



Date: May 29, 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
---	---

Subject: Investor Update on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended 31st March, 2018

Dear Sir/Madam,

Please find enclosed the Investor Update on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended 31st March, 2018.

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



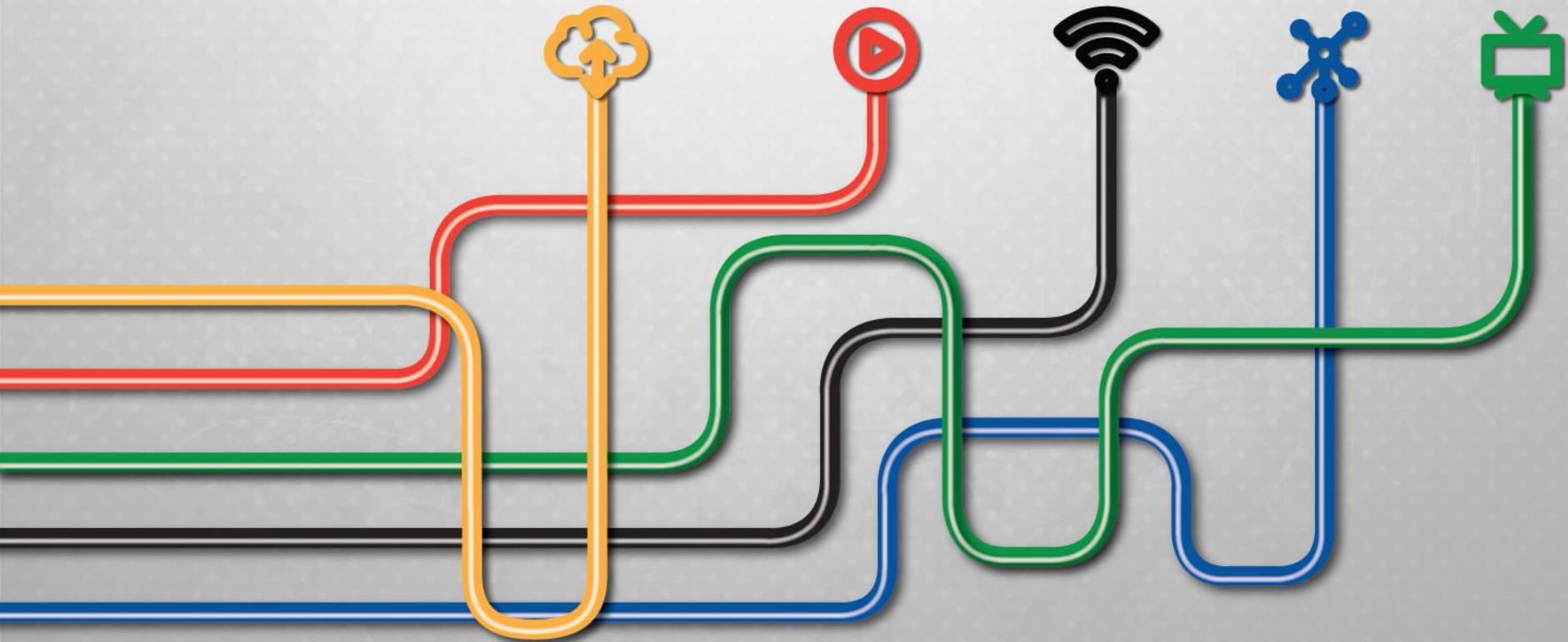
Encl: As Above

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

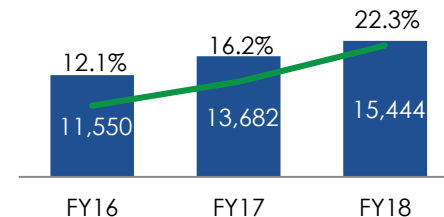
Investor Update – Q4-FY18 / FY18



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

- 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 28.5 Bn as on 31st March, 2018.

