

October 25, 2018

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street Mumbai – 400001

National Stock Exchange of India Limited Exchange Plaza, Plot no. C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai 400 051, India

Dear Sirs /Madam,

# Subject: Detailed public statement dated October 24, 2018 (the "Detailed Public Statement") in relation to an open offer to the Public Shareholders (as defined in the Detailed Public Statement) of Hathway Cable and Datacom Limited (the "Target Company") ("Open Offer"/ "Offer").

In reference to the captioned Open Offer, please find enclosed the detailed public statement dated October 24, 2018 ("**DPS**") published on October 25, 2018, in the following newspapers:

Newspaper	Language	Editions	
Financial Express	English national daily	All editions	
Jansatta	Hindi national daily	All editions	
Loksatta	Marathi daily	All editions	
Indian Express	English national daily	All editions	

Thanking You,

Yours truly,

For JM Financial Limited

Name:

Designation: Phone: Email: Nikhil Panjwani Vice President 022-66303030 nikhil.panjwani@jmfl.com

Enclosure: As above

## DETAILED PUBLIC STATEMENT IN TERMS OF REGULATION 15(2) OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (SUBSTANTIAL ACQUISITION OF SHARES AND TAKEOVERS) REGULATIONS, 2011, AS AMENDED, TO THE PUBLIC SHAREHOLDERS OF

## HATHWAY CABLE AND DATACOM LIMITED

HAVING ITS REGISTERED OFFICE AT RAHEJAS, 4TH FLOOR, CORNER OF MAIN AVENUE & V. P. ROAD, SANTACRUZ (W), MUMBAI – 400054, INDIA. TEL: +91 22 2600 1306; FAX: +91 22 2600 1307, WEBSITE: www.hathway.com

OPEN OFFER FOR ACQUISITION OF UP TO 46,02,27,170 FULLY PAID UP EQUITY SHARES OF FACE VALUE OF RS. 2 EACH ("EQUITY SHARE"), REPRESENTING 26.00% OF THE EXPANDED VOTING SHARE CAPITAL (AS DEFINED BELOW) OF HATHWAY CABLE AND DATACOM LIMITED ("TARGET COMPANY") FROM THE PUBLIC SHAREHOLDERS (AS DEFINED BELOW) OF THE TARGET COMPANY BY JIO CONTENT DISTRIBUTION HOLDINGS PRIVATE LIMITED ("JCDHPL" OR "ACQUIRER 1"), JIO INTERNET DISTRIBUTION HOLDINGS PRIVATE LIMITED ("JCDHPL" OR "ACQUIRER 2") AND JIO CABLE AND BROADBAND HOLDINGS PRIVATE LIMITED ("JCBHPL" OR "ACQUIRER 2") AND JIO CABLE AND WITH RELIANCE INDUSTRIES LIMITED ("JCBHPL" OR "ACQUIRER 3") (HEREINAFTER ACQUIRER 1, ACQUIRER 2 AND ACQUIRER 3 ARE COLLECTIVELY REFERRED TO AS THE "ACQUIRERS") TOGETHER WITH RELIANCE INDUSTRIES LIMITED ("RIL" OR "PAC 1"), DIGITAL MEDIA DISTRIBUTION TRUST ("TRUST" OR "PAC 2"), RELIANCE CONTENT DISTRIBUTION LIMITED ("RCDL" OR "PAC 3") AND RELIANCE INDUSTRIAL INVESTMENTS AND HOLDINGS LIMITED ("MILH" OR "PAC 4") (HEREINAFTER PAC 1, PAC 2, PAC 3 AND PAC 4 ARE COLLECTIVELY REFERRED TO AS THE "ACQU" OR "PAC 4") AS THE PERSONS ACTING IN CONCERT WITH THE ACQUIRERS ("OFFER" OR "OPEN OFFER").

This detailed public statement ("DPS") is being issued by JM Financial Limited, the manager to the Open Offer (the "Manager to the Offer"), for and on behalf of the Acquirers and the PACs, to the Public Shareholders of the Target Company pursuant to and in compliance with Regulations 13(4), 14(3) and 15(2) of the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 and subsequent amendments thereto ("SEBI (SAST) Regulations"), pursuant to the public announcement ("PA") dated October 17, 2018 filed with the BSE Limited ("BSE"), National Stock Exchange of India Limited ("NSE"), Securities and Exchange Board of India ("SEBI") and the Target Company, in terms of Regulations 3(1) and 4 of the SEBI (SAST) Regulations. For the purposes of this DPS, the following terms have the meanings assigned to them below:

"Expanded Voting Share Capital" shall mean the total voting equity share capital of the Target Company on a fully diluted basis expected as of the 10th (Tenth) working day from the closure of the tendering period for the Offer. This includes 90,88,10,000 Equity Shares to be allotted by the Target Company to the Acquirers in terms of the SSA (as defined below), subject to the approval of the shareholders of the Target Company and other statutory/ regulatory approvals.

"Public Shareholders" shall mean all the public shareholders of the Target Company who are eligible to tender their Equity Shares in the Open Offer, except: (i) the Acquirers and the PACs, and (ii) parties to the underlying SSA (as defined below) and SHA (as defined below) including persons deemed to be acting in concert with such parties to the SSA and SHA, as the case may be.

"SEBIAct" shall mean Securities and Exchange Board of India Act, 1992 and subsequent amendments thereto. "Stock Exchanges" shall mean BSE and NSE.

I. ACQUIRERS, PACS, TARGET COMPANY, SELLER AND OPEN OFFER

1. Details of Jio Content Distribution Holdings Private Limited ("Acquirer 1" or "JCDHPL")

- Acquirer 1 is a private company limited by shares. It was incorporated on October 11, 2018 under the laws of India (CIN: U74999MH2018PTC315665). There has been no change in the name of Acquirer 1
- since its incorporation. 1.2. The registered office Acquirer 1 is situated at 9<sup>th</sup> Floor, Maker Chambers IV, 222, Nariman Point, Mumbai 400 021. India. Tel: +91 22 3555 5000.
- 1.3. The principal activity of Acquirer 1 is to engage in the business of partnering and making strategic investments in entities which are involved in (i) cable services including but not limited to TV, VOIP, Video on Demand and other allied services, and (ii) internet-based services.
- 1.4. The Trust, represented by its trustees (i) Reliance Media Transmission Private Limited, (ii) Shri Madhusudana Siva Prasad Panda, and (iii) Shri Atul S. Dayal, holds 100% of the class A equity share capital (with 1 vote per class A equity share) of the Acquirer 1.100% of the class B equity share capital (with 10 votes per class B equity share) of Acquirer 1 is also proposed to be issued to the Trust. Further, 100% of the participating preference share capital of Acquirer 1 is proposed to be issued to the Trust. RCDL, a wholly owned subsidiary of RIL through RIIHL, is the sole beneficiary of the Trust. Acquirer 1 belongs to the Reliance group.

1.5. The shares of Acquirer 1 are not listed on any stock exchange in India or abroad.

- As on the date of this DPS, there are no directors representing Acquirer 1 on the board of the Target Company.
   As on the date of this DPS, Acquirer 1 does not hold any Equity Shares or voting rights in the Target
- Company. Neither Acquirer 1 nor its directors have any relationship with or interest in the Target Company. Acquirer 1 does not have any employees.
   1.8. Acquirer 1 is not prohibited by SEBI from dealing in securities pursuant to any directions issued under
- Acquirer 1 is not prohibited by SEBI from dealing in securities pursuant to any directions issued under Section 11B of the SEBI Act or under any other regulations made under the SEBI Act.
   Acquirer 1 was incorporated on October 11, 2018 and this being its first year of operations, no financial
- statements of Acquirer 1 are available as on date.

