

June 24, 2016

1) Manager-CRD,  
Bombay Stock Exchange Ltd.,  
Dalal Street,  
Mumbai-400001

Fax No.022-22722037/39/41  
Re: Jagran Prakashan Limited  
Script Code: 532705  
ISIN No. INE 199G01027

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

Fax: 022- 26598237/38  
Re: Jagran Prakashan Limited  
Scrip Code: JAGRAN  
ISIN No. INE 199G01027

Dear Sir,

**Subject: Intimation of Schedule of Analyst / Institutional Investor meetings under the SEBI  
(Listing Obligations and Disclosure Requirements), Regulations 2015**

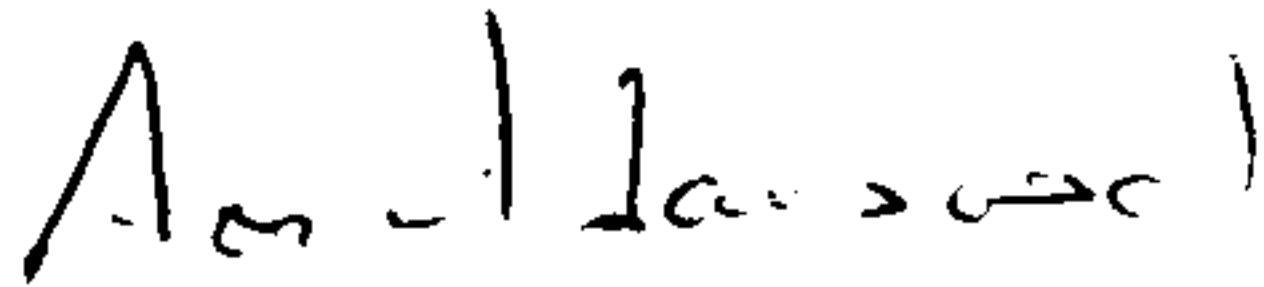
Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the officials of the Company will be attending the meetings with Investor & Analysts in Mumbai on 27<sup>th</sup> June 2016.

Also find attached the Presentation for your information and also for the information of your members and the public at large which will be shared with Investors & Analysts during the meetings. The copy of the Presentation has also been uploaded on the website of the Company [www.jpplcorp.in](http://www.jpplcorp.in).

This information is submitted to you pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Kindly note that changes may happen due to exigencies on the part of the Investors / Analyst / Company.

**For Jagran Prakashan Limited**

  
(AMIT JAISWAL)  
Company Secretary



# FY16 Result Presentation

30<sup>th</sup> May 2016



# Safe Harbour

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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# Another Year of SOLID PERFORMANCE

Highest Consolidated Performance in Industry (Regional Print + Radio)

Operating Revenue

**2,107 Cr**

**19%**



Growth YoY

Ad . Revenue

**1,561 Cr**

**25%**



Growth YoY

Operating Profit

**590 Cr**

**31%**



Growth YoY

PAT\*

**328 Cr**

**44%**

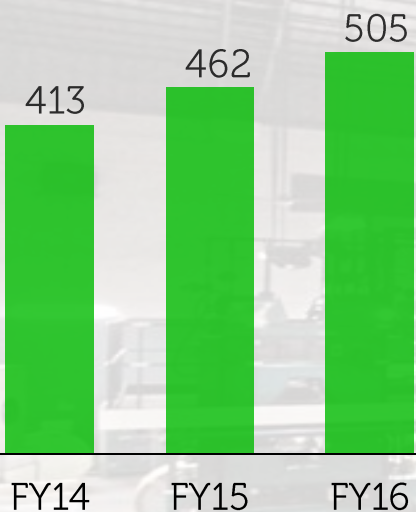


Growth YoY

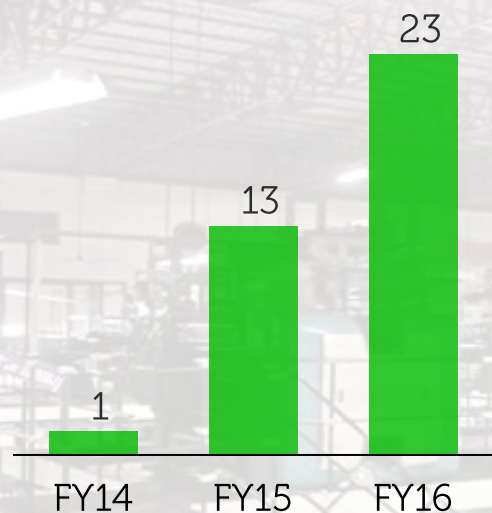
# We Invested in OPERATIONAL EXCELLENCE

## Operating Profits

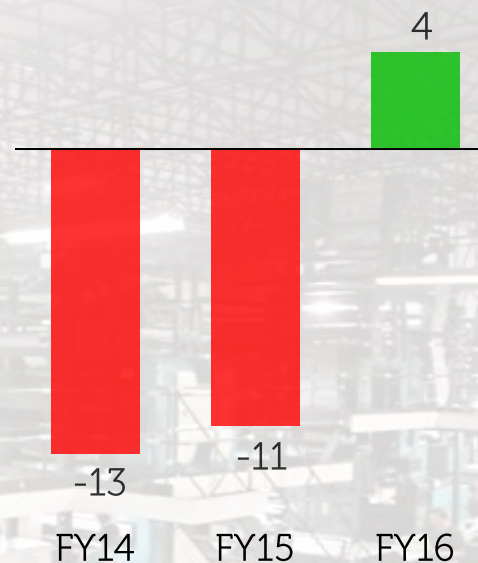
### Dainik Jagran



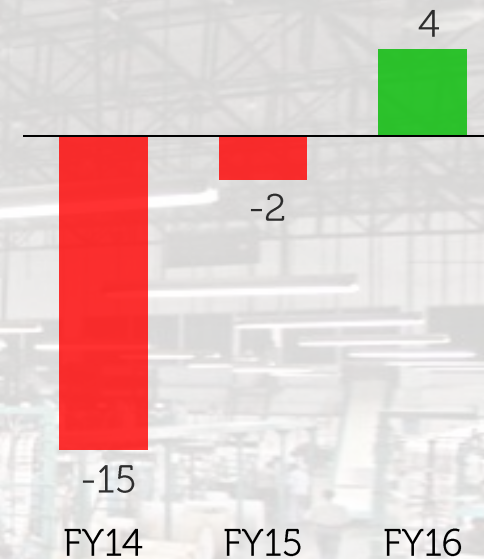
### Mid Day



### Nai Dunia



### Other Publications



Dainik Jagran – Our Flagship Brand continues to generate 34% Margins

# We continued taking a DIFFERENT APPROACH

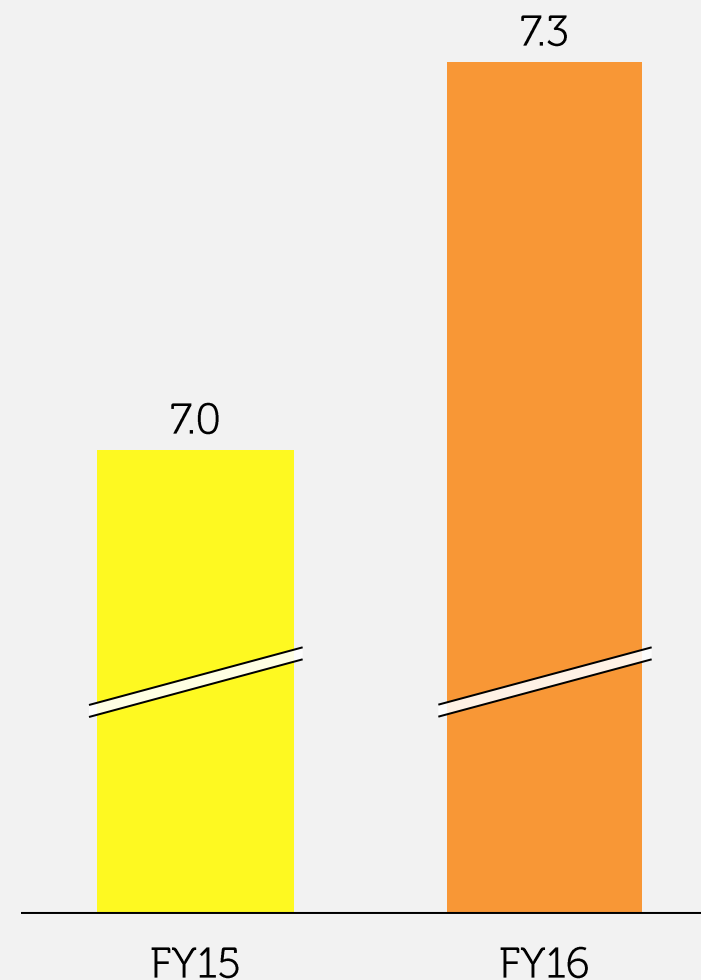
Supporting Customers  
and Investing into Long Term Relationships

