

Ref. No.: GTPL/SE/2024

January 11, 2024

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

National Stock Exchange of India Limited

Exchange Plaza,
Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai - 400051

Scrip Code: **540602**

Trading Symbol: **GTPL**

Dear Sir/Madam,

Sub: Media Release - Standalone and Consolidated Unaudited Financial Results for the quarter and nine months ended December 31, 2023

In continuation of our letter of today's date on the Standalone and Consolidated Unaudited Financial Results for the quarter and nine months ended December 31, 2023, we send herewith a copy of Media Release being issued by the Company in this regard.

The same will also be available on the Company's website, 'www.gtpl.net'.

Thanking you.

Yours faithfully,
For GTPL Hathway Limited

Hardik Sanghvi
Company Secretary & Compliance Officer
FCS: 7247






Encl: As above

GTPL Hathway achieves 1 Million Active Broadband Subscribers; Declares Consistent Financial Performance

Ahmedabad, January 11, 2024: GTPL Hathway Limited, India's largest Digital Cable TV service provider and a leading Broadband service provider, announced its Financial Results for the Quarter ending **December 31, 2023**

Key Financial Highlights

Key Consolidated Business & Financial Highlights: Q3 FY24 (Y-o-Y)

Growth in Total Revenue ₹8607 Mn  +22%	Growth in Subscription Revenue ₹3249 Mn  +17%	Growth in Broadband Revenue ₹1352 Mn  +9%	Digital Cable TV Active Subscribers 9.40 Mn  +6%	Broadband Active Subscribers 1005 K  +12%
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- ✓ **Q3 FY24** revenue stood at **₹ 8,607 million** - a growth of **9% Q-o-Q** and **22% Y-o-Y**; Subscription Revenue increased by **1% Q-o-Q** and **17% Y-o-Y**
- ✓ **Q3 FY24** EBITDA (including other income) stood at **₹ 1305 million**
- ✓ **Q3 FY24** Profit After Tax stood at **₹ 238 million**

Particulars (₹ in million)	Q3FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q
Subscription Revenue	3,249	2,775	17%	3,226	1%
Broadband Revenue	1,352	1,243	9%	1,317	3%
Total Revenue	8,607	7,050	22%	7,900	9%
EBITDA	1,305	1,314		1,351	
EBITDA Margin (%)	15.2%	18.6%		17.1%	
Operating EBITDA*(%)	24%	25%		25%	
Profit After Tax	238	376		344	

***Operating EBITDA (%) = (EBITDA net of Activation & Other income) / (Subscription+ ISP + Other Operating income)**



Business Performance Highlights

- The Company onboarded celebrities Kartik Aaryan and Rashmika Mandanna as its brand ambassadors.
- A 360-degree campaign “#AbKeZamaneKaConnection” was launched across Print, TV, OOH and Digital media.

Digital Cable TV

- Active subscribers increased by **500K** Y-o-Y
- Subscription revenue increased by **1%** Q-o-Q and **17%** Y-o-Y
- Revenue from Cable TV up 21% Y-o-Y & 4.2% Q-o-Q
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Broadband

- Increase in broadband subscribers of **110K**, an increase of **12 %** Y-o-Y
- Homepass as on December 31, 2023 stood at **5.60** million – an addition of **450K** Y-o-Y. Of the **5.60** million, **75%** available for FTTX conversion
- The Broadband average revenue per user (ARPU) stood at **₹ 460** per month per subscriber.
- Average data consumption per user per month at **345** GB, an increase of **11%** Y-o-Y

Commenting on the Results, Mr. Anirudhsinh Jadeja – Managing Director, GTPL Hathway Limited said, “

“Q3FY24 was memorable for us as a team as we hit the unique milestone of reaching 1 Million Active Subscribers in our Broadband Division. We foresee tremendous growth opportunity in this division overall as more homes get access to wired broadband. In the Digital Cable TV business, we continue to evaluate new opportunities while strengthening our presence in our existing markets.

During the quarter we appointed Mr. Saurav Banerjee a Chartered Accountant by profession as our CFO who replaces Mr. Anil Bothra whom we thank for his services to the company.”

About GTPL Hathway Limited

GTPL Hathway Limited is India’s largest MSO providing Digital Cable TV services and is a leading largest Private Wireline Broadband service provider in India. The Company is the largest Digital Cable TV and Wireline Broadband Service Provider in Gujarat & is a leading Digital Cable TV Service provider in West Bengal. The Company’s Digital Cable TV services reach 1,500 plus towns across India in 22 states including Gujarat, West Bengal, Maharashtra, Goa, Bihar, Uttar Pradesh, Madhya Pradesh, Jharkhand, Rajasthan, Odisha, Assam, Tripura, Meghalaya, Manipur, Nagaland, Telangana, Andhra Pradesh, Tamil Nadu, Karnataka, Delhi, Haryana and Uttarakhand. As on Dec 31, 2023, the Company has approximately 9.40 million Active Digital Cable TV Subscribers and 1.00 million Broadband Subscribers and a Broadband homepass of about 5.60 million.

Contact Details

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Safe Harbor

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labor relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.