Hindustan Media Ventures Limited

Corporate Office :
18-20, Kasturba Gandhi Marg,
New Delhi - 110 001
Ph.: 23361234, 66561234
Fax : 66561270

Ref: HMVL/CS/08/2015

20-01-2015

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 31st December, 2014

Please find enclosed a presentation on the Un-audited Financial Results (UFRs) of Hindustan Media Ventures Limited for the quarter ended on 31st December, 2014.

Thanking you,

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

(Tridib Barat)
Company Secretary

Encl: As above.

हिन्दुस्तान

Hindustan Media Ventures Ltd

(NSE: HMVL; BSE: 533217)

Q3 FY2015 Earnings Presentation

January 20, 2015

Table of Contents

Particulars	Slide no
Financial Highlights	3
Operational Highlights	5
Financial Overview	6
About Us	9
Contact Us	10

Conference Dial-In Numbers (January 20, 2015 at 5:30 pm IST)	
Primary Number	**+91 22 3960 0669 / +91 22 6746 5869**
Local Access Number	**6000 1221 / 3940 3977**
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** said**:**

"We are pleased to report another quarter of revenue growth and higher profitability on the back of lower raw material costs.

After establishing ourselves as a strong player in Uttar Pradesh and Uttarakhand while retaining our dominance in Bihar and Jharkhand, we are now focusing on operational efficiencies to ensure revenue growth is also accompanied by profit growth.

We derive confidence from our performance and we will continue to strive to deliver value to our shareholders."

Highlights – Q3 FY2015 vs. Q3 FY2014

- Total Revenue increased by 12% to Rs. 2,230 million
- Advertising Revenue increased by 11%; Circulation Revenues increased by 11%
- EBITDA increased by 19% to Rs. 562 million; EBITDA margins of 25.2%
- Profit after tax increased by 27% to Rs. 366 million; Net Profit margins of 16.4%
- Strong balance sheet position with Net Cash of Rs. 4,886 Million
- EPS for the quarter stood at Rs. 4.98 as compared to Rs. 3.92 in the same period of last year

Financial Highlights

Q3 FY15 (y-o-y and q-o-q)

Rs. million	Q3 FY2015	Q3 FY2014	*y-o-y Growth (%)*	Q3 FY2015	Q2 FY2015	*q-o-q Growth (%)*
Advertising Revenues	1,522	1,375	*11%*	1,522	1,422	*7%*
Circulation Revenues	510	459	*11%*	510	496	*3%*
Other Revenues	198	156	*27%*	198	198	*0%*
Total Revenues	2,230	1,990	*12%*	2,230	2,116	*5%*
Consumption of Raw Materials	867	806	*8%*	867	848	*2%*
Employee Cost	249	218	*14%*	249	258	*-3%*
EBITDA	562	472	*19%*	562	512	*10%*
Margin (%)	*25.2%*	*23.7%*		*25.2%*	*24.2%*	
Profit After Tax (PAT)	366	288	*27%*	366	315	*16%*
Margin (%)	*16.4%*	*14.5%*		*16.4%*	*14.9%*	
Basic EPS (Rs.)	4.98	3.92	*27%*	4.98	4.29	*16%*

Operational Highlights

Hindustan is now the second largest Hindi Daily: 2013 IRS Results

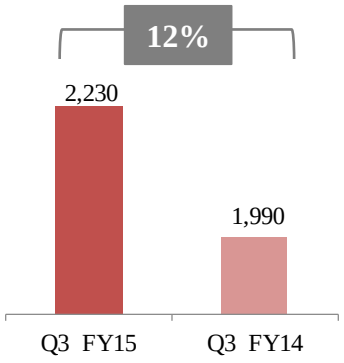
	2013 IRS Readership	Q4 2012 IRS Readership
All India	14.25 million	12.25 million
UP	7.20 million	4.23 million
Uttrakhand	0.43 million	0.39 million
Bihar	4.27 million	4.81 million
Jharkhand	1.40 million	1.68 million
Delhi NCR	1.06 million	1.19 million

Financial Overview (All comparisons are y-o-y)

