

# Hindustan Media Ventures Limited

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Ref: HMVL/CS/08/2015

20-01-2015

The Listing Department  
**Bombay Stock Exchange Limited**  
P.J. Tower, Dalal Street  
**MUMBAI – 400 001**

**The National Stock Exchange of  
India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No C/1, G Block  
Bandra-Kurla Complex  
Bandra (East)  
**MUMBAI – 400 051**

Scrip Code: 533217  
Company Code: HMVL

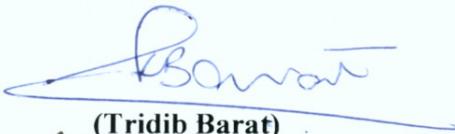
Dear Sirs,

Re: **Presentation on the Un-audited Financial Results for the quarter ended on  
31<sup>st</sup> December, 2014**

Please find enclosed a presentation on the Un-audited Financial Results (UFRs) of Hindustan Media Ventures Limited for the quarter ended on 31<sup>st</sup> December, 2014.

Thanking you,

Yours faithfully,  
For **Hindustan Media Ventures Limited**

  
(Tridib Barat)  
Company Secretary

Encl: As above.

CIN: L21090BR1918PLC000013

Registered Office :  
Budh Marg, Patna - 800001

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## Hindustan Media Ventures Ltd

(NSE: HMVL; BSE: 533217)

Q3 FY2015 Earnings Presentation  
January 20, 2015

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Conference Dial-In Numbers (January 20, 2015 at 5:30 pm IST)	
Primary Number	<b>+91 22 3960 0669 / +91 22 6746 5869</b>
Local Access Number	<b>6000 1221 / 3940 3977</b>
<i>The numbers listed above are universally accessible from all networks and all countries</i>	
Toll Free Number	<b>USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448</b>

# Financial Highlights

## Management Commentary

Commenting on the results and performance, **Mrs. Shobhana Bhartia, Chairperson, Hindustan Media Ventures** said:

*“We are pleased to report another quarter of revenue growth and higher profitability on the back of lower raw material costs.*

*After establishing ourselves as a strong player in Uttar Pradesh and Uttarakhand while retaining our dominance in Bihar and Jharkhand, we are now focusing on operational efficiencies to ensure revenue growth is also accompanied by profit growth.*

*We derive confidence from our performance and we will continue to strive to deliver value to our shareholders.”*

## Highlights – Q3 FY2015 vs. Q3 FY2014

- Total Revenue increased by 12% to Rs. 2,230 million
- Advertising Revenue increased by 11%; Circulation Revenues increased by 11%
- EBITDA increased by 19% to Rs. 562 million; EBITDA margins of 25.2%
- Profit after tax increased by 27% to Rs. 366 million; Net Profit margins of 16.4%
- Strong balance sheet position with Net Cash of Rs. 4,886 Million
- EPS for the quarter stood at Rs. 4.98 as compared to Rs. 3.92 in the same period of last year

# Financial Highlights

## Q3 FY15 (y-o-y and q-o-q)

Rs. million	Q3		y-o-y Growth (%)	Q3	Q2	q-o-q Growth (%)
	FY2015	FY2014		FY2015	FY2015	
Advertising Revenues	1,522	1,375	11%	1,522	1,422	7%
Circulation Revenues	510	459	11%	510	496	3%
Other Revenues	198	156	27%	198	198	0%
<b>Total Revenues</b>	2,230	1,990	12%	2,230	2,116	5%
Consumption of Raw Materials	867	806	8%	867	848	2%
Employee Cost	249	218	14%	249	258	-3%
<b>EBITDA</b>	562	472	19%	562	512	10%
<i>Margin (%)</i>	25.2%	23.7%		25.2%	24.2%	
<b>Profit After Tax (PAT)</b>	366	288	27%	366	315	16%
<i>Margin (%)</i>	16.4%	14.5%		16.4%	14.9%	
<b>Basic EPS (Rs.)</b>	4.98	3.92	27%	4.98	4.29	16%

## Hindustan is now the second largest Hindi Daily: 2013 IRS Results

	<u>2013 IRS Readership</u>	<u>Q4 2012 IRS Readership</u>
All India	14.25 million	12.25 million
UP	7.20 million	4.23 million
Uttarakhand	0.43 million	0.39 million
Bihar	4.27 million	4.81 million
Jharkhand	1.40 million	1.68 million
Delhi NCR	1.06 million	1.19 million

