

Review of 1H10 Results 31 August 2010

### **Notice**

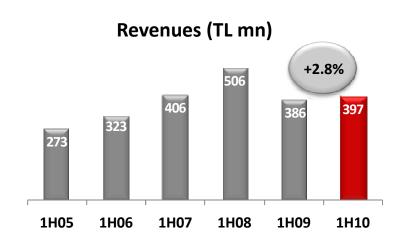


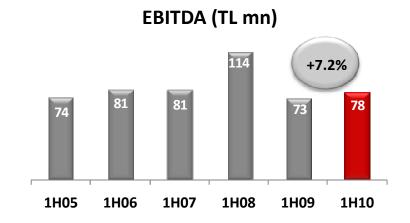
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- Turkish ad market figures are estimates of DYH; based on currently available data. Ad market statistics may show inconsistency with IFRS figures.

## **1H10 Financial Results: Summary**



- Consolidated revenues increased by 3%, to TL 397 mn.
  - Revenues from Hürriyet domestic operations increased by 10%, led by the recovery in the ad market.
  - TME operating markets remained weak in 1H10, resulting to 12% decline in TME revenues. Though, the pace of decline in TME revenues slowed down in 2Q10.
  - Online revenues made 10% of total ad revenues in 1H10, compared to 8% in 1H09.
- Consolidated EBITDA increased to TL 78 mn in 1H10, compared to TL 73 mn in 1H09.
- Consolidated EBITDA margin amounted to 19.6%, up from 18.8% in 1H09.
  - EBITDA margin for Hürriyet excluding TME reached 22.7% (22.2% in 1H09).
  - EBITDA margin of TME was 11.3% (11.5% in 1H09).
- TL 3.9 mn of net profit has been realized in 1H10, compared to a net loss of TL 14.5 mn in 1H09.





## **1H10 Consolidated IFRS Results**



				1	<b>2</b>		8
mn TL	1Q10	2Q10	2Q09	YoY % Ch.	1H10	1H09	YoY % Ch.
Total revenues	177,6	219,4	212,2	3,4%	397,0	386,2	2,8%
Ad revenues (print) <sup>1</sup>	100,0	135,4	128,1	5,7%	235,4	226,6	3,9%
Ad revenues (online)	11,3	14,2	11,3	25,9%	25,5	19,6	30,2%
Circulation revenues	29,9	28,6	30,4	-5,8%	<i>58,5</i>	56,7	3,1%
Printing revenues	26,4	28,7	30,7	-6,3%	55,1	59,3	-7,1%
Other revenues	10,0	12,5	11,9	5,0%	22,5	24,1	-6,7%
Cost of sales	-112,8	-121,2	-129,0	-6,0%	-234,0	-251,8	-7,1%
Operating expenses	-65,3	-66,6	<i>-59,2</i>	12,5%	-131,9	-111,1	18,7%
Marketing, sales and distribution	-30,0	-30,6	-20,3	50,9%	-60,6	-36,6	65,6%
General administrative	<i>-35,2</i>	-36,0	-38,9	-7,5%	<i>-71,2</i>	-74,5	-4,4%
Operating profit	-0,5	31,6	24,1	31,2%	31,1	23,3	33,4%
Other operating expenses (net)	-3,4	-6,1	-22,2	-72,7%	-9,4	-23,0	-59,0%
Income/loss from investments	-2,5	-2,5	-1,0	141,6%	-5,0	-4,3	14,2%
Financial expense (net)	6,1	-14,1	51,2	-127,5%	-7,9	-11,3	-29,7%
Profit before tax	-0,2	9,0	52,1	-82,8%	8,8	-15,3	-
Тах	-2,4	-7,2	-14,8	-50,9%	-9,7	-5,5	75,4%
Net profit before minority	-2,6	1,7	37,3	-95,4%	-0,9	-20,8	-
Minority Interest	1,3	3,4	-2,1	-	4,8	6,3	-23,9%
Net profit	-1,3	5,2	35,3	-85,3%	3,9	-14,5	-
Depreciation	21,4	21,2	21,6	-2,1%	42,6	43,1	-1,3%
Amortised cost valuation	2,5	1,7	1,9	-10,5%	4,2	6,2	-31,7%
Impairment of goodwill and intangible assets	0,0	0,0	0,0	-	0,0	0,0	-
Adj.EBITDA	23,4	54,5	47,7	14,4%	77,9	72,7	7,2%
EBITDA Margin	13,2%	24,9%	22,5%	-	19,6%	18,8%	-

