GTPL Hathway Ltd — FY 2023 Annual Report Analysis

Annual Report Analysis (Consolidated)

Investor Snapshot

- **GTPL Hathway maintains regional dominance as the #1 MSO in Gujarat and #2 in West Bengal, successfully pivoting toward a high-growth broadband model with 920k active users.**
- **Top-line growth remains steady at 10.35% YoY (□2,664 Cr), supported by a 13% expansion in the broadband subscriber base and 7% growth in cable TV.**
- ***EBITDA margins contracted significantly from 22.08% to 17.49%, primarily driven by a 17.16% surge in pay channel costs that outpaced revenue growth.***
- ***Bottom-line performance deteriorated with PAT falling 40% to 125 Cr, leading to a sharp dilution in ROCE from 27% to 15% as the asset base expanded without immediate profit accretion.***
- **The balance sheet remains a core strength with a conservative Debt/Equity of 0.14x, interest coverage of 46.6x, and a net debt-free status providing a robust liquidity buffer.**
- **Cash conversion is exceptional with CFO at □583 Cr (4.66x PAT), though this was largely aided by aggressive trade payable management, which increased by 34%.**
- Capital expenditure of □467 Cr (80% of CFO) underscores a heavy reinvestment cycle to make 75% of the network FTTX-ready, targeting 5.3M home-passes.
- ***Earnings quality is moderate, impacted by 12.52 Cr in non-recurring provision write-backs and 16.55 Cr in accelerated depreciation due to technological obsolescence.***
- **Governance standards are high with zero promoter pledges and a 50% independent board, though RPT placement income at 7.88% of revenue warrants monitoring.**
- ***The primary valuation overhang is a 975.42 Cr contingent liability related to DoT AGR demands, alongside 74.91 Cr in "zombie" receivables aged over three years.***
- The outlook depends on the "Pipe to Platform" transition and the ability to convert the existing 5.3M home-passes into active broadband subscribers at a >25% conversion rate.
- Investment View: Watch; maintain caution until EBITDA margins stabilize above 20% and regulatory clarity on the AGR dispute is achieved.

#	Analytical point	Sentiment
1	**GTPL Hathway maintains regional dominance as the #1 MSO in Gujarat and #2 in West Bengal, successfully pivoting toward a high-growth broadband model with 920k active users.**	—
2	**Top-line growth remains steady at 10.35% YoY (□2,664 Cr), supported by a 13% expansion in the broadband subscriber base and 7% growth in cable TV.**	—
3	***EBITDA margins contracted significantly from 22.08% to 17.49%, primarily driven by a 17.16% surge in pay channel costs that outpaced revenue growth.***	—
4	***Bottom-line performance deteriorated with PAT falling 40% to 125 Cr, leading to a sharp dilution in ROCE from 27% to 15% as the asset base expanded without immediate profit accretion.***	—
5	**The balance sheet remains a core strength with a conservative Debt/Equity of 0.14x, interest coverage of 46.6x, and a net debt-free status providing a robust liquidity buffer.**	—
6	**Cash conversion is exceptional with CFO at □583 Cr (4.66x PAT), though this was largely aided by aggressive trade payable management, which increased by 34%.**	—
7	Capital expenditure of □467 Cr (80% of CFO) underscores a heavy reinvestment cycle to make 75% of the network FTTX-ready, targeting 5.3M home-passes.	—
8	***Earnings quality is moderate, impacted by 12.52 Cr in non-recurring provision write-backs and 16.55 Cr in accelerated depreciation due to technological obsolescence.***	—
9	**Governance standards are high with zero promoter pledges and a 50% independent board, though RPT placement income at 7.88% of revenue warrants monitoring.**	—
10	***The primary valuation overhang is a 975.42 Cr contingent liability related to DoT AGR demands, alongside 74.91 Cr in "zombie" receivables aged over three years.***	—
11	The outlook depends on the "Pipe to Platform" transition and the ability to convert the existing 5.3M home-passes into active broadband subscribers at a >25% conversion rate.	—
12	Investment View: Watch; maintain caution until EBITDA margins stabilize above 20% and regulatory clarity on the AGR dispute is achieved.	—

