

HT MEDIA GROUP
Q1 FY 2022-23
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

“The first quarter of FY 2022-23 began on a positive note with a strong performance in the previous fiscal year, with overall business performance and the larger economic and business environment seeing considerable improvement, especially in the latter half of the fiscal. But it also began amidst indications of headwinds in terms of escalating material input costs owing to geopolitical tensions and protracted global conflicts.

Our Print business saw significant pricing pressure as material prices continued to remain at elevated levels even as a rise in general inflation impacted the overall cost of doing business. Advertising revenue across Print & Radio and circulation revenues remained healthy.

In the near term, we expect market sentiment and growth to remain a bit subdued, but are hopeful of a resurgence in the mid to long term. Despite external macro headwinds, we remain committed to our journalism and to serving all our customers and stakeholders.”

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 (INR cr)	Q1FY22	Q1FY23	YoY	Q4FY22	QoQ
Total Revenue	281	432	53%	456	-5%
EBITDA ¹	-43	-18	59%	57	-131%
EBITDA margin (%)	-15%	-4%		13%	
PAT ²	-76	-42	45%	15	-378%
PAT margin (%)	-27%	-10%		3%	
Net Cash ³	1,108	936	-16%	1,082	-13%

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 INR 432 crore in Q1FY23; up 53% vs Q1FY22, led by growth across all businesses
- Consequent EBITDA and PAT improvement in Q1FY23 with losses reducing vs previous year despite substantial increase in newsprint rates
- Cash position remains strong

BUSINESS UNIT PERFORMANCE

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (INR cr)	Q1FY22	Q1FY23	YoY	Q4FY22	QoQ
Ad Revenue	132	240	82%	249	-3%
Circulation Revenue ¹	50	60	20%	56	6%
Operating Revenue	203	348	72%	357	-3%
Operating EBITDA	-49	2	104%	43	-96%
Op EBITDA margin (%)	-24%	1%		12%	

¹Circulation revenue (gross)

KEY HIGHLIGHTS

- Ad revenue improvement on y-o-y basis led by uptick in volume and improvement in yields
- Circulation revenue growth led by increase in print orders and realisation per copy for both English & Hindi
- Significant y-o-y EBITDA improvement despite higher newsprint prices

PRINT

PRINT – ENGLISH

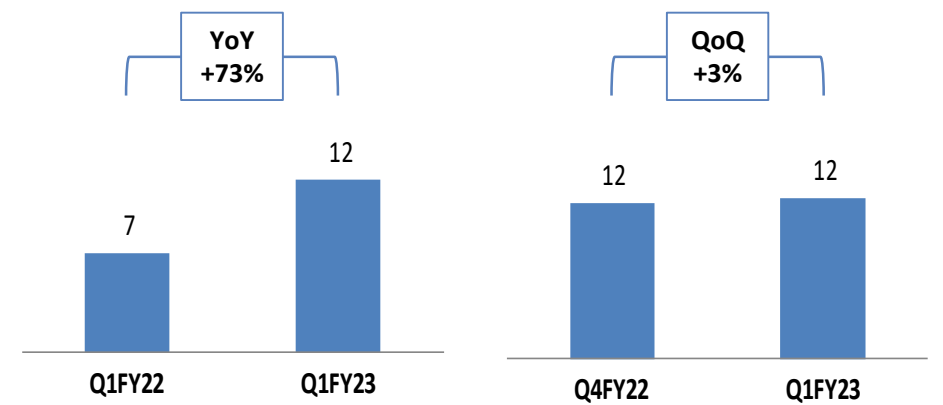
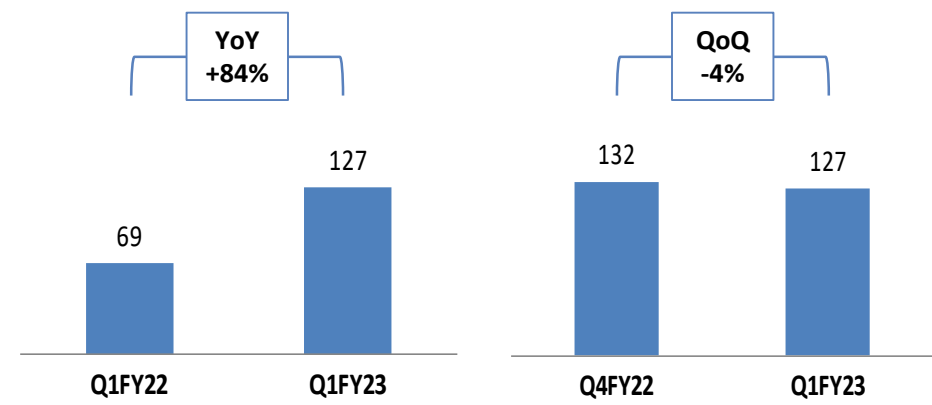
PRINT – HINDI

RADIO

DIGITAL

AD REVENUE (INR cr)

CIRCULATION REVENUE (INR cr)¹



¹Circulation revenue (gross)

KEY HIGHLIGHTS

- Ad revenue improved on y-o-y basis led by strong jump in volume
- On a y-o-y basis, categories such as Real Estate, Retail, Auto, Education and FMCG grew while categories like Ecommerce remained subdued
- Circulation revenue rose on the back of build back of copies and better realisation per copy

