



Date: January 23, 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 Financial Results of the Company for the quarter ended 31st December, 2018

Dear Sir/Madam,

Please find enclosed the Investor Update on the Un-audited Standalone Financial Results of the Company for the quarter ended 31st December, 2018.

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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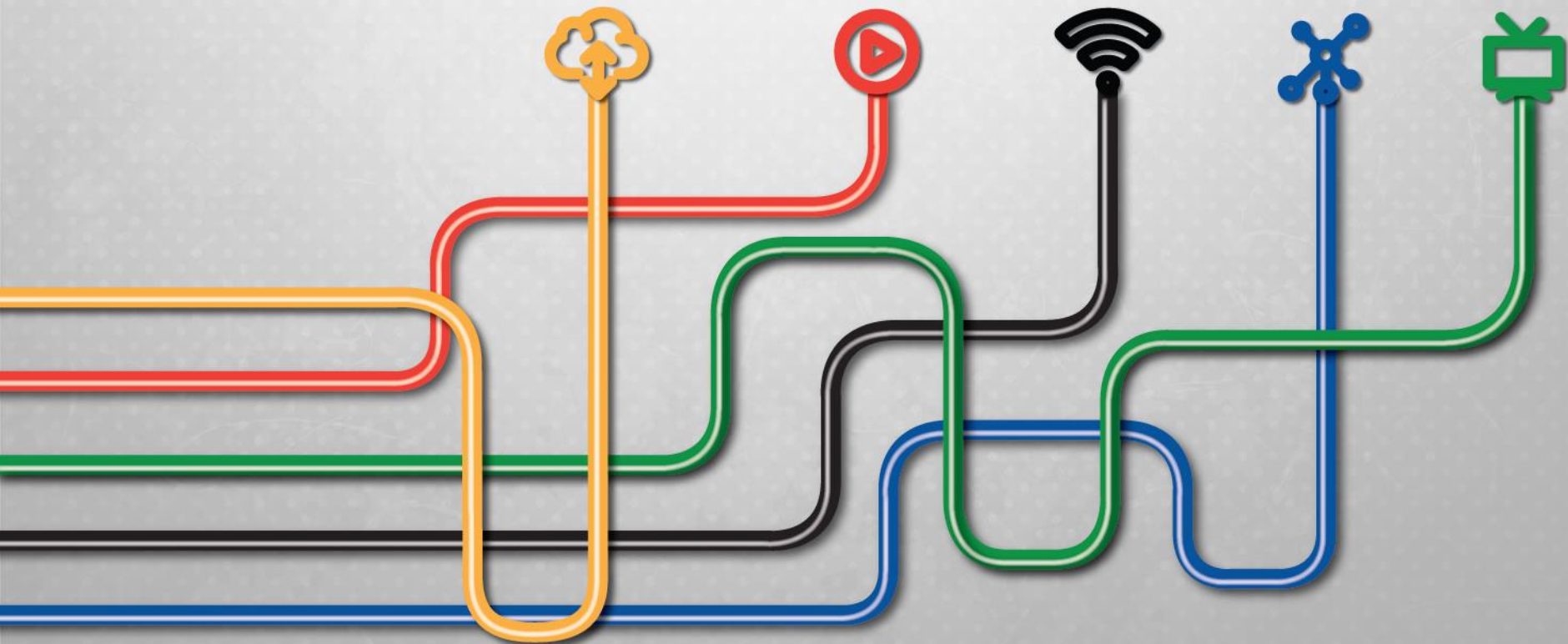
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CIN No. L64204MH1959PLC011421

Hathway Cable and Datacom Limited

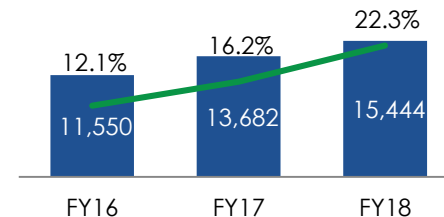
Investor Update – 9M / Q3-FY19



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- Hathway Cable & 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 26.6 Bn as on 31st December, 2018.