1. Business overview

- **Business Segments:** GTPL Hathway has transitioned from a traditional Multi-System Operator (MSO) into a comprehensive "Entertainment and Connectivity" player, bifurcated between a mature Digital Cable TV segment and a high-growth Broadband segment.
- **Revenue Drivers:** Shifting from pure carriage/subscription fees to a "bundled aggregator" model. Key drivers include the **GTPL Genie+** OTT aggregation service and a "Build your Bundle" pricing strategy.
- **Cost Drivers:** Heavily influenced by broadcaster relationships (200+ broadcasters), a decentralized network of 39,000+ Local Cable Operator (LCO) partners, and the shift toward **GPON-FTTH** technology.
- **Industry Position:** #1 MSO in India; #1 in Gujarat; #2 in West Bengal; #6 Private Wireline Player in India.
- **Expansion Plans:** Deepening penetration in 1,400+ towns across 22 states, with a specific push into North-East and Southern markets (Andhra Pradesh, Telangana, Tamil Nadu).
- **Acquisitions:** Increased stake in **GTPL Rajwadi Network** from 25% to 72% to gain operational control and margin capture.
- **Capacity Additions:** Added 600,000 new home-passes in FY23, totaling 5.30 million, providing a runway for subscriber conversion.
- **Segment Performance:** Digital Cable TV saw 7% subscriber growth; Broadband saw 13% subscriber growth.

- **Geographical Presence:** Dominant regional player with a 97,000+ km fiber optic network (7,500 km underground), focusing on hyper-local content to compete with national telcos.

2. Management commentary & outlook

- Management is pursuing an "aggressive pragmatism" strategy, leaning into their 16-year brand heritage to appeal to a younger, data-hungry demographic via the **#AbKeZamaneKaConnection** campaign.
- The overarching strategy is a pivot "From Pipe to Platform," moving away from being a "dumb pipe" provider to a neutral aggregator of linear TV and OTT content.
- Technological partnerships with **Oracle (Exadata), Nokia (BNG), and Aprecomm (AI)** are being leveraged to improve "Quality of Experience" (QoE) and proactive service delivery.
- Management highlights a "Net Debt Free" status, allowing for expansion funding through internal accruals rather than external leverage.
- A primary execution challenge is the conversion of 5.3 million "Home-passes" into "Active Subscribers" (currently 0.92 million), addressing the underutilized infrastructure.
- The company is defending its "fortress markets" (Gujarat and West Bengal) while using generated cash flows to seed growth in newer territories.
- The reliance on 39,000+ LCO partners is being addressed by professionalizing the LCO layer to match the service standards of national competitors.
- The resignation of the previous Chairman (Rajan Gupta) and the appointment of Ajay Singh marks a leadership shift coinciding with the digital-first connectivity pivot.
- **Management Tone:** Management is projecting high confidence in their "Net Debt Free" balance sheet and their ability to outmaneuver larger players through regional expertise and AI-driven network optimization. However, the tone suggests a business in a critical transition phase—moving from a legacy cable provider to a digital-first connectivity hub. The focus on "FTTX conversion" indicates that management no longer views Cable TV as the primary growth engine, but rather as a funnel for Broadband and OTT services.

3. Financial analysis

3.1 Financial statements

P&L statement (□Cr)

Line item	Mar 2023	Mar 2022
Sales	2,664	2,414
Sales Growth %	10.35	-2.14
Expenses	2,198	1,881
Manufacturing Cost %	67	63
Employee Cost %	5	5
Other Cost %	10	10
Operating Profit	466	533
OPM %	18	22
Other Income	32	24
Exceptional items	-18.93	-18.56
Other income normal	50.85	42.54
Interest	10	14
Depreciation	319	253
Profit before tax	169	290
Tax %	26	25
Net Profit	125	219
Profit from Associates	0	0
Minority share	-11	-19
Exceptional items AT	-13	-13
Profit excl Excep	138	232
Profit for PE	126	212
Profit for EPS	114	200
Profit Growth %	-40	8
EPS (□)	10.13	17.75
Dividend Payout %	39	23

Balance sheet (□Cr)

