



Date: August 10, 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: Investor Update on the Un-audited Standalone Financial Results for the quarter ended 30th June, 2017

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-audited Standalone Financial Results of the Company for the quarter ended 30th June, 2017.

Kindly take the aforesaid on record.

Thanking you,

FOR HATHWAY CABLE AND DATACOM LIMITED

AJAY SINGH

Head Legal, Company Secretary and Chief Compliance Officer
FCS: 5189

Encls: As Above

Hathway Cable & Datacom Limited

805/806, "Windsor", Off C.S.T.Road, Kalina, Santacruz (E), Mumbai - 400 098.

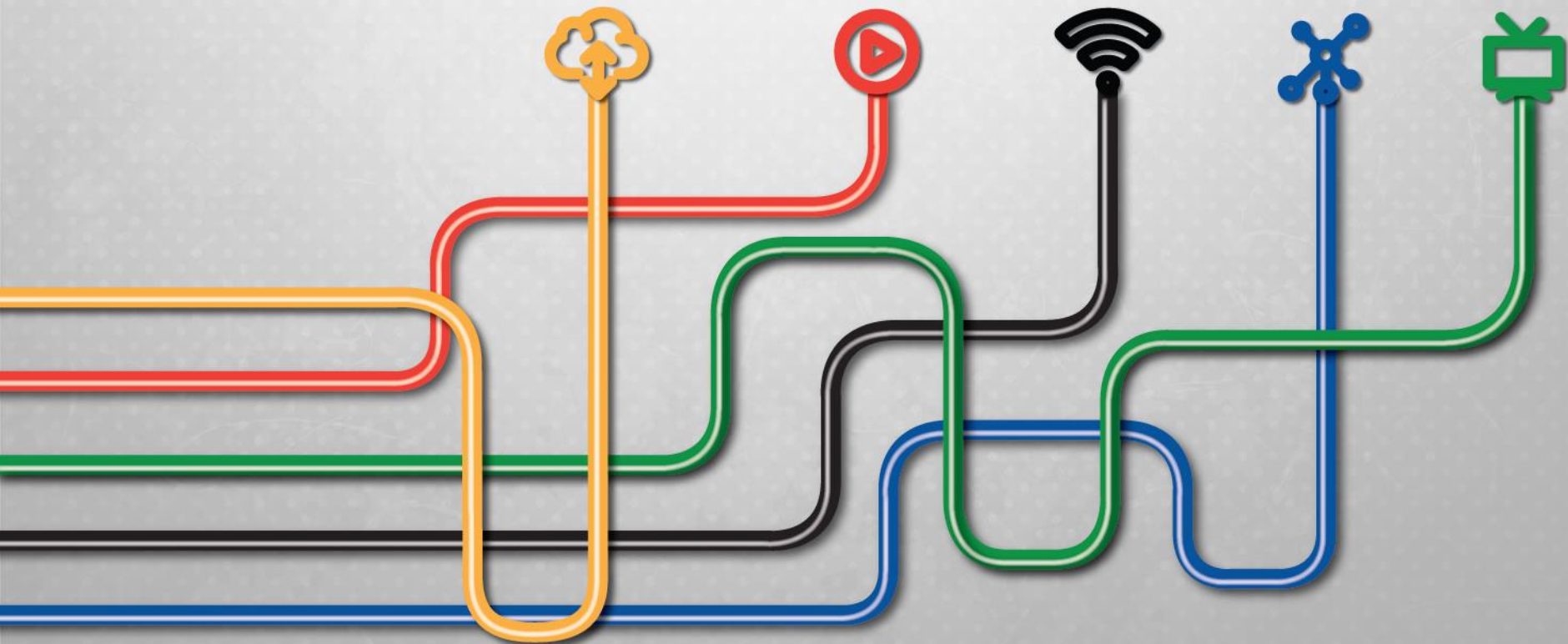
Regd. Off.: "Rahejas", 4th Floor, Corner of Main Avenue & V.P. Road, Santacruz (W), Mumbai - 400 054.

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

CIN No. L64204MH1959PLC011421

Hathway Cable and Datacom Limited

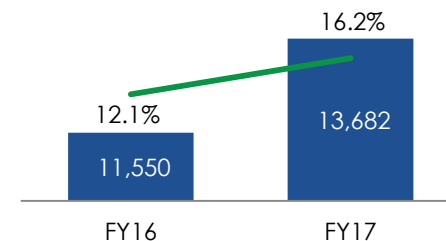
Investor Update – Q1FY18



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- Hathway Cable & Datacom Limited (Hathway) promoted by Raheja Group, 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 26.9 Bn as on 31st July, 2017.