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



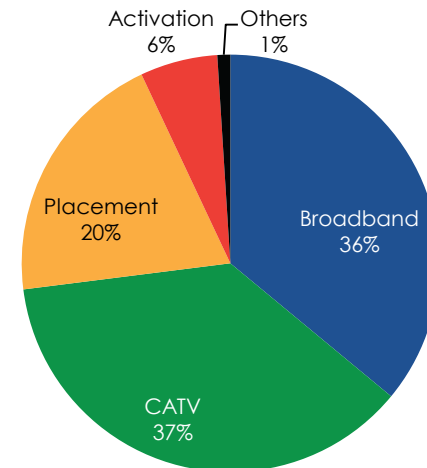
Broadband

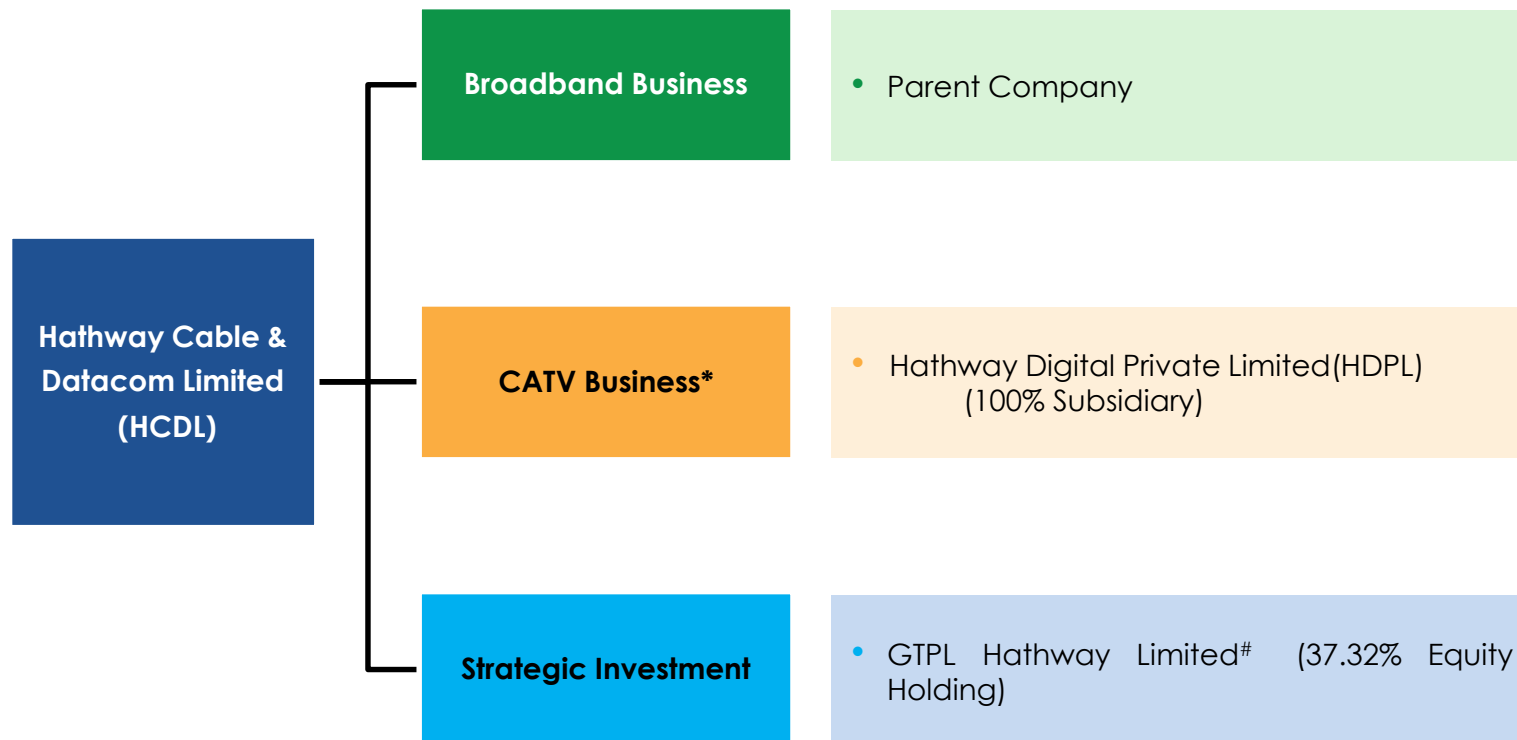
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.54 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.78 Mn
- High-speed cable broadband services across 16 cities (4 metros and 3 mini metros)
- More than 52% share of the total MSO cable broadband market in India