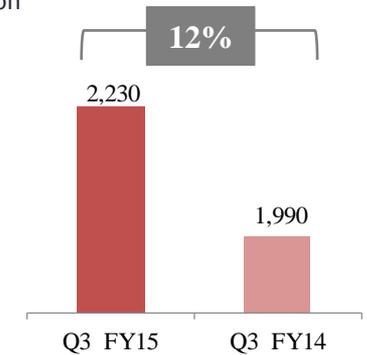
# Financial Overview (All comparisons are y-o-y)

\* Rs. Million

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## Revenue

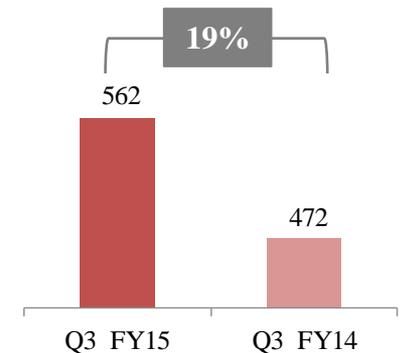
- Total revenue up 12% at Rs. 2,230 million from Rs. 1,990 million :
  - 11% increase in advertising revenue to Rs. 1,522 million from Rs. 1,375 million primarily due to increase in advertising yields and volumes
  - 11% increase in circulation revenue to Rs. 510 million from Rs. 459 million primarily due to higher circulation and realization per copy



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## Operating Profit

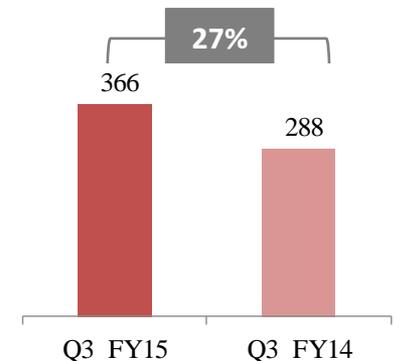
- EBITDA increased by 19% to Rs. 562 million from Rs. 472 million primarily due to :
  - Growth in advertising and circulation revenues
- Growth partially offset by:
  - 8% increase in consumption of raw materials to Rs. 867 million from Rs. 806 million primarily, due to increase in newsprint consumption
  - 14% increase in employee costs to Rs. 249 million from Rs. 218 million due to impact of new hiring, increments and a charge for regulatory compliance



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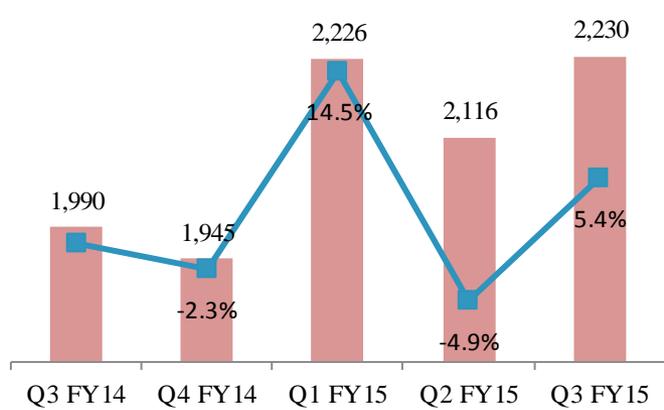
## Profit After Tax

- PAT increased by 27% to Rs. 366 million from Rs. 288 million

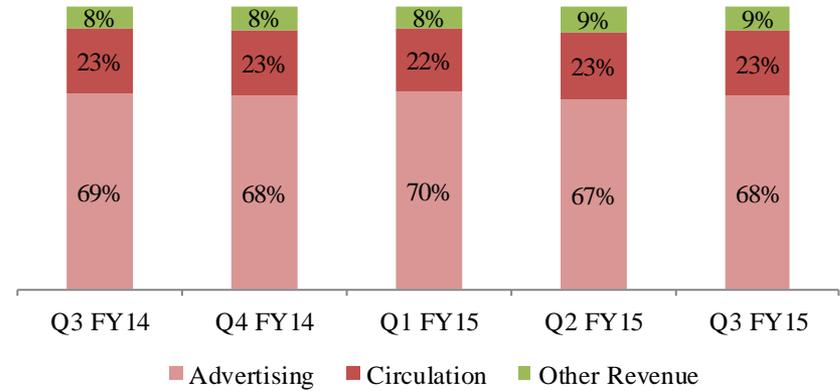


# Financial Overview

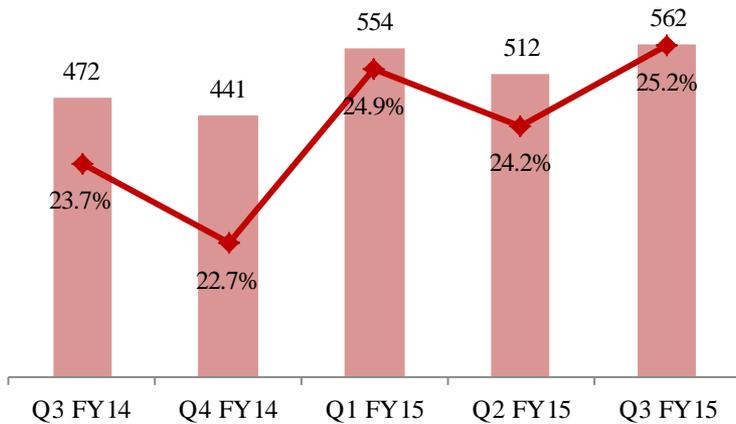
## Revenue (Rs. Million) and Growth (%)



