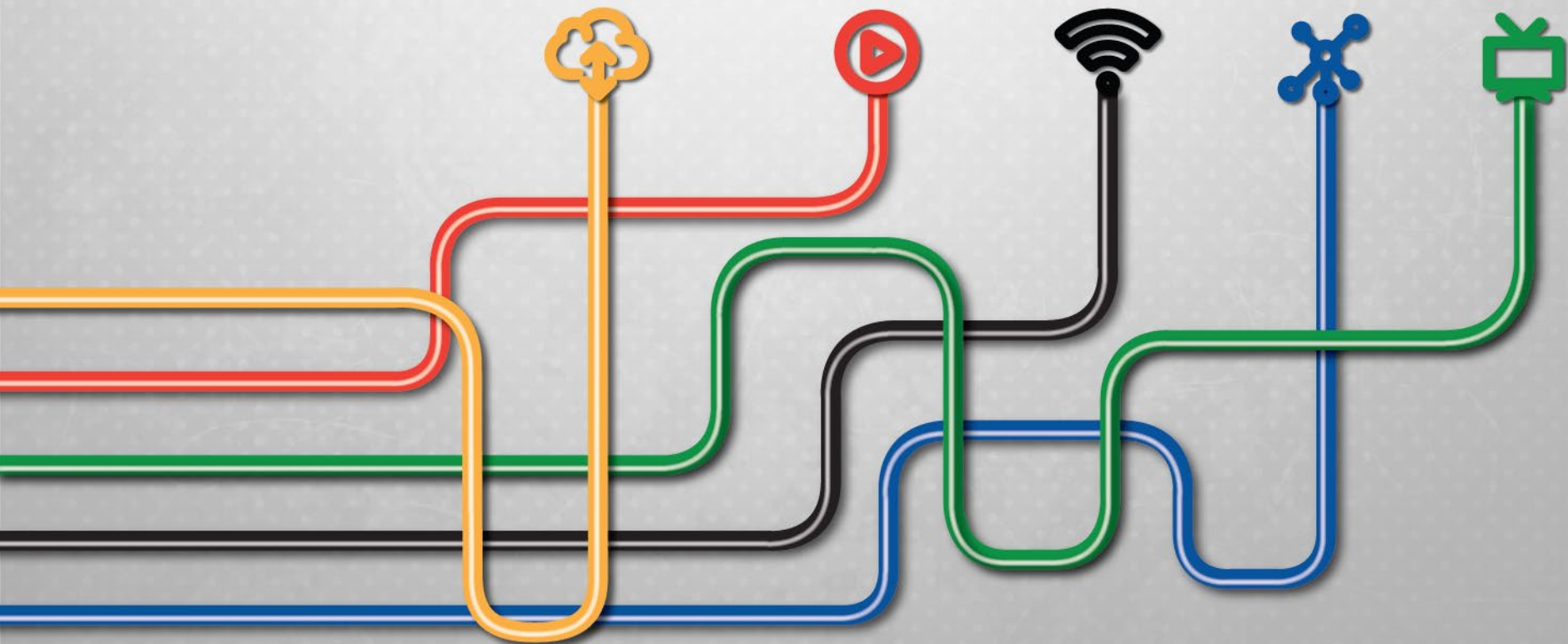


## Hathway Cable and Datacom Limited Investor Update – Q3 FY22



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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 it's 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.

