

HT MEDIA GROUP

Q2 FY2024-25

Consolidated Results

 **HT Media Limited**

हिन्दुस्तान

Cautionary Statements

Certain statements in this presentation may be forward-looking.

Such forward looking statements are subject to risks and uncertainties like regulatory changes, local political and economic developments, technological risks, geo-political macro changes 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 presentation webinar, combining information for the publicly 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 these companies. It is neither intended to be an exhaustive review nor does it intend to provide any trading, financial, legal advice and/or future outlook.

Chairperson's Message

“The second quarter of the current fiscal saw an improvement in the overall performance of your Company. Our revenue grew and operating profitability increased. This performance can be attributed to our focused efforts on pricing, cost management and efficiency as well as a conducive business environment.

The Print business posted better numbers on the back of pricing led advertising growth, which, coupled with our emphasis on operational efficiency resulted in enhanced profitability. While the Radio business was flat, the Digital business saw considerable upside in revenue on a y-o-y as well as q-o-q basis largely driven by growth of OTTplay business in which we continue to invest.

In the run-up to the festive season during the ongoing quarter, the Company aims to boost growth on the back of a pick-up in both retail and commercial market activity. Across businesses, we remain committed to enhancing the audience experience, bringing innovative solutions to advertisers and engaging content to customers.”

Mrs. Shobhana Bhartia

Chairperson and Editorial Director

HT Media Ltd. & Hindustan Media Ventures Ltd.

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CONSOLIDATED PERFORMANCE

Consolidated Financial Summary

- Strong revenue growth on sequential as well as annual basis
- Substantial improvement in EBITDA
- Positive cashflow during the quarter

in INR crore

Particulars	Q2FY24	Q2FY25	YoY	Q1FY25	QoQ
Total Revenue	427	479	12%	427	12%
EBITDA ¹	(1)	33	<i>nm</i>	7	345%
<i>EBITDA margin (%)</i>	<i>0%</i>	<i>7%</i>		<i>2%</i>	
PAT ¹	(26)	(6)	<i>nm</i>	(28)	<i>nm</i>
<i>PAT margin (%)</i>	<i>-6%</i>	<i>-1%</i>		<i>-6%</i>	
Net Cash ²	821	919	12%	858	7%

¹ EBITDA and PAT are before exceptional items and share of JVs

² Balance at the end of the period

'nm' refers to not meaningful

BUSINESS UNIT PERFORMANCE

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

- Improvement in Print segment operating revenue led by advertising revenue on a y-o-y as well as q-o-q basis
- Resultant impact on profitability

in INR crore

Particulars	Q2FY24	Q2FY25	YoY	Q1FY25	QoQ
Ad Revenue	244	252	3%	219	15%
Circulation Revenue	61	55	-10%	55	0%
Operating Revenue	324	334	3%	299	12%
Operating EBITDA	(1)	19	<i>nm</i>	(1)	<i>nm</i>
Op EBITDA margin (%)	0%	6%		0%	

