

GTPL Hathway Limited

(Former Name: GTPL Hathway Private Limited)

CIN : L64204GJ2006PLC048908

Registered Office : C-202, 2nd Floor, Sahajanand Shopping Centre,
Opp. Swaminarayan Temple, Shahibaug, Ahmedabad - 380 004.
Phone : 079-25626470/70/78, 079-30280340/41 Fax : 079-25626477, 30280335



Date: June 06, 2018

To:

Listing Compliance Department, National Stock Exchange of India Limited, Exchange Plaza, BandraKurla Complex Bandra (East), Mumbai - 400051 NSE Trading Symbol: GTPL	Listing Compliance Department, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 Scrip Code: 540602
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Subject: Intimation of Analysts/Investors Meet scheduled to be held on Wednesday, June 06, 2018, pursuant to Regulation 30 read with the Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

We would like to inform you that the management of GTPL Hathway Limited will be meeting various Analysts and Investors in Mumbai on Wednesday, June 06, 2018 as per the below details:

Sr. No.	Interaction with	Type of Meeting	Date of Meeting	Location	Meeting Attendees from the Company
1	Various Analysts / Investors	Group / One-on-One Meetings	June 06, 2018	Mumbai	Mr. Rajan Gupta, Chairman and Non-Executive Director Mr. Anirudhsinh Jadeja, Managing Director Mr. Piyush Pankaj, Chief Corporate Affairs Officer

This is for your kind information.

FOR, GTPL HATHWAY LIMITED

[Signature]
TARUN KUMAR
COMPANY SECRETARY
MEMBERSHIP NUMBER: F9256
06/06/2018

Enclosed: Presentation titled "Investor Presentation June 2018"



Investor Presentation

June 2018



INDUSTRY OVERVIEW

COMPANY OVERVIEW

FINANCIAL HIGHLIGHTS

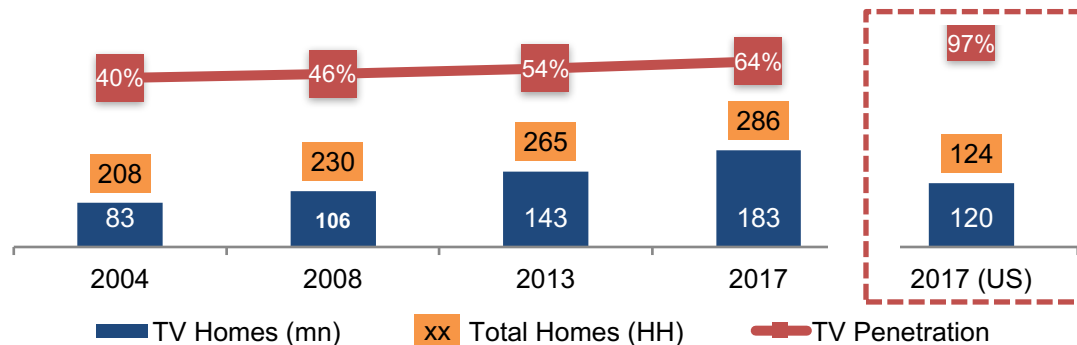
GROWTH OPPORTUNITIES

ANNEXURE



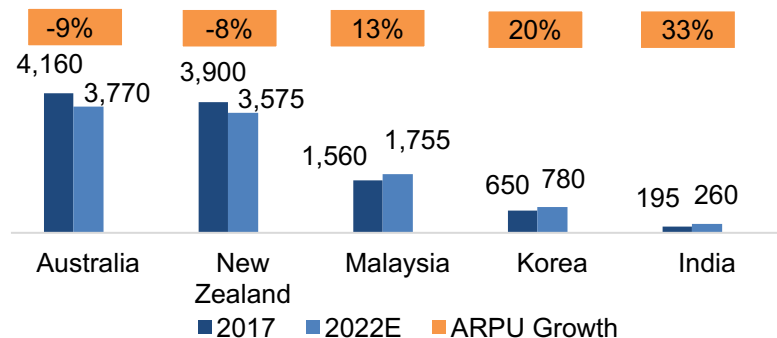
Multiple Drivers to Push Growth for Cable TV Business

Total TV Home & TV Penetration – long runway to growth for Indian Markets

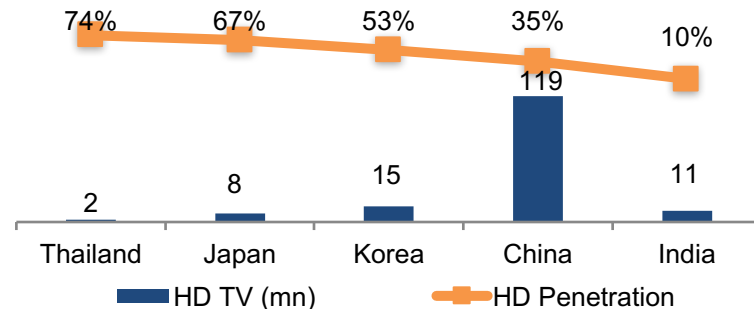


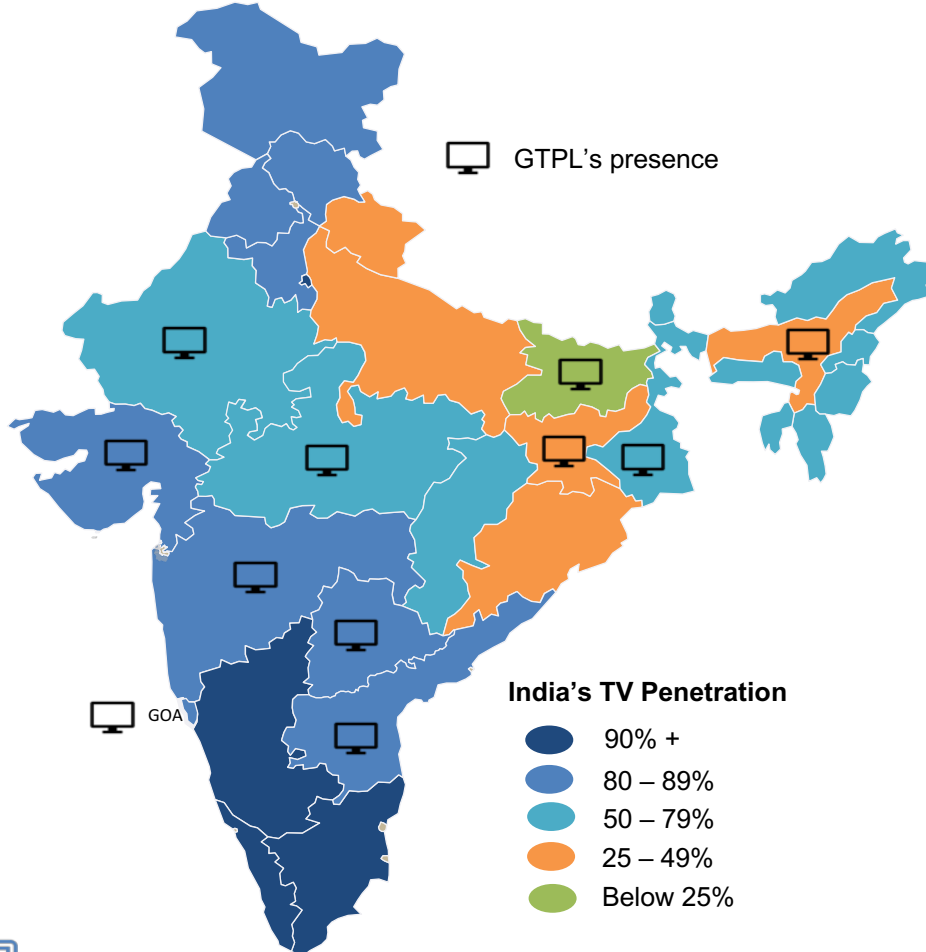
- More than 100mn household in India still doesn't have TV, penetration stands at 64% in CY17
- TV penetration has improved by 1,000 basis points as the prices coming down every year
- Developed markets have penetration level far higher above 90%, reflecting long runway for increasing TV sales in India

ARPU (Rs.) Growth around the world



India's digital HD penetration opportunity

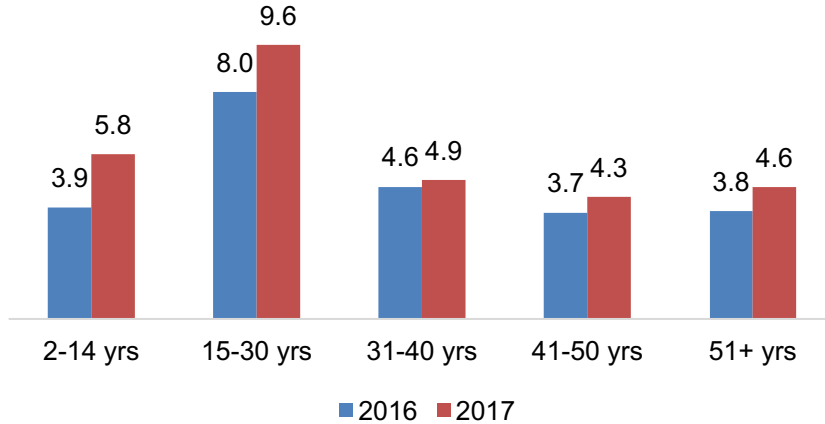




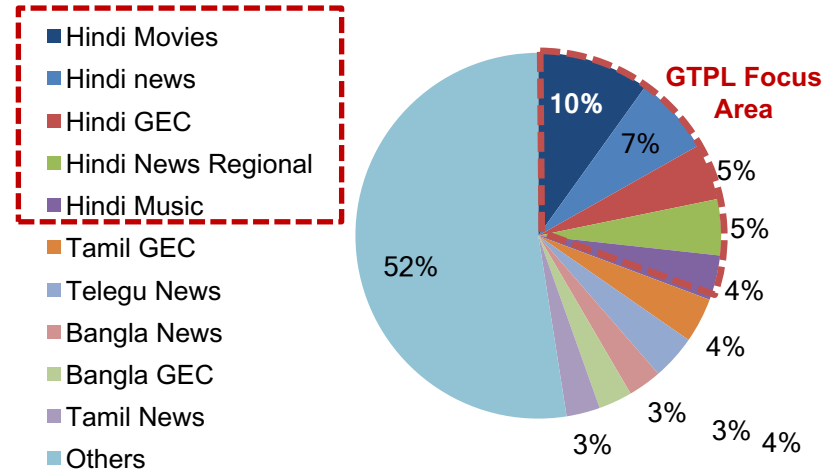
- GTPL is currently present in 200+ towns and covers 11 states
- TV Penetration in India increased to 64% in 2017.
- GTPL's presence is high in the 50-79% and 25-49% penetration markets, with further scope for increasing penetration
- GTPL's current market is 95% Hindi Speaking Market which contributes to better content rates

TV Viewing High Among Young Audience and it is still growing

Viewership (impression bn) growing across age groups



Hindi Channels continue to lead in Ad volumes



- TV viewership impression has grown by 21% and it has grown across all age groups.
- Contrary to popular perception viewership is highest amongst Youth (15-30 years) even in the digital age.
- Hindi content contributes to higher Ad volumes leading to better negotiation power for content cost to MSOs with Hindi speaking concentrated market.