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



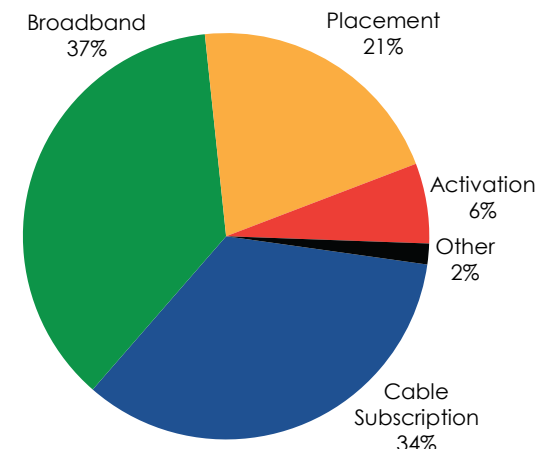
Broadband

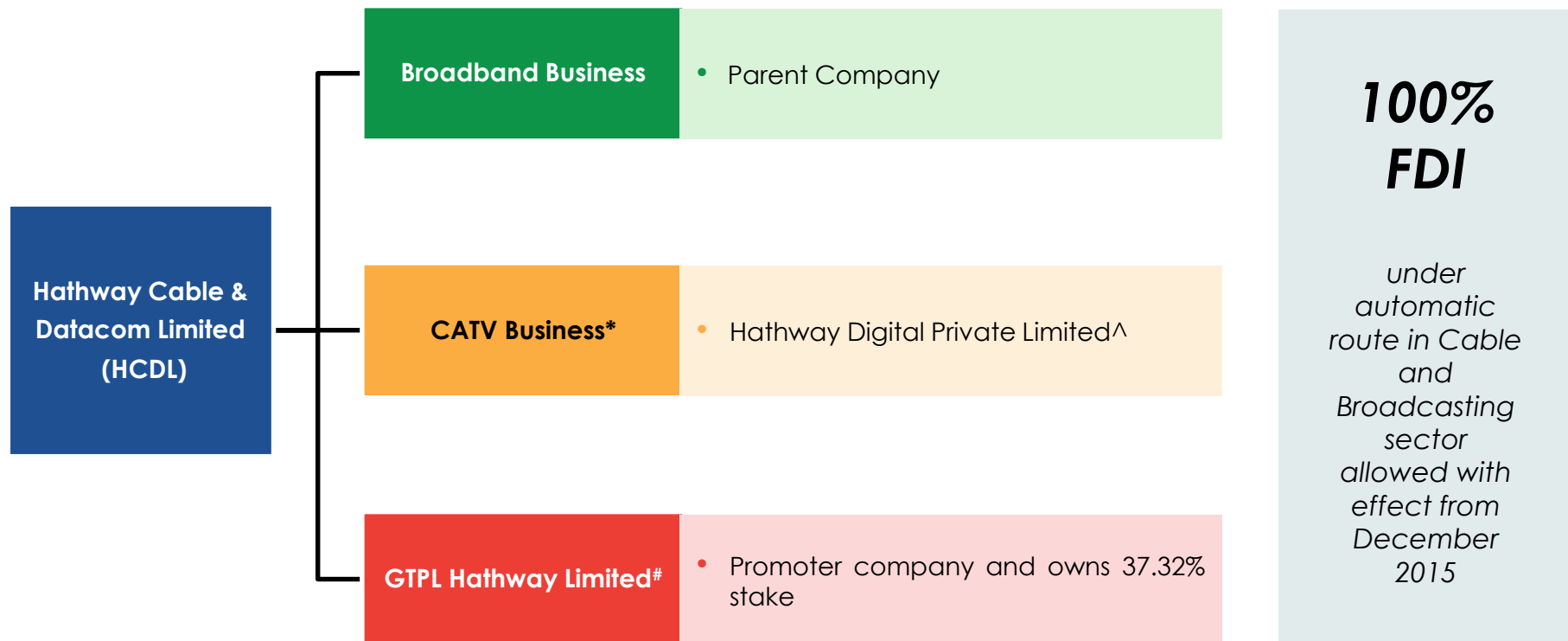
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 4.6 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.7 Mn
- High-speed cable broadband services across 12 cities (4 metros and 3 mini metros)
- More than 52% share of the total MSO cable broadband market in India

