

Ref. No.: GTPL/SE/2026

April 15, 2026

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 - 400 051

Scrip Code: **540602**

Trading Symbol: **GTPL**

Dear Sir/Madam,

Sub: Investor Presentation on the Standalone and Consolidated Audited Financial Results for the quarter and financial year ended March 31, 2026.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation on the Standalone and Consolidated Audited Financial Results for the quarter and financial year ended March 31, 2026.

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

Thanking you,

Yours faithfully,
For GTPL Hathway Limited

Shweta Sultania
Company Secretary and Compliance Officer

Encl: as above



GTPPL HATHWAY LIMITED

Q4 & FY26 Results Update

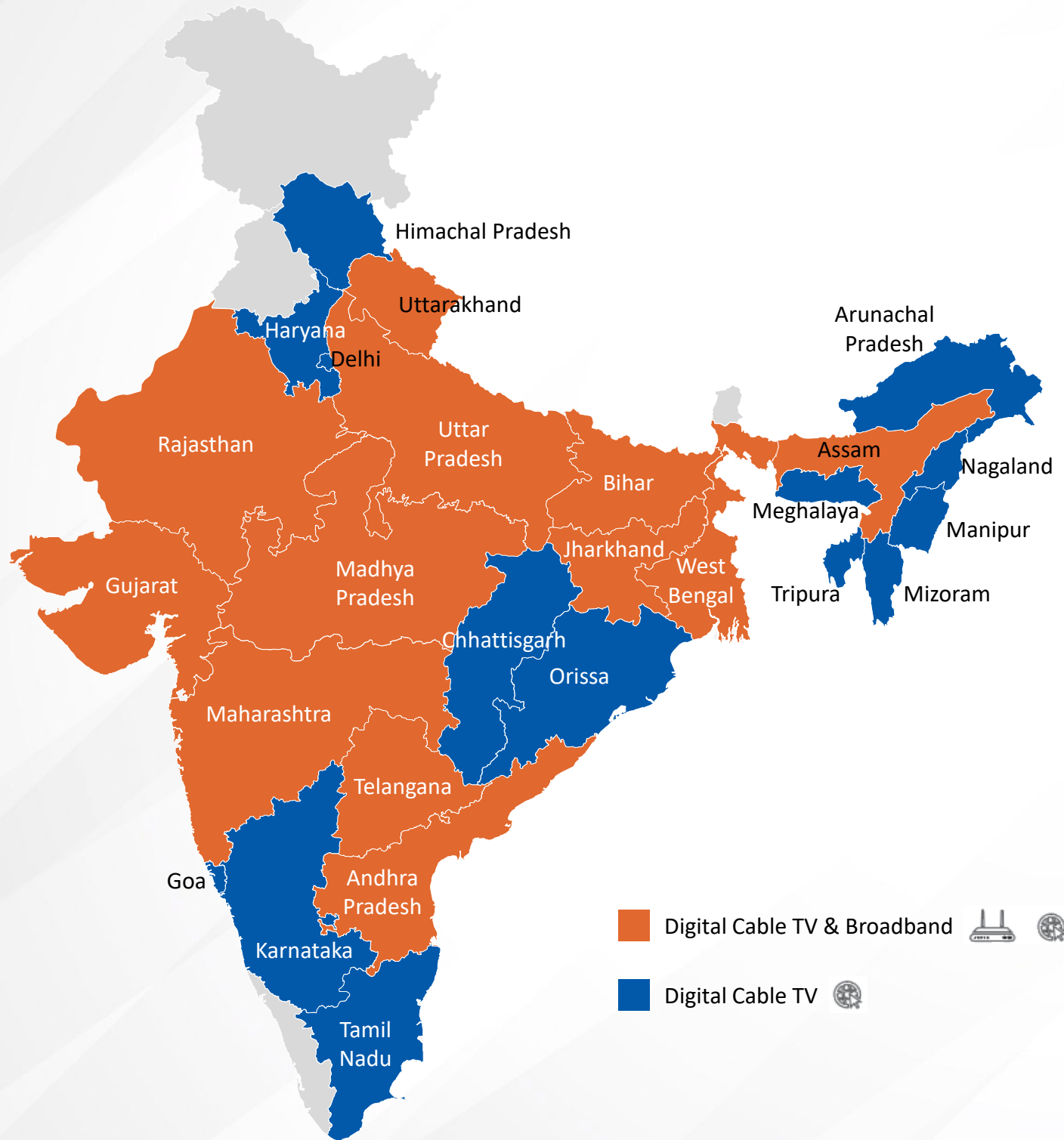
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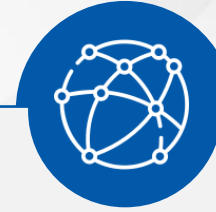


Company Overview

Leader Across Key Markets



- Commenced Business in 2006



- Footprint in 1,500+ towns in 26 States and 4 Union Territories
- Connecting 12 Mn+ Households
- 336 offices across India to manage operations



- No.1* MSO in India
- No.1 MSO in Gujarat
- No.2 MSO in West Bengal



- Leading private Wireline Broadband Player
- No. 1 in Gujarat**
- 1 Mn+ Broadband subscribers



- GTPPL launched HITS Platform in Q3 FY26.

Sources : * Performance Indicators Report, TRAI
 ** Independent third party Report – FY2022

Value Creation Over The Period Of Time



Subscriber Base

~1.5x growth in last 8 years for Digital Cable TV

~4.0x growth in last 8 years for Broadband



Growth

CAGR Growth over last 8 years

- Revenue : ~16%
- EBITDA : ~5%



Cash Positive

Free Cash Flow (FCF) generated for last 8 years



Net Worth

Net worth increased by 2x in last 8 years



Consistent Performance

- PAT Positive for last 8 years
- IND AA-/Stable
- IND A1+ (WC) by 'India Ratings'



Dividend

Consistent Dividend paying history for last 8 years 20% dividend for FY26



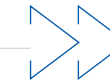
Network Infra



- Mother Headend in Ahmedabad, Gujarat serves as epicenter for nation wide services
- 2nd Headend in Kolkata, West Bengal to enhance coverage and service quality in Eastern India
- Distributing 975+ channels including 97+ HD channels across India
- Owned : 1,00,000+ KMs



NOC Infra



Network Operating Centre (NOC) in Ahmedabad, Gujarat forms the backbone of operations ensuring smooth delivery of services to customers across the country



- GTPL Hathway Limited launched **GTPL Infinity**, it's Headend in the Sky (**HITS**) platform on 29th Nov 2025.
- GTPL Infinity is set to redefine digital broadcasting infrastructure and content delivery across India.
- **Salient Features of GTPL Infinity :**
 - a. Backed by one of the **World's largest C-Band teleport setup**, located in Ahmedabad, Gujarat.
 - b. Powered by multiple, C-Band transponders on the **Satellite Telkom-4** through an agreement with Asia's leading satellite operator PT TelkomSat Satellite, Indonesia.
 - c. PAN-India availability with low setup time.
 - d. Delivery of **~800 channels**, including **~100 HD channels**.
- Uplinks via a dedicated earth station at Ahmedabad to the satellite with **Pan-India coverage**.
- Operators use a **single downlink antenna** to receive signals and distribute them through local cable networks ensuring nationwide access with **minimal setup**.



