

HT MEDIA GROUP

Q1 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

“Overall revenue saw a decline as compared to the same period last year as National elections and the enforcement of the model code of conduct impacted government advertising volumes in the quarter. But our focused efforts on cost management and operational efficiency helped mitigate the impact on profitability.

Print advertising and circulation revenue saw a measured decline, affecting profitability; Radio posted growth in revenue over a year ago, but reported marginal losses; and the Digital business saw considerable upside in revenue on a y-o-y as well as q-o-q basis and better sequential profitability, albeit with ongoing investments in OTTplay.

The Company's focus remains on improving profitability in core businesses by driving topline growth as well as on growing new digital businesses aided by measured investments in the medium term. At this juncture, our strong market presence across media platforms and robust liquidity position remain a source of strength and competitive advantage in the dynamic media landscape.

Now more than ever, we remain committed to serving all our customers and stakeholders with integrity and transparency. Your continued support and trust are integral to our success. Our unwavering focus remains on providing credible and insightful news and engaging entertainment.”

Mrs. Shobhana Bhartia

Chairperson and Editorial Director

HT Media Ltd. & Hindustan Media Ventures Ltd.

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CONSOLIDATED PERFORMANCE

Consolidated Financial Summary

in INR crore

- Overall revenue decline impacting profitability for the reported quarter
- Company continues to maintain a robust net cash position

Particulars	Q1FY24	Q1FY25	YoY	Q4FY24	QoQ
Total Revenue	445	427	-4%	527	-19%
EBITDA ¹	26	7	-72%	64	-89%
<i>EBITDA margin (%)</i>	<i>6%</i>	<i>2%</i>		<i>12%</i>	
PBT ¹	(21)	(36)	-73%	14	-363%
<i>PBT margin (%)</i>	<i>-5%</i>	<i>-9%</i>		<i>3%</i>	
Net Cash ²	902	858	-5%	884	-3%

¹ EBITDA and PBT are before exceptional items and share of JVs

² Balance at the end of the period

BUSINESS UNIT PERFORMANCE

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

in INR crore

- Print segment operating revenue dipped for the quarter as both advertising and circulation saw decline
- Operating profitability near break-even, with benefit in newsprint cost offsetting impact of drop in revenue

Particulars	Q1FY24	Q1FY25	YoY	Q4FY24	QoQ
Ad Revenue	244	219	-10%	293	-25%
Circulation Revenue	60	55	-9%	56	-1%
Operating Revenue	324	299	-8%	376	-21%
Operating EBITDA	2	(1)	-179%	46	-103%
Op EBITDA margin (%)	0%	0%		12%	

