

# Hürriyet Review of 1Q06 Results 25 May 2006

### **Notice**

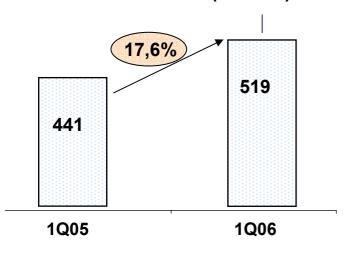


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- Ad market figures are estimates of DYH; based on currently available data.

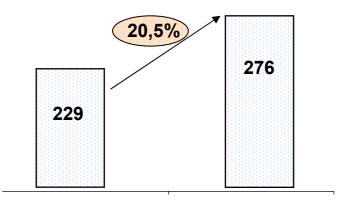
### **Ad Growth**



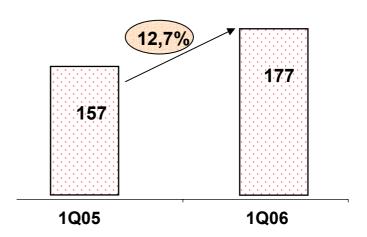




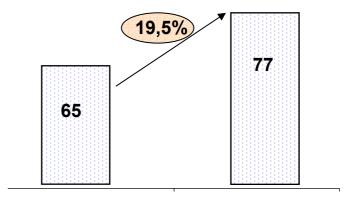
TV Ad Growth (YTLmn)



**Newspaper Ad Growth (YTLmn)** 



Hürriyet\*\* Ad Growth (YTLmn)



<sup>1</sup>Q05 1Q06 1Q05 1Q06



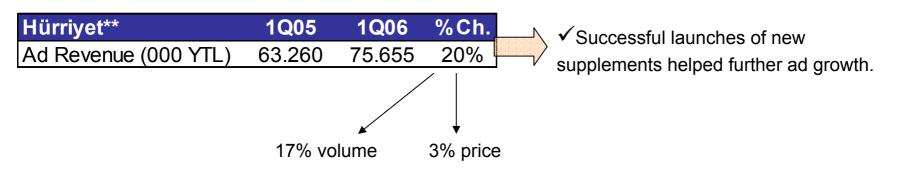
<sup>\*</sup> Ad market figures are based on management reports for market comparisons.

<sup>\*\*</sup> Hürriyet ad revenue figures include Gözcü and Referans titles.

## **Ad Growth**



Hürriyet*	1Q05	1Q06	
Newspaper Ad Market Share	40,1%	42,9%	✓ Capturing market share thanks to ad growth in outperforming industries
Total Ad Market Share	14,2%	14,6%	growth in outperforming industries



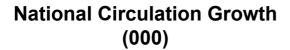


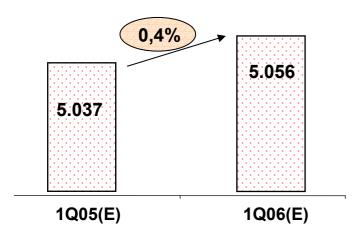
<sup>\*</sup> Stand alone figures

<sup>\*\*</sup> Only Hürriyet brand before IAS39

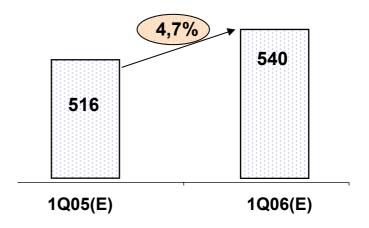
### Circulation







## Hürriyet Circulation Growth (000)



- ✓ Extensive sales campaigns in 1Q06 helped increasing the circulation market share
- ✓ No cover price adjustment.(35 Ykr in weekdays, 40 Ykr on Sundays)
- ✓ Increasing number of regional and city editions (capturing more readers as well as local advertisers)

<sup>\*</sup> Circulation figures are yearly averages. Total circulation figures are Yaysat estimates.

## **Major Developments in 1Q06**





- ✓ Hürriyet has repositioned its online recruitment business under "yenibiris.com" brand on May 2005.
- ✓ 1.9 million subscribers, 1.4 million resumes, 17.125 corporate customers, 3.822 current displays



- ✓ Real estate classified portal
- ✓ Launched on April, 2006
- ✓ Over 20.000 displays, 4.000 individual and 300 corporate members in only 2 months of operations



- ✓ Thematic channel about real estate
- ✓ Revenue sharing business model with Doğan TV
- ✓ Development stage completed, broadcasting started on May, 2006
- ✓ Contributes Hürriyet's vertical integration goals in real estate

