



Date: 16<sup>th</sup> January, 2020

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 (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2019**

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 nine months ended December 31, 2019.

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 – 9M / Q3-FY20

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- Gross Revenue at INR 450.8 Cr in Q3-FY20, an improvement of 2% Q-o-Q (INR 442.1 Cr in Q2-FY20)
- Subscription Revenue\* at INR 354.8 Cr in Q3-FY20 maintained Q-o-Q (INR 354.2 Cr in Q2-FY20)
- EBITDA at INR 128.8 Cr in Q3-FY20, an improvement of 9% Q-o-Q (INR 118.4 Cr in Q2-FY20)

\* Cable + Broadband

## Q3-FY20 Consolidated Financial Highlights



Gross Revenue  
**INR 450.8 Cr**  
Q-o-Q Growth  
**2%**

Subscription Revenue\*  
**INR 354.8 Cr**

EBITDA Margin 29%  
**INR 128.8 Cr**  
Q-o-Q Growth  
**9%**

# Cable TV – Q3-FY20 Key Highlights

- Q3-FY20 Subscription Collection efficiency is at 100%
- Focusing on enriching customer experience through our Technology initiatives
  - Bringing customers our unique product and service offerings –Hybrid Cable & OTT STB
  - Driving operational efficiencies across customer facing functions with the use of technology
  - 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

## Q3-FY20 Consolidated Financial Highlights



**100% base**

Served through Hathway Connect

**6 Mn**

STBs

**80%** Online Collection

**350+**

Presence in cities and major towns

**35,000 Kms**

Fiber cable Network

**327K**

HD Subscribers



# Broadband – Q3-FY20 Key Highlights

- Subscription Revenue at INR 143.2 Cr, an improvement of 6% Y-o-Y (INR 134.9 Cr in Q3-FY19)
- Strong FTTH customers acquisition growth momentum picked-up in Q3 FY 20. Focus on accelerating this momentum in Q4 FY 20 growth
- Focus increased on customer delight, continuous increase in bandwidth / consumer. National average on monthly data consumption is 155 GB / consumer / month. Chennai being a pure FTTH market, data consumption average is 190 GB / consumer / month which is very close to developed markets average of 200 GB / month.
- Re-engineering our processes with the help of Technology to drive operational efficiencies across customer front ending teams
- OTT Segment growth allowing us to leverage our high-speed broadband offerings
- Gradual shift in consumers OTT viewing to large screen, thereby further strengthening business case for FTTH
- 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

