

May 29, 2020

To,

Manager-CRD,  
BSE Ltd.,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai-400001

Scrip Code: 532705  
ISIN No.: INE199G01027

Listing Manager,  
National Stock Exchange of India Ltd.,  
'Exchange Plaza', Bandra Kurla Complex,  
Dalal Street, Bandra (E), Mumbai-400 051

Symbol: JAGRAN  
ISIN No.: INE199G01027

Dear Sir / Ma'am,

**Sub: Intimation to Stock Exchange – Investor Presentation in connection with Audited Standalone and Consolidated Financial Results for quarter / year ended March 31, 2020**

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Audited Standalone and Consolidated Financial Results for quarter and year ended March 31, 2020.

Kindly take the above on your record.

Thanking You,

For Jagran Prakashan Limited



(Amit Jaiswal)

Company Secretary and Compliance Officer

Membership No.: F5863



Encl.: As Above



Jagran Prakashan Limited

Q4FY20  
Result Presentation

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# Comment from Chairman and Managing Director

*"The year first witnessed slowing economy and then had the outbreak of pandemic culminating into unprecedented lockdown in Q4. Lockdown is the lethal blow to the entire economy but more to those who depend on discretionary spend like Media and Entertainment Industry. These businesses are confronted with the challenge of survival. Entertainment industry and smaller media players are facing liquidity crisis but are averse to borrow, in absence of visibility of revenues and viability which is threatened by this pandemic.*

*We are no exception and have already started facing the brunt which was partly felt in Q4 but is being fully felt now. The lowest economic growth in recent past coupled with COVID-19 caused huge loss of revenue and profits in Q4. Dainik Jagran helped by its size and saving in newsprint cost was the best placed amongst all the group's businesses. Outdoor and event management businesses are the hardest hit from since lockdown. Radio Industry like print also did not have revenues for the same reasons but they could not have benefit of proportionate saving in cost with drop in volumes as they hardly have any variable cost. Digital was only exception which reported high double digit growth and some profit against loss in Q4FY19.*

*Q4FY20 reported lowest ever profits also because of material provisioning and write-off of non-recurring nature. These provisions made include COVID-19 impact as well.*

*I am, however, happy to inform that the newspaper has emerged stronger due to its credible content at a time when everyone is struggling to get the correct information. Our editorial team and newspaper distributors deserve special appreciation for doing their jobs diligently despite threat of pandemic. Their contribution is immensely recognized by the society. Radio has increased its listenership belying the popular belief that it is only transit medium.*

*Both these businesses continue to generate about 20% of their normal advertisement revenue despite lockdown. Newspaper Industry is also benefiting from collaborative approach of the competitors and material saving in newsprint cost. I hope this trend continues and new business model evolves for the industry which would ensure stable performance*

*The environment, as you all know, is grim but your Company is committed to do its best in the interest of stakeholders. We have worked towards cutting the avoidable fixed costs which some businesses like Radio have reduced by 20% and have more than enough liquidity to manage our operations comfortably.*

*I hope and trust that the lockdown will be lifted and we will start returning to our daily routine sooner than later in our own interest, in the interest of society and in the interest of nation "*

**...Mahendra Mohan Gupta**



# Dainik Jagran continues to remain the most read daily

01

Dainik Jagran continues to be No. 1 newspaper in the Country since 2003 uninterruptedly

02

Fall in readership over one year for all major players is primarily due strategic focus on increasing cover prices

04

Despite expansion of digital media, TV, Radio and Print continue to hold their audience, demolishing the perception that digital is eating into the audience of other media platforms

03

Contrary to common perception, English readership has once again grown



## Ad Revenue Impacted due to weak economy and lockdown

### Print

- Printing of newspaper and delivery continued across the country, wherever possible, despite the lockdown
- Continued to increase the cover price resulting in 7% increase in per copy realization for Dainik Jagran during the quarter

## Listenership Gain during Lockdown

### Radio

- Radio listenership increased from 48 mn to 51 mn second only to TV of 56 mn
- Avg. time spent listening has grown by 30 mins in Urban India
- Strong Balance Sheet with cash equivalents of Rs 220 crores
- Reduced fixed cost by Rs. 30 crores in FY20; Cost Savings will have positive impact in FY21 as well

## Digital investments Paying Off

### Digital

- Revenue grew by 30% in Q4 FY20 and 9% in FY20
- Operating Loss reduced from Rs. 12 Crores in FY19 to less than Rs. 1 Crore in FY20
- Unique user base grew by 112% YoY to 96 million users\*

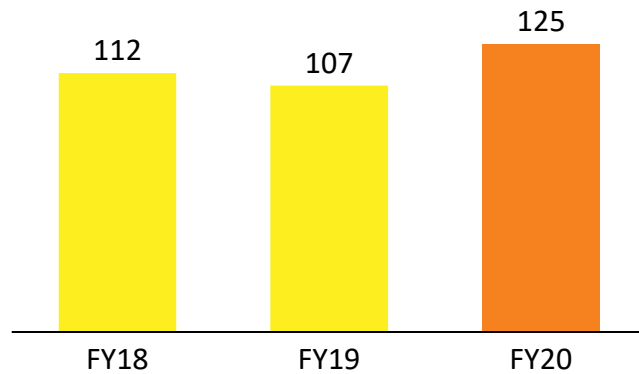
## Strategic Focus on Profitability

### Outdoor & Event

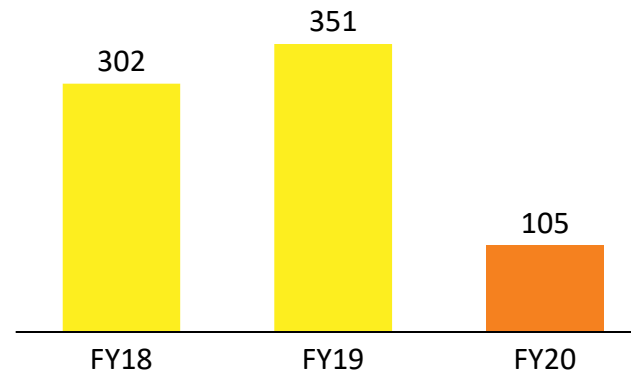
- Strategy of focusing on profitability helped improved operating profit of Event Business
- Revenue dried up completely as business is dependent on movement of general public in Q4

# Distribution to Shareholders

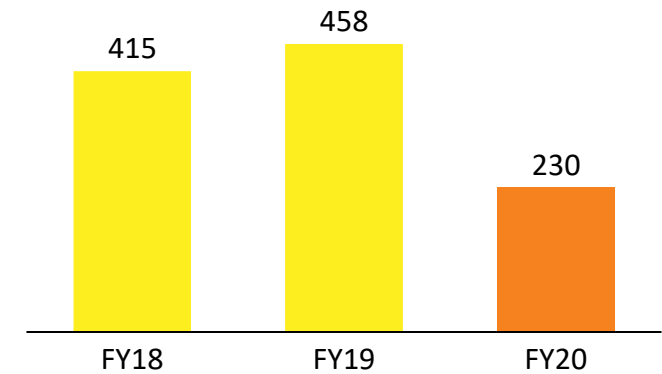
## Dividend Paid



## Buyback



## Total Distribution to Shareholders



Distributed ~ Rs. 345 crores as dividend over last 3 years

Distributed ~ Rs. 758 crores through buyback of shares over last 3 years

Distributed ~ Rs. 1,102 crores in form of dividend and buyback of shares over last 3 years



# Business Performance

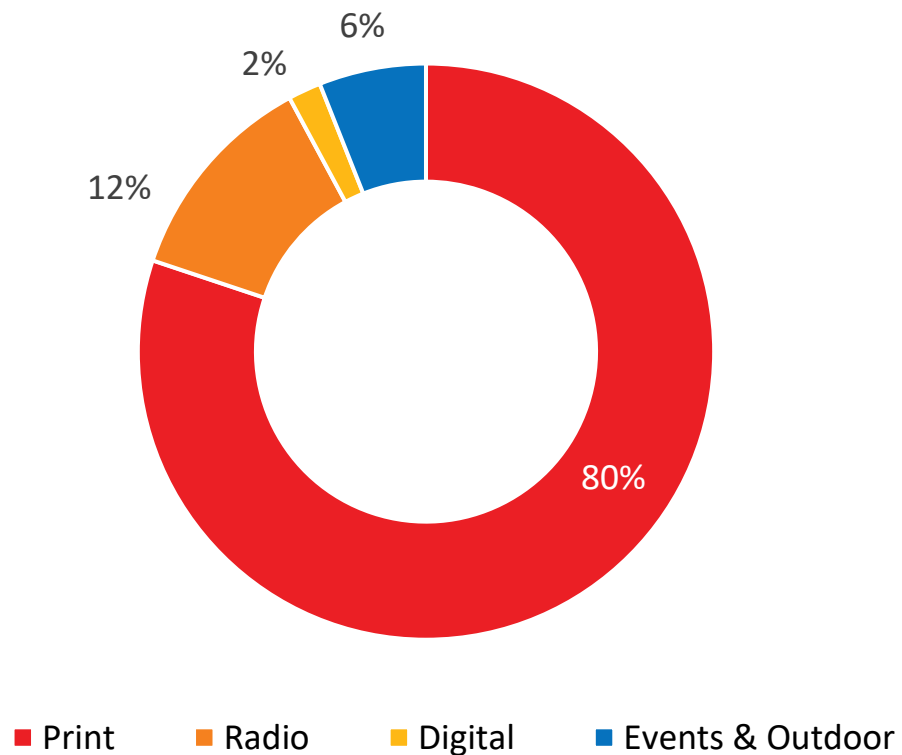


Due to Covid-19, the figures do not represent normal quarter/operations and to that extent are not strictly comparable with last year or preceding quarter



