

INVESTOR UPDATE Q1 FY17

HATHWAY CABLE & DATACOM LIMITED

BSE : 533162 | NSE : HATHWAY | Bloomberg : HATH:IN | Reuters : HAWY.NS

www.hathway.com



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KEY HIGHLIGHTS FOR THE QUARTER ENDED Q1FY17

- 11 Mn STBs deployment milestone achieved, 0.6 Mn STBs deployed in Q1 FY17*.
- We have crossed 7 Lakhs Broadband subscribers*.
- Gross Revenue of Q1 Rs 302.1 Cr (PY 258.7 - YoY + 17%)
- Standalone EBITDA Rs. 44.5 Cr (PY Rs. 41.1 Cr -YoY +8%)
- Hathway's financial statements has been prepared as per Ind AS.

** Includes consolidated numbers*

FINANCIAL HIGHLIGHTS

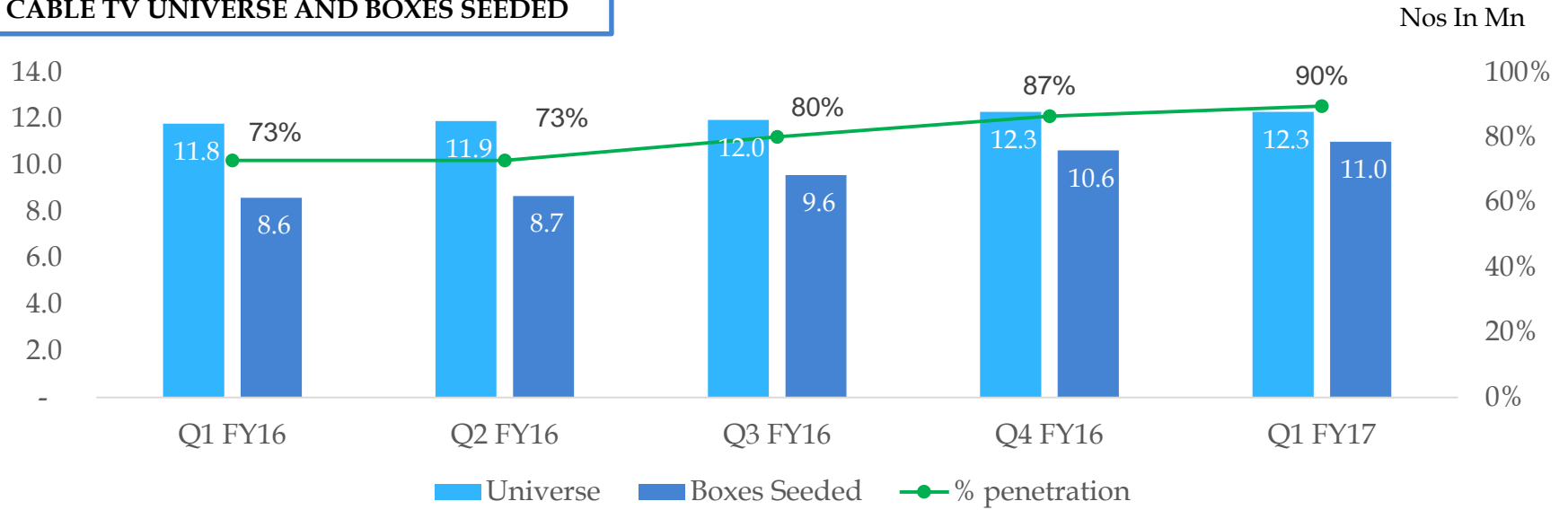
Financial (INR In Crs)	Q1 FY17	Q1 FY16	Q-o-Q Growth
Income			
Subscription CATV	107.7	90.7	19%
Subscription Broadband	104.6	65.1	61%
Placement	66.3	83.8	-21%
Activation	18.7	14.5	29%
Other Operating Income	4.7	4.6	3%
Total Income	302.1	258.7	17%
Expenditure			
Purchase of stock-in-trade	-	-	0%
Employee Cost	22.7	17.6	29%
Pay Channel Cost	102.0	78.6	30%
Service Charges	34.6	25.9	33%
Other Expenses	98.2	95.5	3%
Total Expenditure	257.6	217.6	18%
EBITDA before Other Income	44.5	41.1	8%
EBITDA before Other Income Margin %	15%	16%	-1%
Other Income	5.1	4.5	12%
EBITDA After Other Income	49.6	45.6	9%
EBITDA After Other Income Margin %	16%	17%	-1%
Depreciation / Amortization	70.4	59.2	19%
Foreign Exchange Loss / (Gain)	2.7	2.4	9%
Finance Cost	29.8	21.4	39%
PAT	(53.2)	(37.4)	-42%
Other Comprehensive Income / (Loss) (Net of Tax)	0.3	0.4	-13%
Total Comprehensive Income / (Loss) (after Tax)	(52.9)	(37.0)	-43%

