



***Transcript – Hathway Cable and Datacom Limited-Annual General Meeting –
September 25, 2020***

Mr. Sridhar Gorthi, Chairman:

Ladies & Gentlemen, Good Afternoon! Its 12:00 p.m. (IST) and time to start the Meeting.

I welcome all of you to the 60th 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, lockdown 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 Adequate Video Conferencing facility to its members to participate in this meeting and vote have also been provided.

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 142,45,96,230 equity shares equivalent to 80.48% 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 31st March, 2020 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.



Please note that all the members who have joined this meeting are by default placed on mute, to avoid any disturbance from background noise and ensure smooth and seamless conduct of the meeting.

I wish to introduce for the benefit of new members, my colleagues on the Board of the Company:

- Mr. Rajan Gupta, Managing Director,
- Mr. Akshay Raheja, Non-Executive Director
- Mr. Viren Raheja, Non-Executive 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 and Corporate Social Responsibility Committee

All the Directors of the Company are present at this 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 dated August 10, 2020 convening this Annual General Meeting and a copy of the Annual Report for the financial year ended March 31, 2020, 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 and the secretarial audit report of the Company for the financial year ended March 31, 2020 do not contain any qualification, reservation, adverse remark or disclaimer. Accordingly, the reports are not required to be read out, as provided in the Companies Act, 2013.

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 60th Annual General Meeting of your Company.

The transformational wave, unleashed in the Indian media and telecommunication industry in the previous fiscal by the NTO regulatory changes, growing competitiveness, market consolidation and new techno-digital interventions, witnessed a further strengthening during financial year 2019-20 amid a challenging business landscape. The NTO driven paradigm shift in TV consumption culture saw a new level of broad-basing, even as online content consumption continued to grow phenomenally to boost demand for high speed connectivity through fixed broadband.

Aligning ourselves with speed and agility to these fast-paced changes and seizing the momentum that we had built in financial year 2018-19, we, at Hathway, focussed during financial year 2019-20 on reinforcing our service charter to drive greater efficiencies. The overarching goal of our efforts was to achieve bigger and smarter growth in a more transparent environment, with customer-centricity driving our strategic plans in the new order of things.

Moving aggressively to implement the NTO through reorientation of our business model, we put into motion a series of initiatives during the year in review. These were aimed at further streamlining our systems and processes and boosting their efficacy in the new regime. Cumulatively, these measures will help increase satisfaction for both, our local cable operators (LCO) partners and end customers, eventually translating into sustained increase in revenue, profitability and market share.

We also delivered a strong set of operating and financial results for financial year 2019-20.

We are proud of our team that has been prudent in financial management and undertook the necessary actions in these unprecedented times towards increasing revenue, controlling costs, optimising working capital and capex and improving overall financial performance.

As we gear up to sharpen the contours of our transformed business framework, our endeavour will be to utilise the levers of technology and digitalisation even more vigorously to further enrich customer experience. We shall strive to bring in more and

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better innovations to enhance customer engagement and empowerment, even as we consolidate the best practices and learnings we embraced during financial year 2019-20 in the post-NTO era.

It will help us to clearly define the way forward for further improvement in our business profile and performance, leading to greater profitability through a sharper customer focused strategy, notwithstanding the short-term disruptions to economy as a result of the covid pandemic.

Though times are tough and unpredictable currently, I am confident of our ability to deliver growth and increase in shareholder value in the coming year, as has been demonstrated in financial year 2019-20.

Before I conclude, I would like to take this opportunity to thank all our partners, employees, consumers and shareholders for their unstinted support and co-operation over the years.

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 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 Tuesday, September 22, 2020 at 09:00 a.m. to Thursday, September 24, 2020 at 5:00 p.m.

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 has appointed Mr. Himanshu Kamdar, Practicing Company Secretary, Partner, Messrs Rathi & Associates, Mumbai as scrutinizer for giving report on e-voting. The scrutinizer is present at the meeting

I now move the resolutions contained in the notice.

The objective and implication of each resolution is for ensuring compliance with the Companies Act, 2013.



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.

It was stated that the queries received through chat box would be replied suitably by the secretarial team.

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 Annual General Meeting on all the resolutions as per the notice of 60th Annual General Meeting shall be announced after receipt of scrutinizer's report within 48 hours from the conclusion of the meeting and further stated that 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 on the website of KFin Technologies Private Limited.

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, 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 12:42 p.m. (IST).
