



Date: 14th July, 2019

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 and Consolidated Financial Results of the Company for the quarter ended June 30, 2019

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-audited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2019.

Kindly take the aforesaid on record.

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-400098. Tel: +91 022 67742500 Fax: +91 022 67742400

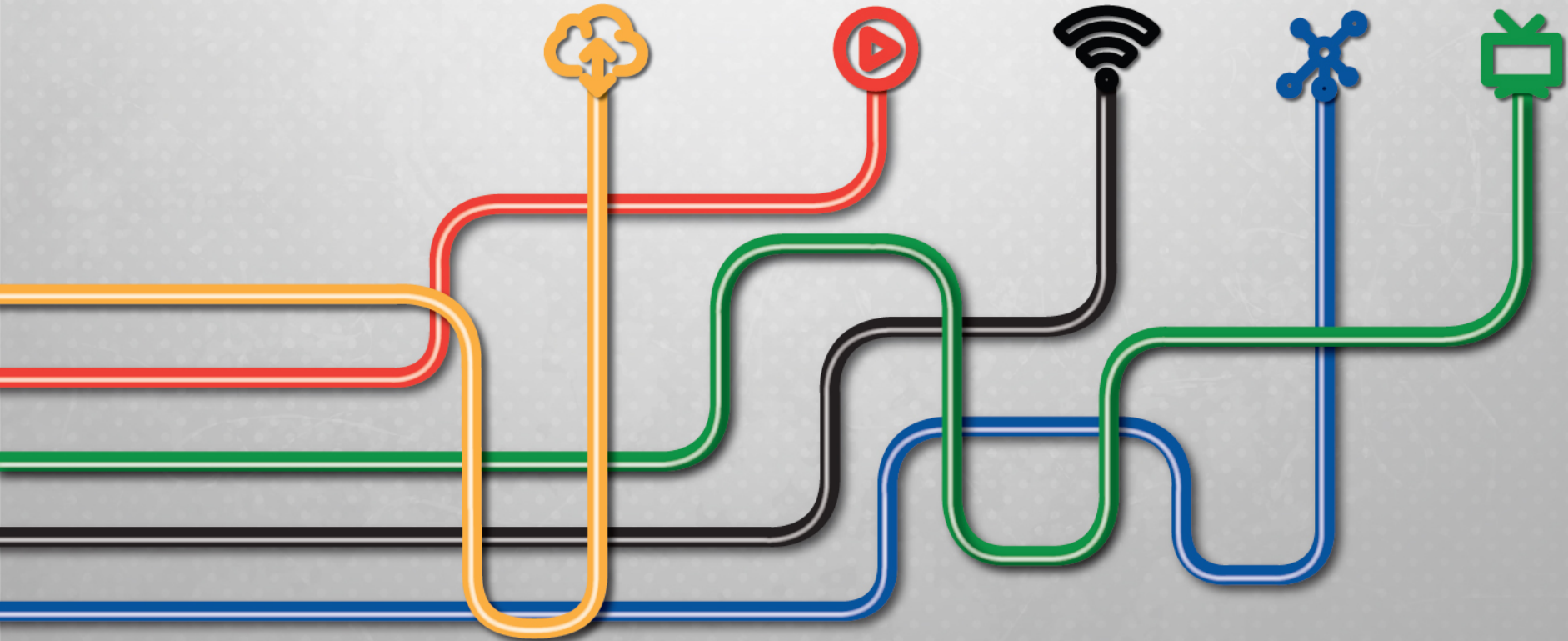
Regd. Off.: "Rahejas", 4th Floor, Corner of Main Avenue & V.P. Road, Santacruz (W), Mumbai-400054

