



Date: 16th January, 2020

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
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Subject: Investor Update on the Un-Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 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 nine months ended December 31, 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

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CIN No. L64204MH1959PLC011421



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Hathway Cable and Datacom Limited
Investor Update – 9M / Q3-FY20

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- Gross Revenue at INR 450.8 Cr in Q3-FY20, an improvement of 2% Q-o-Q (INR 442.1 Cr in Q2-FY20)
- Subscription Revenue* at INR 354.8 Cr in Q3-FY20 maintained Q-o-Q (INR 354.2 Cr in Q2-FY20)
- EBITDA at INR 128.8 Cr in Q3-FY20, an improvement of 9% Q-o-Q (INR 118.4 Cr in Q2-FY20)

* Cable + Broadband

Q3-FY20 Consolidated Financial Highlights



Gross Revenue
INR 450.8 Cr
Q-o-Q Growth
2%

Subscription Revenue*
INR 354.8 Cr

EBITDA Margin 29%
INR 128.8 Cr
Q-o-Q Growth
9%

Cable TV – Q3-FY20 Key Highlights



- Q3-FY20 Subscription Collection efficiency is at 100%
- Focusing on enriching customer experience through our Technology initiatives
 - Bringing customers our unique product and service offerings –Hybrid Cable & OTT STB
 - Driving operational efficiencies across customer facing functions with the use of technology
 - Call Center providing enhanced customer service experience using automated multi-lingual technology
 - Empower customers with online renewal facility
 - Timely renewal notifications to customers coupled with SMS alerts to ensure seamless service experience
 - Instant Customer Activation

Q3-FY20 Consolidated Financial Highlights



100% base

Served through Hathway Connect

6 Mn

STBs

80% Online Collection

350+

Presence in cities and major towns

35,000 Kms

Fiber cable Network

327K

HD Subscribers

- Subscription Revenue at INR 143.2 Cr, an improvement of 6% Y-o-Y (INR 134.9 Cr in Q3-FY19)
- Strong FTTH customers acquisition growth momentum picked-up in Q3 FY 20. Focus on accelerating this momentum in Q4 FY 20 growth
- Focus increased on customer delight, continuous increase in bandwidth / consumer. National average on monthly data consumption is 155 GB / consumer / month. Chennai being a pure FTTH market, data consumption average is 190 GB / consumer / month which is very close to developed markets average of 200 GB / month.
- Re-engineering our processes with the help of Technology to drive operational efficiencies across customer front ending teams
- OTT Segment growth allowing us to leverage our high-speed broadband offerings
- Gradual shift in consumers OTT viewing to 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

