



Date: April 15, 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 Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended 31st March, 2019

Dear Sir/Madam,

Please find enclosed the Investor Update on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended 31st March, 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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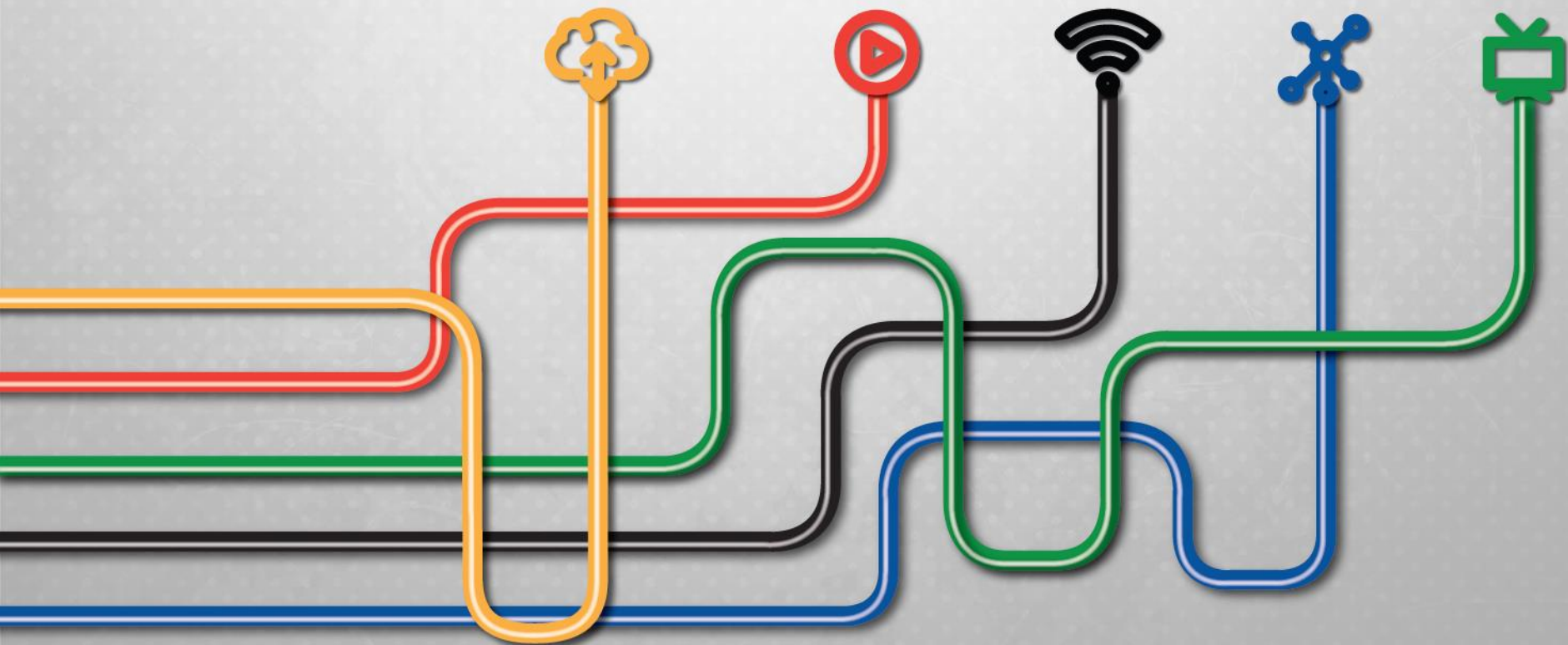
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CIN No. L64204MH1959PLC011421

Hathway Cable and Datacom Limited

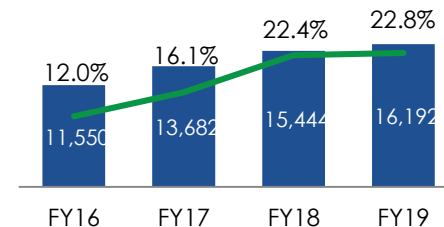
Investor Update – Q4-FY19



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- Hathway Cable and 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 50.45 Bn as on 31st March, 2019.

