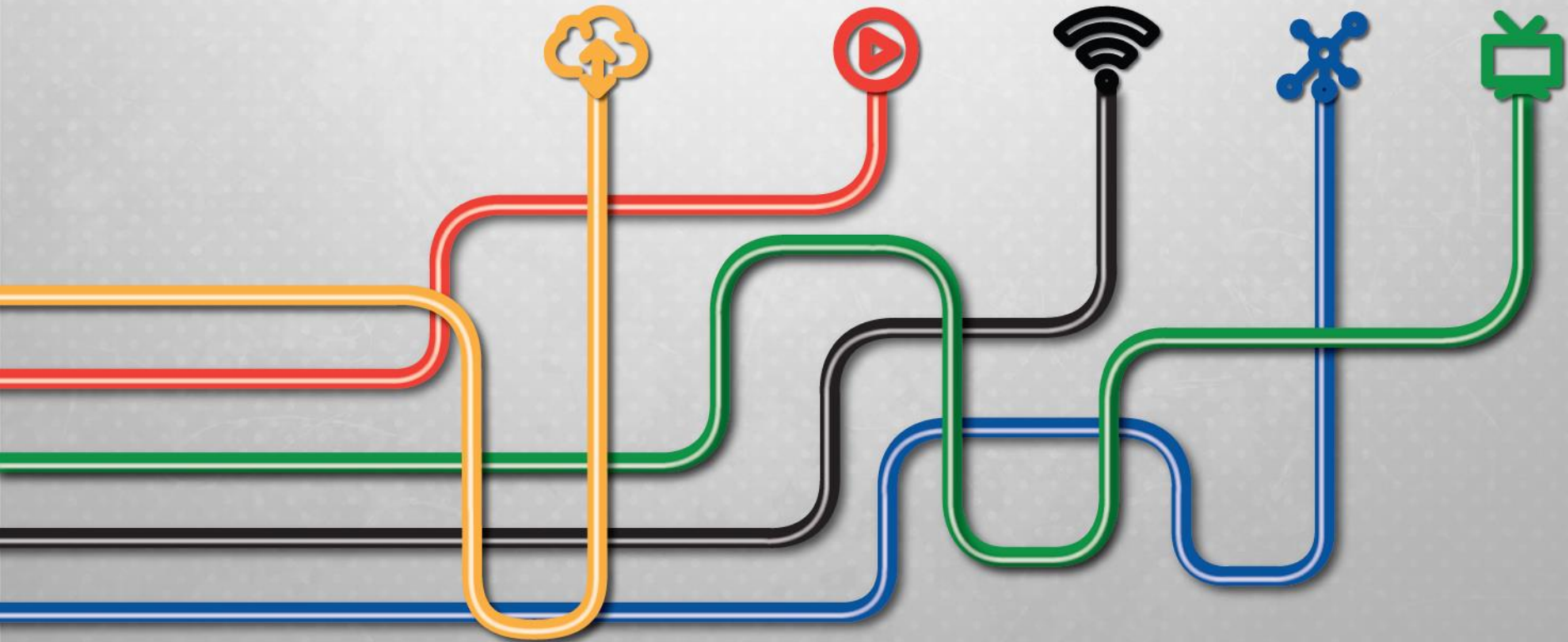


Hathway Cable and Datacom Limited

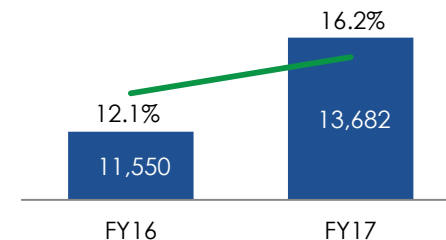
Investor Update – Q2-FY18



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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 25.2 Bn as on 31st October, 2017.