Cable Television

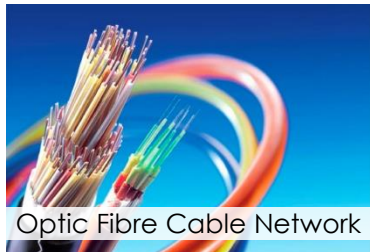
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting 7.5 Mn CATV households and 7.2 Mn digital cable subscribers
- Offers cable television services across 350 cities and major towns
- 15 in-house channels and 10 Value Added Service (VAS) channels

FY17 Operational Revenue Break-up





Advanced technology and equipment provided by leading technology vendors



- Overground: 27,000 Kms
- Underground: 500 Kms
- Leased: 4,000 Kms



- 6 Primary Headends and 7 Secondary Headends



- 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

Skyworth
Health-tech Integration

technicolor


ERICSSON 
TAKING YOU FORWARD

technicolor


Skyworth
Health-tech Integration

ZTE中兴 Alcatel·Lucent 

 **NDS**


CISCO

ORACLE®

Objective

Build Value for all stakeholders in the Value chain

Differentiated customer experience



Trendsetter in broadband industry on speed, GBs, Price & Value For Money equation



Leverage broadband and Pay TV presence to give differentiated content, services and applications

Investment for growth



Increase broadband subscriber base by increasing penetration in existing geographies



Leverage Cable TV network for Broadband business for accelerating sub growth

Transform costs



Cost Leadership

- Shared services model
- Automation
- Centralization / outsourcing



- Best in class consumer/LCO user interface in Pay TV industry
- New tariff order optimize content cost

Hathway Cable and Datacom Limited (HCDL) opts to disclose only the standalone results to the stock exchanges as mandated under the SEBI (Listing Obligations and Disclosure Requirements) Regulations. In view of the transfer of CATV Biz to Hathway Digital Private Limited (HDPL), management of HCDL presented the below clubbed numbers of HCDL and HDPL merely to facilitate a high-level comparison of quarterly numbers to its board. The clubbed numbers of HCDL and HDPL are based on the standalone financial statements of each of HCDL and HDPL respectively. The numbers of HCDL have been reviewed by its audit committee and statutory auditors. The numbers of HDPL have been approved by its board. No material deviation is expected in the clubbed numbers.

Particulars (INR Mn)	Q1 FY18	Q4 FY17	Growth (%)	Q1 FY17	Growth (%)
Revenue	3,656	3,487	5%	3,045	20%
EBITDA	765	645	16%	389	97%
EBITDA Margins (%)	21%	18%	300 bps	13%	800 bps

Key KPI Highlights (Continued)

- EBITDA for Q1 FY18 at Rs. 765 Mn up by 97% YoY.
- Gross revenue Rs. 3,656 Mn, up by 20% YoY.
- 30k new Broadband subscribers added in Q1 FY18, Subscriber base increased to 6.6 Lakhs.
- 2 lakhs homes passed added during the quarter, Currently stands at 4.6 Mn.
- Minimum Data limit across the country increased to 200 Gb/subscriber/month.
- 2.5 Lakhs set top boxes deployed in Phase 3 and 4 areas in Q1 FY18.
- Phase III ARPU increased by 10% to Rs. 55 Q-o-Q.
- Implemented Hathway Connect in 50% of Phase III & IV markets.
- Pursuant to offer for sale of 7.2 Mn shares in the Initial Public Offer (IPO) of GTPL Hathway Ltd, company received Rs. 1150 Mn net of issue expense and STT. This amount is used to repay the debt of the company.



Hathway Cable and Datacom Ltd. (HCDL)

Parent Company

Broadband Business

Broadband – Q1-FY18 Standalone Key Highlights

- Continuous focus on network expansion; Homes Passed figure reached 4.6 Mn.
- 30 K Net adds for Q1 with acquisition ARPU of INR 770 (Excluding taxes).
- Normalization of new consumers ARPU due to increase in higher pay term plans. Increased consumers stickiness due to better VFM on these long duration pack.
- Minimum data limits across country increased to 200 GB / consumer / month. 30% of our consumers have monthly data limits of 1,000 GB.
- Sponsored YUPP TV subscription for 3 months to all our existing consumers to give more choice and flexibility in entertainment.

