

# HT MEDIA GROUP

Q3 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 third quarter of the fiscal year bode well for the overall performance of your Company. Revenue grew in the annual festive season with a corresponding improvement in both business and operational metrics.*

*On a consolidated basis, we reported growth in revenue and an improvement in operational profitability compared to last year as well as sequentially. Print advertising revenues have on the back of price/mix seen improved revenue growth. This, coupled with sustained control on operational expenses, have led to margin improvement on y-o-y as well as q-o-q basis. The quarter also saw our Radio business post strong revenue growth as a result of non-FCT business, although margins continue to remain under duress. In the Digital business, the Company continues to post revenue growth and operational improvement.*

*Sustaining this positive momentum across our key business areas and ensuring smooth leadership transition will be our primary focus in the medium term while we remain steadfast in our commitment to delivering credible and trustworthy news and engaging entertainment content through our legacy platforms as well as new-age product offerings.”*

**Mrs. Shobhana Bhartia**

Chairperson and Editorial Director

HT Media Ltd. & Hindustan Media Ventures Ltd.

# Table of Contents

<b>PARTICULARS</b>	<b>SLIDE NO.</b>
Consolidated Performance	5
Business Unit Performance	7
Print	8
Print – English	10
Print – Hindi (HMVL)	12
Radio	14
Digital	16
Annexures	20

---

# CONSOLIDATED PERFORMANCE

# Consolidated Financial Summary

- Continuing upward momentum in total revenue on an annual as well as sequential basis
- Resultant improvement in EBITDA profitability
- Cash position remains robust

in INR crore

Particulars	Q3FY24	Q3FY25	YoY	Q2FY25	QoQ
Total Revenue	486	530	9%	479	11%
EBITDA <sup>1</sup>	28	46	64%	33	42%
<i>EBITDA margin (%)</i>	6%	9%		7%	
PAT <sup>1</sup>	(15)	(3)	79%	(6)	50%
<i>PAT margin (%)</i>	-3%	-1%		-1%	
Net Cash <sup>2</sup>	754	920	22%	919	0%

<sup>1</sup> EBITDA and PAT are before exceptional items and share of JVs

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

---

# **BUSINESS UNIT PERFORMANCE**

---

**PRINT**

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL



- Advertising led growth in Print segment revenue reflecting improved momentum
- Segment profitability has scaled up on y-o-y as well as q-o-q basis

in INR crore

Particulars	Q3FY24	Q3FY25	YoY	Q2FY25	QoQ
Ad Revenue	283	309	9%	252	22%
Circulation Revenue	58	52	-11%	55	-5%
<b>Operating Revenue</b>	<b>363</b>	<b>387</b>	<b>7%</b>	<b>334</b>	<b>16%</b>
Operating EBITDA	25	42	67%	19	120%
<i>Op EBITDA margin (%)</i>	<i>7%</i>	<i>11%</i>		<i>6%</i>	