### 2. Details of Jio Internet Distribution Holdings Private Limited ("Acquirer 2" or "JIDHPL")

- 2.1 Acquirer 2 is a private company limited by shares. It was incorporated on October 11, 2018 under the laws of India (CIN: U74999MH2018PTC315670). There has been no change in the name of Acquirer 2 since its incorporation.
- 2.2 The registered office of Acquirer 2 is situated at 9th Floor, Maker Chambers IV, 222, Nariman Point, Mumbai 400021, India, Tel: +91 22 3555 5000.
- 2.3 The principal activity of Acquirer 2 is to engage in the business of partnering and making strategic investments in entities which are involved in (i) cable services including but not limited to TV, VOIP, Video on Demand and other allied services, and (ii) internet-based services.
- 2.4 The Trust, represented by its trustees (i) Reliance Media Transmission Private Limited, (ii) Shri Madhusudana Siva Prasad Panda, and (iii) Shri Atul S. Dayal, holds 100% of the class A equity share capital (with 1 vote per class A equity share) of the Acquirer 2. 100% of the class B equity share capital (with 10 votes per class B equity share) of Acquirer 2 is also proposed to be issued to the Trust. Further, 100% of the participating preference share capital of Acquirer 2 is proposed to be issued to the Trust. RCDL, a wholly owned subsidiary of RIL through RIIHL, is the sole beneficiary of the Trust. Acquirer 2 belongs to the Reliance group.

2.5 The shares of Acquirer 2 are not listed on any stock exchange in India or abroad.

- 2.6 As on the date of this DPS, there are no directors representing Acquirer 2 on the board of the Target Company.
- 2.7 As on the date of this DPS, Acquirer 2 does not hold any Equity Shares or voting rights in the Target Company. Neither Acquirer 2 nor its directors have any relationship with or interest in the Target Company. Acquirer 2 does not have any employees.
- 2.8 Acquirer 2 is not prohibited by SEBI from dealing in securities pursuant to any directions issued under Section 11B of the SEBI Act or under any other regulations made under the SEBI Act.
- 2.9 Acquirer 2 was incorporated on October 11, 2018 and this being its first year of operations, no financial statements of Acquirer 2 are available as on date.
- 3. Details of Jio Cable and Broadband Holdings Private Limited ("Acquirer 3" or "JCBHPL")
- 3.1 Acquirer 3 is a private company limited by shares. It was incorporated on October 12, 2018 under the laws of India (CIN: U74999MH2018PTC315722). There has been no change in the name of Acquirer 3 since its incorporation.
- 3.2 The registered office of Acquirer 3 is situated at 9th Floor, Maker Chambers IV, 222, Nariman Point, Mumbai 400021, India, Tel: +91 22 3555 5000.
- 3.3 The principal activity of Acquirer 3 is to engage in the business of partnering and making strategic investments in entities which are involved in (i) cable services including but not limited to TV, VOIP, Video on Demand and other allied services, and (ii) internet-based services.
- 3.4 The Trust, represented by its trustees (i) Reliance Media Transmission Private Limited, (ii) Shri Madhusudana Siva Prasad Panda, and (iii) Shri Atul S. Dayal, holds 100% of the class A equity share capital (with 1 vote per class A equity share) of the Acquirer 3. 100% of the class B equity share capital (with 10 votes per class B equity share) of Acquirer 3 is also proposed to be issued to the Trust. Further, 100% of the participating preference share capital of Acquirer 3 is proposed to be issued to the Trust. RCDL, a wholly owned subsidiary of RIL through RIIHL, is the sole beneficiary of the Trust. Acquirer 3 belongs to the Reliance group.
- 3.5 The shares of Acquirer 3 are not listed on any stock exchange in India or abroad.
- 3.6 As on the date of this DPS, there are no directors representing Acquirer 3 on the board of the Target Company.
- 3.7 As on the date of this DPS, Acquirer 3 does not hold any Equity Shares or voting rights in the Target Company, Neither Acquirer 3 nor its directors have any relationship with or interest in the Target

- 4.7. TV18 Broadcast Limited and its subsidiary, IndiaCast Media Distribution Private Limited, subsidiaries of Network18 Media & Investments Limited ("NW18"), have entered into agreements with the Target Company and/ or its affiliates in connection with the distribution of Network18 Group's television channels and other related services. Independent Media Trust (of which RIL is the sole beneficiary) owns and controls 73.15% of the paid-up equity share capital of NW18 (directly and indirectly through companies wholly owned and controlled by it).
- 4.8. RIL is not prohibited by SEBI from dealing in securities pursuant to any directions issued under Section 11B of the SEBI Act or under any other regulations made under the SEBI Act.
- 4.9. Consolidated unaudited limited review financial information as at and for the six month period ending September 30, 2018 and consolidated audited financial information for each of the three financial years ended March 31, 2018, March 31, 2017 and March 31, 2016 of RIL extracted from the relevant financial statements, are as follows:

(1	n	Rs	Crore,	except	for	per	share	data	)

Particulars	As at and for 6 month period ended September 30, 2018 (Unaudited, limited review)	Financial year ended March 31, 2018 (Audited)	Financial year ended March 31, 2017 (Audited)	Financial year ended March 31, 2016 (Audited)
Total Income	2,82,115	4,18,214	3,39,623	3,05,351
Profit after tax	19,034	36,080	29,833	29,861
Basic Earnings Per Share (Rs)	32.03*	60.94	50.67#	100.97
Diluted Earnings Per				
Share (Rs)	32.02*	60.89	50.57#	100.75
Net Worth**	3,04,037	2,89,507	2,57,350	2,27,051

