



HT Media Ltd

(NSE: HTMEDIA; BSE: 532662)

Q3 FY2017 Earnings Presentation
January 24, 2017

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Conference Dial-In Numbers (January 24, 2017 at 4:00pm)	
Primary Number	+91 22 3960 0607/ +91 22 3940 3977)
<i>The numbers listed above are universally accessible from all networks and all countries</i>	
Toll Free Number	USA – 1866 746 2133 UK – 0808 101 1573 Singapore – 800 101 2045 Hong Kong - 800 964 448

Management Commentary

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

“Media spending is a forerunner of consumer, business, and investor sentiment. While the quarter started on a good note with the festival season, the subsequent short-term economic dip affected sentiment and media spends, which impacted advertising revenue for our English and Hindi print businesses. The Hindi print business was also weighed down by the Bihar election related advertising spends in last year’s base.

Radio continues to do well for us and we are seeing good traction for our Phase-III stations. We continue to hone our digital strategy and are aligning the organization to leverage our considerable strengths in traditional media, and our brands in the digital world.

We are also constantly challenging ourselves to innovate and do things efficiently with leaner cost structures. This should bear fruits in the coming quarters and further help us deliver on our promise to create value for the shareholders.”

Highlights – Q3 FY2017 vs. Q3 FY2016

- Total Revenue at INR 7,048 million.
- Advertising Revenue de-grew by (5.7%); Circulation Revenues grew by 2.1% vs. last year.
- EBITDA was up by 10.5% at INR 1,653 million; EBITDA margins at 23.5% vs. 21.0% last year.
- PAT grew by 24.8% to INR 1,064 million; PAT margins of 15.1%.
- Strong balance sheet position with healthy cash flows.
- EPS for the quarter stood at INR 3.93 as compared to INR 2.95 in the same period last year.

Financial Highlights

Q3 FY17 (y-o-y and q-o-q) and YTD Q3'17 (y-o-y)

INR million	Q3 y-o-y			Q3 Q2 q-o-q			YTD y-o-y		
	FY2017	FY2016	Growth (%)	FY2017	FY2017	Growth (%)	FY2017	FY2016	Growth (%)
Advertising Revenues	5,114	5,421	-5.7%	5,114	4,660	9.7%	14,613	14,860	-1.7%
Circulation Revenues	786	769	2.1%	786	756	3.9%	2,314	2,237	3.4%
Other Revenues	1,148	904	27.0%	1,148	1,386	-17.1%	3,547	2,627	35.0%
Total Revenues	7,048	7,095	-0.7%	7,048	6,802	3.6%	20,474	19,724	3.8%
Raw Materials & change in inventory	1,789	1,901	-5.9%	1,789	1,782	0.4%	5,375	5,459	-1.5%
Employee Cost	1,448	1,433	1.1%	1,448	1,528	-5.2%	4,465	4,228	5.6%
Other expenses	2,157	2,265	-4.7%	2,157	2,208	-2.3%	6,576	6,551	0.4%
EBITDA	1,653	1,496	10.5%	1,653	1,285	28.7%	4,058	3,485	16.5%
Margin (%)	23.5%	21.1%		23.5%	18.9%		19.8%	17.7%	
Profit after Tax (PAT)	1,064	852	24.8%	1,064	512	107.9%	1,968	1,752	12.3%
Margin (%)	15.1%	12.0%		15.1%	7.5%		9.6%	8.9%	
Basic EPS (Rs.)	3.93	2.95	32.9%	3.93	1.33	195.4%	6.22	5.60	11.0%

All financials are basis IndAS

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 performance

- Shine.com and Digital Content registered healthy revenue growth of ~29% and ~21% respectively in Q3'FY17 vs. same period last year.
- HT Mobile Solutions witnessed a soft quarter registering a revenue de-growth of ~(39%) in Q3'FY17 vs. same period last year.
- Overall (3%) decrease in revenue from Digital segment to INR 371 million from INR 382 million in the same quarter last year.

