



Date: February 8, 2017

To, BSE Limited The Corporate Relationship Department, P J Towers, Dalal Street, Mumbai - 400 001. BSE Security Code: 533162	To, National Stock Exchange of India Limited Listing Department "Exchange Plaza" Bandra Kurla Complex Bandra (E), Mumbai – 400 051 NSE Trading Symbol: HATHWAY
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Subject: Press Release on the Un-audited Standalone Financial Results for the quarter ended 31st December, 2016

Dear Sir/Madam,

Please find enclosed the Press Release on the Un-audited Standalone Financial Results of the Company for the quarter ended 31st December, 2016.

Kindly take the aforesaid on record.

Thanking you,

FOR HATHWAY CABLE AND DATACOM LIMITED

AJAY SINGH

Head Legal, Company Secretary & Chief Compliance Officer

FCS: 5189

Encls: As Above

INVESTOR UPDATE Q3 FY17

HATHWAY CABLE & DATACOM LIMITED

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

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KEY HIGHLIGHTS FOR THE QUARTER ENDED Q3 FY17

- Gross Revenue Rs 337.6 Cr (YoY + 20%), (QoQ +5%)
- Standalone EBITDA Rs. 66.6 Cr (YoY +47%), (QoQ +21%).
- We have added 40k Broadband subscribers on standalone basis this quarter bringing the total broadband base to approx. 6 Lakh, consolidated* subscribers at 8.6 Lakhs.
- The increase in subscribers has ensured an increase in Broadband revenues to Rs.127.8 Cr (PY 78.7 - YoY + 62%)
- 12.2 Mn STBs* deployment milestone achieved, 0.4 Mn STBs* deployed in Phase III & IV areas during Q3 FY17. We have now digitized 92% of our universe.
- Focus on cost efficiencies through structural changes has helped EBIDTA growth higher than revenue growth.

** Includes subsidiary/JV/associates*

FINANCIAL HIGHLIGHTS AS PER IND AS

Income Statement (Rs. In Crs)	Q3 FY17	Q3 FY16	Y-o-Y Growth	Q2 FY17	Q-o-Q Growth
Income					
Subscription CATV	114.1	97.7	17%	110.4	3%
Subscription Broadband	127.8	78.7	62%	120.3	6%
Placement	70.4	82.2	-14%	65.4	8%
Activation	21.0	15.0	40%	20.2	4%
Other Operating Income	4.3	7.6	-43%	4.8	-10%
Total Income	337.6	281.2	20%	321.1	5%
Expenditure					
Employee Cost	23.3	19.6	19%	23.5	-1%
Pay Channel Cost	104.3	94.5	10%	103.4	1%
Service Charges	40.6	33.4	22%	37.2	9%
Other Expenses	104.3	91.9	13%	103.6	1%
Total Expenditure	272.5	239.4	14%	267.7	2%
Other Income	1.6	3.6	-56%	1.6	0%
EBITDA	66.6	45.4	47%	54.9	21%
EBITDA %	20%	16%	4%	17%	15%
Depreciation / Amortization	72.7	63.7	14%	72.7	0%
Foreign Exchange Loss / (Gain)	(0.1)	0.8	-115%	(2.0)	-94%
Finance Cost	36.0	22.1	63%	24.6	47%
Exceptional Items	2.4	-	0%	-	0%
PAT	(44.4)	(41.2)	-8%	(40.4)	-10%
Other Comprehensive Income / (Loss) (Net of Tax)	0.1	0.4	79%	(0.7)	-111%
Total Comprehensive Income / (Loss) (after Tax)	(44.3)	(40.8)	-9%	(41.1)	-8%

