributors can charge a maximum of ₹ 130 (extaxes) per sub per month as network capacity fee⁽¹⁾
- ✓ Each additional 25 channel slab can be purchased at ₹ 20 per subscriber, per month
- ✓ Distributor to also collect maximum of 20% of the pay channel cost as distribution fees
- ✓ In case of failure of arriving at a MIA⁽²⁾, MSO:LCO share of the network capacity fee + distribution fee shall be split in the ratio of 55:45 as per SIA⁽²⁾

Impact on MSO

- ✓ Allows for complete pass through of pay channel costs from broadcasters directly to end subscribers
- ✓ Network capacity fee will now contribute meaningfully to distributor's revenue

✓ Mechanism in place to settle fee-share related disputes with LCOs

Only carriage fees have been regulated, placement and advertisement fees have been kept out of regulation

Notes:

- (1) For a capacity of 100 SD channels (One HD channel = 2 SD channel for computation)
- (2) MIA Model Interconnection Agreement; SIA Standard Interconnection Agreement









Performance KPIs



Seeded 300K STBs

Added 200K CATV Digital Active Subscribers

Increased 170K CATV Digital Paying Subscribers



Increased ARPU in Phase III by 6% and Phase IV by 11%

Gross Debt stands at ₹ 3,435 mn as at 30-Sep-18 against ₹ 3,460 mn as at 30-Jun-18

Net Debt stands at ₹ 2,355 mn as at 30-Sep-18 against ₹ 2,260 mn as at 30-Jun-18



Performance KPIs



Added 270K new Home Pass

Increased 14K new Subscribers

Added 30K FTTX Subscribers



Consumption per Customer Stands at 87 GB/month as on September 2018 increasing from 38 GB/month in March 2017

Launched GPON FTTH High-Speed broadband services of 100 Mbps and 40 Mbps "unlimited data" plans in Gujarat

