

Ref. No.: GTPL/SE/2024

April 15, 2024

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: Media Release - Standalone and Consolidated audited Financial Results for the quarter and financial year ended March 31, 2024.

In continuation of our letter of today's date on the Standalone and Consolidated audited Financial Results for the quarter and financial year ended March 31, 2024, we send herewith a copy of Media Release being issued by the Company in this regard.

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

Thanking you.

Yours faithfully,
For GTPL Hathway Limited

Saurav Banerjee
Chief Financial Officer






Encl: As above

GTPL Hathway crosses ₹3,000 crores revenue in FY 24 with strong subscriber addition in Digital Cable & Broadband businesses.

Ahmedabad, April 15, 2024: GTPL Hathway Limited, India's largest Digital Cable TV Service Provider and a leading Broadband Service provider, announced its Financial Results for the Quarter and Financial Year ending **March 31, 2024**

Key Financial Highlights:

Key Consolidated Business & Financial Highlights: FY24 (Y-o-Y Annual)

<p>Growth in Total Revenue</p> <p>₹5320 Mn</p> <p> +20%</p>	<p>Growth in Subscription Revenue</p> <p>₹1599 Mn</p> <p> +15%</p>	<p>Growth in Broadband Revenue</p> <p>₹442 Mn</p> <p> +9%</p>	<p>Digital Cable TV Active Subscribers</p> <p>9.50 Mn</p> <p> +6%</p>	<p>Broadband Active Subscribers</p> <p>1020 K</p> <p> +11%</p>
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- ✓ **Q4FY24** revenue stood at **₹ 8,148 Mn** - a growth of **16% Y-o-Y**; Subscription Revenue increased by **14% Y-o-Y** and Broadband Revenue grew by **5% Y-o-Y**
- ✓ **FY24** revenue stood at **₹ 32,460 Mn** - a growth of **20% Y-o-Y**; Subscription Revenue increased by **15% Y-o-Y** and Broadband Revenue grew by **9% Y-o-Y**
- ✓ EBITDA for the quarter stood at **₹ 1,198 Mn** an increase of **8% Y-o-Y**. EBITDA Margin was **14.7%**. For the full year, **EBITDA was ₹ 5,111 Mn** with EBITDA Margin of **15.7%**
- ✓ **Q4 FY24** Profit After Tax stood at **₹ 128 Mn** and the same for **FY24** was **₹ 1069 Mn**

Particulars (₹ in Mn)	Q4 FY24	Q4FY23	Y-o-Y	FY24	FY23	Annual
Digital Cable TV Revenue	3,148	2,753	14%	12,604	11,005	15%
Broadband Revenue	1,308	1,246	5%	5,268	4,826	9%
TOTAL Revenue	8,148	7,017	16%	32,460	27,140	20%
EBITDA	1,198	1,112	8%	5,111	5,163	-1%
EBITDA Margin (%)	14.7%	15.9%		15.7%	19.0%	
Operating EBITDA*(%)	23%	23%		24%	26%	
Profit After Tax	128	-124		1,069	1,145	

***Operating EBITDA (%) = (EBITDA net of Activation & Other income) / (Subscription+ ISP + Other Operating income)**

Business Performance Highlights (Quarter & Year-end)

Digital Cable TV

- Active subscribers were **9.50Mn** as of 31st March 2024 – it saw an increase by **100K** Q-o-Q and **550K** Y-o-Y
- Paying subscribers stood at **8.80Mn**; increased by **600K** Y-o-Y
- Subscription revenue increased by **14%** Y-o-Y to **Rs. 3,148 Mn for Q4 FY24**

Broadband

- Increase in broadband subscribers by **15K** Q-o-Q and **100K** Y-o-Y thus standing at **1020K**
- Homepass as on March 31, 2024, stood at **5.80Mn** – an addition of **500K** Y-o-Y. Of the **5.80 Mn**, **75%** available for FTTX conversion
- The Broadband average revenue per user (ARPU) stood at **₹ 460** per month per subscriber for the year
- Average data consumption per user per month at **355GB**, an increase of **10%** Y-o-Y

Commenting on the Results, Mr. Anirudhsinh Jadeja – Managing Director, GTPL Hathway Limited said,

“At the close of the financial year, we reflect on our achievements with a renewed sense of purpose. We have strengthened our position as India's leading MSO gaining half a million active subscribers in Digital Cable TV and crossing the landmark of one million active subscribers in Broadband. We anticipate sustained growth in the Digital Cable TV sector, encouraged by market shifts favoring larger, organized MSOs like ours. The Broadband segment is also poised for even greater expansion in the coming year, driven by the increasing digital needs of consumers who seek dependable wired connectivity.

Our long-term strategy involves bundling of all existing verticals along with add-ons of TV Everywhere, Gaming and other services to provide a holistic, comprehensive solution to our customer’s media consumption needs. Our goal is to deeply embed ourselves in our customers' lives, positioning our brand as a service provider that seamlessly combines the best of entertainment and connectivity.”

About GTPL Hathway Limited

GTPL Hathway Limited is India’s largest MSO providing Digital Cable TV services and is one of the largest Private Wireline Broadband service provider in India. The Company is the largest Digital Cable TV and Wireline Broadband Service Provider in Gujarat & is a leading Digital Cable TV Service provider in West Bengal. The Company’s Digital Cable TV services reach 1,500 plus towns across India in 23 states. The company enjoys an expansive network, comprising over 42,000+ business partners, 200+ broadcasters, 1,750+ enterprise clientele, and active participation in 30+ Government projects. The company offers an enviable catalogue of 940+ Total TV Channels of which more than 50 channels are GTPL Owned & Operated Platform Services. As on March 31, 2024, the Company has approximately 9.5 Mn Active Digital Cable TV Subscribers and 1.0 Mn Broadband Subscribers and a Broadband Home-pass of about 5.80 Mn.

Contact Details

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Safe Harbor

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labor relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.