



Date: August 14, 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 30th June, 2018

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-audited Standalone Financial Results of the Company for the quarter ended 30th June, 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

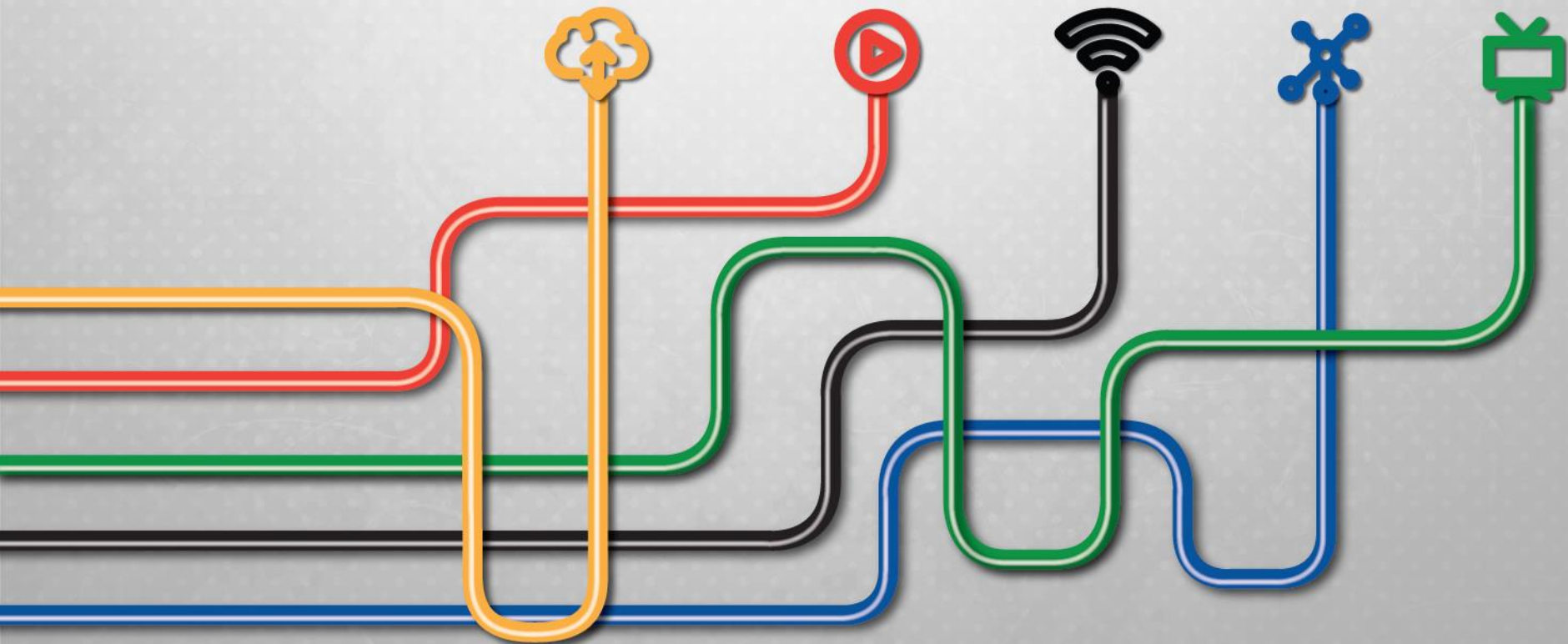
Encl: As Above

Hathway Cable and Datacom Limited

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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

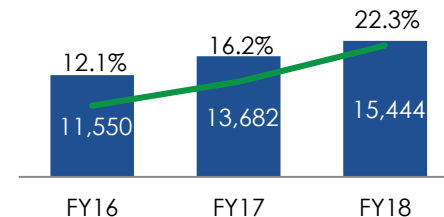
Investor Update – Q1-FY19



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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 20.6 Bn as on 30th June, 2018.