CATV - HIGHLIGHTS FOR THE QUARTER ENDED Q1 FY17

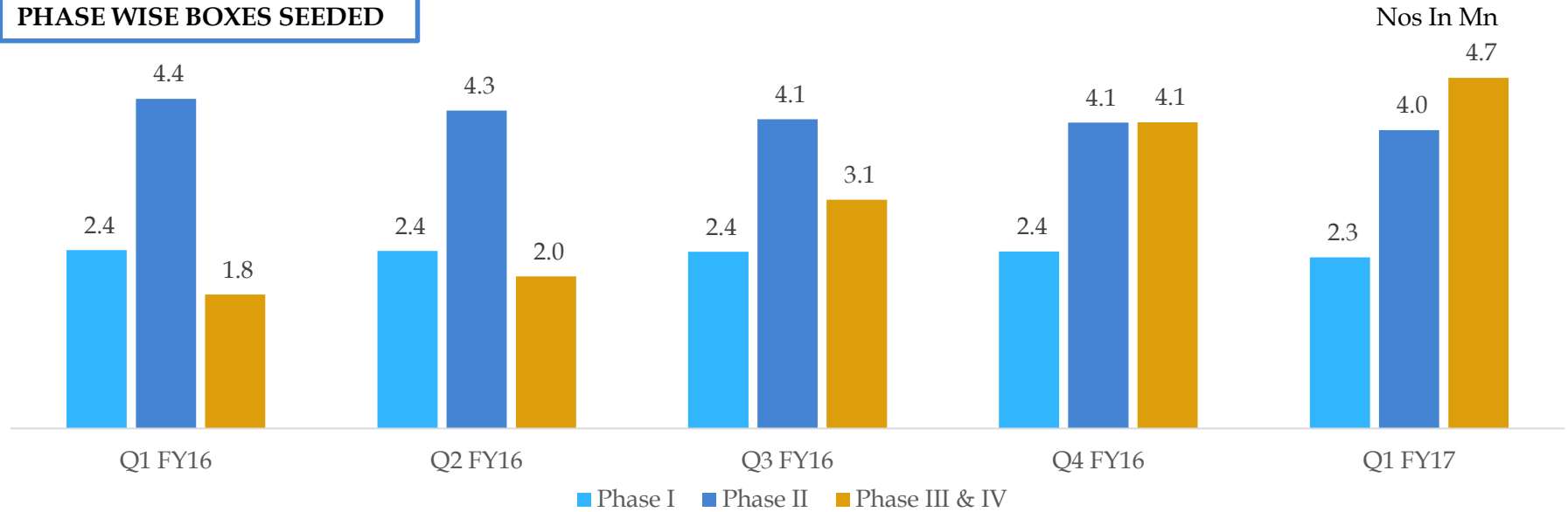
- For the quarter 0.6 Mn STBs deployed at consolidated level (0.2 Mn STBs at Standalone) total DAS III subscribers base reaches 4.7Mn.
- CATV subscription revenue for Standalone stood at Rs. 117.7 Cr (YoY + 12%)
- Standalone ARPU for Phase I and II is Rs. 105 and Rs. 86 respectively.
- Supreme Court has moved all stay petition granting extension for implementation of DAS III to Delhi High Court; the next hearing is schedule on 6 & 7th September 2016.
- Due to pending court decision, DAS III standalone 2.2 Mn + subscribers monetisation stood at Rs 25 – 30 per subscriber against overall content cost Rs 30 per Subscriber and other overhead Rs 20 Per subscriber.
- A dedicated 24/7 spiritual channel christened “Divine” launched on 1st Sept 2016.
- 50% of standalone phase I & II customer base has moved to Hathway Connect
- Launch of Hathway Connect Mobile APP, enables LCOs to manage their business from anywhere, this shall speedup servicing of subscribers.

