



HT Media Ltd

(NSE: HTMEDIA; BSE: 532662)

Q1 FY2017 Earnings Presentation
August 5, 2016

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Conference Dial-In Numbers (August 5, 2016 at 4:00pm IST)	
Primary Number	+91 22 3361 3420/ +91 22 2824 8855)
<i>The numbers listed above are universally accessible from all networks and all countries</i>	
Toll Free Number	USA - 1877 387 0849 / 1855 845 3735 UK - 0800 016 3439 / 0808 101 7155 Singapore - 800 0044 0033 / 800 321 1129 Hong Kong - 800 0044 0033 / 800 903 171

Management Commentary

Commenting on the results and performance, **Mrs. Shobhana Bhartia, Chairperson and Editorial Director, HT Media** said:

“The first quarter of this year started on a cautious note with tepid top line growth. Macroeconomic concerns translated into restricted spends by large advertisers and affected our English Print business more than Hindi Print, while our other businesses continued to do well.

Our new radio stations, Radio Nasha 107.2 in Delhi and 91.9 in Mumbai are now operational and receiving rave reviews, while our digital business continues to grow and reduce its losses.

We remain optimistic that sentiment will improve in the second half of the year, on the back of a good monsoon and implementation of the Seventh Pay Commission’s recommendations. With infrastructure already in place, we are well placed to leverage our inherent strengths to realize benefits of an uptick in the economy”

Highlights – Q1 FY2017 vs. Q1 FY2016

- Total Revenue increased by 7.5% to Rs. 6,624 million.
- Advertising Revenue grew by 3.3%; Circulation Revenues grew by 5.9% vs. last year.
- EBITDA was up by 28.3% at Rs. 1,121 million; EBITDA margins at 16.9% vs. 14.2% last year.
- PAT was up by 2.1% at Rs. 393 million; PAT margins of 5.9%.
- Strong balance sheet position with Net Cash of Rs. 8,234 million.
- EPS for the quarter stood at Rs. 0.96 as compared to Rs. 1.06 in the last year.

Financial Highlights- Quarterly

Q1 FY17 (y-o-y)

Rs. million	Q1 (IndAS)		y-o-y
	FY2017	FY2016	Growth (%)
Advertising Revenues	4,837	4,683	3.3%
Circulation Revenues	772	729	5.9%
Other Revenues	1,015	749	35.6%
Total Revenues	6,624	6,161	7.5%
Consumption of Raw Materials	1,807	1,771	2.0%
Employee Cost	1,489	1,368	8.8%
Other expenses	2,211	2,155	2.6%
EBITDA	1,121	873	28.3%
<i>Margin (%)</i>	16.9%	14.2%	
Profit after Tax (PAT)	393	384	2.1%
<i>Margin (%)</i>	5.9%	6.2%	
Basic EPS (Rs.)	0.96	1.06	-9.4%

Operational Highlights

HTML has the second largest read newspapers in English, Hindi and Business Daily segments
- 2014 IRS Results

	<u>2014 IRS Readership</u>	<u>2013 IRS Readership</u>
HT ¹ - All India	4.52 million	4.34 million
HT Delhi NCR	2.30 million	2.27 million
HT Mumbai	1.44 million	1.36 million
Mint ²	0.30 million	0.27 million
Hindustan (HH) - All India	14.75 million	14.25 million
HH UP & UT	8.09 million	7.63 million
HH Bihar	4.38 million	4.27 million
HH Jharkhand	1.31 million	1.40 million
HH Delhi NCR	1.07 million	1.06 million

¹Hindustan Times; ²Mint:Business Daily

Digital business continues to grow robustly

- 25% increase in revenue from Digital segment to Rs. 382 million from Rs. 306 million in the same quarter last year.
- Shine.com registered revenue growth of 65% in Q1'FY17 vs. Q1 last year.
- HT Mobile registered a revenue growth of 3.5% in Q1'FY17 vs. Q1 last year.

Radio business progressing at a steady pace

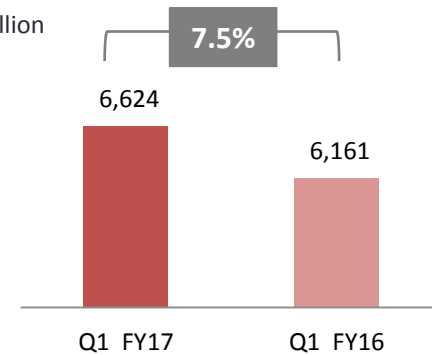
- 35.2% increase in reported revenue to Rs. 332 million in Q1'FY17 from Rs. 245 million in Q1 last year driven by new radio station launches.
- EBITDA flattish at Rs. 95 million with margins at 25.6% vs. 35.9% during same period last year. Dilution in margins attributed to new radio station launch related expenses and impact of higher license fee costs.

