

HT MEDIA GROUP
Q4 & 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

"In the last fiscal, your Company witnessed a growth in its top-line, which came after two pandemic-impacted years that saw a broad industry-wide slowdown. As a whole, our businesses saw an improvement in the year, despite concerns arising from sustained input cost inflation and supply chain bottlenecks.

Geopolitical strife hampered supply lines across businesses and impacted raw material costs, especially in the first half of the year. The second half of the year witnessed a relatively subdued festive season on account of sluggish retail spending but the year ended with an uptick in business sentiment in our key segments and a slight softening in raw material prices.

On a full year basis, our Print business posted revenue growth on the back of an improvement in advertising as well as circulation revenue. The revenue of our Radio business has also seen robust growth owing to sustained strength in FCT and improvement in non-FCT performance. Our Digital business performance was at par and this business remains a key focus area for further innovation. Profitability, however remained subdued due to elevated input costs, led by newsprint, and business development expenses in the Digital business.

Indian OTT space is one of the fastest growing pillars of the Media & Entertainment industry. Hindustan Media Ventures Ltd. looks to tap this potential with the launch of OTTPlay.com, a platform which aggregates OTT content, with focus on abundance, convenience, personalisation and affordability.

In the current fiscal, we are focused on building on our growth momentum from last year as we navigate the larger macro environment as well as the evolving media ecosystem. As always, our endeavor is to be a source of credible news and engaging content for our audiences."

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)	Q4FY22	Q4FY23	YoY	FY'22	FY'23	YoY
Total Revenue	456	494	8%	1,678	1,862	11%
EBITDA ¹	57	14	-75%	204	13	-94%
<i>EBITDA margin (%)</i>	<i>13%</i>	<i>3%</i>		<i>12%</i>	<i>1%</i>	
PBT	10	(34)	-449%	14	(196)	-1485%
<i>PBT margin (%)</i>	<i>2%</i>	<i>-7%</i>		<i>1%</i>	<i>-11%</i>	
Net Cash ²	1,082	935	-14%	1,082	935	-14%

¹ EBITDA before exceptional items

² Balance at the end of the period

KEY HIGHLIGHTS

- On full year basis, total revenue is up by 11% on the back of improved Print and Radio business performance.
- Margin impact due to higher newsprint prices and investment in new business.
- Net Cash as at Mar 31, 2023 is INR 935 crore.

BUSINESS UNIT PERFORMANCE

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (INR cr)	Q4FY22	Q4FY23	YoY	FY'22	FY'23	YoY
Ad Revenue	249	269	8%	950	1,062	12%
Circulation Revenue	53	60	12%	201	236	18%
Operating Revenue	357	374	5%	1,269	1,434	13%
Operating EBITDA	43	15	-65%	120	(2)	-101%
<i>Op EBITDA margin (%)</i>	12%	4%		9%	0%	

KEY HIGHLIGHTS

- Improvement in ad revenue on full year basis primarily led by ad volume. Growth in both English and Hindi business.
- Circulation revenue for the fiscal year also showed strength owing to higher copies and realisation per copy.
- Operating EBITDA loss on account of higher newsprint prices for the year.