Radio business doing well with launch of New stations

- 39.4% increase in reported revenue to INR 449 million in Q3'FY17 from INR 323 million in same period last year driven by new radio station launches.
- Radio EBITDA at INR 132 million with margins at 29.3% vs. 27.2% during same period last year and vs. 18.8% in the previous quarter as new stations have started gaining traction.

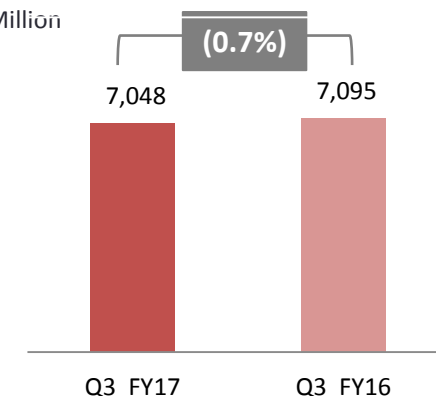
Financial Overview – All comparisons are y-o-y

Revenue

* INR Million

1

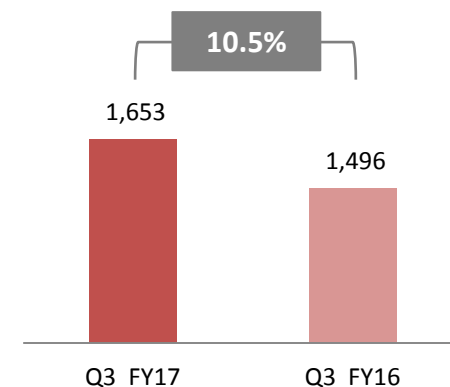
- Total revenue down by (0.7%) at INR 7,048 million from INR 7,095 million :
 - (5.7%) decrease in advertising revenue to INR 5,114 from INR 5,421 million primarily due to de-growth in Print Ad revenues partially offset by growth in Radio Ad revenues
 - 2.1% increase in circulation revenue to INR 786 million from INR 769 million
 - 27% increase in other revenue due to increase in income from investments.



EBITDA

2

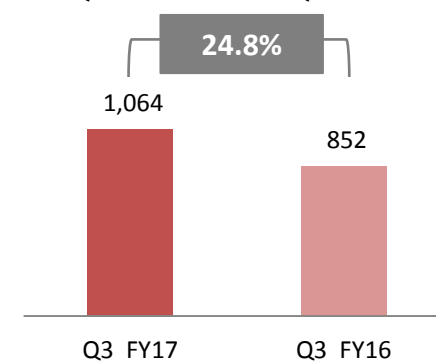
- EBITDA 10.5% higher than last year at INR 1,653 million from INR 1,496 million primarily due to :
 - Increase in other revenue coupled with 5.9% decrease in Raw material costs (on account of lower pagination) and 4.7% decrease in SG&A expenses.



Profit After Tax

3

- PAT up by 24.8% at INR 1,064 million from INR 852 million primarily due to higher EBITDA and lower tax expense being partially off-set by higher amortization and interest costs for new radio stations.



Financial Overview – P&L

Particulars <i>(In INR millions, except EPS data)</i>	Three months ended			Nine months ended		
	31.12.2016	31.12.2015	Shift (%)	31.12.2016	31.12.2015	Shift (%)
Net Sales / Income from operations	6,444	6,747	-4.5%	18,499	18,534	-0.2%
Other Operating Income	55	62	-12.4%	169	166	2.0%
Total Income from operations	6,499	6,809	-4.6%	18,668	18,699	-0.2%
Other income	549	286	92.0%	1,806	1,024	76.4%
Total Income	7,048	7,095	-0.7%	20,474	19,724	3.8%
(Increase)/Decrease in Inventory	(1)	(8)		(2)	(11)	
Consumption of Raw Materials	1,790	1,909	-6.3%	5,377	5,470	-1.7%
Employees Cost	1,448	1,433	1.1%	4,465	4,228	5.6%
Other Expenditure	2,157	2,265	-4.7%	6,576	6,551	0.4%
Total Expenditure	5,394	5,599	-3.7%	16,416	16,239	1.1%
EBITDA	1,653	1,496	10.5%	4,058	3,485	16.5%
Margin (%)	23.5%	21.1%		19.8%	17.7%	
Depreciation & Amortisation	312	241	29.6%	911	736	23.8%
Interest & finance charges	241	208	16.1%	733	425	72.3%
Profit before tax	1,100	1,047	5.0%	2,414	2,324	3.9%
Margin (%)	15.6%	14.8%		11.8%	11.8%	
Tax Expense	36	195	-81.4%	447	572	-21.8%
Profit after tax	1,064	852	24.8%	1,968	1,752	12.3%
Margin (%)	15.1%	12.0%		9.6%	8.9%	
Share of profit/ (loss) of associates	(38)	(42)		(143)	(104)	
Minority interest - (Profit) / Loss	(112)	(123)		(378)	(345)	
Net Income	914	688	32.9%	1,447	1,304	11.0%
Margin (%)	13.0%	9.7%		7.1%	6.6%	
EPS (non annualised)	3.93	2.95	32.9%	6.22	5.60	11.0%



