

HT MEDIA GROUP
Q1 FY 2023-24
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

“Overall, our performance in Q1 23-24 has seen an improvement. While revenue is muted, profitability has expanded on the back of continued streamlining of costs and easing of commodity prices.

Circulation and Advertising grew on a year-on-year basis in Print, while in Radio, non-FCT and value-added solutions drove the growth.

Rising media spends by companies, growing consumer demand, more government spends, and relative easing in inflationary pressure, all augur well in the near-term for Print, Radio and Digital sectors of the M&E industry, which should benefit your Company. We are focused on working towards achieving profitable growth in our core businesses while expanding into new areas such as OTT.

We remain committed to our journalism, while continuing to provide credible and insightful news & analysis, to 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

Particulars (INR cr)	Q1FY23	Q1FY24	YoY	Q4FY23	QoQ
Total Revenue	432	445	3%	494	-10%
EBITDA ¹	(18)	27	251%	14	88%
<i>EBITDA margin (%)</i>	<i>-4%</i>	<i>6%</i>		<i>3%</i>	
PBT	(65)	(21)	68%	(34)	39%
<i>PBT margin (%)</i>	<i>-15%</i>	<i>-5%</i>		<i>-7%</i>	
Net Cash ²	936	902	-4%	935	-4%

¹ EBITDA before exceptional items

² Balance at the end of the period

BUSINESS UNIT PERFORMANCE

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (INR cr)	Q1FY23	Q1FY24	YoY	Q4FY23	QoQ
Ad Revenue	240	244	2%	269	-9%
Circulation Revenue	58	60	4%	60	1%
Operating Revenue	348	324	-7%	374	-13%
Operating EBITDA	2	2	-2%	15	-88%
<i>Op EBITDA margin (%)</i>	1%	1%		4%	

KEY HIGHLIGHTS

- Ad revenue growth for the quarter on y-o-y basis supported by better ad volumes.
- Circulation revenue rose on y-o-y and q-o-q basis owing to higher realization per copy.
- Overall Operating Revenue saw a decline on account of one-off in 'other operating income' in the previous year.
- Operating EBITDA marginally positive.

PRINT

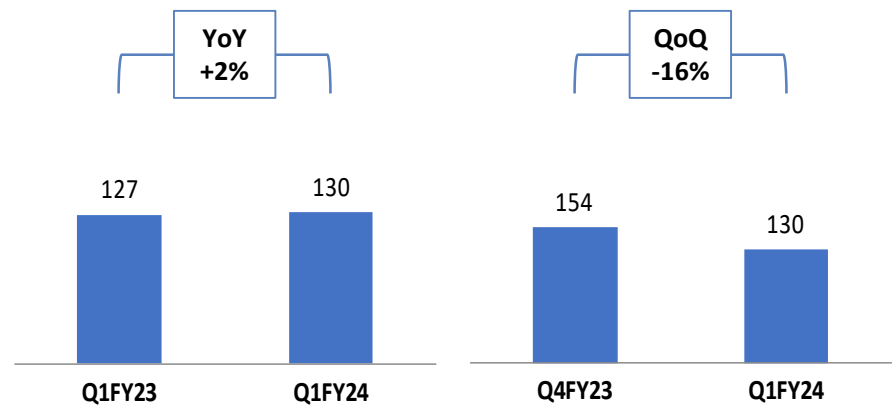
PRINT – ENGLISH

PRINT – HINDI

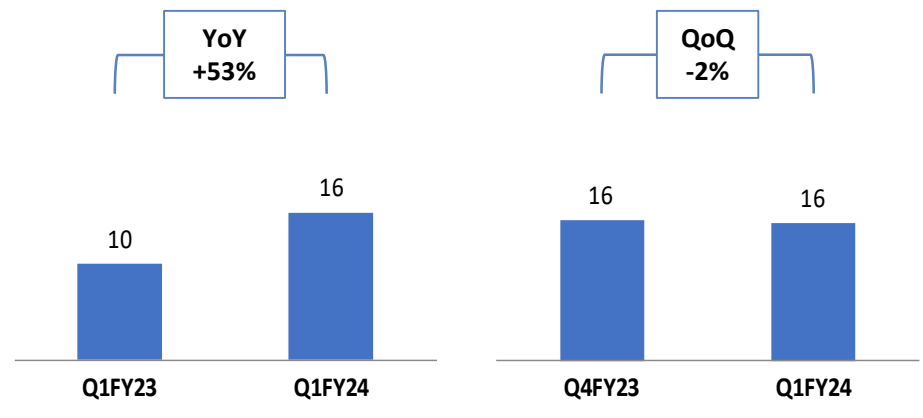
RADIO

DIGITAL

AD REVENUE (INR cr)



CIRCULATION REVENUE (INR cr)



KEY HIGHLIGHTS

- Ad revenue grew on y-o-y basis, as categories such as, Education, Retail and Real Estate grew while FMCG and Auto remained subdued.
- Circulation revenue improved y-o-y due to step improvement in realization per copy.