<sup>(1)</sup> Excludes amortized cost valuation income, which is part of ad revenues classified under interest income according to IFRS regulations.

## **1H10 IFRS Results: Hürriyet excluding TME**



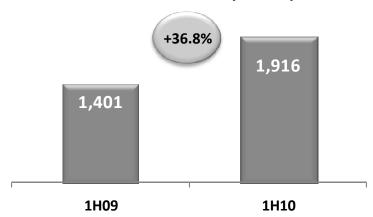
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mn TL	1Q10	2Q10	2Q09	YoY % Ch.	1H10	1H09	YoY % Ch.
Total revenues	129.3	161.4	148.9	8.4%	290.7	265.2	9.6%
Ad revenues (print) <sup>1</sup>	68.7	97.5	84.3	15.7%	166.2	142.2	16.9%
Ad revenues (online)	5.4	7.0	5.1	36.3%	12.4	9.0	38.0%
Circulation revenues	23.8	22.5	23.4	-3.9%	46.3	42.9	7.9%
Printing revenues	26.2	28.3	30.4	-6.9%	54.5	58.9	-7.3%
Other revenues	5.2	6.1	<i>5.7</i>	7.7%	11.4	12.4	-8.4%
Cost of sales	-87.5	-92.6	-97.1	-4.6%	-180.1	-191.4	-5.9%
Operating expenses	-38.2	-37.9	-27.4	38.5%	-76.2	-49.4	54.3%
Marketing, sales and distribution	-26.1	-24.7	-15.5	59.4%	-50.8	-27.3	85.9%
General administrative	-12.1	-13.2	-11.9	11.4%	-25.3	-22.0	15.1%
Operating profit	3.6	30.9	24.5	26.2%	34.4	24.5	40.4%
Other operating expenses (net)	-2.5	-3.5	-17.4	-80.1%	-5.9	-18.0	-67.0%
Depreciation	13.7	13.6	14.2	-4.5%	27.3	28.1	-2.8%
Amortised cost valuation	2.5	1.7	1.9	-10.5%	4.2	6.2	-31.7%
Impairment of goodwill and intangible assets	0.0	0.0	0.0	_	0.0	0.0	_
Adj.EBITDA	19.8	46.2	40.6	13.7%	66.0	58.8	12.2%
EBITDA Margin	15.3%	28.6%	27.3%	-	22.7%	22.2%	-

<sup>(1)</sup> Excludes amortized cost valuation income, which is part of ad revenues classified under interest income according to IFRS regulations.

