

GTPL Hathway Limited

CIN : L64204GJ2006PLC048908

Registered Office : 202, 2nd Floor, Sahajanand Shopping Centre,
Opp. Swaminarayan Temple, Shahibaug, Ahmedabad-380004, Gujarat.
Phone : 079-25626470 Fax : 079-61400007



Ref. No.: GTPL/SE/2021

October 14, 2021

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 Unaudited Financial Results for the quarter and half year ended September 30, 2021

Kindly find enclosed herewith a copy of Investor Presentation on the Standalone and Consolidated Unaudited Financial Results for the quarter and half year ended September 30, 2021.

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: As above



GTPPL Hathway Limited

**Q2 & H1 FY22
RESULTS UPDATE**

OCTOBER 2021

DISCUSSION SUMMARY

1 Company Overview & Strategy

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2 Key KPIs

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3 Consolidated Financials

22 - 30

4 Standalone Financials

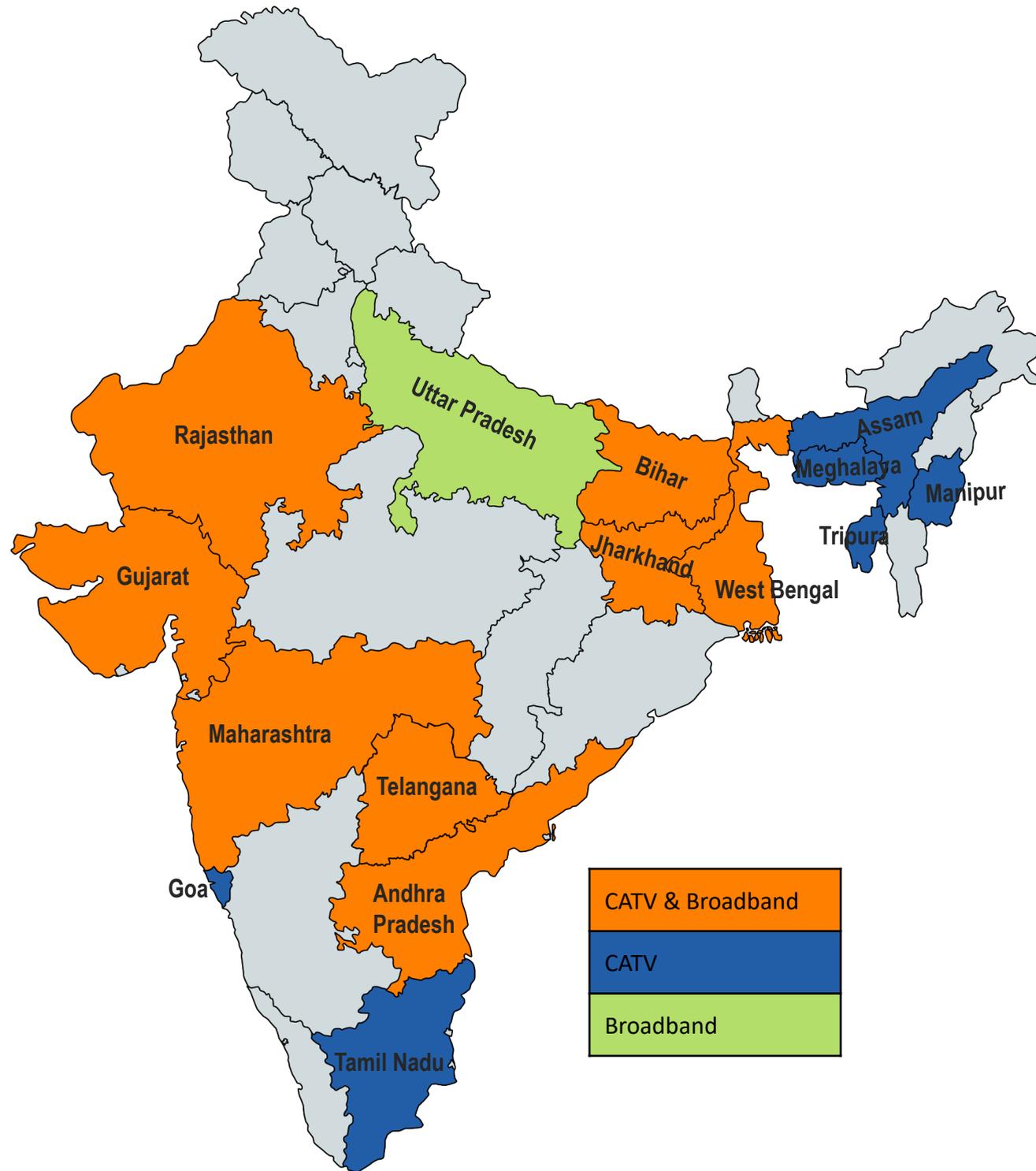
31 - 36



Company Overview & Strategy



Leader across Key Cable Markets in India



01



Commenced Business in 2006

02



Footprint in 1,000+ towns across 15 States reaching 10+ Mn Households

03



#No.2* MSO in India
#No.1 MSO in Gujarat | #No.2 in WB

04



#No. 6* Private Wireline Broadband Player in India
#No. 1 in Gujarat**

05



Significant presence in Maharashtra, Andhra Pradesh, Telangana & Northeast

Sources :

* Performance Indicators Report, TRAI

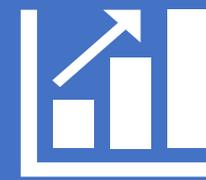
** Independent third party Report





Subscriber Base

- **~2x** growth in last 5 years for CATV
- **~3.6x** growth in last 5 years for Broadband



Growth

- **~24%** CAGR growth in Revenue in last 5 years
- **~28%** CAGR growth in EBITDA in last 5 years



Consistent Performance

- **PAT Positive** for last Consecutive 5 years
- **“IND A+/Stable”** Rating by ‘India Ratings’



Cash Positive

- Free Cash Flow **(FCF)** generated for last consecutive 5 years



Dividend

- **Consistent** Dividend Paying History of last 5 years
- **40%** Dividend for FY21



Debt Reduction

- **“Net Debt Free”** company



Financial Performance : Consolidated*

Key Financial Highlights (in ₹ Mn)

	H1 FY22		H1 FY21		FY21	
	Incl. EPC.	Excl. EPC.	Incl. EPC.	Excl. EPC.	Incl. EPC.	Excl. EPC.
 REVENUE	12,159	11,835	10,867	9,870	25,300	21,484
 EBITDA	2,828	2,805	2,675	2,602	5,724	5,455
 PAT	908 [#]		862		1,885	

[#] Exceptional Items (Loss on Insurance Claim Receivables) of ₹ 124 Mn for H1 FY22

- ✓ Revenue Growth (Ex. EPC) of ₹ 1,964 Mn H-o-H; Increase by 20%
- ✓ EBITDA Growth (Ex. EPC) of ₹ 204 Mn H-o-H; Increase by 8%
- ✓ PAT Growth of ₹ 46 Mn H-o-H; Increase by 5%



Business Performance

CATV



8.05 Mn
Active¹
Subscribers



7.35 Mn
Paying
Subscribers



80%
Collection through
Digital Mode



100%
base in Prepaid
Business



3%
Q-o-Q Subscription
Revenue growth



29,500+
Business
Partners

Expanding in, Maharashtra, Andhra Pradesh, Telangana, Tamil Nadu & Northeast

Broadband



735K
Active
Subscribers
#45K increase Q-o-Q



4.20 Mn
Home-
Pass
#330K increase in H1



275K
FTTX
Subscribers



₹ 440/-
ARPU



10%
Q-o-Q ISP Revenue
growth



200 Mbps
Speed with
Unlimited Data

Expanding in Gujarat (Incl Rural Gujarat) directly & in Other States through Partners



Brand Ambassador and Campaign Launch



First ever Brand Ambassador

Mr. Boman Irani



Theme Song “**Connection Dil Se**” by Sachin-Jigar

ADVERTISING



4 TVCs launched; Campaign across Satellite Channels, Multi-Media and Social Networks



8

**UNLIMITED ENTERTAINMENT
UNLIMITED INTERNET**

*Yakeen nahin aaraha hai?
Khud hi check kar lijiye...*



More than 4.50 crore happy viewers. Largest number of channels in India



Truly unlimited data broadband plans



Pan India presence



CONNECTION DIL SE



www.gtpl.net

+91-9727-633-633





GTPL Hathway Ltd.

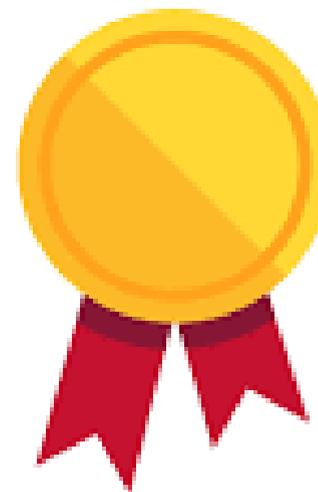


GTPL Broadband Pvt. Ltd.





- ✓ Recognized as one of **“India's Top 500 Companies”** by **Dun & Bradstreet** in the listing published for 2021.



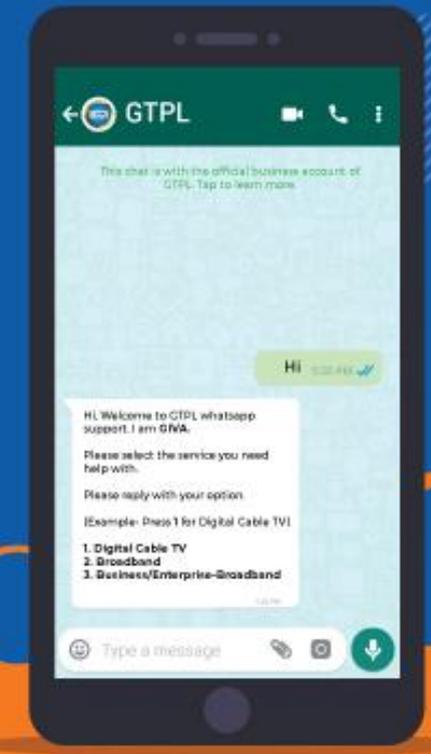
GIVA : Industry first chatbot



WE ARE NOW ON



Send "Hi" on
82000 92000
on Whatsapp



GTPL
Digital Cable TV | Broadband
CONNECTION DIL SE

Hi Welcome to GTPL whatsapp support. I am GIVA.
Please select the service you need help with.
Please reply with your option.
(Example: Press 1 for Digital Cable TV)
1. Digital Cable TV
2. Broadband
3. Business/Enterprise-Broadband

GTPL Interactive
Virtual Assistant
(GIVA)

24x7
Support

WhatsApp
based chatbot

CATV &
Broadband
businesses



Key Inherent Strength of GTPL Hathway

Leadership Position in Operating Markets



- #2 MSO in India, #1 in Gujarat, #2 in West Bengal
- Significant Presence in Maharashtra; reaching ~1.5 Mn HH
- #6 Private Wireline Broadband Player #1 in Gujarat
- ~4.20 Mn Broadband Home-Pass

Located in Consumption Market



- Versatile Presence in Regional Markets
- Gujarat, Maharashtra, WB, South key markets for National and Regional Advertiser

Trusted Partner



- 29,500+ LCOs as Business Partners
- Bottom-up company – Transparency in its approach
- Ease-of-Business via multiple Apps in Vernacular Languages
- “Digital Payment Options” to LCOs & Subscribers

High Quality Technology and Infrastructure

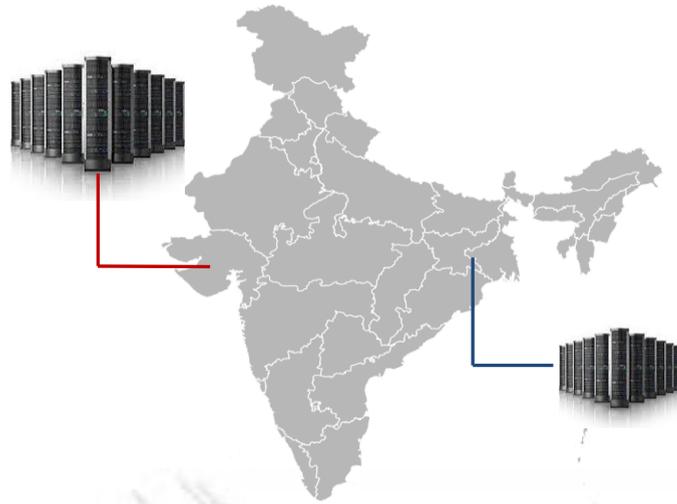


- State-of-the-Art Next Generation Video Headend System from Harmonics Inc., USA
- High performance Exadata Database from Oracle
- State-of-the-Art BNG solutions from Nokia for high speed FTTX broadband



Cutting Edge Technology and Infrastructure

Advanced technology and equipment provided by leading technology vendors



Headend:

- 2 Main Headend.
- Mother Headend & Network Operating Centre (NOC) in Ahmedabad (Gujarat), capable to cater across India.
- 2nd Main Headend in Kolkata (West Bengal).
- Distributing 715+ channels including 88 HD channels across India.

