



Date: February 12, 2018

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 Standalone Financial Results of the Company for the quarter ended 31<sup>st</sup> December, 2017**

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-audited Standalone Financial Results of the Company for the quarter ended 31<sup>st</sup> December, 2017.

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

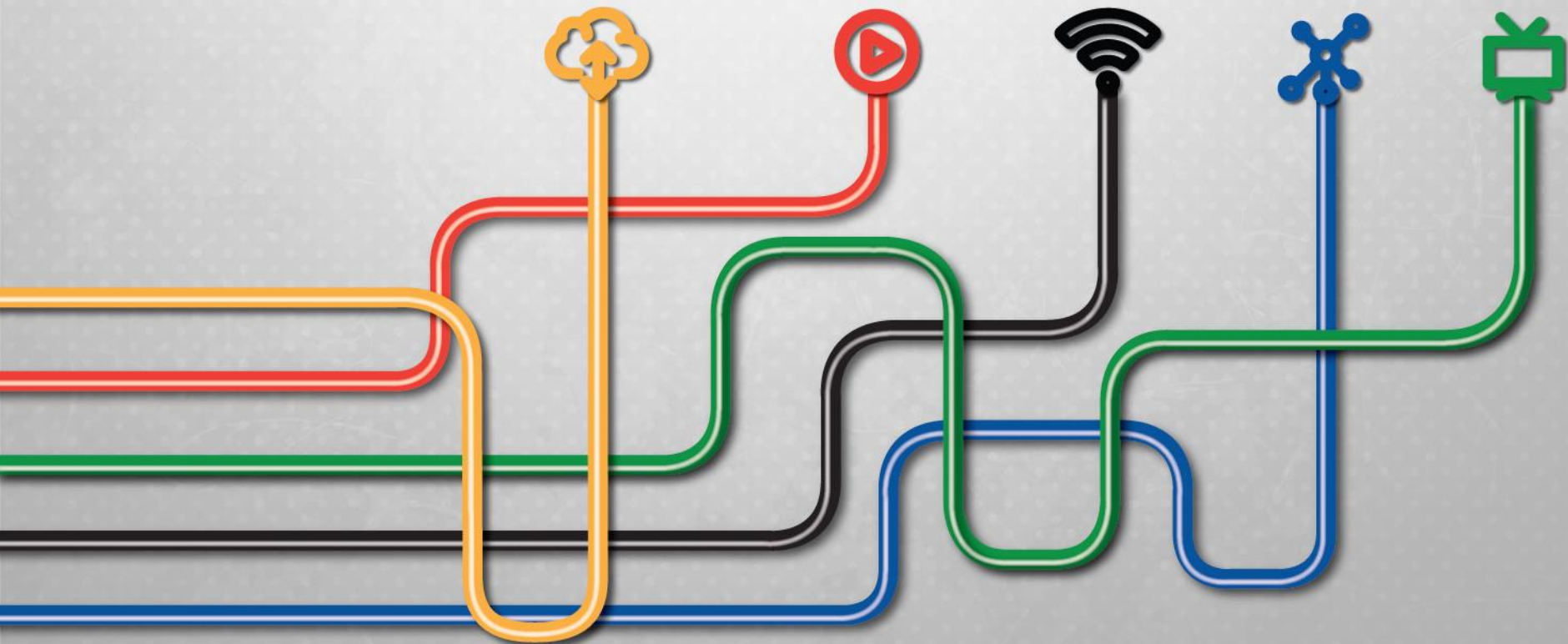
Regd. Off.: "Rahejas", 4th Floor, Corner of Main Avenue & V.P. Road, Santacruz (W), Mumbai - 400 054.

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

CIN No. L64204MH1959PLC011421

## Hathway Cable and Datacom Limited

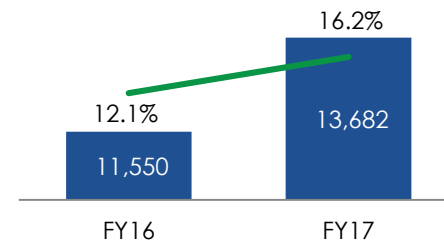
Investor Update – Q3-FY18



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- Hathway Cable & Datacom Limited (Hathway) promoted by Raheja Group, 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 33.2 Bn as on 31<sup>st</sup> December, 2017.

