

Hindustan Media Ventures Limited

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CIN : L21090BR1918PLC000013

Ref: HMVL/CS/08/2016

25.01.2016

The Listing Department
BSE Limited
P.J. Tower, Dalal Street
MUMBAI – 400 001

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

Scrip Code: 533217
Company Code: HMVL

Dear Sirs,

Sub: Presentation on the Un-audited Financial results of the Company for the quarter and nine months period ended on 31st December, 2015

Please find enclosed a presentation on the Un-audited Financial Results (UFRs) of Hindustan Media Ventures Limited for Q3 of FY 2016.

Please acknowledge receipt.

Thanking you,

Yours faithfully,

For Hindustan Media Ventures Limited


(Fridib Barat)
Company Secretary

Encl.: As above

Registered Office :
Budh Marg, Patna - 800001
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Fax : 0612-2226120

कादम्बिनी

हिन्दुस्तान

नंदन



Hindustan Media Ventures Ltd

(NSE: HMVL; BSE: 533217)

Q3 FY2016 Earnings Presentation
January 25, 2016

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Conference Dial-In Numbers (January 27, 2016 at 11:00 am IST)	
Local Access Number	Primary +91 22 3960 0607 Secondary +91 22 6746 5837 <i>The numbers listed above are universally accessible from all networks and all countries</i>
International Toll Free	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448

Financial Highlights

Management Commentary

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

“We are pleased to report another quarter where our revenue growth was faster than the industry’s. Growth was powered by a good festive season that fuelled advertising spends across most sectors, state elections in Bihar as well as our internal initiatives. Benign raw material prices and operational efficiencies contributed to higher profitability.

We continue to build on the momentum of the previous quarters, strengthening our presence in Uttar Pradesh and Uttarakhand while retaining our dominant market position in Bihar and Jharkhand . We are confident that the steps we are taking to move to the next level of growth will continue to deliver value to our shareholders”.

Highlights – Q3 FY2016 vs. Q3 FY2015

- Total Revenue increased by 12.8% to Rs. 2,516 million
- Advertising revenue increased by 19%; Circulation revenue increased by 6.3%
- EBITDA increased by 26.8% to Rs. 712 million; EBITDA margins higher at 28.3%
- Profit after tax increased by 28.2% to Rs. 469 million; Net Profit margins were higher at 18.6%
- Strong balance sheet position with Net Cash of Rs. 6,638 million
- EPS for the quarter stood at Rs. 6.38 as compared to Rs. 4.98 in the last year

Financial Highlights

Q3 FY16 (y-o-y and q-o-q)

Rs. million	Q3		y-o-y	Q3		Q2	q-o-q
	FY2016	FY2015	Growth (%)	FY2016	FY2016	FY2016	Growth (%)
Advertising Revenues	1,812	1,522	19.0%	1,812	1,681	7.8%	
Circulation Revenues	542	510	6.3%	542	534	1.5%	
Other Revenues	161	198	-18.6%	161	245	-34.0%	
Total Revenues	2,516	2,230	12.8%	2,516	2,459	2.3%	
Consumption of Raw Materials	896	867	3.4%	896	858	4.5%	
Employee Cost	312	249	25.3%	312	299	4.3%	
EBITDA	712	562	26.8%	712	711	0.2%	
<i>Margin (%)</i>	<i>28.3%</i>	<i>25.2%</i>		<i>28.3%</i>	<i>28.9%</i>		
Profit After Tax (PAT)	469	366	28.2%	469	450	4.1%	
<i>Margin (%)</i>	<i>18.6%</i>	<i>16.4%</i>		<i>18.6%</i>	<i>18.3%</i>		
Basic EPS (Rs.)	6.38	4.98	28.2%	6.38	6.14	4.1%	