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



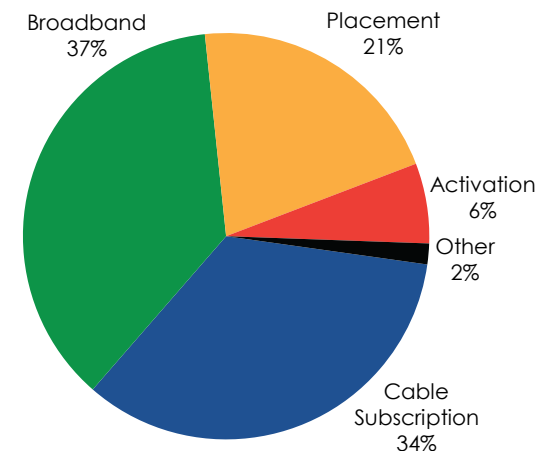
Broadband

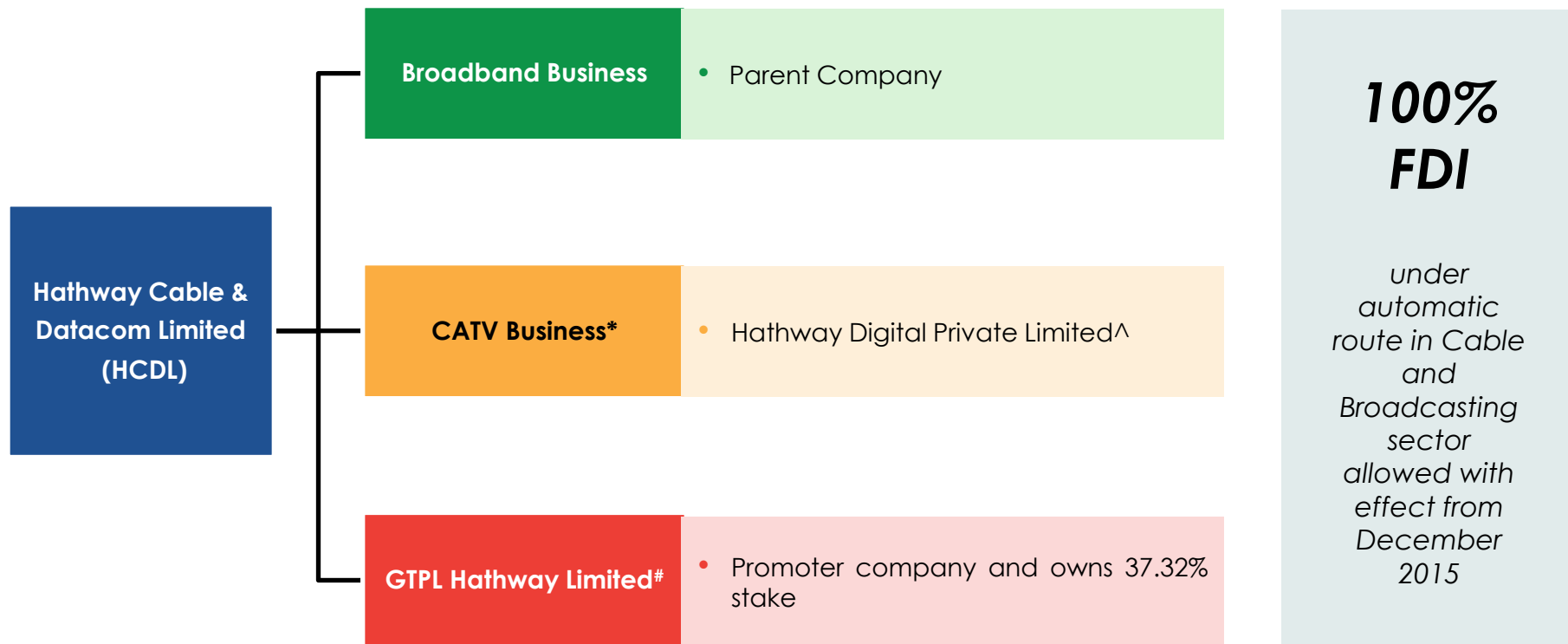
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 4.8 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.7 Mn
- High-speed cable broadband services across 12 cities (4 metros and 3 mini metros)
- More than 52% share of the total MSO cable broadband market in India

