



Date: October 25, 2021

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 Financial Results of the Company for the quarter and half year ended September 30, 2021

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2021.

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

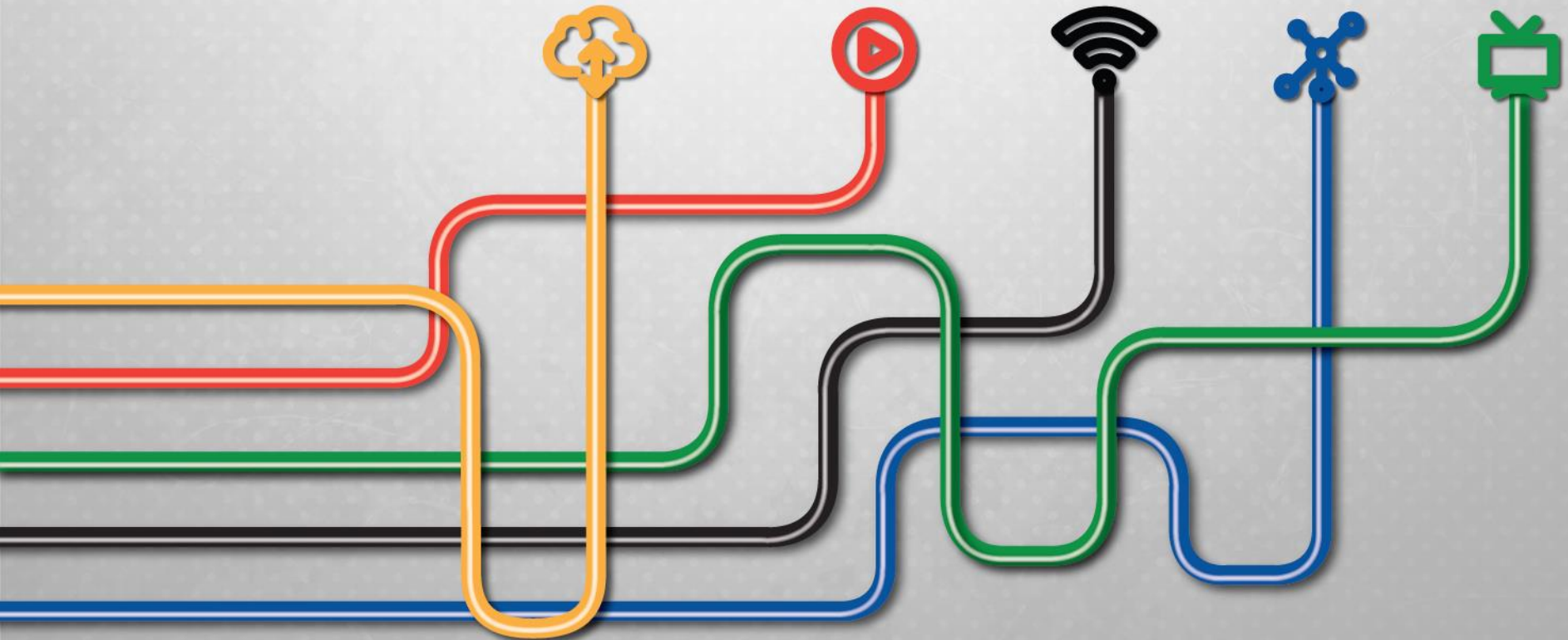
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CIN No. L64204MH1959PLC011421

Hathway Cable and Datacom Limited Investor Update – Q2 FY22



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- Hathway Cable and Datacom Limited (HCDL), part of Reliance Group; is engaged in wireline Internet services (ISP) along with providing Cable Television services (CATV) through its wholly owned subsidiary, Hathway Digital Limited (HDL), which is one of the largest Multi System Operator (MSO) 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.



