



HT MEDIA LIMITED

Results Presentation (Consolidated)

Q1 FY 2014

20 July 2013

Certain statements in this document may be forward-looking. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. HT Media Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Title	Slide no
Management's Message	4
Q1 FY14 Performance Overview	5
Financial Performance	6
Operational Highlights	7
Way Forward	9
About us	10

Commenting on the performance for Q1 FY2014, Mrs. Shobhana Bhartia, Chairperson and Editorial Director, HT Media, said:

“Our performance has been healthy during the quarter, thanks to the growth in advertising revenue and successfully maintaining control over input costs.

While the overall economic environment continues to be subdued, what has worked for us is our diversification strategy. We continue to effectively build brand salience in Mumbai and our Hindi business is sustaining a healthy pace of growth led by Uttar Pradesh. Our digital and radio businesses continue to gain traction and deliver robust growth.

Overall, we remain optimistic on the medium-term outlook for HTML and will deliver sustainable growth and profitability for our stakeholders as the economic environment improves.”

Q1 FY2014 Performance Overview



(All comparisons with Q1 FY2013)

Total revenues up 11% at Rs. 5,685 million from Rs. 5,109 million:

- 10% increase in advertising revenues of print segment to Rs. 4,095 million from Rs. 3,725 million primarily driven by increase in advertising volumes
- 16% increase in circulation revenues of print segment to Rs. 608 million from Rs. 525 million driven by increase in realisation per copy
- 15% increase in Radio revenues to Rs 214 million from Rs 186 million

EBITDA higher by 20% to Rs. 1055 million from Rs. 878 million; primarily driven by:

- Growth in advertising and circulation revenues
- 3% decline in cost of raw material to Rs. 1,715 million from Rs. 1,762 million due to decrease in newsprint consumption

Growth Partially offset by

- 18% increase in other expenses to Rs 1,818 million from Rs 1,537 million on account of increase in advertising and sales promotions expenses
- 15% increase in employee cost to Rs 1,055 million from Rs 916 million

PAT higher by 17% to Rs. 475 million from Rs. 407 million for the reasons stated above

EPS (non annualised) stood at Rs 2.03

Financial Performance

(Rs. in millions, except EPS data)

Particulars	Three months ended		
	30.06.2013 (Unaudited)	30.06.2012 (Unaudited)	Shift (%)
Net Sales / Income from operations	5,322	4,833	10%
Other Operating Income	87	67	30%
Total Income from operations	5,409	4,900	10%
Other income	276	209	32%
Total Income	5,685	5,109	11%
(Increase)/Decrease in Inventory	42	16	
Consumption of Raw Materials	1,715	1,762	-3%
Employees Cost	1,055	916	15%
Other Expenditure	1,818	1,537	18%
Total Expenditure	4,630	4,231	9%
EBITDA	1,055	878	20%
Margin (%)	19%	17%	
Depreciation	219	220	-1%
Interest & finance charges	137	103	33%
Profit before tax	699	555	26%
Margin (%)	12%	11%	
Tax Expense	183	129	43%
Profit after tax	516	426	21%
Margin (%)	9%	8%	
Minority interest - (Profit) / Loss	(41)	(19)	
Net Income	475	407	17%
Margin (%)	8%	8%	
EPS (non annualised)	2.03	1.73	

IRS Q4 2012 validates the progress made by HTML across all its publications

‘Hindustan Times’ readership grows to 3.82 million with over 2.4 million exclusive readers – 1% growth over IRS Q4 2011

- Retains its leadership position in Delhi NCR with 2.20 million readers; 1.65 million exclusive readers
- Consolidates No. 2 position in Mumbai
 - Readership of 0.82 million, a growth of 5% over IRS Q4 2011
 - Over 0.49 million exclusive readers that are not reached by competition

‘Hindustan’ continues to consolidate its position with an all India average readership of 12.25 million; a growth of 2% over IRS Q4 2011

- Continues its strong leadership position in Bihar with a readership share of 68%; Readership at 4.81 million
- No. 1 in Jharkhand market with a readership of 1.69 million, reflecting a readership share of 46%
- Continues to be the fastest growing daily in Uttar Pradesh & Uttarakhand
 - Readership increases to 4.62 million; growth of 7% over IRS Q4 2011
 - Exclusive readership at 2.97 million
- Second largest Hindi daily in Delhi NCR with a readership of 1.19 million

‘Mint’ maintains its No. 2 position in business daily segment with a readership of 0.22 million

- Readership share of 28% in key markets of Delhi NCR, Mumbai, Bengaluru, Kolkata, Chennai & Hyderabad put together
- 90% of the readers are exclusive, that are not reached by competition

Digital business continues to report buoyant performance for the Q1 FY14

- 41% increase in revenues from Digital segment to Rs. 171 million from Rs. 121 million in Q1 FY13
- Shine.com registers revenue growth of 81% in Q1 FY14 over Q1 FY13
- HTCampus.com registers revenue growth of 39% over Q1 FY13
- HT Mobile continues to grow with 22% increase in revenue over Q1 FY13

HT Mobile Solutions acquired Webitude, a social media & digital marketing company in May 2013. With the intention to offer strong digital solutions the HT Mobile Solutions together with Webitude, has launched an umbrella brand “Digital Quotient”.

HT Media's business outlook continues to be strong on the back of:

- Increasing returns in new businesses like HT Mumbai, Radio and Mint to contribute towards revenue growth and improved profitability
- Gaining traction in the digital businesses
- Strong balance sheet capable of supporting investments in growing businesses whilst exploring new opportunities- Net cash of Rs. 6791 million

HT Media Limited is one of India's foremost media companies, and home to three leading newspapers in the country in the English, Hindi and business segments – 'Hindustan Times' (English daily), 'Hindustan' (Hindi daily, through a subsidiary) and 'Mint' (business daily). 'Hindustan Times' was started in 1924 and has a more than 85-year history as one of India's leading newspapers. The Company also has four FM radio stations - "Fever 104" in Delhi, Mumbai, Bengaluru and Kolkata. The Company also operates a job portal in the internet space, called www.Shine.com. This is in addition to the existing websites livemint.com and hindustantimes.com.

HT Media also publishes two Hindi magazines Nandan and Kadambini through its subsidiary Hindustan Media Ventures Limited.



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