



Integrating **TECHNOLOGY** **DELIVERING** Digital **DELIGHT**



GTPL HATHWAY LIMITED | Annual Report 2018-19

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Financial Section

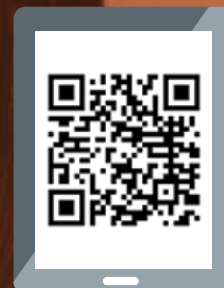
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Notice

212-225

Investor information

CIN	: L64204GJ2006PLC048908
BSE Code	: 540602
NSE Symbol	: GTPL
Bloomberg Code	: GTPL:IN
Dividend Declared	: 10%
AGM Date and Time	: August 30, 2019 at 12.30 p.m.
AGM Venue	: J. B. Auditorium, AMA, Dr. Vikram Sarabhai Marg, University Area, Ahmedabad - 380015, Gujarat, India



Please find our online version at
<https://www.gtpl.net/annual-report>
Or simply scan to download

DELIGHTING CUSTOMERS WITH BETTER DIGITAL EXPERIENCES

To create differentiated value and deliver consistent quality to our customers, we constantly strive to build practices and methods that enhance the digital experience. With digitalisation driving rapid changes, customer experience innovation is not a differentiator anymore, but a necessity for digital service providers to sustain profitability .

At GTPL Hathway, we make our customers' experience delightful through a platter of our integrated digital offerings. Our customer's life is made simpler through the convergence of our services and adding value to each connected customer.

7,788 Million

*Market Capitalisation
as on March 31, 2019*

12,892 Million

*Revenue for the
year 2018-19*

3,615 Million

*EBITDA for the
year 2018-19*

191 Million

*PAT for the
year 2018-19*

BUSINESS PROFILE

GTPL Hathway Limited (henceforth 'GTPL' or 'The Company') is one of India's largest Multi System Operator (MSO). The Company is engaged in cable TV and high-speed broadband service distribution, along with its subsidiaries, reaching an estimated 9.50 Million households. With a network of more than 25,000+ Kms of optical fibre and coaxial cable, the Company has its footprints across 500+ towns across 10 states in India with presence in Gujarat, West Bengal, Maharashtra, Rajasthan, Jharkhand, Bihar, Andhra Pradesh, Telangana, Goa and Assam.

The Company is constantly striving to enhance and simplify their customers' lives through quality services and products that give them the freedom to connect, converse, work and be entertained anytime, anywhere and through any medium.

As India's leading MSO, it is our endeavour to deliver latest & high-quality video products and data services through technologically advanced fibre optic networks, strong trade partnerships and empathetic customer service.

67%*Market Share in Gujarat - No. 1 MSO***24%***Market Share in West Bengal - No. 2 MSO***10 states***Presence across 500+ towns in these states***9.5 Million***seeded STBs***24,000+***LCO Partners***2.42 Million***Broadband Home-Pass***25,000+kms***Optic Fibre including 1,500+ Kms underground Optic Fibre***2***Main Digital Head-ends and 4 Support Head-ends*

Technology alliances

- Harmonic International AG
- ZTE
- Changhong (Hong Kong) Trading Limited
- Sterlite Technologies Limited
- Nagravision SA
- NOKIA
- Magnaquest Technologies Ltd
- Tele System Communication Pte Limited
- Shenzhen Skyworth Digital Technology Co Limited



Our value-drivers

- *Leadership position in the operating markets*
- *Located in the consumption driven regions*
- *Strong LCO relationships with trust and transparency*
- *Best-in-class technology and infrastructure by associating with leading technology providers*

OUR PRODUCT OFFERINGS

We believe that every connection matters and thus we are continuously evolving to meet the transforming needs of our customers spread far and wide. Our product bouquet is designed to deliver value to customers through our integrated cable TV and broadband services. We are equipped with the 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 high-speed connectivity to our customers.

Digital Cable Television Service

GTPL offers both Standard Definition (SD) as well as High-definition (HD) digital cable TV services to its customers. The transmission is done from its state-of-art head-end set-up at Ahmedabad with 4 support head-ends for disaster management.

9.50 Million

Total Set-Top Box Seeded

6.80 Million

Active Paying Subscribers

95%

CATV Subscribers in India's Hindi Speaking Market

New channel launches



The channel is targeted at the younger generation and showcases the latest movies and blockbusters from the Hindi movie industry.



The channel brings back movies of the Bollywood's Golden Era to the small screen to keep our viewers entertained with the best movies from the start of the movie industry to 1985.



The channel brings the best action movies to the viewers from Hollywood, Bollywood as well as South Indian dubbed movies.



The channel showcases the best songs from the golden era and will show hand-picked songs from the famous singers, lyricists, music composers, actors, actresses, directors of the yesteryears.

620

*Digital Cable
TV Channels*

78

HD Channels

35

*Owned & Operated
Channels*

Broadband services

GTPL offers high-speed broadband internet services to homes and offices at affordable and flexi-pricing. The Company is equipped with Gigabit Passive Optical Network (GPON) Fibre to the Home Technology (FTTH) with seamless fibre optical cables spread across the nation.

2.42 Million

*Broadband
Home-Pass*

325K

*Broadband Active
Subscribers*

105 GB

*per subscriber per month
data consumption*



During the year, the Company launched GTPL GIGA^{HD} – first ever such dual service product offering in India. It bundles CATV and Broadband services in a single connection at affordable rates. The services were rolled out in Gujarat.