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



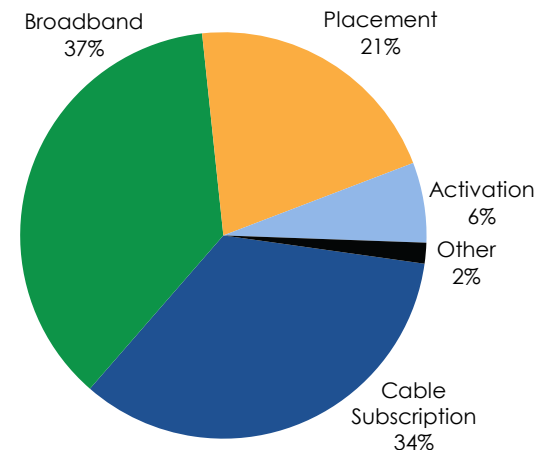
## Broadband

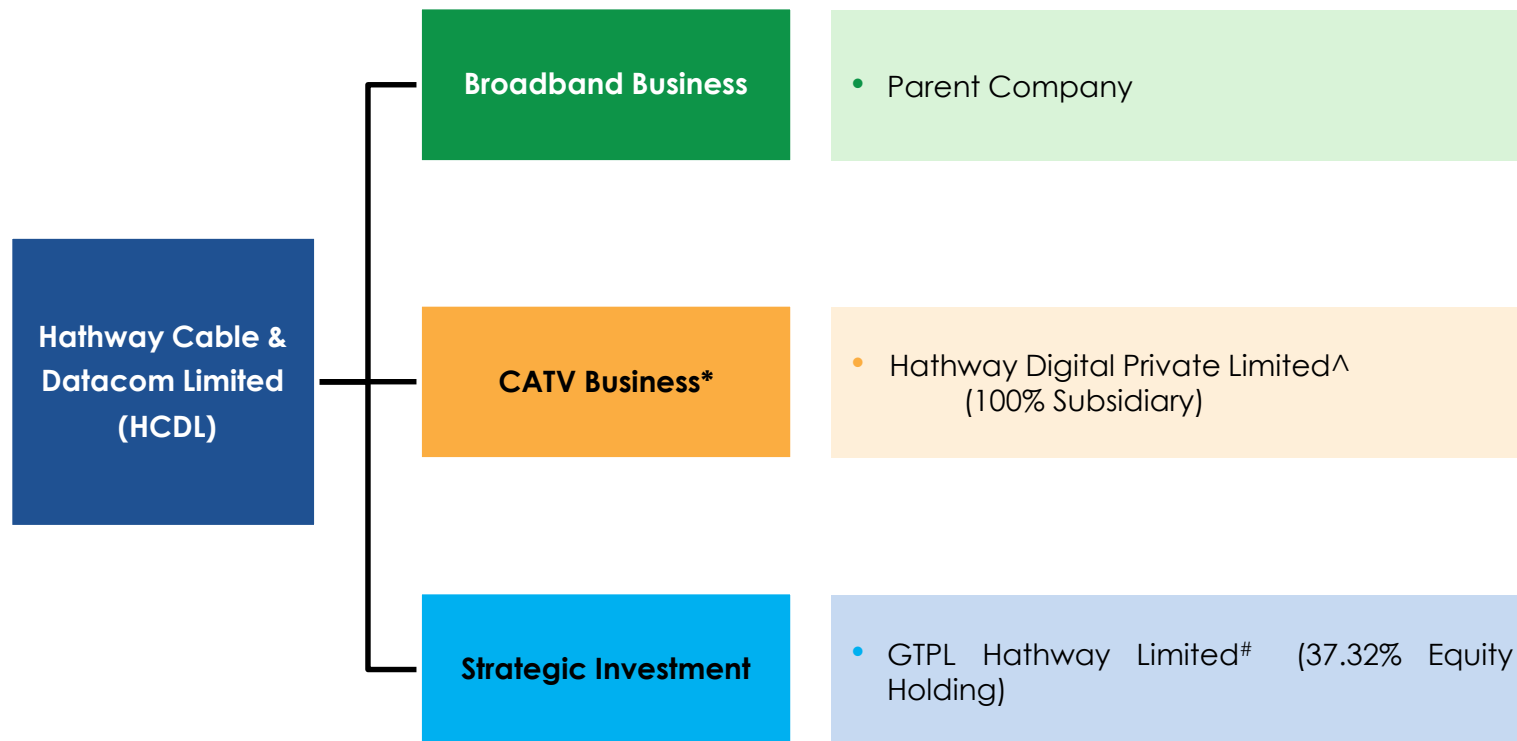
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.0 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.75 Mn
- High-speed cable broadband services across 12 cities (4 metros and 3 mini metros)
- More than 52% share of the total MSO cable broadband market in India

## Cable Television

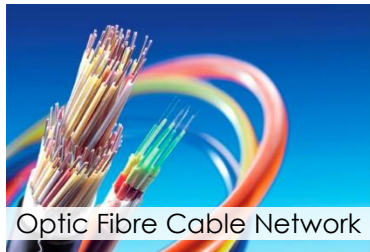
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting 7.5 Mn CATV households and 7.2 Mn digital cable subscribers
- 65% of Subscribers serve through Hathway Connect and 55% online payment made by LCO
- Offers cable television services across 350 cities and major towns
- 15 in-house channels and 10 Value Added Service (VAS) channels

**FY17 Operational Revenue Break-up**





## Advanced technology and equipment provided by leading technology vendors



Optic Fibre Cable Network

- Overground: 27,000 Kms
- Underground: 500 Kms
- Leased: 4,000 Kms



Digital Headends

- 6 Primary Headends and 7 Secondary Headends



GPON Technology

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

## Leading Technology Vendors

STBs (SD & HD)



