



Date: August 10, 2017

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|---|--|
| To,<br>BSE Limited<br><b>The Corporate Relationship Department,</b><br>P J Towers, Dalal Street,<br>Mumbai - 400 001.<br><b>BSE Security Code: 533162</b> | To,<br>National Stock Exchange of India Limited<br><b>Listing Department</b><br>"Exchange Plaza"<br>Bandra Kurla Complex<br>Bandra (E), Mumbai – 400 051<br><b>NSE Trading Symbol: HATHWAY</b> |
|---|--|

**Subject: Investor Update on the Un-audited Standalone Financial Results for the quarter ended 30<sup>th</sup> June, 2017**

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-audited Standalone Financial Results of the Company for the quarter ended 30<sup>th</sup> June, 2017.

Kindly take the aforesaid on record.

Thanking you,

**FOR HATHWAY CABLE AND DATACOM LIMITED**

**AJAY SINGH**

*Head Legal, Company Secretary and Chief Compliance Officer*

FCS: 5189

**Encls: As Above**

**Hathway Cable & Datacom Limited**

805/806, "Windsor", Off C.S.T.Road, Kalina, Santacruz (E), Mumbai - 400 098.

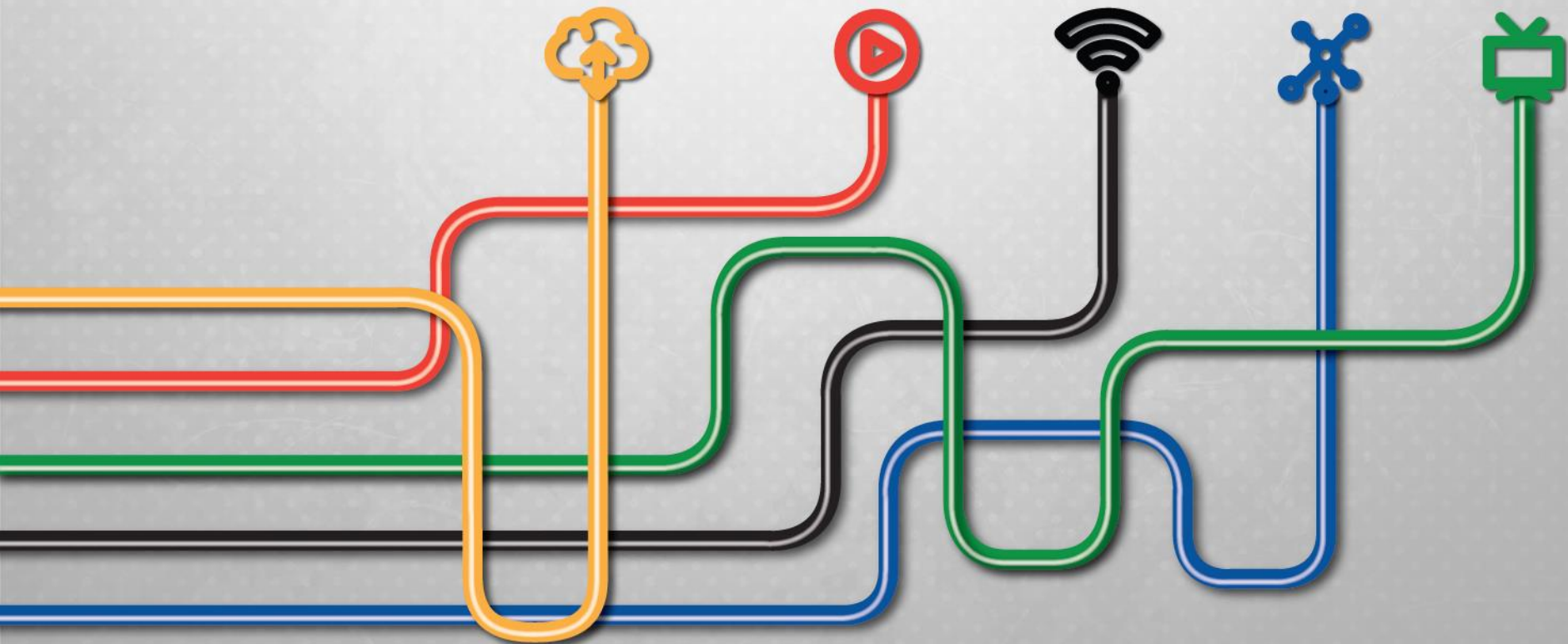
Regd. Off.: "Rahejas", 4th Floor, Corner of Main Avenue & V.P. Road, Santacruz (W), Mumbai - 400 054.

Email : [info@hathway.net](mailto:info@hathway.net), Website : [www.hathway.com](http://www.hathway.com)

CIN No. L64204MH1959PLC011421

## Hathway Cable and Datacom Limited

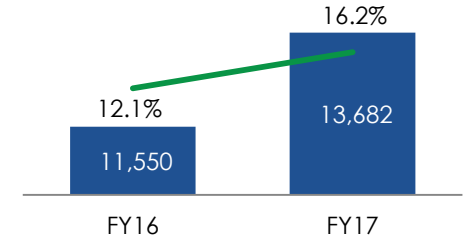
Investor Update – Q1FY18



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- Hathway Cable & Datacom Limited (Hathway) promoted by Raheja Group, is one of the largest Multi System Operator (MSO) & Cable Broadband service providers in India today.
- The company's vision is to be a single point access provider, bringing into the home and work place a converged world of information, entertainment and services.
- Hathway is listed on both the BSE and NSE exchanges and has a current market capitalisation of approximately INR 26.9 Bn as on 31<sup>st</sup> July, 2017.

