

CONNECTION Dil se



INVESTOR INFORMATION

CIN

L64204GJ2006PLC048908

BSE Code

540602

NSE Symbol

GTPL

Bloomberg Code

GTPL:IN

Dividend Declared

40%

AGM Date and Time

August 27, 2021
12:30 PM

Connecting Stories



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FINANCIAL STATEMENTS



GTPL Hathway Limited:
Connecting India Digitally



Creating a new Brand
Connect - *Connection Dii Se!*



MD's Communique



₹13,467 Million

Market Capitalisation
as on March 31, 2021



₹25,300 Million

Revenue for 2020-2021



₹5,724 Million

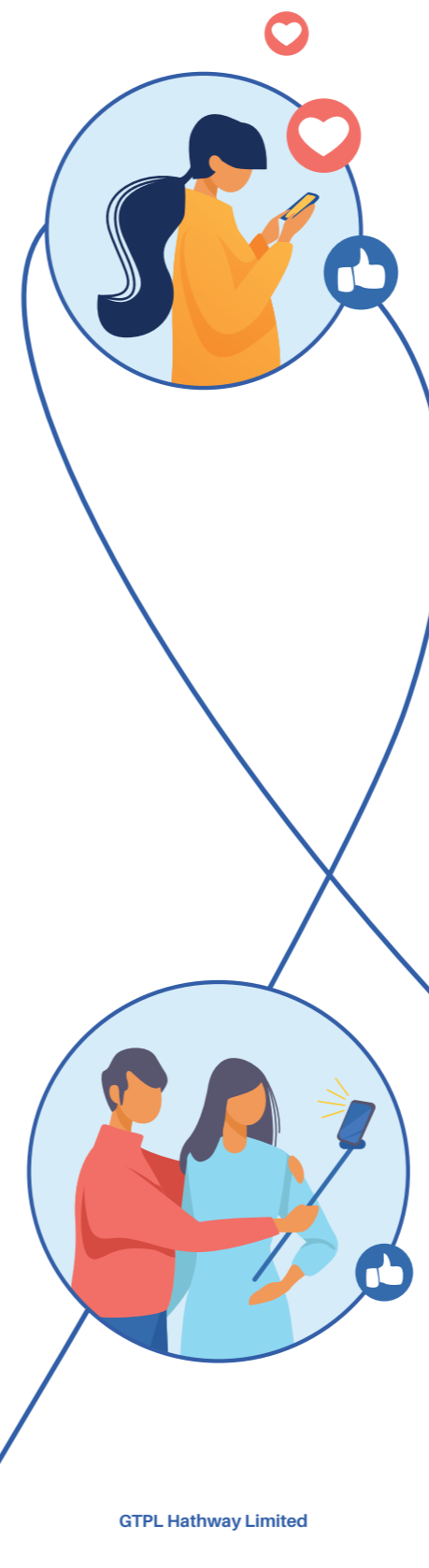
EBITDA for the year 2020-21



₹1,885 Million

PAT for the year 2020-21

Introduction



We, at GTPL Hathway, virtually Connected Dil Se with every customer through our Digital Cable TV and high-speed Broadband services and narrowed the gap between people when physical ties were snapped due to the pandemic.

It is said that people feel the urge to connect when they are most disconnected. 2020-21 was that year for all of us. The year gone by was about finding new ways to stay connected with family, friends, colleagues while adapting to the new methods of collaborative working.

Connections between humans were the first casualty of the worldwide pandemic which hit in 2020. Parents could not embrace their children after returning from work, friends could not meet over weekends and relatives'

visits became a distant proposition. Majority of the workforce were forced to interact virtually while the few who were needed to work from office were required to maintain physical distance.

GTPL Hathway launched the brand tagline "Connection Dil Se" during the year to emphasize the importance that we place on Connections.

The tagline is not just an idea. It is a belief that when we connect two people, we act as a catalyst in connecting hearts and eventually engage in associating our customers with us.

Today, GTPL Hathway, our team members and affiliates have become a family member for each family, and we truly believe it would not have been possible without our **Connection Dil Se.**

Business Review

This is how we are connected...



