



***Transcript – Hathway Cable and Datacom Limited-Annual General Meeting –
August 24, 2021***

Mr. Sridhar Gorthi, Chairman:

Ladies & Gentlemen, Good Afternoon! Its 2:00 p.m. (IST) and time to start the Meeting.

I welcome all of you to the 61st Annual General Meeting of your Company. I hope all of you are safe and in good health.

This meeting is held through Video Conferencing due to Covid-19 Pandemic and social distancing norms.

This is in compliance with the circulars issued by the Ministry of Corporate Affairs, the Government of India and the Securities and Exchange Board of India.

The Company has taken all feasible steps to ensure that the members of the Company are provided an opportunity to participate in the Annual General Meeting and also vote. The Company has provided adequate Video-Conferencing facility to its members to participate in this meeting and also vote.

The requisite quorum is present and, therefore, I call the Meeting to order.

As informed to me, your Company has received 5 corporate representations, representing 1,08,66,12,375 (One Hundred Eight Crores Sixty Six Lakhs Twelve Thousands Three Hundred Seventy Five) equity shares equivalent to 61.39% of the equity share capital.

The Register of Directors and Key Managerial Personnel and their Shareholding, Register of Contracts or Arrangements in which Directors are interested, the Auditors' Reports and the Secretarial Audit Report of the Company for the year ended March 31, 2021 and other documents referred in the notice convening this Meeting, are available and will remain accessible to the members for electronic inspection, if they so desire, till the conclusion of the meeting.



I wish to introduce for the benefit of new members, my colleagues on the Board of the Company, who are present at the meeting:

- Mr. Rajan Gupta, Managing Director,
- Mr. Saurabh Sancheti, Non- Executive Director,
- Mr. Anuj Jain, Non-Executive Director,
- Ms. Geeta Fulwadaya, Non-Executive Director
- Mr. Sasha Mirchandani – Independent Director and Chairman of the Nomination and Remuneration Committee,
- Ms. Ameeta Parpia - Independent Director, Chairperson of the Stakeholders' Relationship Committee

Due to personal exigency, Mr. Akshay Raheja and Mr. Viren Raheja, Non-Executive Directors could not attend the meeting.

Mr. Sitendu Nagchaudhuri, Chief Financial Officer, Mr. Ajay Singh, Head Corporate Legal, Company Secretary and Chief Compliance Officer and representatives of the Statutory Auditors, Secretarial Auditor and Cost Auditor are also present at this meeting.

Ladies and Gentlemen, the Notice convening this Annual General Meeting and a copy of the Annual Report for the financial year ended March 31, 2021, have already been circulated to Members of the Company electronically.

With your permission, I shall take them as read.

The Auditors' Reports on the Standalone and Consolidated Financial Statements for the financial year ended March 31, 2021 do not contain any qualification, reservation, adverse remark or disclaimer. Accordingly, the report is not required to be read out, as provided in the Companies Act, 2013.

With regard to the secretarial auditor observation in its Secretarial Audit Report for the financial year ended March 31, 2021, relating to Minimum Public Shareholding (MPS) in the Company as at March 31, 2021, I would like to inform the members that your Company has become MPS compliant on April 27, 2021.



I now request Mr. Rajan Gupta, the Managing Director of your Company to address this meeting.

Mr. Rajan Gupta, the Managing Director:

Dear Shareholders,

It gives me great pleasure in welcoming you all to the 61st Annual General Meeting of your Company.

We truly believe that ‘excellence is not a destination but a journey.’ led by this belief, we pushed the bar of our capabilities across our business segments to take forward our journey of excellence in an extremely difficult and complex business environment during FY 2020-21. We quickly aligned our business strategy to the new normal to ensure business continuity amid the Covid pandemic.

The pandemic hit world of broadband and cable television witnessed several sweeping changes in its operational and functional tools and methodologies. Physical connects gave way to digital outreach and on-site resolution of customer problems being replaced by a more enhanced self-service proposition. Demand in cable TV business was skewed as several hotels, institutes, commercial establishments, student hostels were closed for large part of the year. Our plans to garner market share in many markets had to be pushed back as actual seeding of new boxes in consumer homes could not take place due to Covid-related restrictions. As far as broadband is concerned, meeting sudden spurts in demand, based on lockdown announcements, was difficult, as was the urgent need for network upgradation in smaller towns to meet the new demand resulting from migration of professionals from the metros.

In this transformed environment, we, at hathway, challenged our own strengths to deliver uninterrupted services to our customers, and sustained value to our stakeholders. As a designated provider of essential services, we moved with unparalleled speed to stay connected and engaged with our customers, vendors, partners, employees and other stakeholders.