- Cable provides stable connections with zero downtime
- Cable packages are competitively placed among DTH players.
- Cable High Definition package offers better value proposition to consumers compared to Standard Definition from DTH
- Cable operators have better control over the content compared to DTH, GTPL provides content for 28 channels

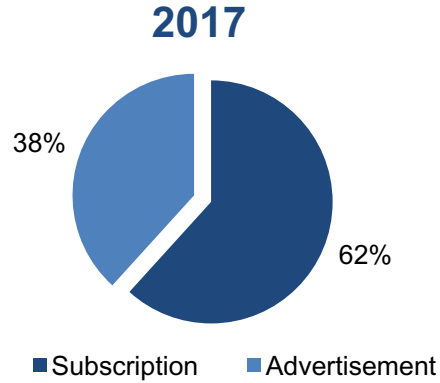
	DTH ¹	Cable ^{2,3}	GTPL Pathway
Base Pack			
Price per Month	260 - 276		100*
Total No. of Channels	151 – 233		103
Price per channel	1.2 – 1.8		0.97
Mid tier Pack			
Price per Month	340 – 381	230 – 235	250-280
Total No. of Channels	163 – 259	233 – 250	278
Price per channel	1.4 – 2.2	0.9 – 1.0	0.90-1.01
Premium Pack			
Price per Month	430 – 530	280 – 285	300-490**
Total No. of Channels	206 – 276	248 – 275	356-420
Price per channel	1.6 – 2.5	1.0 – 1.2	0.84-1.17

Source: Media Partner Asia, Sep 2016

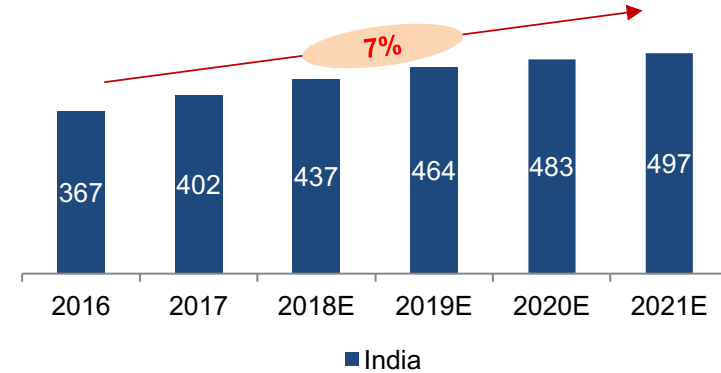
1. DTH includes Videocon, Airtel, DISH, BIG tv and Tata Sky
2. Cable includes Den and Siti Cable
3. Cable industry offers only 2 packs, base and premium pack
4. * Base pack is free to air channels only
5. ** Premium pack (i) Royal Pack (ii) Royal-HD pack

Strong Subscription Revenue for Television

Revenue split – Television business



TV Subscription revenue growing steadily (Rs. bn)

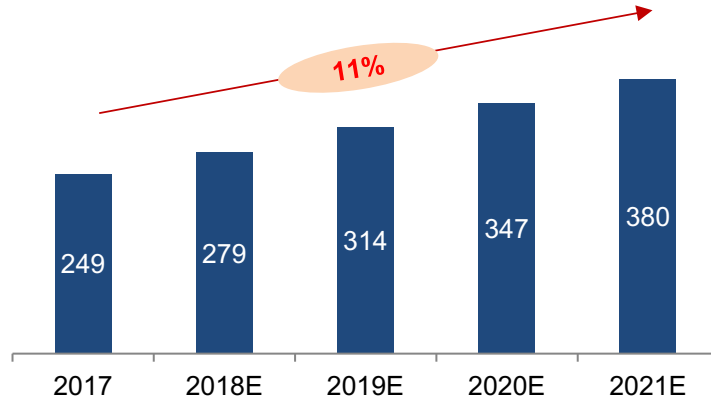


- Subscription business contributes 2/3 of the overall revenue for the television business
- The overall contribution of subscription business will remain stable for next 5 years.
- Subscription revenue expected to grow c. 7% till 2021, underpinning strong growth in the sector



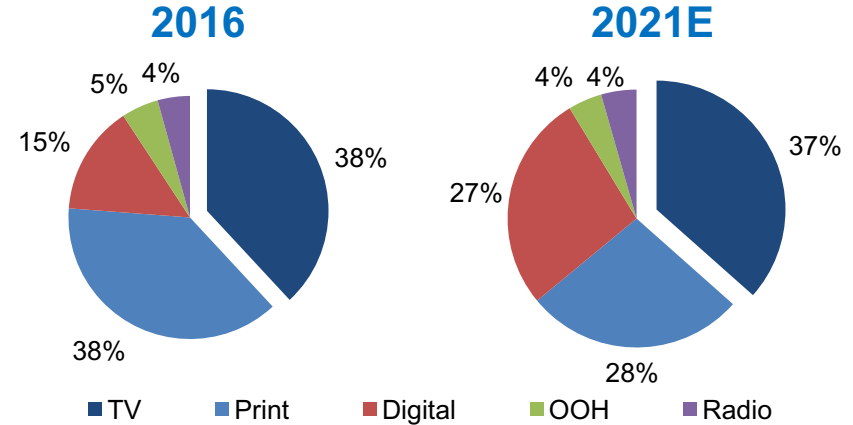
Increase in Television Viewership Ensures Higher Advertisement Revenue

Television advertising growing steadily (Rs. bn)



Source : MPA Report 2017

Advertisement revenue split – Segment wise



Source : FICCI 2017 report

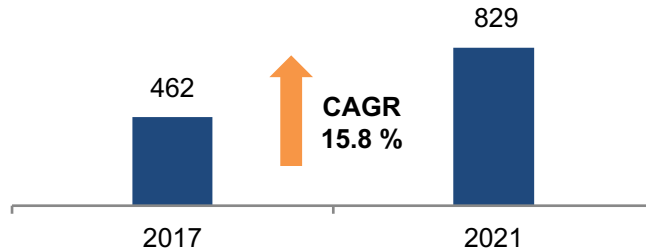
- Increase in Television viewership ensures higher advertisement revenue, expected to grow at 11%
- Print advertising is shrinking as content delivery from print is moving towards digital
- Television is able to maintain its share in the advertisement market



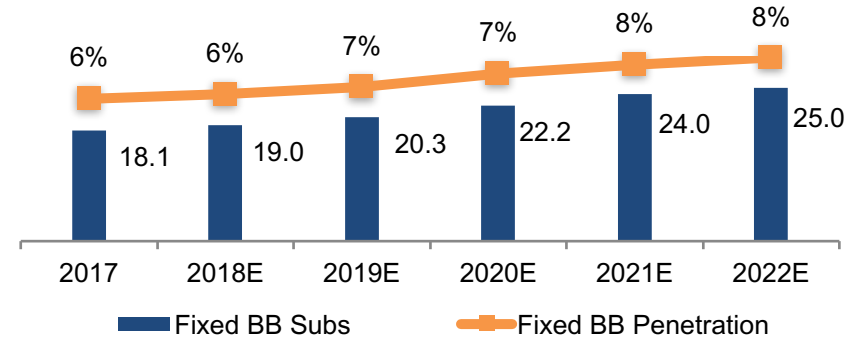
Broadband Business in India is set to Grow Exponentially

India has 2nd largest internet user base in the world

In Mn

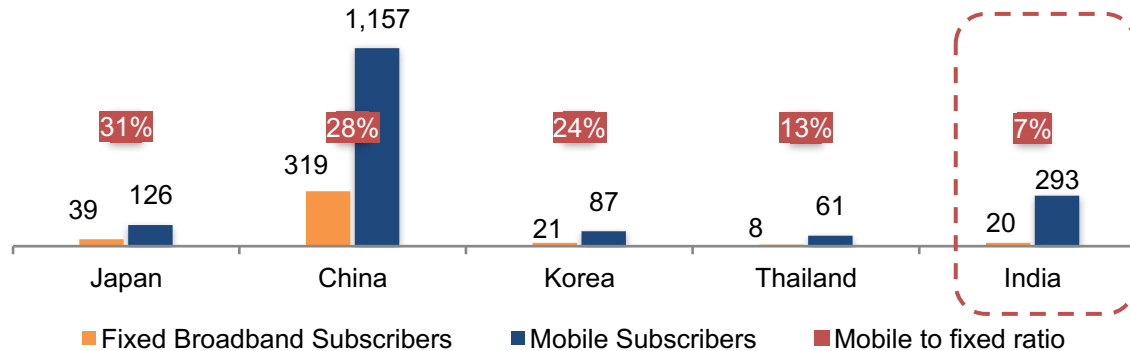


Fixed Broadband subscribers (mn) & Penetration



Significant scope for increase in broadband penetration (Subscribers in mn)

Subscribers in Mn in 2017

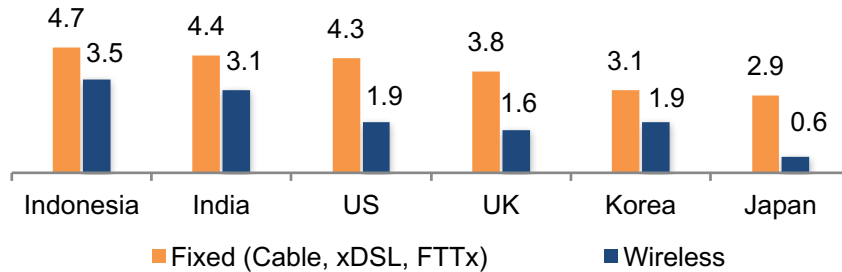


Ratio for wireless to fixed connection is high compared to other nations



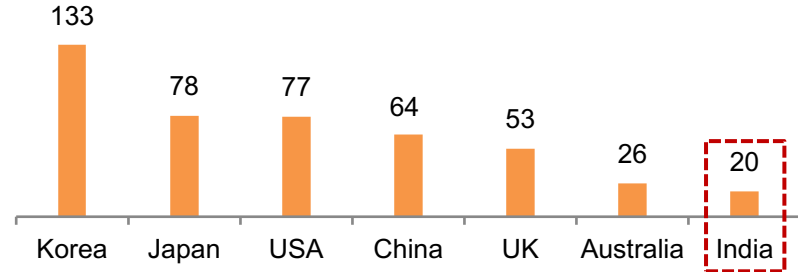
Indian spend large amount of time online

Hours / day / person



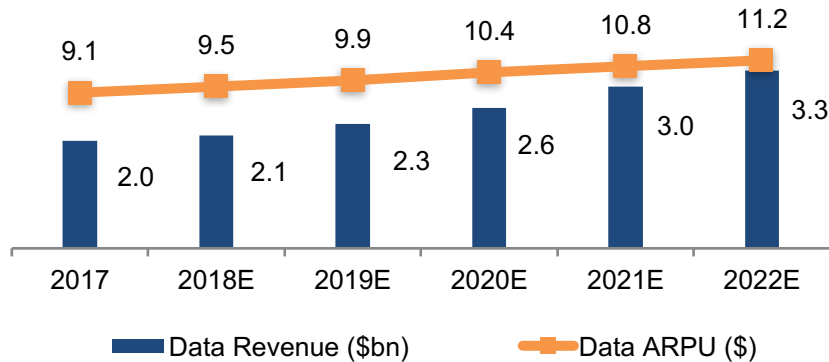
Fixed Broadband speed in India

mbps



Source: Ookla Speedtest Global Index

Fixed Broadband Revenue & ARPU

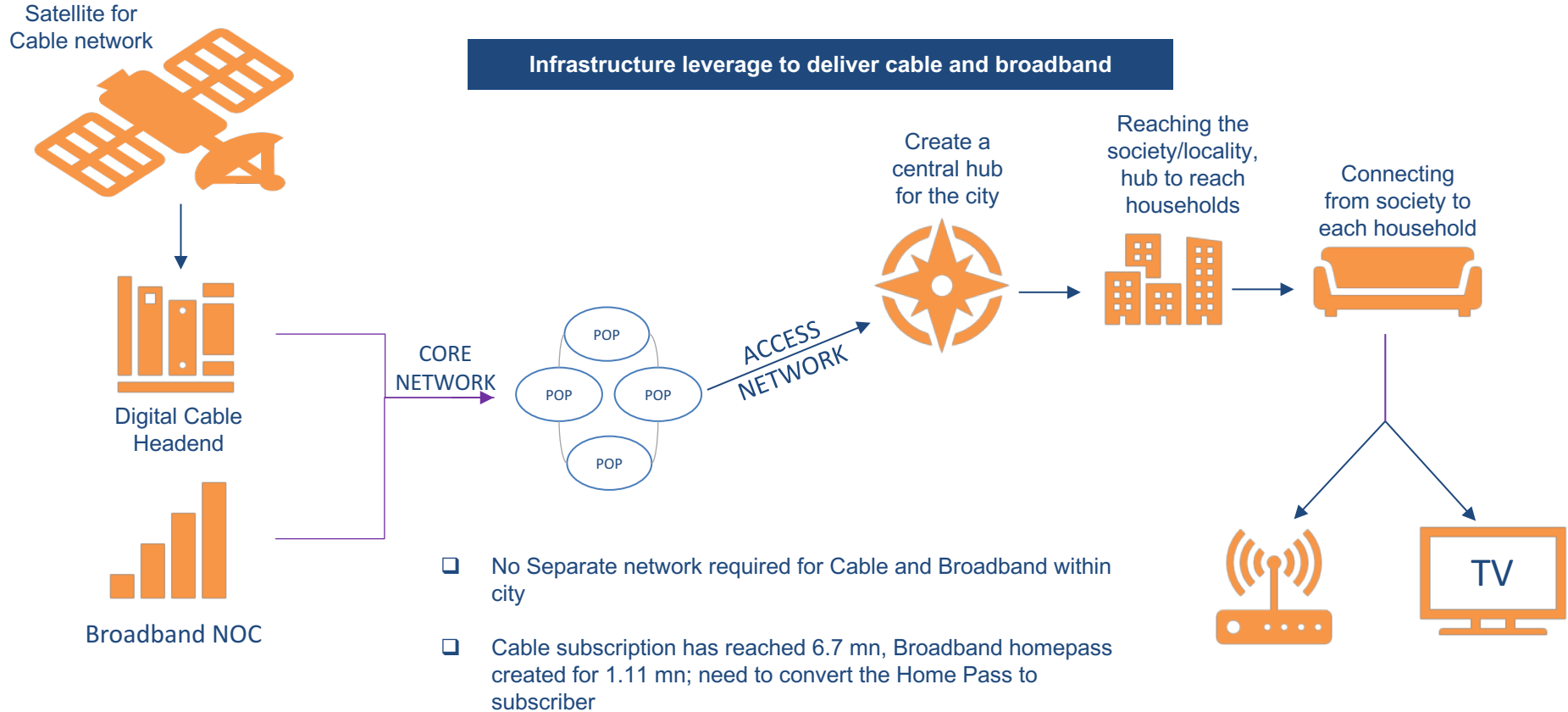


Source: MPA

- Future data consumption will require more high speed internet connection
- Videos in future will become more high definition and hence requirement of broadband will go up
- India broadband penetration and speed are at initial stage compared to other developed and developing nations
- Fixed broadband penetration will increase from 6.2% to 8% by 2022, MSOs will take a lead in some regional market.



