

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.

Phone : 079-256264707/70/78, 079-30280340/41 Fax : 079-25626477, 30280335



Date: May 26, 2018

To:

The Manager, Listing Compliance Department, National Stock Exchange of India Ltd Exchange Plaza, BandraKurla Complex Bandra (East), Mumbai - 400051	Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001
NSE Trading Symbol: GTPL	Scrip Code: 540602

Subject: Investor presentation on Audited Standalone and Consolidated financial results of the Company for the quarter and year ended March 31, 2018, of GTPL Hathway Limited ("the Company").

Dear Sir/Madam,

Please find enclosed a copy of investor presentation titled "Investor Update on Financial Results FY 2018 Annual and Q4 FY2018" 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
TARUN KUMAR
COMPANY SECRETARY
MEMBERSHIP NUMBER: F9256
26/05/2018

Enclosed: Aforesaid.

GTPPL Hathway Limited



Investor Update

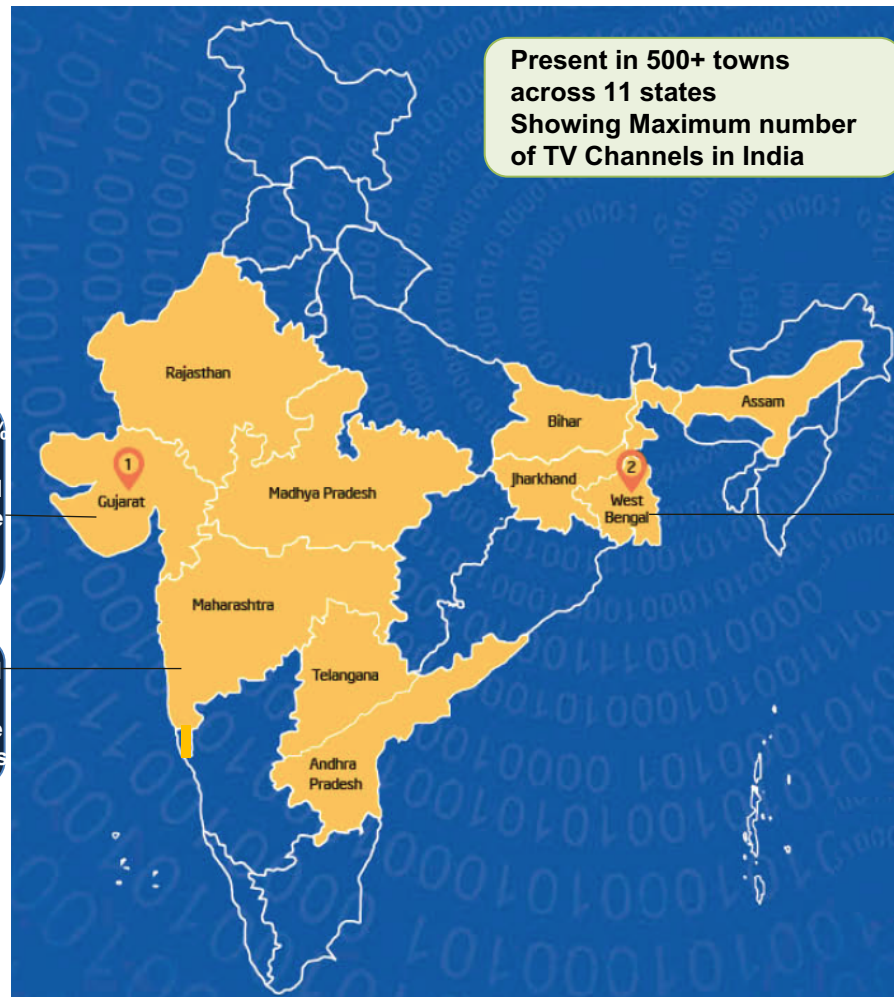
on Financial Results FY 2018 Annual and Q4 FY2018

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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



KEY HIGHLIGHTS (as of 31st-March-2018)

Total Set-Top Boxes Seeded	8.70mn
Active Digital Subscribers	7.40mn
Broadband Homes Passed	1.30mn
Total Broadband Subscribers	0.28mn

Key Consolidated Financials (IND AS) (INR MN)

	FY18	FY 17
REVENUE	11134	9417
EBIDTA	3144	2404
PAT	614	400

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
- 1.30 mn Broadband Home Pass – Mainly in Gujarat
- Maximum Number of TV Channels in India

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

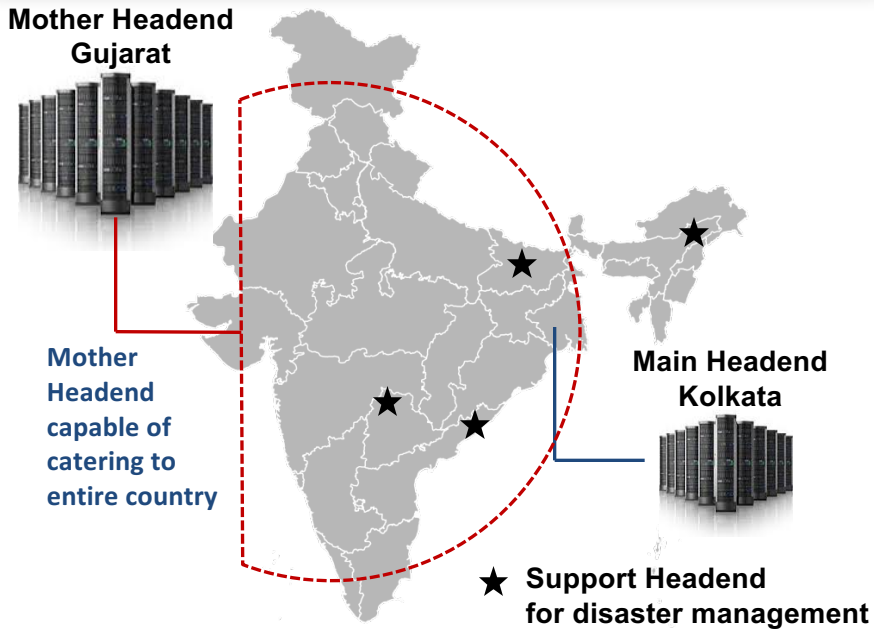
- 20000+ LCO's as Partner
- Bottom-up company – Transparency in its approach
- Treats LCO as Business Partner

4 High Quality Technology and Infrastructure

- Partnered with Leading Technology Provider
- Deployed next-generation video headend system from Harmonic Inc., USA
- Deploying GPON Technology for High Speed Broadband

Advanced technology and equipment provided by leading technology vendors

Well positioned to expand reach into different geographies



Optic Fibre Cable Network



- ✓ Owned: 12000+ KMs
- ✓ Underground: 1000+ KMs
- ✓ Leased: 5000+ KMs

GPON Technology



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

KEY TECHNOLOGY PARTNERS

CISCO	Harmonic	ZTE	Changhong (Hong Kong)	Sterlite Technologies
Nagravision SA	NOKIA	Magnaquest Technologies Ltd	Tele System	Shenzhen Skyworth



Experienced Management Team with Strong Track Record

Aniruddhasinhji Jadeja, Promoter and MD	Zealous entrepreneur; started with cable operations in 90s and shaped GTPPL in 2006; has many accomplishments to his credit; has won numerous industry/social awards.
Sumit Bose Head - Video business and Content Management	Exec. MBA (ISB, Hyd); 28 years of experience across consumer durable, cable (analogue / digital) and broadcast enterprises including Godrej, ESPN-Star and Siticable.
Hetal Shah, Head - Broadband (Enterprise), IT, NOC	Computer Engineer; has had association with You Broadband, Tata Teleservices & Sterlite Tech (Elitecore) and other companies over 24 years; largely in Techno-commercial roles
Neeraj Agrawal Head Broadband (Broadband Retail Sales & Retention business)	MBA from Devi Ahilya Vishwavidyalaya University; 22 years of experience in managing diverse telecom products (both GSM & CDMA), largely in Reliance Communications
Piyush Pankaj, Chief Corporate Affairs & Investor Relations Officer and Head – Revenue Intelligence	CFA and MBA with 19 years of experience in Media, Internet & Ecommerce; has worked in Astro Group (Malaysia) and Zee Group (India)
Jayanta Pani Chief Financial Officer & Head - Secretarial	CA and ICWA (Rank holder) with 23 years of experience in Finance & Accounts across different industries like FMCG, Synthetic, Tea, Leather etc.
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 over 24 years in HR & OD domains

Launch of GPON FTTH at Ahmedabad – “Sach Mein Unlimited”

- The Company upgraded network to **provide high-speed** broadband services in Ahmedabad City over GPON Fibre to the Home (FTTH) technology
- With the upgraded, reliable and consistent Fibre Network, the Company has launched “**Unlimited data**” services for retail home customers with **options of 40Mbps speed and 100Mbps speed.**

sach mein unlimited
@ 100 Mbps speed
ab jitna jee chahe internet for sabhi



GTPL
FIBRE BROADBAND

sach mein unlimited
@ 100 Mbps speed
ab dekho videos bina rukawat



GTPL
FIBRE BROADBAND

sach mein
unlimited

@ 100 Mbps speed
ab karo jee bhar ke download



📞 079-6140 9500

✉ inquiry@gtpl.net

GTPL
FIBRE BROADBAND

Gujarat's widest fibre to home network | ✉ inquiry@gtpl.net | 📞 079-6140 9500

Gujarat's widest fibre to home network | ✉ inquiry@gtpl.net | 📞 079-6140 9500



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



GTPPL Hathway Limited



2) KEY KPIs



DIGITAL HEADEND

- Deployed next-generation **video headend system Harmonic Inc., USA**
- Enable to offer up to **650 cable television (CATV) channels** and **50 OTT channels**,
- Support advanced features like graphic overlay and scroll insertion,

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.