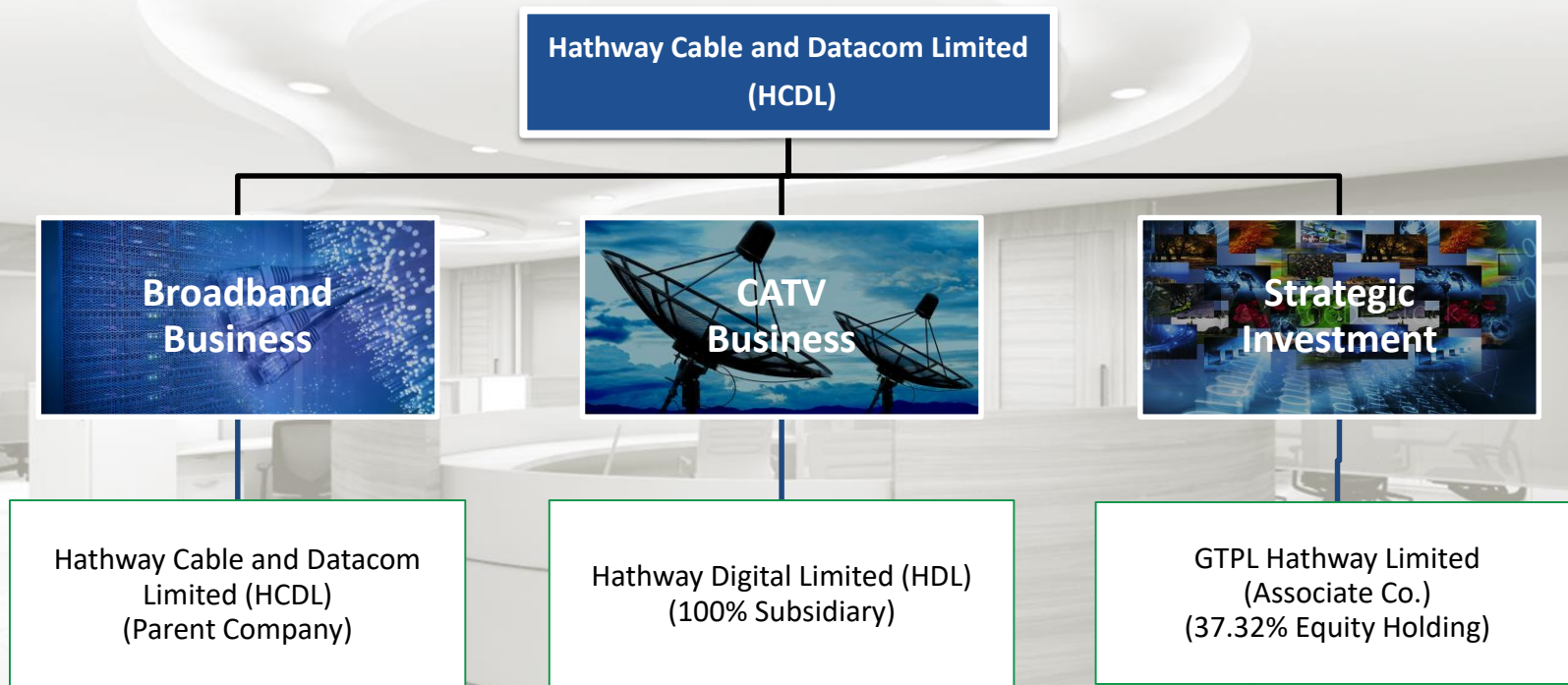
Broadband

- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.6 Mn two-way broadband homes passed
- Total broadband Subscribers – 1.08 Mn High-speed cable broadband services across 26 cities (major presence in 4 metros and 3 mini metros)
- Telco grade technology and consumer engagement platform



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 5.5 Mn digital cable subscribers / households
- 100% Subscribers are served through Hathway Connect platform and 95% online payment made by LCOs
- Offers cable television services across 109+ cities and major towns



- Gross Revenue at INR 447.9 Cr in Q2 FY22, an improvement of 4% Y-o-Y
 - Broadband Revenue at INR 157.2 Cr in Q2 FY 22 an Improvement of 2% Y-o-Y
 - CATV Revenue at INR 290.7 Cr in Q2 FY22 an improvement of 5% Y-o-Y
- EBITDA at INR 105.7 Cr in Q2 FY22, (includes INR 24.61 Cr of Provision for License Fees on Pure Internet Services for Q1 & Q2 FY22)