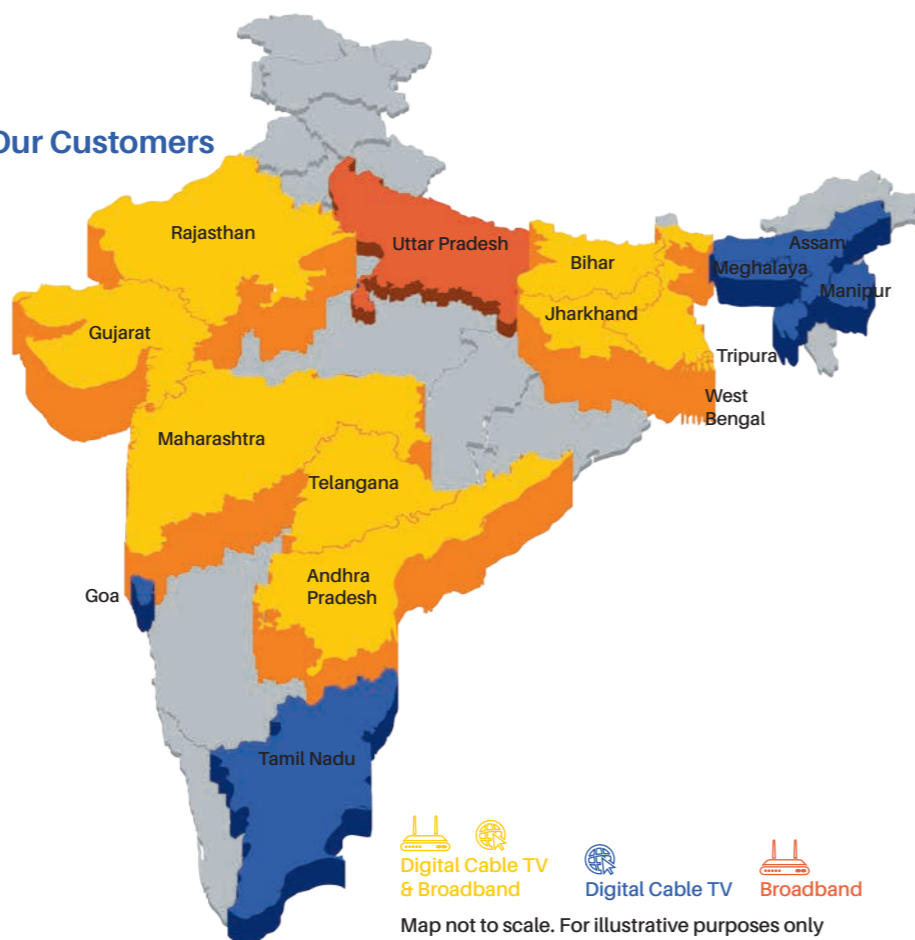
...With Our Customers

STRENGTHENING REACH

1,000+
Towns

15
States

10 Million +
Households



INCREASING SUBSCRIBER BASE

~2.2x
Growth in Digital Cable TV subscriber base in the past 5 years

~3.7x
Growth in broadband subscriber base in the past 5 years

IMPROVING VISIBILITY AND GAINING LEADERSHIP

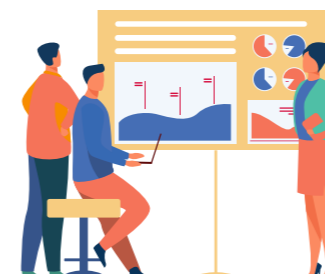
#No.1
MSO** in Gujarat

#No. 2
MSO** in West Bengal

#No. 2*
MSO** in India

#No. 6*
Private Wireline Broadband Player in India

* Source : Performance Indicators Report, TRAI
**Multi-System Operator



...With Our Investors

CONSISTENT PERFORMANCE IN PAST 5 YEARS

~24%
Revenue CAGR

PAT
Positive

~28%
EBITDA CAGR

IND A+ / Stable
Rating by India Rating FY 20-21

VALUE-ACCRETIVE BALANCE SHEET

Free Cash Flow (FCF) generated for past five consecutive years

Consistent dividend paying history of past five years

NOTABLE ACHIEVEMENTS OF 2020-21:

Achieved milestone revenue of **₹ 25 Billion**

Became **Net Debt Free**

Listed in '**India's Top 500 Companies 2021**' by Dun & Bradstreet

Expanded **Digital Cable TV business** into the **North-Eastern region** - Tripura, Meghalaya and Manipur

Increased **Broadband** subscribers by **1.5x times** and achieved **67% Y-o-Y** growth in Broadband ISP revenues

Appointed Bollywood actor **Mr. Boman Irani** as a **Brand Ambassador**



Challenging Year. Uninterrupted Connection.

