



Ortel Communications Ltd.

www.ortelcom.com

Bringing Convergence to India

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Date: 28 July, 2016

National Stock Exchange of India Limited

Exchange Plaza
Bandra Kurla Complex, Bandra (E)
Mumbai-400051
Scrip Code -ORTEL

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Scrip Code-539015

Dear Sir/Madam;

Sub: Press Release and Presentation on un-audited financial result of the Company for the first quarter ended 30th June, 2016 of FY.2016-17.

We are enclosing herewith Press Release and Presentation on un-audited financial result of the Company for the first quarter ended 30th June, 2016 of FY. 2016-17 for your information and record.

For Ortel Communications Limited



(Lalit Kumar Mohanty)

Company Secretary and Compliance Officer

Encl: as above

Ortel Communications announces Q1 FY2017 Results

Total Income increases by 23% to Rs. 529 million

EBITDA stood at Rs. 139 million; PAT came in at Rs. 9 million

Added 68,949 subscribers in Q1 FY2017; Total Subscribers at 770,141

83% of new subscribers added in Non-Odisha States

72% of new signings recorded in Non-Odisha States

Bhubaneswar, July 28, 2016: Ortel Communications Limited (Ortel), one of the leading cable television and high speed broadband services provider focused in the Indian states of Odisha, Chhattisgarh, Madhya Pradesh, Andhra Pradesh, Telangana and West Bengal, announced its financial results for the quarter ended June 30, 2016.

Q1 FY2017 performance overview compared with Q1 FY2016

- Total Income increased to Rs. 529 million from Rs. 431 million, up by 22.9%
- EBITDA stood at Rs. 139 million compared to Rs. 159 million
 - EBITDA margin stood at 26.3%
- Profit After Tax came in at Rs. 9 million
- EPS amounted to Rs. 0.28 per share

Commenting on the performance, Mr. Bibhu Prasad Rath, President & CEO at Ortel Communications said:

"We have begun the year on a positive note with healthy results in our Cable Television and Broadband segments. This is reflected in the revenues which grew y-o-y by 45% and 26% respectively in Q1FY17. I am also pleased to highlight that the total subscriber addition stood strong at 68,949 during the quarter taking our total subscriber base to 770,141. Our profitability however was impacted during the period under review primarily due to lower quarterly execution in the Infrastructure Leasing business. Going forward I expect Infrastructure Leasing business to return back to normalcy in the coming quarters as execution picks up."

The roadmap for FY2017 appears promising as we are geared up to demonstrate better operational and financial performance on the back of higher subscriber base. We firmly believe our last mile B2C model is sustainable and will create notable value for all the stakeholders.”

Key Developments

- **Healthy Subscriber Momentum:** During the quarter, the total subscriber additions stood at 68,949, taking the total subscriber base to 770,141 as on June 30, 2016
 - 65,782 Subscribers in the pipeline – to be integrated into the Company’s last mile network in the coming months
- **Strong Traction in States outside Odisha:** Out of 68,949 subscribers added in Q1 FY17, close to 83% were added in the States of Andhra Pradesh, Telangana, Chhattisgarh, & Madhya Pradesh
 - About 72% of the new signings have been recorded in the Non-Odisha states
- **Higher Digital Penetration:** During the quarter, 69,269 Set Top Boxes (STB) were seeded, thus improving the digital penetration ratio significantly to 43.6% in Q1 FY17 against 23.6% in Q1 FY16
 - Adequate STBs in place to implement Digitization under Phase-III
- **Developments in Broadband Business:** Net addition of 5,127 subscribers in Q1 FY2017 compared to 2,381 subscribers in Q1 FY2016; Total Broadband subscribers stood at 77,609
 - Broadband ARPU increases to Rs. 401 per month
 - Introduced a wide range of plans including 100 Mbps Mega Speed DOCSIS 3.0 Broadband Internet in Odisha; becomes the first MSO to offer 100 Mbps Broadband in the state of Odisha
 - Solid Broadband Infrastructure set-up combined with strong team and attractive broadband packages should result in significantly higher growth in Broadband Business in the coming years
- **Sealed a RIO-based deal with Star India and IndiaCast:** Signed a deal on the basis of reference interconnection offer (RIO) for digital addressable system (DAS) areas with Star India and IndiaCast
 - Would help provide Digital services in true spirit by giving the ultimate choice to customers
 - Ortel’s differentiated B2C last mile model enables it to provide à la carte and tier options to subscribers
- **Debt ratings:** CARE assigns ‘CARE BBB - /CARE A3’ Ratings to the Bank Facilities of the Company
 - In addition, the Company is actively working towards further reduction of overall interest costs

