

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

July 19, 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 first quarter ended June 30, 2021

Kindly find enclosed herewith a copy of Investor Presentation on the Standalone and Consolidated Unaudited Financial Results for the first quarter ended June 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

**FY22 Q1
RESULTS UPDATE**
July 2021

DISCUSSION SUMMARY

1 Company Overview & Strategy

3 - 18

2 Key KPIs

19 - 21

3 Consolidated Financials

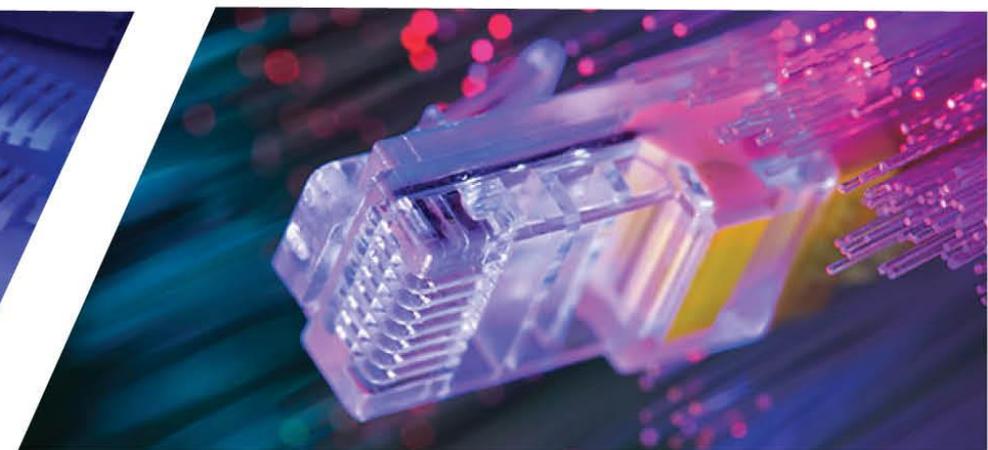
22 - 27

4 Standalone Financials

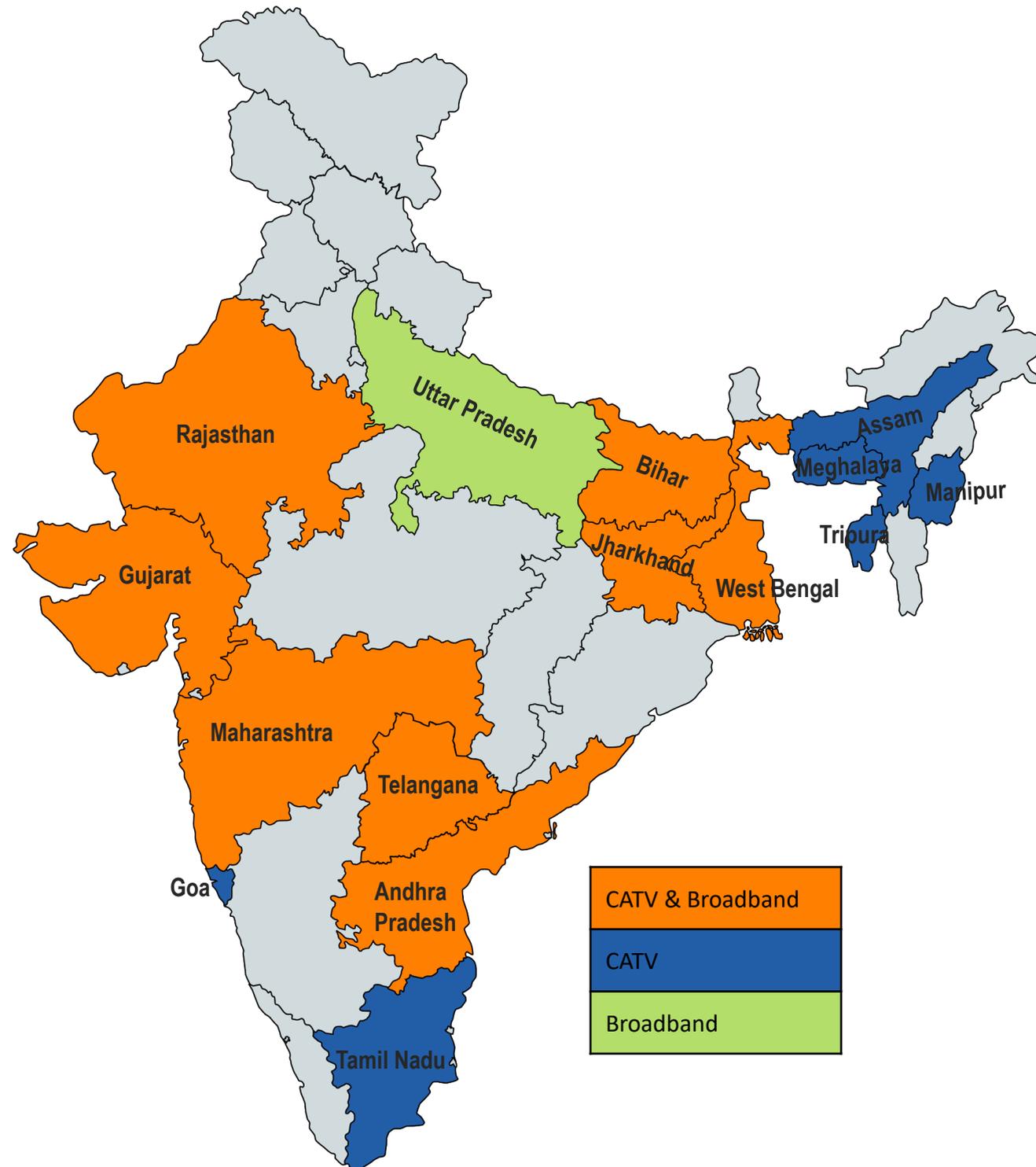
28 - 31



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

05 

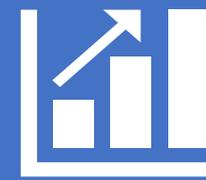
Significant presence in Maharashtra, Andhra Pradesh, Telangana & Northeast





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

- **₹ 4,201 Mn** debt re-paid in last 5 years | **₹ 168 Mn** re-paid in Q1FY22
- **“Net Debt Free”** company



Financial Performance : Consolidated*

Key Financial Highlights (in ₹ Mn)

	Q1 FY22		FY21		FY20	
	Incl. EPC.	Excl. EPC.	Incl. EPC.	Excl. EPC.	Incl. EPC.	Excl. EPC.
 REVENUE	6,106	5,843	25,300	21,484	24,247	17,725
 EBITDA	1,380	1,362	5,724	5,455	5,022	4,561
 PAT	475		1,885		770 [#]	

[#] Exceptional Items (Provision for Doubtful Debts) of ₹ 680 Mn for FY20

- ✓ Total Revenue (Ex. EPC) of ₹ 5,843 Mn in Q1 FY22; Increased by 22% Y-o-Y
- ✓ ISP Revenue of ₹ 918 Mn in Q1 FY22; Increased by 74% Y-o-Y
- ✓ Drop in Finance cost by 78% Y-o-Y; 62% Q-o-Q



Business Performance

CATV



8.00 Mn
Active¹
Subscribers



7.30 Mn
Paying
Subscribers



80%
Collection through
Digital Mode



48
GTPL Owned &
Operated Channels

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

Broadband



690K
Active
Subscribers
#55K increase Q-o-Q



4.10 Mn
Home-
Pass
#230K increase Q-o-Q



250K
FTTX
Subscribers



₹ 440/-
ARPU

Offering High Speed
Unlimited Data Plans Only



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

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



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

Criteria	Rank
Income	#401
Net Profit	#424
Net Worth	#442



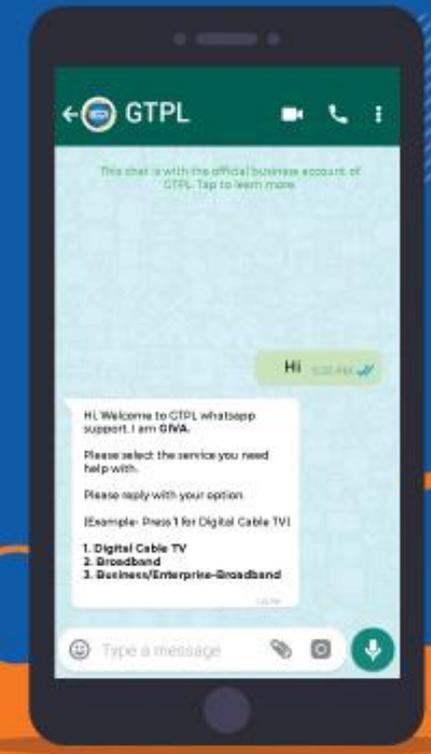
Launch of GIVA : Industry first chatbot



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**



48 Channels across 6+ Genres



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
- ~4.10 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



- 28,500+ 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

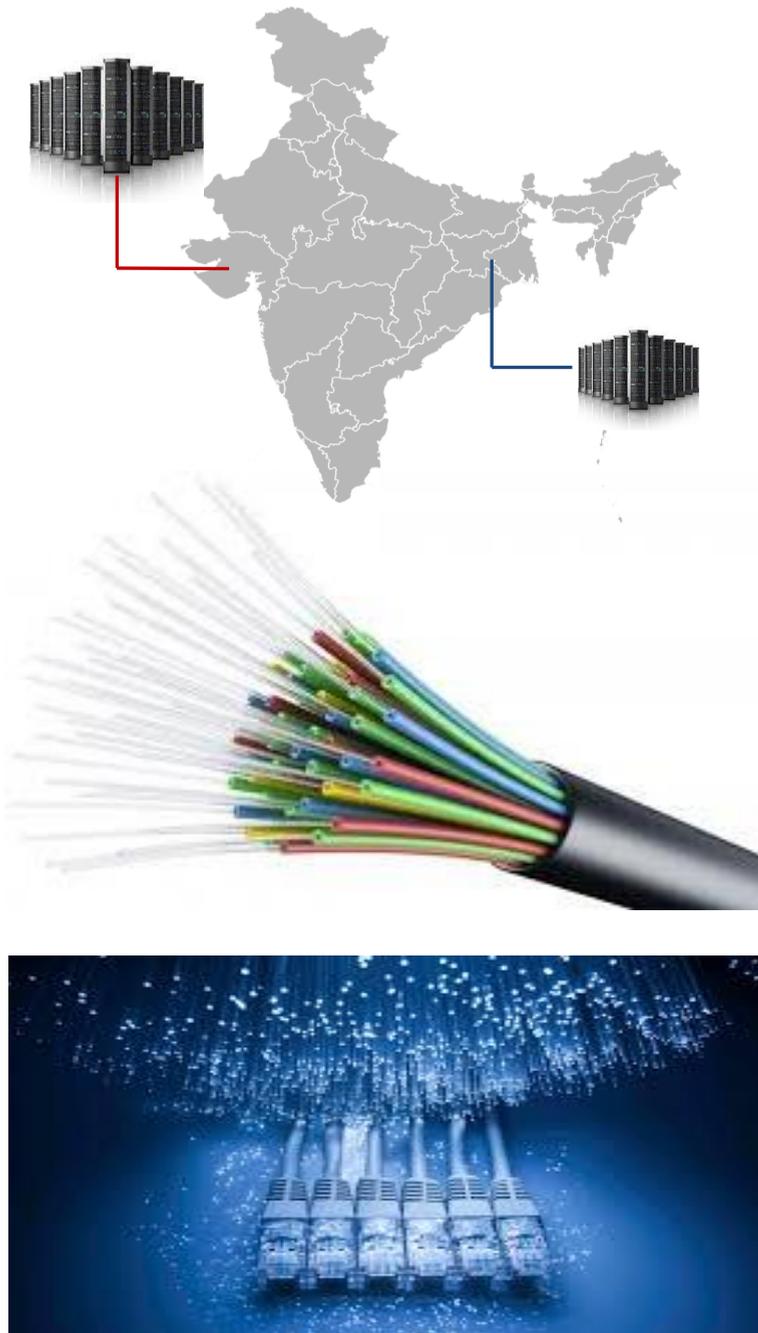


- State-of-the-Art Next Generation Video Headend System from Harmonics Inc., USA
- High performance Exadata Database from Oracle
- State-of-the-Art BNG solutions from Nokia for high speed FTTX broadband



