

HT MEDIA GROUP
Q4 & FY 2021-22
Consolidated Financial Results

 **HT Media Limited**

हिन्दुस्तान

Cautionary Statements

Certain statements in this presentation may be forward-looking statements.

Such forward looking statements are subject to risks and uncertainties like regulatory changes, local political and economic developments, technological risks and many other factors that could cause our actual results to differ materially from those contained in the relevant forward-looking statements.

HT Media Group will not, in any way, be 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.

This is a quarterly webcast presentation, combining information for the public listed companies “HT Media Limited” and its subsidiary “Hindustan Media Ventures Limited”. Key objective of this presentation is to facilitate a unified platform for quarterly performance discussion pertaining to both the companies. It is neither intended to be an exhaustive review nor to provide any trading, financial, legal advice or outlook.

Chairperson's Message

"In the last financial year, economic and commercial activities remained volatile on account of a multitude of external factors. In the first part of the year, the second wave of the pandemic affected lives, livelihoods, and businesses. As the wave subsided, business activity picked up, and was supported in the third quarter of the financial year by the annual festive season. However, the last quarter of the year saw some disruption on account of the third wave of Covid-19, caused by the Omicron variant, and geopolitical factors, such as Russia's invasion of Ukraine which resulted in high inflation, and a sharp rise in commodity prices.

Against this backdrop, advertising revenue from our Print and Radio businesses in the last quarter have grown over last year, owing to sustained efforts of our teams and gradual improvement in the business environment. Circulation revenues too are on an upswing. Digital revenue grew handsomely. The full year, saw good growth in revenue across businesses and higher operating profit margins.

In the current financial year, we hope to build on the momentum we saw last year and do even better across businesses. The external environment does pose some challenges, and we will be monitoring and adapting to these as events unfold. As always, we remain committed to providing credible and engaging news, information and entertainment content to our audience."

Mrs. Shobhana Bhartia

Chairperson and Editorial Director

HT Media Ltd. & Hindustan Media Ventures Ltd.

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CONSOLIDATED PERFORMANCE

Consolidated Financial Summary

CONSOLIDATED PERFORMANCE

Particulars (Rs Cr)	Q4'21	Q4'22	YoY	FY'21	FY'22	YoY
Total Revenue	398	456	14%	1,331	1,678	26%
EBITDA ¹	70	57	-19%	90	204	127%
EBITDA margin (%)	18%	13%		7%	12%	
PAT ²	19	15	-21%	-65	19	129%
PAT margin (%)	5%	3%		-5%	1%	
Net Cash ³	1,120	1,082	-3%	1,120	1,082	-3%

¹ EBITDA before exceptional items

² PAT is after share of profit/(loss) from Associate/JV

³ Balance at the end of the period

KEY HIGHLIGHTS

- Total revenue at Rs 1,678 Cr in FY'22; up by 26% vs FY'21, led by growth across all businesses (Q4'22 up by 14% vs Q4'21)
- Improvement in EBITDA
 - FY'22 EBITDA at Rs 204 Cr with 12% margins (FY'21 margin at 7%); up by 127% vs FY'21 , despite impact of multiple COVID waves during the fiscal
 - Better performance in H2'22 with EBITDA at Rs 164 Cr vs H1'22 EBITDA of Rs 40 Cr
- Consolidated PAT at Rs 19 Cr in FY'22 vs Rs 65 Cr loss last year, an improvement of Rs 84 Cr
- Cash position remains strong

BUSINESS UNIT PERFORMANCE

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (Rs Cr)	Q4'21	Q4'22	YoY	FY'21	FY'22	YoY
Ad Revenue	233	249	6%	717	950	33%
Circulation Revenue ¹	48	56	17%	180	211	17%
Operating Revenue	297	357	20%	956	1,269	33%
Operating EBITDA	43	43	-1%	4	120	2763%
Op EBITDA margin (%)	15%	12%		0%	9%	

¹Circulation revenue (gross)

KEY HIGHLIGHTS

- Ad revenue growth led by both volume and yield
- Better Circulation revenue, led by increase in print order and realisation per copy for both English & Hindi
- EBITDA at last year's level despite higher newsprint prices, for the quarter