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



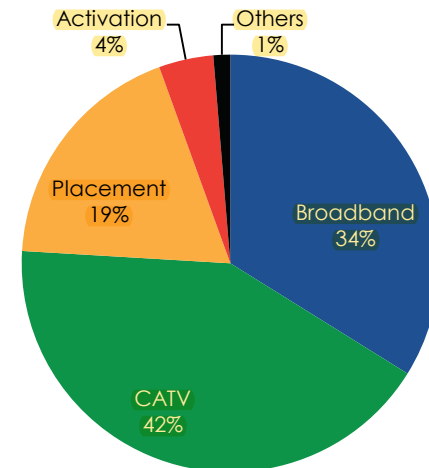
Broadband

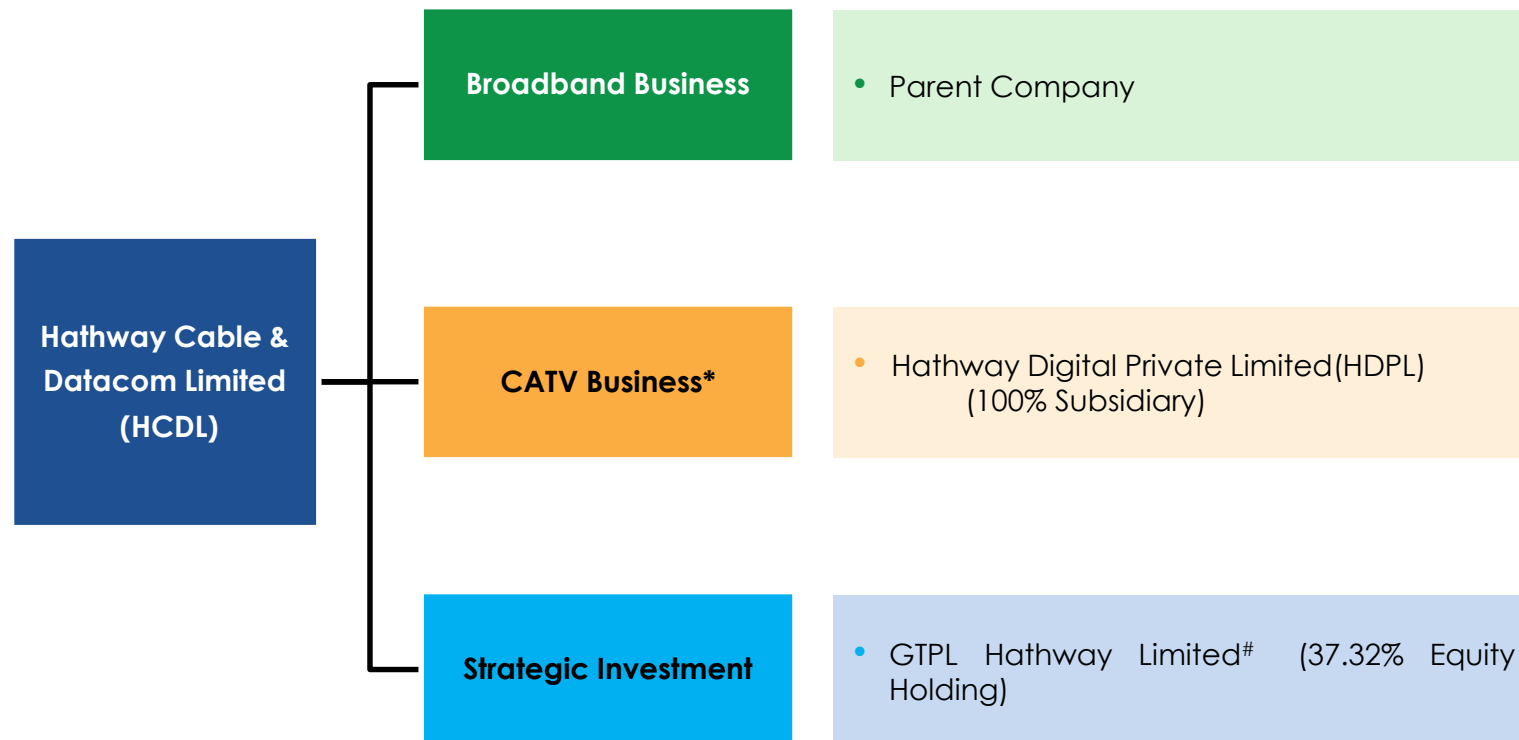
- Hathway holds a PAN India ISP license and is the first cable television services provider to offer broadband Internet services
- Approximately 5.5 Mn two-way broadband homes passed
- Total broadband Subscribers – 0.81 Mn
- High-speed cable broadband services across 16 cities (4 metros and 3 mini metros)