# adjusted for bonus

\* not annualised \*\* calculated as per the Companies Act. 2013

- 5. Details of Digital Media Distribution Trust ("PAC 2" or "Trust")
- 5.1. The trust was set up pursuant to a trust deed dated October 9, 2018 by and among Shri L.V. Merchant as
- the 'Settlor' and Shri Atul S. Dayal and Shri Madhusudana Siva Prasad Panda as the first trustees ("**Trust** Deed"). The other trustee of the Trust is Reliance Media Transmission Private Limited.
- 5.2. The office of the Trust is situated at 9th Floor, Maker Chambers IV, 222, Nariman Point, Mumbai 400021. India. Tel: +91 22 3555 5000.
- 5.3. The Trust, represented by its trustees (i) Reliance Media Transmission Private Limited, (ii) Shri Madhusudana Siva Prasad Panda, and (iii) Shri Atul S. Dayal, holds 100% of the class A equity share capital (with 1 vote per class A equity share) of each of the Acquirers. 100% of the class B equity share capital (with 1 votes per class B equity share) of each of the Acquirers is also proposed to be issued to the Trust. Further, 100% of the participating preference share capital of each of the Acquirers is proposed to be issued to the Trust. RCDL, a wholly owned subsidiary of RIL through RIIHL, is the sole beneficiary of the Trust. RIIHL is the protector of the Trust. Trust belongs to the Reliance group.
- 5.4. PAC 2, being a trust, does not have any share capital.
- 5.5. The maximum number of trustees under the Trust Deed is 3. The board of trustees administers and manages the affairs of the Trust in accordance with the Trust Deed. All decisions of the board of trustees are by way of majority vote of the trustees.
- 5.6. As on the date of this DPS, the Trust does not hold any Equity Shares or voting rights in the Target Company. Neither the Trust nor its trustees have any relationship with or interest in the Target Company. The Trust does not have any employees.
- 5.7. Neither the Trust nor any of its trustees are prohibited by SEBI from dealing in securities pursuant to any directions issued under Section 11B of the SEBI Act or under any other regulations made under the SEBI Act.
- 5.8. The Trust was set up on October 9, 2018 pursuant to the Trust Deed and this being its first year of existence, no financial statements of the Trust are available as on date.
- 6. Details of Reliance Content Distribution Limited ("PAC 3" or "RCDL")
- 6.1. RCDL is an unlisted public company limited by shares. It was incorporated on September 4, 2017 under the laws of India (CIN: U74999MH2017PLC299342). There has been no change in the name of RCDL since its incorporation.
- 6.2. The registered office of RCDL is situated at 9th Floor, Maker Chambers IV, 222, Nariman Point, Mumbai 400021. Tel: +91 22 6255 5000.
- 6.3. The principal activity of RCDL is to engage in the business of partnering and making strategic investments in entities which are involved in (i) cable services including but not limited to TV, VOIP, Video on Demand and other allied services. and (ii) internet-based services.
- 6.4. The Trust, represented by its trustees (i) Reliance Media Transmission Private Limited, (ii) Shri Madhusudana Siva Prasad Panda, and (iii) Shri Atul S. Dayal, holds 100% of the class A equity share capital (with 10 votes per class A equity share) of each of the Acquirers. 100% of the class B equity share) of each of the Acquirers is also proposed to be issued to the Trust. Further, 100% of the participating preference share capital of each of the Acquirers is proposed to be issued to the Trust. RCDL, a wholly owned subsidiary of RIL through RIIHL is the protector of the Trust. RCDL belongs to the Reliance group.
- 6.5. The shares of RCDL are not listed on any stock exchange in India or abroad.
- 6.6. As on the date of this DPS, there are no directors representing RCDL on the board of the Target Company.
- 6.7. As on the date of this DPS, RCDL does not hold any Equity Shares or voting rights in the Target Company. Neither RCDL nor its directors have any relationship with or interest in the Target Company. RCDL does not have any employees.
- 6.8. RCDL is not prohibited by SEBI from dealing in securities pursuant to any directions issued under Section 11B of the SEBI Act or under any other regulations made under the SEBI Act.
- 6.9. RCDL was incorporated on September 4, 2017 and this being its second year of operations, unaudited limited review financial information as at and for the six month period ending September 30, 2018 and audited financial information for the financial period ended March 31, 2018 of RCDL extracted from the relevant financial statements, are as follows:

#### (In Rs Crore, except for per share data)

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Particulars	As at and for 6 month period ended September 30, 2018 (Unaudited, limited review)	Financial period ended March 31, 2018 (Audited)			
Total Income	0.00	0.00			
Profit/ (Loss) after tax	(0.01)	(0.02)			
Earnings Per Share					
(Basic and Diluted) (Rs)	(0.94)	(4.71)			
Net Worth*	0.02	0.03			

\* calculated as per the Companies Act, 2013

- 7. Details of Reliance Industrial Investments and Holdings Limited ("PAC 4" or "RIIHL")
- 7.1. RIIHL is an unlisted public company limited by shares. It was incorporated on October 1, 1986 under the laws of India (CIN: U65910MH1986PLC041081) as Trishna Investments and Leasings Private Limited. The status of RIIHL was changed to a 'deemed' public company under Section 43A of the Companies Act, 1956 on August 20, 1988. The name was thereafter changed to Reliance Industrial Investments and Holdings Limited on August 6, 1993.
- 7.2. The registered office of RIIHL is situated at 9th Floor, Maker Chambers IV, 222, Nariman Point, Mumbai 400021. Tel: +91 22 2278 5000, Fax: +91 22 3555 5989.
- 7.3. The principal activity of RIIHL is trading in petroleum products, manpower services and investments.
- 14. The Trust, represented by its trustees (i) Reliance Media Transmission Private Limited, (ii) Shri Madhusudana Siva Prasad Panda, and (iii) Shri Atul S. Dayal, holds 100% of the class A equity share capital (with 1 vote per class A equity share) of each of the Acquirers. 100% of the class B equity share capital (with 10 votes per class B equity share) of each of the Acquirers is also proposed to be issued to

Equity Share, aggregating Rs. 2,940.00 crore ("Subscription Amount"), to be paid in cash ("Preferential Allotment" or "Preferential Issue"). In relation to the said Preferential Issue, on October 17, 2018, the Target Company, members of the existing promoter and promoter group of the Target Company (i) Mr Akshay Raheja, (ii) Mr Viren Raheja, (iii) Hattway Investments Private Limited, and (iv) Spur Cable and Datacom Private Limited ("Existing Promoters") and the Acquirers entered into a share subscription agreement ("SSA"), under which the Target Company will, subject to inter alia receipt of shareholders' approval, receipt of statutory/regulatory approvals and fulfilment of certain other conditions precedent (unless waived by the Acquirers), issue and allot the Subscription Shares to the Acquirers.

- Furthermore, the Acquirers, the Target Company and the Existing Promoters have also entered into a shareholders' agreement on October 17, 2018 ("SHA").
- 10.3. The Open Offer is being made to the Public Shareholders in accordance with Regulations 3(1) and 4 of the SEBI (SAST) Regulations pursuant to the board resolution approving the Preferential Issue, SSA and the SHA.
- 10.4. The Acquirers and the PACs are making this Open Offer to acquire from the Public Shareholders up to 46,02,27,170 Equity Shares ("Offer Shares"), constituting 26.00% of the Expanded Voting Share Capital of the Target Company at an offer price of Rs. 32.35 per Equity Share (the "Offer Price"), aggregating Rs. 1488.83 crore ("Offer Consideration").
- 10.5. This is not a competing offer in terms of Regulation 20 of the SEBI (SAST) Regulations

#### 10.6. This Open Offer is not conditional on any minimum level of acceptance.

Particulars	Number of shares	% of Voting Share Capital
Fully paid up Equity Shares	86,12,94,500	48.66%
Equity Shares proposed to be allotted under the Preferential Issue	90,88,10,000	51.34%
Expanded Voting Share Capital	1,77,01,04,500	100.00%

As of the date of this DPS, there are no: (i) partly paid-up equity shares; and (ii) outstanding convertible instruments (warrants/fully convertible debentures/partly convertible debentures) issued by the Target Company, apart from employee stock options. However, no employee stock options are exercisable until the 10th (Tenth) working day from the closure of tendering period for the Offer.