PRINT

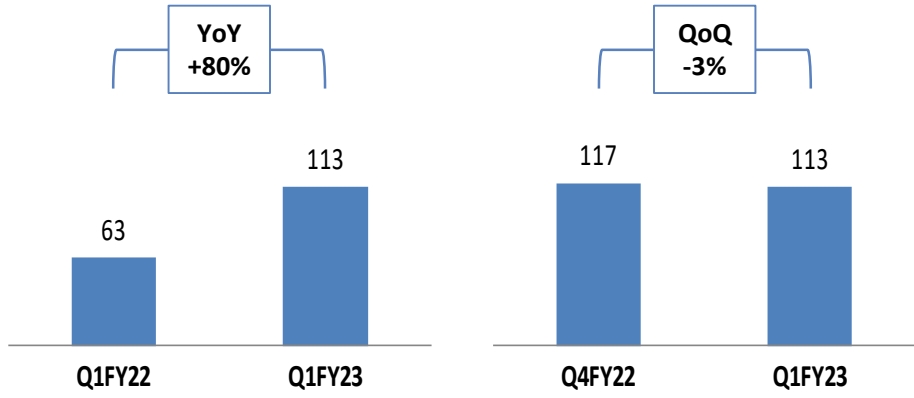
PRINT – ENGLISH

PRINT – HINDI

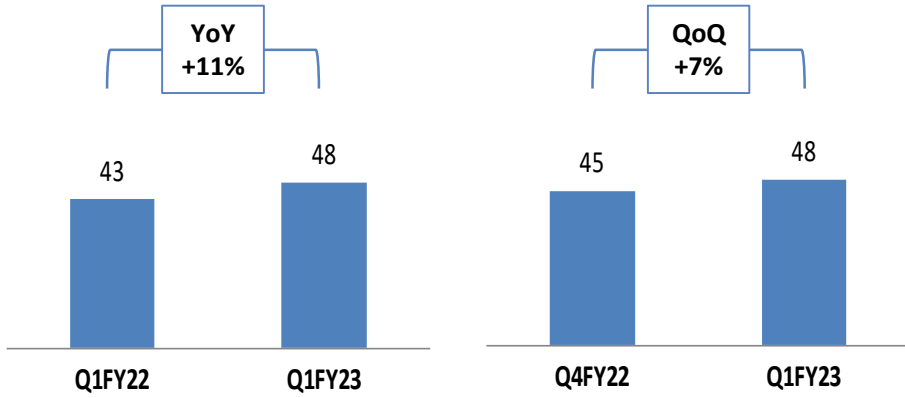
RADIO

DIGITAL

AD REVENUE (INR cr)



CIRCULATION REVENUE (INR cr)¹



¹Circulation revenue (gross)

KEY HIGHLIGHTS

- Ad revenue improved on y-o-y basis led by both volume and yield
- On a y-o-y basis, categories such as Education, Retail, FMCG, Health and Fitness, Auto and Real Estate grew
- Circulation revenue grew due to better realisation per copy and higher copies in circulation

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (INR cr)	Q1FY22	Q1FY23	YoY	Q4FY22	QoQ
Operating Revenue	12	33	176%	31	9%
Operating EBITDA	-16	2	110%	1	188%
Op EBITDA Margin (%)	-134%	5%		2%	

KEY HIGHLIGHTS

- Significant improvement in revenue for the quarter driven by both volume and rate
- Operating EBITDA for the quarter showing substantial improvement vs previous year
- Third consecutive quarter of operating profit

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

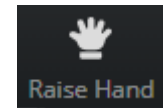
Particulars (INR cr)	Q1FY22	Q1FY23	YoY	Q4FY22	QoQ
Operating Revenue	29	39	33%	33	16%
Operating EBITDA	0	1	840%	-2	174%
Op EBITDA Margin (%)	0%	3%		-5%	

KEY HIGHLIGHTS

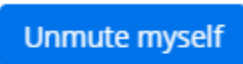
- Growth in digital businesses continue
- EBITDA maintained at break even levels

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 (INR cr)	Q1FY22	Q1FY23	YoY	Q4FY22	QoQ
Operating Revenue	244	420	73%	421	0%
Other Income	38	12	-69%	35	-67%
Total Revenue	281	432	53%	456	-5%
Raw Materials & Change in Inventory	74	147	97%	118	25%
Employee Cost	93	106	14%	93	14%
Other expenses	157	196	25%	187	5%
EBITDA	-43	-18	59%	57	-131%
<i>Margin (%)</i>	-15%	-4%		13%	
PAT¹	-76	-42	45%	15	-378%
<i>Margin (%)</i>	-27%	-10%		3%	

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

Consolidated P&L – Hindustan Media Ventures Ltd

Particulars (INR cr)	Q1FY22	Q1FY23	YoY	Q4FY22	QoQ
Operating Revenue	109	168	54%	197	-15%
Other Income	21	2	-91%	5	-64%
Total Revenue	130	170	31%	202	-16%
Raw Materials & Change in Inventory	46	82	81%	68	21%
Employee Cost	38	43	13%	38	12%
Other expenses	58	73	25%	78	-7%
EBITDA	-12	-28	-127%	18	-257%
<i>Margin (%)</i>	-10%	-17%		9%	
PAT¹	-24	-21	10%	2	-1123%
<i>Margin (%)</i>	-18%	-12%		1%	

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