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-FY20



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- Gross Revenue increased by 18% Q-o-Q basis to INR 4,498 Mn in Q1 FY20 from INR 3,810 Mn in Q4 FY19 and on Y-o-Y basis 17% from INR 3,847 Mn in Q1-FY19
- Subscription Revenue increased by 16% Q-o-Q basis to INR 3,505 Mn in Q1 FY20 from INR 3,023 Mn in Q4 FY19 and on Y-o-Y basis 22% from INR 2,872 Mn in Q1-FY19
- EBITDA Increased by 37% on Q-o-Q basis to INR 1,044 Mn compared to Q4FY19 INR 761 Mn and by 15% on Y-o-Y basis from INR 906Mn
- Finance Cost includes onetime Processing fees charge-out of INR 225 Mn on account of pre-payment of loans

Q1 FY20 Consolidated Financial Highlights



Y-o-Y 17%

Gross Revenue

INR 4,498 Mn



Y-o-Y 22%

Subscription
Revenue

INR 3,505 Mn



Y-o-Y 37%

EBITDA Margin
23%

INR 1,044 Mn

- Subscription Revenue increased by 28% Q-o-Q basis to INR 2,167 Mn in Q1-FY20 from INR 1,699 Mn in Q4-FY19 and by 38% Y-o-Y basis from INR 1,574 Mn in Q1 FY19
- Q1-FY20 Subscription Collection efficiency is at 100%
- Post NTO business model changed from B2B to B2B2C. With no hangover of historical anomalies in content cost, Hathway is well poised to take advantage of company strategic and execution strengths to delight consumers, out-execute competition and get required return on business investment
- Required investments being made in understanding consumer needs and expectations in various phases of digitalization. Insights from this research will be used to further improve Hathway DPO Packs to increase customer satisfaction

Q1 FY20 Financial Highlights



38%

Y-o-Y growth in
Subscription Revenue

INR 2,167 Mn



6 Mn STBs



MUNAFEWALI PARTNERSHIP

100% base

Served through
Hathway Connect

75% Online Collection



350+

Presence in cities
and major towns



35,000 Kms

Fiber cable
Network



268K

HD
Subscribers

- Renewal SMS to Customers- to enable continuous service
- Robotics enabled calls in regional languages to bring customer awareness on subscription renewals and service expiry
- Revamped Call Centers – Regional Call Centers with enhanced capacity and multi-lingual capabilities for better management of customer complaint and calls.
- Instant Customer Activation with a lead time of 15 seconds
- Enabling Online Payments for Secondary Point Customers (GST regd. LCO)
- IT enhancements to manage 2 Million transactions per day

Q1 FY20 Financial Highlights



38%

Y-o-Y growth in
Subscription Revenue

INR 2,167 Mn



6 Mn STBs



100% base

Served through
Hathway Connect

75% Online Collection



350+

Presence in cities
and major towns



35,000 Kms

Fiber cable
Network



268K

HD
Subscribers

- FTTH markets leading growth in customers acquisition. Focus on doubling net additions momentum Q2 onwards .
- Focus increased on customer delight, continuous increase in bandwidth / consumer. National average on monthly data consumption is 134 GB / consumer / month. Chennai being a pure FTTH market, data consumption average is 167 GB / consumer / month which is very close to developed markets average of 200 GB / month.
- Play box is helping to increase data usage, as consumers shift Viewing to OTT on large screen, thereby further strengthening business case for FTTH
- GPON FTTH Parallel network being deployed in High Potential High Penetrated DOCSIS home passes. Opportunity to increase market share by offering 200 MBPS – 500 MBPS speed to premium consumers.