Cable Television

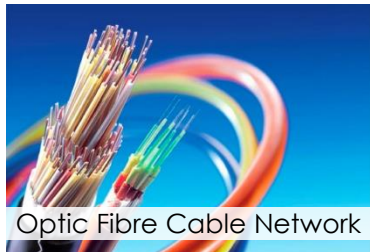
- One of India's largest MSO, across various regions of the country and transmitting the same to LCOs or directly to subscribers
- Extensive network connecting and 6 Mn digital cable subscribers / households
- 100% Subscribers are served through Hathway Connect and 70% online payment made by LCOs
- Offers cable television services across 350 cities and major towns
- 15 in-house channels and 10 Value Added Services

FY19 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

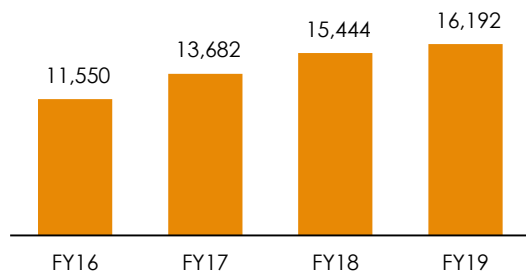


- Best in class consumer/LCO user interface in Cable Television industry
- New tariff order optimize content cost

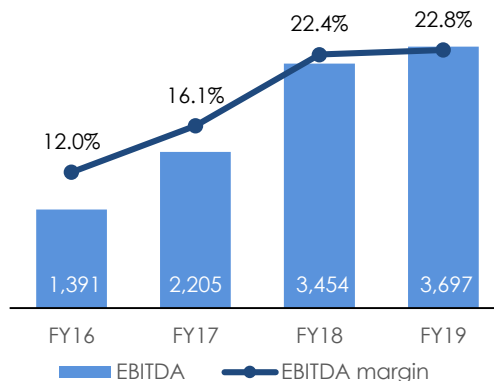
❑ FY19 performance (Consolidated)

- **Total Comprehensive Income (PAT)** : INR (1,865) Mn;
- **Total Income**: INR 16,192 Mn; **Increase by 748 Mn Y-o-Y**; Y-o-Y Growth: (+5%)
- **EBITDA** : INR 3,697 Mn ; **Increase by 243 Mn Y-o-Y**, Y-o-Y Growth: (+7%)
- **EBITDA Margins** : 22.8%

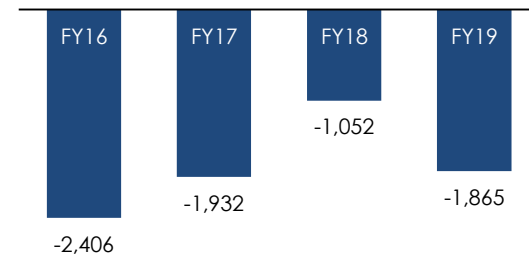
Consolidated Revenue (INR Mn)



Consolidated EBITDA & Margins (INR Mn)



Consolidated Comprehensive Income (INR Mn)





Hathway Cable and Datacom Ltd. (HCDL)

Parent Company

Broadband Business

- 30k active paid consumers - Net adds on Q-o-Q basis with New customer ARPU of INR 685/- (Excluding Taxes)
- FTTH markets leading growth in customers acquisition. With < 30 GB monthly usage consumers already churned to mobility in previous quarters, overall broadband monthly churn has come down and currently trending at 1.75%
- Consumers net additions growth momentum to continue and to further accelerate in FY20
- Focus increased on customer delight, continuous increase in bandwidth / consumer. 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 200 GB / month. Nationally 50% consumers are above 80 GB / month data consumption