Gaining Market Share  
as the  
Economic environment  
improves

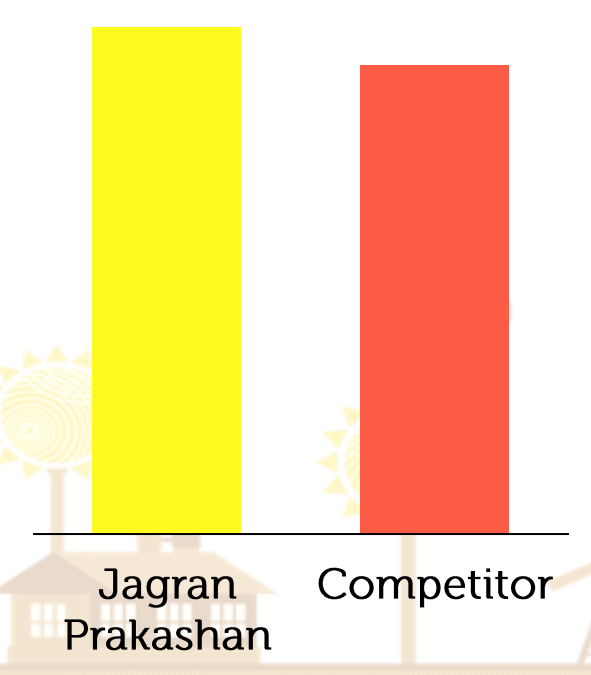
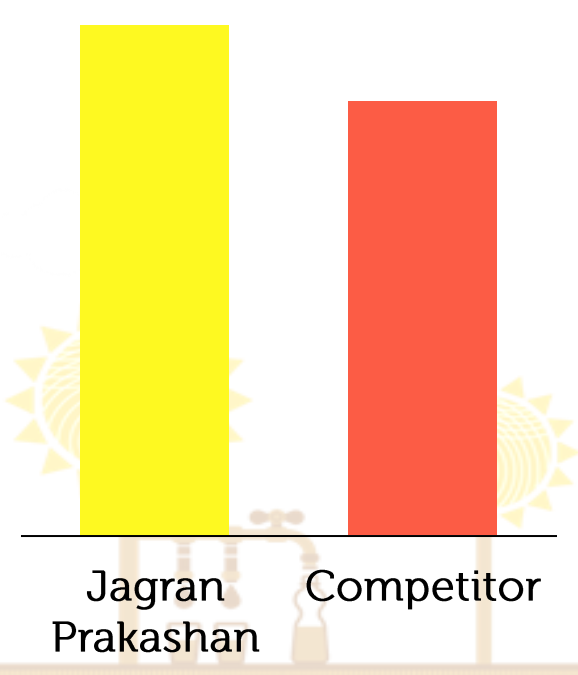
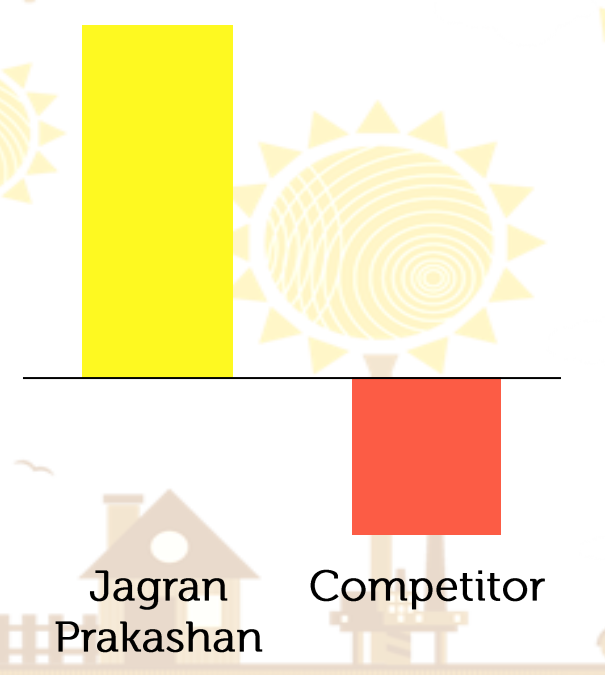
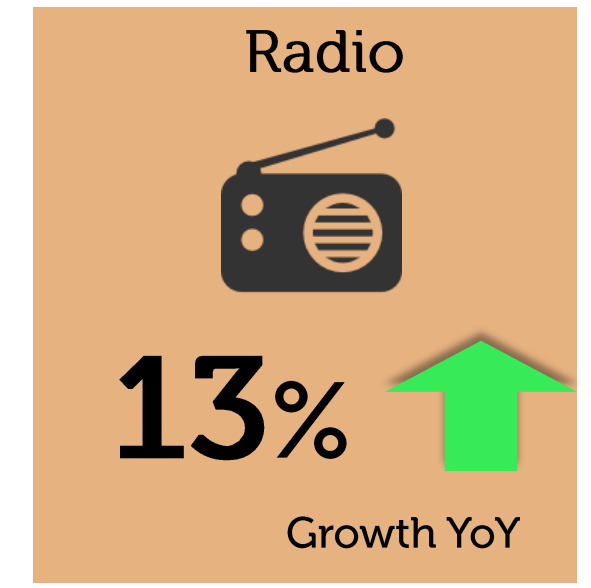
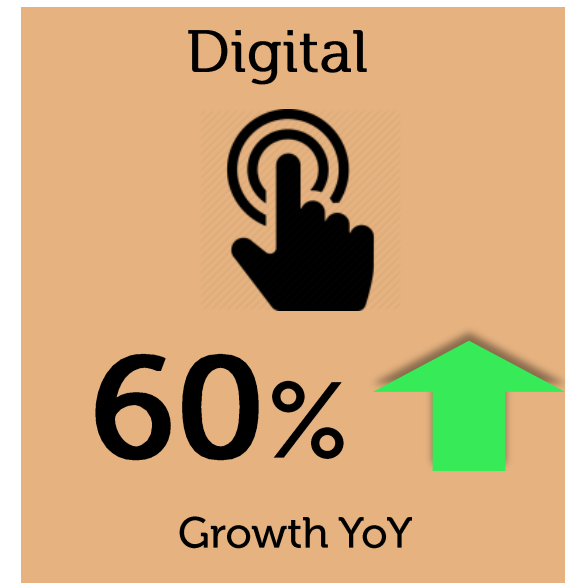


Annual Print Operating  
Margin - Stable at ~30%

Print Ad Market Share (%)