PRINT

PRINT – ENGLISH

PRINT – HINDI

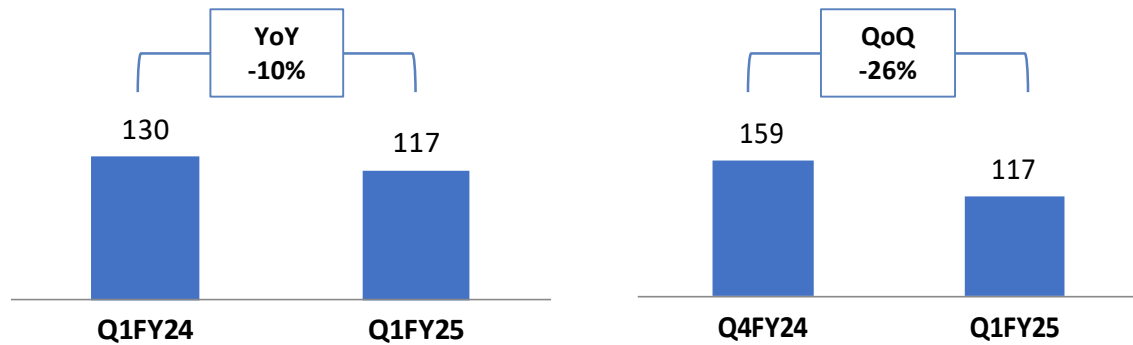
RADIO

DIGITAL

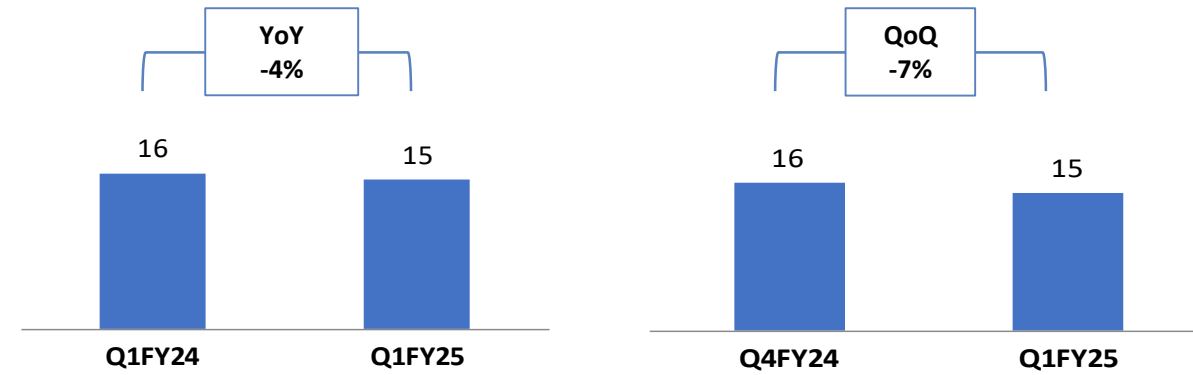
in INR crore

- Government led ad. revenue decline in the quarter, with key commercial sectors seeing y-o-y growth
- Drop in circulation revenue on the back of lower copies