Cable Television

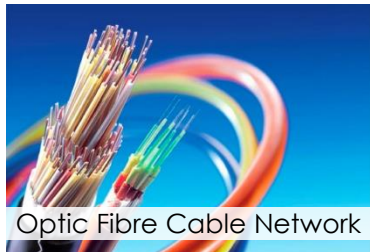
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting and 7.1 Mn digital cable subscribers / households
- 67% of Subscribers serve through Hathway Connect and 57% online payment made by LCO
- Offers cable television services across 350 cities and major towns
- 15 in-house channels and 10 Value Added Service (VAS) channels

FY18 Operational Revenue Break-up





Advanced technology and equipment provided by leading technology vendors



- Overground: 35,000 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 Cable Television presence to give differentiated content, services and applications

Investment for growth



Increase broadband subscriber base by increasing penetration in existing geographies



Leverage Cable Television 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 Cable Television industry
- New tariff order optimize content cost



Hathway Cable and Datacom Ltd. (HCDL)

Parent Company

Broadband Business

- 15k Net adds on Q-O-Q basis with New customer ARPU of INR 700/- (Excluding Taxes).
- Minimum entry fee of INR 999/- is levied to make sure only serious consumers are acquired leading to much higher acquisition quality and significantly lower churn.
- Effects of low data usage consumers moving to mobility is tapering off. This sets momentum for 30K quarterly net additions from Q4 onwards.
- Focus increased on customer delight, 40% increase in bandwidth / consumer over the last 9 months with substantial addition in Q3-FY19. National average on monthly data consumption is 113 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 200GB / month. Nationally 50% consumers are above 80 GB / month data consumption

Q3-FY19 Financial Highlights



Broadband
EBITDA
INR 513 Mn



38%
Operating
EBITDA Margins



5%
Y-o-Y growth of
Broadband
subscribers
0.78 Mn



5.54 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 60 MBPS



Upto 1 TB
Data offered
with average
consumption of
113 GB

- Hathway Play box based on android platform launched for only broadband customers in Chennai markets on 15th Jan 2019. This will provide world class large screen OTT viewing experience to Hathway broadband customers. Initial response has been very encouraging with 25% customers paying for leading OTT services through Hathway Platform.
- Chatbot based self service platform launched. 73% consumers paying online as compared to 65% 9 months back.
- Substantial investment in reducing customer complaint TAT and overall level of complaints leading to many markets reaching to level of 1 complaint / consumer /year.
- 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.
- 15K Home Passes added during the quarter, Home passes stable at 5.54 Mn.