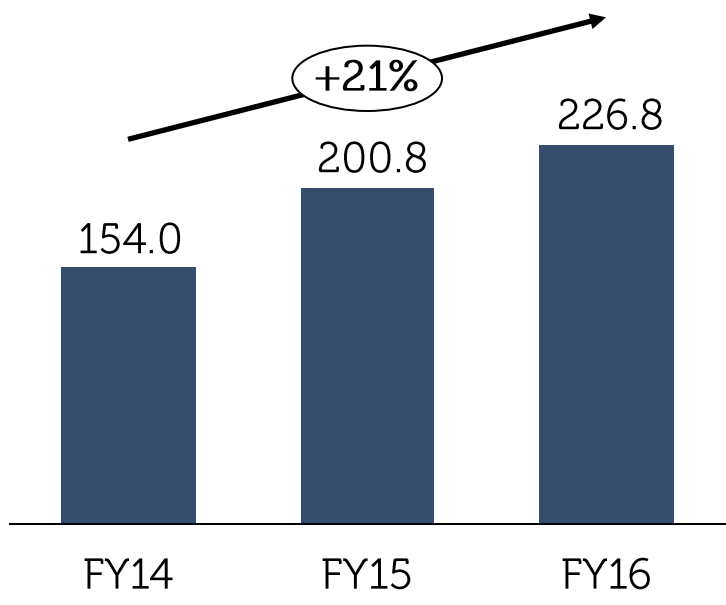


# We generated Sustainable Ad. Revenue Premium

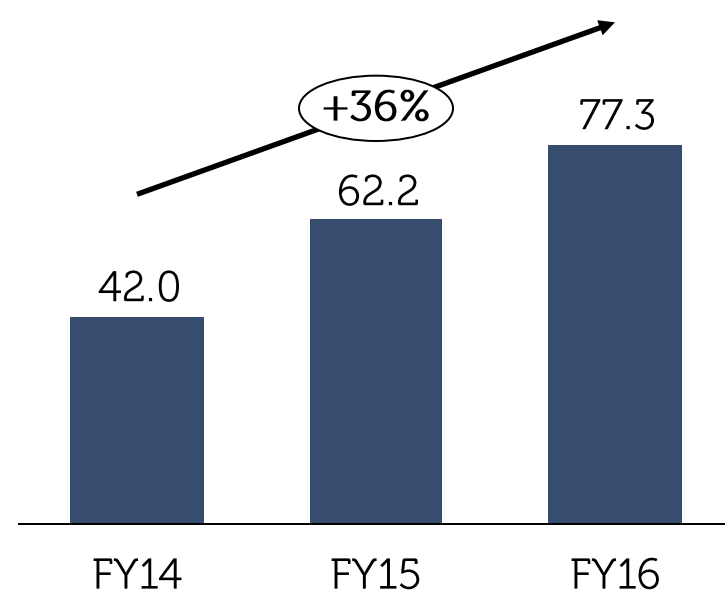


# We have delivered HIGHEST Performance in RADIO

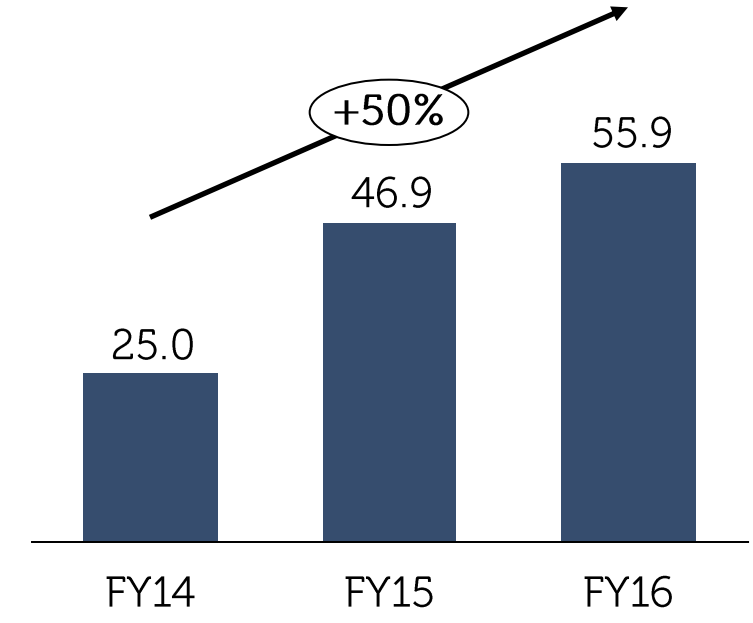
## Operating Revenue



## Operating Profit



## Profit After Tax \*



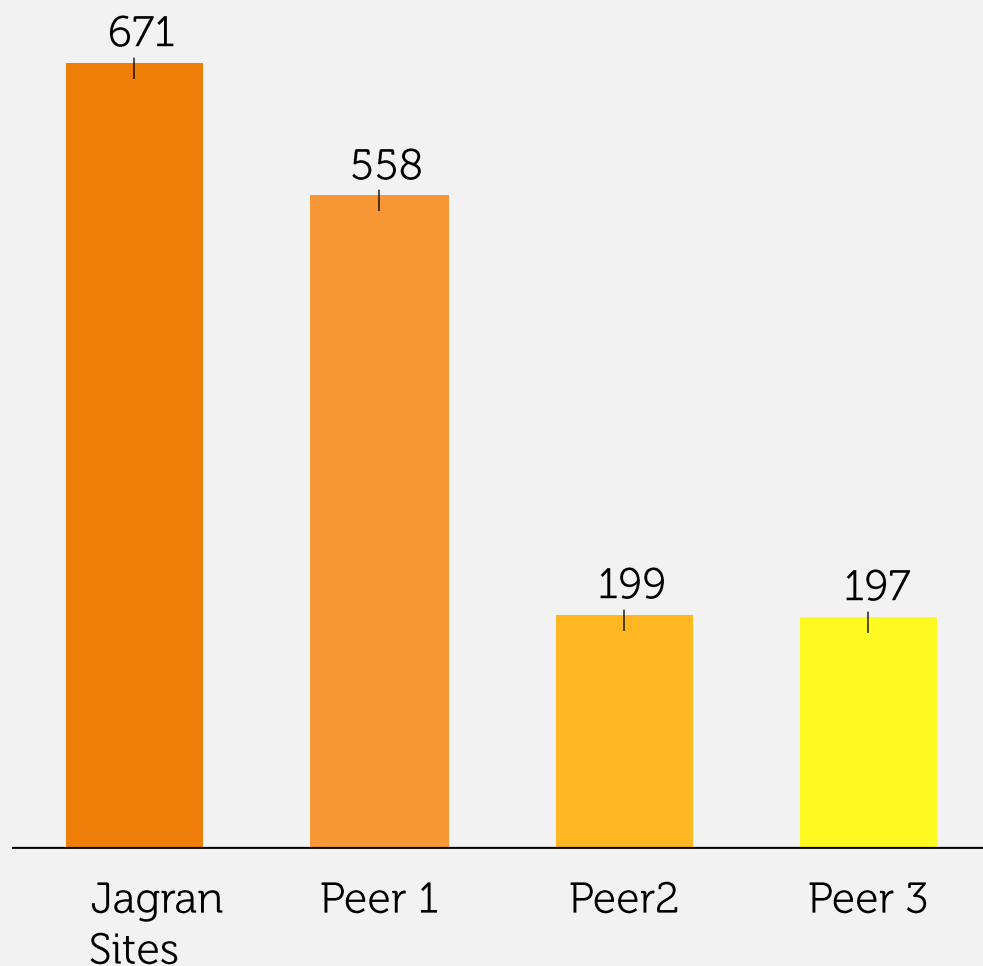
\*Before Exceptional Item of Rs. 13.6 Crs in FY16





# We received increased CUSTOMER PREFERENCE for DIGITAL

Average Daily Visitors (000)



Source : Media (ComScore Web March 2016)

- Digital Ad Revenue grew by 60%
- Continues its #1 position
  - Language Media Group
  - JagranJosh.com – Education Portal
  - Jagran.com – Hindi News Portal
- Jagran digital network reached an average of
  - ~15.35 mn monthly unique visitors
  - Delivered ~ 228 mn page views in a month

# Sum of the Parts is GREATER than WHOLE

## Print Business

Operating Revenue : 1809 Cr

Operating Profit : 535.8 Cr

Profit After Tax : 277Cr

EPS : 8.5



## Radio Business

Operating Revenue : 227 Cr

Operating Profit : 77 Cr

Operating Profit Margin : 34%

Profit Before Tax : 42.36 Cr

BV of New Stations : 62.6 Cr



Prudence exercised while bidding of stations will lead to lower amortization of costs in years to come

# We are MULTI MEDIA PLAYER with Continued Leadership

**70+ YEARS**

Trusted by millions  
for over 7 decades

**LARGEST**

India's largest read  
daily- Dainik Jagran

**350**

Editions / Sub  
Editions

**68 MILLION+**

Readers

**37**

Printing Facilities

**5**

Business verticals

**10**

Print publications

**39<sup>^</sup>**

Radio presence  
across 13 states

**19**

State Presence

**4**

Large Digital Media  
portals

**9**

Language operations

**#1**

Two #1 print dailies,  
Dainik Jagran (Hindi)  
and Inquilab (Urdu)

**#1**

Jagranjosh.com is  
#1 portal

# We have maintained LEADERSHIP Position in Print Business

13 states

68 mn+ readers

350+ editions and sub editions

Dainik Jagran is

- Undisputed No. 1 - Sec A : with 11.7 mn readers in NCCS A
- Most credible as per BBC-Reuters survey
- Superbrand status for 4 consecutive years
- Only Indian Newspaper amongst top 8 worldwide



# Our DIGITAL network ranked **#1** LANGUAGE MEDIA GROUP

15.35 mn unique visitors

228 mn page views in a month

- #1 in Web Radio
- #1 Education portal "Jagranjosh.com"
- #1 Rank within Language Media Group
- #1 Rank within Hindi News Portal
- #5 Rank within News Media Companies
- #30 Rank with Overall Website



Our BRANDS makes us a LEADER

PRINT BUSINESS

नईदुनिया

THE INQUILAB  
انقلاب

mid-day



मिस-डे

अगर  
सखी  
Premium Women's Magazine

पंजाबी जागृण

DIGITAL BUSINESS

inextlive

Jagran  
Engage

91.1 FM  
Radio City  
A JAGRAN INITIATIVE | FM ROLE TOH RADIO CITY

जागरण  
Junction  
AAPKI AWAAZ, AAPKA BLOG

Jagran  
Solutions

Jagran  
New Media

# Our RADIO BUSINESS is amongst TOP 2 FM Players



1<sup>st</sup> on dial\*      Over 45mn listeners      39 stations<sup>^</sup>  
 1<sup>st</sup> in networking      1<sup>st</sup> in web radio  
 1<sup>st</sup> radio station in GPTW