Platform Capabilities

- ~800 TV Channels, including ~100 HD channels
- Pan-India reach via **multiple C-Band transponders**
- Powered through **Telkom-4 satellite** in partnership with **PT Telkomsat (Indonesia)**



Key Strategic Benefits

- **Pan-India Expansion:** Enables entry into rural, cable-dark, and underserved markets
- **Cost Efficiency:** Significantly lowers delivery and bandwidth costs
- **Faster Go-to-Market:** Partners can go live within **24 hours** using a single dish antenna
- **High Reliability:** Satellite delivery ensures uptime, redundancy, and low maintenance



Value for Partners

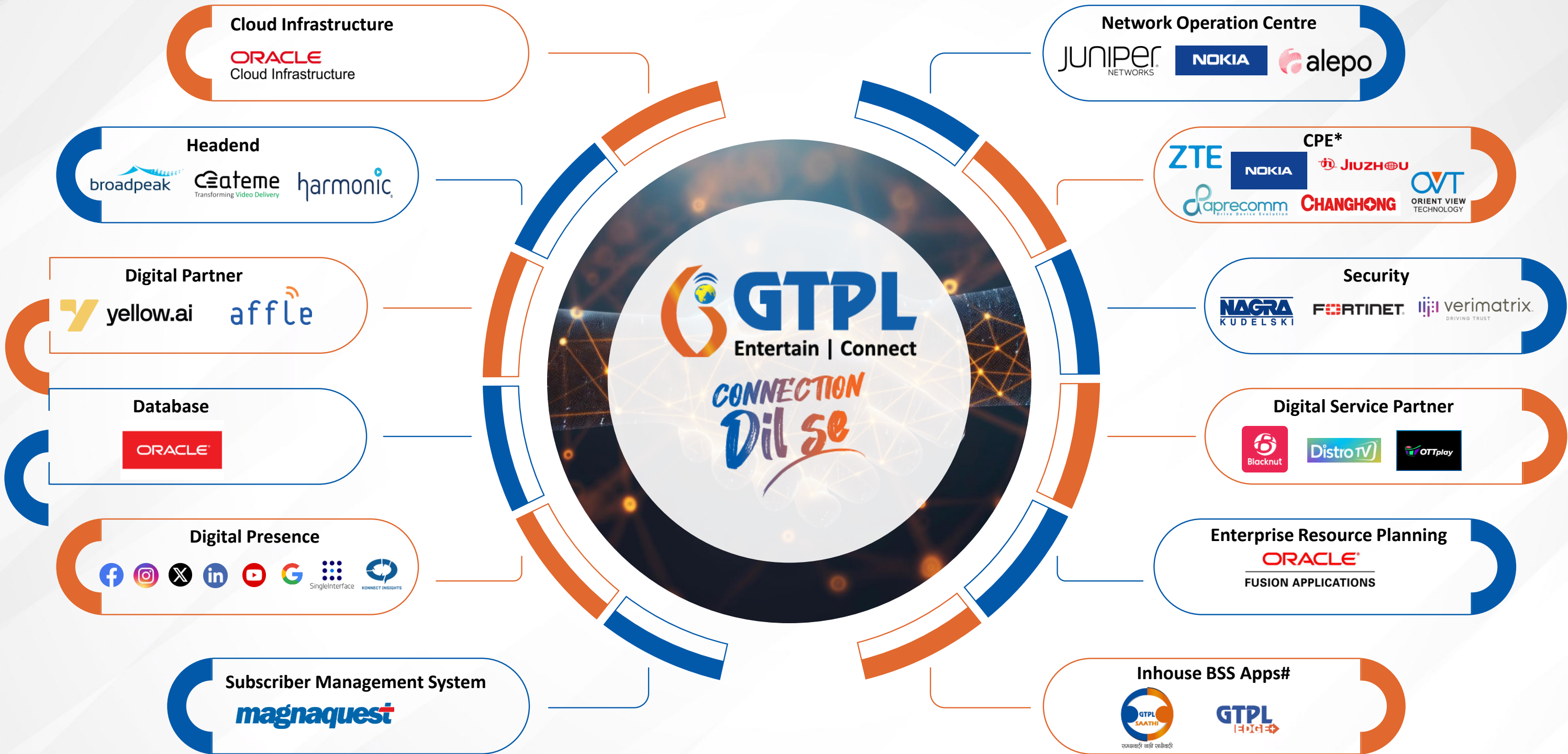
- Quick infrastructure setup with minimal capex
- Ability to bundle **Digital Cable TV + Broadband + OTT + Cloud Gaming**
- Enhanced monetization through regional and content partnerships



Strategic Impact

- Unlocks new growth opportunities through nationwide scalability
- Strengthens GTPL's leadership in digital content distribution
- Aligns with **Digital Bharat** vision and digital inclusion goals

Technology Partners – Best in Industry



The brand names mentioned are the property of their respective owners and are used here for identification purpose only

• CPE- Consumer Premises Equipment; # BSS - Business Support Systems

Leveraging Technology

- GTPL Infinity: Launched HITS platform which enabled signal delivery at Pan-India.
- Strategic partnerships with industry leaders like Oracle, Nokia, Aprecomm, Nagra, Broadpeak and Harmonic
- GIVA – AI chatbot integrated in consumer app and website for providing seamless self-service, support & customer assistance

Pioneer Offerings

- GTPL Buzz app with Live TV, Distro TV and Blacknut Cloud Games
- GTPL Genie: Digital Cable TV + OTT bundle
- Business app in Vernacular Languages
- Industry-first Live TV on Samsung TVs via TV Key Cloud

Preferred Partner

- 48,000+ Business Partners
- 200+ Broadcasters
- 1,750+ Enterprise Clientele
- 30+ Government Projects

Pan India Presence

- Covering 26 states thus providing premium Digital Cable TV services nationwide & High-Speed Broadband in 11 states
- Better Negotiation Power backed by largest subscriber franchise

