

# HT MEDIA GROUP

**Q4 & FY2023-24**

Consolidated Results



हिन्दुस्तान

# Cautionary Statements

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*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

*“Reflecting on the past fiscal year, your Company saw growth in revenue and marked improvement in operating profitability on the back of improved consumer spending and rising engagement. This was further supported in the last two quarters of the year by the festive season and heightened political activity ahead of the national elections.*

*Cost rationalization in primary input commodities i.e. newsprint, enhanced the profitability of our Print business, which saw steady revenue from both advertising and circulation. Our Radio business recorded an increase in revenue and an improvement in profitability. In the Digital domain, our platforms Shine and OTTplay continued to expand, showing healthy revenue growth. Although investments in new business verticals moderated profitability for the year, we believe these to be critical for the future in an increasingly digital media landscape.*

*We remain cautious about ongoing global conflicts, which could lead to potential disruptions to supply lines and impact commodity costs, and continue to be proactive in monitoring these issues to mitigate their impact on our operations. As we move forward, we remain steadfast in our commitment to our journalistic principles and recognize our role as a trusted source of credible and engaging news and entertainment. We appreciate your continued support, which is vital as we navigate the evolving media environment and seek new opportunities for growth.*

*Thank you for your trust and partnership as we continue to build on this momentum.”*

**Mrs. Shobhana Bhartia**

Chairperson and Editorial Director

HT Media Ltd. & Hindustan Media Ventures Ltd.

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# **CONSOLIDATED PERFORMANCE**

in INR crore

- Healthy revenue growth for the quarter. Full year revenue remains flat owing to modest growth in Print segment
- EBITDA improvement and margin expansion seen for the year, primarily on account of newsprint
- Net cash balance continues to remain at robust levels

Particulars	Q4FY23	Q4FY24	YoY	FY'23	FY'24	YoY
Total Revenue	494	527	7%	1,862	1,886	1%
EBITDA <sup>1</sup>	14	64	362%	12	118	925%
<i>EBITDA margin (%)</i>	<i>3%</i>	<i>12%</i>		<i>1%</i>	<i>6%</i>	
PBT <sup>1</sup>	(34)	14	140%	(196)	(79)	60%
<i>PBT margin (%)</i>	<i>-7%</i>	<i>3%</i>		<i>-11%</i>	<i>-4%</i>	
Net Cash <sup>2</sup>	935	884	-5%	935	884	-5%

<sup>1</sup> EBITDA and PBT 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**



in INR crore

- Strong advertisement revenue for the quarter and flat for the year
- Significant improvement in Op. EBITDA margins for the quarter and full year

Particulars	Q4FY23	Q4FY24	YoY	FY'23	FY'24	YoY
Ad Revenue	269	293	9%	1,061	1,067	1%
Circulation Revenue	60	56	-6%	236	236	0%
Operating Revenue	374	376	1%	1,434	1,386	-3%
Operating EBITDA	15	46	219%	(3)	73	2833%
Op EBITDA margin (%)	4%	12%		0%	5%	