Hindustan is the second largest Hindi Daily: 2014 IRS Results

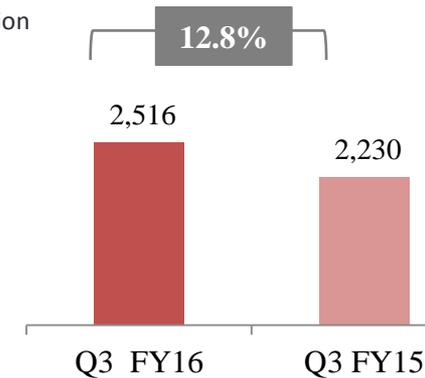
	<u>2014 IRS Readership</u>	<u>2013 IRS Readership</u>
All India	14.75 million	14.25 million
UP	7.6 million	7.2 million
Uttarakhand	0.53 million	0.43 million
Bihar	4.38 million	4.27 million
Jharkhand	1.31 million	1.40 million
Delhi NCR	1.07 million	1.06 million

Financial Overview –All comparisons are y-o-y

1 Revenue

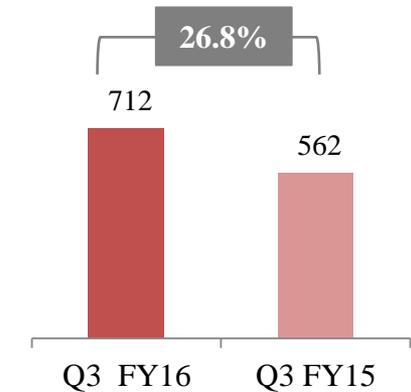
* Rs. Million

- Total revenue up by 12.8% at Rs. 2,516 million from Rs. 2,230 million :
 - 19% increase in advertising revenue to Rs. 1,812 million from Rs. 1,522 million primarily due to increase in advertising volumes.
 - 6.3% increase in circulation revenue to Rs. 542 million from Rs. 510 million due to higher circulation and higher net realization per copy.



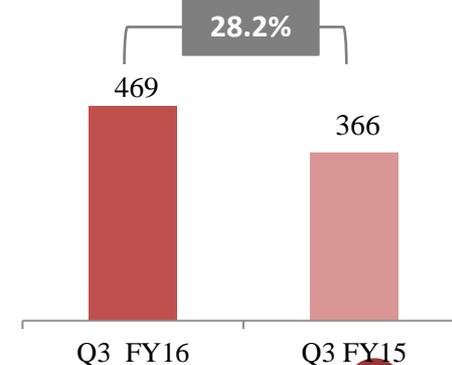
2 EBITDA margin

- EBITDA increased by 26.8% to Rs. 712 million from Rs. 562 million primarily due to :
 - Growth in advertising and circulation revenues being off-set by;
 - 25.3% increase in employee costs on account of impact of annual increments and hirings and 31.4% increase in sales & promotion costs to support Haldwani launch and higher revenue in the quarter.



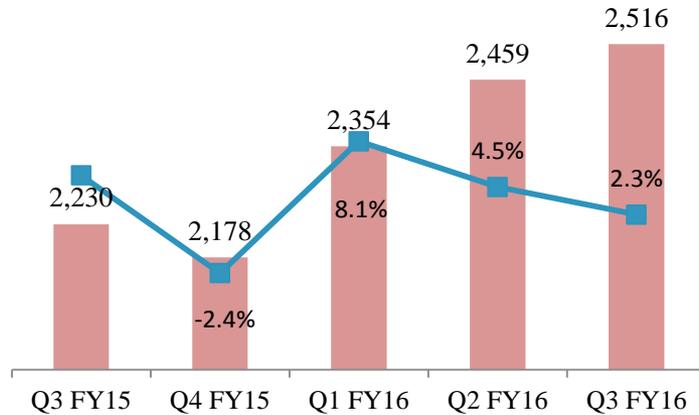
3 Profit After Tax

- PAT increased by 28.2% to Rs. 469 million from Rs. 366 million due to improvement in EBITDA being partially off-set by increase in tax expense.