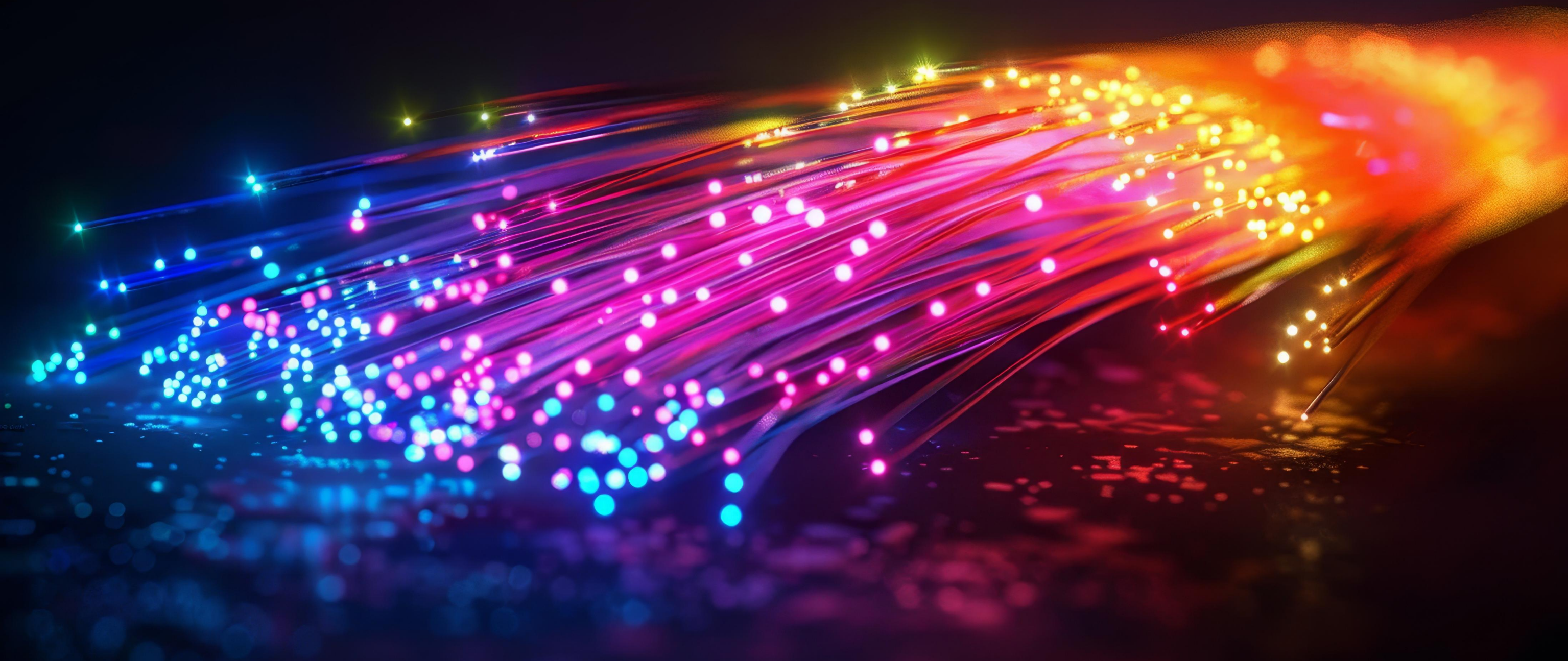
Growth Initiatives

- Driving market expansion and stronger presence through new initiatives and product launches.
- The HITS platform enables pan-India expansion into cable-dark and challenging regions while reducing signal delivery and infrastructure costs.

Huge Catalogue for Entertainment

- Deliver the highest number of total channels from the headend combined with a seamless blend of OTT services
- 975+ Tv Channels, 97+ HD Channels, 130+ Company Owned and Operated Platform Services





Industry Dynamics & Growth Strategy

Traditional TV Retains Strong Mass Appeal

Industry Consolidation to Drive Scale, Negotiation Power & Cost Efficiency

	December 2020	June 2024	September 2025
MSO	1702	880	818
DTH	5	5	5
HITS	1	1	2 [#]

TRAI performance indicators reports | Count of operators [#]GTPL Hathway got HITS License in August 2025

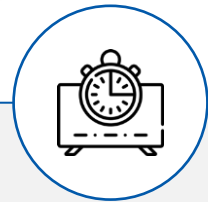
Integrated bundles of TV, broadband and OTT are gaining momentum as DPOs combat cord-cutting through convergence of Pay TV, IPTV, and broadband.

TV Viewership Trends



745 million

Average weekly TV reach stable vs 2024 (751 Mn)



3 hrs 45 min

Avg Time spent on TV per day



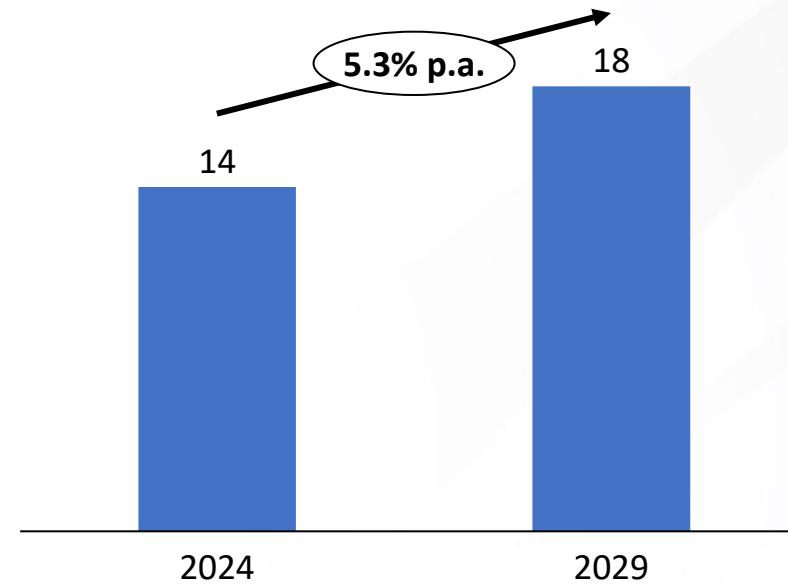
15-50 years

58% of total viewership

*Source: FICCI-EY 2026 Report, E&M Outlook 2025-29 - PwC, Global Data, ITU, Statista Company Estimates, TRAI report dated 1st April 2026

India's TV Market Reaches Global Scale

(USD Billion)



Television households expected to cross 200 million by 2028

This expansion positions India to surpass the UK in 2025 and Japan in 2028, becoming the fourth-largest traditional TV market globally.

Expanding Middle Class: Catalyst for TV Penetration

Growth in India's population will increase Indian households from 332 million in 2025 to 345 million by 2028

India's per capita income is expected to increase from US\$2,820 in 2025 to US\$3,640 by 2028

As a result, the middle class is expected to grow to 715 million people by 2030-31, enabling more households to buy a television.