Q3-FY19 Financial Highlights



Broadband
EBITDA
INR 513Mn



38%
Operating
EBITDA Margins



5%
Y-o-Y growth of
Broadband
subscribers
0.78 Mn



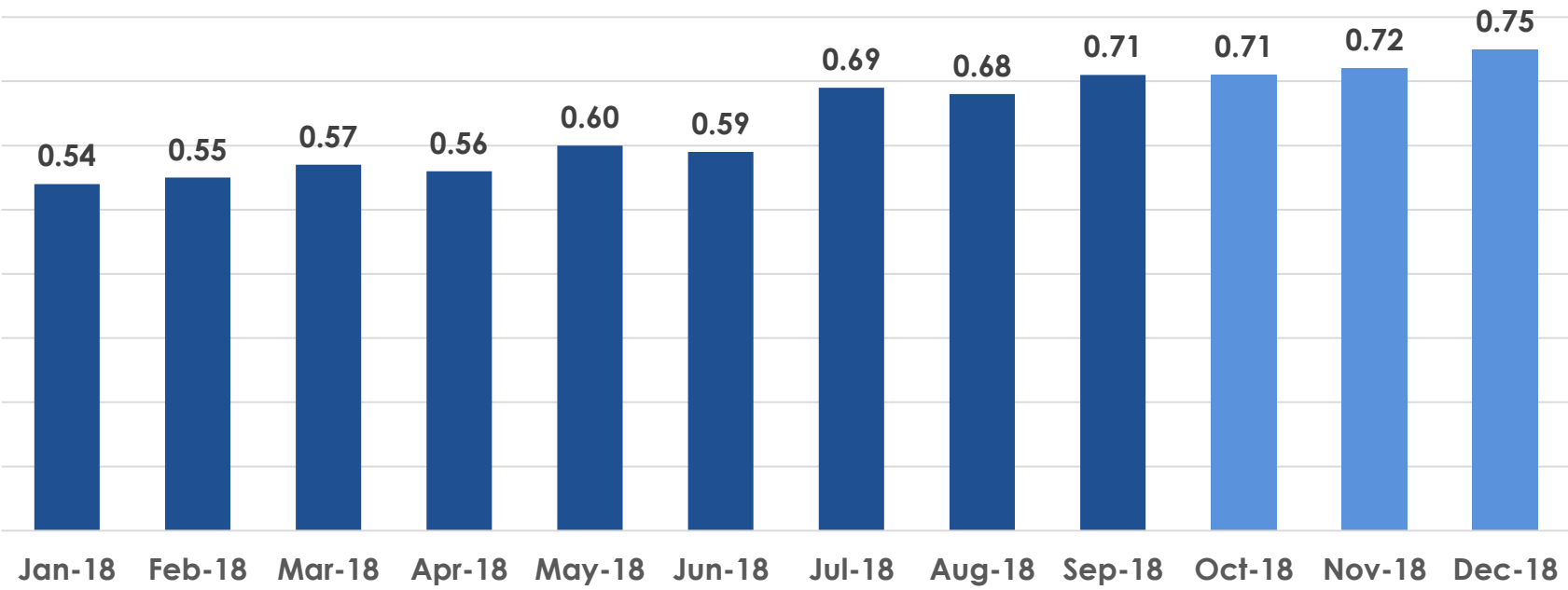
5.54 Mn
Broadband homes
passed and
presence in 16 cities
(4 metros and 3 mini
metros)



300 MBPS
Maximum speed
offered to its
customers
Average of 60 MBPS



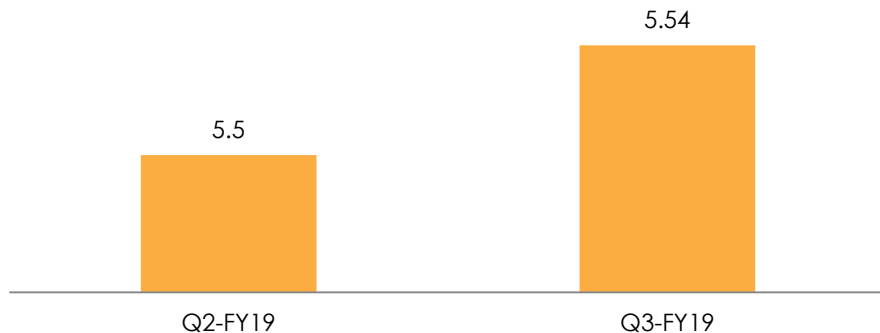
Upto 1 TB
Data offered
with average
consumption of
113 GB