Q1 FY18 Financial Highlights



23.3%

YoY growth in
Broadband
Revenue

INR 1,290 Mn



27.7%

YoY growth of
Broadband homes
passed and presence
in 12 cities (4 metros
and 3 mini metros)

4.6 Mn



34.4%

YoY growth of
Broadband
subscribers

0.7 Mn



200 MBPS

Maximum speed
offered to its
customers

Average of 40 MBPS



Upto 1 TB

Data offered
with average
consumption of

78 GB

Broadband – Q1-FY18 Standalone Key Highlights

- R Madhavan appointed as brand ambassador, new TVC commercial highlighting game changing proposition of 200 Mbps speed and 1,000 GB usage quota launched. TVC received 2.5 Mn views in less than 60 days period on You Tube.
- Increased focus on digital marketing promotions and segmented consumer marketing initiatives has helped in growth momentum.
- First quarter of upgraded tech infrastructure actually handling higher network traffic coming out of 50% increase in speed and 200% increase in data capacity. Opportunity to delight our consumers by offering better value for money.
- 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.
- User friendly consumer app for handling full life cycle of consumer launched. 60% of consumers are already using app for payment, queries and complaint management.

Q1 FY18 Financial Highlights



23.3%

YoY growth in
Broadband
Revenue

INR 1,290 Mn



27.7%

YoY growth of
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passed and presence
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and 3 mini metros)

4.6 Mn



34.4%

YoY growth of
Broadband
subscribers

0.7 Mn



200 MBPS

Maximum speed
offered to its
customers

Average of 40 MBPS

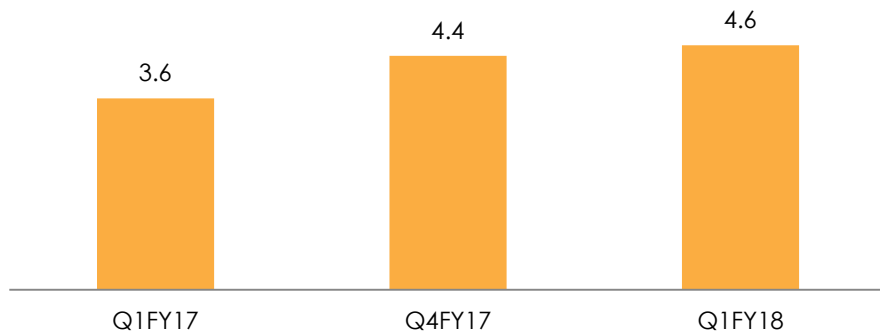


Upto 1 TB

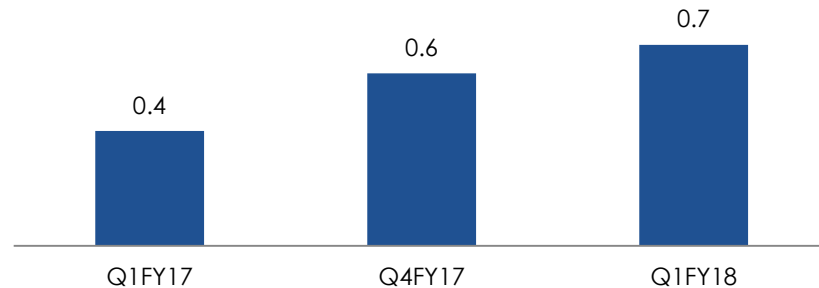
Data offered
with average
consumption of

78 GB

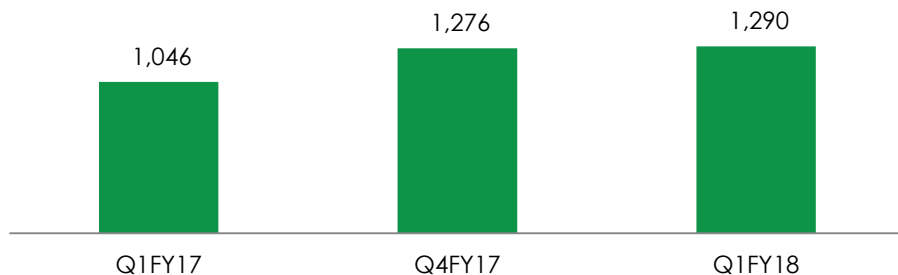
Homes Passes (in Mn)



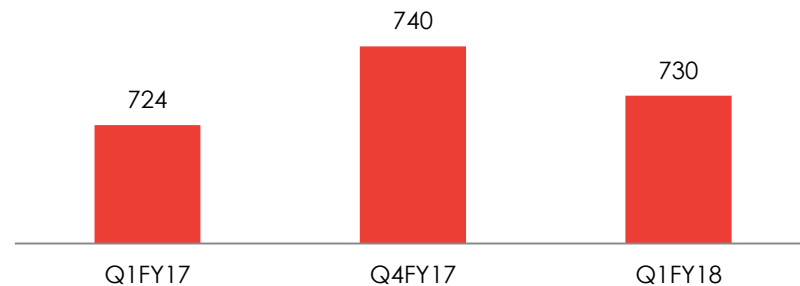
Subscriber base (In Mn)