PRINT

**PRINT – ENGLISH**

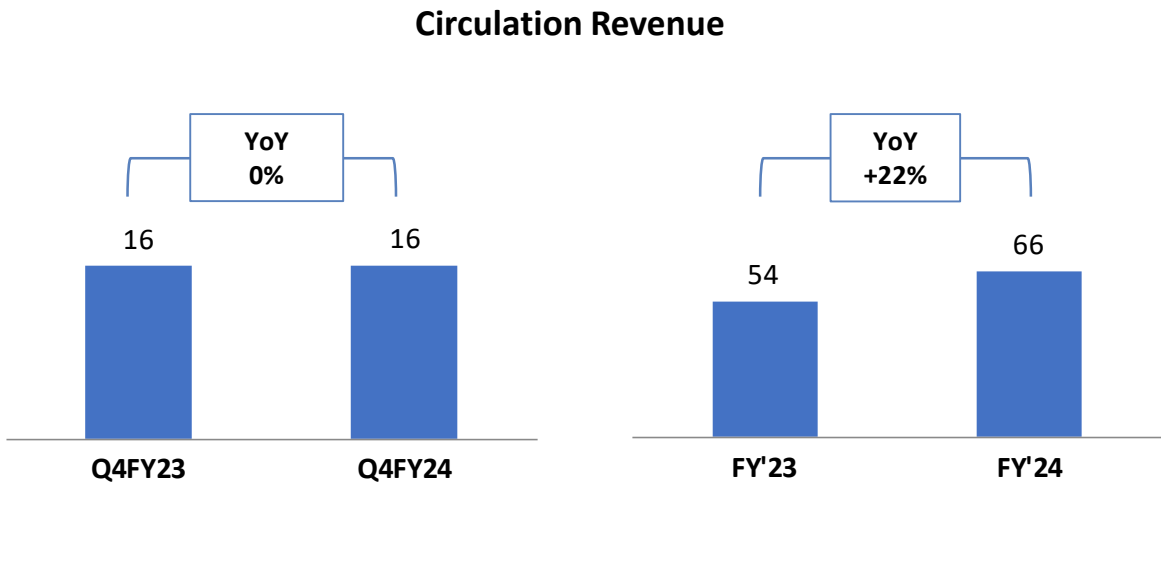
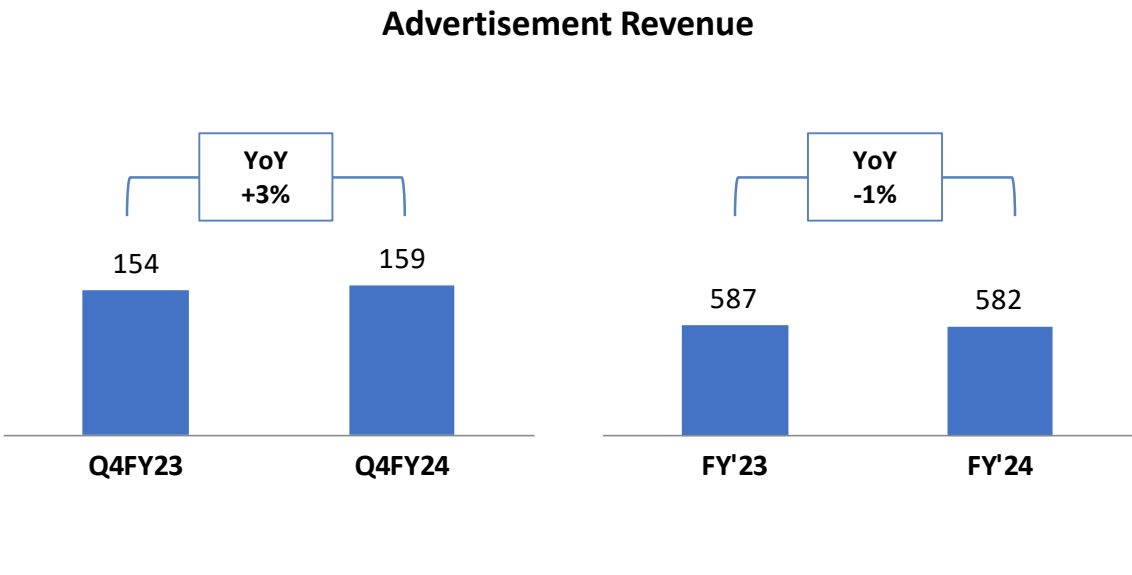
PRINT – HINDI

RADIO

DIGITAL

in INR crore

- Ad. revenue flat for the year, with growth in key sectors like Industrial, BFSI and IT; while Auto, Real Estate, and Retail remained subdued
- Circulation revenue improvement for the full year on the back of higher realization per copy