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



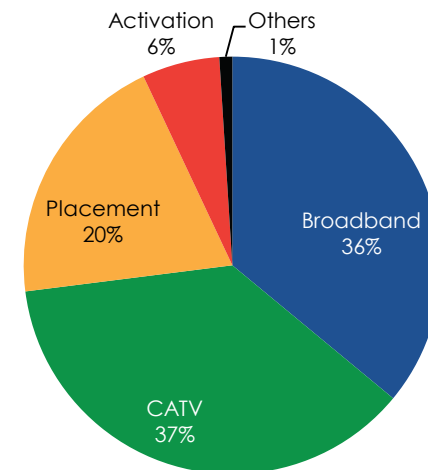
Broadband

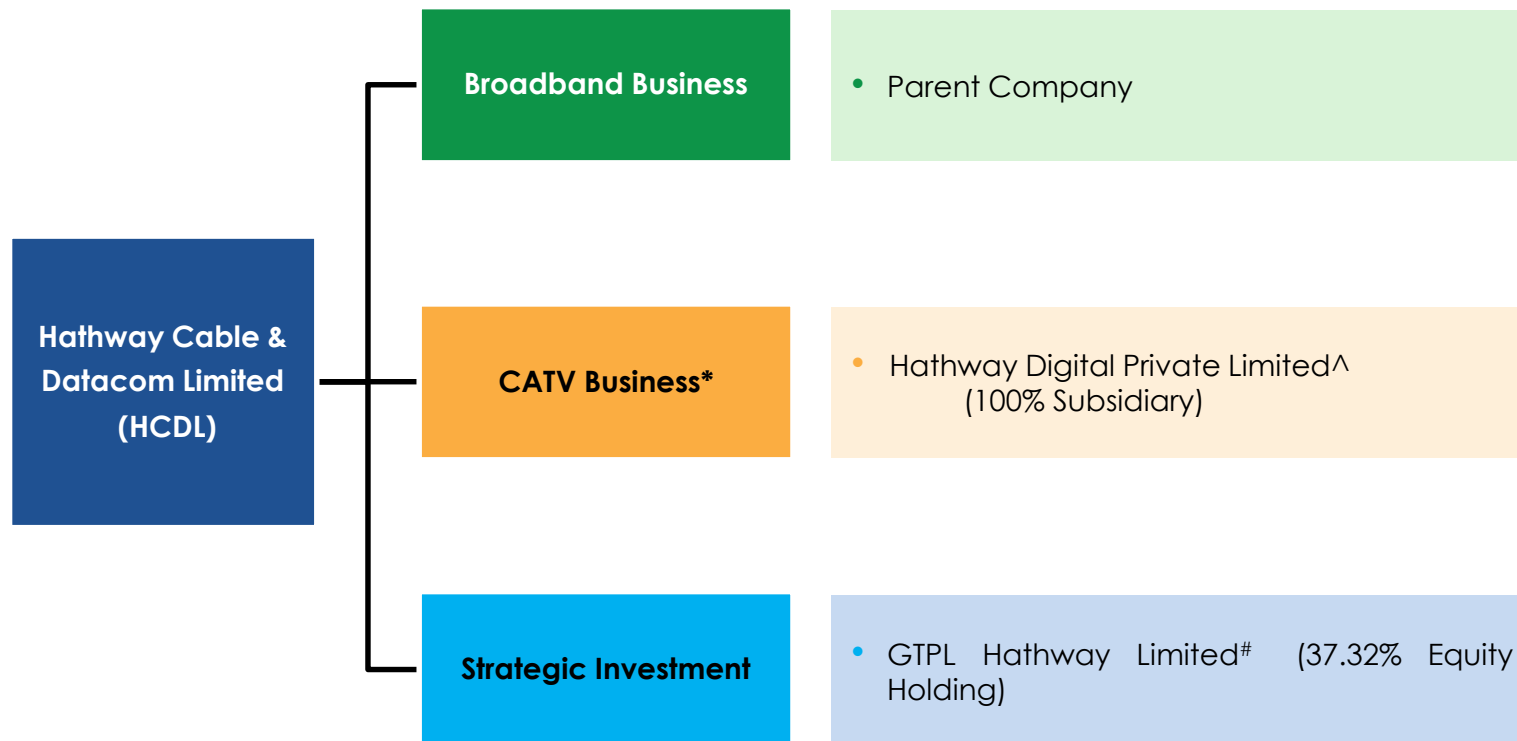
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.5 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.77 Mn
- High-speed cable broadband services across 16 cities (4 metros and 3 mini metros)
- More than 52% share of the total MSO cable broadband market in India