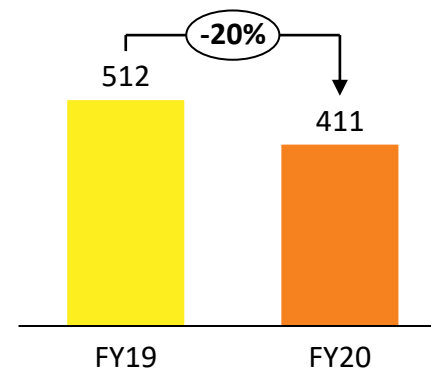
# De-Risked Business Model

Revenue Breakup – FY20

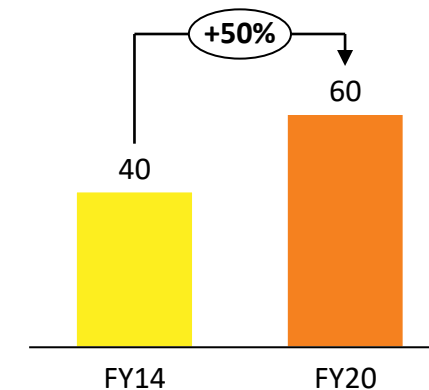
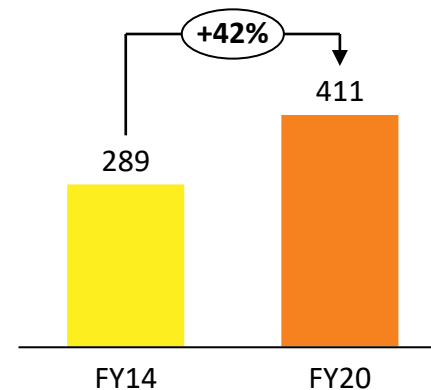
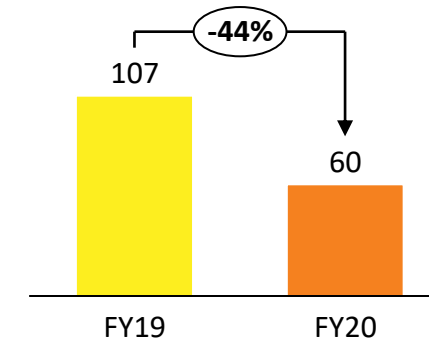


New Generation Business Performance

Operating Revenue



Operating Profit

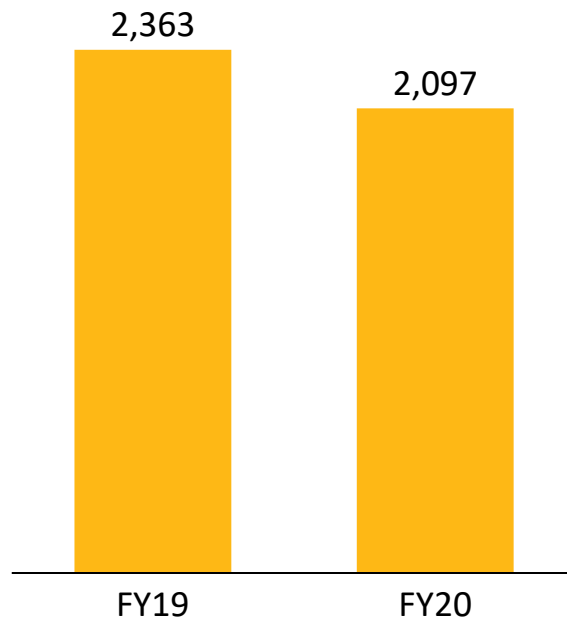


Future ready with investments in New Generation Business

# Consolidated Operating Performance FY20

## Revenue

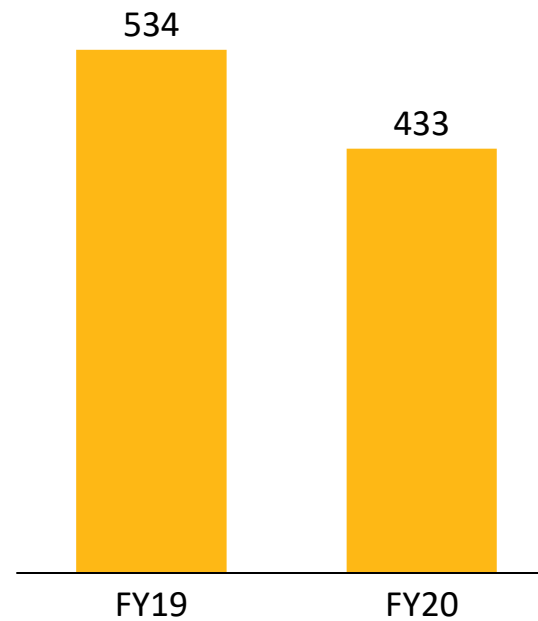
In Rs Crs.



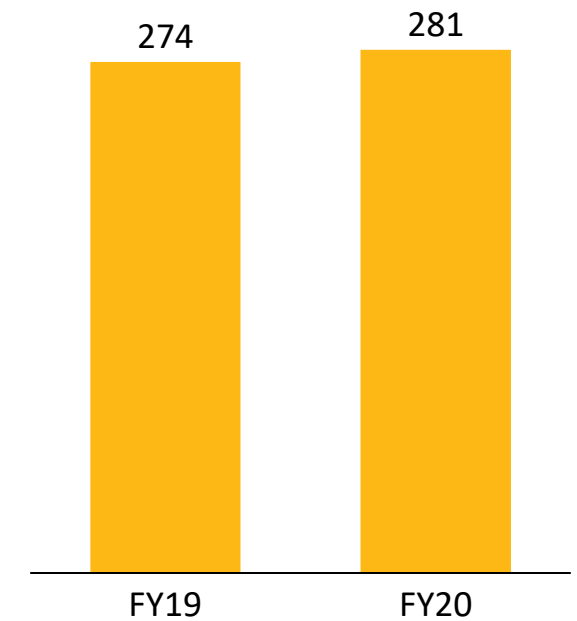
## EBITDA & Margins

22.6%

20.6%



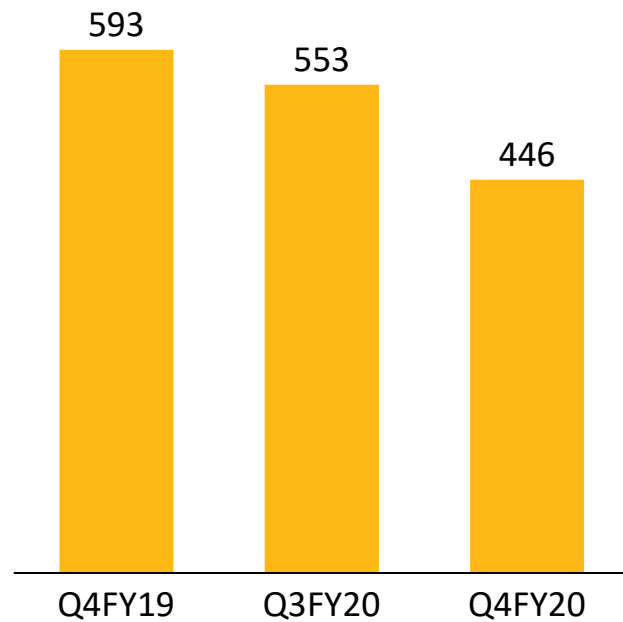
## Profit After Tax



# Consolidated Operating Performance Q4FY20

## Revenue

In Rs Crs.