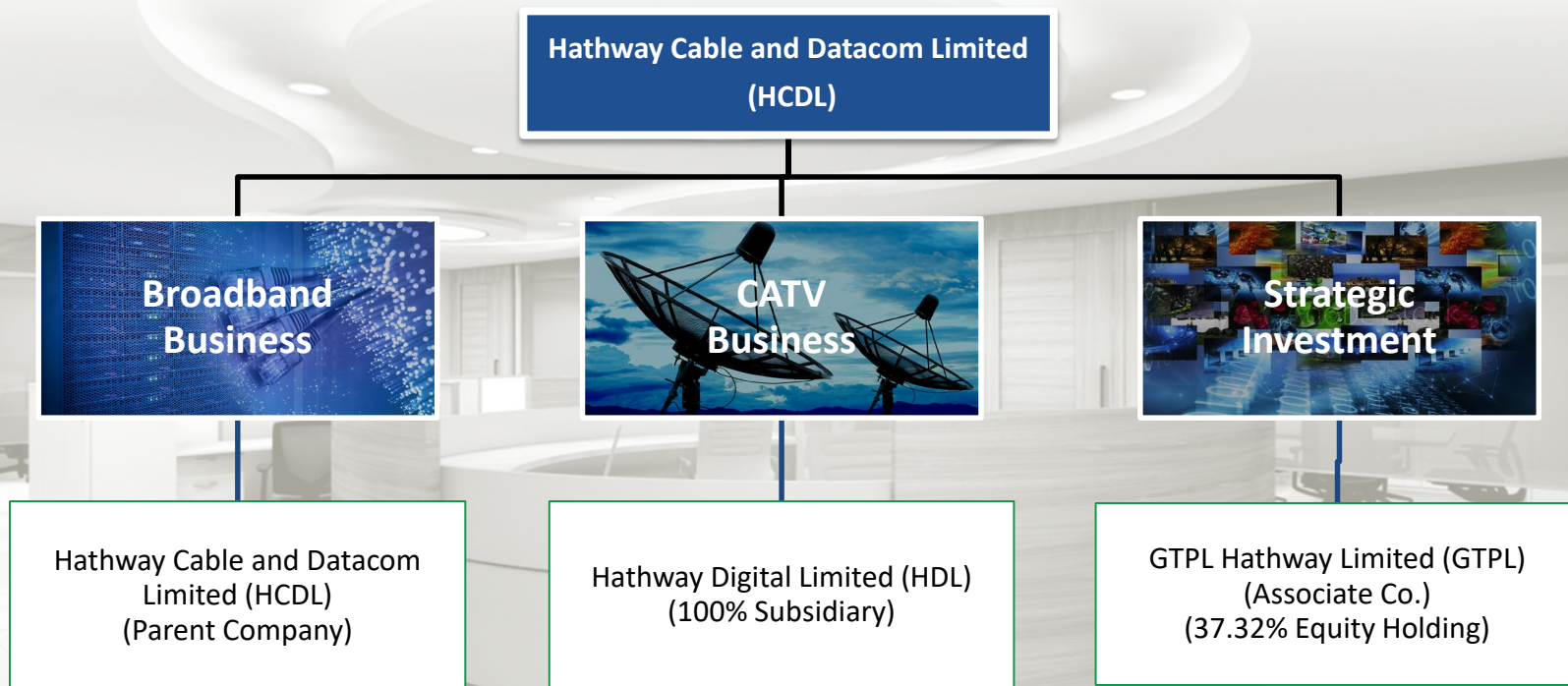


## Broadband

- 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 455.0 Cr, an improvement of 3% Y-o-Y
  - Broadband Revenue at INR 154.9 Cr
  - CATV Revenue at INR 300.1 Cr
- EBITDA at INR 122.7 Cr



Gross Revenue  
**INR 455.03 Cr**  
Y-o-Y Growth  
**3%**

EBITDA Margin 27%  
**INR 122.7 Cr**

- 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 250 new locations with IP links and added 3,000 KMs of Fiber network
- Product/ GTM Strategy/ Infrastructure ready for taking benefit of more conducive market and business scenario with Pandemic becoming more manageable. Set top box procurement and market share gain plans being rolled out
- Casting of OTT apps through already seeded new generation HD boxes piloted. This unique feature can give access of OTT to millions of Hathway Cable TV customers without any need to buy additional OTT box
- TV Plug Piloted. Using this Hathway can provide most reliable last mile Cable TV connectivity from a Mobile Tower Network
- 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
  - 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 154.9 Cr, Closing REC Base is maintained at same level, Revenue trajectory is flat essentially on a/c of higher speed and unlimited data limits now available at lower ARPU plans at industry level.
- Strong FTTH customers acquisition growth momentum picked-up in Q3 FY 22 with net additions of 24k FTTH customers. FTTH consumers now account to 65% of overall ISP consumers and 70% of ISP revenue
- Next Generation Docsis upgradation completed in all cities resulting in 70% decline in Docsis speed complaints and 64% of Docsis consumers have been upgraded to 100 mbps speed plans
- To increase FTTH consumer delight, 76% redundancy in FTTH PON ports up to splitter level achieved as on Dec 21. With Service upgradation now on an average FTTH consumers complaints only one time a year on any service issue
- FTTH capacity augmented to accommodate additional 1.2 lakhs consumers
- Net Promoter Score (NPS) at all time high of 80