**Consolidated Revenue\* (INR Mn) & EBITDA Margin (%)**



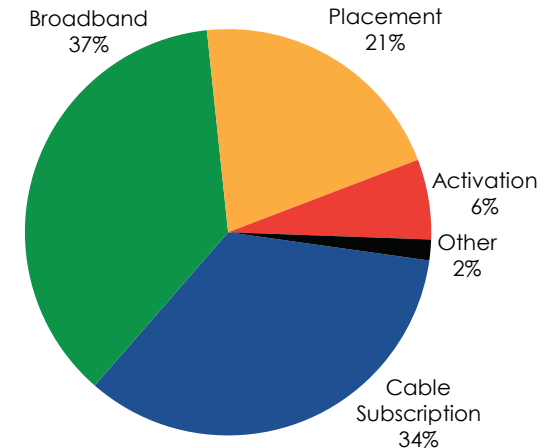
## Broadband

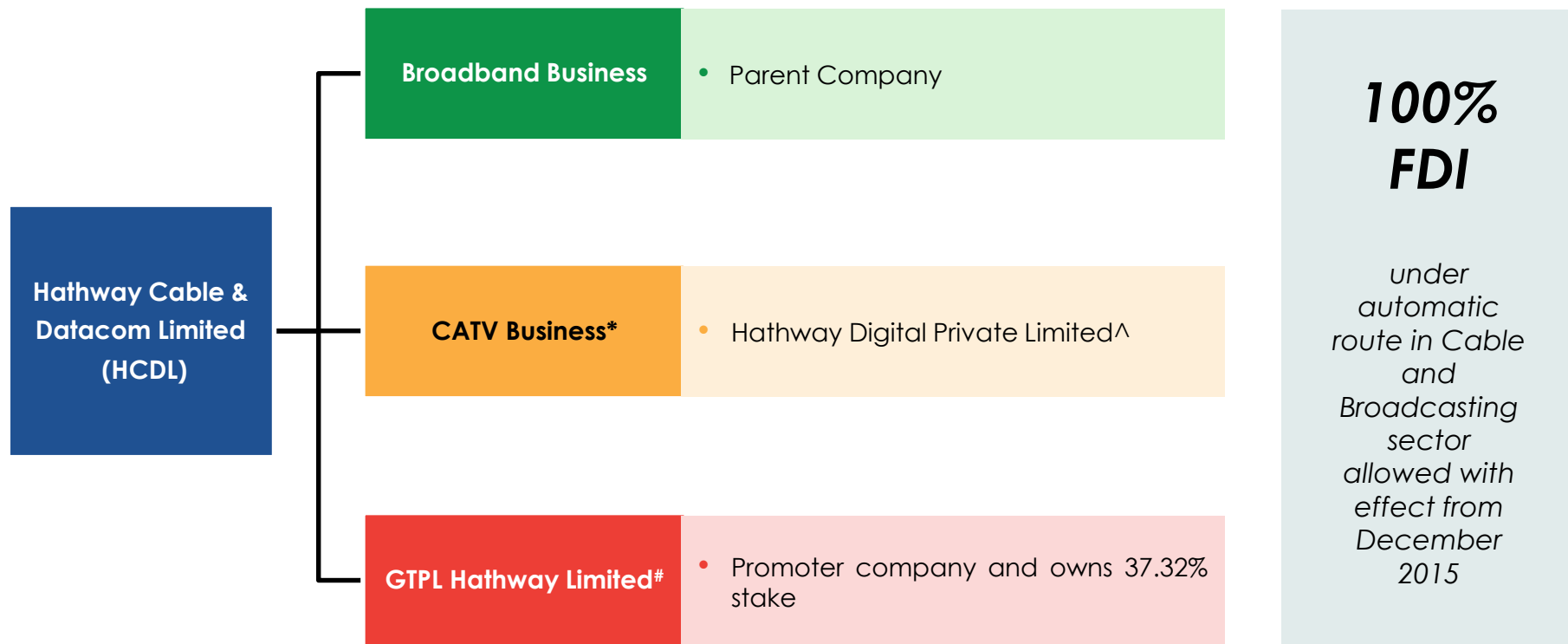
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 4.6 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.7 Mn
- High-speed cable broadband services across 12 cities (4 metros and 3 mini metros)
- More than 52% share of the total MSO cable broadband market in India

## Cable Television

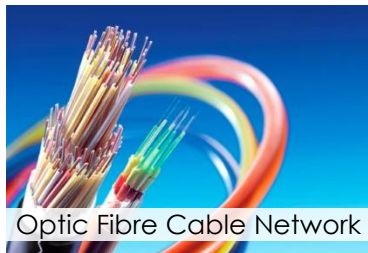
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting 7.5 Mn CATV households and 7.2 Mn digital cable subscribers
- Offers cable television services across 350 cities and major towns
- 15 in-house channels and 10 Value Added Service (VAS) channels

