



**Transcript – Hathway Cable and Datacom Limited
Annual General Meeting – July 31, 2024**

Mr. Sridhar Gorthi, Chairman of Hathway Cable and Datacom Limited, occupied the chair and conducted the proceedings of the Meeting.

Ladies & Gentlemen, Good Afternoon! Its 12:00 noon (IST) and time to start the Meeting.

A warm welcome to all of you to the 64th Annual General Meeting of Hathway Cable and Datacom Limited.

This meeting is held through Video Conferencing.

This is in compliance with the circulars issued by the Ministry of Corporate Affairs and the Securities and Exchange Board of India.

The Company has taken all feasible steps to ensure that the Shareholders of the Company are provided an opportunity to participate in the Annual General Meeting and vote.

The requisite quorum is present and, therefore, I call the Meeting to order.

As informed to me, your Company has received 5 corporate representations, representing 108,66,12,375 (One Hundred and Eight Crores Sixty-Six Lakhs Twelve Thousand Three Hundred and Seventy-Five Only) equity shares equivalent to 61.39 % of the total equity share capital of the Company.

The Register of Directors and Key Managerial Personnel and their Shareholding, Register of Contracts or Arrangements in which Directors are interested, are available and will remain accessible to the Members for inspection electronically, if they so desire, till the conclusion of the meeting.

Please note that all the members who have joined this meeting are by default placed on mute, to avoid any disturbance from background noise and ensure smooth and seamless conduct of the meeting.

I wish to introduce for the benefit of new members, my colleagues on the Board of the Company, who are present at the meeting:

- Mr. Saurabh Sancheti, Non-Executive Director
- Mr. Akshay Raheja, Non-Executive Director
- Mr. Sasha Mirchandani, Independent Director and Chairman of Nomination and Remuneration Committee
- Ms. Ameeta Parpia - Independent Director and Chairperson of the Stakeholders' Relationship Committee

Hathway Cable and Datacom Limited

Regd. Office : 802, 8th Floor, Interface-11, Link Road, Malad West, Mumbai 400064.

Tel No. 022 - 40542500

Website : www.hathway.com Email - info@hathway.net

CIN : L64204MH1959PLC011421



Mr. Anuj Jain, Mr. Viren Raheja and Ms. Geeta Fulwadaya, Non-Executive Directors could not attend the meeting due to their personal exigencies.

Mr. Tavinderjit Singh Panesar-Chief Executive Officer, Mr. Dulal Banerjee- Business Head (ISP), Mr. Ajay Singh- Head Corporate Legal, Company Secretary and Chief Compliance Officer and representatives of the Statutory Auditors, Secretarial Auditor and Cost Auditor are also present at this Meeting.

Ladies and Gentlemen, the Notice dated June 24, 2024, convening this Annual General Meeting and a copy of the Annual Report for the financial year ended March 31, 2024, have already been circulated to Members of the Company electronically.

With your permission, I shall take them as read.

The Auditors' Reports on the Standalone and Consolidated Financial Statements and Secretarial Audit Report of the Company for the financial year ended March 31, 2024 do not contain any qualification, reservation, adverse remark or disclaimer. Accordingly, these reports are not required to be read out, as provided in the Companies Act, 2013.

I now request Mr. Tavinderjit Singh Panesar, the Chief Executive Officer of your Company to address this meeting.

Mr. Tavinderjit Singh Panesar, Chief Executive Officer (CEO):

Dear Shareholders,

A very warm Welcome to all of you at this 64th Annual General Meeting of your Company.

Hathway is one of the largest Multi System Operator ("MSO") in India, endeavouring to accelerate the provision of Digital Cable TV (CATV) and High-Speed Broadband Services to millions of households across India.

Headquartered in Mumbai, we have expanded our reach across multiple geographies over the past 25 years. We remain committed to delivering exceptional services to our customers, we consistently evaluate emerging opportunities in the marketplace and strive to contribute to India's digitalisation drive by playing a pivotal role

Over the past year, our focus has been on strengthening our digital innovation capabilities to engage deeper with consumers. Customer centricity has been the overarching goal of these efforts, and we have worked hard to enhance our consumer outreach and connect. We have embraced technological advancements and automation more aggressively than before to cater effectively to the growing demand for uninterrupted 24x7 Broadband Services. AI and Technology have also been our tools in elevating the customer experience in our cable television business.