CATV KPI

CABLE TV UNIVERSE AND BOXES SEEDED



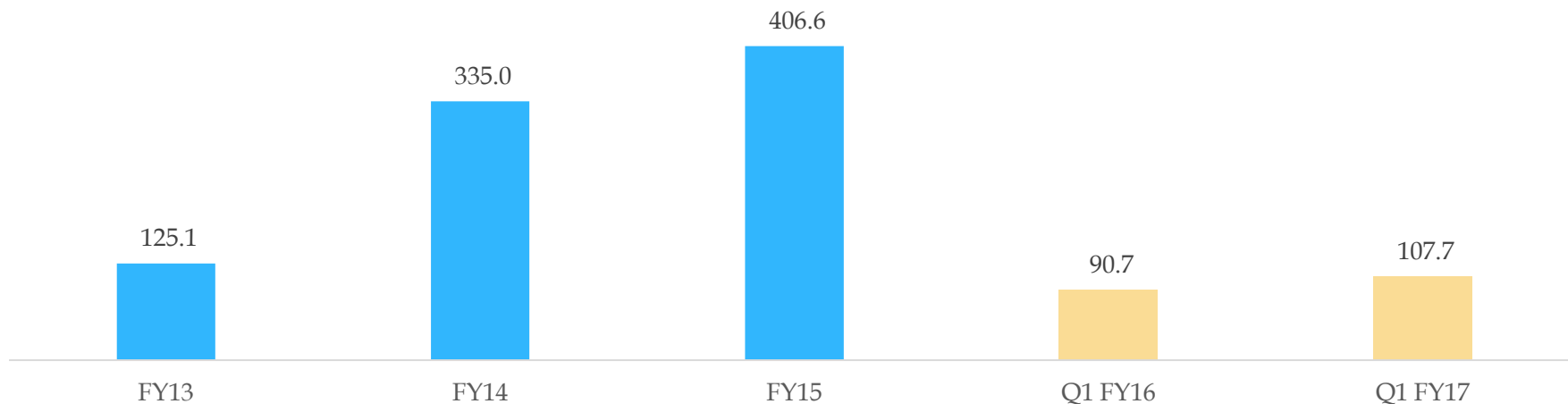
PHASE WISE BOXES SEEDED



CATV REVENUE AND ARPU TREND

INR In Crs

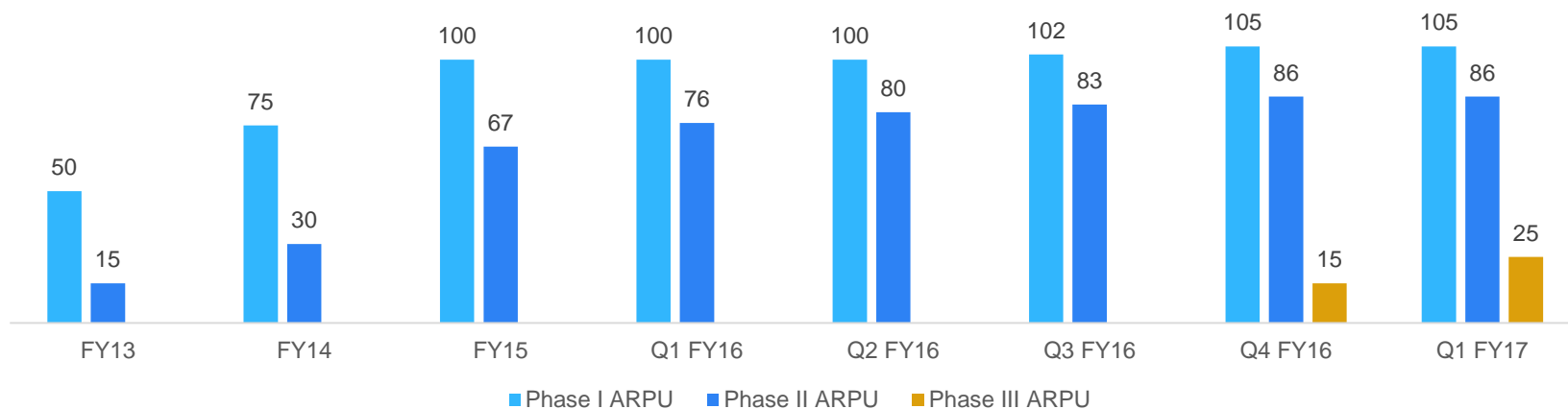
CATV REVENUE



*FY 15 Revenue has been adjusted for comparison purposes

PHASE WISE CATV ARPU

INR In Rs.



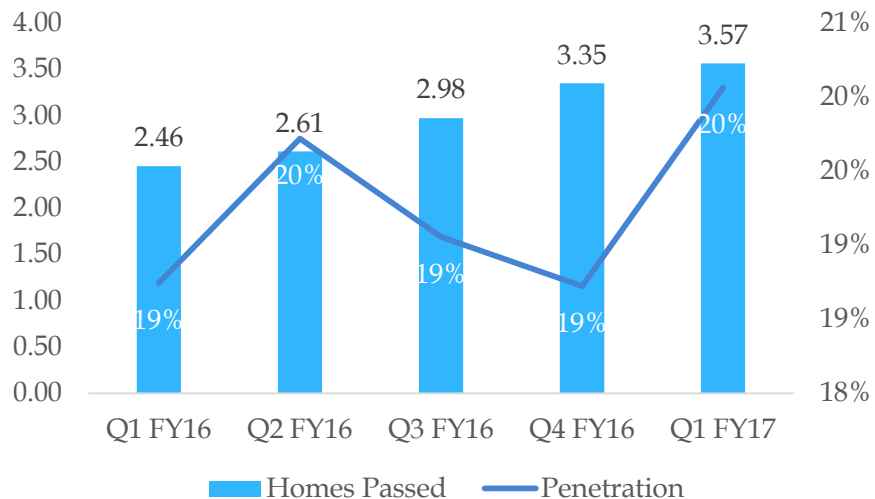
BROADBAND OPERATIONAL HIGHLIGHTS FOR THE QUARTER ENDED Q1 FY17

- Broadband Revenue stood at 104.6 Crs (Prev year: 65.1 crs – YOY +61%)
- Broadband Subscribers increased to 7 lakhs on a consolidated basis
- We have maintained continuous focus on network expansion; Homes pass figure has reached 3.6 Mn .
- Technical infrastructure upgradation and improved customer service has helped in accelerating monthly net additions
- We have received encouraging response of GPON fiber-to-the-home pilot in Kolkata and same is getting scaled up in various cities
- Up to 50% increase in data limits across cities , this is to encourage consumers to get more out of their home broadband
- Innovative digital marketing promotion “Quick India” launched on this Independence day; very good participation from consumers across digital platforms