2020-21 made us reinvent the way we live and work. There were notable trends that emerged during the pandemic but our approach towards connectivity remained solely focused on one – Reaching out to create *Connection Dil Se!*



E-Learning and Work from Home

With lockdowns and restrictions on mobility, there was an emergence of e-learning and online classes for students and adaptation of work-from-home culture for nearly all businesses.




Higher TV Viewership

There was a surge in TV viewership owing to the lockdown restrictions. People felt the need to keep themselves updated with the news and also found entertainment programmes a welcome distraction. Overall TV viewership witnessed a spike of 9% during the year.

GTPL ensured an uninterrupted digital connectivity and played a crucial role in helping customers adapt to the new normal.

Our consumers were offered a wide variety of services to cater to their needs for entertainment, data and commerce. We responded to the surge in demand and ensured our customers stayed digitally connected with their dear ones during the pandemic.

 **~80%**
Collection for Cable TV
Through Digital Mode

 **212** GB/Month,
31% Increase in Average
Data Consumed per
Customer



Increased Digital Consumption

The pandemic led to an increased content consumption via the internet. Classrooms and office meetings shifted online, get togethers between friends and keeping in touch with relatives switched from physical to virtual mode. There was also a surge in online shopping and digital payments for essentials and other goods, as users had to maintain social distancing and avoid crowding.




Business Review

GTPL Hathway Limited: Connecting India Digitally

GTPL Hathway has emerged as one of the most trusted and preferred names for Digital Cable TV and Broadband Services. With consistently high standards of service, it has been able to make a **"Connection Dil Se"** with Million of households, offices, government establishments and corporates.

The trust enjoyed by the Company and transparent policies have created a great synergy among its partners through a bottom-up approach. For ease of business, GTPL Hathway has created multiple apps for its consumers, partners, as well as its employees. Besides, it has also provided 'Digital Payment Options' to its partners and subscribers for hassle-free online payments.

 **10.80** Million
STBs Seeded

 **8.00** Million
Active Cable TV
Subscribers

 **3.87** Million
Broadband Home-pass

 **635 K**
Active Broadband
Subscribers



The Company launched an industry first chatbot based on the WhatsApp platform for new and existing customers

Note: STB – Set-Top Box, LCO – Local Cable Operators, FTTX - Fibre To The X. (The "X" in FTTX indicates the termination location of the fibre. So the "X" could stand for Home, Premises, Building, Node, Curb or Cabinet.)



Business Review

Connecting Through High-End Technologies

GTPL believes in embracing the latest technologies to offer the best-in-class services to its customers. The Company has installed advanced equipment sourced from global technology partners.

HEADEND

- Mother headend & Network Operating Centre (NOC) is located in Gujarat and caters to pan-India operations
- Second main headend in Kolkata

OPTIC FIBRE CABLE NETWORK

- Owned: 50,000+ KMs
- Underground: 4,000+ KMs
- Leased: 6,500+ KMs

GPON TECHNOLOGY

- Seamless connectivity
- Higher broadband speed

TECHNOLOGY PARTNERS



SMS Services



Network Operation Center (NOC) and Operations Support System (OSS)



Conditional Access System (CAS)



Database Management



STB & Modem



Headend



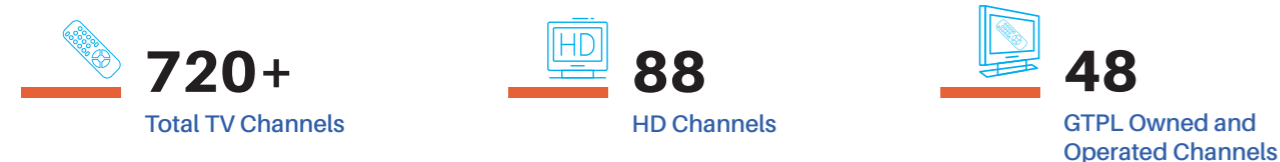
Business Review

Redefining the Digital Connect

Digital Cable Television Service

We offer a wide variety of channels across genres to cater to our customers' preferences. Our team of employees and partners ensures uninterrupted connectivity and seamless experience for our customers.