Cable and Broadband can Leverage Same City Access Network



INDUSTRY OVERVIEW

COMPANY OVERVIEW

FINANCIAL HIGHLIGHTS

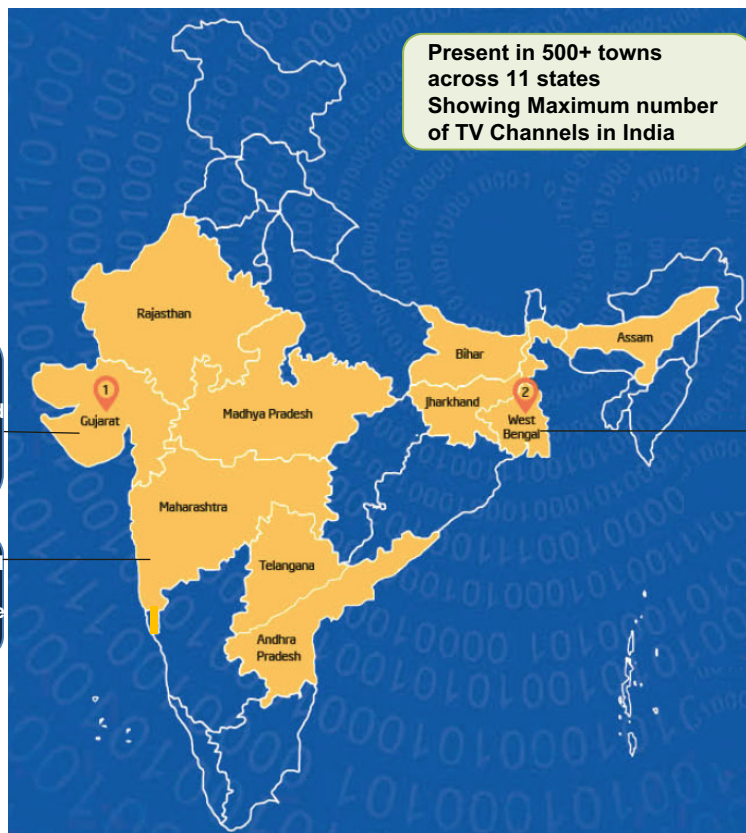
GROWTH STRATEGY

ANNEXURE



GTPL – Leader across Key Regional Cable Markets in India

- Strong market share in key regional markets that are primarily Hindi speaking areas



-No 1 in CATV -
67% market share
- 4.2m STB Seeded
-Significant Private Wired-Broadband

-1.2m STB Seeded
-Significant presence in Phase II, III and IV Markets

-No 2 CATV Provider-
24% market share
-2.1 m STB Seeded

KEY HIGHLIGHTS (as of 31st-March-2018)

Total Set-Top Boxes Seeded 8.70mn

Active Digital Subscribers 7.40mn

Broadband Homes Passed 1.30mn

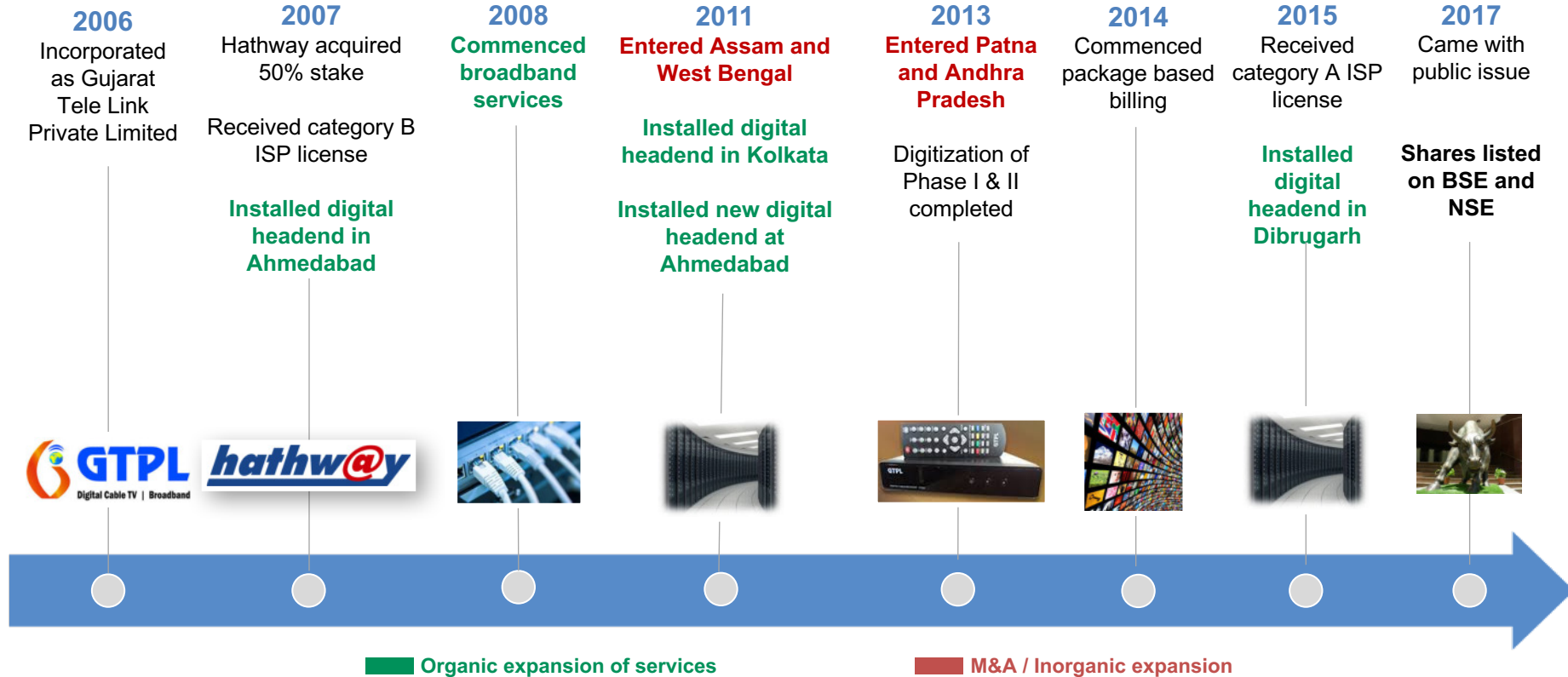
Total Broadband Subscribers 0.28mn

Key Consolidated Financials (IND AS) (INR MN)

	FY18	FY 17
REVENUE	11134	9417
EBIDTA	3144	2404
PAT	614	400



Evolved over the years to become a leader across key regional cable markets in India



Key Inherent Strength of GTPL Hathway

1

Leadership Position in Operating Market

- #1 MSO in Gujarat, #2 in WB
- Significant Presence in Rest of Maharashtra– Seeded 1.2 mn Boxes
- 1.30 mn Broadband Home Pass – Mainly in Gujarat
- Maximum Number of TV Channels in India

2

Located in Consumption Market

- 95% CATV Subs in Hindi Speaking Market
- Gujarat, Maharashtra, WB key markets for National and Regional Advertiser
- Better Negotiation Power with Broadcaster

3

Trusted partner among LCO

- 20000+ LCO's as Partner
- Bottom-up company – Transparency in its approach
- Treats LCO as Business Partner

4

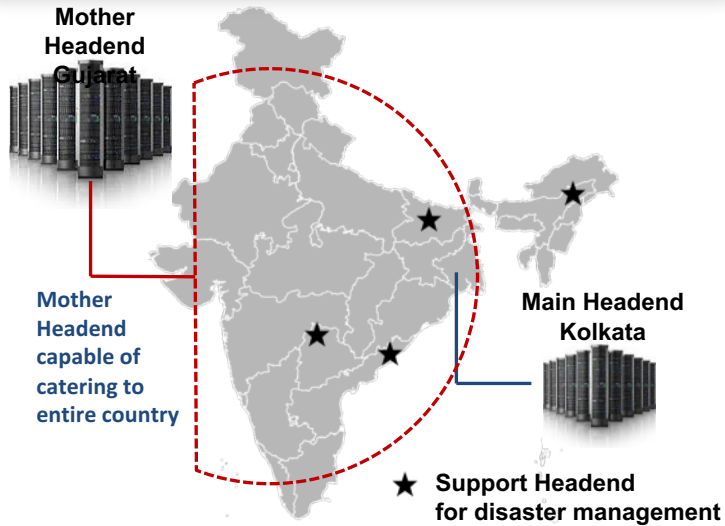
High Quality Technology and Infrastructure

- Partnered with Leading Technology Provider
- Deployed next-generation video headend system from Harmonic Inc., USA
- Deploying GPON Technology for High Speed Broadband



Advanced technology and equipment provided by leading technology vendors

Well positioned to expand reach into different geographies



Optic Fibre Cable Network



- ✓ Owned: 12000+ KMs
- ✓ Underground: 1000+ KMs
- ✓ Leased: 5000+ KMs

GPON Technology



- ✓ Seamless connectivity
- ✓ Higher broadband speed
- ✓ VoD, OTT capabilities

KEY TECHNOLOGY PARTNERS

CISCO	Harmonic	ZTE	Changhong (Hong Kong)	Sterlite Technologies
Nagravision SA	NOKIA	Magnaquest Technologies Ltd	Tele System	Shenzhen Skyworth



Experienced Management Team with Strong Track Record

Aniruddhasinhji Jadeja, Promoter and MD

Zealous entrepreneur; started with cable operations in 90s and shaped GTPL in 2006; has many accomplishments to his credit; has won numerous industry/social awards.

Sumit Bose
Head - Video business and Content Management

Exec. MBA (ISB, Hyd); 28 years of experience across consumer durable, cable (analogue / digital) and broadcast enterprises including Godrej, ESPN-Star and Siticable.

Hetal Shah,
Head - Broadband (Enterprise), IT, NOC

Computer Engineer; has had association with You Broadband, Tata Teleservices & Sterlite Tech (Elitecore) and other companies over 24 years; largely in Techno-commercial roles

Neeraj Agrawal
Head Broadband (Broadband Retail Sales & Retention business)

MBA from Devi Ahilya Vishwavidyalaya University; 22 years of experience in managing diverse telecom products (both GSM & CDMA), largely in Reliance Communications

Piyush Pankaj, Chief Corporate Affairs & Investor Relations Officer and Head – Revenue Intelligence

CFA and MBA with 19 years of experience in Media, Internet & Ecommerce; has worked in Astro Group (Malaysia) and Zee Group (India)

Jayanta Pani
Chief Financial Officer & Head - Secretarial

CA and ICWA (Rank holder) with 23 years of experience in Finance & Accounts across different industries like FMCG, Synthetic, Tea, Leather etc.

Ekta Kanade
Chief Legal Officer

Bachelor in Law, University of Bombay; 17 years of experience, largely in Media industry and organizations including Viacom 18, Walt Disney, etc.