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Leveraging Cutting-Edge FTTH Technology, the Company has significantly enhanced the customer experience by integrating advanced digitization and automation processes. This strategic focus has successfully expanded our FTTH consumer base. As of March 31, 2024, our 1.1 Million Wireline Broadband Subscribers were a testament to the growing preference for wireline broadband, which facilitates not only online media consumption but also provides seamless data accessibility across multiple devices at home. The average monthly data usage per FTTH customer has surpassed 346 GB, indicating robust engagement with our network, particularly in the southern market.

Reflecting the Company's unwavering commitment to service excellence, there has been a notable 16% increase in the average monthly data usage per customer in March 2024, compared to the same period last year.

During the year under review, Hathway Digital Limited ("HDL") implemented the New Tariff Order 3.0 as stipulated by Telecom Regulatory Authority of India "TRAI" - whereby there was an upward change in the pricing of the bouquet and A-La-Carte Channels of the pay broadcasters.

HDL continued to work towards delighting its customers and took various new initiatives during the year 2023-24 to enhance customer experience and provide better market offerings. HDL expanded its footprint through incremental infrastructure, enabling us to expand our market share. HDL continued to hold ground, and its market share was in a situation where most of the other MSO were losing their base and share to DTH / Over the Top (OTT). HDL also partnered with third-party vendors to implement Whatsapp-based payment reminders and collections to increase online payment penetration and Application Programming Interface (API) - based instant activation through any app that LCO may be using.

The results of these efforts have been extremely positive and encouraging, and we have successfully scaled our network reach to cover more locations and expand into new territories of growth.

Our investment in empowering our LCO partners has aided our expansion and customer gratification efforts.

I look forward to your sustained support of the Company as we surge ahead towards delivering a more engaging and exhilarating experience to our growing customer base. On behalf of the Board, I would thank all stakeholders for partnering with us in our pursuit of innovative strategies and ambitious goals.

Thank You.

I now hand over to Mr. Sridhar Gorthi.

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Mr. Sridhar Gorthi, Chairman:

Dear Shareholders,

I wish to inform you that in accordance with the Companies Act, 2013 and the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the remote e-voting facility was provided to the shareholders to cast their votes from Sunday, July 28, 2024 at 09:00 a.m. (IST) to Tuesday, July 30, 2024 till 5:00 p.m. (IST).

Shareholders who have not voted through remote e-voting can cast their votes through e-voting facility (Insta Poll) at the end of the Meeting.

The Board of Directors of the Company has appointed Mr. Jayesh Shah or failing him Mr. Himanshu Kamdar, Practicing Company Secretary, Partner-Rathi & Associates as scrutiniser to scrutinise the remote e-voting and Insta Poll process in a fair and transparent manner and for giving a report on e-voting. The scrutiniser is present at the Meeting.

Resolutions + Q&A Session + Vote of Thanks + E-voting (Insta Poll)

After the resolutions set out in the Notice of AGM were read by Mr. Ajay Singh, Head Corporate Legal, Company Secretary and Chief Compliance Officer, at the direction of the Chairman, Mr. Ajay Singh facilitated question and answer session.

Mr. Rajendraprasad Joshi, Mr. Bimal Kumar Agarwal, Mr. Anil Parekh, Ms. Lekha Shah and Mr. Piyush Barwadia, Shareholders from Mumbai, spoke at the meeting. They expressed their views and sought clarifications inter alia on the Company's business operations and the new Independent Directors who are being appointed on the Board. The CEO responded to the queries and clarifications sought by the Shareholders.

The Chairman thereafter ordered voting at the Meeting electronically by members who had not voted by remote e-voting and requested Mr. Jayesh Shah, the Scrutiniser, to ensure an orderly conduct of the e-voting.

The Chairman stated that the final results of the remote e-voting and e-voting during AGM on all the resolutions as per the notice of 64th Annual General Meeting will be declared in accordance with the applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The said announcement will be submitted with the stock exchanges by Mr. Ajay Singh – Head Corporate Legal, Company Secretary and Chief Compliance Officer of the Company and will be placed on the website of the Company and website of KFin Technologies Limited. The result will also be displayed at the registered office of the Company.

The Chairman expressed his gratitude to all the members for attending this meeting and for their kind co-operation.

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The Chairman also expressed his sincere gratitude to all the Directors, representatives of Secretarial, Statutory and Cost auditors for attending this Annual General Meeting.

The Chairman stated that all the business set out in the notice of this meeting having been concluded, a time period of 15 minutes would be available for e-voting at the meeting after which the meeting will stand closed.

Mr. Ajay Singh proposed a vote of thanks to the Chairman, Directors and to all the Shareholders.

The meeting concluded at 12:38 p.m. (IST).

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