Optic Fibre Cable Network:

- Owned : 50,000+ KMs
- Underground : 4,000+ KMs
- Leased: 6,500+ KMs

GPON Technology:

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

Technology Partners

Headend



harmonic
Cateme
Transforming Video Delivery

STBs & Modems



Skyworth
ZTE
CISCO
NOKIA
CHANGHONG

SMS



magnaquest
STU

CAS



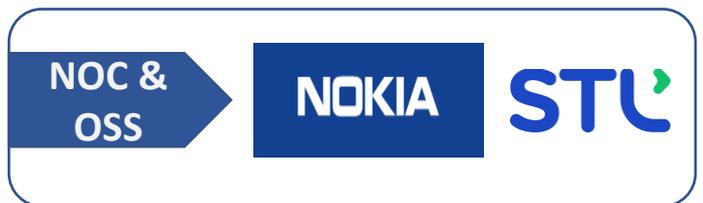
NAGRA
KUDELSKI
CISCO
verimatrix
DRIVING TRUST

Database



ORACLE

NOC & OSS



NOKIA
STU



Experienced Management Team with Strong Track Record

Anirudhsinhji 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

Anil Bothra
Chief Financial Officer

CA,CS and CMA with 26 years of experience; has worked with Grasim, Atul Ltd, Shell Hazira LNG etc. across various roles including Business Strategy, Corporate Finance, Budgeting, Internal Control and M&A

Piyush Pankaj
Business Head - CATV & Chief
Strategy Officer

CFA & MBA with 23 years of varied experience in Media, Internet & e-commerce; has worked in Astro Group (Malaysia) and Zee Group (India)

Neeraj Agrawal
Head Broadband (Retail)

MBA from Devi Ahilya Vishwavidyalaya University; 25 years of experience in managing diverse telecom products (both GSM & CDMA), largely in Reliance Communications

Subrata Bhattacharya
Chief Information & Technology
Officer

Electrical Engineer with 27 years of rich experience in analog / digital cable TV / Broadband Technology across reputed companies like RPG Netcom, Siti Cable & Cablecomm

V Guruprasad
Chief Technology Officer

Master in Electronics, having 30 years of experience in Broadband and Cable Technology enterprises like Reliance JIO, Silicon Applications(Singapore) and Scientific Atlanta

Ekta Kanade
Chief Legal Officer

Bachelor in Law, University of Bombay; 20 years of experience, largely in Media industry and organizations including Viacom 18, Walt Disney, etc.

Amit Shethia
Chief CSD Officer

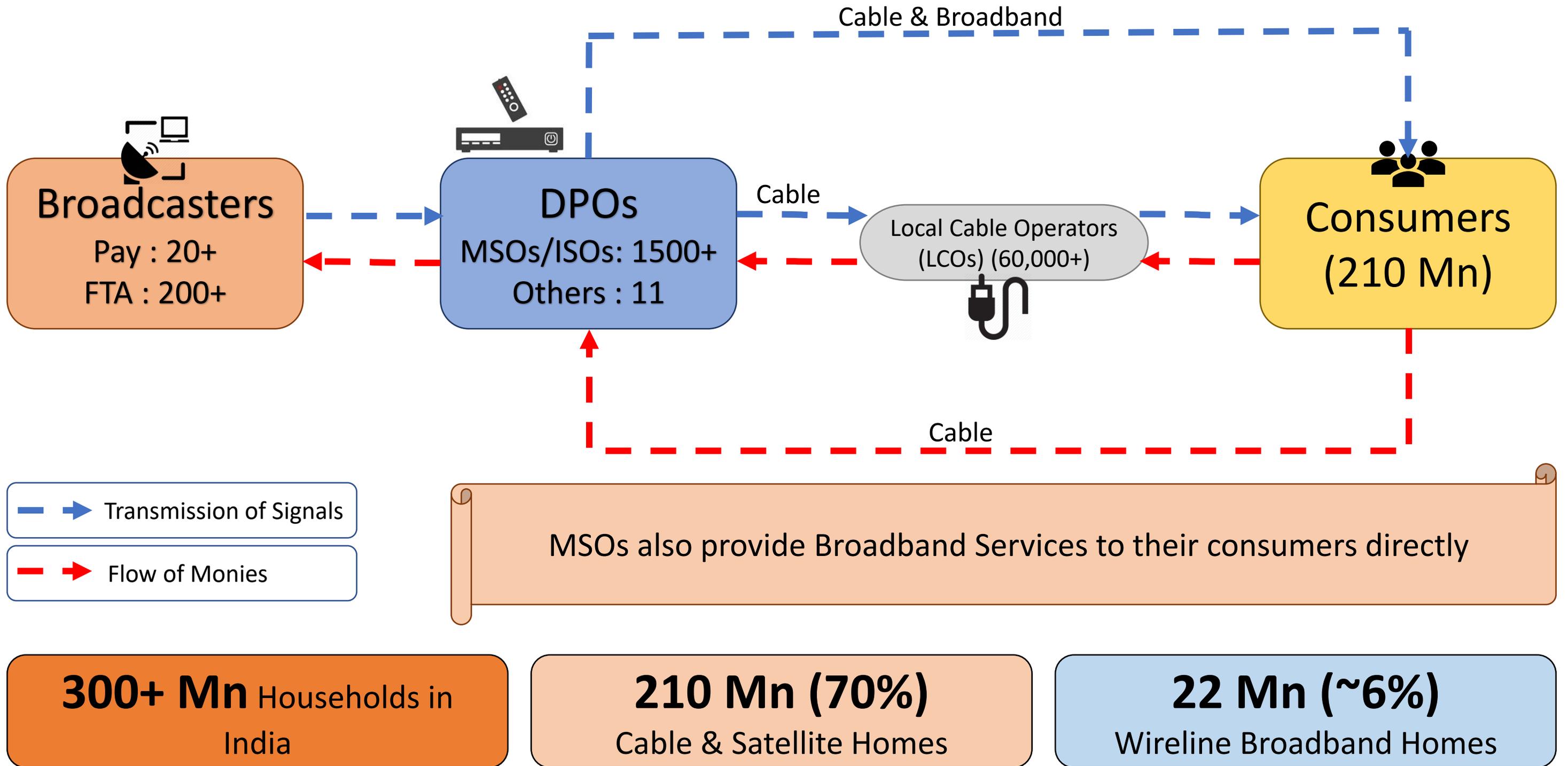
BE (Mechanical) from MSU, Baroda; has worked in Bharti Airtel, Idea Cellular and Reliance Communication; 28 years experience in Sales & Customer Service Delivery domains

Ashish Srivastava
Chief Human Resource Officer

Masters in Personnel Management from Poona University; 27+ years' experience in leading HR operations across reputed companies like M & B Engineering Ltd, Larsen & Toubro, Vodafone Idea Ltd, and Gujarat Ambuja Cements Ltd.



Industry at a Glance



DPO = Distribution Platform Operators
 Other DPOs : Head-end in the Sky (HITS) = (1); IPTV = (5); Direct to Home (DTH) = (5)

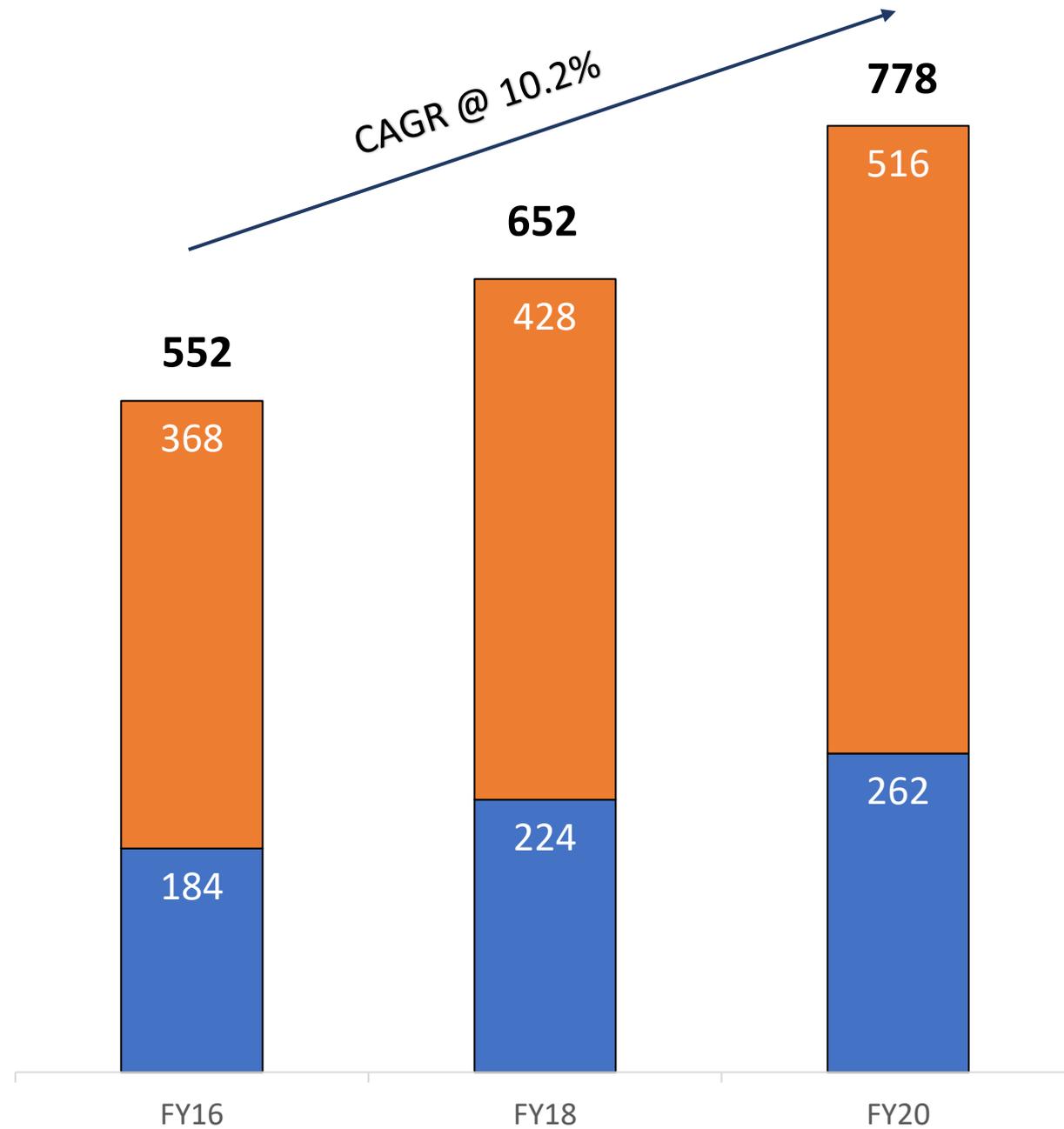
* Source : TV Universe Estimates 2020, BARC



