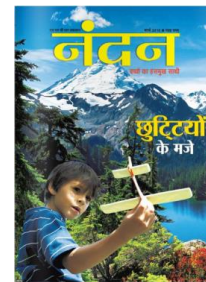


हिन्दुस्तान

Hindustan Media Ventures Ltd.



Q1 FY2015 Results Presentation

21 July 2014

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.

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Commenting on the performance for Q1 FY2015, Mrs. Shobhana Bhartia, Chairperson, HMVL, said:

“We have started the new financial year well and the first quarter saw a healthy growth in both revenue and profit.

This was the result of growth in advertising, driven by our strong performance in Uttar Pradesh and Uttarakhand, and supported by our continuing dominance in Bihar and Jharkand.

With a strong brand, growing readership, and a healthy balance sheet we are confident of continuing to deliver value to our shareholders.”

Q1 FY2015 Performance Overview

(All comparisons with Q1 FY2014)

Total revenue up 18% at Rs. 2,226 million from Rs. 1,887 million :

- 17% increase in advertising revenues to Rs. 1,555 million from Rs. 1,326 million primarily due to increase in advertising yields
- 17% increase in circulation revenues to Rs. 493 million from Rs. 421 million primarily due to higher circulation and realization per copy

EBITDA increased by 16% to Rs. 554 million from Rs. 480 million primarily due to :

- Growth in advertising and circulation revenues

Growth partially offset by:

- 27% increase in consumption of raw materials to Rs. 868 million from Rs. 685 million due to increase in newsprint price and consumption
- 38% increase in employee costs to Rs. 296 million from Rs. 215 million due to impact of new hiring, increments and a charge for regulatory compliance

PAT increased by 12% to Rs. 339 million from Rs. 303 million

EPS (non annualized) stood at Rs. 4.62

Financial Overview

(Rs. in millions, except EPS data)

Particulars	Three months ended		
	30.06.2014 (Unaudited)	30.06.2013 (Unaudited)	Variance (%)
Net Sales / Income from operations	2,071	1,773	17%
Other Operating Income	29	31	-4%
Total Income from operations	2,101	1,804	16%
Other income	125	83	52%
Total Income	2,226	1,887	18%
(Increase)/Decrease in Inventory	(1)	1	
Consumption of Raw Materials	868	685	27%
Employees Cost	296	215	38%
Other Expenditure	508	506	0%
Total Expenditure	1,672	1,407	19%
EBITDA	554	480	16%
Margin (%)	25%	25%	
Depreciation	61	53	15%
EBIT	493	427	16%
Margin (%)	22%	23%	
Interest & finance charges	24	7	232%
Profit before tax	469	419	12%
Margin (%)	21%	22%	
Tax Expense	130	116	12%
Net Income	339	303	12%
Margin (%)	15%	16%	
EPS (non annualized)	4.62	4.13	

Operational Highlights

As per the recent 2013 IRS results, Hindustan is now the second largest Hindi Daily in the country with a readership of 14.25 million

	<u>2013 IRS Readership</u>	<u>Q4 2012 IRS Readership</u>
All India	14.25 million	12.25 million
UP	7.20 million	4.23 million
Uttarakhand	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

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

- Continuous readership growth to be fueled by strengthening brand and leveraging opportunities
- Improving market sentiment, a stable Central Government, increasing prosperity and rise in consumption in rural regions points towards a strong growth in advertising revenues
- Strong balance sheet (net cash of Rs. 4,198 million) capable of funding its expansion

Hindustan Media Ventures Limited (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, 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 newspapers for over 75 years. 'Hindustan' has a strong regional presence and is the 2nd most read daily in India with readership of 14.25 million readers (Source: IRS 2013). It enjoys a leadership position in Bihar, Jharkhand and Uttarakhand whilst consolidating its 2nd position in Delhi and Uttar Pradesh. 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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