Amongst Top 2 FM players across network for last 14 quarters of IRS

**No. 1 footprint in Maharashtra**

Radio City markets in Maharashtra are Mumbai, Pune, Nagpur, Kolhapur, Nashik, Ahmednagar, Solhapur, Akola, Jalgaon, Nanded & Sangli



\* Only for Phase II Stations. ^ Includes 11 stations acquired in Phase III Auctions and includes Mantra markets, Source: GPTW Survey

# Financial Performance – Q4FY2016 & FY2016

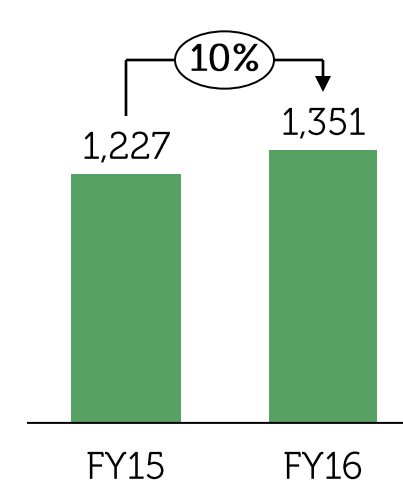
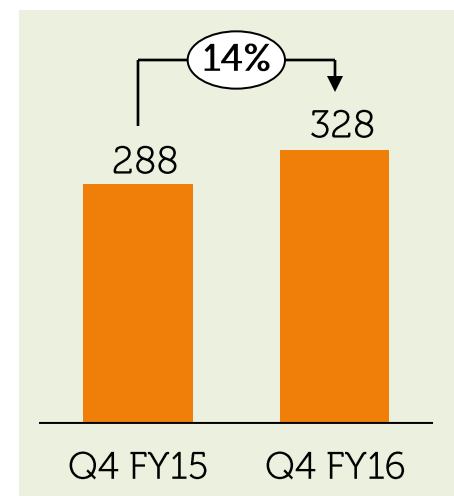
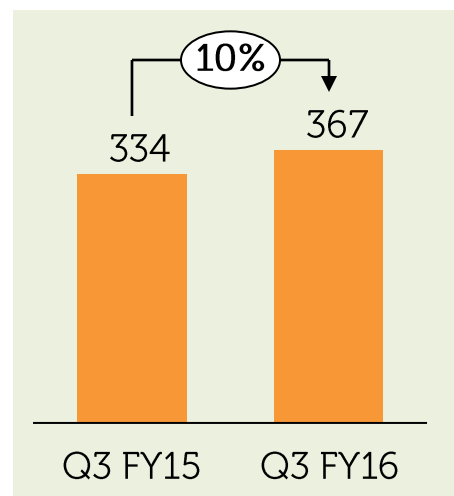
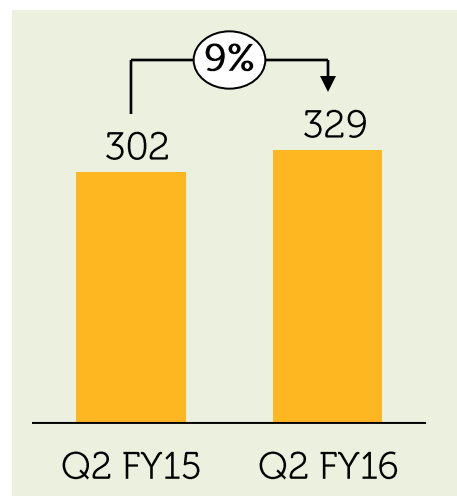
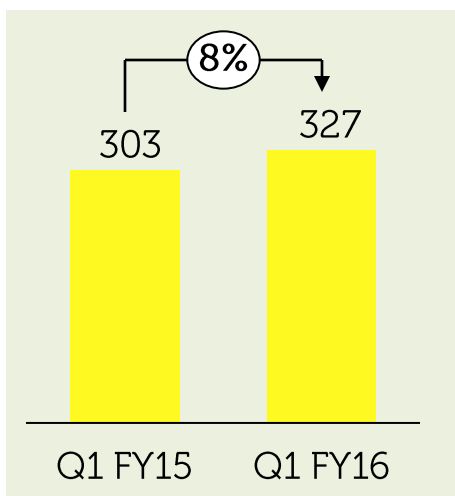


**जागरण**

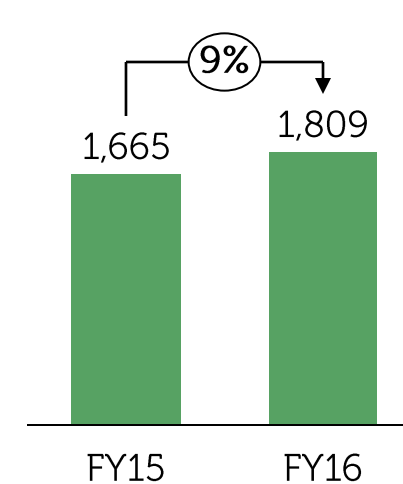
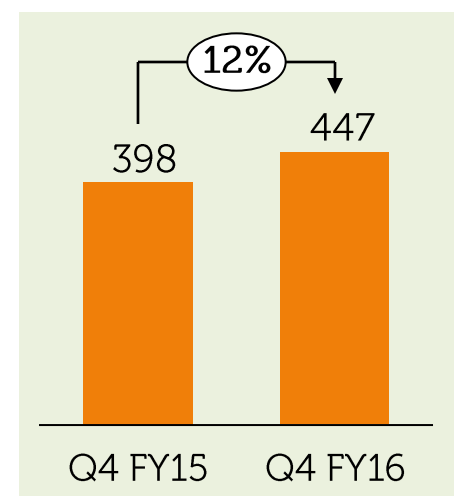
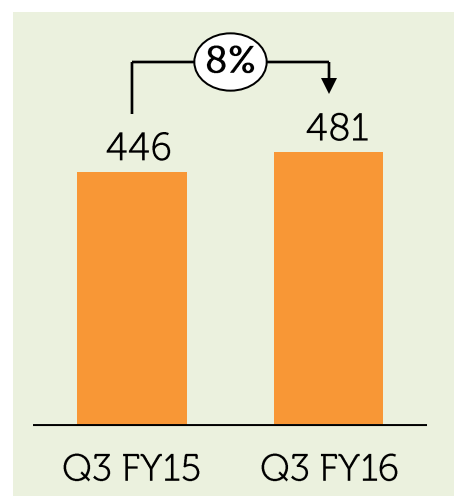
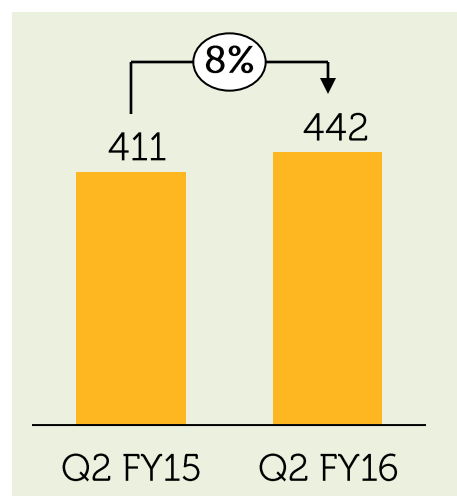
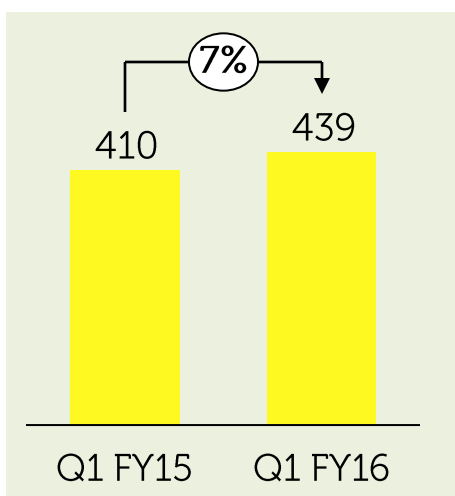