---

PRINT

**PRINT – ENGLISH**

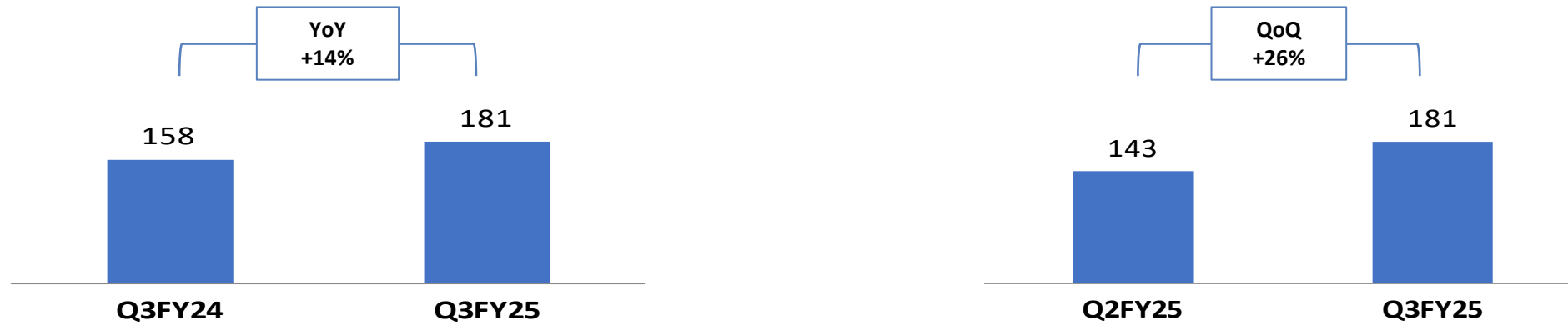
PRINT – HINDI

RADIO

DIGITAL

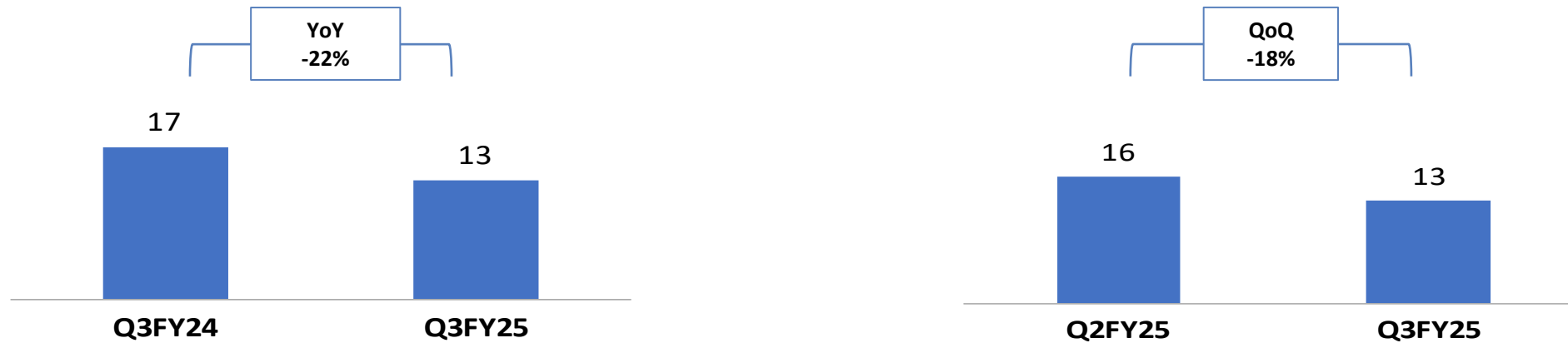
in INR crore

### Advertisement Revenue



- Growth on a y-o-y basis across key commercial categories except FMCG, BFSI and Industrial

### Circulation Revenue



PRINT

PRINT – ENGLISH

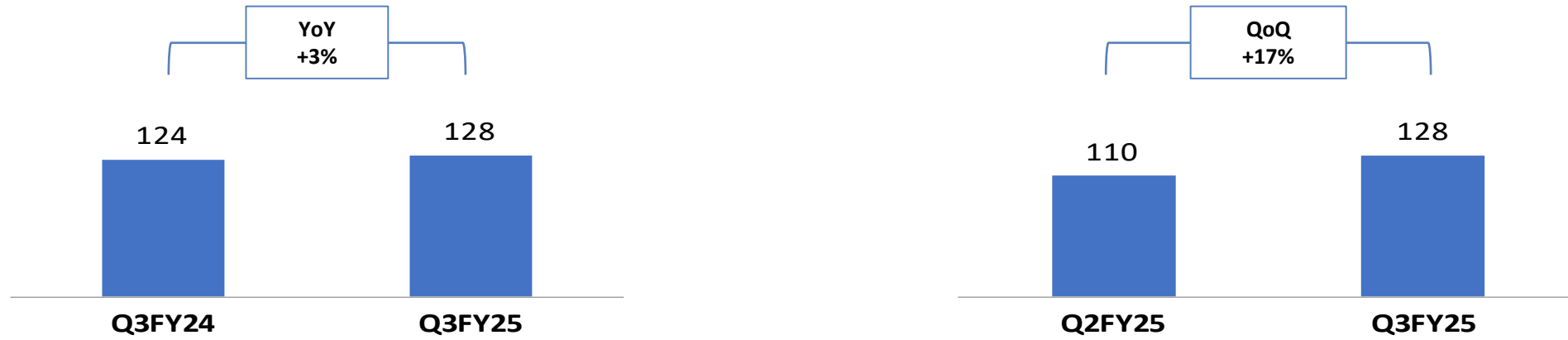
**PRINT – HINDI**

RADIO

DIGITAL

in INR crore

## Advertisement Revenue



- Growth on a y-o-y basis seen across key commercial categories except Retail

## Circulation Revenue



PRINT

PRINT – ENGLISH

PRINT – HINDI

**RADIO**

DIGITAL

in INR crore

- Segment revenue improved on account of NFCT performance in the reported quarter
- Op. margins are at near breakeven - up sequentially