Revenue (INR In Mn)



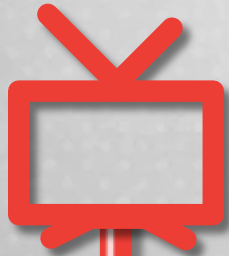
ARPU (INR)



Quarterly HCDL Income Statement as per Ind-AS

Income statement (INR Mn.)	Q1 FY18
Subscription Broadband	1,290
Other Non operational income	6
Total Income	1,296
Pay Channel Cost	-
Employee Cost	89
Other Expenses	710
Total Expenditure	799
EBITDA	497
EBITDA %	38%
Depreciation / Amortization	226
Finance Cost	171
PAT before exceptional item	100
Add: Exceptional Items - Profit on offloading of GTPL Shares	171
PAT	272
Other Comprehensive Income / (Loss) (Net of Tax)	3
Total Comprehensive Income	275

* Due to slump sale of CATV business to HDPL (Wholly owned subsidiary), the financials of Q1FY18, Q4FY17 and Q1FY17 are not comparable.



Hathway Digital Pvt. Ltd. (HDPL)

Wholly owned Subsidiary of HCDL

CATV Business

- Collections grew 29% on a YoY basis indicating superior collection efficiency.
- Seeded 250K STBs during the quarter.
- Over 52% of Phase III + IV sub base migrated to Hathway Connect portal and established price points ranging from 45 to 75 pspm (including tax) across various markets; Additional 15% to migrate in Q2
- Blended Phase III ARPUs grew 10% QoQ from INR 50 to INR 55 during Q1
- Effected significant savings in salary costs and other overheads to the tune of 10% in Q1
- Deals concluded with all pay broadcasters and overall net content costs to grow by 10% at a per sub basis.
- Plan to effect rate hike in subscription rates in Q3 in Phase I and II markets by leveraging the prowess of Hathway Connect portal
- Hathway Connect geared to handle the business scenarios which will unfold under the new tariff order
- Launched 2 new VAS Services – Hare Krsna (Well Being) and Play My Play (Theatre)
- Entered into movie tie ups with leading Hollywood and Bollywood theatrical releases to promote brand “Hathway”