Head-ends/  
Compression



Modems



GPON



CAS



NOC & OSS



ERP & Billing  
System





## Objective

**Build Value for all stakeholders in the Value chain**

**Differentiated customer experience**



Trendsetter in broadband industry on speed, GBs, Price & Value For Money equation



Leverage broadband and Cable Television presence to give differentiated content, services and applications

**Investment for growth**



Increase broadband subscriber base by increasing penetration in existing geographies



Leverage Cable Television network for Broadband business for accelerating sub growth

**Transform costs**



Cost Leadership

- Shared services model
- Automation
- Centralization / outsourcing



- Best in class consumer/LCO user interface in Cable Television industry
- New tariff order optimize content cost



# **Hathway Cable and Datacom Ltd. (HCDL)**

*Parent Company*

*Broadband Business*



- 50k Net adds with New customer ARPU of INR 770/- (Excluding Taxes)
- Homes Passes reached 5 Mn through constant focus on Network expansion
- Subscription Revenue increased by 6% Q-o-Q to INR 1,386 Mn in Q3-FY18 from INR 1,311 Mn in Q2-FY18.
- Operating EBITDA increased by 11% Q-o-Q to INR 601 Mn in Q3-FY18 from INR 539 Mn in Q2-FY18
- PAT has increased by 71% to INR 240 Mn in Q3-FY18 from INR 140 Mn in Q2-FY18
- Average GB / consumer / month has increased to 100 GB in the month of December. Strong indicator of demand side potential of high speed wireline broadband.

## Q3-FY18 Financial Highlights



6%

Q-o-Q growth in  
Broadband  
Revenue

**INR 1,386 Mn**



7%

Q-o-Q growth of  
Broadband  
subscribers

**0.75 Mn**



5mn

Broadband homes  
passed and presence  
in 12 cities (4 metros  
and 3 mini metros)



**200 MBPS**

Maximum speed  
offered to its  
customers

**Average of 60 MBPS**



**Upto 1 TB**

Data offered  
with average  
consumption of

**100 GB**

- TCS has been appointed as System Integrator to automate various Processes and Improve Quality of Service.
- In association with Microsoft 1 TB cloud storage being offered free to all yearly pay term consumers.
- Upgraded Tech infrastructure enables 50% increase in speed and 200% increase in data capacity. Opportunity to delight our consumers by offering better value for money.
- Minimum data limits across country increased to 200 GB / consumer / month. 45% of our consumers have monthly data limits of 1,000 GB.
- GPON FTTH Parallel network being deployed in High Potential High Penetrated Docsis home passes. Opportunity to increase market share by offering 200mbps - 500mbps speed to premium consumers.
- Docsis 3.0 technology to Docsis 3.1 technology upgradation work in progress to further enhance customer experience. Docsis 3.1 is the latest global technology for offering high speed broadband over cable.

## Q3-FY18 Financial Highlights



6%

Q-o-Q growth in  
Broadband  
Revenue

**INR 1,386 Mn**



7%

Q-o-Q growth of  
Broadband  
subscribers

**0.75 Mn**



5mn

Broadband homes  
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200 MBPS

Maximum speed  
offered to its  
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**Average of 60 MBPS**

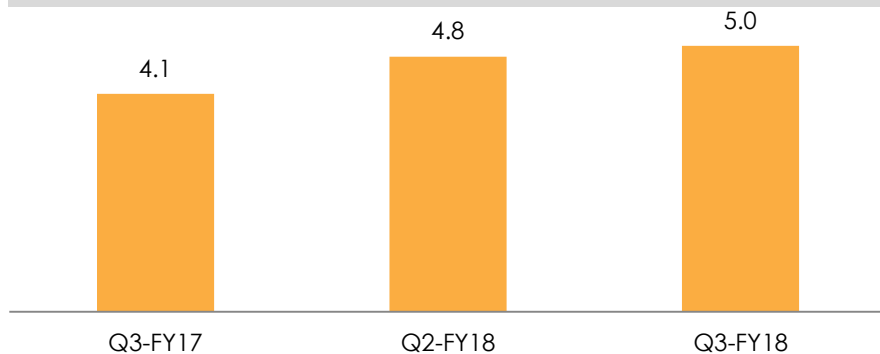


Upto 1 TB

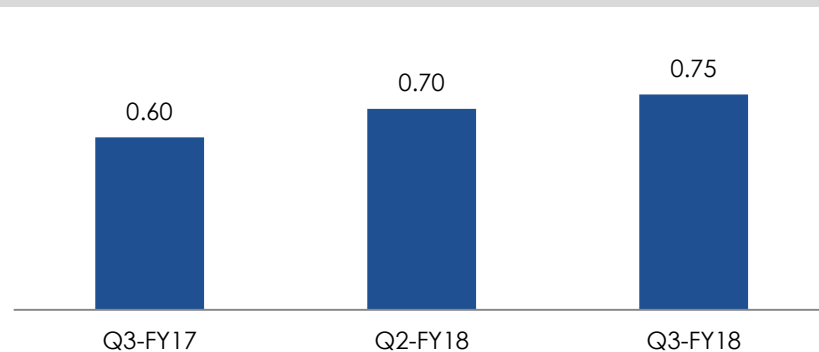
Data offered  
with average  
consumption of