Cable Television

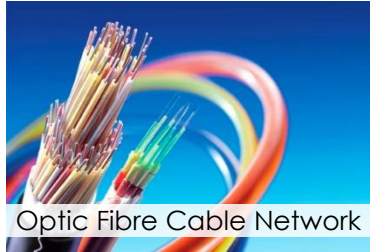
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting and 7.2 Mn digital cable subscribers / households
- 65% of Subscribers serve through Hathway Connect and 57% online payment made by LCO
- Offers 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



Hathway Cable and Datacom Ltd. (HCDL)

Parent Company

Broadband Business

- 100k Net adds on Y-O-Y basis with New customer ARPU of INR 710/- (Excluding Taxes).
- One time Strategic realignment of consumer portfolio to focus only on high speed high consumption segment. 30k negative net additions as compared to Q4 FY18. 57K forced churn for low speed low data consumption consumers. Average data consumption of these consumers was 12 GB /month. These consumers have a tendency to switch to mobility due to low usage. Carrying them on network would result in major inefficiency in network capex
- 27K number increase in active but non paying consumers due to seasonality, these consumers are in 30 days bucket before they get churned. In July majority of these consumers are coming back on network.
- Rs. 20 drop in ARPU, No MRP changes. Drop in ARPU is due to realignment of product portfolio where in low price plans also have higher GBs. 43% EBITDA margins maintained through opex optimization. No effect of ARPU drop on EBITDA margins

Q1-FY19 Financial Highlights



12%

Y-o-Y growth in
Broadband
EBITDA

INR 553 Mn



43%

Operating
EBITDA Margins



15%

Y-o-Y growth of
Broadband
subscribers

0.77 Mn



5.5 Mn

Broadband homes
passed and
presence in 16 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

105 GB

- In last 12 months 0-20 GB consumers have gone down from 23% to 6% of customer base, This is both due to increase in data consumption as well as loss of this low usage segment to low price plans of mobility. On the other hand >80 GB consumers have increased from 24% to 54% of customer base. This realigned customer portfolio is extremely healthy for long term profitability.
- Average GB / consumer / month has increased to 105 GB in the month of June-18. Strong indicator of demand side potential of high speed wireline broadband

Subscriber Bifurcation in different usage buckets



- 0.3 Mn Home Passes added during the quarter, Home passes reached 5.5 Mn through constant focus on Network expansion. BOY (Balance of the Year) no further home pass expansion and focus on monetization of existing home pass.
- Broadband Subscription Revenue INR 1,298 Mn in Q1-FY19.
- Operating EBITDA increased by 12% Y-O-Y to INR 553 Mn in Q1-FY19 from INR 492 Mn in Q1-FY18.
- 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. 59% 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

Q1-FY19 Financial Highlights



12%

Y-o-Y growth in
Broadband
EBITDA

INR 553 Mn



43%

Operating
EBITDA Margins



15%

Y-o-Y growth of
Broadband
subscribers

0.77 Mn



5.5 Mn

Broadband homes
passed and
presence in 16 cities
(4 metros and 3 mini
metros)