Subscription Revenue  
**INR 154.9 Cr**

**300 Mbps**  
Maximum speed offered to customers

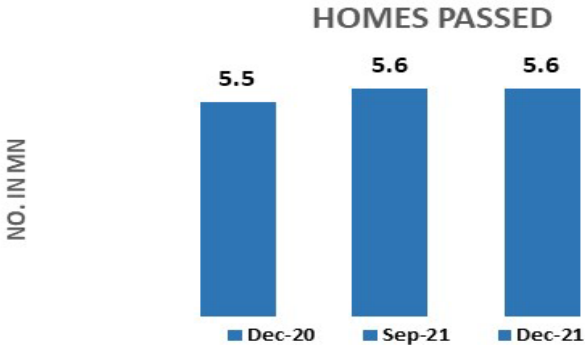
Broadband Subscribers  
**1.08 Mn**

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

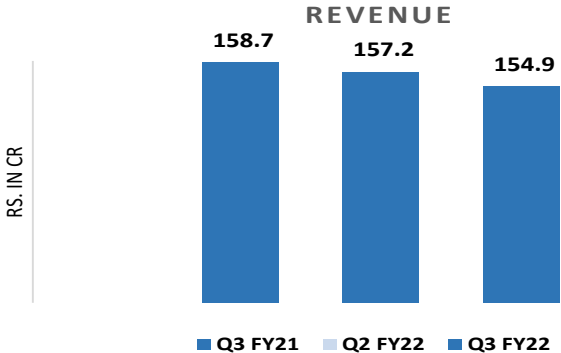
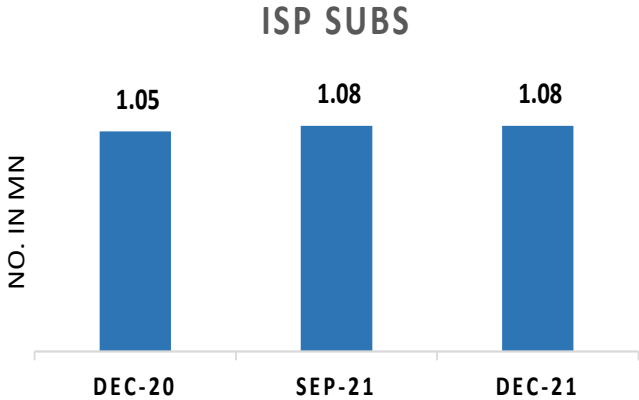
**Up to 3 TB**  
Data offered with average consumption  
**223 GB**