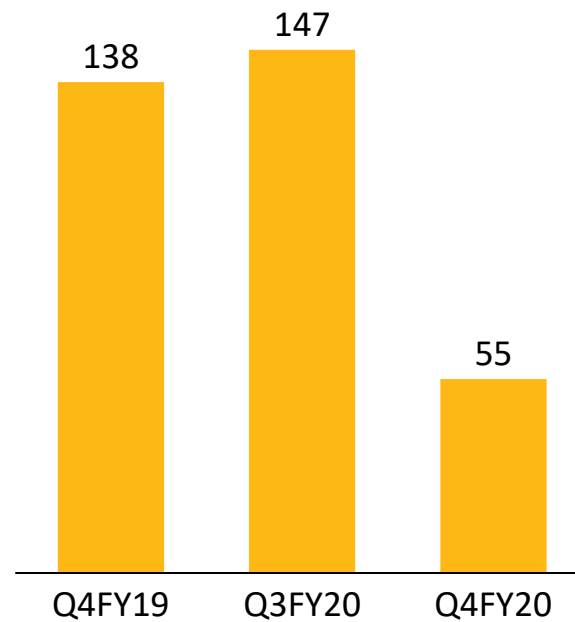


## EBITDA & Margins

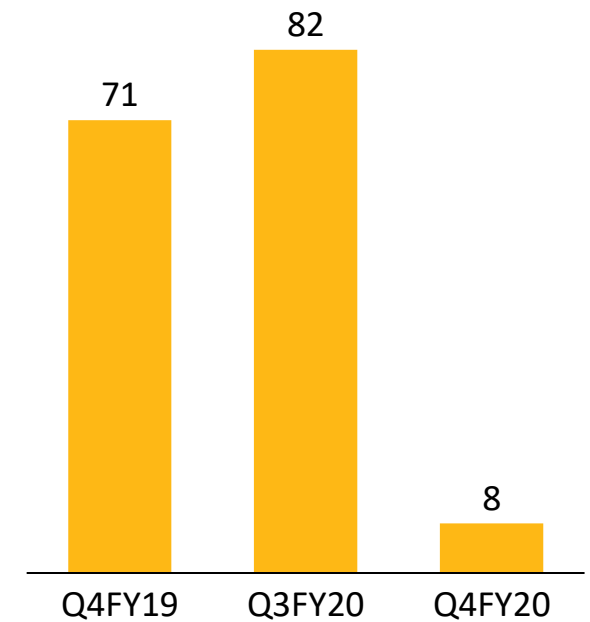
23.3%

26.6%

12.2%



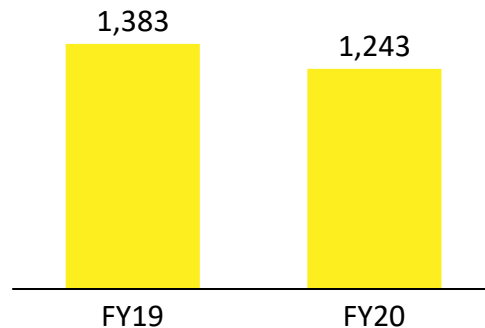
## Profit After Tax



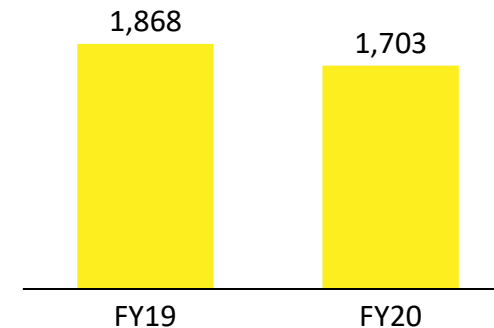
# Print Business Performance FY20

- Strategic increase in cover price compensated some of the circulation revenue de-growth
- Curtailed discretionary spend, reduction of newsprint cost and other efforts have resulted in cost savings

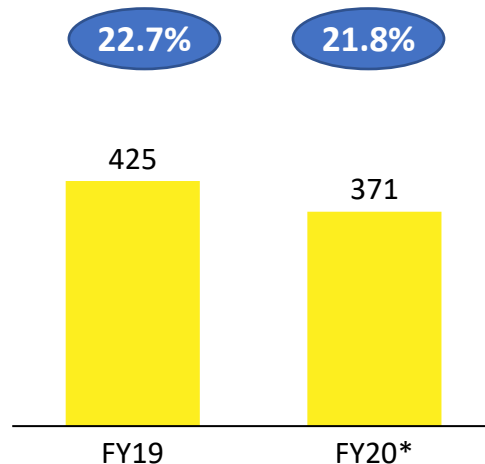
## ADVERTISEMENT REVENUE



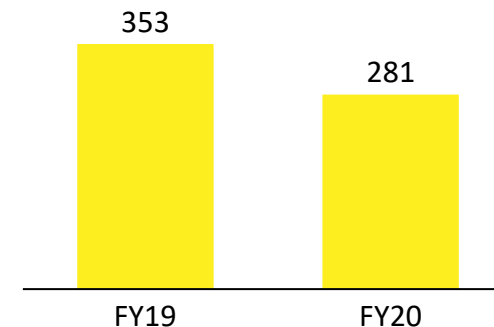
## OPERATING REVENUE



## OPERATING PROFIT & MARGIN



## PROBIT BEFORE TAX

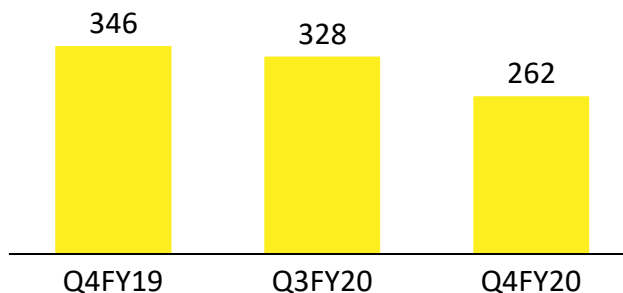


\* Includes higher provision for doubtful debts

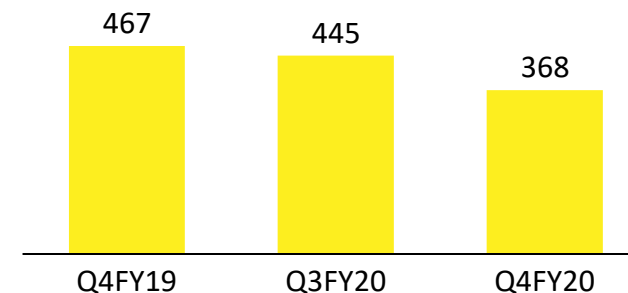
# Print Business Performance Q4FY20

Economic slowdown along with the lockdown resulted in **Advertising revenue de-growth of 24% in Q4** which translates into ~60% of the total Ad-revenue loss for the year