**FY17 Operational Revenue Break-up**





## Advanced technology and equipment provided by leading technology vendors



Optic Fibre Cable Network

- Overground: 27,000 Kms
- Underground: 500 Kms
- Leased: 4,000 Kms



Digital Headends

- 6 Primary Headends and 7 Secondary Headends



GPON Technology

- Broadband speed upto 1 Gbps
- Passive Network (No Power)
- VoD, OTT capabilities

## Leading Technology Vendors

STBs (SD & HD)



Head-ends/Compression



Modems



GPON



CAS



NOC & OSS



ERP & Billing System





## Objective

Build Value for all stakeholders in the Value chain

Differentiated customer experience



Trendsetter in broadband industry on speed, GBs, Price & Value For Money equation



Leverage broadband and Pay TV presence to give differentiated content, services and applications

Investment for growth



Increase broadband subscriber base by increasing penetration in existing geographies



Leverage Cable TV network for Broadband business for accelerating sub growth

Transform costs



Cost Leadership

- Shared services model
- Automation
- Centralization / outsourcing



- Best in class consumer/LCO user interface in Pay TV industry
- New tariff order optimize content cost

Hathway Cable and Datacom Limited (HCDL) opts to disclose only the standalone results to the stock exchanges as mandated under the SEBI (Listing Obligations and Disclosure Requirements) Regulations. In view of the transfer of CATV Biz to Hathway Digital Private Limited (HDPL), management of HCDL presented the below clubbed numbers of HCDL and HDPL merely to facilitate a high-level comparison of quarterly numbers to its board. The clubbed numbers of HCDL and HDPL are based on the standalone financial statements of each of HCDL and HDPL respectively. The numbers of HCDL have been reviewed by its audit committee and statutory auditors. The numbers of HDPL have been approved by its board. No material deviation is expected in the clubbed numbers.

| Particulars (INR Mn) | Q1 FY18 | Q4 FY17 | Growth (%) | Q1 FY17 | Growth (%) |
|----------------------|---------|---------|------------|---------|------------|
| Revenue              | 3,656   | 3,487   | 5%         | 3,045   | 20%        |
| EBITDA               | 765     | 645     | 16%        | 389     | 97%        |
| EBITDA Margins (%)   | 21%     | 18%     | 300 bps    | 13%     | 800 bps    |



## Key KPI Highlights (Continued)

- EBITDA for Q1 FY18 at Rs. 765 Mn up by 97% YoY.
- Gross revenue Rs. 3,656 Mn, up by 20% YoY.
- 30k new Broadband subscribers added in Q1 FY18, Subscriber base increased to 6.6 Lakhs.
- 2 lakhs homes passed added during the quarter, Currently stands at 4.6 Mn.
- Minimum Data limit across the country increased to 200 Gb/subscriber/month.
- 2.5 Lakhs set top boxes deployed in Phase 3 and 4 areas in Q1 FY18.
- Phase III ARPU increased by 10% to Rs. 55 Q-o-Q.
- Implemented Hathway Connect in 50% of Phase III & IV markets.
- Pursuant to offer for sale of 7.2 Mn shares in the Initial Public Offer (IPO) of GTPL Hathway Ltd, company received Rs. 1150 Mn net of issue expense and STT. This amount is used to repay the debt of the company.



# **Hathway Cable and Datacom Ltd. (HCDL)**

*Parent Company*

*Broadband Business*

- Continuous focus on network expansion; Homes Passed figure reached 4.6 Mn.
- 30 K Net adds for Q1 with acquisition ARPU of INR 770 (Excluding taxes).
- Normalization of new consumers ARPU due to increase in higher pay term plans. Increased consumers stickiness due to better VFM on these long duration pack.
- Minimum data limits across country increased to 200 GB / consumer / month. 30% of our consumers have monthly data limits of 1,000 GB.
- Sponsored YUPP TV subscription for 3 months to all our existing consumers to give more choice and flexibility in entertainment.

## Q1 FY18 Financial Highlights



**23.3%**

YoY growth in  
Broadband  
Revenue

**INR 1,290 Mn**



**27.7%**

YoY growth of  
Broadband homes  
passed and presence  
in 12 cities (4 metros  
and 3 mini metros)

**4.6 Mn**



**34.4%**

YoY growth of  
Broadband  
subscribers

**0.7 Mn**



**200 MBPS**

Maximum speed  
offered to its  
customers

**Average of 40 MBPS**



**Upto 1 TB**

Data offered  
with average  
consumption of

**78 GB**

- R Madhavan appointed as brand ambassador, new TVC commercial highlighting game changing proposition of 200 Mbps speed and 1,000 GB usage quota launched. TVC received 2.5 Mn views in less than 60 days period on You Tube.
- Increased focus on digital marketing promotions and segmented consumer marketing initiatives has helped in growth momentum.
- First quarter of upgraded tech infrastructure actually handling higher network traffic coming out of 50% increase in speed and 200% increase in data capacity. Opportunity to delight our consumers by offering better value for money.
- Docsis 3.0 technology to Docsis 3.1 technology upgradation work in progress to further enhance customer experience. Docsis 3.1 is the latest global technology for offering high speed broadband over cable.
- User friendly consumer app for handling full life cycle of consumer launched. 60% of consumers are already using app for payment, queries and complaint management.