- 10.8. The Offer Price will be paid in cash, in accordance with the provisions of Regulation 9(1)(a) of the SEBI (SAST) Regulations.
- 10.9. To the best of the knowledge of the Acquirers and the PACs, there are no statutory or other approvals required to complete the underlying transactions contemplated under the SSA and SHA and the acquisition of the Offer Shares that are validly tendered pursuant to the Open Offer or to complete this Open Offer other than as indicated in Part VI (Statutory and Other Approvals) below. However, in case any other statutory approvals become applicable and are required by the Acquirers and the PACs at a later date before the closure of the tendering period, this Open Offer shall be subject to receipt of such further approvals.
- 10.10. Where any statutory or other approval extends to some but not all of the Public Shareholders, the Acquirers shall have the option to make payment to such Public Shareholders in respect of whom no statutory or other approvals are required in order to complete this Open Offer.
- 10.11. In terms of Regulation 23 of the SEBI (SAST) Regulations, in the event that, for reasons outside the reasonable control of the Acquirers, the approvals (whether in relation to the acquisition of the Offer Shares) specified in this DPS as set out in Part VI (Statutory and Other Approvals) below or those which become applicable prior to completion of the Open Offer are not received, then the Acquirers and the PACs shall have the right to withdraw the Open Offer. In the event of such a withdrawal of the Open Offer, the Acquirers and the PACs (through the Manager to the Offer) shall, within 2 (Two) working days of such withdrawal, make an announcement of such withdrawal stating the grounds for the withdrawal in accordance with Regulation 23(2) of the SEBI (SAST) Regulations.
- 10.12. The Offer Shares will be acquired by the Acquirers fully paid-up, free from all liens, charges and encumbrances and together with the rights attached thereto, including all rights to dividend, bonus and rights offer declared in relation thereto, and the tendering Public Shareholders shall have obtained all necessary consents required by them to sell the Equity Shares on the foregoing basis.
- 10.13. In terms of the Regulation 25 (2) of the SEBI (SAST) Regulations, the Acquirers and PACs have no intention to alienate any material assets of the Target Company or of any of its subsidiaries (the "Group") whether by way of sale, lease, encumbrance or otherwise for a period of 2 (two) years from the closure of this Open Offer except: (a) in the ordinary course of business; and (b) on account of regulatory approvals or conditions or compliance with any law that is binding on or applicable to the operations of the Group.
- 10.14. Pursuant to completion of this Open Offer and the underlying transactions contemplated in the SSA and the SHA, the public shareholding in the Target Company may fall below the minimum public shareholding requirement as per Rule 19A of the Securities Contract (Regulation) Rules, 1957 read with Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended. In such an event, the Acquirers will ensure compliance with the minimum public shareholding requirements in such manner and timelines as prescribed under applicable law.
- 10.15. The Manager to the Offer does not hold any Equity Shares as on the date of this DPS. The Manager to the Offer further declares and undertakes not to deal on their account in the Equity Shares during the offer period.

#### II. BACKGROUND TO THE OPEN OFFER

1. The board of directors of the Target Company, at its meeting held on October 17, 2018, subject to inter alia receipt of approval from the shareholders of the Target Company and receipt of statutory/regulatory approvals, approved the Preferential Issue. In relation to the said Preferential Issue, the Target Company, the Existing Promoters and the Acquirers entered into the SSA, under which the Target Company will, subject to *inter alia* receipt of shareholders' approval, receipt of statutory/regulatory approvals and fulfilment of certain other conditions precedent (unless waived by the Acquirers), issue and allot the Subscription Shares to the Acquirer. Furthermore, the Acquirers, Target Company and the Existing Promoters have also entered into the SHA.

#### 2. The details of the Equity Shares to be issued and allotted pursuant to the SSA, are as under:

Name of the Shareholder	Nature of the Transaction	No. of Equity Shares to be issued and allotted/acquired	Percentage of the Expanded Voting Share Capital	Consideration (In Rs Crore)
Acquirer 1	Preferential Issue	53,46,98,609	30.21%	1,729.75
Acquirer 2	Preferential Issue	21,42,96,755	12.11%	693.25
Acquirer 3	Preferential Issue	15,98,14,636	9.03%	517.00

- As a consequence of the board resolution dated October 17, 2018 approving the Preferential Issue, SSA and the SHA, this Open Offer is a mandatory offer being made by the Acquirers and the PACs in compliance with Regulations 3(1) and 4 of SEBI (SAST) Regulations
- 4. Salient features of the SSA and the SHA are set out below
- A. Salient Features of the SSA
- . The proceeds received by the Target Company for the allotment of the Subscription Shares shall be used for the purpose determined by the board of directors of the Target Company.
- 2. The obligations of the Acquirers to subscribe to the Subscription Shares and pay the Subscription Amount to the Target Company shall be conditional on the fulfilment of each of the conditions precedent set out in the SSA on or before the Long Stop Date (as defined in the SSA) or their waiver by the Acquirers, which include, among others, the following conditions:
- (i) receipt of (a) necessary approvals from the Competition Commission of India (or any appellate authority in India having appropriate jurisdiction) for the transactions contemplated under the SSA, on terms acceptable to the Acquirers; or (b) any other approval as may be required to be obtained under any applicable law for the transaction contemplated therein, on terms acceptable to the Acquirers;
- (ii) obtaining approval of the shareholders of the Target Company for the Preferential Issue and for the increase in authorized capital of the Target Company;
  (iii) receipt of 'in-principle' approval from BSE and NSE for the issue and allotment of the Equity Shares of the Target Company to the Acquirers pursuant to the Preferential Issue;

- Company. Acquirer 3 does not have any employees.
- 3.8 Acquirer 3 is not prohibited by SEBI from dealing in securities pursuant to any directions issued under Section 11B of the SEBI Act or under any other regulations made under the SEBI Act.
- 3.9 Acquirer 3 was incorporated on October 12, 2018 and this being its first year of operations, no financial statements of Acquirer 3 are available as on date.

#### 4. Details of Reliance Industries Limited ("PAC 1" or "RIL")

- 4.1. Reliance Industries Limited, a company limited by shares was originally incorporated on May 8, 1973 under the name Mynylon Limited in the State of Karnataka under the Companies Act, 1956 (CIN: L17110MH1973PLC019786). The name was subsequently changed to Reliance Textle Industries Limited on March 11, 1977 and eventually to its present name on June 27, 1985. The registered office was changed from State of Karnataka to State of Maharashtra on July 2, 1977. The present registered office of RIL is situated at 3rd Floor, Maker Chambers IV, 222, Nariman Point, Mumbai-400 021. Tel: +91 22 3555 5500. Fax: +91 22 3555 5560.
- 4.2. RIL, the flagship company of the Reliance group is the largest private sector company on all major financial parameters with a consolidated total income of Rs. 4,18,214 crore, consolidated profit after tax of Rs. 36,080 crore for the financial year ended March 31, 2018 and net worth of Rs. 2,89,507 crore as of March 31, 2018. RIL has presence across the energy and material value chain as well as retail and telecommunication sectors.
- 4.3. The Trust, represented by its trustees (i) Reliance Media Transmission Private Limited, (ii) Shri Madhusudana Siva Prasad Panda, and (iii) Shri Atul S. Dayal, holds 100% of the class A equity share capital (with 1 vote per class A equity share) of each of the Acquirers. 100% of the class B equity share capital (with 10 votes per class B equity share) of each of the Acquirers is also proposed to be issued to the Trust. Further, 100% of the participating preference share capital of each of the Acquirers is proposed to be issued to the Trust. RCDL, a wholly owned subsidiary of RIL through RIIHL, is the sole beneficiary of the Trust. RIIHL is the protector of the Trust.
- 4.4. The equity shares of RIL are listed on the BSE and NSE and the global depository receipts ("GDR") are listed on the Luxembourg Stock Exchange and traded on the International Order Book (IOB) of London Stock Exchange. GDRs are also traded amongst 'Qualified Institutional Investors' in the Portal System of NASD, USA.
- 4.5 The names of the (A) promoter and promoter group, (B) other significant shareholders (public shareholders holding more than 1% of the fully paid-up equity share capital), and (C) other significant shareholders (non-public non-promoter shareholders holding more than 1% of the fully paid-up equity share capital) of RIL as disclosed by it to the stock exchanges under Regulation 31 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as of September 30, 2018 are as follows:

#### A. Promoter and Promoter Group

Individuals: M D Ambani, Nita Ambani, Isha M Ambani, Akash M Ambani, Anant M Ambani and K D Ambani.