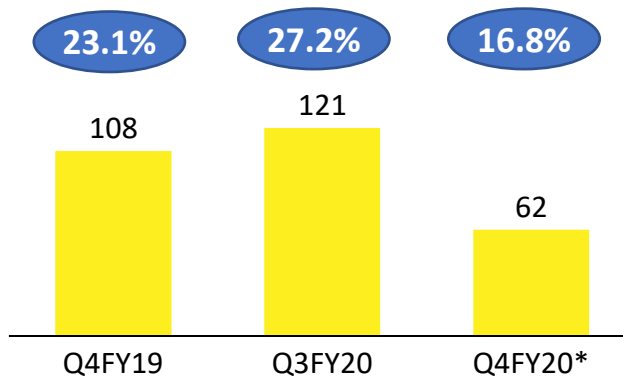
## ADVERTISEMENT REVENUE



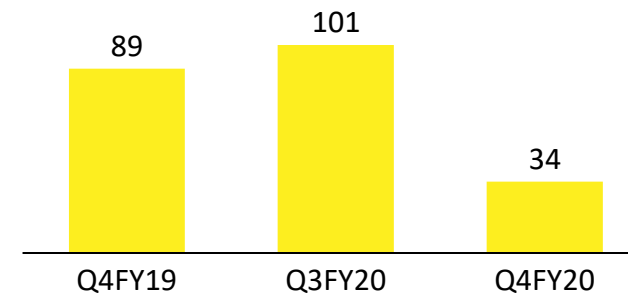
## OPERATING REVENUE



## OPERATING PROFIT & MARGIN



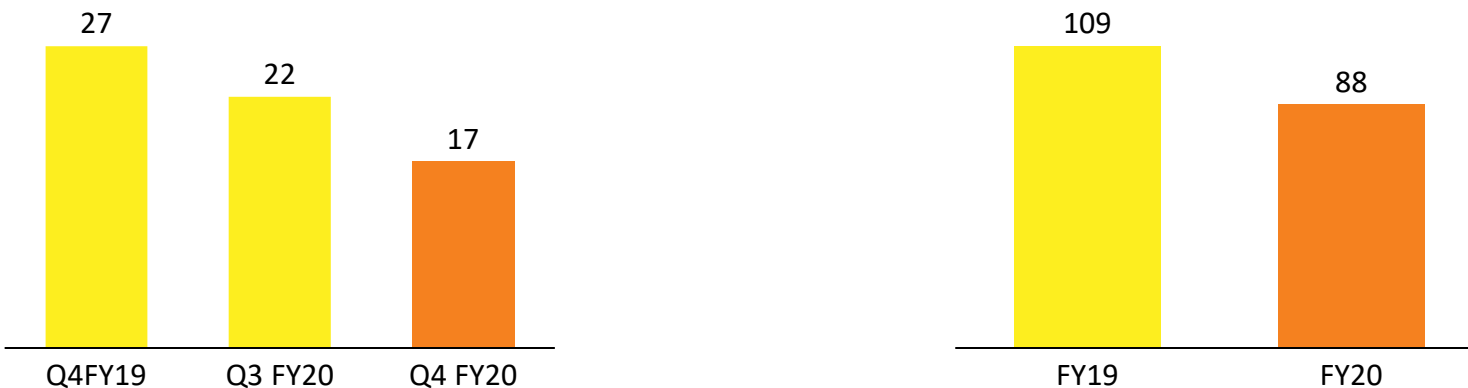
## PROBIT BEFORE TAX



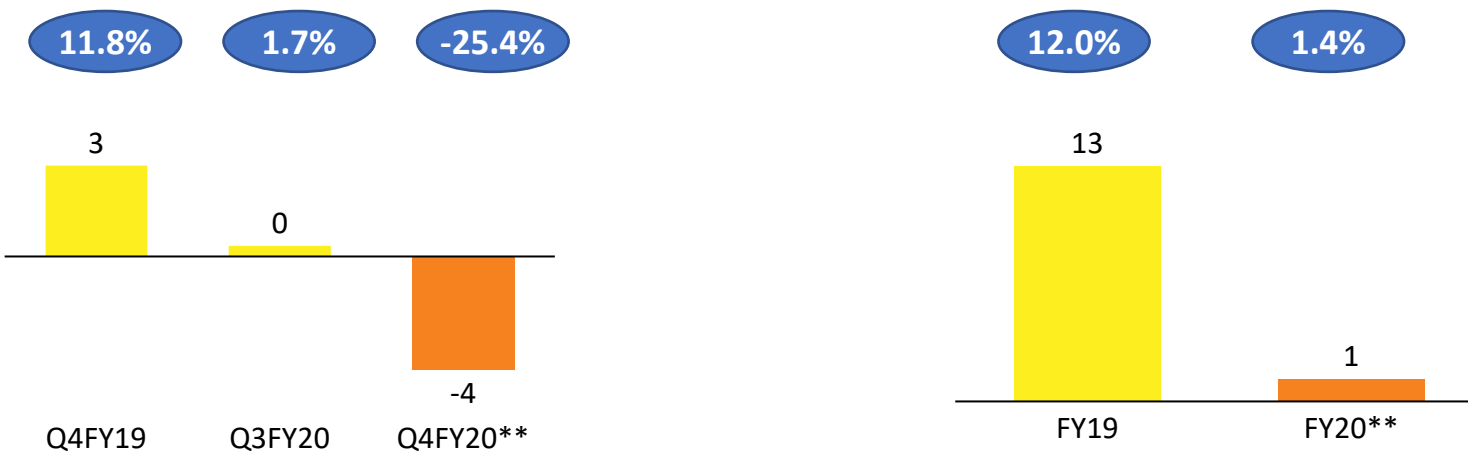
\* Includes higher provision for doubtful debts

# Mid-Day Operating Performance

## OPERATING REVENUE\*



## OPERATING PROFIT & MARGIN



Mid-Day was affected the most as its main area of operations were in Mumbai and post the lockdown, circulation was stopped as well

Additional costs in the form of rents and other property related costs affected its profitability

**Reduced Fixed Costs by 20% for the year**

Distribution of Midday in PDF form may give it a digital subscription model which is scalable

**Currently being circulated to ~12 Crore people per day**

**Market Share increased by 1% to 27%**

Gujarati Mid-day, Sunday Mid-day and Inquilab are profitable at a circulation level

\*Q2 FY20, Q3 FY20 and Q4 FY20 do not include revenue from Inquilab (North) publication of which is now with the Company for administrative and operational efficiencies

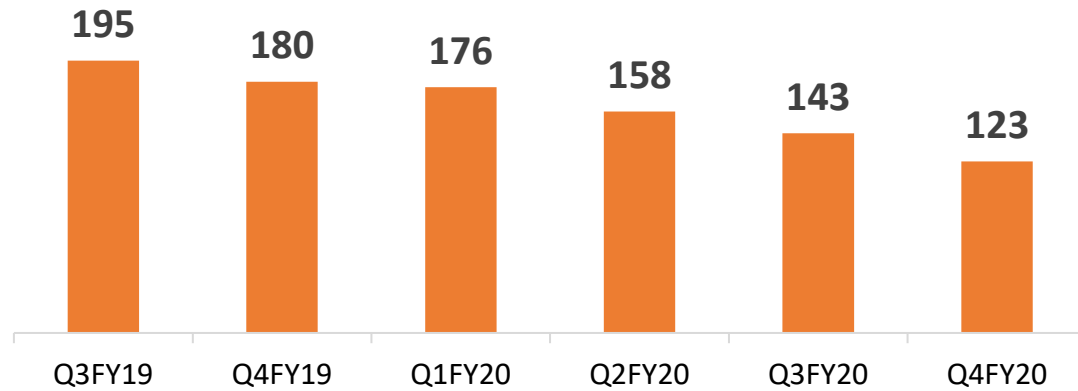
\*\* includes non-recurring one time expense of Rs 3.80 crores relating to security deposit with landlord write-off and COVID-19 related provisioning



# Soft Newsprint Prices and Prudent cost measures led to Improved Profitability

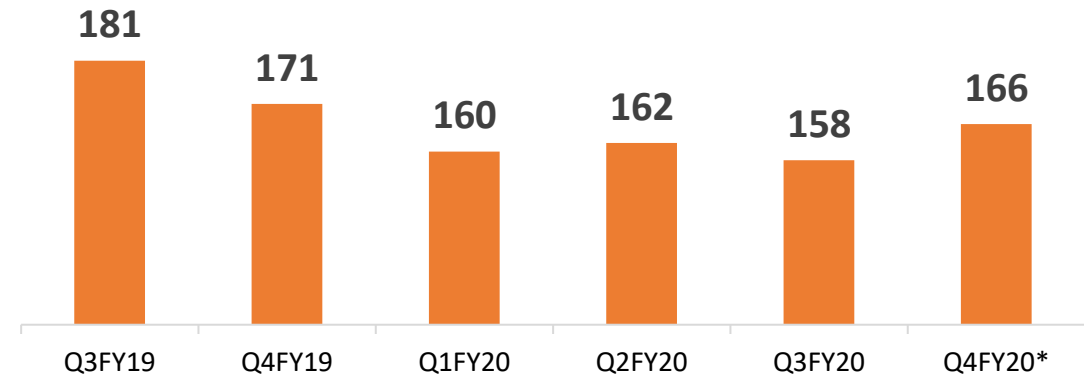


## Cost of Raw Material



Impact of softening of newsprint prices are seen from this quarter and expect it to remain stable

## Other Expense



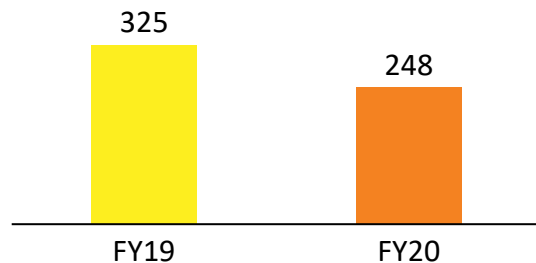
Prudent cost measures have helped reduce other expenses

No compromise made with long term sustainability of business

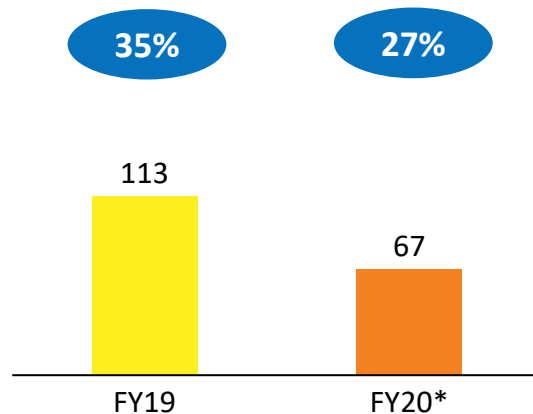
\* Includes higher provision for doubtful debts