Huge Runway for Growth

CATV: Total TV households that can be targeted **~200 Mn households*** *GTPL Hathway's Cable Subscribers – 9.40 Mn*

Natural Growth from TV dark households buying a TV - of over 320 million Indian households, over 120 million do not have a television set.*

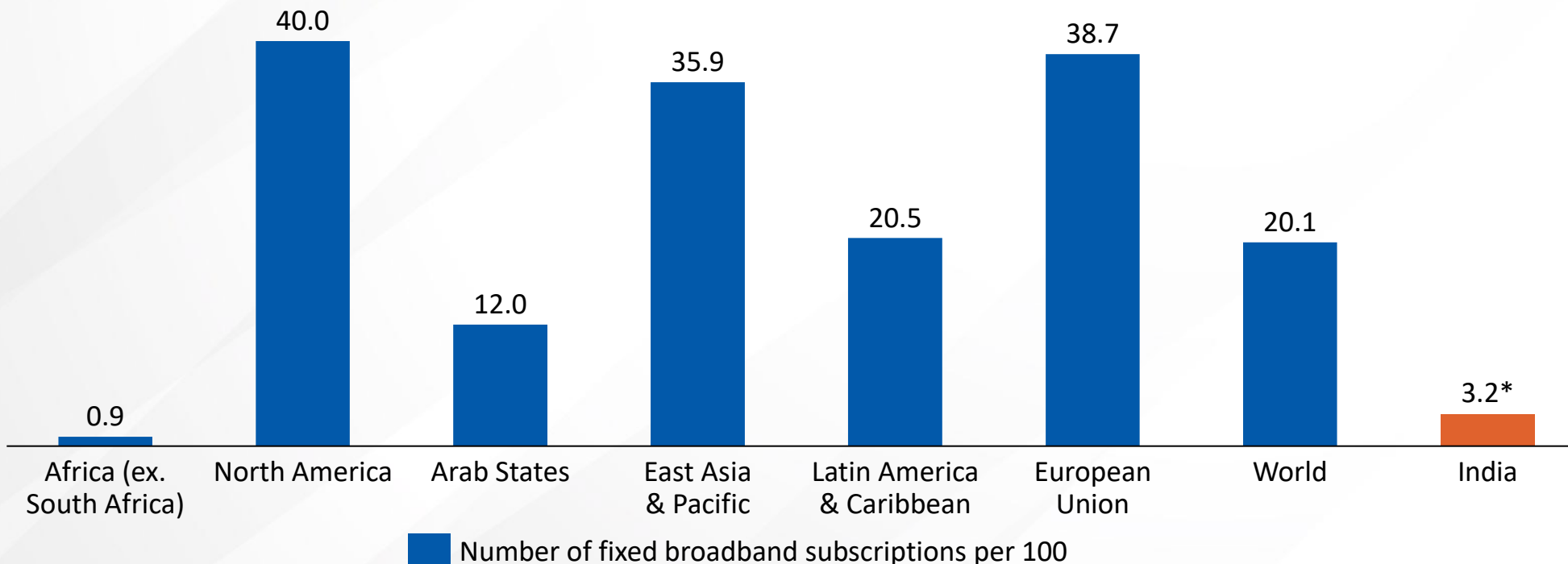


Shift of DTH viewers to cable TV since quality of broadcast and no. of channels offered have become at par post digitisation



Industry dynamics favouring market consolidation in favour of organised players - MSO registration cancellation as well as shift from unorganised players presents opportunity

Broadband: Connections that can be targeted **~150 Mn households*** *GTPL Hathway's Wireline Broadband Subscribers – 1.0+ Mn*



India has one of the lowest fixed broadband penetration levels, with wired subscribers at 46.02 Mn as of February 2026. This represents ~14.5% penetration across ~320 Mn households, significantly lower than developed markets.

*Source: FICCI-EY 2025 & 2026 Report, Global Data, ITU, Statista Company Estimates, TRAI report dated 1st April 2026, Management Estimate, World Bank Data for fixed broadband subscription

INORGANIC ACQUISITIONS

- Opportunities to add and consolidate smaller/regional players catering to ~40 Mn Cable TV Households
- Increase in compliances leads to consolidation of industry & also triggered by cancellation of licenses by MIB of non-compliant MSOs.



CONTENT AVAILABILITY

- Distribution of Content (Broadcasting & OTT) to be available through GTPL at competitive prices
- Availability of extensive local content through platform channels in multiple languages
- Live TV channels & Distro TV service available on mobile devices without any additional cost via GTPL Buzz App.



SWOT

USER FRIENDLY SERVICES

- Online payment mode available for instant activation of services
- Availability of additional touch points for customer interaction including WhatsApp, Social Media, Website and Consumer Application.



HITS – EXPANSION OF MARKET & DELIVERY COST SAVING

- HITS provides ability to expand Company's reach nationwide. It enables to deliver signal seamlessly all over India including rural markets, cable-dark areas, hilly terrains and other geographies where earlier expansion was not viable due to high delivery costs. This opens up a very large growth opportunity in underserved and new markets
- Will help company to conserve delivery costs for its current business and for future expansion.





Acquiring Customers

- Increased Focus on B2B model
- Digital and broadband initiatives by the Government across India
- Tapping rural Gujarat market in the digital push.



Market Size & Geographies Driving Growth

- Potential to convert 12+ Mn GTPL Digital Cable TV households
- Andhra Pradesh, Telangana, Maharashtra and rural Gujarat to drive growth.



Staying Competitive

- Improved content offerings - OTT distribution as an add-on available to all GTPL customers
- ~75% of Homepass in FTTX in broadband which provides a ready infrastructure.

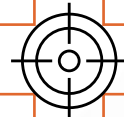
Factors contributing to growth

Increasing use of Internet for Consumer & Enterprise needs

Higher data usage with increased adoption of Social Media & OTT

Push for digital connectivity by the Government of India

Necessity of uninterrupted broadband services at homes




Large opportunity market size

India Wired Broadband Market stood at USD 605.37 Million in FY2023 and is expected to register a CAGR of 15.43% from FY23 to FY2028. Of the overall wired broadband market the Fibre to the Home (FTTH) segment is expected to grow at a CAGR of 17.62% during the forecast period.



Key Performance Indicators

Cable TV Business Performance




9.40 Mn
Active STBs¹




8.70 Mn
Paying Subscribers



48K+
Business Partners



80%+
Digital Collection



100%
Base in prepaid business



Launch
GTPL Infinity
Pan-India HITS platform



Active Subscribers at **9.40 Mn** by Q4 FY26



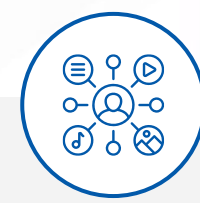
Paying Subscribers at **8.70 Mn** by Q4 FY26



Launched **GTPL Infinity** to enable pan-India, HITS-based content delivery at scale.



Expanding aggressively in **Andhra Pradesh, Telangana, Tamil Nadu, North-East, Haryana, Uttarakhand & Chhattisgarh**