FINANCIAL HIGHLIGHTS AS PER IGAAP

Income Statement (Rs. In Cr)	Q3 FY17	Q3 FY16	Y-o-Y Growth	Q2 FY17	Q-o-Q Growth
Income					
Subscription CATV	124.1	109.6	13%	120.2	3%
Subscription Broadband	127.8	78.7	62%	120.3	6%
Placement	70.4	82.2	-14%	65.4	8%
Activation	29.3	22.3	32%	32.7	-10%
Other Operating Income	4.3	7.6	-43%	4.8	-10%
Total Income	355.9	300.4	18%	343.3	4%
Expenditure					
Employee Cost	23.4	19.0	23%	23.9	-2%
Pay Channel Cost	114.4	106.4	7%	113.2	1%
Service Charges	40.6	33.4	22%	37.2	9%
Other Expenses	103.8	91.8	13%	102.7	1%
Total Expenditure	282.2	250.6	13%	277.0	2%
Other Income	0.6	2.7	-76%	0.5	21%
EBITDA	74.4	52.5	42%	66.8	11%
EBITDA %	21%	17%	4%	19%	7%
Depreciation / Amortization	72.7	63.7	14%	72.7	0%
Foreign Exchange Loss / (Gain)	(0.1)	(1.1)	-89%	(2.0)	-94%
Finance Cost	36.0	22.5	60%	24.5	47%
Exceptional Items	2.4	-	0%	-	0%
PAT	(36.6)	(32.6)	-12%	(28.5)	-28%

BROADBAND OPERATIONAL HIGHLIGHTS FOR THE QUARTER ENDED Q3 FY17

- Broadband Revenue stood at Rs. 127.8 Cr (YOY +62%, QoQ +6%).
- We have maintained continuous focus on network expansion; Homes Passed figure has reached 4.1 Mn. (Standalone)
- 40k Net adds (Standalone Hathway) with constant acquisition ARPU of Rs.830 (Excluding taxes) despite impact of demonetization and increasing competition in industry. Segmented promotions and consumer marketing initiatives have helped in growth momentum.
- Post completion of technical infrastructure upgradation project, network is ready for 50% increase in speed and 200% increase in data capacity. This will help us further delight our consumers by offering better value for money.
- Based on encouraging response of GPON fibre to home roll out in Bangalore, Kolkata and Delhi, we have launched GPON in Chennai .One lakh GPON home pass have been launched in Chennai on 1st Feb and by March 2017, 4 lakhs GPON home pass to be completed in Chennai.
- Docsis 3.0 technology to Docsis 3.1 technology upgradation work in progress to further enhance customer experience. Docsis 3.1 is the latest global technology for offering high speed broadband over cable.

Note: Due to demonetization, revenue has been impacted by 3-4 Cr.

Continued..

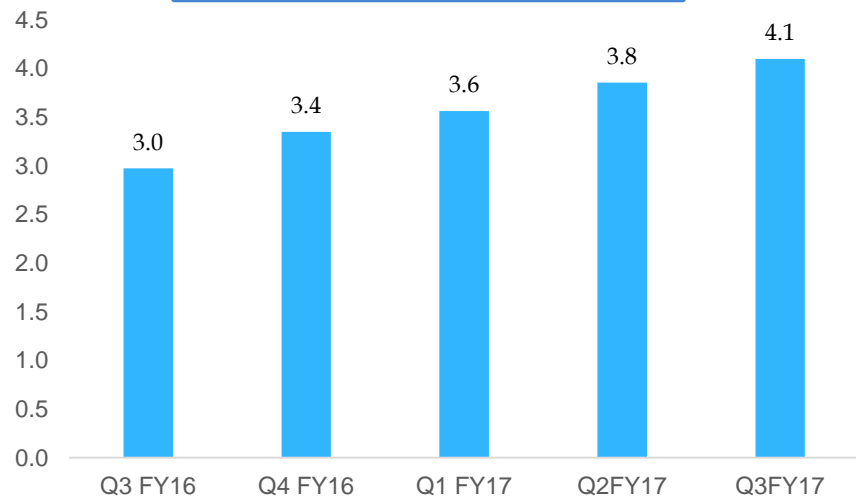
BROADBAND OPERATIONAL HIGHLIGHTS FOR THE QUARTER ENDED Q3 FY17

- Oracle BRM and CISCO QPS (Policy Manager) integration completed both for Docsis and GPON, helping us deliver enhanced service experience.
- Currently, we are offering 50 Mbps/100 Mbps/150 Mbps packages for GPON consumers and network is being designed to have capacity for offering 1 Gbps speed to end customer.
- Upto 100 % increase in data limits across cities, this is to encourage customers to get more out of their home broadband.

