

हिन्दुस्तान

Hindustan Media Ventures Ltd.



Q1 FY2013 Results Presentation

19 July 2012

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Commenting on the performance for Q1 FY2013, Mrs. Shobhana Bhartia, Chairperson, HMVL, said:

“We are pleased to report that despite a tough macro-economic environment, we have begun the year on a positive note, in terms of both our financial and operational performance.

Our total revenues have shown a healthy growth, led by the markets of Uttar Pradesh and Uttarakhand. This has been backed by a rapid growth in readership in this region, which has also been validated by the latest Indian Readership Survey.

With a strong brand, a growing readership, and a healthy balance sheet, we are confident that we will continue to deliver value to our shareholders in time to come.”

Q1 FY2013 Performance Snapshot

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(All comparisons with Q1 FY2012)

Total revenue up 9% at Rs. 1,665 million from Rs. 1,532 million :

- 6% increase in advertising revenues to Rs. 1,166 million from Rs. 1,104 million primarily due to increase in advertising volumes.
- 13% increase in circulation revenues to Rs. 375 million from Rs. 331 million due to higher circulation and improvement in realization per copy

EBITDA increased by 4% to Rs. 330 million from Rs. 316 million primarily due to :

- Growth in circulation and advertising revenues
- Growth partially offset by:
 - 13% increase in raw materials cost to Rs. 690 million from Rs. 609 million due to 12% increase in newsprint consumption
 - 5% increase in other expenditure to Rs 452 million from Rs 431 million due to increase in marketing spends and production expenses

PAT increased by 4% to Rs. 193 million from Rs. 186 million

EPS (non annualized) stood at Rs. 2.64

Financial Overview

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(Rs. in millions, except EPS data)

Particulars	Three months ended		
	30.06.2012 (Unaudited)	30.06.2011 (Unaudited)	Shift (%)
Net Sales / Income from operations	1,567	1,461	7%
Other Operating Income	28	20	44%
Total Revenue	1,595	1,481	8%
Other income	70	51	38%
Total Income	1,665	1,532	9%
(Increase)/Decrease in Inventory	(2)	(3)	
Consumption of Raw Materials	690	609	13%
Employees Cost	195	179	9%
Other Expenditure	452	431	5%
Total Expenditure	1,335	1,216	10%
EBITDA	330	316	4%
Margin (%)	20%	21%	
Depreciation	53	45	18%
EBIT	277	271	2%
Margin (%)	17%	18%	
Interest & finance charges	13	6	105%
Profit before tax	264	265	0%
Margin (%)	16%	17%	
Tax Expense	71	79	-10%
Net Income	193	186	4%
Margin (%)	12%	12%	
EPS	2.64	2.54	4%

‘Hindustan’ further consolidates its readership across markets

As per the recent Q1 2012 IRS results, ‘Hindustan’ further consolidates its position

- Overall, all India average readership grows to 12.16 million; growth of 3.0 % over IRS Q1 2011
- Strong leadership position in Bihar with a readership share of 72%
 - Readership grows to 4.8 million; growth of 1.4% over IRS Q1 2011
- No. 1 in Jharkhand market with a readership of 1.76 million, reflecting a readership share of 49%
- Fastest growing daily in Uttar Pradesh & Uttarakhand
 - Readership increases to 4.43 million; growth of 11.6% over IRS Q1 2011
 - Exclusive readership increases to 2.9 million
- Second largest Hindi daily in Delhi NCR with a readership of 1.24 million

HMVL's business outlook continues to look strong on the back of:

- Continuous readership growth to be fueled by strengthening brand and leveraging opportunities
- Increasing prosperity and rise in consumption in rural regions points towards a strong growth in advertising revenues
- Improvement in advertising yields on the back of continuing readership growth
- Strong balance sheet (net cash of Rs. 2,202 million) capable of funding its expansion

About us

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Hindustan Media Ventures Limited (HMVL) is one of the leading print media companies engaged in the printing and publishing of 'Hindustan', the third largest newspaper daily of India, along with two Hindi magazines 'Nandan', a children's magazine and 'Kadambini', a general interest magazine. HMVL went public & was listed on BSE & NSE on July 21, 2010. 'Hindustan' began publication in 1936 owing its origins to and serving as a medium for the freedom movement, and has been one of India's eminent newspaper for over 70 years. 'Hindustan' has a strong regional presence with a readership of 12.16 million readers (Source: IRS Q1 2012). It enjoys a leadership position in Bihar and Jharkhand whilst consolidating its 2nd position in Delhi NCR and 3rd position in Uttar Pradesh and Uttarakhand. The Company also operates the website www.livehindustan.com, which complements the newspaper and focuses on providing news in Hindi with regional content.

For further information please visit www.hmvl.in or contact:

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