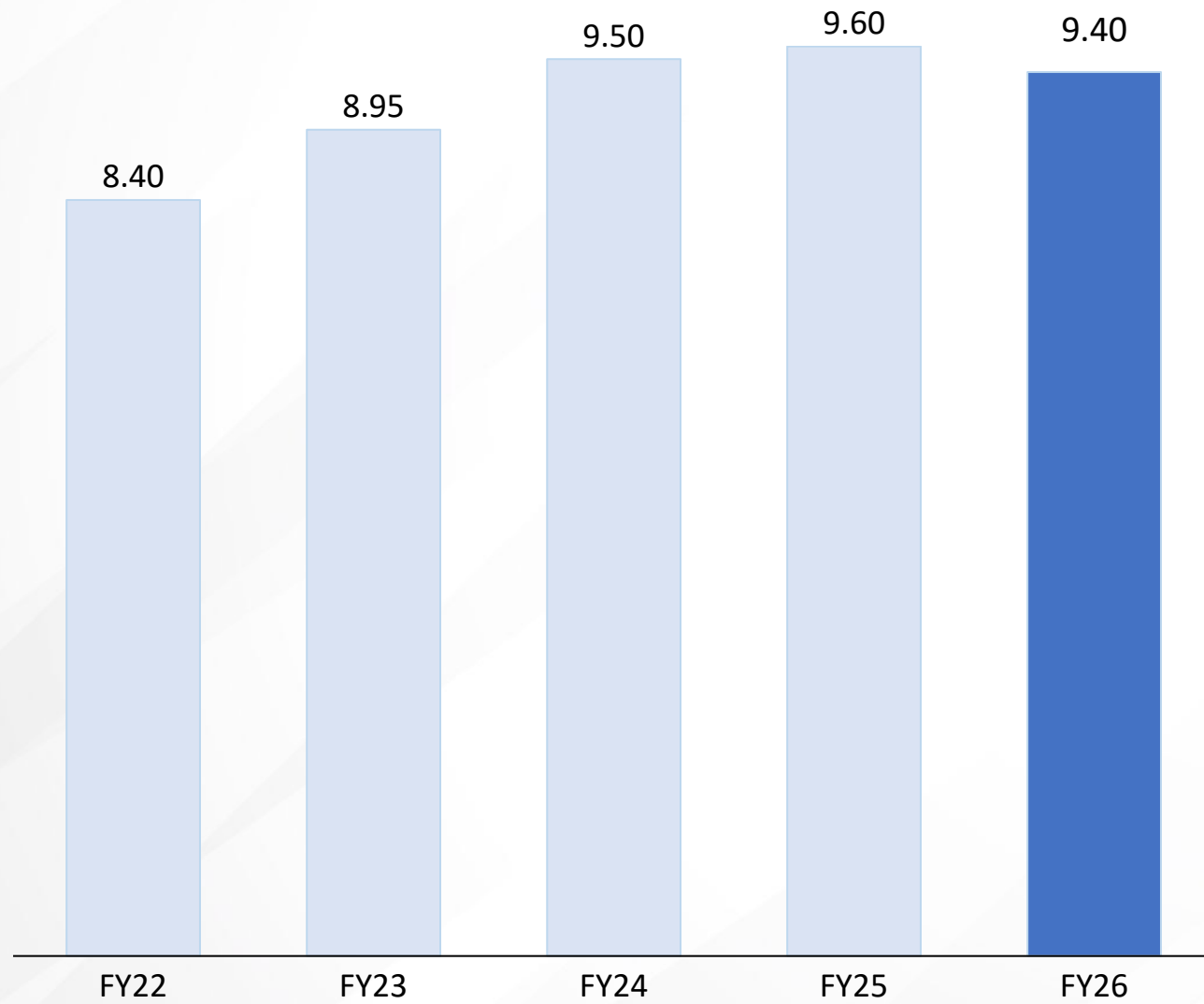


130+ Owned & Operated Channels

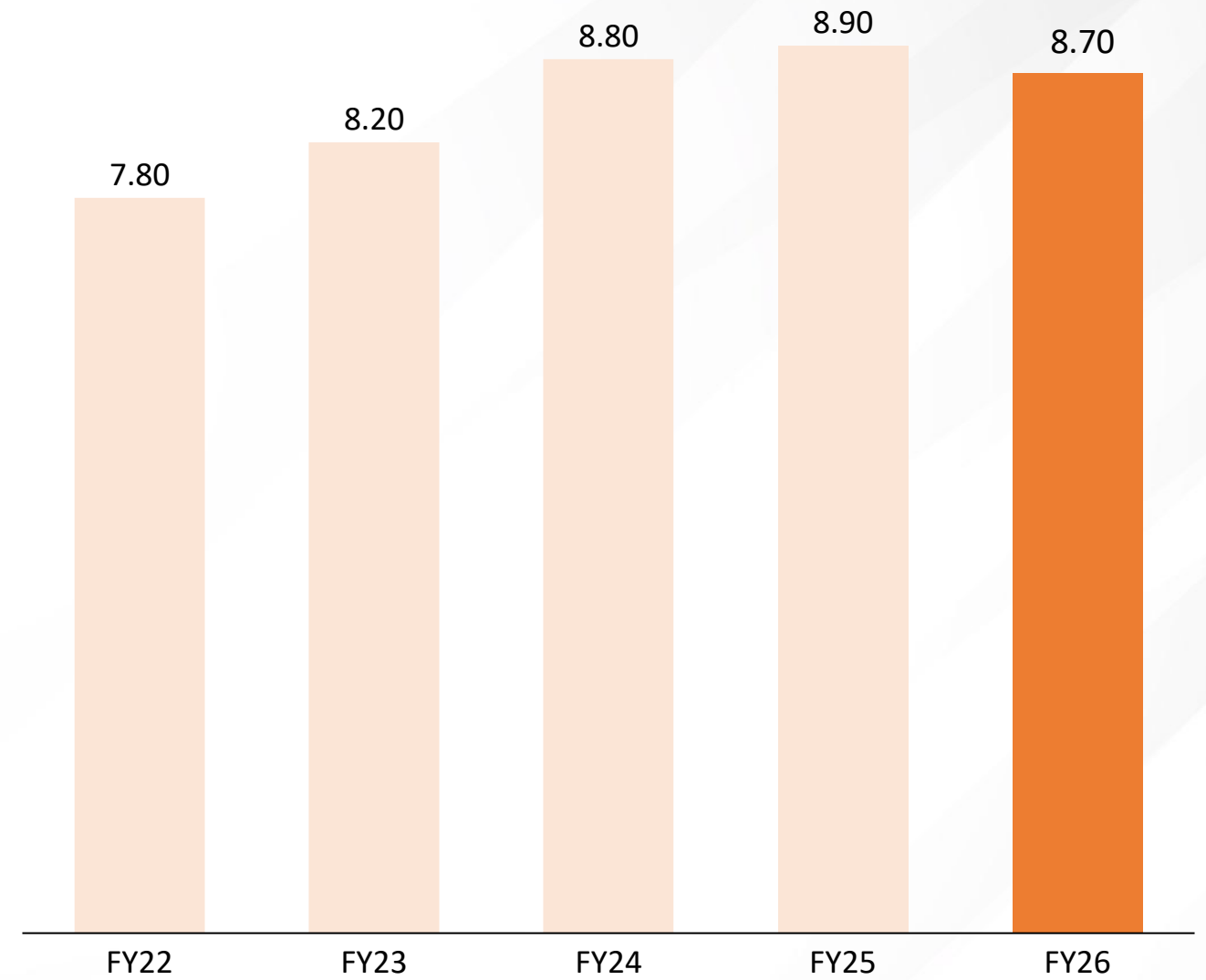
* FY = Apr-Mar, Q1 = Apr-Jun, Q2 = Jul-Sep, Q3 = Oct-Dec, Q4 = Jan-Mar

¹Active = Active during last 60 days

Active¹ Subscribers (Mn)



