

Date: 17th October, 2019

To, BSE Limited The Corporate Relationship Department, P J Towers, Dalal Street, Mumbai - 400001 BSE Security Code: 533162	To, National Stock Exchange of India Limited Listing Department "Exchange Plaza" Bandra Kurla Complex Bandra (E), Mumbai - 400051 NSE Trading Symbol: HATHWAY
---	---

Subject: Investor Update on the Un-Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2019

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2019.

Kindly take the aforesaid on record.

Thanking you,

FOR HATHWAY CABLE AND DATACOM LIMITED



AJAY SINGH

Head Corporate Legal, Company Secretary and Chief Compliance Officer
FCS: 5189



Encl: As Above

Hathway Cable and Datacom Limited

805/806, "Windsor", Off C.S.T. Road, Kalina, Santacruz (E), Mumbai - 400 098. Tel :+ 91 022 67742500 Fax : + 91 022 67742400

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

Tel :+ 91 022 26001306 Fax : + 91 022 26001307 Email : info@hathway.net Website : www.hathway.com

CIN No. L64204MH1959PLC011421



Where lives connect

Hathway Cable and Datacom Limited
Investor Update – H1 / Q2-FY20

The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care off in the presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries were such distribution or use would be contrary to the applicable laws or Regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, investigation etc. may be done at your end. You may also contact us directly for any questions or clarifications at our end. This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue and similar expressions identify forward looking statements. Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision.

- Gross Revenue at INR 4,421 Mn in Q2-FY20, an improvement of 13% Y-o-Y (INR 3,911 Mn in Q2-FY19)
- Subscription Revenue* at INR 3,542 Mn in Q2-FY20, an improvement of 20% Y-o-Y (INR 2,960 Mn in Q2-FY19)
- EBITDA at INR 1,184 Mn in Q2-FY20, an improvement of 35% Y-o-Y (INR 879 Mn in Q2-FY19)
- Depreciation & Amortization Cost includes onetime Impairment of Assets ~ INR 300 Mn

* Cable + Broadband

Q2-FY20 Consolidated Financial Highlights



Gross Revenue
INR 4,421 Mn
Y-o-Y Growth
13%

Subscription Revenue*
INR 3,542 Mn
Y-o-Y Growth
20%

EBITDA Margin 27%
INR 1,184 Mn
Y-o-Y Growth
35%

- Q2-FY20 Subscription Collection efficiency is at 100%
- Changing Cable TV Industry landscape using Technology transformation to provide B2C experience
 - Encouraging LCO's to empower their customers with online renewal facility
 - Advanced technical capability to provide timely renewal notifications to customers coupled with SMS alerts
 - Enhanced Customer order fulfillment - Instant Customer Activation
 - Unique bouquet of customer offerings – Android Hybrid Cable & OTT STB
 - Automated multi-lingual Call Center providing enhanced customer service experience

Q2-FY20 Consolidated Financial Highlights



100% base

Served through Hathway Connect

6 Mn

STBs

70% Online Collection

350+

Presence in cities and major towns

35,000 Kms

Fiber cable Network

290K

HD Subscribers

- Subscription Revenue at INR 1,393 Mn, an improvement of 7% on Y-o-Y (INR 1,306 Mn in Q2-FY19)
- FTTH markets leading growth in customers acquisition. Focus on doubling net additions momentum H2 onwards.
- Focus increased on customer delight, continuous increase in bandwidth / consumer. National average on monthly data consumption is 146 GB / consumer / month. Chennai being a pure FTTH market, data consumption average is 179 GB / consumer / month which is very close to developed markets average of 200 GB / month.
- Hybrid STB will provide us market leverage of providing bundled Cable & OTT platforms offerings with high-speed broadband
- Play box is helping to increase data usage, as consumers shift Viewing to OTT on large screen, thereby further strengthening business case for FTTH
- GPON FTTH Parallel network being deployed in High Potential High Penetrated DOCSIS home passes. Opportunity to increase market share by offering 200 MBPS – 500 MBPS speed to premium consumers