Gross Revenue
INR 447.87 Cr
Y-o-Y Growth
4%

EBITDA Margin 24%
INR 105.7 Cr

- With reducing Pandemic effect, Q2 FY 22 average monthly cable TV consumer churn @1.2%. Fresh seeding of 175k new boxes ensured stable subscriber base. Subscription Same Month Renewal Efficiency is back to Pre Pandemic peak of ~93%
- In last two years, company has created an extensive incremental infrastructure for market share gain with focus on Southern & Eastern States. We have connected over 226 new locations with IP links and added 2,700 KMs of Fiber network
- Product/ GTM Strategy/ Infrastructure ready for taking benefit of more conducive market and business scenario with Pandemic becoming more manageable. H2 FY 22 market share gain plans being rolled out
- Focusing on enriching customer experience through our Technology initiatives
 - Bringing customers our unique product and service offerings –Next generation HEVC HD box and OTT Hybrid box
 - Call Center providing enhanced customer service experience using automated multi-lingual technology
 - Empower customers with online renewal facility
 - Timely renewal notifications to customers coupled with SMS alerts to ensure seamless service experience
 - Instant Customer Activation



100% base

Served through Hathway Connect

5.5 Mn

STBs

95% Online Collection

109+

Presence in cities and major towns

46,000 Kms

Fiber cable Network



Feature	Details of the feature
Dual DVB-C tuner	Allows User to watch a program on one channel while recording a program from another channel
Recording & External Storage Support	Supports USB Flash drive or Hard Disk up to 1 TB for PVR and Push VOD use Cases
Time Shift	Allows Play, Pause of Live TV with trick play mode (Forward - rewind on Live TV)
Electronic Programming Guide	It provides information of Live programs, events up to 7 days.
Multiple Regional language	22 Regional Language Support (4 Language available now)
Single Remote for STB & TV	Allows user to map their TV remote to STB remote and use a single remote for STB & TV
Reminders	Allows to Set Reminder for your Favorite Shows
User Settings	Allows User to manage STB settings like Audio, Language, Resolution Selection from Settings Menu
B-Mail	Has Ability to send Broadcast Messages for Emergency Messages, Promotions or Critical Reminders
DVB - Software Download	Supports download of new software through signaling on one way broadcast system
Radio Channels	Broadcast of Popular Radio Channels

First time ever in cable TV industry Hathway rolling out next generation Set Top boxes with singular focus of consumer delight.

- Subscription Revenue at INR 157.2 Cr, an improvement of 3% Q-o-Q
- Strong FTTH customers acquisition growth momentum picked-up in Q2 FY 22 with net additions of 32k FTTH customers. Focus on accelerating this momentum in H2 FY 22
- Continuous increase in bandwidth/consumer. National average on monthly data consumption is 226 GB/ consumer/ month. FTTH markets data consumption average is 250 GB/ consumer/ month which shows high level of consumer engagement
- FTTH consumers are being delighted by providing dual band Wi-Fi router capable of delivered speed of upto 200 Mbps to end customers
- FTTH network capacity being doubled without adding any electronics by changing network split from 1:64 to 1:128. Helping in quick capacity addition in pockets of high consumer growth
- GPON FTTH Parallel network being deployed in High Potential High Penetrated DOCSIS home passes. Opportunity to increase market share by offering 200 Mbps – 300 Mbps speed to premium consumers
- 25% of Docsis consumers, speed upgraded to 100 Mbps through SMART low capex interventions. Increased customer satisfaction by 60% reduction in Docsis speed complaints