BROADBAND STANDALONE KPI

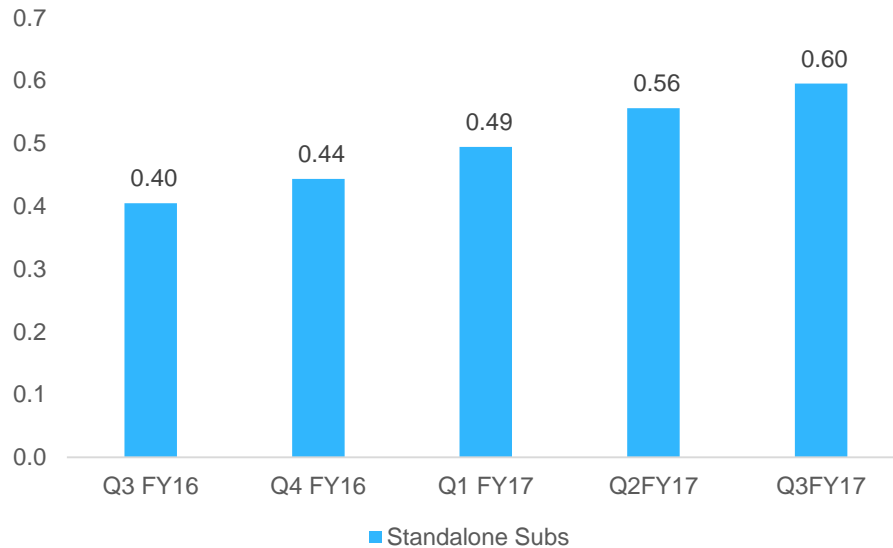
BROADBAND HOMES PASSED*

Nos In Mn



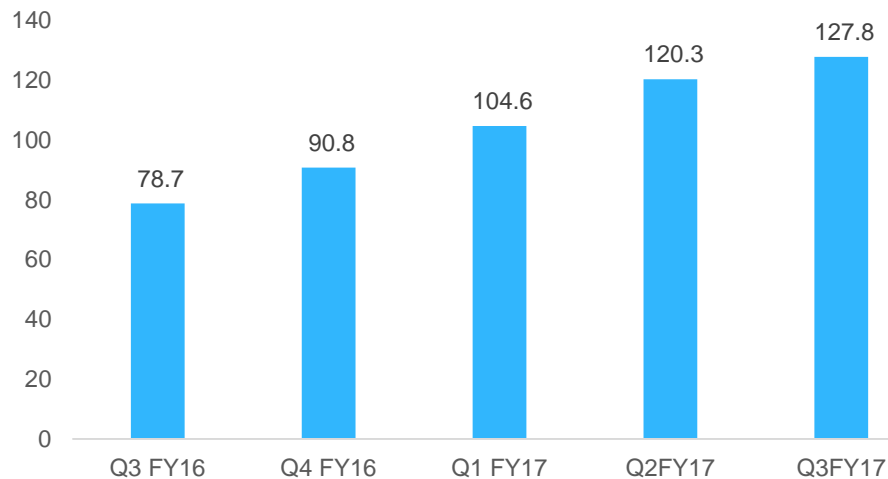
BROADBAND SUBSCRIBERS*

Nos In Mn



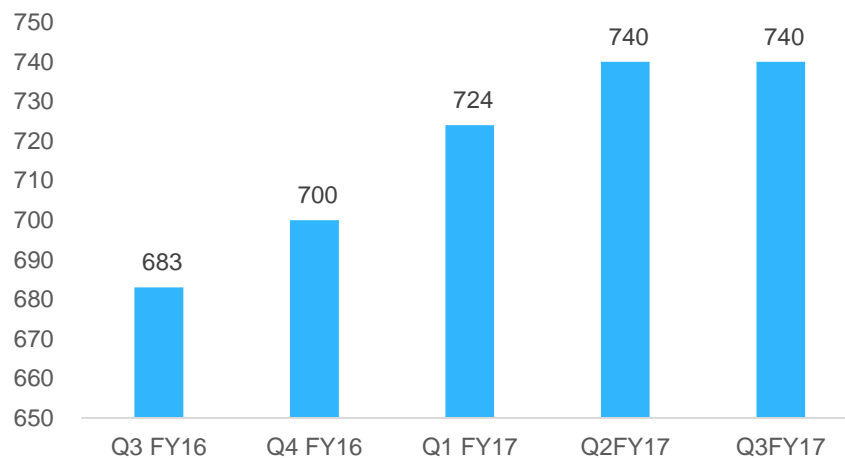