Industry at a Glance

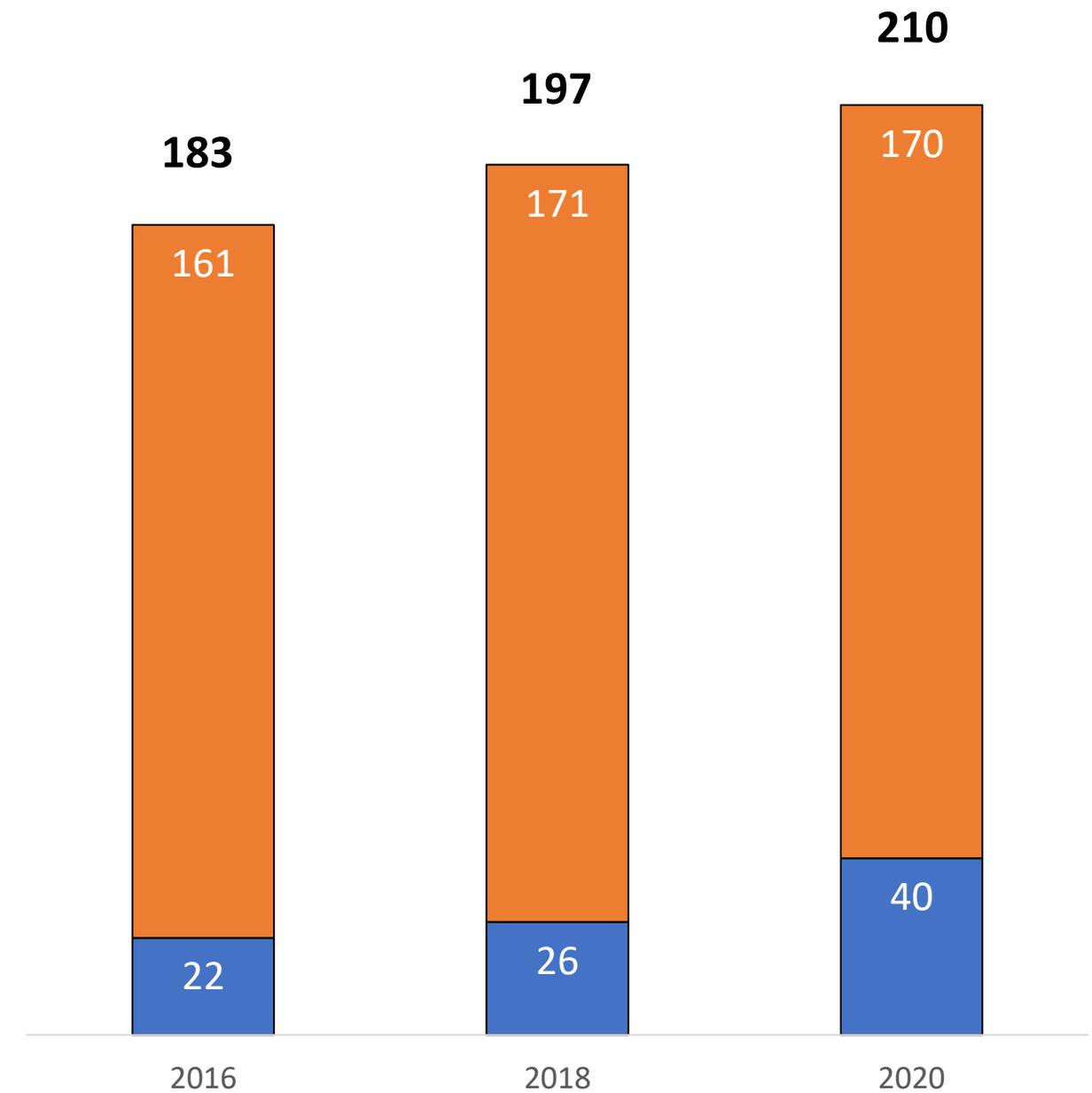
¹ TV Industry Revenues in ₹ Bn

■ Advertisement ■ Subscription



² TV Households in Mn

■ Free ■ Pay



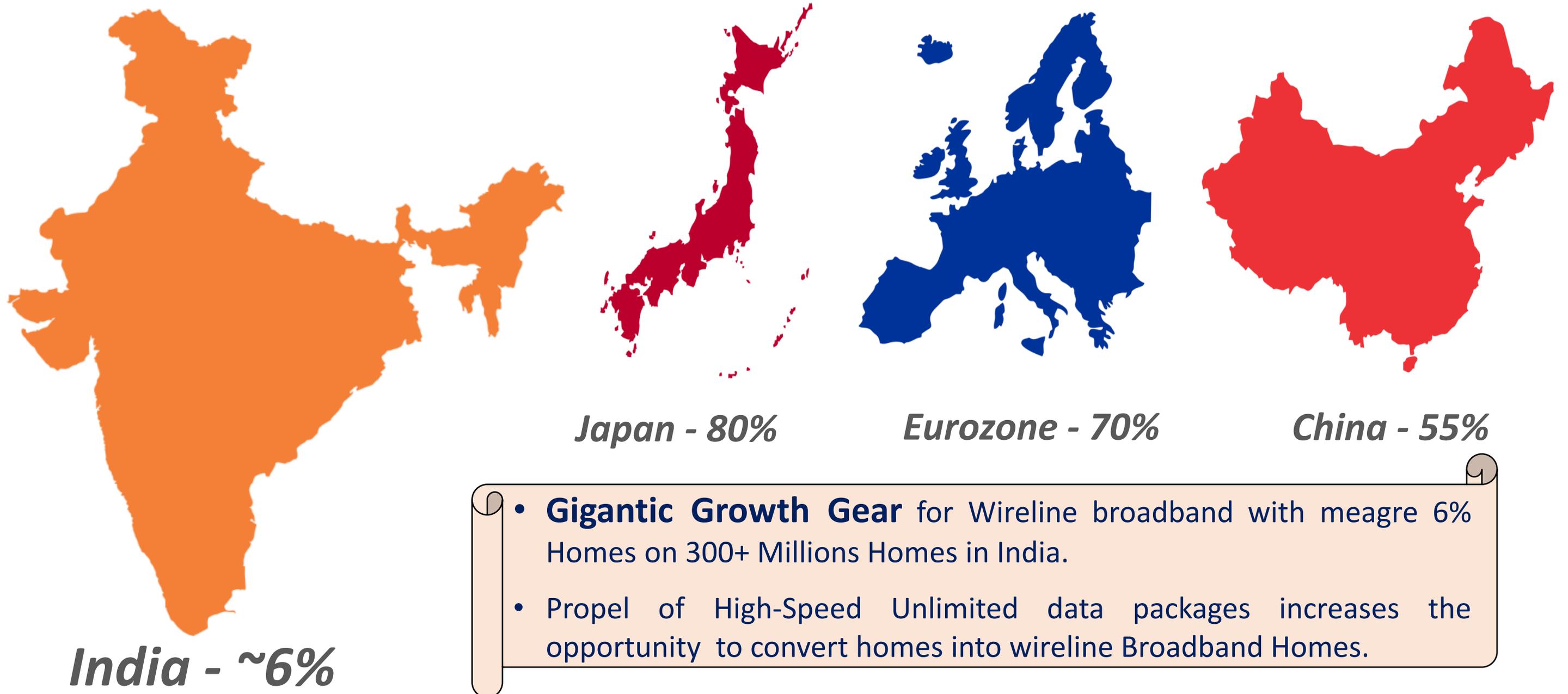
Source :

1. KPMG India's Report Media and Entertainment, 2020
2. TV Universe Estimates 2020, BARC

* FY = Apr- Mar



Wireline Broadband % Penetration of Total HHs# Around the Globe



- **Gigantic Growth Gear** for Wireline broadband with meagre 6% Homes on 300+ Millions Homes in India.
- Propel of High-Speed Unlimited data packages increases the opportunity to convert homes into wireline Broadband Homes.



Hybrid

- Provide CATV services as a bundle
 - ❖ With Broadband & OTT services
- Tie-up with different service providers
- Up-sell current customers & add new customers.

Expansion

- Expand GTPL Footprints in Existing Markets.
- Venture into New Markets through acquisitions and consolidations.

Broadband

- Expansion through business partners.
- Cross-sell to 10+ Mn CATV Households.
- Increased Broadband penetration in Rural Gujarat.

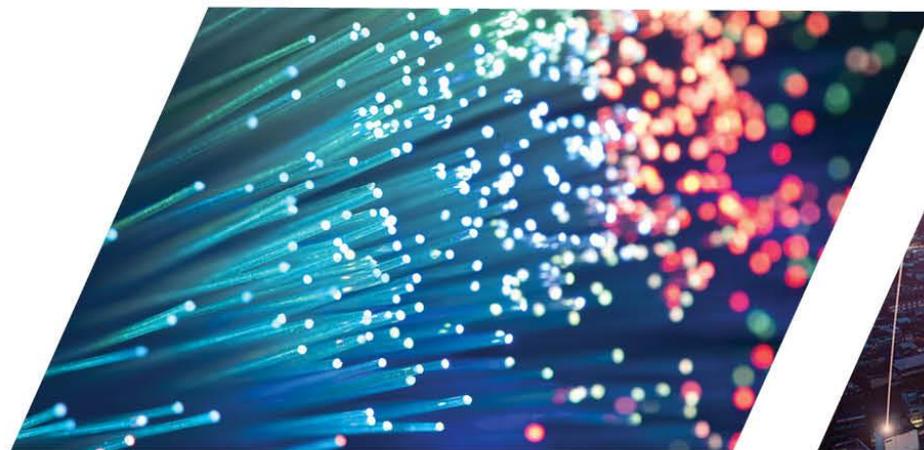
High Quality Technology and Infrastructure

- Capitalize and Monetize GPON infrastructure to provide High Speed, High Volume Broadband Services
- Enhancing digital infrastructure implementation capabilities



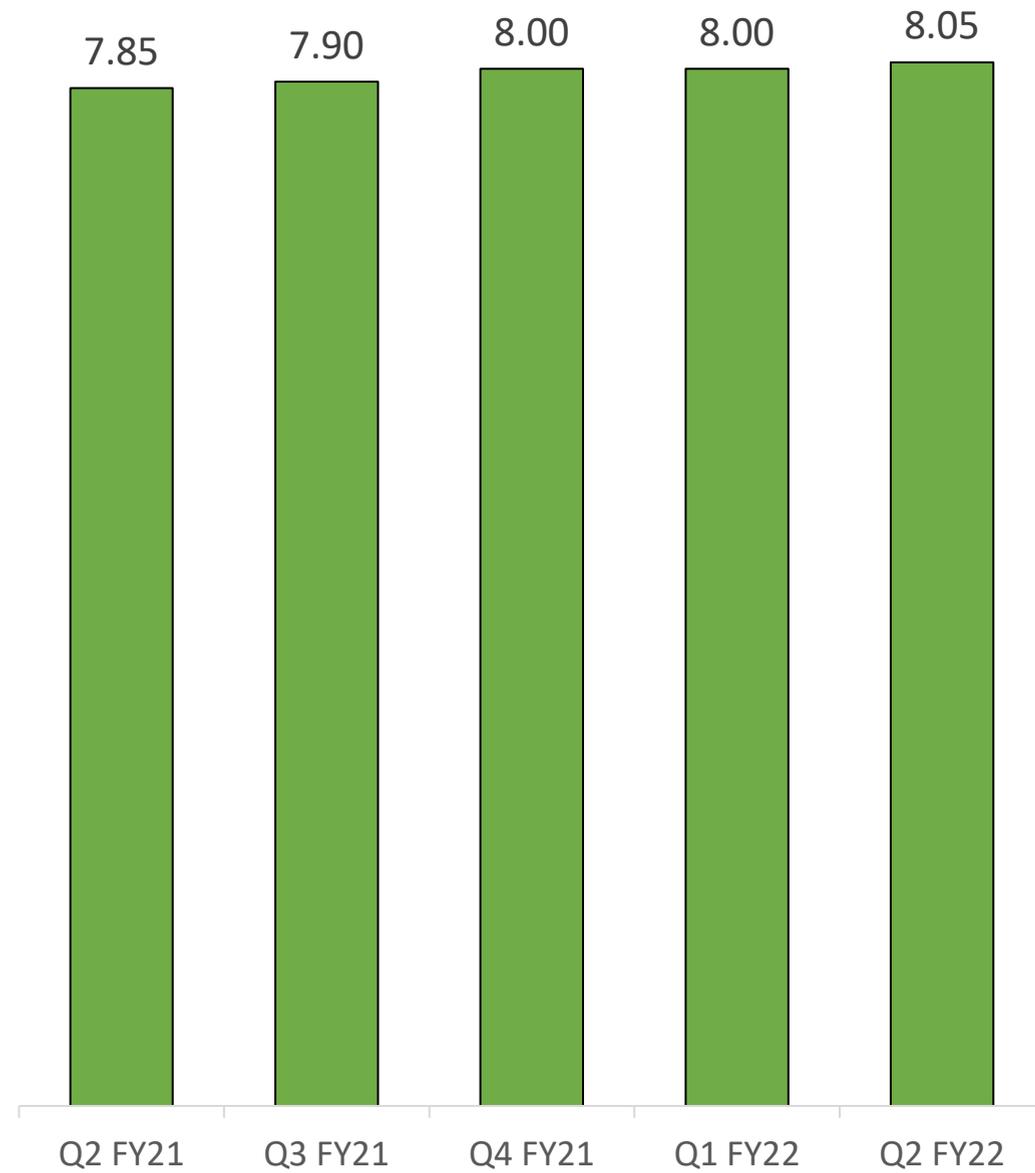


Key KPIs

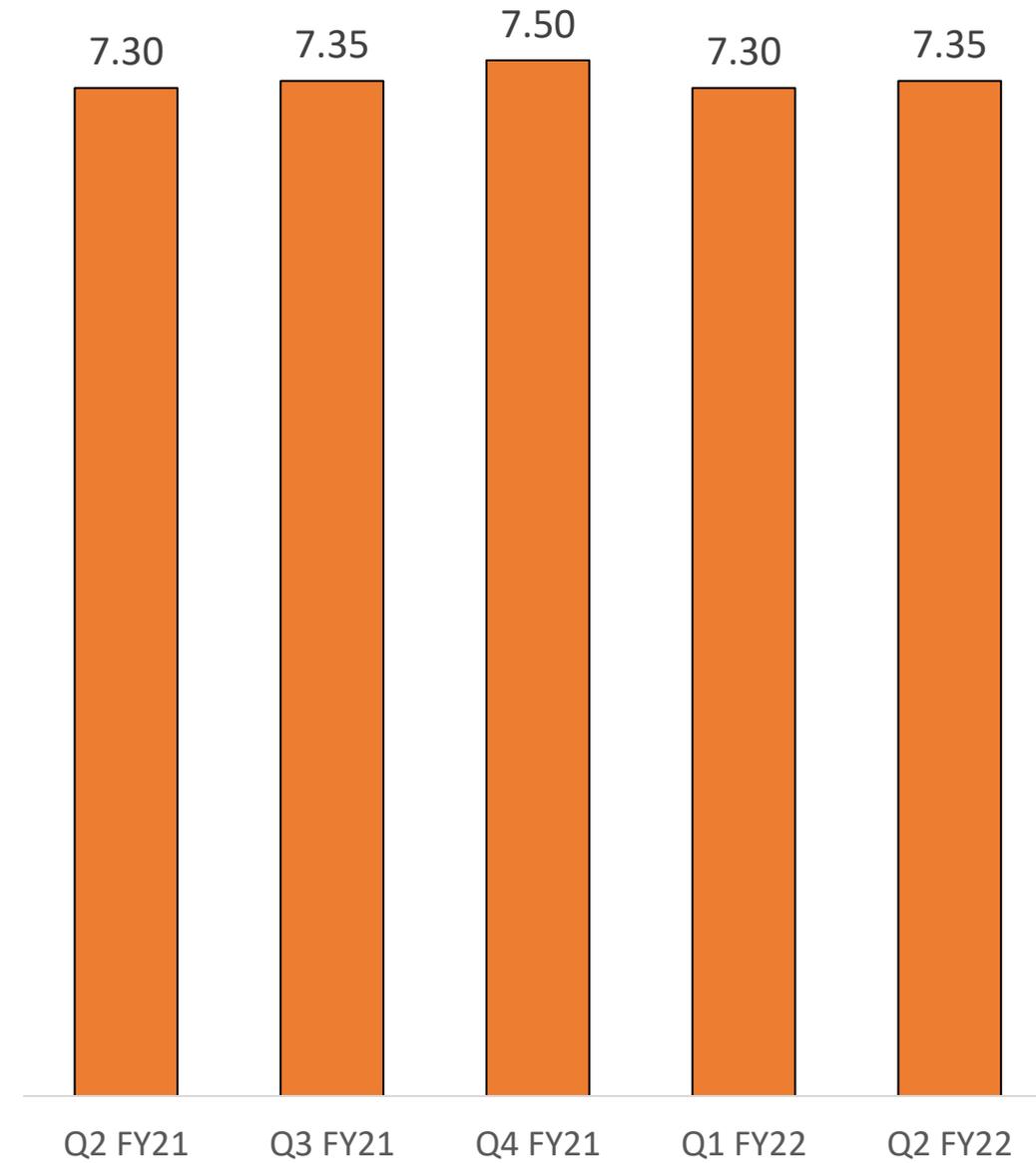


KEY KPIs : CATV Business : Quarterly : Consolidated*

Active Subscribers¹ (Mn)