Ketan Bhatt
Chief People Officer

PGDRM from the Institute of Rural Management, Anand; has worked in British Gas, Idea Cellular, Torrent Pharma and Torrent Power over 24 years in HR & OD domains



Launch of GPON FTTH at Ahmedabad – “Sach Mein Unlimited”

- The Company upgraded network to **provide high-speed** broadband services in Ahmedabad City over GPON Fibre to the Home (FTTH) technology
- With the upgraded, reliable and consistent Fibre Network, the Company has launched “**Unlimited data**” services for retail home customers with **options of 40Mbps speed and 100Mbps speed.**

sach mein unlimited
@ 100 Mbps speed
ab jitna jee chahe internet for sabhi



GTPL
FIBRE BROADBAND

sach mein unlimited
@ 100 Mbps speed
ab dekho videos bina rukawat



GTPL
FIBRE BROADBAND

sach mein unlimited
@ 100 Mbps speed
ab karo jee bhar ke download



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FIBRE BROADBAND

Gujarat's widest fibre to home network | inquiry@gtpl.net | [079-6140 9500](tel:079-61409500)

Gujarat's widest fibre to home network | inquiry@gtpl.net | [079-6140 9500](tel:079-61409500)

[079-6140 9500](tel:079-61409500)
inquiry@gtpl.net

GTPL
FIBRE BROADBAND

* GPON – Gigabit Passive Optical Network



GTPL Hathway Limited



2) KEY KPIs

DIGITAL HEADEND

- Deployed next-generation **video headend system Harmonic Inc., USA**
- Enable to offer up to **650 cable television (CATV) channels** and **50 OTT channels**,
- Support advanced features like graphic overlay and scroll insertion,

TV KEY

- Deploying **TVkey** which uses advance technology from **Nagra** and **Samsung** for securing high value content.
- It gives consumers an easy hassle free access to the premium Pay-Tv content on latest Samsung TV sets without the set top box.

GPON

GPON upgradation and Implementation:

- Gateway Router, BRAS, Core Switch from Nokia
- Network Access (OLT – Optical Line Terminal) and Consumer Premises Equipment (ONU – Optical Network Unit) from ZTE.
- NSS (Network Switching Subsystem) and BSS (Business Support System) from Elitecore, Sterlite Tech.

Turnaround the West Bengal CATV Operations from PAT Loss last Year to PAT Positive in FY 17-18

CATV Business: Entered New State of Goa

Consolidated our CATV Business positions in West Bengal, Gujarat, and Maharashtra Market by seeding 1.125 mn, 0.285 mn and 0.286mn boxes respectively

Awarded 2 prestigious 5 year contract for Broadband Provision from Gujarat government under Digital Initiative for INR 482 mn

Seeded 1.8 mn STB boxes during FY 2018; Q4 - 240 K STBs.

Added 1.42 mn CATV Digital Active Subs during FY 2018; Q4 - 200 K Subs.

Increased 2.07 mn CATV Digital Paying Subs during FY 2018; Q4 – 250k Subs.

Increased ARPU in Phase I, Phase II, Phase III and Phase IV by 3% , 7.37%, 14.81% and 26.82% respectively during FY 2018.

Increased ARPU in Phase II, Phase III and Phase IV by 6.25% , 1.64% and 1.96% respectively during Q4 FY 2018.

Gross Debt stands at INR 3282 mn as on 31st March 2018 in comparison to INR 3422 as on 31st December 2017, INR 3439 mn as on 30th September 2017 and INR 5499 mn in March 2017.

Net Debt stands at INR 1963 mn as on 31st March 2018 in comparison to INR 2581 mn as on 31st December 2017, INR 2441 mn as on 30th September 2017 and INR 4426 mn in March 2017.

Added 220 K new Home Pass in Broadband Business during FY 2018 ; Q4 – Added 60 K.

Increased 40 K new Broadband Subscriber during FY 2018 ; Q4 – Added 8 K.

Data Consumption per Customer Stands at 62GB/month as on March 2018 increasing from 38GB/month in March 2017

Launched GPON FTTH High-Speed broadband services of 100 Mbps and 40 Mbps “unlimited data” plans in Ahmedabad in Feb 2018

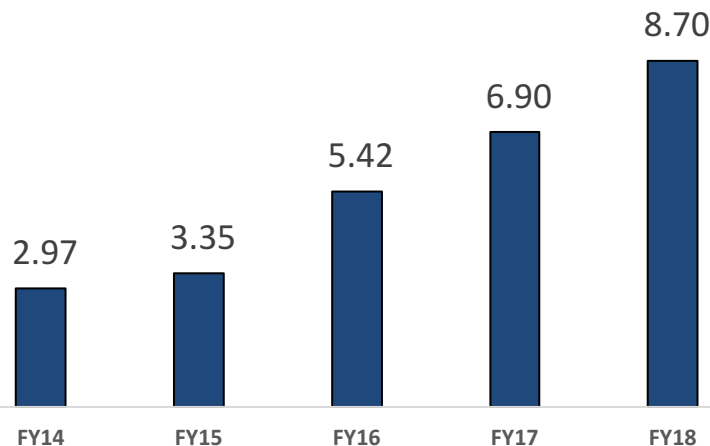
The launch was supported by Marketing Activity “Sach Mein Unlimited” across the service areas at Ahmedabad.

The price per month for 40 Mbps unlimited data is from INR 388-500 (net of taxes) and 100 Mbps unlimited data is in range of INR 706-762 (net of taxes)

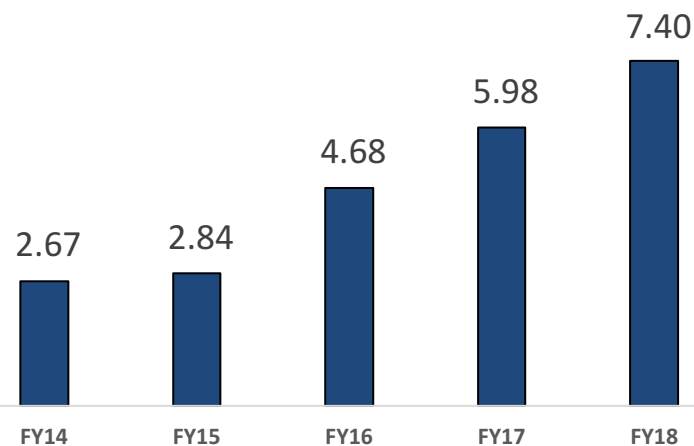
Plan to launch progressively in other cities of Gujarat.

KEY KPIs – CATV Business – Financial Year Wise (Consolidated)*

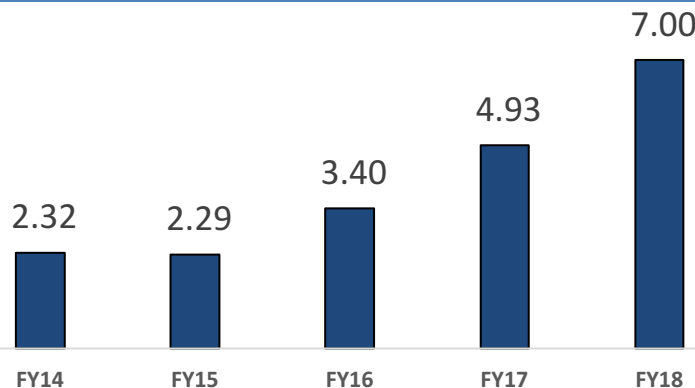
SEEDED BOX (MN)



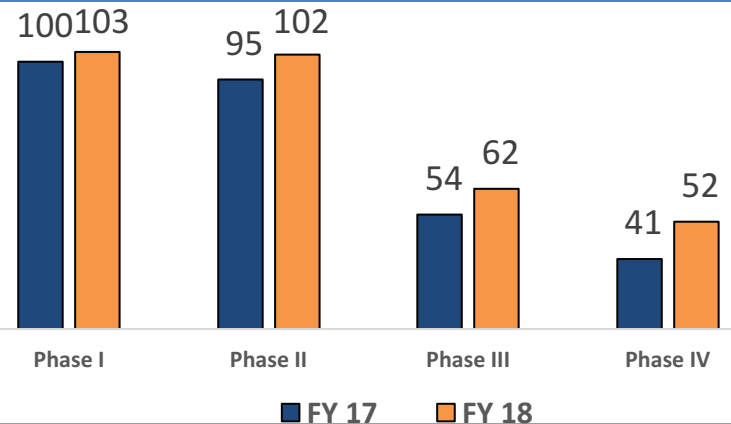
ACTIVE SUBS (MN)



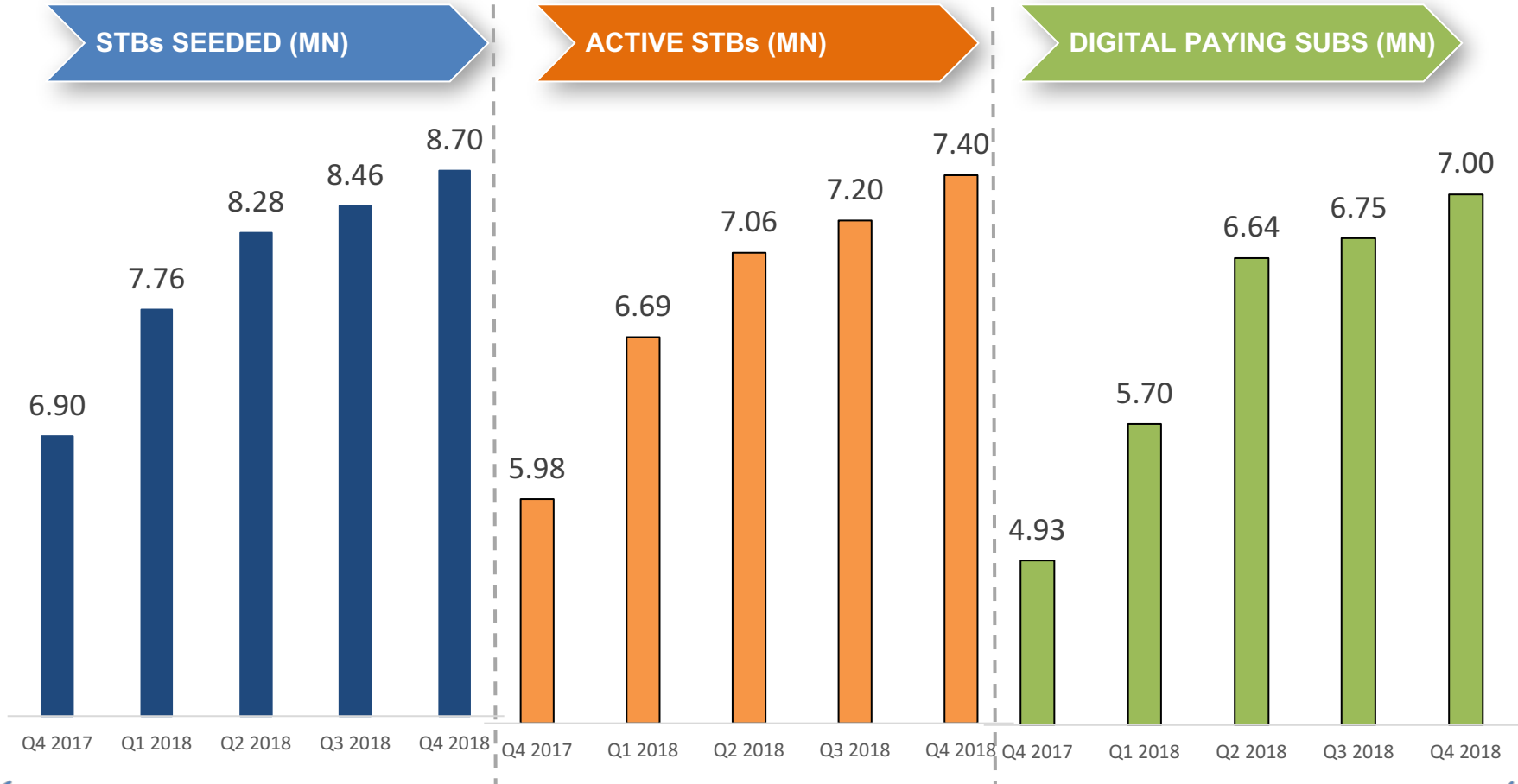
DIGITAL PAYING SUBS (MN)



PHASE WISE ARPU (INR) (NET OF TAXES)