BROADBAND STANDALONE KPI

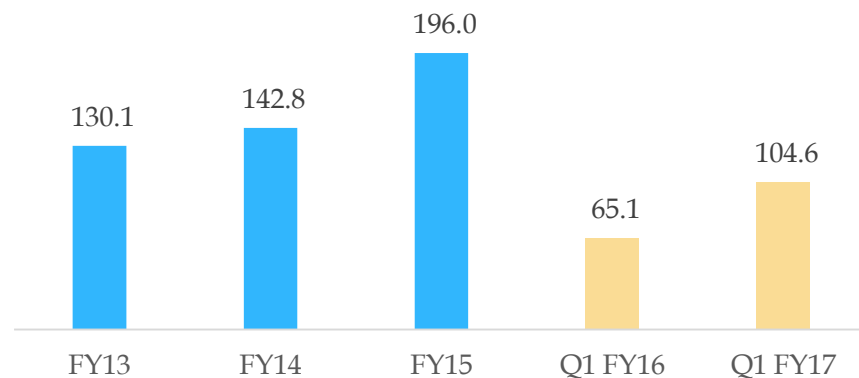
BROADBAND HOMES PASSED

Nos In Mn



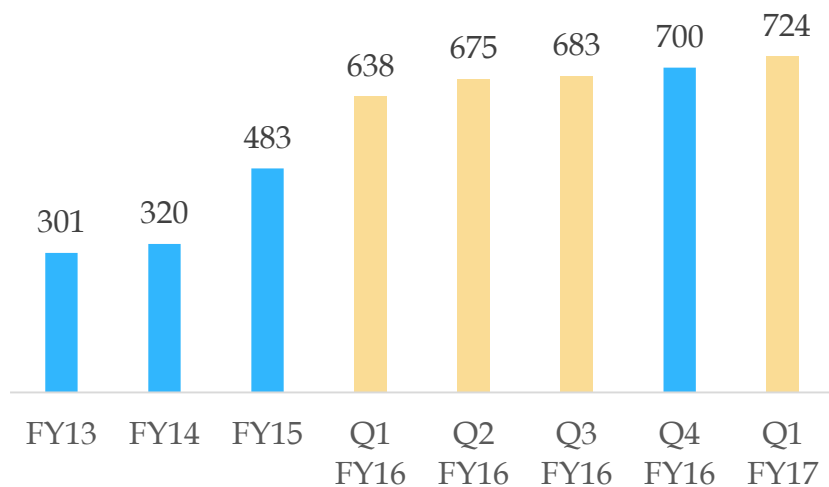
BROADBAND REVENUE

INR In Crs



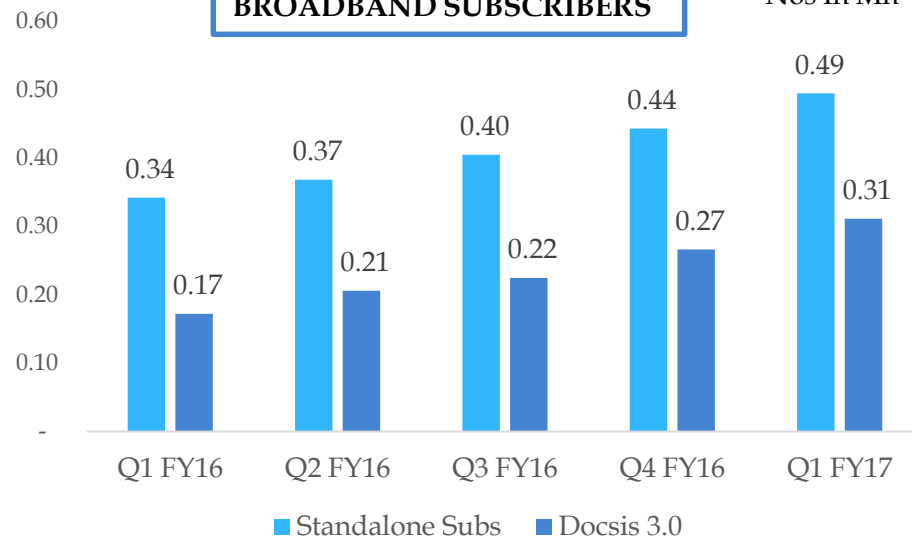
BROADBAND ARPU

INR In Rs.