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



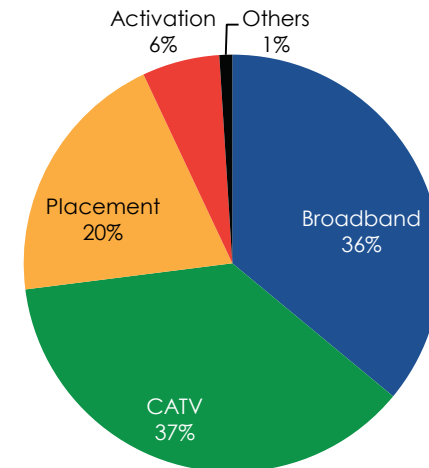
Broadband

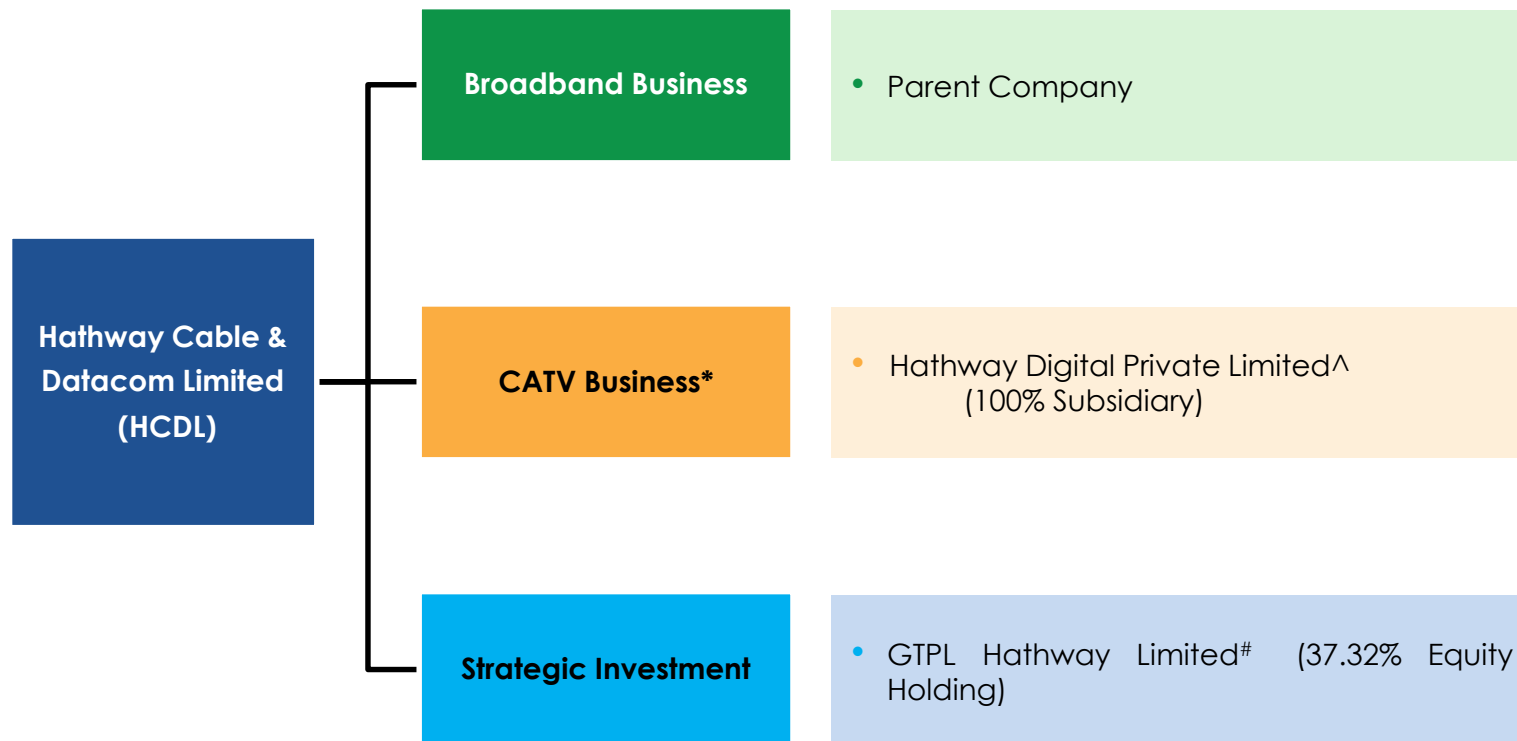
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.2 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.80 Mn
- High-speed cable broadband services across 12 cities (4 metros and 3 mini metros)
- More than 52% share of the total MSO cable broadband market in India