# Print Business Performance Highlights

## Advertising Revenue

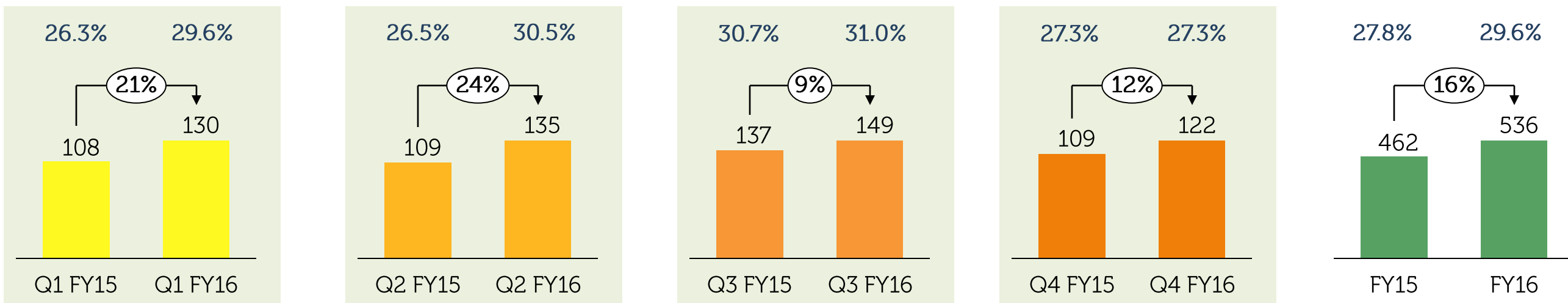


## Operating Revenue

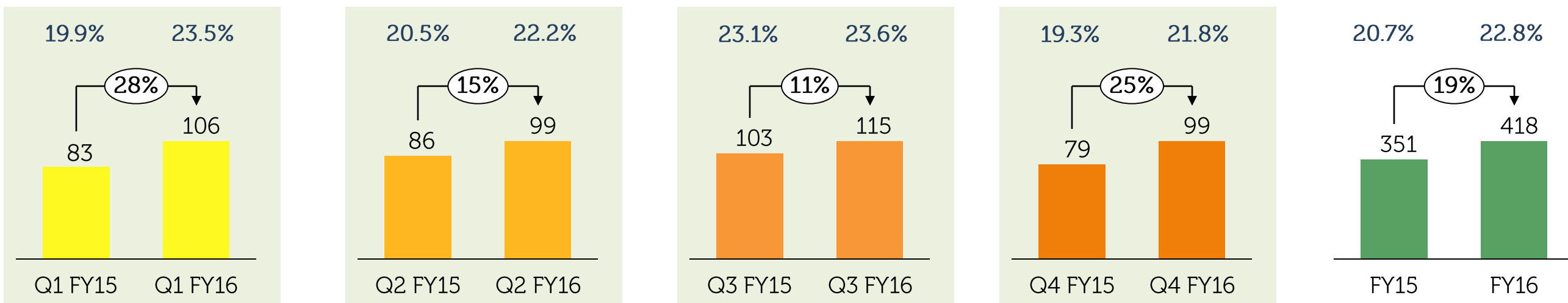


# Print Business Performance Highlights

## Operating Profit & Margins

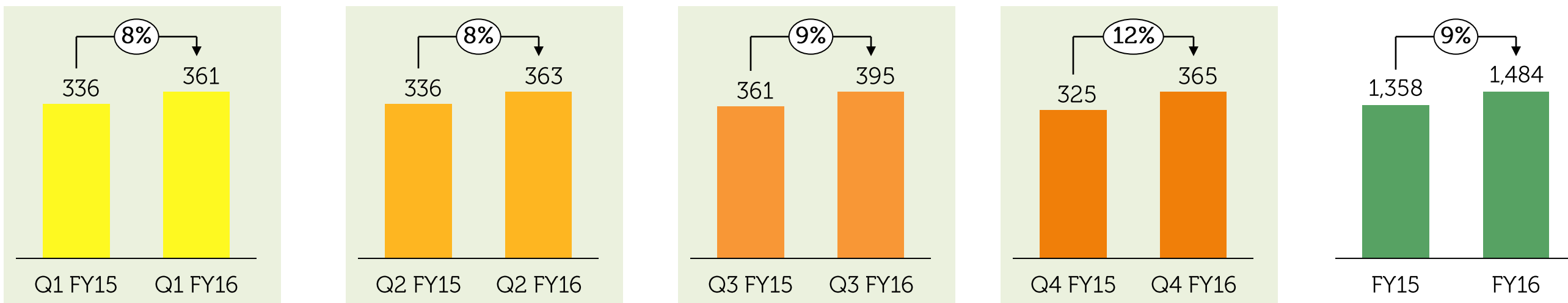


## Profit Before Tax & Margins

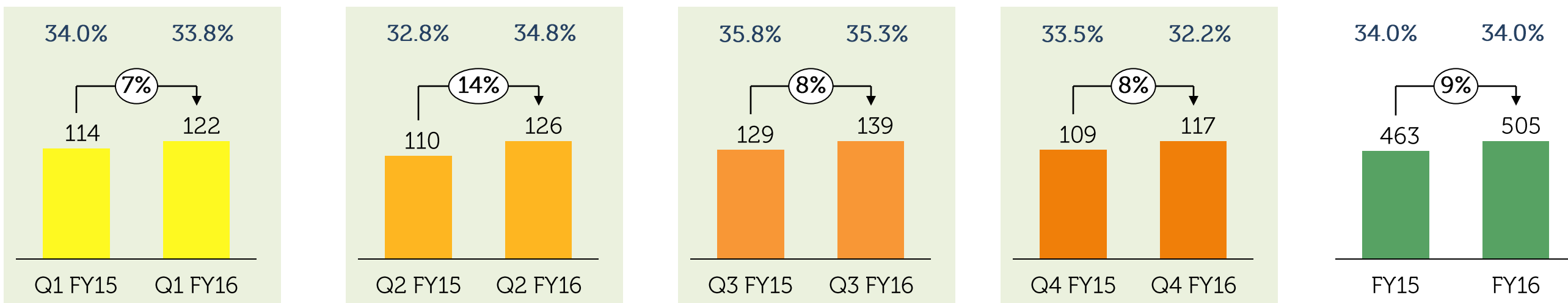


# Dainik Jagran – Solid Performance and Great Leadership

## Operating Revenue

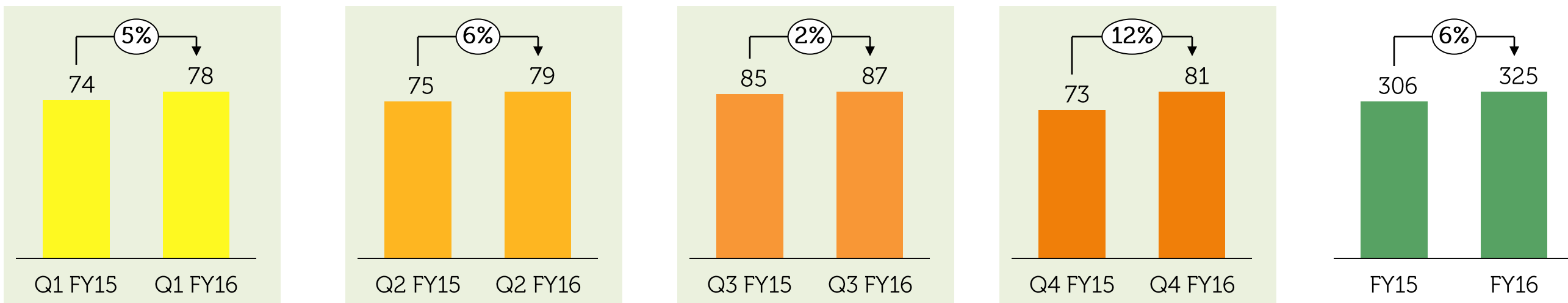


## Operating Profit & Margins

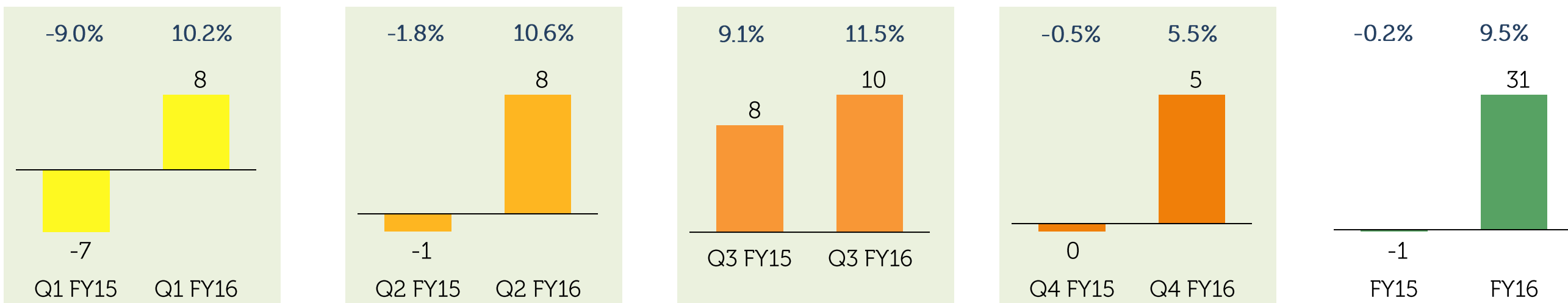