Q3-FY20 Financial Highlights



6%
Y-o-Y growth in Subscription Revenue
INR 143.2 Cr

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

5.6 Mn

300 MBPS
Maximum speed offered to its customers

92 MBPS
Average speed offered to its customers

Broadband subscribers
0.89 Mn

Up to 2 TB
Data offered with average consumption

155 GB

Hathway Consolidated Income Statement



Income statement (INR Cr)	Q3-FY20	Q2-FY20	Q-o-Q Growth	Q3-FY19	Y-o-Y Growth	9M-FY20	9M-FY19	YTD Growth
Subscription Revenue *	354.8	354.2	0%	300.8	18%	1,059.6	883.1	20%
Placement	74.7	68.4	9%	79.1	-6%	221.8	230.5	-4%
Activation	14.7	15.0	-2%	16.0	-8%	45.0	50.2	-10%
Advertisement & Other Operating Income	6.6	4.6	43%	5.5	19%	16.3	13.4	21%
Total Income	450.8	442.1	2%	401.4	12%	1,342.7	1,177.2	14%
Pay Channel Cost	139.6	138.6	1%	164.6	-15%	408.2	478.4	-15%
Operational Cost	85.7	68.2	26%	66.0	30%	231.0	187.1	23%
Employee Cost	24.3	25.4	-4%	21.6	13%	73.3	60.6	21%
Other Expenses	84.5	102.6	-18%	70.2	20%	312.9	201.4	55%
Total Expenditure	334.0	334.7	0%	322.3	4%	1,025.3	927.5	11%
Operating EBITDA	116.8	107.5	9%	79.1	48%	317.4	249.7	27%
Share of Profit/(Loss) of Associates	12.0	11.0	10%	5.4	122%	34.2	14.2	140%
EBITDA	128.8	118.4	9%	84.5	52%	351.6	264.0	33%
EBITDA margin %	29%	27%	2%	21%	8%	26%	22%	4%
Non Operational Income	61.8	68.7	-10%	8.2	657%	187.0	19.9	842%
Finance cost	49.6	51.9	-4%	51.4	-4%	183.2	165.4	11%
Depreciation / Amortization	89.2	120.6	-26%	98.2	-9%	291.0	269.1	8%
Forex (Gain)/ Loss	0.3	2.4	-87%	(6.5)	-105%	2.4	24.7	-90%
Exceptional items	0.0	6.6	-100%	7.5	-100%	6.6	18.9	-65%
PBT	51.5	5.6	824%	(57.9)	-189%	55.4	(194.3)	-128%
Current Tax	(5.1)	2.6	-298%	(0.0)	79075%	0.0	0.0	1048%
Deferred Tax	(11.6)	5.4	-314%	-	NA	(1.1)	-	NA
PAT	68.2	(2.4)	-2920%	(57.9)	-218%	56.4	(194.3)	-129%
PAT margin %	15%	-1%	NA	-14%	NA	4%	-17%	NA
Other comprehensive income/ (loss)	0.1	(0.3)	-124%	(0.2)	-133%	(0.2)	0.7	-125%
Total comprehensive income	68.3	(2.7)	-2593%	(58.1)	-217%	56.2	(193.6)	-129%

Subscription Revenue (Cable + Broadband)

HDPL Income Statement



Income statement (INR Cr)	Q3-FY20	Q2-FY20	Q-o-Q Growth	Q3-FY19	Y-o-Y Growth	9M-FY20	9M-FY19	YTD Growth
Subscription Revenue	198.2	201.7	-2%	166.3	19%	603.0	489.8	23%
Placement	73.0	66.2	10%	79.1	-8%	215.7	230.5	-6%
Activation	14.7	15.0	-2%	16.0	-8%	45.0	50.2	-10%
Advertisement & Other Operating Income	7.4	4.6	62%	6.3	19%	17.2	14.4	20%
Total Income	293.4	287.4	2%	267.8	10%	880.9	784.8	12%
Pay Channel Cost	130.2	129.4	1%	160.7	-19%	380.6	466.7	-18%
Operational Cost	32.6	22.3	46%	31.9	2%	91.1	96.3	-5%
Employee Cost	8.9	9.0	-2%	7.3	21%	26.0	21.9	19%
Other Expenses	37.8	40.6	-7%	31.8	19%	162.2	90.3	80%
Total Expenditure	209.5	201.3	4%	231.6	-10%	659.9	675.3	-2%
Operating EBITDA	83.9	86.1	-3%	36.1	132%	221.0	109.5	102%
EBITDA margin %	29%	30%	-1%	14%	15%	25%	14%	11%
Non Operational Income	2.1	2.3	-8%	3.2	-35%	6.2	8.1	-23%
Finance cost	23.5	24.2	-3%	31.3	-25%	94.1	89.5	5%
Depreciation / Amortization	53.0	65.4	-19%	64.6	-18%	170.1	179.1	-5%
Forex (Gain)/ Loss	0.2	1.3	-82%	(3.4)	-107%	1.3	12.2	-90%
Exceptional items	-	0.8	-100%	7.4	-100%	0.8	18.9	-96%
PBT	9.3	(3.4)	-373%	(60.6)	-115%	(39.0)	(182.0)	-79%
Current Tax	-	-	NA	-	NA	-	-	NA
Deferred Tax	(63.3)	(2.1)	2980%	-	NA	(67.4)	-	NA
PAT	72.6	(1.3)	-5563%	(60.6)	-220%	28.4	(182.0)	-116%
PAT margin %	25%	0%	NA	-23%	NA	3%	-23%	NA
Other comprehensive income/(loss)	0.0	(0.1)	-119%	(0.1)	-124%	(0.0)	0.3	-104%
Total comprehensive income	72.6	(1.4)	-5280%	(60.6)	-220%	28.4	(181.7)	-116%