Cable Television

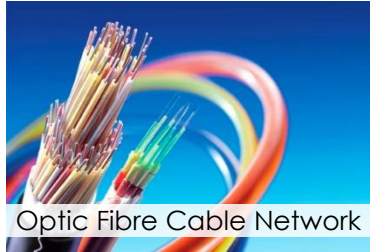
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting and 7.2 Mn digital cable subscribers / households
- 65% of Subscribers serve through Hathway Connect and 55% online payment made by LCO
- Offers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

FY18 Operational Revenue Break-up





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

- 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

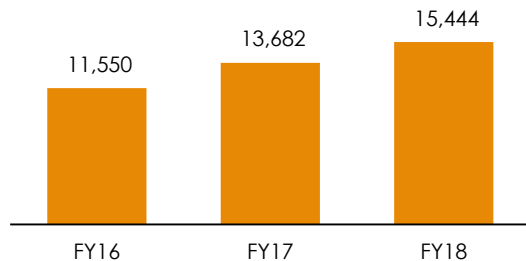


- Best in class consumer/LCO user interface in Cable Television industry
- New tariff order optimize content cost

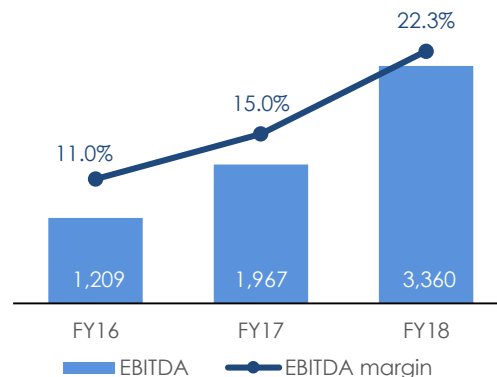
□ FY18 performance (Consolidated)

- **Total Comprehensive Income (PAT)** : INR (1,052) Mn; **Losses reduced by 880 Mn Y-o-Y** (46% Y-o-Y)
- **Total Income**: INR 15,444 Mn; **Increase by 1,762 Mn Y-o-Y**; Y-o-Y Growth: (+13%)
- **EBITDA** : INR 3,360 Mn ; **Increase by 1,393 Mn Y-o-Y**, Y-o-Y Growth: (+70%)
- **EBITDA Margins** : 21.75%

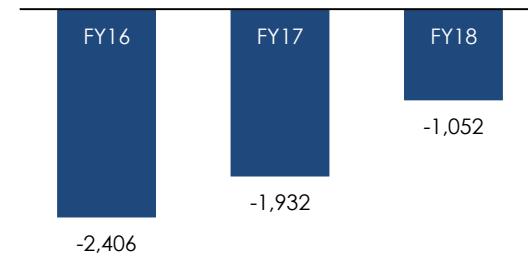
Consolidated Revenue (INR Mn)



Consolidated EBITDA & Margins (INR Mn)



Consolidated Comprehensive Income (INR Mn)





Hathway Cable and Datacom Ltd. (HCDL)

Parent Company

Broadband Business

- 160k Net adds during the year (50K in Q4-FY18) with New customer ARPU of INR 720/- (Excluding Taxes)
- 0.8 Mn Homes Passes added during the year, Homes passes reached 5.2 Mn through constant focus on Network expansion
- Broadband Subscription Revenue increased by 13% Y-o-Y to INR 5,445 Mn in FY18 from INR 4,803 Mn in FY17.
- Subscription Revenue increased by 5% Q-o-Q to INR 1,457 Mn in Q4-FY18 and Operating EBITDA INR 639 Mn in Q4-FY18.
- Average GB / consumer / month has increased to 103 GB in the month of March. Strong indicator of demand side potential of high speed wireline broadband.