## Q1 FY18 Financial Highlights



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**200 MBPS**

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**Average of 40 MBPS**

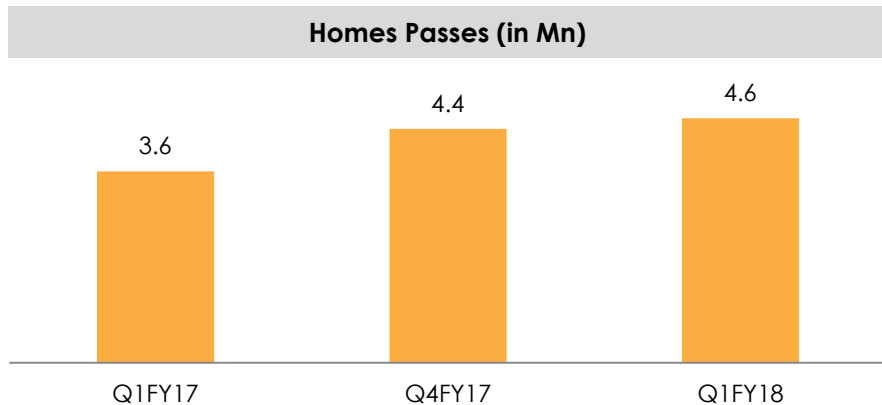


**Upto 1 TB**

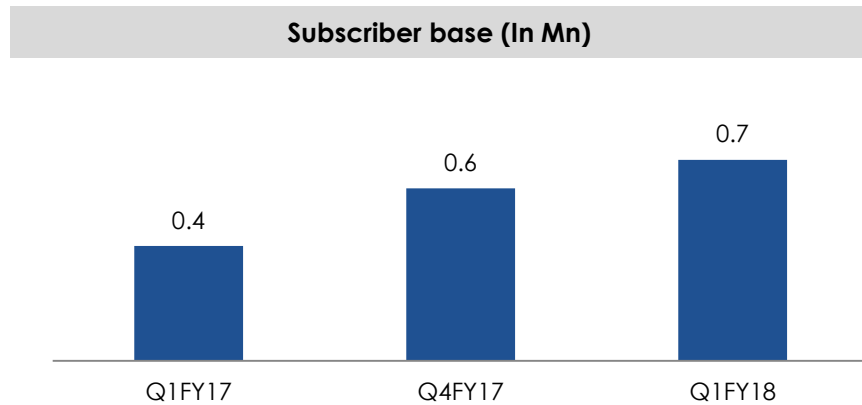
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**78 GB**

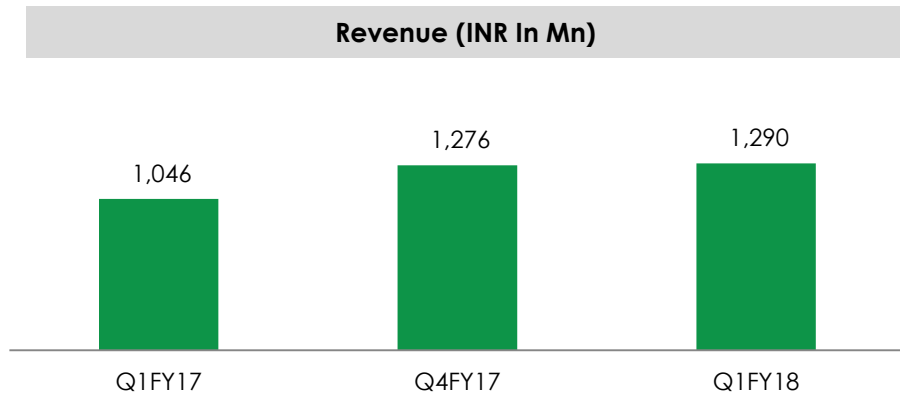
### Homes Passes (in Mn)



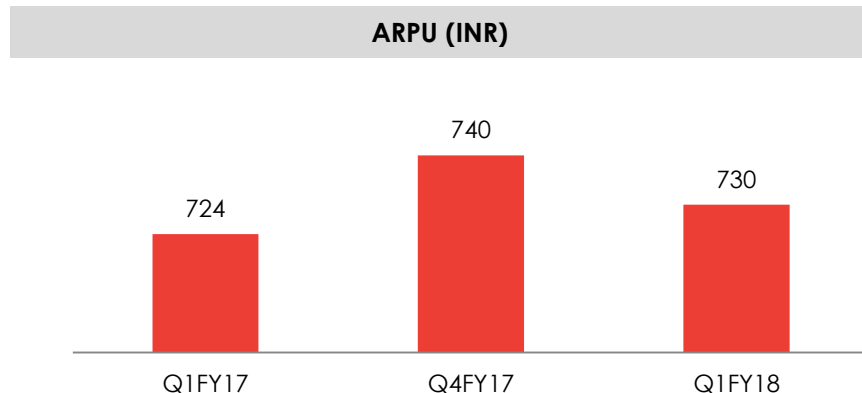
### Subscriber base (In Mn)