FY19 Financial Highlights



Broadband
Revenue
INR 5,276 Mn



38%
Operating
EBITDA Margins
INR 2,027



Broadband
subscribers
0.81 Mn



5.5 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 77 MBPS



Upto 2 TB
Data offered
with average
consumption of
113 GB

- Hathway launched Play box based on android platform in Chennai markets in Q4-FY19 and are getting a positive response from the market. Our 25% of new acquisitions are from Hathway Play Box in just 3 month of its launch providing impetus to our over all net addition growth. This product offers world class large screen OTT viewing experience to Hathway broadband customers.
- Play box is helping to increase data usage, as consumers shift Viewing to OTT on large screen, thereby further strengthening business case for FTTH
- Substantial investment in reducing customer complaint TAT and overall level of complaints, leading many markets to reach a 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

FY19 Financial Highlights



Broadband
Revenue
INR 5,276 Mn



38%
Operating
EBITDA Margins
INR 2,027



Broadband
subscribers
0.81 Mn



5.5 Mn
Broadband homes
passed and
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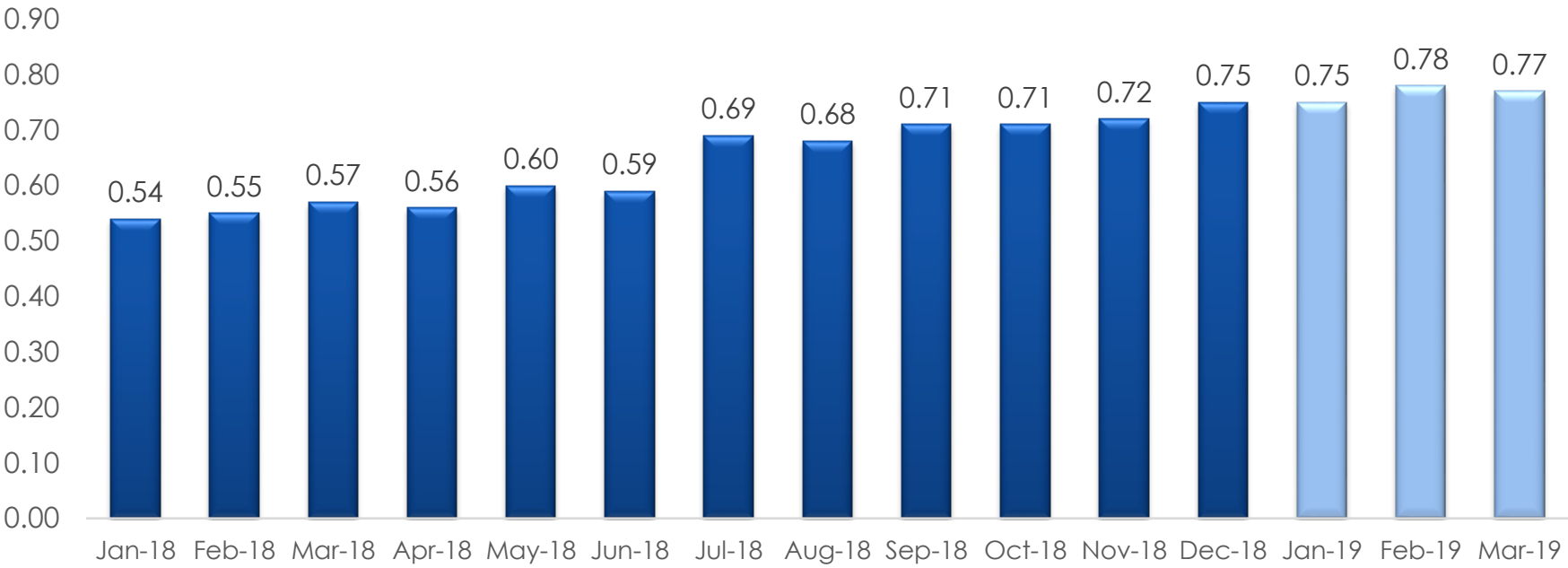


