Hindustan Media
Ventures Limited

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New Delhi - 110 001
Ph.: 23361234, 66561234
Fax : 66561270

Ref: HMVL/CS/08/2015

14.07.2015

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

The National Stock Exchange of India Limited
ExchangePlaza, 5th 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 30th June, 2015

Please find enclosed a presentation on the Un-audited Financial Results (UFRs) of Hindustan Media Ventures Limited for the quarter ended on 30th June, 2015.

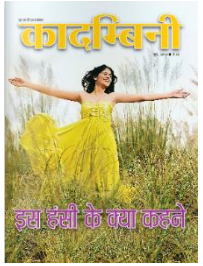
Thanking you,

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

(Tridib Barat)
Company Secretary

Encl: As above.

हिन्दुस्तान



युवाओं का अपना अखबार

Hindustan Media Ventures Ltd

(NSE: HMVL; BSE: 533217)

Q1 FY2016 Earnings Presentation

July 14, 2015

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Conference Dial-In Numbers (July 14, 2015 at 4:00 pm IST)	
Primary Number	**+91 22 3960 0894/ +91 22 6746 8394**
Local Access Number	**6000 1221**
The numbers listed above are universally accessible from all networks and all countries	
Toll Free Number	**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 started the year on a positive note despite predictions of a weak monsoon and subdued rural economic growth.

The quarter's performance was according to plan, and we saw a healthy growth in operating revenue and profits. Our operations in Uttar Pradesh and Uttarakhand continue to drive growth in advertising and profitability. And we have further strengthened our dominant leadership positions in Bihar and Jharkhand despite a higher intensity of competition.

We believe we are in a good position to continue our growth momentum in the year ahead as we reap the benefits of our investments."

Highlights – Q1 FY2016 vs. Q1 FY2015

- Total Revenue increased by 5.7% to Rs. 2,354 million
- Advertising revenue increased by 6.9%; Circulation revenue increased by 8.3%
- EBITDA increased by 19.4% to Rs. 662 million; EBITDA margins of 28.1%
- Profit after tax increased by 23% to Rs. 417 million; Net Profit margins were higher at 17.7%
- Strong balance sheet position with Net Cash of Rs. 5,760 Million
- EPS for the quarter stood at Rs. 5.68 as compared to Rs. 4.62 in the last year

Financial Highlights

Q1 FY16 (y-o-y and q-o-q)

Rs. million	Q1		*y-o-y Growth (%)*	Q1	Q4	*q-o-q Growth (%)*
	FY2016	FY2015		FY2016	FY2015	
Advertising Revenues	1,662	1,555	*6.9%*	1,662	1,466	*13.4%*
Circulation Revenues	534	493	*8.3%*	534	508	*5.0%*
Other Revenues	158	178	*-11.5%*	158	204	*-22.5%*
Total Revenues	**2,354**	**2,226**	***5.7%***	**2,354**	**2,178**	***8.1%***
Consumption of Raw Materials	848	868	*-2.3%*	848	791	*7.1%*
Employee Cost	287	296	*-3.1%*	287	265	*8.3%*
EBITDA	**662**	**554**	***19.4%***	**662**	**601**	***10.0%***
Margin (%)	***28.1%***	***24.9%***		***28.1%***	***27.6%***	
Profit After Tax (PAT)	**417**	**339**	***23.1%***	**417**	**389**	***7.1%***
Margin (%)	***17.7%***	***15.2%***		***17.7%***	***17.9%***	
Basic EPS (Rs.)	**5.68**	**4.62**	***23.1%***	**5.68**	**5.31**	***7.1%***

Operational Highlights

Hindustan is the second largest Hindi Daily: 2014 IRS Results

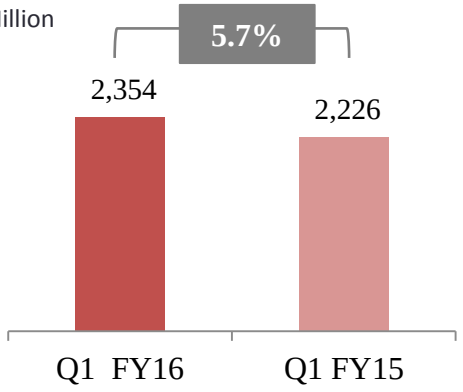
	2014 IRS Readership	2013 IRS Readership
All India	14.75 million	14.25 million
UP	7.6 million	7.2 million
Uttarakhand	0.53 million	0.43 million
Bihar	4.38 million	4.27 million
Jharkhand	1.31 million	1.40 million
Delhi NCR	1.07 million	1.06 million