FY18 Financial Highlights



13%

Y-o-Y growth in
Broadband
Revenue

INR 5,445 Mn



44%

Operating
EBITDA Margins

INR 2,271



33%

Y-o-Y growth of
Broadband
subscribers

0.80 Mn



5.2 Mn

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

103 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. 54% 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.

FY18 Financial Highlights



10%

Y-o-Y growth in
Broadband
Revenue

INR 5,445 Mn



44%

Operating
EBITDA Margins

INR 2,271



33%

Y-o-Y growth of
Broadband
subscribers

0.80 Mn



5.2 Mn

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

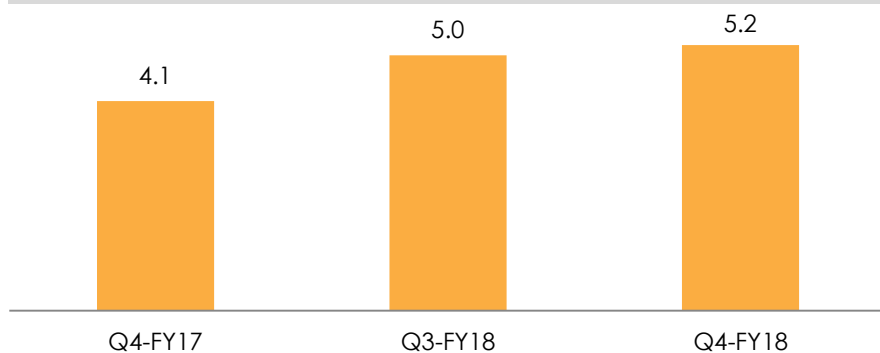


Upto 1 TB

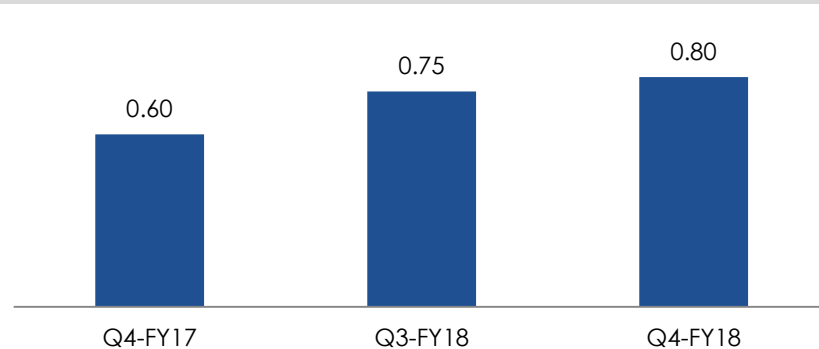
Data offered
with average
consumption of

103 GB

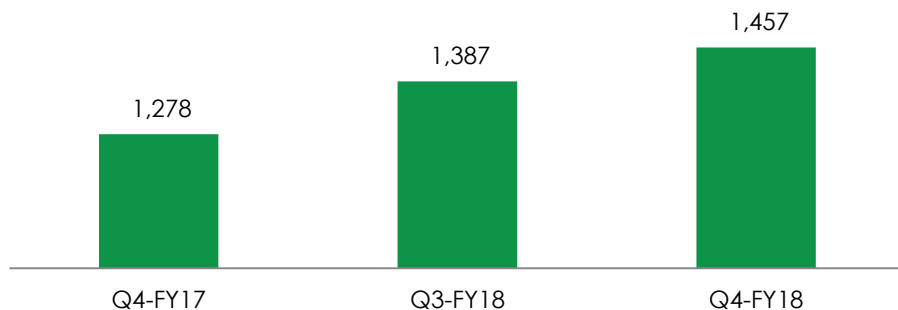
Homes Passes (In Mn)