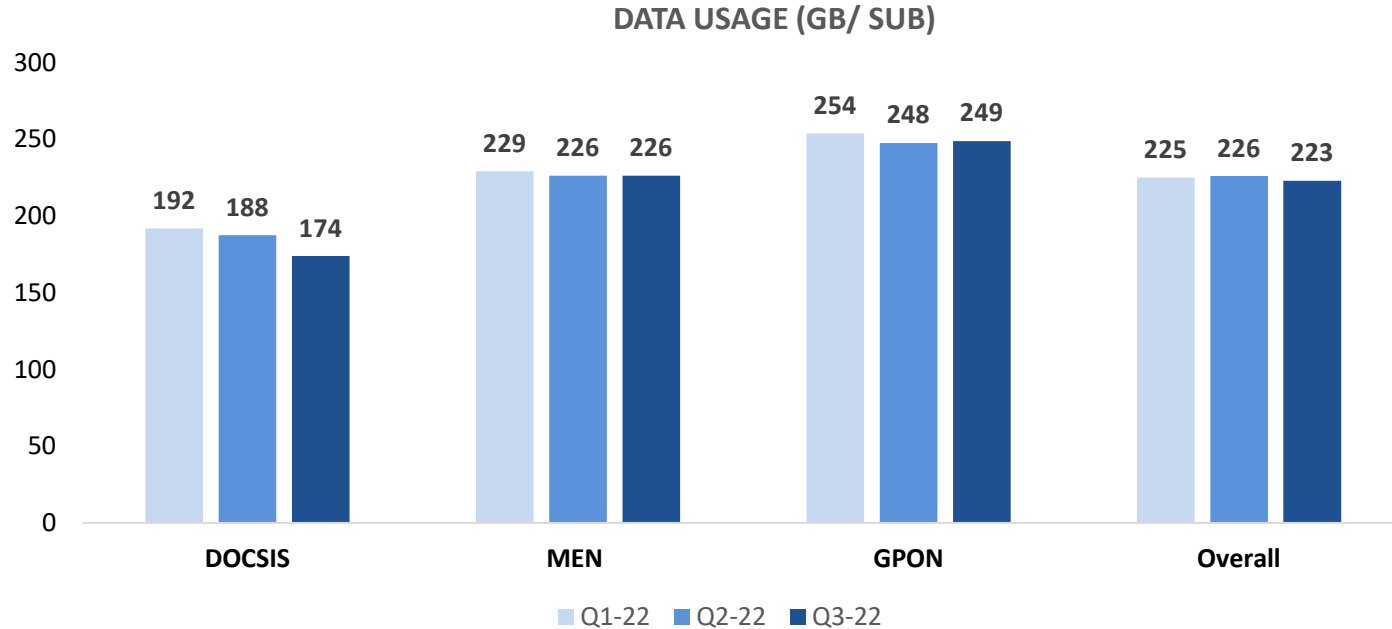


- **Broadband Industry First** – Implemented AI & ML based **VoiceBOT** for handling interactive Voice Services at Call Centers
  - Improved the Quality of Troubleshooting
  - Increased FTR (First Time Resolution)
  - Reduction in AHT (Average Hold Time)
- **ChatBOT** has enhanced customer experience in a holistic manner, improving FTR to 63% through enabling resolution of 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)	Q3-FY22	Q2-FY22	Q-o-Q Growth	Q3-FY21	Y-o-Y Growth	YTD Dec 21	YTD Dec 20	YTD Growth
Revenue from Operation	455.0	447.9	2%	442.3	3%	1,344.2	1,293.1	4%
<b>Total Income</b>	<b>455.0</b>	<b>447.9</b>	<b>2%</b>	<b>442.3</b>	<b>3%</b>	<b>1,344.2</b>	<b>1,293.1</b>	<b>4%</b>
Pay Channel Cost	168.4	157.3	7%	145.1	16%	480.8	409.7	17%
Operational Cost	74.7	77.7	-4%	67.1	11%	260.2	201.8	29%
Licence Fees	12.4	26.7	-53%	2.9	334%	11.6	27.5	-58%
Employee Cost	26.1	25.7	1%	24.8	5%	76.4	73.6	4%
Other Expenses	71.3	71.4	0%	79.4	-10%	214.1	218.9	-2%
<b>Total Expenditure</b>	<b>352.9</b>	<b>358.7</b>	<b>-2%</b>	<b>319.2</b>	<b>11%</b>	<b>1,043.2</b>	<b>931.4</b>	<b>12%</b>
<b>Operating EBITDA</b>	<b>102.1</b>	<b>89.2</b>	<b>15%</b>	<b>123.1</b>	<b>-17%</b>	<b>301.0</b>	<b>361.6</b>	<b>-17%</b>
Share of Profit/(Loss) of Associates	20.6	16.5	25%	18.1	14%	54.3	54.9	-1%
<b>EBITDA</b>	<b>122.7</b>	<b>105.7</b>	<b>16%</b>	<b>141.2</b>	<b>-13%</b>	<b>355.3</b>	<b>416.5</b>	<b>-15%</b>
<b>EBITDA margin %</b>	<b>27%</b>	<b>24%</b>	<b>3%</b>	<b>32%</b>	<b>-5%</b>	<b>26%</b>	<b>32%</b>	<b>-6%</b>
Non Operational Income	18.7	20.3	-8%	35.1	-47%	63.3	133.2	-52%
Finance cost	0.1	0.0	32%	0.1	-53%	0.2	37.4	-99%
Depreciation / Amortization	92.2	92.0	0%	91.9	0%	276.3	278.3	-1%
Exceptional items	10.4	8.2	26%	-	NA	18.6	-	NA
<b>PBT</b>	<b>38.8</b>	<b>25.7</b>	<b>51%</b>	<b>84.2</b>	<b>-54%</b>	<b>123.6</b>	<b>234.0</b>	<b>-47%</b>
Current Tax	-	-	NA	0.3	-100%	-	0.7	-100%
Deferred Tax	4.8	6.7	-28%	21.2	-77%	21.7	52.2	-59%
<b>PAT</b>	<b>34.0</b>	<b>19.1</b>	<b>78%</b>	<b>62.7</b>	<b>-46%</b>	<b>101.9</b>	<b>181.1</b>	<b>-44%</b>
<b>PAT margin %</b>	<b>7%</b>	<b>4%</b>	<b>3%</b>	<b>14%</b>	<b>-7%</b>	<b>8%</b>	<b>14%</b>	<b>-6%</b>
Other comprehensive income/(loss)	(5.2)	3.2	-262%	(0.1)	5714%	(3.2)	(0.1)	3866%
<b>Total comprehensive income</b>	<b>28.8</b>	<b>22.3</b>	<b>29%</b>	<b>62.6</b>	<b>-54%</b>	<b>98.8</b>	<b>181.0</b>	<b>-45%</b>