Q1 FY20 Financial Highlights



Broadband Revenue

INR 1,338 Mn



Broadband subscribers

0.84 Mn



5.5 Mn

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



300 MBPS

Maximum speed offered to its customers

Average of 81 MBPS



upto 2 TB

Data offered with average consumption of

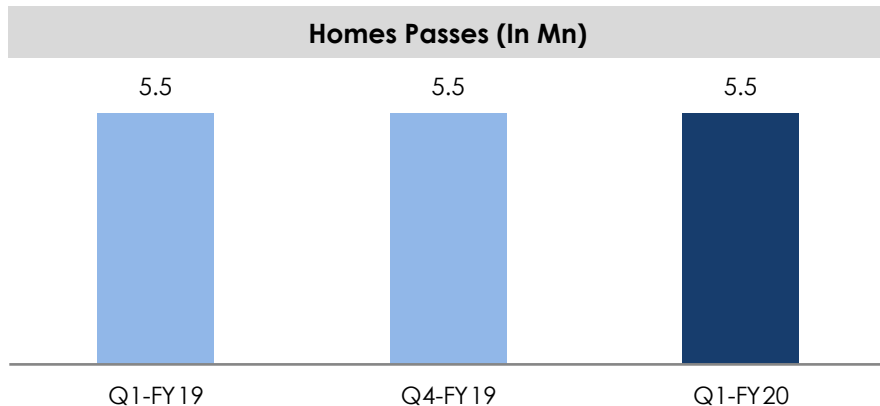
134 GB

Hathway Consolidated Income Statement

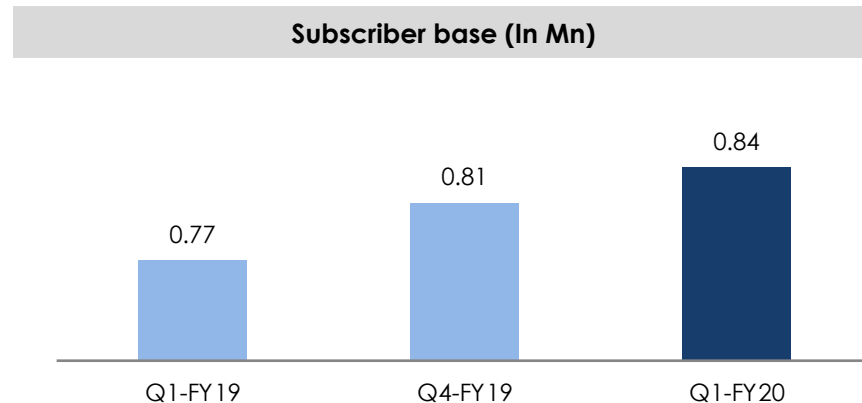


Income statement (INR Mn)	Q1-FY20	Q4-FY19	Q-o-Q Growth	Q1-FY19	Y-o-Y Growth	FY19
CATV Subscription	2,167	1,699	28%	1,574	38%	6,558
Broadband Revenue	1,338	1,324	1%	1,298	3%	5,276
Placement	787	582	35%	752	5%	2,886
Activation	153	157	(3)%	176	(13)%	659
Other Operating income	53	48	10%	47	13%	204
Total income	4,498	3,810	18%	3,847	17%	15,583
Pay Channel Cost	1,301	1,314	(1)%	1,539	(15)%	6,098
Operational Cost	771	662	16%	595	30%	2,533
Employee Cost	236	222	6%	205	15%	829
Other Expenses	1,258	774	62%	639	97%	2,809
Total expenditure	3,566	2,972	20%	2,978	20%	12,269
Operating EBITDA	932	838	11%	869	7%	3,314
Share of Profit/(Loss) of Associates	112	(77)	NA	36	211%	66
EBITDA	1,044	761	37%	905	15%	3,380
EBITDA margin %	23.2%	20.0%	3.2%	23.5%	(0.3)%	21.3%
Non Operational Income	565	389	45%	75	NA	609
Depreciation / Amortization	812	833	(3)%	826	(2)%	3,524
Forex (Gain)/ Loss	(4)	(21)	NA	156	NA	226
Finance cost	818	554	48%	515	59%	2,208
Exceptional items	-	4,107	NA	-	NA	4,296
PBT	(17)	(4,323)	NA	(517)	NA	(6,265)
Current Tax	26	1	NA	-	NA	1
Deferred Tax	51	(4,389)	NA	-	NA	(4,389)
PAT	(94)	66	NA	(517)	NA	(1,876)
PAT margin %	NA	2%	NA	NA	NA	NA
Other comprehensive income/ (loss)	1	4	NA	(1)	NA	11
Total comprehensive income	(93)	70	NA	(518)	NA	(1,866)