Cable Television

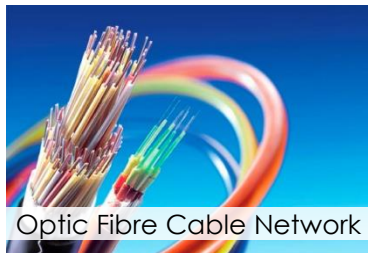
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting 7.5 Mn CATV households and 7.2 Mn digital cable subscribers
- Offers cable television services across 350 cities and major towns
- 15 in-house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

Parent Company

Broadband Business

- Continuous focus on network expansion, Homes Passed figure reached 4.8 Mn.
- 30K Net adds in Q2-FY18 with acquisition ARPU of INR 770 (Excluding taxes).
- Normalization of consumers ARPU due to increase in higher pay term plans. Increased consumers stickiness due to better VFM on these long duration pack.
- Upgraded tech infrastructure 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.
- Minimum data limits across country increased to 200 GB / consumer / month. 45% of our consumers have monthly data limits of 1,000 GB. Average GB / consumer / month has increased to 98 GB in the month of October. Strong indicator of demand side potential of high speed wireline broadband.

Q2-FY18 Financial Highlights



9.1%

YoY growth in
Broadband
Revenue

INR 1,312 Mn



24.3%

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

4.8 Mn



25.1%

YoY growth of
Broadband
subscribers

0.7 Mn



200 MBPS

Maximum speed
offered to its
customers

Average of 60 MBPS



Upto 1 TB

Data offered
with average
consumption of

98 GB

- In Partnership with Microsoft 1 TB cloud storage being given free to all yearly pay term consumers.
- 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.
- GPON FTTH Parallel network being deployed in High Potential High Penetrated Docsis home passes. Opportunity to increase market share by offering 200mbps - 500mbps speed to premium consumers.
- Microsoft CRM implementation started to use digital tools to enhance customer experience and implement preventive churn management.

Q2-FY18 Financial Highlights



9.1%

YoY growth in
Broadband
Revenue

INR 1,312 Mn



24.3%

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

4.8 Mn



25.1%

YoY growth of
Broadband
subscribers

0.7 Mn



200 MBPS

Maximum speed
offered to its
customers

Average of 60 MBPS

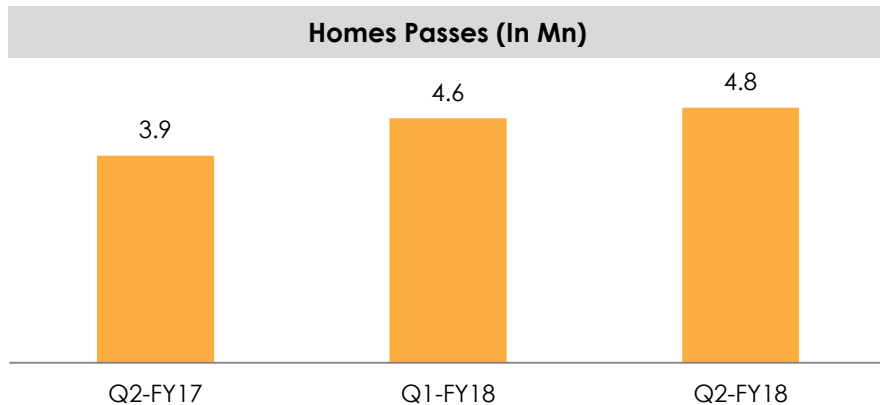


Upto 1 TB

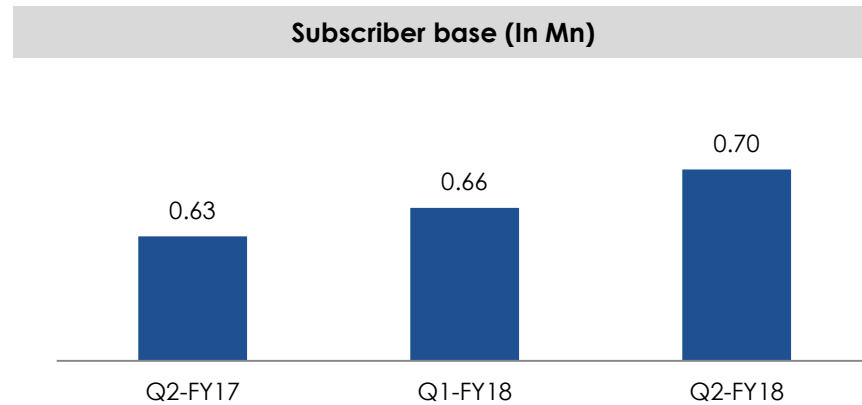
Data offered
with average
consumption of