GPON

GPON upgradation and Implementation:

- 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.

Turnaround the West Bengal CATV Operations from PAT Loss last Year to PAT Positive in FY 17-18

CATV Business: Entered New State of Goa

Consolidated our CATV Business positions in West Bengal, Gujarat, and Maharashtra Market by seeding 1.125 mn, 0.285 mn and 0.286mn boxes respectively

Awarded 2 prestigious 5 year contract for Broadband Provision from Gujarat government under Digital Initiative for INR 482 mn

Seeded 1.8 mn STB boxes during FY 2018; Q4 - 240 K STBs.

Added 1.42 mn CATV Digital Active Subs during FY 2018; Q4 - 200 K Subs.

Increased 2.07 mn CATV Digital Paying Subs during FY 2018; Q4 – 250k Subs.

Increased ARPU in Phase I, Phase II, Phase III and Phase IV by 3% , 7.37%, 14.81% and 26.82% respectively during FY 2018.

Increased ARPU in Phase II, Phase III and Phase IV by 6.25% , 1.64% and 1.96% respectively during Q4 FY 2018.

Gross Debt stands at INR 3282 mn as on 31st March 2018 in comparison to INR 3422 as on 31st December 2017, INR 3439 mn as on 30th September 2017 and INR 5499 mn in March 2017.

Net Debt stands at INR 1963 mn as on 31st March 2018 in comparison to INR 2581 mn as on 31st December 2017, INR 2441 mn as on 30th September 2017 and INR 4426 mn in March 2017.



Added 220 K new Home Pass in Broadband Business during FY 2018 ; Q4 – Added 60 K.

Increased 40 K new Broadband Subscriber during FY 2018 ; Q4 – Added 8 K.

Data Consumption per Customer Stands at 62GB/month as on March 2018 increasing from 38GB/month in March 2017

Launched GPON FTTH High-Speed broadband services of 100 Mbps and 40 Mbps “unlimited data” plans in Ahmedabad in Feb 2018

The launch was supported by Marketing Activity “Sach Mein Unlimited” across the service areas at Ahmedabad.

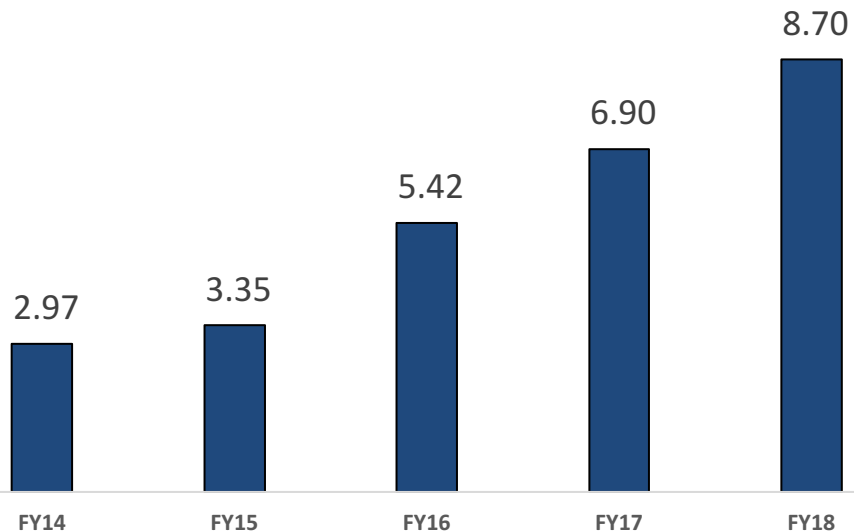
The price per month for 40 Mbps unlimited data is from INR 388-500 (net of taxes) and 100 Mbps unlimited data is in range of INR 706-762 (net of taxes)

Plan to launch progressively in other cities of Gujarat.

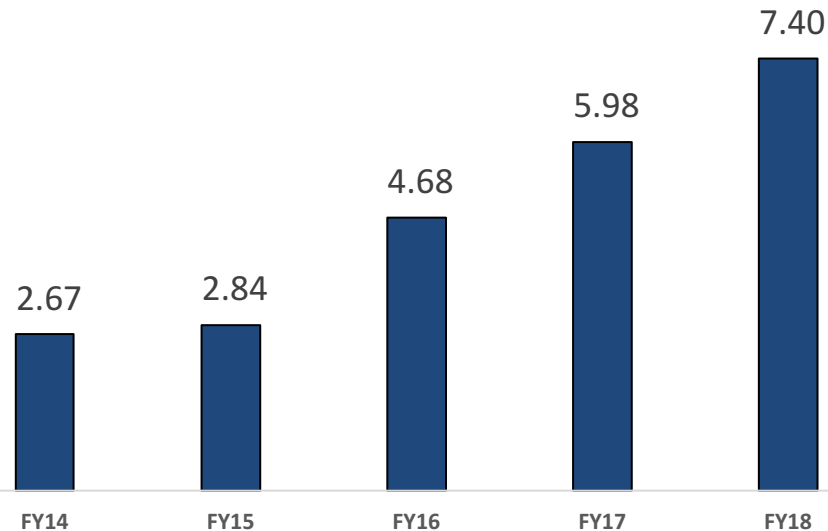


KEY KPIs – CATV Business – Financial Year Wise (Consolidated)*

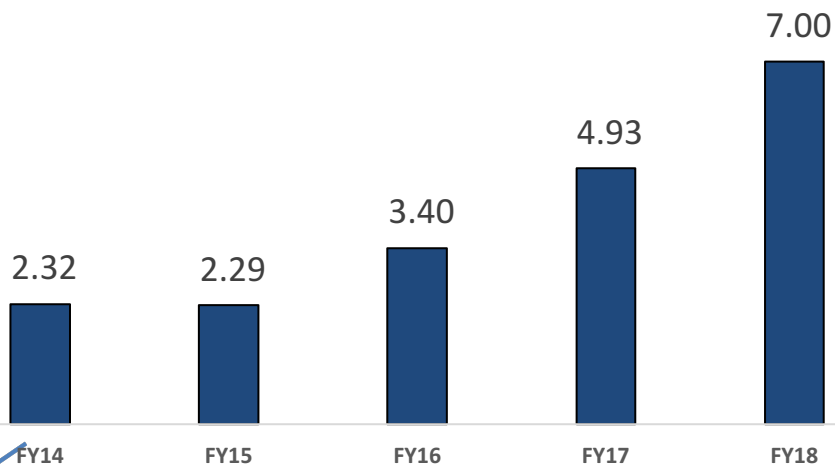
SEEDED BOX (MN)



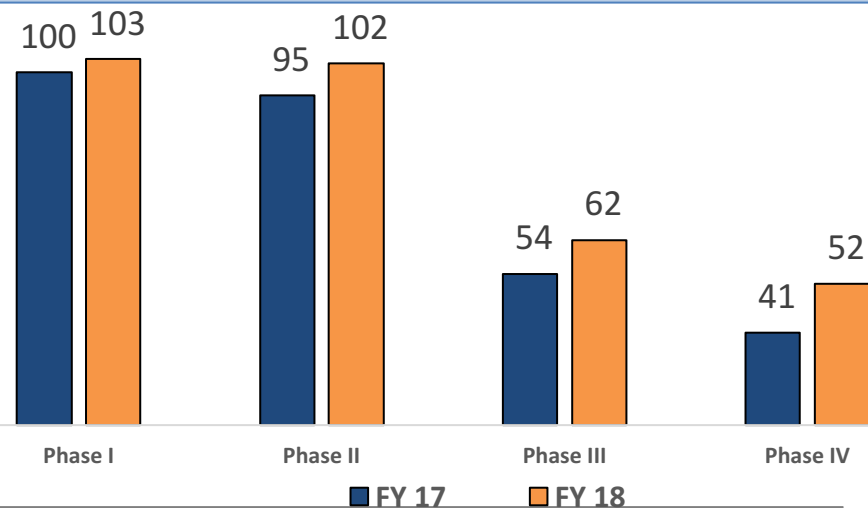
ACTIVE SUBS (MN)



DIGITAL PAYING SUBS (MN)



PHASE WISE ARPU (INR) (NET OF TAXES)