- ENDS -

About Ortel Communications Limited (ORTEL)

Ortel Communications (NSE Code: ORTEL; BSE Code: 539015) is a leading cable television and high speed broadband services provider focused in the Indian states of Odisha, Chhattisgarh, Madhya Pradesh, Andhra Pradesh, Telengana & West Bengal. The Company has built a two-way communication network for 'Triple Play' services (video, data and voice capabilities) with control and focus over the 'Last Mile' network. Ortel has pioneered the primary point cable business model in India by offering digital and analog cable television, broadband and VAS services. The Company has a dominant position in Orissa, with emerging presence in Chhattisgarh, Madhya Pradesh, Andhra Pradesh, Telengana & West Bengal, covering an addressable market of close to 5 million homes. The business is broadly divided into cable television services comprising of analog cable television services, digital cable television services including other value added services such as HD services, near video on demand (NVoD), gaming and local content. Other focused business segments include broadband services, leasing of fibre infrastructure and signal uplinking services.

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Disclaimer:

Certain statements made in this release may not be based on historical information or facts and may be "forward looking statements", including those relating to the business, financial performance, strategy and results of the Company and/or the industry in which it operates. The forward-looking statements contained in this release are based on numerous assumptions and are uncertain and subject to risks. A multitude of factors including, but not limited to, changes in demand and competition, can cause actual events, performance or results to differ significantly from any anticipated development. The Company does not guarantee that the assumptions underlying such forward-looking statements are free from errors and do not accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. Forward-looking statements speak only as of the date of this presentation. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.



Presentation Follows.....

'BRINGING CONVERGENCE TO INDIA'

Ortel Communications Ltd.

Q1 FY2017 Earnings Presentation – July 28, 2016



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Introduction

Q1 FY2017 Performance Highlights

Segment-wise Performance Overview

Region-wise Performance Overview

Annexures



LAST MILE

Owns & operates
its network

58,516*

Kilometers of
cable network

26%

EBITDA margin

RIGHT OF WAY

Legal 'rights of way'
for entire network

1,289,637

Estimated homes
reached

10%

Total broadband
subscribers

B2C

Direct customer access
leads to greater control

770,141

Total Subscribers

18%

Revenue contribution
from broadband

TWO-WAY

Network enabled for 'Triple
Play' (video, data and voice)

90%

Subscriber base
on 'last mile' network

44%

Digital cable TV
Penetration

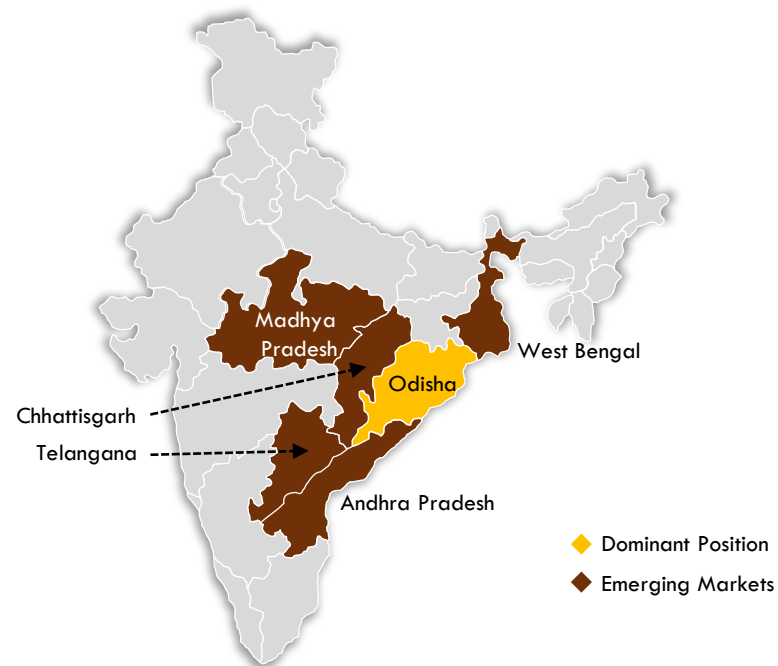
Note: Figures highlighted above are as on June 30, 2016

