

**HT MEDIA GROUP**  
**Q3 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 third quarter of the ongoing fiscal year saw the continuation of the gradual recovery of our media businesses on the back of an improved industry-wide business environment and the annual festive season. However, persistent general inflation acted as a dampener resulting in a relatively muted festive quarter. Raw material costs remained at heightened levels during the quarter but will likely ease off in coming quarters.*

*Against this backdrop, we continued to improve our business performance on a quarterly basis for the Print and Radio verticals. Overall, the Print segment saw sequential growth in both advertising and circulation revenues, but margins continued to be impacted by high newsprint prices. Radio also saw an improvement on a sequential basis backed by better traction in both the FCT as well as the non-FCT space.*

*With inflation easing and stabilization of the overall business environment, we are hopeful of capitalizing on the growth in consumer and advertiser spending in the medium-term. We remain committed to delivering credible and trustworthy news and engaging entertainment to our ever-growing audience base.”*

**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)	Q3FY22	Q3FY23	YoY	Q2FY23	QoQ
Total Revenue	501	488	-2%	448	9%
EBITDA <sup>1</sup>	107	28	-74%	-12	340%
EBITDA margin (%)	21%	6%		-3%	
PBT	60	-30	-150%	-66	54%
PBT margin (%)	12%	-6%		-15%	
Net Cash <sup>2</sup>	925	854	-8%	811	5%

<sup>1</sup> EBITDA before exceptional items

<sup>2</sup> Balance at the end of the period

## KEY HIGHLIGHTS

- Total Revenue was down on y-o-y basis, primarily on account of a relatively muted macro / festive business environment in the quarter.
- Decline in margins on y-o-y basis was driven by higher newsprint prices.
- Net Cash as at Dec 31, 2022 is INR 854 crore.

# **BUSINESS UNIT PERFORMANCE**

**PRINT**

**PRINT – ENGLISH**

**PRINT – HINDI**

**RADIO**

**DIGITAL**



## FINANCIAL PERFORMANCE

Particulars (INR cr)	Q3FY22	Q3FY23	YoY	Q2FY23	QoQ
Ad Revenue	323	284	-12%	269	5%
Circulation Revenue	50	60	18%	59	1%
<b>Operating Revenue</b>	<b>396</b>	<b>368</b>	<b>-7%</b>	<b>344</b>	<b>7%</b>
<b>Operating EBITDA</b>	<b>87</b>	<b>-4</b>	<b>-104%</b>	<b>-14</b>	<b>73%</b>
Op EBITDA margin (%)	22%	-1%		-4%	

## KEY HIGHLIGHTS

- Ad revenue declined on y-o-y basis led by volume. On sequential basis there is growth.
- Circulation revenue improved on y-o-y and sequential basis led by increase in realisation per copy.
- Operating EBITDA loss on account of higher newsprint prices.