* As on end of period

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

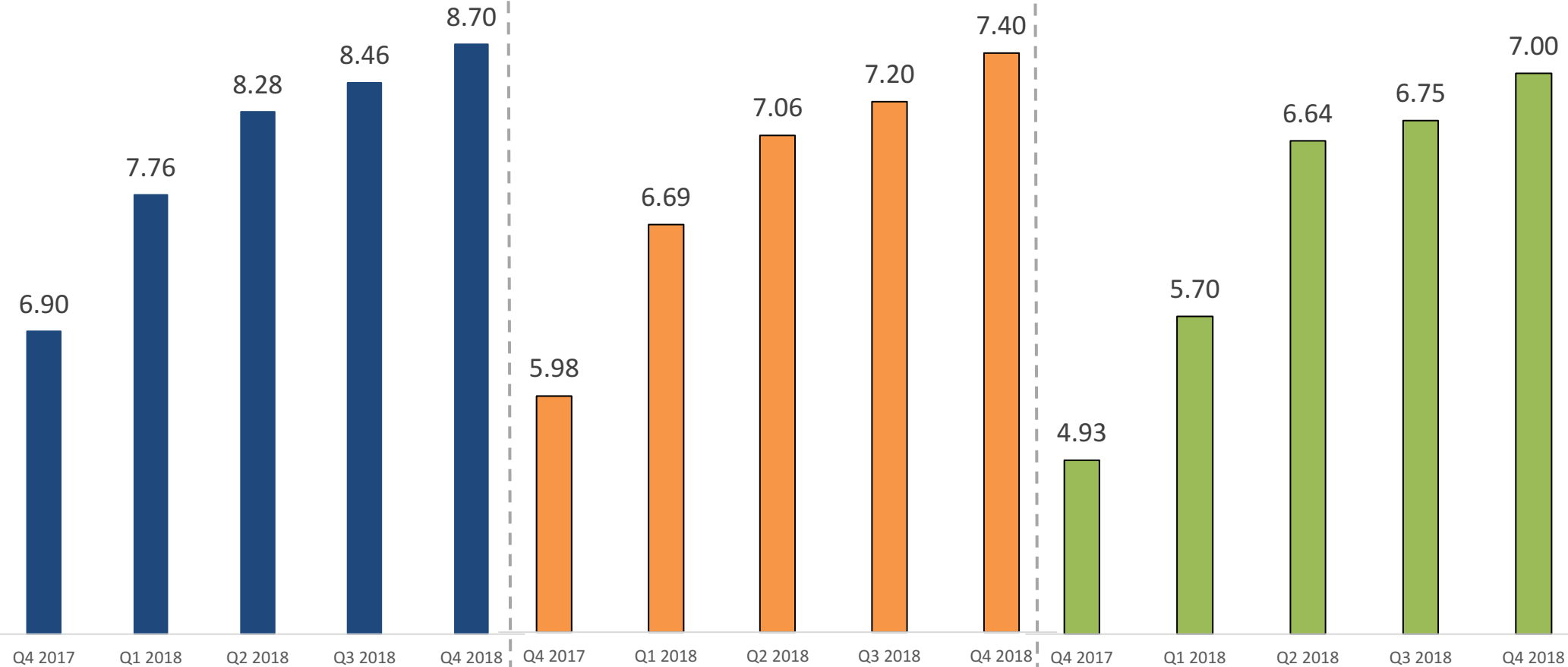


KEY KPIs – CATV Business - Quarter wise (Consolidated)*

STBs SEEDED (MN)

ACTIVE STBs (MN)

DIGITAL PAYING SUBS (MN)



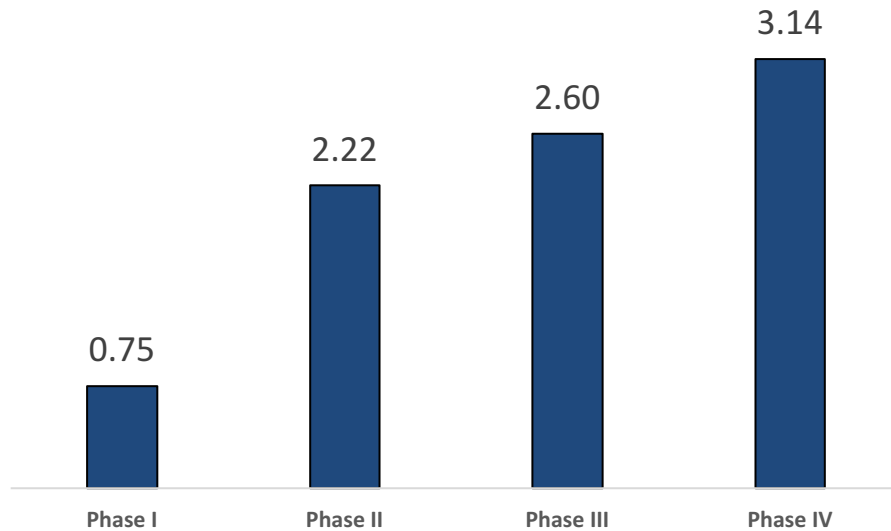
* As on end of period

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

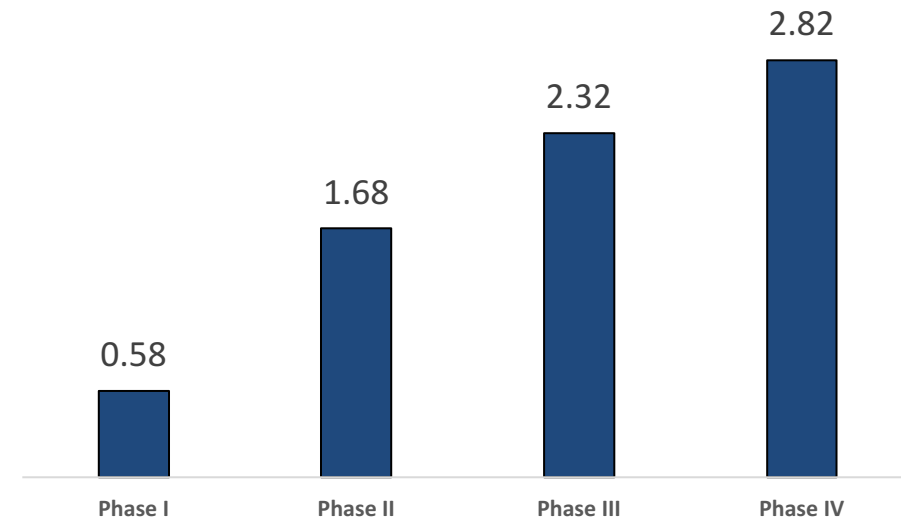


KEY KPIs – CATV Business Phase wise - (Consolidated)*

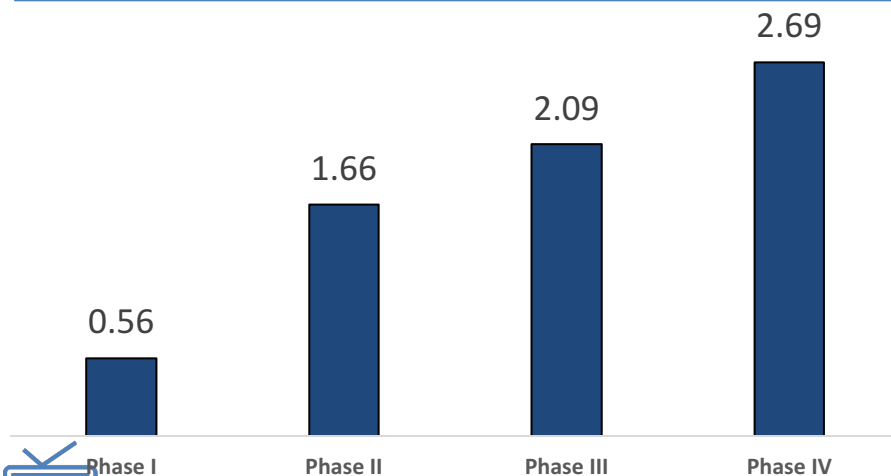
PHASE WISE SEEDED BOX (MN)– AS ON MAR 2018



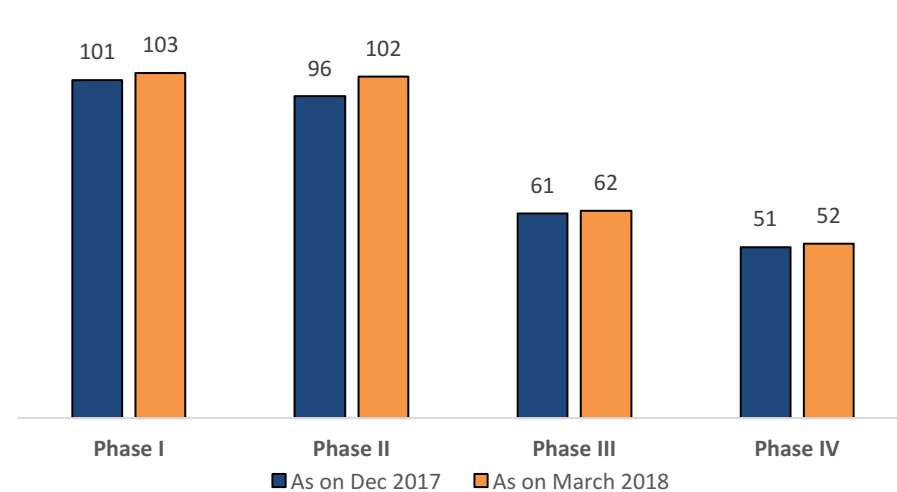
PHASE WISE ACTIVE SUBS (MN)– AS ON MAR 2018



PHASEWISE DIGITAL PAYING SUBS(MN)–AS ON MAR 2018



PHASE WISE ARPU (INR) (NET OF TAXES)