PRINT

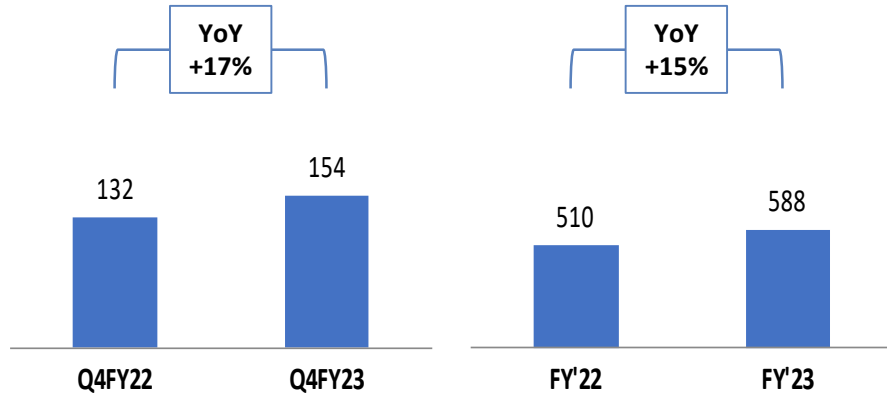
PRINT – ENGLISH

PRINT – HINDI

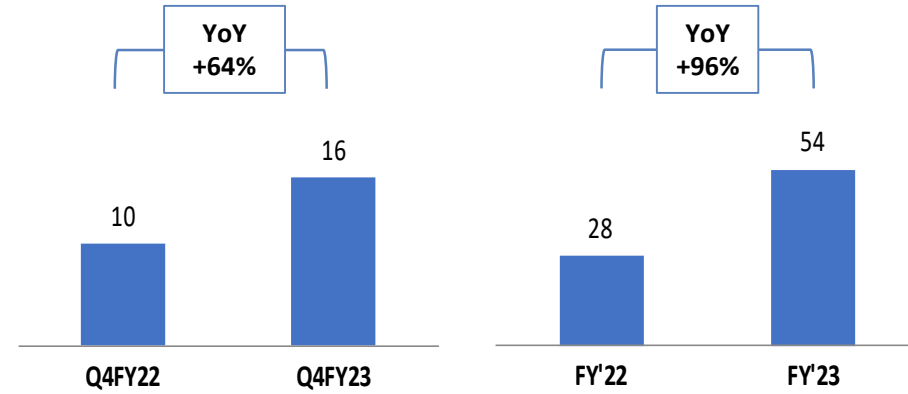
RADIO

DIGITAL

AD REVENUE (INR cr)



CIRCULATION REVENUE (INR cr)



KEY HIGHLIGHTS

- Double digit ad revenue growth in the quarter and full year led by better ad volume.
- On a full year, Real Estate, Auto, Retail and BFSI grew while E-Com, FMCG and Entertainment remained subdued.
- Circulation revenue improved on the back of better realisation per copy and higher copies for the quarter and year.

PRINT

PRINT – ENGLISH

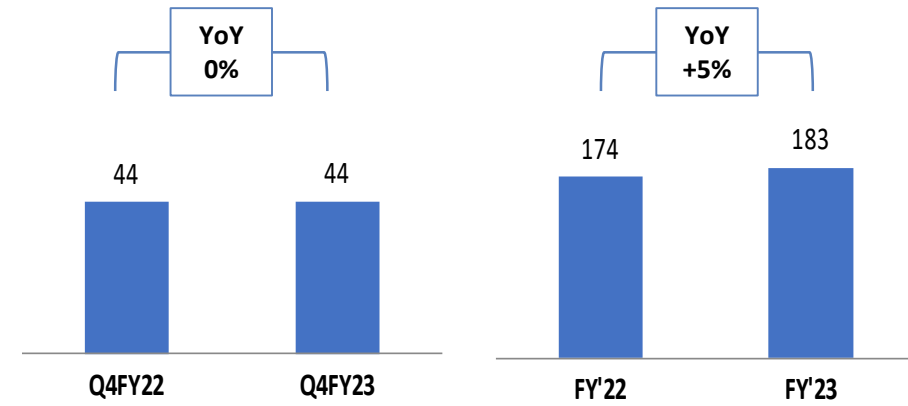
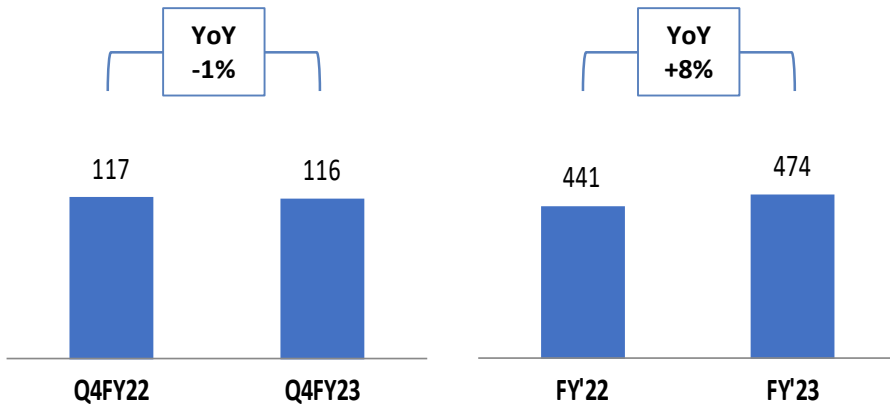
PRINT – HINDI

RADIO

DIGITAL

AD REVENUE (INR cr)

CIRCULATION REVENUE (INR cr)



KEY HIGHLIGHTS

- For the quarter ad revenue has been flat but full year ad revenue growth was 8%.
- On a full year, categories such as Retail, Education, Auto and Healthcare grew while FMCG and BFSI were subdued.
- Circulation revenue flat for the quarter. Growth in the full year led by higher realisation per copy.

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (INR cr)	Q4FY22	Q4FY23	YoY	FY'22	FY'23	YoY
Operating Revenue	31	36	18%	101	144	42%
Operating EBITDA	1	(3)	-596%	(15)	6	143%
<i>Op EBITDA Margin (%)</i>	2%	-7%		-14%	4%	

KEY HIGHLIGHTS

- Significant revenue growth for the quarter and the full year.
- Operating EBITDA has improved from loss of INR 15 crore LY to profit of INR 6 crore.