KEY KPIs – CATV Business - Quarter wise (Consolidated)*



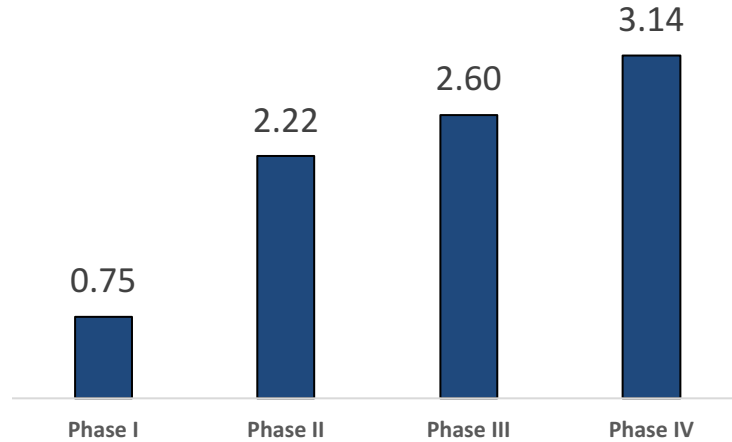
* As on end of period

* FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar

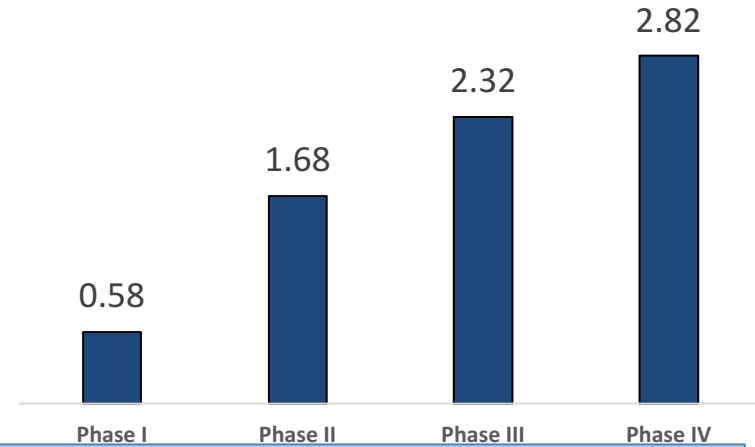


KEY KPIs – CATV Business Phase wise - (Consolidated)*

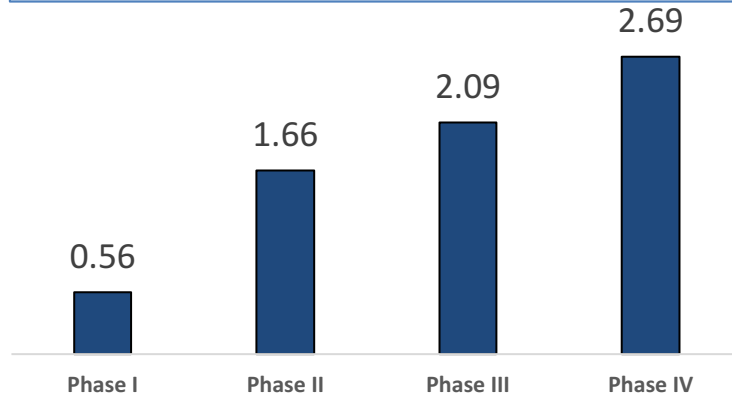
PHASE WISE SEEDED BOX (MN)– AS ON MAR 2018



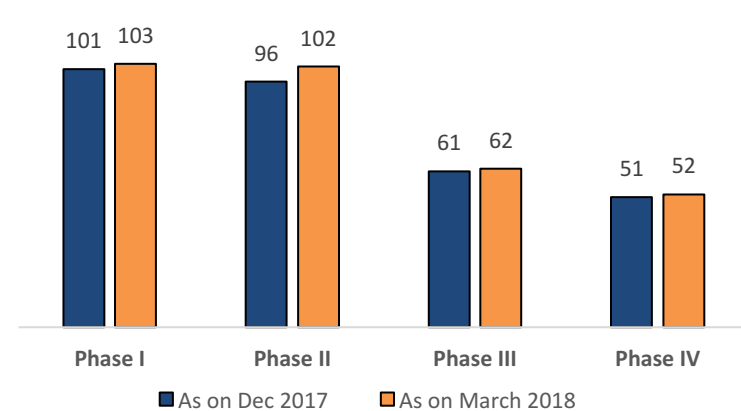
PHASE WISE ACTIVE SUBS (MN)– AS ON MAR 2018



PHASEWISE DIGITAL PAYING SUBS(MN)–AS ON MAR 2018



PHASE WISE ARPU (INR) (NET OF TAXES)

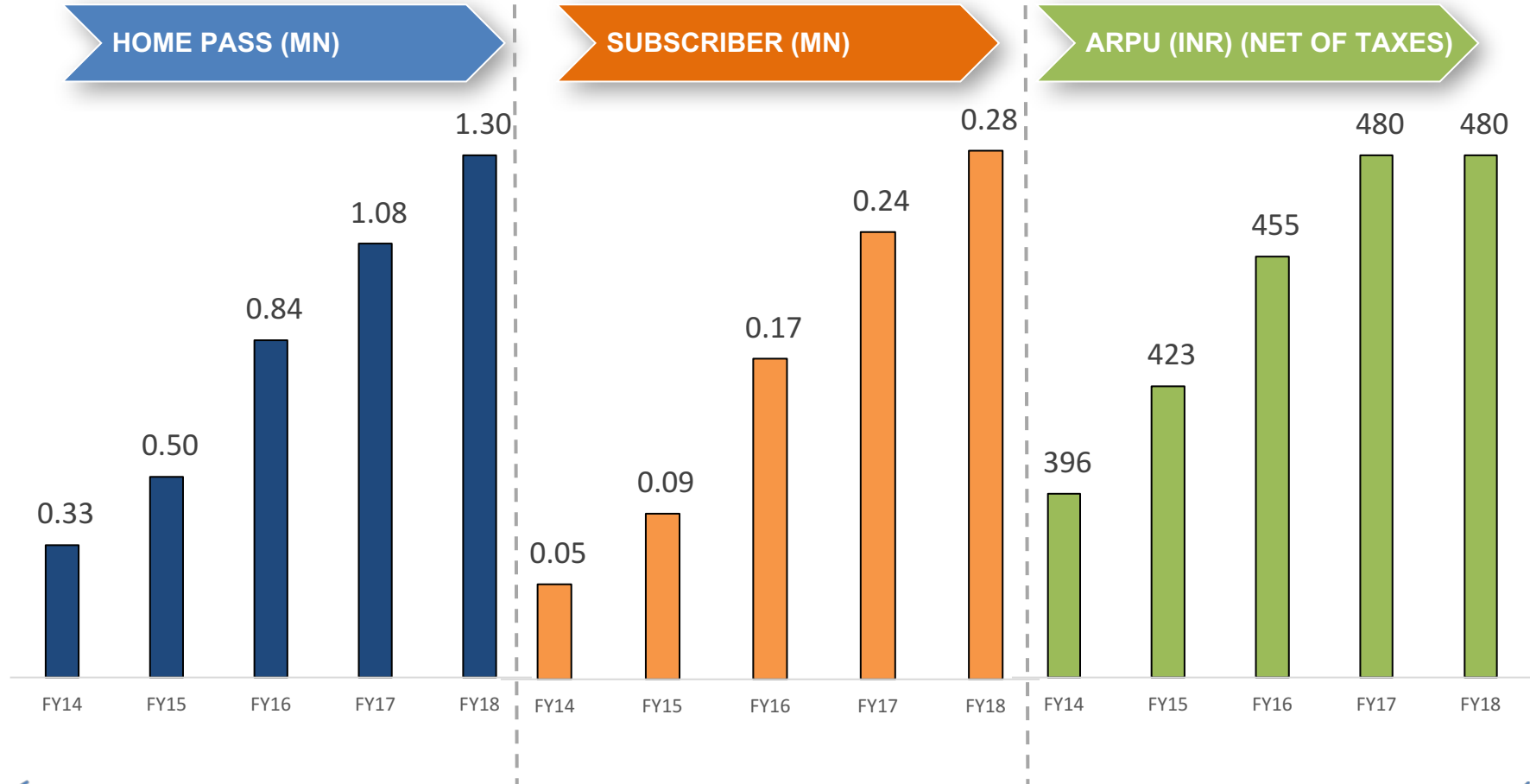


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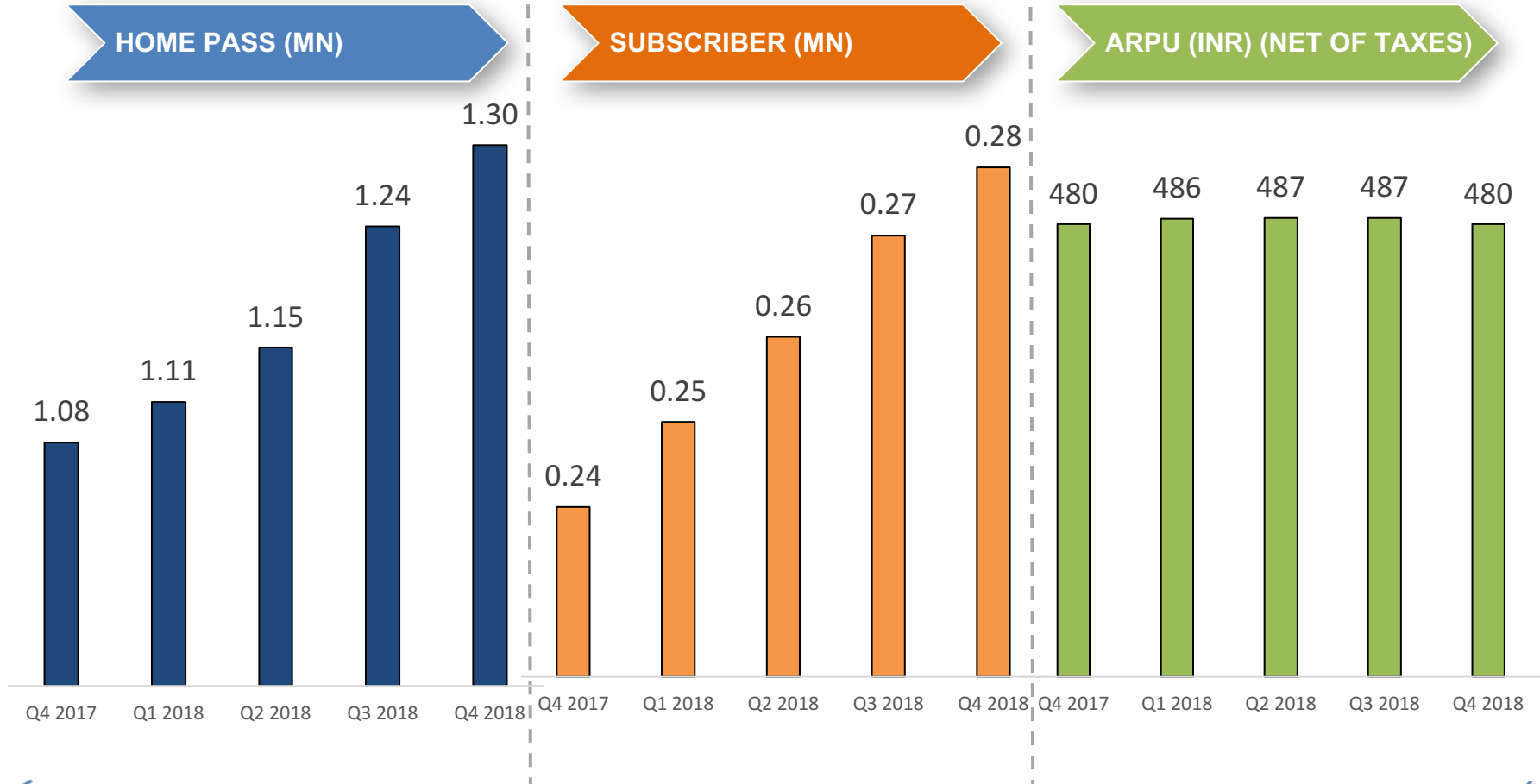
KEY KPIs – Broadband Business – Financial Year Wise*



* As on end of period

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* As on end of period

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INDUSTRY OVERVIEW

COMPANY OVERVIEW

FINANCIAL HIGHLIGHTS

GROWTH STRATEGY

ANNEXURE



GTPL Hathway Limited



3) Financial Results- FY2018 Annual and Q4 FY2018



1 FY 18 FINANCIALS



Revenue up by 18%
EBITDA up by 31%
PAT up by 53%
EBITDA Margin at 28.2% ; increase of 270 basis points

2 REVENUE



Subscription Revenue up by 29%
Broadband Revenue up by 11%
Placement Revenue up by 8%
Activation Revenue up by 25%