Line item	Mar 2023	Mar 2022
Equity Capital	112	112
Reserves	991	919
Borrowings	149	130
Long term Borrowings	27	35
Short term Borrowings	113	89
Lease Liabilities	9	6
Other Borrowings	0	0
Other Liabilities	1,420	1,141
Non controlling int	107	94
Trade Payables	602	449
Advance from Customers	37	38
Other liability items	674	561
Total Liabilities	2,672	2,303
Fixed Assets	1,768	1,507
Land	0	0
Building	60	43
Plant Machinery	2,426	2,076
Equipments	12	10
Computers	51	43
Furniture n fittings	35	30
Vehicles	10	8
Intangible Assets	278	270
Other fixed assets	631	485
Gross Block	3,504	2,964
Accumulated Depreciation	1,736	1,457
CWIP	113	92
Investments	9	9
Other Assets	782	694
Inventories	43	14
Trade receivables	292	284
Receivables over 6m	173	163
Receivables under 6m	238	244
Prov for Doubtful	-119	-123
Cash Equivalents	212	140
Loans n Advances	42	77
Other asset items	192	180

Line item	Mar 2023	Mar 2022
Total Assets	2,672	2,303

Cash flow statement (□Cr)

Line item	Mar 2023	Mar 2022
Cash from Operating Activity	583	396
Profit from operations	508	559
Receivables	-45	134
Inventory	-29	1
Loans Advances	1	8
Other WC items	108	-249
Working capital changes	36	-105
Direct taxes	38	-58
Cash from Investing Activity	-461	-311
Fixed assets purchased	-467	-310
Fixed assets sold	0	0
Investments purchased	0	0
Investments sold	0	0
Interest received	6	6
Investment in group cos	0	-7
Redemp n Canc of Shares	0	0
Acquisition of companies	0	0
Other investing items	0	0
Cash from Financing Activity	-58	-102
Proceeds from shares	0	0
Proceeds from borrowings	58	132
Repayment of borrowings	-42	-167
Proceeds from deposits	0	0
Interest paid fin	-10	-15
Dividends paid	-45	-45
Financial liabilities	-8	-6
Other financing items	-12	-1
Net Cash Flow	64	-17
Free Cash Flow	116	86
CFO/OP	117	85

Key ratios

Line item	Mar 2023	Mar 2022
Debtor Days	40	43
Inventory Days	0	0
Days Payable	0	0
Cash Conversion Cycle	40	43
Working Capital Days	-127	-96
ROCE %	15	27

3.2 Financial analysis summary

- **Revenue** grew by 10.35% to □2,664.00 Cr, primarily driven by the Cable Television Segment (□2,117.97 Cr) and Internet Service Segment (□482.83 Cr), while EPC contract income fell to zero following the completion of the Bharat Net Phase II project.
- **EBITDA Margin** contracted from 22.08% to 17.49% as Pay Channel Expenses (□1,422.08 Cr) rose by 17.16%, outpacing Revenue growth and signaling an inability to fully pass on rising content costs to subscribers.
- **PAT** declined by 40% to □125.00 Cr, further pressured by a 26% increase in Depreciation (□319.00 Cr) which included an accelerated charge of □16.55 Cr for Customer Premise Equipment due to technological obsolescence.
- **Other Income** of □32.00 Cr was bolstered by non-recurring items including □7.93 Cr from provision reversals and □4.59 Cr from sundry liability write-backs, which together contributed approximately 7.4% of Profit before tax.
- **Trade Receivables** remained relatively flat at □292.00 Cr, but quality is a concern with □74.91 Cr outstanding for over 3 years and a massive Provision for Doubtful debts of □118.72 Cr, representing 28.9% of gross receivables.
- **Working Capital** management saw Trade Payables surge by 34.12% to □602.00 Cr, significantly outpacing Sales growth and suggesting the company is stretching vendor credit to support liquidity, which helped drive Working Capital Days to -127.
- **CFO** improved to □583.00 Cr (CFO/PAT of 4.66x), largely due to the □153 Cr increase in Trade Payables and other liabilities, which more than offset the □45 Cr cash outflow from Trade Receivables and □29 Cr from Inventory.
- **Capex** intensity remained high with Fixed assets purchased of □467.00 Cr (80% of CFO), directed toward network infrastructure and STBs, resulting in a Gross Block increase to □3,504.00 Cr and CWIP of □113.00 Cr.
- **Total Debt** increased slightly to □149.00 Cr, but the company maintains a conservative Debt/Equity of 0.14 and a robust Interest Coverage of 46.6x; however, it faces unhedged foreign currency exposure of □47.11 Cr.
- **ROCE** and ROE both saw significant dilution, falling to 15.00% and 11.33% respectively, as the expanding Total Assets base (□2,672.00 Cr) failed to generate proportional growth in Net Profit.
- **Other Assets** were impacted by □20.99 Cr in "Payments made under Protest" (up 80%), reflecting intensifying legal battles, while Other Liabilities were driven by Payables for Capital Expenditure nearly doubling to □237.26 Cr, indicating heavy reliance on vendor credit to fund the infrastructure cycle.
- **Other Expenses** were pressured by Business Support Services (□53.83 Cr) and a Net Loss on Foreign Currency of □3.03 Cr, further weighing on operating margins.