200 MBPS

Maximum speed
offered to its
customers

Average of 60 MBPS

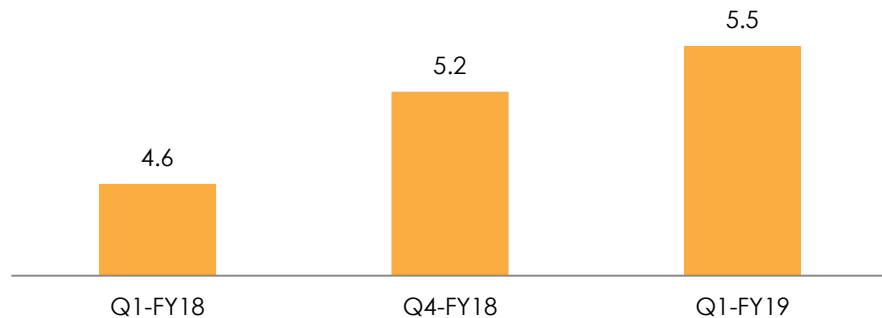


Upto 1 TB

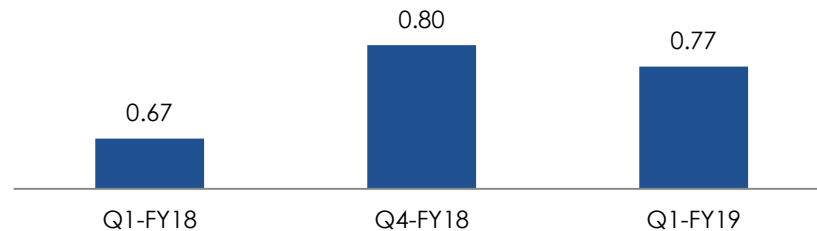
Data offered
with average
consumption of

105 GB

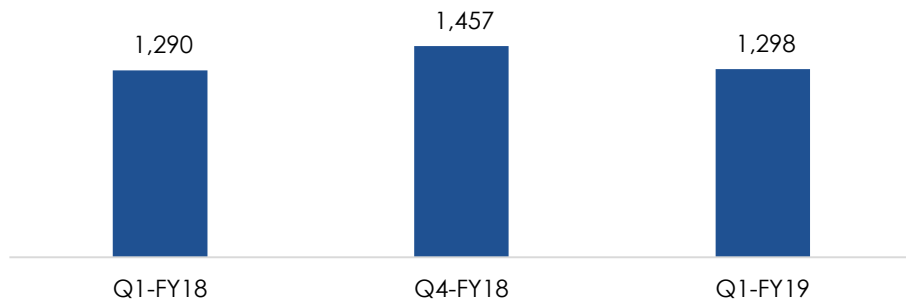
Homes Passes (In Mn)



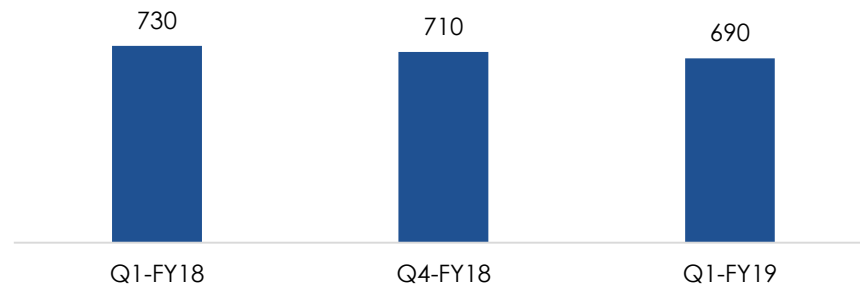
Subscriber base (In Mn)



Revenue (INR In Mn)



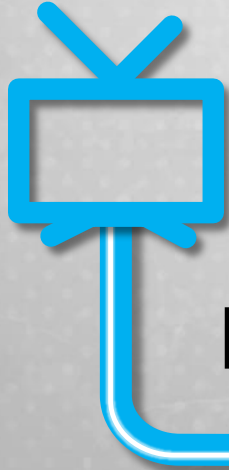
ARPU* (INR)



* ARPU is excluding taxes.