# MBL: Operating Performance

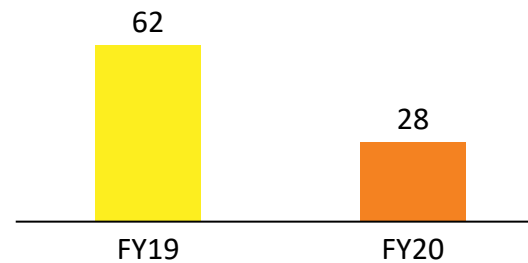
## REVENUE



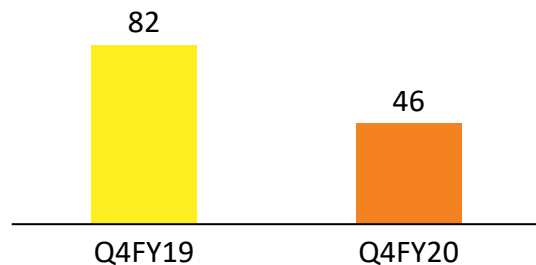
## EBITDA & Margin



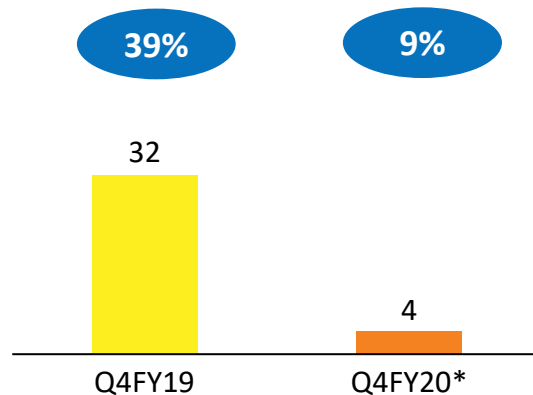
## Reported PAT



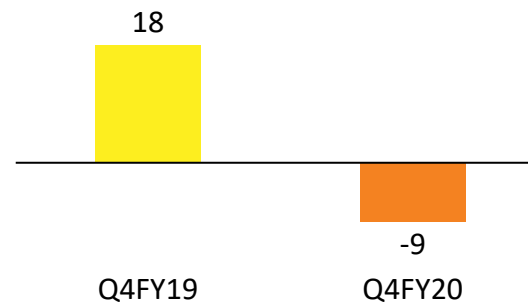
## REVENUE



## EBITDA & Margin



## PROFIT AFTER TAX



Radio Channel are operating during lockdown as well

Ad-Volume in Q4 witnessed a de-growth due to economic slowdown and lockdown

Reduced Fixed Costs by Rs. 30 Crores for the year

Strong Balance Sheet with no debt and cash equivalents of Rs 220 Crores

\* Excludes One-time Expenses of Rs. 9.5 crs (Rs. 4.9 crs being additional loss allowances on doubtful debts on estimated basis considering the future recoverability due to emergence of COVID 19 impact; Rs. 2.8 crs provided towards security deposit given to lessor of property located at Mumbai; Rs. 1.8 crs provided towards Legal and professional fees for proposed investment in Reliance Broadcast Network Limited)

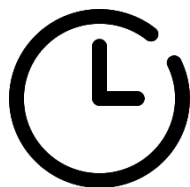
# COVID-19 Lockdown Boosts Radio Consumption..



Radio had a **reach of 51 mn** second only to TV with 56 mn



During lockdown Radio listener spent avg. of 02:36 (HH:MM) on radio listening which has **increased by 30 minutes**



Total daily man hours of Radio consumption increased from 102 mn to **131 mn**

## Regular listeners (In Millions)



During COVID Lockdown  
Pre COVID Lockdown

## Average daily duration in HH:MM



## Total daily duration (In Million man hours)

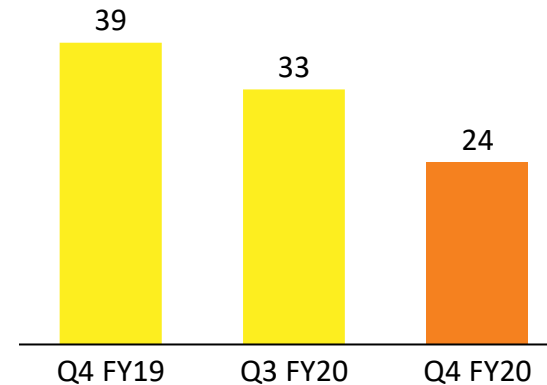
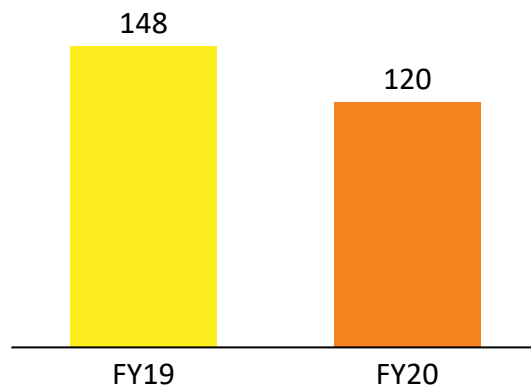


**Radio listenership has grown significantly amongst SEC B, C and D/E with Time Spent on Radio has grown highest in SEC D/E at 28%**

Source: AZ Research: Impact on Media consumption in Urban India (Audience Survey across 6 metros i.e. Mumbai, Delhi, Bangalore, Kolkatta , Pune & Hyderabad)

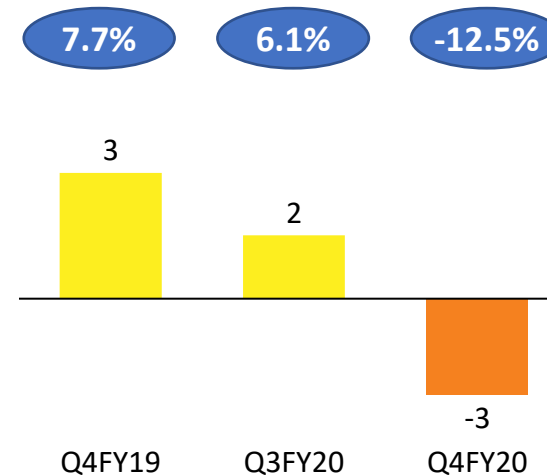
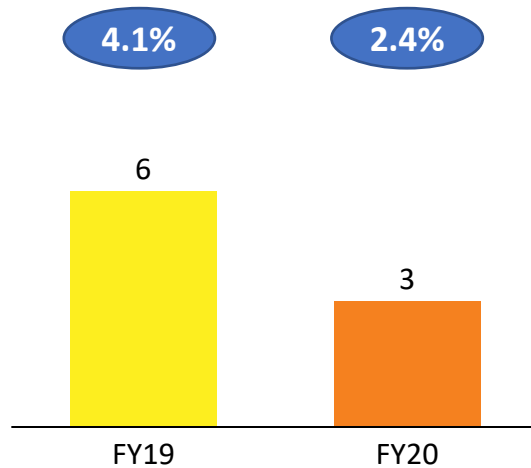
# Outdoor and Events Business Performance

## OPERATING REVENUE



Q4 performance affected by the lockdown as business is dependent on movement of general public in Q4

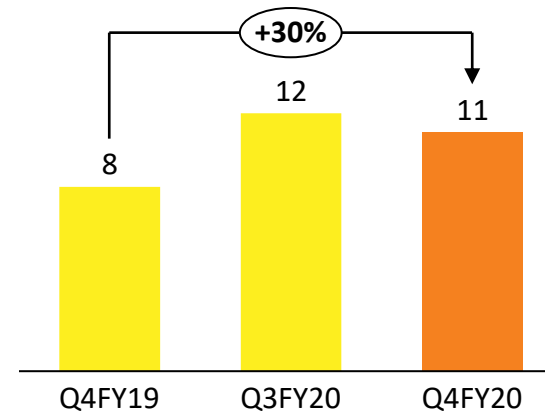
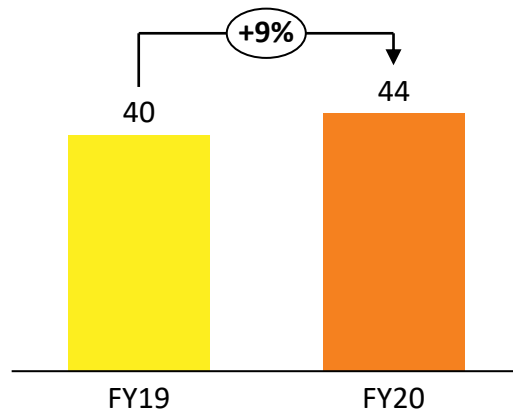
## OPERATING PROFIT & MARGIN