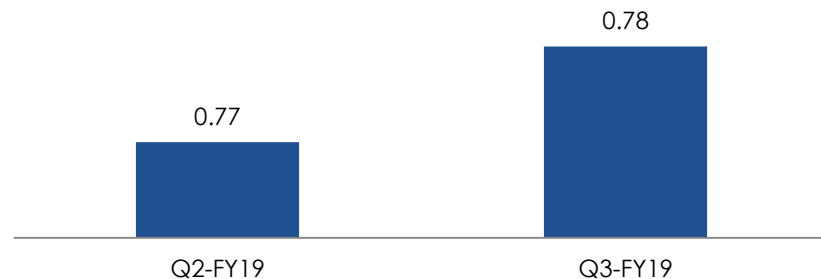
* In Mbps per Subscriber

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

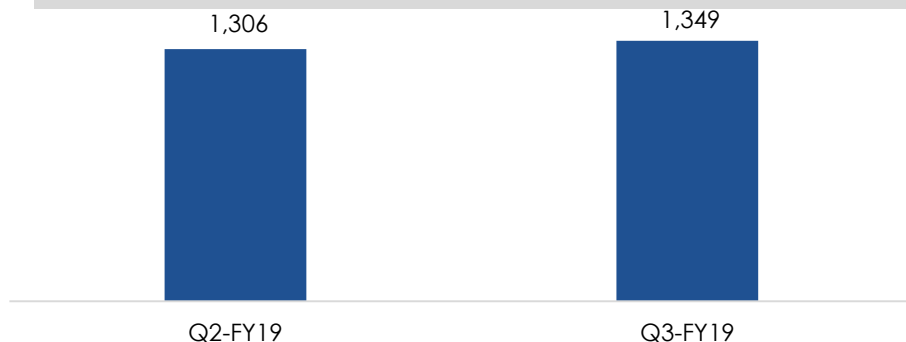
Homes Passes (In Mn)



Subscriber base (In Mn)



Revenue (INR In Mn)



ARPU* (INR)



HCDL Income Statement

Income statement (INR Mn)	Q3-FY19	Q2-FY19	Q-o-Q Growth	Q3-FY18	Y-o-Y Growth	9M-FY19
Subscription Broadband	1,349	1,306	3%	1,387	(3)%	3,952
Total Income	1,349	1,306	3%	1,387	(3)%	3,952
Operational Expenses	333	311	7%	331	1%	906
Employee Cost	136	113	20%	113	20%	368
Other Expenses	367	344	7%	342	7%	1,074
Total Expenditure	836	768	9%	786	6%	2,348
Operating EBITDA	513	538	(5)%	601	(15)%	1,604
EBITDA %	38%	41%	(300) bps	43%	(500) bps	41%
Non Operational Income	55	76	(28)%	16	244%	148
Depreciation / Amortization	328	279	18%	246	33%	877
Forex (Gain)/ Loss	(31)	72	NA	(43)	NA	125
Finance Cost	206	322	(36)%	175	18%	770
PAT before exceptional item	65	(59)	NA	239	(73)%	(20)
Add: Exceptional Items	-	-	NA	-	NA	-
PAT	65	(59)	NA	239	(80)%	(20)
Other Comprehensive Income / (Loss) (Net of Tax)	(2)	4	(50)%	1	100%	(1)
Total Comprehensive Income	63	(55)	NA	240	(74)%	(19)

HCDL Balance Sheet

Statement of Assets and Liabilities (INR Mn)	Standalone	
	As on Sep 2018	As on Mar 2018
1.Shareholder's Funds		
a. Equity Share Capital	1,723	1,661
b. Other Equity	9,731	8,878
Sub Total – Shareholder's funds	11,454	10,539
2. Non-current liabilities		
a. Borrowings	8,044	4,832
b. Other Financial, Provisions and non-current Liabilities	205	104
Sub Total – Non – current liabilities	8,249	4,936
3. Current liabilities		
a. Trade Payables	467	484
b. Borrowings & Other Financial Liabilities	3,669	4,887
c. Provisions and other current Liabilities	843	915
Sub Total – Current liabilities	4,979	6,286
TOTAL – EQUITY AND LIABILITIES	24,682	21,761
1. Non-current assets		
a. Property, Plant, Equipment & Tangibles	8,532	7,982
b. Investments	10,897	10,897
c. Loans & other financial assets	384	432
d. Other non-current assets	568	884
Sub Total – Non – current assets	20,381	20,195
2. Current assets		
a. Inventories	143	156
b. Investments	1,195	
c. Trade Receivables	321	303
d. Cash and Cash equivalents	1,432	45
e. Loans & other financial assets	416	663
f. Current Tax Assets (Net)	380	-
g. Other Current Assets	414	399
Sub Total –Current assets	4,301	1,566
TOTAL - ASSETS	24,682	21,761