HCDL Income Statement

Income statement (INR Mn)	Q1-FY19	Q4-FY18	Q-o-Q Growth	Q1-FY18	Y-o-Y Growth	FY18
Subscription Broadband	1,298	1,457	(11)%	1,290	1%	5,445
Total Income	1,298	1,457	(11)%	1,290	1%	5,445
Employee Cost	120	111	8%	89	35%	419
Other Expenses	625	707	(12)%	708	(12)%	2,755
Total Expenditure	745	818	(9)%	797	(7)%	3,174
Operating EBITDA	553	639	(14)%	493	12%	2,271
EBITDA %	43%	44%	(100) Bps	38%	500 Bps	42%
Non Operational Income	17	35	(51)%	9	89%	120
Depreciation / Amortization	270	256	5%	226	19%	972
Forex (Gain)/ Loss	84	49	71%	4	NA	21
Finance Cost	242	234	4%	172	41%	784
PAT before exceptional item	(26)	135	NA	100	NA	614
Add: Exceptional Items - Profit on offloading of GTPL Shares	-	(9)	NA	171	NA	162
PAT	(26)	126	NA	271	NA	776
Other Comprehensive Income / (Loss) (Net of Tax)	(1)	9	NA	3	NA	13
Total Comprehensive Income	(27)	135	NA	274	NA	789



Hathway Digital Pvt. Ltd. (HDPL)

Wholly owned Subsidiary of HCDL

CATV Business

- Standalone Subscription Revenue continues to grow by 19% to INR 1,576 Mn in Q1-FY19 from INR 1,325 Mn in Q1-FY18
- Standalone Operating EBITDA increased by 33% Y-O-Y basis to INR 363 Mn in Q1-FY19 from INR 274 Mn in Q1-FY18
- Collections have grown by 24% YoY demonstrating strong improvement in efficiency. Q1-FY19 Collection efficiency is at 98%
- Effective monetisation have resulted in significant ARPU increase : Phase I INR 108/-, Phase II INR 102/-, Phase III INR 75/-, Phase IV INR 58/-. Phase III/IV price increase initiated in May-18, 6-7% impact in Q1 ,full effect will come in Q2. Phase-I and Phase-2 price increase rolled out from 1st August .
- HD pack strengthened with Hathway now having the highest number of HD channels across DTH/Cable players. 15K monthly HD additions momentum with Rs. 80/consumer/month incremental revenue.