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



Performance KPIs



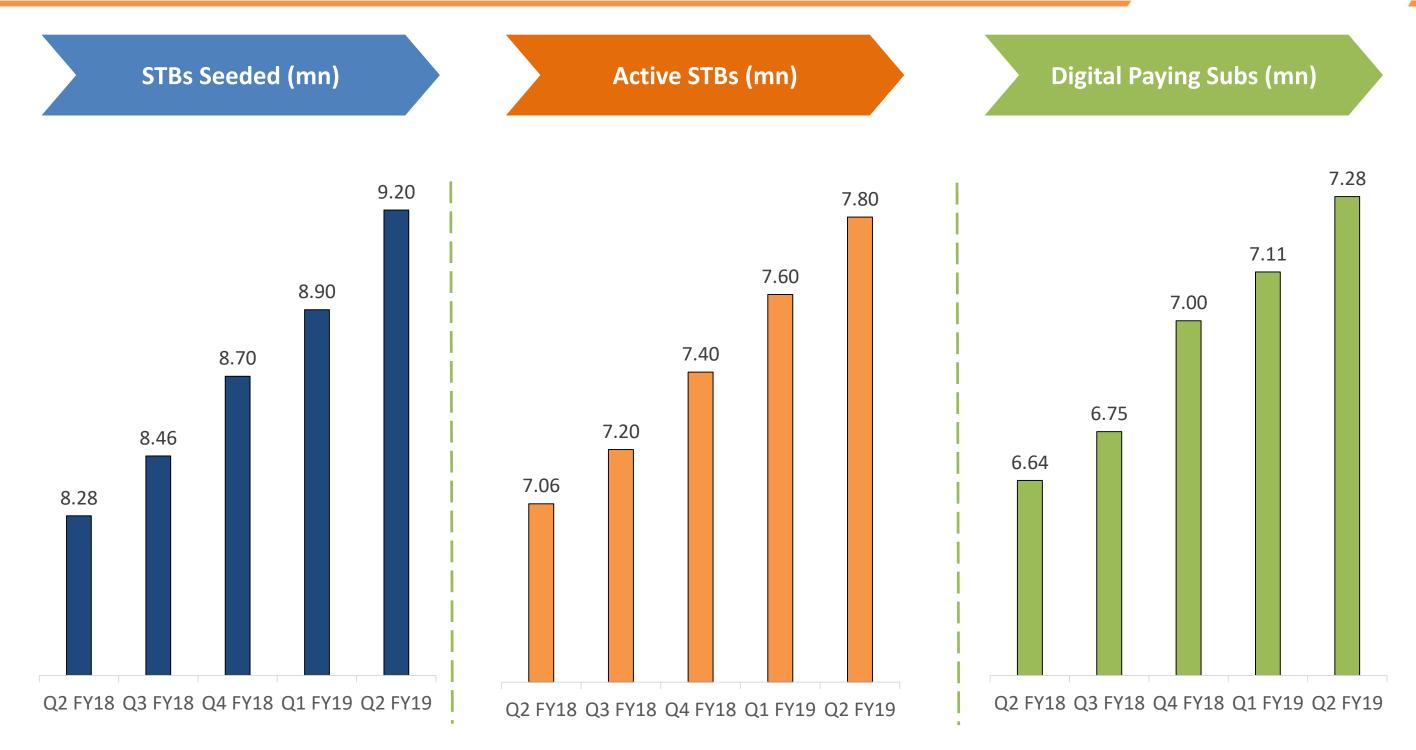


- ➤ Product with Dual Services, Broadband Services along with Cable Services, under single package
- Mass delivery through Business Partners' (LCOs) strong presence across Gujarat.
- ➤ Single Invoice for the consumer
- ➤ Consumer price ranges between ₹ 499 to ₹ 799 per month (net of taxes)
- > Plan to launch progressively in other states