### Revenue (INR In Mn)



### ARPU (INR)



# Quarterly HCDL Income Statement as per Ind-AS

| Income statement (INR Mn.)                                   | Q1 FY18      |
|--|--------------|
| Subscription Broadband                                       | 1,290        |
| Other Non operational income                                 | 6            |
| <b>Total Income</b>  | <b>1,296</b> |
| Pay Channel Cost   | -            |
| Employee Cost  | 89           |
| Other Expenses   | 710          |
| <b>Total Expenditure</b>                                     | <b>799</b>   |
| <b>EBITDA</b>  | <b>497</b>   |
| EBITDA %   | 38%          |
| Depreciation / Amortization                                  | 226          |
| Finance Cost   | 171          |
| <b>PAT before exceptional item</b>                           | <b>100</b>   |
| Add: Exceptional Items - Profit on offloading of GTPL Shares | 171          |
| <b>PAT</b>   | <b>272</b>   |
| Other Comprehensive Income / (Loss) (Net of Tax)             | 3            |
| <b>Total Comprehensive Income</b>                            | <b>275</b>   |



# **Hathway Digital Pvt. Ltd. (HDPL)**

*Wholly owned Subsidiary of HCDL*

*CATV Business*

- Collections grew 29% on a YoY basis indicating superior collection efficiency.
- Seeded 250K STBs during the quarter.
- Over 52% of Phase III + IV sub base migrated to Hathway Connect portal and established price points ranging from 45 to 75 pspmm (including tax) across various markets; Additional 15% to migrate in Q2
- Blended Phase III ARPUs grew 10% QoQ from INR 50 to INR 55 during Q1
- Effected significant savings in salary costs and other overheads to the tune of 10% in Q1
- Deals concluded with all pay broadcasters and overall net content costs to grow by 10% at a per sub basis.
- Plan to effect rate hike in subscription rates in Q3 in Phase I and II markets by leveraging the prowess of Hathway Connect portal
- Hathway Connect geared to handle the business scenarios which will unfold under the new tariff order
- Launched 2 new VAS Services – Hare Krsna (Well Being) and Play My Play (Theatre)
- Entered into movie tie ups with leading Hollywood and Bollywood theatrical releases to promote brand “Hathway”

## Q1 FY18 Financial Highlights



**7.5 Mn**

Cable Universe in 13 states



**96%**

% of Digital Cable subscribers

**7.2 Mn STBs**



**350+**

Presence in cities and major towns



**31,000 Kms**

Fibre cable network

UG – 500 Kms

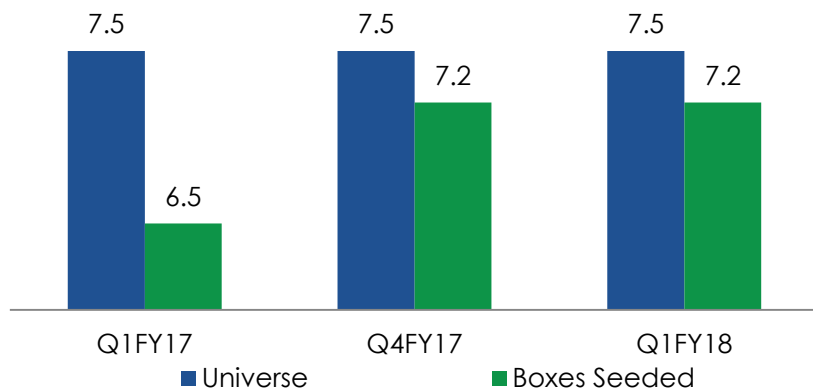


**185K**

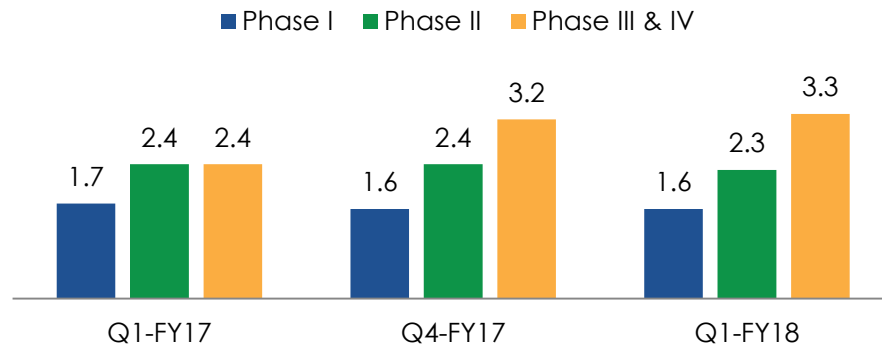
HD Subscribers



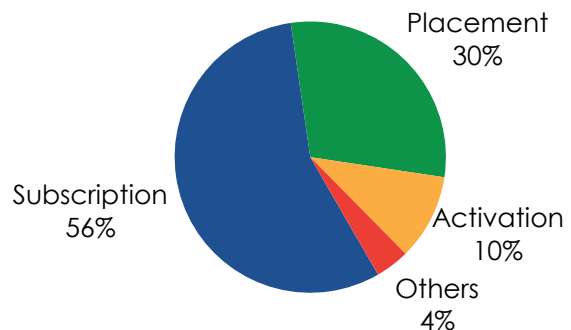
### CATV Universe and Boxes Seeded\* (In Mn)