Financial Overview –All comparisons are y-o-y

1 Revenue

- Total revenue up by 5.7% at Rs. 2,354 million from Rs. 2,226 million :
  - 6.9% increase in advertising revenue to Rs. 1,662 million from Rs. 1,555 million primarily due to increase in advertising volumes being partially off-set by drop in yields (election impact in Q1 last year)
  - 8.3% increase in circulation revenue to Rs. 534 million from Rs. 493 million due to higher circulation and higher net realization per copy

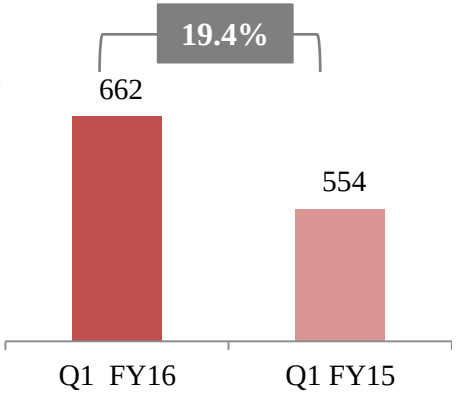
* Rs. Million



2 EBITDA margin

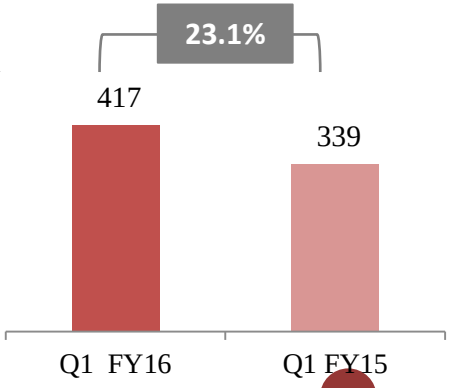
- EBITDA increased by 19.4% to Rs. 662 million from Rs. 554 million primarily due to :
  - Growth in advertising and circulation revenues
  - 3.1% decrease in employee costs (One time regulatory costs in Q1'FY15), and
  - 2.3% decrease in raw material costs (Lower newsprint costs partially offset by increased consumption) and

  Partially offset by:
  - 11% increase in selling, general and admin costs (SG&A) (driven by advertising & sales promotion costs , travel and legal & professional costs)



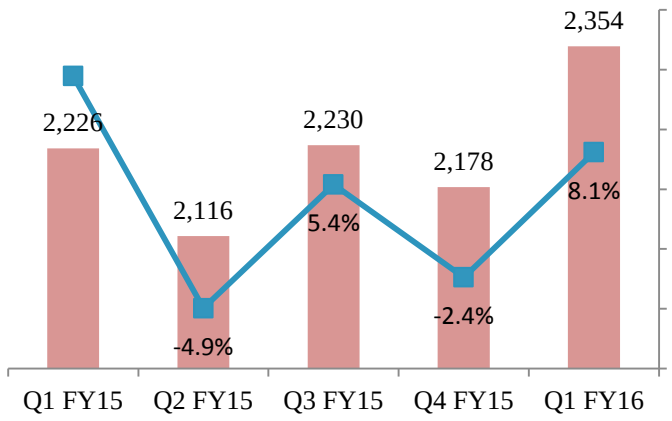
3 Profit After Tax

- PAT increased by 23.1% to Rs. 417 million from Rs. 339 million due to improvement in EBITDA coupled with lower depreciation and higher interest costs