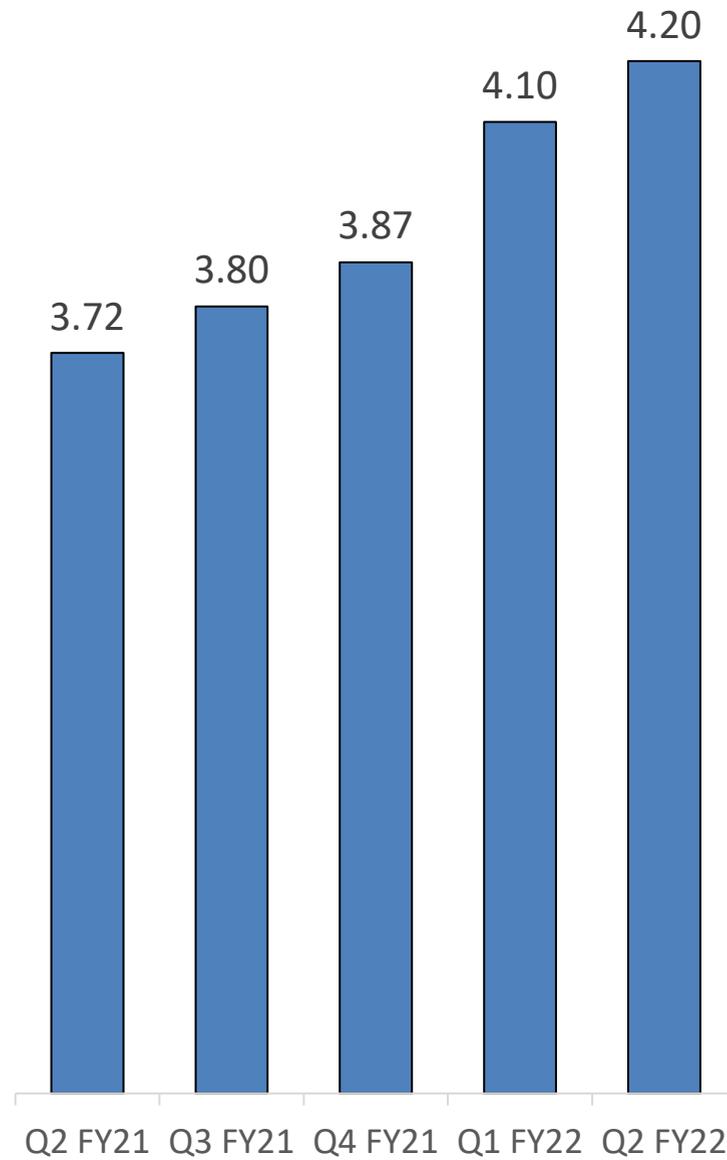


Paying Subscribers (Mn)



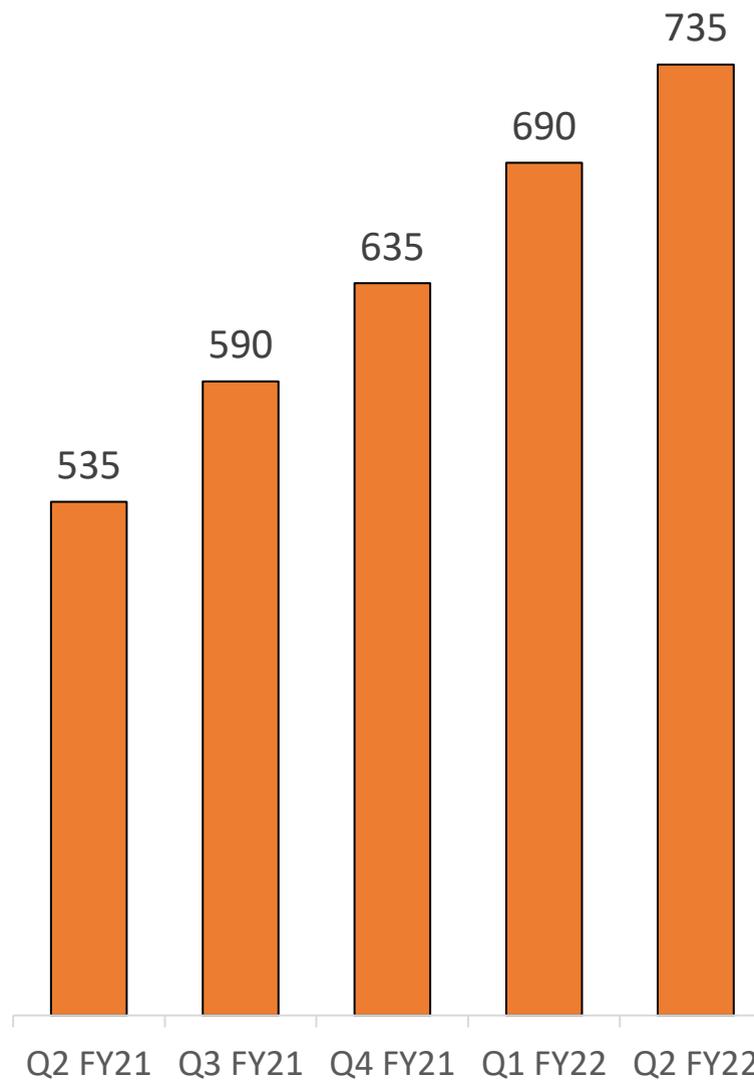
KEY KPIs : Broadband Business : Quarterly*

Home-pass (Mn)



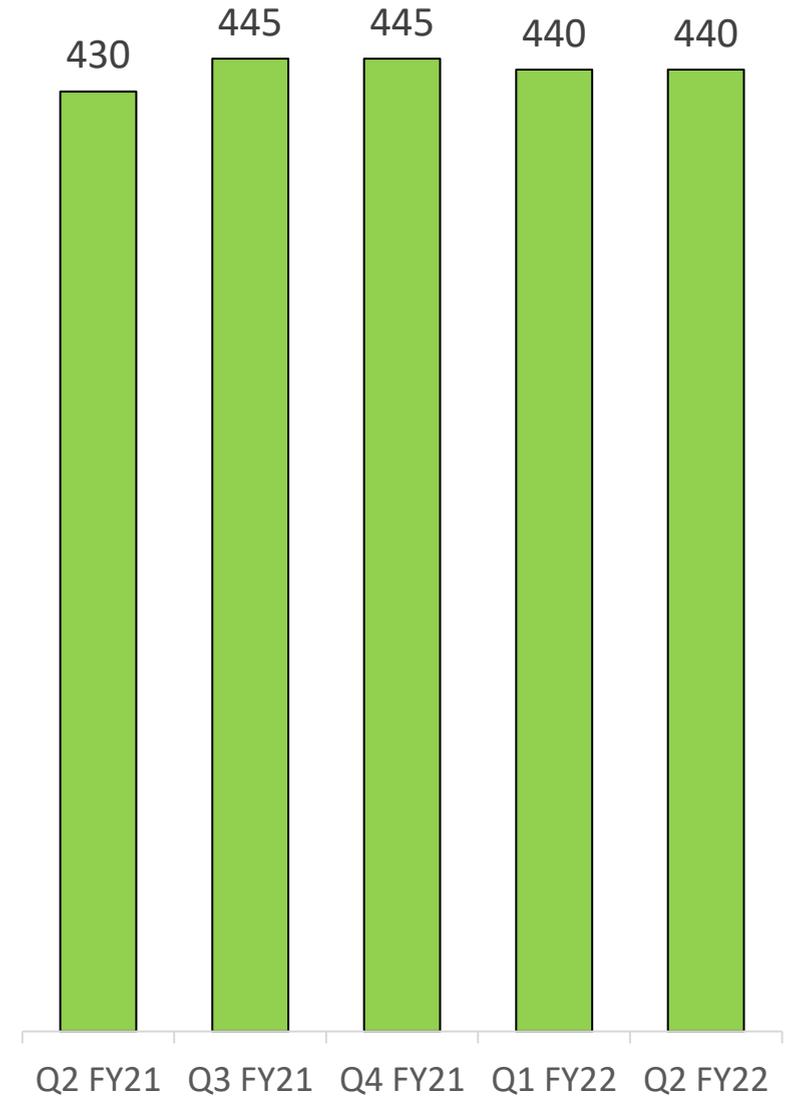
330K New Home-Pass in H1 FY22

Active Subscribers ('000)



#ACB increased by 100K in H1 FY22

ARPU (₹) (Net of Taxes)

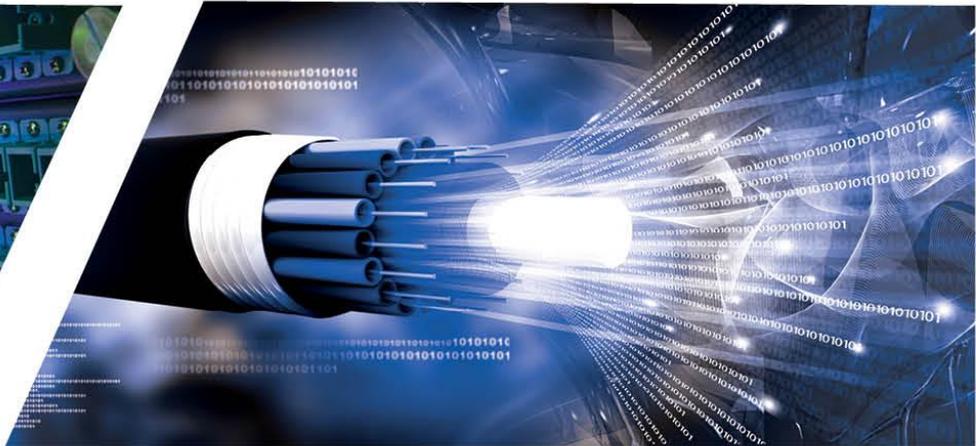


Maintained ARPU





Consolidated Financials



Financial Highlights : Consolidated*

(Ex EPC)



1 Revenue



Total Revenue up by 20% H-o-H; 18% Y-o-Y; 3% Q-o-Q
Subscription Revenue up by 3% Q-o-Q
ISP Revenue up by 61% H-o-H; 50% Y-o-Y; 10% Q-o-Q

2 Expenses



Finance cost down by 62% H-o-H; 40% Y-o-Y

3 EBITDA



EBITDA of ₹ 2,805 Mn in H1 FY22; ₹ 1,443 Mn in Q2 FY22
Up ₹ 204 Mn (8%) H-o-H; ₹ 81 Mn (6%) Q-o-Q
EBITDA Margin stands at 24.1% in Q2 FY22; up by 80 bps Q-o-Q

4 PAT



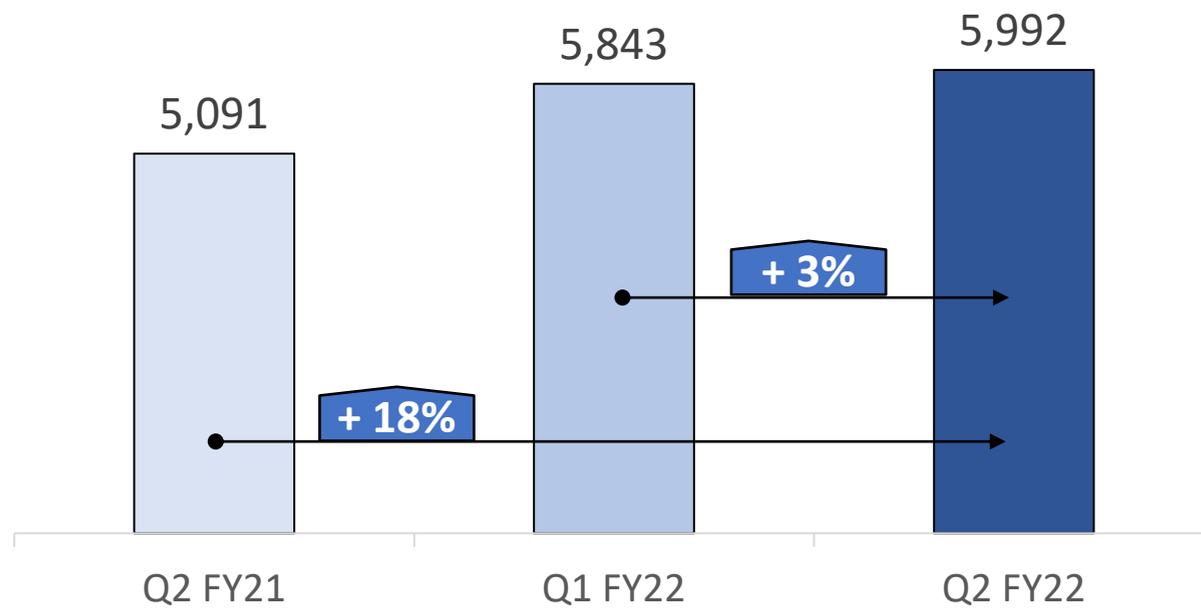
PAT (Incl. EPC) of ₹ 908 Mn in H1 FY22; ₹ 433 Mn in Q2 FY22
Up ₹ 46 Mn (5%) H-o-H



Financial Performance Trend: Consolidated*

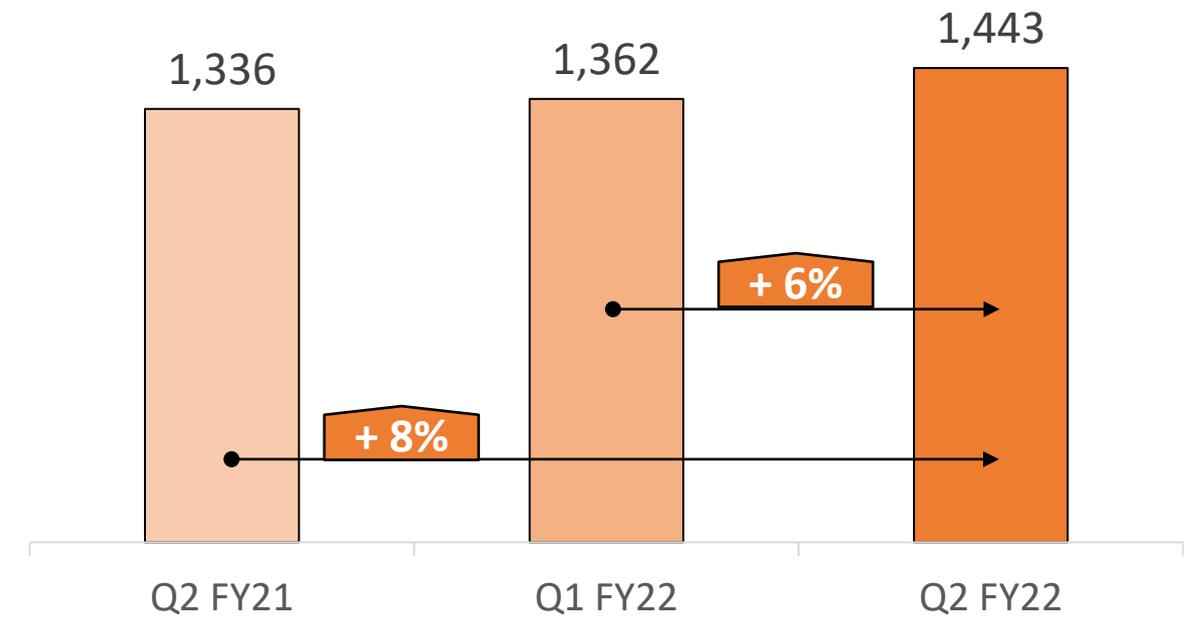
(Ex EPC)

