Ortel Communications Ltd.

www.ortelcom.com

Bringing Convergence to India

Corporate. office :
C-1, Chandrasekharpur
Behind R.M.R.C., Near BDA Colony
BBSR- 751016, Odisha, India
Ph.: (0674) 3983200
Fax: (0674) 2303448
email - nodal@ortelgroup.com
CIN: L74899DL1995PLC069353

Date: 11th February, 2017

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 third quarter and nine month ended 31st December, 2016 of FY.2016-17.

We are enclosing herewith Press Release and Presentation on un-audited financial result of the Company for the third quarter and nine month ended 31st December, 2016 of FY. 2016-17.

This is for your information and record.

For Ortel Communications Limited

Ortel Communications Limited Bhubaneswar

(Lalit Kumar Mohanty)

Company Secretary and Compliance Officer

Encl: as above

Ortel communications
An ISO 9001 2008 COMPANY

Press Release

Date: 11th February, 2017

Ortel Communications announces Q3 &9MFY2017 Results

9M FY17

Total Income increases by 12% to Rs. 1,590 million

EBITDA stood at Rs. 428 million; PAT came in at Rs. 6 million

Cable TV Revenues grew by 35% in 9M FY17

Broadband Revenues increases by 18% in 9M FY17

Bhubaneshwar, February 11, 2017: Ortel Communications Limited (Ortel), one of the leading cable television and high speed broadband services provider focused in the Indian states of Odisha, Chhattisgarh, Andhra Pradesh, Telengana, West Bengal and Madhya Pradesh, announced its financial results for the quarter and nine-months ended December 31, 2016.

9M FY2017 performance overview compared with 9M FY2016

- Total Income increased to Rs. 1,590million, from Rs. 1,416 million, up by 12.3%
- EBITDA stood at Rs. 428 million compared to Rs. 519 million
  - EBITDA margin came in at 26.9%
- Profit After Tax came in at Rs. 6 million compared to Rs. 92 million
- EPS amounted to Rs. 0.21per share

Q3 FY2017 performance overview compared with Q3 FY2016

- Total Income increased to Rs. 518 million,fromRs. 502 million, up by 3.2%
- EBITDA stood at Rs. 118 million compared to Rs. 187 million
  - EBITDA margin came in at 22.8%
- Net Loss stood at Rs. 28 million compared to Net Profit of Rs. 39 million
- EPS amounted to Rs. -0.92per share

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

"Our performance during the quarter was impacted due to a combination of factors which weakened some of our key operating parameters. In spite of this, we have demonstrated a healthy growth in revenues from both Cable TV and Broadband Business on a Y-o-Y basis both for Q3 and 9M FY17. I am also happy to inform that our Business outside Odisha which turned EBIDTA positive last quarter has remained so during this quarter.

Overall, we have demonstrated that a strong B2C focused last mile business model in our core market can be profitable and remain confident of replicating the same across newer markets. We continue to believe that this is a sustainable model as we can capture the entire revenue stream across the value chain."

-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.

For further information, please contact:

Ortel Communications Limited
Email:irteam@ortelgroup.com
Web: www.ortelcom.com

AnoopPoojari / Nishid Solanki
CDR India
Tel: +91 22 6645 1211/ 6645 1221
Email:anoop@cdr-india.com
nishid@cdr-india.com

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....

Presentation Follows.....

Ortel communications
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'BRINGING CONVERGENCE TO INDIA'

Ortel Communications Ltd.