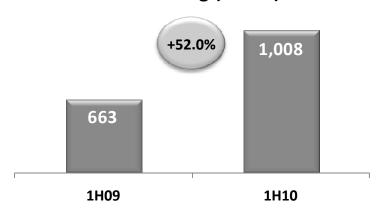
## Ad market in Turkey\*



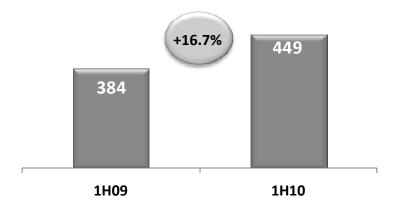




#### TV Advertising (TL mn)



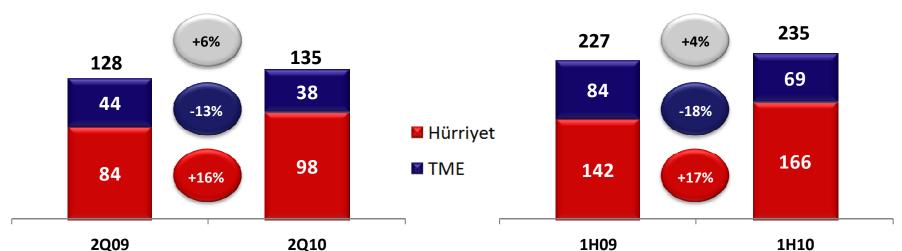
#### **Newspaper Advertising (TL mn)**



<sup>\*</sup> Ad market statistics are estimates compiled by DYH ad platform . Newspaper ad market size is estimated based on 28 national newspapers.



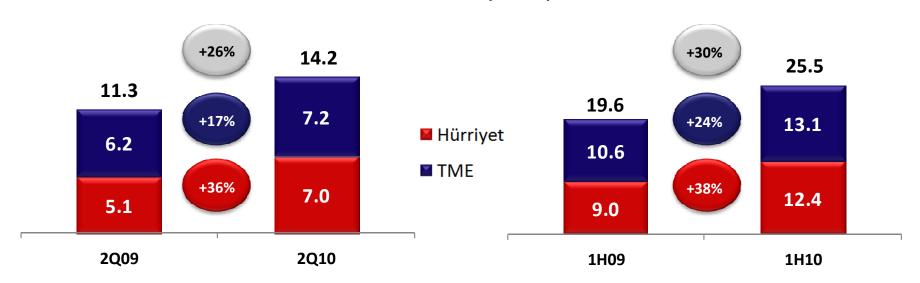




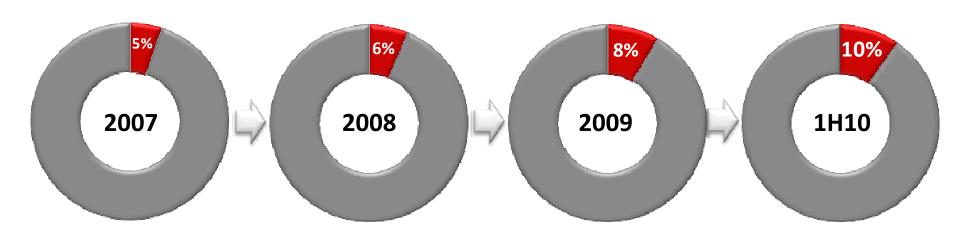
- Strong ad market growth in Turkey reflected as strong ad revenue growth for Hürriyet newspaper.
- Almost all the sectors increased ad spending, the strongest growth coming from finance, human resources, automotive and retail sectors.
- The slow economic recovery in TME countries led to declining ad revenues in TME. However, the pace of contraction slowed-down in 2Q10.