* As on end of period

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

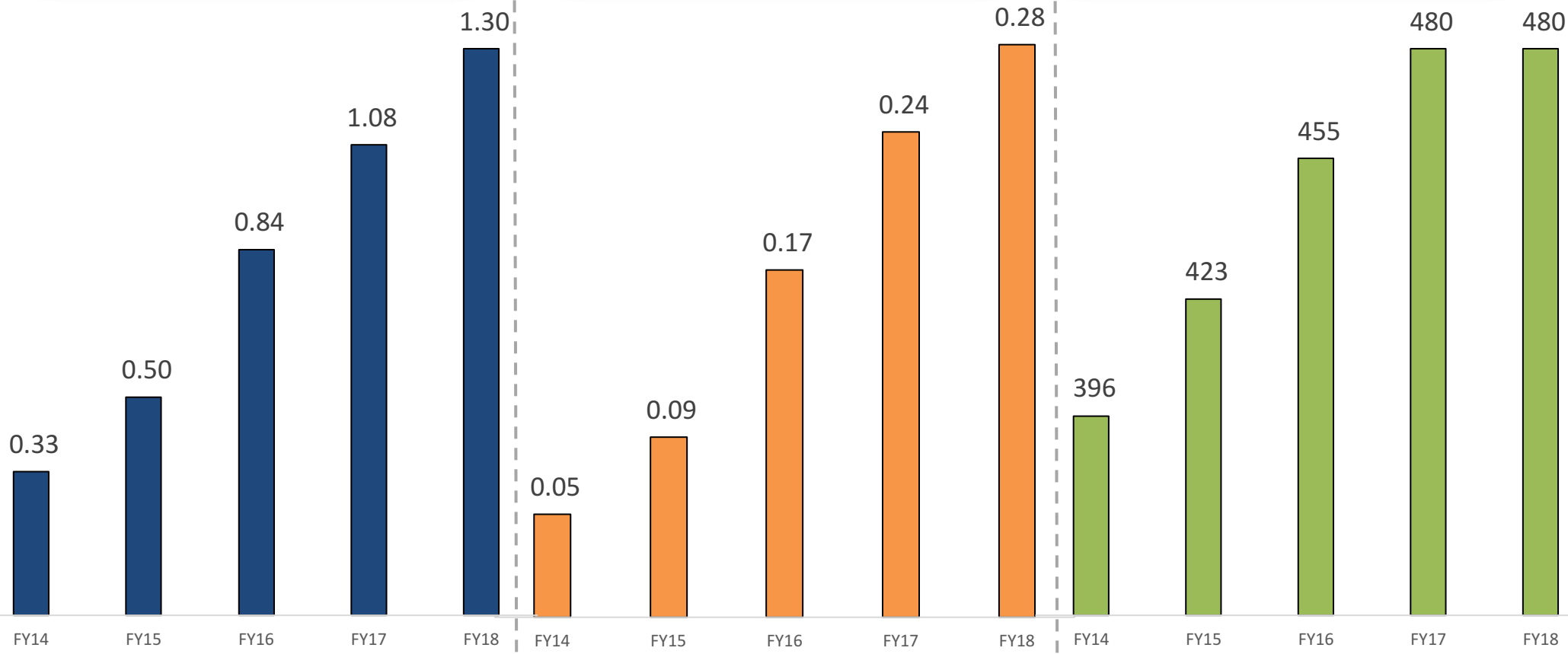


KEY KPIs – Broadband Business – Financial Year Wise*

HOME PASS (MN)

SUBSCRIBER (MN)

ARPU (INR) (NET OF TAXES)



* As on end of period
 * FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar

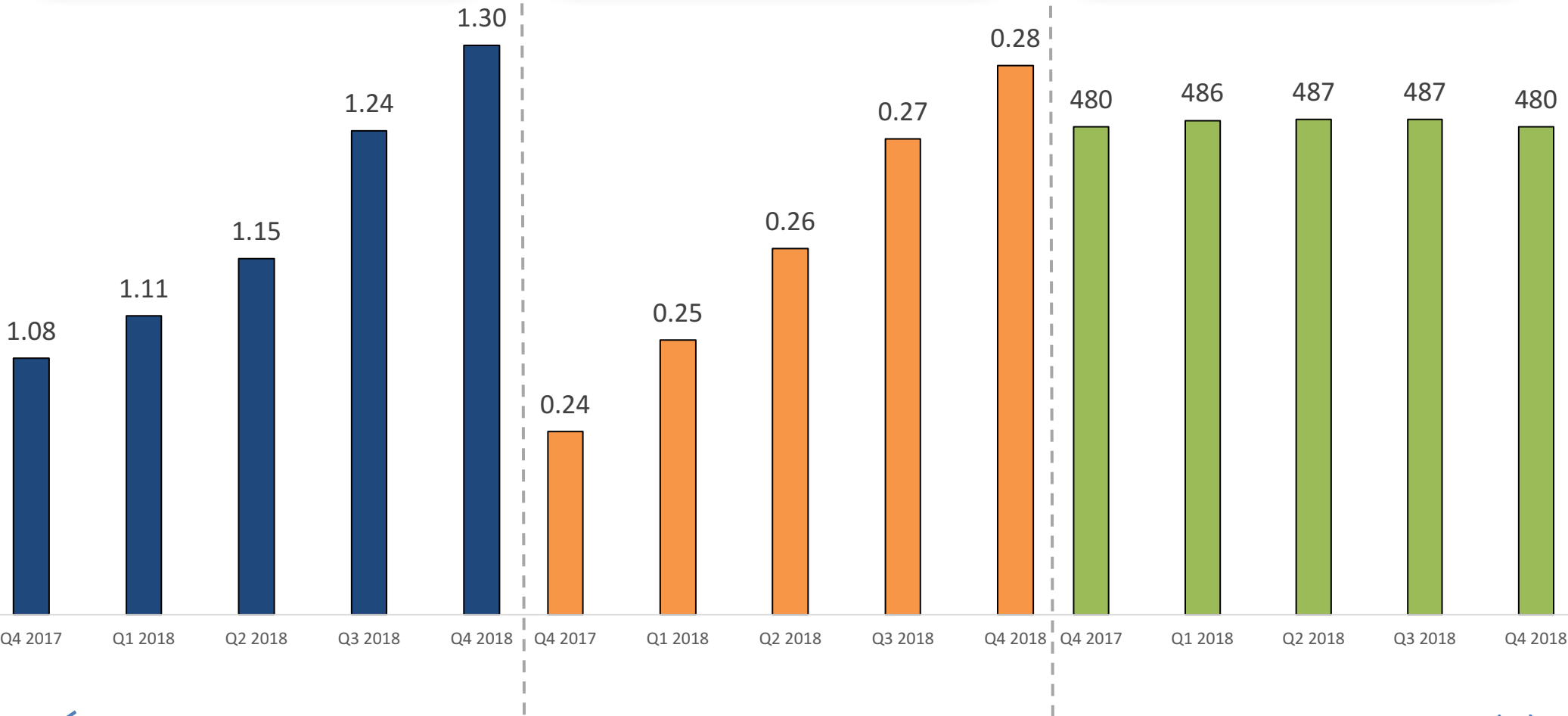


KEY KPIs – Broadband Business – Quarter Wise*

HOME PASS (MN)

SUBSCRIBER (MN)

ARPU (INR) (NET OF TAXES)



* As on end of period
 * FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



GTPL Hathway Limited



3) Financial Results- FY2018 Annual and Q4 FY2018

1 FY 18 FINANCIALS



Revenue up by 18%
EBITDA up by 31%
PAT up by 53%
EBITDA Margin at 28.2% ; increase of 270 basis points

2 REVENUE



Subscription Revenue up by 29%
Broadband Revenue up by 11%
Placement Revenue up by 8%
Activation Revenue up by 25%