## Q3-FY20 Financial Highlights



**6%**  
Y-o-Y growth in Subscription Revenue  
**INR 143.2 Cr**

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

**5.6 Mn**

**300 MBPS**  
Maximum speed offered to its customers

**92 MBPS**  
Average speed offered to its customers

Broadband subscribers  
**0.89 Mn**

**Up to 2 TB**  
Data offered with average consumption  
**155 GB**

# Hathway Consolidated Income Statement



Income statement (INR Cr)	Q3-FY20	Q2-FY20	Q-o-Q Growth	Q3-FY19	Y-o-Y Growth	9M-FY20	9M-FY19	YTD Growth
Subscription Revenue *	354.8	354.2	0%	300.8	18%	1,059.6	883.1	20%
Placement	74.7	68.4	9%	79.1	-6%	221.8	230.5	-4%
Activation	14.7	15.0	-2%	16.0	-8%	45.0	50.2	-10%
Advertisement & Other Operating Income	6.6	4.6	43%	5.5	19%	16.3	13.4	21%
<b>Total Income</b>	<b>450.8</b>	<b>442.1</b>	<b>2%</b>	<b>401.4</b>	<b>12%</b>	<b>1,342.7</b>	<b>1,177.2</b>	<b>14%</b>
Pay Channel Cost	139.6	138.6	1%	164.6	-15%	408.2	478.4	-15%
Operational Cost	85.7	68.2	26%	66.0	30%	231.0	187.1	23%
Employee Cost	24.3	25.4	-4%	21.6	13%	73.3	60.6	21%
Other Expenses	84.5	102.6	-18%	70.2	20%	312.9	201.4	55%
<b>Total Expenditure</b>	<b>334.0</b>	<b>334.7</b>	<b>0%</b>	<b>322.3</b>	<b>4%</b>	<b>1,025.3</b>	<b>927.5</b>	<b>11%</b>
<b>Operating EBITDA</b>	<b>116.8</b>	<b>107.5</b>	<b>9%</b>	<b>79.1</b>	<b>48%</b>	<b>317.4</b>	<b>249.7</b>	<b>27%</b>
Share of Profit/(Loss) of Associates	12.0	11.0	10%	5.4	122%	34.2	14.2	140%
<b>EBITDA</b>	<b>128.8</b>	<b>118.4</b>	<b>9%</b>	<b>84.5</b>	<b>52%</b>	<b>351.6</b>	<b>264.0</b>	<b>33%</b>
<b>EBITDA margin %</b>	<b>29%</b>	<b>27%</b>	<b>2%</b>	<b>21%</b>	<b>8%</b>	<b>26%</b>	<b>22%</b>	<b>4%</b>
Non Operational Income	61.8	68.7	-10%	8.2	657%	187.0	19.9	842%
Finance cost	49.6	51.9	-4%	51.4	-4%	183.2	165.4	11%
Depreciation / Amortization	89.2	120.6	-26%	98.2	-9%	291.0	269.1	8%
Forex (Gain)/ Loss	0.3	2.4	-87%	(6.5)	-105%	2.4	24.7	-90%
Exceptional items	0.0	6.6	-100%	7.5	-100%	6.6	18.9	-65%
<b>PBT</b>	<b>51.5</b>	<b>5.6</b>	<b>824%</b>	<b>(57.9)</b>	<b>-189%</b>	<b>55.4</b>	<b>(194.3)</b>	<b>-128%</b>
Current Tax	(5.1)	2.6	-298%	(0.0)	79075%	0.0	0.0	1048%
Deferred Tax	(11.6)	5.4	-314%	-	NA	(1.1)	-	NA
<b>PAT</b>	<b>68.2</b>	<b>(2.4)</b>	<b>-2920%</b>	<b>(57.9)</b>	<b>-218%</b>	<b>56.4</b>	<b>(194.3)</b>	<b>-129%</b>
<b>PAT margin %</b>	<b>15%</b>	<b>-1%</b>	<b>NA</b>	<b>-14%</b>	<b>NA</b>	<b>4%</b>	<b>-17%</b>	<b>NA</b>
Other comprehensive income/ (loss)	0.1	(0.3)	-124%	(0.2)	-133%	(0.2)	0.7	-125%
<b>Total comprehensive income</b>	<b>68.3</b>	<b>(2.7)</b>	<b>-2593%</b>	<b>(58.1)</b>	<b>-217%</b>	<b>56.2</b>	<b>(193.6)</b>	<b>-129%</b>

Subscription Revenue (Cable + Broadband)

# HDPL Income Statement

Income statement (INR Cr)	Q3-FY20	Q2-FY20	Q-o-Q Growth	Q3-FY19	Y-o-Y Growth	9M-FY20	9M-FY19	YTD Growth
Subscription Revenue	198.2	201.7	-2%	166.3	19%	603.0	489.8	23%
Placement	73.0	66.2	10%	79.1	-8%	215.7	230.5	-6%
Activation	14.7	15.0	-2%	16.0	-8%	45.0	50.2	-10%
Advertisement & Other Operating Income	7.4	4.6	62%	6.3	19%	17.2	14.4	20%
<b>Total Income</b>	<b>293.4</b>	<b>287.4</b>	<b>2%</b>	<b>267.8</b>	<b>10%</b>	<b>880.9</b>	<b>784.8</b>	<b>12%</b>
Pay Channel Cost	130.2	129.4	1%	160.7	-19%	380.6	466.7	-18%
Operational Cost	32.6	22.3	46%	31.9	2%	91.1	96.3	-5%
Employee Cost	8.9	9.0	-2%	7.3	21%	26.0	21.9	19%
Other Expenses	37.8	40.6	-7%	31.8	19%	162.2	90.3	80%
<b>Total Expenditure</b>	<b>209.5</b>	<b>201.3</b>	<b>4%</b>	<b>231.6</b>	<b>-10%</b>	<b>659.9</b>	<b>675.3</b>	<b>-2%</b>
<b>Operating EBITDA</b>	<b>83.9</b>	<b>86.1</b>	<b>-3%</b>	<b>36.1</b>	<b>132%</b>	<b>221.0</b>	<b>109.5</b>	<b>102%</b>
<b>EBITDA margin %</b>	<b>29%</b>	<b>30%</b>	<b>-1%</b>	<b>14%</b>	<b>15%</b>	<b>25%</b>	<b>14%</b>	<b>11%</b>
Non Operational Income	2.1	2.3	-8%	3.2	-35%	6.2	8.1	-23%
Finance cost	23.5	24.2	-3%	31.3	-25%	94.1	89.5	5%
Depreciation / Amortization	53.0	65.4	-19%	64.6	-18%	170.1	179.1	-5%
Forex (Gain)/ Loss	0.2	1.3	-82%	(3.4)	-107%	1.3	12.2	-90%
Exceptional items	-	0.8	-100%	7.4	-100%	0.8	18.9	-96%
<b>PBT</b>	<b>9.3</b>	<b>(3.4)</b>	<b>-373%</b>	<b>(60.6)</b>	<b>-115%</b>	<b>(39.0)</b>	<b>(182.0)</b>	<b>-79%</b>
Current Tax	-	-	NA	-	NA	-	-	NA
Deferred Tax	(63.3)	(2.1)	2980%	-	NA	(67.4)	-	NA
<b>PAT</b>	<b>72.6</b>	<b>(1.3)</b>	<b>-5563%</b>	<b>(60.6)</b>	<b>-220%</b>	<b>28.4</b>	<b>(182.0)</b>	<b>-116%</b>
<b>PAT margin %</b>	<b>25%</b>	<b>0%</b>	<b>NA</b>	<b>-23%</b>	<b>NA</b>	<b>3%</b>	<b>-23%</b>	<b>NA</b>
Other comprehensive income/ (loss)	0.0	(0.1)	-119%	(0.1)	-124%	(0.0)	0.3	-104%
<b>Total comprehensive income</b>	<b>72.6</b>	<b>(1.4)</b>	<b>-5280%</b>	<b>(60.6)</b>	<b>-220%</b>	<b>28.4</b>	<b>(181.7)</b>	<b>-116%</b>