#### Online Revenue (TL mn)



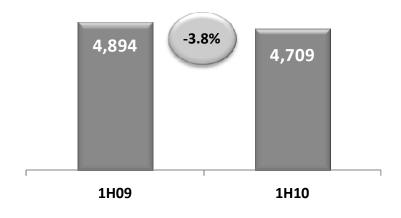
#### **Online Share in ad revenue**



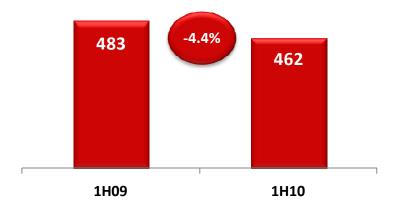
### Circulation market \*



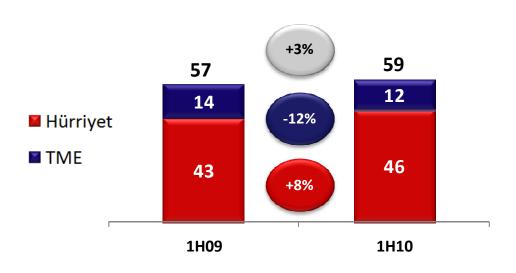
**National Circulation (000)** 



**Hürriyet Circulation (000)** 



#### **Circulation Revenue (TL mn)**

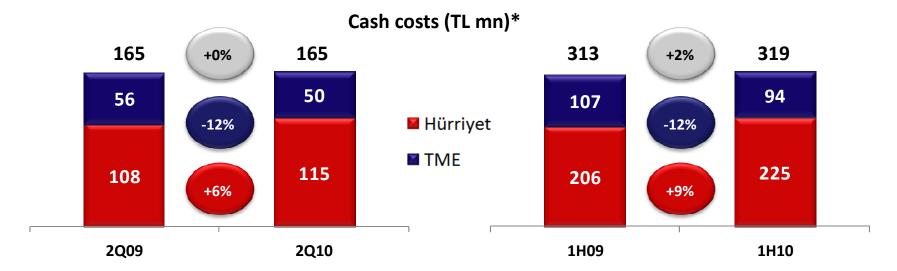


- Cover price adjustments, initiated in November 2008, continued until the beginning of April 2009.
- Hence, 2Q10 average cover price was at the same level as 2Q09.
- Average cover prices in 1H10, on the other hand, was around 11% higher compared to 1H09.

<sup>\*</sup> Circulation figures are daily averages for related period. Total circulation figures are Dogan Dagitim estimates.

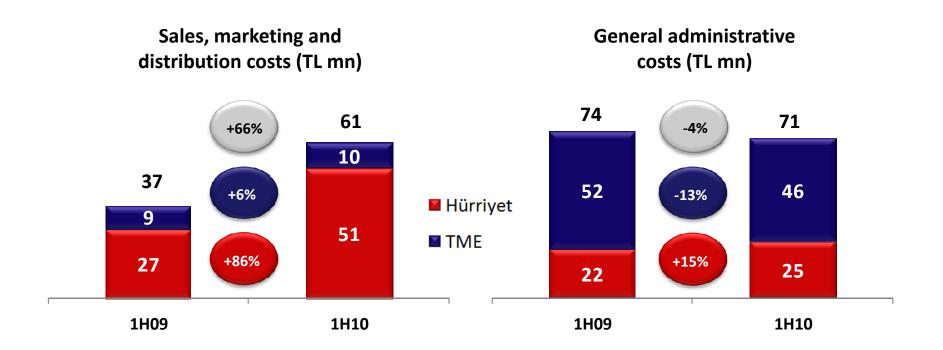
## **Cost analysis: cash costs**





- Increase in cash costs remained very limited, on a consolidated basis.
- The expansion in cash costs for Hürriyet domestic operations was 9%, mainly due to the increase in marketing expenditures.
- Further reduction in TME's cash costs, as revenues continued to decline.





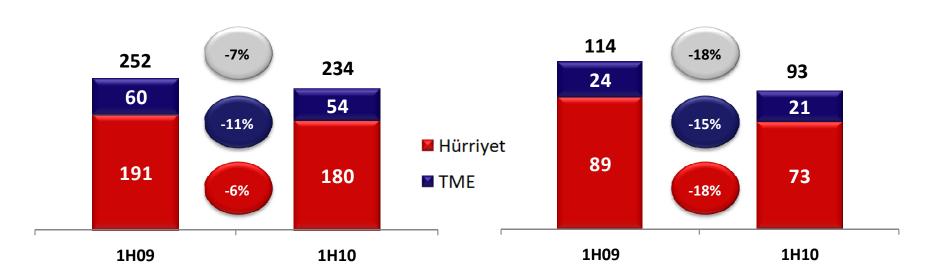
- Increase in sales, marketing and distribution costs stemmed from higher promotion and advertising expenditures for Hürriyet newspaper.
- 1H09, being the period with the highest uncertainty for all markets, marketing expenditures were kept at a very low level, which makes 1H09 a very weak base period. This base effect also plays a role in the high growth registered in 1H10.