#### **Regional Editions**

- ✓ Continue focusing on regional editions
- ✓ A new edition was started in Ankara



## **1Q06 Results**



(YTLmn)	FY05	1Q05	1Q06	YoY Ch.
Total Revenues	585	122	142	17%
Cost of Sales	-376	-86	-94	10%
Operating Expense	-106	-22	-31	41%
Operating Profit	104	14	16	17%
Depreciation	47	12	12	3%
Amortised cost valuation	10	3	2	-11%
Adj.EBITDA	161	28	31	9%
Net Profit	88	13	17	32%
Operating Margin	18%	12%	12%	
EBITDA Margin	28%	23%	22%	
Net Profit Margin	15%	11%	12%	

## Revenues



(000 YTL)	1Q05	1Q06	9	<b>∕</b> ₀ Shr.	% Ch.	
Revenues	121.516	141.703	3	100%	17%	✓ Ad growth was driven heavily by
Ad Revenues	62.866	76.214		54%	21%-	→ main title.
Circulation Revenues	17.726	22.347		16%	26% ∢	✓ Share of
Printing Revenues	25.994	28.180		20% _	- 8%	supplements remained almost
Other Revenues	14.930	14.962		11%	0%	same with 28%
	Printing	Revenues	1Q05	1Q06		
	Hürriyet		6.916	6.718		
	German	y Branch	5.498	6.403		<b>\</b>
	D.Ofset		13.580	15.060		Circulation growth
					_	was driven by cultural product promotion sales.

<sup>•</sup>IFRS figures reclass a portion of ad revenues as financial income which is shown as "amortised cost valuation income".

### Costs



(000 YTL)	1Q05	1Q06	%Ch.
Cost of Sales	85.625	94.185	10%
Hürriyet Group	55.080	63.256	15%
RawMaterial Costs	23.246	28.251	22%
Depreciation	6.959	6.961	0%
OPEX of Production	24.875	28.044	13%
Subsidiaries	30.545	30.929	1%
Gross Profit	35.891	47.518	32%
Operating Expenses	21.778	31.074	43%
EBIT	14.113	16.444	17%

✓ Hürriyet-only newsprint costs have increased 28% in TL terms in 1Q06 (8% from unit cost increase, 20% from consumption increase, based on management reporting)

<sup>✓</sup> Includes production costs and third party printing costs.

Hürriyet*	FY05	1Q05	1Q06	%Ch.
Average Number of Pages	80,1	71,5	79,5	11%
Main Paper	40,0	36,6	39,0	
Supplements	39,5	34,9	40,5	

<sup>\*</sup> Stand alone figures, based on managment reports

## **Profitability**



(000YTL)	1Q05	1Q06	% Ch.
O.Operating Income/(Expense) -Net*	5.280	8.508	61%
Amortised Cost Valuation Income (IFRS 39)	2.602	2.312	
Interest Income	5.928	6.844	
FX Gain/(Loss) -Net	3.659	-337	
Provisions	-5.738	-528	
Other Operating Income/(Expense) -Net	-1.171	217	
Financial Expense*	-2.539	-1.325	-48%
Minority	-128	-742	480%
Monetary Gain / Loss	-	-	-
Profit Before Tax	16.726	22.886	37%
Тах	-3.489	-5.714	64%
Net Profit	13.237	17.172	30%

<sup>\*</sup> Both 2004 and 2005 figures are reclassified as per the new CMB reporting principles

## **Investments and Financing**



(000 YTL)	FY05	1Q05	1Q06	% Ch.
Cash and Equivalents	170.287	114.627	165.485	44%
S.T Bank Borrowings	48.680	20.864	26.653	28%
L.T Bank Borrowings	30.303	67.377	23.246	-65%
Net Cash	91.304	26.387	115.586	338%
Investments	56.842	17.587	6.739	-62%

✓ 41.7 mn YTL dividend will be distributed on May 26, 2006

### **Outlook**



- $\checkmark$  2Q06 growth is much stronger than anticipated, but no revision in FY06 growth targets.
- ✓ Newsprint costs are increasing in line with our yearly guidance of 10%.
- ✓ Extensive sales campaigns in 1Q06 is slowing down in 2Q06.
- ✓ Localization of content strategy is working well with increasing number of regional/city editions.
- ✓ Continue investing in online classified models. Real estate web platform is launched, while job search web portal 'yenibiris.com' continues to grow aggressively.
- ✓ The sale of Hürpa shares in May 2006 is likely to improve the blended margins slightly for FY06.
- ✓ Investments will continue on insert and colour printing capacity in line with previous guidance.