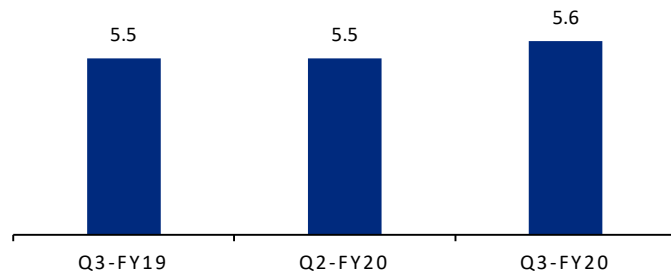


# Hathway Consolidated Balance Sheet

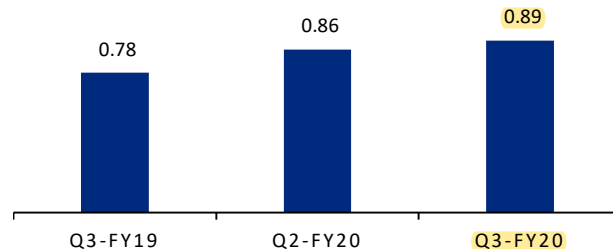
Statement of Assets and Liabilities (INR Cr)	Consolidated	
	Dec-19	Mar-19
<b>A. Equity and Liabilities</b>		
<b>1.Shareholder's Funds</b>		
a. Share Capital	354.0	354.0
b. Reserves and Surplus	3,340.2	3,285.5
<b>Sub Total – Shareholder's funds</b>	<b>3,694.2</b>	<b>3,639.5</b>
<b>2. Minority Interest</b>	0.6	(0.8)
<b>3. Current &amp; Non-current liabilities</b>		
a. Borrowings	2,048.5	1,534.5
b. Trade Payables	275.5	259.3
c. Borrowings & Other Financial Liabilities	268.4	793.3
d. Provisions and other current liabilities	207.5	198.0
<b>Sub Total – Current &amp; Non – current liabilities</b>	<b>2,799.9</b>	<b>2,785.2</b>
<b>TOTAL – EQUITY AND LIABILITIES</b>	<b>6,494.7</b>	<b>6,423.8</b>
<b>B. Assets</b>		
<b>1. Non-current assets</b>		
a. Property, Plant, Equipment & Intangibles	1,663.5	1,735.6
b. Investments	669.3	637.2
c. Loans & other financial assets	2,037.1	54.0
d. Other non-current assets	99.1	99.8
e. Deferred tax assets (net)	441.9	440.8
<b>Sub Total – Non – current assets</b>	<b>4,910.8</b>	<b>2,967.4</b>
<b>2. Current assets</b>		
a. Inventories	14.0	15.0
b. Investments	168.9	2,995.7
c. Trade Receivables	20.9	120.8
d. Cash and Cash equivalents & Other Bank Balance	1,083.9	153.0
e. Loans & other financial assets	159.2	31.5
f. Current Tax Assets (Net)	44.9	44.7
g. Other Current Assets	92.0	95.9
<b>Sub Total –Current assets</b>	<b>1,583.9</b>	<b>3,456.5</b>
<b>TOTAL - ASSETS</b>	<b>6,494.7</b>	<b>6,423.8</b>

