### **Result Update**



January 23, 2015

Rating matrix		
Rating	:	Buy
Target	:	₹ 90
Target Period	:	12 months
Potential Upside	:	21%

What's changed?	
Target	Changed from ₹ 61 to ₹ 90
EPS FY15E	Changed from - ₹ 0.5 to - ₹ 0.3
EPS FY16E	Changed from ₹ 0.5 to ₹ 0.8
EPS FY17E	Introduced at ₹ 2.2
Rating	Changed from Hold to Buy

Quarterly performance										
	Q3FY15	Q3FY14	YoY (%)	Q2FY15	QoQ (%)					
Revenue	713.9	612.8	16.5	672.4	6.2					
EBITDA	191.2	135.5	41.1	162.4	17.8					
EBITDA (%)	26.8	22.1	466 bps	24.1	264 bps					
PAT	(2.9)	(38.3)	(92.5)	(15.1)	-80.9					

Key financials				
₹ Crore	FY14	FY15E	FY16E	FY17E
Net Sales	2,499	2,758	3,084	3,532
EBITDA	624	708	837	981
Net Profit	(158)	(32)	85	229
EPS (₹)	(1.5)	(0.3)	0.8	2.2

Valuation summary											
	FY14	FY15E	FY16E	FY17E							
P/E	0.0	0.0	93.1	34.5							
Target P/E	-	-	113.0	41.9							
EV / EBITDA	14.2	12.5	10.4	8.6							
P/BV	-	-	-	-							
RoNW	NM	NM	NM	NM							
RoCE	2.5	7.4	18.2	28.6							

Stock data	
Particular	Amount
Market Capitalization	₹ 7887.2 Crore
Total Debt (FY14)	₹ 1368.5 Crore
Cash and Investments (FY14)	₹ 392.6 Crore
EV	₹ 8863 Crore
52 week H/L	74 / 44
Equity capital	₹ 106.3 Crore
Face value	₹1

Price performance				
	1M	3M	6M	12M
Dish TV	17.6	31.0	26.0	47.3
Hathway Cable	-2.6	5.4	0.7	26.4

#### **Research** Analysts

Karan Mittal karan.mittal@icicisecurities.com Sneha Agarwal sneha.agarwal@icicisecurities.com

# **Dish TV (DISHTV)**

₹ 74

### Robust numbers after long, to last!!!

- Revenue growth of 16.5% YoY was led by ARPU expansion to ₹ 177 vs. expectation of ₹ 174 coupled with net subscriber addition of 0.42 million subscribers. This brought about a 19.0% YoY expansion in subscription revenues to ₹ 655.4 crore
- The EBITDA came in at ₹ 191.2 crore vs. our expectation of ₹ 165.3 crore, up 41.1% YoY. EBITDA margins came in at 26.8%, up 466 bps YoY vs. our expectation of 23.9% mainly driven by higher-than-expected revenue growth & lower-than-expected programming costs
- The company reported a net loss of ₹ 2.9 crore (vs. expectation of ₹ 11.6 crore loss) despite higher-than-expected finance costs and depreciation expenses on the back of higher operating leverage

#### Share in net subscriber addition increasing.....

Dish TV, the largest DTH operator with 11.4 million net subscribers, has witnessed a slight revival in subscriber addition, with net adds of 1.1 million in 9MFY15 vs. total adds of 0.7 million in FY14. As per the management commentary, Zing comprises as many as 17-18% of net additions by the company. The company recently launched the application in the market of Tamil Nadu and is a medium for the company to capture market share into the Phase III and IV markets. The company remains upbeat on subscriber additions in the coming fiscals. We expect it to add 1.4 and 1.6 million subscribers in FY16E and FY17E, respectively, to reach 15.9 million net subscribers.