Total Revenue (In ₹ Mn)

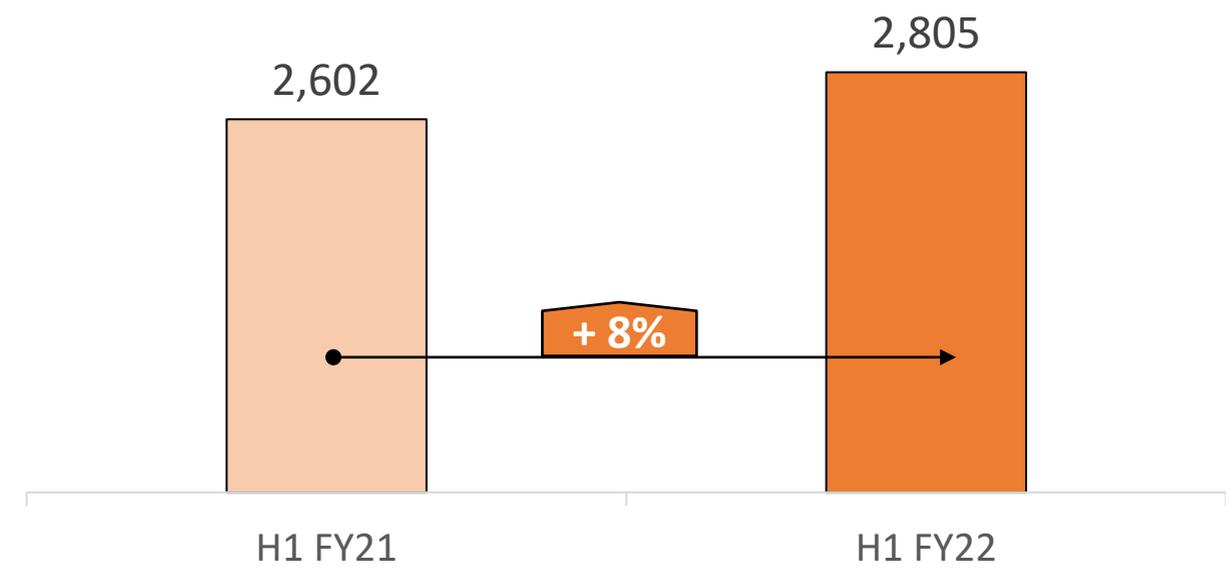
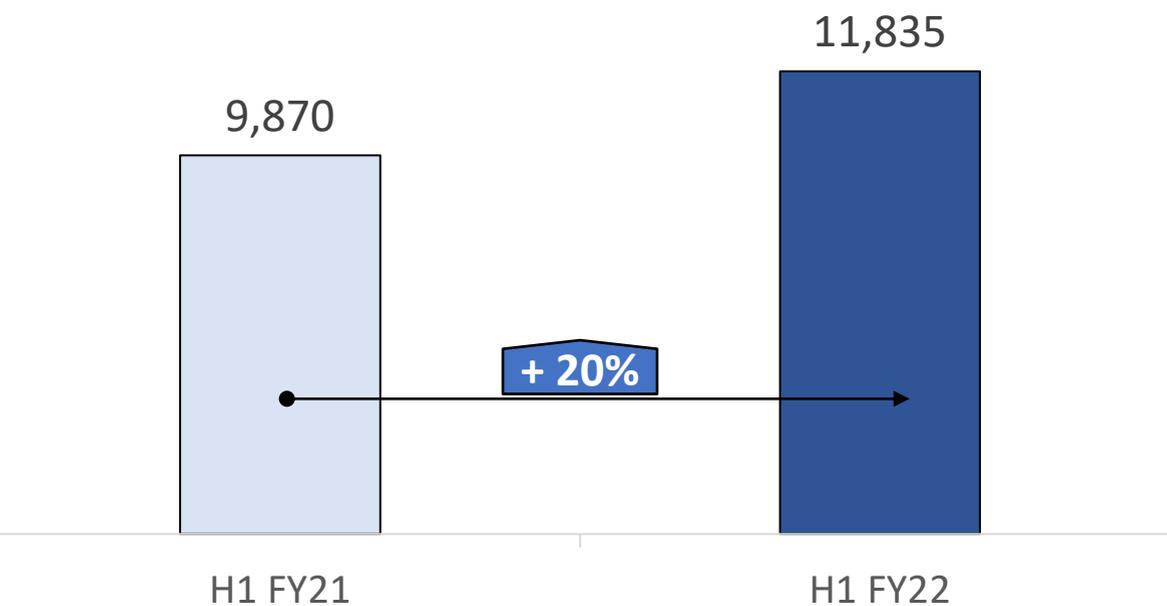


Quarterly

EBITDA (In ₹ Mn)



Half Yearly



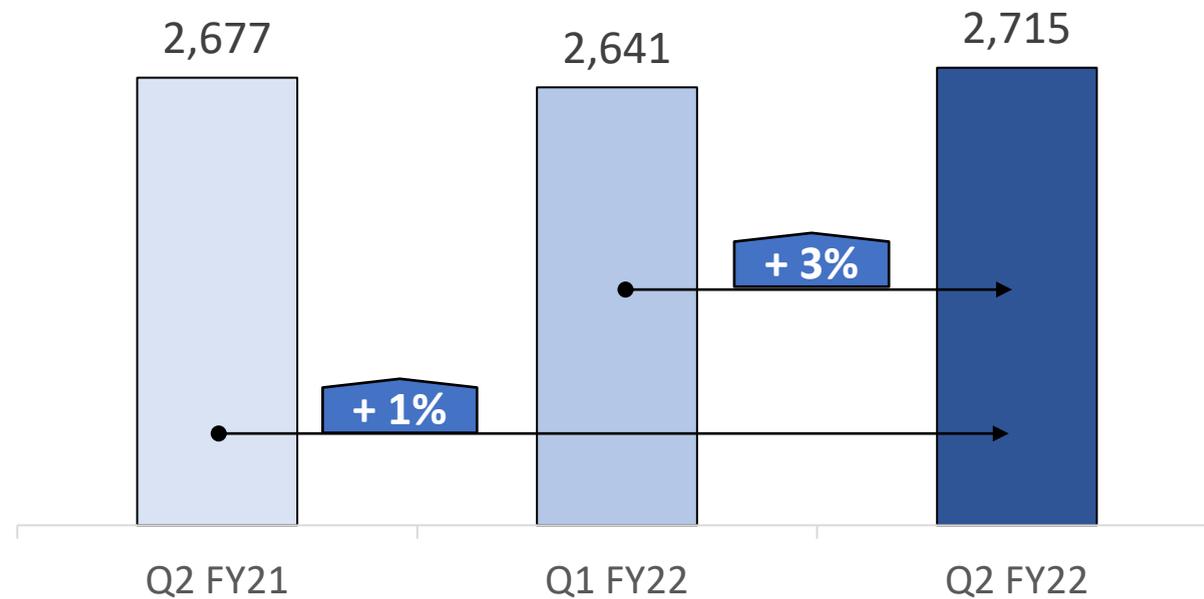
* FY = Apr-Mar, Q1 = Apr-Jun , Q2 = Jul-Sep, H1/H = Apr-Sep

Note : Financial figures are excluding EPC contract



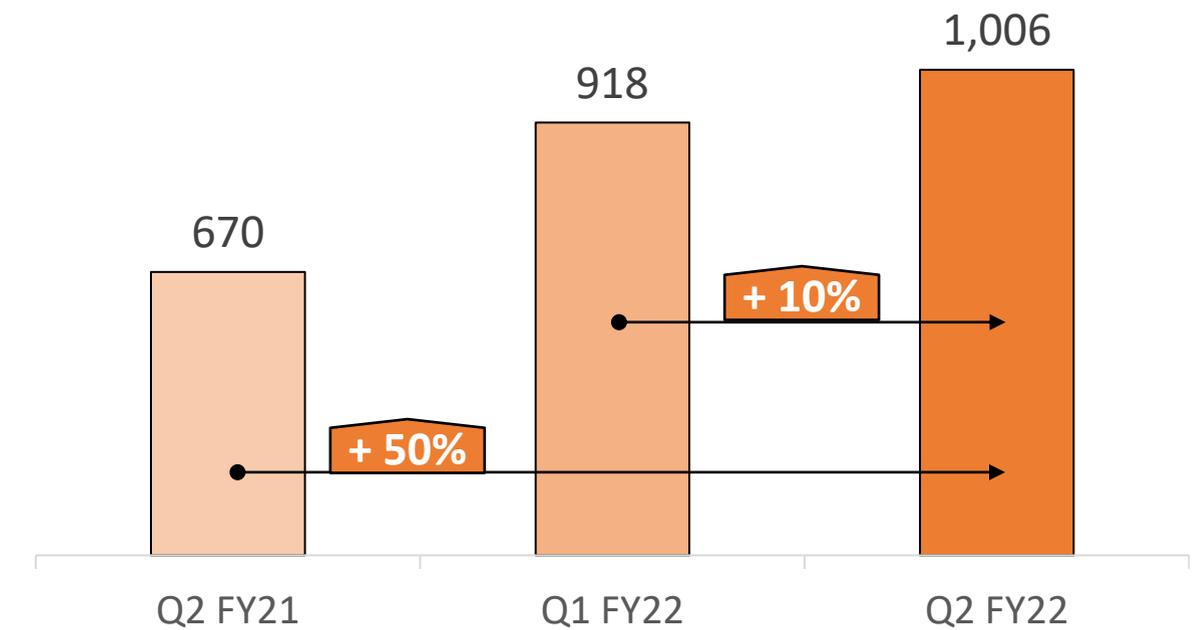
Financial Performance Trend: Consolidated* (Ex EPC)

Subscription Revenue (In ₹ Mn)



Quarterly

ISP Revenue (In ₹ Mn)



Half Yearly

Note : Financial figures are excluding EPC contract



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

In ₹ Mn



Particulars	H1 FY22 Ex. EPC	H1 FY22 EPC Contract	H1 FY22 Total	H1 FY21 Ex. EPC	H1 FY21 EPC Contract	H1 FY21 Total	H1-o-H1% (Ex. EPC)	FY21 Ex. EPC	FY21 EPC Contract	FY21 Total
Revenue										
Subscription CATV	5,356	-	5,356	5,330	-	5,330	0.5%	10,712	-	10,712
Revenue from EPC contract	-	324	324	-	996	996	-	-	3,815	3,815
Broadband ISP	1,924	-	1,924	1,196	-	1,196	61%	2,792	-	2,792
Placement / Carriage / Marketing Incentive	3,669	-	3,669	2,539	-	2,539	45%	5,975	-	5,975
Activation	312	-	312	488	-	488	-36%	924	-	924
Other Operating Income	392	-	392	161	-	161	143%	452	-	452
Other Income	181	1	182	155	1	156	17%	629	2	630
Total Income	11,835	324	12,159	9,870	997	10,867	20%	21,484	3,816	25,300
Expenditure										
Pay Channel Cost	5,981	-	5,981	4,721	-	4,721	27%	10,418	-	10,418
EPC cost of material consumed & sub contracting cost	-	302	302	-	924	924	-	-	3,548	3,548
Employee Cost	576	-	576	578	-	578	0%	1,148	-	1,148
Other Operating, Admin & Selling Exp.	2,472	-	2,472	1,970	-	1,970	25%	4,463	-	4,463
Total Expenditure	9,029	302	9,331	7,268	924	8,192	24%	16,029	3,548	19,577
EBITDA	2,805	22	2,828	2,602	73	2,675	8%	5,455	268	5,724
EBITDA %	23.7%	6.9%	23.3%	26.4%	7.3%	24.6%		25.4%	7.0%	22.6%
Depreciation/Amortization	1,239	0	1,239	1,260	0	1,260	-2%	2,604	0	2,604
Finance cost	49	-	49	129	8	137	-62%	221	10	230
Profit before Tax & Exceptional item	1,517	22	1,540	1,212	65	1,277	25%	2,631	258	2,889
Exceptional item / Share of Profit/(Loss) from Associate and JVs	(128)	-	(128)	(5)	-	(5)		(10)	-	(10)
PBT	1,390	22	1,412	1,207	65	1,272	15%	2,621	258	2,879
Tax			378			309		-	-	775
PAT before Other Comprehensive Income			1,034			964	7%			2,104
(Add)/Less : Share of Non Controlling Interest			(129)			(104)				(223)
Add/(Less) Other Comprehensive Income			2			2				4
PAT			908			862	5%			1,885

Exceptional Items (Loss on Insurance Claim Receivables) in Broadband of ₹ 124 Mn for H1 FY22

Note : PAT% are including EPC contract.