PRINT

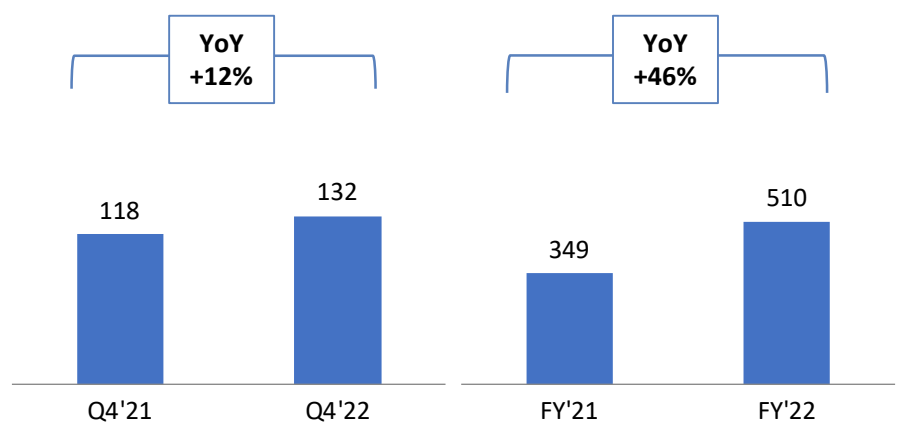
PRINT – ENGLISH

PRINT – HINDI

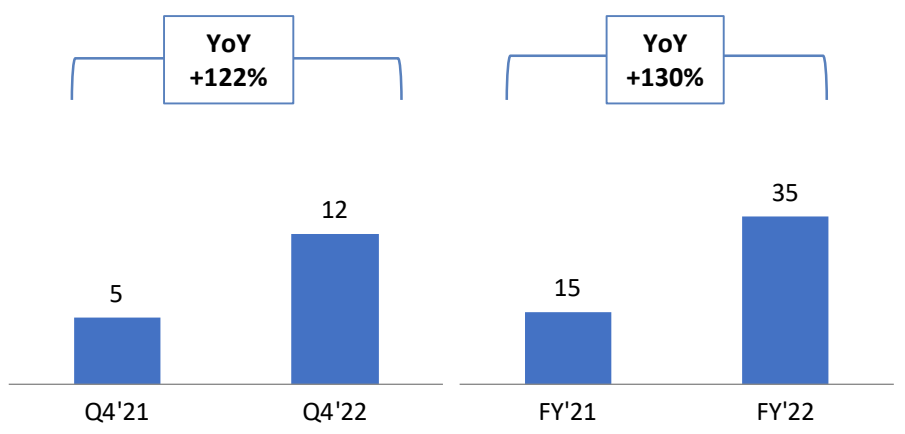
RADIO

DIGITAL

AD REVENUE (Rs Cr)



CIRCULATION REVENUE (Rs Cr) ¹



¹Circulation revenue (gross)

KEY HIGHLIGHTS

- Ad revenue growth for Q4'22 and FY'22 improved on YoY basis, led by both volume and yield
- During the quarter, categories such as Real Estate, Banking & Finance, FMCG , Education and Entertainment grew while Retail, Industrial and Ecommerce remained subdued

PRINT

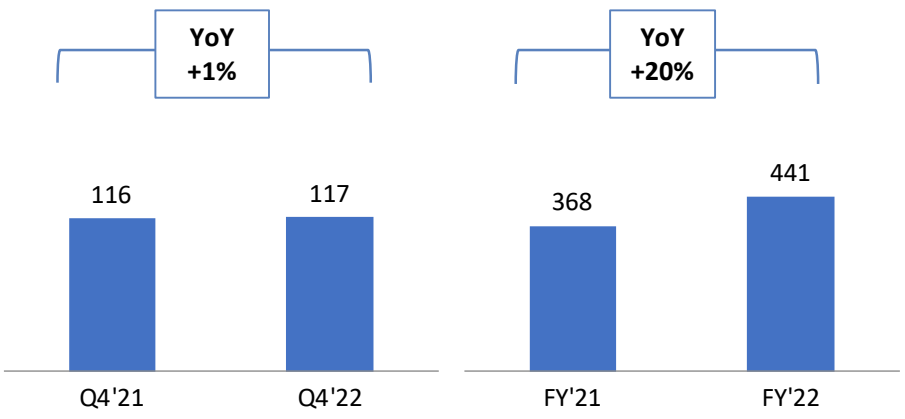
PRINT – ENGLISH

PRINT – HINDI

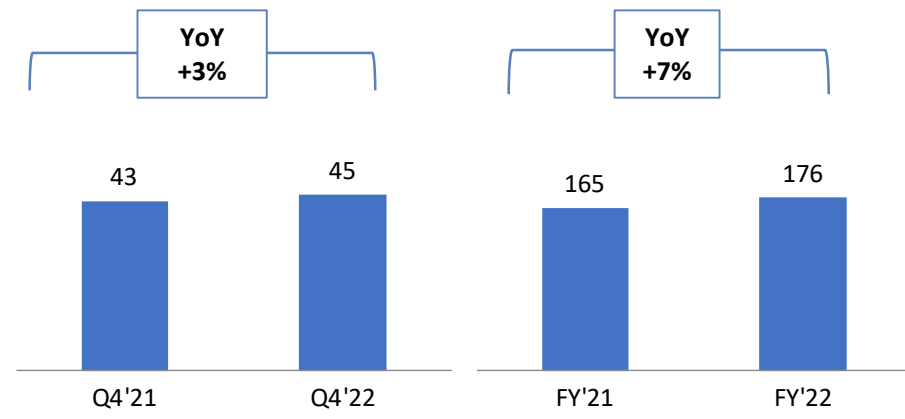
RADIO

DIGITAL

AD REVENUE (Rs Cr)



CIRCULATION REVENUE (Rs Cr) ¹



¹Circulation revenue (gross)