**100 GB**

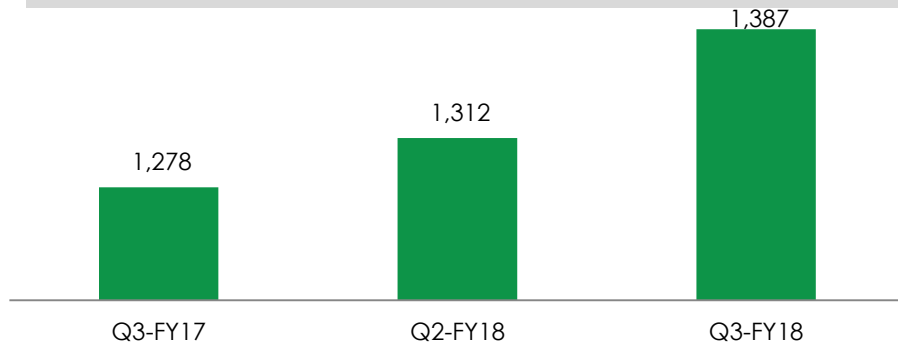
Homes Passes (In Mn)



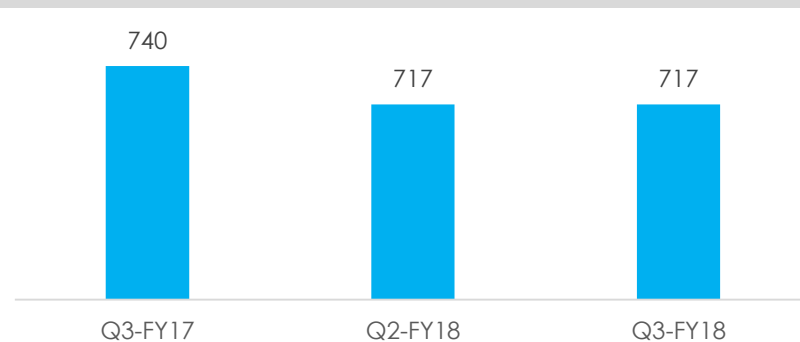
Subscriber base (In Mn)



Revenue (INR In Mn)



ARPU\* (INR)



\* ARPU is excluding taxes.

# Quarterly HCDL Income Statement

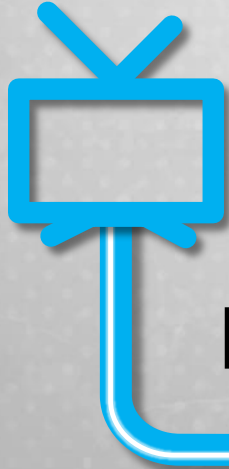


Income statement (INR Mn)	Q3-FY18	Q2-FY18	Q1-FY18	Q-o-Q Growth	9M-FY18
Subscription Broadband	1,387	1,311	1,290	6%	3,988
Other Non operational income*	59	59	9	NA	113
<b>Total Income</b>	<b>1,446</b>	<b>1,370</b>	<b>1,299</b>	<b>6%</b>	<b>4,101</b>
Employee Cost	113	105	89	8%	308
Other Expenses	673	679	712	-1%	2,049
<b>Total Expenditure</b>	<b>786</b>	<b>784</b>	<b>801</b>	<b>NA</b>	<b>2,357</b>
<b>EBITDA</b>	<b>660</b>	<b>586</b>	<b>498</b>	<b>13%</b>	<b>1,744</b>
EBITDA %	46%	43%	38%	300 bps	43%
Depreciation / Amortization	246	244	226	1%	716
Finance Cost	175	202	172	-13%	549
<b>PAT before exceptional item</b>	<b>239</b>	<b>140</b>	<b>100</b>	<b>71%</b>	<b>479</b>
Exceptional Items	-	-	171	NA	-
Add: Exceptional Items - Profit on offloading of GTPL Shares	-	-	-	NA	171
<b>PAT</b>	<b>239</b>	<b>140</b>	<b>271</b>	<b>71%</b>	<b>650</b>
Other Comprehensive Income / (Loss) (Net of Tax)	1	-	3	NA	4
<b>Total Comprehensive Income</b>	<b>240</b>	<b>140</b>	<b>274</b>	<b>71%</b>	<b>654</b>

\*Non-operational income includes in Q3 FY18 INR 43 Mn on account of Foreign Exchange gain and in Q2 FY18 INR 40 Mn Dividend received from GTPL Hathway Limited