Hathway Consolidated Balance Sheet

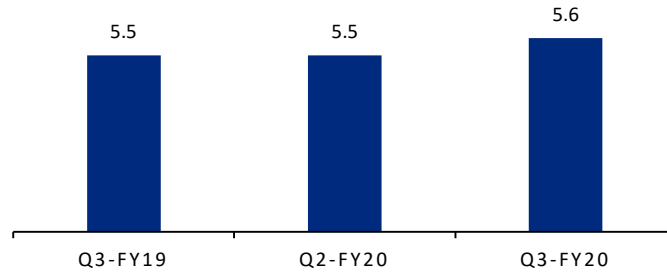


Statement of Assets and Liabilities (INR Cr)	Consolidated	
	Dec-19	Mar-19
A. Equity and Liabilities		
1.Shareholder's Funds		
a. Share Capital	354.0	354.0
b. Reserves and Surplus	3,340.2	3,285.5
Sub Total – Shareholder's funds	3,694.2	3,639.5
2. Minority Interest	0.6	(0.8)
3. Current & Non-current liabilities		
a. Borrowings	2,048.5	1,534.5
b. Trade Payables	275.5	259.3
c. Borrowings & Other Financial Liabilities	268.4	793.3
d. Provisions and other current Liabilities	207.5	198.0
Sub Total – Current & Non – current liabilities	2,799.9	2,785.2
TOTAL – EQUITY AND LIABILITIES	6,494.7	6,423.8
B. Assets		
1. Non-current assets		
a. Property, Plant, Equipment & Intangibles	1,663.5	1,735.6
b. Investments	669.3	637.2
c. Loans & other financial assets	2,037.1	54.0
d. Other non-current assets	99.1	99.8
e. Deferred tax assets (net)	441.9	440.8
Sub Total – Non – current assets	4,910.8	2,967.4
2. Current assets		
a. Inventories	14.0	15.0
b. Investments	168.9	2,995.7
c. Trade Receivables	20.9	120.8
d. Cash and Cash equivalents & Other Bank Balance	1,083.9	153.0
e. Loans & other financial assets	159.2	31.5
f. Current Tax Assets (Net)	44.9	44.7
g. Other Current Assets	92.0	95.9
Sub Total –Current assets	1,583.9	3,456.5
TOTAL - ASSETS	6,494.7	6,423.8

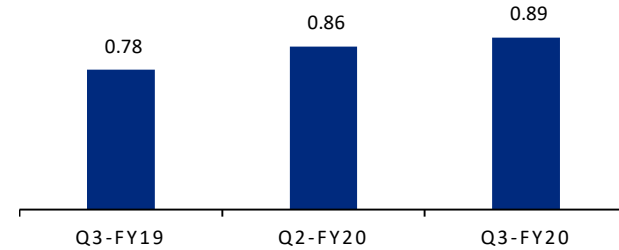
Broadband – Q3-FY20 KPI's



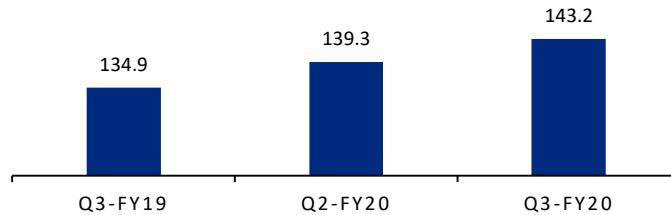
Homes Passes (In Mn)