300 MBPS
Maximum speed
offered to its
customers
Average of 77 MBPS



Upto 2 TB
Data offered
with average
consumption of
113 GB

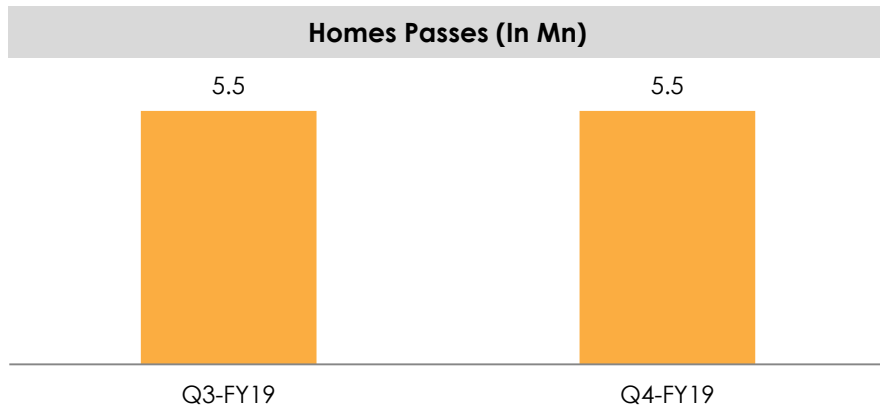
Bandwidth consumption (Mbps) per Subscriber



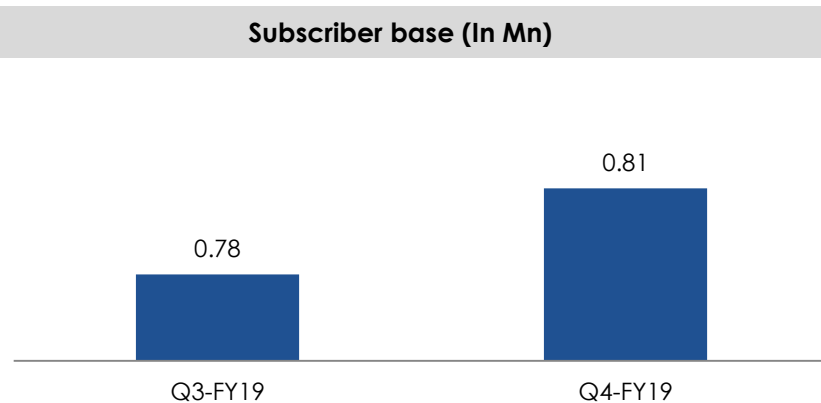
* In Mbps per Subscriber

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

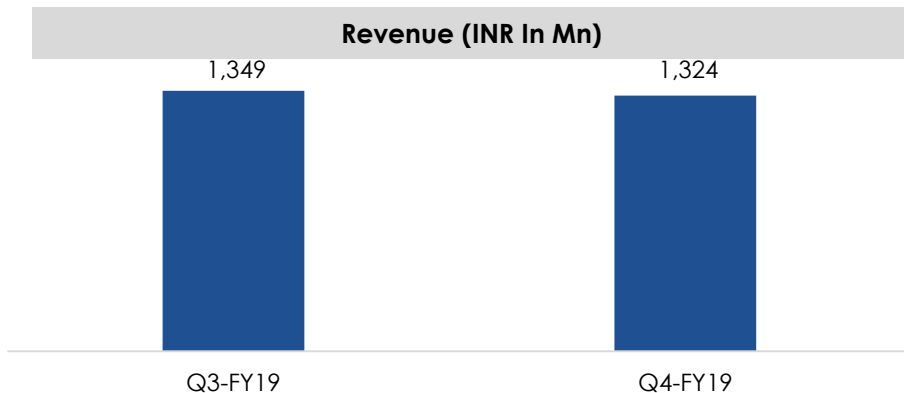
Homes Passes (In Mn)



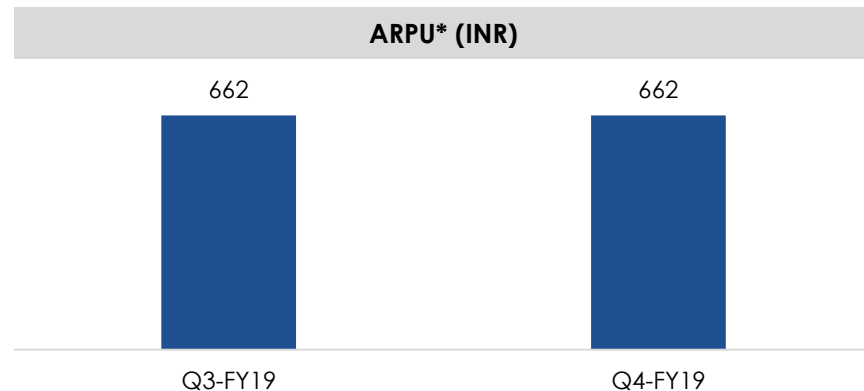
Subscriber base (In Mn)