Our offerings

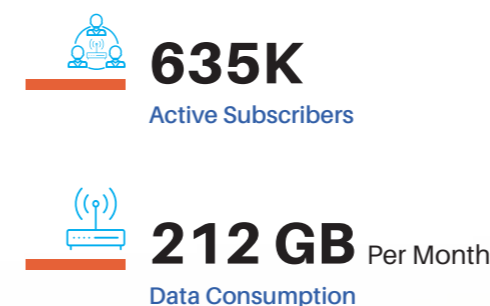


48 OWNED AND OPERATED CHANNELS ACROSS 6+ GENRES



Broadband Services

By constantly investing and upgrading in advanced technology, GTPL is committed to provide seamless connectivity through affordable internet services to individual customers and businesses. The Company has implemented the latest Gigabit Passive Optical Network (GPON) and Fibre to the Home (FTTH) technology which enables us to deliver uninterrupted connectivity and high-speed data.



Note: FTTX- Fibre To The Home



Business Review

Creating a new Brand Connect – Connection Dil Se!

GTPL Hathway enjoys a strong bond with its customers across the nation. During the year it onboarded versatile Bollywood actor, Mr. Boman Irani, as the Company's first brand ambassador.

Simultaneously, the Company introduced the Brand tagline "Connection Dil Se" to emphasise the Company's ethos to connect and effectively align with every stakeholder. The Company associated with Bollywood composer duo Sachin-Jigar for the theme song made on the tagline "Connection Dil Se" to celebrate the connection which GTPL shares with its customers.

The multi-media campaign was launched in electronic (including satellite TV channels), print, radio & digital media which gained wide coverage and was appreciated across geographies. The series of TV commercials portray relationships in a different perspective, intriguing the audience to think about the importance of relationships beyond blood relations and friends.

Scan below to view the Ads



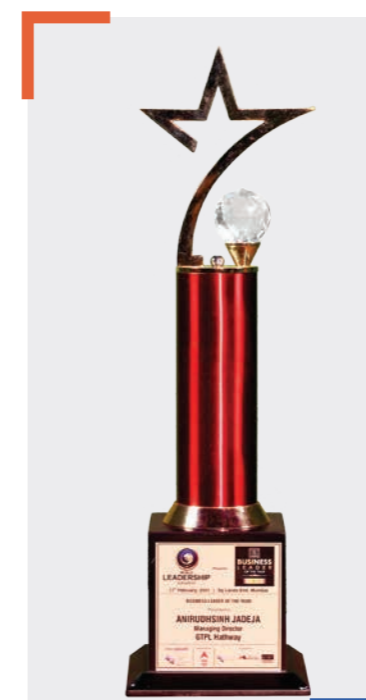
Awards and Recognitions



GTPL Hathway was recognised as one of "India's Top 500 Companies 2021" announced by Dun & Bradstreet



The Company received an award for "Finance Transformation Initiative of the Year" in the 7th Finance Transformation Asia Summit & Awards 2020



Mr. Anirudhsinh Jadeja, Managing Director, was recognised as "Business Leader of the Year" at the World Leadership Congress & Awards organised by CMO Asia