* Total Owned Network Length also includes the last mile Drop Cable Network

Ortel: One of the leading Players in the Cable TV and Broadband Industry with Direct to Consumer Offering



- One of the leading cable television and broadband providers focused in the Indian states of Odisha, Chhattisgarh, Madhya Pradesh, Andhra Pradesh, Telangana & West Bengal
 - Addressable market of ~5 mn homes; 770k subscribers covered
 - Rapidly growing markets with maximum headroom for growth in the cable TV and broadband industry
- Direct to consumer business model with full control over the 'last mile'
 - 90% of the subscriber base under own network
- Two-way communication network for 'Triple Play' service delivery (video/ TV, data/ broadband and voice capabilities)
 - HFC network (combination of optic fibre in the backbone and coaxial cable in the downstream) with legal 'rights of way' for laying network
 - Capable of providing broadband at speed of up to 100 mbps through use of cable modem with DOCSIS 3.0 technology
- Grown both organically and inorganically – through buyout of network equipment, infrastructure and subscribers of other MSOs and LCOs



Estimated Homes Reached	1,289,637
Total Subscribers	770,141
Cable television subscribers	692,532
<i>Digital subscribers as a % of cable TV subscribers</i>	43.6%
Broadband subscribers	77,609
<i>Broadband subscribers as a % of total subscribers</i>	10.1%

Note: Data above is as on June 30, 2016

Growth through increased penetration, digitization, inorganic acquisition and increased broadband penetration

Differentiated Play as Compared to Peers

Operating model in-line with Global Players i.e. B2C, unlike the more prevalent B2B business model in India



B2B business model faces several challenges

- Current business model of most MSOs in India besides Ortel, is largely based on the B2B platform whereby they operate through franchisees / LCOs and they do not deal with customers directly
- Dependence on LCOs makes MSOs vulnerable to large scale customer churn (essentially LCO churn)
- MSOs and broadcasters get less than their fair share of revenues due to under-reporting by LCOs
- With no access to end-customers, no possibilities of offering additional higher-margin services like broadband
- Over-dependence on placement fees is one of the biggest risks in the B2B business model
- Even in a digitized market (Phase I and II), B2B players continue to face challenges on billing, collections and recoveries on investment made in placing STBs in LCO networks and head ends since the point of contact with consumers continues to be the LCO

Ortel owns & controls the 'last mile'

- Ortel owns / operates its own network and owns 90% of its subscribers
- Ensures legally approved rights of way, superior service, minimal leakages and that the quality of network is uniformly maintained
- Control on billing of subscribers and collections
- Direct collections from customers help in controlling trade receivables and reduce bad debts resulting in better margins and cash flows
- Direct access to consumers limits large scale subscriber churn
- Tripe play network allows the Company to offer full range of services across video, data, voice and network infrastructure leasing for customer's benefit
- Ensure 100% of economics on above services accrues to the Company, thereby enabling efficient capital deployment and maximising the ROI objective

High Quality Network Infrastructure With Legal 'Rights of Way'



Technology & Network

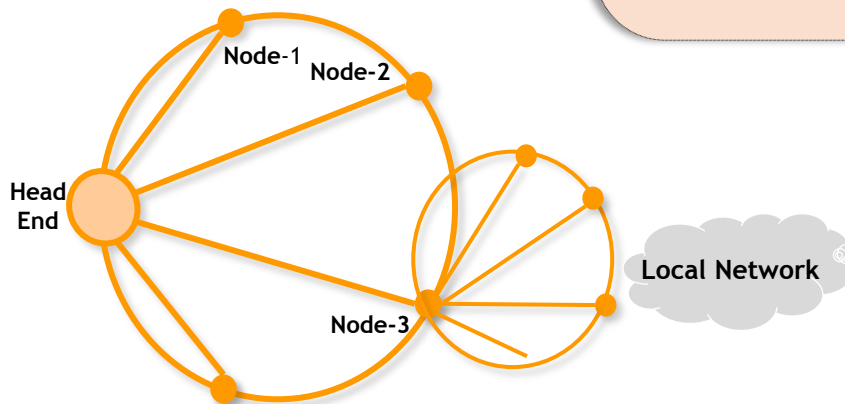
	Across	Head end	
58,516*	74	55	11
Kms of cable	towns	Analog	Digital

Network as on June 30, 2016

- Two-way enabled communication network that can provide triple play services of video, data and voice
- Network ready for deployment of digital services without further up gradation
- Legal 'rights of way' for entire network
- Stringent network design parameters and constant upgradation of technology to maintain a high quality of service