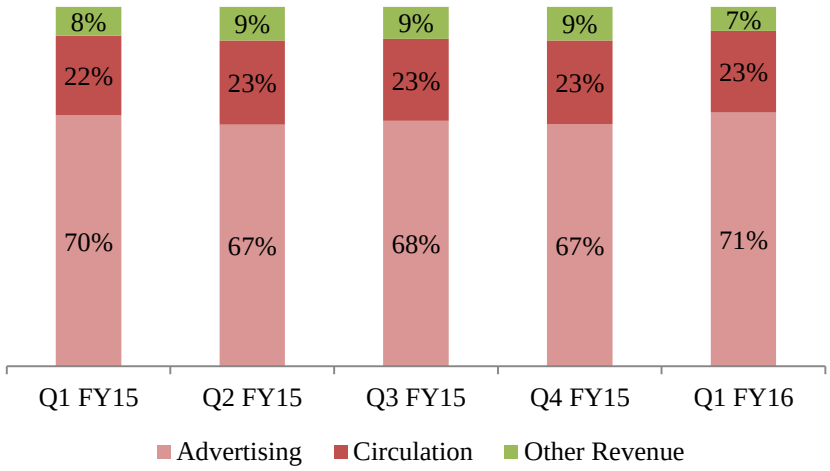


Financial Overview

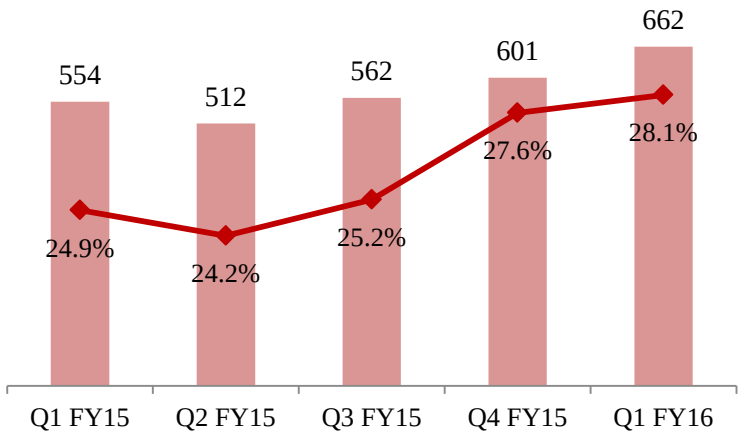
Revenue (Rs. Million) and Growth (%)



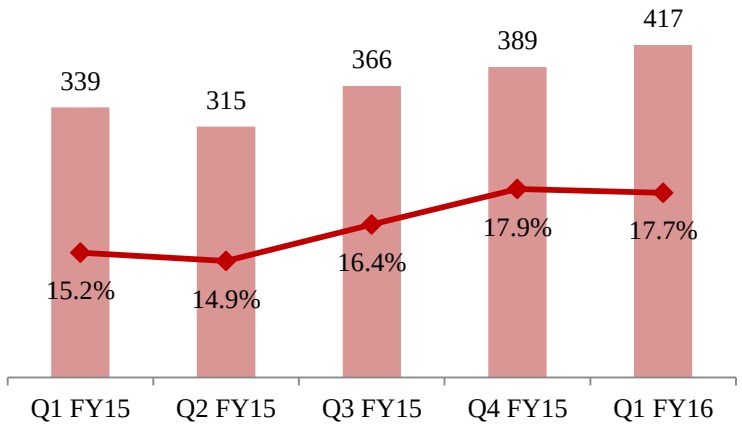
Revenue Breakdown



EBITDA (Rs. Million) and Margin (%)



PAT (Rs. Million) and Margin (%)



Financial Overview- P&L

(Rs. in millions, except EPS data)

Particulars	Three months ended		
	30.06.2015 (Un-audited)	30.06.2014 (Un-audited)	Shift (%)
Net Sales / Income from operations	2,215	2,071	7%
Other Operating Income	22	29	-25%
Total Income from operations	**2,237**	**2,101**	**6%**
Other income	117	125	-7%
Total Income	**2,354**	**2,226**	**6%**
(Increase)/Decrease in Inventory	(6)	(1)	
Consumption of Raw Materials	848	868	-2%
Employees Cost	287	296	-3%
Other Expenditure	563	508	11%
Total Expenditure	**1,692**	**1,672**	**1%**
EBITDA	**662**	**554**	**19%**
Margin (%)	***28%***	***25%***	
Depreciation	55	61	-10%
EBIT	**607**	**493**	**23%**
Margin (%)	***26%***	***22%***	
Interest & finance charges	29	24	19%
Profit before tax	**578**	**469**	**23%**
Margin (%)	***25%***	***21%***	
Tax Expense	161	130	24%
Profit after tax	**417**	**339**	**23%**
Margin (%)	***18%***	***15%***	
Net Income	**417**	**339**	**23%**
Margin (%)	***18%***	***15%***	
EPS (non annualized)	**5.68**	**4.62**	**23%**