Lower sales in Events Business due to Strategic focus on profitability

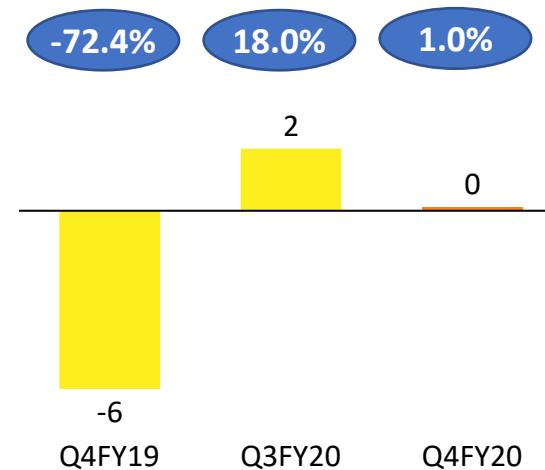
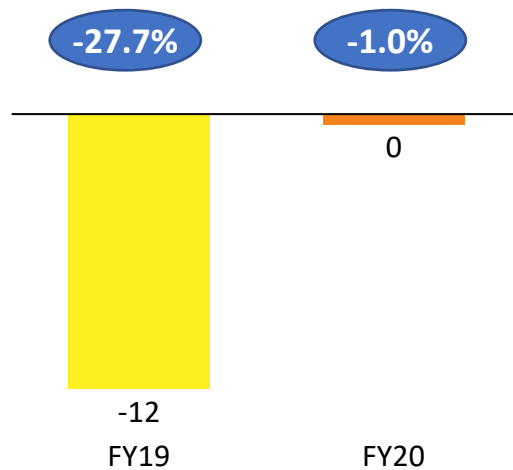
# Digital Business Performance

## OPERATING REVENUE



Revenue grew by 30% in Q4  
FY20 and 9% in FY20

## OPERATING PROFIT & MARGIN

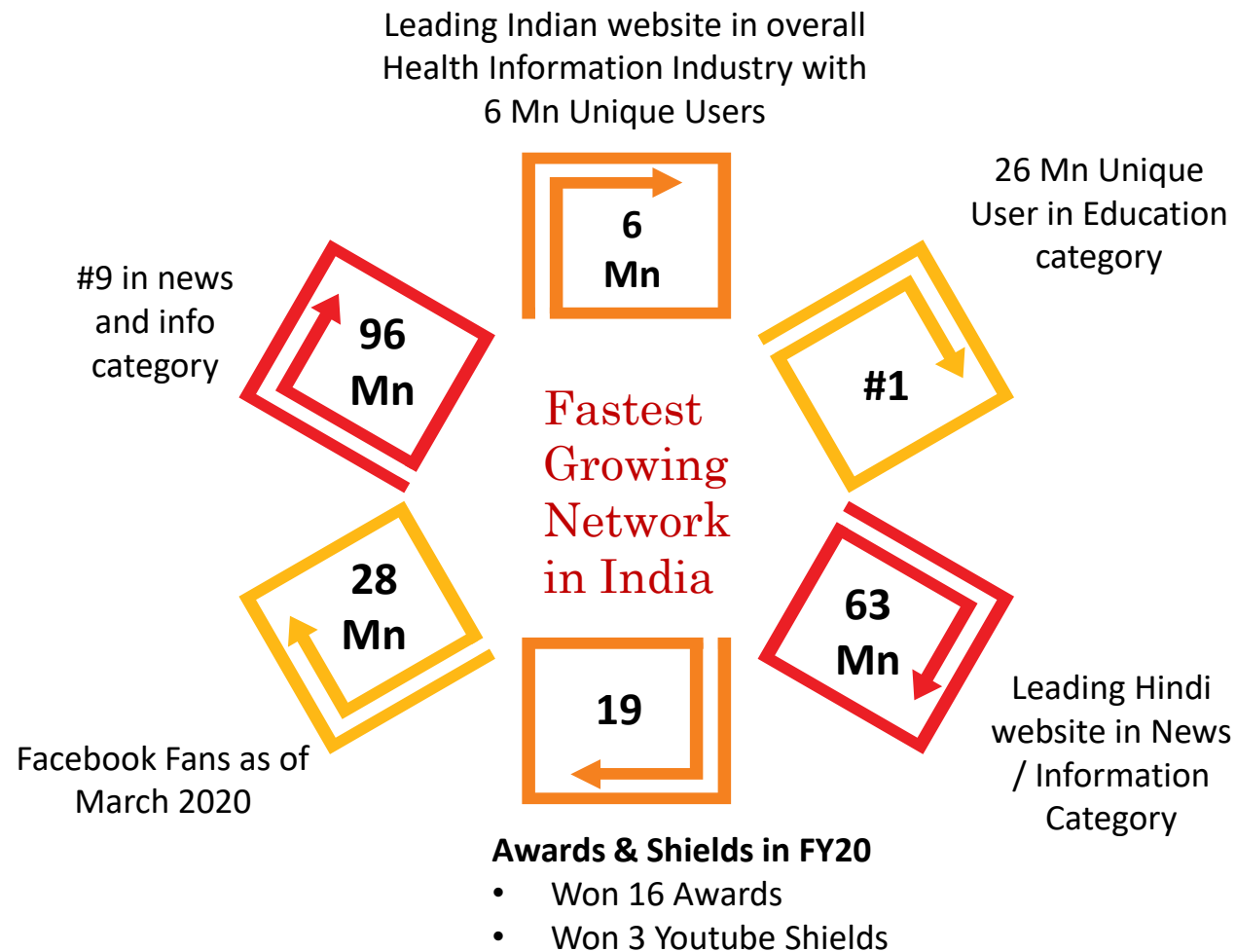


Operating Loss reduced  
from Rs. 12 Crores in FY19 to  
less than Rs. 1 Crore in FY20

# Digital – Investing to Build leadership

## Our Digital Media Portfolio

- Digital Advertisement Revenue growth for Q4FY20
  - ✓ Print Digital Revenue was Rs. 10.87 Crores, YoY growth of 30%
- Unique users on Multimedia Platform:
  - ✓ 96 mn grew by 112% YOY





# Financial Performance



**Due to Covid-19, the figures do not represent normal quarter/operations and to that extent are not strictly comparable with last year or preceding quarter**

# Mid-day Financial Performance

Particulars (Rs. in Crs)	Q4 FY20	Q3 FY20	Q4 FY19
<b><u>Operating Revenue*</u></b>	<b>16.58</b>	<b>22.36</b>	<b>26.85</b>
Advertisement	11.92	16.90	20.01
Circulation	3.93	4.50	5.99
Other Operating Income	0.73	0.96	0.85
Expenses **	20.79	21.99	23.68
<b><u>Operating Profit</u></b>	<b>-4.21</b>	<b>0.37</b>	<b>3.17</b>
<b><u>Operating Profit Margin</u></b>	<b>-25.37%</b>	<b>1.65%</b>	<b>11.81%</b>
Other Income	-2.2	0.52	0.42
Depreciation	1.81	1.75	1.4
Interest	0.51	0.77	0.27
<b><u>Profit Before Tax</u></b>	<b>-8.73</b>	<b>-1.63</b>	<b>1.92</b>
Tax	-2.02	-0.59	0.61
<b><u>Profit After Tax</u></b>	<b>-6.71</b>	<b>-1.04</b>	<b>1.31</b>
<b><u>Net Profit Margin</u></b>	<b>-46.64%</b>	<b>-4.55%</b>	<b>4.78%</b>

\* Q3 FY20 and Q4 FY20 do not include revenue from Inquilab (North) publication of which is now with the Company for administrative and operational efficiencies

\*\* includes non-recurring one time expense of Rs 3.80 crores relating to security deposit with landlord write-off and COVID-19 related provisioning

# MBL Financial Performance

Particulars (Rs. in Crs)	Q4 FY20	Q3 FY20	Q4 FY19
<b><u>Operating Revenue</u></b>	<b>45.87</b>	<b>69.64</b>	<b>81.87</b>
Expenses	41.71*	48.08	49.9
<b><u>Operating Profit</u></b>	<b>4.16*</b>	<b>21.56</b>	<b>31.97</b>
<b><u>Operating Profit Margin</u></b>	<b>9.07%</b>	<b>30.96%</b>	<b>39.05%</b>
Other Income	3.87	4.16	4.61
Depreciation	8.63	8.90	6.9
Interest	2.05	2.48	1.52
One-time Expense	9.46	0	0
<b><u>Profit Before Tax</u></b>	<b>-12.11</b>	<b>14.34</b>	<b>28.15</b>
Tax	-3.2	4.17	9.8
<b><u>Profit After Tax</u></b>	<b>-8.91</b>	<b>10.17</b>	<b>18.35</b>
<b><u>Net Profit Margin</u></b>	<b>-17.90%</b>	<b>13.78%</b>	<b>21.22%</b>