# Half Yearly HCDL Balance Sheet

Statement of Assets and Liabilities (INR Mn)	Standalone	
	As on 30.09.17	As on 31.03.17
<b>1. Shareholder's Funds</b>		
a. Equity Share Capital	1,661	1,661
b. Other Equity	8,528	8,114
<b>Sub Total – Shareholder's funds</b>	<b>10,189</b>	<b>9,775</b>
<b>2. Non-current liabilities</b>		
a. Borrowings	5,451	5,862
b. Other Financial and non-current Liabilities	176	192
<b>Sub Total – Non – current liabilities</b>	<b>5,627</b>	<b>6,054</b>
<b>3. Current liabilities</b>		
a. Trade Payables	383	473
b. Other Financial Liabilities	3,536	3,539
c. Provisions and other current Liabilities	1,360	1,173
<b>Sub Total – Current liabilities</b>	<b>5,279</b>	<b>5,185</b>
<b>TOTAL – EQUITY AND LIABILITIES</b>	<b>21,095</b>	<b>21,014</b>
<b>1. Non-current assets</b>		
a. Property, Plant, Equipment & Tangibles	7,456	6,886
b. Investments	10,897	8,332
c. Loans & other financial assets	324	290
d. Other non-current assets	634	670
<b>Sub Total – Non – current assets</b>	<b>19,311</b>	<b>16,178</b>
<b>2. Current assets</b>		
a. Inventories	208	201
b. Trade Receivables	318	242
c. Cash and Cash equivalents	23	138
d. Loans & other financial assets	532	3,492
e. Current Tax Assets (Net)	270	234
f. Other Current Assets	433	529
<b>Sub Total –Current assets</b>	<b>1,784</b>	<b>4,836</b>
<b>TOTAL - ASSETS</b>	<b>21,095</b>	<b>21,014</b>



# **Hathway Digital Pvt. Ltd. (HDPL)**

*Wholly owned Subsidiary of HCDL*

*CATV Business*

- Subscription Revenue continues to grow by 6% to INR 1,483 Mn in Q3-FY18 from INR 1,401 Mn in Q2-FY18.
- Operating EBITDA increased by 10% Q-o-Q to INR 360 Mn in Q3-FY18 from INR 328 Mn in Q2-FY18.
- Collections have grown by 9% QoQ and 27% YoY demonstrating strong improvement in efficiency.
- Effective monetisation have resulted in significant ARPU increase : Phase I from INR 105/- to INR 108/- (+3%), Phase II from INR 98/- to INR 102/- (+4%), Phase III from INR 58/- to INR 66/- (+14%), Phase IV from INR 41/- to INR 52/- (+27%).
- Hathway Connect penetration reached to 2/3<sup>rd</sup> of our base in Q3-FY18 with 55% of online payment by LCO assuring stable growth in business.

## Q3-FY18 Financial Highlights



**7.2 Mn STBs**

96% of Digital Cable subscribers



**2/3<sup>rd</sup> Base**

Served through Hathway Connect  
55% Online Collection



**350+**

Presence in cities and major towns



**31,000 Kms**

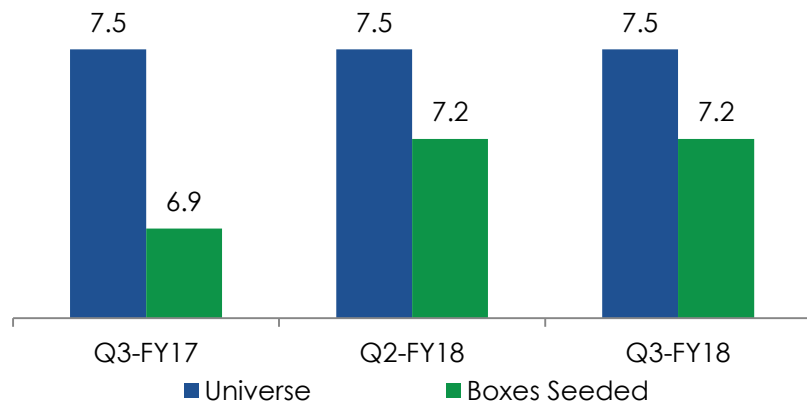
Fibre cable network



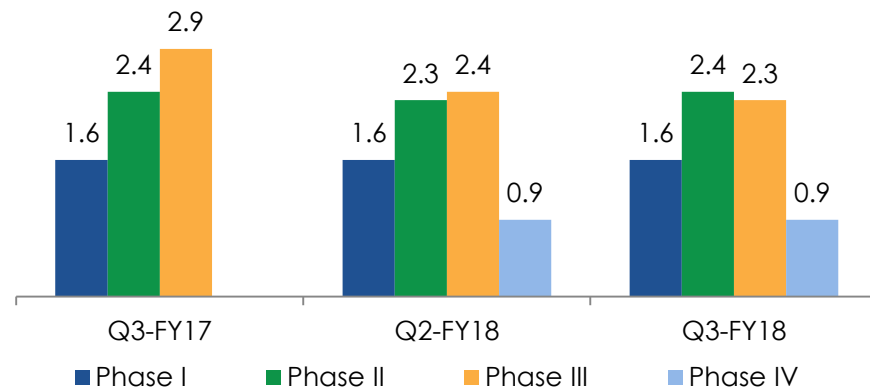
**200K**

HD Subscribers

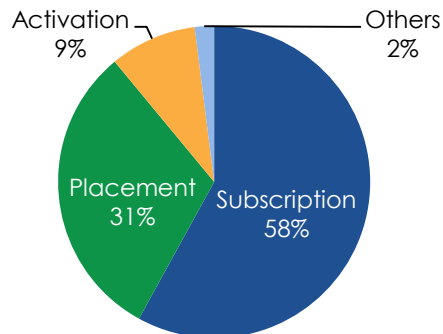
### CATV Universe and Boxes Seeded\* (In Mn)