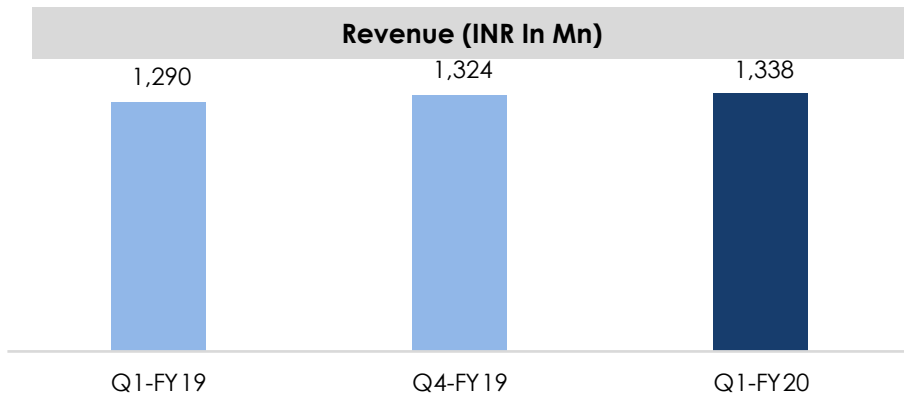
Homes Passes (In Mn)



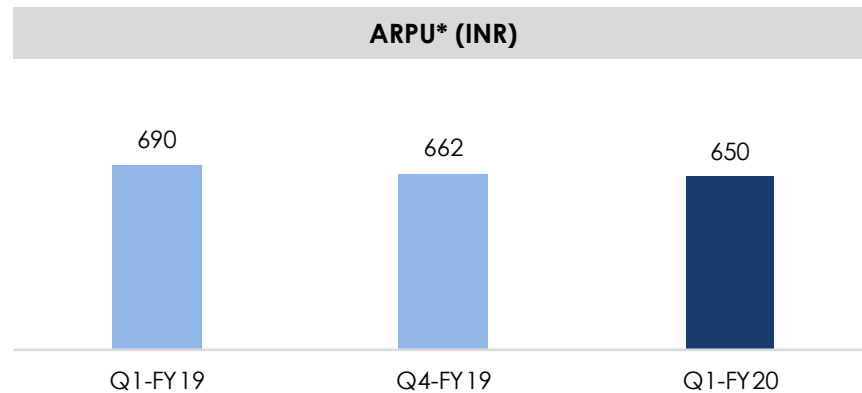
Subscriber base (In Mn)



Revenue (INR In Mn)