'nm' refers to not meaningful

PRINT

PRINT – ENGLISH

PRINT – HINDI

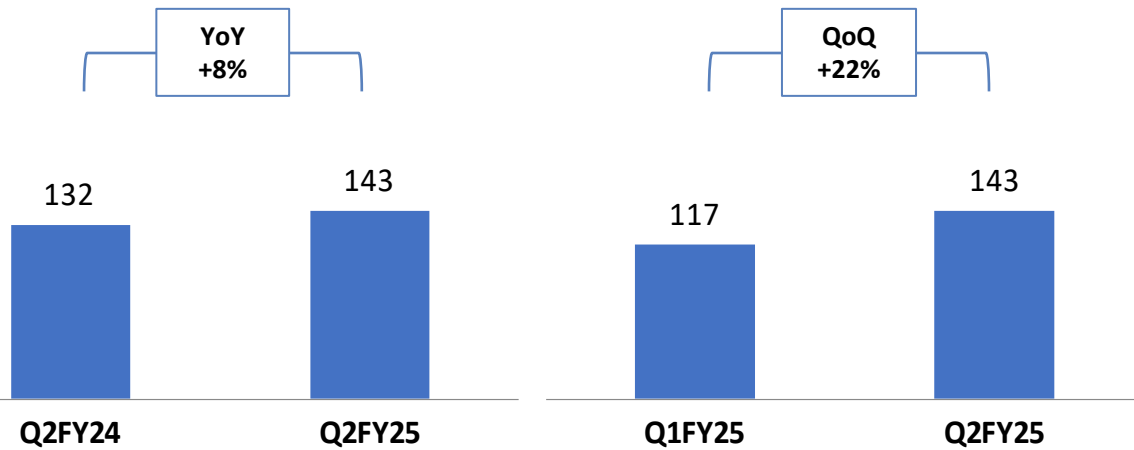
RADIO

DIGITAL

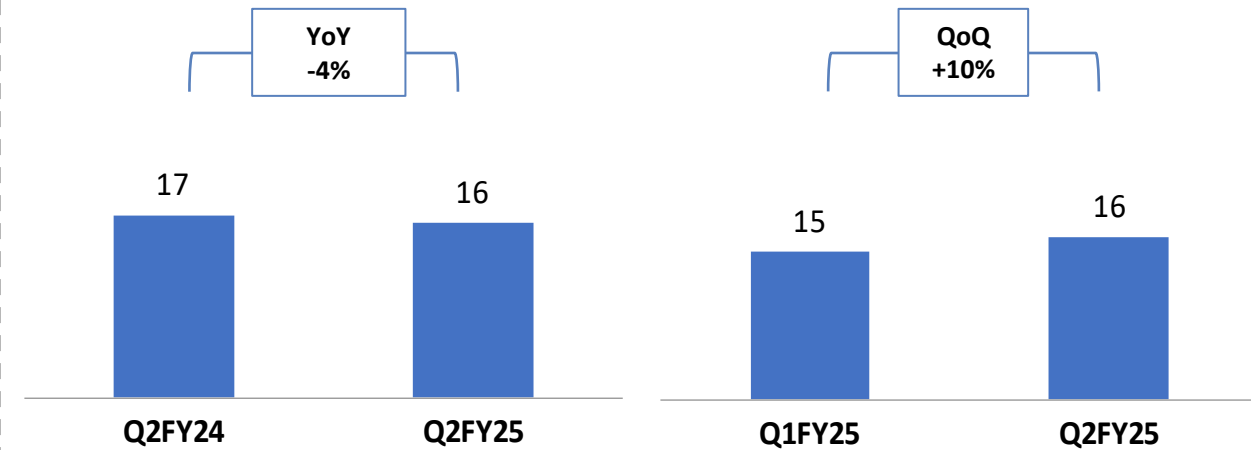
- Advertising revenue improved y-o-y, basis commercial revenue and q-o-q, basis better volume in Govt. segment
 - Growth on a y-o-y basis seen across key commercial categories except BFSI, Industrial and Tourism
- Circulation revenue rose sequentially aided by higher copies