BROADBAND REVENUE*

INR In Crs



BROADBAND ARPU* Excluding taxes

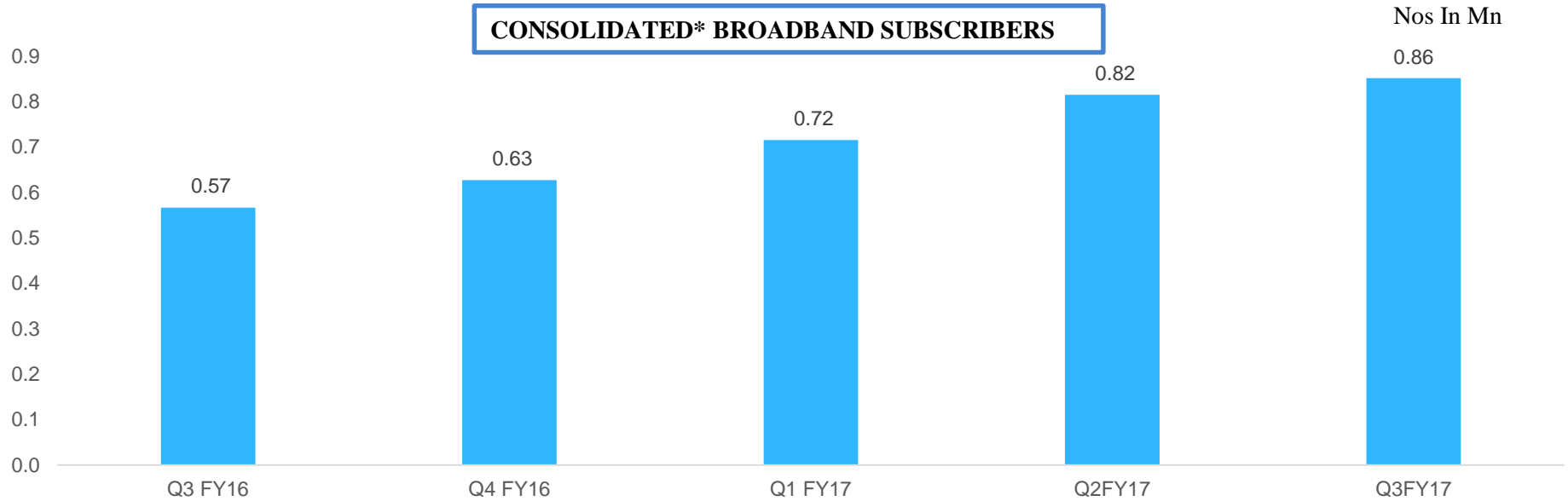
INR In Rs



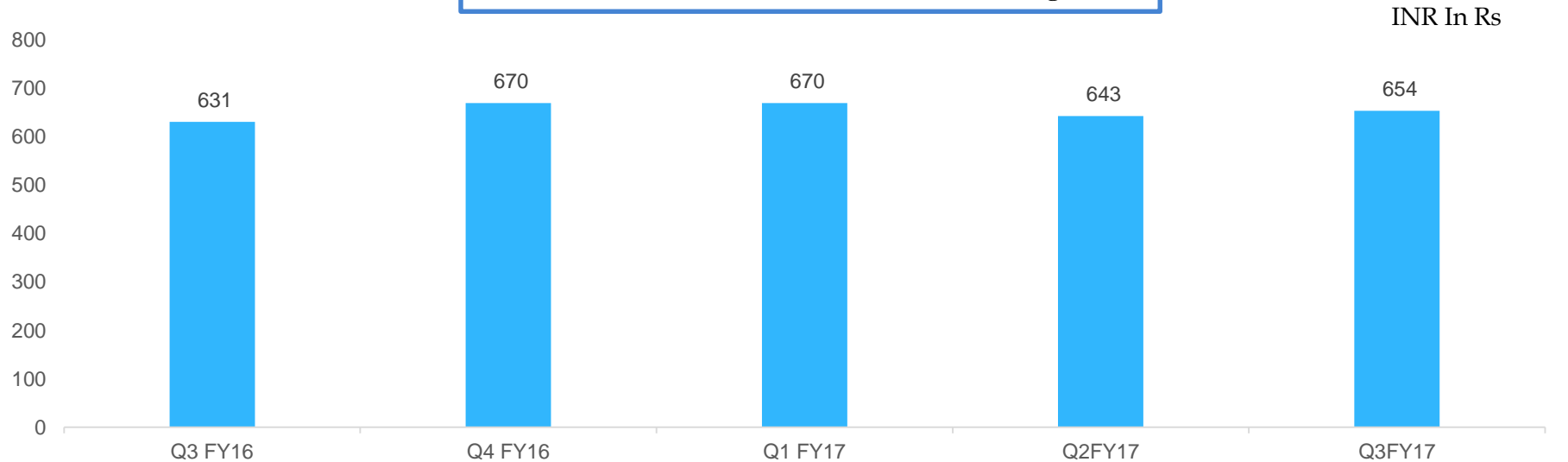
* Standalone numbers

CONSOLIDATED* BROADBAND SUBSCRIBERS AND ARPU TREND