Particulars	Q3FY24	Q3FY25	YoY	Q2FY25	QoQ
Operating Revenue	40	51	29%	35	46%
Operating EBITDA	3	(0)	<i>nm</i>	(3)	88%
<i>Op EBITDA Margin (%)</i>	7%	-1%		-9%	

'nm' refers to not meaningful

**PRINT**

**PRINT – ENGLISH**

**PRINT – HINDI**

**RADIO**

**DIGITAL**



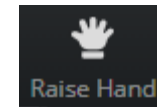
in INR crore

- Revenue growth on annual basis led by OTTplay and Shine
- Losses reduced in OTTplay, certain investments in other digital businesses

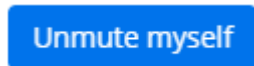
Particulars	Q3FY24	Q3FY25	YoY	Q2FY25	QoQ
Operating Revenue	39	51	32%	56	-7%
Operating EBITDA	(34)	(26)	24%	(23)	-14%
<i>Op EBITDA Margin (%)</i>	<i>-88%</i>	<i>-50%</i>		<i>-41%</i>	

## 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,  
18-20, Kasturba Gandhi Marg,  
New Delhi – 110001, India

Anna Abraham  
Aaditya Mulani

 [IR@hindustantimes.com](mailto:IR@hindustantimes.com)



---

Anvita Raghuram

 [htmedia@churchgatepartners.com](mailto:htmedia@churchgatepartners.com)



# **ANNEXURES**

in INR crore

Particulars	Q3FY24	Q3FY25	YoY	Q2FY25	QoQ
Operating Revenue	443	490	11%	424	16%
Other Income	44	41	-7%	56	-27%
<b>Total Revenue</b>	<b>486</b>	<b>530</b>	<b>9%</b>	<b>479</b>	<b>11%</b>
Raw Materials & Change in Inventory	122	114	-7%	100	13%
Employee Cost	104	114	10%	109	5%
Other expenses	233	256	10%	237	8%
<b>EBITDA<sup>1</sup></b>	<b>28</b>	<b>46</b>	<b>64%</b>	<b>33</b>	<b>42%</b>
<i>EBITDA Margin (%)</i>	6%	9%		7%	
<b>PAT<sup>1</sup></b>	<b>(15)</b>	<b>(3)</b>	<b>79%</b>	<b>(6)</b>	<b>50%</b>
<i>PAT Margin (%)</i>	-3%	-1%		-1%	

<sup>1</sup> 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

# Consolidated P&L – Hindustan Media Ventures Ltd

in INR crore

Particulars	Q3FY24	Q3FY25	YoY	Q2FY25	QoQ
Operating Revenue	183	197	8%	172	15%
Other Income	24	24	2%	36	-34%
<b>Total Revenue</b>	<b>207</b>	<b>221</b>	<b>7%</b>	<b>208</b>	<b>6%</b>
Raw Materials & Change in Inventory	61	56	-7%	48	16%
Employee Cost	42	46	9%	45	2%
Other expenses	96	94	-2%	93	0%
<b>EBITDA<sup>1</sup></b>	<b>8</b>	<b>26</b>	<b>209%</b>	<b>22</b>	<b>19%</b>
<i>EBITDA Margin (%)</i>	<i>4%</i>	<i>12%</i>		<i>10%</i>	
<b>PAT<sup>1</sup></b>	<b>(1)</b>	<b>18</b>	<i>nm</i>	<b>14</b>	<b>30%</b>
<i>PAT Margin (%)</i>	<i>0%</i>	<i>8%</i>		<i>7%</i>	

<sup>1</sup> 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

'nm' refers to not meaningful