Q2-FY20 Financial Highlights



7%
Y-o-Y growth in Subscription Revenue
INR 1,393 Mn

Broadband homes passed and presence in 26 cities (4 metros and 3 mini metros)

5.5 Mn

300 MBPS
Maximum speed offered to its customers

88 MBPS
Average speed offered to its customers

Broadband subscribers
0.86 Mn

Upto 2 TB
Data offered with average consumption
146 GB

Hathway Consolidated Income Statement



Income statement (INR Mn)	Q2-FY20	Q1-FY20	Q-o-Q Growth	Q2-FY19	Y-o-Y Growth	H1-FY20	H1-FY19	H1-o-H1 Growth
Subscription Revenue*	3,542	3,505	1%	2,960	20%	7,048	5,823	21%
Placement	684	787	-13%	761	-10%	1,471	1,514	-3%
Activation	150	153	-2%	166	-10%	303	342	-11%
Advertisement & Other Operating Income	46	52	-11%	24	89%	97	79	23%
Total income	4,421	4,498	-2%	3,911	13%	8,919	7,758	15%
Pay Channel Cost	1,386	1,301	7%	1,600	-13%	2,686	3,139	-14%
Operational Cost	682	771	-12%	615	11%	1,453	1,211	20%
Employee Cost	254	236	7%	186	36%	490	391	25%
Other Expenses	1,026	1,258	-18%	683	50%	2,284	1,321	73%
Total expenditure	3,347	3,566	-6%	3,084	8%	6,913	6,061	14%
Operating EBITDA	1,075	931	15%	827	30%	2,006	1,697	18%
Share of Profit/(Loss) of Associates	110	112	-2%	52	110%	222	88	151%
EBITDA	1,184	1,044	13%	879	35%	2,228	1,785	25%
EBITDA margin %	27%	23%	400bps	22%	500bps	25%	23%	200bps
Non Operational Income	687	565	21%	52	1215%	1,252	126	890%
Finance cost	519	818	-37%	625	-17%	1,337	1,140	17%
Depreciation / Amortization	1,206	812	49%	883	37%	2,018	1,709	18%
Forex (Gain)/ Loss	24	(4)	-738%	155	-84%	21	312	-93%
Exceptional items	66	-	NA	114	-43%	66	114	-43%
PBT	56	(17)	-430%	(847)	-107%	39	(1,364)	-103%
Current Tax	26	26	0%	0	25468%	51	0	50968%
Deferred Tax	54	51	6%	-	NA	106	-	NA
PAT	(24)	(94)	-74%	(847)	-97%	(118)	(1,364)	-91%
PAT margin %	-1%	-2%	NA	-22%	NA	-1%	-18%	NA
Other comprehensive income/ (loss)	(3)	1	-557%	11	-130%	(3)	9	-127%
Total comprehensive income	(27)	(93)	-71%	(836)	-97%	(120)	(1,355)	-91%