Q1-FY19 Financial Highlights



19%

Y-o-Y growth in Revenue

INR 1,576 Mn



7.2 Mn STBs



2/3rd Base

Served through Hathway Connect

57% Online Collection



350+

Presence in cities and major towns



35,000 Kms

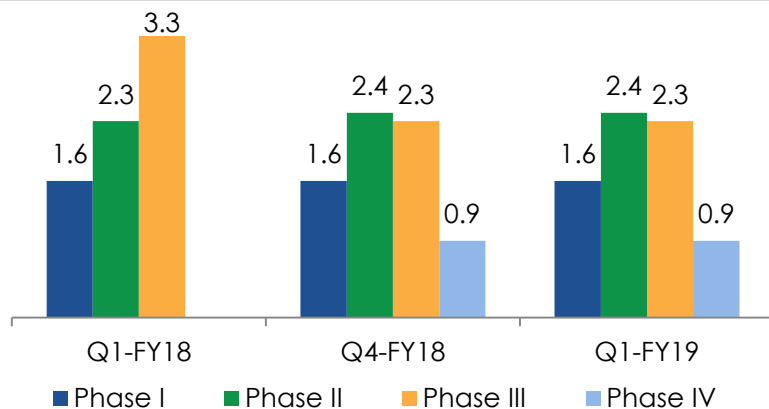
Fiber cable Network



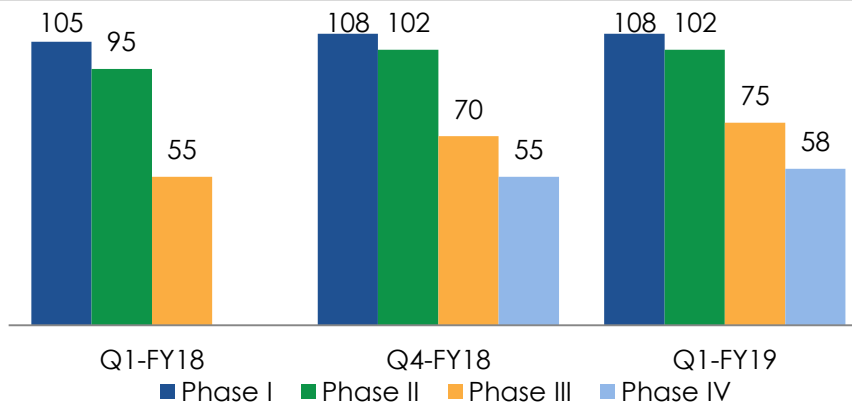
235K

HD Subscribers

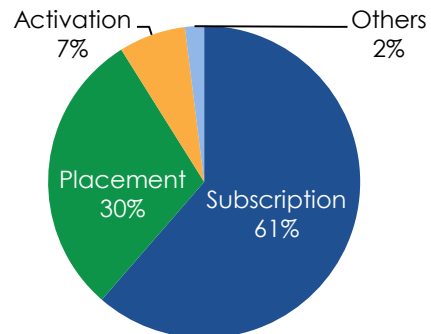
Phase wise Boxes Seeded (In Mn)**



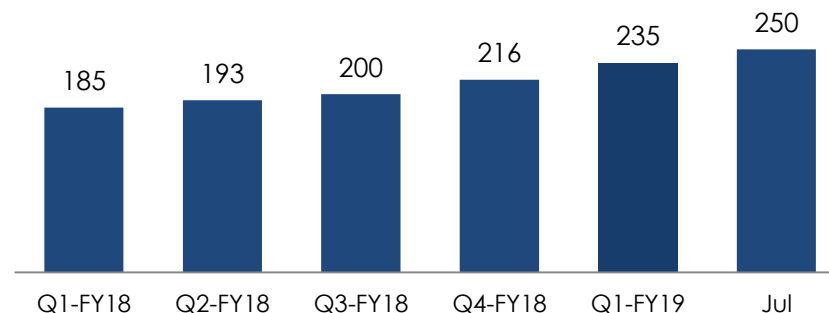
ARPU* (INR)



CATV Standalone Revenue Break up (INR Mn)