# Other Publications – Impressive Turnaround

## Operating Revenue

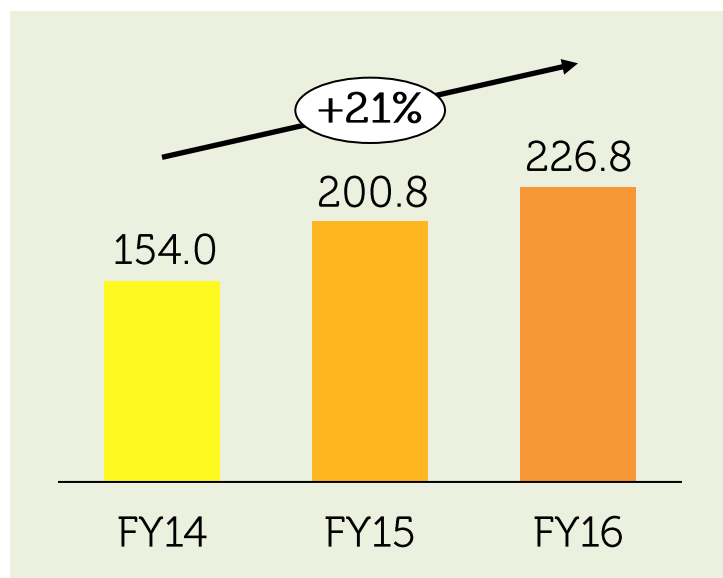


## Operating Profit & Margins

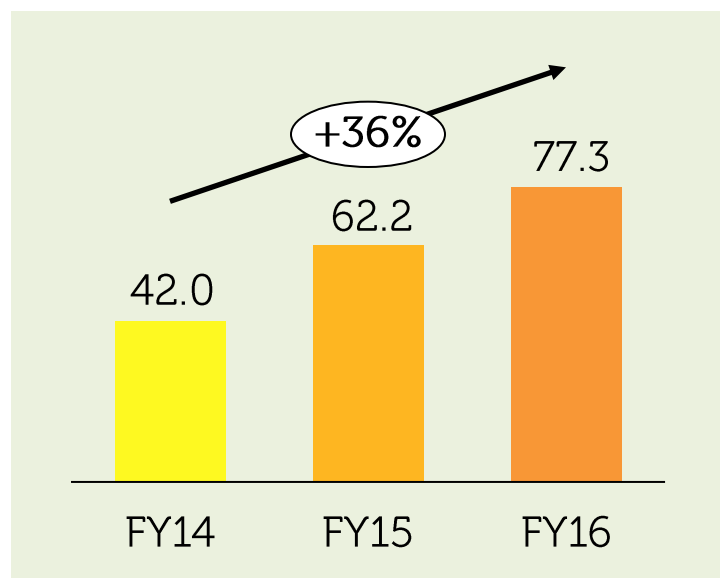


# Radio City – Full Year Performance

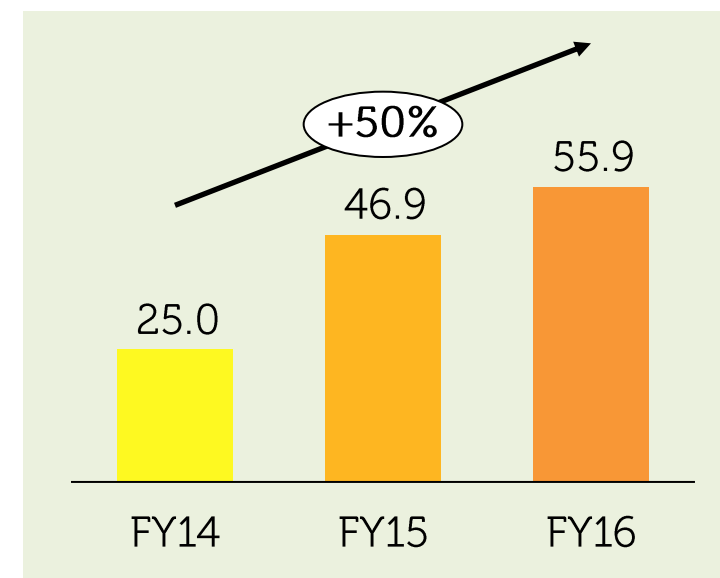
## Operating Revenue



## Operating Profit



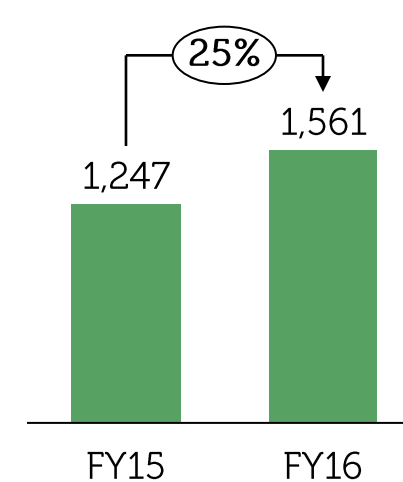
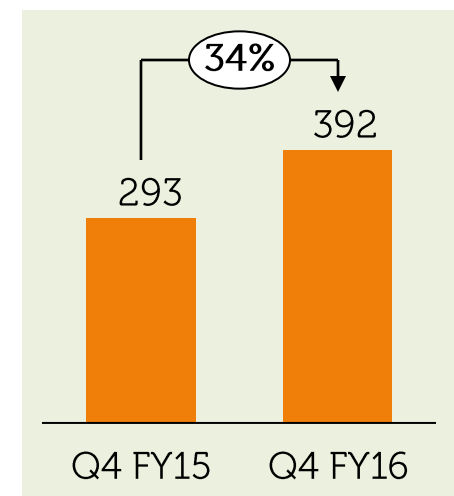
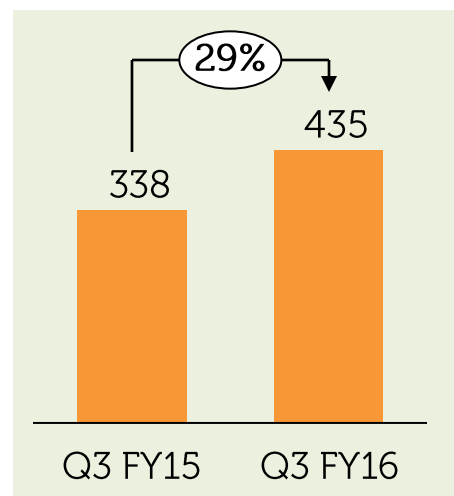
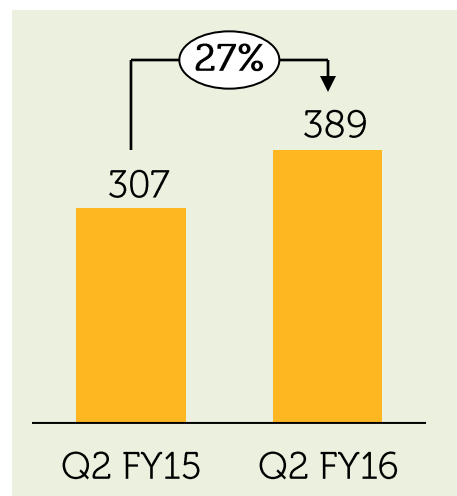
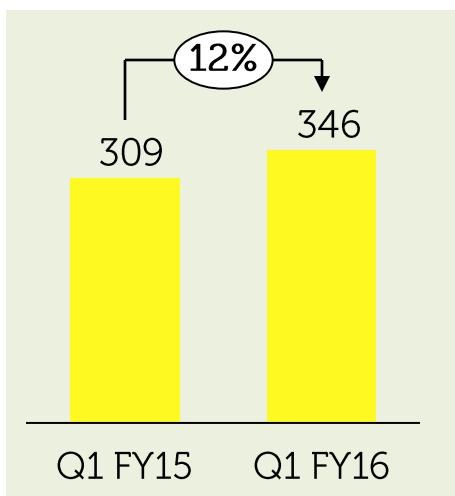
## Profit After Tax \*