Q1 FY18 Financial Highlights



7.5 Mn

Cable Universe in 13 states



96%

% of Digital Cable subscribers

7.2 Mn STBs



350+

Presence in cities and major towns



31,000 Kms

Fibre cable network

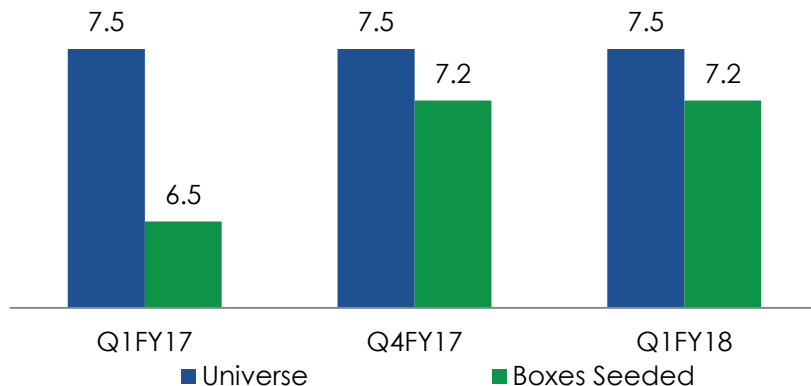
UG – 500 Kms



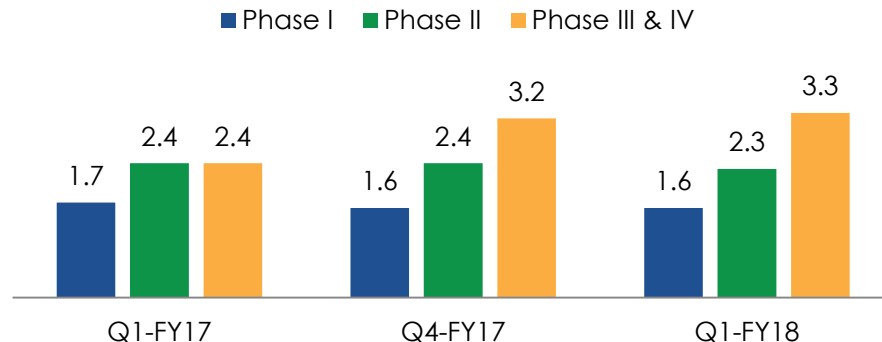
185K

HD Subscribers

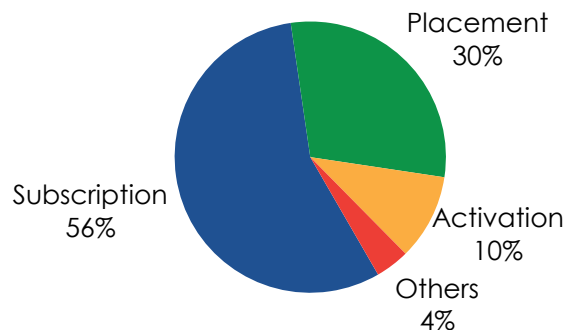
CATV Universe and Boxes Seeded* (In Mn)



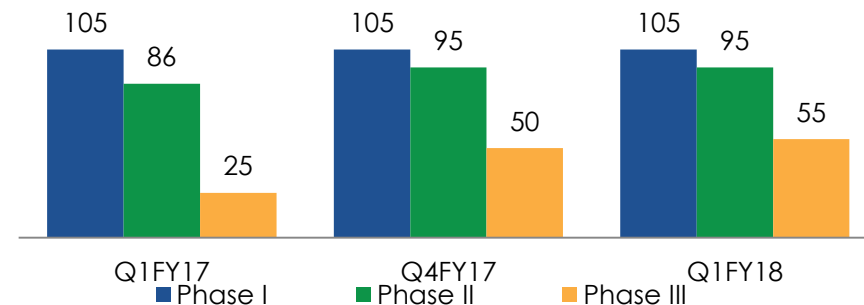
Phase-wise Boxes Seeded* (In Mn)



CATV Standalone Revenue Break up (INR Mn)



ARPU* (INR)



Quarterly HDPL Income Statement as per Ind-AS

Income statement (INR Mn.)	Q1 FY18
Subscription CATV	1,325
Placement	702
Activation	242
Other operating income	96
Total Income	2,365
Pay Channel Cost	1,352
Employee Cost	214
Other Expenses	527
Total Expenditure	2,093
EBITDA	272
EBITDA %	12%
Finance Cost	162
EBTDA	110

* Due to slump sale of CATV business to HDPL (Wholly owned subsidiary), the financials of Q1FY18, Q4FY17 and Q1FY17 are not comparable.



Financials FY16 & FY17

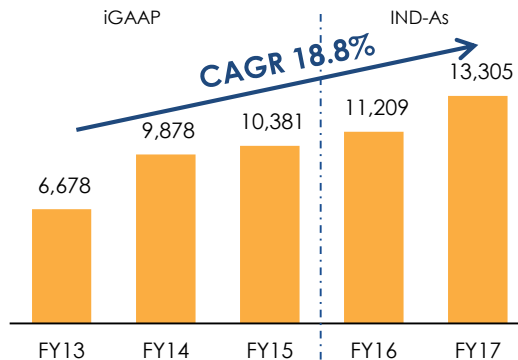
FY17 Financial Highlights as per Ind-AS

Income statement (INR Mn)	FY17	FY16	Y-o-Y	FY17	FY16	Y-o-Y
	Standalone			Consolidated		
CATV Subscription	4,515	3,842	17.5%	4,728	3,804	24.3%
Broadband Revenue	4,803	3,066	56.6%	4,955	3,234	53.2%
Placement	2,714	3,220	-15.7%	2,725	3,220	-15.4%
Activation	825	618	33.5%	825	834	-1.1%
Other Income	448	463	-3.2%	449	458	-2.0%
Total income	13,305	11,209	18.7%	13,682	11,550	18.4%
Pay Channel Cost	4,185	3,692	13.4%	4,717	4,336	8.8%
Employee Cost	865	796	8.7%	932	862	8.1%
Other Expenses	5,651	4,801	17.7%	5,823	4,961	17.4%
Total expenditure	10,701	9,289	15.2%	11,472	10,159	12.9%
EBITDA	2,604	1,920	35.6%	2,210	1,391	58.8%
EBITDA margin %	19.6%	17.1%	250 Bps	16.2%	12.1%	410 Bps
Depreciation	3,008	2,545	18.2%	3,058	2,589	18.1%
Finance cost	1,103	895	23.2%	1,108	898	23.3%
Exceptional items	34	363	-90.6%	7	174	-95.9%
Share of Profit/(Loss) of Associates	-	-	-	30	110	NA
PBT	-1,541	-1,883	NA	-1,933	-2,380	NA
Tax	-	-	-	-3	-3	0.0%
PAT	-1,541	-1,883	NA	-1,930	-2,377	NA
PAT margin %	-11.6%	-16.8%	520 Bps	-14.1%	-20.6%	650 Bps
Other comprehensive income/ (loss)	-3	-28	NA	-3	-29	NA
Total comprehensive income	-1,538	-1,911	NA	-1,927	-2,405	NA
EPS	-1.86	-2.27	NA	-2.32	-2.86	NA