Q3 & 9M FY2017 Earnings Presentation – February 11, 2017

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At a Glance

LAST MILE

Owns & operates its network

RIGHT OF WAY

Legal 'rights of way' for entire network

B2C

Direct customer access leads to greater control

TWO-WAY

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

64,065*

Kilometers of cable network

1,351,305

Estimated homes reached

811,466

Total Subscribers

90%

Subscriber base on 'last mile' network

26%

EBITDA margin

9%

Total broadband subscribers

17%

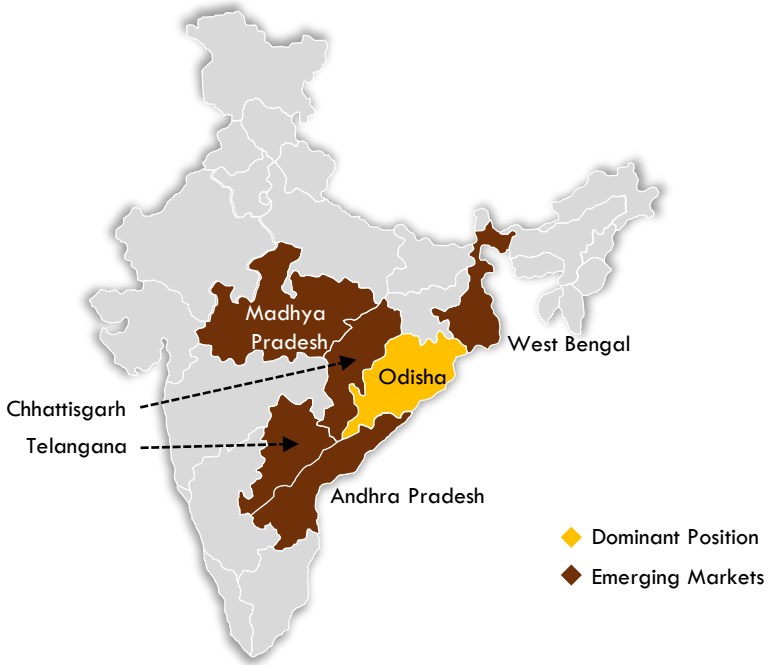
Revenue contribution from broadband

Note: *Figures highlighted above are as on December 31, 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, Telengana & West Bengal
  - 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
  - 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	1,351,305
Total Subscribers	811,466
Cable television subscribers	738,963
Broadband subscribers	72,503

Note: *Data above is as on December 31, 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, 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

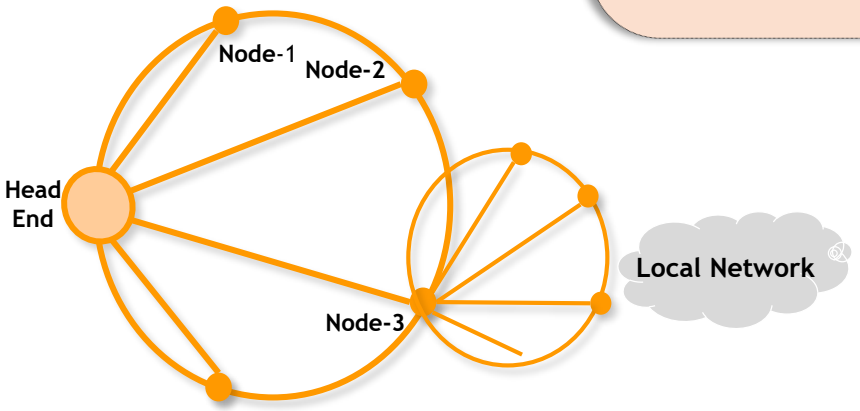
64,065*	Across 78	Head end 57	12
Kms of cable	towns	Analog	Digital