in INR crore

Advertisement Revenue



Circulation Revenue



PRINT

PRINT – ENGLISH

PRINT – HINDI

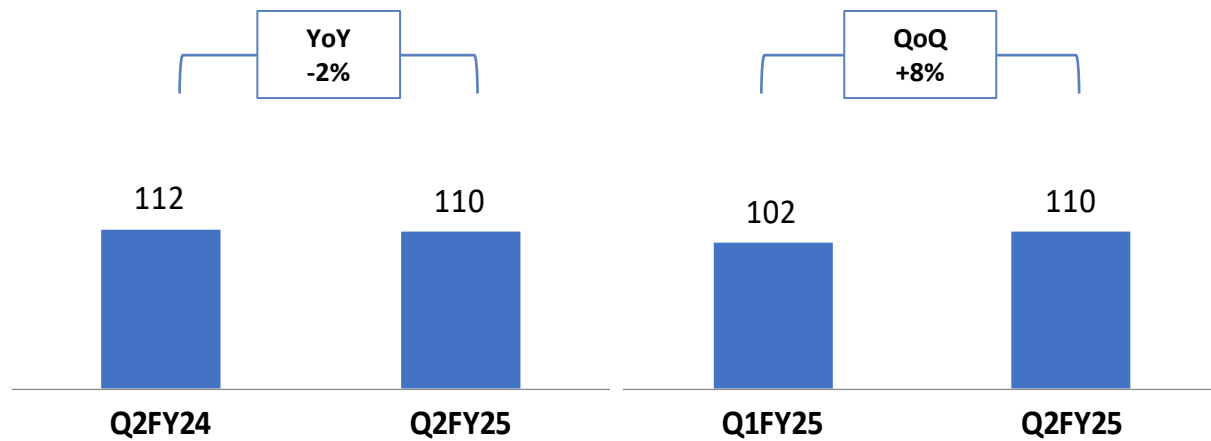
RADIO

DIGITAL

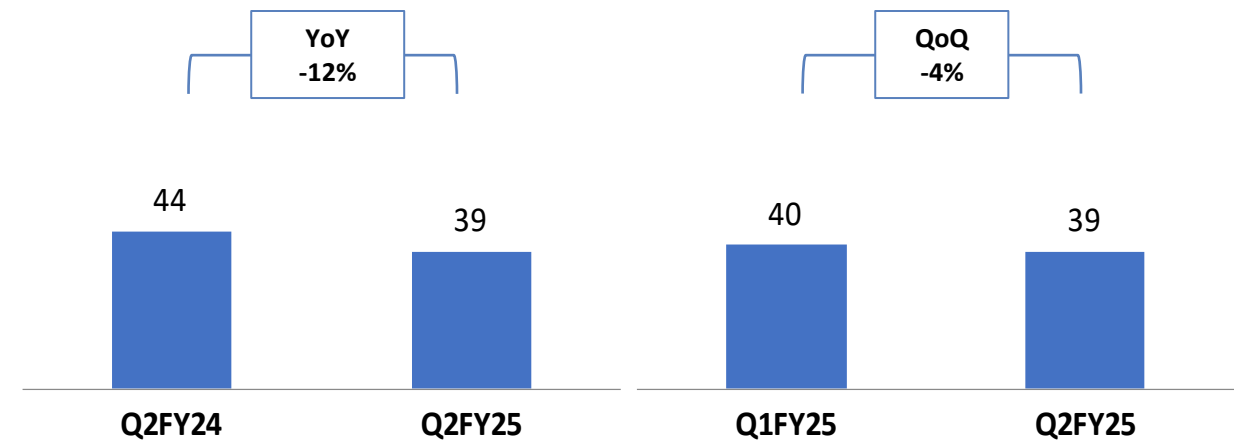
- Marginal decline in advertising revenue on a y-o-y basis, however, sequential improvement due to better yield and volume traction
 - Growth on a y-o-y basis seen across key commercial categories except Retail, FMCG and Industrial
- Decline in circulation revenue on a sequential and annual basis

in INR crore

Advertisement Revenue



Circulation Revenue



PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

- Operating revenue remains flat, with a drop in operating margins

in INR crore

Particulars	Q2FY24	Q2FY25	YoY	Q1FY25	QoQ
Operating Revenue	35	35	-1%	36	-2%
Operating EBITDA	1	(3)	<i>nm</i>	(0)	<i>nm</i>
<i>Op EBITDA Margin (%)</i>	3%	-9%		-1%	

'nm' refers to not meaningful

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

- Strong y-o-y growth in Digital segment across underlying businesses – especially in OTTplay
- Operating losses on account of investment in OTTplay

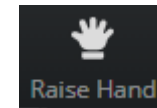
in INR crore

Particulars	Q2FY24	Q2FY25	YoY	Q1FY25	QoQ
Operating Revenue	36	56	54%	47	19%
Operating EBITDA	(21)	(23)	<i>nm</i>	(25)	<i>nm</i>
<i>Op EBITDA Margin (%)</i>	<i>-59%</i>	<i>-41%</i>		<i>-54%</i>	