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 725+ channels including 89 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	 
STBs & Modems	    
SMS	 
CAS	  
Database	
NOC & OSS	 



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

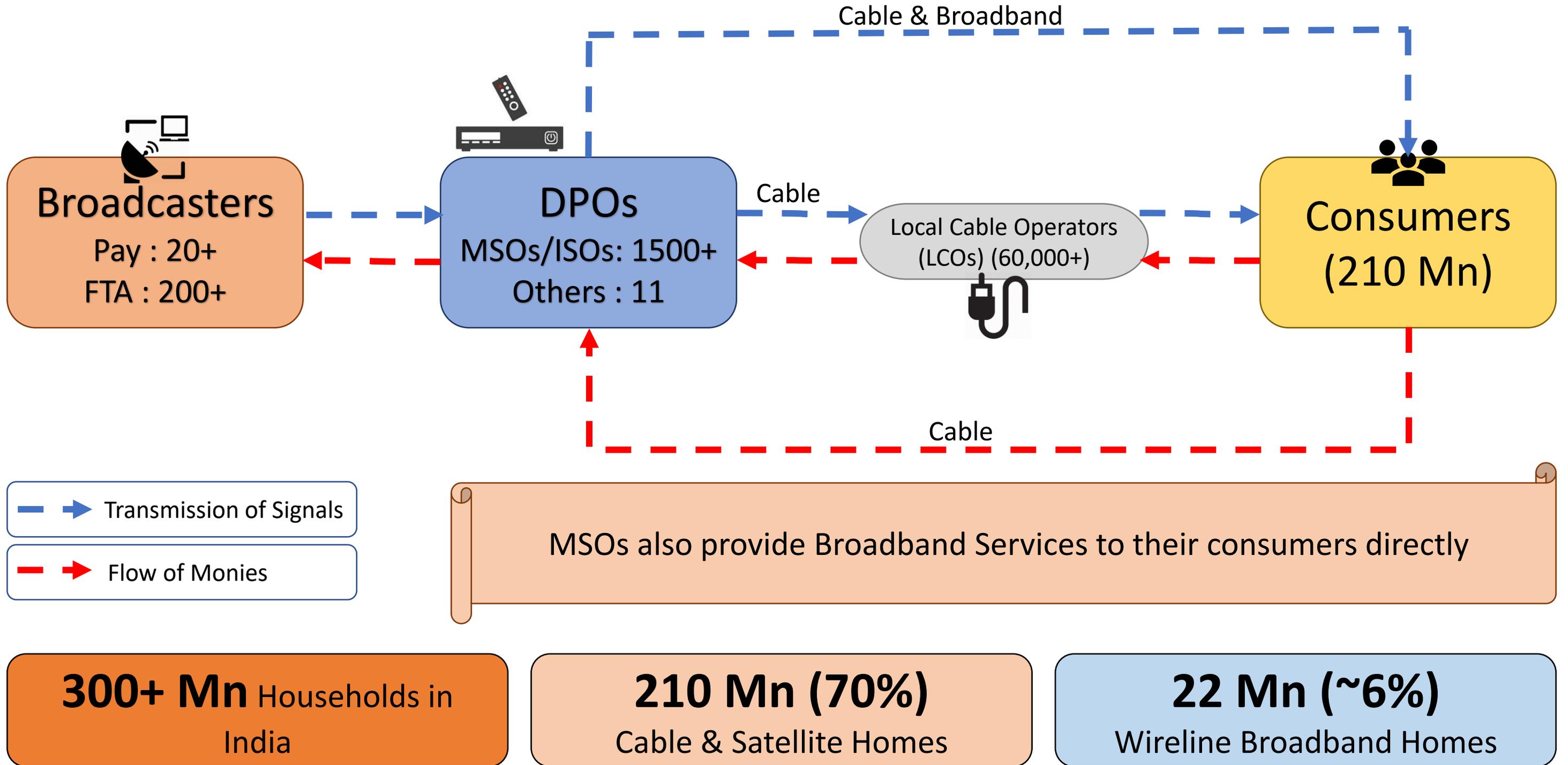
Ekta Kanade
Chief Legal Officer

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





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

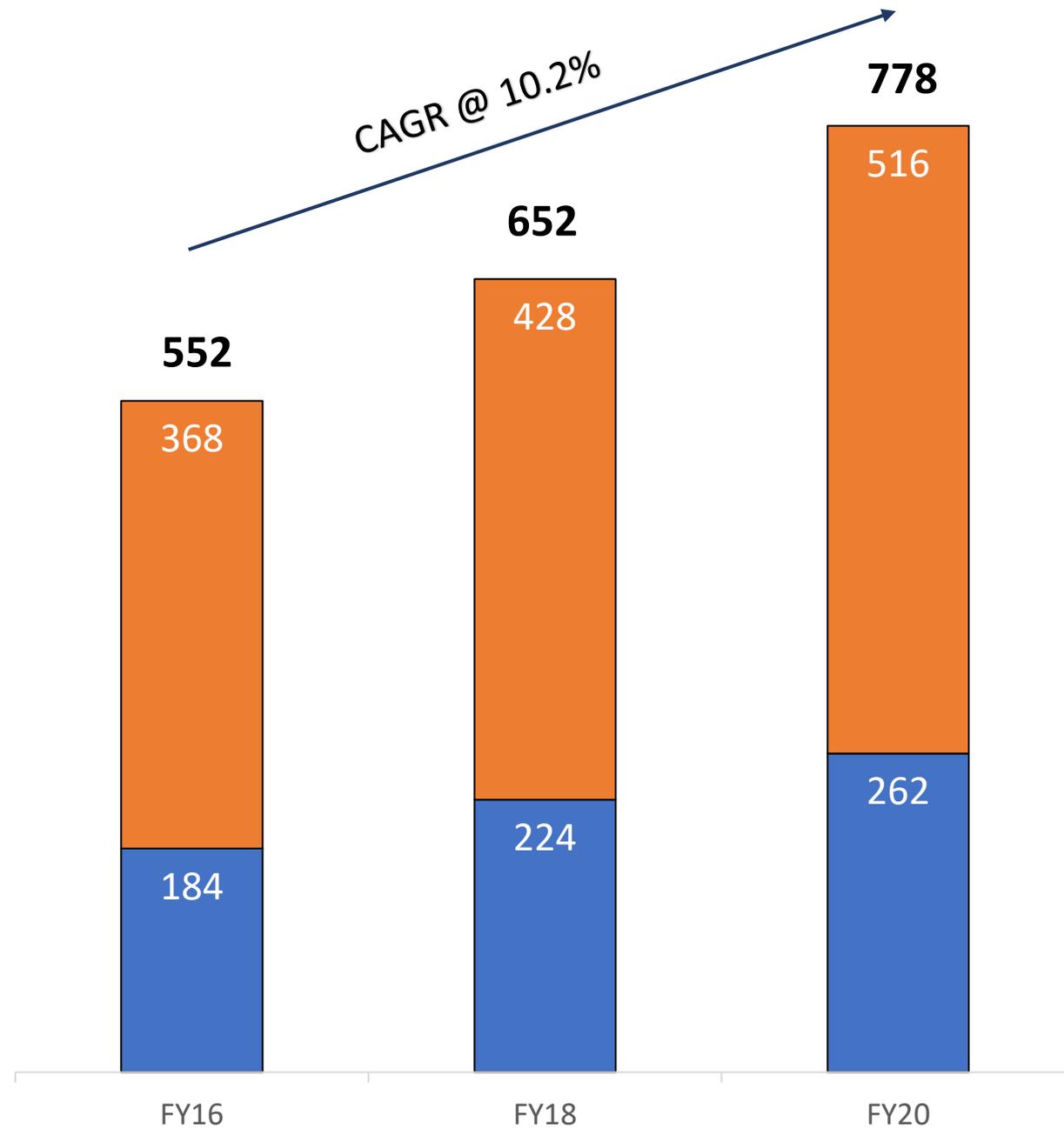
* Source : TV Universe Estimates 2020, BARC



