

REDEFINING DIGITAL EXPERIENCE



READING THROUGH



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FROM HIGH-DEFINITION ENTERTAINMENT TO HIGH-SPEED CONNECTIVITY

The Digital World is ever evolving. Over 40,000 search queries every second on an average are getting processed, translating into over 3.50 Billion searches per day or 1.20 Trillion searches per year, worldwide.

Today's digital consumer demands a well-crafted entertainment and most importantly a delightful digital experience.

At GTPL, our strategically aligned digital cable TV and high-speed broadband services redefine the digital experience for our consumer through the best-in-class fibre network, supported by high-end technologies.

MILLION
₹ 11,134

Revenue for the year 2017-18

MILLION
₹ 3,144

EBITDA for the year 2017-18

MILLION
₹ 614

PAT for the year 2017-18

INVESTOR INFORMATION

MILLION
₹ 15,632

Market Capitalisation as on
March 31, 2018

BSE Code: 540602

NSE Symbol: GTPL

Bloomberg Code: GTPL:IN

Dividend for 2017-18: 10%

AGM Date: September 26, 2018

AGM Venue: J.B. Auditorium, AMA,
Dr. Vikram Sarabhai Marg, University Area,
Ahmedabad-380015, Gujarat, India.



To download the online version
please follow the link below

<https://www.gtpl.net/annual-report>
OR Scan the QR Code

ABOUT GTPL HATHWAY LIMITED

GTPL Hathway Limited is amongst India's renowned Multiple System Operator (MSO) providing digital cable television (CATV) and broadband services.

Since inception, the Company has significantly evolved and created a niche for itself in the industry through advanced service offering, strong content, high quality infrastructure and better distribution network across the country. The Company earns majority of its revenue from subscription, placement and broadband services.

1 MSO in Gujarat with 67% Market Share

2 MSO in West Bengal with 24% Market Share

Presence in 11 States and 500+ Towns

20,000+

LCO Partners

572

Digital Cable TV Channels

79

HD Channels

32

Owned & Operated
Channels



SERVICE OFFERINGS THAT REDEFINE THE CUSTOMER EXPERIENCE



At GTPL, we deliver unique and desirable digital content and high-speed connectivity to our customers. We have established state-of-the-art digital head-ends, advanced broadband nodes and owned and leased optic fibre cable networks facilitating seamless transmission of digital content and data.

Digital Cable Television Service

GTPL offers both standard definition (SD) and high-definition (HD) digital cable TV services. The transmission is catered through main state-of-the-art head-end set-up at Ahmedabad and has 4 support head-ends for disaster management.

Broadband Service

GTPL provides economical and high-speed broadband services to its customers via advanced Gigabit Passive Optical Network (GPON) technology. Further, it has over 20,000 kms of Optical Fibre Cable spread across India for better connectivity.



MILLION
0.28

**Total Broadband
Subscribers**

MILLION
1.30

**Broadband
Home-Pass**

₹ **480**
NET OF TAXES

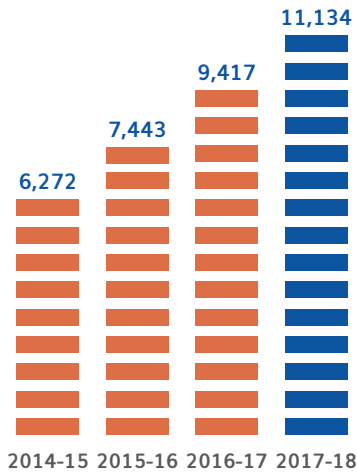
**Average Revenue
Per User (ARPU)**

62 GB
DATA CONSUMPTION

**Per Month Per
Subscriber**

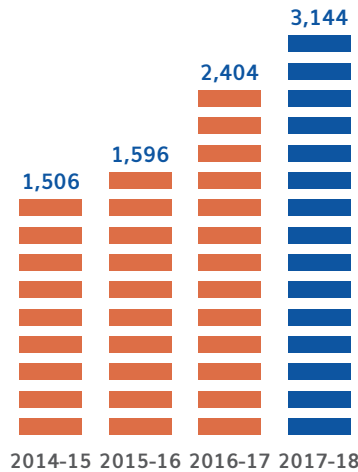
PERFORMANCE HIGHLIGHTS

Revenue (₹ in Million)


 YoY Growth of **18 %**

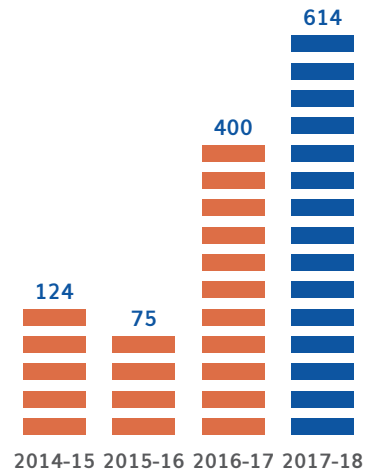
 CAGR of **15 %**

EBITDA (₹ in Million)