2%
Y-o-Y growth in Subscription Revenue
INR 157.2 Cr

300 Mbps
Maximum speed offered to customers

Broadband Subscribers
1.08 Mn

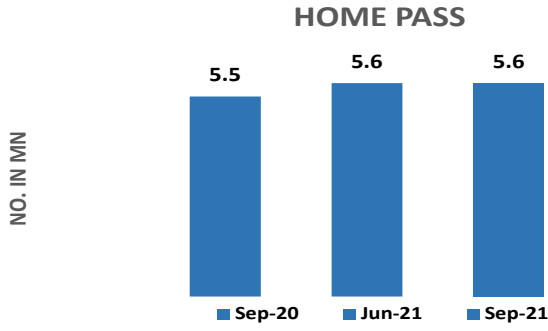
Broadband homes passed and
presence in 26 cities (4 metros and 3
mini metros)

5.6 Mn

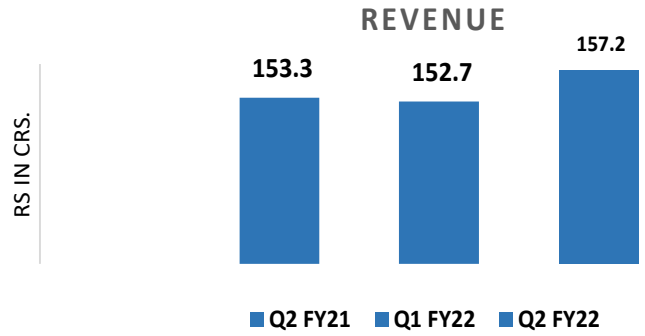
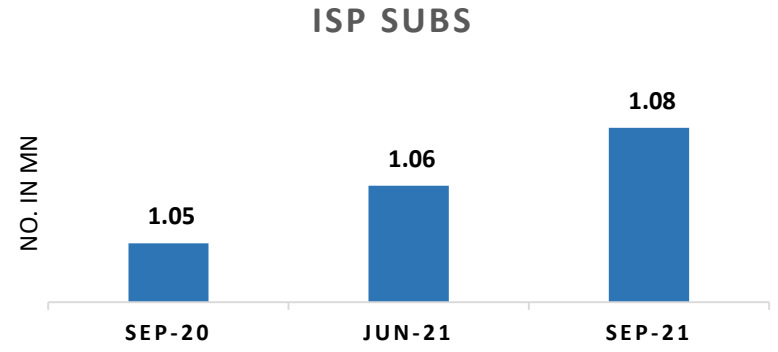
Up to 3 TB
Data offered with average consumption

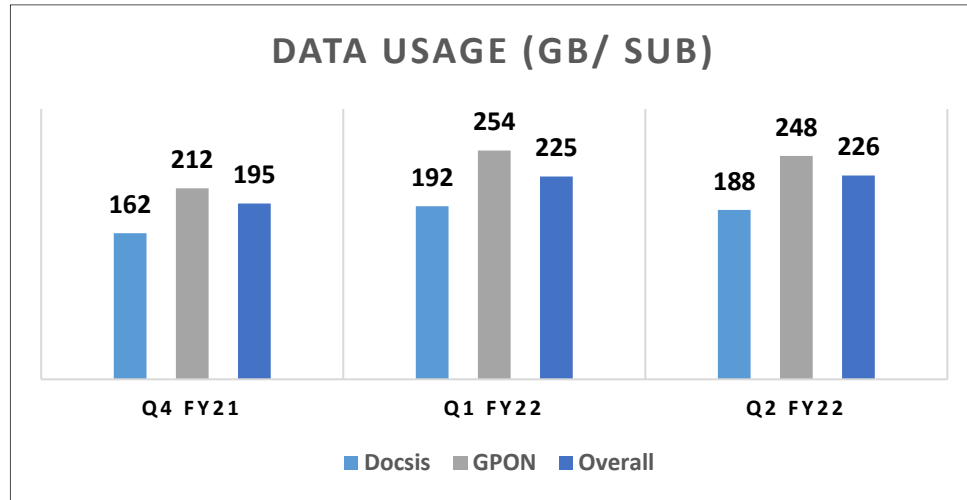
226 GB

- **Broadband Industry First** – Implemented AI & ML based **VoiceBOT** for handling interactive Voice Services at Call Centers
 - Improved the Quality of Troubleshooting
 - Increased FTR (First Time Resolution)
 - Reduction in AHT (Average Hold Time)
- Implemented **ChatBOT**, enabling FTRs for the customer queries through Web/ App/ WhatsApp interface
- **Smart IVRs** implemented at Call Centers helping customer with First time resolution & reduced wait time
- **DIY** (Do It Yourself) videos content made available and is being sent through SMS for speedy resolution
- **Band Steering** feature implemented in Dual Band ONUs' enabling seamless Wi-Fi experience
- Enhanced Hathway Broadband Mobile App to make it more customer friendly