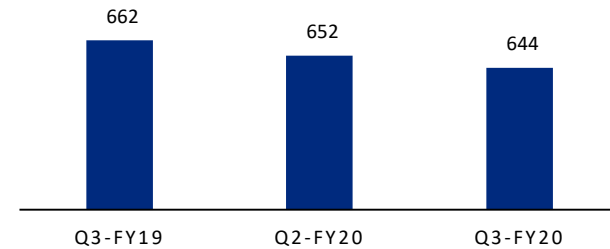
Subscriber base (In Mn)



Revenue (INR In Cr)

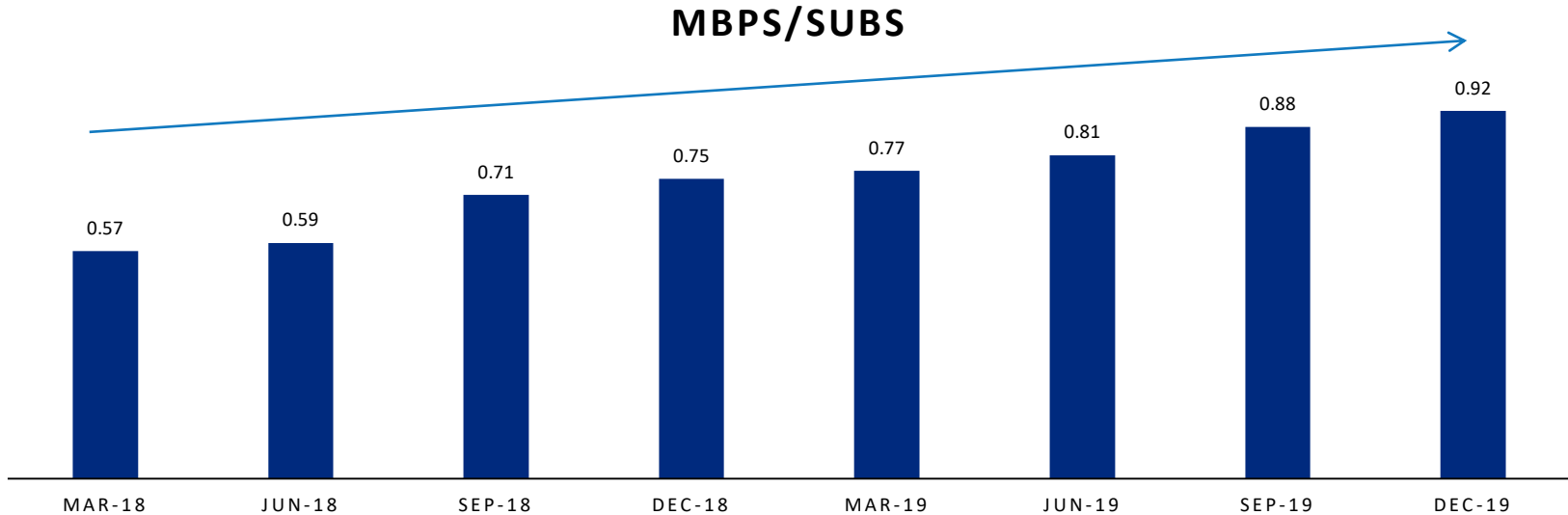


ARPU* (INR)



* 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 35.58 Bn as on 31st December, 2019.