CONSOLIDATED* BROADBAND SUBSCRIBERS



CONSOLIDATED* BROADBAND ARPU Excluding taxes



* Includes subsidiary/JV/associates

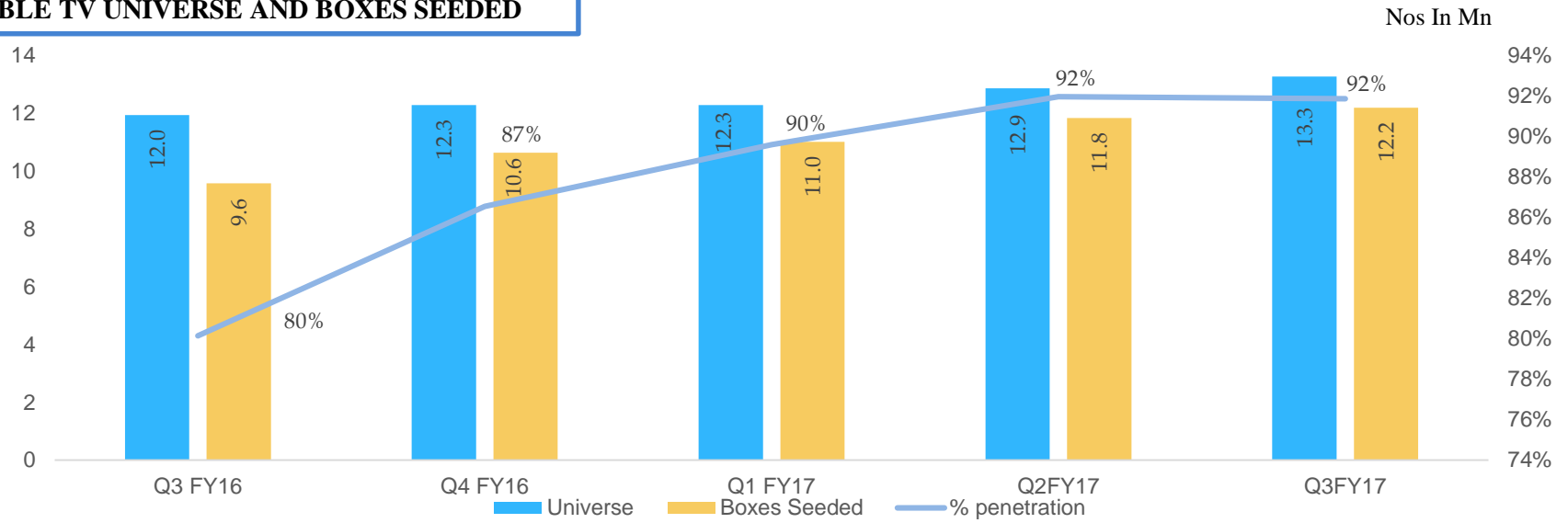
CATV - HIGHLIGHTS FOR THE QUARTER ENDED Q3 FY17