Body Corporates and Others: Devarshi Commercials LLP, Srichakra Commercials LLP, Karuna Commercials LLP, Tattvam Enterprises LLP, Reliance Industries Holding Private Ltd, Shreeji Comtrade LLP, Shrikrishna Tradecom LLP, Svar Enterprises LLP, Reliance Welfare Association, Vasuprada Enterprises LLP, Reliance Industrial Infrastructure Limited, Exotic Officeinfra Private Limited, Carat Holdings and Trading Co Pvt Ltd, Neutron Enterprises LLP, Reliance Industrial Infrastructure Limited, Exotic Officeinfra Private Limited, Futura Commercials Private Limited, Kankhal Trading LLP, Bhuvanesh Enterprises LLP, Ajitesh Enterprises LLP, Radri Commercials LLP, Abhayaprada Enterprises LLP, Trilokesh Commercials LLP, Taran Enterprises LLP, Pitambar Enterprises LLP, Adisesh Enterprises LLP, Rishikesh Enterprises LLP, Pavana Enterprises LLP, Kamalakar Enterprises LLP, Chakradher Commercials LLP, Chakresh Enterprises LLP, Chakradher Commercials LLP, Chakradher UP, Shripal Enterprises LLP, Chakradher Commercials LLP, Shripal Enterprises LLP, Shripal Enterprises LLP, Synergy Synthetics Private Limited, Anurabha Commercials Private Limited, Anurabha Commercials Private Limited, Anurabha Commercials Private Limited, Anurabha Commercials Private Limited, Anurabha Sikka Ports & Terminals Limited (Previously known as Reliance Utilities and Power Private Limited (Previously known as Reliance Utilities and Power Private Limited (Previously known as Reliance Utilities Private Limited), EWPL Holdings Private Limited (Previously known as Reliance Utilities Private Limited, Javata LIN, EMPL, Holdings Private Limited (Previously known as Reliance Utilities Private Limited, Javata Linited, Previously known as Reliance Utilities Private Limited, Javata Linited, Javata Linited, Previously known as Reliance Utilities Private Limited, Javata Linited, Javata Linited, Javata Linited, Javata Lin

B. Other significant shareholders (public shareholders holding more than 1% of the fully paid-up equity share capital)

Europacific Growth Fund, Government of Singapore and Life Insurance Corporation of India.

C. Other significant shareholders (non-public non-promoter shareholders holding more than 1% of the fully paid-up equity share capital)

Bank of New York (for GDRs)

4.6. Other than as stated in paragraph 4.7 below, neither RIL nor its directors or key managerial personnel have any relationship with or interest in the Target Company. Further, as on the date of this DPS, there are no directors representing RIL on the board of the Target Company.

- the Trust. Further, 100% of the participating preference share capital of each of the Acquirers is proposed to be issued to the Trust. RCDL, a wholly owned subsidiary of RIL through RIIHL, is the sole beneficiary of the Trust. RIIHL is the protector of the Trust. RIIHL is a wholly owned subsidiary of RIL. RIIHL belongs to the Reliance group.
- 7.5. The shares of RIIHL are not listed on any stock exchange in India or abroad
- 7.6. As on the date of this DPS, there are no directors representing RIIHL on the board of the Target Company.
- 7.7. As on the date of this DPS, RIIHL does not hold any Equity Shares or voting rights in the Target Company. Neither RIIHL nor its directors or key managerial personnel have any relationship with or interest in the Target Company.
- 7.8. RIIHL is not prohibited by SEBI from dealing in securities pursuant to any directions issued under Section 11B of the SEBI Act or under any other regulations made under the SEBI Act.
- 7.9. Unaudited limited review financial information as at and for the six month period ending September 30, 2018 and audited financial information for each of the three financial years ended March 31, 2018, March 31, 2017 and March 31, 2016 of RIIHL extracted from the relevant financial statements, are as follows:

#### (In Rs Crore, except for per share data)

Particulars	As at and for 6 month period ended September 30, 2018 (Unaudited, limited review)	month period ended ended September 30, 2018 March 31, 2018		Financial year ended March 31, 2016 (Audited)	
Total Income	997.16	2,185.68	1,542.21	1,776.08	
Profit/ (Loss) after tax	12.28	3.38	(20.09)	2.57	
Basic Earnings Per Share (Rs)	0.83	0.23	(1.36)	0.17	
Diluted Earnings Per Share (Rs)	0.04	0.01	(1.36)	0.05	
Net Worth*	19,756.19	16,910.94	16,300.96	574.52	

\* Calculated as per the Companies Act, 2013

#### 8. Details of the Sellers

Not applicable

#### 9. HATHWAY CABLE AND DATACOM LIMITED ("Target Company")

- 9.1. The Target Company is a public limited company with corporate identification number L64204MH1959PLC011421. The Target Company was incorporated on August 7, 1959 under the Companies Act, 1956. There has been no change in the name of the Target Company in the last three years.
- 9.2. The registered office of the Target Company is situated at Rahejas, 4th Floor, Corner of Main Avenue & V. P. Road, Santacruz (W), Mumbai 400054, India. Tel: +91 22 2600 1306, Fax: +91 22 2600 1307.
- 9.3. The Target Company is engaged in the business of distribution of internet services through cable and has strategic stake in entities engaged in cable television business.
- 9.4. The Equity Shares are listed on the BSE (Security ID: HATHWAY, Security Code: 533162) and the NSE (Symbol: HATHWAY). The ISIN of the Equity Shares of the Target Company is INE982F01036.
- 9.5. The Equity Shares are frequently traded on NSE and BSE within the meaning of explanation provided in Regulation 2(1)(j) of the SEBI (SAST) Regulations as on the date of the DPS.
- 9.6. The Target Company does not have any partly paid-up equity shares.
- 9.7. Summary of the audited consolidated financial statements of the Target Company for the financial year ended March 31, 2018, March 31, 2017, and March 31, 2016 are as follows:

#### (In Rs Crore, except for per share data)

Particulars	Financial year ended March 31, 2018 (Audited)	Financial year ended March 31, 2017 (Audited)	Financial year March 31, 2016 (Audited)	
Total Income	1,544.36	1,368.23	1,155.04	
Profit/(Loss) after tax	(107.86)	(193.45)	(237.68)	
Earnings Per Share				
(Basic and Diluted) (Rs)	(1.30)	(2.33)	(2.86)	
Net Worth	788.51	893.70	1,090.02	

Source: The financial information set forth above has been extracted from the Target Company's audited consolidated financial statements as at and for the financial years ended March 31, 2018, March 31, 2017, and March 31, 2016.

#### 10. Details of the Open Offer

10.1. The board of directors of the Target Company, at its meeting held on October 17, 2018, subject to inter alia receipt of approval from the shareholders of the Target Company and receipt of statutory/regulatory approvals, approved the preferential issue of 90,88,10,000 Equity Shares ("Subscription Shares"), representing 51.34% of the Expanded Voting Share Capital, to the Acquirers at a price of Rs. 32.35 per

- (iv) no event, occurrence, change, effect or condition of any character having occured which has or could reasonably be expected to have a Material Adverse Effect (as defined in the SSA);
- (v) there being no breach of any warranties provided in the SSA by HCDL and the Existing Promoters;
- (vi) receipt of approvals from identified lenders of the Target Company and its group companies for the transaction contemplated under the SSA and intimation of the transaction to certain identified lenders;
- (vii) there being no writ, judgment, injunction, decree, or similar order of any governmental authority or any applicable law restraining or otherwise preventing the consummation of any of the transactions contemplated by the SSA and/or the Transaction Documents (as defined under the SSA), and;
- (viii) there being no instituted or pending proceeding by any person before any governmental authority, seeking to: (a) restrain, prohibit or otherwise interfere with the ownership or operation of all or any material portion of the business or material assets (excluding current assets) of any of the Target Company and its group companies collectively, or to compel disposal of all or any material portion of the business or material assets of any of the Target Company and its group companies collectively, or to compel disposal of all or any material portion of the business or material assets of any of the Target Company and its group companies collectively; or (ii) impose or confirm limitations on the ability of the Acquirers or any of its affiliates effectively to exercise full rights of ownership of any shares issued under the Preferential Issue, including the right to vote on all matters properly presented to the Target Company's shareholders.