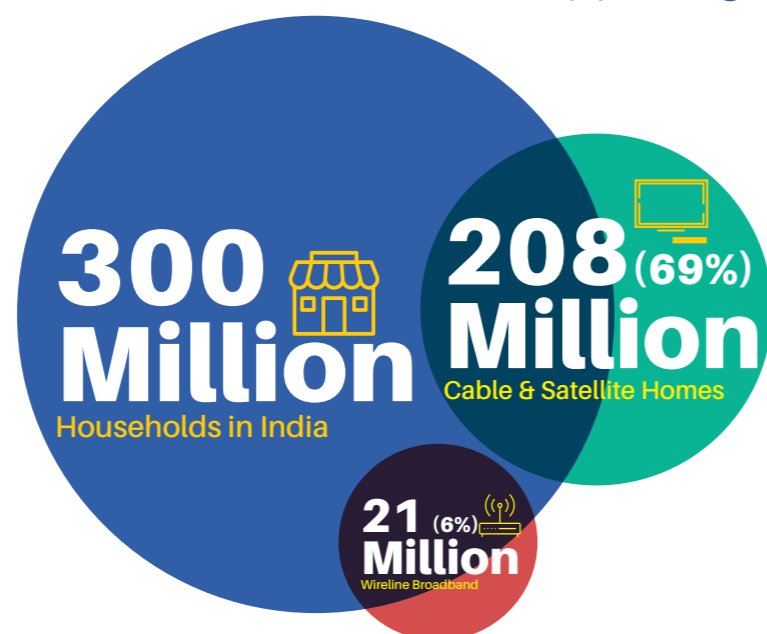
Strategic Review

The Operating Environment

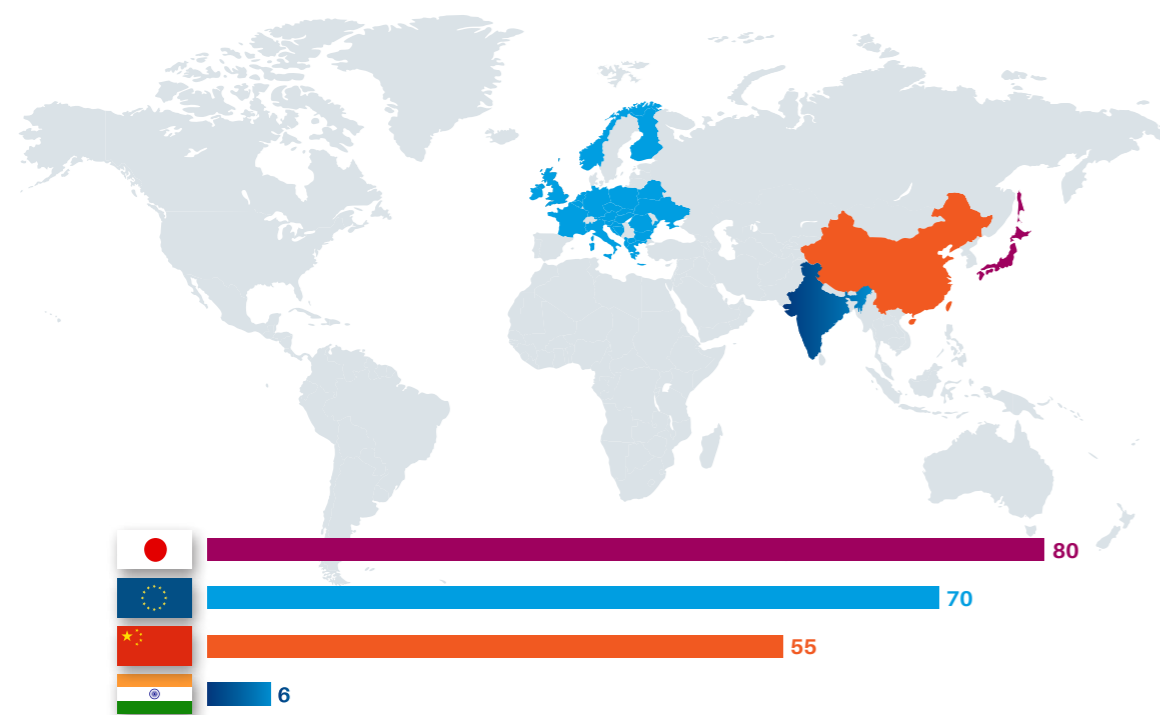
The Digital Cable TV and Broadband industry is poised for higher growth trajectories with various indicators supporting this optimism.

LOWER CABLE TV AND BROADBAND PENETRATION IN INDIA

Out of the 300 Million Households in India, only 69% are Cable & Satellite Homes, which make us believe that there is a huge opportunity for growth.