98 GB

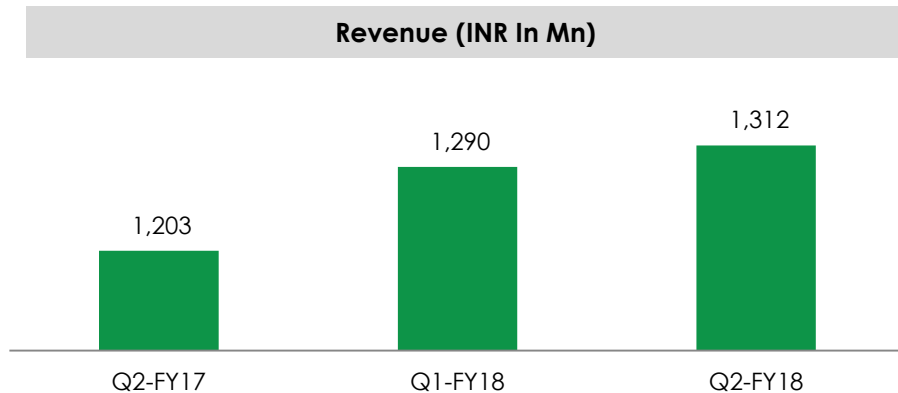
Homes Passes (In Mn)



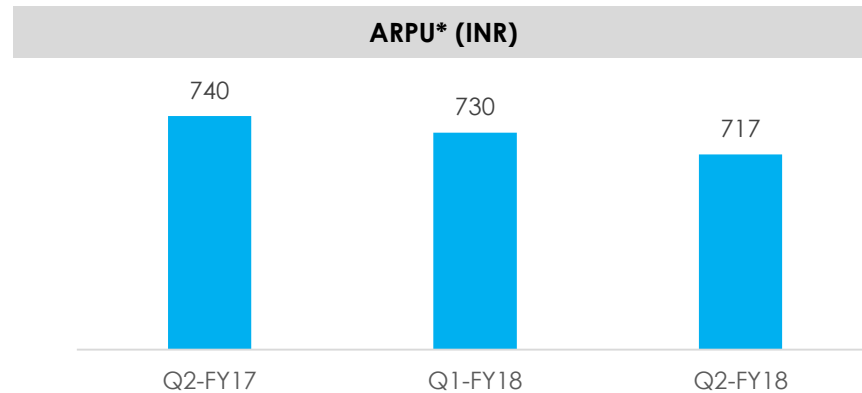
Subscriber base (In Mn)



Revenue (INR In Mn)



ARPU* (INR)



* ARPU is excluding taxes.

Quarterly HCDL Income Statement



Income statement (INR Mn)	Q2-FY18	Q1-FY18	Q-o-Q Growth	H1-FY18
Subscription Broadband	1,311	1,290	2%	2,601
Other Non operational income [#]	59	9	556%	68
Total Income	1,370	1,299	5%	2,669
Employee Cost	105	89	18%	194
Other Expenses	667	710	-6%	1,377
Total Expenditure	772	799	-3%	1571
EBITDA	598	500	20%	1,098
EBITDA %	44%	38%	600 bps	41%
Depreciation / Amortization	243	226	8%	469
Finance Cost	202	172	17%	374
PAT before exceptional item	153	102	50%	255
Add: Exceptional Items - Profit on offloading of GTPL Shares	-	171	NA	171
PAT	153	273	-44%	426
FX (Gain) / Loss	13	2	NA	15
Other Comprehensive Income / (Loss) (Net of Tax)	-	-3	NA	-3
Total Comprehensive Income	140	274	-49%	414

* Q2 FY17 financials are not added as these numbers are not comparable. [#]Non-operational income includes Rs. 4 Crores dividend received from GTPL Hathway Limited.