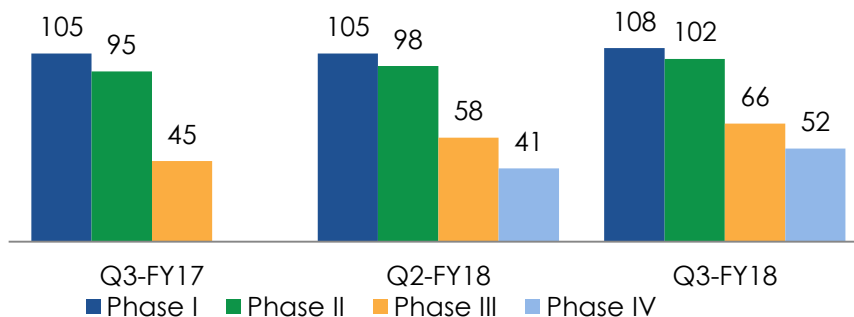
### Phase wise Boxes Seeded\*\* (In Mn)



### CATV Standalone Revenue Break up (INR Mn)



### ARPU\* (INR)



\* Includes subsidiary/JV/associates, does not include GTPL Hathway Ltd, excludes taxes. \*\*Till Q3-FY17, Phase III & IV subscriber numbers were presented together.



# Quarterly HDPL Income Statement



Income statement (INR Mn)	Q3-FY18	Q2-FY18	Q1-FY18	Q-o-Q Growth	9M-FY18
Subscription CATV	1,483	1,401	1,325	6%	4,209
Placement	782	740	702	6%	2,224
Activation	236	258	243	-9%	737
Other operating income	35	50	96	-30%	181
Other Non Operational income *	45	5	22	800%	72
<b>Total Income</b>	<b>2,581</b>	<b>2,454</b>	<b>2,388</b>	<b>5%</b>	<b>7,423</b>
Pay Channel Cost	1,397	1,385	1,352	1%	4,134
Employee Cost	87	90	88	-3%	265
Other Expenses	692	646	652	7%	1,990
<b>Total Expenditure</b>	<b>2,176</b>	<b>2,121</b>	<b>2,092</b>	<b>3%</b>	<b>6,389</b>
<b>EBITDA</b>	<b>405</b>	<b>333</b>	<b>296</b>	<b>22%</b>	<b>1,034</b>
<b>EBITDA %</b>	<b>16%</b>	<b>14%</b>	<b>12%</b>	<b>200 bps</b>	<b>14%</b>

\*Non-operational income includes in Q3 FY18 INR 29 Mn on account of Foreign Exchange gain



## **Financials FY16 & FY17**

# FY17 Financial Highlights



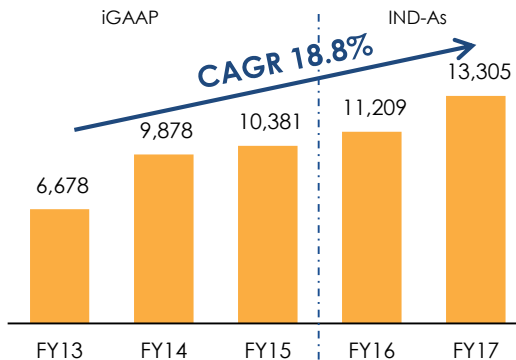
Income statement (INR Mn)	FY17	FY16	Y-o-Y	FY17	FY16	Y-o-Y
	Standalone			Consolidated		
CATV Subscription	4,515	3,842	17.5%	4,728	3,804	24.3%
Broadband Revenue	4,803	3,066	56.6%	4,955	3,234	53.2%
Placement	2,714	3,220	-15.7%	2,725	3,220	-15.4%
Activation	825	618	33.5%	825	834	-1.1%
Other Income	448	463	-3.2%	449	458	-2.0%
<b>Total income</b>	<b>13,305</b>	<b>11,209</b>	<b>18.7%</b>	<b>13,682</b>	<b>11,550</b>	<b>18.4%</b>
Pay Channel Cost	4,185	3,692	13.4%	4,717	4,336	8.8%
Employee Cost	865	796	8.7%	932	862	8.1%
Other Expenses	5,651	4,801	17.7%	5,823	4,961	17.4%
<b>Total expenditure</b>	<b>10,701</b>	<b>9,289</b>	<b>15.2%</b>	<b>11,472</b>	<b>10,159</b>	<b>12.9%</b>
<b>EBITDA</b>	<b>2,604</b>	<b>1,920</b>	<b>35.6%</b>	<b>2,210</b>	<b>1,391</b>	<b>58.8%</b>
<b>EBITDA margin %</b>	<b>19.6%</b>	<b>17.1%</b>	<b>250 Bps</b>	<b>16.2%</b>	<b>12.1%</b>	<b>410 Bps</b>
Depreciation	3,008	2,545	18.2%	3,058	2,589	18.1%
Finance cost	1,103	895	23.2%	1,108	898	23.3%
Exceptional items	34	363	-90.6%	7	174	-95.9%
Share of Profit/(Loss) of Associates	-	-	-	30	110	NA
<b>PBT</b>	<b>-1,541</b>	<b>-1,883</b>	<b>NA</b>	<b>-1,933</b>	<b>-2,380</b>	<b>NA</b>
Tax	-	-	-	-3	-3	0.0%
<b>PAT</b>	<b>-1,541</b>	<b>-1,883</b>	<b>NA</b>	<b>-1,930</b>	<b>-2,377</b>	<b>NA</b>
<b>PAT margin %</b>	<b>-11.6%</b>	<b>-16.8%</b>	<b>520 Bps</b>	<b>-14.1%</b>	<b>-20.6%</b>	<b>650 Bps</b>
Other comprehensive income/ (loss)	-3	-28	NA	-3	-29	NA
<b>Total comprehensive income</b>	<b>-1,538</b>	<b>-1,911</b>	<b>NA</b>	<b>-1,927</b>	<b>-2,405</b>	<b>NA</b>
EPS	-1.86	-2.27	NA	-2.32	-2.86	NA