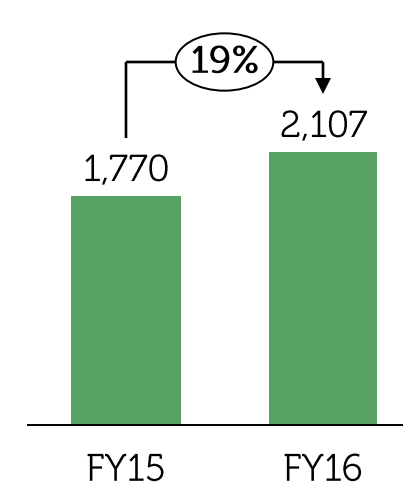
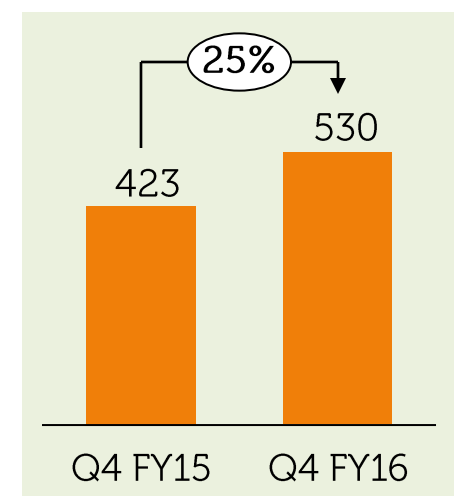
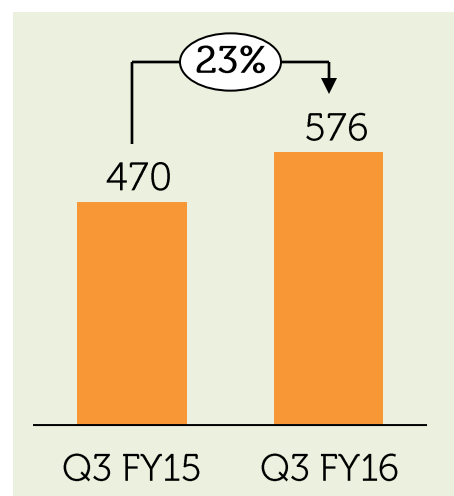
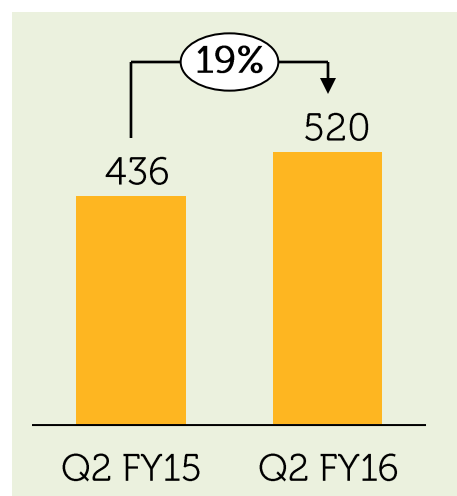
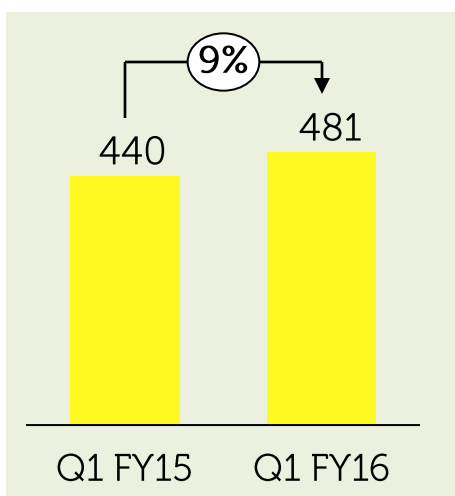
- ✓ Operating Margin improved from 30.95% FY 15 to 34.07% in FY16
- ✓ Exceptional item of Rs. 13.6 Crs which represents incentives to the Management Team in respect of their past services in terms of agreement with the erstwhile promoters
- ✓ Exceptional items are adjusted in the Cost of Acquisition
- ✓ Profit After Tax impacted due to higher finance cost

# Consolidated Performance

## Advertising Revenue

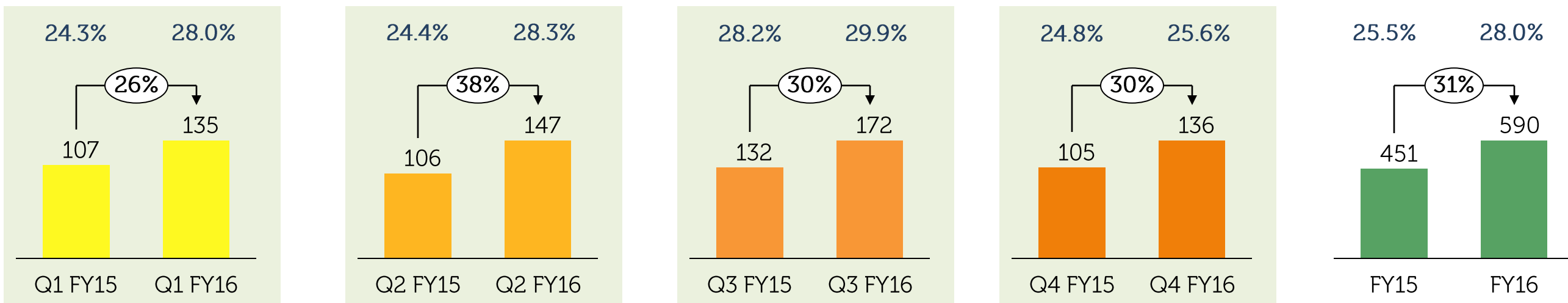


## Operating Revenue

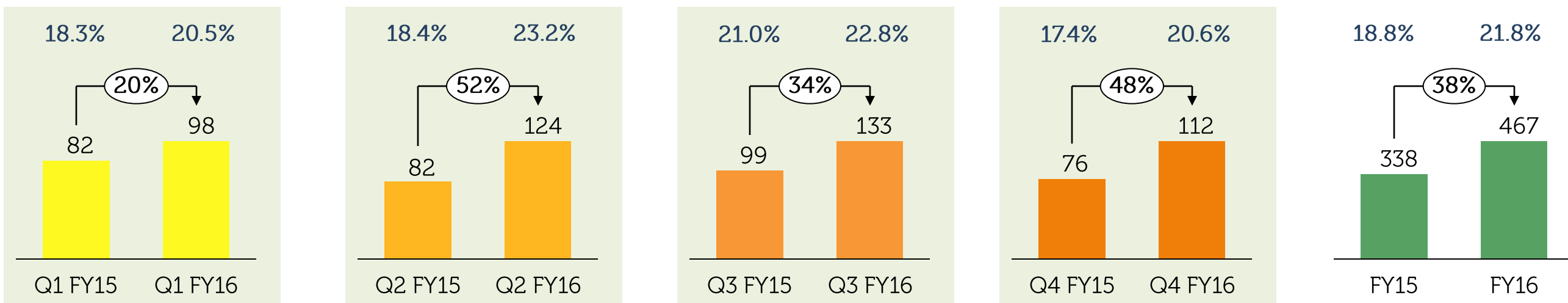


# Consolidated Performance

## Operating Profit & Margins



## Profit Before Tax & Margins



\* Excludes Profit on sale of treasury shares of Rs 80.3 Crs in Q4FY15 and 116.30 Crs in Q1FY16

# Financials of Radio City

Rs. in Crs	Q4 FY16	Q4 FY15	YoY	Q3 FY16	QoQ	FY16	FY15	YoY
Revenues	59.04	50.18	18%	64.80	-9%	226.76	200.84	13%
Expenses	37.79	35.65		39.40		149.49	138.67	
Operating Profit	21.25	14.54	46%	25.40	-16%	77.27	62.16	24%
Operating Profit Margin	36.0%	29.0%		39.2%		34.1%	31.0%	
Other Income	0.52	2.82		0.80		13.29	6.67	
Depreciation & Amortization	2.74	3.93		4.52		16.31	15.70	
Interest	2.66	4.04		5.50		18.30	6.21	
Profit Before Tax (Before Exceptional item)	16.37	9.39	74%	16.17	1%	55.94	46.92	19%
Exceptional Item <sup>^</sup>	0	0				13.58	0	
Profit Before Tax	16.37	9.39	74%	16.17	1%	42.37	46.92	-10%
Tax *	0	0		0		0	0	
<i>Profit After Tax</i>	16.37	9.39	74%	16.17	1%	42.37	46.92	-10%
<i>Profit After Tax (excluding Exceptional item)</i>	16.37	9.39	74%	16.17	1 <sup>^</sup> %	55.94	46.92	19%

<sup>^</sup> Exceptional item represents incentives to the Management Team in respect of their past services in terms of agreement with the erstwhile promoters

\* NIL Tax due to unabsorbed depreciation/losses of previous years; No tax is expected due to unabsorbed depreciation