#### Takes price hikes; ARPU expansion under way with shift to HD

Dish TV's ARPU has expanded from ₹ 153 in FY12 to ₹ 163 in FY14 (like to like basis). The company has taken 5-7% price hikes across its packages that have already been affected in about 80% of its subscriber base. The price hike coupled with a ramp up in HD subscribers led to an ARPU expansion to ₹ 177 from ₹ 172 in the previous quarter. The company intends to implement differential pricing across cities as a fillip to its ARPU while the complete benefit of price hikes would also be visible in the coming quarters. Since the addition would be mainly in Phase III and IV markets, the blended ARPU is expected to grow at 4.3% CAGR (FY14-17E) to ₹ 186.

#### Content costs rationalisation...

Dish TV has entered into fixed fee deals with Star and Zee, which would get renewed only in September 2016. This fixed fee deals will free the company from volatility in content costs in the event of higher number of sporting events, thus helping the company to control the growth in content costs to the tune of 8.3% CAGR over FY14-17E to ₹ 988.9 crore. The increase in revenues and controlled costs would lead to an EBITDA margin expansion to 27.8% in FY17E from 24.9% in FY14.

#### Upgrade to buy with target price of ₹ 90

The robustness in subscriber additions coupled with robust growth in ARPUs owing to the differential pricing adopted by the company and ramp up in HD boxes indicate towards higher operating leverage. We believe the company will report profits from the next quarter onwards and value the company at ₹ 90 per share using the DCF methodology.



Variance analysis							
	Q3FY15	Q3FY15E	Q3FY14	Q2FY15	YoY (%)	QoQ (%)	Comments
Revenue	713.9	691.5	612.8	672.4	16.5	6.2	Ramp up in high revenue generating HD subscription and in-line subscriber addition lead to higher revenues
Other Income	15.4	15.0	9.7	17.0	58.3	-9.6	
Employee Expenses	25.8	22.8	21.5	25.2	20.0	2.7	
Selling and Distribution expenses	44.0	40.1	34.7	53.8	26.8	-18.2	
Administrative Expenses	30.8	34.6	32.3	29.6	-4.7	4.3	
Programing Cost	198.9	210.8	198.9	192.9	0.0	3.1	The company has entered into fixed fee deals with broadcasters that will insulate the company from any content volatility. The deals were also a reason for lower content costs
Other Operating Cost	78.2	80.2	74.2	77.1	5.4	1.4	
Commission	69.1	63.3	50.4	60.7	37.1	13.7	
Others	75.9	74.6	65.3	70.7	16.3	7.3	
EBITDA	191.2	165.3	135.5	162.4	41.1	17.8	
EBITDA Margin (%)	26.8	23.9	22.1	24.1	466 bps	264 bps	Higher operating leverage and lower programming costs
Depreciation	161.6	151.0	153.4	151.9	5.3	6.4	
Interest	47.9	40.9	30.1	42.5	59.0	12.6	Higher debt taken to build up set top box inventory for Q4 lead to higher interest costs
Total Tax	0.0	0.0	0.0	0.0	NA	NA	
PAT	-2.9	-11.6	-38.3	-15.1	-92.5	-80.9	
Key Metrics							
Gross Subscribers (In Million)	18.7	18.6	16.4	18.0	14.2	3.8	
Net Subscriber Additions	0.42	0.41	0.22	0.38	89.1	10.1	Zing platform keeps net subscriber additions buoyant
Net Subscribers	12.50	12.51	11.28	12.10	10.8	3.3	
ARPU (in ₹)	177.0	173.7	166.0	172.0	6.6	2.9	The increased proportion of high ARPU generating HD subscribers lead to increase in ARPUs

Source: Company, ICICIdirect.com Research

Change in estimates	s							
		FY15E			FY16E		FY17E	
(₹ Crore)	Old	New	% Change	Old	New	% Change	Introduced	Comments
Revenue	2,699.6	2,757.9	2.2	3,075.6	3,083.9	0.3		The subscriber additions are expected to be robust on account of the Cricket World Cup. Moreover, the robust performance in the quarter has compelled us to revise our estimates
EBITDA	653.0	707.5	8.4	774.5	836.5	8.0	980.9	
EBITDA Margin (%)	24.2	25.7	147 bps	25.2	27.1	195 bps		The content costs are expected to stabilise on account of the fixed content deals, which will lead to an EBITDA margin expansion
PAT	-53.0	-31.7	-40.3	49.8	84.7	70.0	228.7	
EPS (₹)	-0.5	-0.3	-40.3	0.5	0.8	70.0	2.2	