Network as on December 31, 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

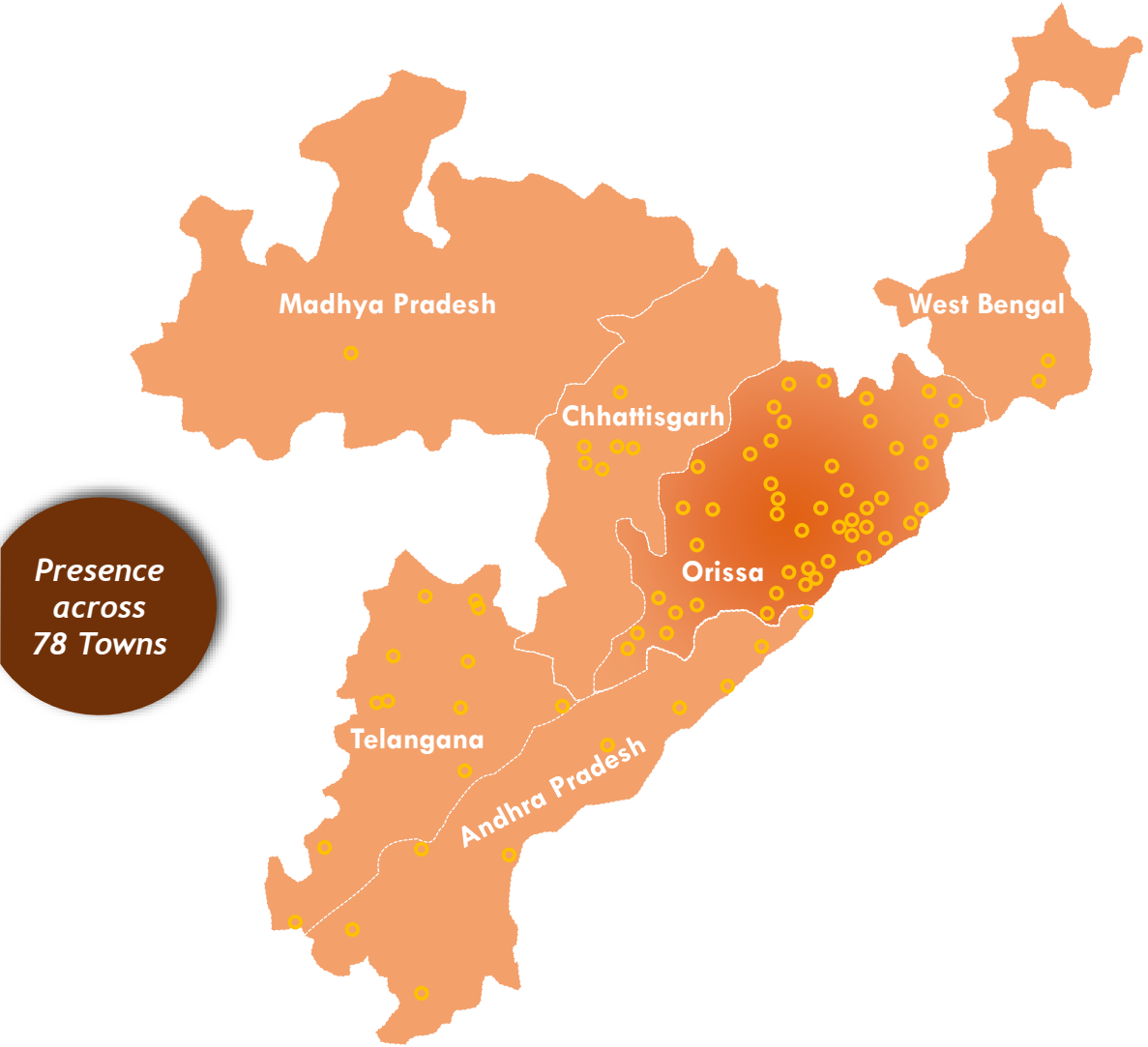
- Analog Cable TV
- Broadband
- Video on Demand (NVoD)
- HD TV
- Digital Cable TV
- Signal Uplinking Services
- Gaming
- Fibre Leasing

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

Growth Strategy

- Deeper penetration in existing geographies and entry into new geographies
- Increased penetration of digital television services
- Increase broadband subscriber base
- Expansion through buyout of network equipments, infrastructure and subscribers of other MSOs and LCOs
- Leasing of fibre infrastructure to corporates

Strong Traction in Markets outside Odisha



Presence across 78 Towns

Total Subscribers	811,466
- Odisha	539,229
- Outside Odisha	272,237
- Ratio	66 : 34
Subscribers added in 9M FY17	
- Odisha	4,104
- Outside Odisha	106,163
- Ratio	4 : 96

Note: *As on December 31, 2016*

- The Company's Local Cable Operator (LCO) buy-out strategy receiving strong response in states of Andhra Pradesh, Telangana, Chhattisgarh and Madhya Pradesh
  - 96% of new subscribers added in 9M FY17 outside Odisha
- Robust growth outside Odisha to continue in FY17 & 18

Establishing strong Multi-State presence

Key Operating Highlights

Particulars	Unit	FY15	FY16	Q3 FY16	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17
Total Homes Passed	Nos.	810,414	1,182,132	1,034,972	1,182,132	1,289,637	1,336,427	1,351,305
Total Subscribers	Nos.	530,111	701,192	626,475	701,192	770,141	804,889	811,466
Subscriber Penetration Ratio	%	65.4%	59.3%	60.5%	59.3%	59.7%	60.2%	60.1%
Inactive Subscribers as a % of Total Subscribers	Nos.	1.7%	1.9%	1.9%	1.9%	1.7%	3.0%	3.3%
Organic Growth (Net of Churn) %	%	-2.4%	5.3%	-0.1%	5.9%	-2.4%	-1.0%	-1.0%
Total Cable TV Subscribers	**Nos.**	**471,592**	**628,710**	**558,766**	**628,710**	**692,532**	**725,707**	**738,963**
Broadband Subscribers (Primary)	**Nos.**	**58,519**	**72,482**	**67,709**	**72,482**	**77,609**	**79,182**	**72,503**
Total owned network length*	Kms	49,071	55,535	53,117	55,535	58,516	61,988	64,065
Towns covered	Nos.	48	70	67	70	74	78	78

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

Key Operating Highlights (Cont'd.)