Half Yearly HCDL Balance Sheet

Statement of Assets and Liabilities (INR Mn)	Standalone	
	As on 30.09.17	As on 31.03.17
1. Shareholder's Funds		
a. Equity Share Capital	1,661	1,661
b. Other Equity	8,528	8,114
Sub Total – Shareholder's funds	10,189	9,775
2. Non-current liabilities		
a. Borrowings	5,451	5,862
b. Other Financial and non-current Liabilities	176	192
Sub Total – Non – current liabilities	5,627	6,054
3. Current liabilities		
a. Trade Payables	383	473
b. Other Financial Liabilities	3,536	3,539
c. Provisions and other current Liabilities	1,360	1,173
Sub Total – Current liabilities	5,279	5,185
TOTAL – EQUITY AND LIABILITIES	21,095	21,014
1. Non-current assets		
a. Property, Plant, Equipment & Tangibles	7,456	6,886
b. Investments	10,897	8,332
c. Loans & other financial assets	324	290
d. Other non-current assets	634	670
Sub Total – Non – current assets	19,311	16,178
2. Current assets		
a. Inventories	208	201
b. Trade Receivables	318	242
c. Cash and Cash equivalents	23	138
d. Loans & other financial assets	532	3,492
e. Current Tax Assets (Net)	270	234
f. Other Current Assets	433	529
Sub Total –Current assets	1,784	4,836
TOTAL - ASSETS	21,095	21,014



Hathway Digital Pvt. Ltd. (HDPL)

Wholly owned Subsidiary of HCDL

CATV Business

- Subscription revenues has grown QoQ by 6%.
- EBITDA has grown 20% QoQ driven by a strong revenue growth and stability in costs.
- Collections have grown 10% QoQ and 18% YoY signaling strong improvement in rates and efficiency. SP segment contributed significantly, growing 12.5% QoQ.
- QoQ increase in ARPU: Phase II from INR 95/- to INR 98/- (+3%), Phase III from INR 55/- to INR 58/- (+5%) and Phase IV monetisation started with INR 41/-.
- Hathway Connect implementation has improved from 56% in Q1-FY18 to 61% in Q2-FY18.
- Hathway Connect implementation has created a change in payment habits of our business partners. In Sep. 2017, 74% in terms of volume and 46% in terms of value of transaction, is effected by LCOs to the Company through digital mode.