3 EXPENSES



Total Expenses up by 14%
Finance Cost reduced by 32%

4 DIVIDEND

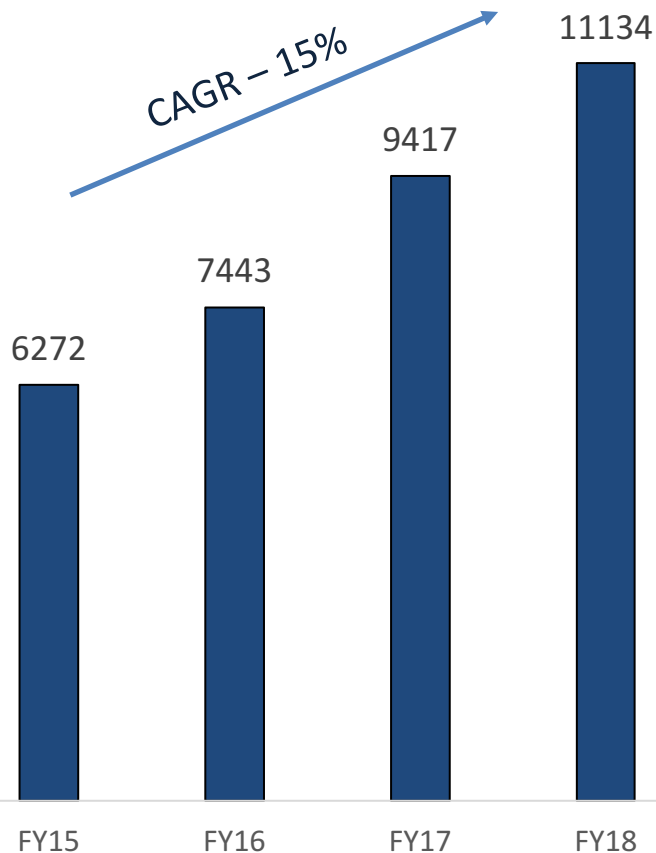


Board of Directors Recommends Dividend of INR 1 (10% of face value) per share

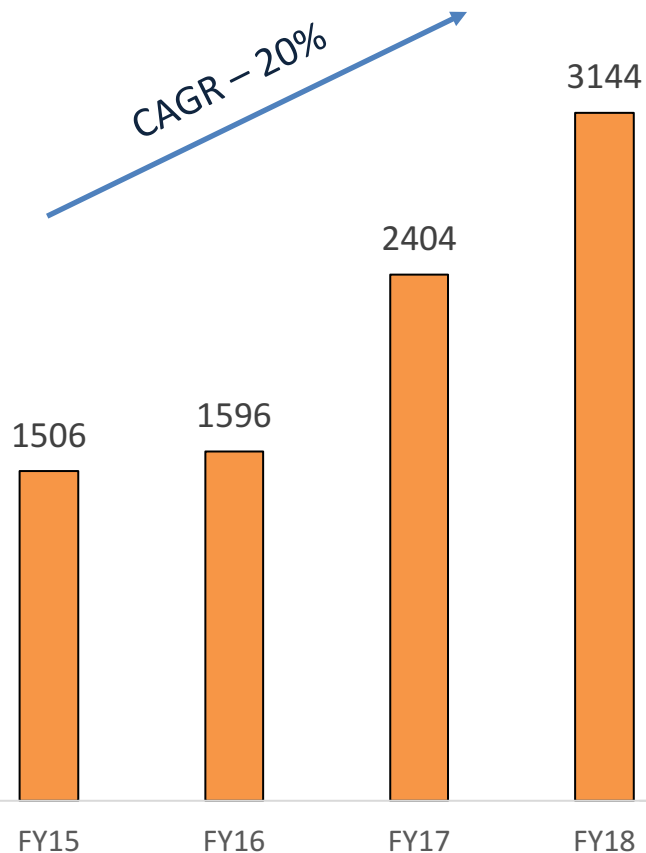


Consolidated Financial Results FY18 Annual (IND AS)- Trend

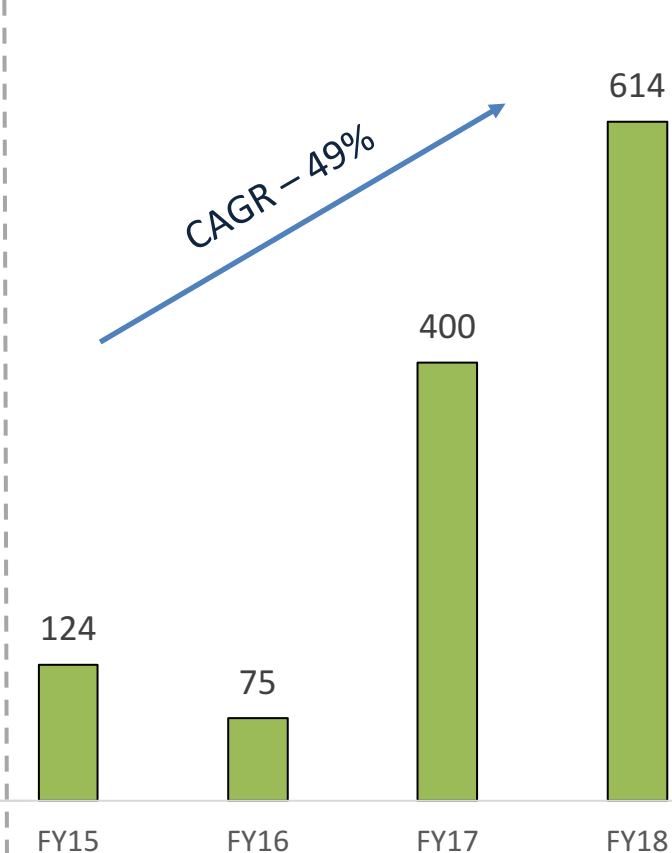
Total Revenue (INR mn)



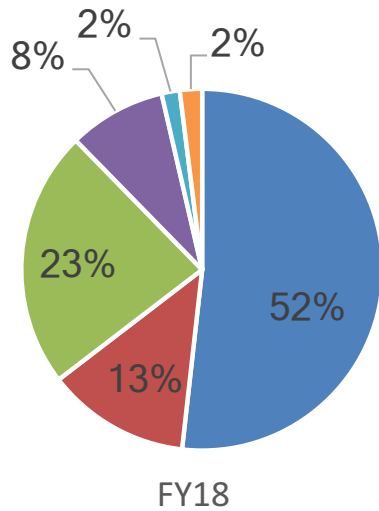
EBITDA (INR mn)



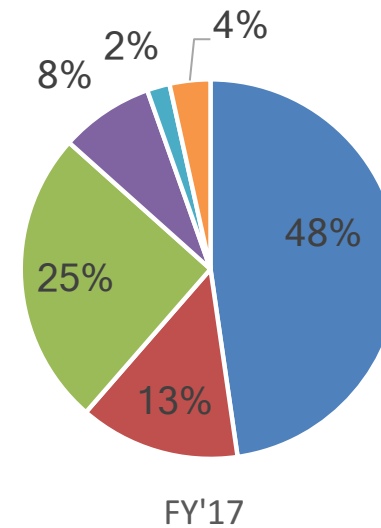
PAT (INR mn)



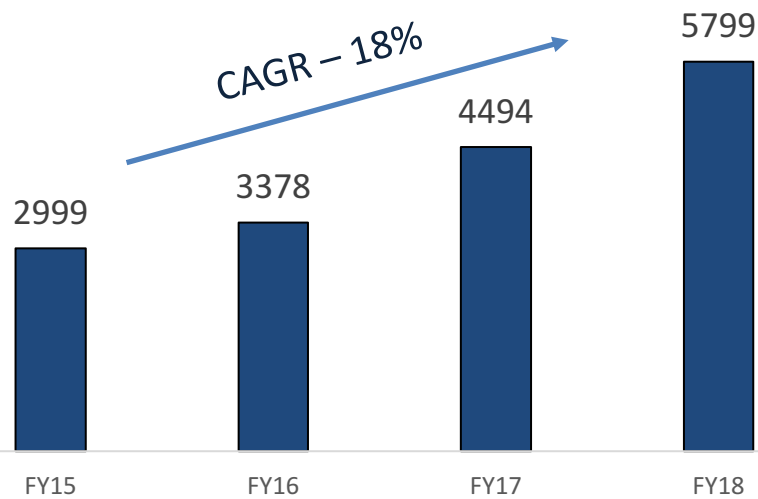
Consolidated Financial Performance FY 18 (IND AS)



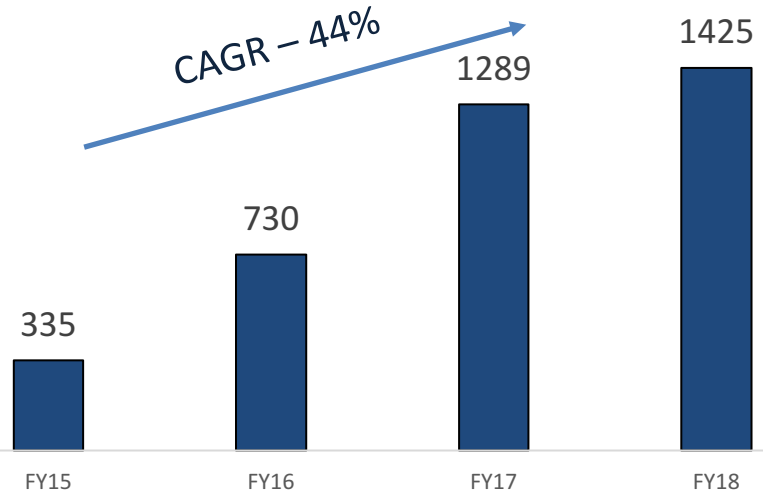
- Subscription CATV
- Broadband-ISP
- Placement
- Activation
- Other Operating Income
- Other Income



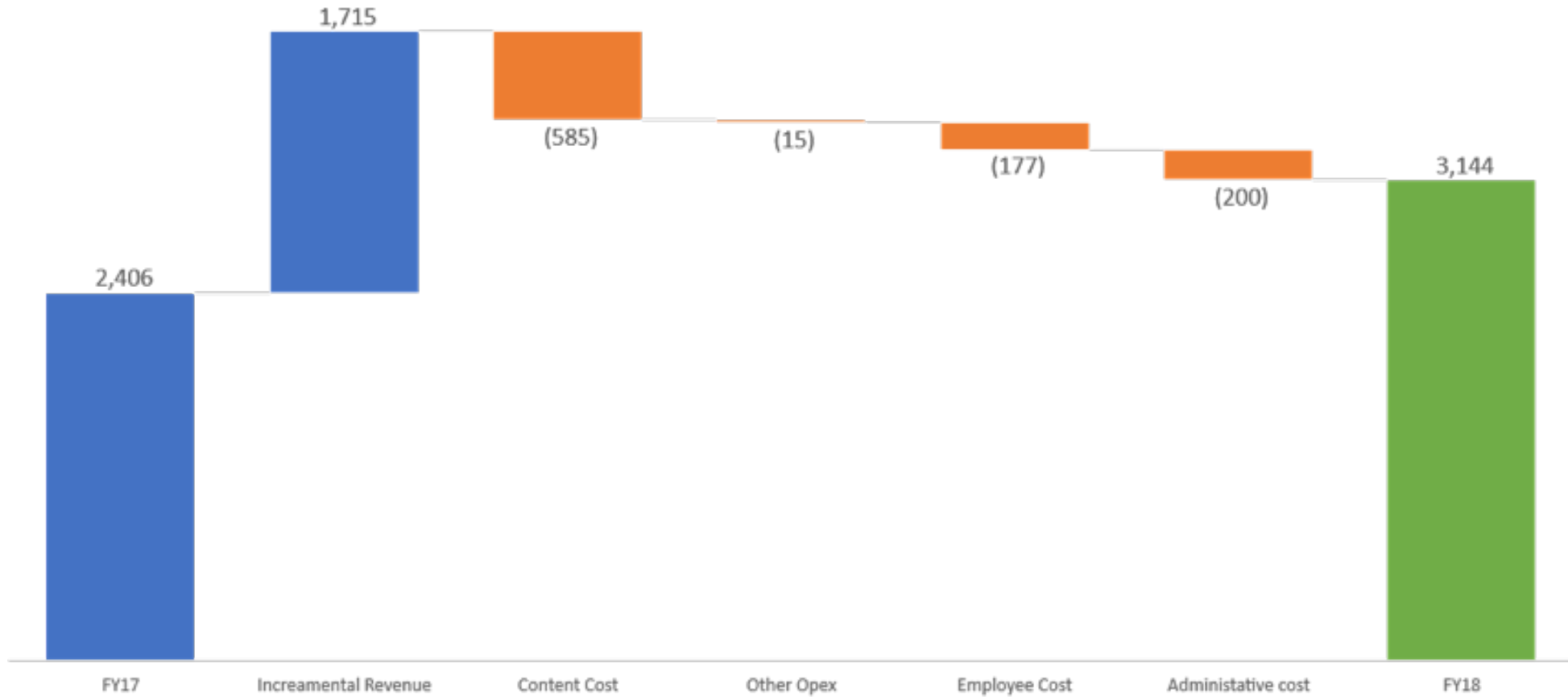
SUBSCRIPTION REVENUE TREND (INR MN)