Paying Subscribers (Mn)




* FY = Apr-Mar

¹Active = Active during last 60 days


Broadband Business Performance




1060K
Active Subscribers




5.95Mn
Homepass



436GB
Average Data Consumption per month



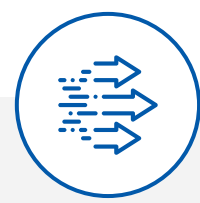
3%
Y-o-Y Revenue Growth



200 Mbps
Speed with Unlimited Data



₹ 465/-
ARPU



Maintaining subscriber base. Increased by **15K** Y-o-Y

ARPU of **₹ 465** as of Dec 25

Enhanced High Speed Broadband Service offering up to **200 Mbps** coupled with Truly Unlimited Data

5.95 Mn Homepass; **~75%** Homepass available for FTTX conversion

Average Data Consumption per Customer stands at **436 GB** / Month for Q4 FY26; up by **10%** Y-o-Y

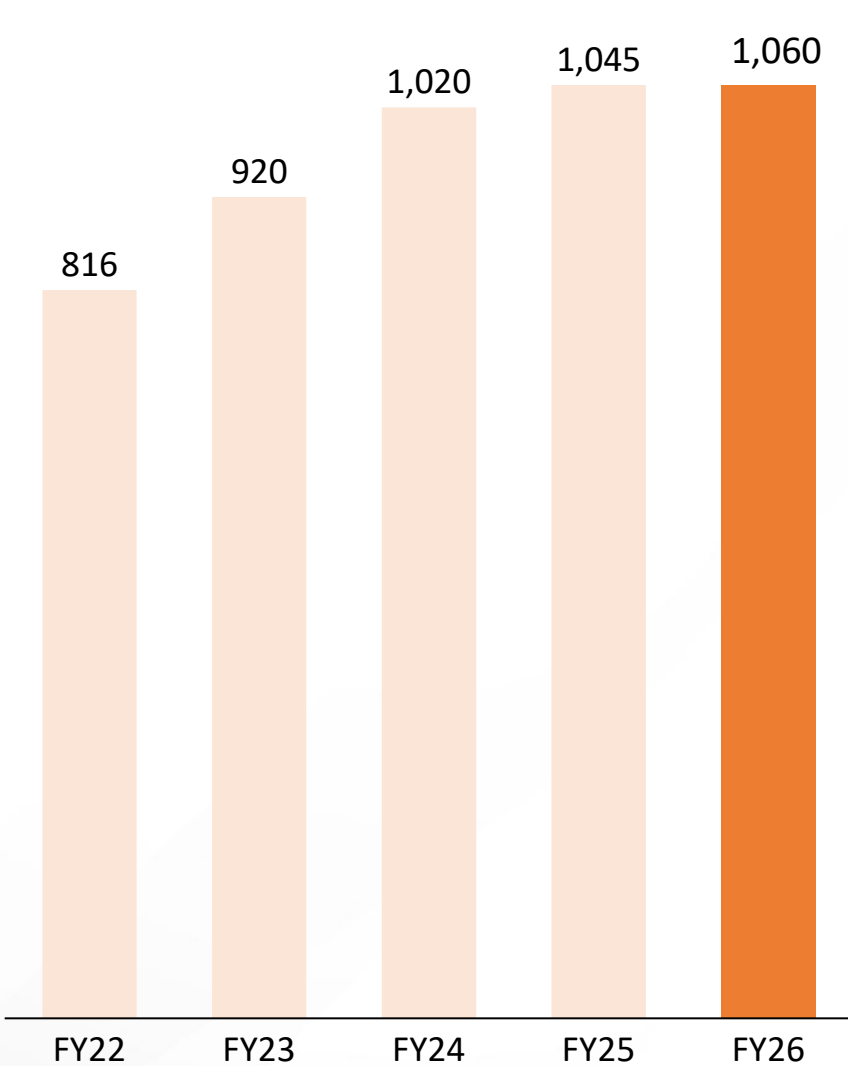
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Broadband Business: Annual*

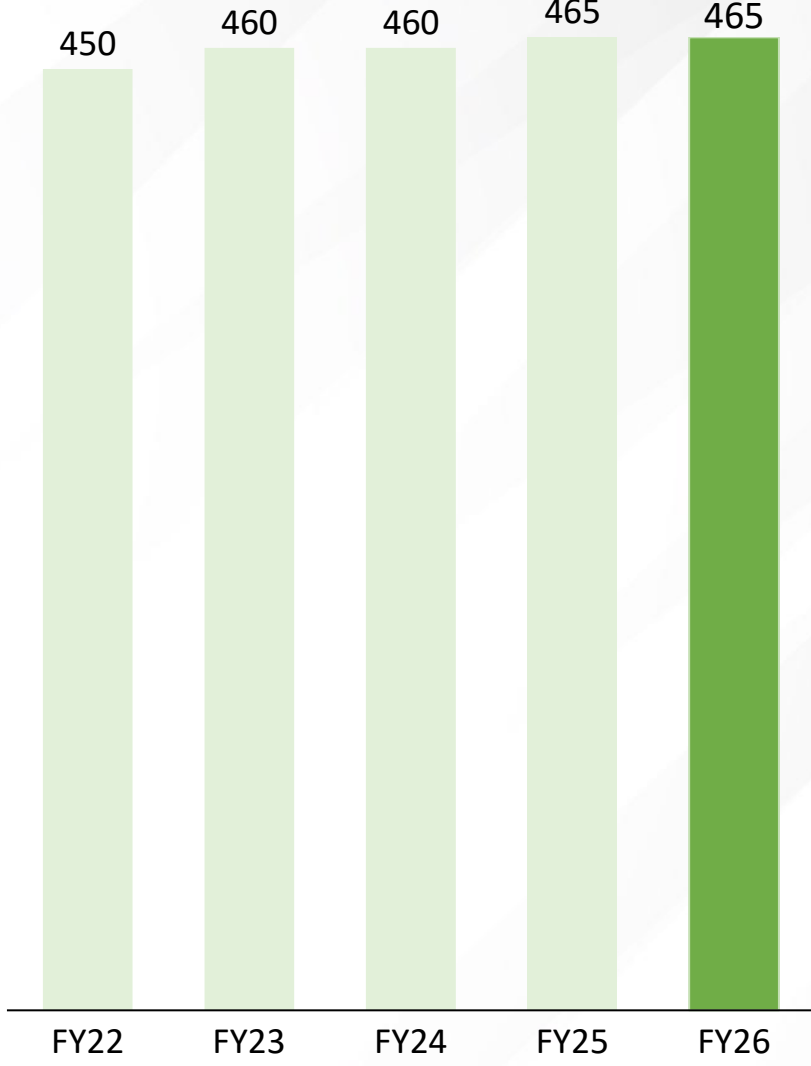
Homepass (Mn)



Active Subscriber's ('000)



ARPU (₹) (Net of Taxes)