\* Excludes One-time Expenses of Rs. 9.5 crs (Rs. 4.9 crs being additional loss allowances on doubtful debts on estimated basis considering the future recoverability due to emergence of COVID 19 impact; Rs. 2.8 crs provided towards security deposit given to lessor of property located at Mumbai; Rs. 1.8 crs provided towards Legal and professional fees for proposed investment in Reliance Broadcast Network Limited)

# Operating Margin Break-up

Particulars (Rs. in Crs)	Q4 FY20	Q3 FY20	Q4 FY19
<b><u>Dainik Jagran*</u></b>			
Operating Revenue	304.87	361.37	385.86
Operating Profit	68.73	112.99	107.95
Operating Margin	22.54%	31.27%	27.98%
<b><u>Other Publications*</u></b>			
Operating Revenue	62.38	82.61	80.22
Operating Profit	-6.41	9.18	0.60
Operating Margin	-10.28%	11.11%	0.75%
<b><u>Digital</u></b>			
Operating Revenue	10.87	11.73	8.39
Operating Profit	0.13	2.11	-6.07
Operating Margin	1.21%	18.02%	-72.36%
<b><u>Outdoor and Event</u></b>			
Operating Revenue	23.58	33.06	39.13
Operating Profit	-2.64	1.73	3.44
Operating Margin	-11.21%	5.22%	8.79%

# Consolidated Profitability Statement

Particulars (Rs. in Crs)	Q4FY20	Q4 FY19	YoY	Q3FY20	QoQ	FY20	FY19	YoY
<b>Revenues</b>	<b>445.6</b>	<b>592.8</b>	<b>-25%</b>	<b>553.0</b>	<b>-19%</b>	<b>2,097.3</b>	<b>2,362.7</b>	<b>-11%</b>
Advertisement Revenue *	316.1	433.1		403.3		1,521.3	1,736.6	
Circulation Revenue	99.1	109.6		107.5		422.3	437.6	
Others	30.4	50.1		42.2		153.7	188.4	
License Fees	4.8	5.0		5.0		19.6	21.4	
Raw Material	122.6	179.5		143.4		601.1	730.0	
Manpower Cost	102.1	104.0		104.2		417.1	419.2	
Other Operating Expenses	161.8	166.3		153.3		626.9	658.2	
<b>Operating Profit</b>	<b>54.3</b>	<b>138.0</b>	<b>-60%</b>	<b>147.1</b>	<b>-63%</b>	<b>432.6</b>	<b>533.8</b>	<b>-19%</b>
<b>Operating Profit Margin</b>	<b>12.2%</b>	<b>23.3%</b>		<b>26.6%</b>		<b>20.6%</b>	<b>22.6%</b>	
Other Income^	4.0	12.9		10.3		32.3	40.8	
Depreciation / Amortization	37.1	33.1		37.0		145.8	127.9	
Interest	8.1	8.3		8.1		33.3	25.8	
Share of Profits / (Losses) of Associates	0.0	0.3		-0.2		0.0	0.5	
<b>Profit Before Tax</b>	<b>13.0</b>	<b>109.8</b>	<b>-88%</b>	<b>112.2</b>	<b>-88%</b>	<b>285.8</b>	<b>421.3</b>	<b>-32%</b>
Tax	5.2	39.2		30.6		4.9	147.0	
<b>Profit After Tax</b>	<b>7.8</b>	<b>70.6</b>	<b>-89%</b>	<b>81.6</b>	<b>-90%</b>	<b>281.0</b>	<b>274.2</b>	<b>2%</b>
<b>PAT Margin</b>	<b>1.7%</b>	<b>11.9%</b>		<b>14.8%</b>		<b>13.40%</b>	<b>11.6%</b>	
Other comprehensive income, net of income tax	-2.0	-1.9		-1.1		-3.7	-1.8	
<b>Total comprehensive income for the period</b>	<b>5.7</b>	<b>68.7</b>	<b>-92%</b>	<b>80.5</b>	<b>-93%</b>	<b>277.1</b>	<b>272.4</b>	<b>2%</b>
Owners of the Company	9.1	64.5		74.8		269.6	258.8	
Non-controlling interest	-3.4	4.1		5.7		7.5	13.7	

^Net of Exchange Fluctuation Gain / Loss

\* Represents advertisement revenue from print, radio and digital

Note: Q2FY19 includes loss of Rs. 3.5 crores due to exchange fluctuation and Rs. 2 crores on account of MTM losses

# Consolidated Balance Sheet



ASSETS (Rs. In Cr)	Mar-20	Mar-19	EQUITY AND LIABILITIES (Rs. In Cr)	Mar-20	Mar-19
<b>Non-Current Assets</b>	<b>1,723.6</b>	<b>1,879.2</b>	<b>Equity and Liabilities</b>	<b>2,148.5</b>	<b>2,101.7</b>
Property, plant and equipment incl. CWIP	505.5	575.0	Equity share capital	56.2	59.3
Right to use assets	71.4	0.0	Equity attributable to owners of the Company	1,862.2	1,816.4
Investment Property	90.6	91.1	Non-controlling interest	230.0	226.0
Goodwill	338.1	337.7	<b>Non-current liabilities</b>	<b>223.1</b>	<b>289.7</b>
Other intangible assets	451.2	492.8	Financial liabilities		
Investments in associates accounted for using the equity method	11.9	11.9	i. Borrowings	0.0	38.6
Financial Assets			ii. Lease Liabilities	40.5	0.0
i. Investments	158.7	274.0	Employee benefit obligations	36.6	26.3
ii. Other financial assets incl. Loans	32.1	32.3	Deferred tax liabilities (net)	146.0	224.8
Deferred tax assets (net)	13.3	5.7	<b>Current liabilities</b>	<b>579.3</b>	<b>710.2</b>
Non Current Tax Assets	29.2	39.0	Financial liabilities		
Other non-current assets	21.6	19.7	i. Borrowings	204.1	305.3
<b>Current assets</b>	<b>1,227.3</b>	<b>1,222.4</b>	ii. Trade payables	176.8	163.2
Inventories	186.7	167.8	iii. Lease Liabilities	15.1	0.0
Financial assets			iv. Other financial liabilities	137.6	185.1
i. Investments	355.6	220.2	Employee benefit obligations	7.1	6.1
ii. Trade receivables	563.3	632.8	Current tax liabilities (net)	0.0	2.1
iii. Cash and cash equivalents	34.9	56.2	Other current liabilities	38.5	48.5
iv. Bank balances other than (iii) above	6.4	65.7	<b>Total equity and liabilities</b>	<b>2,950.9</b>	<b>3,101.6</b>
v. Loans	3.5	2.4			
vi. Other financial assets	15.4	19.3			
Other current assets	58.5	52.7			
Assets classified as held for sale	3.1	5.1			
<b>Total assets</b>	<b>2,950.9</b>	<b>3,101.6</b>			

**~Rs. 556 Cr of Cash, Cash  
Equivalents & Investments in  
Mutual Funds as on 31<sup>st</sup> March 2020**

**Post 31<sup>st</sup> March 2020, raised  
additional liquidity aggregating to  
Rs. 250 crores through 2 issue of  
NCDs**