BROADBAND REVENUE TREND (INR MN)



Consolidated EBITDA Bridge FY 2017-18 (INR MN)

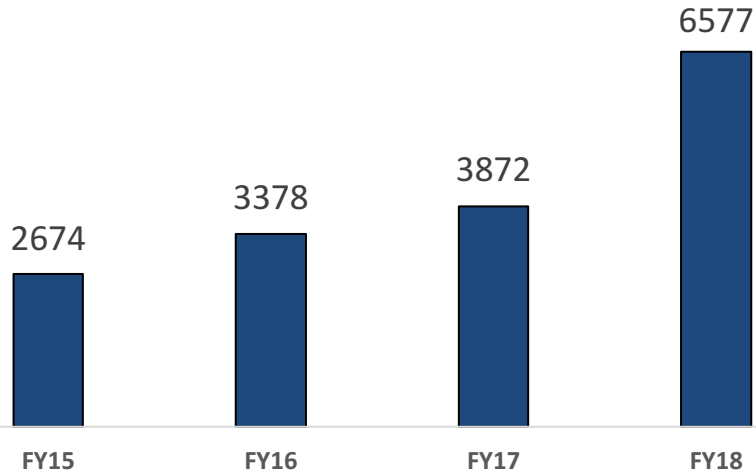


Consolidated Financials (IND AS)*

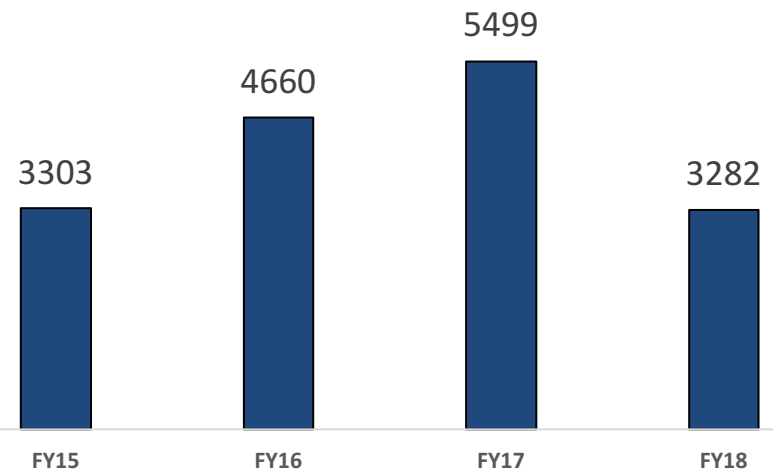
Particulars (INR mn)	FY'18	FY'17	Y-O-Y%	FY18 As % of Revenue	FY17 As % of Revenue
Revenue					
Subscription CATV	5,799	4,490	29%	52%	48%
Broadband-ISP	1,425	1,279	11%	13%	14%
Placement	2,566	2,375	8%	23%	25%
Activation	939	751	25%	8%	8%
Other Operating Income	183	182	1%	2%	2%
Other Income	221	341	-35%	2%	4%
Total Income	11,134	9,418	18%	100%	100%
Expenditure					
Pay Channel Cost	4,406	3,821	15%	40%	41%
Bandwidth Expense	434	422	3%	4%	4%
Employee Cost	1,261	1,084	16%	11%	12%
Other Operating Expense	474	471	1%	4%	5%
Administrative expense	1,414	1,214	16%	13%	13%
Total Expenditure	7,989	7,013	14%	72%	74%
EBITDA	3,144	2,406	31%	28%	26%
EBITDA %	28.2%	25.5%	2.7%		
Depreciation/Amortization	1,711	1,394	23%	15%	15%
Finance cost	393	581	-32%	4%	6%
Profit before Tax & Exceptional item	1,040	430	142%	9%	5%
Less : Exceptional Items	42	-			
Add(Less): share of Profit/(Loss) of Associate	(20)	(23)	-13%	0%	0%
PBT	978	408	140%	9%	4%
Tax	414	145			
PAT before Other Comprehensive Income	564	262	115%	5%	3%
(Add)Less: share of (Profit)/Loss of NCI	47	140	-67%	0%	1%
Add/(Less) Comprehensive Income	3	(3)	-222%	0%	0%
PAT	614	400	53%	6%	4%



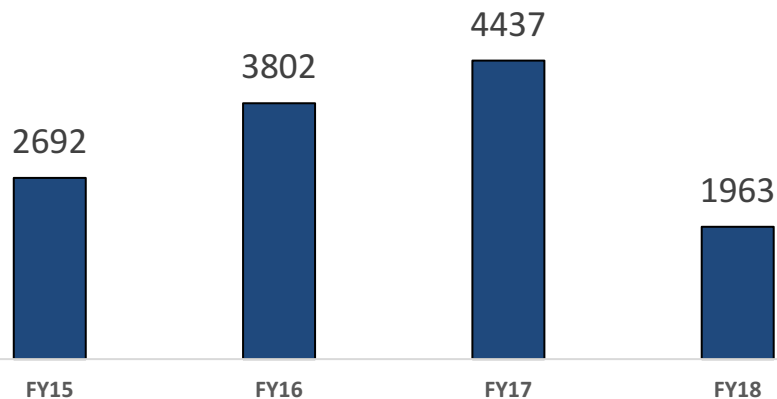
Net Worth (INR MN)



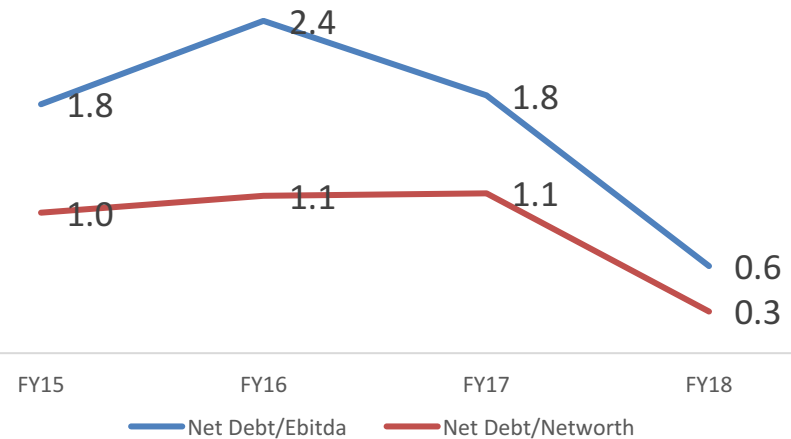
Secured Debt (INR MN)



Net Debt (INR MN)



Key Leverage Metrics



Consolidated Balance Sheet (IND AS)*

ASSETS (Rs. In Mn)	As on 31st March 2018	As on 31st March 2017
Non-Current Assets		
Fixed Assets	12,486	11,135
Financial Assets		
Investments	109	104
Other Financial Assets	258	118
Deferred Tax assets	752	447
Other non-current Assets	239	290
Total Non-Current Assets	13,844	12,094
Current Assets		
Inventories		
Financial Assets		
Trade Receivables	3,262	2,968
Cash and cash equivalents	1,320	1,078
Other Financials Assets	171	99
Current Tax Assets (Net)	27	266
Other Current Assets	561	712
Assets classified as held for sale		
Total Current Assets	5,342	5,123
Total Assets	19,185	17,217

LIABILITIES (Rs. In Mn.)	As on 31st March 2018	As on 31st March 2017
Equity		
Equity Share Capital	1,125	983
Other Equity	5,755	3,174
Total Equity	6,880	4,157
Non-Current Liabilities		
Financial Liabilities		
Borrowings	1,103	2,346
Other Financial Liabilities	1	0
Deferred Tax Liabilities	170	124
Other Non-Current Liabilities	1,844	1,900
Total Non-Current Liabilities	3,117	4,370
Current Liabilities		
Financial Liabilities		
Borrowings	1,871	2,464
Trade Payables	1,959	1,371
Other Financial Liabilities	1,288	1,518
Provisions and other current liabilities	3,864	3,146
Current Tax liability(Net)	206	191
Liabilities associated with assets held for sale	-	
Total Current Liabilities	9,189	8,690
Total Liabilities	19,185	17,217



1 FY 18 ANNUAL FINANCIAL



Revenue up by 18% ;
EBITDA up by 17%
PAT up by 48%
EBITDA Margin at 31.0%.