Industry at a Glance

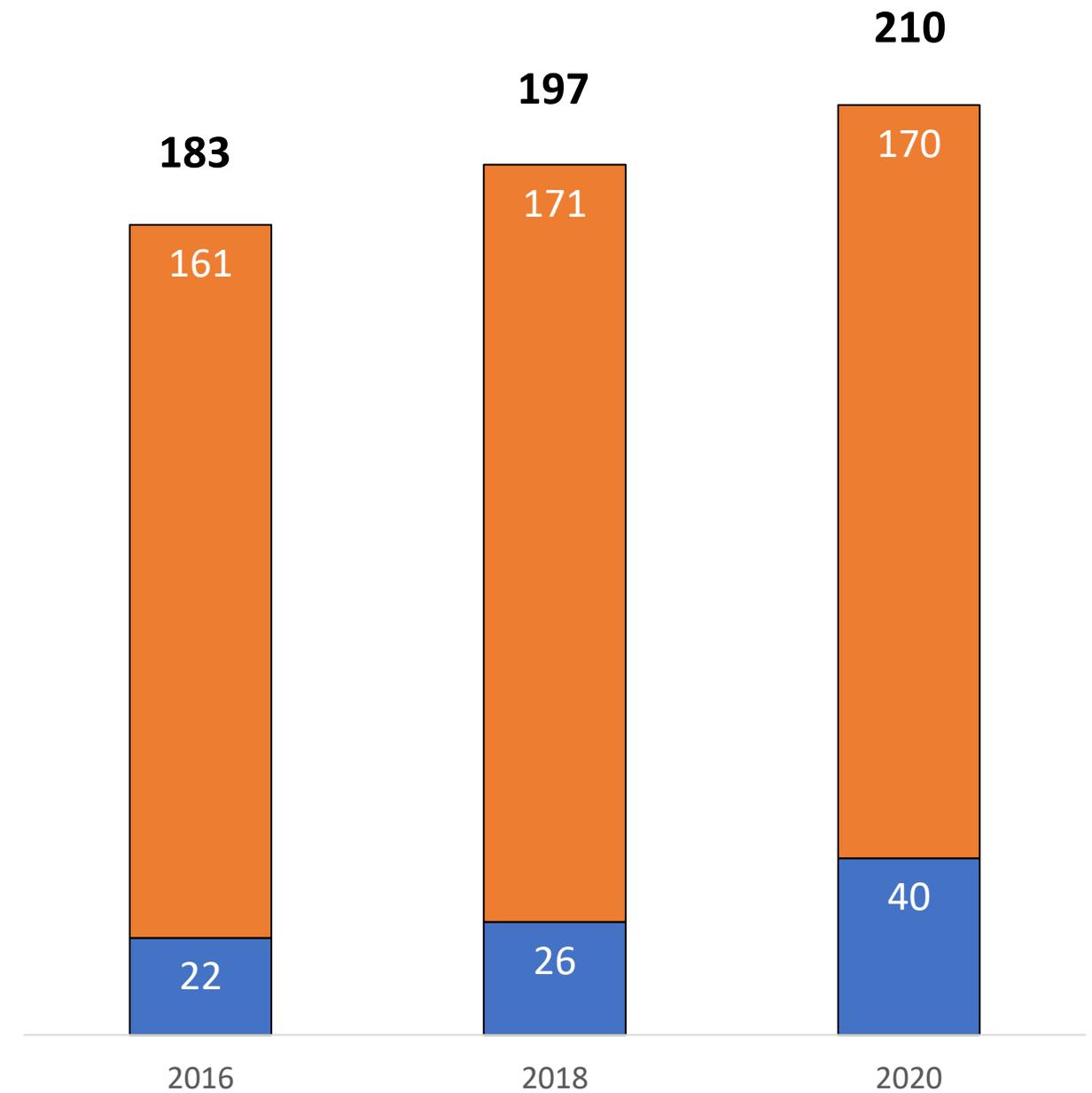
¹ TV Industry Revenues in ₹ Bn

■ Advertisement ■ Subscription



² TV Households in Mn

■ Free ■ Pay



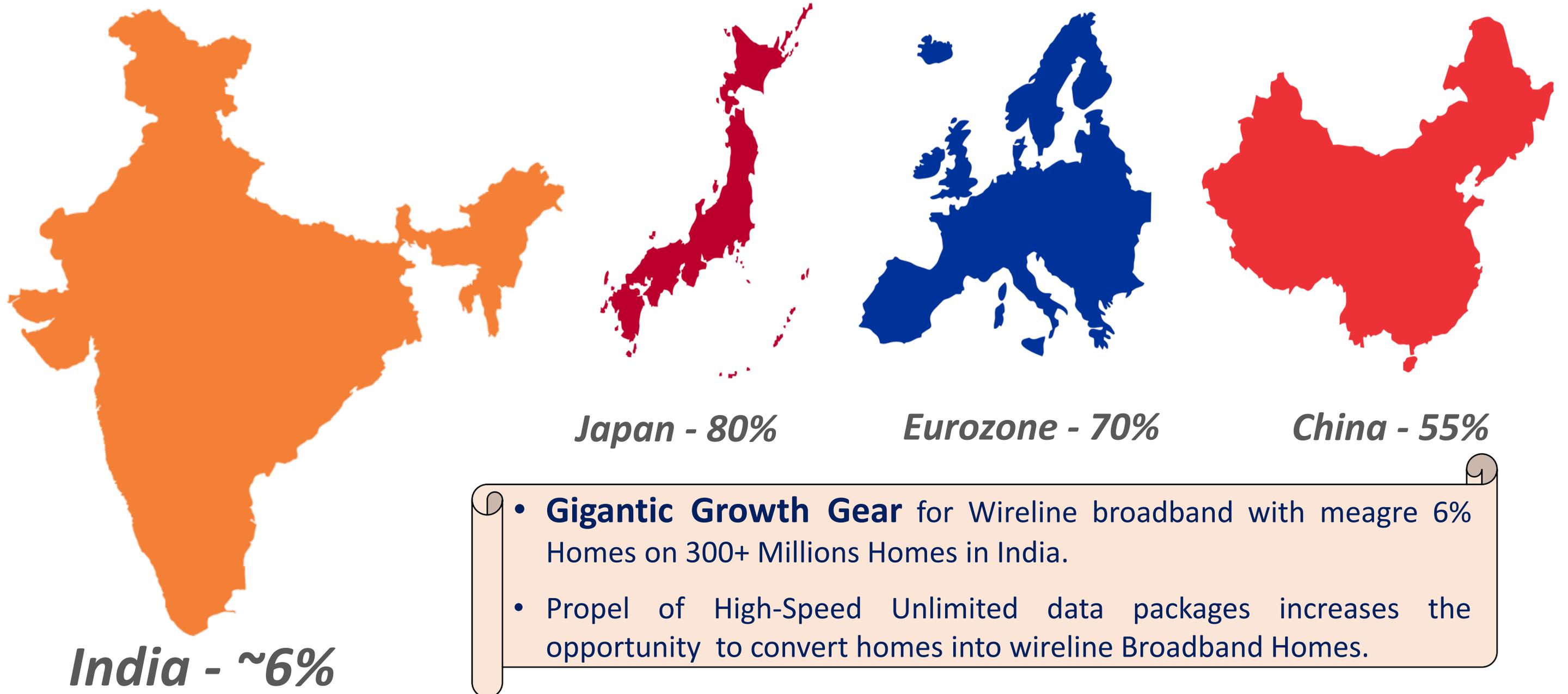
Source :

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





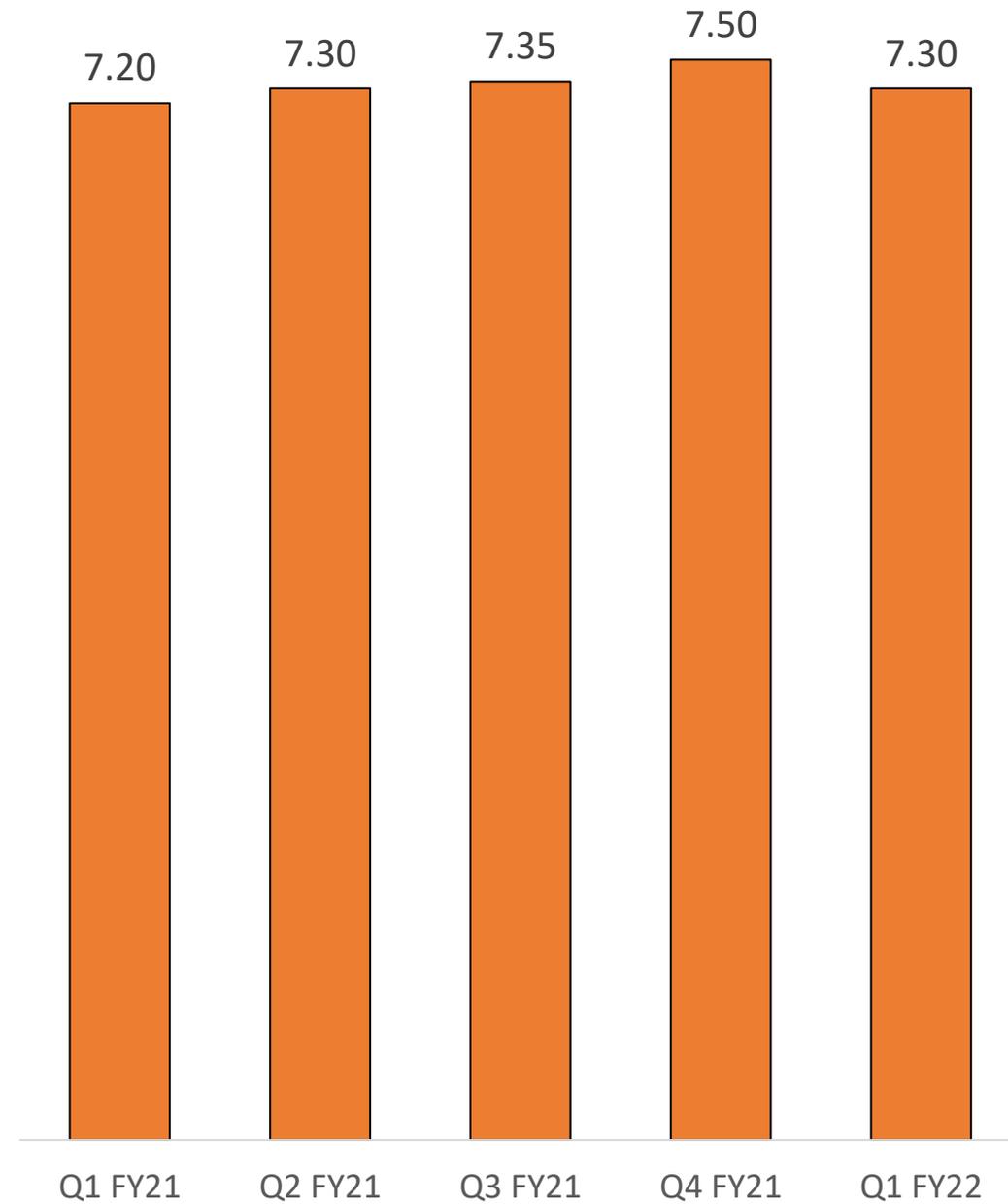
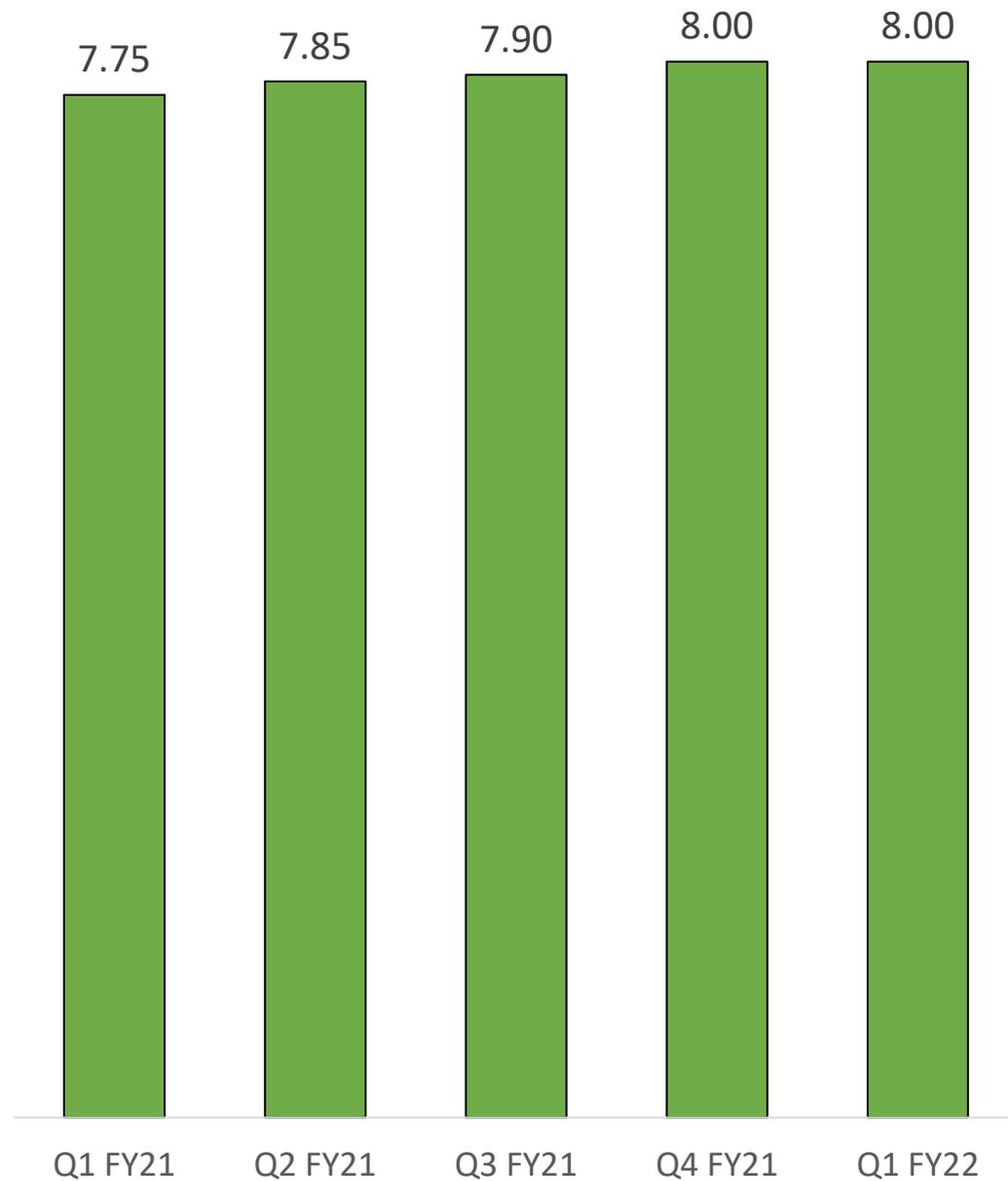
Key KPIs



