

# Hathway Cable & Datacom Limited

## PRESS RELEASE

### UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30<sup>TH</sup> SEPT 2015

#### FINANCIAL HIGHLIGHTS

Rs. Crs	Standalone Financials						Growth over Prev Qtr
	Q2 FY16	Q1 FY16	Q4 FY15	Q3 FY15	Q2 FY15	Q1 FY15	
Subscription CATV	107.5	105.5	120.7	99.0	111.0	111.0	2%
Subscription Broadband	71.9	65.1	57.7	51.3	45.4	41.6	11%
Placement	84.8	83.8	77.5	75.8	82.4	78.2	1%
Activation	4.7	5.5	5.7	7.2	22.1	8.9	-15%
Others	5.1	4.6	8.7	5.8	2.7	10.5	11%
<b>Total Revenue</b>	<b>274.0</b>	<b>264.4</b>	<b>270.3</b>	<b>239.1</b>	<b>263.5</b>	<b>250.2</b>	<b>4%</b>
<b>Total Revenue W/o Activation</b>	<b>269.4</b>	<b>258.9</b>	<b>264.6</b>	<b>231.9</b>	<b>241.4</b>	<b>241.3</b>	<b>4%</b>
EBITDA	34.2	32.7	31.0	24.6	40.0	43.9	4%
EBITDA W/o Activation	29.5	27.3	25.2	17.4	17.9	35.0	8%

#### KEY HIGHLIGHTS

- ✓ Hathway Broadband Crosses 515,000 subscribers and 200,000 Docsis 3.0 subscribers.
- ✓ Broadband ARPUs increased Q-o-Q from ₹577 to ₹ 616 (+7%)
- ✓ Hathway CATV Universe at 12 Mn with addition of 200,000 subscribers in current quarter – Digitized 8.7 Mn subscribers.
- ✓ Hathway has successfully implemented prepaid billing of its primary subscribers in Bangalore – Prepaid billing will be implemented across all primary markets by Q4 FY16.
- ✓ In a drive to be a customer centric organisation, We have launched Self-care module having facility to add/change plan/pack, pay bill online, view program guide and log in customer requests online for our subscribers through web and Android based mobile App.

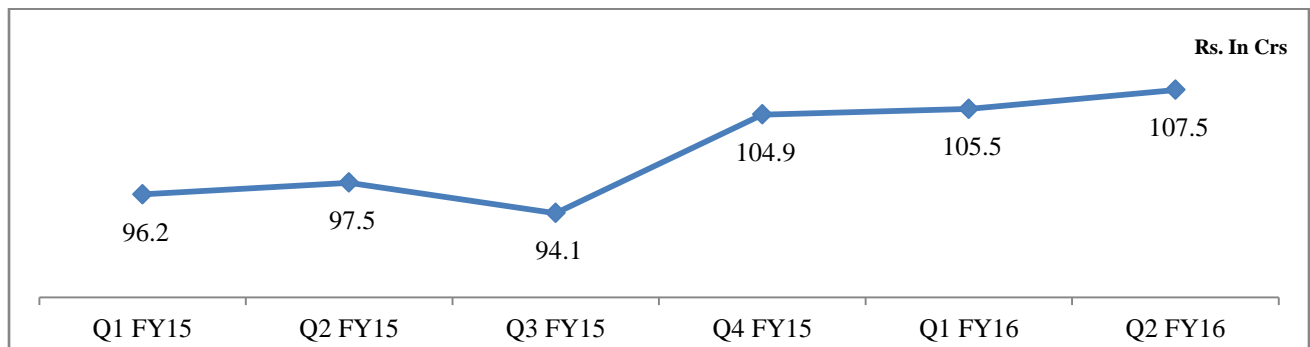
#### CATV OPERATIONAL HIGHLIGHTS

- ✓ Phase I ARPU at ₹ 100/- (net of tax). Phase II ARPU at ₹ 80/- (net of tax) as compared to ₹ 76/- (net of tax) in Q1FY16.
- ✓ Hathway has seeded around 77k boxes in Q2 FY16.