 YoY Growth of **31 %**

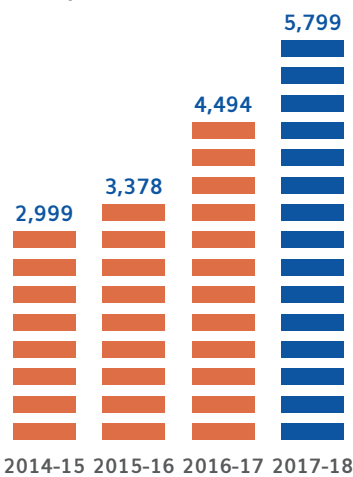
 CAGR of **20 %**

PAT (₹ in Million)


 YoY Growth of **53 %**

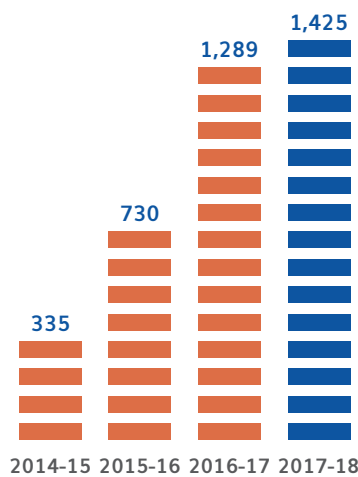
 CAGR of **49 %**

Subscription Revenue (₹ in Million)


 YoY Growth of **29 %**

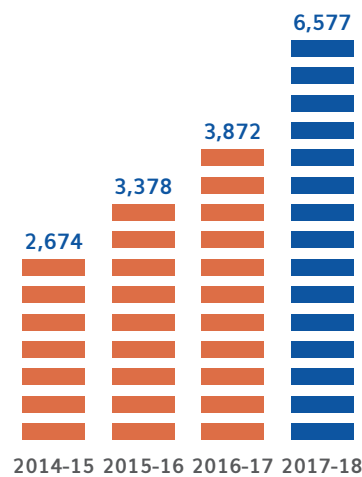
 CAGR of **18 %**

Broadband Revenue (₹ in Million)

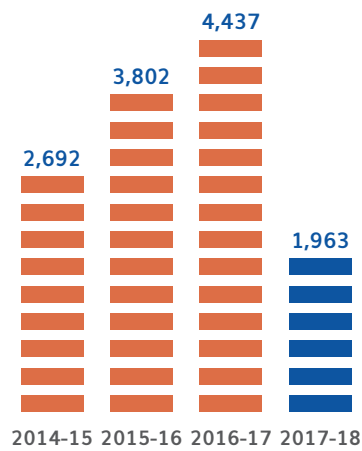

 YoY Growth of **11 %**

 CAGR of **44 %**

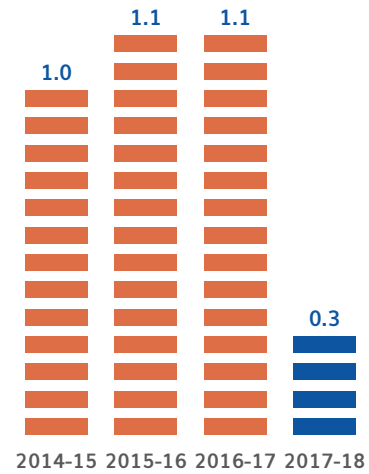
Net Worth (₹ in Million)



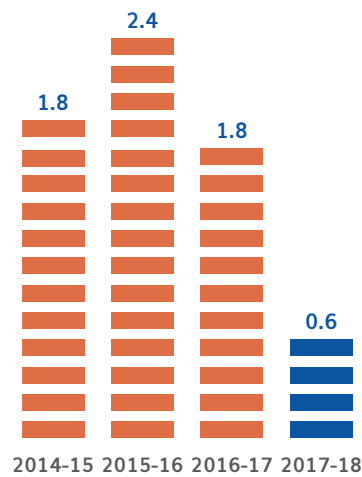
Net Debt (₹ in Million)



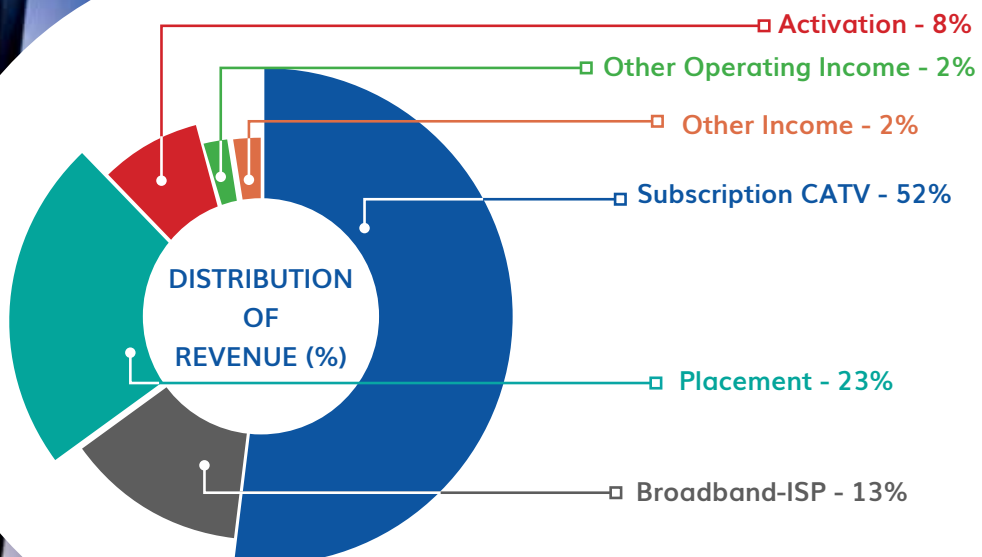
Net Debt to Net Worth (in Times)