KEY KPIs : CATV Business : Quarterly : Consolidated*

Active Subscribers¹ (Mn)

Paying Subscribers (Mn)

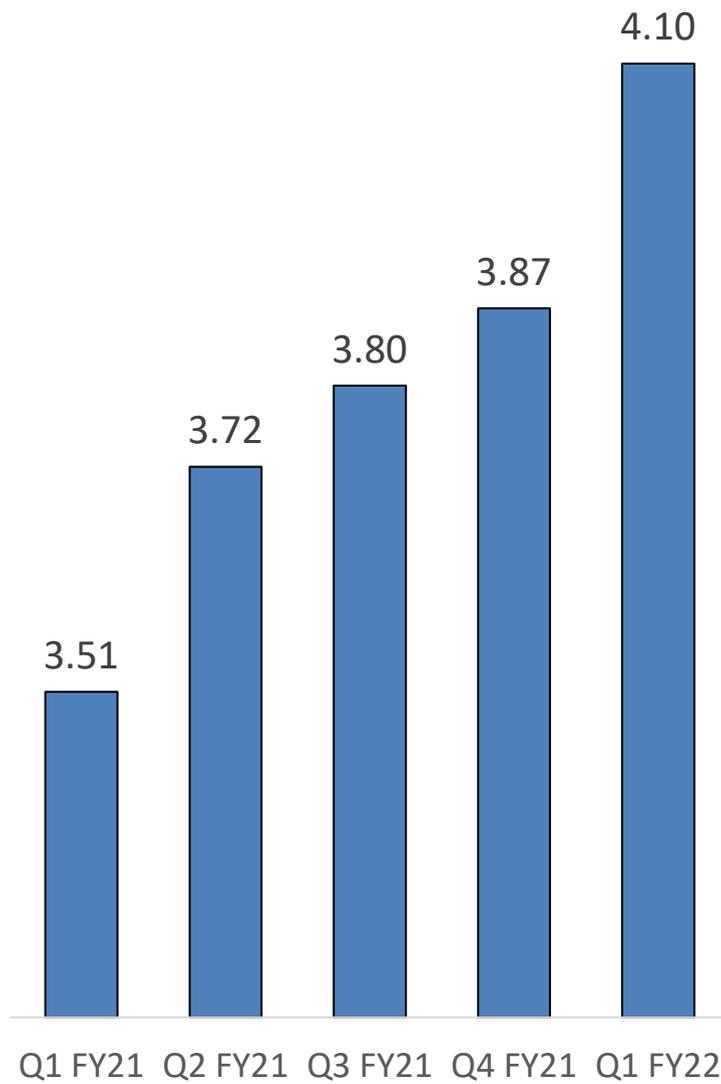


* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar
¹ Active = Active during last 60 days



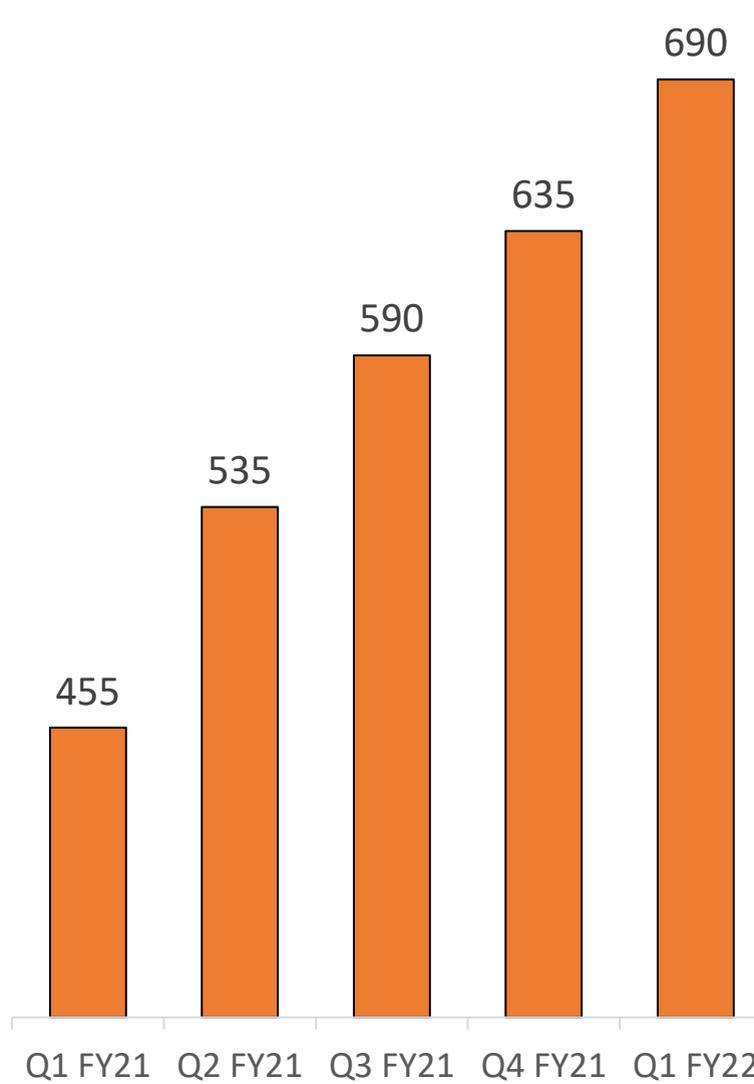
KEY KPIs : Broadband Business : Quarterly*

Home-pass (Mn)



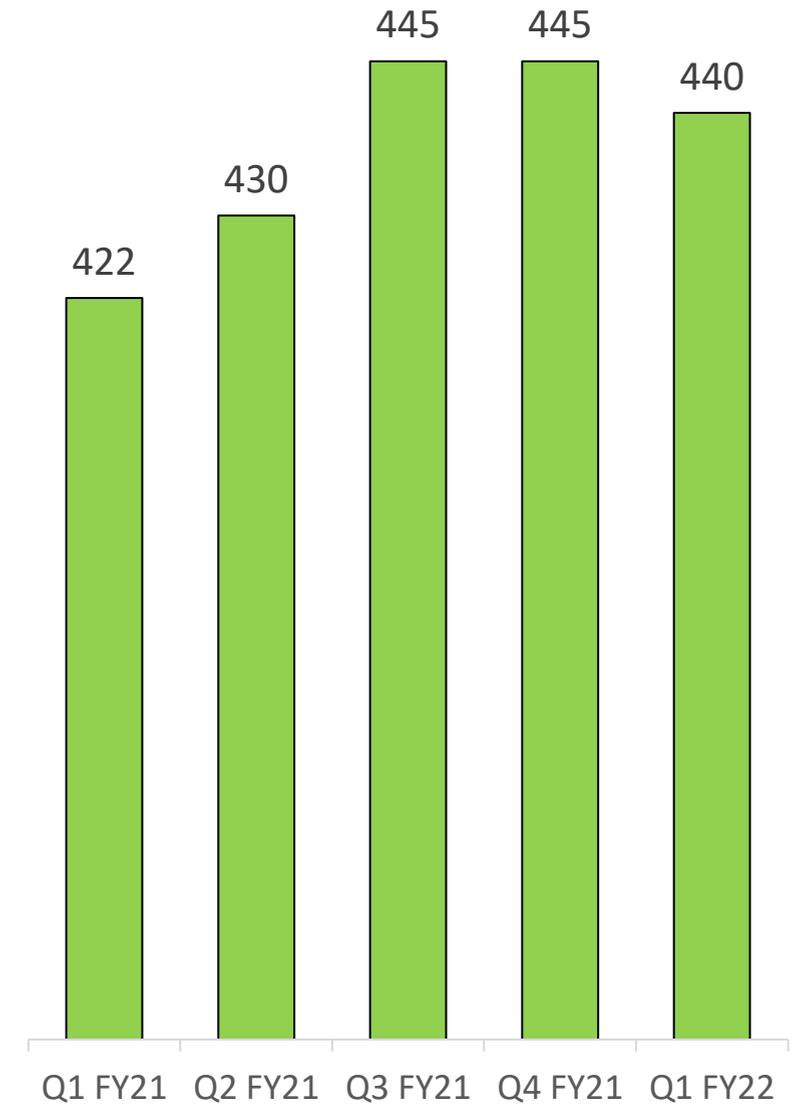
230K New Home-Pass in Q1 FY22

Active Subscribers ('000)



#ACB increased by 55K in Q1 FY22

ARPU (₹) (Net of Taxes)



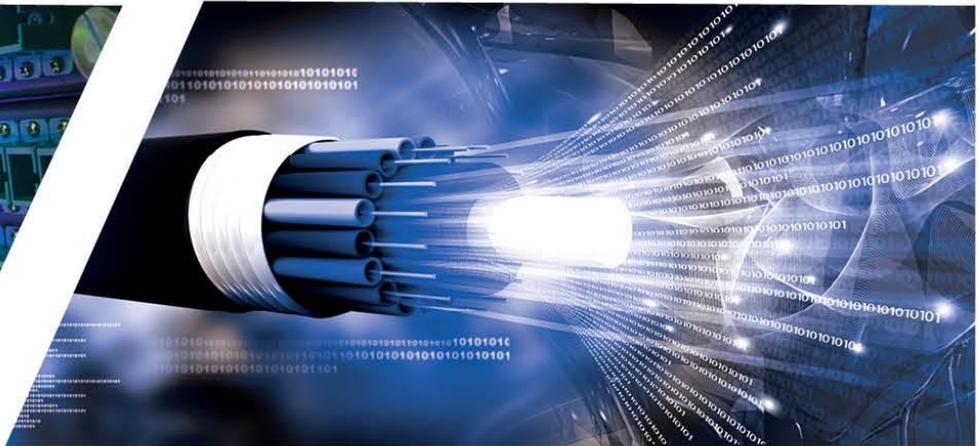
Maintained ARPU

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





**Consolidated
Financials**



Financial Highlights : Consolidated*

(Ex EPC)