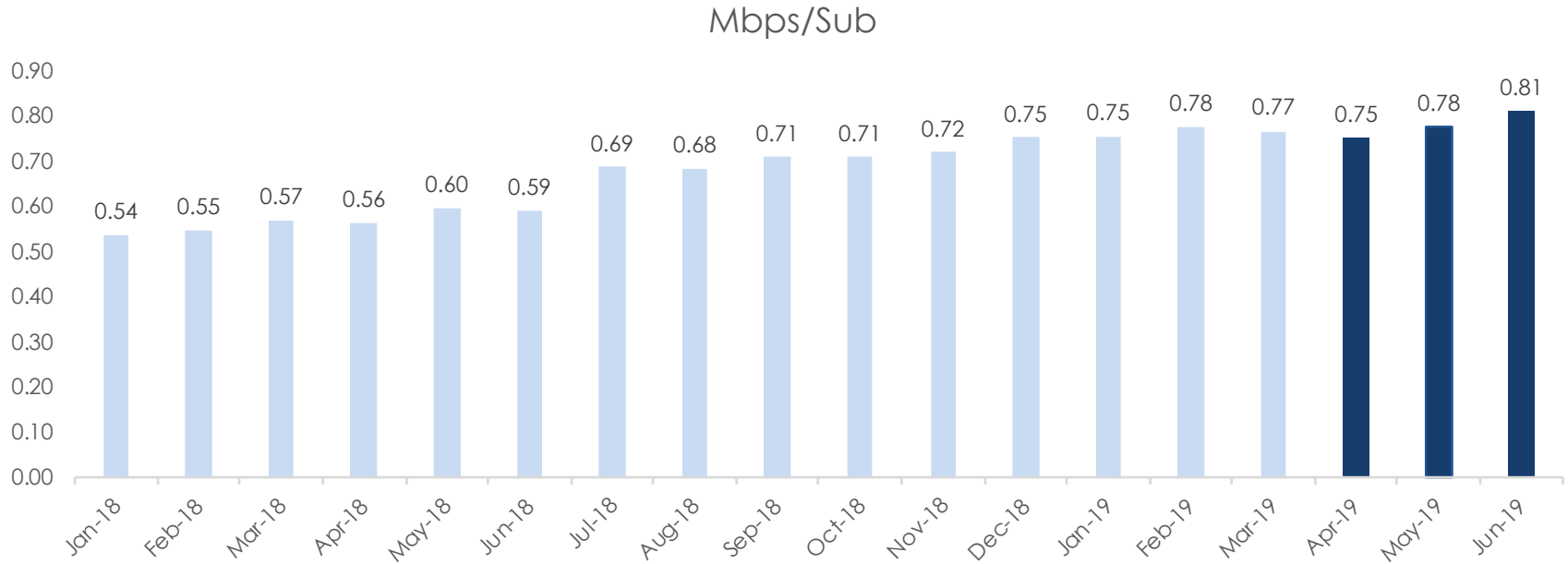


ARPU* (INR)



* ARPU is excluding taxes.

Bandwidth consumption (Mbps) per Subscriber



* In Mbps per Subscriber

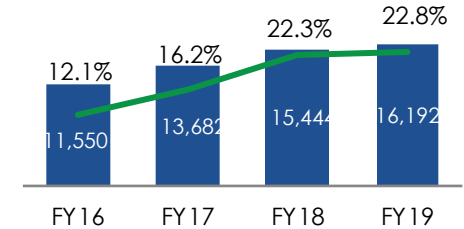
Bandwidth increase per customer is healthy from long term wireline industry relevance perspective.



Annexure

- Hathway Cable and Datacom Limited (Hathway), 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 40.6 Bn as on 30th June, 2019.