# Broadband – Q3-FY20 KPI's

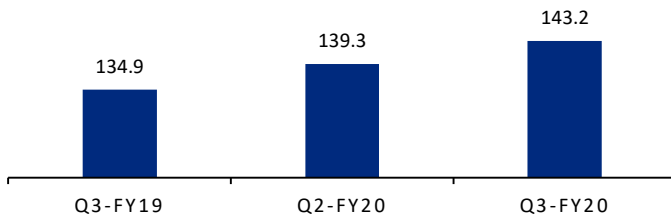
Homes Passes (In Mn)



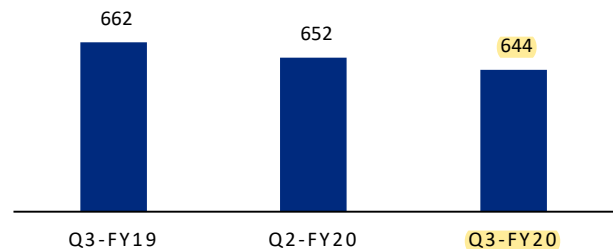
Subscriber base (In Mn)



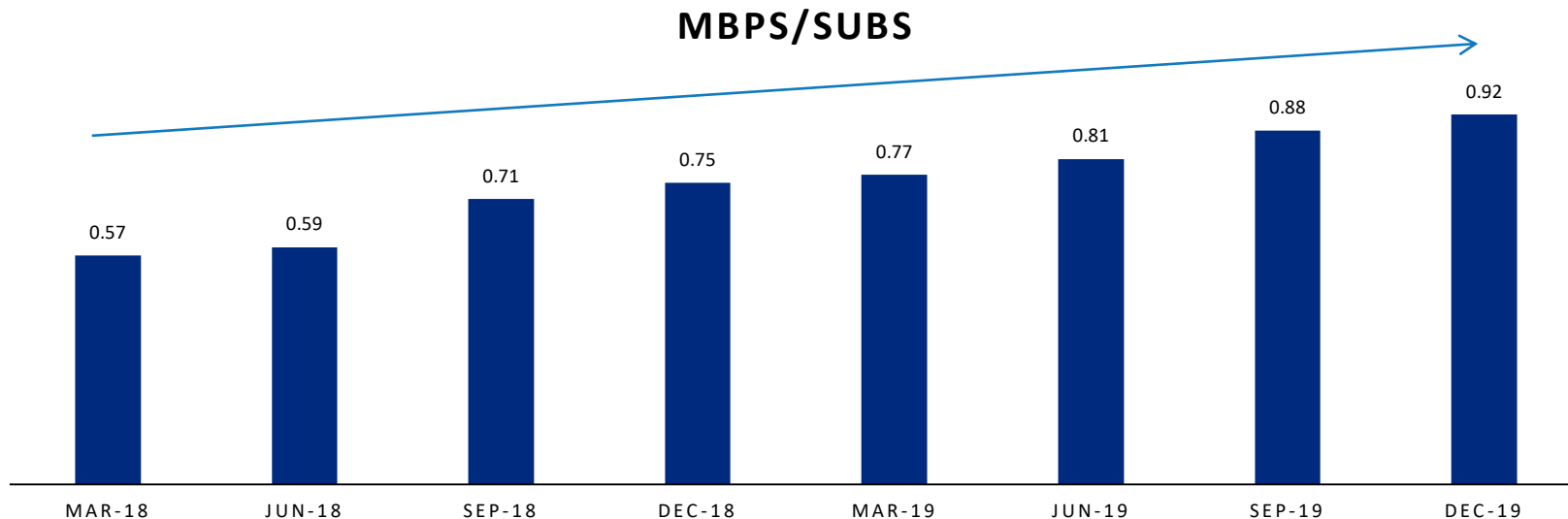
Revenue (INR In Cr)



ARPU\* (INR)



\* ARPU is excluding taxes



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

## Company Overview

- 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 35.58 Bn as on 31<sup>st</sup> December, 2019.