Source: Company, ICICIdirect.com Research

Assumptions								
			Curre	Current		er	FY17E	Comments
	FY13	FY14	FY15E	FY16E	FY15E	FY16E In	troduced	
Net Subscriber Additions	1.10	0.71	1.48	1.42	1.51	1.60	1.59	
Net Subscribers	10.7	11.4	12.9	14.3	12.9	14.5	15.9	
ARPU (in ₹)	157.9	170.0	174.6	179.3	170.9	173.6	185.7	Revised ARPU upwards to factor in higher addition of HD subscribers
Monthly Churn Rate	1.0%	0.6%	0.7%	0.6%	0.6%	0.6%	0.6%	
	<b>•</b> • •							



## **Company Analysis**

Subscriber growth to pick up owing to success of Zing...

The company had been unable to garner higher share of net adds in the Phase I and II markets, which have largely benefited the cable operators. However, going ahead, Dish TV expects to gain in the Phase III and IV markets. The company is already benefiting by offering regional packages via the introduction of the relatively cheap 'Zing' brand, which aims to nullify the "regional customisation" advantage of digital cable over DTH. Zing has recently been launched in Tamil Nadu and forms about 17-18% of the net adds of the company. The company has also gained owing to some churn from cable towards DTH on account of various price hikes taken by cable operators. We have already seen net adds in the nine months of the fiscal with net adds of 1.1 million against 0.7 million net adds in whole of FY14. The company remains upbeat on subscriber additions in the coming fiscals. We expect it to add 1.4 and 1.6 million subscribers in FY16E and FY17E, respectively, to 15.9 million net subscribers.

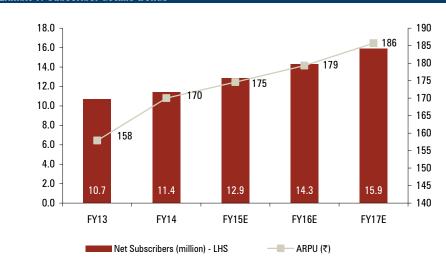


Exhibit 1: Subscriber details trends

FY13 ARPU not comparable due to change in accounting policy Source: Company, ICICIdirect.com Research

#### Differential pricing, ramp up in HD to lead to ARPU growth...

Dish TV reported an ARPU expansion to ₹ 177 in the quarter from ₹ 172 a quarter ago led by a ramp up in HD subscribers that are high ARPU generating (₹ 420-430) with several price hikes taken by the company in its various packs. The full impact of the hikes will be visible in the coming quarters. Moreover, the company intends to implement differential pricing across different cities that will also provide a fillip to ARPUs. The ARPU has grown at 3.3% CAGR in FY12-14E (on a like to like basis) to ₹ 163. However, with a change in accounting policy, the company reported an ARPU of ₹ 170 for FY14. The company negated the down-trading fears with Zing being a completely different offering. Hence, we expect the ARPU to grow at a CAGR (FY14-17E) of 4.3% to ₹ 186 from ₹ 163 in FY14.

#### Content costs to stabilise, going ahead

Dish TV has entered into fixed fee deals with Star and Zee, which would get renewed only in September 2016. These fixed fee deals will free the company from any volatility in content costs in the event of higher number of sporting events, thus helping Dish TV to control its content costs to the tune of 8.3% CAGR over FY14-17E to ₹ 988.9 crore. The increase in revenues and controlled costs are expected to lead to an EBITDA margin expansion to 27.8% in FY17E from 24.9% in FY14.