Strategic Focus

Near Term Outlook

- Regain revenue growth in Print business in post-demonetisation era.
- Continue to drive revenue and profitability of newly launched Radio stations.
- Improve Digital footprint by executing on our digital strategy and aim to grow revenue in this space.

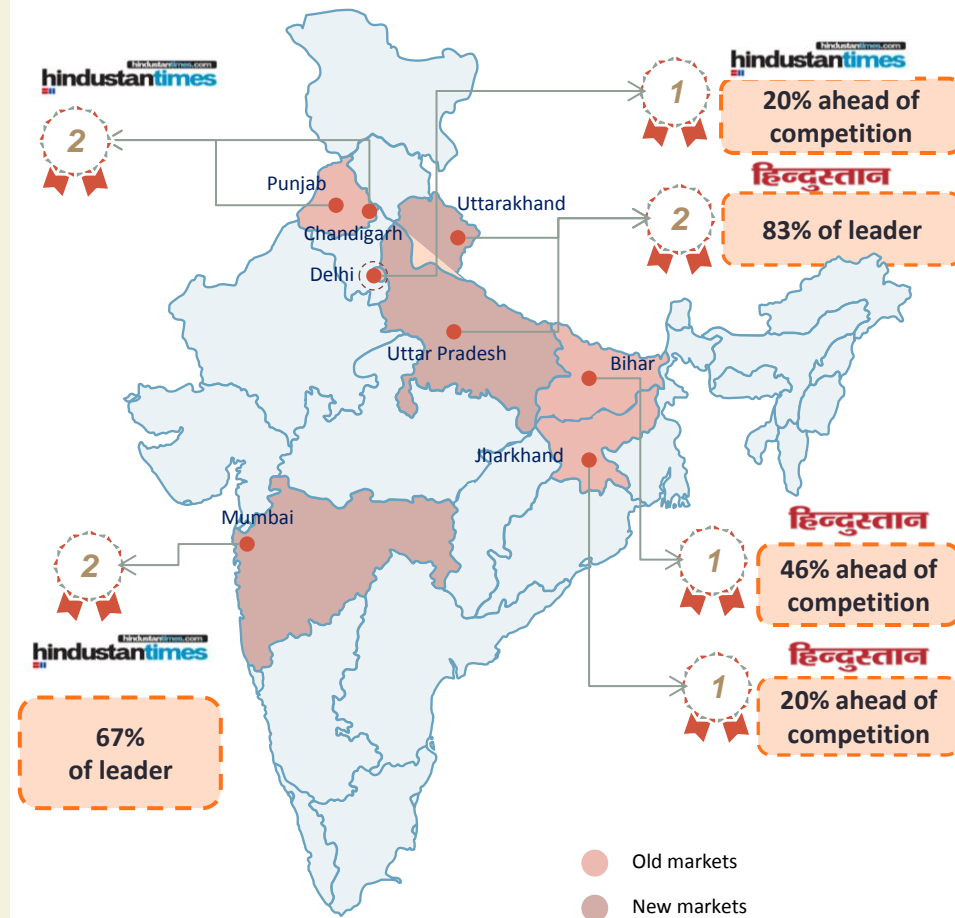
HT Media: At a Glance



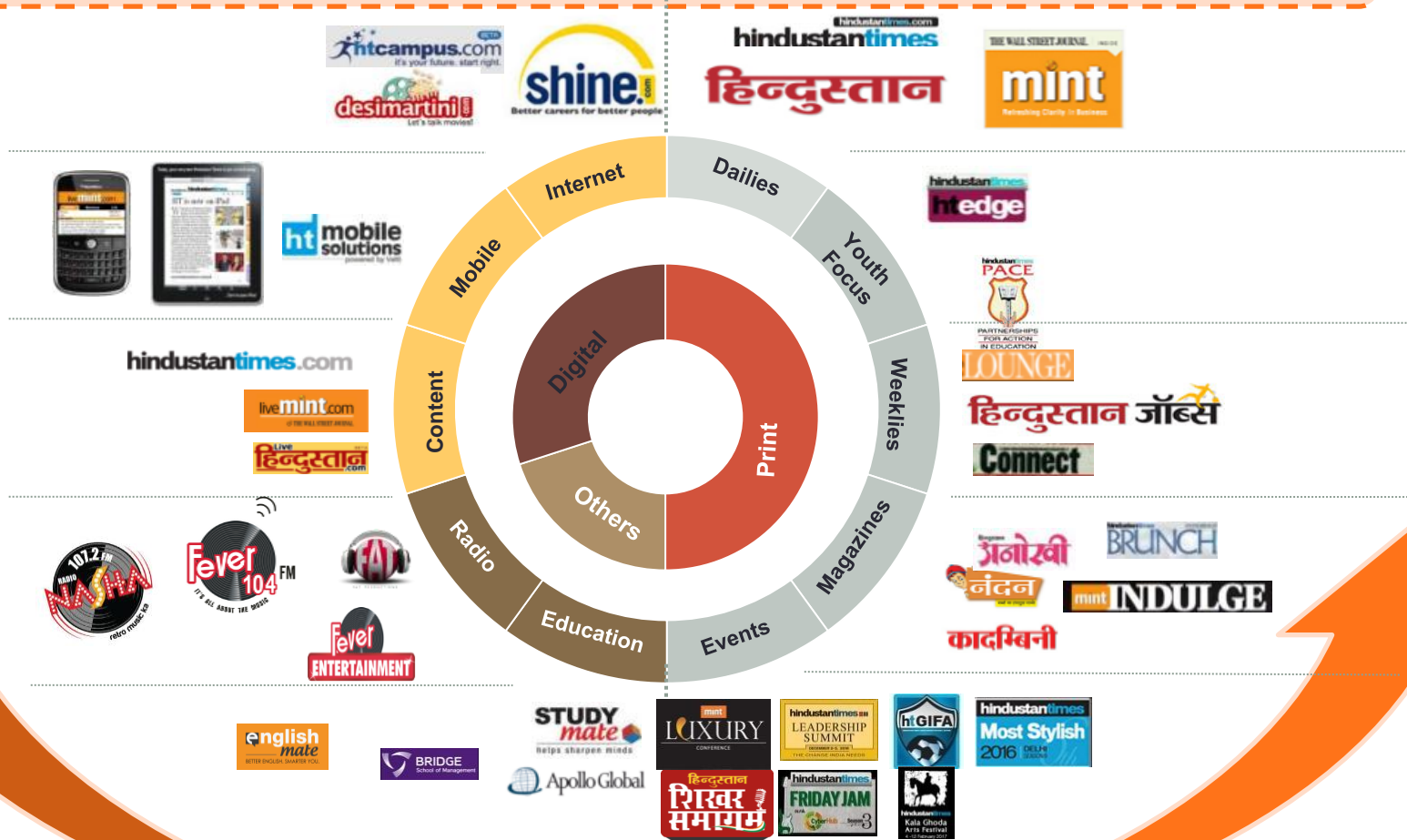
Company Background

- 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 15 operational FM radio stations - "Fever" in Delhi, Mumbai, Bengaluru, Chennai, Kolkata, Hyderabad and UP and "Radio Nasha" in Delhi and Mumbai.
- 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, hindustantimes.com and desimartini.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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