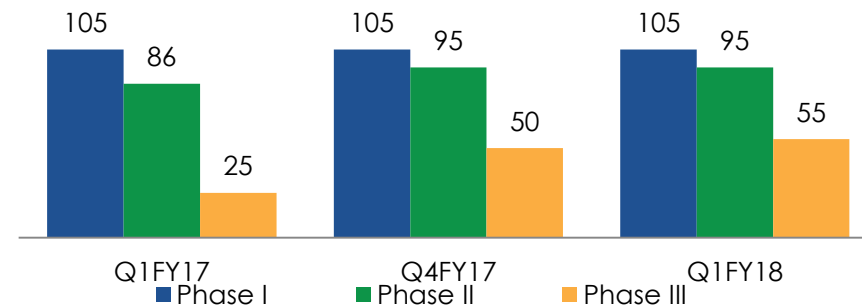
### Phase-wise Boxes Seeded\* (In Mn)



### CATV Standalone Revenue Break up (INR Mn)



### ARPU\* (INR)



\* Includes subsidiary/JV/associates, does not include GTPL Hathway Ltd

# Quarterly HDPL Income Statement as per Ind-AS

| Income statement (INR Mn.) | Q1 FY18      |
|----------------------------|--------------|
| Subscription CATV          | 1,325        |
| Placement                  | 702          |
| Activation                 | 242          |
| Other operating income     | 96           |
| <b>Total Income</b>        | <b>2,365</b> |
| Pay Channel Cost           | 1,352        |
| Employee Cost              | 214          |
| Other Expenses             | 527          |
| <b>Total Expenditure</b>   | <b>2,093</b> |
| <b>EBITDA</b>              | <b>272</b>   |
| <b>EBITDA %</b>            | <b>12%</b>   |
| Finance Cost               | 162          |
| <b>EBTDA</b>               | <b>110</b>   |



## **Financials FY16 & FY17**

# FY17 Financial Highlights as per Ind-AS

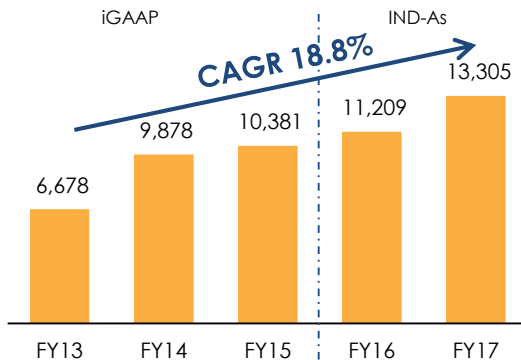


| Income statement (INR Mn)            | FY17          | FY16          | Y-o-Y          | FY17          | FY16          | Y-o-Y          |
|--------------------------------------|---------------|---------------|----------------|---------------|---------------|----------------|
|                                      | Standalone    |               |                | Consolidated  |               |                |
| CATV Subscription                    | 4,515         | 3,842         | 17.5%          | 4,728         | 3,804         | 24.3%          |
| Broadband Revenue                    | 4,803         | 3,066         | 56.6%          | 4,955         | 3,234         | 53.2%          |
| Placement                            | 2,714         | 3,220         | -15.7%         | 2,725         | 3,220         | -15.4%         |
| Activation                           | 825           | 618           | 33.5%          | 825           | 834           | -1.1%          |
| Other Income                         | 448           | 463           | -3.2%          | 449           | 458           | -2.0%          |
| <b>Total income</b>                  | <b>13,305</b> | <b>11,209</b> | <b>18.7%</b>   | <b>13,682</b> | <b>11,550</b> | <b>18.4%</b>   |
| Pay Channel Cost                     | 4,185         | 3,692         | 13.4%          | 4,717         | 4,336         | 8.8%           |
| Employee Cost                        | 865           | 796           | 8.7%           | 932           | 862           | 8.1%           |
| Other Expenses                       | 5,651         | 4,801         | 17.7%          | 5,823         | 4,961         | 17.4%          |
| <b>Total expenditure</b>             | <b>10,701</b> | <b>9,289</b>  | <b>15.2%</b>   | <b>11,472</b> | <b>10,159</b> | <b>12.9%</b>   |
| <b>EBITDA</b>                        | <b>2,604</b>  | <b>1,920</b>  | <b>35.6%</b>   | <b>2,210</b>  | <b>1,391</b>  | <b>58.8%</b>   |
| <b>EBITDA margin %</b>               | <b>19.6%</b>  | <b>17.1%</b>  | <b>250 Bps</b> | <b>16.2%</b>  | <b>12.1%</b>  | <b>410 Bps</b> |
| Depreciation                         | 3,008         | 2,545         | 18.2%          | 3,058         | 2,589         | 18.1%          |
| Finance cost                         | 1,103         | 895           | 23.2%          | 1,108         | 898           | 23.3%          |
| Exceptional items                    | 34            | 363           | -90.6%         | 7             | 174           | -95.9%         |
| Share of Profit/(Loss) of Associates | -             | -             | -              | 30            | 110           | NA             |
| <b>PBT</b>                           | <b>-1,541</b> | <b>-1,883</b> | <b>NA</b>      | <b>-1,933</b> | <b>-2,380</b> | <b>NA</b>      |
| Tax                                  | -             | -             | -              | -3            | -3            | 0.0%           |
| <b>PAT</b>                           | <b>-1,541</b> | <b>-1,883</b> | <b>NA</b>      | <b>-1,930</b> | <b>-2,377</b> | <b>NA</b>      |
| <b>PAT margin %</b>                  | <b>-11.6%</b> | <b>-16.8%</b> | <b>520 Bps</b> | <b>-14.1%</b> | <b>-20.6%</b> | <b>650 Bps</b> |
| Other comprehensive income/ (loss)   | -3            | -28           | NA             | -3            | -29           | NA             |
| <b>Total comprehensive income</b>    | <b>-1,538</b> | <b>-1,911</b> | <b>NA</b>      | <b>-1,927</b> | <b>-2,405</b> | <b>NA</b>      |
| EPS                                  | -1.86         | -2.27         | NA             | -2.32         | -2.86         | NA             |