#### License fees and GST

The company pays license fees of around 10% while Trai has recommended uniform license fees of 8% on adjusted gross revenue, which according to the management could bring about an expansion of ~220 bps in EBITDA margins. Also, the management indicated that the Broadcasters association, News broadcasters association, DTH industry and MSO industry has made a joint presentation to the I&B ministry for rationalising the tax structure of the entertainment industry. If the proposals are accepted, it could expand the EBITDA margins by another ~400-500 bps. We have, however, not included any benefit arising out of these proposals in our estimates, due to lack of clarity. However, on the flip side, Dish TV's license has expired and is pending renewal, for which it may have to shell out about  $\sim ₹$  400 crore.



# Valuation

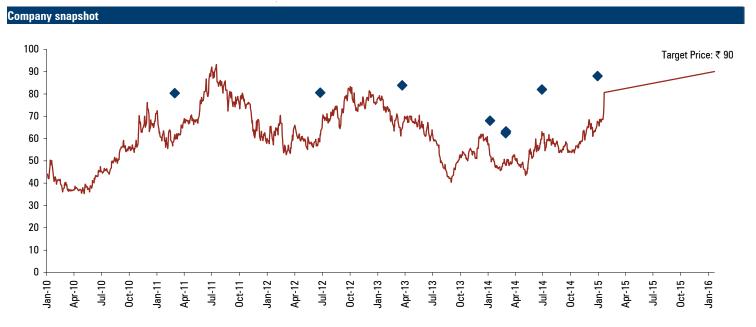
The robustness in subscriber additions coupled with robust growth in the ARPUs owing to the differential pricing adopted by the company and ramp up in the HD boxes indicate towards higher operating leverage. We believe the company will report profits from the next quarter onwards and value the company at ₹ 90 per share using the DCF methodology.

Exhibit 2: DCF Assumptions	
Particulars	Amount
WACC	11.9%
Revenue CAGR over FY14 - FY21E	12.8%
Present Value of Cash Flow till FY20E	3,000.1
Terminal Growth	4.0%
Present Value of terminal cash flow	7,601.6
PV of firm	10,601.7
Less: Current Debt	1,368.5
Total present value of the Equity (excluding current cash)	9,233.2
Number of Equity Shares outstanding	106.3
Per Share Value (excluding current cash)	86.9
Add Current Cash Per Share	3.2
DCF - Target price (₹)	90

Source: Company, ICICIdirect.com Research

Exhibit 3: Valuations											
	Sales	Growth	EPS	Growth	PE	EV/EBITDA	RoNW	RoCE			
	(₹ cr)	(%)	(₹)	(%)	(x)	(x)	(%)	(%)			
FY14	2,499.0	27.6	(1.5)	NA	-	14.2	NM	2.5			
FY15E	2,757.9	10.4	(0.3)	NA	-	12.5	NM	7.4			
FY16E	3,083.9	11.8	0.8	NA	93.1	10.4	NM	18.2			
FY17E	3,531.6	14.5	2.2	169.9	NM	8.6	NM	28.6			





#### Source: Bloomberg, Company, ICICIdirect.com Research

Key events	s
Date	Event
Mar-11	Registers a very high churn of 1.94 million subscribers and records a churn rate of 2.3%
Jun-12	Sunset date for Phase I of digitisation. Dish TV able to add only 1.1 million net susbcribers
Mar-13	Sunset date for Phase II of digitisation. Dish TV able to add only 1.1 million net susbcribers
Jan-14	Dish TV starts offering all the Indiacast UTV (except ETV) channels on an a la carte basis
Mar-14	Dish TV issues disconnection notice to 10 channels distributed by IndiaCast UTV, including CNBC-TV18 and IBN7 and some ETV regional channels, claiming low popularity
Mar-14	In a bid to provide customised local television channels to regional viewers of the state, Dish TV India rolled out a new brand 'Zing'. The new brand will offer regional channels as the base while other segments can be added as per the needs of the customers
Jul-14	Trai recommends license period extension to 20 years from 10 years, renewable for 10 years at once and license fees calulation as 8% of adjusted gross revenues vs. 10% of gross revenues paid currently
Jan-15	Launches Zing in Tamil Nadu
Courses Con	nnanu lClCldivaet aam Baaaarah