1 Revenue



Total Revenue up by 22% Y-o-Y
ISP Revenue up by 74% Y-o-Y; 12% Q-o-Q

2 Expenses



Finance cost down by 78% Y-o-Y; 62% Q-o-Q

3 EBITDA



EBITDA of ₹ 1,362 Mn in Q1 FY22; Up ₹ 97 Mn (8%) Y-o-Y
EBITDA Margin stands at 23.3% in Q1 FY22

4 PAT



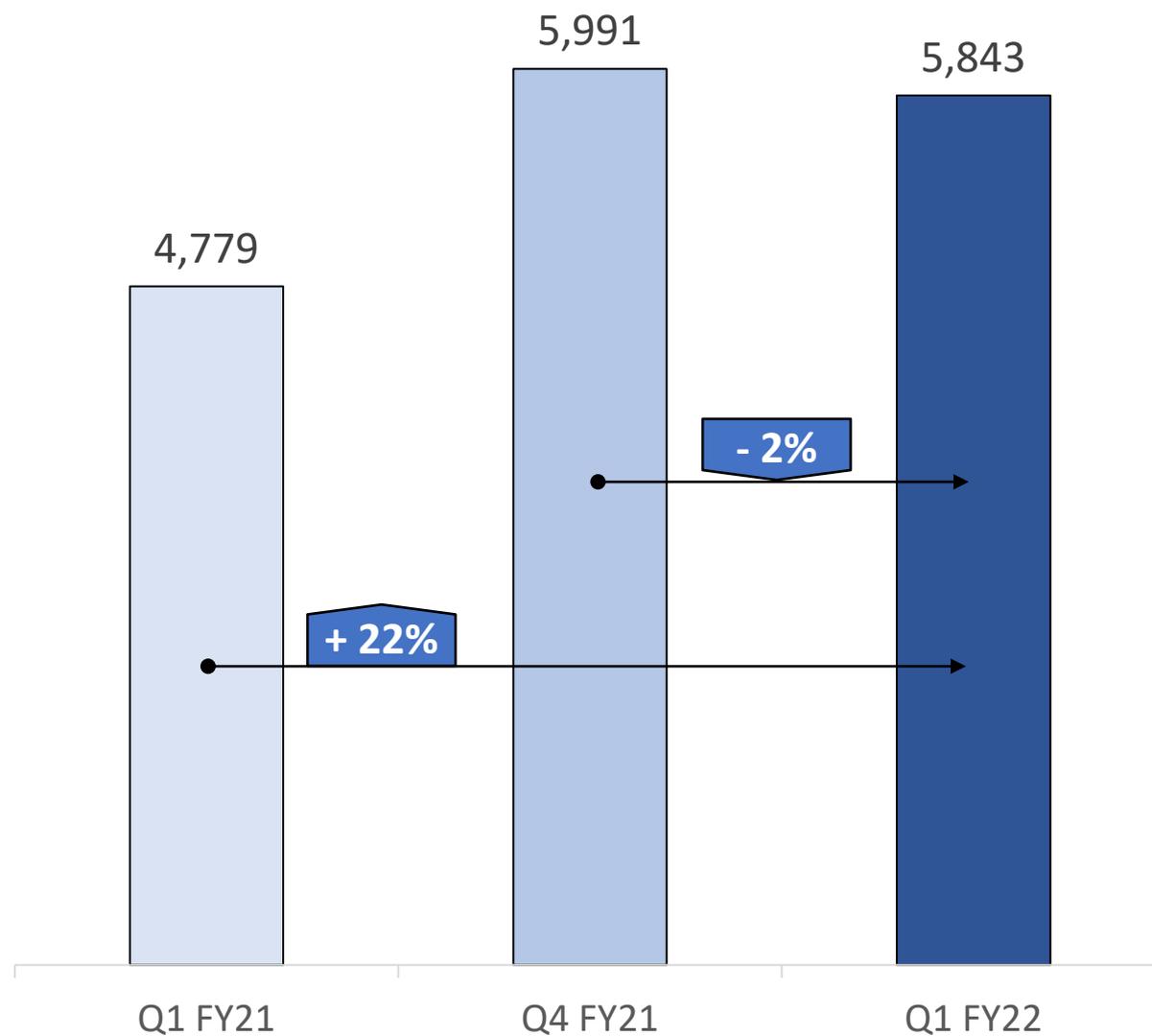
PAT (Incl. EPC) of ₹ 475 Mn in Q1 FY22; up ₹ 66 Mn (16%) Y-o-Y



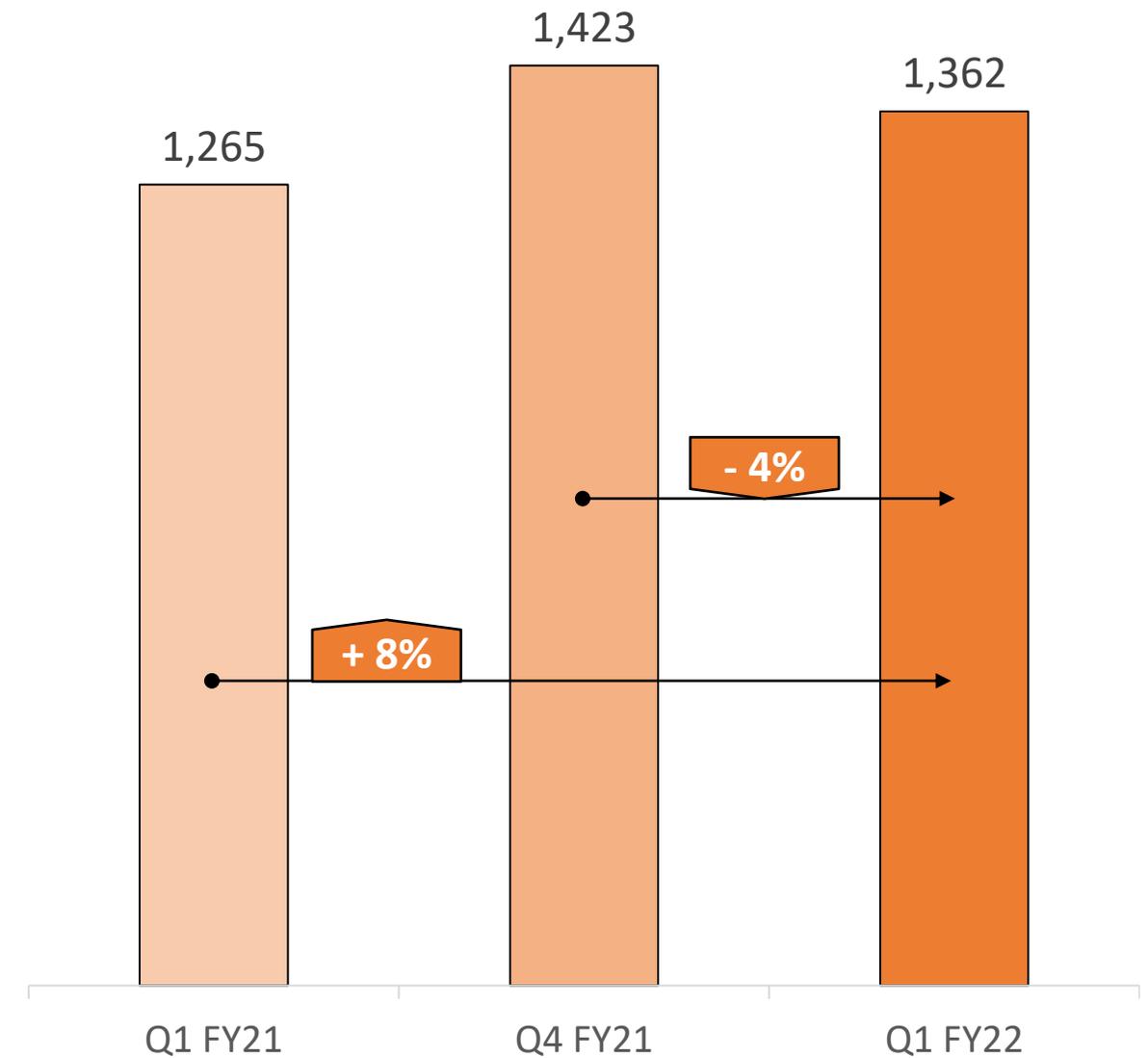
Financial Performance Trend: Consolidated*

(Ex EPC)

Total Revenue (In ₹ Mn)

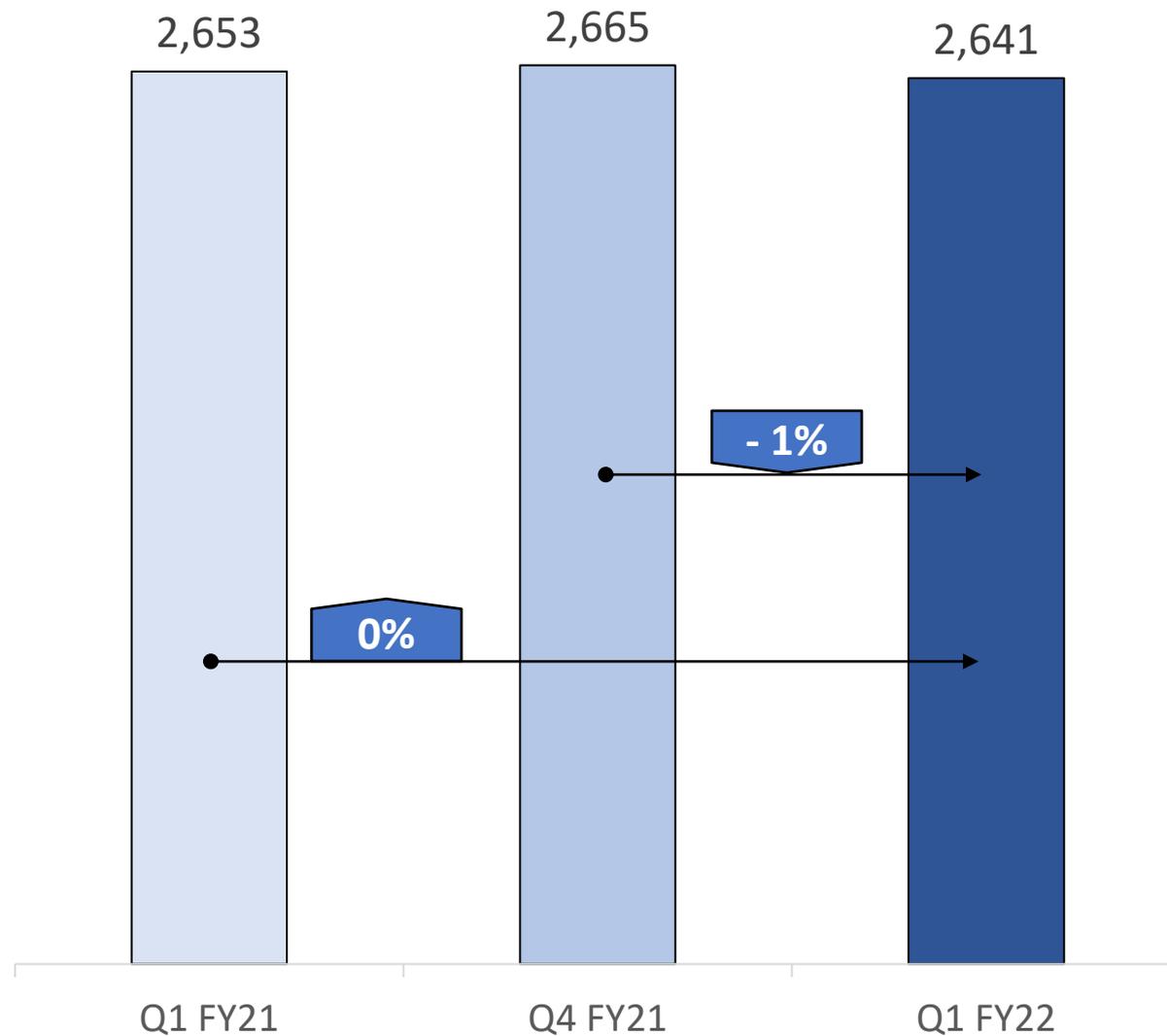


EBITDA (In ₹ Mn)