KEY KPIs: CATV Business Quarter Wise: Consolidated*



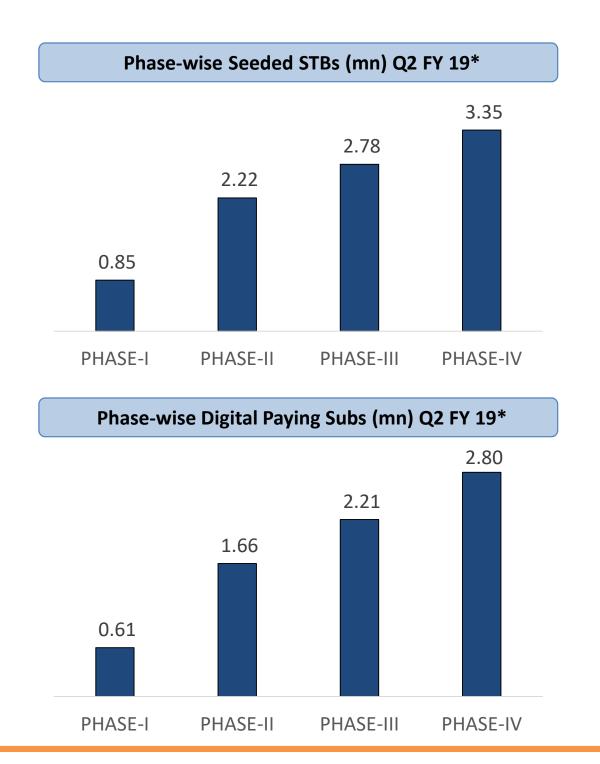


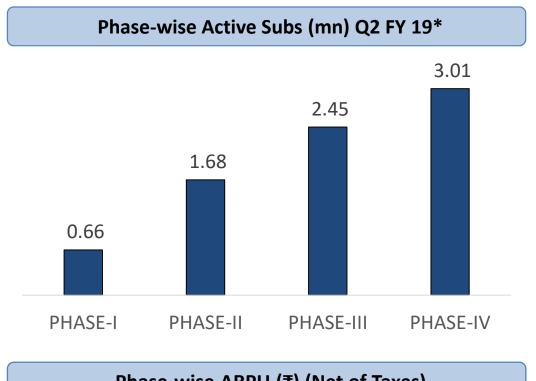


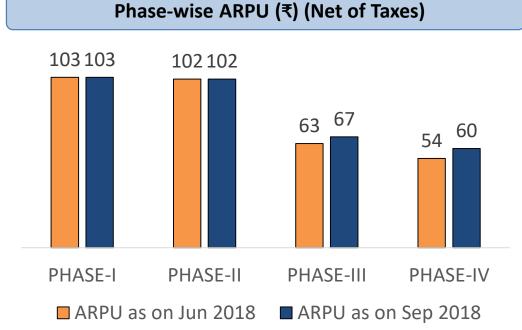


KEY KPIs: CATV Business Phase Wise: Consolidated*







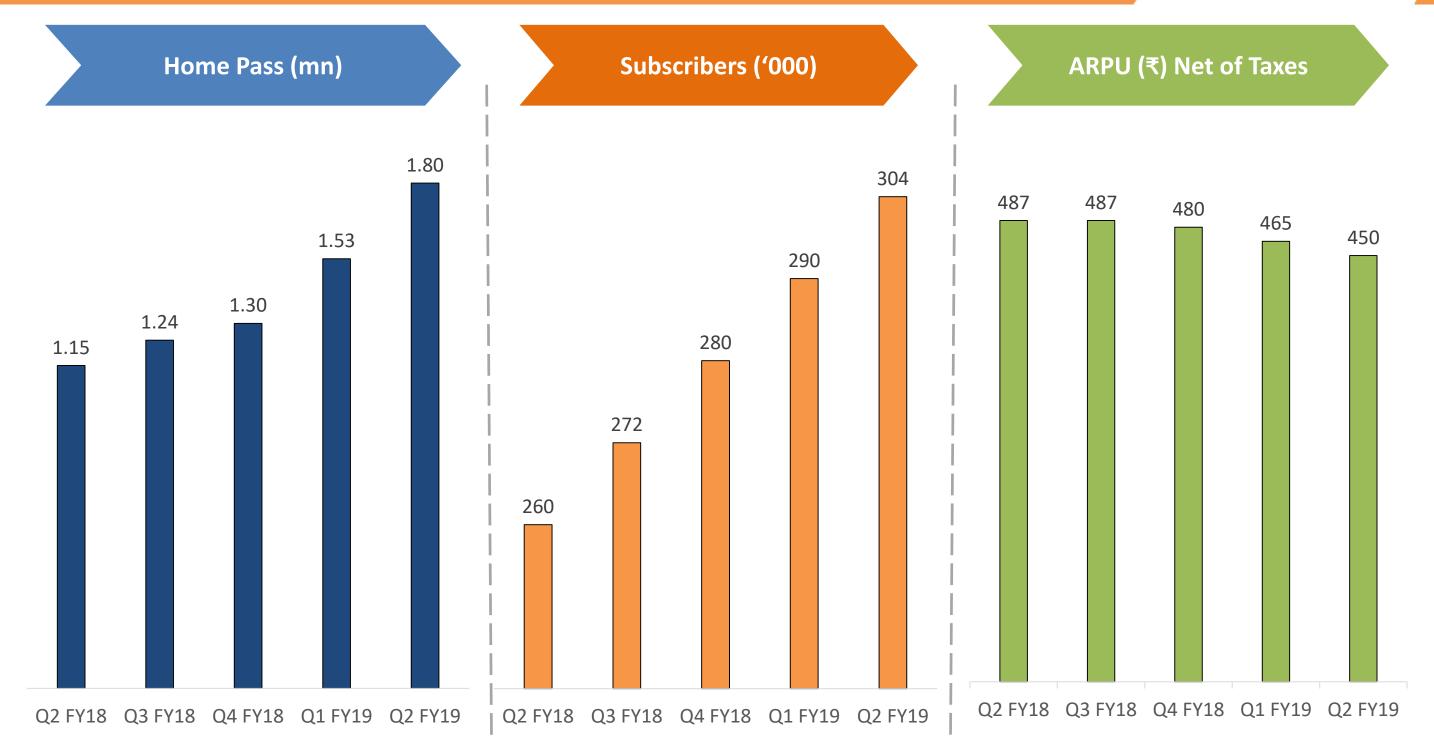






KEY KPIs: Broadband Business: Quarter Wise*













Highlights: Consolidated Financial Results Q2FY19*



1 Y-o-Y

Revenue up by 14%

EBITDA up by 12%

PAT of ₹ 154 mn

EBITDA Margin at 28.4%

2 H1-o-H1

Revenue up by 26%

EBITDA up by 16%



3 Q-o-Q



Revenue up by 5%

EBITDA up by 7%

4 Revenue



Subscription Revenue up by 22% Y-o-Y; up by 6% Q-o-Q Broadband Revenue up by 1% Y-o-Y; constant at Q-o-Q Placement Revenue up by 12% Y-o-Y; up by 9% Q-o-Q

