

Aspired to
CONNECT
Determined to
TRANSFORM



GTPL HATHWAY LIMITED
ANNUAL REPORT 2016-17

You will come across

Corporate Overview

Meet GTPL Hathway	02
High quality infrastructure network	04
Right content-mix for attracting and retaining subscribers	06
Strong traction on digitisation	08
Leveraging strong relationships with LCOs, MSOs and ISOs - investing into the future	10
Enhanced footprint across the country	12
Our performance in numbers	13
Managing Director's message	14
GTPL's digital empowerment journey	16
Our employees - the biggest success drivers at GTPL	17

Statutory Reports

Notice	18
Board's Report	26
Management Discussion and Analysis	56
Report on Corporate Governance	62

Financial Section

Auditors' report (Standalone)	75
Standalone financials	80
Auditors' report (Consolidated)	136
Consolidated financials	140



The digital landscape of India is packed with endless possibilities and potential.

Our grand vision at GTPL Hathway Limited, is to connect and transform people's lives through barrier-free connectivity and rich experience.

We are connecting millions of people across the country through our innovative and relevant offerings.

We are on a transformative path and meeting diverse needs of customers through enhanced digital cable television solutions and strong broadband connectivity.

We are on the forefront of digital revolution, creating value for our customers and stakeholders.

Meet GTPL Hathway

GTPL Hathway Limited is India's leading regional Multi System Operator (MSO), offering cable television (CATV) and broadband services.

Over the past few years, the Company evolved as a dominant player in the industry through enhanced service offerings, infrastructure and distribution network across the country with significant market share in Gujarat and Kolkata & Howrah region. The Company earns majority of its revenues in the form of subscription, activation and placement.

Number 1 MSO in Gujarat with
67% Market share



Number 2 MSO in Kolkata with
24% Market share



10 states & 189+ towns
Presence as on June, 2017



₹9,417 million
Revenue for the year 2016-17



₹2,404 million
EBITDA for the year 2016-17



₹400 million
PAT for the year 2016-17





Our unique service offerings

At GTPL, we focus on delivering differentiated content to our customers through our cable television and broadband services. Our services are supported by owned and leased fibre optic cable network, digital head-ends and advance internet nodes facilitating seamless transfer of digital content and data.

Digital Cable Television Services

GTPL launched its digital cable television services in 2008, offering both standard definition and high definition (HD) digital cable television services.

6.90 million

STBs seeded as on March, 2017

5.98 million

Active STBs as on March, 2017

64

HD channels

Broadband Services

GTPL offers cost effective and high-speed internet services to its customers via advanced Gigabit Passive Optical Network (GPON) technology.

0.24 million

Broadband subscribers

1.08 million

Total Home passed

₹480 (Net of Taxes)

Average Revenue per user (ARPU) in 2016

High quality infrastructure network

Technology and robust network infrastructure has played a significant role in GTPL's growth story. The Company has deployed advanced technology across its service offerings – cable network and broadband – to meet evolving preferences of the subscribers and provide them the best experience.

The services supported are by owned and leased fiber optic cable network, digital and analog head-ends. Advanced GPON technology has further resulted in seamless connectivity, higher broadband speed, VoD (Video on Demand) and Over the Top (OTT) capabilities.

5,406 KMs

Overground optic fibre cable network

600 KMs

Underground optic fibre cable network

3,480 KMs

Leased optic fibre cable network

2

Main Digital Headends &

4

Support Digital Headends



Our technology partners

The equipment for GTPL's digital service offerings are sourced from leading international vendors of digital components.

- ✔ **CISCO Systems Capital (India) Private Limited**
- ✔ **Harmonic International AG**
- ✔ **Changhong (HongKong) Trading Limited**
- ✔ **Shenzhen Skyworth Digital Technology Co Limited**
- ✔ **Nagravision SA**
- ✔ **Magnaquest Technologies Limited**
- ✔ **Tele System Communication Pte Limited**
- ✔ **Sterlite Technologies Limited**



Right content-mix for attracting and retaining subscribers

GTPL's key strategy is to get closer to the customers by offering them a differentiated and relevant content. The Company has maintained a balanced mix of local and regional content by offering wide range of channels across genres. It appeals to a range of demographics and matches the tastes and preferences of subscribers.

The Company also enjoys right to place the Gujarat News channel on their network. The channel is produced by their Group Company, Gujarat Television Private Limited. The Company further intends to provide an increased number of local channels covering religious events, local cultural events, regional films, music and local news to attract and retain subscribers and to increase advertising revenue.



510+

Channels

300+

Pan-India channels

190+

Regionally transmitted channels

64

HD channels

27

Owned local channels

4

Owned regional channels



Strong traction on digitisation

The Company has leveraged its industry expertise to benefit from the four-phased policy on digitization announced by the Ministry of information and broadcasting that specifies the cable operators to transmit digital signals through addressable set top boxes (STBs).

The quality of our digital transmission provides unmatched viewer experience, thus giving us a competitive edge over other platforms, such as DTH satellite television.

Digitisation provides a competitive edge and leads towards efficiency, by way of:

- ✔ Telecasting a large number of channels
- ✔ Tiering options with differentiated content across local, regional and niche genres
- ✔ Higher quality picture and improved quality of service
- ✔ Increase in cable television ARPU through the high-value services such as HD television, pay-per-view etc.

6.90 million STB seeded

As on March 31, 2017

2.92 million STB seeded

in Phase-I & Phase-II

2.52 million STB seeded

in Phase-III

1.46 million STB seeded

in Phase-IV