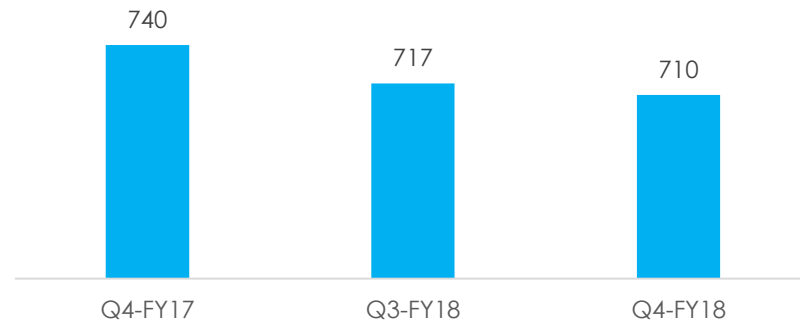
Subscriber base (In Mn)



Revenue (INR In Mn)



ARPU* (INR)



* ARPU is excluding taxes.

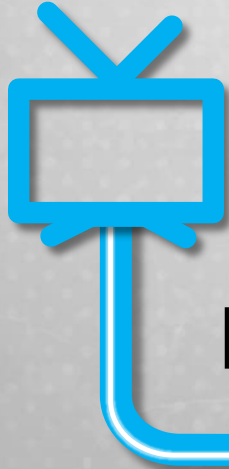
Quarterly HCDL Income Statement



Income statement (INR Mn)	Q4-FY18	Q3-FY18	Q2-FY18	Q1-FY18	Q-o-Q Growth	FY18
Subscription Broadband	1,457	1,387	1,311	1,290	5%	5,445
Total Income	1,457	1,387	1,311	1,290	5%	5,445
Employee Cost	111	113	105	89	(2)%	419
Other Expenses	707	673	668	708	5%	2,755
Total Expenditure	818	786	773	797	4%	3,174
EBITDA	639	601	538	493	6%	2,271
EBITDA %	44%	43%	41%	38%	100 bps	42%
Non operational income	35	16	59	9	119%	120
Depreciation / Amortization	256	246	244	226	4%	972
Forex (Gain) / Loss	49	(43)	11	4	NA	21
Finance Cost	234	175	202	172	34%	784
PAT before exceptional item	135	239	140	100	(44)%	614
Exceptional Items						
Add: Exceptional Items - Profit on offloading of GTPL Shares	(9)	-	-	171	NA	162
PAT	126	239	140	271	(47)%	776
Other Comprehensive Income / (Loss) (Net of Tax)	9	1	-	3	NA	13
Total Comprehensive Income	135	240	140	274	(44)%	789

HCDL Balance Sheet

Statement of Assets and Liabilities (INR Mn)	Standalone		
	As on 31.03.18	As on 30.09.17	As on 31.03.17
1.Shareholder's Funds			
a. Equity Share Capital	1,661	1,661	1,661
b. Other Equity	8,878	8,528	8,089
Sub Total – Shareholder's funds	10,539	10,189	9,750
2. Non-current liabilities			
a. Borrowings	4,832	5,451	5,862
b. Other Financial and non-current Liabilities	104	176	192
Sub Total – Non – current liabilities	4,936	5,627	6,054
3. Current liabilities			
a. Trade Payables	484	383	465
b. Other Financial Liabilities	4,887	3,536	3,546
c. Provisions and other current Liabilities	915	1,360	1,199
Sub Total – Current liabilities	6,286	5,279	5,210
TOTAL – EQUITY AND LIABILITIES	21,761	21,095	21,014
1. Non-current assets			
a. Property, Plant, Equipment & Tangibles	7,982	7,456	6,886
b. Investments	10,897	10,897	8,332
c. Loans & other financial assets	432	324	290
d. Other non-current assets	884	634	670
Sub Total – Non – current assets	20,195	19,311	16,178
2. Current assets			
a. Inventories	156	208	201
b. Trade Receivables	303	318	242
c. Cash and Cash equivalents	45	23	138
d. Loans & other financial assets	663	532	3,492
e. Current Tax Assets (Net)	-	270	233
f. Other Current Assets	399	433	530
Sub Total –Current assets	1,566	1,784	4,836
TOTAL - ASSETS	21,761	21,095	21,014



Hathway Digital Pvt. Ltd. (HDPL)