PRINT

PRINT – ENGLISH

**PRINT – HINDI**

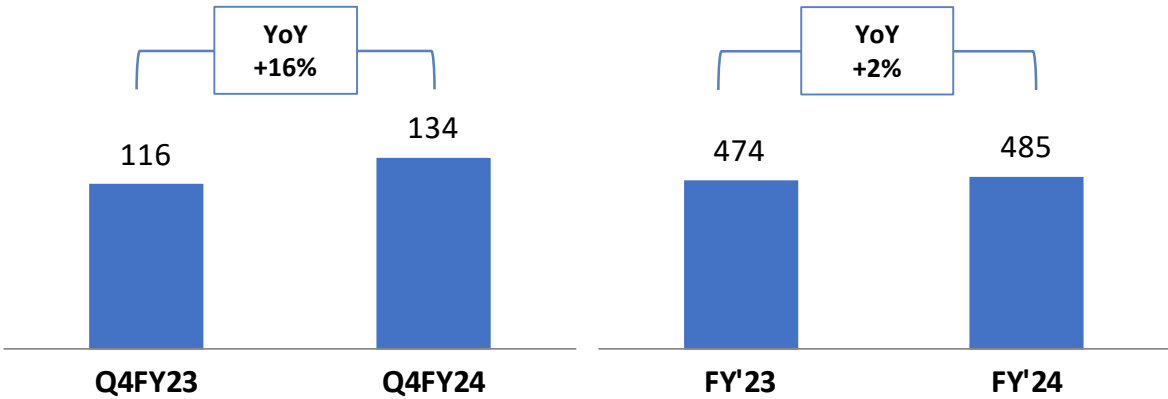
RADIO

DIGITAL

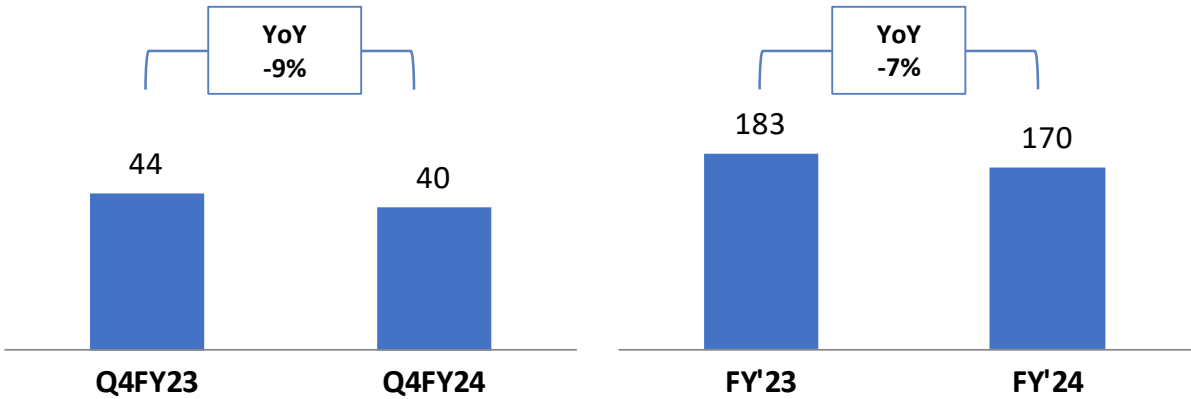
in INR crore

- Double digit growth in ad. revenue for the quarter, with growth in most commercial sectors except Retail and Auto
- Decline in circulation revenue on a sequential and annual basis

Advertisement Revenue



Circulation Revenue





**PRINT**

**PRINT – ENGLISH**

**PRINT – HINDI**

**RADIO**

**DIGITAL**

in INR crore

- Strong quarter for Radio, with revenue growth resulting in better op. EBITDA and margins

Particulars	Q4FY23	Q4FY24	YoY	FY'23	FY'24	YoY
Operating Revenue	36	48	31%	144	157	9%
Operating EBITDA	(3)	7	345%	7	13	80%
Op EBITDA Margin (%)	-7%	14%		5%	8%	



**PRINT**

**PRINT – ENGLISH**

**PRINT – HINDI**

**RADIO**

**DIGITAL**



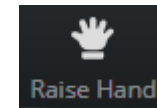
in INR crore

- Revenue improvement in all major digital verticals. Segment loss on account of ongoing investments in OTTplay

Particulars	Q4FY23	Q4FY24	YoY	FY'23	FY'24	YoY
Operating Revenue	32	43	37%	133	154	16%
Operating EBITDA	(22)	(40)	-80%	(75)	(113)	-51%
Op EBITDA Margin (%)	-71%	-94%		-56%	-73%	

## Q&A

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



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


Unmute myself

3. Ask your question

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# **ANNEXURES**

in INR crore

Particulars	Q4FY23	Q4FY24	YoY	FY'23	FY'24	YoY
Operating Revenue	441	464	5%	1,711	1,695	-1%
Other Income	53	63	19%	151	191	26%
<b>Total Revenue</b>	<b>494</b>	<b>527</b>	<b>7%</b>	<b>1,862</b>	<b>1,886</b>	<b>1%</b>
Raw Materials & Change in Inventory	143	112	-22%	608	493	-19%
Employee Cost	98	111	12%	395	413	5%
Other expenses	239	241	1%	848	861	2%
<b>EBITDA<sup>1</sup></b>	<b>14</b>	<b>64</b>	<b>362%</b>	<b>12</b>	<b>118</b>	<b>925%</b>
<i>Margin (%)</i>	<i>3%</i>	<i>12%</i>		<i>1%</i>	<i>6%</i>	
<b>PBT<sup>1</sup></b>	<b>(34)</b>	<b>14</b>	<b>140%</b>	<b>(196)</b>	<b>(79)</b>	<b>60%</b>
<i>Margin (%)</i>	<i>-7%</i>	<i>3%</i>		<i>-11%</i>	<i>-4%</i>	