# HCDL Consolidated Balance Sheet as at 30<sup>th</sup> Sept 2021

Statement of Assets and Liabilities (INR Cr)	Sep-21	Mar-21
<b>A. Equity and Liabilities</b>		
<b>1.Shareholder's Funds</b>		
a. Share Capital	354.0	354.0
b. Reserves and Surplus	3,712.3	3,642.5
<b>Sub Total – Shareholder's funds</b>	<b>4,066.3</b>	<b>3,996.5</b>
<b>2. Non- Controlling Interests</b>	<b>1.6</b>	<b>1.4</b>
<b>3. Liabilities</b>		
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
<b>Sub Total – Current &amp; Non – current liabilities</b>	<b>586.2</b>	<b>521.1</b>
<b>TOTAL – EQUITY AND LIABILITIES</b>	<b>4,654.1</b>	<b>4,519.1</b>
<b>B. Assets</b>		
<b>1. Non-current assets</b>		
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
<b>Sub Total – Non – current assets</b>	<b>2,984.9</b>	<b>2,979.4</b>
<b>2. Current assets</b>		
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
<b>Sub Total –Current assets</b>	<b>1,669.2</b>	<b>1,539.7</b>
<b>TOTAL - ASSETS</b>	<b>4,654.1</b>	<b>4,519.1</b>

Investment in GTPL: CMV – INR 1,180 Cr

Free Cash Balance – INR 1,484 Cr

# HCDL Standalone Income Statement

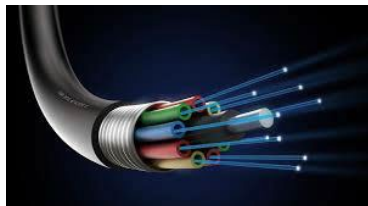
Income statement (INR Cr)	Q3-FY22	Q2-FY22	Q-o-Q Growth	Q3-FY21	Y-o-Y Growth	YTD Dec 21	YTD Dec 20	YTD Growth
Subscription Revenue	154.9	157.2	-1%	158.8	-2%	464.8	458.6	1%
<b>Total Income</b>	<b>154.9</b>	<b>157.2</b>	<b>-1%</b>	<b>158.8</b>	<b>-2%</b>	<b>464.8</b>	<b>458.6</b>	<b>1%</b>
Operational Cost	34.6	38.7	-11%	33.5	3%	111.6	119.6	-7%
Licence Fees	12.4	26.7	-53%	3.3	280%	39.9	11.6	244%
Employee Cost	14.6	14.4	2%	14.4	1%	41.7	42.7	-2%
Other Expenses	42.5	42.4	0%	49.0	-13%	126.3	131.2	-4%
<b>Total Expenditure</b>	<b>104.1</b>	<b>122.2</b>	<b>-15%</b>	<b>100.1</b>	<b>4%</b>	<b>319.4</b>	<b>305.0</b>	<b>5%</b>
<b>Operating EBITDA</b>	<b>50.8</b>	<b>35.0</b>	<b>45%</b>	<b>58.7</b>	<b>-13%</b>	<b>145.4</b>	<b>153.6</b>	<b>-5%</b>
<b>EBITDA margin %</b>	<b>33%</b>	<b>22%</b>	<b>11%</b>	<b>37%</b>	<b>-4%</b>	<b>31%</b>	<b>33%</b>	<b>-2%</b>
Non Operational Income	8.2	25.6	-68%	22.6	-64%	45.1	124.9	-64%
Finance cost	-	-	NA	0.0	-100%	0.0	19.9	-100%
Depreciation / Amortization	45.4	45.1	1%	43.9	3%	134.8	125.6	7%
<b>PBT</b>	<b>13.6</b>	<b>15.5</b>	<b>-12%</b>	<b>37.3</b>	<b>-64%</b>	<b>55.7</b>	<b>133.1</b>	<b>-58%</b>
Deferred Tax	3.6	4.2	-14%	14.4	-75%	14.7	38.5	-62%
<b>PAT</b>	<b>10.0</b>	<b>11.3</b>	<b>-12%</b>	<b>22.9</b>	<b>-56%</b>	<b>41.0</b>	<b>94.6</b>	<b>-57%</b>
<b>PAT margin %</b>	<b>6%</b>	<b>7%</b>	<b>-1%</b>	<b>14%</b>	<b>-8%</b>	<b>9%</b>	<b>21%</b>	<b>-12%</b>
Other comprehensive income/ (loss)	(2.2)	1.4	-259%	0.1	-3200%	(1.0)	(0.1)	1359%
<b>Total comprehensive income</b>	<b>7.8</b>	<b>12.7</b>	<b>-38%</b>	<b>23.0</b>	<b>-66%</b>	<b>40.1</b>	<b>94.5</b>	<b>-58%</b>