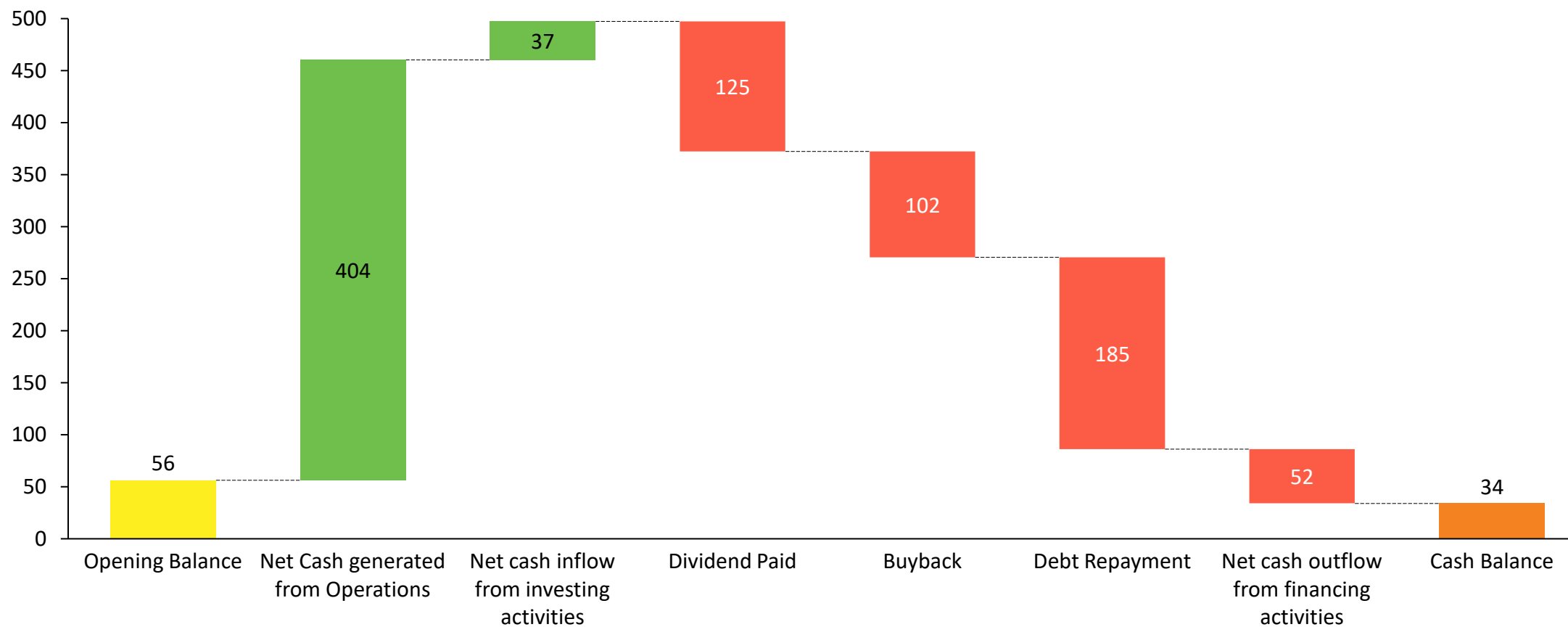


# Consolidated Cash Flow Statement

In Rs. Crs	Year ended 31 <sup>st</sup> March 2020	Year ended 31 <sup>st</sup> March 2019
Profit before tax	285.8	421.3
<i>Adjustments</i>		
Operating Profit Before Working Capital Changes	482.8	552.6
<i>Change in operating assets and liabilities</i>	3.7	-125.4
<b>Cash generated from operations</b>	<b>486.5</b>	<b>427.1</b>
<i>Income taxes paid</i>	-82.4	-142.5
<b>Net cash inflow from operating activities (A)</b>	<b>404.1</b>	<b>284.6</b>
<b>Net cash inflow/(outflow) from investing activities (B)</b>	<b>37.1</b>	<b>-57.7</b>
<b>Net cash outflow from financing activities (C)</b>	<b>-462.4</b>	<b>-224.5</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>-21.3</b>	<b>2.4</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>56.2</b>	<b>53.8</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>34.9</b>	<b>56.2</b>

# Cashflow Movement

## Cashflow for the Period (For the year 2019-2020)



# Group Introduction



# Group Introduction

# Value Proposition

## PRINT



### *Undisputed LEADER:*

- ✓ Dainik Jagran leads the IRS 2019 Q4 rankings with a total readership of 6.9 Crs.\*
- ✓ Dainik Jagran is ahead of the No.2 newspaper by a significant margin of 1.6 crores readers, a lead of 30%\*

## RADIO



### *Strong GROWTH Potential:*

- ✓ Reaping benefits of geographical expansion and diversified market penetration
- ✓ Yield & inventory improvement with fixed cost model translating into operating leverage

## DIGITAL



### *FASTEST growing media:*

- ✓ Achieved Operating Profit for this quarter
- ✓ Unique users grew by 112% YoY to 96 Mn\*\*
- ✓ Consolidated our position amongst the top 10 news and info publishers in India

80

Print

20

Non Print

### *RIGHT mix of stability and scalability:*

- ✓ Print Business continues to generate cash
- ✓ Radio & Digital are high growth under penetrated businesses
- ✓ Long term Value Drivers



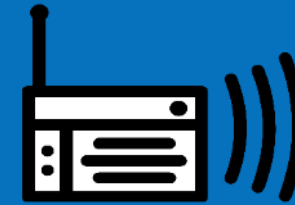
RAG RAG MEIN  
DAUDE CITY.



Print



Digital



Radio



Activation



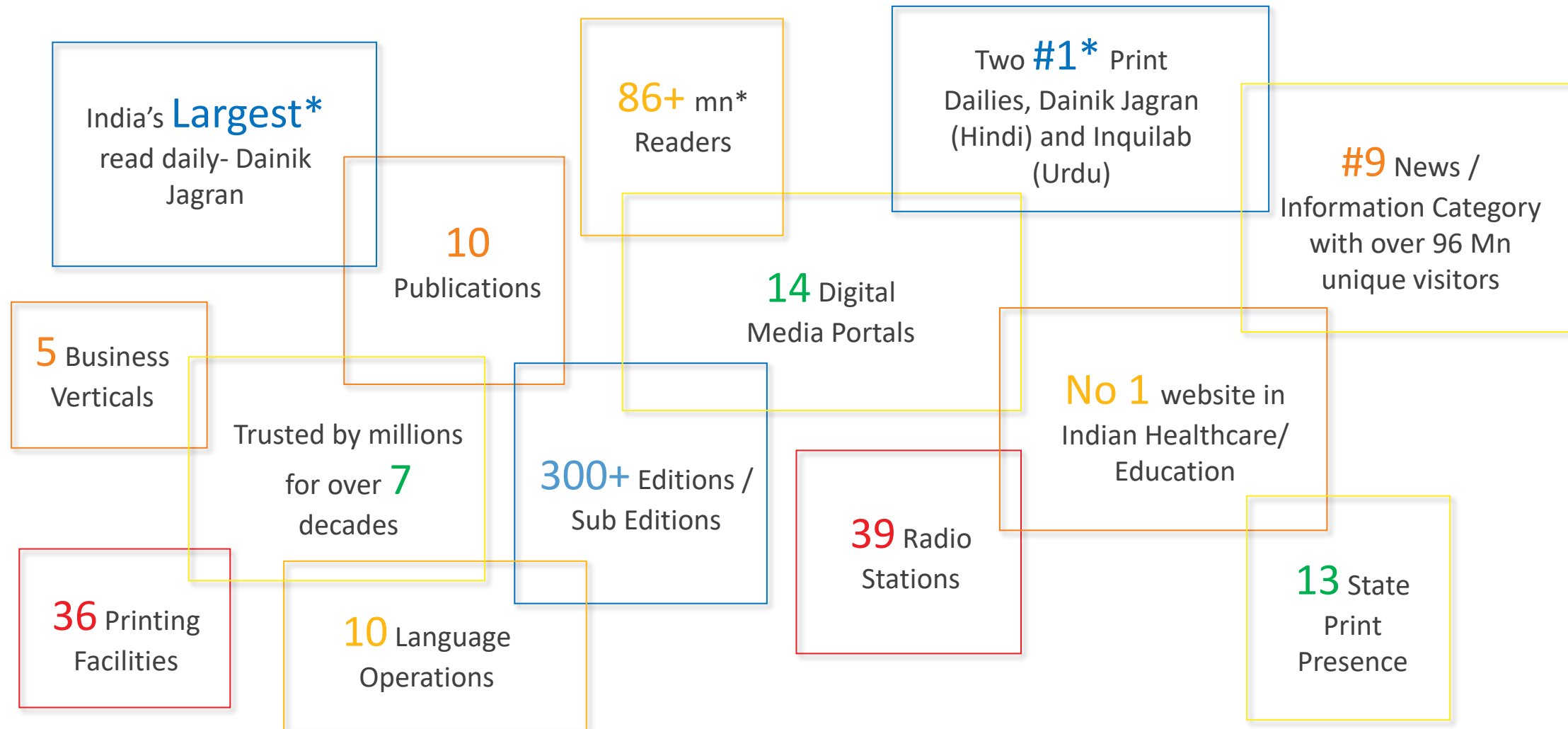
OOH

Jagran Prakashan Limited holds

**73.21%**

of Music Broadcast Limited  
(RadioCity)

# Multi Media Conglomerate – Width, Depth and Heritage



\* IRS 2019 Q4

Other Source: Internal Data, Comscore MMX Multi Platform March 2020

INext renamed as Dainik Jagran iNext,



# Brand Strength – Stability, Consistency and Trust



## PRINT BUSINESS



## DIGITAL BUSINESS



## RADIO BUSINESS



# Contact Us



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