

GTPL Hathway Limited

(Former Name: GTPL Hathway Private Limited)

CIN : L64204GJ2003PLC048908



Registered Office : C-202, 2nd Floor, Sahajanand Shopping Centre,
Opp. Swaminarayan Temple, Shahibaug, Ahmedabad - 380 004.
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Date: February 14, 2018

To:

The Manager, Listing Compliance Department, National Stock Exchange of India Ltd Exchange Plaza, BandraKurla Complex Bandra (East), Mumbai - 400051 NSE Trading Symbol: GTPL	Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001 Scrip Code: 540602
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Subject: Press release on Un-Audited Standalone Financial Results for the quarter ended December 31, 2017, of GTPL Hathway Limited ("the Company").

Dear Sir/Madam,

Please find enclosed a copy of the press release on Un-Audited Standalone Financial Results for the quarter ended December 31, 2017 of the Company.

This is for your information and record.

FOR, GTPL HATHWAY LIMITED


TARUN KUMAR
COMPANY SECRETARY
MEMBERSHIP NUMBER: F2256
14/02/2018

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- Standalone Q3 revenue up 23%; 9M revenue up 24%; y-o-y
- Q3 Standalone CATV subscription revenue up by 29% y-o-y; 9M revenue up 27%
- Q3 Broadband revenue up 7% y-o-y; 9M revenue up 15%; y-o-y
- Phase III and phase IV CATV ARPU up by 5.2% and 4.1% respectively
- 9M finance cost down by 48%
- Q3 PAT up by 478%, 9M PAT up by 156%

A F G PL H L G PL, India's leading Digital Cable TV and Broadband Service provider, today announced the financial results for the third quarter and nine months ended on December 31, 2017 as approved by its Board of Directors.

Commenting on performance, A J M D G PL H said, "During Q3, we seeded 180,000 STBs and added 110,000 digital paying subscribers. Increase in Phase III and phase IV ARPU and reduction in finance costs have helped us improve our profitability significantly. Our Kolkata operations have firmly turned around and for the nine months, it has posted a profit of Rs 17 million against a loss of Rs 56 million during the corresponding 9 months of FY17."

"I am most excited about what we are doing in Broadband business. We have been investing in the latest technology to provide the best possible internet service to our customers. Recently, in Ahmedabad we launched high speed, unlimited data broadband service on GPON Fibre To The Home (FTTH) technology. We have started offering 100 Mbps and 40 Mbps unlimited data plan options at the most reasonable price. We are receiving lot of inquiries and we will gradually make this plans available throughout Gujarat" added M J.

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- Q3 revenue at INR 1955 million up 23% y-o-y; 9M revenue at INR 5572 million up by 24% y-o-y
- Q3 CATV subscription revenue at INR 1063 million, up 29% y-o-y; ; 9M revenue at INR 2966 million up 27%
- Q3 EBITDA at INR 634 million; up 46% y-o-y; EBITDA margin as percentage to revenue at 32.4%, a y-o-y increase of 530 basis point
- 9M EBITDA at INR 1790 million; up 31% ; 9M EBITDA margin as percentage to revenue at 32.1%, a increase of 180 basis point
- Q3 finance cost down by 74% y-o-y and 54% q-o-q; 9M finance cost down by 48%
- Q3 Profit after tax at INR 238 million, up 478% y-o-y
- 9M Profit after tax at INR 505 million, up by 156%

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- Q3 revenues at INR 344 million, up 7% y-o-y; 9M revenue at INR 993 million, up by 15%
- Q3 EBITDA at INR 101 million; up 31% y-o-y; EBITDA margin as percentage to revenue at 29.3%, a y-o-y increase of 520 basis point
- 9M EBITDA at INR 277 million; up 33%; 9M EBITDA margin as percentage to revenue at 27.8%, a increase of 380 basis point
- Q3 Profit after tax at INR 39 million, up 9% y-o-y
- 9M Profit after tax at INR 115 million, up by 23%

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- Q3 revenues at INR 447 million, up 61% y-o-y; 9M revenue at INR 1171, up by 39%
- CATV subscription revenue at INR 303 million, up 69% y-o-y, up 18% q-o-q
- Q3 EBITDA at INR 160 million; up 617% y-o-y; EBITDA margin as percentage to revenue at 35.7%
- 9M EBITDA at INR 342 million; up 143% ; 9M EBITDA margin as percentage to revenue at 29.2%
- Q3 Profit after tax at INR 28 million against a loss of INR 41 million for the corresponding Q3 of FY17
- 9M Profit after tax at INR 17 million against a loss of INR 56 million for the corresponding 9M of FY17

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- GTPL seeded 180,000 STBs during the quarter taking total seeded STBs as on December 31, 2017 to 8.46 million. Added 140,000 Active digital subscribers during the quarter, taking total active digital subscriber as on December 31, 2017 to 7.2 million. Added 110,000 digital paying subscribers during the quarter, taking total digital paying subscribers to 6.75 million as on December 31, 2017.
- During Q3, Phase 3 and Phase 4 ARPU increased by 5.2% and 4.1% respectively
- The average CATV revenue per user (ARPU) as on December 31, 2017 for Phase1, Phase 2, Phase 3 and Phase 4 at INR 101, INR 96, INR 61 and INR 51 respectively. Phase wise Seeded Boxes as on December 31, 2017 for Phase 1, Phase 2, Phase 3 and Phase 4 were at 0.74 million, 2.2 million, 2.55 million and 2.98 million respectively
- During Q3, GTPL launched its CATV services in Goa

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During the year, the company acquired stakes in the following companies

- Remaining 49% stake in GTPL Surat Telelink Private Limited
- Further 23.5% stake in GTPL Ahmedabad Cable Network Private Limited, taking GTPL's stake to 74.5% as on December 31, 2017

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- During Q3, the company added 12,000 broadband subscribers; created 90,000 new Broadband Enabled Homes. Home Pass as on December 31, 2017 stood at 1.24 million.
- The Broadband average revenue per user (ARPU) during the quarter was INR 487
- On February 3, 2018, GTPL launched GPON FTTH High-Speed broadband services of 100 Mbps and 40 Mbps "unlimited data" plans in Ahmedabad with price range of INR 635-763 per month (excluding taxes). The company progressively plans to launch this service to other cities in Gujarat.

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GTPL Hathway Limited is one of India's leading Digital Cable TV and Broadband service providers. We are number 1 Cable TV Provider in Gujarat with 67% market share. Our digital cable television services reached 200 plus towns across India, including towns in Gujarat, West Bengal, Maharashtra, Bihar, Assam, Jharkhand, Madhya Pradesh, Telangana, Rajasthan and Andhra Pradesh. As on December 31, 2017, we have seeded approximately 8.46 million STBs and had approximately 7.2 million active digital cable subscribers and 0.27 million Broadband Subscribers with a home pass of about 1.24 million.

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