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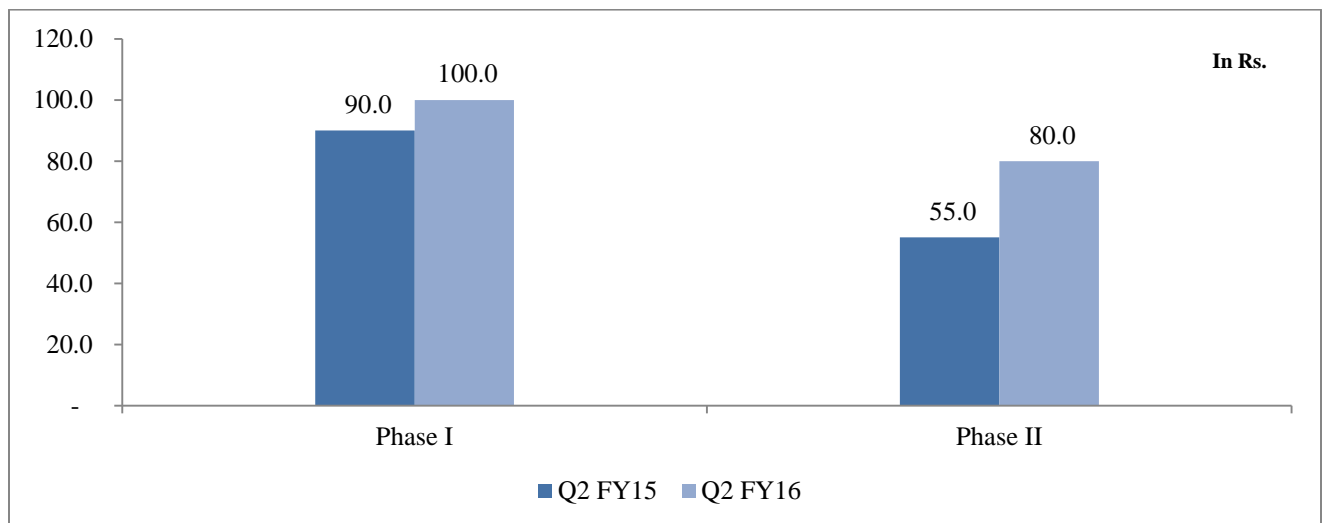
- ✓ Hathway Cable has partnered with Disney India for its Smart Games platform under active services.

## Subscription Trend:



\*Adjustments include entertainment tax, commission and feed income accrued for FY15 accounted in Q4. For feed income there is an equivalent impact in Q4 content costs.

## ARPU Comparison:



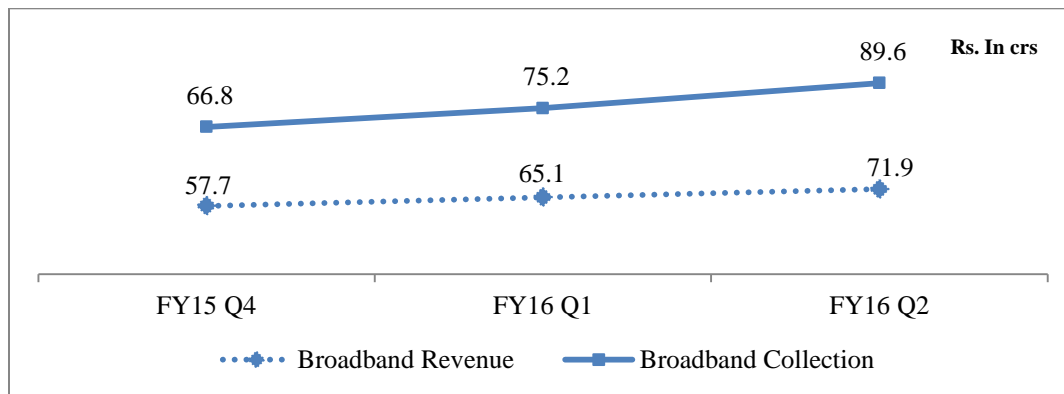
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## BROADBAND OPERATIONAL HIGHLIGHTS

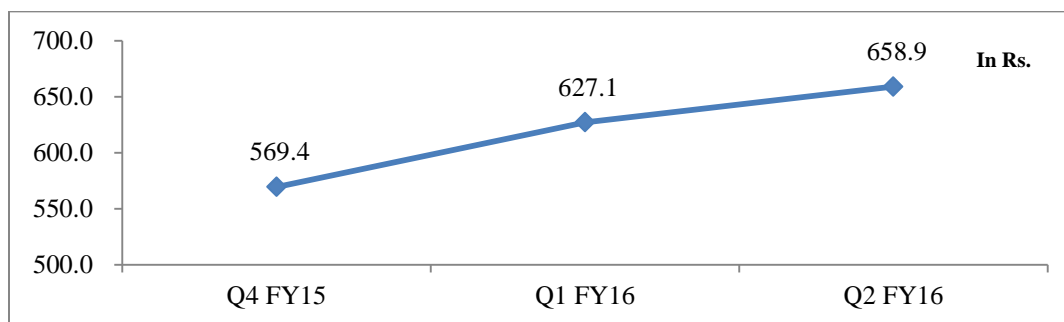
- ✓ Consolidated Broadband subscriber base increases to 515 k

Standalone Metrics:

Subscription and Collection trend:



ARPU Trend:



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## OTHER HIGHLIGHTS

- ✓ Excluding Activation Q-o-Q Standalone EBITDA grows by 8% to ₹ 29.5 Crs from ₹ 27.3 Crs
- ✓ Standalone Gross Debt – ₹ 1,251.5 Crs Net Debt – ₹ 1186.3.8 Crs.
- ✓ Consolidated gross Debt – ₹ 1,583.2 Crs Net Debt – ₹ 1421.2 Crs
- ✓ As per management estimates, Quarterly EBITDA inclusive of Hathway's economic interest in the EBITDA of its several Subsidiaries/JVs/Associate companies would aggregate to about ₹ 42.5 Crs.
- ✓ The board of Directors has approved the scheme of demerger of the broadband business to its wholly owned subsidiary -Hathway Broadband Pvt Limited.