1 Revenue

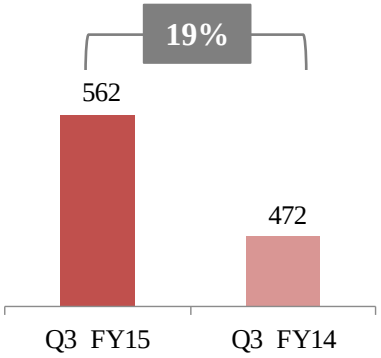
- Total revenue up 12% at Rs. 2,230 million from Rs. 1,990 million :
  - 11% increase in advertising revenue to Rs. 1,522 million from Rs. 1,375 million primarily due to increase in advertising yields and volumes
  - 11% increase in circulation revenue to Rs. 510 million from Rs. 459 million primarily due to higher circulation and realization per copy

* Rs. Million



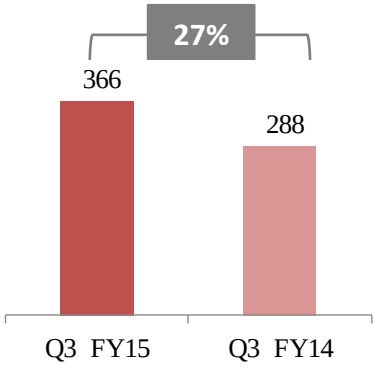
2 Operating Profit

- EBITDA increased by 19% to Rs. 562 million from Rs. 472 million primarily due to :
  - Growth in advertising and circulation revenues
- Growth partially offset by:
  - 8% increase in consumption of raw materials to Rs. 867 million from Rs. 806 million primarily, due to increase in newsprint consumption
  - 14% increase in employee costs to Rs. 249 million from Rs. 218 million due to impact of new hiring, increments and a charge for regulatory compliance