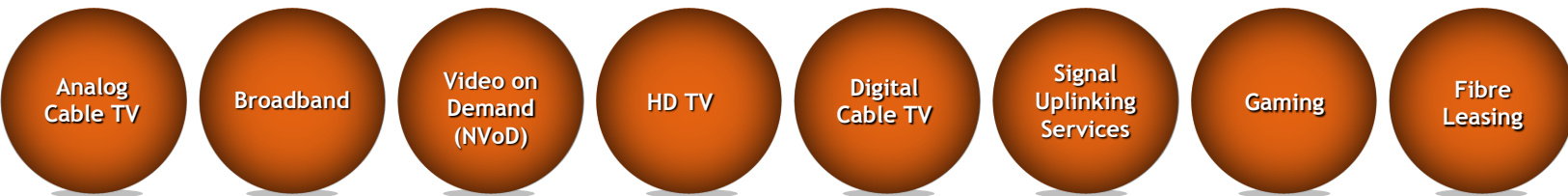
Strong Infrastructure in place...

Fibre optic cable used as a network backbone



Coaxial cable is used downstream for broadband data and cable systems

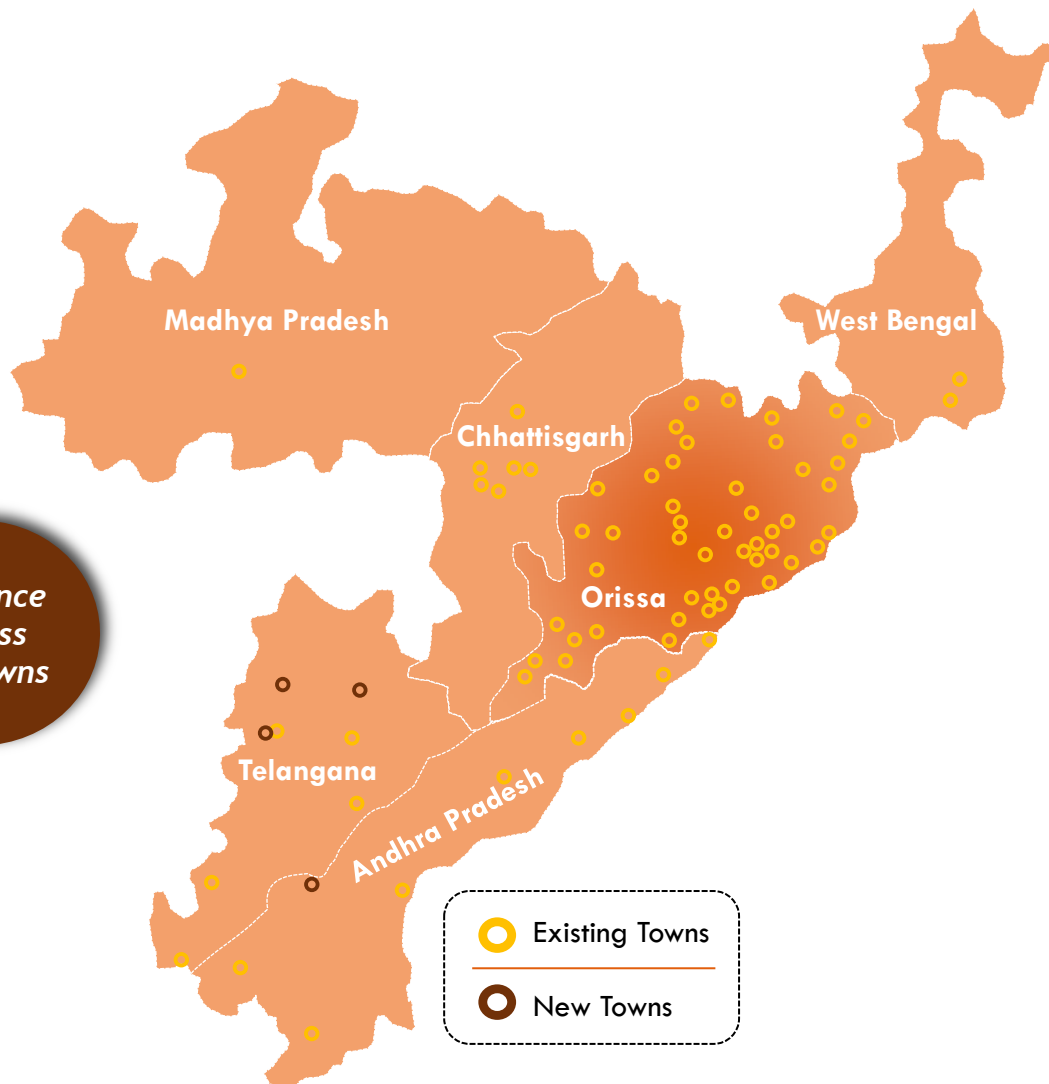
...multiple streams of revenues with marginal additional capex



