HT MEDIA LIMITED
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New Delhi - 110001
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www.hindustantimes.com
E-mail : corporatedept@hindustantimes.com
CIN : L22121DL2002PLC117874

18 JUL 2017

Ref: HTML/CS/02/2017

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: 532662
Company Code: HTML

Dear Sirs,

Sub: Presentation on the Un-audited Financial Results of the Company for the quarter ended on 30th June, 2017

Please find enclosed a presentation on the Un-audited Financial Results (UFRs) of HT Media Limited for the quarter ended on 30th June, 2017.

Please acknowledge receipt.

Thanking you,

Yours faithfully,

For **HT Media Limited**

(Dinesh Mittal)
Whole-time Director,
Group General Counsel & Company Secretary

Encl: As above

HT Media

Fever 104 FM
IT'S ALL ABOUT THE MUSIC

RADIO 107.2 FM
retro music ka

shine. weekly
Better careers for better people

THE WALL STREET JOURNAL.
mint

htestates
hteducation
BRUNCH
htbusiness
htcity
htcafé
htlive

BRIDGE
School of Management
linking education to industry

STUDY mate
helps sharpen minds

HT Media Limited

(NSE: HTMEDIA; BSE: 532662)

Q1 FY2018 Earnings Presentation

July 18, 2017

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Conference Dial-In Numbers (19th July, 2017 at 10:00am)	
Primary Number	**+91 22 3960 0607/ +91 22 3940 3977**
The numbers listed above are universally accessible from all networks and all countries	
Toll Free Number	USA – **1866 746 2133** UK – **0808 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 and Editorial Director, HT Media** said**:**

"The year has started on a cautious note. While April was promising, macroeconomic concerns and uncertainties around GST adversely affected advertising spends in the latter part of the quarter. The English print business was hit harder than the Hindi print one. But our new businesses continue to do well. Our new radio stations are generating revenue and the entire radio business witnessed an increase in operating profits. The digital businesses have also shown good growth.

While advertising revenue has been soft, there has been healthy growth in our EBITDA and profitability on the back of strong cost management.

We remain optimistic that sentiment and business will both improve in the second half of the year, on the back of lower inflation and an expected cut in the policy rate by RBI. The stabilisation of GST will also help. We expect the core business to start showing growth and the new businesses to continue to profitably scale up -- thereby delivering value to our shareholders."

Highlights of Consolidated Results – Q1 FY2018 vs. Q1 FY2017

- Total Revenue at INR 652 crores.
- Advertising Revenue de-grew by (2.2%); Circulation Revenues de-grew by (7.7)% vs. last year.
- EBITDA was up by 18.7% at INR 133 crores; EBITDA margins at 20.4% vs. 16.9% last year.
- Net Profit After Tax (PAT) up by 85.4% at INR 42 crores; PAT margins at 6.4%.
- Strong balance sheet position with healthy cash flows.
- EPS for the quarter stood at INR 1.79 as compared to INR 0.96 last year.

Financial Highlights

Consolidated Results - Q1 FY18 (y-o-y and q-o-q)

INR crores (Except for EPS)	Q1 FY2017	Q1 FY2018	*y-o-y Growth (%)*	Q4 FY2017	Q1 FY2018	*q-o-q Growth (%)*
Advertising Revenues	484	473	*-2.2%*	452	473	*4.7%*
Circulation Revenues	77	71	*-7.7%*	73	71	*-2.1%*
Other Revenues	101	108	*6.5%*	110	108	*-1.5%*
Total Revenues	**662**	**652**	***-1.5%***	**634**	**652**	***2.8%***
Raw Materials & change in inventory	180	164	*-8.9%*	159	164	*3.4%*
Employee Cost	149	131	*-11.8%*	137	131	*-4.2%*
Other expenses	221	224	*1.1%*	216	224	*3.4%*
EBITDA	**112**	**133**	***18.7%***	**122**	**133**	***9.1%***
Margin (%)	*16.9%*	*20.4%*		*19.2%*	*20.4%*	
Net Profit after Tax (PAT)	**22**	**42**	***85.4%***	**26**	**42**	***62.6%***
Margin (%)	*3.4%*	*6.4%*		*4.0%*	*6.4%*	
Basic EPS (Rs.)	**0.96**	**1.79**	***85.4%***	**1.10**	**1.79**	***62.6%***

Financial Highlights

Lower losses in the Digital segment

- Overall revenues from Digital segment crossed INR 40 crores registering a growth of ~10% vs. Q1 last year, led by growth in Shine.com and Digital Content which witnessed healthy revenue growth of ~8% & ~45% respectively.
- Losses in the digital segment also came down to (INR 12 crores) vs. (INR 13 crores) Q1 last year.