3 EXPENSES



Total Expenses up by 14%
Finance Cost reduced by 32%

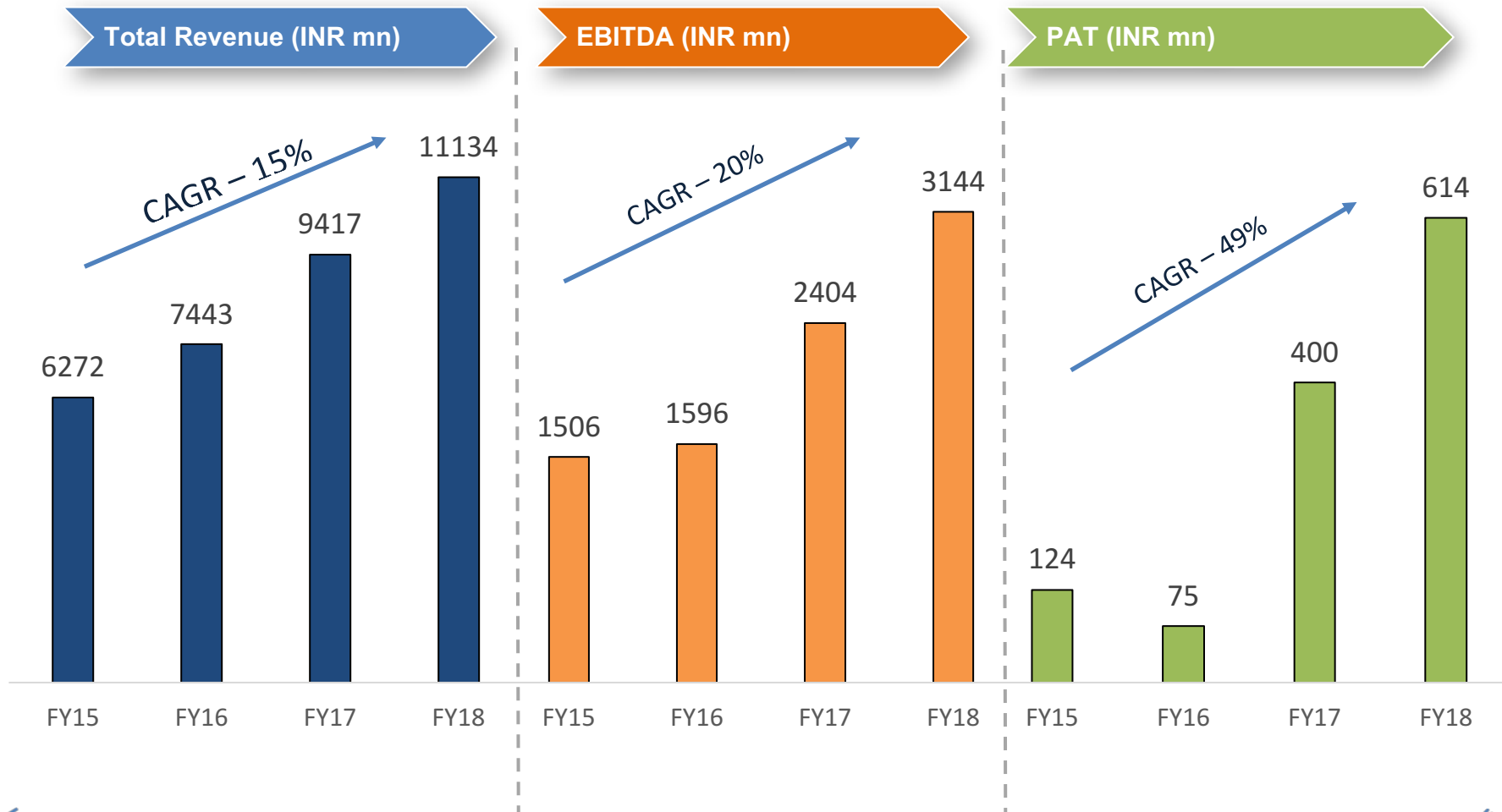
4 DIVIDEND

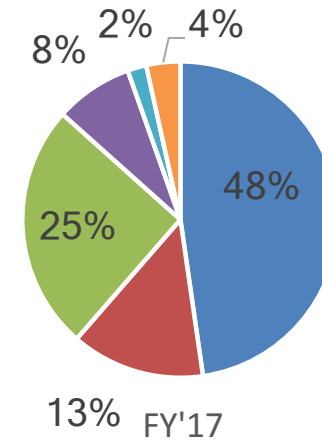
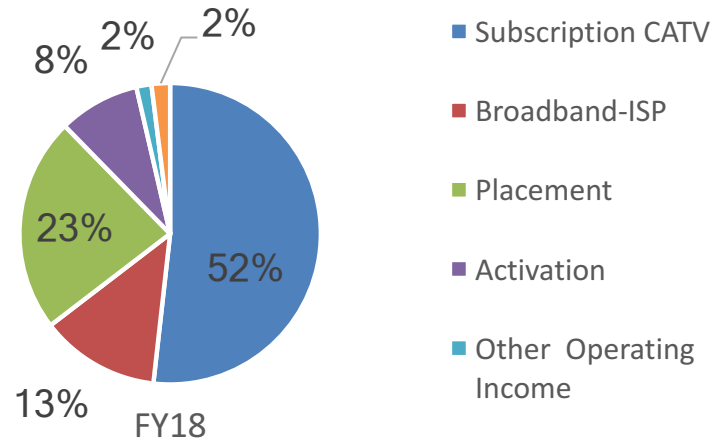


Board of Directors Recommends Dividend of INR 1 (10% of face value) per share

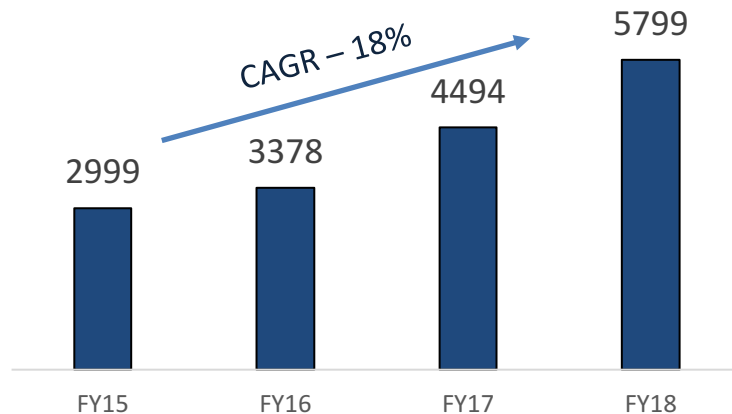


Consolidated Financial Results FY18 Annual (IND AS)- Trend

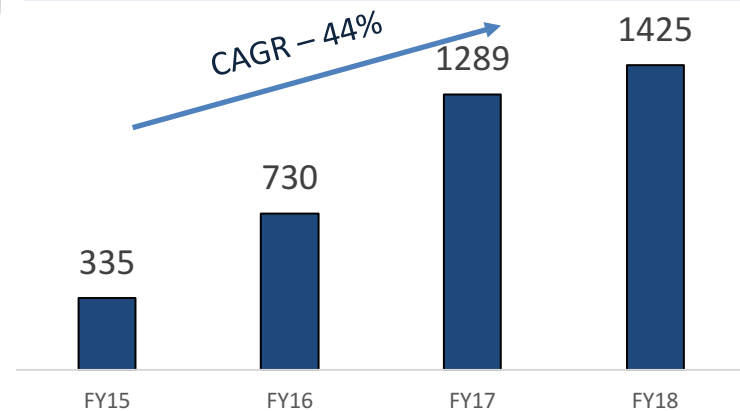




SUBSCRIPTION REVENUE TREND (INR MN)



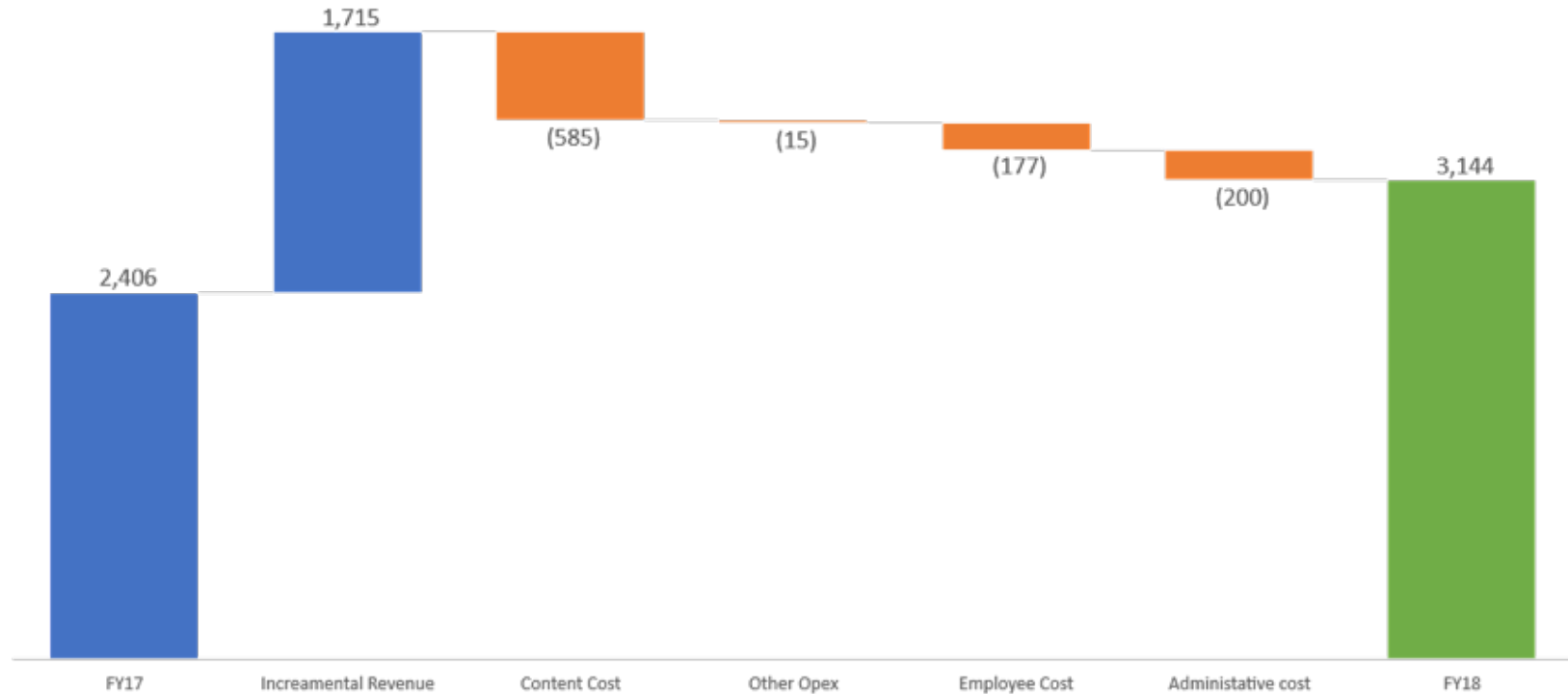
BROADBAND REVENUE TREND (INR MN)



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Consolidated EBITDA Bridge FY 2017-18 (INR MN)



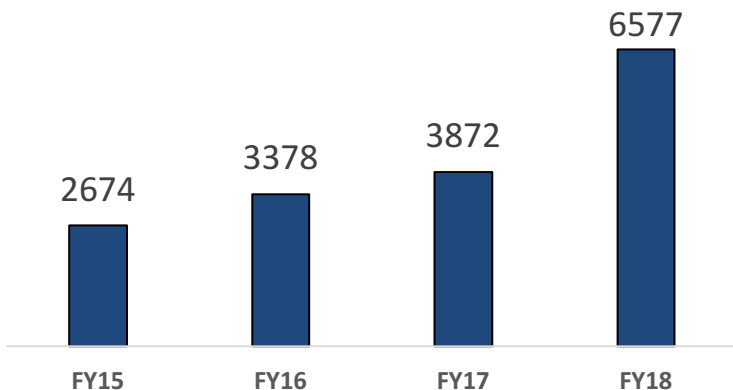
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Consolidated Financials (IND AS)*

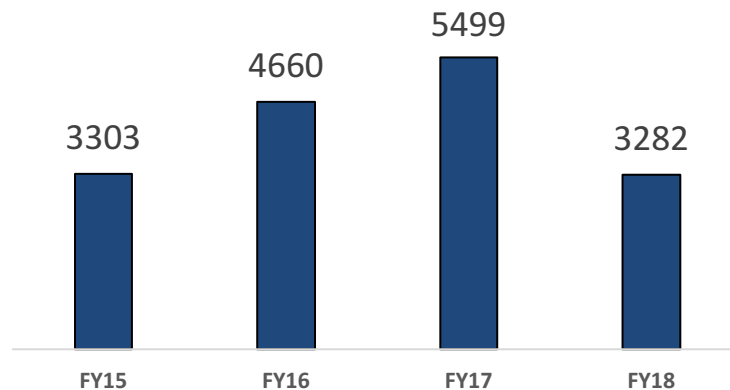
Particulars (INR mn)	FY'18	FY'17	Y-O-Y%	FY18 As % of Revenue	FY17 As % of Revenue
Revenue					
Subscription CATV	5,799	4,490	29%	52%	48%
Broadband-ISP	1,425	1,279	11%	13%	14%
Placement	2,566	2,375	8%	23%	25%
Activation	939	751	25%	8%	8%
Other Operating Income	183	182	1%	2%	2%
Other Income	221	341	-35%	2%	4%
Total Income	11,134	9,418	18%	100%	100%
Expenditure					
Pay Channel Cost	4,406	3,821	15%	40%	41%
Bandwidth Expense	434	422	3%	4%	4%
Employee Cost	1,261	1,084	16%	11%	12%
Other Operating Expense	474	471	1%	4%	5%
Administrative expense	1,414	1,214	16%	13%	13%
Total Expenditure	7,989	7,013	14%	72%	74%
EBITDA	3,144	2,406	31%	28%	26%
EBITDA %	28.2%	25.5%	2.7%		
Depreciation/Amortization	1,711	1,394	23%	15%	15%
Finance cost	393	581	-32%	4%	6%
Profit before Tax & Exceptional item	1,040	430	142%	9%	5%
Less : Exceptional Items	42	-			
Add(Less): share of Profit/(Loss) of Associate	(20)	(23)	-13%	0%	0%
PBT	978	408	140%	9%	4%
Tax	414	145			
PAT before Other Comprehensive Income	564	262	115%	5%	3%
(Add)Less: share of (Profit)/Loss of NCI	47	140	-67%	0%	1%
Add/(Less) Comprehensive Income	3	(3)	-222%	0%	0%
PAT	614	400	53%	6%	4%

* FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar

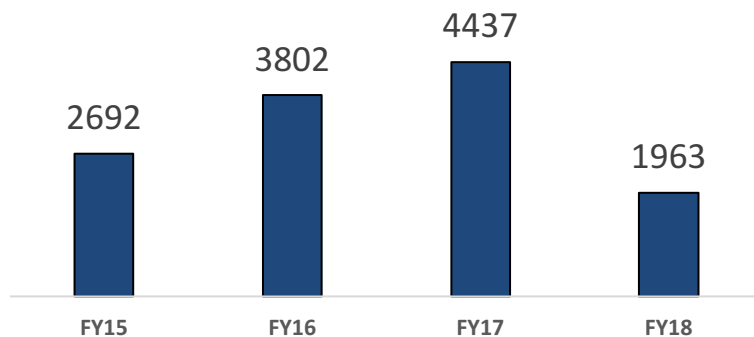
Net Worth (INR MN)



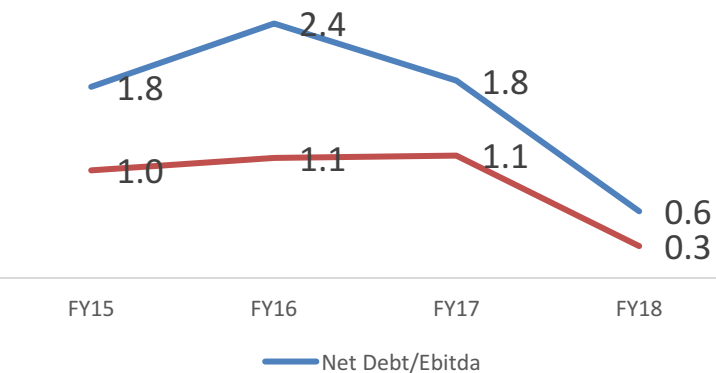
Secured Debt (INR MN)



Net Debt (INR MN)



Key Leverage Metrics



Consolidated Balance Sheet (IND AS)*

ASSETS (Rs. In Mn)	As on 31st March 2018	As on 31st March 2017
Non-Current Assets		
Fixed Assets	12,486	11,135
Financial Assets		
Investments	109	104
Other Financial Assets	258	118
Deferred Tax assets	752	447
Other non-current Assets	239	290
Total Non-Current Assets	13,844	12,094
Current Assets		
Inventories		
Financial Assets		
Trade Receivables	3,262	2,968
Cash and cash equivalents	1,320	1,078
Other Financials Assets	171	99
Current Tax Assets (Net)	27	266
Other Current Assets	561	712
Assets classified as held for sale		
Total Current Assets	5,342	5,123
Total Assets	19,185	17,217

LIABILITIES (Rs. In Mn.)	As on 31st March 2018	As on 31st March 2017
Equity		
Equity Share Capital	1,125	983
Other Equity	5,755	3,174
Total Equity	6,880	4,157
Non-Current Liabilities		
Financial Liabilities		
Borrowings	1,103	2,346
Other Financial Liabilities	1	0
Deferred Tax Liabilities	170	124
Other Non-Current Liabilities	1,844	1,900
Total Non-Current Liabilities	3,117	4,370
Current Liabilities		
Financial Liabilities		
Borrowings	1,871	2,464
Trade Payables	1,959	1,371
Other Financial Liabilities	1,288	1,518
Provisions and other current liabilities	3,864	3,146
Current Tax liability(Net)	206	191
Liabilities associated with assets held for sale	-	
Total Current Liabilities	9,189	8,690
Total Liabilities	19,185	17,217



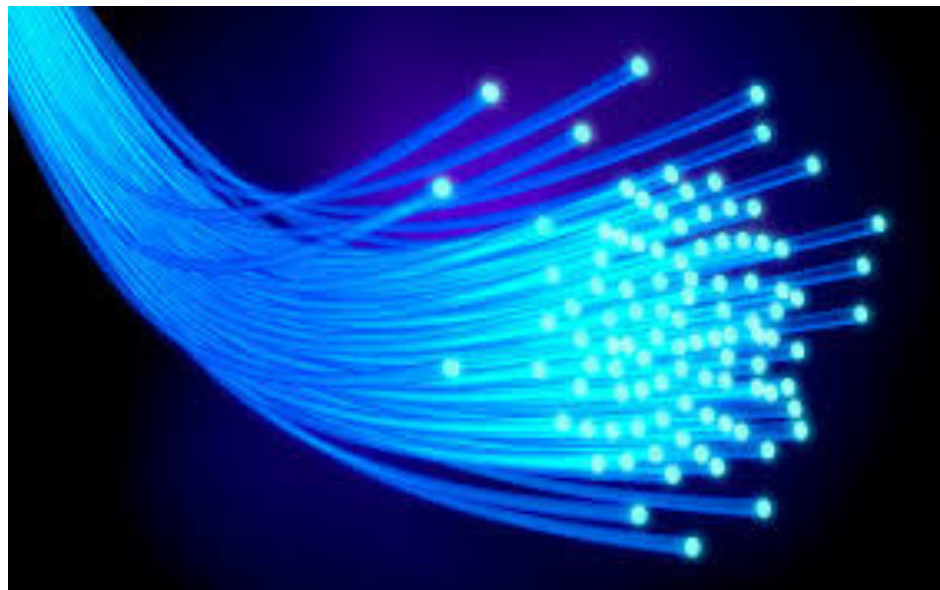
INDUSTRY OVERVIEW

COMPANY OVERVIEW

FINANCIAL RESULTS

GROWTH STRATEGY

ANNEXURE



Growth Strategy

BROADBAND

Deploy GPON technology



Offer cost-effective and high speed plans



Increase the reach of homes passed



Enter new cities and markets



CABLE TV

Focus on high quality digital offerings



Grow subscriber base in existing markets



Continue LCO partnerships



Enter new cities / markets with low competitive intensity



CATV

- Two third of Subbase in Phase 3 and Phase 4
- Monetization of Phase 3 and Phase 4 is expected in next 2 years
- Increased HD offering from 37 to 64 Channels. To convert potential subscriber to HD Packages at incremental ARPU

BROADBAND

- In Gujarat Cable reaching to 4 mn HHs, West Bengal reaching to 1.53 mn- Convert potential HHs into Broadband Subscriber
- Upgrade and Deploy GPON Technology to provide High Speed , High Volume Broadband Services.

INFRASTRUCURE

- Utilize current infrastructure of CATV in Broadband for better ROI

Change in content pricing from wholesale to retail basis thereby empowering distribution platforms

Key provision

Impact on MSO

1

- ✓ Distributors can charge a maximum of INR 130 (ex-taxes) per sub per month as network capacity fee⁽¹⁾
- ✓ Each additional 25 channel slab can be purchased at INR 20/sub/month
- ✓ Distributor to also collect maximum of 20% of the pay channel cost as distribution fees

- ✓ Allows for complete **pass through** of pay channel costs from broadcasters directly to end subscribers
- ✓ Network capacity fee will now contribute meaningfully to distributor's revenue

2

- ✓ In case of failure of arriving at a MIA⁽²⁾, MSO:LCO share of the network capacity fee + distribution fee shall be split in the ratio of 55:45 as per SIA⁽²⁾

- ✓ Mechanism in place to settle fee-share related disputes with LCOs

Only carriage fees have been regulated, placement and advertisement fees have been kept out of regulation





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DISCLAIMER

This presentation and the following discussion may contain “forward looking statements” by GTPL HATHWAY Ltd (“GTPL” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of GTPL about the business, industry and markets in which GTPL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond GTPL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of GTPL.

In particular, such statements should not be regarded as a projection of future performance of GTPL. It should be noted that the actual performance or achievements of GTPL may vary significantly from such statements.

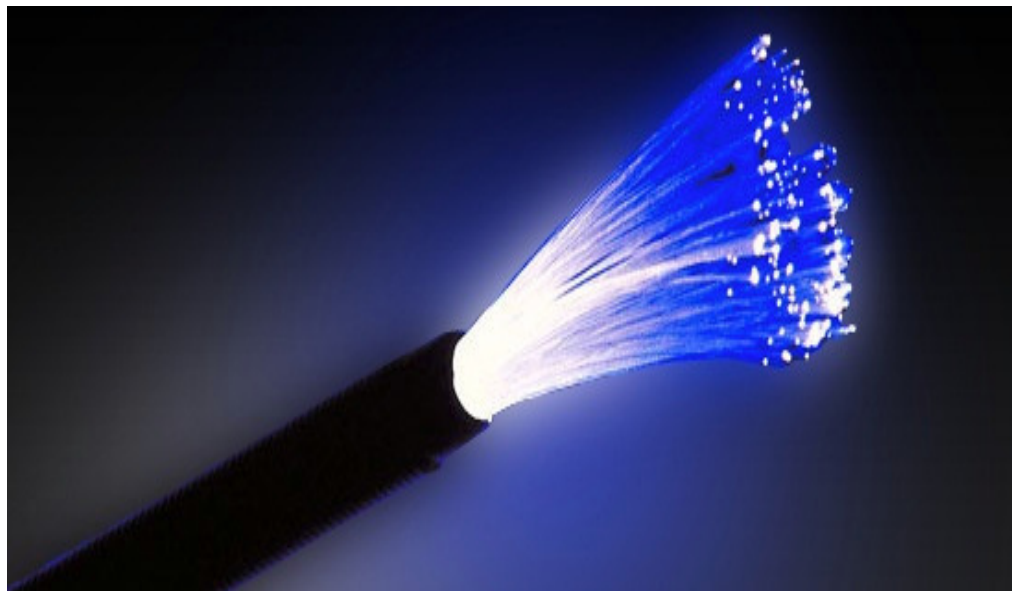
INDUSTRY OVERVIEW

COMPANY OVERVIEW

FINANCIAL RESULTS

GROWTH STRATEGY

ANNEXURE



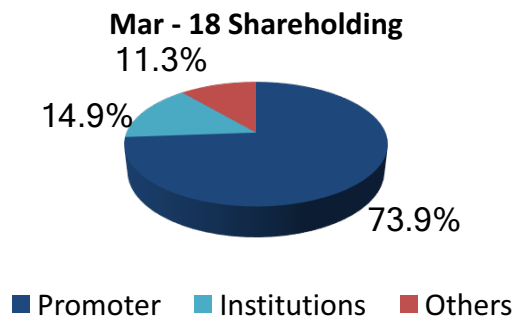
Shareholder Analysis

Market Data	As on 31.05.2018 (BSE)
Market Capitalization (Rs Mn)	15,295
No. of shares outstanding (Mn)	112.5
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	190 – 127

Source – BSE

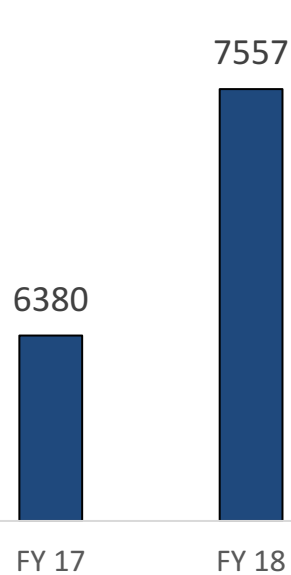
Key Investors	% Holding
ACACIA BANYAN PARTNERS	3.17%
GOVERNMENT PENSION FUND GLOBAL	2.61%
VANTAGE EQUITY FUND	2.31%
PARVEST EQUITY INDIA	1.60%
DANSKE INVESTMENT	1.42%
BNP PARIBAS	1.11%
VITTORIA FUND	0.77%