BROADBAND SUBSCRIBERS

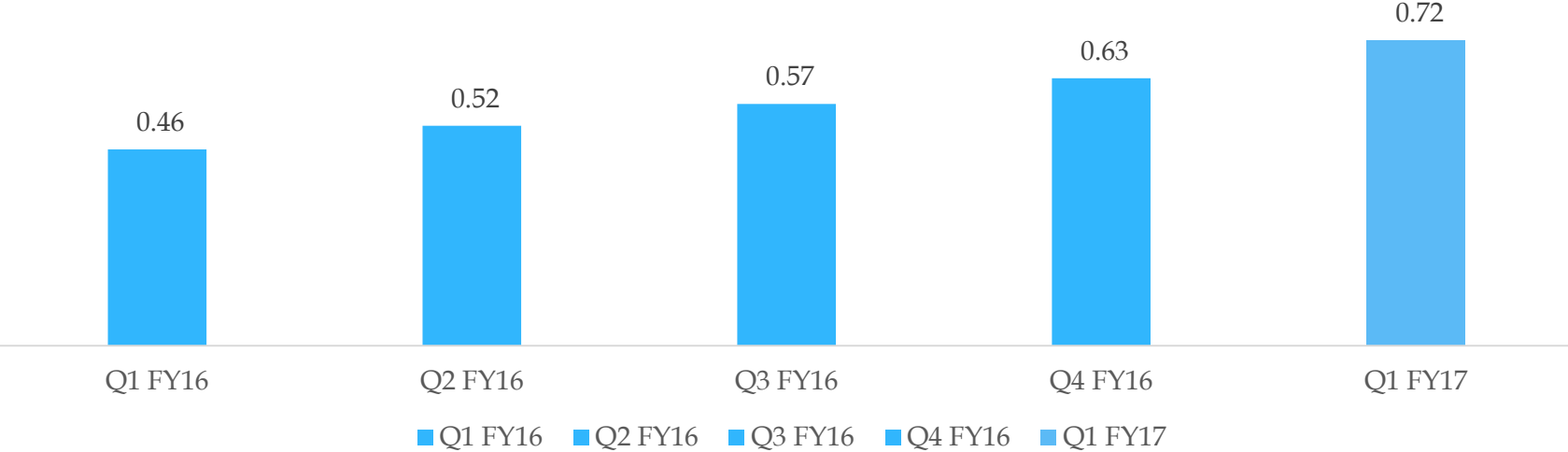
Nos In Mn



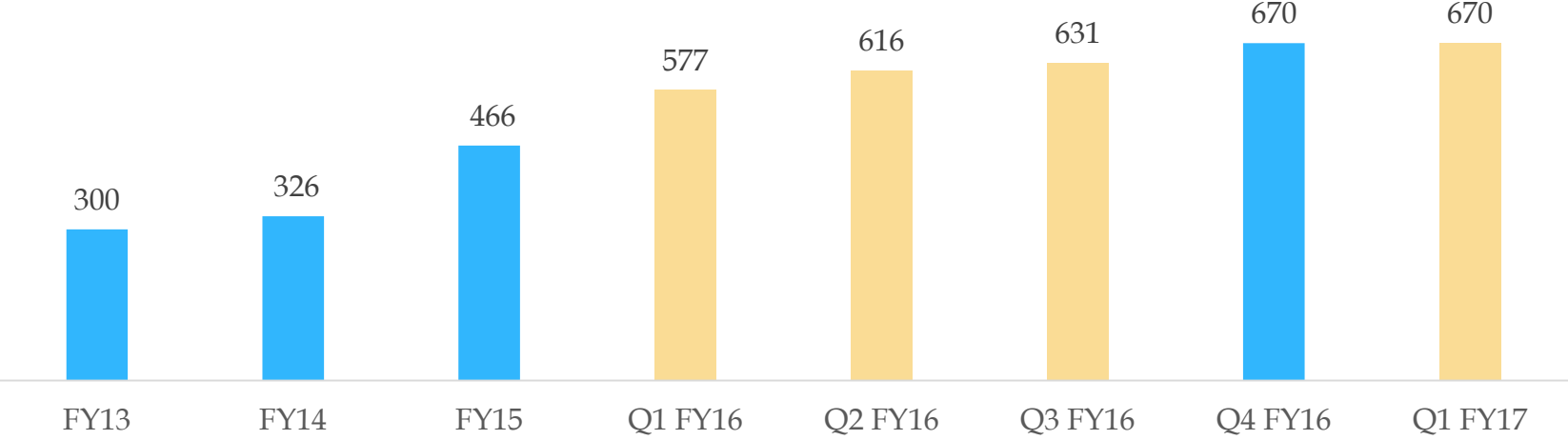
CONSOLIDATED BROADBAND SUBSCRIBERS AND ARPU TREND