Q2-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

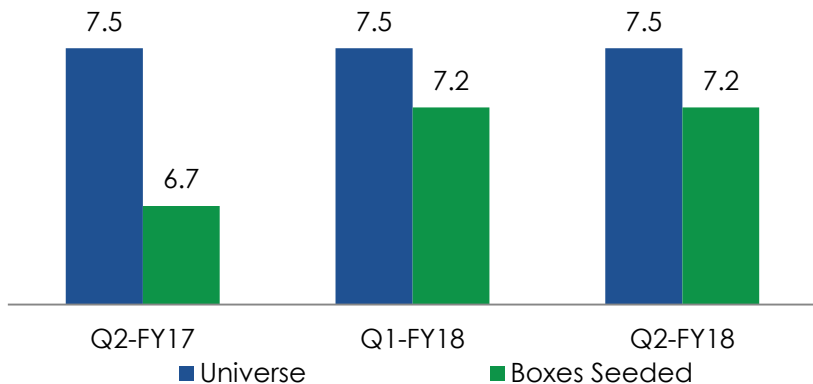
Fibre cable network



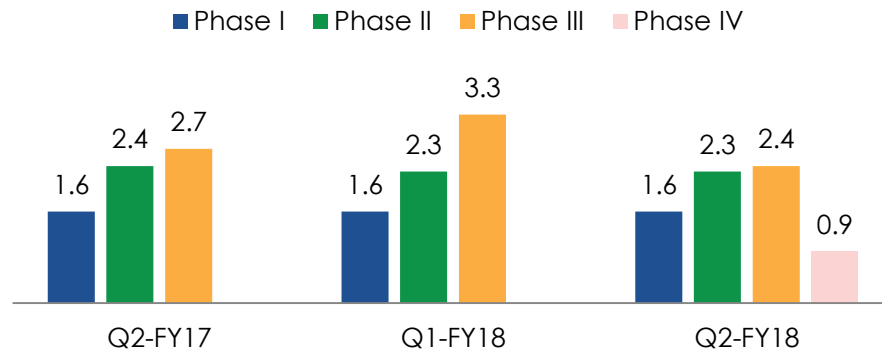
193K

HD Subscribers

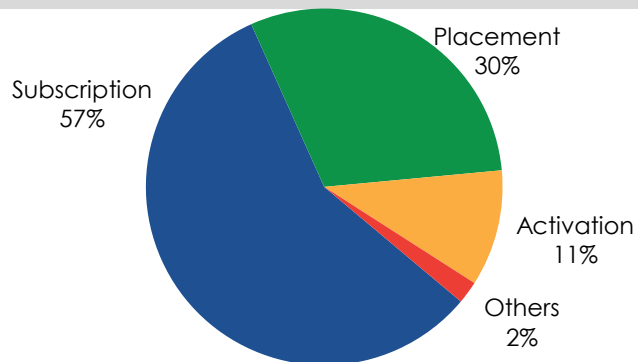
CATV Universe and Boxes Seeded* (In Mn)



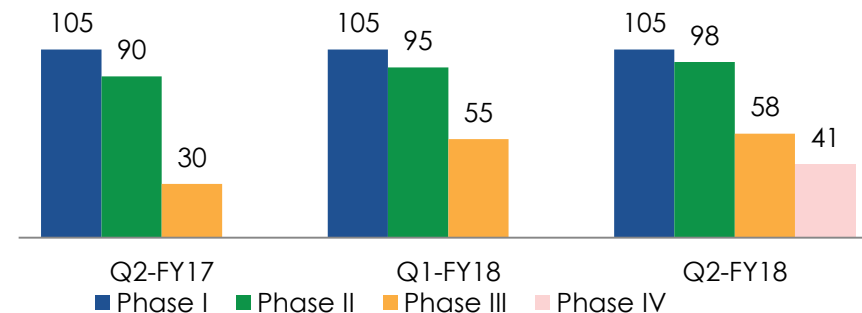
Phase wise Boxes Seeded** (In Mn)



CATV Standalone Revenue Break up (INR Mn)



ARPU* (INR)



* Includes subsidiary/JV/associates, does not include GTPL Hathway Ltd, excludes taxes. **Till Q1FY18, Phase III & IV subscriber numbers were presented together.

Quarterly HDPL Income Statement



Income statement (INR Mn)	Q2-FY18	Q1-FY18	Q-o-Q Growth	H1-FY18
Subscription CATV	1,401	1,325	6%	2,726
Placement	740	702	5%	1,442
Activation	258	242	7%	500
Other operating income	50	96	-48%	146
Total Income	2,449	2,365	4%	4,814
Pay Channel Cost	1,385	1,352	2%	2,737
Employee Cost	219	214	2%	433
Other Expenses	514	527	-2%	1,041
Total Expenditure	2,118	2,093	1%	4,211
EBITDA	331	272	22%	603
EBITDA %	14%	12%	200 bps	13%

* Q2 FY17 financials are not added as these numbers are not comparable.