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

In ₹ Mn

Particulars	Q2 FY22 Ex. EPC	Q2 FY22 EPC Contract	Q2 FY22 Total	Q1 FY22 Ex. EPC	Q1 FY22 EPC Contract	Q1 FY22 Total	Q-o-Q% (Ex. EPC)	Q2 FY21 Ex. EPC	Q2 FY21 EPC Contract	Q2 FY21 Total	Y-o-Y% (Ex. EPC)	FY21 Ex. EPC	FY21 EPC Contract	FY21 Total
Revenue														
Subscription CATV	2,715	-	2,715	2,641	-	2,641	3%	2,677	-	2,677	1%	10,712	-	10,712
Revenue from EPC contract	-	61	61	-	263	263	-	-	756	756	-	-	3,815	3,815
Broadband ISP	1,006	-	1,006	918	-	918	10%	670	-	670	50%	2,792	-	2,792
Placement / Carriage / Marketing Incentive	1,800	-	1,800	1,870	-	1,870	-4%	1,323	-	1,323	36%	5,975	-	5,975
Activation	150	-	150	162	-	162	-8%	252	-	252	-40%	924	-	924
Other Operating Income	228	-	228	164	-	164	39%	79	-	79	187%	452	-	452
Other Income	93	0	93	88	0	89	5%	90	0	91	3%	629	2	630
Total Income	5,992	61	6,052	5,843	263	6,106	3%	5,091	756	5,847	18%	21,484	3,816	25,300
Expenditure														
Pay Channel Cost	2,977	-	2,977	3,004	-	3,004	-1%	2,451	-	2,451	21%	10,418	-	10,418
EPC cost of material consumed & sub contracting cost	-	56	56	-	245	245	-	-	703	703	-	-	3,548	3,548
Employee Cost	296	-	296	279	-	279	6%	265	-	265	12%	1,148	-	1,148
Other Operating, Admin & Selling Exp.	1,275	-	1,275	1,197	-	1,197	7%	1,039	-	1,039	23%	4,463	-	4,463
Total Expenditure	4,548	56	4,605	4,481	245	4,726	2%	3,755	703	4,457	21%	16,029	3,548	19,577
EBITDA	1,443	4	1,448	1,362	18	1,380	6%	1,336	53	1,390	8%	5,455	268	5,724
EBITDA %	24.1%	7.1%	23.9%	23.3%	6.9%	22.6%		26.3%	7.0%	23.8%		25.4%	7.0%	22.6%
Depreciation/Amortization	625	0	625	614	0	614	2%	631	0	631	-1%	2,604	0	2,604
Finance cost	33	-	33	16	-	16	103%	55	2	57	-40%	221	10	230
Profit before Tax & Exceptional item	785	4	789	732	18	750	7%	651	51	702	21%	2,631	258	2,889
Exceptional item / Share of Profit/(Loss) from Associate and JVs	(127)	-	(127)	(0)	-	(0)		(4)	-	(4)		(10)	-	(10)
PBT	658	4	662	732	18	750	-10%	646	51	698	2%	2,621	258	2,879
Tax			158			220				199				775
PAT before Other Comprehensive Income			504			530	-5%			499	1%			2,104
(Add)/Less : Share of Non Controlling Interest			(73)			(56)				(48)				(223)
Add/(Less) Other Comprehensive Income			2			0				2				4
PAT			433			475	-9%			453	-4%			1,885

Exceptional Items (Loss on Insurance Claim Receivables) in Broadband of ₹ 124 Mn for Q2 FY22

Note : PAT% are including EPC contract.



Balance Sheet : Consolidated

In ₹ Mn

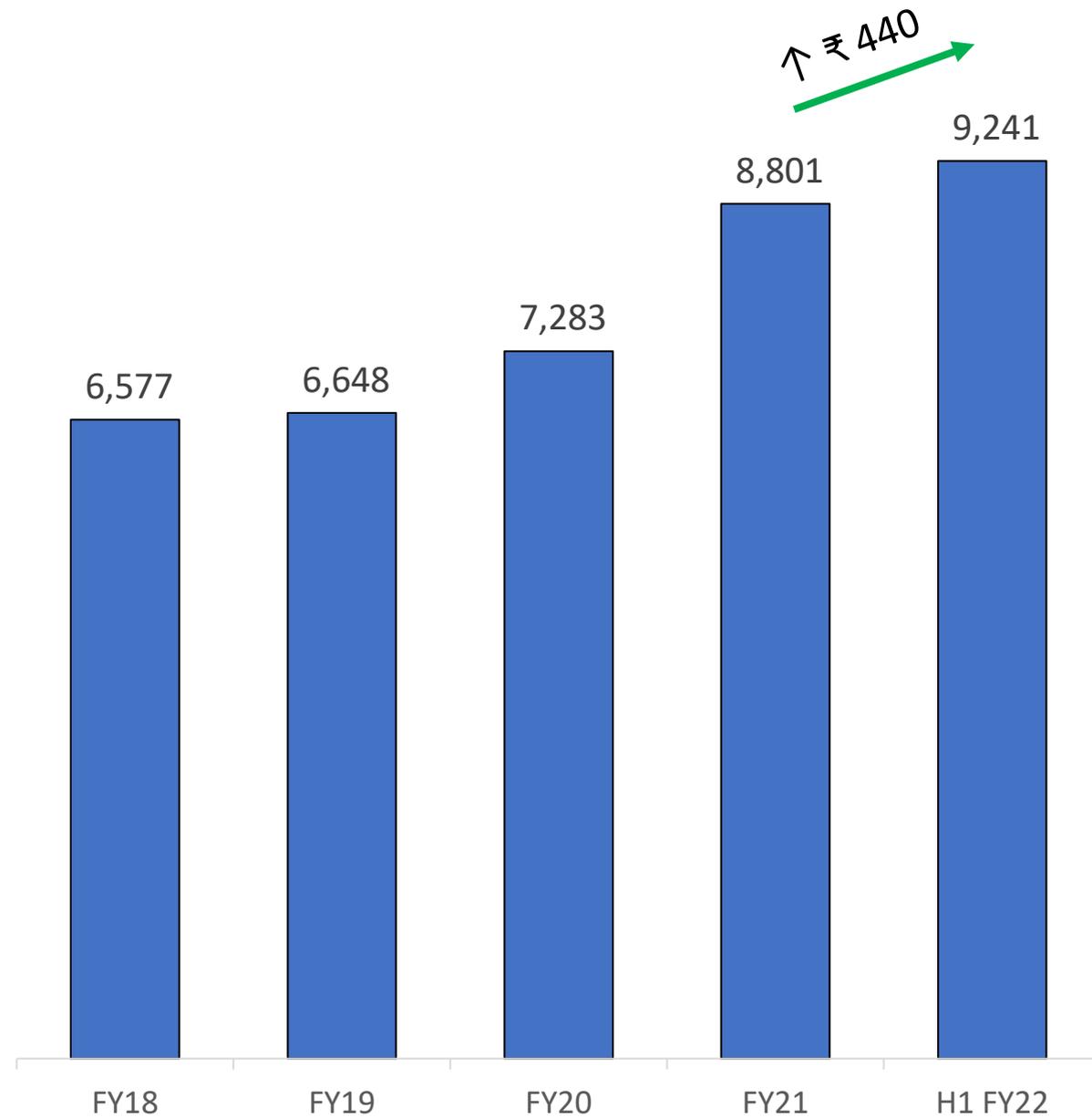


Liabilities	As on 30th Sep 2021	As on 31st Mar 2021	Assets	As on 30th Sep 2021	As on 31st Mar 2021
Equity			Non-Current Assets		
Equity Share Capital	1,125	1,125	Fixed Assets	15,332	14,642
Other Equity	8,972	8,402	Financial Assets		
Total Equity	10,097	9,527	Investments	88	99
Non-Current Liabilities			Other Financial Assets	170	331
Financial Liabilities			Deferred Tax Assets	689	753
Borrowings	482	155	Other non-current Assets	489	364
Other Financial Liabilities	124	157	Total Non-Current Assets	16,769	16,188
Deferred Tax Liabilities	468	349	Current Assets		
Other Non-Current Liabilities	313	311	Inventories	106	79
Total Non-Current Liabilities	1,388	973	Financial Assets		
Current Liabilities			Trade Receivables	3,226	3,833
Financial Liabilities			Cash and cash equivalents	1,937	1,447
Borrowings	1,541	1,425	Other Financials Assets	730	693
Trade Payables	5,550	5,652	Current Tax Assets (Net)	285	321
Other Financial Liabilities	1,871	2,359	Other Current Assets	955	966
Other current liabilities (Deferred Rev.)	3,521	3,483	Total Current Assets	7,239	7,339
Current Tax liability(Net)	42	108	Total Assets	24,009	23,527
Total Current Liabilities	12,524	13,028			
Total Liabilities	24,009	23,527			

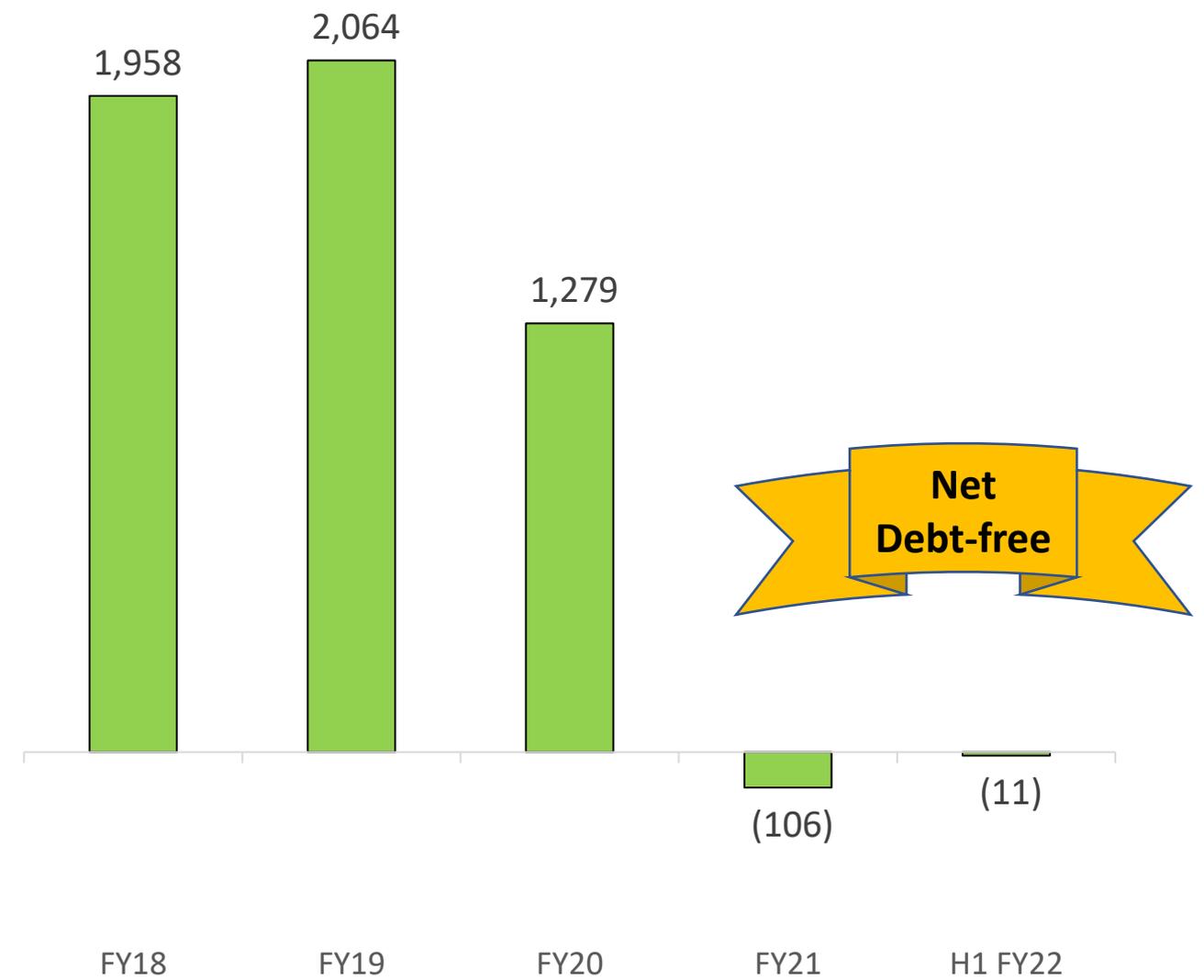


Financial Performance : Consolidated

Net Worth (In ₹ Mn)

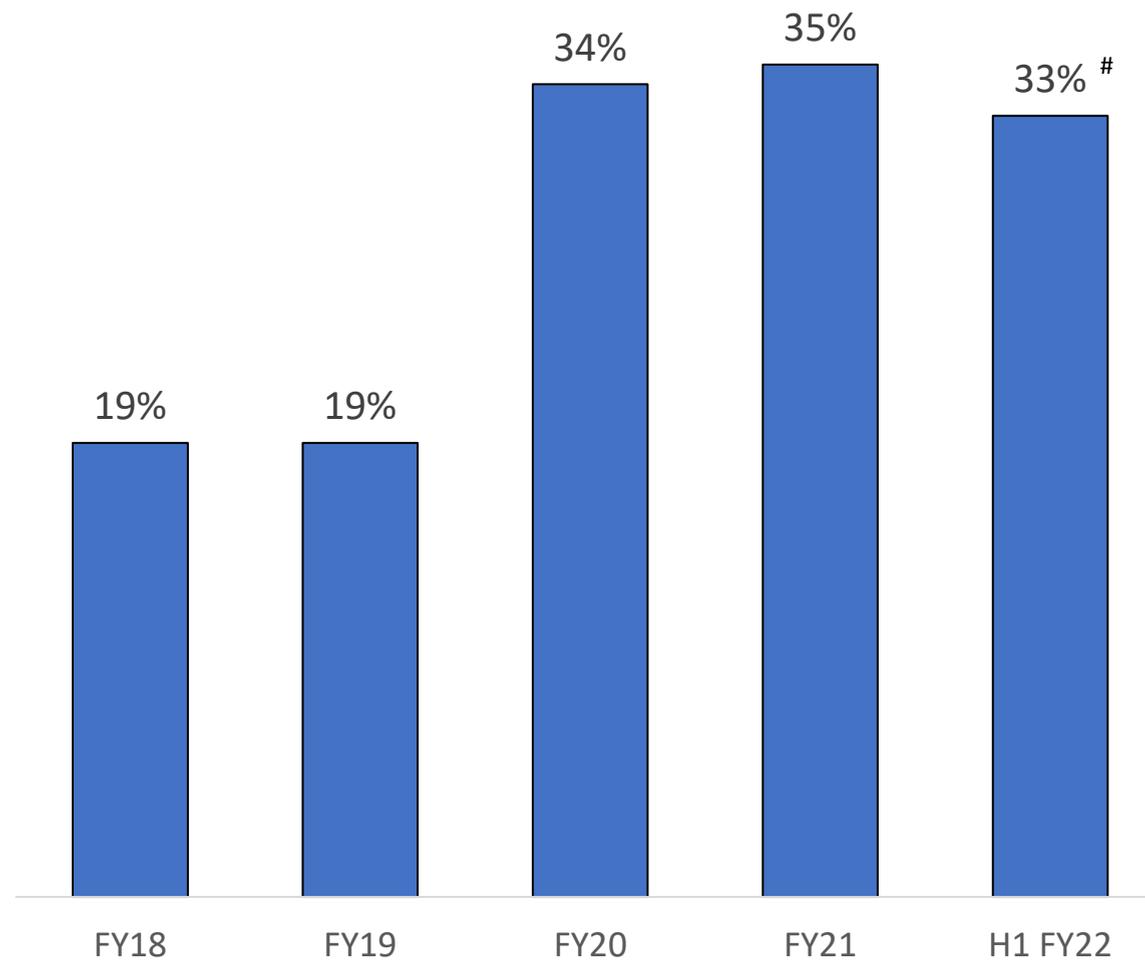


Net Debt (In ₹ Mn)