5 Expenses



Total Expenses up by 14% Y-o-Y; 4% Q-o-Q

Other OPEX down by 21% Y-o-Y; 5% Q-o-Q

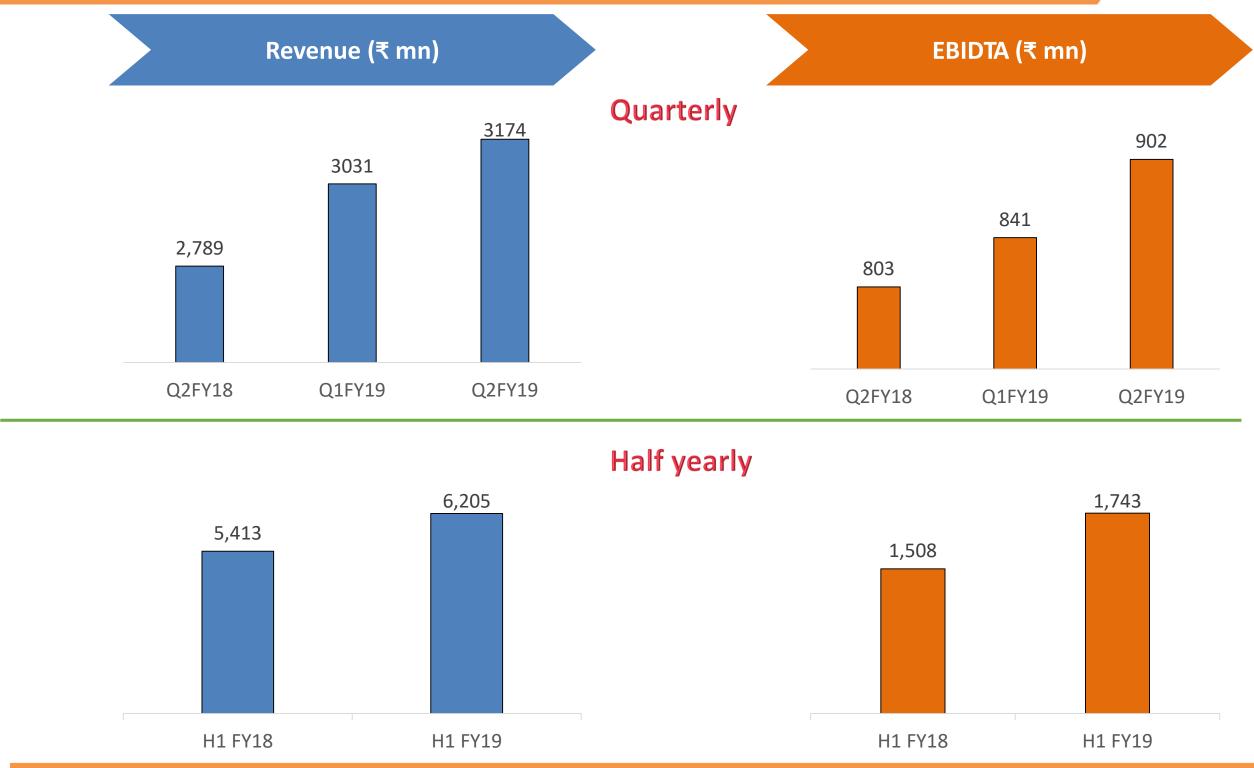
Finance Cost up by 69% Y-o-Y; 11% Q-o-Q due to higher foreign exchange loss in Q2 FY19