Wholly owned Subsidiary of HCDL

CATV Business

- Consolidated CATV Subscription Revenue increase by 21% to INR 5,734 Mn from 4,728 Mn in FY17
- Standalone Subscription Revenue continues to grow by 3% to INR 1,526 Mn in Q4-FY18 from INR 1,483 Mn in Q3-FY18.
- Standalone Operating EBITDA increased by 11% Q-o-Q to INR 401 Mn in Q4-FY18 from INR 360 Mn in Q3-FY18.
- Collections have grown by 5% QoQ and 24% YoY demonstrating strong improvement in efficiency. Q4-FY18 Collection efficiency is at 98%.
- Effective monetisation have resulted in significant ARPU increase : Phase I INR 108/-, Phase II INR 102/-, Phase III INR 70/-, Phase IV INR 55/-
- Hathway Connect penetration reached to 2/3rd of our base in Q3-FY18 with 55% of online payment by LCO assuring stable growth in business.

FY18 Financial Highlights



14%

Y-o-Y growth in Revenue

INR 9,894 Mn



7.2 Mn STBs



2/3rd Base

Served through Hathway Connect

55% Online Collection



350+

Presence in cities and major towns



35,000 Kms

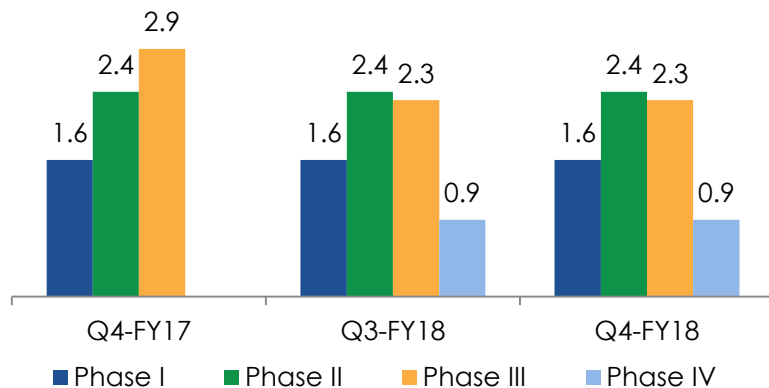
Fiber cable Network



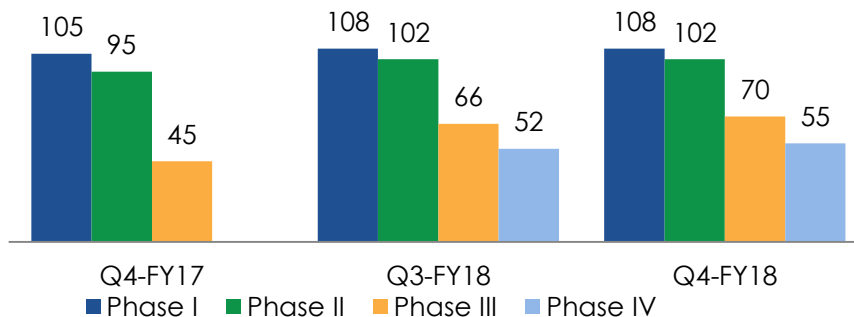
216K

HD Subscribers

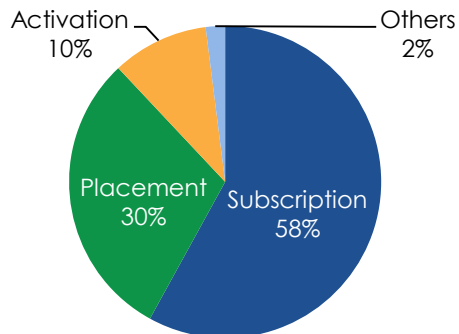
Phase wise Boxes Seeded** (In Mn)