Revenue (INR In Mn)



ARPU* (INR)



HCDL Income Statement

Income statement (INR Mn)	Q4-FY19	Q3-FY19	Q-o-Q Growth	Q4-FY18	Y-o-Y Growth	FY19
Subscription Broadband	1,324	1,349	-2%	1,457	-9%	5,276
Total Income	1,324	1,349	-2%	1,457	-9%	5,276
Operational Expenses	319	333	-4%	323	-1%	1,225
Employee Cost	130	136	-4%	111	17%	498
Other Expenses	451	367	23%	384	18%	1,526
Total Expenditure	900	836	8%	818	10%	3,249
Operating EBITDA	423	513	-17%	639	-34%	2,027
EBITDA %	32%	38%	-6%	44%	12%	38%
Non Operational Income	400	55	627%	35	1,043%	549
Depreciation / Amortization	282	328	-14%	256	10%	1,159
Forex (Gain)/ Loss	(9)	(31)	NA	49	NA	116
Finance Cost	256	206	24%	234	9%	1,026
PAT before exceptional item	294	64	359%	135	118%	275
Add: Exceptional Items	845		0%	9	NA	845
PBT	(550)	64	NA	126	-536%	(570)
Deferred Tax Income (Net)	2,677		0%	-		2,677
Other Comprehensive Income / (Loss) (Net of Tax)	7	(2)	NA	9	-22%	8
Total Comprehensive Income	2,134	63	3,287%	135	1,481%	2,114

HCDL Balance Sheet

Statement of Assets and Liabilities (INR Mn)	Standalone	
	As on Mar 2019	As on Mar 2018
1.Shareholder's Funds		
a. Equity Share Capital	3,540	1,661
b. Other Equity	39,480	8,878
Sub Total – Shareholder's funds	43,021	10,539
2. Non-current liabilities		
a. Borrowings	8,002	4,832
b. Other Financial, Provisions and non-current Liabilities	158	104
Sub Total – Non – curent liabilities	8,160	4,936
3. Current liabilities		
a. Borrowings	24	304
b. Trade Payables	440	484
c. Borrowings & Other Financial Liabilities	3,080	4,583
d. Provisions and other current Liabilities	857	915
Sub Total – Current liabilities	4,401	6,286
TOTAL – EQUITY AND LIABILITIES	55,581	21,761
1. Non-current assets		
a. Property, Plant, Equipment & Intangibles	8,553	7,982
b. Investments	10,838	10,897
c. Loans & other financial assets	369	432
d. Other non-current assets	440	884
e. Deferred tax assets (net)	2,677	-
Sub Total – Non – current assets	22,877	20,195
2. Current assets		
a. Inventories	130	156
b. Investments	29,936	-
c. Trade Receivables	65	302
d. Cash and Cash equivalents & Other Bank Balance'	1,031	45
e. Loans & other financial assets	822	663
f. Current Tax Assets (Net)	425	-
g. Other Current Assets	296	399
Sub Total –Current assets	32,705	1,565
TOTAL - ASSETS	55,581	21,761



Hathway Digital Pvt. Ltd. (HDPL)

Wholly owned Subsidiary of HCDL

CATV Business

- Standalone Subscription Revenue increase by 7% to INR 1,627 Mn in Q4-FY19 from INR 1,526 Mn in Q4-FY18
- Standalone Operating EBITDA increased by 13% Q-oQ basis to INR 410 Mn in Q4-FY19 from INR 361 Mn in Q3-FY19
- Q4-FY19 Collection efficiency is at 99%
- Hathway has been able to successfully migrate to New Tariff Order which came in effect from 1st February 2019. Hathway's management capability, robustness of IT platforms, deep consumer understanding and brilliant basics on ground execution helped Hathway in smooth migration
- Post NTO business model changed from B2B to B2B2C. With no hangover of historical anomalies in content cost, Hathway is well poised to take advantage of company strategic and execution strengths to delight consumers, out-execute competition and get required return on business investment
- Required investments being made in understanding consumer needs and expectations in various phases of digitalization. Insights from this research will be used to further improve Hathway DPO Packs to increase customer satisfaction