PRINT

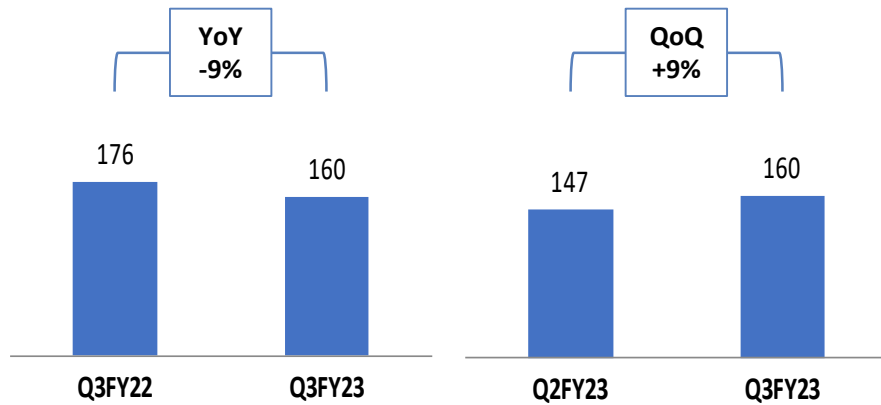
**PRINT – ENGLISH**

PRINT – HINDI

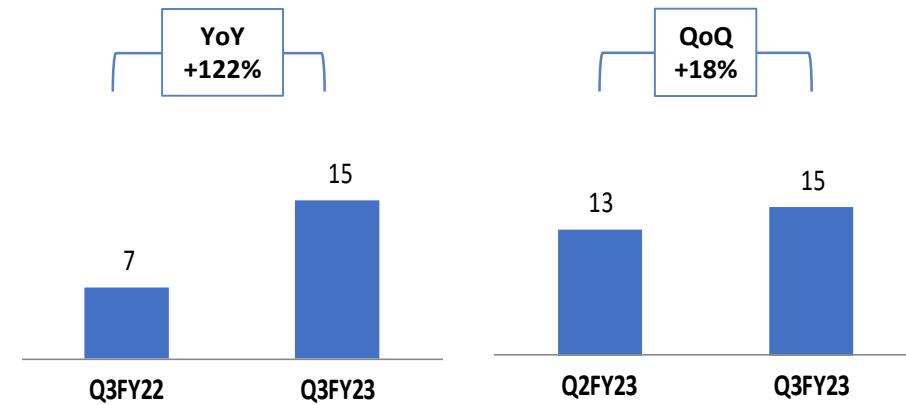
RADIO

DIGITAL

## AD REVENUE (INR cr)



## CIRCULATION REVENUE (INR cr)



## KEY HIGHLIGHTS

- Retail, Auto and BFSI grew while Real Estate, FMCG and Education remained subdued.
- Circulation revenue improved on the back of better realisation per copy and higher copies.

PRINT

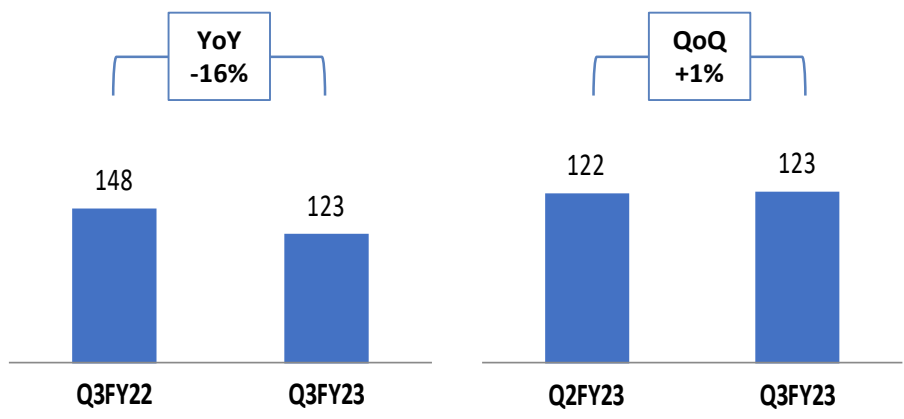
PRINT – ENGLISH

**PRINT – HINDI**

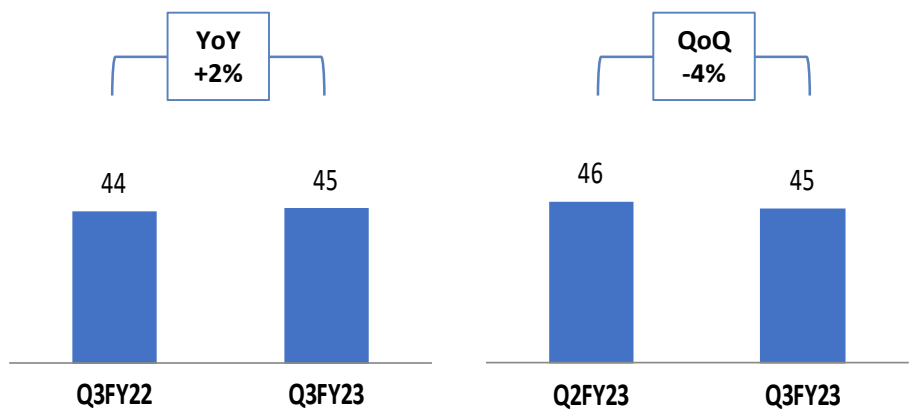
RADIO

DIGITAL

AD REVENUE (INR cr)