Trend: Consolidated Financial Performance*



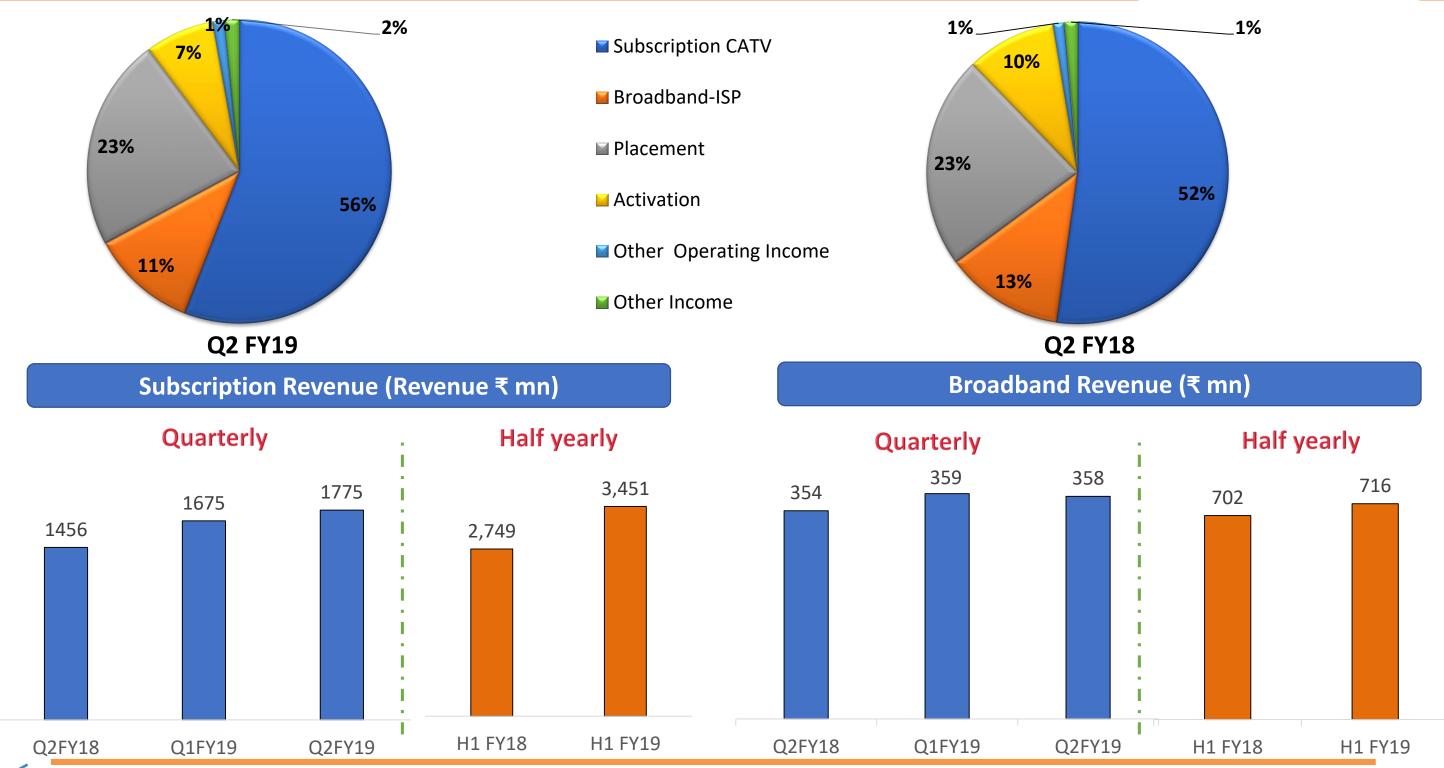


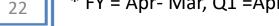




Consolidated Financial Performance Q2FY19*



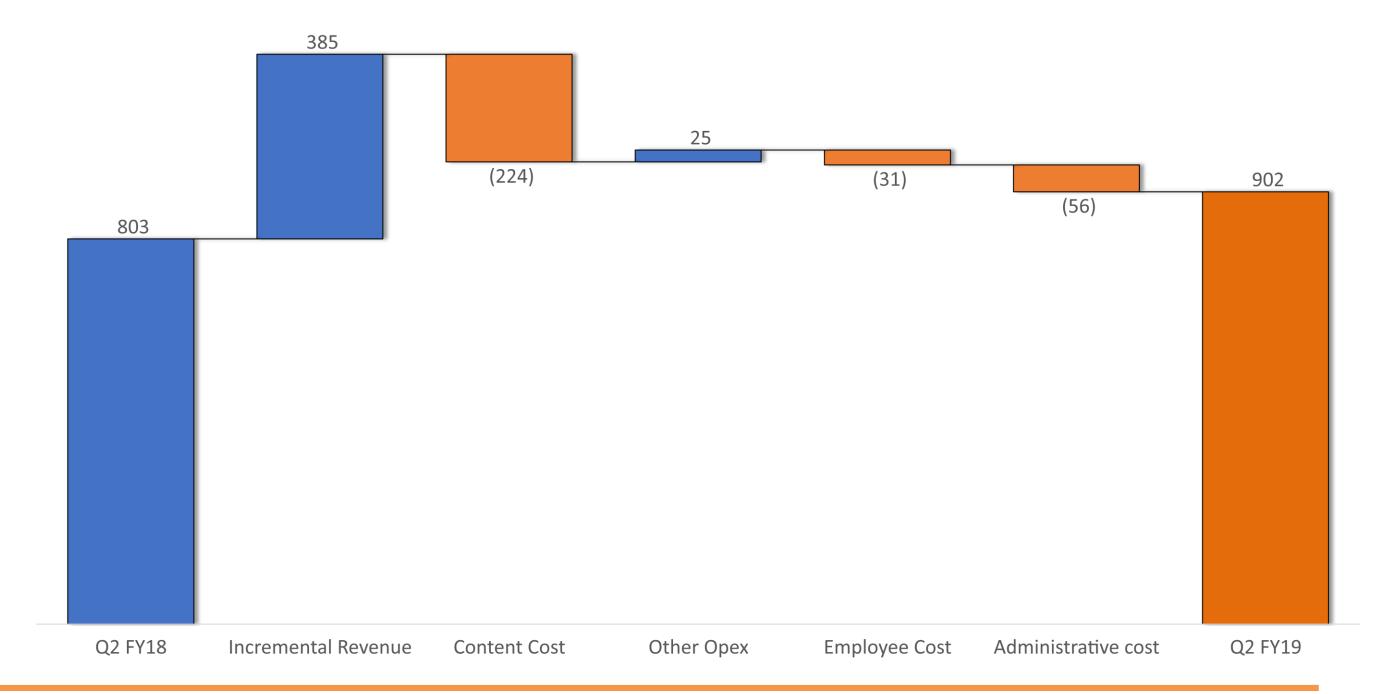






Consolidated EBITDA Bridge: Q2FY19 vs Q2FY18*









Consolidated Financials Q2 FY 19 (IND AS)*



			Quarterly			Н	alf Yearly		Yearly
Particulars (₹ mn)	Q2 FY19	Q1 FY19	Q-O-Q %	Q2 FY18	Y-O-Y %	H1 FY19	H1 FY18	H1-O-H1 %	FY'18
Revenue									
Subscription CATV	1 <i>,</i> 775	1,675	6%	1,456	22%	3,451	2,749	26%	5,799
Broadband-ISP	358	359	0%	354	1%	716	702	2%	1,425
Placement	717	661	9%	638	12%	1,378	1,263	9%	2,566
Activation	234	232	1%	268	-13%	466	508	-8%	939
Other Operating Income	41	38	7%	33	22%	79	100	-21%	183
Other Income	50	66	-25%	39	26%	116	91	27%	221
Total Income	3174	3031	5%	2789	14%	6205	5413	15%	11134
Expenditure									
Pay Channel Cost	1,323	1,264	5%	1,099	20%	2,588	2,173	19%	4,406
Bandwidth Expense	100	100	1%	96	4%	200	217	-8%	434
Employee Cost	358	353	1%	327	10%	711	625	14%	1,261
Other Operating Expense	110	115	-5%	138	-21%	225	272	-17%	474
Administrative expense	381	357	7%	325	17%	739	619	19%	1,414
Total Expenditure	2272	2190	4%	1986	14%	4462	3905	14%	7989
EBITDA	902	841	7%	803	12%	1743	1508	16%	3144
EBITDA %	28.4%	27.8%	0.6%	28.8%	-0.4%	28.1%	27.9%	0.2%	28.2%
Depreciation/Amortization	496	476	4%	456	9%	971	850	14%	1,711
Finance cost	179	161	11%	106	69%	340	209	63%	393
Profit before Tax & Exceptional item	227	204	11%	241	-6%	431	450	-4%	1040
Less: Exceptional Items	-	-		42		-	42		42
Add(Less): share of Profit/(Loss) of Associate	(1)	(4)		(1)		(4)	(5)		(20)
PBT	226	201	13%	197	15%	427	403	6%	978
Tax	66	75		73		141	151		414
PAT before Other Comprehensive Income	160	126	27%	125	29%	286	251	14%	564
(Add)Less: share of (Profit)/Loss of NCI	(14)	8		(5)		(6)	27		47
Add/(Less) Comprehensive Income	8	(1)		1		7	1		3
PAT	154	133	16%	120	28%	287	279	3%	614



Consolidated Financials Q2 FY 19 (IND AS)*



ASSETS (₹ mn)	As on 31st	As on 31st	As on 31st
Non-Current Assets	Sep 2018	Mar 2018	March 2017
	12.602	12.496	11 125
Fixed Assets	12,693	12,486	11,135