Broadband

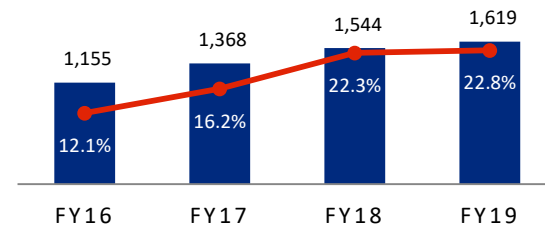
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.6 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.89 Mn High-speed cable broadband services across 26 cities (4 metros and 3 mini metros)



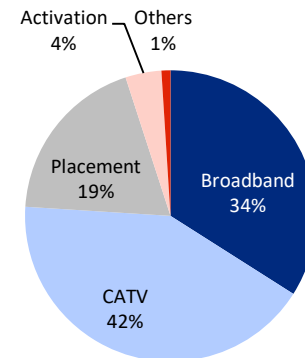
Cable Television

- 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 80% online payment made by LCOs
- Offers cable television services across 350+ cities and major towns

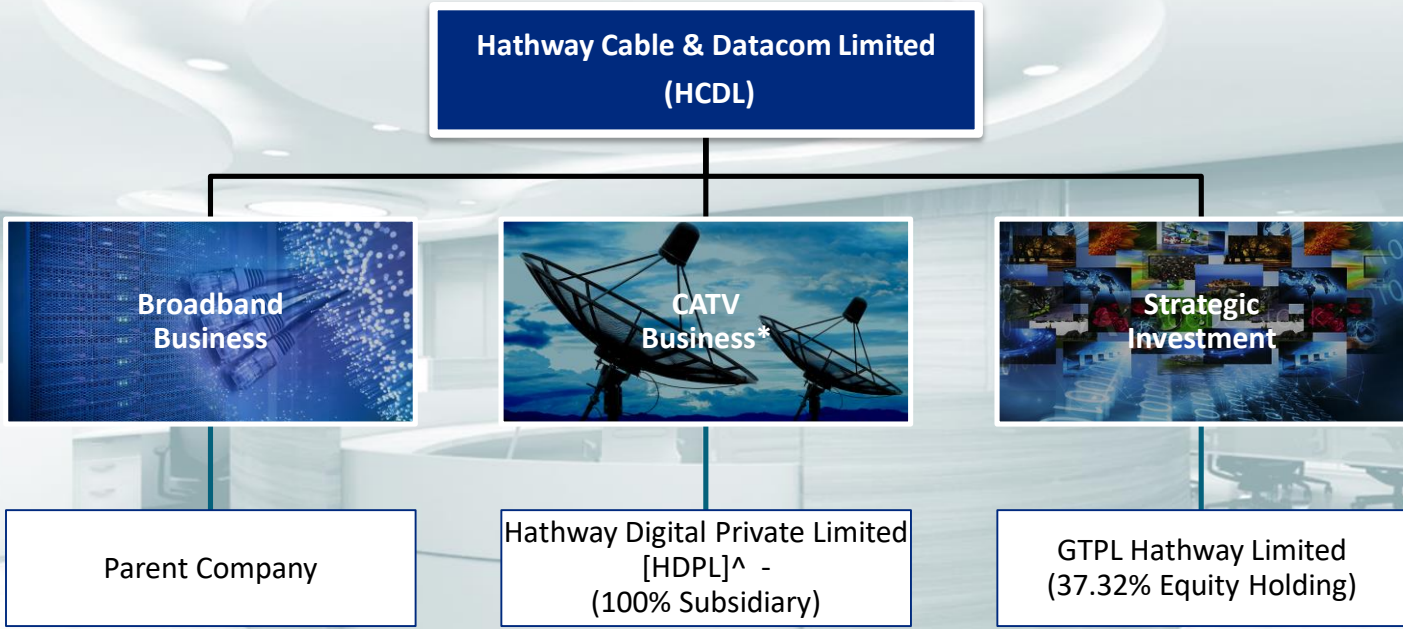
Consolidated Revenue* (INR Cr) & EBITDA Margin (%)



FY19 Operational Revenue Break-up



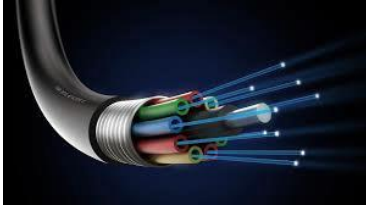
Group Structure



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

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