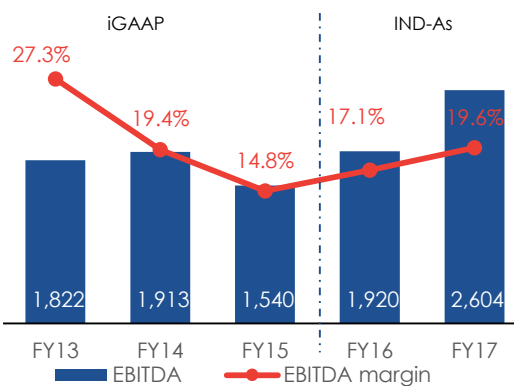
FY17 Financial Highlights as per Ind-AS

Statement of Assets and Liabilities (INR Mn)	Standalone FY17	FY16	Consolidated FY17	FY16
A. Equity and Liabilities				
1.Shareholder's Funds				
a. Share Capital	1,661	1,661	1,661	1,661
b. Reserves and Surplus	8,114	9,652	7,293	9,227
Sub Total – Shareholder's funds	9,775	11,313	8,954	10,888
2. Minority Interest	-	-	9	12
3. Current & Non-current liabilities				
a. Long-term and Short-term borrowings	6,286	11,695	10,650	11,727
b. Trade payables – Long & Short	473	1,466	1,763	1,777
c. Other Liabilities	4,480	8,906	12,762	9,144
Sub Total – Current & Non – current liabilities	11,239	22,067	25,175	22,648
TOTAL – EQUITY AND LIABILITIES	21,014	33,380	34,138	33,548
B. Assets				
1. Non-current assets				
a. Fixed Assets	6,730	16,295	16,896	16,541
b. Goodwill and other intangible Asset	156	934	1,869	1,806
c. Long term loan and advances	109	317	9	245
d. Other non-current assets	9,183	10,286	8,915	9,217
Sub Total – Non – current assets	16,178	27,832	27,689	27,809
2. Current assets				
a. Trade Receivables	242	2,931	3,451	2,859
b. Cash and bank balances	138	272	509	416
c. Other current assets	4,456	2,345	2,489	2,464
Sub Total –Current assets	4,836	5,548	6,449	5,739
TOTAL - ASSETS	21,014	33,380	34,138	33,548

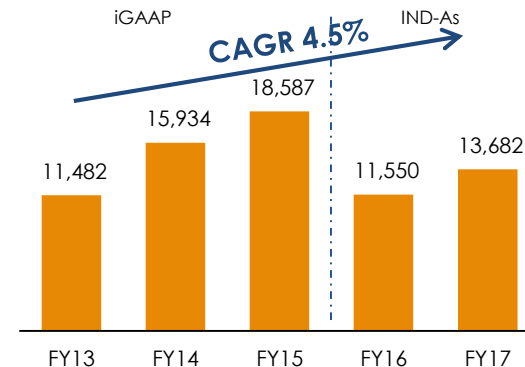
Standalone Revenue (INR Mn)



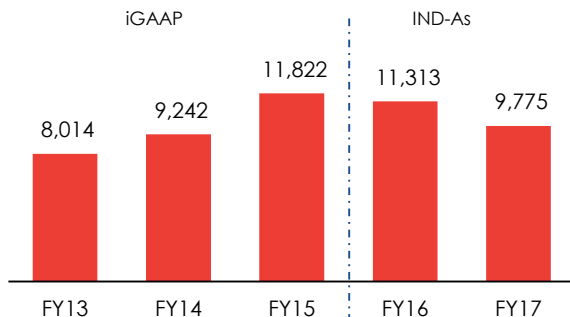
Standalone EBITDA & Margins (INR Mn)