Financial Assets	422	100	104
Investments	133	109	104
Other Financial Assets	213	258	118
Deferred Tax assets	887	752	447
Other non-current Assets	189	239	290
Total Non-Current Assets	14,115	13,844	12,094
Current Assets Inventories			
Financial Assets			
Trade Receivables	4,044	3,262	2,968
Cash and cash equivalents	981	1,320	1,078
Other Financials Assets	264	236	99
Current Tax Assets (Net)	116	27	266
Other Current Assets	485	496	712
Assets classified as held for sale			
Total Current Assets	5,890	5,342	5,123
Total Assets	20,006	19,185	17,217
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LIABILITIES (₹ mn)	As on 31st	As on 31st	As on 31st
	Sep 2018	March 2018	March 2017
Equity			
Equity Share Capital	1,125	1,125	983
Other Equity	5,929	5,755	3,174
Total Equity	7,054	6,880	4,157
Non-Current Liabilities			
Financial Liabilities			
Borrowings	1,341	1,103	2,346
Other Financial Liabilities	-	1	0
Deferred Tax Liabilities	201	170	124
Other Non-Current Liabilities	1,608	1,844	1,900
Total Non-Current Liabilities	3,150	3,117	4,370
Current Liabilities			
Financial Liabilities			
Borrowings	1,669	1,871	2,464
Trade Payables	2,504	1,959	1,371
Other Financial Liabilities	1,969	1,935	1,518
Provisions and other current liabilities	3,540	3,218	3,146
Current Tax liability(Net)	120	206	191
Libilites associted with assets held for sale			
Total Current Liabilities	9,802	9,189	8,690
Total Liabilities	20,006	19,185	17,217

Previous year's/period's figures have been regrouped / rearranged wherever necessary to conform to the figures of the current period





Break-up of Finance Cost: Consolidated*



Finance Cost (₹ mn)	Q2 FY19	Q1 FY19	Q2 FY18
Interest Expense	85	63	95
Loss On Foreign Currency	94	99	11
Total	179	161	106









Highlights: Standalone Financial Results Q2FY19*



1 Y-o-Y

7

Revenue up by 12%

EBITDA Margin at 28%

EBITDA of ₹ 571 mn

PAT of ₹ 102 mn

² H1-o-H1



Revenue up by 12%

EBITDA of ₹ 1,142 mn; Margin at 28.2%



3 Q-o-Q



Revenue up by 3%

EBITDA constant at ₹ 571 mn

4 Revenue



Subscription Revenue up by 14% Y-o-Y; up by 1% Q-o-Q Placement Revenue up by 12% Y-o-Y; up by 8% Q-o-Q