* Total Owned Network Length also includes the last mile Drop Cable Network



Strong Traction in Markets outside Odisha



Total Subscribers	770,141
- Odisha	546,734
- Outside Odisha	223,407
- Ratio	71 : 29
Subscribers added in Q1 FY17	
- Odisha	11,608
- Outside Odisha	57,341
- Ratio	17 : 83

Note: As on June 30, 2016

- The Company's Local Cable Operator (LCO) buy-out strategy receiving strong response in states of Andhra Pradesh, Telangana, Chhattisgarh and Madhya Pradesh
 - 83% of new subscribers added in Q1 FY17 outside Odisha
- Robust growth outside Odisha to continue in FY17 taking the subscriber base to ~35-40% from 24% in FY16

Establishing strong Multi-State presence

Key Operating Highlights



Particulars	Unit	FY15	FY16	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17
Total Homes Passed	Nos.	810,414	1,182,132	838,437	925,537	1,034,972	1,182,132	1,289,637
Total Subscribers	Nos.	530,111	701,192	542,217	571,834	626,475	701,192	770,141
Subscriber Penetration Ratio	%	65.4%	59.3%	64.7%	61.8%	60.5%	59.3%	59.7%
Inactive Subscribers as a % of Total Subscribers	Nos.	1.7%	1.9%	1.9%	1.8%	1.9%	1.9%	1.7%
Churn (Broadband + Digital Not Annualised)	%	16.1%	19.3%	5.7%	6.8%	7.1%	4.0%	5.8%
Digital Cable TV Subscribers	Nos.	107,175	233,012	113,653	120,325	132,339	233,012	302,281
Analog Cable TV Subscribers	Nos.	364,417	395,698	367,664	387,846	426,427	395,698	390,251
Total Cable TV Subscribers	Nos.	471,592	628,710	481,317	508,171	558,766	628,710	692,532
Broadband Subscribers (Primary)	Nos.	58,519	72,482	60,900	63,663	67,709	72,482	77,609
Primary Subscribers (as a% of total Subscribers)	%	88.2%	91.5%	88.7%	89.5%	91.3%	91.5%	90.4%
Broadband Subscribers (as a % of total Subscribers)	%	11.0%	10.3%	11.2%	11.1%	10.8%	10.3%	10.1%
Digital Cable TV Subscribers as a % of Total Cable Subscribers	%	22.7%	37.1%	23.6%	23.7%	23.7%	37.1%	43.6%

Key Operating Highlights (Cont'd.)



Particulars	Unit	FY2015	FY2016	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17
Total owned network length*	Kms	49,071	55,535	49,703	51,240	53,117	55,535	58,516
Towns covered	Nos.	48	70	52	59	67	70	74
Analog Cable TV ARPU (Primary)	INR/ Sub/ Month	145	141	144	143	141	141	141
Digital Cable TV ARPU (Primary)	INR/ Sub/ Month	186	178	185	183	181	178	169
Analog + Digital Cable TV ARPU (Primary)	INR/ Sub/ Month	154	151	155	154	152	151	152
Broadband ARPU	INR/ Sub/ Month	394	398	393	395	396	398	401
Average employees	Nos.	891	1,309	1,000	1,143	1,331	1,567	1,730
Per user per month data usage	MB	3,143	3,915	2,967	3,433	4,606	4,653	5,329
Pay Channel cost per cable TV customer	INR/ Sub/ Month	61.1	56.8	62.4	63.6	57.1	56.3	50.3
Pay Channel cost as a % of cable TV subscription	%	43.3%	43.3%	44.7%	45.9%	43.0%	40.4%	36.0%