Industry leading HP penetration @19%





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

HCDL Consolidated Income Statement



Income statement (INR Cr)	Q2-FY22	Q1-FY22	Q-o-Q Growth	Q2-FY21	Y-o-Y Growth	H1-FY22	H1-FY21	HY Growth
Revenue from Operation	447.9	441.3	1%	431.2	4%	889.2	850.8	5%
Total Income	447.9	441.3	1%	431.2	4%	889.2	850.8	5%
Pay Channel Cost	157.3	155.1	1%	132.5	19%	312.4	264.6	18%
Operational Cost	77.7	79.6	-2%	78.8	-1%	157.3	151.0	4%
Licence Fees	26.7	0.8	NA	2.9	NA	27.5	8.3	230%
Employee Cost	25.7	24.6	5%	24.4	5%	50.3	48.7	3%
Other Expenses	71.4	71.4	0%	72.3	-1%	142.8	139.5	2%
Total Expenditure	358.7	331.5	8%	310.9	15%	690.2	612.2	13%
Operating EBITDA	89.2	109.8	-19%	120.4	-26%	199.0	238.6	-17%
Share of Profit/(Loss) of Associates	16.5	17.2	-4%	16.7	-1%	33.7	36.7	-8%
EBITDA	105.7	127.0	-17%	137.1	-23%	232.6	275.3	-15%
EBITDA margin %	24%	29%	-5%	32%	-8%	26%	32%	-6%
Non Operational Income	20.3	24.3	-16%	29.4	-31%	44.6	98.1	-55%
Finance cost	0.0	0.1	-61%	4.3	-99%	0.2	37.2	-100%
Depreciation / Amortization	92.0	92.1	0%	92.8	-1%	184.1	186.4	-1%
Exceptional items	8.2	-	NA	-	NA	8.2	-	NA
PBT	25.7	59.0	-56%	69.4	-63%	84.8	149.8	-43%
Current Tax	-	-	NA	0.4	-100%	-	0.4	-100%
Deferred Tax	6.7	10.2	-34%	16.7	-60%	16.9	31.0	-46%
PAT	19.1	48.9	-61%	52.3	-64%	67.9	118.4	-43%
PAT margin %	0.0	11%	NA	12%	NA	8%	14%	NA
Other comprehensive income/ (loss)	3.2	(1.2)	NA	0.2	NA	2.1	0.0	NA
Total comprehensive income	22.3	47.7	-53%	52.5	-58%	70.0	118.4	-41%

Statement of Assets and Liabilities (INR Cr)	Sep-21	Mar-21
A. Equity and Liabilities		
1.Shareholder's Funds		
a. Share Capital	354.0	354.0
b. Reserves and Surplus	3,712.3	3,642.5
Sub Total – Shareholder's funds	4,066.3	3,996.5
2. Non- Controlling Interests	1.6	1.4
3. Liabilities		
a. Trade Payables	288.8	213.3
b. Other Financial Liabilities	114.0	120.3
c. Provisions and other current Liabilities	183.4	187.6
Sub Total – Current & Non – current liabilities	586.2	521.1
TOTAL – EQUITY AND LIABILITIES	4,654.1	4,519.1
B. Assets		
1. Non-current assets		
a. Property, Plant, Equipment & Intangibles	1,672.5	1,683.3
b. Investments	740.2	723.7
c. Loans & other financial assets	17.1	16.4
d. Other non-current assets	160.4	143.7
e. Deferred tax assets (net)	394.8	412.3
Sub Total – Non – current assets	2,984.9	2,979.4
2. Current assets		
a. Inventories	4.1	5.6
b. Investments	1,280.8	1,071.4
c. Trade Receivables	46.7	5.5
d. Cash and Cash equivalents & Other Bank Balance	203.6	330.6
e. Loans & other financial assets	42.6	38.7
f. Current Tax Assets (Net)	2.0	1.9
g. Other Current Assets	89.3	86.0
Sub Total –Current assets	1,669.2	1,539.7
TOTAL - ASSETS	4,654.1	4,519.1

