



Hindustan Media Ventures Limited

(NSE: HMVL; BSE: 533217)

Q3 FY2018 Earnings Presentation

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Earnings Call Details :

Date and Time	Jan 11, 2018 at 4:00 PM
Primary Number	+91 22 3960 0619
<i>The number listed above are universally accessible from all networks and all countries</i>	
International Toll Free Number	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448

Cautionary Statements

Certain statements in this document may be forward-looking.

Such forward looking statements are subject to risks and uncertainties like regulatory changes, local political and economic developments, technological risks and many other factors that could cause our actual results to differ materially from those contained in the relevant forward-looking statements.

Hindustan Media Ventures Limited 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.

Chairperson's Message



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

“The quarter witnessed overall revenue growth with advertising revenue picking up sharply towards the end of the period. The growth, however, comes over a base impacted by both an early festive season and demonetisation. We continue to reap the benefits of company wide cost rationalisation initiative which is visible in the expansion of our profit margins.

With the teething issues around GST resolved, we see a potential upside – a faster growth in advertising revenue in the next financial year.”

Highlights of the Quarter

- Delivered Ad revenue growth amidst flat advertising volumes on the back of improved yields and volume growth
- Sold entire investment in HT Digital Streams Limited resulting in a gain of Rs 15.3 Cr
- Realized restructuring benefits across cost heads
- Increase in raw material cost due to higher newsprint consumption and inflation in commodity prices
- Maintained market share amidst competitive environment

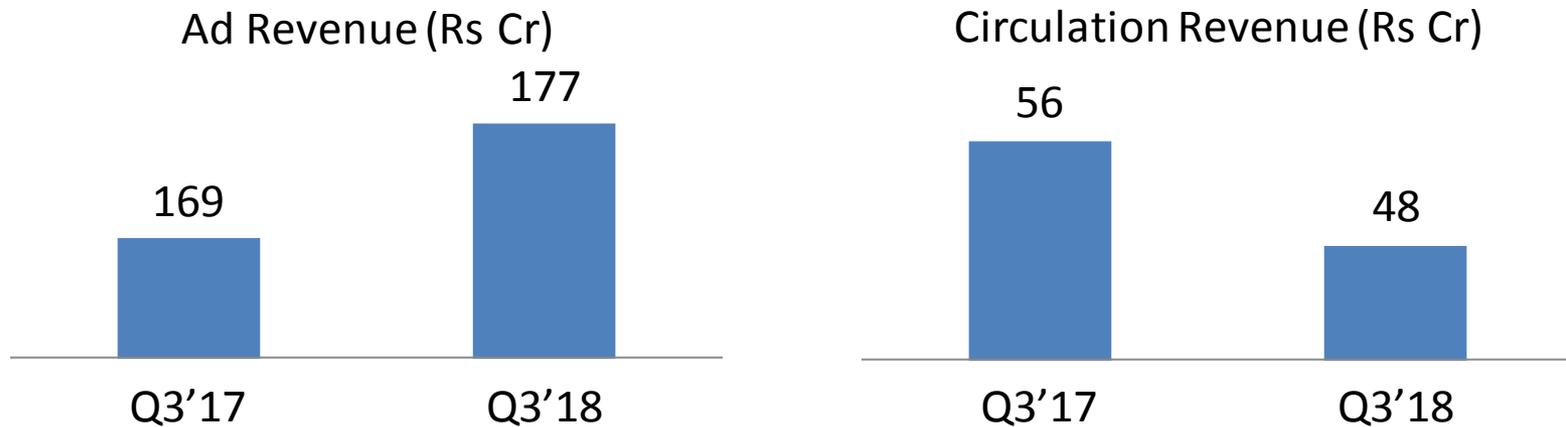
Financial Summary

(Rs Cr)	Q3'17	Q3'18	Change	%
Operating Revenue	230	230	0	0%
Operating EBITDA [#]	41	58	17	42%
Op EBITDA margin (%)	18%	25%		
PAT [#]	44	49	5	12%
PAT margin (%)	17%	20%		
EPS (Rs per Share)	6.0	6.7	0.7	12%
Net Cash*	762	965	203	27%

*As at 31st Dec

[#]Q3'17 includes one-time impact of HTDSL carve-out for the period Apr'16-Dec16 (9 months) and hence, not comparable with Q3'18

Revenue Overview



REVENUE DRIVERS

- + Ad revenue growth driven by increase in yield and volume
- + Strong performance in FMCG and Retail segment
- + Continued investment in copies
- Lower cover price realization due to competitor actions in UP and Bihar

Profit & Loss Statement

Rs Crs (Except for EPS)	Q3'17	Q3'18	YoY Growth (%)	Q2'18	Q3'18	Seq Growth (%)	YTD'17	YTD'18	YTD Growth (%)
Advertising Revenues	169	177	5%	157	177	13%	517	512	-1%
Circulation Revenues	56	48	-14%	50	48	-3%	166	153	-8%
Other Operating Revenues	5	4	-18%	4	4	6%	16	13	-19%
Operating Revenue	230	230	0%	211	230	9%	699	678	-3%
Raw Materials & change in inventory	86	90	4%	87	90	2%	268	271	1%
Employee Cost	6	23	260%	23	23	0%	69	69	0%
Other expenses	97	59	-39%	55	59	8%	214	183	-14%
Operating EBITDA	41	58	42%	45	58	29%	148	155	4%
Margin (%)	18%	25%	8%	22%	25%	4%	21%	23%	2%
Other Income	22	21	-1%	20	21	5%	75	67	-11%
EBITDA	62	80	28%	66	80	21%	224	221	-1%
Margin (%)	25%	32%	7%	28%	32%	3%	29%	30%	1%
Net Profit after Tax (PAT)	44	49	12%	41	49	20%	147	135	-8%
Margin (%)	17%	20%	2%	18%	20%	2%	19%	18%	-1%
Basic EPS (Rs.)	6.0	6.7	12%	5.6	6.7	20%	20.1	18.4	-8%

* Q3'17 included one-time impact of HTDSL carve-out for the period Apr-Dec'2016 (9 months) and hence, not comparable with Q4'17, Q1,18, Q2'18 and Q3'18

PAT after share of associates

Near Term Strategic Priorities

- Focus on initiatives to augment market volumes
- Better cover price realization
- Persistent investment into copies in core markets
- Better monetization of copies through higher yield
- Continue to focus on cost management



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ANNEXURES

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