Source: Company, ICICIdirect.com Research

Top 1	0 Shareholders				ding Patt	Pattern				
Rank	Name	Latest Filing Date	% 0/S	Position (m)	Change (m)	(in %)	Dec-13	Mar-14	Jun-14	Sep-14
1	Essel Group	31-Dec-14	63.13	672.4	0.0	Promoter	61.2	61.2	64.5	64.5
2	Apollo Capital Management, L.P.	31-Dec-14	3.00	32.0	0.0	FII	11.1	11.5	11.1	11.9
3	Baron Capital Management, Inc.	31-Dec-14	1.65	17.6	7.1	DII	5.6	4.9	2.3	3.1
4	Reliance Capital Asset Management Ltd.	31-Dec-14	1.47	15.7	1.3	Others	22.1	22.4	22.1	20.5
5	Citigroup Inc	31-Dec-14	1.27	13.6	-3.0					
6	Columbia Management Investment Advisers, LLC	31-Dec-14	1.12	12.0	0.0					
7	UBS Global Asset Management (Singapore) Ltd.	31-Dec-14	1.01	10.8	10.8					
8	Jay Properties Pvt. Ltd.	31-Dec-14	0.95	10.1	0.0					
9	UTI Asset Management Co. Ltd.	30-Nov-14	0.65	6.9	0.0					
10	Dimensional Fund Advisors, L.P.	30-Nov-14	0.52	5.6	0.0					
~										

Source: Reuters, ICICIdirect.com Research

		Sells		
Value	Shares	Investor name	Value	Shares
11.52m	10.76m	FIL Investment Management (Hong Kong) Limited	-8.28m	-8.34m
7.60m	7.10m	Sydinvest	-3.80m	-4.36m
3.28m	3.13m	Matthews International Capital Management, L.L.C.	-3.52m	-3.87m
1.48m	1.84m	Lloyd George Investment Management (Hong Kong) Ltd.	-3.23m	-3.26m
1.39m	1.30m	Citigroup Inc	-2.54m	-3.02m
	11.52m 7.60m 3.28m 1.48m	11.52m         10.76m           7.60m         7.10m           3.28m         3.13m           1.48m         1.84m	ValueSharesInvestor name11.52m10.76mFIL Investment Management (Hong Kong) Limited7.60m7.10mSydinvest3.28m3.13mMatthews International Capital Management, L.L.C.1.48m1.84mLloyd George Investment Management (Hong Kong) Ltd.	ValueSharesInvestor nameValue11.52m10.76mFIL Investment Management (Hong Kong) Limited-8.28m7.60m7.10mSydinvest-3.80m3.28m3.13mMatthews International Capital Management, L.L.C3.52m1.48m1.84mLloyd George Investment Management (Hong Kong) Ltd3.23m

Source: Reuters, ICICIdirect.com Research

Dec-14 64.5

> 13.1 3.5 18.9



# **Financial summary**

Profit and loss statement		₹ Crore								
(Year-end March)	FY14	FY15E	FY16E	FY17E						
Total operating Income	2509.0	2764.5	3085.5	3533.2						
Growth (%)	15.8	10.2	11.6	14.5						
Employee Expenses	89.2	100.9	101.8	123.6						
Administrative Expenses	127.9	124.1	154.2	169.5						
Programing Cost	778.4	801.0	863.5	988.9						
License Fees	261.4	287.3	308.4	353.2						
Commission	183.7	250.1	267.3	300.0						
Other Expenses	444.4	493.6	553.8	617.2						
Total Operating Expenditure	1885.0	2057.0	2248.9	2552.3						
EBITDA	624.0	707.5	836.5	980.9						
Growth (%)	NM	13.4	18.2	17.3						
Depreciation	597.4	620.9	653.3	684.0						
Interest	132.8	177.3	158.6	128.2						
Other Income	64.9	59.0	60.0	60.0						
PBT	-41.2	-31.7	84.7	228.7						
Exceptional Items	0.0	0.0	0.0	0.0						
Prior Period Items	116.4	0.0	0.0	0.0						
Total Tax	0.1	0.0	0.0	0.0						
PAT	-157.6	-31.7	84.7	228.7						
Growth (%)	NM	NM	NM	NM						
EPS (₹)	-1.5	-0.3	0.8	2.2						