What enabled us to stay on course of our growth plans in these extraordinarily difficult times was the inter-play of the various critical factors on which we focussed during the year. Operational excellence was a key area of priority, as we took several measures to optimise costs, which enabled us to increase our profit after tax. Our focus on capex productivity helped in ensuring an operational cash positive business, while our strategy of going deeper into our existing markets in a few select geographies yielded revenue enhancement. We also succeeded in keeping our consumer ARPU broadly stable, as the

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downgrading by some consumers to low-value packs was broadly balanced out by the upgradation of others, who were ready to pay more for higher value.

The progress made during the year by the company on the integration with reliance group system and process also enabled us to effectively overcome the various challenges of the unprecedented pandemic situation.

At the same time, our transformational efforts of the previous years translated into exceptional benefits for the company in terms of seamless business continuity and service excellence. Our historical investments in world-class technical infrastructure, our well trained and experienced technical manpower, the digital transformation of the past few years, the agility of our customer service processes, coupled with the support of the world-class fibre infrastructure of Reliance Jio Infocomm Limited, enabled us to deliver value to our end-customers as well as our LCO partners.

We initiated large-scale digitalisation initiatives across every single process of our customer service proposition, to facilitate uninterrupted service even amid the lockdown. online R&R was deployed extensively to transition our cable TV trade partners into the virtual mode of working. Even as we went digital in a big way to effectively manage our external stakeholders, we pioneered a host of ground-breaking measures to keep our employees safe, productive and engaged in the work-from-home environment, as well as on field duty.

I am confident that these steps will continue to steer us through the problems that are still daunting on us in FY 2021-22, with the Covid pandemic showing no signs of abating. the strategic transitions we initiated in FY 2021-22 will not only keep pushing us forward on our growth trajectory, but will also lay the foundations of a more dynamic business approach, designed to deliver holistic long-term stakeholder value.

Before I conclude, I would like to thank all of you including our partners, employees, consumers and shareholders, on behalf of hathway, for your unwavering support and trust. I would, in particular, like to extend my heartfelt gratitude to our people, without whose courage and co-operation our journey of excellence would not have been possible in these trying circumstances.

Thank You, I now hand over to Mr. Sridhar Gorthi.

Mr. Sridhar Gorthi, Chairman:

I wish to inform you that pursuant to the provisions of section 108 of the Companies Act, 2013 read with rule 20 of the Companies (Management and Administration) Amendment

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Rules, 2015 and Regulation 44 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, your Company has provided remote e-voting facility to its shareholders to cast vote on the resolutions proposed in the Annual General Meeting.

The remote e-voting facility was open during the period from Saturday, August 21, 2021 at 09:00 am to Monday, August 23, 2021 till 5:00 pm.

Members who have not voted through remote e-voting can cast their votes through e-voting facility (insta poll) at the end of the meeting.

The board of directors of the Company has appointed Mr. Himanshu Kamdar Practicing Company Secretary, Partner-Rathi and Associates, Company Secretaries as scrutinizer to scrutinize the remote e-voting and Insta Poll process in a fair and transparent manner and for giving report on e-voting. The scrutinizer is present at the meeting.

Resolutions + Q&A Session + Vote of Thanks + E-voting (Insta Poll)

After the resolutions set out in the Notice of AGM were proposed and seconded, Mr. Ajay Singh, Head Corporate Legal, Company Secretary and Chief Compliance Officer, at the direction of the Chairman, facilitated question and answer session.

Ms. Lekha Shah, Mr. Anil Parekh, Mr. Babu Bhai Mehta and Mr. Rajendraprasad Devprasad Joshi, Shareholders from Mumbai, spoke at the meeting. They expressed their views and sought clarifications inter alia on the Company's business operations and its future growth plans.

The Chairman thereafter ordered voting at the Meeting electronically by members who had not voted in remote e-voting and requested the Scrutiniser - Mr. Himanshu Kamdar of M/s. Rathi & Associates, Practicing Company Secretaries, to ensure an orderly conduct of the e-voting.

The Chairman stated that the final results of the remote e-voting and e-voting during AGM on all the resolutions as per the notice of 61st Annual General Meeting will be declared in accordance with the applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The said announcement shall be submitted with the stock exchanges by Mr. Ajay Singh – Head Corporate Legal, Company Secretary and Chief Compliance Officer of the Company and shall also be uploaded on your company's website and Kfintech website.



The Chairman expressed his gratitude to all the members for attending this meeting and for their kind co-operation and further expressed his hope to see all the members face to face in the next Annual General Meeting.

The Chairman also expressed his sincere gratitude to all the Directors, representatives of Secretarial, Statutory and Cost auditors for attending this Annual General Meeting.

The Chairman stated that all the business set out in the notice of this meeting having been concluded and a time period of 15 minutes would be available for e-voting at the meeting after which the meeting will stand closed.

Mr. Ajay Singh proposed a vote of thanks to the Chairman, Directors and to all the members.

The meeting concluded at 2:45 p.m. (IST).