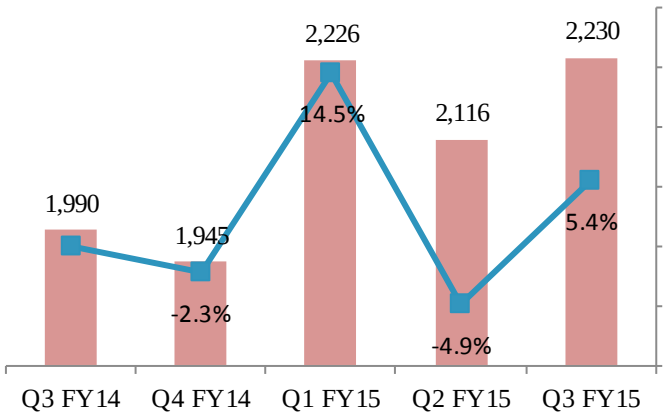
3 Profit After Tax

- PAT increased by 27% to Rs. 366 million from Rs. 288 million

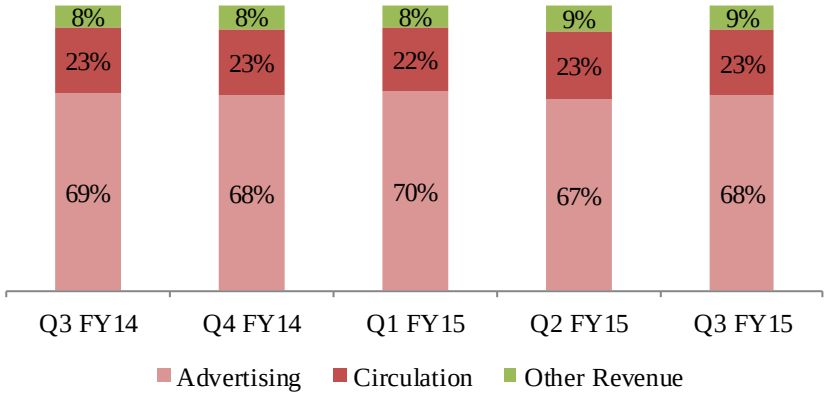


Financial Overview

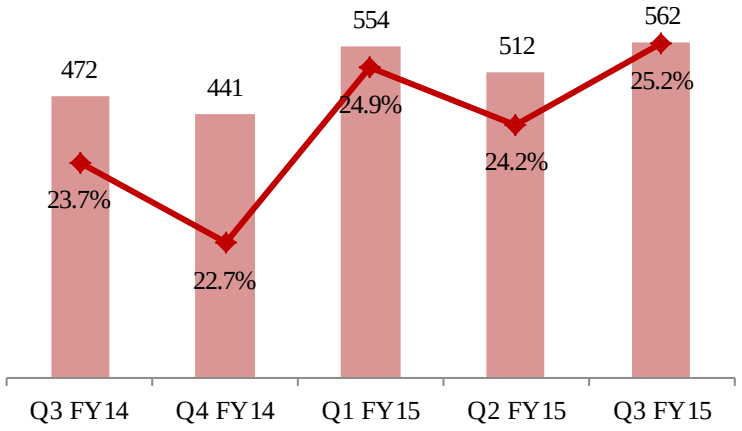
Revenue (Rs. Million) and Growth (%)



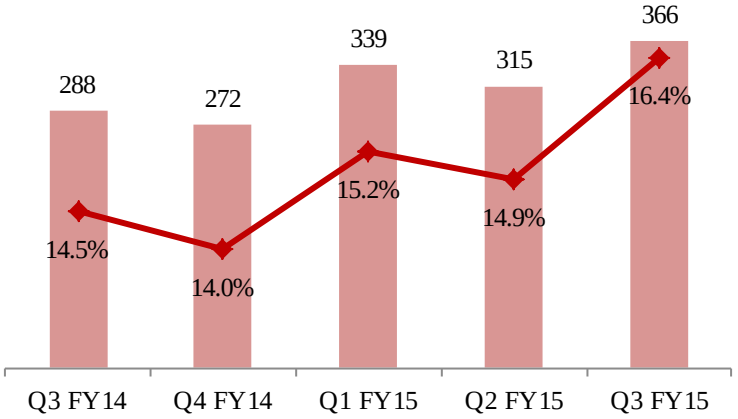
Revenue Breakdown



EBITDA (Rs. Million) and Margin (%)



PAT (Rs. Million) and Margin (%)



Financial Overview

हिन्दुस्तान

(Rs. in millions, except EPS data)

Particulars	Three months ended			Nine months ended		
	31.12.2014 (Unaudited)	31.12.2013 (Unaudited)	Shift (%)	31.12.2014 (Unaudited)	31.12.2013 (Unaudited)	Shift (%)
Net Sales / Income from operations	2,053	1,858	10%	6,064	5,374	13%
Other Operating Income	16	28	-43%	101	85	19%
Total Income from operations	**2,069**	**1,887**	**10%**	**6,165**	**5,458**	**13%**
Other income	162	103	57%	408	200	104%
Total Income	**2,230**	**1,990**	**12%**	**6,573**	**5,658**	**16%**
(Increase)/Decrease in Inventory	1	-		0	2	
Consumption of Raw Materials	867	806	8%	2,583	2,197	18%
Employees Cost	249	218	14%	803	648	24%
Other Expenditure	552	494	12%	1,559	1,435	9%
Total Expenditure	**1,668**	**1,518**	**10%**	**4,945**	**4,281**	**15%**
EBITDA	**562**	**472**	**19%**	**1,628**	**1,377**	**18%**
Margin (%)	***25%***	***24%***		***25%***	***24%***	
Depreciation	61	55	10%	187	163	14%
EBIT	**501**	**417**	**20%**	**1,441**	**1,214**	**19%**
Margin (%)	***22%***	***21%***		***22%***	***21%***	
Interest & finance charges	26	17	54%	79	38	109%
Profit before tax	**476**	**400**	**19%**	**1,363**	**1,176**	**16%**
Margin (%)	***21%***	***20%***		***21%***	***21%***	
Tax Expense	110	112	-2%	344	336	2%
Net Income	**366**	**288**	**27%**	**1,019**	**840**	**21%**
Margin (%)	***16%***	***14%***		***16%***	***15%***	
EPS (non annualized)	**4.98**	**3.92**	**27%**	**13.89**	**11.45**	**21%**