Advertisement Revenue



Circulation Revenue



PRINT

PRINT – ENGLISH

PRINT – HINDI

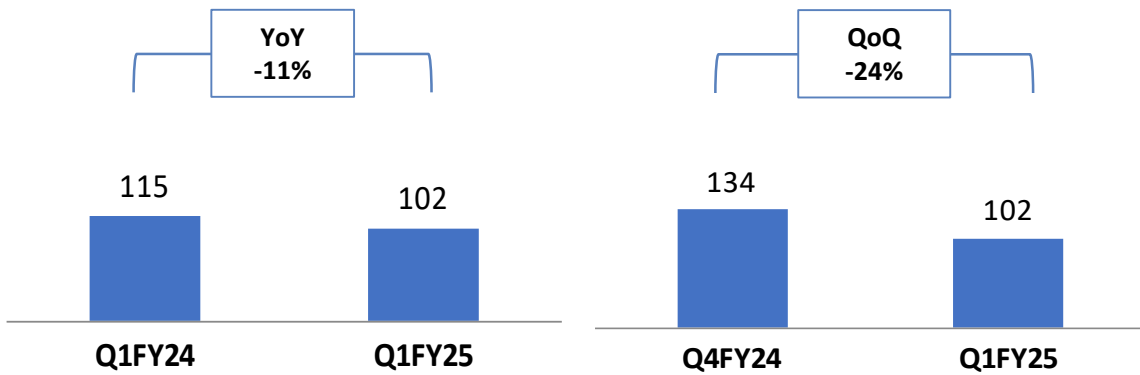
RADIO

DIGITAL

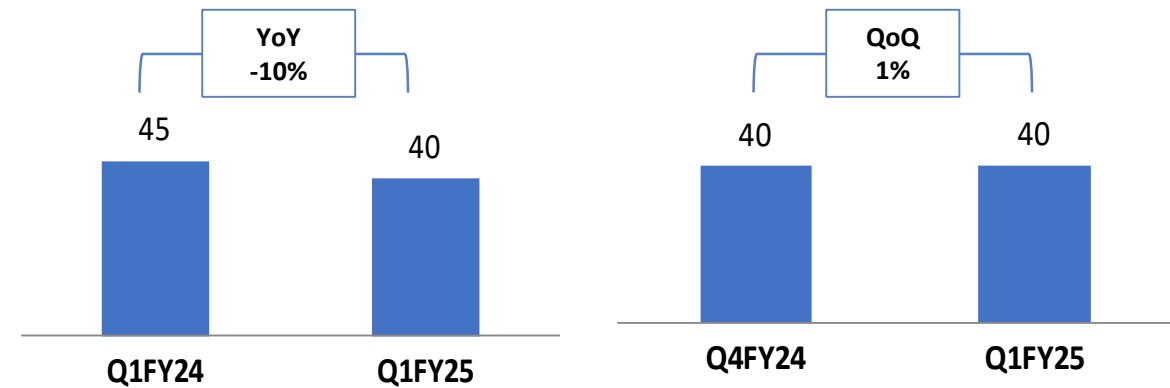
in INR crore

- Government led ad. revenue decline in the quarter, with most key commercial sectors seeing y-o-y growth
- Circulation revenue dropped y-o-y and remained flat sequentially

Advertisement Revenue



Circulation Revenue



PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

in INR crore

- For the reported quarter, marginal y-o-y growth in operating revenue with op. EBITDA at break-even

Particulars	Q1FY24	Q1FY25	YoY	Q4FY24	QoQ
Operating Revenue	35	36	3%	48	-25%
Operating EBITDA	2	(0)	-110%	7	-104%
<i>Op EBITDA Margin (%)</i>	7%	-1%		14%	

PRINT

PRINT – ENGLISH

PRINT – HINDI

RADIO

DIGITAL

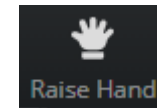
in INR crore

- Digital revenue increased on annual as well as sequential basis owing to topline improvement in key businesses
- Continuing loss on account of OTTplay, however, losses lower than the sequential quarter

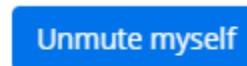
Particulars	Q1FY24	Q1FY25	YoY	Q4FY24	QoQ
Operating Revenue	36	47	31%	43	8%
Operating EBITDA	(17)	(25)	-49%	(40)	37%
<i>Op EBITDA Margin (%)</i>	<i>-48%</i>	<i>-54%</i>		<i>-94%</i>	

Q&A

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



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



3. Ask your question

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ANNEXURES

in INR crore

Particulars	Q1FY24	Q1FY25	YoY	Q4FY24	QoQ
Operating Revenue	393	379	-4%	464	-18%
Other Income	52	49	-6%	63	-23%
Total Revenue	445	427	-4%	527	-19%
Raw Materials & Change in Inventory	135	98	-27%	112	-12%
Employee Cost	98	113	15%	111	2%
Other expenses	186	209	12%	241	-13%
EBITDA¹	26	7	-72%	64	-89%
<i>Margin (%)</i>	<i>6%</i>	<i>2%</i>		<i>12%</i>	
PBT¹	(21)	(36)	-73%	14	-363%
<i>Margin (%)</i>	<i>-5%</i>	<i>-9%</i>		<i>3%</i>	

¹ 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 P&L – Hindustan Media Ventures Ltd

in INR crore

Particulars	Q1FY24	Q1FY25	YoY	Q4FY24	QoQ
Operating Revenue	169	162	-4%	188	-14%
Other Income	31	27	-14%	29	-9%
Total Revenue	200	189	-5%	218	-13%
Raw Materials & Change in Inventory	70	50	-29%	57	-11%
Employee Cost	39	46	16%	47	-2%
Other expenses	71	84	19%	106	-21%
EBITDA¹	19	9	-56%	8	7%
<i>Margin (%)</i>	<i>10%</i>	<i>5%</i>		<i>4%</i>	
PBT¹	10	1	-95%	(2)	128%
<i>Margin (%)</i>	<i>5%</i>	<i>0%</i>		<i>-1%</i>	

¹ 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