Hathway Digital Pvt. Ltd. (HDPL)

Wholly owned Subsidiary of HCDL

CATV Business

- Q3-FY19's entire focus was on aligning all stakeholders on NTO .
- Hathway DPO Packs for all Regions released. Packaging based on extensive consumer research and focus group interviews with consumers. High acceptability in market with more than 70% consumers choosing DPO packs
- Implemented self care / Mobile App / Hathway Connect facilitating Subscribers to select packages / Channels
- IT capabilities developed to migrate all subscribers on New Tariff plans without any disruption. Substantial investment in technology to increase transaction handling capacity by 4 times
- Best in Class Consumer App / Portal launched for Online Consumer Request on Channel / Packages Selection and Payments Request
- LCO App for Online Consumer Request on Channel / Packages Selection and Payments / Request
- WIN WIN proposition created for LCOs through innovative DPO Packs. Base case INR 100+ tax earnings for LCO partners on selective DPO packs

Q3-FY19 Financial Highlights



12%

Y-o-Y growth in
Revenue

INR 1,663 Mn



7.1 Mn STBs



2/3rd Base

Served through
Hathway Connect
57% Online Collection



350+

Presence in cities
and major towns



35,000 Kms

Fiber cable
Network



298K

HD
Subscribers

- Standalone Subscription Revenue continues to grow by 12% to INR 1,663 Mn in Q3-FY19 from INR 1,483 Mn in Q3-FY18
- Standalone Operating EBITDA stood at INR 361 Mn in Q3-FY19
- Q3-FY19 Collection efficiency is at 99%. Highest in industry in spite of various ground challenges in low market share areas
- ARPU in different Phases are: Phase I INR 110/-, Phase II INR 105/-, Phase III INR 80/-, Phase IV INR 62/-. This translates to 2% increase in Phase I ARPU, 3% increase in Phase II ARPU, 21% increase in Phase III ARPU and 19% increase in Phase IV ARPU (Y-O-Y Basis Q3-FY18).