As India's Leading MSO, it is our endeavor to deliver latest & high quality video products and data services through technologically advanced fiber optic networks, strong trade partnerships and empathetic customer service.

DELIGHTING CUSTOMERS OVER THE YEARS

2006

- Incorporated as Gujarat Tele link 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

2014

- Commenced Package based Billing

2015

- Received category A ISP licence
- Installed digital head end in Dibrugarh

2016

- Entered Rajasthan
- Commenced Pre paid Billing

2017

- Public Issue
- Listed on BSE and NSE
- Installed new Harmonic's Digital head end

2018

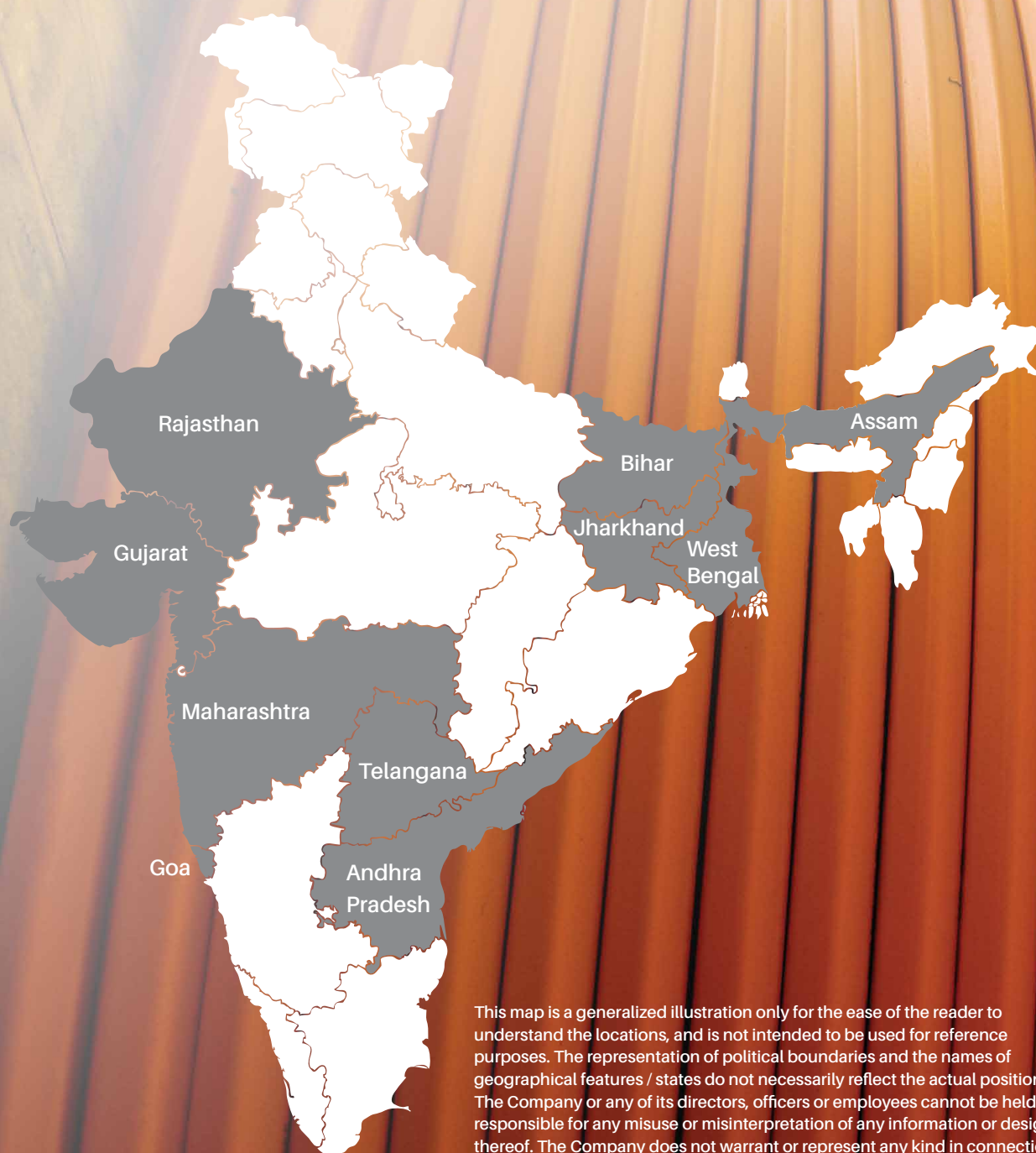
- Entered Goa
- Launched GPON FTTH high speed services in Ahmedabad
- Won Prestigious contract from Gujarat State Government for installing free Wi-Fi at public places and providing internet service to ~ 1,500 police stations

2019

- Launched GTPL GIGA^{HD} dual service product in Gujarat
- Expanded in Telangana and Maharashtra
- Launched four new owned & operated channels
- Bagged Work Order for ₹ 1,246 Crores for implementation of BharatNet Phase II project in Gujarat (Package B, Saurashtra), under Gujarat Fibre Grid Network Limited (GFGNL), Polycab India Limited, a Consortium Partner

MAPPING MILESTONES IN DELIVERING DIGITAL DELIGHT

The Company offers its services across all parts of India. It has major presence in Gujarat and West Bengal with 67% and 24% market share, respectively.



This map is a generalized illustration only for the ease of the reader to understand the locations, and is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features / states do not necessarily reflect the actual position. The Company or any of its directors, officers or employees cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind in connection to its accuracy or completeness.