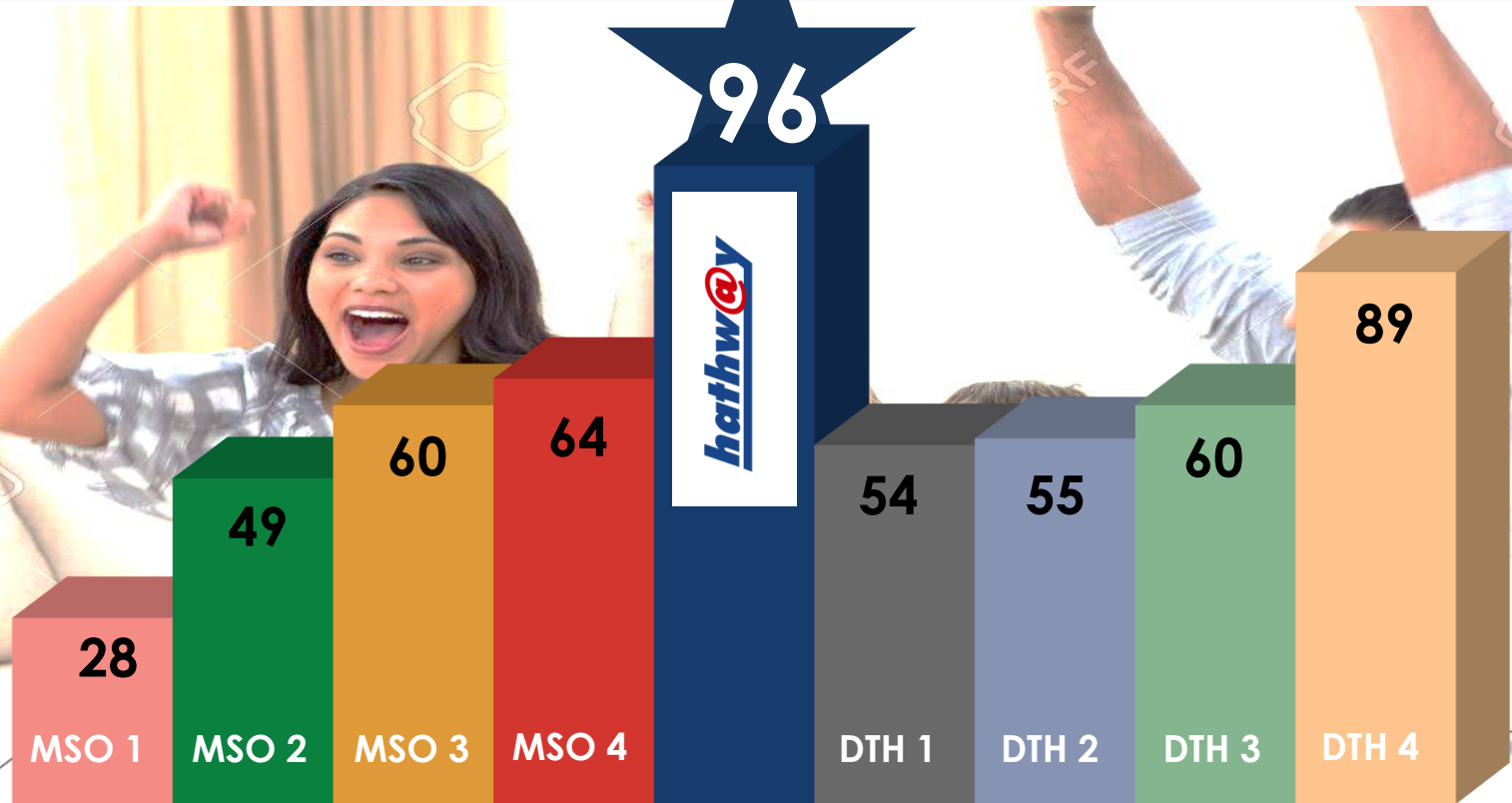


HD Subscribers ('000)



Hathway Offers the largest HD Bouquet

Number Of Channels



Distribution Platforms

HDPL Income Statement



Income statement (INR Mn)	Q1-FY19	Q4-FY18	Q-o-Q Growth	Q1-FY18	Y-o-Y Growth	FY18
Subscription CATV	1,576	1,526	3%	1,325	19%	5,734
Placement	752	748	1%	702	7%	2,971
Activation	176	227	(22)%	243	(28)%	964
Other operating income	43	44	(5)%	96	(56)%	225
Total Income	2,547	2,545	NA	2,366	8%	9,894
Pay Channel Cost	1,500	1,426	5%	1,352	11%	5,560
Employee Cost	79	61	30%	88	(10)%	326
Other Expenses	605	657	(8)%	652	(7)%	2,647
Total Expenditure	2,184	2,144	2%	2,092	4%	8,533
EBITDA	363	401	(9)%	274	32%	1,361
EBITDA %	14%	16%	(200) Bps	12%	400 Bps	14%



