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GTPL HATHWAY LIMITED ANNUAL REPORT 2016-17

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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 Gujrat and Kolkata & Howrah region. The Company earns majority of its revenues in the form of subscription, activation and placement.

67% Market share Number 2 MSO in Kolkata with 24% Market share

Number 1 MSO in Gujarat with

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

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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.

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



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 4

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

Main Digital Headends &
Support Digital Headends



0101010



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
- S Changhong (HongKong) Trading Limited
- Shenzhen Skyworth Digital Technology Co Limited
- 🕈 Nagravision SA
- **W** Magnaquest Technologies Limited
- Tele System Communication Pte Limited
- 🕑 Sterlite Technologies Limited

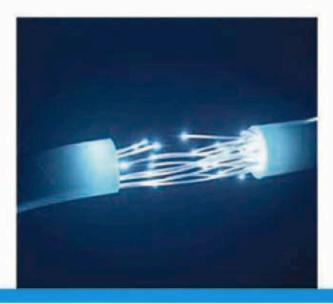


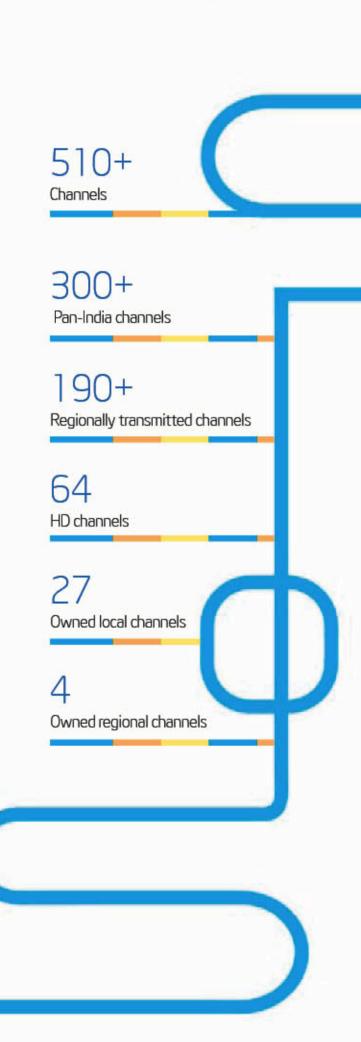


Right content-mix for attracting and retaining subscribers

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.









Strong traction on digitisation

The Company has leveraged its industry expertise to benefit from the four-phased policyon 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:

- Mathematical Strength Stren
- 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