* Total Owned Network Length also includes the last mile Drop Cable Network

Consolidated Summarized Profit & Loss Statement



Particulars (Rs. million)	FY2016	FY2015	Y-o-Y Growth	Q1 FY17	Q1 FY16	Y-o-Y Growth	Q4 FY16	Q-o-Q Growth
Revenues from operations	1,877	1,548	21.3%	524	406	29.1%	533	-1.6%
Other Income	86	63	35.8%	5	25	-78.8%	15	-63.7%
Total Revenue	1,963	1,611	21.8%	529	431	22.9%	547	-3.3%
Total Expenditure	1,260	1,014	24.2%	390	272	43.5%	364	7.3%
- Programming Cost	375	342	9.6%	100	89	11.9%	100	-0.6%
- Bandwidth Cost (Broadband)	77	67	15.5%	26	17	53.1%	22	19.8%
- Bandwidth Cost (Digital)*	6	0	-	13	1	2399.0%	3	314.0%
- Employee Benefit Expenses	225	167	35.0%	62	49	27.3%	63	-1.2%
- Other Expenses	577	439	31.5%	189	116	62.8%	175	8.0%
EBITDA (Excluding Other Income)	617	533	15.7%	134	134	-0.1%	169	-20.9%
EBITDA (Including Other Income)	703	597	17.8%	139	159	-12.4%	184	-24.3%
<i>EBITDA margin (Excluding Other Income)</i>	<i>32.9%</i>	<i>34.5%</i>	<i>-160 bps</i>	<i>25.5%</i>	<i>33.0%</i>	<i>-750 bps</i>	<i>31.8%</i>	<i>-630 bps</i>
<i>EBITDA margin (Including Other Income)</i>	<i>35.8%</i>	<i>37.0%</i>	<i>-120 bps</i>	<i>26.3%</i>	<i>36.9%</i>	<i>-1060 bps</i>	<i>33.6%</i>	<i>-730 bps</i>
Finance Costs	236	226	4.3%	62	56	11.1%	62	1.1%
Depreciation and Fixed Assets written off	282	241	16.9%	61	60	1.0%	77	-21.1%
Amortization Expense	35	59	-40.0%	7	12	-38.2%	7	-0.7%
PBT	150	71	112.4%	9	31	-71.9%	37	-77.1%
PAT	119	56	113.0%	9	24	-64.8%	28	-68.9%
PAT Margin	6.1%	3.5%	74.9%	1.6%	5.7%	-71.4%	5.0%	-67.8%

* Intercity carrying cost for expansion of digital services

Balance Sheet and Cash Flow Snapshot



Particulars (Rs. million)	As on June 30, 2016	As on March 31, 2016	As on December 31, 2015
Assets			
Non-current assets	3,793	3,361	2,914
Current assets	897	1,142	1,128
Total assets	4,690	4,503	4,042
Liabilities			
Shareholders' Funds	1,405	1,395	1,366
Non-current liabilities	1,310	1,236	1,101
Current liabilities	1,976	1,872	1,575
Total Liabilities	4,690	4,503	4,042
CAPEX*	356	297	500
Gross Debt	1,791	1,719	1,628
Net Debt	1,660	1,430	1,096
Networth	1,405	1,395	1,366

*Figures for the quarter

Key Financial Ratios



Particulars	FY2015	FY2016	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17
Cable TV gross margin*	68%	71%	69%	69%	71%	73%	73%
Broadband gross margin	83%	82%	82%	82%	80%	84%	77%
EBITDA Margin excluding Other Income	34.5%	32.9%	33.0%	32.4%	34.4%	31.8%	25.5%
EBITDA Margin including Other Income	37.0%	35.8%	36.9%	35.8%	37.3%	33.6%	26.3%
PAT Margin	3.5%	6.1%	5.7%	5.9%	7.7%	5.0%	1.6%
Net debt to Equity	0.2	1.0	0.3	0.5	0.8	1.0	1.2
Net Debt to EBITDA (LTM)	0.4	2.0	0.7	0.9	1.5	2.0	2.4
Return on shareholder's equity	7.6%	8.9%	7.6%	8.6%	11.6%	8.0%	2.5%
Return on Capital Employed (pre tax)	13.6%	13.2%	12.7%	13.6%	14.6%	13.6%	9.0%
Receivable Days	43	61	38	44	49	61	65

Notes:

1. Return on Shareholder's Equity is calculated as: PAT/ Average Network. PAT annualized for quarterly calculation.
2. Return on Capital Employed is calculated as: EBIT/ Average Capital Employed. EBIT annualized for quarterly calculation.
3. "NM" denotes Not Measurable
4. "LTM" denotes Last Twelve Months