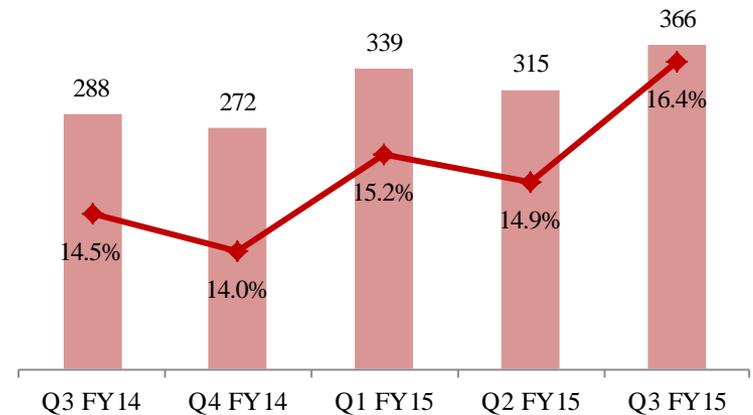
## Revenue Breakdown



## EBITDA (Rs. Million) and Margin (%)



## PAT (Rs. Million) and Margin (%)



# Financial Overview

(Rs. in millions, except EPS data)

Particulars	Three months ended			Nine months ended		
	31.12.2014 (Unaudited)	31.12.2013 (Unaudited)	Shift (%)	31.12.2014 (Unaudited)	31.12.2013 (Unaudited)	Shift (%)
Net Sales / Income from operations	2,053	1,858	10%	6,064	5,374	13%
Other Operating Income	16	28	-43%	101	85	19%
<b>Total Income from operations</b>	<b>2,069</b>	<b>1,887</b>	<b>10%</b>	<b>6,165</b>	<b>5,458</b>	<b>13%</b>
Other income	162	103	57%	408	200	104%
<b>Total Income</b>	<b>2,230</b>	<b>1,990</b>	<b>12%</b>	<b>6,573</b>	<b>5,658</b>	<b>16%</b>
(Increase)/Decrease in Inventory	1	-		0	2	
Consumption of Raw Materials	867	806	8%	2,583	2,197	18%
Employees Cost	249	218	14%	803	648	24%
Other Expenditure	552	494	12%	1,559	1,435	9%
<b>Total Expenditure</b>	<b>1,668</b>	<b>1,518</b>	<b>10%</b>	<b>4,945</b>	<b>4,281</b>	<b>15%</b>
<b>EBITDA</b>	<b>562</b>	<b>472</b>	<b>19%</b>	<b>1,628</b>	<b>1,377</b>	<b>18%</b>
<b>Margin (%)</b>	<b>25%</b>	<b>24%</b>		<b>25%</b>	<b>24%</b>	
Depreciation	61	55	10%	187	163	14%
<b>EBIT</b>	<b>501</b>	<b>417</b>	<b>20%</b>	<b>1,441</b>	<b>1,214</b>	<b>19%</b>
<b>Margin (%)</b>	<b>22%</b>	<b>21%</b>		<b>22%</b>	<b>21%</b>	
Interest & finance charges	26	17	54%	79	38	109%
<b>Profit before tax</b>	<b>476</b>	<b>400</b>	<b>19%</b>	<b>1,363</b>	<b>1,176</b>	<b>16%</b>
<b>Margin (%)</b>	<b>21%</b>	<b>20%</b>		<b>21%</b>	<b>21%</b>	
Tax Expense	110	112	-2%	344	336	2%
<b>Net Income</b>	<b>366</b>	<b>288</b>	<b>27%</b>	<b>1,019</b>	<b>840</b>	<b>21%</b>
<b>Margin (%)</b>	<b>16%</b>	<b>14%</b>		<b>16%</b>	<b>15%</b>	
<b>EPS (non annualized)</b>	<b>4.98</b>	<b>3.92</b>	<b>27%</b>	<b>13.89</b>	<b>11.45</b>	<b>21%</b>