### Broadband

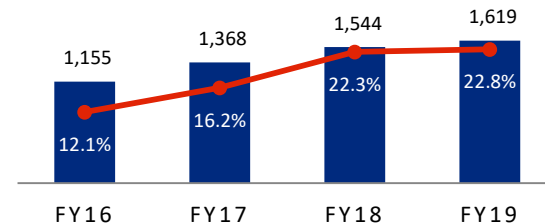
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.6 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.89 Mn High-speed cable broadband services across 26 cities (4 metros and 3 mini metros)



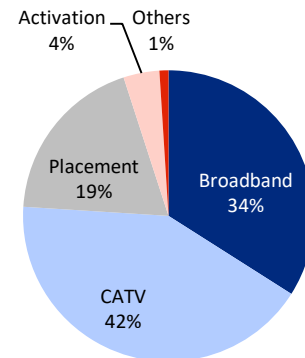
### Cable Television

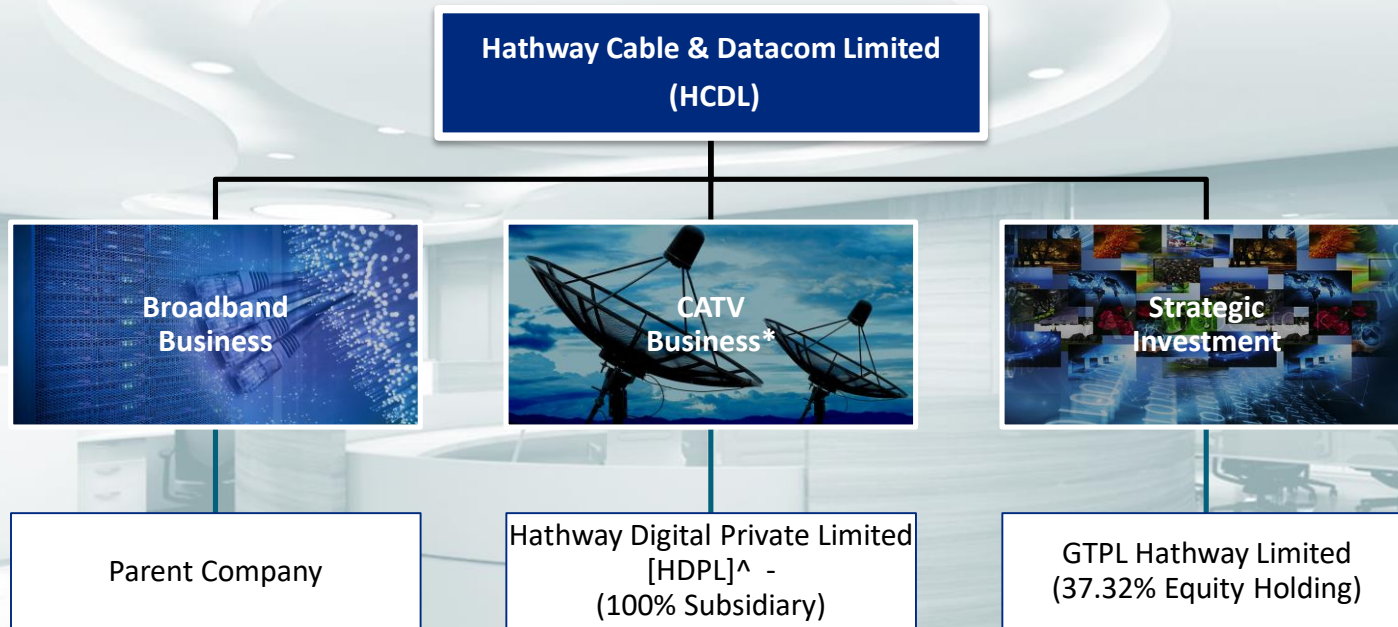
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting and 6 Mn digital cable subscribers / households
- 100% Subscribers are served through Hathway Connect and 80% online payment made by LCOs
- Offers cable television services across 350+ cities and major towns

### Consolidated Revenue\* (INR Cr) & EBITDA Margin (%)



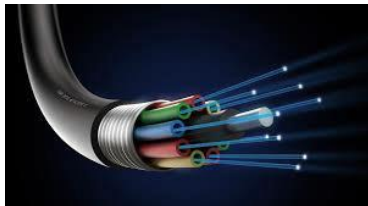
### FY19 Operational Revenue Break-up





# High Quality Infrastructure

Advanced technology and equipment provided by leading technology vendors



## Optic Fibre Cable Network

- Overground | 35,000 Kms
- Underground | 500 Kms
- Leased | 4,000 Kms



## Digital Headends

- 10 Head ends



## GPON Technology

- Broadband speed upto 1 Gbps
- Passive Network (No Power)
- VoD, OTT capabilities

Leading Technology Vendors

STBs (SD & HD)

**Skyworth**  
Health-tech Integration

**technicolor**

Head-ends/ Compression

**ERICSSON**  
TAKING YOU FORWARD

Modems

**technicolor**

**Skyworth**  
Health-tech Integration

GPON

**ZTE中兴**

**Alcatel-Lucent**

CAS

**NDS**

NOC & OSS

**CISCO**

ERP & Billing System

**ORACLE**



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thank  
you