* Cable + Broadband

Hathway Consolidated Balance Sheet

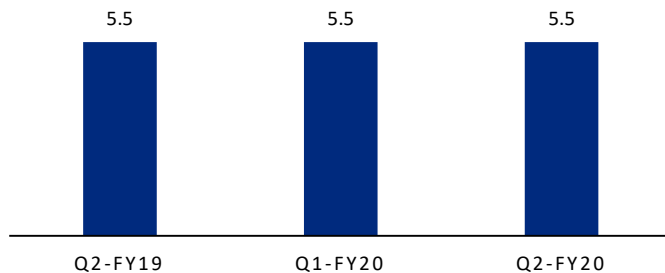


Statement of Assets and Liabilities (INR Mn)	Sep-19	Mar-19
A. Equity and Liabilities		
1. Shareholder's Funds		
a. Share Capital	3,540	3,540
b. Reserves and Surplus	32,729	32,855
Sub Total – Shareholder's funds	36,269	36,395
2. Minority Interest	(4)	(8)
3. Current & Non-current liabilities		
a. Borrowings	21,915	15,345
b. Trade Payables	2,752	2,593
c. Borrowings & Other Financial Liabilities	3,593	7,933
d. Provisions and other current Liabilities	2,052	1,980
Sub Total – Current & Non – current liabilities	30,312	27,852
TOTAL – EQUITY AND LIABILITIES	66,577	64,238
B. Assets		
1. Non-current assets		
a. Property, Plant, Equipment & Intangibles	16,864	17,356
b. Investments	6,571	6,372
c. Loans & other financial assets	20,413	540
d. Other non-current assets	1,116	998
e. Deferred tax assets (net)	4,302	4,408
Sub Total – Non – current assets	49,267	29,674
2. Current assets		
a. Inventories	137	150
b. Investments	3,738	29,957
c. Trade Receivables	502	1,208
d. Cash and Cash equivalents & Other Bank Balance	10,659	1,530
e. Loans & other financial assets	1,010	315
f. Current Tax Assets (Net)	217	447
g. Other Current Assets	1,048	959
Sub Total –Current assets	17,311	34,565
TOTAL - ASSETS	66,577	64,238

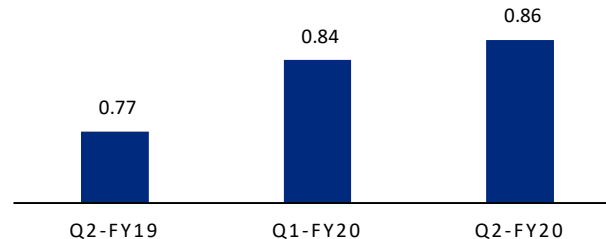
Broadband – Q2-FY20 KPI's



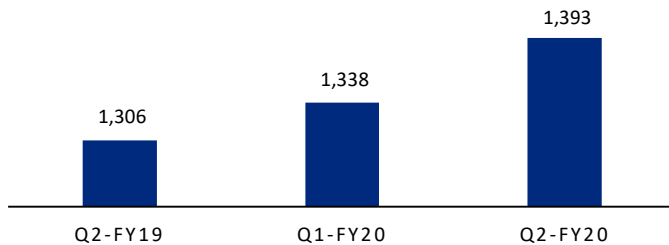
Homes Passes (In Mn)



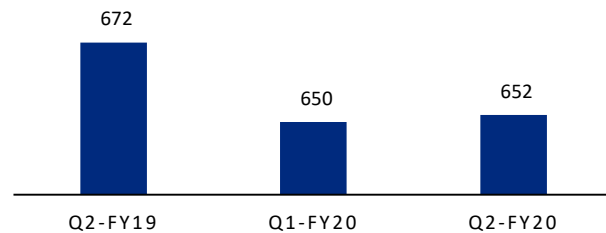
Subscriber base (In Mn)



Revenue (INR In Mn)