Financial Overview

Strategic Focus

Near Term Outlook

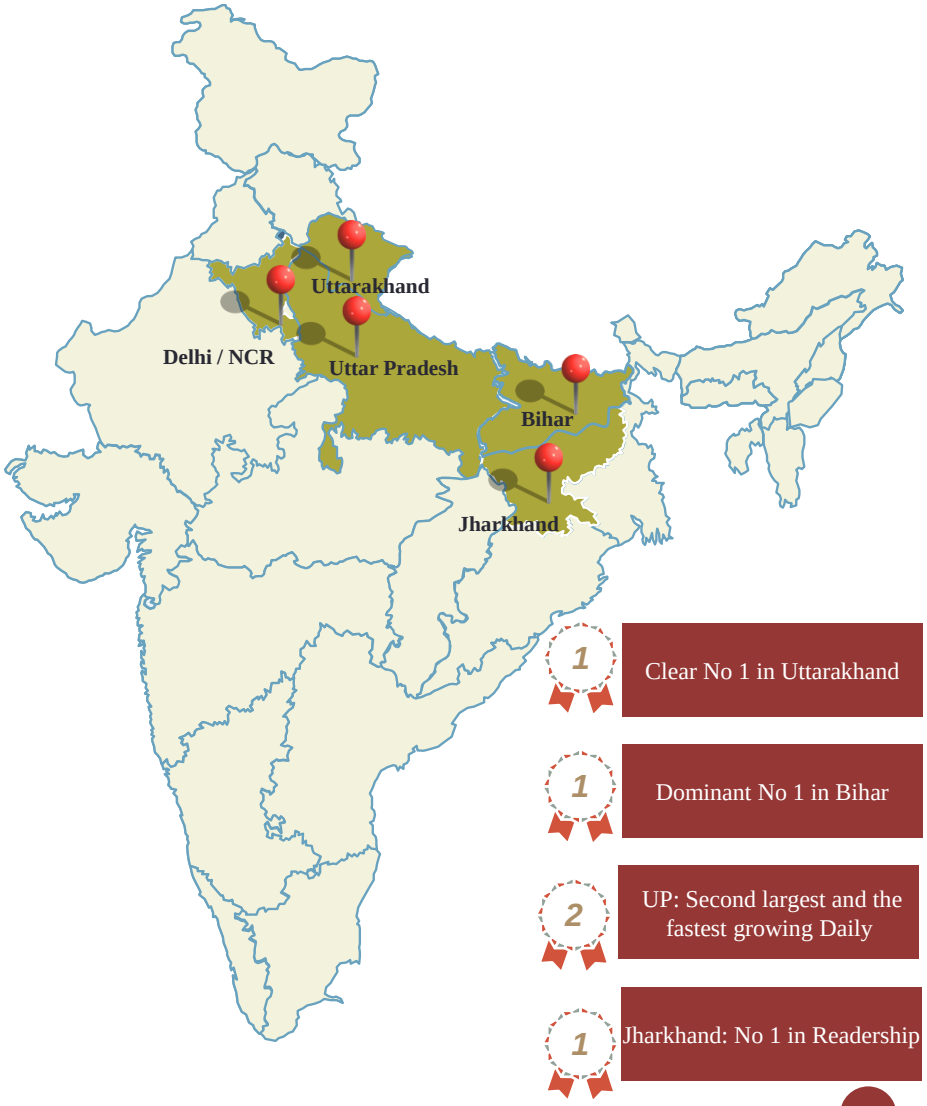
- Focus is to strengthen Hindustan brand and consolidate our position in the geographies we are present in by increasing reach and coverage
- With the economy in a revival mode, we expect the markets to improve in the coming months. We are well positioned to take advantage of it.
- Strong balance sheet (net cash of Rs. 4,886 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 2013)

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
(CIN: L21090BR1918PLC000013)

Hindustan Times House,
2nd Floor, 18-20, Kasturba Gandhi Marg
New Delhi – 110001, India

Vinay Mittal vinay.mittal@hindustantimes.com	+91 11 6656 1810	हिन्दुस्तान
Deepak Goyal deepak.goyal@hindustantimes.com	*+91 124 304 5727*	हिन्दुस्तान
Deepak Balwani Ankul Adlakha htmedia@churchgatepartnersindia.com	*+91 22 3953 7444*	Churchgate Partners