Financials FY16 & FY17

FY17 Financial Highlights



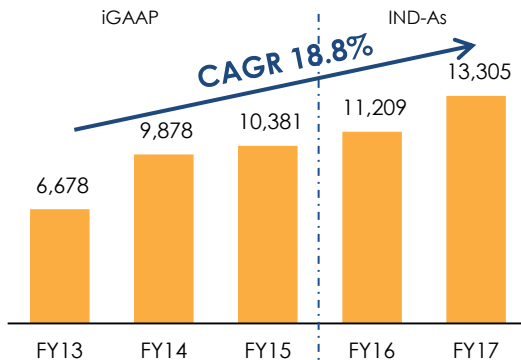
Income statement (INR Mn)	FY17	FY16	Y-o-Y	FY17	FY16	Y-o-Y
	Standalone			Consolidated		
CATV Subscription	4,515	3,842	17.5%	4,728	3,804	24.3%
Broadband Revenue	4,803	3,066	56.6%	4,955	3,234	53.2%
Placement	2,714	3,220	-15.7%	2,725	3,220	-15.4%
Activation	825	618	33.5%	825	834	-1.1%
Other Income	448	463	-3.2%	449	458	-2.0%
Total income	13,305	11,209	18.7%	13,682	11,550	18.4%
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%
Total expenditure	10,701	9,289	15.2%	11,472	10,159	12.9%
EBITDA	2,604	1,920	35.6%	2,210	1,391	58.8%
EBITDA margin %	19.6%	17.1%	250 Bps	16.2%	12.1%	410 Bps
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
PBT	-1,541	-1,883	NA	-1,933	-2,380	NA
Tax	-	-	-	-3	-3	0.0%
PAT	-1,541	-1,883	NA	-1,930	-2,377	NA
PAT margin %	-11.6%	-16.8%	520 Bps	-14.1%	-20.6%	650 Bps
Other comprehensive income/ (loss)	-3	-28	NA	-3	-29	NA
Total comprehensive income	-1,538	-1,911	NA	-1,927	-2,405	NA
EPS	-1.86	-2.27	NA	-2.32	-2.86	NA

FY17 Financial Highlights

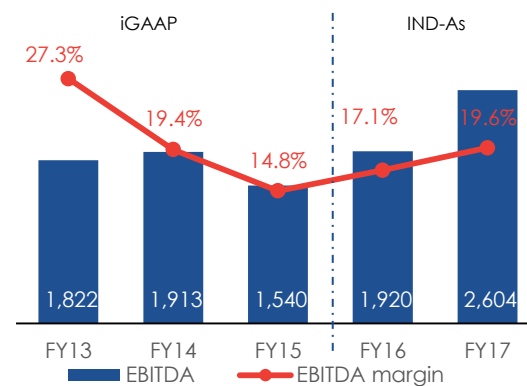


Statement of Assets and Liabilities (INR Mn)	Standalone FY17	FY16	Consolidated FY17	FY16
A. Equity and Liabilities				
1.Shareholder's Funds				
a. Share Capital	1,661	1,661	1,661	1,661
b. Reserves and Surplus	8,114	9,652	7,293	9,227
Sub Total – Shareholder's funds	9,775	11,313	8,954	10,888
2. Minority Interest	-	-	9	12
3. Current & Non-current liabilities				
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
Sub Total – Current & Non – current liabilities	11,239	22,067	25,175	22,648
TOTAL – EQUITY AND LIABILITIES	21,014	33,380	34,138	33,548
B. Assets				
1. Non-current assets				
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
Sub Total – Non – current assets	16,178	27,832	27,689	27,809
2. Current assets				
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
Sub Total –Current assets	4,836	5,548	6,449	5,739
TOTAL - ASSETS	21,014	33,380	34,138	33,548

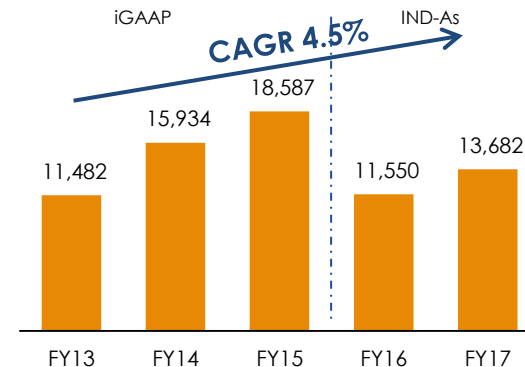
Standalone Revenue (INR Mn)



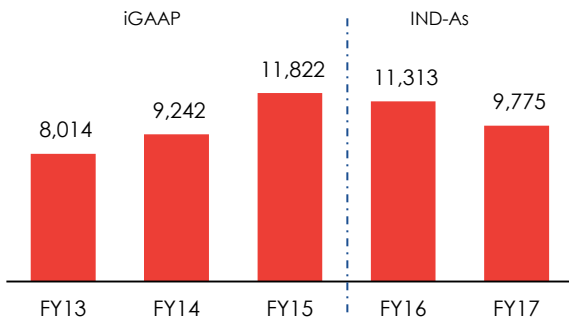
Standalone EBIDTA & Margins (INR Mn)