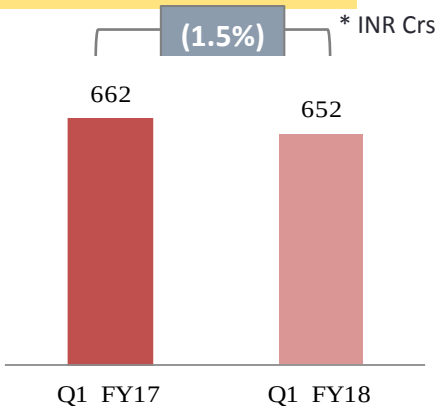
Radio business doing well with launch of New stations

- 30% increase in reported revenue to INR 43.0 crores in Q1'FY18 from INR 33.2 crores in the same period last year largely driven by growth of new radio stations.
- Radio EBITDA at INR 11.4 crores is higher than last year by 107% along with a higher margin at 26%.

Financial Overview – Quarterly

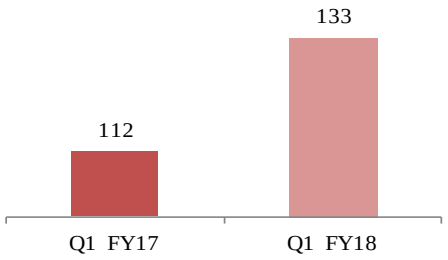
1 Revenue

- Total revenue down by (1.5%) at INR 652 crores from INR 662 crores
  - (2.2%) decrease in advertising revenue to INR 473 crores from INR 484 crores
  - (7.7%) decrease in circulation revenue to INR 71 crores from INR 77 crores
  - 6.5% increase in other revenue due to higher income on investments.



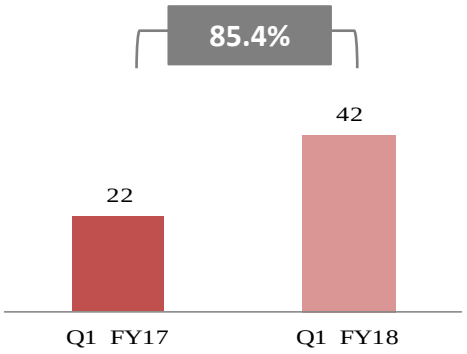
2 EBITDA

- EBITDA higher than last year by 18.7% at INR 133 crores from INR 112 crores primarily due to decrease in raw material costs and employee cost.



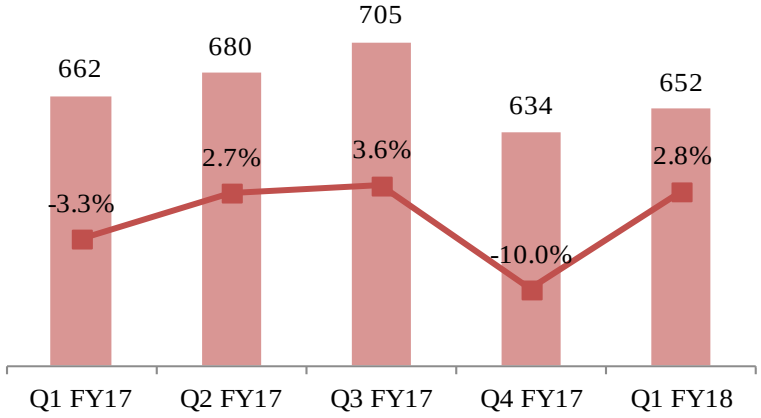
3 Net Profit After Tax

- Net PAT up by 85.4% at INR 42 crores from INR 22 crores led by growth in EBITDA and also on account of lower interest costs