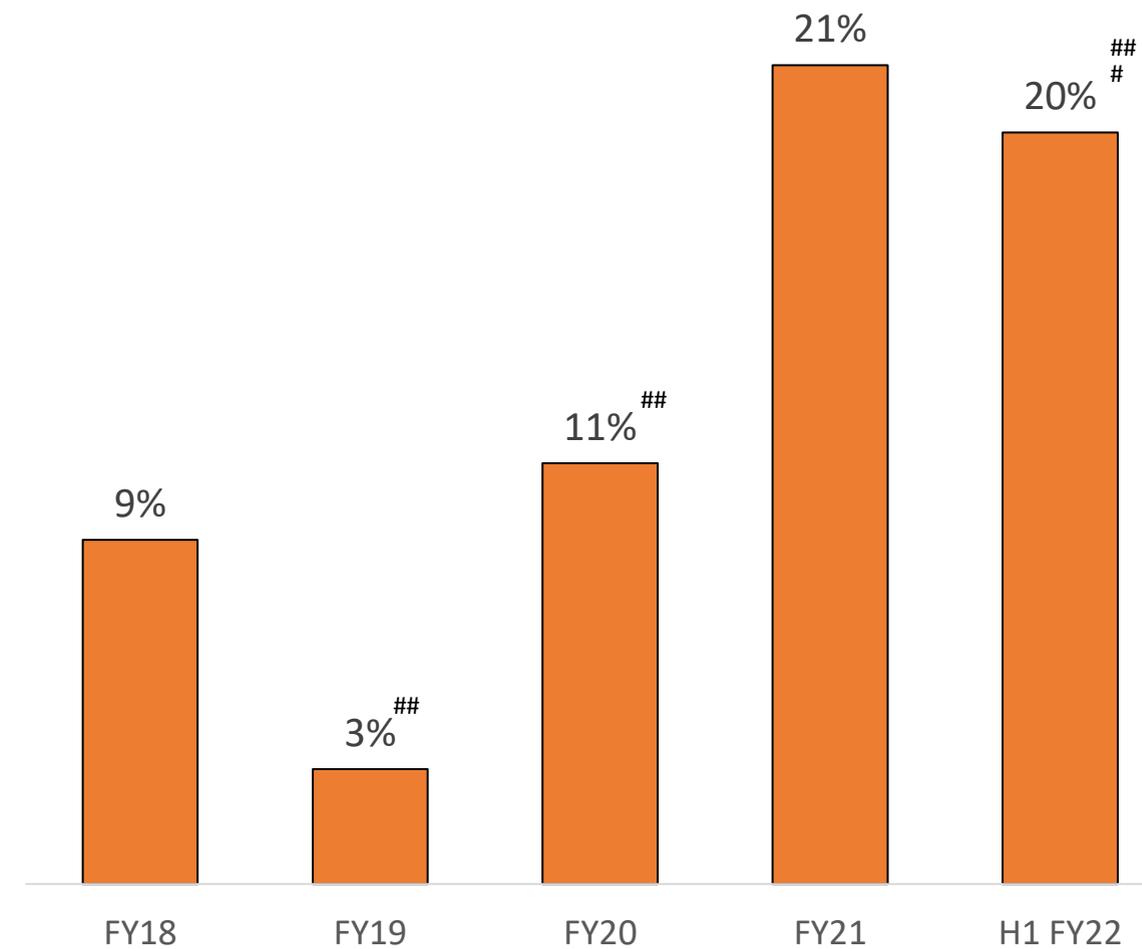


Financial Performance : Consolidated

Return on Capital Employed ROCE (In %)



Return on Equity (ROE In %)



ROCE = (EBIT ÷ Capital Employed) X 100
 Capital Employed = Shareholders' Equity + Long term borrowings

ROE = (PAT attributable to Owners of the Company ÷ Shareholders' Equity) X 100

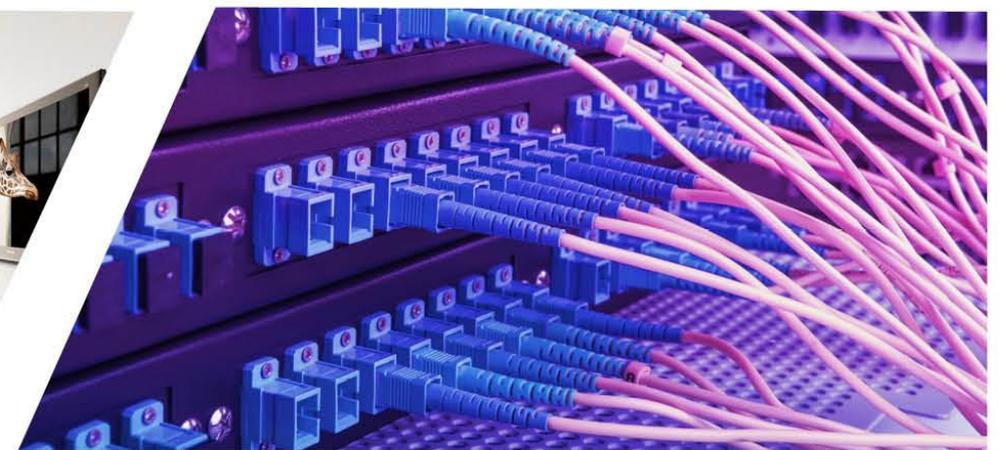
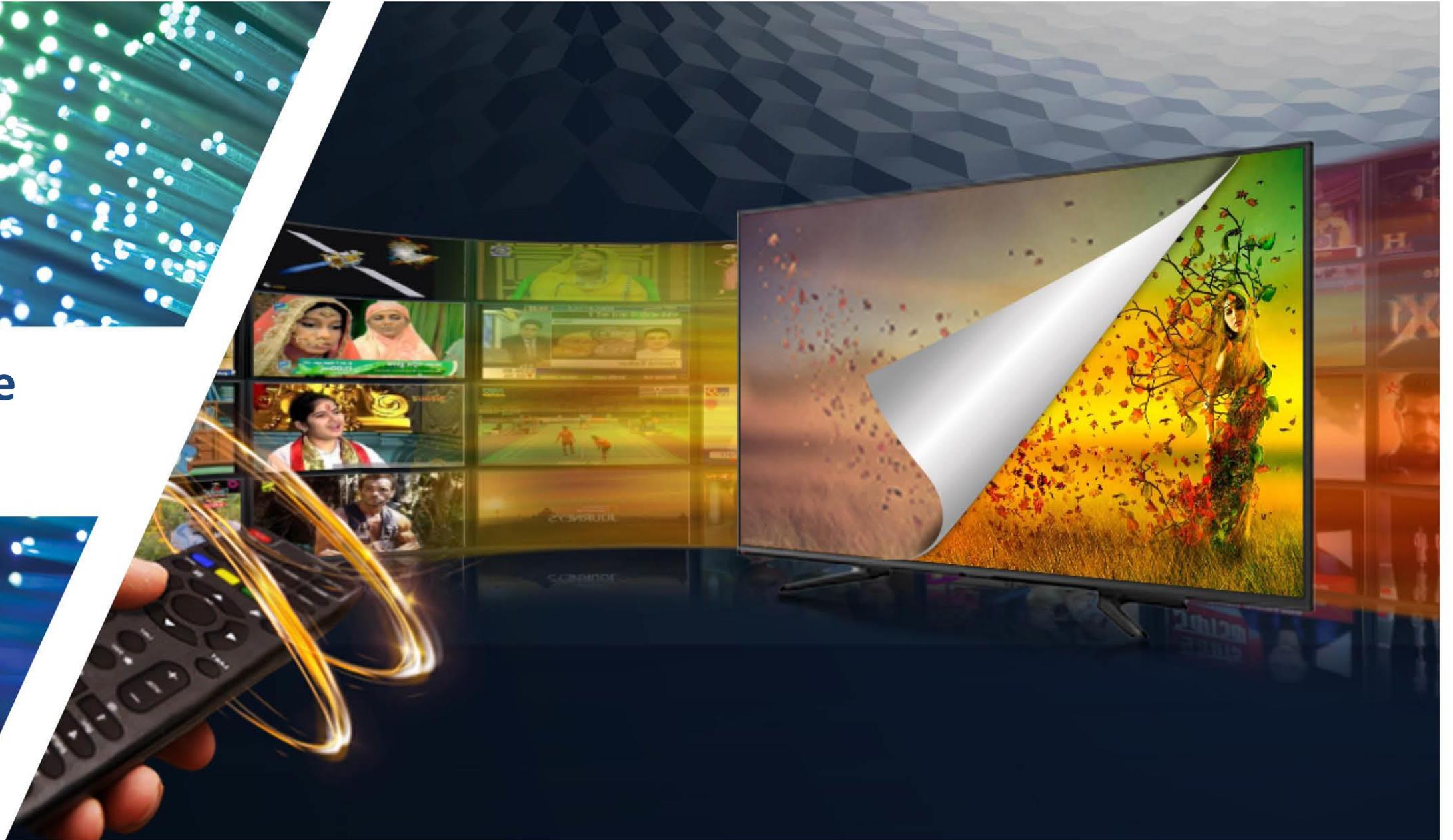
* FY = Apr-Mar, H1/H = Apr-Sep

Annualized

After provision of Exceptional Items



Standalone Financials



Financial Highlights : Standalone*

(Ex EPC)

1 Revenue



Total Revenue up by 12% H-o-H; 11% Y-o-Y
Subscription Revenue up by 2% Y-o-Y; 3% Q-o-Q

2 Expenses



Finance cost down by 50% H-o-H; 42 Y-o-Y; 12% Q-o-Q

3 EBITDA



EBITDA of ₹ 1,572 Mn in H1 FY22; ₹ 794 Mn in Q2 FY22
Up by ₹ 16 Mn (2%) Q-o-Q
EBITDA Margin stands at 21% in H1 FY22

4 Earnings



PAT (Incl. EPC) of ₹ 637 Mn in H1 FY22; ₹ 332 Mn in Q2 FY22
Up by ₹ 28 Mn (9%) Q-o-Q

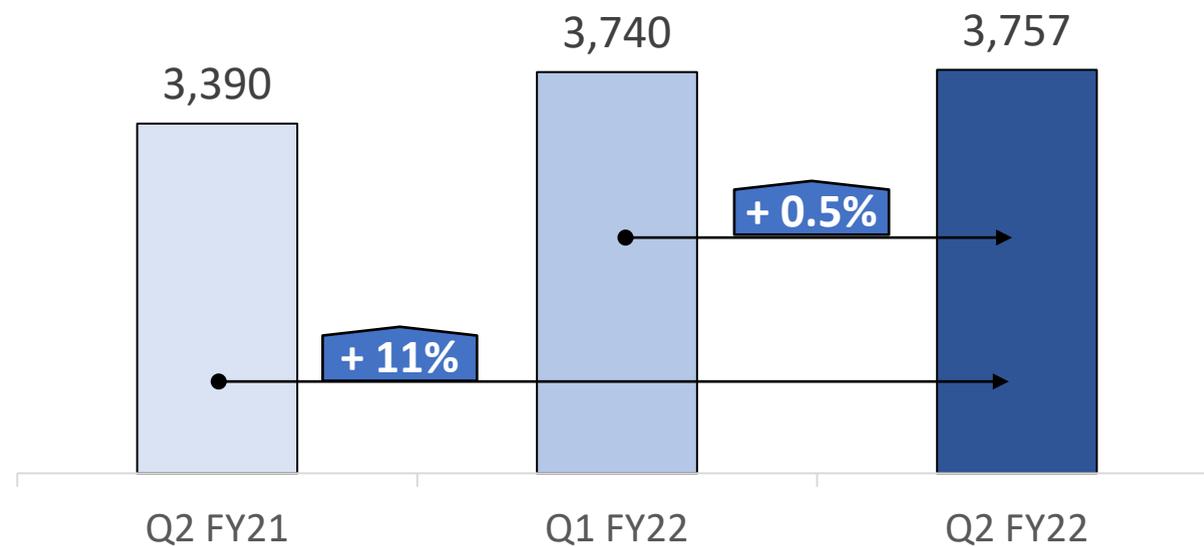


Financial Performance Trend: Standalone*

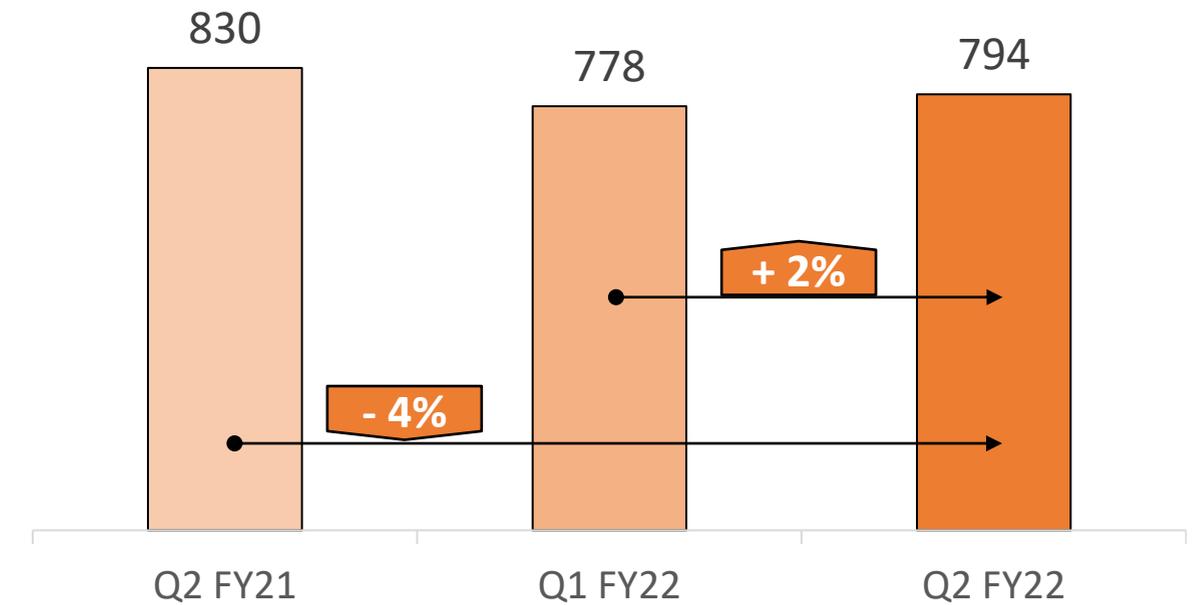
(Ex EPC)