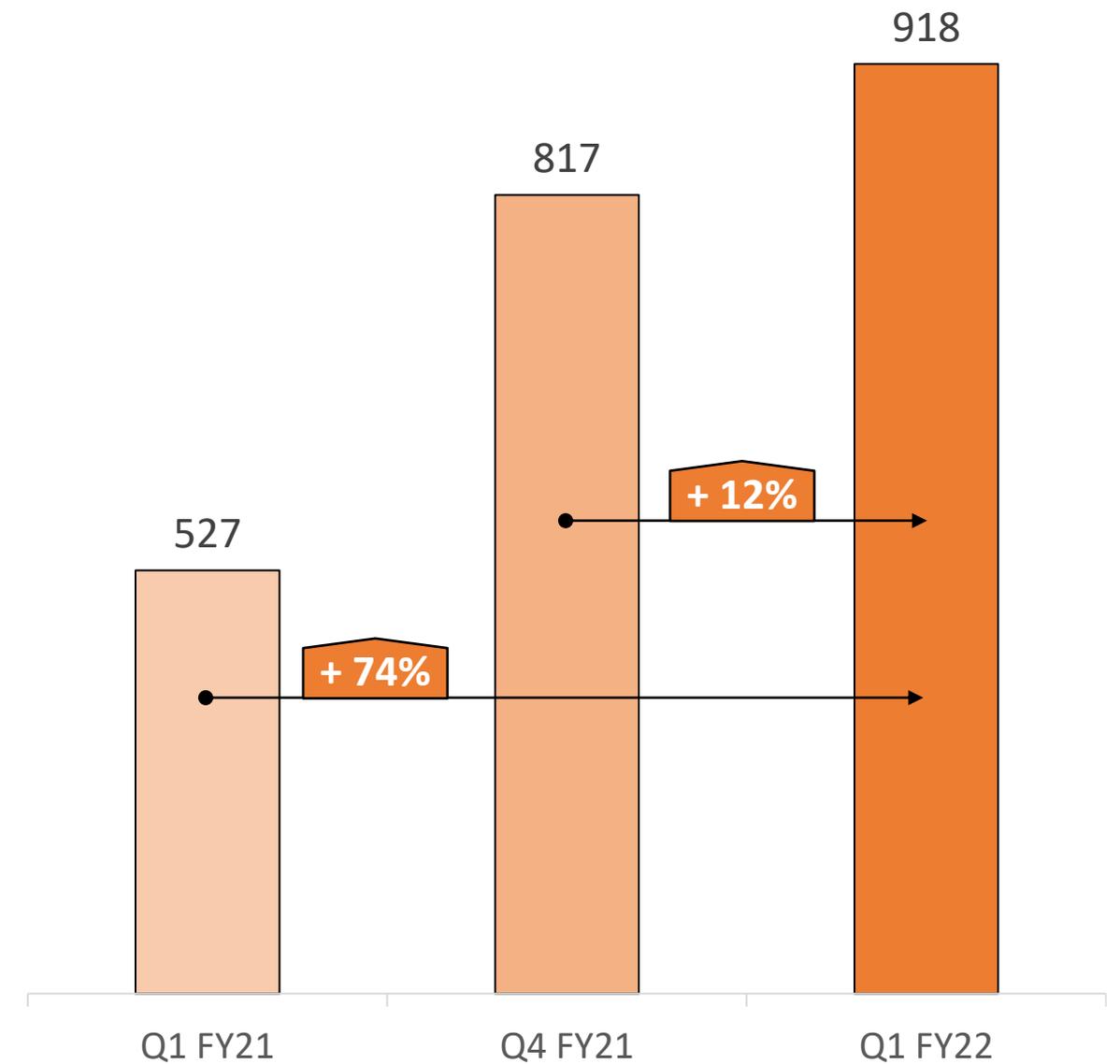


Financial Performance Trend: Consolidated*

Subscription Revenue (In ₹ Mn)



ISP Revenue (In ₹ Mn)



Profit & Loss Statement : Consolidated*

In ₹ Mn



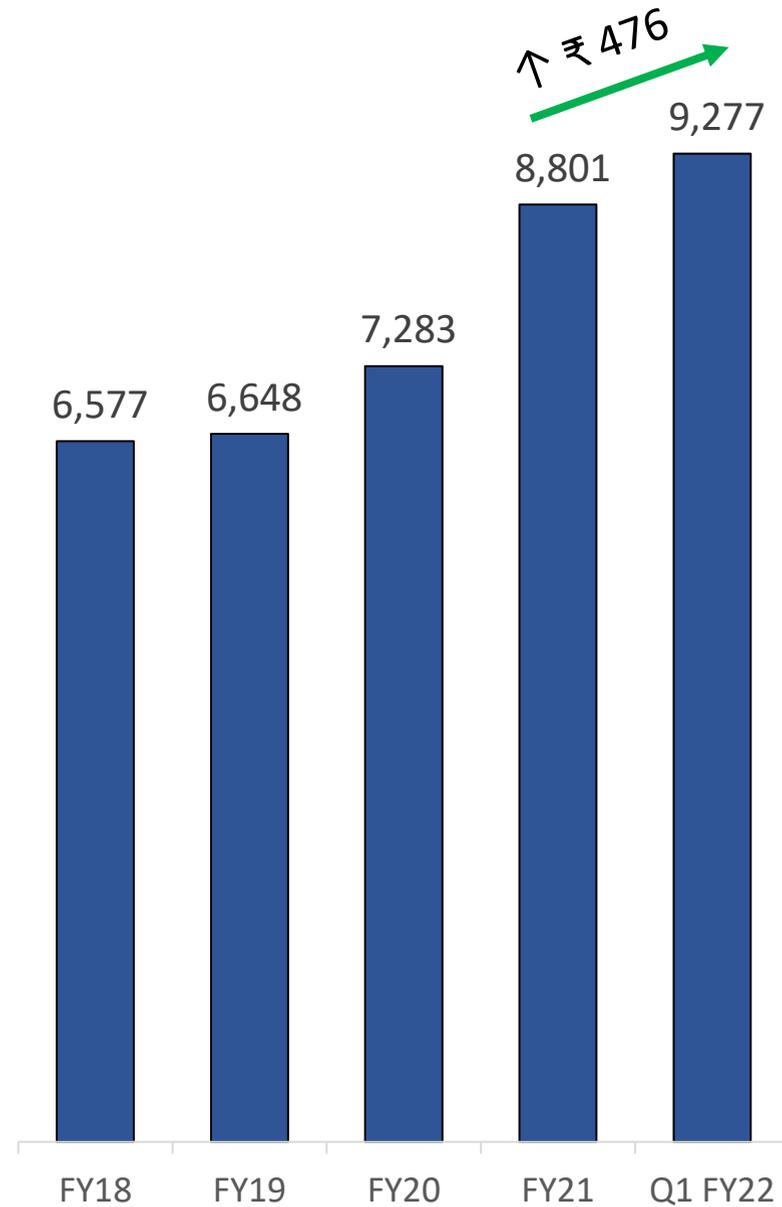
Particulars	Q1 FY22 Ex. EPC	Q1 FY22 EPC Contract	Q1 FY22 Total	Q4 FY21 Ex. EPC	Q4 FY21 EPC Contract	Q4 FY21 Total	Q-o-Q% (Ex. EPC)	Q1 FY21 Ex. EPC	Q1 FY21 EPC Contract	Q1 FY21 Total	Y-o-Y% (Ex. EPC)	FY21 Ex. EPC	FY21 EPC Contract	FY21 Total
Revenue														
Subscription CATV	2,641	-	2,641	2,665	-	2,665	-1%	2,653	-	2,653	0%	10,712	-	10,712
Revenue from EPC contract	-	263	263	-	1,886	1,886	-	-	240	240	-	-	3,815	3,815
Broadband ISP	918	-	918	817	-	817	12%	527	-	527	74%	2,792	-	2,792
Placement / Carriage / Marketing Incentive	1,870	-	1,870	1,796	-	1,796	4%	1,216	-	1,216	54%	5,975	-	5,975
Activation	162	-	162	184	-	184	-12%	237	-	237	-31%	924	-	924
Other Operating Income	164	-	164	138	-	138	19%	82	-	82	100%	452	-	452
Other Income	88	0	89	390	0	390	-77%	65	0	65	36%	629	2	630
Total Income	5,843	263	6,106	5,991	1,886	7,877	-2%	4,779	241	5,020	22%	21,484	3,816	25,300
Expenditure														
Pay Channel Cost	3,004	-	3,004	2,926	-	2,926	3%	2,270	-	2,270	32%	10,418	-	10,418
EPC cost of material consumed & sub contracting cost	-	245	245	-	1,756	1,756	-	-	221	221	-	-	3,548	3,548
Employee Cost	279	-	279	291	-	291	-4%	313	-	313	-11%	1,148	-	1,148
Other Operating, Admin & Selling Exp.	1,197	-	1,197	1,351	-	1,351	-11%	931	-	931	29%	4,463	-	4,463
Total Expenditure	4,481	245	4,726	4,567	1,756	6,323	-2%	3,514	221	3,735	28%	16,029	3,548	19,577
EBITDA	1,362	18	1,380	1,423	131	1,554	-4%	1,265	20	1,285	8%	5,455	268	5,724
EBITDA %	23.3%	6.9%	22.6%	23.8%	6.9%	19.7%		26.5%	8.2%	25.6%		25.4%	7.0%	22.6%
Depreciation/Amortization	614	0	614	655	0	655	-6%	630	0	630	-3%	2,604	0	2,604
Finance cost	16	-	16	43	0	43	-62%	74	6	80	-78%	221	10	230
Profit before Tax & Exceptional item	732	18	750	726	131	857	1%	561	14	575	30%	2,631	258	2,889
Exceptional item / Share of Profit/(Loss) from Associate and JVs	(0)		(0)	0	-	0		(0)	-	(0)		(10)	-	(10)
PBT	732	18	750	726	131	857	1%	561	14	575	30%	2,621	258	2,879
Tax			220			240				110				775
PAT before Other Comprehensive Income			530			617				465				2,104
(Add)/Less : Share of Non Controlling Interest			(56)			(48)				(56)				(223)
Add/(Less) Other Comprehensive Income			0			2								4
PAT			475			571				409	16%			1,885

Note : Y-o-Y PAT% is including EPC contract.