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



Consolidated Financials



01



Revenue

- Total Revenue up by 4% Y-o-Y & 7% Annually
- ISP Revenue up by 3% Y-o-Y & 2% Annually

02



EBITDA

- EBITDA of ₹ 908 Mn in Q4 FY26 & ₹ 4,321 Mn Annually
- EBITDA Margin of 11.5% in FY26

03



PBT

- PBT of ₹ 178 Mn in FY26

Profit & Loss Statement: Consolidated*

Particulars	Q4 FY26	Q3 FY26	Q-o-Q%	Q4 FY25	Y-o-Y%	FY26	FY25	Annual %
Revenue								
Subscription Income CATV	2,850	2,970	-4%	2,982	-4%	11,862	12,327	-4%
Broadband ISP	1,394	1,433	-3%	1,358	3%	5,580	5,456	2%
Placement / Carriage / Marketing Incentive	4,598	4,657	-1%	4,204	9%	18,455	15,693	18%
Activation	21	24	-15%	44	-53%	99	161	-39%
Other Operating Income	375	242	55%	323	16%	1,196	1,134	5%
Other Income	106	55	91%	79	33%	274	300	-9%
Total Income	9,344	9,382	0%	8,989	4%	37,466	35,072	7%
Expenditure								
Pay Channel Cost	5,787	5,879	-2%	5,348	8%	23,430	20,733	13%
Employee Cost	410	411	0%	380	8%	1,630	1,592	2%
Other Operating, Admin & Selling Exp.	2,239	1,902	18%	2,117	6%	8,085	8,122	0%
Total Expenditure	8,436	8,193	3%	7,845	8%	33,145	30,447	9%
EBITDA	908	1,189	-24%	1,144	-21%	4,321	4,625	-7%
EBITDA %	9.7%	12.7%		12.7%		11.5%	13.2%	
Depreciation/Amortization	1,000	938	7%	937	7%	3,761	3,688	2%
Finance cost - Borrowing	61	65	-7%	62	-2%	244	205	19%
Finance cost - IND AS 116	48	36	34%	21	124%	139	91	53%
Profit before Tax & Exceptional item	(201)	150		124		177	641	
Exceptional Items	(5)	-		(1)				
Share of Profit/(Loss) from Associate and JVs	1	3		(11)		6	2	
PBT	(204)	152		111		178	641	
Tax	(65)	37		3		55	149	
PAT before Other Comprehensive Income	(139)	116		108		124	492	
Share of Non Controlling Interest	(11)	(6)		(2)		34	(13)	
Other Comprehensive Income	(3)	1		(2)		(1)	0	
PAT	(153)	111		105		156	479	

One time impact of unrealized Forex loss of :

- ₹ 76 Mn - Other Operating, Admin & Selling Exp
- ₹ 15 Mn - Finance cost-Borrowing

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

Analysis on Operating Margin: Consolidated*

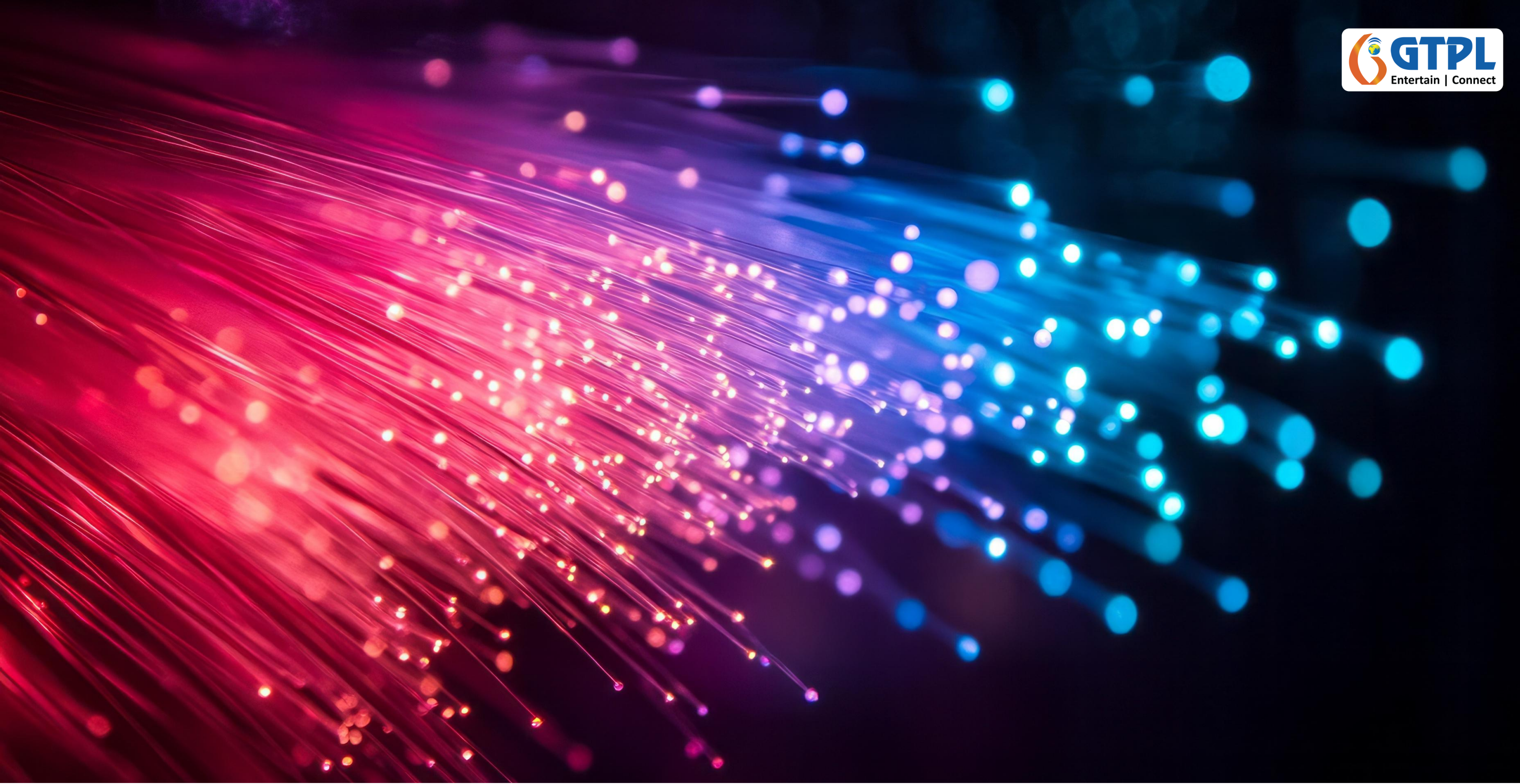
Particulars	Q4 FY26	Q3 FY26	Q-o-Q%	Q4 FY25	Y-o-Y%	FY26	FY25	Annual %
Revenue								
Subscription Income CATV	2,850	2,970	-4%	2,982	-4%	11,862	12,327	-4%
Broadband ISP	1,394	1,433	-3%	1,358	3%	5,580	5,456	2%
Other Operating Income	375	242	55%	323	16%	1,196	1,134	5%
Total Income	4,620	4,645		4,662		18,639	18,917	
Expenditure								
Net Pay Channel Cost	1,189	1,223	-3%	1,144	4%	4,976	5,039	-1%
<i>Pay Channel Cost</i>	5,787	5,879	-2%	5,348	8%	23,430	20,733	13%
<i>Placement / Carriage / Marketing Incentive</i>	(4,598)	(4,657)	-1%	(4,204)	9%	(18,455)	(15,693)	18%
Employee Cost	410	411	0%	380	8%	1,630	1,592	2%
Other Operating, Admin & Selling Exp.	2,166	1,901	14%	2,121	2%	8,008	8,125	-1%
Total Expenditure	3,766	3,535		3,645		14,613	14,757	
Operating EBITDA	854	1,110		1,017		4,026	4,161	
Operating EBITDA %	18%	24%		22%		22%	22%	
Activation	21	24	-15%	44	-53%	99	161	-39%
Unrealised Forex (Loss)/Gain	(73)	(1)	-	4	-	(78)	3	-
Other Non Operating Income	106	55	91%	79	33%	274	300	-9%
Published EBITDA	908	1,189		1,144		4,321	4,625	