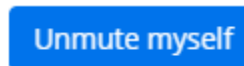
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Q&A

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

in INR crore

Particulars	Q2FY24	Q2FY25	YoY	Q1FY25	QoQ
Operating Revenue	394	424	8%	379	12%
Other Income	33	56	68%	49	14%
Total Revenue	427	479	12%	427	12%
Raw Materials & Change in Inventory	125	100	-20%	98	2%
Employee Cost	101	109	8%	113	-3%
Other expenses	201	237	18%	209	14%
EBITDA¹	(1)	33	<i>nm</i>	7	345%
<i>EBITDA Margin (%)</i>	<i>0%</i>	<i>7%</i>		<i>2%</i>	
PAT¹	(26)	(6)	<i>nm</i>	(28)	<i>nm</i>
<i>PAT Margin (%)</i>	<i>-6%</i>	<i>-1%</i>		<i>-6%</i>	

¹ EBITDA and PAT are before exceptional items and share of JVs

Note: Previous periods / years figures have been reclassified to confirm with current period / year, where applicable

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Consolidated Balance Sheet – HT Media Ltd

in INR crore

As at 31 Mar'24	Particulars	As at 30 Sep'24
	ASSETS	
	Non- current assets	
981	Financial assets	682
919	Property, plant and equipment	874
362	Others	372
2,263	Total non-current assets	1,928
	Current assets	
176	Inventories	192
1,496	Financial assets	1,698
174	Other current assets	188
1,846	Total current assets	2,077
4,108	Total assets	4,005
	EQUITY AND LIABILITIES	
	Equity	
46	Equity share capital	46
1,668	Other equity	1,635
343	Non-controlling Interest	342
2,057	Total equity	2,023
	Liabilities	
	Non-current liabilities	
238	Financial liabilities	194
7	Deferred tax liabilities (Net)	7
8	Others	8
253	Total non-current liabilities	208
	Current liabilities	
1,572	Financial liabilities	1,502
226	Others	272
1,798	Total current liabilities	1,774
4,108	Total equity and liabilities	4,005

Consolidated P&L – Hindustan Media Ventures Ltd

in INR crore

Particulars	Q2FY24	Q2FY25	YoY	Q1FY25	QoQ
Operating Revenue	165	172	5%	162	6%
Other Income	22	36	64%	27	34%
Total Revenue	187	208	12%	189	10%
Raw Materials & Change in Inventory	64	48	-24%	50	-4%
Employee Cost	41	45	10%	46	-2%
Other expenses	86	93	8%	84	11%
EBITDA¹	(4)	22	<i>nm</i>	9	150%
<i>EBITDA Margin (%)</i>	<i>-2%</i>	<i>10%</i>		<i>5%</i>	
PAT¹	(7)	14	<i>nm</i>	1	<i>nm</i>
<i>PAT Margin (%)</i>	<i>-4%</i>	<i>7%</i>		<i>0%</i>	

¹ EBITDA and PAT are before exceptional items and share of JVs

Note: Previous periods / years figures have been reclassified to confirm with current period / year, where applicable

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Consolidated Balance Sheet – Hindustan Media Ventures Ltd

in INR crore

As at 31 Mar'24	Particulars	As at 30 Sep'24
	ASSETS	
	Non- current assets	
685	Financial assets	450
335	Property, plant and equipment	333
124	Others	122
1,144	Total non-current assets	905
	Current assets	
49	Inventories	61
976	Financial assets	1,156
79	Other current assets	86
1,104	Total current assets	1,303
2,248	Total assets	2,208
	EQUITY AND LIABILITIES	
	Equity	
74	Equity share capital	74
1,405	Other equity	1,421
1,479	Total equity	1,494
	Liabilities	
	Non-current liabilities	
32	Financial liabilities	29
-	Others	-
32	Total non-current liabilities	29
	Current liabilities	
671	Financial liabilities	604
66	Others	80
737	Total current liabilities	684
2,248	Total equity and liabilities	2,208