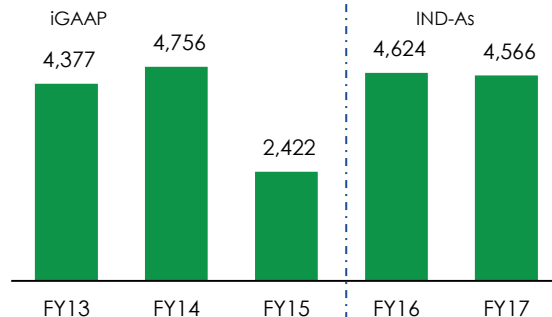
Consolidated Revenue (INR Mn)



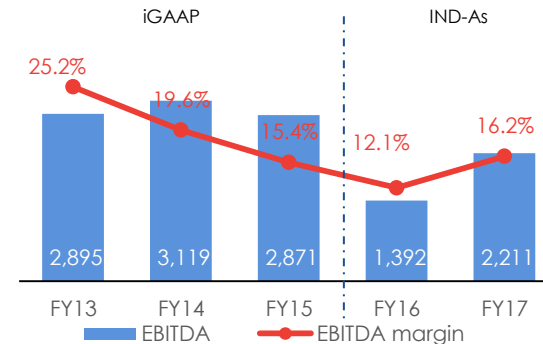
Standalone Network (INR Mn)



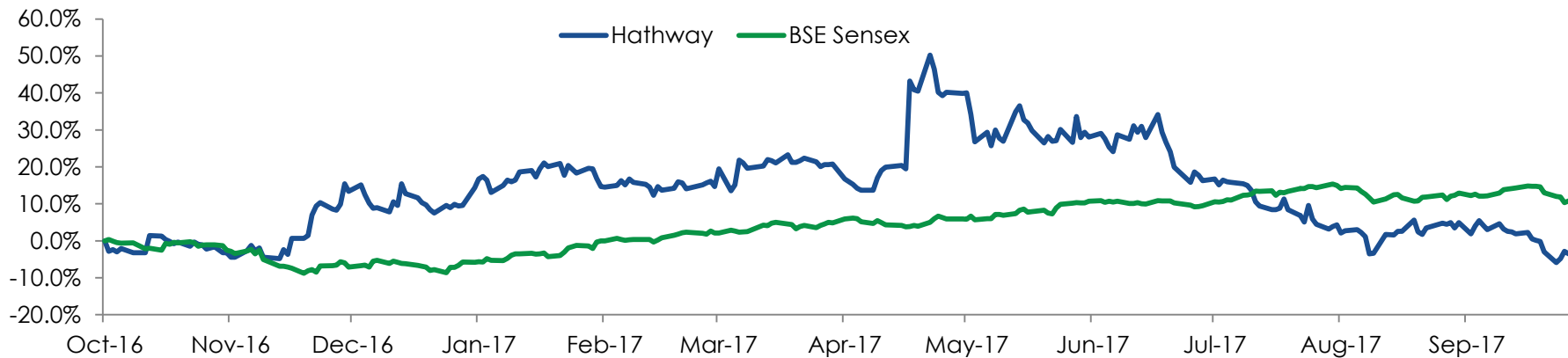
Standalone Gross Additions of FA (INR Mn)



Consolidated EBIDTA & Margins (INR Mn)



Share Price Performance

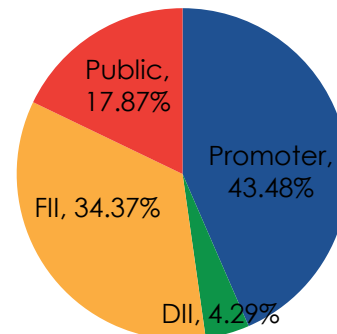


Price Data (30th SEPTEMBER, 2017)

INR

Face Value	2.0
Market Price	30.55
H/L (INR)	49.5/26.8
Market Cap (INR Mn)	25,372
Equity Shares Outstanding (Mn)	830.5

Shareholding Pattern (30th September, 2017)





is pleased to invite you to the
Q2FY18 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, November 3, 2017

16:00 hrs India Time

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Thank You