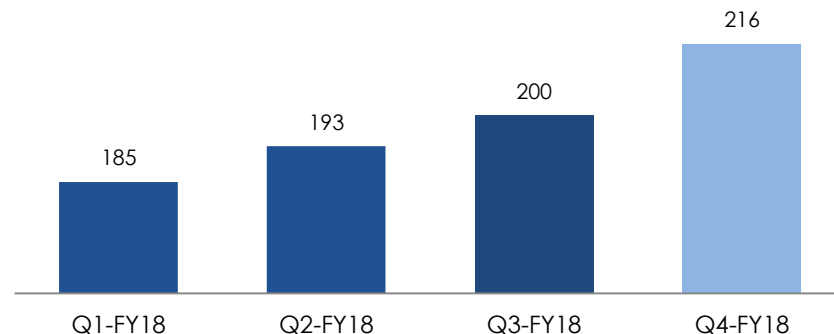
ARPU* (INR)



CATV Standalone Revenue Break up (INR Mn)



HD Subscribers ('000)



Quarterly HDPL Income Statement



Income statement (INR Mn)	Q4-FY18	Q3-FY18	Q2-FY18	Q1-FY18	Q-o-Q Growth	FY18
Subscription CATV	1,526	1,483	1,401	1,325	3%	5,734
Placement	748	782	740	702	(4)%	2,971
Activation	227	236	258	243	(4)%	964
Other operating income	44	35	50	96	26%	225
Total Income	2,545	2,536	2,449	2,366	1%	9,894
Pay Channel Cost	1,426	1,397	1,385	1,352	2%	5,560
Employee Cost	61	87	90	88	(30)%	326
Other Expenses	657	692	646	652	(5)%	2,647
Total Expenditure	2,144	2,176	2,121	2,092	(1)%	8,533
EBITDA	401	360	328	274	11%	1,361
EBITDA %	16%	14%	13%	12%	200 bps	14%



Historical Financials

FY18 Financial Highlights

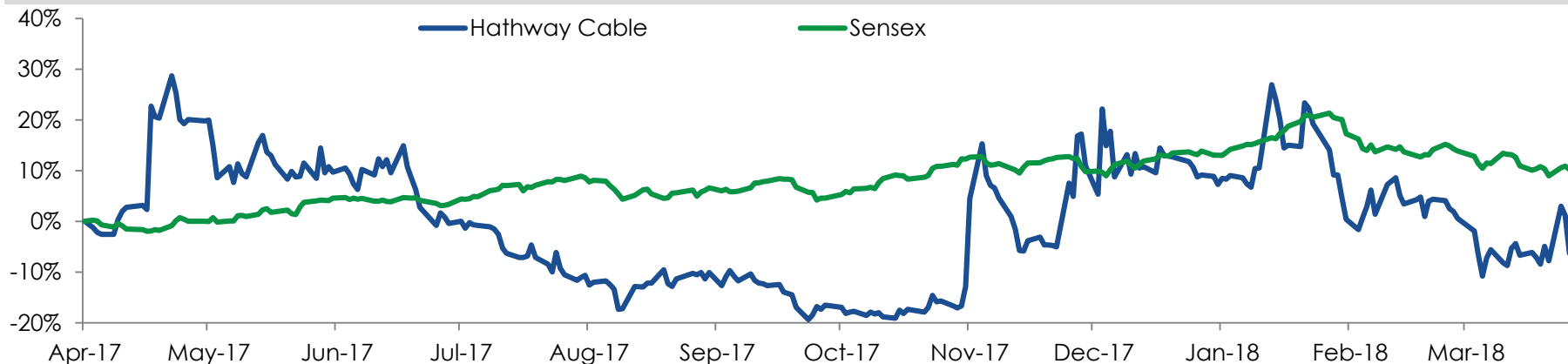


Income statement (INR Mn)	FY18	FY17	FY16	Y-o-Y
CATV Subscription	5,733	4,728	3,804	21%
Broadband Revenue	5,445	4,955	3,234	10%
Placement	2,977	2,725	3,220	9%
Activation	964	825	834	17%
Other Operating income	227	211	276	8%
Other Non operational income	98	238	182	(59)%
Total income	15,444	13,682	11,550	13%
Pay Channel Cost	5,693	4,717	4,336	21%
Employee Cost	770	932	862	(17)%
Other Expenses *	5,527	5,828	4,961	(5)%
Total expenditure	11,990	11,477	10,159	5%
EBITDA	3,454	2,205	1,391	56%
EBITDA margin %	22.36%	16.12%	12.04%	624 Bps
Depreciation	3,347	3,057	2,589	10%
Finance cost	1,528	1,108	898	38%
Exceptional items	53	7	174	NA
Share of Profit/(Loss) of Associates	391	29	(110)	NA
PBT	(1,083)	(1,938)	(2,380)	NA
Tax	(4)	(3)	(3)	NA
PAT	(1,079)	(1,935)	(2,377)	NA
PAT margin %	-	-	-	NA
Other comprehensive income/ (loss)	27	3	(29)	NA
Total comprehensive income	(1,052)	(1,932)	(2,406)	NA
EPS	(1.30)	(2.33)	(2.86)	NA