- The dominant financial theme of the year is a **transition-led margin squeeze**, where aggressive infrastructure investment and rising content costs have diluted returns despite resilient revenue growth and strong, payable-driven cash flow generation.

3.3 Contingent liabilities & commitments

- **DoT AGR Demand:** ₹975.42 Cr (Principal + Interest/Penalty) related to the inclusion of non-telecom revenue in AGR for ISP license fees. This is the single largest risk, representing nearly 88% of Net Worth.
- **Customs Matters:** ₹46.42 Cr dispute regarding Set-Top Box (STB) classification.
- **Service Tax Matters:** ₹33.54 Cr in outstanding disputes.
- **Income Tax Matters:** ₹18.91 Cr in various tax-related litigations.
- **Capital Commitments:** ₹213.11 Cr for ongoing network infrastructure and STB deployment.
- **Corporate Guarantees:** ₹1.30 Cr provided for associate company Gujarat Television Private Limited.

3.9 Earnings quality & forensic checks

#	Check	Impact	Status	Notes detail
1	PAT vs CFO trend	Profit ↑ — high cash conversion	—	CFO/OP ratio improved to 117% from 85% YoY due to working capital management.
2	Receivables & channel-stuffing signal	Revenue ↑↓ — collection risk	—	Note 8(a): ₹74.91 Cr receivables >3 years old; provision coverage high at 28.9%.
3	Revenue timing	Revenue ↑ — front-loading risk	—	Note 1.5.1: Activation fees recognized on accrual; STB rent deferred over 5 years.
4	Revenue from related parties %	Revenue ↑ — high group reliance	—	Note 38: Significant intra-group operational reliance on Reliance/Hathway group entities.
5	Inventory vs revenue growth	Profit ↓ — potential obsolescence	—	Note 7: Spike in spares and maintenance items suggests aggressive stocking or slow-moving parts.
6	Inventory valuation method change	Neutral — consistent policy	—	Note 1.10: Standard cost formula used for spares and maintenance components.
7	Exceptional items in operating profit	Profit ↓ — recurring non-operating hits	—	Note 25: Includes impairment of goodwill (₹3.49 Cr) and other non-recurring adjustments.
8	Depreciation rate vs useful life policy	Profit ↓ — conservative catch-up	—	Note 2A.1: Revised useful lives and technological obsolescence led to ₹24.98 Cr total impact.
9	Provision reversals boosting PAT	Profit ↑ — non-cash gain	—	Note 25: Non-recurring "Other Income" items used to cushion declining operating margins.
10	Tax rate consistency + cash tax vs P&L tax	Profit ↓ — high non-cash tax	—	Note 12: Deferred tax of ₹27.01 Cr reflects timing differences in book vs tax depreciation.
11	CWIP age and stalling projects	Neutral — active deployment	—	Note 31: Capital commitments of ₹213.11 Cr indicate ongoing active infrastructure investment.
12	Deferred tax asset recognition adequacy	Neutral — timing differences	—	Note 12: Management expects sufficient future taxable income to realize deferred tax positions.
13	RPT quantum and trend	Revenue ↑↓ — circularity risk	—	Note 38(B): Shift in settlement terms within promoter group manages short-term cash flow.
14	Dividend paid vs FCF adequacy	Neutral — sustainable payout	—	Cash flow from operations easily covers both capex (₹467 Cr) and dividends.
15	Auditor Key Audit Matters (Goodwill)	Profit ↓ — asset impairment	—	Note 2.4: Discount rate increased to 16.8% for CGU testing, reflecting higher market risk.
16	Unhedged Forex Exposure	Profit ↑↓ — volatility risk	—	Note 34A: Net loss on foreign currency of ₹3.03 Cr in FY23 vs gain in FY22.
17	Capitalization of STB Activation Fees	Revenue ↑ — margin front-loading	—	Note 1.5.1: Mismatch between immediate fee recognition and 5-8 year STB depreciation.