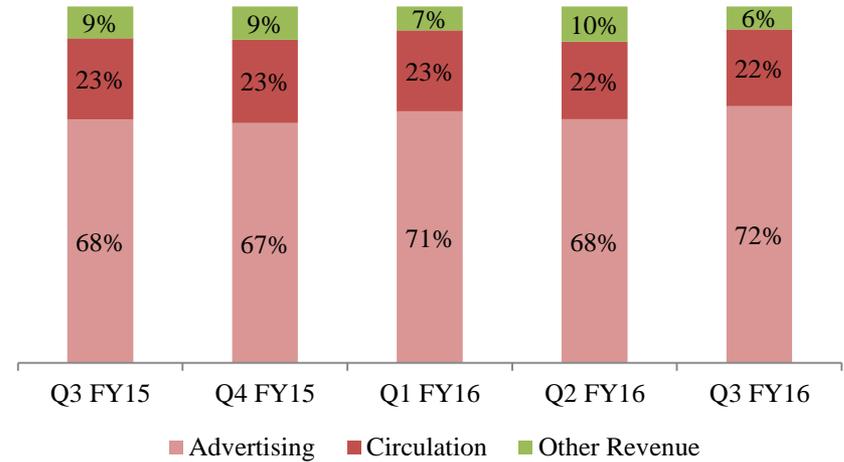


Financial Overview

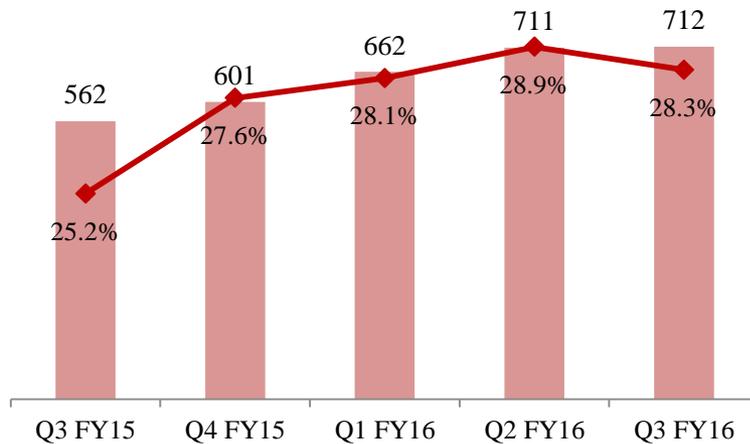
Revenue (Rs. Million) and Growth (%)



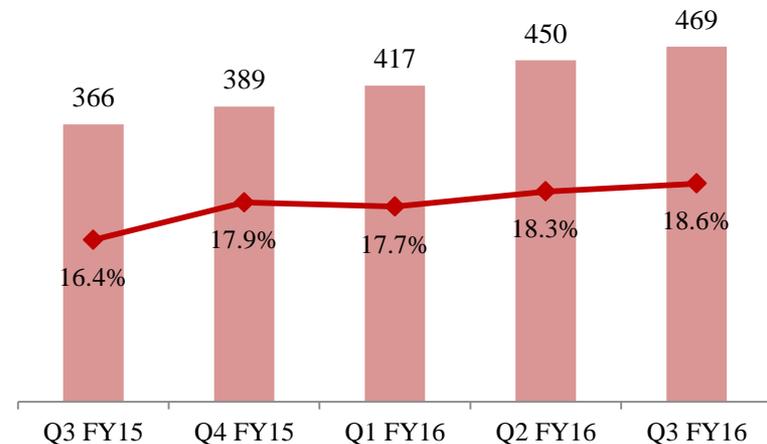
Revenue Breakdown



EBITDA (Rs. Million) and Margin (%)



PAT (Rs. Million) and Margin (%)



Financial Overview- P&L

Particulars (Rs. in millions, except EPS data)	Three months ended		
	31.12.2015 (Un-audited)	31.12.2014 (Un-audited)	Shift (%)
Net Sales / Income from operations	2,375	2,053	16%
Other Operating Income	29	16	79%
Total Income from operations	2,404	2,069	16%
Other income	112	162	-31%
Total Income	2,516	2,230	13%
(Increase)/Decrease in Inventory	(4)	1	
Consumption of Raw Materials	896	867	3%
Employees Cost	312	249	25%
Other Expenditure	599	552	9%
Total Expenditure	1,803	1,668	8%
EBITDA	712	562	27%
Margin (%)	28.3%	25.2%	
Depreciation & Amortisation	56	61	-8%
EBIT	657	501	31%
Margin (%)	26.1%	22.5%	
Interest & finance charges	27	26	5%
Profit before tax	630	476	32%
Margin (%)	25.0%	21.3%	
Tax Expense	161	110	47%
Profit after tax	469	366	28%
Margin (%)	18.6%	16.4%	
Net Income	469	366	28%
Margin (%)	18.6%	16.4%	
EPS (non annualized)	6.38	4.98	28%