# FY17 Financial Highlights

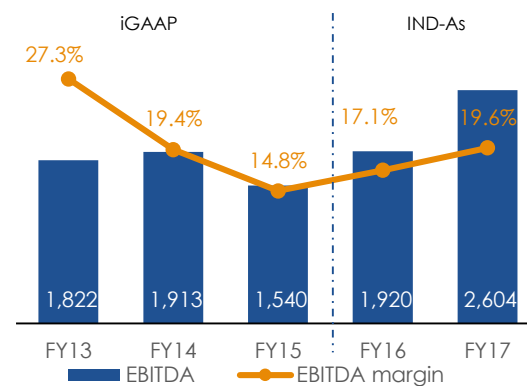


Statement of Assets and Liabilities (INR Mn)	Standalone FY17	FY16	Consolidated FY17	FY16
<b>A. Equity and Liabilities</b>				
<b>1. Shareholder's Funds</b>				
a. Share Capital	1,661	1,661	1,661	1,661
b. Reserves and Surplus	8,114	9,652	7,293	9,227
<b>Sub Total – Shareholder's funds</b>	<b>9,775</b>	<b>11,313</b>	<b>8,954</b>	<b>10,888</b>
2. Minority Interest	-	-	9	12
<b>3. Current &amp; Non-current liabilities</b>				
a. Long-term and Short-term borrowings	6,286	11,695	10,650	11,727
b. Trade payables – Long & Short	473	1,466	1,763	1,777
c. Other Liabilities	4,480	8,906	12,762	9,144
<b>Sub Total – Current &amp; Non – current liabilities</b>	<b>11,239</b>	<b>22,067</b>	<b>25,175</b>	<b>22,648</b>
<b>TOTAL – EQUITY AND LIABILITIES</b>	<b>21,014</b>	<b>33,380</b>	<b>34,138</b>	<b>33,548</b>
<b>B. Assets</b>				
<b>1. Non-current assets</b>				
a. Fixed Assets	6,730	16,295	16,896	16,541
b. Goodwill and other intangible Asset	156	934	1,869	1,806
c. Long term loan and advances	109	317	9	245
d. Other non-current assets	9,183	10,286	8,915	9,217
<b>Sub Total – Non – current assets</b>	<b>16,178</b>	<b>27,832</b>	<b>27,689</b>	<b>27,809</b>
<b>2. Current assets</b>				
a. Trade Receivables	242	2,931	3,451	2,859
b. Cash and bank balances	138	272	509	416
c. Other current assets	4,456	2,345	2,489	2,464
<b>Sub Total –Current assets</b>	<b>4,836</b>	<b>5,548</b>	<b>6,449</b>	<b>5,739</b>
<b>TOTAL - ASSETS</b>	<b>21,014</b>	<b>33,380</b>	<b>34,138</b>	<b>33,548</b>

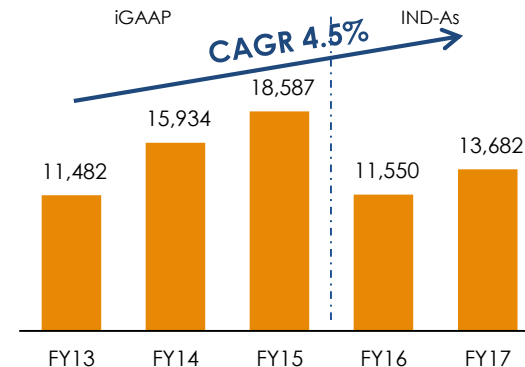
## Standalone Revenue (INR Mn)