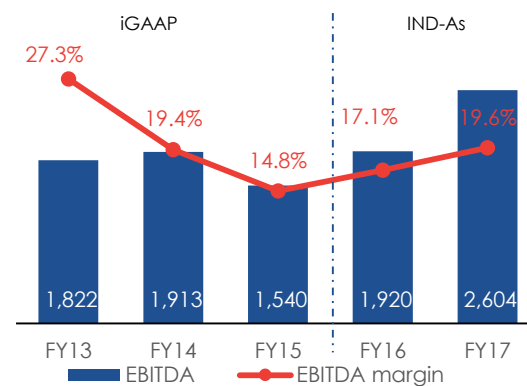
# FY17 Financial Highlights as per Ind-AS

| Statement of Assets and Liabilities (INR Mn)               | Standalone<br>FY17 | FY16          | Consolidated<br>FY17 | FY16          |
|--|--------------------|---------------|----------------------|---------------|
| <b>A. Equity and Liabilities</b>                           |                    |               |                      |               |
| <b>1.Shareholder's Funds</b>                               |                    |               |                      |               |
| a. Share Capital   | 1,661              | 1,661         | 1,661                | 1,661         |
| b. Reserves and Surplus                                    | 8,114              | 9,652         | 7,293                | 9,227         |
| <b>Sub Total – Shareholder's funds</b>                     | <b>9,775</b>       | <b>11,313</b> | <b>8,954</b>         | <b>10,888</b> |
| 2. Minority Interest                                       | -                  | -             | 9                    | 12            |
| <b>3. Current &amp; Non-current liabilities</b>            |                    |               |                      |               |
| a. Long-term and Short-term borrowings                     | 6,286              | 11,695        | 10,650               | 11,727        |
| b. Trade payables – Long & Short                           | 473                | 1,466         | 1,763                | 1,777         |
| c. Other Liabilities                                       | 4,480              | 8,906         | 12,762               | 9,144         |
| <b>Sub Total – Current &amp; Non – current liabilities</b> | <b>11,239</b>      | <b>22,067</b> | <b>25,175</b>        | <b>22,648</b> |
| <b>TOTAL – EQUITY AND LIABILITIES</b>                      | <b>21,014</b>      | <b>33,380</b> | <b>34,138</b>        | <b>33,548</b> |
| <b>B. Assets</b>   |                    |               |                      |               |
| <b>1. Non-current assets</b>                               |                    |               |                      |               |
| a. Fixed Assets  | 6,730              | 16,295        | 16,896               | 16,541        |
| b. Goodwill and other intangible Asset                     | 156                | 934           | 1,869                | 1,806         |
| c. Long term loan and advances                             | 109                | 317           | 9                    | 245           |
| d. Other non-current assets                                | 9,183              | 10,286        | 8,915                | 9,217         |
| <b>Sub Total – Non – current assets</b>                    | <b>16,178</b>      | <b>27,832</b> | <b>27,689</b>        | <b>27,809</b> |
| <b>2. Current assets</b>                                   |                    |               |                      |               |
| a. Trade Receivables                                       | 242                | 2,931         | 3,451                | 2,859         |
| b. Cash and bank balances                                  | 138                | 272           | 509                  | 416           |
| c. Other current assets                                    | 4,456              | 2,345         | 2,489                | 2,464         |
| <b>Sub Total –Current assets</b>                           | <b>4,836</b>       | <b>5,548</b>  | <b>6,449</b>         | <b>5,739</b>  |
| <b>TOTAL - ASSETS</b>                                      | <b>21,014</b>      | <b>33,380</b> | <b>34,138</b>        | <b>33,548</b> |

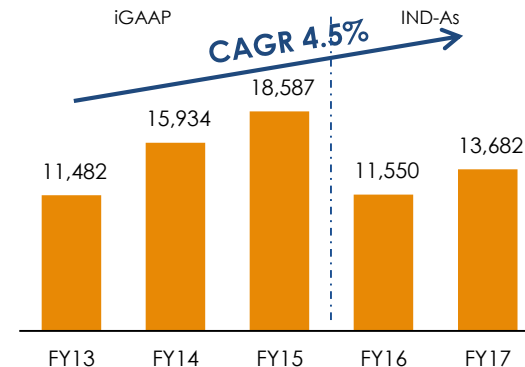
## Standalone Revenue (INR Mn)