## Closing Consolidated Subscribers Numbers

Particulars	Subs in Million
Cable Universe	12.0
CATV Digital Subscribers	8.7
CATV Paying Subscribers	6.8
Broadband Home Passed	2.6
Broadband Subscribers	0.5
Docsis 3.0 Subscribers	0.2
HD Boxes	0.07

# Hathway Cable & Datacom Limited

## Standalone Statement of Accounts Q2 FY16 (Unaudited)

The Board of Directors of Hathway Cable and Datacom Limited (Hathway) (BSE:533162 NSE: HATHWAY) in its meeting held on 6<sup>th</sup> November 2015, have taken on record the Unaudited Financials for Q2 FY 16.

The financial statement taken on record by the Board is summarized below:

STANDALONE						
HCDL- Standalone Financial	FY16 Q2	FY16 Q1	FY15 Q2	HI FY16	HI FY15	FY15
Rs. In Crs	Quarterly			YTD	YTD	
<b>Income</b>						
Net Sales/Income from Operations	272.5	263.2	262.8	535.7	512.3	1,019.4
Other Operating Income	1.5	1.2	0.8	2.7	1.4	3.5
<b>Total Income</b>	<b>274.0</b>	<b>264.4</b>	<b>263.5</b>	<b>538.4</b>	<b>513.7</b>	<b>1,022.9</b>
<b>Expenditure</b>						
Purchase of stock-in-trade	0.1	0.1	0.0	0.1	0.2	0.2
Employee Cost	17.8	17.2	16.0	35.0	30.6	61.6
Pay Channel Cost	98.3	93.3	96.8	191.6	182.6	384.0
Other Expenses	123.7	121.1	110.6	244.8	216.5	437.7
<b>Total Expenditure</b>	<b>239.9</b>	<b>231.7</b>	<b>223.5</b>	<b>471.6</b>	<b>429.8</b>	<b>883.5</b>
<b>EBITDA before Other Income</b>	<b>34.2</b>	<b>32.7</b>	<b>40.0</b>	<b>66.9</b>	<b>83.9</b>	<b>139.5</b>
<b>EBITDA before Other Income Margin %</b>	<b>12%</b>	<b>12%</b>	<b>15%</b>	<b>12%</b>	<b>16%</b>	<b>14%</b>
<b>EBITDA before Other Income and Activation</b>	<b>29.5</b>	<b>27.2</b>	<b>17.9</b>	<b>56.7</b>	<b>52.9</b>	<b>95.5</b>
Other Income	2.6	3.9	2.2	6.5	4.3	14.0
<b>EBITDA After Other Income</b>	<b>36.8</b>	<b>36.6</b>	<b>42.3</b>	<b>73.4</b>	<b>88.2</b>	<b>153.4</b>
<b>EBITDA After Other Income Margin %</b>	<b>13%</b>	<b>14%</b>	<b>16%</b>	<b>13%</b>	<b>17%</b>	<b>15%</b>
Depreciation / Amortization	61.5	59.2	50.8	120.7	98.5	227.0
Foreign Exchange Loss / (Gain)	(0.2)	(0.1)	0.5	(0.4)	(1.1)	(0.5)
Finance Cost	23.5	21.7	30.4	45.3	59.6	105.8
Exceptional Items	-	-	-	-	(28.9)	(3.8)
Prior Period Adjustment	0.9	(0.3)	(0.1)	0.6	0.2	0.3
Tax	-	-	-	-	-	-
Minority Interest	-	-	-	-	-	-
Amount transferred on change in stake	-	-	-	-	-	-
Share of Profit/ Loss of Associates	-	-	-	-	-	-
<b>PAT</b>	<b>(48.9)</b>	<b>(43.9)</b>	<b>(39.3)</b>	<b>(92.9)</b>	<b>(40.2)</b>	<b>(175.2)</b>

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**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.

<b>2QFY16 Earnings Conference Call Hathway Cable and Datacom Ltd.</b>		
November 09, 2015 at 11:00 am (IST)		
Ambit Capital is pleased to invite you to the 2QFY16 Results Conference Call of <b>Hathway Cable and Datacom Ltd.</b>		
<b>Represented by</b> Jagdish Kumar – MD & CEO Ganapathy Subramaniam – CFO		
The teleconference will be moderated by <b>Vivekanand Subbaraman, CFA, Media Analyst</b> , Institutional Equities, Ambit Capital.		
<b>Conference Call Details</b> <b>Time:</b> 11:00 am (IST)   <b>Date:</b> November 09, 2015		
Please dial the below number at least 5-10 minutes prior to the conference schedule to ensure that you are connected to the call in time.		
Primary Number India: + 91 22 6746 5878	Toll Free Number:	USA: 1 866 746 2133
Secondary Number India: + 91 22 3938 1078		UK: 0 808 101 1573
<i>The numbers listed above are universally accessible from all networks and all countries</i>		
Local Access Number:		Singapore: 800 101 2045
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