Financial Overview – Quarterly (y-o-y)

1 Revenue

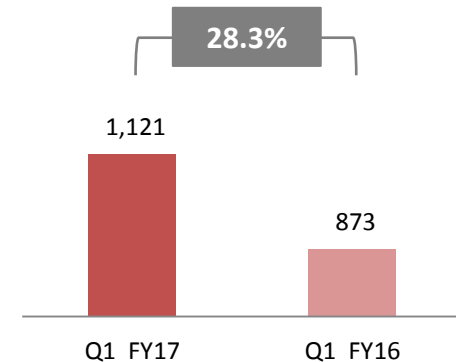
- Total revenue up by 7.5% at Rs. 6,624 million from Rs. 6,161 million :
 - 3.3% increase in advertising revenue to Rs. 4,837 million from Rs. 4,683 million primarily due to increase in advertising volumes
 - 5.9% increase in circulation revenue to Rs. 772 million from Rs. 729 million primarily due to higher net realization rate per copy

* Rs. Million



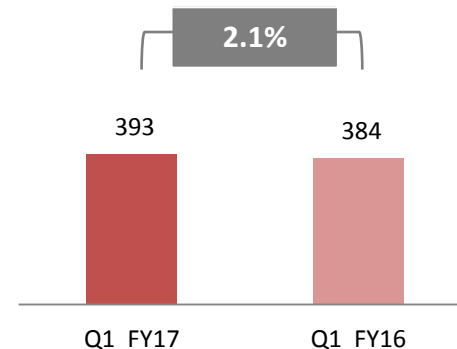
2 EBITDA Margin

- EBITDA 28.3% higher than last year at Rs. 1,121 million from Rs. 873 million primarily due to :
 - Increase in other income and growth in advertising and circulation revenues being off-set by;
 - 2% increase in Raw material costs and 8.8% increase in employee costs and only 2.6% increase in SG&A



3 Profit After Tax

- PAT up by 2.1% to Rs. 393 million from Rs. 384 million primarily due to higher EBITDA being off-set by higher amortization and interest costs wrt new radio stations



Financial Overview – P&L

Particulars <i>(Rs. in millions, except EPS data)</i>	Three months ended		
	30.06.2016	30.06.2015 *	Shift (%)
Net Sales / Income from operations	6,093	5,834	4%
Other Operating Income	54	46	18%
Total Income from operations	6,147	5,880	5%
Other income	478	282	70%
Total Income	6,624	6,161	8%
(Increase)/Decrease in Inventory	(3)	(6)	
Consumption of Raw Materials	1,807	1,771	2%
Employees Cost	1,489	1,368	9%
Other Expenditure	2,211	2,155	3%
Total Expenditure	5,504	5,288	4%
EBITDA	1,120	873	28%
Margin (%)	16.9%	14.2%	
Depreciation	295	225	31%
Interest & finance charges	246	95	159%
Profit before tax	579	553	5%
Margin (%)	8.7%	9.0%	
Exceptional Items	-	-	
Tax Expense	186	169	11%
Profit after tax	393	384	2%
Margin (%)	5.9%	6.2%	
Share of profit/ (loss) of associates	(43)	(30)	
Minority interest - (Profit) / Loss	(125)	(107)	
Net Income	224	248	-9%
Margin (%)	3.4%	4.0%	
EPS (non annualised)	0.96	1.06	

Particulars	Quarter ended June-2015 (Rs. In million)
Net profit (Net income) after Minority Interest under IGAAP	249.5
Add:	
Actuarial loss on employee defined benefit plans recognised in Other Comprehensive Income	1.6
Impact of Fair valuation of ESOPs	1.2
Fair Value of security deposit	0.1
Others	0.5
Less:	
Remeasurement of Revenue	(2.1)
Mark to market of derivative contracts	(4.8)
Fair Value of Investment in equity Instruments	(0.5)
Add/(less) Tax Impact on ind-AS adjustments	2.1
Net profit under Ind AS	247.6
Other Comprehensive Income (Net of Non controlling interest)	(0.4)
Total Comprehensive Income under Ind AS	247.2

*Results for the quarter ended June 30, 2016 have been subjected to Limited Review by the Auditors. The Ind AS compliant corresponding figures of quarter ended June 30, 2015 have not been subjected to Limited Review by the Auditors. The management has exercised necessary due diligence to ensure that such financial results provide a true and fair view of its affairs.