2 Q4 FY18 FINANCIAL



Y-O-Y Revenue up by 5%
EBITDA Margin at 28%

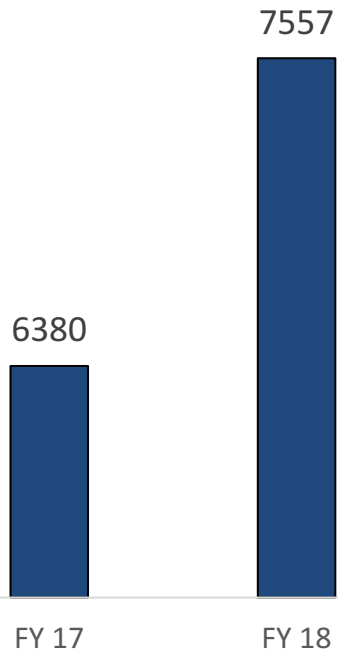
3 REVENUE



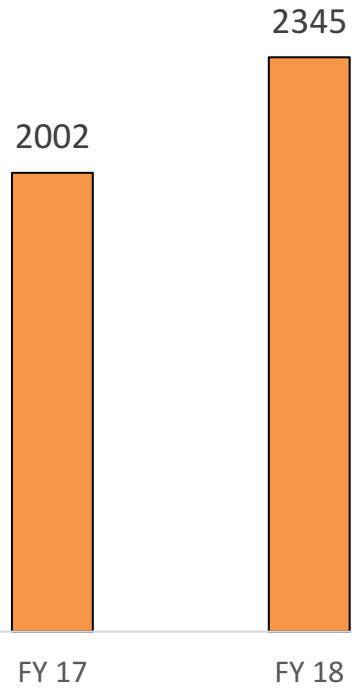
Y-O-Y Subscription Revenue up by 25% ;
Y-O-Y Placement Revenue up by 5%
Y-O-Y Activation Revenue up by 4%

Standalone Financial Results FY18 Annual (IND AS)

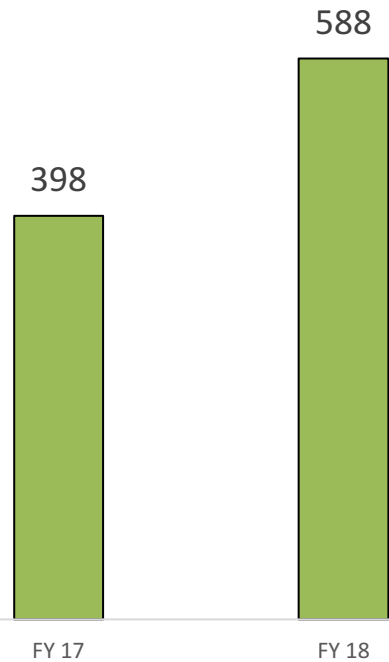
Total Revenue (INR mn)



EBITDA (INR mn)



PAT (INR mn)



Standalone Financials (IND AS)*





Particulars (INR mn)	Annual Result			Quarterly Result				
	FY'18	FY'17	Y-O-Y %	Q4 FY18	Q3 FY 18	Q-O-Q (%)	Q4 FY17	Y-O-Y %
Revenue								
Subscription CATV	4,020	3,180	26%	1,054	1,063	-1%	842	25%
Placement	2,351	2,114	11%	598	587	2%	567	5%
Activation	709	595	19%	178	180	-1%	171	4%
Other Operating Income	309	239	29%	111	64	72%	104	7%
Other Income	168	253	-34%	45	60	-26%	200	-78%
Total Income	7,557	6,380	18%	1,985	1,955	2%	1,884	5%
Expenditure								
Pay Channel Cost	3,259	2,783	17%	849	803	6%	815	4%
Bandwidth Expense	138	100	38%	46	28	66%	29	61%
Employee Cost	509	445	14%	125	134	-7%	130	-4%
Other Operating Expense	443	395	12%	135	108	25%	95	42%
Administrative expense	864	656	32%	275	247	11%	177	55%
Total Expenditure	5,212	4,379	19%	1,430	1,321	8%	1,247	15%
EBITDA	2,345	2,002	17%	555	634	-12%	637	-13%
EBITDA %	31.0%	31.4%	-0.3%	28.0%	32.4%	-4.5%	33.8%	-5.9%
Depreciation/Amortization	1,095	934	17%	300	267	12%	247	21%
Finance cost	313	506	-38%	115	35	225%	124	-8%
Profit before Tax & Exceptional item	937	562	67%	140	332	-58%	265	-47%
Exceptional item	42	-		-	-			
PBT	895	562	59%	140	332	-58%	265	-47%
Tax	304	161		53	95		63	
PAT before Other Comprehensive Income	591	401	47%	87	237	-63%	203	-57%
Add/(Less) Other Comprehensive Income	(3)	(3)		(4)	1		(1)	
PAT	588	398	48%	83	238	-65%	201	-59%



Standalone Balance Sheet (IND AS)*

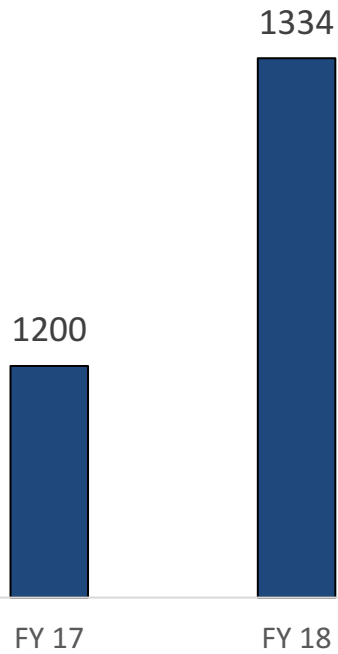
ASSETS (Rs. In Mn)	As on 31st March 2018	As on 31st March 2017	LIABILITIES (Rs. In Mn.)	As on 31st March 2018	As on 31st March 2018
Non-Current Assets			Equity		
Fixed Assets	6,339	6,212	Equity Share Capital	1,125	983
Financial Assets	-	-	Other Equity	5,502	2,931
Investments	1,927	1,553	Total Equity	6,627	3,915
Other Financial Assets	65	34	Non-Current Liabilities		
Deferred Tax assets	441	216	Financial Liabilities		
Other non-current Assets	216	275	Borrowings	573	2,014
Total Non-Current Assets	8,988	8,289.41	Other Financial Liabilities	-	-
			Deferred Tax Liabilities	-	-
Current Assets			Other Non-Current Liabilities	1,245	1,450
Inventories	-	-	Total Non-Current Liabilities	1,818	3,464
Financial Assets			Current Liabilities		
Trade Receivables	3,247	3,013	Financial Liabilities		
Cash and cash equivalents	1,086	848	Borrowings	1,705	2,118
Other Financials Assets	350	98	Trade Payables	1,490	730
Current Tax Assets (Net)	21	236	Other Financial Liabilities	764	1,183
Other Current Assets	222	380	Provisions and other current liabilities	1,371	1,330
Assets classified as held for sale	-	-	Current Tax liability(Net)	140	124
Total Current Assets	4,926	4,575	Liabilities associated with assets held for sale	-	-
Total Assets	13,914	12,864	Total Current Liabilities	5,469	5,486
			Total Liabilities	13,914	12,864



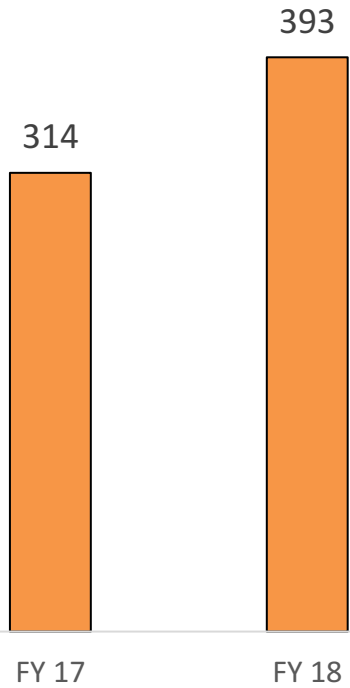
1 FY 18 ANNUAL FINANCIAL	 <p>Revenue up by 11% ; EBITDA up by 25% PAT up by 13% EBITDA Margin at 29.4%; increase of 330 basis points</p>
2 Q4 FY18 FINANCIAL	 <p>Y-O-Y Revenue up by 2% ; Q-O-Q Revenue up by 0.2% Y-O-Y EBITDA up by 9% ; Q-O-Q EBITDA up by 16% Q-O-Q PAT up by 41%; EBITDA Margin at 33.9% ;Y-O-Y increase of 220 basis points</p>
3 REVENUE	 <p>FY18 Broadband Revenue up by 11% ; Y-O-Y Broadband Revenue up by 2%</p>
4 EXPENSES	 <p>FY18 Bandwidth Cost down by 3%; Y-O-Y down by 22% FY18 Other Operating cost down by 24%;Y-O-Y down by 43%</p>

Broadband Financial Results FY18 Annual (IND AS)