Particulars	Unit	FY15	FY16	Q3 FY16	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17
Cable TV ARPU (Primary)	INR/ Sub/ Month	154	151	152	151	152	153	150
Broadband ARPU	INR/ Sub/ Month	394	398	396	398	401	406	394
Average employees	Nos.	891	1,309	1,331	1,567	1,730	1,742	1,778
Per user per month data usage	MB	3,143	3,915	4,606	4,653	5,329	4,562	5,415
Pay Channel cost per cable TV customer	INR/ Sub/ Month	61.14	56.82	57.05	56.29	50.31	40.62	41.83
Pay Channel cost as a % of cable TV subscription	%	43.3%	43.3%	43.0%	40.4%	36.0%	29.1%	30.6%

Consolidated Summarized Profit & Loss Statement

Particulars (Rs. million)	9M FY17	9M FY16	Y-o-Y Growth	Q3 FY17	Q3 FY16	Y-o-Y Growth	Q2 FY17	Q-o-Q Growth
Revenues from operations	1,573	1,344	17.0%	512	480	6.5%	537	-4.8%
Other Income	17	71	-76.0%	7	22	-69.4%	5	31.3%
Total Revenue	1,590	1,416	12.3%	518	502	3.2%	542	-4.4%
Total Expenditure	1,162	896	29.6%	400	315	27.0%	372	7.7%
- Programming Cost	278	275	1.1%	92	91	0.6%	86	6.3%
- Bandwidth Cost (Broadband)	74	41	80.0%	27	15	83.5%	26	5.7%
- Bandwidth Cost (Digital)	36	3	1176.4%	12	2	646.5%	11	8.2%
- Employee Benefit Expenses	186	162	14.6%	63	57	11.4%	60	4.9%
- Bad Debt & Provisions	207	105	96.7%	83	38	121.6%	66	26.1%
- Other Expenses	380	310	22.7%	122	113	8.3%	122	0.5%
EBITDA (Excluding Other Income)	411	448	-8.2%	111	165	-32.6%	166	-32.7%
EBITDA (Including Other Income)	428	519	-17.5%	118	187	-36.9%	171	-30.8%
EBITDA margin (Excluding Other Income)	26.1%	33.3%	-720 bps	21.8%	34.4%	-1260 bps	30.9%	-910 bps
EBITDA margin (Including Other Income)	26.9%	36.7%	-980 bps	22.8%	37.3%	-1450 bps	31.5%	-870 bps
Finance Costs	190	174	9.0%	65	58	10.7%	63	3.2%
Depreciation and Fixed Assets written off	192	205	-6.0%	67	74	-10.3%	65	2.6%
Amortization Expense	23	28	-18.6%	8	9	-4.4%	7	13.5%
PBT	**23**	**112**	**-79.1%**	**-21**	**46**	**-146.0%**	**36**	**-158.8%**
PAT	**6**	**92**	**-93.2%**	**-28**	**39**	**-171.4%**	**25**	**-209.3%**
PAT *Margin*	0.4%	6.5%	-610 bps	-5.4%	7.7%	NM	4.7%	NM

* Bandwidth cost related to signal uplinking, which was included in broadband bandwidth cost has now been included in other expenses.

Balance Sheet and Cash Flow Snapshot

Particulars (Rs. million)	As on Dec. 31, 2016	As on Sept. 30, 2016	As on March 31, 2016	As on March 31, 2015
Assets				
Non-current assets	3,927	3,909	3,361	2,221
Current assets	945	885	1,142	1,520
Total assets	**4,872**	**4,794**	**4,503**	**3,741**
Liabilities				
Shareholders' Funds	1,402	1,430	1,395	1,271
Non-current liabilities	1,257	1,316	1,236	1,080
Current liabilities	2,213	2,048	1,872	1,390
Total Liabilities	**4,872**	**4,794**	**4,503**	**3,741**
CAPEX	431	439	1230	329
Gross Debt	1,776	1,802	1,719	1,448
Net Debt	1,718	1,729	1,430	263
Networth	1,402	1,436	1,395	1,271