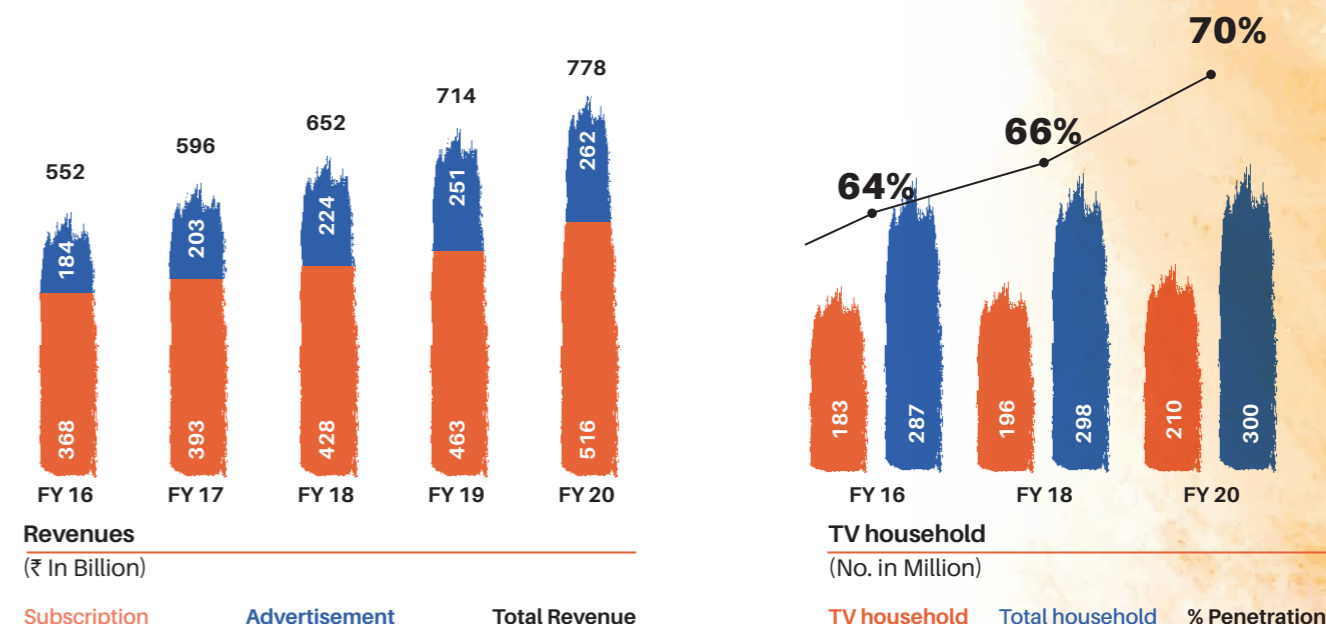


HUGE SCOPE FOR BROADBAND GROWTH IN INDIA AS COMPARED TO GLOBAL BROADBAND PENETRATION LEVELS.



This map is a generalised 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.

STEADY GROWTH TREND OF TV INDUSTRY REVENUES



The revenues from subscription and advertisement have witnessed a healthy 7.1% CAGR between FY 2015-16 and FY 2020-21. This may be further complimented by the increase in TV households as well as Cable & Satellite households considering the scope for higher penetration. Interestingly, GTPL's active Digital Cable TV subscriber base has grown from 4.68 Million in FY 2015-16 to 8 Million in FY 2020-21.

Our Strategic Priorities for Better Connectivity

#STRATEGY 1 CONVERSIONS

- Offer Digital Cable TV services as a bundle with broadband and OTT services
- Tie-up with different service providers
- Up-sell to current customers and add new customers

#STRATEGY 3 BROADBAND

- Expand through business partners
- Cross-sell to 10+ Million Digital Cable TV households
- Provide high-speed unlimited data plans

#STRATEGY 2 FOOTPRINT

- Expand footprints in existing markets
- Venture into new markets through acquisition and consolidation

#STRATEGY 4 HIGH-QUALITY TECHNOLOGY AND INFRASTRUCTURE

- Capitalise and monetise GPON infrastructure to provide high-speed, high-volume broadband services
- Increase broadband penetration in rural Gujarat
- Enhance digital infrastructure implementation capabilities