FY19 Financial Highlights



14%

Y-o-Y growth in
Subscription Revenue

INR 6,524 Mn



6 Mn STBs



100% base

Served through
Hathway Connect

70% Online Collection



350+

Presence in cities
and major towns



35,000 Kms

Fiber cable
Network



261K

HD
Subscriber**s**



- Hathway Ultra Smart Hub – India's First Hybrid TV previewed to selective opinion leaders, trade partners and Hathway Direct cable TV consumers
- More than 95% of customers fully satisfied and consider this as revolution in TV viewing experience
- Full scale launch Work in Progress

FY19 Financial Highlights



14%

Y-o-Y growth in
Subscription Revenue

INR 6,524 Mn



6 Mn STBs



100% base

Served through
Hathway Connect

70% Online Collection



350+

Presence in cities
and major towns



35,000 Kms

Fiber cable
Network



261K

HD
Subscribers

HDPL Income Statement

Income statement (INR Mn)	Q4-FY19	Q3-FY19	Q-o-Q Growth	Q4-FY18	Y-o-Y Growth	FY19
Subscription CATV	1,627	1,663	-2%	1,526	7%	6,524
Placement	572	791	-28%	748	-24%	2,877
Activation	157	160	-2%	227	-31%	659
Other operating income	61	64	-5%	44	38%	204
Total Income	2,417	2,678	-10%	2,545	-5%	10,264
Pay Channel Cost	1,246	1,607	-22%	1,426	-13%	5,913
Operational Cost	346	319	9%	347	0%	1,309
Employee Cost	84	73	16%	61	38%	304
Other Expenses	330	318	4%	310	6%	1,233
Total Expenditure	2,006	2,317	-13%	2,144	-6%	8,759
Operating EBITDA	410	361	13%	401	2%	1,505
EBITDA %	17%	13%	26%	16%	8%	15%



Historical Financials

Consolidated Balance Sheet

Statement of Assets and Liabilities (INR Mn)	Consolidated			
	As on Mar 2019	As on Mar 2018	As on Mar 2017	As on Mar 2016
1.Shareholder's Funds				
a. Equity Share Capital	3,540	1,661	1,661	1,661
b. Other Equity	32,855	6,263	7,267	9,227
Sub Total – Shareholder's funds	36,395	7,924	8,928	10,888
2. Minority Interest	-8	-39	9	12
3. Non-current liabilities				
a. Borrowings	14,567	8,488	9,348	9,734
b. Other Financial, Provisions and non-current Liabilities	1,094	1,641	1,865	435
b. Deferred Tax Liabilities (Net)			14	16
Sub Total – Non – current liabilities	15,661	10,129	11,227	10,185
4. Current liabilities				
a. Borrowings	778	1,588	1,302	1,993
b. Trade Payables	2,593	1,620	1,763	1,777
c. Borrowings & Other Financial Liabilities	6,840	9,335	8,496	5,347
d. Provisions and other current Liabilities	1,980	2,136	2,412	3,347
Sub Total – Current liabilities	12,191	14,680	13,973	12,464
TOTAL – EQUITY AND LIABILITIES	64,238	32,694	34,137	33,549
1. Non-current assets				
a. Property, Plant, Equipment & Intangibles	17,356	18,676	18,764	18,346
b. Investments	6,404	6,439	7,188	7,181
c. Loans & other financial assets	507	577	494	828
d. Other non-current assets	998	1,448	1,214	1,414
e. Deferred tax assets (net)	4,408	19	28	26
Sub Total – Non – current assets	29,673	27,159	27,688	27,795
2. Current assets				
a. Inventories	150	177	217	183
b. Investments	29,957	-	-	-
c. Trade Receivables	1,208	3,904	3,451	2,872
d. Cash and Cash equivalents & Other Bank Balance ¹	1,530	316	509	416
e. Loans & other financial assets	315	291	414	267
f. Current Tax Assets (Net)	447	32	300	289
g. Other Current Assets	959	816	1,558	1,728
Sub Total –Current assets	34,565	5,535	6,449	5,754
TOTAL - ASSETS	64,238	32,694	34,137	33,549

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Thank You