Key Financial Ratios

Particulars	FY15	FY16	Q3 FY16	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17
Cable TV gross margin*	68%	71%	71%	74%	73%	77%	74%
Broadband gross margin	83%	88%	88%	86%	82%	79%	74%
EBITDA Margin excluding Other Income	34.5%	32.9%	34.4%	31.8%	25.5%	30.9%	21.8%
EBITDA Margin including Other Income	37.0%	35.8%	37.3%	33.6%	26.3%	31.5%	22.8%
PAT Margin	3.5%	6.1%	7.7%	5.0%	1.6%	4.7%	-5.4%
Net debt to Equity	0.2	1.0	0.8	1.0	1.2	1.2	1.2
Net Debt to EBITDA (LTM)	0.4	2.0	1.5	2.0	2.4	2.5	2.8
Return on shareholder's equity	7.6%	8.9%	11.6%	8.0%	2.5%	7.2%	NM
Return on Capital Employed (pre tax)	13.6%	13.2%	14.6%	13.6%	9.0%	12.3%	5.4%
Receivable Days	43	61	49	61	65	81	102

Notes:

1. Return on Shareholder's Equity is calculated as: PAT/ Average Networth. 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)	9M FY17	9M FY16	Y-o-Y Growth	Q3 FY17	Q3 FY16	Y-o-Y Growth	Q2 FY17	Q-o-Q Growth
Connection Fees – Cable TV	113	23	387.5%	25	10	163.2%	42	-40.8%
Cable Subscription Fees	873	618	41.4%	300	212	41.1%	297	1.0%
Channel Carriage Fees	246	273	-9.9%	75	98	-23.2%	81	-7.4%
Total Cable TV Services Revenue	**1,232**	**914**	**34.9%**	**400**	**320**	**25.0%**	**420**	**-4.8%**
Connection Fees – Internet	14	19	-27.8%	2	6	-60.5%	5	-50.8%
Internet Subscription Fees	268	220	21.6%	85	77	10.5%	95	-10.6%
Total Broadband Services Revenue	**282**	**240**	**17.6%**	**87**	**83**	**5.1%**	**100**	**-12.6%**
Income from Infrastructure Leasing	36	169	-78.4%	17	70	-75.8%	10	70.9%
Other operating income	23	22	1.5%	8	8	-3.2%	8	0.0%
Total Revenue from Operations	**1,573**	**1,344**	**17.0%**	**512**	**480**	**6.5%**	**537**	**-4.8%**

Region-wise Summarized Statement of Operations

Core Market (Odisha)

Particulars	9M FY17	9M FY16	Y-o-Y Growth	Q3 FY17	Q3 FY16	Y-o-Y Growth	Q2 FY17	Q-o-Q Growth
Total revenues	1,217	1,231	-1.1%	379	437	-13.4%	416	-8.9%
EBITDA	482	578	-16.6%	136	218	-37.7%	174	-21.9%
EBIDTA Margin	39.6%	47.0%	-740 bps	35.8%	49.8%	-1400 bps	41.8%	-600 bps
Closing Homes Passed	837,988	761,086	76,902	837,988	761,086	76,902	837,042	946
Closing Subscribers	539,229	506,513	32,716	539,229	506,513	32,716	543,132	-3,903
Subscribers in pipeline	5,694	27,452	-21,758	5,694	27,452	-21,758	11,121	-5,427

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

Particulars	9M FY17	9M FY16	Y-o-Y Growth	Q3 FY17	Q3 FY16	Y-o-Y Growth	Q2 FY17	Q-o-Q Growth
Total revenues	342	106	223.3%	128	43	201.4%	117	9.2%
EBITDA	7	-50	NM	6	-22	-125.0%	8	-31.0%
EBIDTA Margin	2.0%	-47.0%	NM	4.4%	-52.5%	NM	6.9%	-250 bps
Closing Homes Passed	515,368	273,886	241,482	515,368	273,886	241,482	499,385	15,983
Closing Subscribers	272,237	119,962	152,275	272,237	119,962	152,275	261,757	10,480
Subscribers in pipeline	30,994	63,833	-32,839	30,994	63,833	-32,839	49,916	-18,922

Note: *The financial figures are before apportionment of corporate common service expenses/revenue*

