



Transcript – Hathway Bhawani Cabletel & Datacom Limited- Annual General Meeting –

August 28, 2021

Mr. Dilip Worah, Chairman:

Ladies & Gentlemen, Good Afternoon! Its 02:25 p.m. (IST) and time to start the meeting. Apologies due to technical glitches, the meeting could not start at 2:00 p.m. (IST).

I welcome all of you to the 37th Annual General Meeting of your Company. I hope all of you are safe and in good health.

This meeting is held through Video Conferencing (VC) due to Covid-19 Pandemic, lockdown and social distancing norms.

This is in compliance with the circulars issued by the Ministry of Corporate Affairs, the Government of India and the Securities and Exchange Board of India.

The Company has taken all feasible steps to ensure that the shareholders are provided an opportunity to participate in the Annual General Meeting and also vote. The Company has provided adequate Video Conferencing facility to its members to participate in this meeting and also vote.

The requisite quorum is present and, therefore, I call the meeting to order.

As informed to me, your Company has received 3 Corporate Representations, representing 52,11,196 (Fifty-Two Lakhs Eleven Thousand One Hundred and Ninety Six only) equity shares equivalent to 64.34% of the equity share capital.

The Register of Directors and Key Managerial Personnel and their Shareholding and Register of Contracts or Arrangements in which Directors are interested, the Auditors' Reports and the Secretarial Audit Report of the Company for the year ended March 31, 2021 and other documents referred in the notice convening this Meeting, are available and will remain accessible to the members for electronic inspection, if they so desire, till the conclusion of the meeting.

I wish to introduce for the benefit of new members, my colleagues on the Board of the Company:

- Mr. L. K. Kannan – Independent Director & Chairman of Nomination and Remuneration Committee
- Mr. Vatan Pathan – Non Executive Director and CEO & Chairman of Stakeholders' Relationship Committee
- Ms. Pranjali Gawde– Non Executive Director

All the Directors of the Company are present at this meeting.

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Mr. Ajay Singh, Company Secretary and Compliance Officer, Mr. Basant Haritwal, CFO and representatives of the Statutory Auditors and Secretarial Auditor are also present at this meeting.

Ladies and Gentlemen, the notice convening this Annual General Meeting and a copy of the Annual Report for the financial year ended March 31, 2021, has already been circulated to Members of the Company electronically.

With your permission, I shall take them as read.

The Auditors' Reports on the Standalone and Consolidated Financial Statements and the Secretarial Audit Report of the Company for the financial year ended March 31, 2021 do not contain any qualification, reservation, adverse remark or disclaimer. Accordingly, the reports are not required to be read out, as provided in the Companies Act, 2013.

I now request Mr. Vatan Pathan, CEO of your Company to address this meeting.

Mr. Vatan Pathan, the CEO:

Dear Shareholders,

It gives me great pleasure in welcoming you all to the 37th annual general meeting of your company.

As you all know the Company provides cable television services with transparency to end customers. The Company also enabled customers to watch television of their choice as well as enabling LCO partners with the best-in-class technology toolkit to increase their business during the financial year 2020-21.

Apart from further investment in enhancing our systems and technical capabilities to ensure uninterrupted service to esteemed consumers, the following new initiatives were taken this year:

- automated reminders and additional payment systems through MyJio app and other wallets;
- customers were provided with a channel selector app from TRAI through Cable TV service provider Hathway Digital Limited which being the first few MSO's to do the same;
- new digital eCAF process including IVR-based authentication in addition to OTP process;

The Company has successfully increased engagement with cable TV consumers by implementing many new DPO packs. Packaging is based on extensive consumer research and focused group interviews with the customers along with input from local cable operators.

These initiatives will help company to increase consumer loyalty and to retain customers for a longer duration as well as get many more new customers.

Below are few initiatives which were undertaken as part of this increased engagement:

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- Development of E-invoicing system
- Online dashboards for LCO's on the LCO portal to engage and give them the data which will help them to increase their business and the same also being used by the Cable TV service provider Hathway Digital Limited to reward and recognise best performing LCO's.

Before I conclude, I would like to take this opportunity to thank all our partners, employees, consumers and shareholders for their generous support and co-operation over the years.

Thank You, I now hand over to Mr. Dilip Worah.

Mr. Dilip Worah, Chairman:

I wish to inform you that pursuant to the provisions of section 108 of the Companies Act, 2013 read with Rule 20 of the Companies (Management and Administration) Amendment Rules, 2015 and Regulation 44 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, your Company has provided remote e-voting facility to its shareholders to cast vote on the resolutions proposed in the Annual General Meeting.

The remote e-voting facility was open during the period from Wednesday, August 25, 2021 at 09:00 a.m. to Friday, August 27, 2021 till 5:00 p.m.

Members who have not voted through remote e-voting can cast their votes through e-voting facility (Insta poll) at the end of the meeting.

The Board of Directors of the Company has appointed Mr. Himanshu Kamdar, Practicing Company Secretary, Partner, Rathi & Associates, Company secretaries as scrutinizer to scrutinize the remote e-voting and Insta poll process in a fair and transparent manner and for giving report on e-voting. The scrutinizer is present at the meeting.

Resolutions + Q&A Session + Vote of Thanks + E-voting (Insta Poll)

After the resolutions set out in the Notice of AGM were proposed and seconded, Mr. Ajay Singh, Company Secretary and Compliance Officer, at the direction of the Chairman, facilitated question and answer session.

Ms. Lekha Shah, Mr. Rajendraprasad Devprasad Joshi and Mr. Anil Parekh, Shareholders from Mumbai, spoke at the meeting. They expressed their views and sought clarifications inter alia on the Company's business operations and its future growth plans.

The Chairman thereafter ordered voting at the Meeting electronically by members who had not voted in remote e-voting and requested the Scrutiniser - Mr. Himanshu Kamdar of M/s. Rathi & Associates, Company Secretaries, to ensure an orderly conduct of the e-voting.

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The Chairman stated that the final results of the remote e-voting and e-voting during Annual General Meeting on all the resolutions as per the notice of 37th Annual General Meeting will be declared in accordance with the applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The said announcement shall be submitted with the stock exchange by Mr. Ajay Singh – Company Secretary and Compliance Officer of the Company and shall also be uploaded on your company's website and Kfintech website.

The Chairman expressed his gratitude to all the members for attending this meeting and for their kind co-operation and further expressed his hope to see all the members face to face in the next Annual General Meeting.

The Chairman also expressed his sincere gratitude to all the Directors, representative of Secretarial and Statutory Auditors for attending this Annual General Meeting.

The Chairman stated that all the business set out in the notice of this meeting having been concluded and a time period of 15 minutes would be available for e-voting at the meeting after which the meeting will stand closed.

Mr. Ajay Singh proposed a vote of thanks to the Chairman, Directors and to all the members.

The meeting concluded at 3:00 p.m. (IST).

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