5 Expenses



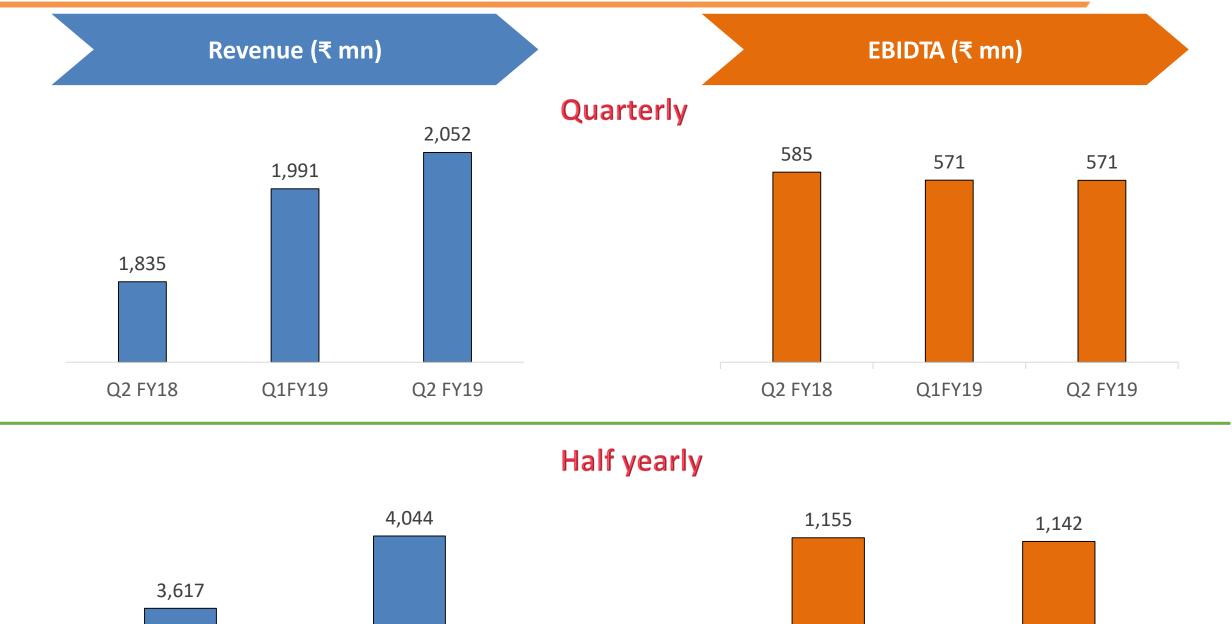
Total Expenses up by 19% Y-o-Y; 4% Q-o-Q
Other OPEX down by 3% Y-o-Y; 2% Q-o-Q
Finance Cost up by 70% Y-o-Y; down by 1% Q-o-Q





Trend: Standalone Financial Performance





H1 FY18

H1 FY19



H1 FY18



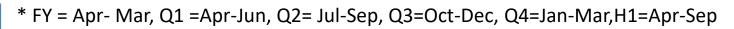
H1 FY19

Standalone Financials Q2 FY 19 (IND AS)*



	Quarterly				Half Yearly			Annual	
Particulars (₹ mn)	Q2 FY 19	Q1 FY 19	Q-o-Q %	Q2 FY18	Y-o-Y %	H1FY19	H1FY18	H1-o-H1 %	FY'18
Revenue									
Subscription CATV	1,140	1,128	1%	1,001	14%	2,268	1,903	19%	4,020
Placement	659	608	8%	588	12%	1,267	1,166	9%	2,351
Activation	164	166	-1%	175	-6%	330	351	-6%	709
Other Operating Income	57	53	7%	47	21%	110	134	-18%	309
Other Income	32	36	-10%	25	29%	68	63	9%	168
Total Income	2,052	1,991	3%	1,835	12%	4,044	3,617	12%	7,557
Expenditure									
Pay Channel Cost	951	931	2%	809	17%	1,881	1,607	17%	3,259
Bandwidth Expense	32	31	3%	26	21%	63	64	-1%	138
Employee Cost	142	144	-1%	134	6%	287	250	15%	509
Other Operating Expense	110	112	-2%	113	-3%	222	200	11%	443
Administrative expense	247	202	22%	167	48%	449	342	32%	864
Total Expenditure	1,482	1,420	4%	1,250	19%	2,902	2,461	18%	5,212
EBITDA	571	571	-0.1%	585	-2.48%	1,142	1,155	-1.20%	2,345
EBITDA %	27.8%	28.7%	-0.9%	31.9%	-4.1%	28.2%	31.9%	-3.7%	31.0%
Depreciation/Amortization	294	290	1%	266	10%	584	527	11%	1,095
Finance cost	134	135	-1%	79	70%	269	164	65%	313
Profit before Tax & Exceptional item	143	145	-2%	240	-40%	288	465	-38%	937
Exceptional item	-	-		42		-	42		42
PBT	143	145	-2%	198	-28%	288	422	-32%	895
Tax	46	50		80		96	156		304
PAT before Other Comprehensive Income	96	96	1%	118	-18%	192	266	-28%	591
Add/(Less) Other Comprehensive Income	5	(1)		1		4	1		(3)
PAT	102	95	7%	119	-14%	196	267	-26%	