Update on Key Operational Challenges

	Current scenario	Outlook
Collection / Bad debts / Debtor days	• Collections in newer markets have been relatively slow – infrastructure on the ground for collection not adequate • Collections in older subscriber base suffered due to the process of transition from Analog to Digital and demonetization • Ortel follows an aggressive stance in providing for Bad debts and hence the shortfall in collection is factored into P&L statement to a large extent	• Expect to have adequate infrastructure for collections in place for new markets shortly • Full digitization base to assist in controlling Debtor Days and Bad Debts
Cable Average Revenue Per Unit (ARPU)	• ARPUs has remained flat at Rs.150 largely because newer subscriber acquisitions have come at a much lower ARPU • In addition, as the Company integrates new subs from Local Cable Operators, it has to initially absorb tax • RPUs from older subscriber base remains stable & healthy • Growth in cable TV subscribers through organic route are typically at lower ARPU	• <u>Strength of the 'last mile' model:</u> After the initial consolidation phase, the Company believes it should be able to pass on tax and appropriate ARPU increases in the new sub base • Penetration to improve in the older markets through organic route
Subscribers	• Cable TV Subscriber additions have been impacted due to delay in closure of debt • Demonetization and increased competitive situation impacted broadband subscriber growth	• Expect to tie-up remaining debt shortly - remain committed to achieve the stated target of 1 million subscribers • After one quarter of negative growth, Broadband net growth has turned positive starting Jan-2017 and is expected to grow further going forward

9M FY2017 Financial and Operational Discussions (Y-o-Y)

- Total revenues increased by 17% to Rs. 1,573 million
  - Growth in Cable TV Revenues stood at 35%, while Broadband Revenues reported a growth of 18%
- Total expenditure stood at Rs. 1,162 million, higher by 30% Y-o-Y
  - Programming cost stood at Rs. 278 million from Rs. 275 million in 9M FY16
  - Bandwidth cost (digital) increased to Rs. 74 million vis-à-vis Rs. 41 million in 9M FY16 as a result of higher intercity carrying costs for expansion of digital services
    - The overall impact of bandwidth cost will get neutralized as we increase the digital penetration
  - Employee expenses increased to Rs. 186 million, higher by 15%
  - Bad Debt & Provisions stood at Rs. 207 million
- EBITDA (including other income) came in at Rs. 428 million
  - EBITDA Margin stood at 26.9%
- Profit after tax came in at Rs. 6 million as compared to Rs. 92 million in the corresponding period of last year

Q3 FY2017 Financial and Operational Discussions (Y-o-Y)

- Total revenues increased by 3% to Rs. 518 million
  - Growth in Cable TV Revenues stood at 25%, while Broadband Revenues reported a growth of 5%
- Total expenditure stood at Rs. 400 million, higher by 27% Y-o-Y
  - Programming cost stood at Rs. 92 million from Rs. 91 million in Q3 FY16
  - Bandwidth cost (digital) increased to Rs. 12 million vis-à-vis Rs. 2 million in Q3 FY16 as a result of higher intercity carrying costs for expansion of digital services
    - The overall impact of bandwidth cost will get neutralized as we increase the digital penetration
  - Employee expenses increased to Rs. 63 million, higher by 11%
  - Bad Debt & Provisions stood at Rs. 83 million
- EBITDA (including other income) came in at Rs. 118 million
  - EBITDA Margin stood at 22.8%
  - Gross Margin for Cable and Broadband segments stood at 74% & 74% respectively
- Net Loss of Rs. 28 million as compared to a Net Profit Rs. 39 million in the corresponding quarter of last year

Management Comment

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

"Our performance during the quarter was impacted due to a combination of factors which weakened some of our key operating parameters. In spite of this, we have demonstrated a healthy growth in revenues from both Cable TV and Broadband Business on a Y-o-Y basis both for Q3 and 9M FY17. I am also happy to inform that our Business outside Odisha which turned EBIDTA positive last quarter has remained so during this quarter.

Overall, we have demonstrated that a strong B2C focused last mile business model in our core market can be profitable and remain confident of replicating the same across newer markets. We continue to believe that this is a sustainable model as we can capture the entire revenue stream across the value chain."

Glossary

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

Conference Call Details

Ortel Communications' Q3 & 9M FY2017 Earnings Conference Call

Time	• 04.30 pm IST on Monday, February 13, 2017
Conference dial-in	• Primary number: +91 22 3938 1071 • India Local access Number: 3940 3977
Toll Free Number	• Hong Kong: 800 964 448 • Singapore: 800 101 2045 • UK: 0 808 101 1573 • UK – London: 4420 3478 5524 • USA: 1 866 746 2133 • USA – Los Angeles: 1 323 386 8721

About Us

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.

For further information, please contact:

Ortel Communications Limited
irteam@ortelgroup.com
www.ortelcom.com

Anoop Poojari / Nishid Solanki
CDR India
Tel: +91 22 6645 1211/ 6645 1221
Email: anoop@cdr-india.com
nishid@cdr-india.com