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

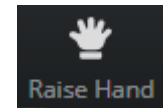
Particulars (INR cr)	Q4FY22	Q4FY23	YoY	FY'22	FY'23	YoY
Operating Revenue	34	32	-6%	132	133	0%
Operating EBITDA	(5)	(22)	-310%	(12)	(75)	-515%
<i>Op EBITDA Margin (%)</i>	<i>-16%</i>	<i>-71%</i>		<i>-9%</i>	<i>-57%</i>	

KEY HIGHLIGHTS

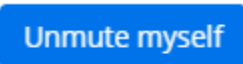
- During the year ended March 31, 2023, 'Over-the-top (OTT) Play' business has been presented as 'Digital Segment' and accordingly the Group has restated comparative period in accordance with Ind-AS 108 Operating Segments.
- Overall, digital revenue remained flat for the full year.
- EBITDA losses increased owing to investment in new business.

Q&A

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



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



3. Ask your question

HT Media Group

Hindustan Times House,
2nd Floor, 18-20, Kasturba Gandhi Marg
New Delhi – 110001, India

Anna Abraham

Kanika Malik

Aaditya Mulani

 IR@hindustantimes.com



Anvita Raghuram

 htmedia@churchgatepartners.com



ANNEXURES

Consolidated P&L – HT Media Ltd

Particulars (INR cr)	Q4FY22	Q4FY23	YoY	FY'22	FY'23	YoY
Operating Revenue	421	441	5%	1,500	1,711	14%
Other Income	35	53	52%	177	151	-15%
Total Revenue	456	494	8%	1,678	1,862	11%
Raw Materials & Change in Inventory	118	143	21%	407	608	49%
Employee Cost	93	98	5%	371	395	6%
Other expenses	187	239	27%	696	847	22%
EBITDA	57	14	-75%	204	13	-94%
<i>Margin (%)</i>	<i>13%</i>	<i>3%</i>		<i>12%</i>	<i>1%</i>	
PBT	10	(34)	-449%	14	(196)	-1485%
<i>Margin (%)</i>	<i>2%</i>	<i>-7%</i>		<i>1%</i>	<i>-11%</i>	

Consolidated B/S – HT Media Ltd

As at 31 Mar'22	Particulars (INR cr)	As at 31 Mar'23
	ASSETS	
	Non- current assets	
1,093	Financial assets	1,311
973	Property, plant and equipment	989
494	Others	419
2,560	Total non-current assets	2,719
	Current assets	
153	Inventories	157
1,554	Financial assets	1,127
130	Other current assets	151
1,837	Total current assets	1,435
4,397	Total assets	4,153
	EQUITY AND LIABILITIES	
	Equity	
46	Equity share capital	46
2,037	Other equity	1,753
399	Non-controlling Interest	355
2,483	Total equity	2,154
	Liabilities	
	Non-current liabilities	
239	Financial liabilities	213
21	Deferred tax liabilities (Net)	16
15	Others	12
275	Total non-current liabilities	241
	Current liabilities	
1,418	Financial liabilities	1,537
222	Others	221
1,639	Total current liabilities	1,758
4,397	Total equity and liabilities	4,153

Consolidated P&L – Hindustan Media Ventures Ltd

Particulars (INR cr)	Q4FY22	Q4FY23	YoY	FY'22	FY'23	YoY
Operating Revenue	197	188	-5%	669	713	7%
Other Income	5	29	463%	78	78	1%
Total Revenue	202	217	7%	747	792	6%
Raw Materials & Change in Inventory	68	70	3%	244	314	29%
Employee Cost	38	37	-3%	152	160	5%
Other expenses	78	90	16%	264	325	23%
EBITDA	18	19	6%	87	(8)	-110%
<i>Margin (%)</i>	<i>9%</i>	<i>9%</i>		<i>12%</i>	<i>-1%</i>	
PBT	8	9	19%	47	(56)	-219%
<i>Margin (%)</i>	<i>4%</i>	<i>4%</i>		<i>6%</i>	<i>-7%</i>	

Consolidated B/S – Hindustan Media Ventures Ltd

As at 31 Mar'22	Particulars (INR cr)	As at 31 Mar'23
	ASSETS	
	Non-current assets	
713	Financial assets	907
281	Property, plant and equipment	349
89	Others	109
1,083	Total non-current assets	1,365
	Current assets	
77	Inventories	64
973	Financial assets	687
51	Other current assets	70
1,101	Total current assets	821
2,184	Total assets	2,186
	EQUITY AND LIABILITIES	
	Equity	
74	Equity share capital	74
1,516	Other equity	1,402
1,590	Total equity	1,476
	Liabilities	
	Non-current liabilities	
12	Financial liabilities	43
3	Deferred tax liabilities (Net)	-
1	Others	0
15	Total non-current liabilities	43
	Current liabilities	
534	Financial liabilities	618
45	Others	50
579	Total current liabilities	667
2,184	Total equity and liabilities	2,186