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

Balance Sheet: Consolidated*

Liabilities	As on 31st Mar 2026	As on 31st Mar 2025	Assets	As on 31st Mar 2026	As on 31st Mar 2025
Equity			Non-Current Assets		
Equity Share Capital	1,125	1,125	Fixed Assets	22,872	21,755
Other Equity	11,548	11,804	Financial Assets		
Total Equity	12,673	12,929	Investments	114	119
Non-Current Liabilities			Other Financial Assets	528	419
Financial Liabilities			Deferred Tax Assets	353	325
Borrowings	697	559	Other non-current Assets	1,071	997
Other Financial Liabilities	2,537	649	Total Non-Current Assets	24,937	23,615
Deferred Tax Liabilities	851	789	Current Assets		
Other Non-Current Liabilities	291	278	Inventories	282	252
Total Non-Current Liabilities	4,376	2,275	Financial Assets		
Current Liabilities			Trade Receivables	5,455	5,884
Financial Liabilities			Cash, Cash equivalents & Bank Balances	673	1,162
Borrowings	1,576	1,725	Other Financials Assets	401	229
Trade Payables	7,986	9,520	Current Tax Assets (Net)	-	-
Other Financial Liabilities	2,528	2,675	Other Current Assets	1,008	1,539
Other current liabilities	3,584	3,556	Total Current Assets	7,818	9,066
Current Tax liability(Net)	32	2	Total Assets	32,756	32,681
Total Current Liabilities	15,707	17,477			
Total Liabilities	32,755	32,681			

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



Standalone Financials



01



Revenue

- Total Revenue up by 9% Y-o-Y & 11% Annually.

02



EBITDA

- EBITDA of ₹ 596 Mn in Q4 FY26 & ₹ 2,369 Mn in FY26
- EBITDA Margin stands at 9.6% in Q4 FY26 & FY26.

03



PBT

- PBT of ₹ 84 Mn in FY26

Profit & Loss Statement: Standalone*

Particulars	Q4 FY26	Q3 FY26	Q-o-Q%	Q4 FY25	Y-o-Y%	FY26	FY25	Annual %
Revenue								
Subscription Income CATV	2,079	2,165	-4%	2,083	0%	8,685	8,651	0%
Placement / Carriage / Marketing Incentive	3,572	3,616	-1%	3,140	14%	14,324	11,831	21%
Activation	10	12	-14%	12	-14%	49	67	-27%
Other Operating Income	442	307	44%	387	14%	1,450	1,386	5%
Other Income	82	47	73%	71	15%	217	296	-27%
Total Income	6,185	6,148	1%	5,693	9%	24,725	22,230	11%
Expenditure								
Pay Channel Cost	4,334	4,412	-2%	3,753	15%	17,551	14,796	19%
Employee Cost	142	148	-4%	183	-22%	634	771	-18%
Other Operating, Admin & Selling Exp.	1,112	1,000	11%	1,093	2%	4,171	4,005	4%
Total Expenditure	5,588	5,560	1%	5,030	11%	22,356	19,572	14%
EBITDA	596	587	2%	663	-10%	2,369	2,658	-11%
EBITDA %	9.6%	9.6%		11.7%		9.6%	12.0%	
Depreciation/Amortization	518	484	7%	446	16%	1,892	1,750	8%
Finance cost	100	91	10%	66	52%	336	222	51%
Profit before Tax & Exceptional item	(22)	12	-279%	151	-114%	141	686	-79%
Exceptional Items	(57)	-		(38)		(57)	(38)	
PBT	(79)	12	-744%	113	-170%	84	648	-87%
Tax	(20)	3		32		25	170	
PAT before Other Comprehensive Income	(59)	9	-752%	81	-172%	59	478	-88%
Add/(Less) Other Comprehensive Income	(4)	0		(2)		(3)	(1)	
PAT	(63)	10	-761%	80	-179%	56	477	-88%

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

Balance Sheet: Standalone*

Liabilities	As on 31st Mar 2026	As on 31st Mar 2025
Equity		
Equity Share Capital	1,125	1,125
Other Equity	7,776	7,945
Total Equity	8,901	9,070
Non-Current Liabilities		
Financial Liabilities		
Borrowings	635	448
Other Non-Current Financial Liabilities	2,548	634
Other Non-Current Liabilities	51	20
Total Non-Current Liabilities	3,234	1,102
Current Liabilities		
Financial Liabilities		
Borrowings	1,088	1,175
Trade Payables	5,709	6,212
Other Financial Liabilities	1,869	2,154
Other current liabilities	1,099	1,048
Total Current Liabilities	9,765	10,589
Total Liabilities	21,900	20,761

Assets	As on 31st Mar 2026	As on 31st Mar 2025
Non-Current Assets		
Fixed Assets	11,417	9,676
Financial Assets		
Investments	3,977	3,907
Loans	449	926
Other Financial Assets	108	176
Deferred Tax assets	-	11
Other non-current Assets	519	515
Total Non-Current Assets	16,470	15,212
Current Assets		
Inventories	272	248
Financial Assets		
Trade Receivables	4,191	3,932
Cash, Cash equivalents & Bank Balances	307	327
Loans & Other Financial Assets	82	38
Other Current Assets	579	1,004
Total Current Assets	5,430	5,549
Total Assets	21,900	20,761

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EMKAY GLOBAL FINANCIAL SERVICES LTD

is pleased to invite you for a conference call to discuss Q4FY26 results with

GTPL Hathway Limited

On Thursday, April 16, 2026, at 04:00 PM (IST)



Management Panel

Mr Anirudhsinh Jadeja – Promoter and Managing Director

Mr Piyush Pankaj – Business Head B2B (CATV and Broadband) and Chief Strategy Officer

Mr Saurav Banerjee – Chief Financial Officer

[Pre-register to avoid wait time and Express Join with DiamondPass™](#)

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Thank You

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