Nos In Mn

CONSOLIDATED BROADBAND SUBSCRIBERS



CONSOLIDATED BROADBAND ARPU



DEBT POSITION AS ON Q1 FY17

DEBT STATUS	STANDALONE		CONSOLIDATED	
	FY17 Q1	FY16 Q4	FY17 Q1	FY16 Q4
Gross Debt	1,600.4	1,583.6	2,105.4	2,067.8
Net Debt	1,574.8	1,526.6	2,024.6	1,978.5



1QFY17 Earnings Conference Call Hathway Cable and Datacom Ltd.

September 01, 2016 at 4:00 pm (IST)

Ambit Capital is pleased to invite you to the 1QFY17 Results Conference Call of **Hathway Cable and Datacom Ltd.**

Represented by

Mr. Jagdish Kumar – MD & CEO

Mr. Vineet Garg – CFO

The teleconference will be moderated by **Vivekanand Subbaraman, CFA, Media Analyst**, Institutional Equities, Ambit Capital.

Conference Call Details

Time: 4:00 pm (IST) | **Date:** September 01, 2016

Please dial the below number at least 5-10 minutes prior to the conference schedule to ensure that you are connected to the call in time.

Primary Number India:	+91 22 3938 1078	Toll Free Number:	USA: 1 866 746 2133
Secondary Number India:	+91 22 6746 5878		UK: 0 808 101 1573
Local Access Number:	3940 3977		Singapore: 800 101 2045
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	185+ Channels @ ₹285/-	240+ Channels @ ₹375/-	260+ Channels @ ₹525/-

- 1 Free Regional Pack with respective Base Pack
- 7 Regional Language Add Ons to choose @ ₹50/- each
- 6 Genre Add Ons to choose @ ₹50/- each
- HD Pack of 24 Channels @ ₹152/-
- 45+ HD Channels*
- 20 Sports Channels*

STRONG BASE PACKS	Channel Count	Free Regional Pack	MRP (₹ Inc. Taxes)
Prime	200+	1	330/-
Royal	250+	2	425/-
Royal HD	275+	2	550/-

All Marathi Regional Channels are included in the Base Pack.

GENRE ADD ONS	PACK NAME	MRP (₹ Inc. Taxes)
SPORTS	KIDS	50/-
	INFOTAINMENT	50/-
	ENGLISH MOVIES	50/-
	ENGLISH & BUSINESS NEWS	50/-
	ENGLISH ENTERTAINMENT & MUSIC	50/-
	ENGLISH SPECIAL ADD ON	65/-
	HINDI SPECIAL ADD ON	115/-
	HD	152/-

REGIONAL ADD ONS	PACK NAME	MRP (₹ Inc. Taxes)
REGIONAL	BANGLA + ORIYA	50/-
	GUJARATI + RAJASTHANI	50/-
	TAMIL	50/-
	TELUGU	50/-
	MALAYALAM	50/-
	KANNADA	50/-
	HINDI + BHOPURI	50/-

BST Pack consisting of FTA channels is available.
A La Carte is also available for all channels.
For terms & conditions and more details log onto website: www.hathway.com

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