*Calculation includes intercity carrying cost for expansion of digital services

Segment-wise Revenue break-up



Particulars (Rs. million)	FY2016	FY2015	Y-o-Y Growth	Q1 FY17	Q1 FY16	Y-o-Y Growth	Q4 FY16	Q-o-Q Growth
Connection Fees – Cable TV	84	31	165.8%	46	7	594.9%	60	-23.8%
Cable Subscription Fees	866	790	9.6%	277	200	38.7%	248	11.5%
Channel Carriage Fees	356	264	34.9%	89	78	14.3%	83	7.8%
Total Cable TV Services Revenue	1,305	1,085	20.3%	412	284	44.9%	391	5.3%
Connection Fees – Internet	26	19	35.0%	7	6	13.4%	7	1.6%
Internet Subscription Fees	303	270	12.4%	88	70	27.0%	83	6.6%
Total Broadband Services Revenue	329	289	13.9%	95	75	26.0%	89	6.3%
Income from Infrastructure Leasing	213	145	47.0%	10	39	-75.4%	44	-78.4%
Other operating income	30	29	3.2%	8	7	4.1%	8	0.0%
Total Revenue from Operations	1,877	1,548	21.3%	524	406	29.1%	533	-1.6%

Region-wise Summarized Statement of Operations



Core Market (Odisha)

Particulars	FY2016	FY2015	Y-o-Y Growth	Q1 FY17	Q1 FY16	Y-o-Y Growth	Q4 FY16	Q-o-Q Growth
Total revenues	1,676	1,446	15.9%	422	371	13.9%	446	-5.3%
EBITDA	779	673	15.7%	172	163	5.5%	201	-14.3%
EBIDTA Margin	46.5%	46.6%	-10 bps	40.8%	44.1%	-330 bps	45.1%	-430 bps
Closing Homes Passed	803,568	641,053	162,515	828,453	662,201	166,252	803,568	24,885
Closing Subscribers	535,126	474,966	60,160	546,734	483,940	62,794	535,126	11,608
Subscribers in pipeline	26,816	0	26,816	18,277	19,570	-1,293	26,816	-8,539

Emerging Markets (Chhattisgarh, Madhya Pradesh, Andhra Pradesh, Telengana & West Bengal)

Particulars	FY2016	FY2015	Y-o-Y Growth	Q1 FY17	Q1 FY16	Y-o-Y Growth	Q4 FY16	Q-o-Q Growth
Total revenues	190	119	60.1%	97	30	221.5%	84	15.3%
EBITDA	-57	-41	-37.3%	-7	-10	28.5%	-7	0.7%
EBIDTA Margin	-29.9%	-34.9%	+500 bps	-7.2%	-32.4%	+2520 bps	-8.2%	+100 bps
Closing Homes Passed	378,564	169,361	209,203	461,184	176,236	284,948	378,564	82,620
Closing Subscribers	166,066	55,145	110,921	223,407	58,277	165,130	166,066	57,341
Subscribers in pipeline	59,981	0	59,981	47,505	13,460	34,045	59,981	-12,476



- Total revenues improved by 23% to Rs. 529 million
 - Growth was driven by healthy traction in our Cable TV and Broadband segments, which reported a growth of 45% and 26% respectively
 - This was supported by strong momentum in subscriber additions
- Total expenditure stood at Rs. 390 million, higher by 43%
 - Bandwidth cost (digital) increased to Rs. 13 million against Rs. 1 million owing to higher intercity carrying costs for expansion of digital services
 - The overall impact of bandwidth cost will get neutralized in the forthcoming quarters with increase in digital penetration
 - Employee expenses increased to Rs. 62 million, higher by 27%
 - Other expenses stood higher at Rs. 189 million
- EBITDA (including other income) came in at Rs. 139 million
 - EBITDA Margin stood lower at 26.3%; Margins were primarily impacted due to limited execution in infrastructure leasing business
 - Operating performance in Non-Odisha states improved during the quarter
 - Gross Margin for Cable and Broadband segments stood at 73% & 77% respectively
- Profit After Tax stood at Rs. 9 million as compared to Rs. 24 million in the corresponding quarter last year