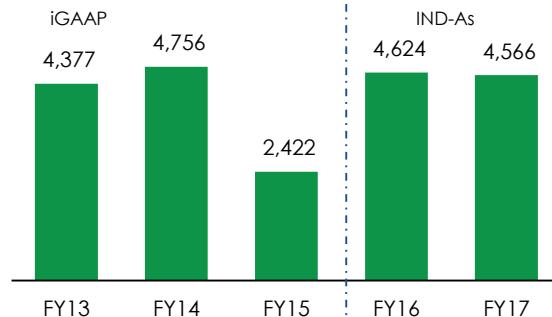
Consolidated Revenue (INR Mn)



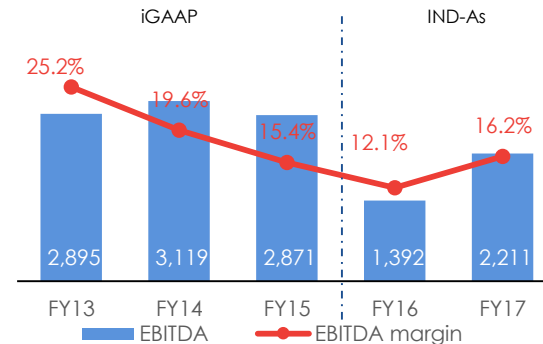
Standalone Network (INR Mn)



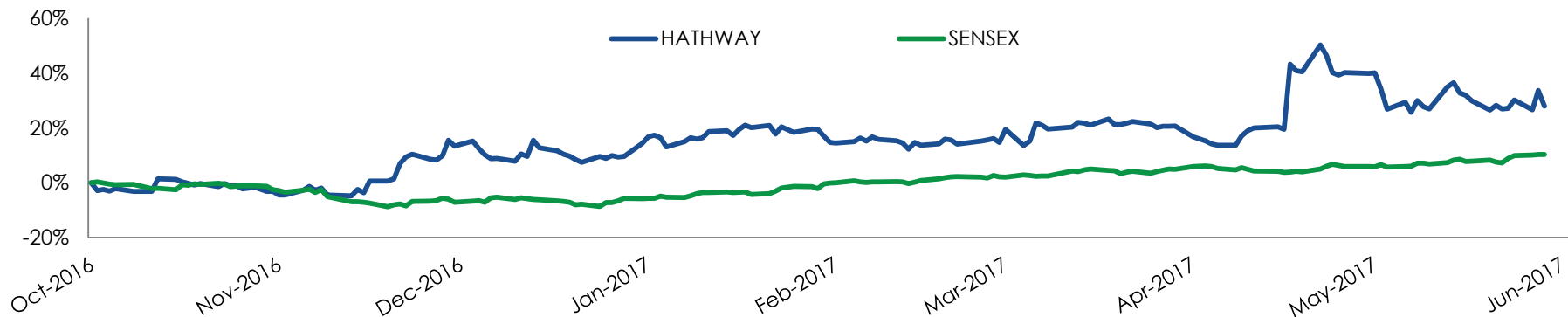
Standalone Gross Additions of FA (INR Mn)



Consolidated EBITDA & Margins (INR Mn)



Share Price Performance

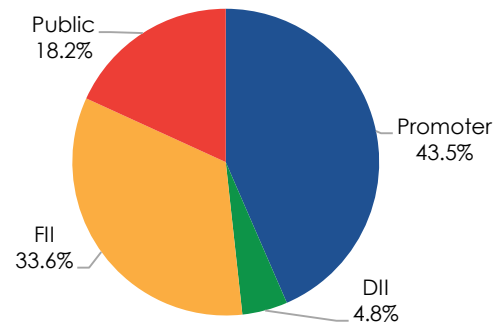


Price Data (30th June, 2017)

INR

Face Value	2.0
Market Price	36.45
H/L (INR)	49.5/24.0
Market Cap (INR Mn)	30,271
Equity Shares Outstanding (Mn)	830.5

Shareholding Pattern (30th June, 2017)





is pleased to invite you to the
Q1FY18 Results Conference Call
of
Hathway Cable & Datacom Ltd.

Represented by
Mr. Rajan Gupta - MD
Mr. Vineet Garg - CFO
Mr. Rajaraman Sundaram - COO, Video Business

on
Friday, August 11, 2017
16:00 hrs India Time

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For any clarification, please contact:

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Thank You