## **Cost analysis: cost of sales**





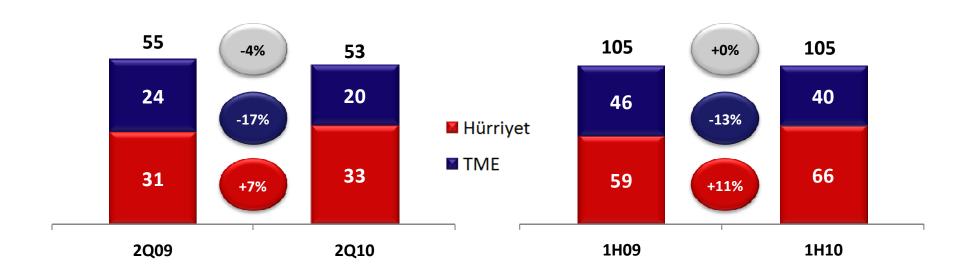
### Raw material costs (TL mn)



Hürriyet	1H09	1H10	YoY (Ch.)
Average number of pages	72	83	11
Main paper	38	40	2
Supplements	34	43	10



#### Personel costs (TL mn)



#### Hürriyet :

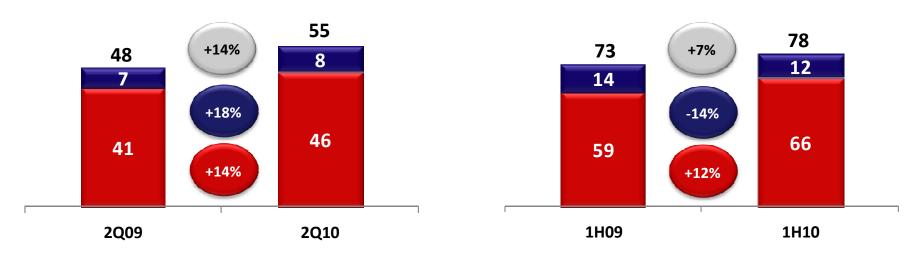
- wage adjustment in the beginning of 2010, leading to 11% increase in personel costs.
- 2.2% decline in the headcount as of June 2010, versus December 2009.

#### • TME:

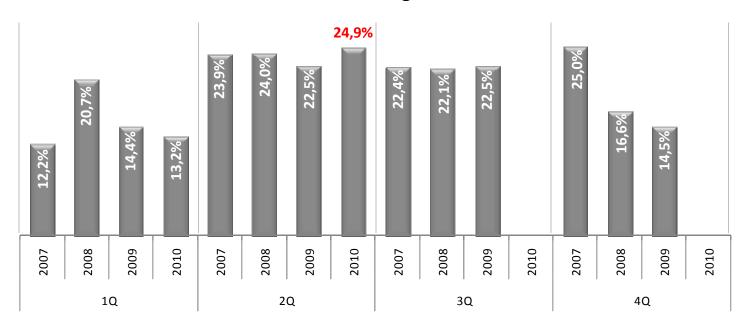
- the headcount reduced by 190 in 1H10 (around 4.4%), leading to 13% decline in personel costs.
- no wage increase in 2010.



### EBITDA (TL mn)



#### **EBITDA Margin**



### **Net Debt Position**



mn TL	31.12.2009	30.06.2010
Cash and Equivalents	297	165
S.T Bank Borrowings	292	203
L.T Bank Borrowings	251	285
Net Cash / (Net Debt)	-246	-323
Investments	70	20
Supplier Loans	103	87

mn \$	31.12.2009	30.06.2010
Cash and Equivalents	197	105
S.T Bank Borrowings	194	129
L.T Bank Borrowings	167	181
Net Cash / (Net Debt)	-163	-205
Investments	45	13
Supplier Loans	69	55

<sup>•</sup> Net debt position of TL 323 mn (USD 205 mn) includes TME's net debt of TL 86 mn (USD 55 mn).