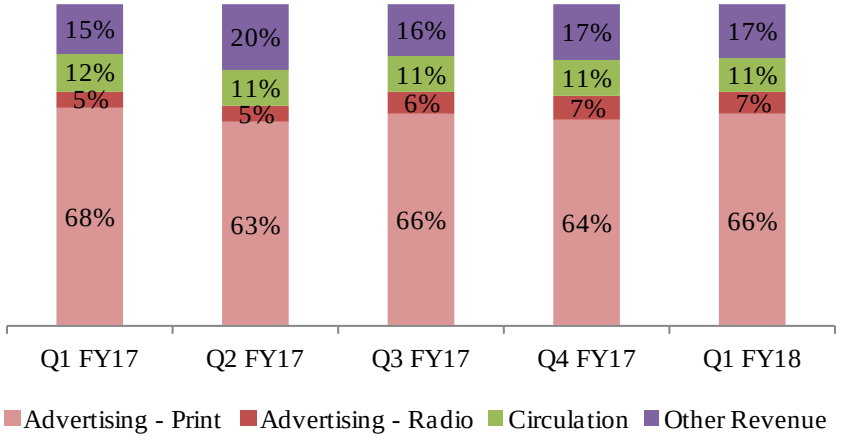


Financial Overview – Quarterly

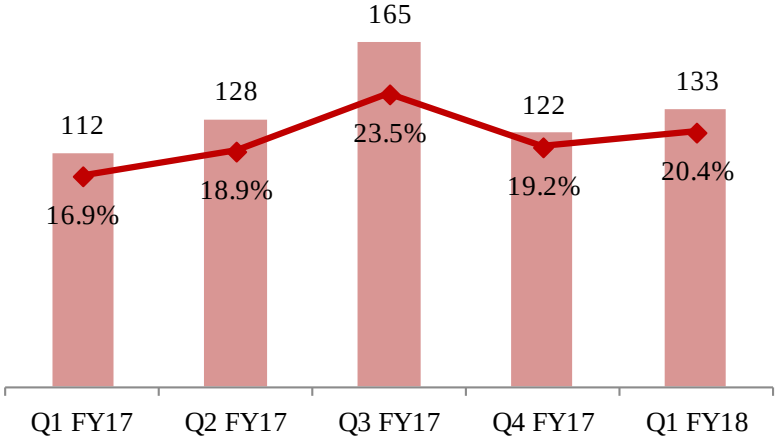
Revenue (Rs. Crs) and Growth (%)



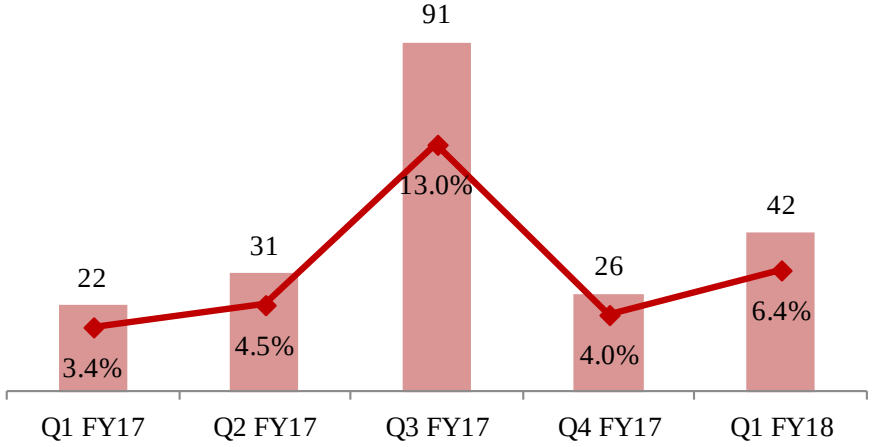
Revenue Breakdown (%)



EBITDA (Rs. Crs) and Margin (%)



PAT (Rs. Crs) and Margin (%)



Financial Overview – P&L

Particulars *(In INR Crores, except EPS data)*	Three Months Ended 30.06.2016 Un-audited	 30.06.2017 Un-audited	 Variance (%)
Income from operations	615	599	-2.5%
Other income	48	53	11.2%
Total Income	**662**	**652**	**-1.5%**
Cost of materials consumed	181	165	-8.9%
(Increase)/Decrease in Inventory	(0)	(0)	
Employees Cost	149	131	-11.8%
Other Expenditure	221	224	1.1%
Total Expenditure	**550**	**519**	**-5.7%**
EBITDA	**112**	**133**	**18.8%**
Margin (%)	***16.9%***	***20.4%***	
Depreciation & Amortisation	30	32	8.5%
Interest & finance charges	25	19	-21.4%
Profit before tax	**58**	**82**	**41.1%**
Margin (%)	***8.7%***	***12.5%***	
Tax Expense	19	24	28.1%
Profit after tax	**39**	**58**	**47.2%**
Margin (%)	***5.9%***	***8.9%***	
Share of profit/ (loss) of associates	(4)	(5)	8.8%
Minority interest - (Profit) / Loss	13	12	-7.9%
Net Profit after Tax	**22**	**42**	**85.4%**
Margin (%)	***3.4%***	***6.4%***	
EPS	**0.96**	**1.79**	**85.4%**