Strategic Focus

Near Term Outlook

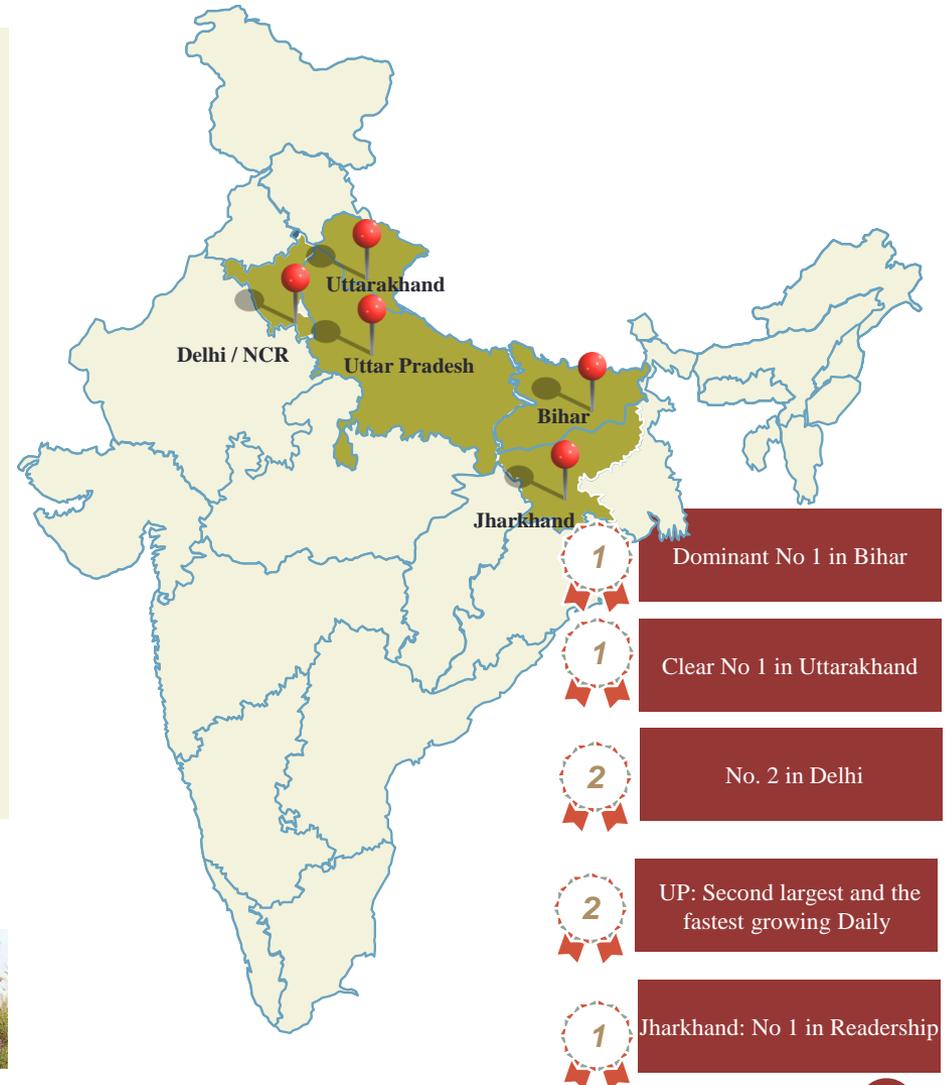
- Continue driving both volume and yield growth across geographies on the back of improving economic environment. UP to continue on its growth trajectory and drive margin expansion.
- Focus on growing adoption of the new Hindustan app launched in January'2016.
- Strong balance sheet (net cash of Rs. 6,638 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 2nd position in Delhi and UP
- The Company also operates the website 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

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