<sup>•</sup> The investment figure of TL 20 mn includes around TL 4 mn of assets (buildings) held for sale. The remaining TL 16 mn is capex.

# Loan repayment schedule



### Loan repayment schedule (principal payment, mn USD) \*

	Jul	- Dec 20	10	2011			
	Hürriyet	TME	Toplam	Hürriyet	TME	Toplam	
Bank Loans	53.1	0	53.1	92.0	12.4	104.4	
Supplier Loans	8.5	0	8.5	17.4	0	17.4	
Total	61.6	0	61.6	109.4	12.4	121.7	

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# TME: Consolidated statements of operations (IFRS)



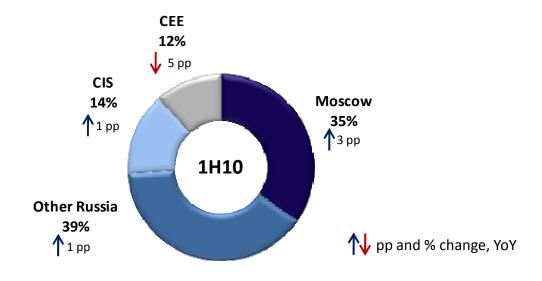
mn \$	1H10	1H09	YoY (%)
Sales	70.1	75.3	-6.9%
Cost of sales	-35.5	-37.6	-5.6%
Marketing, selling and distribution expenses	-6.9	-8.4	-17.9%
General administrative expenses	-26.8	-27.5	-2.5%
Other income / expense, net	0.5	-0.5	_
Operating profit	1.4	1.3	7.7%
Financial income / expense, net	-5.2	-9.8	_
(Loss)/profit before income taxes	-3.8	-8.5	_
Income tax expense	-2.3	0.0	_
Net (loss)/profit for the year from continuing operations	-6.1	-8.5	-
Attributable to:			
Equity holders of the parent	-6.8	-9.4	-
Minority interest	0.8	0.9	_

## **Revenue Growth by Regions – TME standalone**



mn \$	2Q09	2Q10	% Ch. (USD)	% Ch. (LCY)	1H09	1H10	% Ch. (USD)	% Ch. (LCY)
Russia	28.6	28.4	-1%	-6%	52.4	51.8	-1%	-10%
Moscow	12.8	13.2	3%	-2%	23.8	24.4	3%	-6%
Other Russia	15.8	15.1	-4%	-9%	28.6	27.4	-4%	-12%
CIS	5.5	5.6	1%	3%	10.5	10.1	-4%	-1%
CEE	6.3	4.0	-36%	-31%	12.5	8.2	-34%	-35%
Total	40.3	37.9	-6%	-8%	75.3	70.1	-7%	-13%

#### **Revenue Breakdown by Regions**



## **EBITDA by Regions – TME standalone**



mn \$	2Q09	2Q10	% Ch. (USD)	1H09	1H10	% Ch. (USD)
Russia	5.8	5.4	-7%	10.4	8.4	-19%
Moscow	3.8	2.9	-24%	7.4	4.7	-37%
Other Russia	2.0	2.5	24%	3.0	3.8	24%
CIS	1.2	1.5	23%	2.1	2.3	8%
CEE	0.3	0.0	N.A	0.6	-0.2	N.A
Operational EBITDA	7.3	6.8	-6%	13.1	10.5	-20%
Corporate Costs	-2.5	-1.4	-44%	-4.3	-2.6	-40%
Consolidated EBITDA	4.8	5.4	13%	8.8	7.9	-10%