Strategic Focus

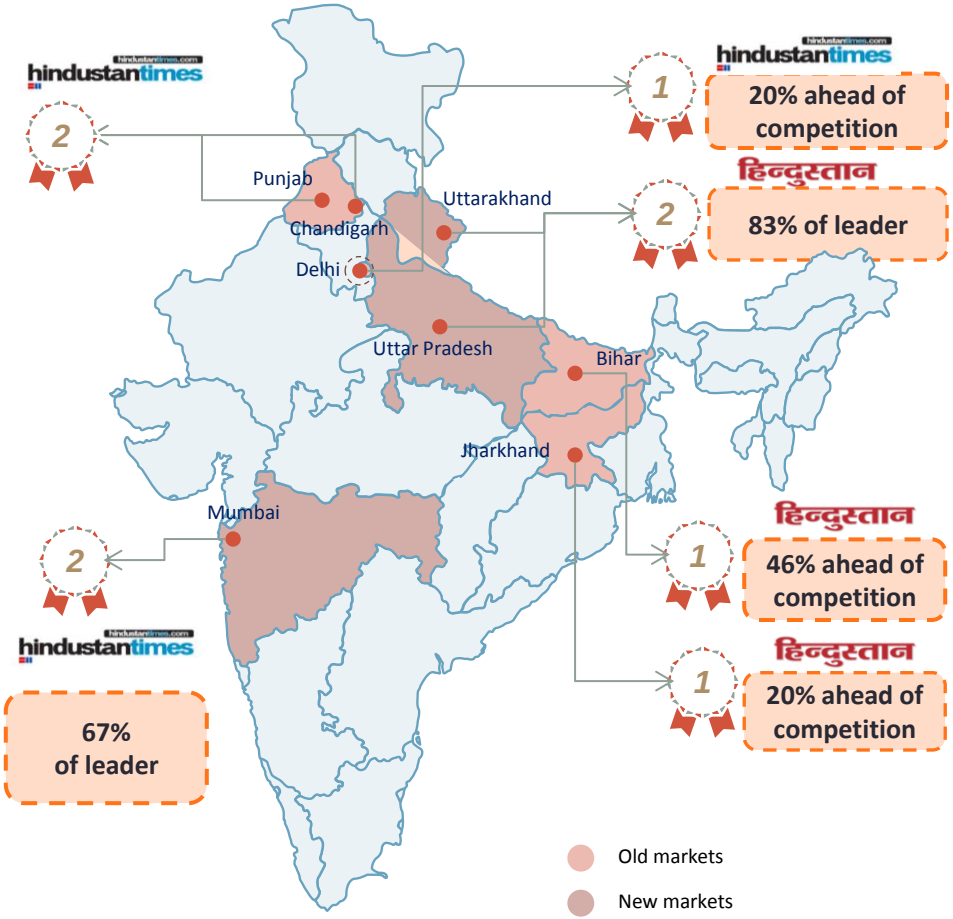
- Print Business
  - Regain revenue growth in Print business with heightened focus on yield-led growth
  - Tight control on costs to improve profitability
- Continue to drive revenue and profitability of newly launched Radio stations
- Improve Digital footprint by executing on our digital strategy and aim to grow revenue in this space

HT Media Limited: At a Glance

Company Background

- HT Media is one of the leading print media companies engaged in the printing and publishing of 'Hindustan Times', 'Hindustan' (thru its subsidiary) and 'Mint', the second largest newspaper dailies of India based on total readership in English, Hindi and Business segments respectively.
- 'Hindustan Times' was started in 1924 and has a more than 85-year history as one of India's leading newspapers.
- The Company has 15 operational FM radio stations - "Fever" in Delhi, Mumbai, Bengaluru, Chennai, Kolkata, Hyderabad and UP and "Radio Nasha" in Delhi and Mumbai.
- The Company also operates a job portal in the internet space, called www.Shine.com. This is in addition to the existing websites livemint.com , hindustantimes.com and desimartini.com.
- HT Media also publishes two Hindi magazines Nandan and Kadambini through its subsidiary Hindustan Media Ventures Limited.

Market Leadership Positions



* Basis Average Issue Readership (IRS 2014)

HT Media Limited: At a Glance

Pan-India content distribution footprint across traditional (Print and Radio) and new-age digital channels (e.g. Internet and Mobile)

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. HT Media 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.

HT Media Ltd
(CIN: L22121DL2002PLC117874)

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