# HDL Standalone Income Statement

Income statement (INR Cr)	Q3-FY22	Q2-FY22	Q-o-Q Growth	Q3-FY21	Y-o-Y Growth	YTD Dec 21	YTD Dec 20	YTD Growth
Subscription Income	179.5	178.6	0%	180.3	0%	534.1	537.5	-1%
Placement	97.0	86.1	13%	70.9	37%	267.5	198.4	35%
Activation	6.4	7.8	-19%	13.4	-53%	23.6	41.7	-43%
Other Operating Income	8.0	7.4	7%	6.8	17%	22.3	18.7	19%
<b>Total Income</b>	<b>290.8</b>	<b>280.0</b>	<b>4%</b>	<b>271.5</b>	<b>7%</b>	<b>847.6</b>	<b>796.3</b>	<b>6%</b>
Pay Channel Cost	160.7	149.2	8%	136.0	18%	456.3	383.2	19%
Operational Cost	40.3	38.6	5%	32.6	24%	119.2	95.4	25%
Employee Cost	10.9	10.7	1%	9.8	11%	32.8	29.0	13%
Other Expenses	28.2	28.3	0%	30.2	-7%	86.0	86.3	0%
<b>Total Expenditure</b>	<b>240.1</b>	<b>226.8</b>	<b>6%</b>	<b>208.6</b>	<b>15%</b>	<b>694.3</b>	<b>593.9</b>	<b>17%</b>
<b>Operating EBITDA</b>	<b>50.7</b>	<b>53.2</b>	<b>-5%</b>	<b>62.8</b>	<b>-19%</b>	<b>153.2</b>	<b>202.5</b>	<b>-24%</b>
<b>EBITDA margin %</b>	<b>17%</b>	<b>19%</b>	<b>-2%</b>	<b>23%</b>	<b>19%</b>	<b>18%</b>	<b>25%</b>	<b>-7%</b>
Non Operational Income	10.3	11.1	-8%	11.8	-13%	32.6	19.6	67%
Finance cost	0.0	0.0	74%	0.0	-99%	0.0	17.3	-100%
Depreciation / Amortization	46.5	46.6	0%	47.7	-3%	140.7	151.8	-7%
Exceptional items	9.5	8.2	16%	-	NA	17.7	-	NA
<b>PBT</b>	<b>4.9</b>	<b>9.4</b>	<b>-48%</b>	<b>26.9</b>	<b>-82%</b>	<b>27.4</b>	<b>53.0</b>	<b>-48%</b>
Deferred Tax	1.1	2.5	-56%	6.8	-84%	6.9	13.3	-48%
<b>PAT</b>	<b>3.8</b>	<b>6.9</b>	<b>-45%</b>	<b>20.1</b>	<b>-81%</b>	<b>20.5</b>	<b>39.7</b>	<b>-48%</b>
<b>PAT margin %</b>	<b>1%</b>	<b>2%</b>	<b>-1%</b>	<b>7%</b>	<b>-6%</b>	<b>2%</b>	<b>5%</b>	<b>-3%</b>
Other comprehensive income/ (loss)	(3.1)	1.8	-273%	(0.2)	1938%	(2.3)	(0.1)	2903%
<b>Total comprehensive income</b>	<b>0.8</b>	<b>8.7</b>	<b>-91%</b>	<b>19.9</b>	<b>-96%</b>	<b>18.2</b>	<b>39.6</b>	<b>-54%</b>



## Advanced technology and equipment provided by leading technology vendors



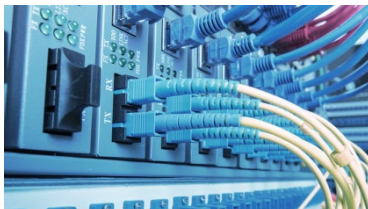
### Optic Fibre Cable Network

- 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



Alcatel-Lucent



CAS



NOC & OSS



ERP & Billing System



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**THANK YOU**