* Other Expenses includes INR 21 Mn in FY18 on account foreign exchange loss

Statement of Assets and Liabilities (INR Mn)	Consolidated		FY16
	FY18	FY17	
A. Equity and Liabilities			
1. Shareholder's Funds			
a. Share Capital	1,661	1,661	1,661
b. Reserves and Surplus	6,263	7,267	9,227
Sub Total – Shareholder's funds	7,924	8,928	10,888
2. Minority Interest	(39)	9	12
3. Current & Non-current liabilities			
a. Long-term and Short-term borrowings	10,076	10,650	11,727
b. Trade payables – Long & Short	1,620	1,763	1,777
c. Other Liabilities	13,113	12,787	9,144
Sub Total – Current & Non – current liabilities	24,809	25,200	22,648
TOTAL – EQUITY AND LIABILITIES	32,694	34,137	33,548
B. Assets			
1. Non-current assets			
a. Fixed Assets	16,973	16,896	16,541
b. Goodwill and other intangible Asset	1,703	1,869	1,806
c. Long term loan and advances	292	207	245
d. Other non-current assets	8,190	8,716	9,217
Sub Total – Non – current assets	27,158	27,688	27,809
2. Current assets			
a. Trade Receivables	3,929	3,451	2,859
b. Cash and bank balances	316	509	416
c. Other current assets	1,291	2,489	2,464
Sub Total –Current assets	5,536	6,449	5,739
TOTAL - ASSETS	32,694	34,137	33,548

Share Price Performance

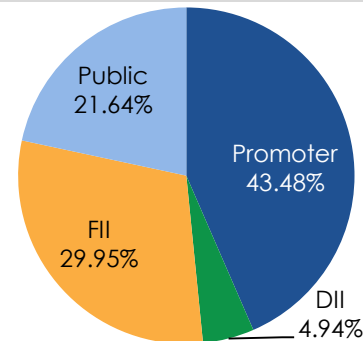


Price Data (31st March, 2018)

INR

Face Value	2.0
Market Price	34.30
H/L (INR)	49.45/27.05
Market Cap (INR Mn)	28,486
Equity Shares Outstanding (Mn)	830.5

Shareholding Pattern (31st March, 2018)





is pleased to invite you to the

**Q4FY18 & FY18 Results Conference Call
of
Hathway Cable and Datacom Limited**

Represented by

Mr. Rajan Gupta – MD

on

**Wednesday, May 30, 2018
16:00 hrs India Time**

Universal Access

Primary Access Number [Toll]: (+91 22) 6280 1144

Primary Access Number [Toll]: (+91 22) 7115 8045

Local Access Number:

7045671221

Available all over India

International Toll Free numbers

USA	:	18667462133
UK	:	08081011573
Singapore	:	8001012045
Hong Kong	:	800964448

International Toll numbers

USA	:	13233868721
UK	:	442034785524
Singapore	:	6531575746
Hong Kong	:	85230186877

Call co-ordinator

Mr. Vikash Mantri, Phone: +91 22 6637 7161, e-mail: vikash.mantri@icicisecurities.com

For any clarification, please contact:

Ms Firohzi Dumasia, Phone: +91 22 6637 7331, e-mail: firohzi.dumasia@icicisecurities.com

Hathway Cable and Datacom Ltd Disclaimer:

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

Valorem Advisors Disclaimer:

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

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



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903-9500
Email: hathway@valoremadvisors.com



Thank You