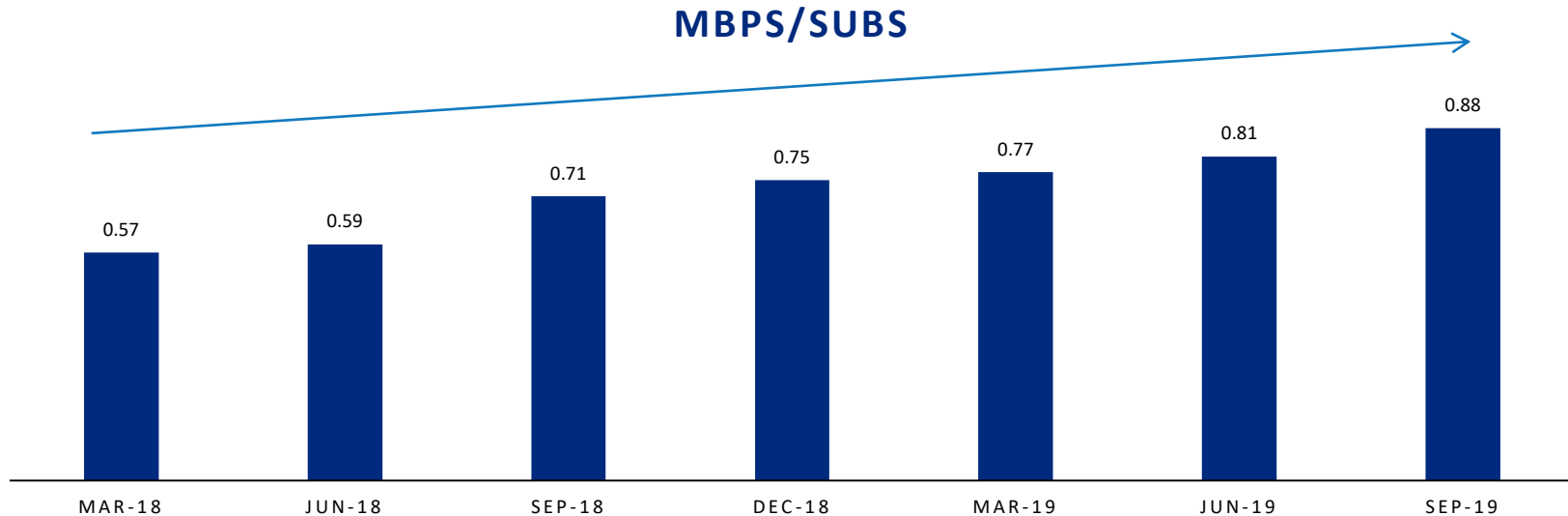


ARPU* (INR)



* ARPU is excluding taxes.

Bandwidth consumption (Mbps) per Subscriber



Bandwidth increase per customer is healthy from long term wireline industry relevance perspective.

Company Overview

- Hathway Cable & Datacom Limited (Hathway), 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 36.73 Bn as on 30th September, 2019.



Broadband

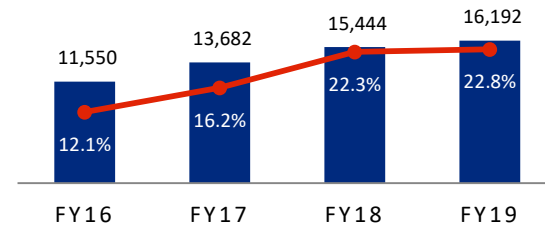
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.5 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.86 Mn High-speed cable broadband services across 16 cities (4 metros and 3 mini metros)