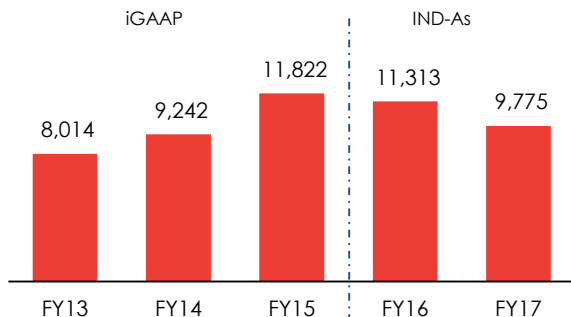
## Standalone EBIDTA & Margins (INR Mn)



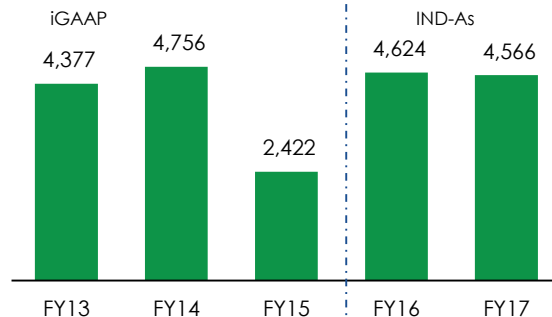
## Consolidated Revenue (INR Mn)



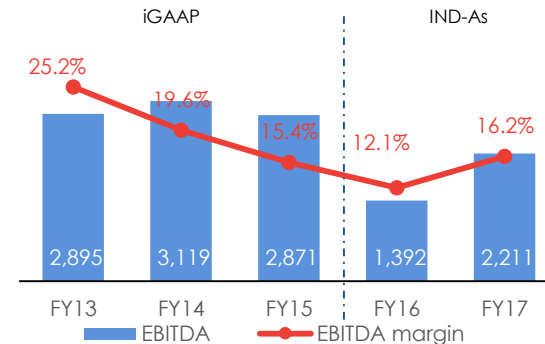
## Standalone Network (INR Mn)



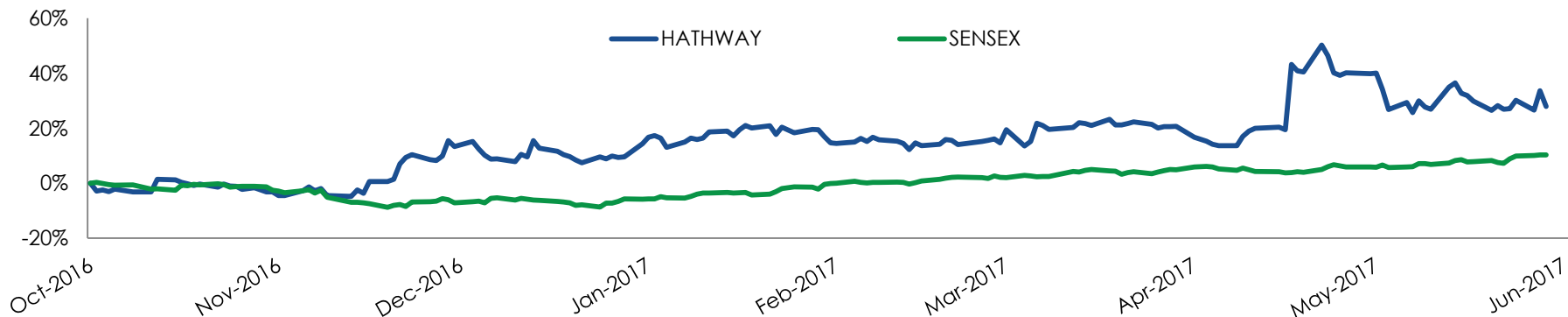
## Standalone Gross Additions of FA (INR Mn)



## Consolidated EBIDTA & Margins (INR Mn)



## Share Price Performance

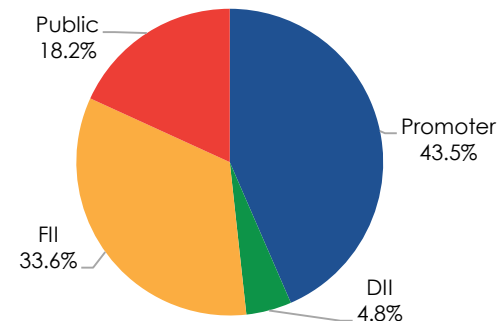


## Price Data (30<sup>th</sup> June, 2017)

INR

|                                |           |
|--------------------------------|-----------|
| Face Value                     | 2.0       |
| Market Price                   | 36.45     |
| H/L (INR)                      | 49.5/24.0 |
| Market Cap (INR Mn)            | 30,271    |
| Equity Shares Outstanding (Mn) | 830.5     |

## Shareholding Pattern (30<sup>th</sup> June, 2017)





is pleased to invite you to the  
**Q1FY18 Results Conference Call**  
of  
**Hathway Cable & Datacom Ltd.**

Represented by  
**Mr. Rajan Gupta - MD**  
**Mr. Vineet Garg - CFO**  
**Mr. Rajaraman Sundaram - COO, Video Business**

on  
**Friday, August 11, 2017**  
16:00 hrs India Time

**Call-in Numbers**

Primary / Mumbai Access Number [Toll]: (+91 22) 3938 1074

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**Thank You**