Strategic Focus

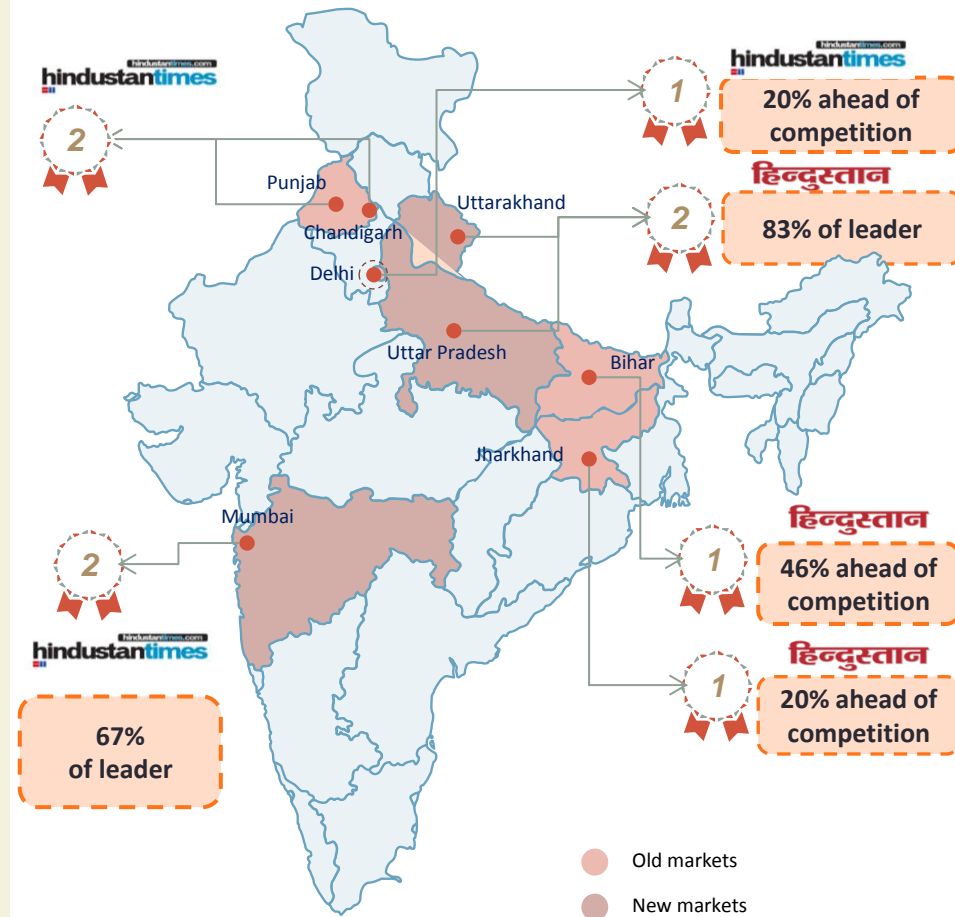
Near Term Outlook

- Drive profitability of newly launched Radio stations.
- Improve profitability of Digital segment by focusing on growing revenue exponentially.
- Leverage the strong balance sheet (net cash of Rs. 8,234 million) to fund expansion.

Company Background

- HT Media is one of the leading print media companies engaged in the printing and publishing of ‘Hindustan Times’, ‘Hindustan’ (thru its subsidiary) and ‘Mint’, the second largest newspaper dailies of India based on total readership in English, Hindi and Business segments respectively.
- ‘Hindustan Times’ was started in 1924 and has a more than 85-year history as one of India’s leading newspapers.
- The Company has 8 operational FM radio stations - “Fever 104” in Delhi, Mumbai, Bengaluru, Chennai, Kolkata and Lucknow and “Radio Nasha” in Delhi and Mumbai. We would also be launching 6 additional frequencies in UP (Kanpur, Agra, Aligarh, Allahabad, Bareilly and Gorakhpur) soon.
- 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.

Market Leadership Positions



Pan-India content distribution footprint across traditional (Print and Radio) and new-age digital channels (e.g. Internet and Mobile)





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.

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