#### B. Salient Features of the SHA

- Other than certain specified provisions which shall have immediate effect, the SHA is conditional on and shall come into force and take effect only on the Closing Date (as defined under the SHA) ("Effective Date");
- (ii) The Existing Promoters would be entitled to appoint 2 non-executive directors on the board of the Target Company, so long as they collectively hold 20% of Equity Shares of the Target Company. Further, so long as the Existing Promoters collectively continue to hold at least 10% of the Equity Shares of the Target Company but less than 20% of the Equity Shares of the Target Company, they would be entitled to appoint 1 non-executive director on the board of the Target Company;
- (iii) From the Effective Date, the Acquirers would have the right to appoint a majority of the directors on the board of directors of the Target Company;
- (iv) Each of the Existing Promoters have agreed that from the Effective Date, they shall cease to be in control of the Target Company, and the Existing Promoters have acknowledged that the Acquirers will be and shall remain solely in absolute control of the Target Company at all times. Further, on the Effective Date, the Acquirers will be identified as a promoter of the Target Company;
- (v) It has been agreed that the Existing Promoters would be reclassified as public shareholders of the Target Company in case their collective shareholding in the Target Company falls below 10% or any other limit as may be prescribed under applicable law;
- (vi) The Existing Promoters have agreed that they will not purchase further securities of the Target Company (except for rights issues, bonus issues, stock splits or pursuant to corporate reorganizations);
- (vii) The SHA provides for certain restrictions on transfer of shareholding in the Target Company by the Existing Promoters and also provides the Acquirer certain rights to acquire the shareholding held by the Existing Promoters in the Target Company;
- (viii) The Existing Promoters have agreed to non-compete and non-solicit restrictions under the SHA. No fee has been paid or is payable by the Acquirers to the Existing Promoters in relation to these obligations;
- (ix) The Acquirers have a call option on the securities of the Target Company held by the Existing Promoters in case of breach of transfer restrictions and/or the non-compete restrictions under the SHA by any of the Existing Promoters or upon the occurrence of an Insolvency Event (as defined under the SHA) with respect to any of the Existing Promoters; and
- (x) The SHA shall automatically stand terminated:
  - upon Closing (as defined under the SSA) not having occurred in the manner and in terms as set out under the SSA;
  - b. upon the Existing Promoters ceasing to hold at least 5% of the Equity Shares of the Target Company; and
  - c. at any time by the written consent of the parties.
- 5. The prime objective of the Acquirers for the acquisition of Equity Shares is to have substantial holding of Equity Shares, voting rights and acquisition of sole control of the Target Company. Through this transaction, the Reliance group intends to strengthen the local cable operators that are aligned with the Target Company to provide them (a) access to superior back-end infrastructure, (b) tie-ups with content producers, (c) access to latest business platforms to improve business efficiencies and deliver customer experience, and (d) investment in digital infrastructure for connecting customers. This will enable the Reliance group to offer to the existing customers of the Target Company, a quick and affordable upgrade to a world-class lineup of JioGiga-Fiber and Jio Smart-Home Solutions.

#### III. SHAREHOLDING AND ACQUISITION DETAILS

The current and proposed shareholding of the Acquirers and the PACs in the Target Company and the details of the acquisition are as follows

	Acquirer 1 Acquirer 2 Acquirer 3 PAC 1		Acquirer 1		PAC	2	PAG	С 3	PAC	; 4				
Particulars	No of shares	%age	No of shares	%age	No of shares	%age	No of shares	%age	No of shares	%age	No of shares	%age	No of shares	%age
Shares as on PA date	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Shares acquired between PA date and DPS date	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Post offer shareholding (Assuming full acceptance on a fully diluted basis, as on 10th (Tenth) working day after closing of tendering period)		45.50%	32,28,17,996	18.24%	24,07,45,785	13.60%	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil

None of the members of the board of directors/trustees of the Acquirers or the PACs hold any Equity Shares of the Target Company.

#### OFFER PRICE IV.

1 The Equity Shares of the Target Company are listed on BSE and NSE.

The annualized trading turnover in the Equity Shares of the Target Company on BSE and NSE based on trading volume during the twelve calendar months prior to the month of PA (October 1, 2017 to 2. September 30, 2018) is as given below:

Stock Exchange	Total no. of Equity Shares traded during the twelve calendar months prior to the month of the PA	Weighted average number of Equity Shares during the twelve calendar months prior to the month of PA	Annualised trading turnover (as % of weighted Equity Shares listed)
BSE	13,82,06,637	83,32,79,158	16.59%
NSE	42,04,35,153	83,32,79,158	50.46%

(Source: www.bseindia.com and www.nseindia.com)

Based on the above information, the Equity Shares of the Target Company are frequently traded on BSE 3. and NSE within the meaning of explanation provided in Regulation 2(1)(j) of the SEBI (SAST) Regulations

The Offer Price of Rs.32.35 per Equity Share has been determined in terms of Regulation 8(2) of the SEBI (SAST) Regulations, being the highest of the following:

Sr. No.	Particulars	Rs. per Equity Share
A	The highest negotiated price per Equity Share for any acquisition under an agreement attracting the obligation to make a public announcement of an open offer i.e. the price per share under the underlying agreements, if any	32.35
В	The volume weighted average price paid or payable per Equity Share for acquisitions by the Acquirers or the PACs during the fifty-two weeks immediately preceding the date of the PA	Not applicable
С	The highest price per Equity Share paid or payable for any acquisition by the Acquirers or the PACs during the twenty-six weeks immediately preceding the date of the PA	Not applicable
D	The volume-weighted average market price of such Equity Shares for a period of sixty trading days immediately preceding the date of PA as traded on NSE (NSE being the stock exchange where the maximum volume of trading in the Equity Shares is recorded during such period)	23.44

- In view of the parameters considered and presented in the table in paragraph 4 above, the offer price per 5 Equity Share under Regulation 8(2) of the SEBI (SAST) Regulations is the highest of item numbers A to D above i.e. Rs. 32.35 per Equity Share. Accordingly, the Offer Price is justified in terms of the SEBI (SAST) Regulations.
- 6 There have been no corporate actions by the Target Company warranting adjustment of any of the relevant price parameters under Regulation 8(9) of the SEBI (SAST) Regulations
- As on the date of this DPS, there is no revision in the Offer Price or size of the Open Offer. In case of any revision in the Offer Price or size of the Open Offer, the Acquirers and the PACs shall comply with Regulation 18(4) and 18(5) of the SEBI (SAST) Regulations and all the provisions of the SEBI (SAST) Regulations which are required to be fulfilled for the said revision in the Offer Price or size of the Oper Offer.
- In terms of Regulations 18(4) and 18(5) of the SEBI (SAST) Regulations, the Acquirers are permitted to 8. revise the Offer Price or the number of Offer Shares at any time prior to commencement of the last 1 (One) working day before the commencement of the tendering period. In the event of such revision, the Acquirers and PACs shall (i) make corresponding increase to the escrow amount, (ii) make public announcement in the same newspapers in which this DPS has been published, and (iii) simultaneously notify to BSE, NSE, SEBI and the Target Company at its registered office of such revision. Such revision would be done in compliance with other requirements prescribed under the SEBI (SAST) Regulations.
- If the Acquirers or PACs acquire Equity Shares during the period of twenty-six weeks after the tendering 9 period at a price higher than the Offer Price, then the Acquirers and PACs shall pay the difference between the highest acquisition price and the Offer Price, to all shareholders whose shares have been accepted in the Open Offer within 60 (Sixty) days from the date of such acquisition. However, no such difference shall be paid in the event that such acquisition is made under another open offer under the SEBI (SAST) Regulations, or pursuant to the Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009, or open market purchases made in the ordinary course on the stock exchanges, not being negotiated acquisition of shares of the Target Company in any form.