Key Developments in Q1 FY2017



- **Healthy Subscriber Momentum:** During the quarter, the total subscriber additions stood at 68,949, taking the total subscriber base to 770,141 as on June 30, 2016
 - 65,782 Subscribers in the pipeline – to be integrated into the Company’s last mile network in the coming months
- **Strong Traction in States outside Odisha:** Out of 68,949 subscribers added in Q1 FY17, close to 83% were added in the States of Andhra Pradesh, Telangana, Chhattisgarh, & Madhya Pradesh
 - About 72% of the new signings have been recorded in the Non-Odisha states
- **Higher Digital Penetration:** During the quarter, 69,269 Set Top Boxes (STB) were seeded, thus improving the digital penetration ratio significantly to 43.6% in Q1 FY17 against 23.6% in Q1 FY16
 - Adequate STBs in place to implement Digitization under Phase-III
- **Developments in Broadband Business:** Net addition of 5,127 subscribers in Q1 FY2017 compared to 2,381 subscribers in Q1 FY2016; Total Broadband subscribers stood at 77,609
 - Broadband ARPU increases to Rs. 401 per month
 - Introduced a wide range of plans including 100 Mbps Mega Speed DOCSIS 3.0 Broadband Internet in Odisha; becomes the first MSO to offer 100 Mbps Broadband in the state of Odisha
 - Solid Broadband Infrastructure set-up combined with strong team and attractive broadband packages should result in significantly higher growth in Broadband Business in the coming years

Key Developments in Q1 FY2017



- **Sealed a RIO-based deal with Star India and IndiaCast:** Signed a deal on the basis of reference interconnection offer (RIO) for digital addressable system (DAS) areas with Star India and IndiaCast
 - Would help provide Digital services in true spirit by giving the ultimate choice to customers
 - Ortel's differentiated B2C last mile model enables it to provide à la carte and tier options to subscribers
- **Debt ratings:** CARE assigns 'CARE BBB - /CARE A3' Ratings to the Bank Facilities of the Company
 - In addition, the Company is actively working towards further reduction of overall interest costs



Commenting on the performance, Mr. Bibhu Prasad Rath, President & CEO at Ortel Communications said:



“We have begun the year on a positive note with healthy results in our Cable Television and Broadband segments. This is reflected in the revenues which grew y-o-y by 45% and 26% respectively in Q1FY17. I am also pleased to highlight that the total subscriber addition stood strong at 68,949 during the quarter taking our total subscriber base to 770,141. Our profitability however was impacted during the period under review primarily due to lower quarterly execution in the Infrastructure Leasing business. Going forward, I expect Infrastructure Leasing business to return back to normalcy in the coming quarters as execution picks up.”

The roadmap for FY2017 appears promising as we are geared up to demonstrate better operational and financial performance on the back of higher subscriber base. We firmly believe our last mile B2C model is sustainable and will create notable value for all the stakeholders.”



ARPU	Average Revenue Per User Per Month
B2B	Business to Business
B2C	Business to Consumer
CAGR	Compounded Annual Growth Rate
DOCSIS	Data Over Cable Service Interface Specification
DTH	Direct-to-Home
HFC	Hybrid Fibre Coaxial
LCOs	Local Cable Operator
MSOs	Multi System Operators
NVoD	Near Video on Demand
VoD	Video on Demand denotes Not Meaningful
NM	Not Measurable



Ortel Communications' Q1 FY2017 Earnings Conference Call

Time

- 02.00 pm IST on Friday, July 29, 2016

Conference dial-in

- Primary number: +91 22 3938 1071
- Secondary number: +91 22 6746 8354

Toll Free Number

- Hong Kong: 800 964 448
- Singapore: 800 101 2045
- UK: 0 808 101 1573
- USA: 1 866 746 2133



Ortel Communications Limited (ORTEL)

Ortel Communications (NSE Code: ORTEL; BSE Code: 539015) is a leading cable television and high speed broadband services provider focused in the Indian states of Odisha, Chhattisgarh, Madhya Pradesh, Andhra Pradesh, Telengana & West Bengal. The Company has built a two-way communication network for 'Triple Play' services (video, data and voice capabilities) with control and focus over the 'last mile' network. Ortel has pioneered the primary point cable business model in India by offering digital and analog cable television, broadband and VAS services. The Company has a dominant position in Orissa, with emerging presence in Chhattisgarh, Madhya Pradesh, Andhra Pradesh, Telengana and West Bengal, covering an addressable market of close to 5 million homes. The business is broadly divided into cable television services comprising of analog cable television services, digital cable television services including other value added services such as HD services, near video on demand (NVoD), gaming and local content. Other focused business segments include broadband services, leasing of fibre infrastructure and signal uplinking services.

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