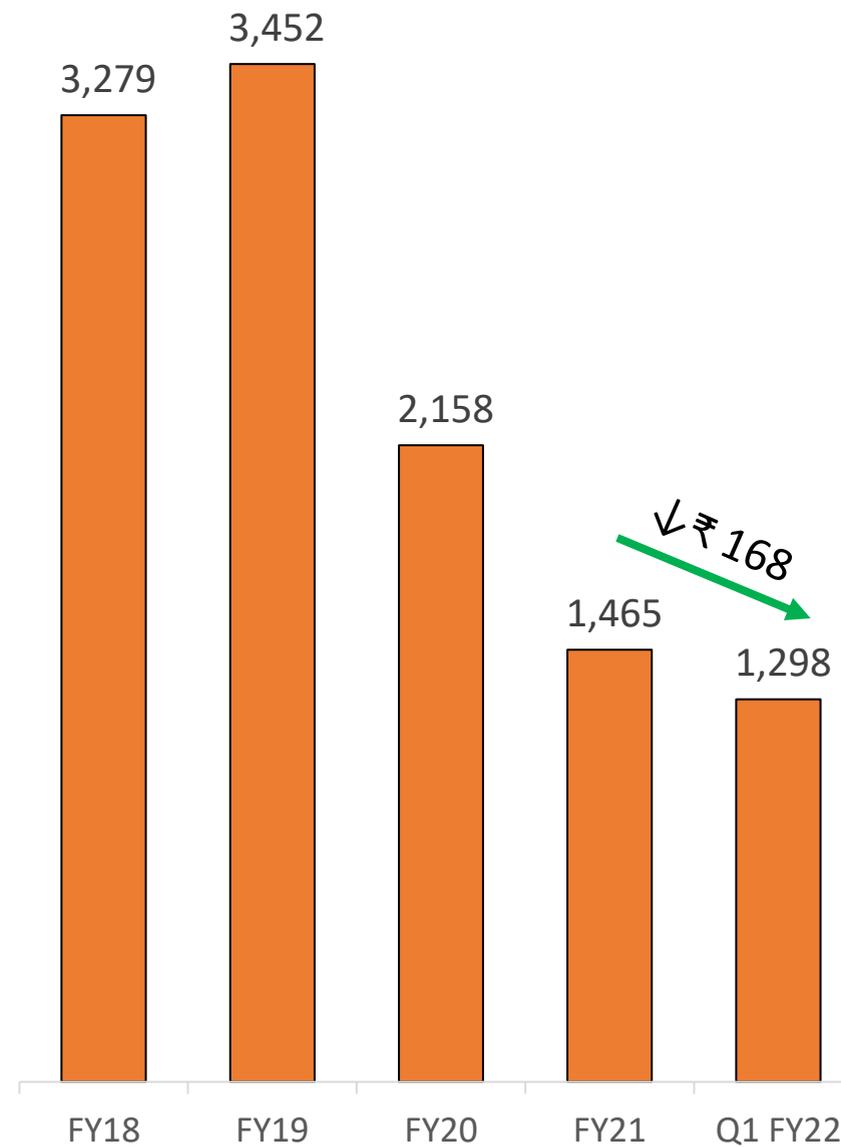


Financial Performance : Consolidated*

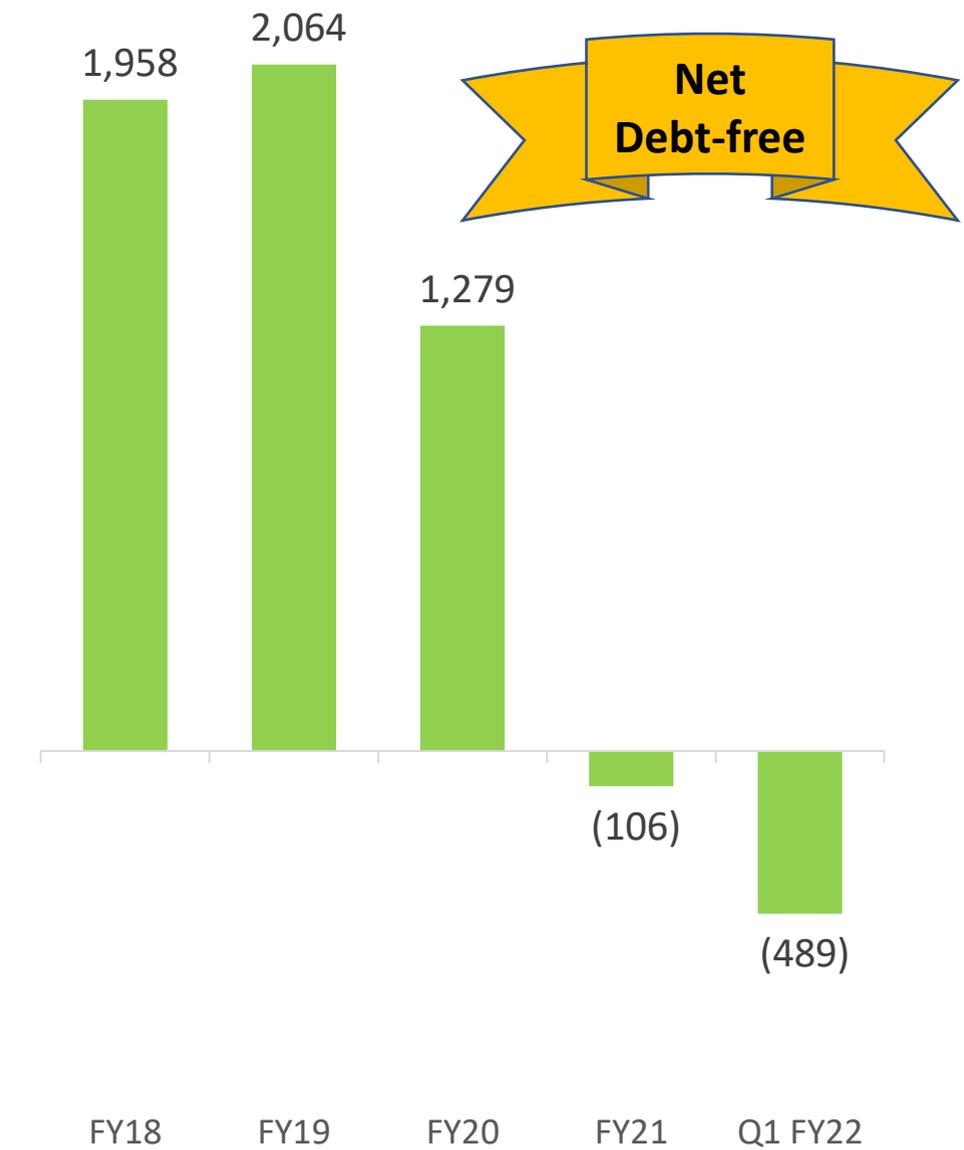
Net Worth (In ₹ Mn)



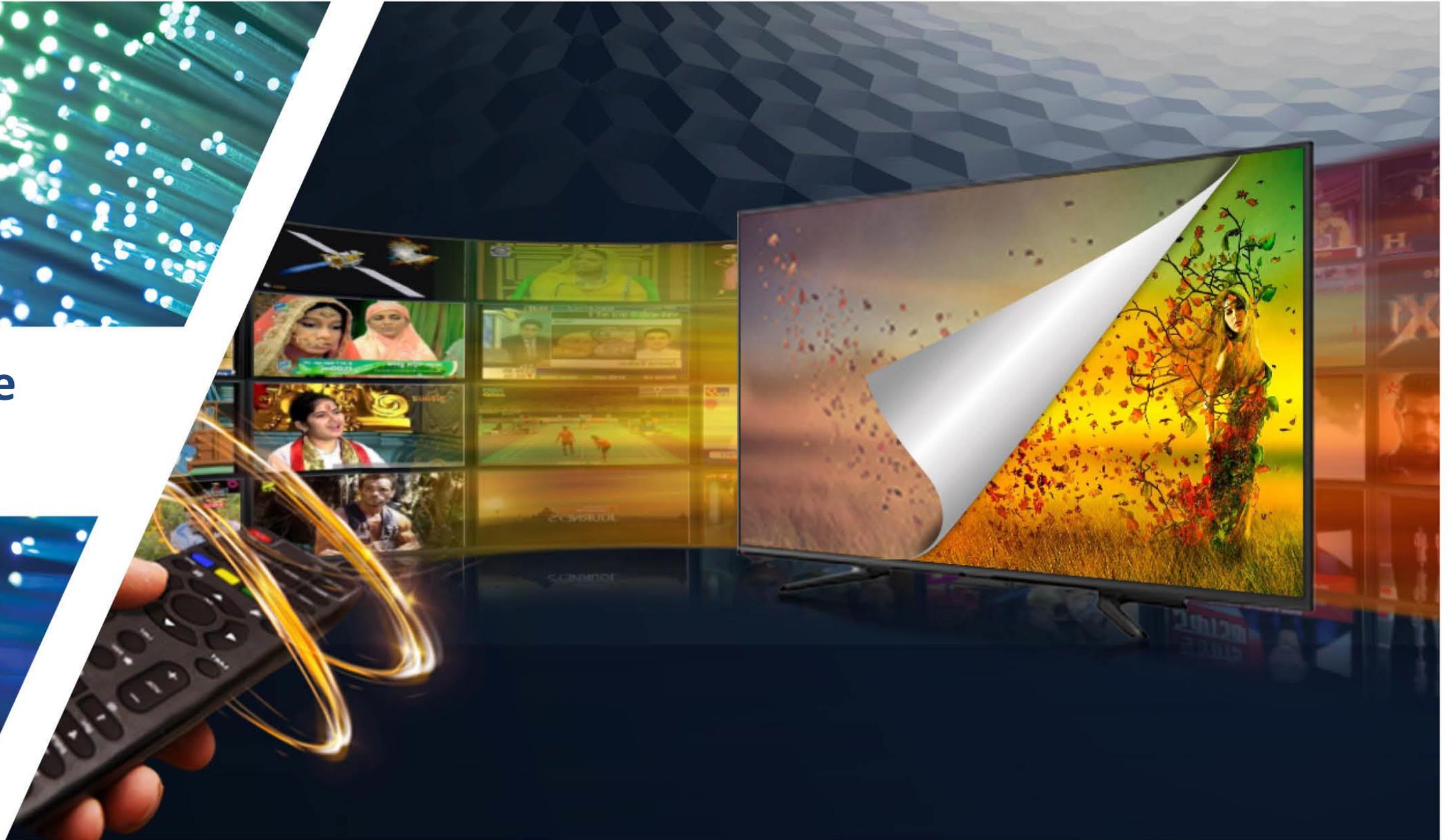
Gross Debt (In ₹ Mn)



Net Debt (In ₹ Mn)



Standalone Financials



Financial Highlights : Standalone*

(Ex EPC)