Financial Overview

Strategic Focus

Near Term Outlook

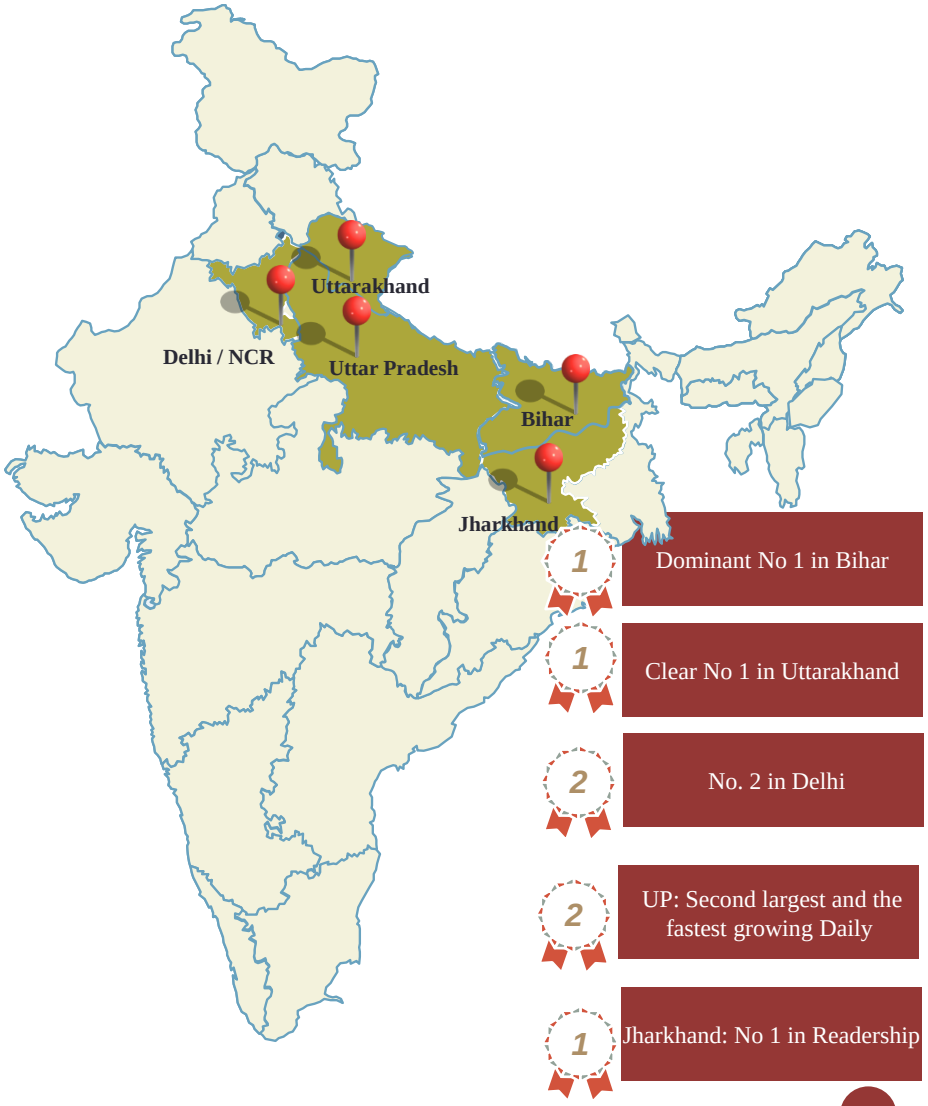
- Continue driving both volumes and yields growth across geographies, especially in UP, on the back of strong IRS results
- Bihar/ Jharkhand belt to have increased traction to the back of State elections
- Strong balance sheet (net cash of Rs. 5,760 million) capable of funding its expansion.

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



* Basis Average Issue Readership (IRS 2014)

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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