<sup>1</sup> EBITDA and PBT 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 Balance Sheet – HT Media Ltd



in INR crore

As at 31 Mar'23	Particulars	As at 31 Mar'24
	<b>ASSETS</b>	
	<b>Non- current assets</b>	
1,311	Financial assets	981
989	Property, plant and equipment	919
419	Others	362
<b>2,719</b>	<b>Total non-current assets</b>	<b>2,263</b>
	<b>Current assets</b>	
157	Inventories	176
1,127	Financial assets	1,496
151	Other current assets	174
<b>1,435</b>	<b>Total current assets</b>	<b>1,846</b>
<b>4,153</b>	<b>Total assets</b>	<b>4,108</b>
	<b>EQUITY AND LIABILITIES</b>	
	<b>Equity</b>	
46	Equity share capital	46
1,753	Other equity	1,668
355	Non-controlling Interest	343
<b>2,154</b>	<b>Total equity</b>	<b>2,057</b>
	<b>Liabilities</b>	
	<b>Non-current liabilities</b>	
213	Financial liabilities	238
16	Deferred tax liabilities (Net)	7
12	Others	8
<b>241</b>	<b>Total non-current liabilities</b>	<b>253</b>
	<b>Current liabilities</b>	
1,537	Financial liabilities	1,572
221	Others	226
<b>1,758</b>	<b>Total current liabilities</b>	<b>1,798</b>
<b>4,153</b>	<b>Total equity and liabilities</b>	<b>4,108</b>

# Consolidated P&L – Hindustan Media Ventures Ltd

in INR crore

Particulars	Q4FY23	Q4FY24	YoY	FY'23	FY'24	YoY
Operating Revenue	188	188	0%	713	704	-1%
Other Income	29	29	2%	78	107	36%
<b>Total Revenue</b>	<b>217</b>	<b>218</b>	<b>0%</b>	<b>792</b>	<b>811</b>	<b>2%</b>
Raw Materials & Change in Inventory	70	57	-19%	314	252	-20%
Employee Cost	37	47	25%	160	169	5%
Other expenses	90	106	17%	326	358	10%
<b>EBITDA<sup>1</sup></b>	<b>19</b>	<b>8</b>	<b>-57%</b>	<b>(9)</b>	<b>32</b>	<b>457%</b>
<i>Margin (%)</i>	<i>9%</i>	<i>4%</i>		<i>-1%</i>	<i>4%</i>	
<b>PBT<sup>1</sup></b>	<b>9</b>	<b>(2)</b>	<b>-121%</b>	<b>(56)</b>	<b>(8)</b>	<b>86%</b>
<i>Margin (%)</i>	<i>4%</i>	<i>-1%</i>		<i>-7%</i>	<i>-1%</i>	

<sup>1</sup> EBITDA and PBT 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 Balance Sheet – Hindustan Media Ventures Ltd

in INR crore

As at 31 Mar'23	Particulars	As at 31 Mar'24
	<b>ASSETS</b>	
	<b>Non- current assets</b>	
907	Financial assets	685
349	Property, plant and equipment	335
109	Others	124
<b>1,365</b>	<b>Total non-current assets</b>	<b>1,144</b>
	<b>Current assets</b>	
64	Inventories	49
687	Financial assets	976
70	Other current assets	79
<b>821</b>	<b>Total current assets</b>	<b>1,104</b>
<b>2,186</b>	<b>Total assets</b>	<b>2,248</b>
	<b>EQUITY AND LIABILITIES</b>	
	<b>Equity</b>	
74	Equity share capital	74
1,402	Other equity	1,405
<b>1,476</b>	<b>Total equity</b>	<b>1,479</b>
	<b>Liabilities</b>	
	<b>Non-current liabilities</b>	
43	Financial liabilities	32
0	Others	0
<b>43</b>	<b>Total non-current liabilities</b>	<b>32</b>
	<b>Current liabilities</b>	
618	Financial liabilities	671
50	Others	66
<b>667</b>	<b>Total current liabilities</b>	<b>737</b>
<b>2,186</b>	<b>Total equity and liabilities</b>	<b>2,248</b>