1 Revenue



Total Revenue up by 14% Y-o-Y

2 Expenses



Finance cost down by 55% Y-o-Y; 24% Q-o-Q

3 EBITDA



EBITDA of ₹ 778 Mn in Q1 FY22
EBITDA Margin stands at 20.8% in Q1 FY22

4 Earnings

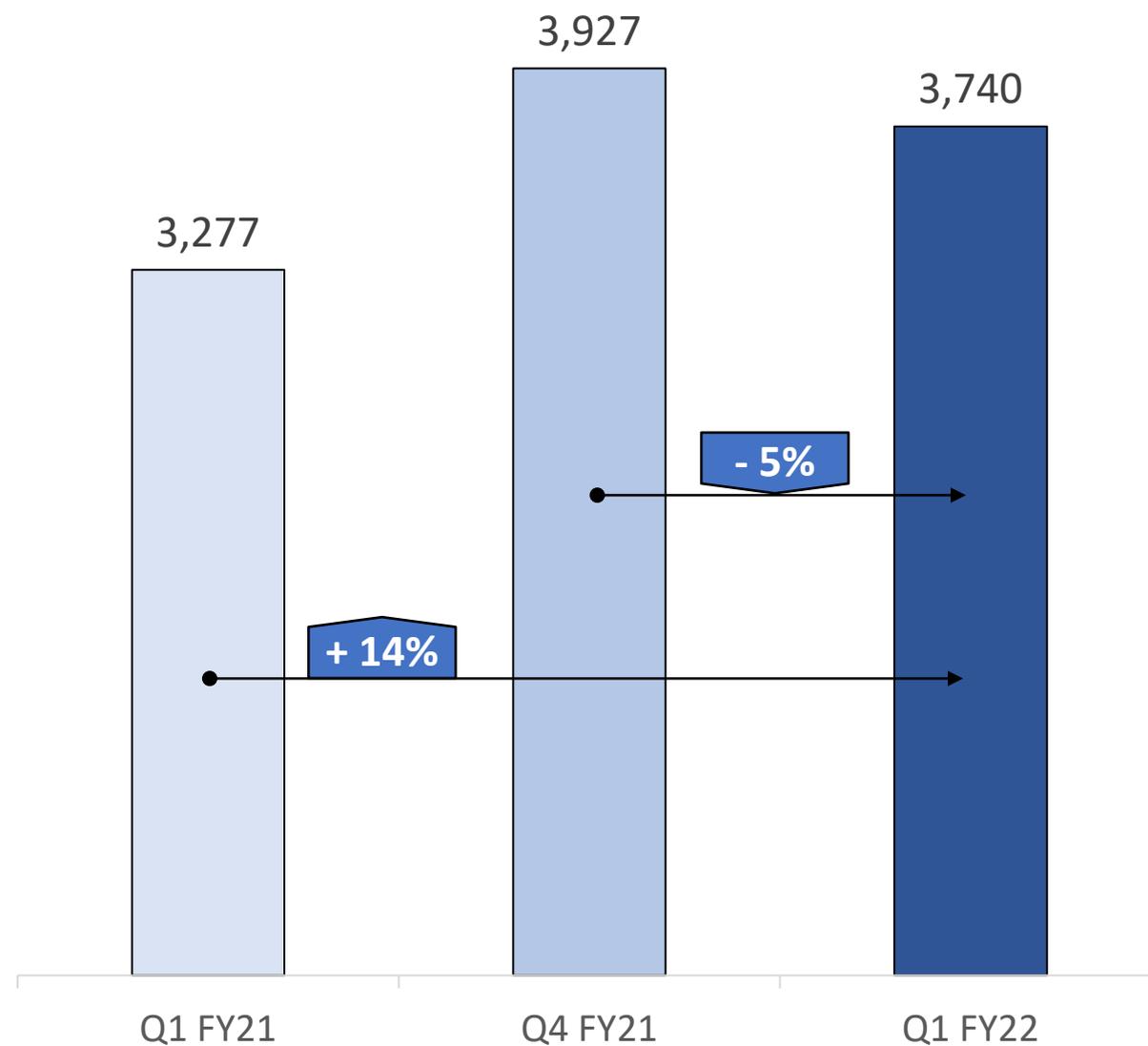


PBT of ₹ 419 Mn in Q1 FY22; up by ₹ 61 (17%) Y-o-Y
PAT (Incl. EPC) of ₹ 305 Mn in Q1 FY22

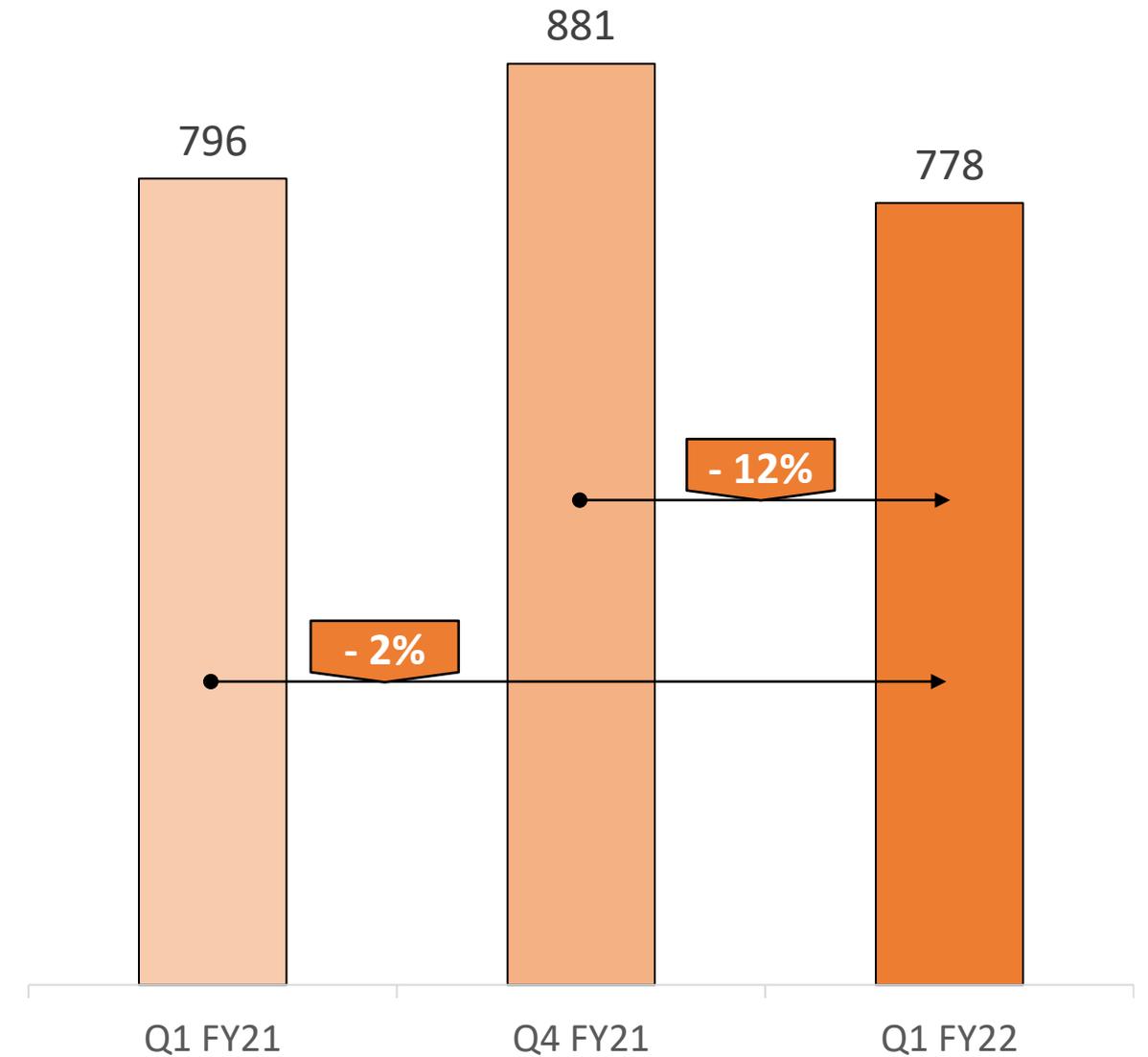


Financial Performance Trend: Standalone* (Ex EPC)

Total Revenue (In ₹ Mn)



EBITDA (In ₹ Mn)



Profit & Loss Statement : Standalone*

In ₹ Mn



Particulars	Q1 FY22 Ex. EPC	Q1 FY22 EPC Contract	Q1 FY22 Total	Q4 FY21 Ex. EPC	Q4 FY21 EPC Contract	Q4 FY21 Total	Q-o-Q% (Ex. EPC)	Q1 FY21 Ex. EPC	Q1 FY21 EPC Contract	Q1 FY21 Total	Y-o-Y% (Ex. EPC)	FY21 Ex. EPC	FY21 EPC Contract	FY21 Total
Revenue														
Subscription CATV	1,837	-	1,837	1,852	-	1,852	-1%	1,832	-	1,832	0%	7,397	-	7,397
Revenue from EPC contract	-	263	263	-	1,886	1,886	-	-	240	240	-	-	3,815	3,815
Placement / Carriage / Marketing Incentive	1,493	-	1,493	1,437	-	1,437	4%	1,118	-	1,118	34%	5,076	-	5,076
Activation	92	-	92	106	-	106	-12%	153	-	153	-40%	604	-	604
Other Operating Income	231	-	231	207	-	207	12%	133	-	133	74%	663	-	663
Other Income	87	0	88	326	0	326	-73%	41	0	42	112%	488	2	489
Total Income	3,740	263	4,003	3,927	1,886	5,814	-5%	3,277	241	3,518	14%	14,229	3,816	18,045
Expenditure														
Pay Channel Cost	2,161	-	2,161	2,100	-	2,100	3%	1,727	-	1,727	25%	7,690	-	7,690
EPC cost of material consumed & sub contracting cost	-	245	245	-	1,756	1,756	-	-	221	221	-	-	3,548	3,548
Employee Cost	140	-	140	148	-	148	-5%	176	-	176	-21%	589	-	589
Other Operating, Admin & Selling Exp.	661	-	661	799	-	799	-17%	578	-	578	14%	2,658	-	2,658
Total Expenditure	2,961	245	3,207	3,047	1,756	4,802	-3%	2,481	221	2,702	19%	10,937	3,548	14,485
EBITDA	778	18	796	881	131	1,012	-12%	796	20	816	-2%	3,292	268	3,560
EBITDA %	20.8%	6.9%	19.9%	22.4%	6.9%	17.4%		24.3%	8.2%	23.2%		23.1%	7.0%	19.7%
Depreciation/Amortization	334	0	334	387	0	387	-14%	382	0	382	-13%	1,558	0	1,558
Finance cost	25	-	25	33	0	33	-24%	57	6	63	-55%	165	10	174
Profit before Tax & Exceptional item	419	18	437	461	131	592	-9%	358	14	372	17%	1,569	258	1,828
Exceptional item / Share of Profit/(Loss) from Associate and JVs	-	-	-	-	-	-		-	-	-		-	-	-
PBT	419	18	437	461	131	592	-9%	358	14	372		1,569	258	1,828
Tax			132			182				67				502
PAT before Other Comprehensive Income			305			410				305				1,326
Add/(Less) Other Comprehensive Income						2								3
PAT			305			411				305				1,329



emkay connect

EMKAY GLOBAL FINANCIAL SERVICES LTD.

is pleased to invite you for a conference call to discuss the Q1FY22 results 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.

On Tuesday, July 20, 2021 at 4:00 PM (IST)

[Pre-register to avoid wait time and Express Join with DiamondPass™](#)

Dial-in Numbers

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