## Strategic Focus

### Near Term Outlook

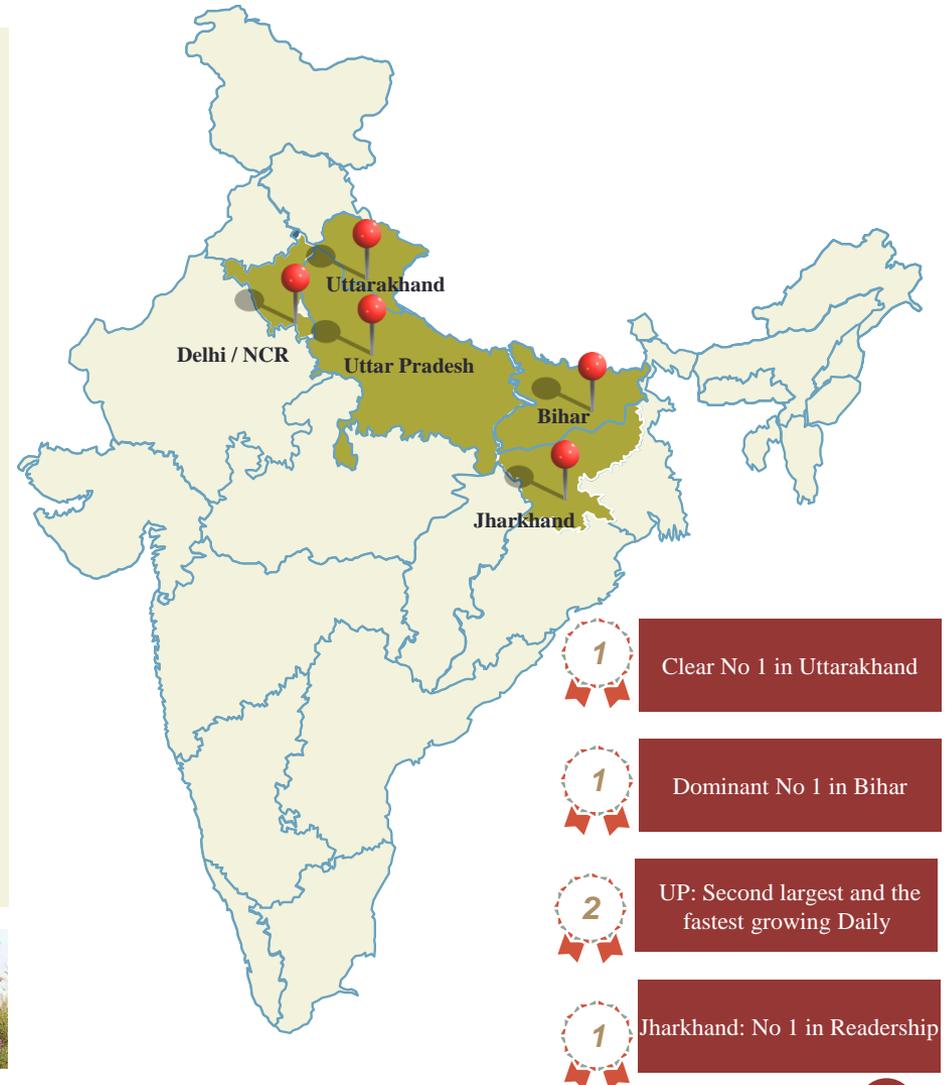
- Focus is to strengthen Hindustan brand and consolidate our position in the geographies we are present in by increasing reach and coverage
- With the economy in a revival mode, we expect the markets to improve in the coming months. We are well positioned to take advantage of it.
- Strong balance sheet (net cash of Rs. 4,886 million) capable of funding its expansion

# Hindustan Media Ventures: At a Glance

## Company Background

- HMVL is one of the leading print media companies engaged in the printing and publishing of 'Hindustan', the second largest newspaper daily of India based on total readership. Also publishes two Hindi magazines 'Nandan' and 'Kadambini'
- 'Hindustan' was first published in 1936 amidst the freedom movement, and has been one of India's eminent newspapers for over 70 years. HMVL was listed on the BSE & NSE in 2010
- 'Hindustan' has a strong regional presence and enjoys a leadership position in Bihar, Jharkhand and Uttarakhand whilst consolidating its 2<sup>nd</sup> position in Delhi and UP
- The Company also operates the website [www.livehindustan.com](http://www.livehindustan.com), which complements the newspaper and focuses on providing news in Hindi with regional content

## Market Leadership Positions





## Safe Harbour

*Certain statements in this document may be forward-looking. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Hindustan Media Ventures Limited will not be in any way 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.*

### Hindustan Media Ventures Ltd

(CIN: L21090BR1918PLC000013)

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