# Consolidated Profitability Statement\*

Rs. in Crs	Q4 FY16	Q4 FY15	YoY	Q3FY16	QoQ	FY16	FY15	YoY
Revenues	529.5	422.7	25.3%	576.4	-8.1%	2,106.5	1,769.8	19.0%
<i>Advertisement Revenue</i>	391.5	292.9	33.7%	434.8	-10.0%	1,560.9	1,247.1	25.2%
<i>Circulation Revenue</i>	106.2	98.0	8.4%	102.0	4.1%	408.5	390.1	4.7%
<i>Others</i>	31.8	31.9	-0.2%	39.5	-19.5%	137.1	132.6	3.4%
Raw Material	157.2	144.0	9%	161.1	-2%	628.7	625.5	0%
Manpower Cost	82.3	68.7	20%	83.9	-2%	319.8	263.4	21%
Other Operating Expenses	154.2	105.2	47%	159.3	-3%	568.4	430.3	32%
<b>Operating Profit</b>	<b>135.8</b>	<b>104.8</b>	<b>29.5%</b>	<b>172.1</b>	<b>-21.1%</b>	<b>589.6</b>	<b>450.6</b>	<b>30.9%</b>
<b>Operating Profit Margin</b>	<b>25.6%</b>	<b>24.8%</b>		<b>29.9%</b>		<b>28.0%</b>	<b>25.5%</b>	<b>2.53%</b>
Other Income <sup>^</sup>	14.8	12.9	15%	6.4	131%	34.5	27.9	24%
Depreciation & Amortisation	24.2	28.7	-15%	28.4	-15%	104.4	103.5	1%
Interest	14.3	13.3	7%	17.2	-17%	52.3	36.9	42%
<b>Profit Before Tax</b>	<b>112.0</b>	<b>75.7</b>	<b>48.0%</b>	<b>132.9</b>	<b>-15.7%</b>	<b>467.4</b>	<b>338.0</b>	<b>38.3%</b>
Tax	31.9	26.3	21%	39.6		139.0	110.2	26%
Extraordinary items (net of tax)#	0.0	-80.3	-100%	0.0		-116.3	-80.3	
<b>Profit After Tax</b>	<b>80.1</b>	<b>129.7</b>	<b>-38.2%</b>	<b>93.3</b>	<b>-14%</b>	<b>444.7</b>	<b>308.1</b>	<b>44.3%</b>
<b>Profit After Tax (Adjusted)</b>	<b>80.1</b>	<b>49.4</b>	<b>62.4%</b>	<b>93.3</b>	<b>-14%</b>	<b>328.4</b>	<b>227.8</b>	<b>44.2%</b>

\*Radio City Consolidated from 11<sup>th</sup> June 2015    ^ Net of Exchange Fluctuation Gain / Loss

# Extraordinary item of Rs. 101.8 crs is on account of Profit on Sale of Treasury Shares in Q1FY16 & Rs. 14.5 crs in Q2FY16 and gain arising on sale of treasury shares in Q4FY15

# Consolidated Balance Sheet

Rs. in Crs	Mar. '16	Mar. '15
<b>Shareholder's Fund</b>	<b>1,581.2</b>	<b>1,134.2</b>
Share capital	65.4	63.5
Reserves & Surplus	1,515.9	1,070.8
<b>Minority Interest</b>	<b>0.0</b>	<b>1.0</b>
<b>Non-current liabilities</b>	<b>354.5</b>	<b>299.1</b>
Long term borrowings	254.5	195.2
Deferred tax liabilities(net)	75.2	72.5
Other non-current liabilities & Provisions	24.9	31.4
<b>Current liabilities</b>	<b>635.5</b>	<b>820.9</b>
Short term borrowings	257.5	352.7
Trade payables	139.0	113.5
Other current liabilities & Provisions	239.0	354.6
<b>Total Liabilities</b>	<b>2,571.2</b>	<b>2,255.1</b>

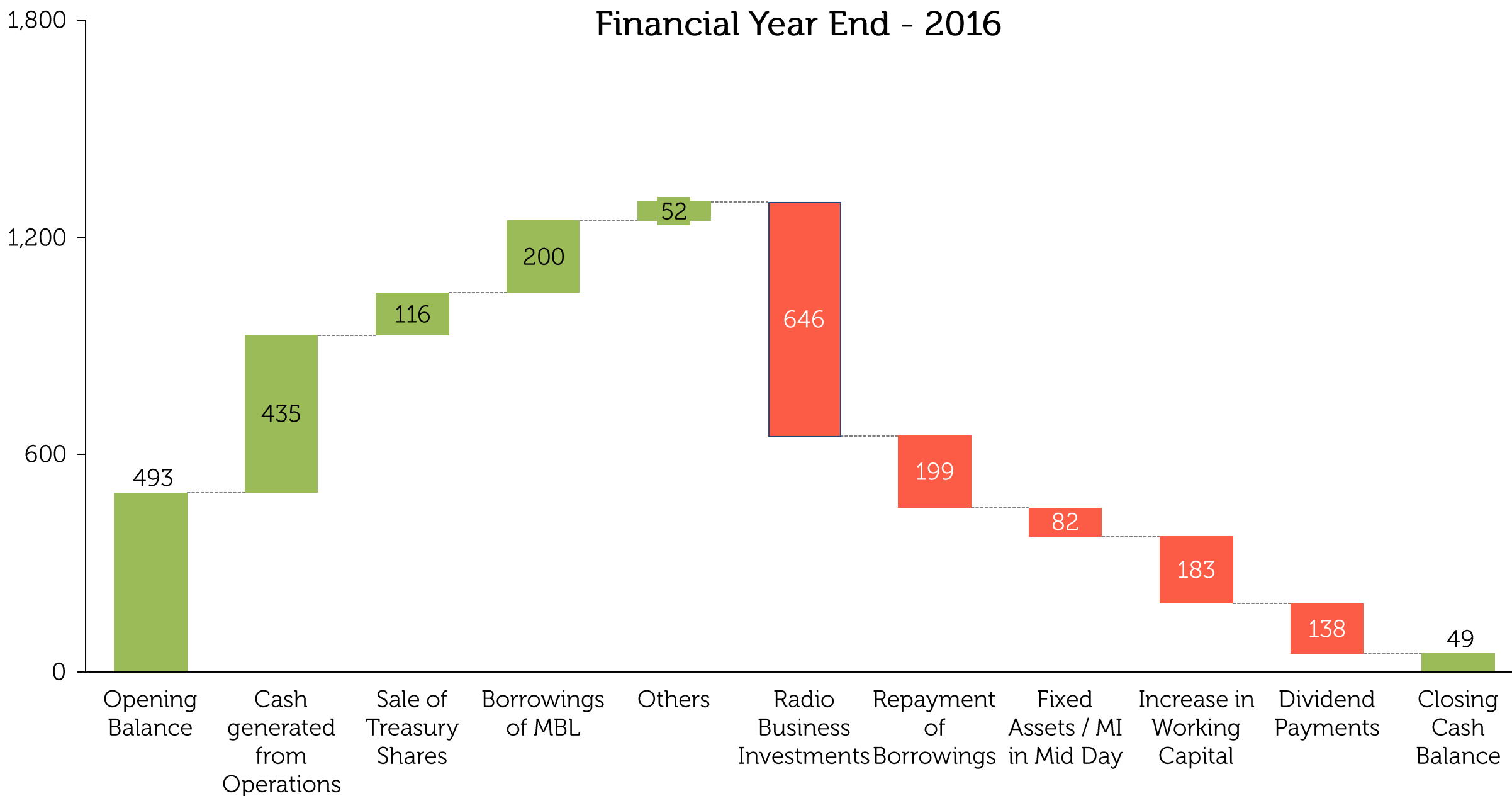
Rs. in Crs	Mar. '16	Mar. '15
<b>Non-current assets</b>	<b>1,579.8</b>	<b>1,230.1</b>
Fixed assets	869.6	613.1
Goodwill on consolidation	598.0	232.3
Non-current investment	14.1	317.8
Deferred Tax Assets (Net)	2.6	1.8
Other non-current assets	95.5	65.2
<b>Current assets</b>	<b>991.4</b>	<b>1,025.1</b>
Current investments	292.8	39.5
Inventories	66.9	92.9
Trade receivables	497.7	363.6
Cash and bank balances	49.3	493.1
Other current assets	84.8	36.0
<b>Total Assets</b>	<b>2,571.2</b>	<b>2,255.1</b>

# Operating Margin break-up

Publications (Rs. Crs)	Q4 FY16	Q4 FY15	FY16	FY15
<b><u>Dainik Jagran</u></b>				
Operating Revenue	365.2	325.3	14,83.6	1,358.4
Operating Profit	117.5	108.9	505.1	462.5
<b>Operating Margin</b>	<b>32.2%</b>	<b>33.5%</b>	<b>34.0%</b>	<b>34.0%</b>
<b><u>Other publications</u></b>				
Operating Revenue	81.4	74.3	326.3	314.60
Operating Profit*	4.5	-1.3	28.4	-4.0
<b>Operating Margin</b>	<b>5.5%</b>	<b>-1.7%</b>	<b>8.7%</b>	<b>-1.3%</b>
<b><u>Outdoor and Activation business</u></b>				
Operating Revenue	22.2	21.6	96.9	91.0
Operating Profit	-3.4	0.2	-2.2	-2.3
<b>Operating Margin</b>	<b>-15.5%</b>	<b>1.1%</b>	<b>-2.2%</b>	<b>-2.6%</b>

Other Publications: Naidunia, Midday, I-Next, City Plus, Punjabi Jagran, Josh & Sakhi

# Cash Invested in HIGH RETURN BUSINESSES



## For further information, please contact:

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Investor Relations Advisors :

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