KEY HIGHLIGHTS

- Ad revenue growth for FY'22 improved on YoY basis, led by both volume and yield
- During the quarter, categories such as Retail, Banking & Finance and Health & Fitness grew, while Auto, FMCG and Education remained subdued

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (Rs Cr)	Q4'21	Q4'22	YoY	FY'21	FY'22	YoY
Operating Revenue	24	31	30%	74	101	37%
Operating EBITDA	-5	1	112%	-62	-15	76%
Op EBITDA Margin (%)	-20%	2%		-83%	-14%	

KEY HIGHLIGHTS

- Witnessed strong growth in revenue for the quarter and full year driven by volume
- Operating EBITDA loss substantially reduced from last year
- Second consecutive quarter of operating profit

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (Rs Cr)	Q4'21	Q4'22	YoY	FY'21	FY'22	YoY
Operating Revenue	29	33	16%	90	132	47%
Operating EBITDA	-1	-2	-31%	-3	-1	47%
Op EBITDA Margin (%)	-4%	-5%		-3%	-1%	

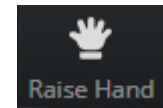
KEY HIGHLIGHTS

- Operating revenue saw growth for the quarter and full year
- Full year EBITDA at around breakeven levels

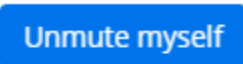
¹includes Mosaic Media . Acquisition was completed in Dec'20

Q&A

1. To ask a question, Click on “Raise Hand”



2. On your turn, click on “Unmute Myself”



3. Ask your question

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ANNEXURES

Consolidated P&L – HT Media Ltd

Particulars (Rs Cr)	Q4'21	Q4'22	YoY (%)	FY'21	FY'22	YoY
Operating Revenue	349	421	21%	1,117	1,500	34%
Other Income	49	35	-29%	214	177	-17%
Total Revenue	398	456	14%	1,331	1,678	26%
Raw Materials & change in inventory	81	118	46%	261	407	56%
Employee Cost	69	93	36%	329	371	13%
Other expenses	179	187	5%	651	696	7%
EBITDA	70	57	-19%	90	204	127%
<i>Margin (%)</i>	<i>18%</i>	<i>13%</i>		<i>7%</i>	<i>12%</i>	
PAT¹	19	15	-21%	-65	19	129%
<i>Margin (%)</i>	<i>5%</i>	<i>3%</i>		<i>-5%</i>	<i>1%</i>	

¹PAT is after share of profit/(loss) from Associate/JV

Consolidated B/S – HT Media Ltd

As at 31 Mar'21	Particulars (Rs Cr)	As at 31 Mar'22
	ASSETS	
	Non- current assets	
1,666	Financial assets	1,093
1,053	Property, plant and equipment	973
515	Others	494
3,234	Total non-current assets	2,560
	Current assets	
142	Inventories	153
851	Financial assets	1,535
119	Other current assets	130
1,113	Total current assets	1,818
4,346	Total assets	4,378
	EQUITY AND LIABILITIES	
	Equity	
46	Equity share capital	46
2,043	Other equity	2,037
407	Non-controlling Interest	399
2,496	Total equity	2,483
	Liabilities	
	Non-current liabilities	
176	Financial liabilities	239
34	Deferred tax liabilities (Net)	21
18	Others	15
228	Total non-current liabilities	275
	Current liabilities	
1,424	Financial liabilities	1,399
198	Others	222
1,622	Total current liabilities	1,621
4,346	Total equity and liabilities	4,378

Consolidated P&L – Hindustan Media Ventures Ltd

Particulars (Rs Cr)	Q4'21	Q4'22	YoY (%)	FY'21	FY'22	YoY
Operating Revenue	162	197	22%	545	669	23%
Other Income	13	5	-61%	118	78	-34%
Total Revenue	175	202	16%	663	747	13%
Raw Materials & change in inventory	52	68	32%	174	244	40%
Employee Cost	26	38	47%	131	152	16%
Other expenses	58	78	33%	234	264	13%
EBITDA	39	18	-54%	124	87	-30%
<i>Margin (%)</i>	22%	9%		19%	12%	
PAT¹	21	2	-90%	69	41	-42%
<i>Margin (%)</i>	12%	1%		10%	5%	

¹PAT is after share of profit/(loss) from Associate/JV

Consolidated B/S – Hindustan Media Ventures Ltd

As at 31 Mar'21	Particulars (Rs Cr)	As at 31 Mar'22
	ASSETS	
	Non- current assets	
1,165	Financial assets	713
287	Property, plant and equipment	281
87	Others	89
1,539	Total non-current assets	1,083
	Current assets	
54	Inventories	77
472	Financial assets	973
41	Other current assets	51
567	Total current assets	1,101
2,106	Total assets	2,184
	EQUITY AND LIABILITIES	
	Equity	
74	Equity share capital	74
1,511	Other equity	1,516
1,585	Total equity	1,590
	Liabilities	
	Non-current liabilities	
31	Financial liabilities	12
15	Deferred tax liabilities (Net)	3
0	Others	1
47	Total non-current liabilities	15
	Current liabilities	
432	Financial liabilities	534
42	Others	45
474	Total current liabilities	579
2,106	Total equity and liabilities	2,184