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



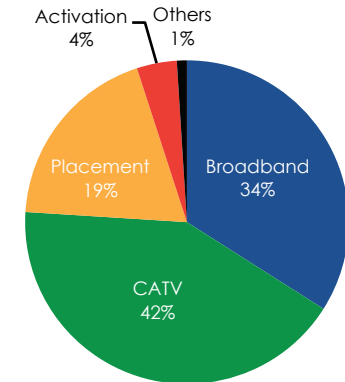
Broadband

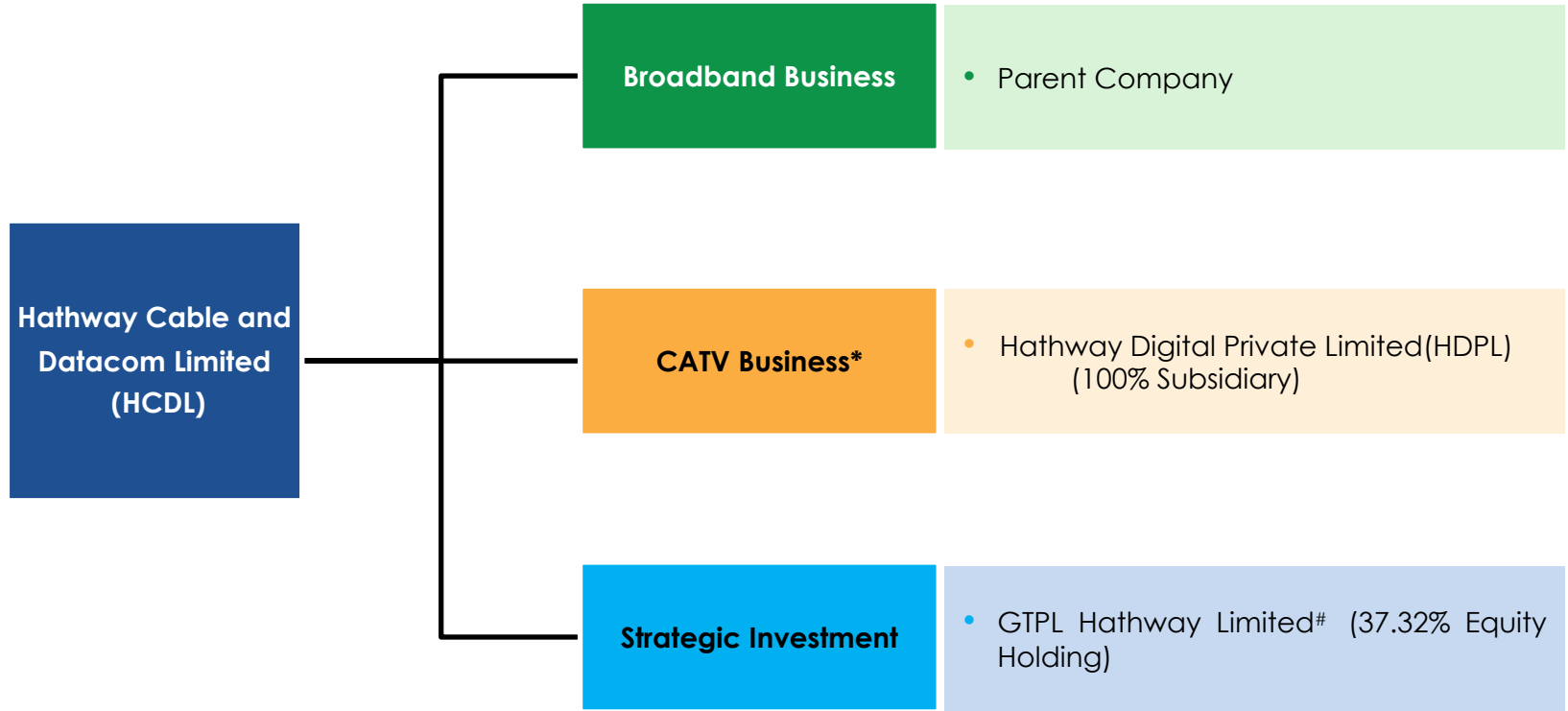
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.5 Min two-way broadband homes passed
- Total broadband Subscribers – 0.84 Mn High-speed cable broadband services across 16 cities (4 metros and 3 mini metros)

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 6 Mn digital cable subscribers / households
- 100% Subscribers are served through Hathway Connect and 70% online payment made by LCOs
- Offers cable television services across 350 cities and major towns
- 15 in-house channels and 10 Value Added Services

FY19 Operational Revenue Break-up

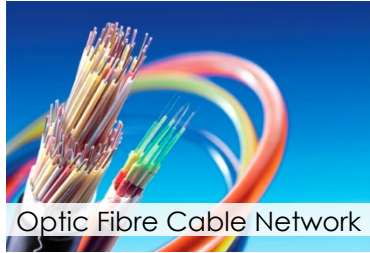




* CATV Business includes JVs/Associates/Subsidiaries

* Demerger of CATV Business of 5 subsidiaries companies with HDPL is in progress

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



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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