Q3-FY19 Financial Highlights



12%

Y-o-Y growth in
Revenue

INR 1,663 Mn



7.1 Mn STBs



2/3rd Base

Served through
Hathway Connect
57% Online Collection



350+

Presence in cities
and major towns



35,000 Kms

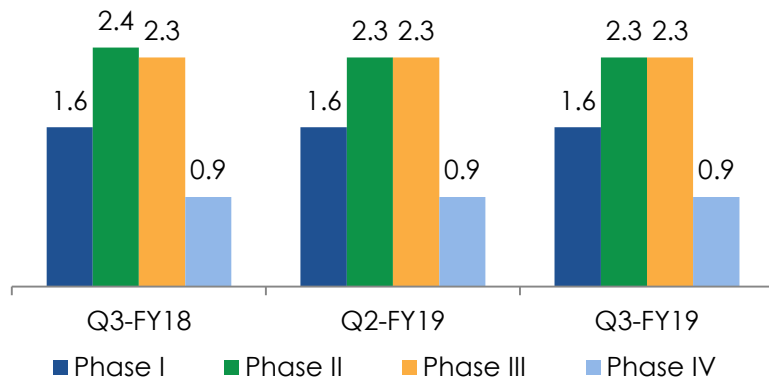
Fiber cable
Network



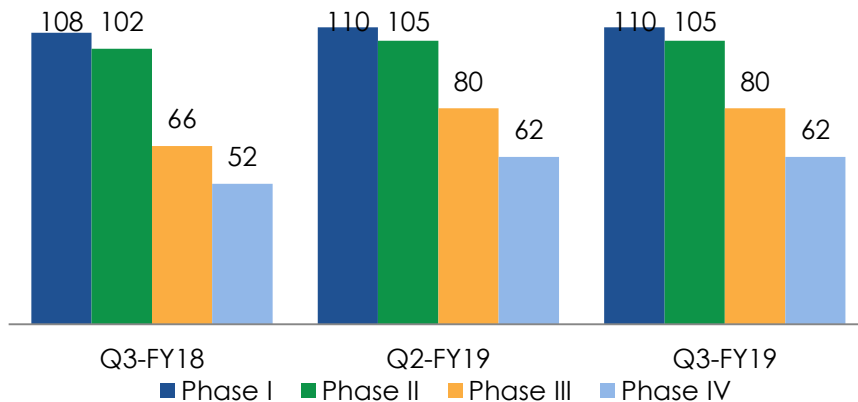
298K

HD
Subscribers

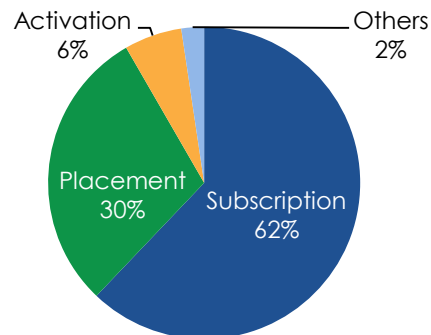
Phase wise Boxes Seeded** (In Mn)



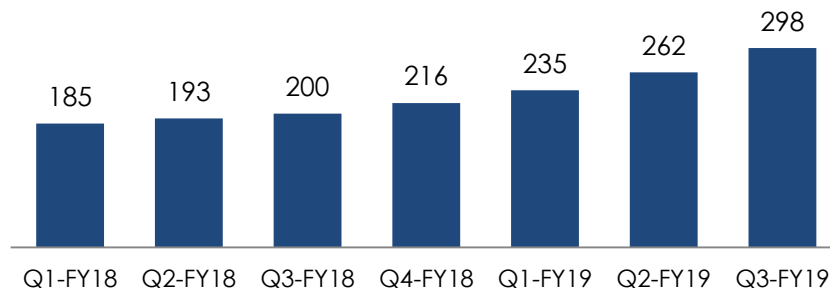
ARPU* (INR)



CATV Standalone Revenue Break up (INR Mn)



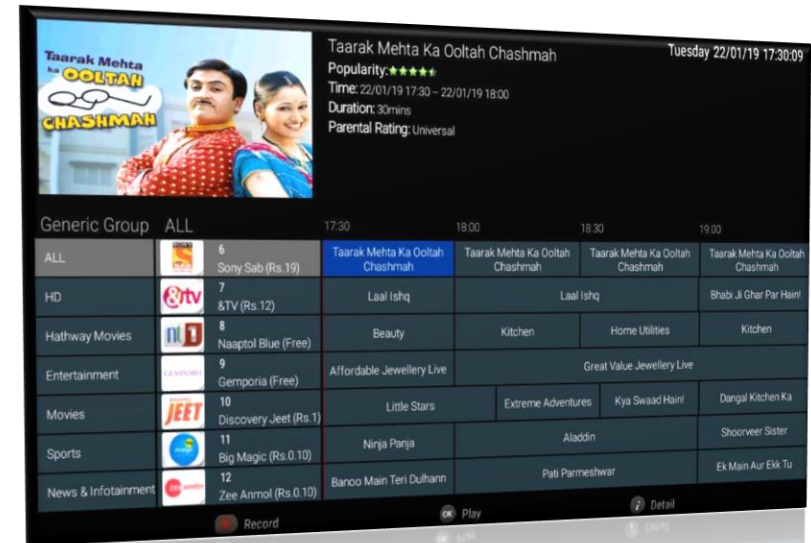
HD Subscribers ('000)