#### **EBITDA Breakdown by Regions**



# **EBITDA Margins by Regions – TME standalone**



mn \$	2Q09	2Q10	pp ch.	1H09	1H10	pp ch.
Russia	20.2%	18.9%	-1%	19.9%	16.3%	-4%
Moscow	29.3%	21.7%	-8%	31.0%	19.1%	-12%
Other Russia	12.8%	16.5%	4%	10.6%	13.8%	3%
CIS	21.7%	26.3%	5%	20.2%	22.5%	2%
CEE	4.7%	-0.7%	-5%	4.5%	-2.9%	-7%
O. EBITDA Margin	18.0%	17.9%	0%	17.4%	15.0%	-2%
C. EBITDA Margin	11.8%	14.3%	2%	11.6%	11.3%	0%

### **Outlook**



- Ad revenue for Hürriyet excluding TME is expected to be 15% in 2010, revised from the previous 13%
- Online revenue for Hürriyet excluding TME is expected to increase 40% in 2010.
- TME revenues and EBITDA are expected to remain flat in 2010, compared to 2009.
- EBITDA margin for Hürriyet domestic operations is expected to be around 22-23%.
- Newsprint prices are expected to average out at 630 \$/ton in 2010, which is 15% lower versus a year ago.
- Continous strenghtening in our online division, through new applications and new launches for both Hurriyet and TME.

<sup>\*</sup> The guidances for the year does not include the takeover of Radikal newspaper.

#### **Online business**



**New lauches**: Hurriyet firsat (discounted price deals, coupons), Hurriyet seri ilanlar (secure payment e-commerce, classifieds, with new categories) to be launched as of January 2011.

**Hurriyet.com.tr:** ipad application is being tested and will be released soon.

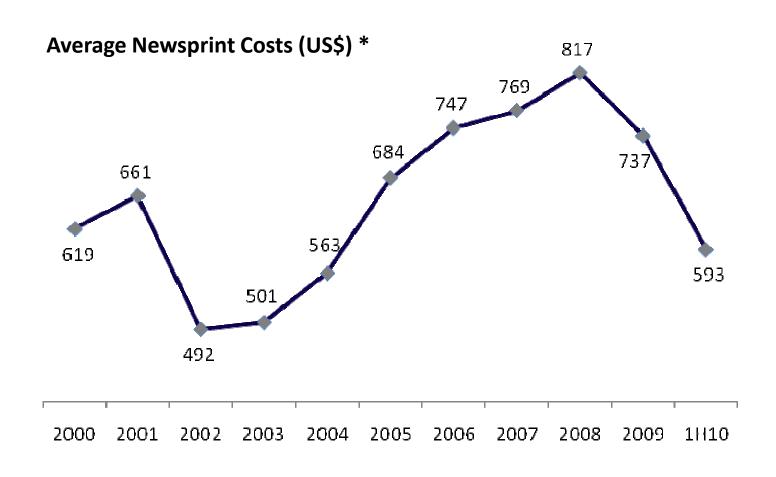
**Hurriyetoto.com:** Renewal of the site and change in the business model with more emphasis to banner advertising.

JV with autoscout24.de, to jointly establish **autoscout24.ru** in Russia. The site is ready for commercial launch in September.

**Irr.ru:** a new development plan in regions of Russia which is starting to pay back with increasing revenues.

Re-launches: Job.ru in Russia and auto segment of Expressz.hu.





<sup>\*</sup> Including all costs and expenses like custom duties, transportation etc.

# Hürriyet's major advertisers



Sectors	1H09	1H10
Real Estate	18%	17%
Classifieds (incl. HR)	11%	11%
Retail	8%	9%
Automotive	8%	8%
Social	7%	7%
Tourism	9%	7%
Finance	6%	7%
Entertainment, Culture, art & sports	3%	4%
Textile	3%	3%
Education	3%	3%
First 10 Total	76%	76%
Others	24%	24%



#### **Investor Contact**

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