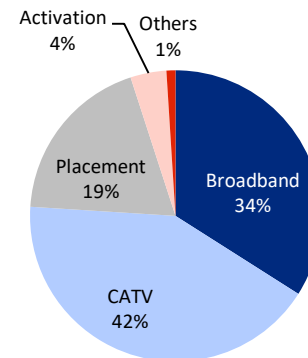
Cable Television

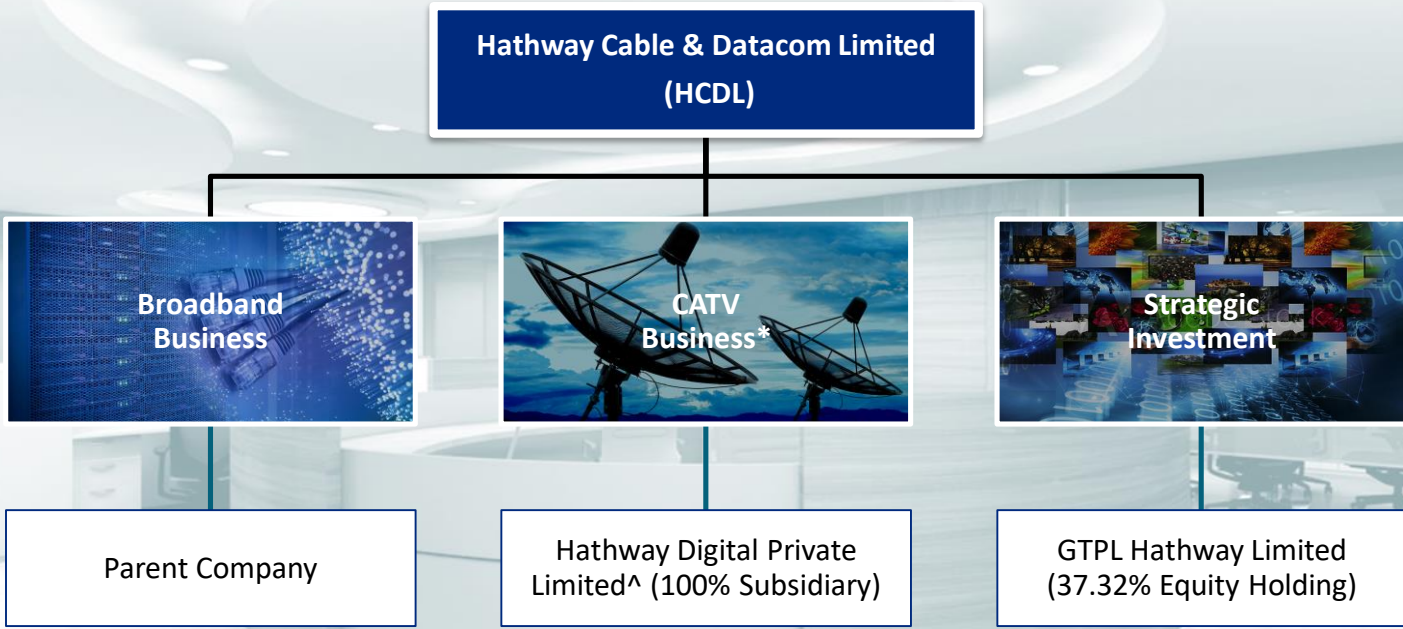
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting and 6 Mn digital cable subscribers / households
- 100% Subscribers are served through Hathway Connect and 70% online payment made by LCOs
- Offers cable television services across 350 cities and major towns
- 15 in-house channels and 10 Value Added Services

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



FY19 Operational Revenue Break-up

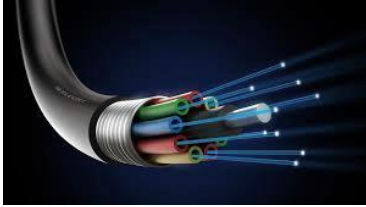




CATV Business includes JVs/Associates/Subsidiaries, * De-merger of CATV business of 5 subsidiary companies with HDPL is in progress

High Quality Infrastructure

Advanced technology and equipment provided by leading technology vendors



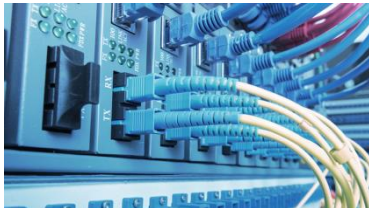
Optic Fibre Cable Network

- Overground | 35,000 Kms
- Underground | 500 Kms
- Leased | 4,000 Kms



Digital Headends

- 10 Head ends



GPON Technology

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

Leading Technology Vendors

STBs (SD & HD)

Skyworth
Health-tech Integration

technicolor

Head-ends/ Compression

ERICSSON
TAKING YOU FORWARD

Modems

technicolor

Skyworth
Health-tech Integration

GPON

ZTE中兴 Alcatel-Lucent

CAS

NDS

NOC & OSS

CISCO

ERP & Billing System

ORACLE

Hathway Cable and Datacom Ltd Disclaimer:

The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care off in the presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries were such distribution or use would be contrary to the applicable laws or Regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, investigation etc may be done at your end. You may also contact us directly for any questions or clarifications at our end. This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue and similar expressions identify forward looking statements. Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further details, please feel free to contact our Investor Relations Representatives:



Mr. Anuj Sonpal
Valorem Advisors

Tel: +91-22-4903 9500

Email: hathway@valoremadvisors.com

hathw@y

Where lives connect

Thank
you