Hathway Ultra Smart Hub – India's First Hybrid TV



- India's First Cable Hybrid Box on Google Android TV(O) Platform fully ready for launch with cutting edge globally best in class technology and leading content offerings
- Launch Date 1st March 2019



HDPL Income Statement

Income statement (INR Mn)	Q3-FY19	Q2-FY19	Q-o-Q Growth	Q3-FY18	Y-o-Y Growth	9M-FY19
Subscription CATV	1,663	1,658	-	1,483	12%	4,898
Placement	791	761	4%	782	1%	2,305
Activation	160	166	(4)%	236	(32)%	502
Other operating income	64	39	61%	35	83%	143
Total Income	2,678	2,624	2%	2,536	6%	7,848
Pay Channel Cost	1,607	1,561	3%	1,397	15%	4,667
Operational Cost	319	308	4%	360	(11)%	963
Employee Cost	73	67	9%	87	(16)%	219
Other Expenses	318	317	-	332	(4)%	903
Total Expenditure	2,317	2,253	3%	2,176	6%	6,752
EBITDA	361	371	(3)%	360	-	1,096
EBITDA %	13%	14%	(100) bps	14%	(100) bps	14%



Historical Financials

FY18 Financial Highlights

Income statement (INR Mn)	FY18	FY17 Consolidated	FY16
CATV Subscription	5,733	4,728	3,804
Broadband Revenue	5,445	4,955	3,234
Placement	2,977	2,725	3,220
Activation	964	825	834
Other Operating income	227	211	276
Other Non operational income	98	238	182
Total income	15,444	13,682	11,550
Pay Channel Cost	5,693	4,717	4,336
Employee Cost	770	932	862
Other Expenses *	5,527	5,828	4,961
Total expenditure	11,990	11,477	10,159
EBITDA	3,454	2,205	1,391
EBITDA margin %	22.36%	16.12%	12.04%
Depreciation	3,347	3,057	2,589
Finance cost	1,528	1,108	898
Exceptional items	53	7	174
Share of Profit/(Loss) of Associates	391	29	(110)
PBT	(1,083)	(1,938)	(2,380)
Tax	(4)	(3)	(3)
PAT	(1,079)	(1,935)	(2,377)
PAT margin %	-	-	-
Other comprehensive income/ (loss)	27	3	(29)
Total comprehensive income	(1,052)	(1,932)	(2,406)
EPS	(1.30)	(2.33)	(2.86)

* Other Expenses includes INR 21 Mn in FY18 on account foreign exchange loss

Statement of Assets and Liabilities (INR Mn)		Consolidated	
	FY18	FY17	FY16
A. Equity and Liabilities			
1.Shareholder's Funds			
a. Share Capital	1,661	1,661	1,661
b. Reserves and Surplus	6,263	7,267	9,227
Sub Total – Shareholder's funds	7,924	8,928	10,888
2. Minority Interest	(39)	9	12
3. Current & Non-current liabilities			
a. Long-term and Short-term borrowings	10,076	10,650	11,727
b. Trade payables – Long & Short	1,620	1,763	1,777
c. Other Liabilities	13,113	12,787	9,144
Sub Total – Current & Non – current liabilities	24,809	25,200	22,648
TOTAL – EQUITY AND LIABILITIES	32,694	34,137	33,548
B. Assets			
1. Non-current assets			
a. Fixed Assets	16,973	16,896	16,541
b. Goodwill and other intangible Asset	1,703	1,869	1,806
c. Long term loan and advances	292	207	245
d. Other non-current assets	8,190	8,716	9,217
Sub Total – Non – current assets	27,158	27,688	27,809
2. Current assets			
a. Trade Receivables	3,929	3,451	2,859
b. Cash and bank balances	316	509	416
c. Other current assets	1,291	2,489	2,464
Sub Total –Current assets	5,536	6,449	5,739
TOTAL - ASSETS	32,694	34,137	33,548

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