Source – Company as on 25th May 2018

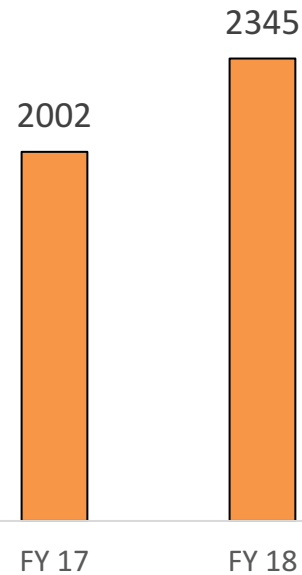


Standalone Financial Results FY18 Annual (IND AS)

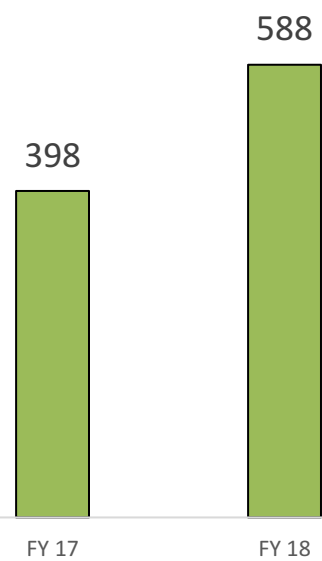
Total Revenue (INR mn)



EBITDA (INR mn)



PAT (INR mn)



Standalone Financials (IND AS)*

	Annual Result			Quarterly Result				
Particulars (INR mn)	FY'18	FY'17	Y-O-Y %	Q4 FY18	Q3 FY 18	Q-O-Q (%)	Q4 FY17	Y-O-Y %
Revenue								
Subscription CATV	4,020	3,180	26%	1,054	1,063	-1%	842	25%
Placement	2,351	2,114	11%	598	587	2%	567	5%
Activation	709	595	19%	178	180	-1%	171	4%
Other Operating Income	309	239	29%	111	64	72%	104	7%
Other Income	168	253	-34%	45	60	-26%	200	-78%
Total Income	7,557	6,380	18%	1,985	1,955	2%	1,884	5%
Expenditure								
Pay Channel Cost	3,259	2,783	17%	849	803	6%	815	4%
Bandwidth Expense	138	100	38%	46	28	66%	29	61%
Employee Cost	509	445	14%	125	134	-7%	130	-4%
Other Operating Expense	443	395	12%	135	108	25%	95	42%
Administrative expense	864	656	32%	275	247	11%	177	55%
Total Expenditure	5,212	4,379	19%	1,430	1,321	8%	1,247	15%
EBITDA	2,345	2,002	17%	555	634	-12%	637	-13%
EBITDA %	31.0%	31.4%	-0.3%	28.0%	32.4%	-4.5%	33.8%	-5.9%
Depreciation/Amortization	1,095	934	17%	300	267	12%	247	21%
Finance cost	313	506	-38%	115	35	225%	124	-8%
Profit before Tax & Exceptional item	937	562	67%	140	332	-58%	265	-47%
Exceptional item	42	-		-	-			
PBT	895	562	59%	140	332	-58%	265	-47%
Tax	304	161		53	95		63	
PAT before Other Comprehensive Income	591	401	47%	87	237	-63%	203	-57%
Add/(Less) Other Comprehensive Income	(3)	(3)		(4)	1		(1)	
PAT	588	398	48%	83	238	-65%	201	-59%

* FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



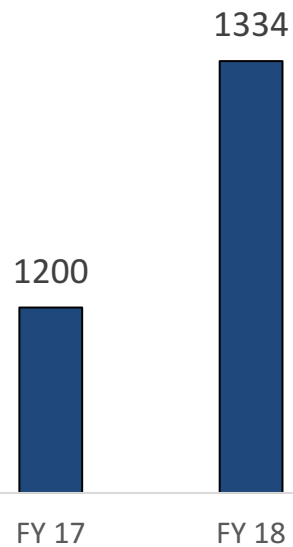
Standalone Balance Sheet (IND AS)*

ASSETS (Rs. In Mn)	As on 31st March 2018	As on 31st March 2017	LIABILITIES (Rs. In Mn.)	As on 31st March 2018	As on 31st March 2018
Non-Current Assets			Equity		
Fixed Assets	6,339	6,212	Equity Share Capital	1,125	983
Financial Assets	-	-	Other Equity	5,502	2,931
Investments	1,927	1,553	Total Equity	6,627	3,915
Other Financial Assets	65	34	Non-Current Liabilities		
Deferred Tax assets	441	216	Financial Liabilities		
Other non-current Assets	216	275	Borrowings	573	2,014
Total Non-Current Assets	8,988	8,289.41	Other Financial Liabilities	-	-
			Deferred Tax Liabilities	-	-
Current Assets			Other Non-Current Liabilities	1,245	1,450
Inventories	-	-	Total Non-Current Liabilities	1,818	3,464
Financial Assets			Current Liabilities		
Trade Receivables	3,247	3,013	Financial Liabilities		
Cash and cash equivalents	1,086	848	Borrowings	1,705	2,118
Other Financials Assets	350	98	Trade Payables	1,490	730
Current Tax Assets (Net)	21	236	Other Financial Liabilities	764	1,183
Other Current Assets	222	380	Provisions and other current liabilities	1,371	1,330
Assets classified as held for sale	-	-	Current Tax liability(Net)	140	124
Total Current Assets	4,926	4,575	Liabilities associated with assets held for sale		
Total Assets	13,914	12,864	Total Current Liabilities	5,469	5,486
			Total Liabilities	13,914	12,864

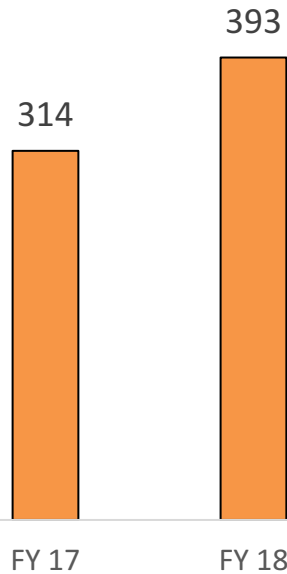


Broadband Financial Results FY18 Annual (IND AS)

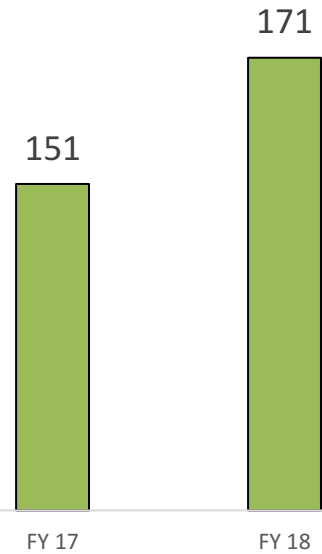
Total Revenue (INR mn)



EBITDA (INR mn)



PAT (INR mn)

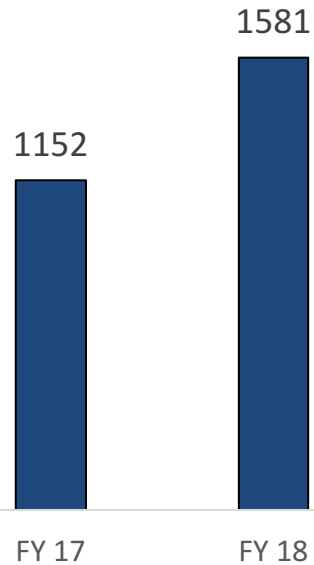


Particulars (INR mn)	Annual Results			Quarterly Results				
	FY'18	FY'17	Y-O-Y %	Q4 FY18	Q3 FY18	Q-O-Q %	Q4 FY17	Y-O-Y %
Revenue								
Broadband-ISP	1,334	1,200	11%	343	342	0.1%	335	2%
Other Income	3	2	43%	2	1	17%	2	0%
Total Income	1,337	1,203	11%	344	344	0.2%	336	2%
Expenditure								
Bandwidth Expense	200	206	-3%	44	50	-11%	57	-22%
Employee Cost	422	331	27%	98	114	-14%	89	11%
Other Operating Expense	135	176	-24%	27	35	-22%	47	-43%
Administrative expense	187	175	7%	58	44	32%	37	58%
Total Expenditure	944	888	6%	227	243	-6%	230	-1%
EBITDA	393	314	25%	117	101	16%	107	9%
EBITDA %	29.4%	26.1%	3.3%	33.9%	29.4%	4.5%	31.7%	2.2%
Depreciation/Amortization	120	86	40%	34	31	9%	24	39%
Finance cost	30	5	496%	14	10	43%	1	2422%
PBT	243	223	9%	69	60	15%	82	-16%
Tax	81	72		22	20	7%	24	
PAT before Other Comprehensive Income	162	151	7%	47	40	19%	58	-18%
Add/(Less) Other Comprehensive Income	9	(0)		9	(0)		(0)	
PAT	171	151	13%	56	39	41%	58	-3%

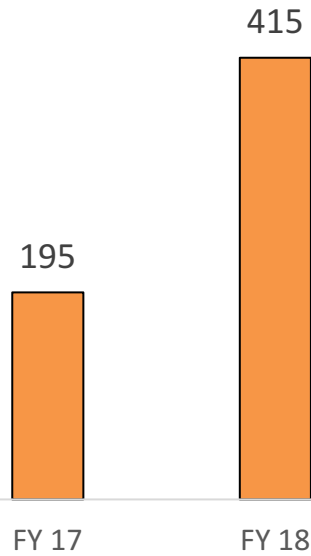
* FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



Total Revenue (INR mn)

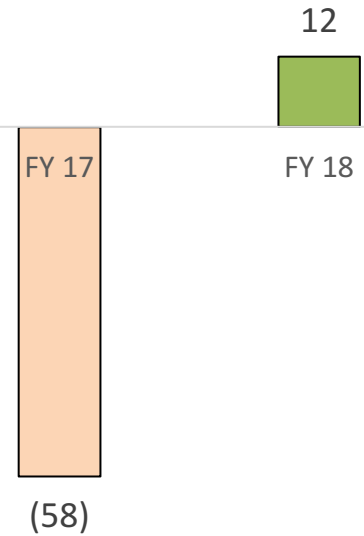


EBITDA (INR mn)



PAT (INR mn)

PAT(Mn)



Particulars (INR mn)	Annual Results			Quarterly Results				
	FY18	FY17	Y-O-Y %	Q4 FY18	Q3 FY 18	Q-O-Q %	Q4 FY17	Y-O-Y %
Revenue								
Subscription CATV	1,091	719	52%	331	303	9%	193	72%
Placement	314	302	4%	78	77	1%	79	-1%
Activation	101	54	86%	(29)	47	-163%	17	-277%
Other Income	76	77	-2%	31	20	51%	21	44%
Total Income	1,581	1,152	37%	410	447	-8%	310	32%
Expenditure								
Pay Channel Cost	818	679	21%	250	195	28%	166	50%
Employee Cost	109	87	26%	29	29	1%	18	58%
Other Operating Expense	108	100	8%	22	29	-23%	39	-43%
Administrative expense	131	92	42%	37	35	4%	28	34%
Total Expenditure	1,167	958	22%	338	288	17%	251	35%
EBDITA	415	195	113%	72	160	-55%	59	24%
EBDITA %	26.2%	16.9%	9.3%	17.6%	35.7%	-18.1%	18.9%	-1.3%
Depreciation/Amortization	372	253	47%	80	109	-27%	66	22%
Finance cost	33	38	-15%	8	8	1%	3	124%
Profit before Tax & Exceptional item	10	(97)	111%	(15)	43		(11)	
<i>Exceptional item</i>	-	-		-	-		-	
PBT	10	(97)	111%	(15)	43		(11)	
Tax	(1)	(38)		(10)	15		(4)	
PAT before Other Comprehensive Income	12	(58)	120%	(5)	28		(7)	
Add/(Less) Other Comprehensive Income	-	-		-			-	
PAT	12	(58)	120%	(5)	28		(7)	

* FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



Key Development – Opportunity to Monetize Existing Infrastructure and deploy infrastructure in Rural Gujarat

GTPL has been Awarded 2 prestigious 5 year contract from Gujarat government under Digital Initiative for INR 482 mn

Contract – INR 289 mn

- ❑ To Provide Free Wi-Fi under UDD, Government of Gujarat
- ❑ Nagarpalika of 57 cities in Gujarat
- ❑ Install, Design and Maintain
- ❑ In Phase I : Civil Hospital, Library, Bus stations Nagarpalika offices etc.

Contract – INR 193 mn

- ❑ Awarded by Home department of Gujarat
- ❑ To Provide internet services to 1500 police station in Class B and Class C cities of Gujarat.

Benefits to GTPL

- ❑ Existing infrastructure monetization as the required network is already in place
- ❑ Expanding network to potential area and class C cities of Gujarat, will leverage broadband penetration in high density area with cost-effective roll-out to build new home-pass and customer acquisition
- ❑ Internet Bandwidth capacity and utilization will be more effective to improve on EBITDA