Total Revenue (In ₹ Mn)

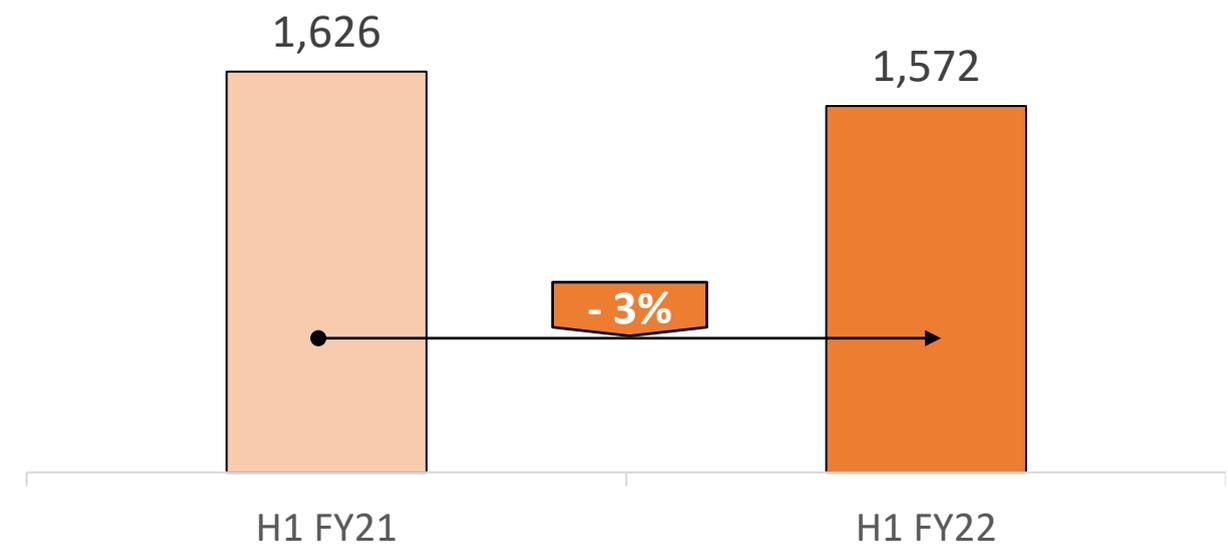
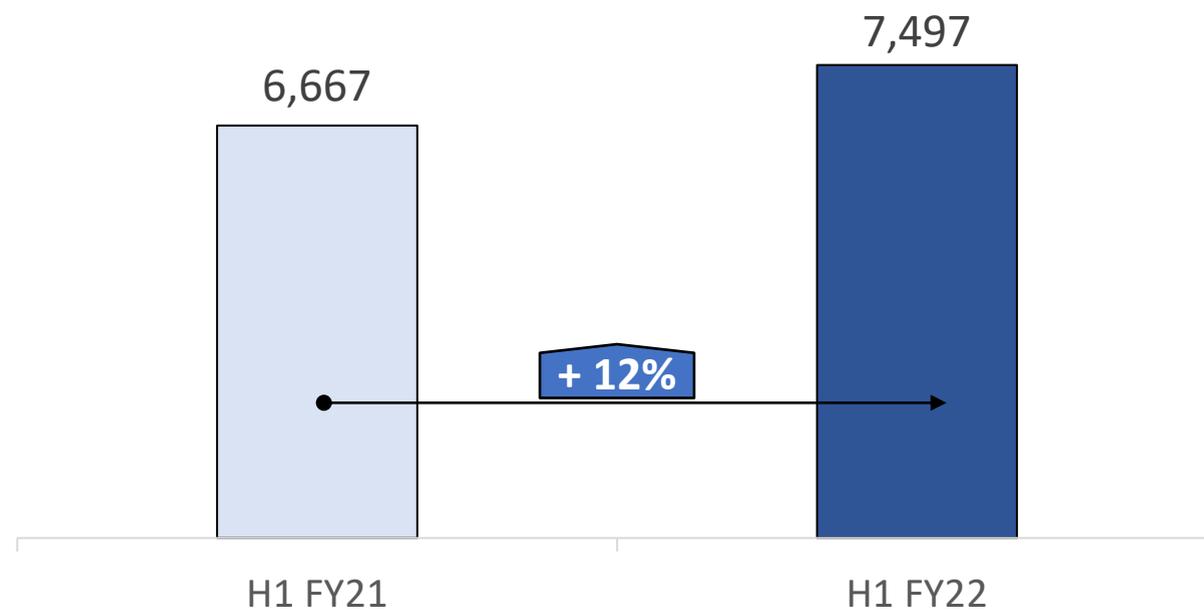
Quarterly



EBITDA (In ₹ Mn)



Half Yearly



* FY = Apr-Mar, Q1 = Apr-Jun , Q2 = Jul-Sep, H1/H = Apr-Sep

Note : Financial figures are excluding EPC contract



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

In ₹ Mn

Particulars	H1 FY22 Ex. EPC	H1 FY22 EPC Contract	H1 FY22 Total	H1 FY21 Ex. EPC	H1 FY21 EPC Contract	H1 FY21 Total	H1-o-H1% (Ex. EPC)	FY21 Ex. EPC	FY21 EPC Contract	FY21 Total
Revenue										
Subscription CATV	3,723	-	3,723	3,690	-	3,690	1%	7,397	-	7,397
Revenue from EPC contract	-	324	324	-	996	996	-	-	3,815	3,815
Placement / Carriage / Marketing Incentive	2,927	-	2,927	2,283	-	2,283	28%	5,076	-	5,076
Activation	169	-	169	324	-	324	-48%	604	-	604
Other Operating Income	519	-	519	261	-	261	99%	663	-	663
Other Income	158	1	159	110	1	111	44%	488	2	489
Total Income	7,497	324	7,821	6,667	997	7,664	12%	14,229	3,816	18,045
Expenditure										
Pay Channel Cost	4,295	-	4,295	3,569	-	3,569	20%	7,690	-	7,690
EPC cost of material consumed & sub contracting cost	-	302	302	-	924	924	-	-	3,548	3,548
Employee Cost	289	-	289	305	-	305	-5%	589	-	589
Other Operating, Admin & Selling Exp.	1,341	-	1,341	1,168	-	1,168	15%	2,658	-	2,658
Total Expenditure	5,925	302	6,226	5,041	924	5,965	18%	10,937	3,548	14,485
EBITDA	1,572	22	1,595	1,626	73	1,699	-3%	3,292	268	3,560
EBITDA %	21.0%	6.9%	20.4%	24.4%	7.3%	22.2%		23.1%	7.0%	19.7%
Depreciation/Amortization	679	0	679	757	0	757	-10%	1,558	0	1,558
Finance cost	47	-	47	95	8	103	-50%	165	10	174
Profit before Tax & Exceptional item	846	22	868	774	65	839	9%	1,569	258	1,828
Exceptional item / Share of Profit/(Loss) from Associate and JVs	-	-	-	-	-	-		-	-	-
PBT	846	22	868	774	65	839	9%	1,569	258	1,828
Tax			233			194				502
PAT before Other Comprehensive Income			636			645	-1%			1,326
Add/(Less) Other Comprehensive Income			1			1				3
PAT			637			647	-1%			1,329

* FY = Apr-Mar, Q1 = Apr-Jun , Q2 = Jul-Sep, H1/H = Apr-Sep



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

In ₹ Mn



Particulars	Q2 FY22 Ex. EPC	Q2 FY22 EPC Contract	Q2 FY22 Total	Q1 FY22 Ex. EPC	Q1 FY22 EPC Contract	Q1 FY22 Total	Q-o-Q% (Ex. EPC)	Q2 FY21 Ex. EPC	Q2 FY21 EPC Contract	Q2 FY21 Total	Y-o-Y% (Ex. EPC)	FY21 Ex. EPC	FY21 EPC Contract	FY21 Total
Revenue														
Subscription CATV	1,887	-	1,887	1,837	-	1,837	3%	1,858	-	1,858	2%	7,397	-	7,397
Revenue from EPC contract	-	61	61	-	263	263	-	-	756	756	-	-	3,815	3,815
Placement / Carriage / Marketing Incentive	1,434	-	1,434	1,493	-	1,493	-4%	1,165	-	1,165	23%	5,076	-	5,076
Activation	77	-	77	92	-	92	-17%	171	-	171	-55%	604	-	604
Other Operating Income	288	-	288	231	-	231	25%	128	-	128	125%	663	-	663
Other Income	71	0	71	87	0	88	-19%	68	0	69	4%	488	2	489
Total Income	3,757	61	3,818	3,740	263	4,003	0%	3,390	756	4,146	11%	14,229	3,816	18,045
Expenditure														
Pay Channel Cost	2,133	-	2,133	2,161	-	2,161	-1%	1,841	-	1,841	16%	7,690	-	7,690
EPC cost of material consumed & sub contracting cost	-	56	56	-	245	245	-	-	703	703	-	-	3,548	3,548
Employee Cost	150	-	150	140	-	140	7%	129	-	129	16%	589	-	589
Other Operating, Admin & Selling Exp.	680	-	680	661	-	661	3%	590	-	590	15%	2,658	-	2,658
Total Expenditure	2,963	56	3,020	2,961	245	3,207	0%	2,561	703	3,263	16%	10,937	3,548	14,485
EBITDA	794	4	798	778	18	796	2%	830	53	883	-4%	3,292	268	3,560
EBITDA %	21.1%	7.1%	20.9%	20.8%	6.9%	19.9%		24.5%	7.0%	21.3%		23.1%	7.0%	19.7%
Depreciation/Amortization	345	0	345	334	0	334	3%	375	0	375	-8%	1,558	0	1,558
Finance cost	22	-	22	25	-	25	-12%	38	2	40	-42%	165	10	174
Profit before Tax & Exceptional item	427	4	431	419	18	437	2%	416	51	468	3%	1,569	258	1,828
Exceptional item / Share of Profit/(Loss) from Associate and JVs	-	-	-	-	-	-		-	-	-		-	-	-
PBT	427	4	431	419	18	437	2%	416	51	468	3%	1,569	258	1,828
Tax			100			132				127				502
PAT before Other Comprehensive Income			331			305	9%			341	-3%			1,326
Add/(Less) Other Comprehensive Income			1							1				3
PAT			332			305	9%			342	-3%			1,329

* FY = Apr-Mar, Q1 = Apr-Jun , Q2 = Jul-Sep, H1/H = Apr-Sep



Balance Sheet : Standalone

In ₹ Mn

Liabilities	As on 30th Sep 2021	As on 31st Mar 2021	Assets	As on 30th Sep 2021	As on 31st Mar 2021
Equity			Non-Current Assets		
Equity Share Capital	1,125	1,125	Fixed Assets	6,524	6,468
Other Equity	6,589	6,401	Financial Assets		
Total Equity	7,713	7,526	Investments	1,627	1,653
Non-Current Liabilities			Loans & Other Financial Assets	1,693	1,337
Financial Liabilities			Deferred Tax assets	334	376
Borrowings	417	67	Other non-current Assets	246	183
Other Non-Current Liabilities	244	298	Total Non-Current Assets	10,424	10,018
Total Non-Current Liabilities	661	365	Current Assets		
Current Liabilities			Inventories	106	79
Financial Liabilities			Financial Assets		
Borrowings	1,058	1,024	Trade Receivables	2,955	3,714
Trade Payables	4,193	4,399	Cash and cash equivalents	1,008	874
Other Financial Liabilities	1,465	1,821	Loans & Other Financial Assets	591	353
Other current liabilities (Deferred Rev.)	873	918	Current Tax Assets (Net)	170	226
Current Tax liability(Net)	-	-	Other Current Assets	710	788
Total Current Liabilities	7,589	8,161	Total Current Assets	5,539	6,034
Total Liabilities	15,963	16,052	Total Assets	15,963	16,052



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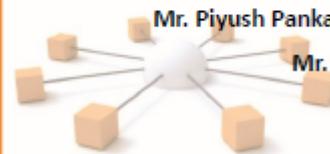
is pleased to invite you for a conference call to discuss the Q2 & H1 FY22 earnings with

Mr. Anirudhsinh Jadeja - Promoter and Managing Director

Mr. Rajan Gupta - Chairman and Non-Executive Director

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

Mr. Anil Bothra - Chief Financial Officer



GTPL Hathway Ltd.

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For further information please contact:



Mr. Naval Seth

naval.seth@emkayglobal.com

Tel.: +91 022 66242414

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Mr. Piyush Pankaj
Business Head - CATV & Chief Strategy Officer
Email: piyush.pankaj@gtpl.net

DICKENSON

IR Consultants

Mr. Mehul Mehta
Contact: +91 98202 80325

Mr. Hiral Keniya
Contact: +91 90296 62801
Email: gtplhathway@dickensonworld.com

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