- For the quarter 0.4 Mn STBs deployed at consolidated* level (0.2 Mn STBs at Standalone) total DAS III subscribers base reaches 6.0 Mn.
- CATV subscription revenue for Standalone stood at Rs. 114.1 Cr (YoY + 17%, QoQ +3%)
- Standalone ARPU (Excluding taxes) for Phase I, II & III stands at Rs. 105, Rs 95 (QoQ +6%) and Rs.45 (QoQ +50%) respectively.
- Hathway Connect implementation for DAS I & II markets at 60% (Standalone). Rollout commenced in DAS III markets – Expect to complete migration in Q4.
- Value Added Services to be launched on 9th Feb with 17 services across various genres – Movie, Comedy, Educational, Devotional, Music. Self service app available for customers to activate services instantly. An industry first initiative.
- Mr. T.S.Panesar appointed President of AIDCF. To play an active role in furthering the interest of the industry at a crucial juncture when the new regulation is set to come into force.
- A rate card for carriage and placement implemented so as to ensure transparency in the negotiations with broadcasters.

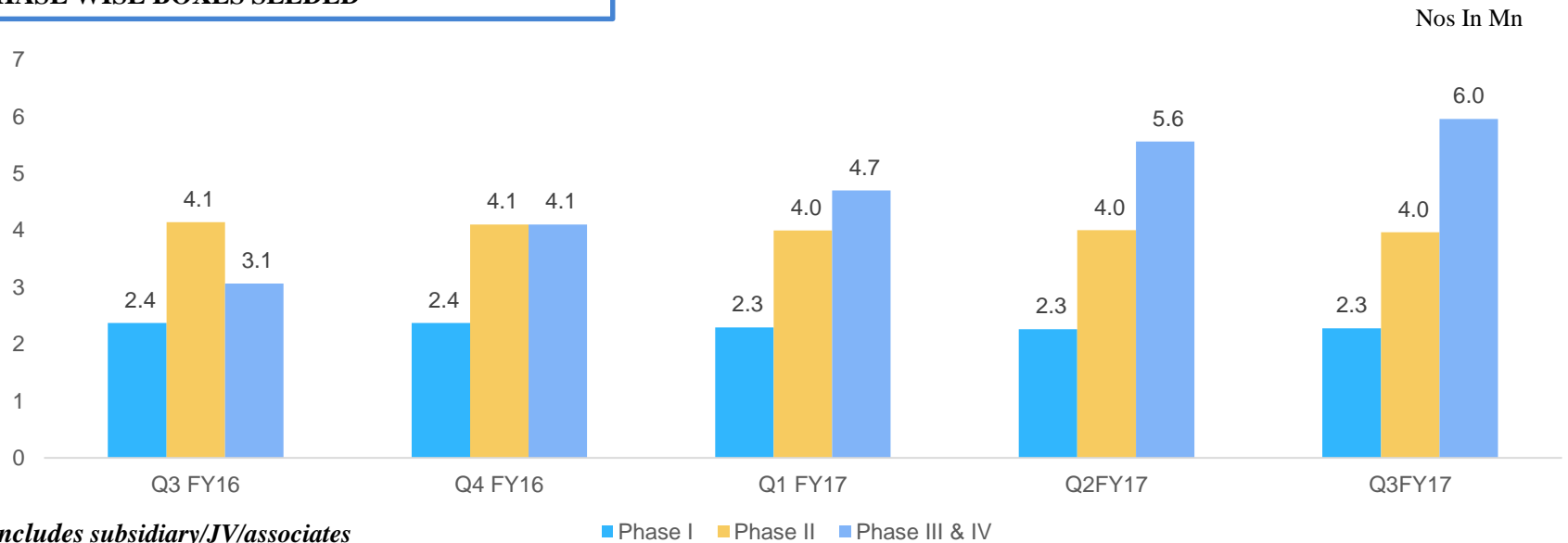
* *Includes subsidiary/JV/associates*

CATV KPI*

CABLE TV UNIVERSE AND BOXES SEEDED



PHASE WISE BOXES SEEDED

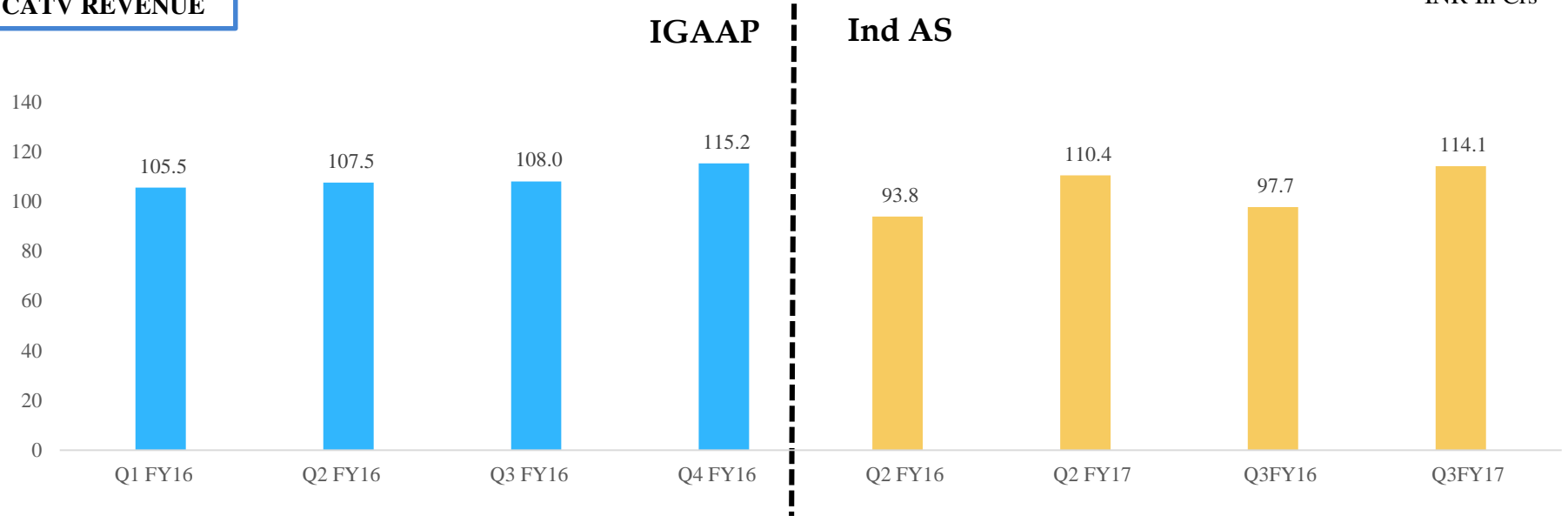


* Includes subsidiary/JV/associates

CATV REVENUE AND ARPU TREND (STANDALONE)