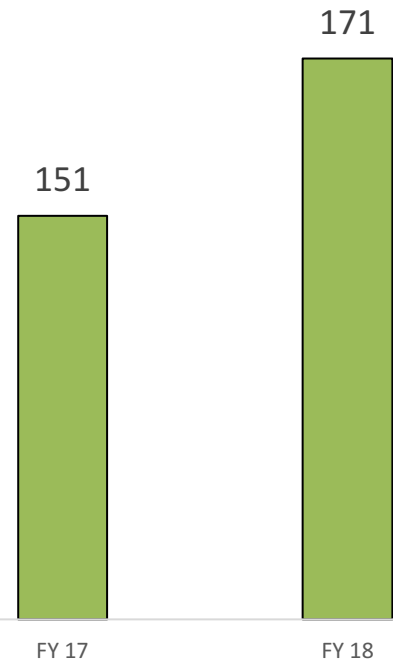
Total Revenue (INR mn)



EBITDA (INR mn)







PAT (INR mn)



Broadband Financials (IND AS)*

Particulars (INR mn)	Annual Results			Quarterly Results				
	FY'18	FY'17	Y-O-Y %	Q4 FY18	Q3 FY18	Q-O-Q %	Q4 FY17	Y-O-Y %
Revenue								
Broadband-ISP	1,334	1,200	11%	343	342	0.1%	335	2%
Other Income	3	2	43%	2	1	17%	2	0%
Total Income	1,337	1,203	11%	344	344	0.2%	336	2%
Expenditure								
Bandwidth Expense	200	206	-3%	44	50	-11%	57	-22%
Employee Cost	422	331	27%	98	114	-14%	89	11%
Other Operating Expense	135	176	-24%	27	35	-22%	47	-43%
Administrative expense	187	175	7%	58	44	32%	37	58%
Total Expenditure	944	888	6%	227	243	-6%	230	-1%
EBITDA	393	314	25%	117	101	16%	107	9%
EBITDA %	29.4%	26.1%	3.3%	33.9%	29.4%	4.5%	31.7%	2.2%
Depreciation/Amortization	120	86	40%	34	31	9%	24	39%
Finance cost	30	5	496%	14	10	43%	1	2422%
PBT	243	223	9%	69	60	15%	82	-16%
Tax	81	72		22	20	7%	24	
PAT before Other Comprehensive Income	162	151	7%	47	40	19%	58	-18%
Add/(Less) Other Comprehensive Income	9	(0)		9	(0)		(0)	
PAT	171	151	13%	56	39	41%	58	-3%



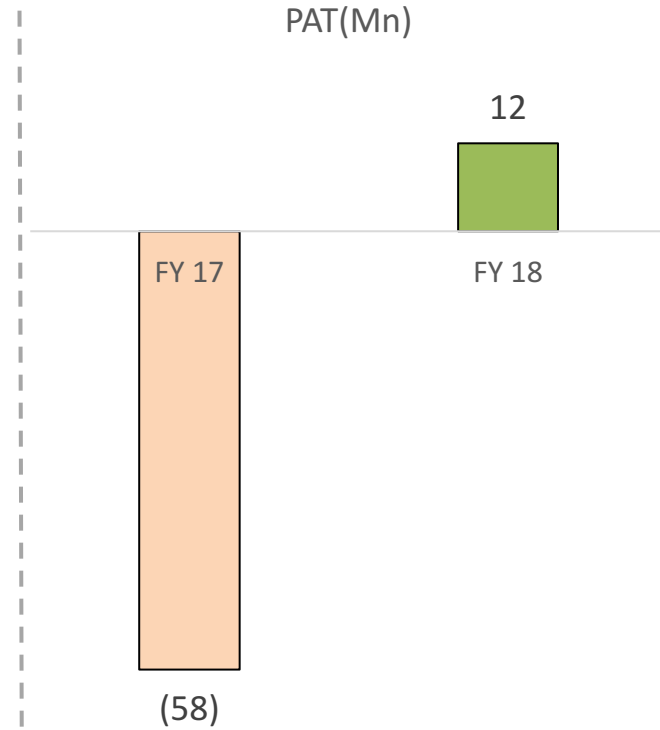
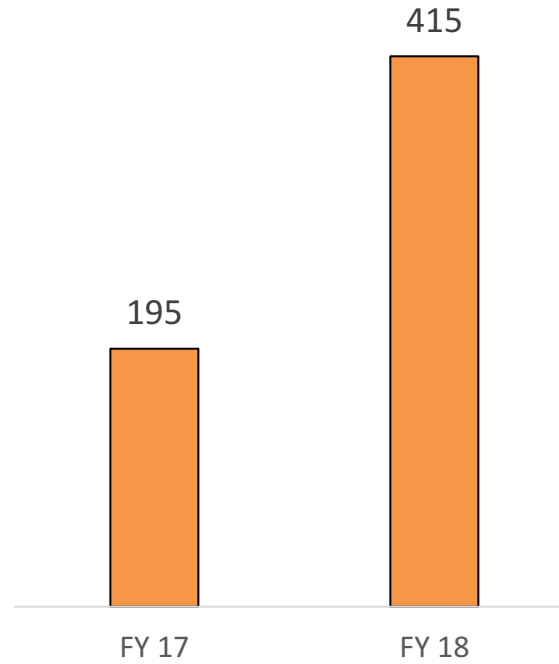
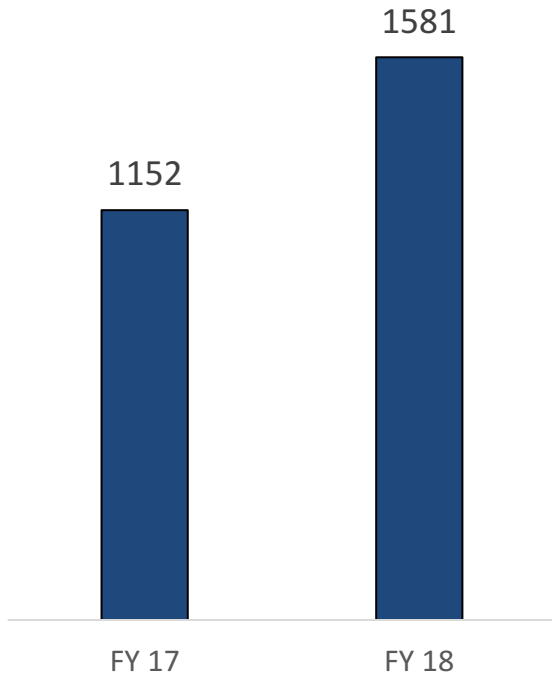
1 FY 18 ANNUAL FINANCIAL	 <p>Revenue up by 37% ; EBITDA up by 113% PAT Positive of INR 12 mn in comparison to Negative 58 mn EBITDA Margin at 26.2%; increase of 930 basis points</p>
2 Q4 FY18 FINANCIAL	 <p>Y-O-Y Revenue up by 32% Y-O-Y EBITDA up by 24%</p>
3 REVENUE	 <p>FY18 Subscription Revenue up by 52% ; Y-O-Y Broadband Revenue up by 72%</p>
4 EXPENSES	 <p>FY18 Finance Cost down by 15% Y-O-Y Other Operating Cost down by 43%</p>

KCBPL Financial Results FY18 Annual (IND AS)

Total Revenue (INR mn)

EBITDA (INR mn)

PAT (INR mn)



Particulars (INR mn)	Annual Results			Quarterly Results				
	FY18	FY17	Y-O-Y %	Q4 FY18	Q3 FY 18	Q-O-Q %	Q4 FY17	Y-O-Y %
Revenue								
Subscription CATV	1,091	719	52%	331	303	9%	193	72%
Placement	314	302	4%	78	77	1%	79	-1%
Activation	101	54	86%	(29)	47	-163%	17	-277%
Other Income	76	77	-2%	31	20	51%	21	44%
Total Income	1,581	1,152	37%	410	447	-8%	310	32%
Expenditure								
Pay Channel Cost	818	679	21%	250	195	28%	166	50%
Employee Cost	109	87	26%	29	29	1%	18	58%
Other Operating Expense	108	100	8%	22	29	-23%	39	-43%
Administrative expense	131	92	42%	37	35	4%	28	34%
Total Expenditure	1,167	958	22%	338	288	17%	251	35%
EBDITA	415	195	113%	72	160	-55%	59	24%
EBDITA %	26.2%	16.9%	9.3%	17.6%	35.7%	-18.1%	18.9%	-1.3%
Depreciation/Amortization	372	253	47%	80	109	-27%	66	22%
Finance cost	33	38	-15%	8	8	1%	3	124%
Profit before Tax & Exceptional item	10	(97)	111%	(15)	43		(11)	
<i>Exceptional item</i>	-	-		-	-		-	
PBT	10	(97)	111%	(15)	43		(11)	
Tax	(1)	(38)		(10)	15		(4)	
PAT before Other Comprehensive Income	12	(58)	120%	(5)	28		(7)	
Add/(Less) Other Comprehensive Income	-	-		-	-		-	
PAT	12	(58)	120%	(5)	28		(7)	

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





Invitation to GTPL Hathway Ltd Q4 & FY18 Earnings Conference Call



Maybank Kim Eng is pleased to host, on behalf of GTPL Hathway Ltd. a conference call on Monday 28th May 2018 (04:00PM India Time) following the announcement of financial results for the quarter and year ended March 2018.

The call will be initiated with a brief management discussion on the earnings performance followed by an interactive Question & Answer session.

The Management will be represented by
Mr. Aniruddhasinhji Jadeja - Promoter and MD
Mr. Rajan Gupta - Chairman and non-executive director
Mr. Piyush Pankaj - Chief corporate affairs officer

Date: 28th May 2018 (Monday)

Time:

04:00 PM - India
06:30 PM - Hong Kong/Singapore
05:30 AM - USA (Pacific time)
11:30 AM - London

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Thank You