CIRCULATION REVENUE (INR cr)



KEY HIGHLIGHTS

- Auto, Healthcare and Durables grew while Retail, Education and FMCG remained subdued.
- Circulation revenue grew on y-o-y basis owing to better realisation per copy, but saw a sequential drop.

PRINT

PRINT – ENGLISH

PRINT – HINDI

**RADIO**

DIGITAL

## FINANCIAL PERFORMANCE

Particulars (INR cr)	Q3FY22	Q3FY23	YoY	Q2FY23	QoQ
Operating Revenue	34	42	21%	33	27%
Operating EBITDA	5	7	50%	1	634%
Op EBITDA Margin (%)	13%	17%		3%	

## KEY HIGHLIGHTS

- Good growth in revenue on y-o-y and sequential basis, led by improvement in rates.
- Improvement in operating EBITDA and margins on y-o-y as well as sequential basis.
- Consistently reporting operating profit over the last few quarters.

**PRINT**

**PRINT – ENGLISH**

**PRINT – HINDI**

**RADIO**

**DIGITAL**



## FINANCIAL PERFORMANCE

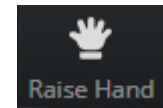
Particulars (INR cr)	Q3FY22	Q3FY23	YoY	Q2FY23	QoQ
Operating Revenue	36	28	-23%	32	-13%
Operating EBITDA	0	-4	NM	-2	-67%
Op EBITDA Margin (%)	0%	-15%		-5%	

## KEY HIGHLIGHTS

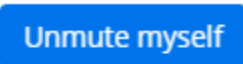
- Digital revenue declined for the quarter, resulting in EBITDA loss.

## 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)	Q3FY22	Q3FY23	YoY	Q2FY23	QoQ
Operating Revenue	466	440	-6%	409	8%
Other Income	34	48	39%	39	23%
<b>Total Revenue</b>	<b>501</b>	<b>488</b>	<b>-2%</b>	<b>448</b>	<b>9%</b>
Raw Materials & Change in Inventory	121	157	30%	161	-2%
Employee Cost	91	94	4%	96	-2%
Other expenses	181	209	15%	203	3%
<b>EBITDA</b>	<b>107</b>	<b>28</b>	<b>-74%</b>	<b>-12</b>	<b>340%</b>
<i>Margin (%)</i>	21%	6%		-3%	
<b>PBT</b>	<b>60</b>	<b>-30</b>	<b>-150%</b>	<b>-66</b>	<b>54%</b>
<i>Margin (%)</i>	12%	-6%		-15%	

# Consolidated P&L – Hindustan Media Ventures Ltd

Particulars (INR cr)	Q3FY22	Q3FY23	YoY	Q2FY23	QoQ
Operating Revenue	200	182	-9%	176	3%
Other Income	12	26	109%	21	21%
<b>Total Revenue</b>	<b>212</b>	<b>207</b>	<b>-2%</b>	<b>197</b>	<b>5%</b>
Raw Materials & Change in Inventory	70	78	12%	83	-7%
Employee Cost	37	40	7%	40	0%
Other expenses	66	78	18%	84	-7%
<b>EBITDA</b>	<b>39</b>	<b>11</b>	<b>-71%</b>	<b>-10</b>	<b>207%</b>
<i>Margin (%)</i>	18%	5%		-5%	
<b>PBT</b>	<b>29</b>	<b>-4</b>	<b>-115%</b>	<b>-23</b>	<b>82%</b>
<i>Margin (%)</i>	14%	-2%		-12%	