Historical Financials

FY18 Financial Highlights

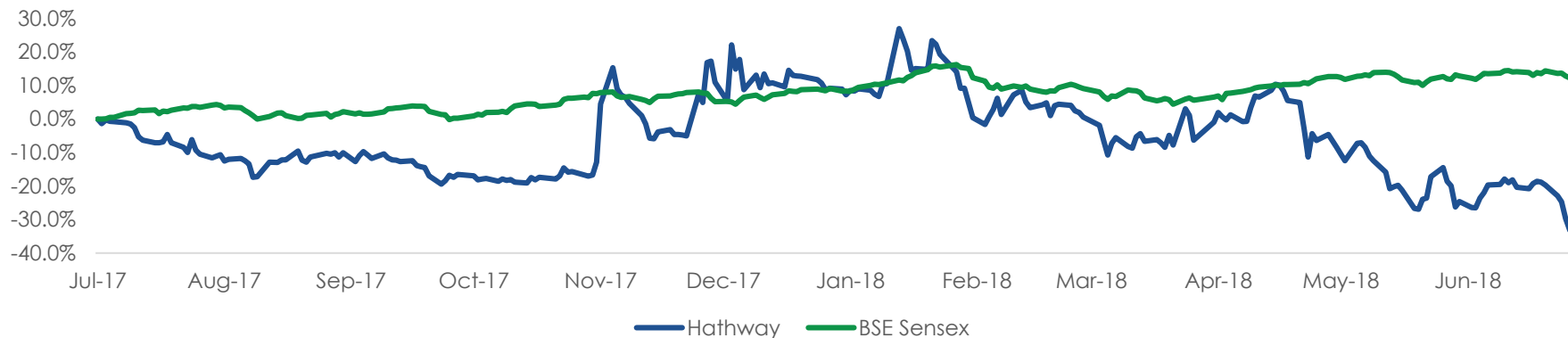


Income statement (INR Mn)	FY18	FY17 Consolidated	FY16
CATV Subscription	5,733	4,728	3,804
Broadband Revenue	5,445	4,955	3,234
Placement	2,977	2,725	3,220
Activation	964	825	834
Other Operating income	227	211	276
Other Non operational income	98	238	182
Total income	15,444	13,682	11,550
Pay Channel Cost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

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

Statement of Assets and Liabilities (INR Mn)	Consolidated		
	FY18	FY17	FY16
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

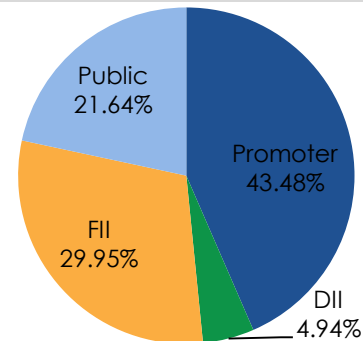


Price Data (30th June, 2018)

INR

Face Value	2.0
Market Price	24.75
H/L (INR)	48.5/23.8
Market Cap (INR Mn)	20,555
Equity Shares Outstanding (Mn)	830.5

Shareholding Pattern (30th June, 2018)





CONCALL INVITE

**B&K Securities shall hold
a Conference Call of**

Hathway Cable & Datacom Ltd

to discuss the 1QFY19 Financial performance
on **Thursday, 16th August 2018 at 04:00 pm IST**

Management Representatives:

Mr. Rajan Gupta – Managing Director
Mr. Sitendu Nagchaudhuri – Chief Financial Officer

You are cordially invited

Dial-in Numbers

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International Toll Free:

USA: 1 855 924 9589 UK: 0 800 031 5725

Singapore: 800 852 6178 Hong Kong: 800 905 107

Registration Link* (Optional):

[Hathway Cable & Datacom 1QFY19 Financial Performance Conference Call](#)

**Note: Registration will close 30 minutes before the conference start time.*

*On registration, participant will receive email with dial in numbers,
access code and unique pin to join the conference call.*

For further information, please contact

Mr. Yogesh Kirve / Ms. Neeta Khilnani

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Thank You