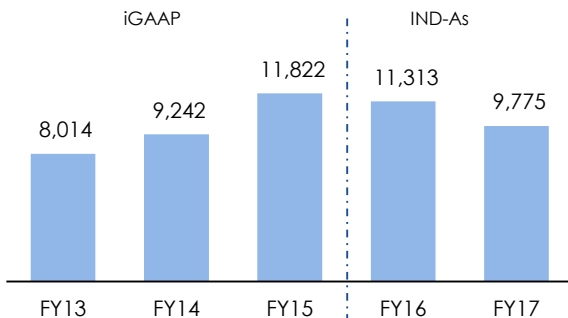
## Standalone EBIDTA & Margins (INR Mn)



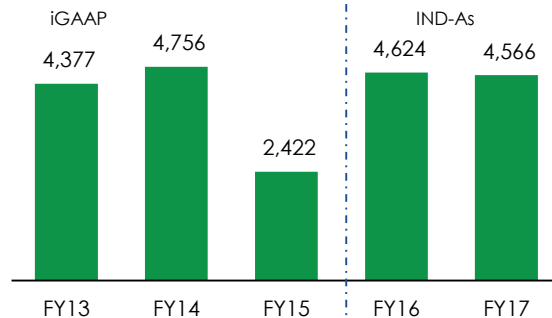
## Consolidated Revenue (INR Mn)



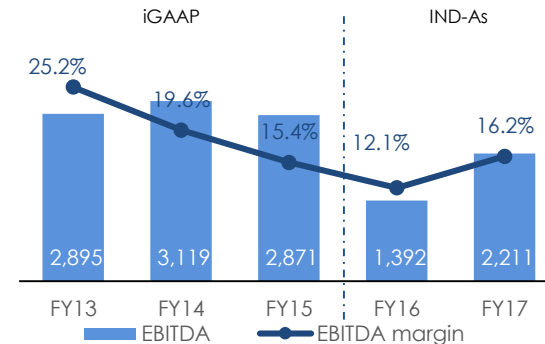
## Standalone Network (INR Mn)



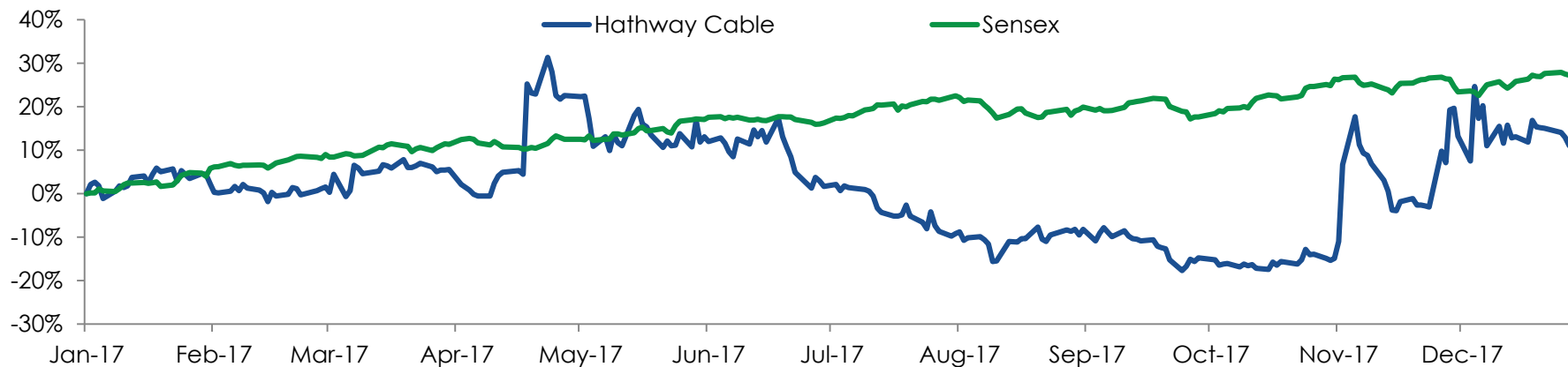
## Standalone Gross Additions of FA (INR Mn)



## Consolidated EBIDTA & Margins (INR Mn)



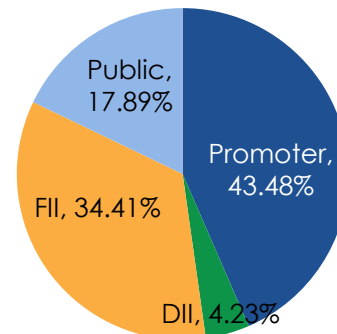
## Share Price Performance



### Price Data (31<sup>st</sup> December, 2017)

	INR
Face Value	2.0
Market Price	39.95
H/L (INR)	49.45/27.05
Market Cap (INR Mn)	33,178
Equity Shares Outstanding (Mn)	830.5

### Shareholding Pattern (31<sup>st</sup> December, 2017)





is pleased to invite you to the  
**Q3FY18 Results Conference Call**  
of  
**Hathway Cable and Datacom Limited**

Represented by  
**Mr. Rajan Gupta – MD**  
**Mr. Vineet Garg – CFO**

on  
**Thursday, February 15, 2018**  
11:00 hrs India Time

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**Thank You**