Net Debt to EBITDA (in Times)



DISTRIBUTION OF REVENUE (%)



MANAGING DIRECTOR'S MESSAGE



Today's customers are increasingly empowered by the wealth of information at their fingertips. Despite the ever-changing dynamics, we continued to maintain our leadership position with a clear push towards better digital engagement.

Dear Shareholders,

I take pleasure in presenting the annual report for the financial year 2017-18 to you. I sincerely thank you for the support and trust shown in us.

As the digital revolution has gathered momentum, it is widely understood that businesses have to constantly redefine their offerings to engage and delight their customers. Today's customers are increasingly empowered by the wealth of information at their fingertips. Despite the ever-changing dynamics, we continued to maintain our leadership position with a clear push towards better digital engagement.

During 2017-18, the Indian economy clocked 6.7% growth, becoming the fastest growing major economies of the world. Goods and Services Tax (GST) was implemented as part of the Government's reforms towards reinforcing the transparency in the economy. Taxation on entertainment, Cable and DTH services has come down under the Goods and Services Tax regime as the entertainment tax levied by states has been subsumed in the GST. The Government has been instrumental in promoting digitisation in the economy by upgrading several services thus fueling demand for higher and faster internet connections.

The Indian Cable TV industry is now connected to over 100 Million household reaching out to both urban and rural areas. Wired broadband in India is still at an early stage with a penetration of approximately 18 Million homes in a universe of more than 290 Million homes.

As per industry reports, the industry stands at over ₹ 660 Billion, growing at 11.5% annually. This healthy growth is expected to continue over the next 5 years. TV viewership impressions also increased by 21% across all age groups, thanks to the larger channel offerings and improving content.

India is moving in leaps and bounds in terms of internet penetration. Our country's internet user-base has increased to 462 Million which is only next to China. This number is expected to grow to 830 Million in the next four years, benefitting all internet service providers.

On the back of all these macro-economic and industrial

developments, your Company reported a satisfactory performance. During 2017-18, we seeded 1.80 Million set top boxes and added 2.07 Million digital paying subscribers. We also reported a healthy increase in ARPU across the phases, added new subscribers and strengthened our profitability. We added 240,000 Home-Pass and 40,000 subscribers in our Broadband business.

We made some remarkable achievements on the operational front. Our West Bengal operations turned around and reported profit. We also won prestigious contracts from the Gujarat State Government for installing free Wi-Fi at public places and providing internet service to around 1,500 police stations. This will enable us to utilise this infrastructure to reach out to new customers across 150 plus cities as also help us to monetise our already installed assets. We continued to invest in the latest advanced technologies to offer high-speed internet services to our customers. We launched GPON FTTH high-speed services in Ahmedabad, offering unlimited data plans of 100 Mbps and 40 Mbps at reasonable price points.

Our dedication and persistence was reflected in the recognition we received during the year. We were awarded as India's most trusted Digital Cable TV distribution services by International Brand Consulting Corporation, USA (IBC).

At GTPL we have always been committed towards offering a superior digital experience to our customers. The result is visible in the CAGR of 15% and 49% in revenue and profitability respectively, over the last 4 years. In future, we plan to offer additional unlimited data and high-speed broadband plans at attractive and competitive price points and continue to penetrate Digital Cable TV business across our existing geographies.

Before I conclude, I would like to congratulate every member of the GTPL Hathway family for their hard work and dedication. I also express my gratitude to all other stakeholders for supporting our vision and ambition to grow in an exciting landscape of digital opportunities. We look forward to exploring new growth milestones with your continued support.

Best Wishes,

Anirudhsinh Jadeja

MILESTONES OVER THE YEARS

2006

Incorporated
as Gujarat
Telelink
Private
Limited

2007

Hathway
acquired 50%
stake

Received
category B ISP
licence

Installed digital
head-end in
Ahmedabad

2008

Commenced
Broadband
Services

2011

Entered Assam
and West
Bengal

Installed digital
head-end in
Kolkata

Installed
new digital
head-end in
Ahmedabad

2013

Entered Bihar
and Andhra
Pradesh

Digitisation
of Phase I
& II completed