#### FINANCIAL ARRANGEMENTS

V.

- The total funding requirement for the Open Offer, assuming full acceptance, i.e. for the acquisition of 46,02,27,170 Equity Shares, at the Offer Price of Rs. 32.35 is Rs. 1,488.83 crore.
- In accordance with Regulation 17 of the SEBI (SAST) Regulations, the Acquirers, PAC 1 and the Manager to the Offer have entered into an escrow agreement with HDFC Bank Limited, Fort Branch 2 ("Escrow Agent") on October 19, 2018 ("Escrow Agreement"). In accordance with the requirements of Regulation 17 of the SEBI (SAST) Regulations, an irrevocable lien has been created on a fixed deposit of PAC 1 ("Fixed Deposit") aggregating Rs. 225 crore. The amount of the Fixed Deposit is in excess of the requirements of deposit of escrow amount as per Regulation 17 of the SEBI (SAST) Regulations, i.e. 25% of the first Rs. 500 crore of the Offer Consideration and 10% of the remainder of the Offer Consideration. In terms of the Escrow Agreement, the Manager to the Offer at any time can invoke the lien and encash the proceeds of the Fixed Deposit in terms of the SEBI (SAST) Regulations. In the event the Acquirers propose to complete the underlying transactions under the SSA and SHA prior to the expiry of the offer period (as defined under SEU (SAST) Regulations), the Acquirers and/or PAC 1 shall prior to such completion, create an irrevocable lien in favor of the Manager to the Offer on further fixed deposits and/or deposit additional cash for an amount which together with the Fixed Deposit would aggregate 100% of the Offer Consideration.
- The Acquirers have authorized the Manager to the Offer to realize the value of the Fixed Deposit and additional amounts deposited in escrow (if any) in terms of the SEBI (SAST) Regulations.
- PAC 1 and PAC 3 vide their board resolutions dated October 17, 2018 respectively and PAC 2 vide its resolution dated October 17, 2018, have resolved to provide financial assistance/support as may be required by the Acquirers for meeting their obligations under the underlying transactions contemplated under the SSA and the Open Offer. After considering the aforementioned as well as the cash & cash equivalents, and liquid securities available with PAC 1, Chaturvedi & Shah, Chartered Accountants (Mr Vijay Napawaliya, Partner, Membership Number: 109859) vide a certificate dated October 17, 2018 have certified that the Acquirers have adequate financial resources for fulfilling their obligations under the underlying transactions contemplated under the SSA and the Open Offer.
- Based on the above, the Manager to the Offer is a satisfied, (i) about the adequacy of resources to meet the financial requirements of the Open Offer and the ability of the Acquirers along with PACs to implement the Open Offer in accordance with the SEBI (SAST) Regulations, and (ii) that firm arrangements for the funds and money for payment through verifiable means are in place to fulfill the Open Offerse bilarchices Open Offer obligations
- In case of any upward revision in the Offer Price or the size of the Open Offer, the corresponding increas to the escrow amounts as mentioned above shall be made by the Acquirers and/or PACs in terms of Regulation 17(2) of the SEBI (SAST) Regulations, prior to effecting such revision.

rate, as may be prescribed by SEBI from time to time, in accordance with Regulation 18(11) of the SEBI (SAST) Regulations

#### VII TENTATIVE SCHEDULE OF ACTIVITIES

VII	TENTATIVE SCHEDULE OF ACTIVITIES				
No.	Activity	Schedule (Day and Date)*			
1.	PA	Wednesday, October 17, 2018			
2.	Publication of this DPS	Thursday, October 25, 2018			
З.	Filing of the draft letter of offer with SEBI	Thursday, November 01, 2018			
4.	Last date for public announcement for competing offer(s)	Monday, November 19, 2018			
5.	Last date for receipt of SEBI observations on the draft letter of offer (in the event SEBI has not sought clarifications or additional information from the Manager to the Offer)	Wednesday, November 28, 2018			
6.	Identified Date#	Friday, November 30, 2018			
7.	Last date by which the letter of offer ("Letter of Offer"/ "LOF") is to be dispatched to the Public Shareholders whose name appears on the register of members on the Identified Date	Friday, December 07, 2018			
8.	Date by which the committee of the independent directors of the Target Company shall give its recommendation to the Public Shareholders for this Open Offer	Wednesday, December 12, 2018			
9.	Last date for upward revision of the Offer Price / the size of the Open Offer	Thursday, December 13, 2018			
10.	Date of publication of opening of Open Offer public announcement in the newspapers in which this DPS has been published	Thursday, December 13, 2018			
11.	Date of commencement of the tendering period ("Offer Opening Date")	Friday, December 14, 2018			
12.	Date of closure of the tendering period ("Offer Closing Date")	Friday, December 28, 2018			
13.	Last date of communicating the rejection/ acceptance and completion of payment of consideration or return of Equity Shares to the Public Shareholders	Friday, January 11, 2019			
14.	Last date for publication of post-Open Offer public announcement in the newspapers in which this DPS has been published	Friday, January 18, 2019			

The above timelines are indicative (prepared on the basis of timelines provided under the SEBI (SAST) Regulations) and are subject to receipt of statutory/regulatory approvals and may have to revised accordingly.

Identified Date is only for the purpose of determining the names of the Public Shareholders as on such date to whom the Letter of Offer would be sent. It is clarified that all holders (registered or unregistered) of Equity Shares (except the Acquirers and the PACs or persons acting in concert with them) are eligible to participate in the Open Offer any time before the Offer Closing Date.

#### VIII. PROCEDURE FOR TENDERING THE EQUITY SHARES IN CASE OF NON-RECEIPT OF LETTER OF OFFER

- All the Public Shareholders holding the shares in dematerialized form are eligible to participate in this 1. Open Offer at any time during the period from Offer Opening Date and Offer Closing Date ("Tendering Period") for this Open Offer. Please refer to Paragraph 8 below for details in relation to tendering of Offer Shares held in physical form.
- Persons who have acquired Equity Shares but whose names do not appear in the register of members 2 of the Target Company on the Identified Date i.e. the date falling on the 10th (Tenth) working day prior to the commencement of Tendering Period, or unregistered owners or those who have acquired Equity Shares after the Identified Date, or those who have not received the Letter of Offer, may also participate in this Open Offer
- The Open Offer will be implemented by the Acquirers and the PACs through stock exchange mechanism made available by the Stock Exchanges in the form of separate window ("Acquisition Window") as provided under the SEBI (SAST) Regulations and SEBI circular CIR/CFD/POLICY/CELL/1/2015 dated April 13, 2015 issued by SEBI and as amended vide SEBI circular CFD/DCR2/CIR/P/2016/131 dated December 9, 2016.
- BSE shall be the designated stock exchange ("**Designated Stock Exchange**") for the purpose of tendering Equity Shares in the Open Offer. 4
- The Acquirers have appointed JM Financial Services Limited ("Buying Broker") as their broker for the Open Offer through whom the purchases and settlement of the Offer Shares tendered in the Open Offer shall be made. The contact details of the Buying Broker are as mentioned below:

Name: JM Financial Services Limited Address: 5th floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400025 Contact Person: Ms. Prachee Dhuri; Tel: +91 22 6630 3030; Fax: +91 22 6630 3330

- Public Shareholders who desire to tender their Equity Shares under the Open Offer would have to intimate their respective stock brokers ("Selling Broker") within the normal trading hours of the secondary market, during the Tendering Period.
- The Acquisition Window will be provided by the Designated Stock Exchange to facilitate placing of sell orders. The Selling Broker can enter orders for dematerialized Equity Shares
- 8 Procedure to be followed by Public Shareholders holding Equity Shares in the Physical form:
  - As per the proviso to Regulation 40(1) of the Securities and Exchange Board of India (Listing a. Obligations and Disclosure Requirements) Regulations, 2015 (notified by the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) (Fourth Amendment) Regulations, 2018), effective from December 5, 2018, requests for effecting transfer of securities shall not be processed unless the securities are held in the dematerialized form with a depository ("LODR Amendment").
  - In this Open Offer, considering the timelines of activities prescribed under the SEBI (SAST) b. Regulations, the acceptance of tendered shares will be undertaken after December 5, 2018. Accordingly, the Public Shareholders who are holding Equity Shares in physical form and are desirous of tendering their Equity Shares in the Open Offer can do so only after the Equity Shares are dematerialized. Such Public Shareholders are advised to approach any depository participant to have their Equity Shares dematerialized.
- The detailed procedure for tendering the Equity Shares in the Open Offer will be available in the Letter of Offer, which shall be made available on SEBI's website (www.sebi.gov.in)

#### IX. OTHER INFORMATION

- The Acquirers, the PACs and their respective directors/trustees in their capacity as the directors/trustees, accept full responsibility for the information contained in the PA, and this DPS (other than as specified in paragraph 3 below).
- The Acquirers, the PACs and their respective directors/trustees in their capacity as the directors/trustees also accept full responsibility for their obligations under the Open Offer and shall be jointly and severally responsible for the fulfillment of obligations under the SEBI (SAST) Regulations in respect of this Open Offer
- The information pertaining to the Target Company contained in the PA or DPS or Letter of Offer or any other advertisement/publications made in connection with the Open Offer has been compiled from 3 information published or publicly available sources or provided by the Target Company. The Acquirers and the PACs do not accept any responsibility with respect to any information provided in the PA or this DPS or the Letter of Offer pertaining to the Target Company.

#### VI. STATUTORY AND OTHER APPROVALS

- To the best of the knowledge of the Acquirers and the PACs, there are no statutory or other approvals required to complete the Open Offer as on the date of this DPS, except (i) receipt of approval of Competition Commission of India in a form and substance satisfactory to the Acquirers, and (ii) in-Principle approval from the Stock Exchanges for listing of Equity Shares to be issued pursuant to the Preferential Issue. If, however, any statutory or other approval becomes applicable prior to completion of such acquisitions, the Open Offer would also be subject to such other statutory or other approval(s) being obtained.
- In terms of Regulation 23 of the SEBI (SAST) Regulations, in the event that the approvals (in relation to the acquisition of the Offer Shares) specified in this DPS as set out in this Part VI (Statutory and Other Approvals) or those which become applicable prior to completion of the Open Offer are not received, for reasons outside the reasonable control of the Acquirers, then the Acquirers and the PACs shall have the right to withdraw the Open Offer. In the event of such a withdrawal of the Open Offer, the Acquirers and the PACs (through the Manager to the Offer) shall, within 2 (Two) working days of such withdrawal, make an announcement of such withdrawal stating the grounds for the withdrawal in accordance with Regulation 23(2) of the SEBI (SAST) Regulations. In such an event, the Acquirers and the PACs shall not acquire the Equity Shares pursuant to the SSA also.
- If the holders of the Equity Shares who are not persons resident in India (including non-resident Indians ("NRIs"), overseas corporate bodies ("OCBs") and registered foreign portfolio investors ("FPIs"), require any approvals (including from the Reserve Bank of India ("RBI"), the Foreign Investment Promotion Board or any other regulatory body) in respect of the Equity Shares held by them, they will be required to submit such previous approvals, that they would have obtained for holding the Equity Shares, to tender the Equity Shares held by them in this Open Offer, along with the other documents required to be tendered to accept this Open Offer. In the event such approvals are not submitted, the Acquirers and the PACs reserve the right to reject such Equity Shares tendered in this Open Offer.
- Public Shareholders classified as OCBs, if any, may tender the Equity Shares held by them in the Open Offer pursuant to receipt of approval from the RBI under the Foreign Exchange Management Act, 1999 4 and the regulations made thereunder. Such OCBs shall approach the RBI independently to seek approval to tender the Equity Shares held by them in the Open Offer.
- Subject to the receipt of the statutory and other approvals, if any, the Acquirers and the PACs shall complete payment of consideration within 10 (Ten) working days from the closure of the tendering 5 period to those Public Shareholders whose documents are found valid and in order and are approved , for acquisition by the Acquirers and the PACs.
- Where any statutory or other approval extends to some but not all of the Public Shareholders, the Acquirers and the PACs shall have the option to make payment to such Public Shareholders in respect 6 of whom no statutory or other approvals are required in order to complete this Open Offer.
- In case of delay/non-receipt of any statutory and other approval referred to in this Part VI, as per 7 Regulation 18(11) of the SEBI (SAST) Regulations, SEBI may, if satisfied, that non-receipt of the requisite statutory approval(s) was not attributable to any willful default, failure or neglect on the part of the Acquirers or the PACs to diligently pursue such approval(s), grant an extension of time for the purpose of completion of this Open Offer, subject to such terms and conditions as may be specified by SEBI, including payment of interest by the Acquirers and the PACs to the Public Shareholders at such

- In this DPS, all references to "Rupees" or "Rs." are references to the Indian Rupee(s).
- In this DPS, any discrepancy in any table between the total and sums of the amount listed is due to 5 rounding off and/or regrouping.
- This DPS and the PA shall also be available on SEBI's website (http://www.sebi.gov.in) 6

#### Issued on behalf of the Acquirers and the PACs by the Manager to the Offer



#### 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai – 400 025, India. Tel: +91 22 6630 3030, Fax: +91 22 6630 3330 Email: hathway.openoffer@jmfl.com Contact Person: Ms. Prachee Dhuri SEBI Registration Number: INM000010361

#### Registrar to the Open Offer



#### Karvy Computershare Private Limited

Karvy Selenium Tower B Plot No 31 & 32, Financial District Nanakramguda, Serilingampally Mandal, Hyderabad – 500 032, Telangana, India Tel : +91 40 6716 2222 Fax: +91 40 2343 1551 Email: murali.m@karvv.com Website: http://karvycomputershare.com Contact Person: Murali Krishna M, General Manager SEBI Registration No.: INR000000221

#### On behalf of the Acquirers and the PACs

Jio Content Distribution Holdings Private Limited (Acquirer 1)

Jio Internet Distribution Holdings Private Limited (Acquirer 2)

Jio Cable and Broadband Holdings Private Limited (Acquirer 3)

Reliance Industries Limited (PAC 1)

Digital Media Distribution Trust represented by its trustees, Reliance Media Transmission Private Limited, Shri Madhusudana Siva Prasad Panda and Shri Atul S. Dayal (PAC 2)

Reliance Content Distribution Limited (PAC 3)

Reliance Industrial Investments and Holdings Limited (PAC 4)

Place: Mumbai