PRINT

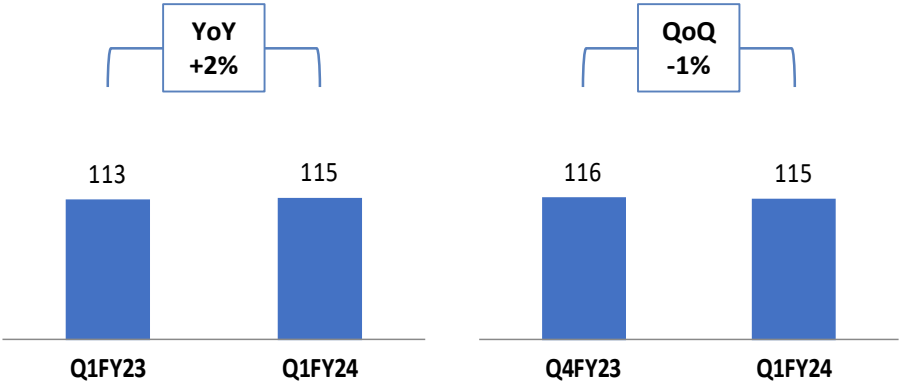
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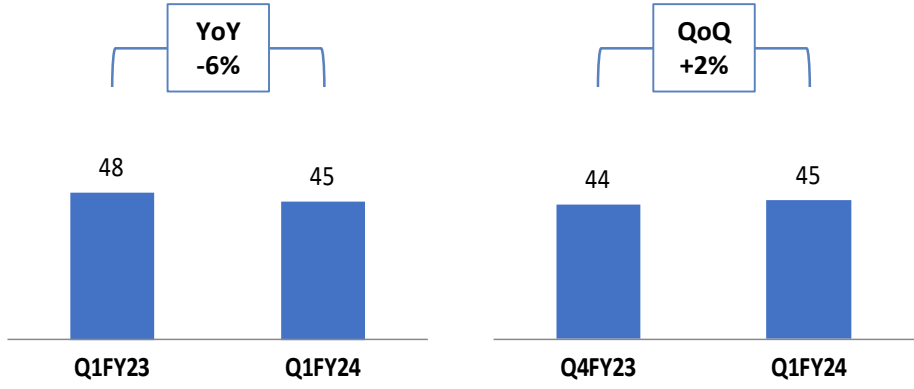
RADIO

DIGITAL

AD REVENUE (INR cr)



CIRCULATION REVENUE (INR cr)



KEY HIGHLIGHTS

- For the quarter, ad revenue grew y-o-y primarily supported by higher ad volumes.
- On y-o-y basis, categories such as Retail, Education, Auto and Healthcare grew while Real Estate & BFSI were subdued.
- Circulation revenue saw growth on q-o-q backed by higher copies.

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

Particulars (INR cr)	Q1FY23	Q1FY24	YoY	Q4FY23	QoQ
Operating Revenue	33	35	4%	36	-5%
Operating EBITDA	2	2	40%	(3)	182%
<i>Op EBITDA Margin (%)</i>	5%	6%		-7%	

KEY HIGHLIGHTS

- Revenue growth on y-o-y basis led by non-FCT segment.
- Operating EBITDA has improved from same quarter last year.

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

FINANCIAL PERFORMANCE

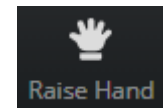
Particulars (INR cr)	Q1FY23	Q1FY24	YoY	Q4FY23	QoQ
Operating Revenue	39	36	-9%	32	13%
Operating EBITDA	(9)	(17)	-101%	(22)	24%
<i>Op EBITDA Margin (%)</i>	-22%	-48%		-71%	

KEY HIGHLIGHTS

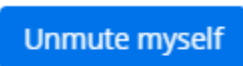
- Q-o-Q revenue growth with improvement across all business segments in Digital.
- Increase in EBITDA losses owing to investment in new business.

Q&A

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



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



3. Ask your question

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ANNEXURES

Consolidated P&L – HT Media Ltd

Particulars (INR cr)	Q1FY23	Q1FY24	YoY	Q4FY23	YoY
Operating Revenue	420	393	-6%	441	-11%
Other Income	12	52	347%	53	-2%
Total Revenue	432	445	3%	494	-10%
Raw Materials & Change in Inventory	147	135	-8%	143	-6%
Employee Cost	106	98	-8%	98	-1%
Other expenses	196	186	-5%	239	-22%
EBITDA	(18)	27	251%	14	88%
<i>Margin (%)</i>	<i>-4%</i>	<i>6%</i>		<i>3%</i>	
PBT	(65)	(21)	68%	(34)	39%
<i>Margin (%)</i>	<i>-15%</i>	<i>-5%</i>		<i>-7%</i>	

Consolidated P&L – Hindustan Media Ventures Ltd

Particulars (INR cr)	Q1FY23	Q1FY24	YoY	Q4FY23	YoY
Operating Revenue	168	169	0%	188	-10%
Other Income	2	31	1580%	29	8%
Total Revenue	170	200	18%	217	-8%
Raw Materials & Change in Inventory	82	70	-14%	70	0%
Employee Cost	43	39	-8%	37	6%
Other expenses	73	70	-3%	90	-22%
EBITDA	(28)	20	169%	19	3%
<i>Margin (%)</i>	-17%	10%		9%	
PBT	(38)	10	127%	9	8%
<i>Margin (%)</i>	-23%	5%		4%	