³⁰





Standalone Financials Q2 FY 19 (IND AS)*



ASSETS (₹ mn)	As on 30th Sep 2018	As on 30th Sep 2017	As on 31st March 2018	As on 31st March 2017
Non-Current Assets				
Fixed Assets	6,158	6,279	6,339	6,212
Financial Assets				-
Investments	2,078	1,797	1,927	1,553
Other Financial Assets	66	80	65	34
Deferred Tax assets	515	97	441	216
Other non-current Assets	168	164	194	275
Total Non-Current Assets	8,985	8,417	8,965	8,289
Current Assets Inventories				-
Financial Assets				
Trade Receivables	3,853	3,867	3,247	3,013
Cash and cash equivalents	717	745	1,086	848
Other Financials Assets	461	501	379	98
Current Tax Assets (Net)	80	166	21	236
Other Current Assets	273	483	215	380
Assets classified as held for sale				-
Total Current Assets	5,383	5,762	4,948	4,575
Total Assets	14,369	14,179	13,914	12,864

LIABILITIES (₹ mn)	As on 30th Sep 2018	As on 30th Sep 2017	As on 31st March 2018	As on 31st March 2017
Equity	·	·		
Equity Share Capital	1,125	1,125	1,125	983
Other Equity	5,563	5,188	5,502	2,931
Total Equity	6,688	6,313	6,627	3,915
Non-Current Liabilities				
Financial Liabilities				
Borrowings	943	1,924	573	2,014
Other Financial Liabilities	-	0	-	-
Deferred Tax Liabilities	-	-	-	-
Other Non-Current Liabilities	1,056	1,424	1,245	1,450
Total Non-Current Liabilities	1,999	3,348	1,818	3,464
Current Liabilities				
Financial Liabilities				
Borrowings	1,530	695	1,705	2,118
Trade Payables	1,912	952	1,490	730
Other Financial Liabilities	814	133	899	1,183
Provisions and other current liabilities	1,400	2,721	1,236	1,330
Current Tax liability(Net)	25	16	140	124
Libilites associted with assets held for sale				
Total Current Liabilities	5,682	4,518	5,469	5,486
Total Liabilities	14,369	14,179	13,914	12,864

Previous year's/period's figures have been regrouped / rearranged wherever necessary to conform to the figures of the current period





Break-up Of Finance Cost: Standalone



Finance Cost (₹ mn)	Q2 FY19	Q1 FY19	Q2 FY18
Interest Expense	61	48	72
Loss On Foreign Currency	73	87	7
Total	134	135	79





Safe Harbor



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Investor Conference Call Details





is pleased to invite you to the

Q2FY19 & H1FY19 Results Conference Call

of

GTPL Hathway Limited

Represented by

Mr. Aniruddhasinhji Jadeja - Promotor and MD

Mr. Rajan Gupta - Chairman and non-executive director

Mr. Piyush Pankaj - Chief Strategy & Investor Relation Officer

on

Friday, November 16, 2018 16:00 hrs India Time

Call-in Numbers

Universal Access Number [Toll]: (+91 22) 6280 1144 / 7115 8045

Local Access Number: 7045671221

Available all over India

International Toll Free numbers

USA : 18667462133 UK : 08081011573 Singapore : 8001012045 Hong Kong : 800964448

International Toll numbers

USA : 13233868721 UK : 442034785524 Singapore : 6531575746 Hong Kong : 85230186877

Call co-ordinator

Mr. Vikash Mantri, Phone: +91 22 6637 7161, e-mail: vikash.mantri@icicisecurities.com

For any clarification, please contact:

Ms. Firohzi Dumasia, Phone: +91 22 6637 7331, e-mail: firohzi.dumasia@icicisecurities.com







Mr. Piyush Pankaj Chief Strategy Officer Email: piyush.pankaj@gtpl.net

DICKENSON

Mr. Ravindra Bhandari/Mr. Mitul Bhagat

IR Consultant

Contact: 92836 14197 / 87678 77559

Email: Ravindra.bhandari@dickensonir.com

Mitul.bhagat@dickensonir.com