4. Management & governance

A. Auditor Report & Key Audit Matters * **Audit Opinion:** Unqualified. * **KAM 1: Impairment of Goodwill:** Auditor assessed the recoverable amount of CGUs using a discount rate of 16.8%. Management recognized an impairment of ₹3.49 Cr due to underperformance in certain subsidiaries. * **KAM 2: Expected Credit Loss (ECL) on Trade Receivables:** Focus on the provision matrix for "Placement/Marketing" income. Management maintains a high provision of ₹118.72 Cr against gross receivables of ₹410.73 Cr. * **KAM 3: Revenue**

Recognition (EPC Contracts): Involved judgment on "percentage of completion" for the Bharat Net Phase II project using the "output method." * **Internal Controls:** Stated as adequate; no material weaknesses reported.

B. Related Party Transactions | Party | Relationship | Nature | Amount (□Cr) | Concern | | ------- | ---------- | -------- | ---------- | --------- | | Fellow Subsidiaries (Reliance/Hathway) | Promoter Group | Pay Channel Cost | 237.47 Cr | ***High operational dependency*** | | Fellow Subsidiaries (Reliance/Hathway) | Promoter Group | Placement Income | 209.99 Cr | Significant revenue source | | Fellow Subsidiaries (Reliance/Hathway) | Promoter Group | Trade Payables | 62.75 Cr | ***58% increase in payables*** | | Associate (Gujarat Television Pvt Ltd) | Associate | Corporate Guarantee | 1.30 Cr | Off-balance sheet risk |

- **RPT Verdict:** Monitor. While transactions are at arm's length, the 58% spike in payables to fellow subsidiaries and the high dependency on the Reliance/Hathway ecosystem for both content and placement revenue (7.88% of total revenue) warrant close monitoring.

C. Shareholding * **Promoters:** 75.00% (Stable) * **FIIs:** 8.27% (Decreasing from 9.81% in Mar 2022) * **DIIs:** 4.31% (Stable) * **Public:** 12.42% (Increasing) * **Pledged Shares:** 0.00%

D. Board Composition + KMP Compensation * **Total Directors:** 8 (50% Independent). * **Women Directors:** 1 (Divya Momaya). * **KMP Compensation:** Total KMP pay (□4.51 Cr) grew by 4.16% YoY despite a 12.57% decline in Operating Profit. * **KMP List:** Anirudhsinh Jadeja (MD - □3.68 Cr), Amit Shah (WTD - □1.06 Cr). No KMPs share the same family name. * **Correlation:** Disconnect noted between executive rewards and operational performance as EBITDA declined while pay rose.

F. Capital Allocation & Capex | Action | FY current (□Cr) | FY prior (□Cr) | % of CFO | Signal | | ------- | ------------------ | ----------------- | ---------- | -------- | | Dividends | 45.00 Cr | 45.00 Cr | 7.72% | — | | Capex | 467.00 Cr | 310.00 Cr | 80.10% | — | | Interest Payments | 10.00 Cr | 15.00 Cr | 1.72% | — | | Net Debt Change | 19.00 Cr | -35.00 Cr | 3.26% | — |

- **CAPEX Analytical Notes:**
  - **CFO Coverage of Capex**: CFO (□583 Cr) covers Capex (□467 Cr) with a ratio of 1.25.
  - **Nature of Capex**: Primarily growth capex in **Plant & Machinery (□2,426 Cr gross block)** and Intangible Assets (□278 Cr).
  - **Deployment Efficiency**: Capex rose 50.6% YoY while Revenue grew only 10.35%, indicating a significant lag in asset turnover.
  - **Key Takeaways**: The **doubling of Payables for Capital Expenditure to □237.26 Cr** indicates the company is leveraging vendor credit to fund infrastructure, masking immediate cash impact.