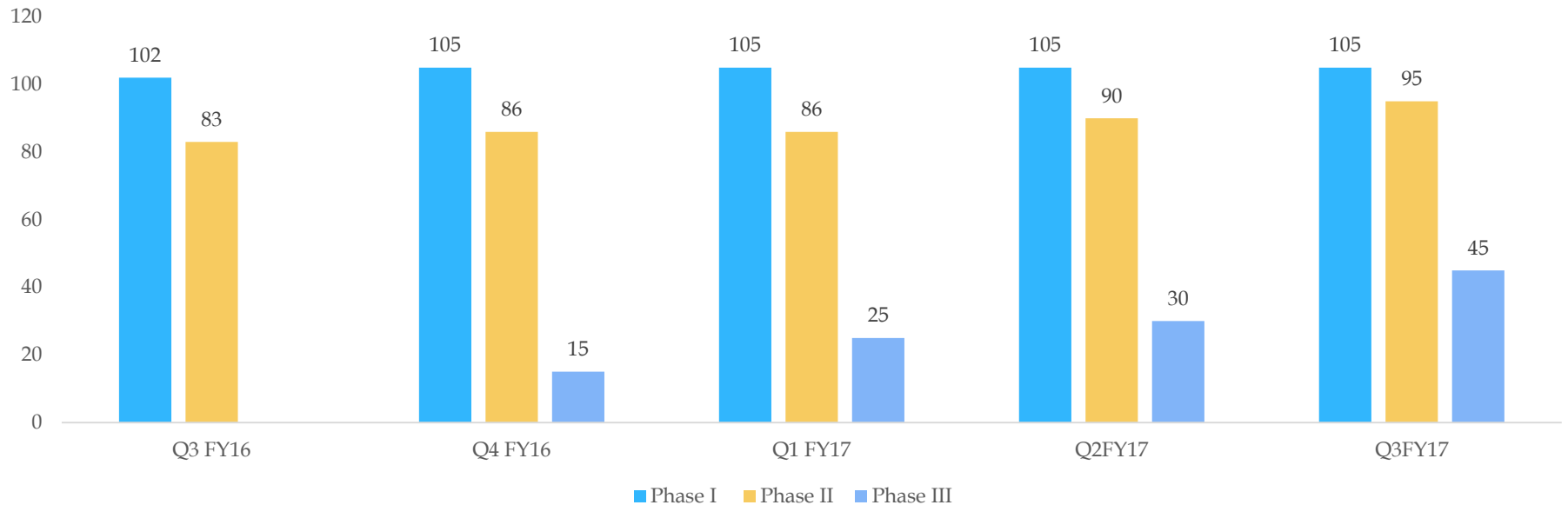
CATV REVENUE

INR In Crs



PHASE WISE CATV ARPU (Excluding taxes)

INR In Rs.



DEBT POSITION AS ON Q3 FY17

DEBT STATUS	STANDALONE	
	FY17 Q3	FY17 Q2
Gross Debt	1,721.1	1,670.3
Net Debt	1,691.4	1,636.0



3QFY17 Earnings Conference Call Hathway Cable and Datacom Limited

February 09, 2017 at 4:00 pm (IST)

Ambit Capital is pleased to invite you to the 3QFY17 Results Conference Call of **Hathway Cable and Datacom Limited**.

Represented by

Rajan Gupta - MD
Vineet Garg - CFO
Tavinderjit Singh Panesar - CEO, Video Business

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

Conference Call Details

Time: 4:00 pm (IST) | **Date:** February 09, 2017

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.			
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Sudhir Kumar Patra	901927042	sudhir.patra@hathway.net	Bangalore	Souparno	9633882266	souparno.bhattacharya@hathway.net	Mumbai
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