



Hathway Cable & Datacom Limited

PRESS RELEASE

STAND ALONE FIRST QUARTER ENDED JUNE 30, 2013 (UNAUDITED)

The Board of Directors of Hathway Cable and Datacom Limited (Hathway) (BSE:533162 NSE: HATHWAY) in its meeting held on 12th August 2013, have taken on record the unaudited standalone financials for Q1 FY 14.

The financial statements taken on record by the Board are summarized below:

Standalone Statement of Accounts Q1FY14 (Unaudited)

	Quarter ended			Yearly
	FY13 Q4	FY14 Q1	FY13 Q1	FY13
Income Statement (INR m)				
Income from Operations				
Income from Operation	2,310.6	2,318.3	1,346.0	6,507.6
Other Operating Income	1.3	8.1	16.6	35.6
Total Income from Operations	2,311.8	2,326.5	1,362.6	6,543.2
Expenses				
Purchase of stock-in-trade	16.3	6.7	34.0	109.9
Staff Cost	105.1	137.7	101.6	422.1
Paycost	495.0	584.5	389.1	1,704.2
Other Expenses	810.6	836.7	599.5	2,621.7
Total Expenses	1,427.1	1,565.6	1,124.2	4,857.9
EBITDA	884.7	760.9	238.4	1,685.3
<i>EBITDA Margin (%)</i>	<i>38%</i>	<i>33%</i>	<i>17%</i>	<i>26%</i>
Other Income	26.0	9.5	24.6	94.7
EBITDA (Incl. Other Income)	910.7	770.4	263.0	1,780.0
Finance Cost	140.7	216.1	133.4	461.4
Foreign Exchange Gain / (Loss)	57.3	(83.2)	(45.6)	41.6
Exceptional Items	100.4	-	6.2	93.5
Prior Period Adjustments	2.5	2.5	(0.1)	7.6
Depreciation & Amortisation	441.8	415.4	236.6	1,227.1
PAT	282.7	53.2	(158.7)	32.0

Notes to Financial Statement Q1 FY14 (Unaudited):

Income from operations mainly consists of Subscription Income from Cable TV and Broadband business, Carriage and Placement Income, Advertisement Income, Activation Income from STB's and other operating Income.



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Stand Alone Q1 FY 14 (Unaudited)

Standalone Operating Revenues for the Quarter ended 30th June, 2013 at Rs 2,326 Mn. grew sequentially by 59% over the corresponding quarter previous year. EBITDA at Rs 760.9 Mn. grew sequentially by 219% over the corresponding quarter previous year.

Additionally, as per management estimates, EBITDA inclusive of Hathway's economic interest in the EBITDA of its' several Subsidiaries/JVs/Associate companies would aggregate to about Rs. 960 Mn.

Update on Cable Television Operation

Hathway continued to deploy STBs in the current quarter and as of June, 2013 along with its JV partners had cumulatively deployed over 7 Mn STBs all India (~1.8Mn STBs in Q1 FY14). The company has deployed ~2.5 Mn STBs in Phase 1 and ~4.1 Mn STBs in Phase 2 areas till Jun-13 making it the biggest MSO in Phase 1 and 2 areas. The company has adequate STB in hand and continuous to roll out its services in major Phase 3 and 4 towns. The total universe all India stood at over 10.5 Mn.

Further, as per MIB reports Cable Television is clearly the preferred choice in Phase 2 cities also with a near 90% share of Digital STBs seeded after 15th Feb 2013 being seeded by Cable MSOs.

The company has collected CRF/ CAF's from nearly 90% of the customers in Mumbai and Delhi till date and is in the process of procuring the pending forms. The company continues to aggressively collect CRF's for balance of Phase 1 and 2 cities. Further, the company has satisfactorily concluded deals with major Broadcasters for content and packaging for DAS areas.

During the quarter Hathway expanded its footprint in various new cities like Jalna, Hingoli, Jabalpur and Agra. Hathway has a presence in the under mentioned list of cities falling in Phase I and II of DAS. This gives the company a significant presence in the key HSM markets.

Hathway DAS Phase I & II Cities List

Phase I Cities	Phase II Cities		
3 Cities	26 Cities		
Mumbai	Hyderabad	Bangalore	Pimpri Chinchwad
Delhi	Patna	Mysore	Pune
Kolkata	Ahmedabad	Bhopal	Sholapur
	Rajkot	Indore	Thane
	Surat	Jabalpur	Howrah
	Vadodara	Aurangabad	Jaipur
	Faridabad	Kalyan & Dombivali	Agra
	Ranchi	Nagpur	Allahabad
		Nashik	Gaziabad



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Broadband Update

Gross Additions to the Broadband subscriber base was around 27K for the quarter. The cumulative subscriber base stood at ~424k. The company has tested its DOCSIS 3 technology for its Broadband subscribers in certain cities. With DAS being successfully implemented we expect to increase our Broadband customer base with bundled schemes to be offered shortly at competitive rates.

Fund Raising

The company is in the process of raising funds to the tune of Rs.1498 millions from its promoters and new shareholders through preferential allotment. The shares of face value Rs.10/- each are to be issued at a premium of Rs.274/- per share (adding up to Rs.284/- per share). The EGM for approving the same will be held on Monday, 19th August 2013.

Caution Concerning Forward-Looking Statements:

This document includes certain forward-looking statements. These statements are based on management's current expectations or beliefs, and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements

Hathway Cable & Datacom Limited is under no obligation to and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.

About Hathway Cable & Datacom Limited

Hathway is a leading cable television services provider in India, as well as one of the leading cable broadband services providers. We offer cable television services across 140 cities and towns and high-speed cable broadband services across 20 cities. We have won a number of awards for our cable television services such as being named "Best MSO" by the Indian Telly Awards nine times. Our Company has established 20 digital head-ends in the country.

We hold a pan India ISP license and were the first cable television services provider to offer broadband internet services. We are currently India's largest cable broadband services provider, with approximately 1.5 million two-way broadband enabled homes passes, as on March 31, 2013. In addition to our cable television and broadband service offerings, we also generate advertising and airtime revenue from advertisements aired for and on behalf of channels owned by third parties, such as the Hathway music channel.