H. Risks * **AGR Demand (Regulatory):** □975.42 Cr potential liability from DoT. **Impact:** Could wipe out ~10% of total equity and 88% of Net Worth. * **Asset Obsolescence (Technological):** Rapid changes in STB/fiber. **Impact:** □16.55 Cr accelerated depreciation taken in FY23; risk of future write-downs. * **Forex Volatility (Financial):** □47.11 Cr unhedged exposure. **Impact:** Net loss of □3.03 Cr in FY23. * **Receivable Quality (Operational):** □74.91 Cr of receivables >3 years old. **Impact:** 28.9% of gross book is provisioned; potential for further write-offs. * **Content Cost Inflation (Market):** Pay channel expenses grew 17.16%. **Impact:** Outpacing revenue growth, leading to margin compression.

5. Scorecard & verdict

Part a: scorecard

Dimension	Rating (1–5)	Delta	Key evidence	One-line rationale
Business quality	4	→	#1 MSO in Gujarat; 13% Broadband growth	Strong regional dominance and successful pivot to high-growth broadband.
Financial health	4	→	D/E 0.14x; Interest Coverage 46.6x	Conservative leverage and strong solvency despite margin pressure.
Earnings quality	3	↓	CFO > PAT; ₹12.52 Cr provision write-backs	Strong cash flow but earnings quality diluted by non-recurring write-backs.
Management & governance	4	→	0% Pledge; 50% Independent Board	Transparent disclosures and clean shareholding, though RPT dependency is high.
Capital allocation & earnings visibility	3	↓	ROCE 15% (vs 27%); Capex/Revenue lag	Heavy reinvestment cycle not yet translating to incremental profit growth.

Business positives (for this company this year) * **Strong Cash Conversion:** CFO of ₹583 Cr significantly exceeds PAT of ₹125 Cr (4.66x ratio). * **Market Leadership:** Maintained #1 position in Gujarat and #2 in West Bengal with 7% growth in Cable TV subscribers. * **Broadband Traction:** Achieved 13% subscriber growth in the high-margin Broadband segment, reaching 920k active users. * **Conservative Leverage:** Maintained a very low Debt/Equity ratio of 0.14x and high Interest Coverage of 46.6x. * **Infrastructure Readiness:** 75% of the network is now "FTTX ready," supporting higher speeds and lower maintenance costs.

Business negatives / concerns (for this company this year) * **Margin Compression:** EBITDA margins fell from 22.08% to 17.49% due to content costs rising 17.16%. * **Regulatory Tail Risk:** Massive contingent liability of ₹975.42 Cr regarding DoT AGR demands. * **Asset Obsolescence:** Forced to take ₹16.55 Cr in accelerated depreciation due to rapid technological shifts. * **Receivable Quality:** ₹74.91 Cr of receivables are older than 3 years, with a total provision of 28.9% of the gross book. * **Return Dilution:** ROCE nearly halved from 27% to 15% as the asset base expanded without proportional profit growth.

Overall scorecard summary GTPL Hathway remains a financially robust regional leader with a clean balance sheet and exceptional cash flow generation. However, the business is currently navigating a difficult transition where heavy capital expenditure in fiber and OTT aggregation has yet to offset the margin compression in its legacy cable business. While governance is stable and leverage is low, the massive AGR contingent liability and the "zombie" receivable problem remain significant overhangs on the valuation.

Part b: governance check matrix

#	Check	Status
1	Audit opinion clean?	—
2	Promoter pledge = 0?	—
3	KMP pay < 5% of PAT?	—
4	RPT quantum < 5% of revenue?	—
5	Board > 50% independent?	—
6	At least 1 woman director?	—
7	No statutory dues outstanding?	—
8	No fraud reported?	—
9	Audit trail enabled?	—
10	Frequent Auditor change	—

Total: 9/10 — Governance Rating: 4

Part c: investor verdict

Thesis: A dominant regional connectivity player transitioning from legacy cable to high-speed broadband, offering strong cash flows but facing temporary margin pressure and significant regulatory risks. **Overall stance:** Watch **Rationale:** While the operational pivot is sound, the combination of margin contraction and the □975 Cr AGR risk requires a higher margin of safety. **Re-evaluate when:** EBITDA margins stabilize above 20% OR the DoT AGR dispute is resolved in the company's favor. **BULL CASE:** Successful conversion of the 5.3M home-passes to active broadband subscribers (at >25% conversion) could double the segment's revenue. **BEAR CASE:** Adverse Supreme Court ruling on AGR demands (□975 Cr) would necessitate a massive capital raise or debt spike, diluting equity by ~10-15%. **Key monitorable:** Broadband Active Subscribers: 0.92M → 1.20M.