Investment in GTPL: CMV – INR 1,180 Crs

Free Cash Balance – INR 1,484 Crs

HCDL Standalone Income Statement



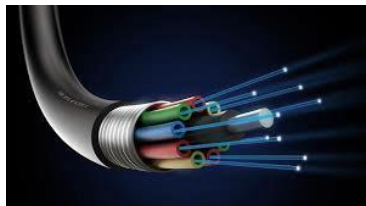
Income statement (INR Cr)	Q2-FY22	Q1-FY22	Q-o-Q Growth	Q2-FY21	Y-o-Y Growth	H1-FY22	H1-FY21	HY Growth
Subscription Income	178.6	176.0	1%	178.7	0%	354.7	357.2	-1%
Placement	86.1	84.5	2%	65.2	32%	170.6	127.6	34%
Activation	7.8	9.4	-16%	14.0	-44%	17.2	28.3	-39%
Other Operating Income	7.4	6.9	7%	7.2	4%	14.4	11.9	21%
Total Income	280.0	276.8	1%	265.1	6%	556.8	524.9	6%
Pay Channel Cost	149.2	146.4	2%	123.7	21%	295.7	247.2	20%
Operational Cost	38.6	40.3	-4%	33.8	14%	78.9	62.8	26%
Employee Cost	10.7	11.2	-4%	9.7	11%	21.9	19.2	14%
Other Expenses	28.3	29.5	-4%	27.2	4%	57.8	56.1	3%
Total Expenditure	226.8	227.5	0%	194.3	17%	454.3	385.2	18%
Operating EBITDA	53.2	49.4	8%	70.8	-25%	102.5	139.7	-27%
EBITDA margin %	19%	18%	1%	27%	-8%	18%	27%	-8%
Non Operational Income	11.1	11.2	-1%	5.5	104%	22.3	7.8	187%
Finance cost	0.0	0.0	-7%	0.7	-100%	0.0	17.3	-100%
Depreciation / Amortization	46.6	47.6	-2%	50.2	-7%	94.2	104.0	-9%
PBT	9.4	13.0	-27%	25.4	-63%	22.4	26.1	-14%
Deferred Tax	2.5	3.3	-24%	6.4	-61%	5.8	6.6	-12%
PAT	6.9	9.7	-29%	19.0	-63%	16.6	19.6	-15%
PAT margin %	2%	4%	NA	7%	NA	3%	4%	NA
Other comprehensive income/ (loss)	1.8	(1.0)	NA	0.1	NA	0.8	0.1	NA
Total comprehensive income	8.7	8.7	0%	19.1	-54%	17.4	19.6	-11%

HDL Standalone Income Statement



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Other Expenses	28.3	29.5	-4%	27.2	4%	57.8	56.1	3%
Total Expenditure	226.8	227.5	0%	194.3	17%	454.3	385.2	18%
Operating EBITDA	53.2	49.4	8%	70.8	-25%	102.5	139.7	-27%
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PAT margin %	2%	4%	NA	7%	NA	3%	4%	NA
Other comprehensive income/ (loss)	1.8	(1.0)	NA	0.1	NA	0.8	0.1	NA
Total comprehensive income	8.7	8.7	0%	19.1	-54%	17.4	19.6	-11%

Advanced technology and equipment provided by leading technology vendors



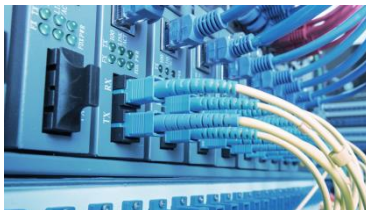
Optic Fibre Cable Network

- 46,000 Kms



Digital Headends

- 8 Head ends



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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