		₹	₹ Crore
FY14	FY15E	FY16E	FY17E
-157.6	-31.7	84.7	228.7
597.4	620.9	653.3	684.0
-25.7	-21.8	-84.3	-61.0
95.5	37.0	48.4	86.3
509.6	604.4	702.0	938.1
78.2	0.0	0.0	0.0
-289.5	-550.0	-616.0	-667.0
-56.2	0.0	0.0	0.0
-267.5	-550.0	-616.0	-667.0
0.0	0.0	0.0	0.0
-264.5	150.0	-250.0	-200.0
0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0
0.5	-0.5	0.0	0.0
-263.9	149.5	-250.0	-200.0
-21.9	203.9	-164.0	71.1
364.5	342.6	546.5	382.6
342.6	546.5	382.6	453.7
	-157.6 597.4 -25.7 95.5 509.6 78.2 -289.5 -56.2 -267.5 0.0 -264.5 0.0 0.0 0.5 -263.9 -21.9 364.5	-157.6         -31.7           597.4         620.9           -25.7         -21.8           95.5         37.0           509.6         604.4           78.2         0.0           -289.5         -550.0           -56.2         0.0           -267.5         -550.0           0.0         0.0           -264.5         150.0           0.0         0.0           0.5         -0.5           -263.9         149.5           -21.9         203.9           364.5         342.6	FY14         FY15E         FY16E           -157.6         -31.7         84.7           597.4         620.9         653.3           -25.7         -21.8         -84.3           95.5         37.0         48.4           509.6         604.4         702.0           78.2         0.0         0.0           -289.5         -550.0         -616.0           -56.2         0.0         0.0           -267.5         -550.0         -616.0           -264.5         150.0         -250.0           0.0         0.0         0.0           0.0         0.0         0.0           0.5         -0.5         0.0           0.5         -0.5         0.0           -263.9         149.5         -250.0           -21.9         203.9         -164.0           364.5         342.6         546.5

Source: Company, ICICIdirect.com Research

Source: Company, ICICIdirect.com Research

Balance sheet         ₹ Crore           (Year-end March)         FY14         FY15E         FY16E         FY7           Liabilities         Equity Capital         106.5         106.5         106.5         10           Reserve and Surplus         -419.1         -451.3         -366.6         -13           Total Shareholders funds         -312.6         -344.8         -260.1         -3           Total Debt         1,368.5         1,518.5         1,268.5         1,06           Other Non Current Liabilities         91.8         91.8         91.8         9           Total Liabilities         1,147.7         1,265.5         1,100.2         1,12           Assets         Gross Block         3,784.3         4,334.3         4,950.3         5,61           Less: Acc Depreciation         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         653.5         653.5           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7 </th
Liabilities           Equity Capital         106.5         106.5         106.5         10           Reserve and Surplus         -419.1         -451.3         -366.6         -13           Total Shareholders funds         -312.6         -344.8         -260.1         -3           Total Debt         1,368.5         1,518.5         1,268.5         1,06           Other Non Current Liabilities         91.8         91.8         9           Total Liabilities         1,147.7         1,265.5         1,100.2         1,12   Assets           Gross Block         3,784.3         4,334.3         4,950.3         5,61           Less: Acc Depreciation         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         653.5           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64
Equity Capital         106.5         107.3         108.5         108.5         108.5         108.5         106.5         106.5         107.3         108.5         108.5         106.5         106.5         106.5         107.3         108.5         106.5         106.5         107.3         108.5         106.5         106.5         106.5         106.5         106.5         106.5         106.5         107.3         108.5         108.5         106.5         106.5         106.5         106.5         106.5         106.5         107.5         1268.5         1,002         1,12         108.5         107.5         1268.5         1,100.2         1,12         1268.5         1,100.2         1,12         1268.5         1,100.2         1,12         1268.5         1,100.2         1,12         1268.5         1,102         1,268.5         1,010.2         1,12         1268.5         1,668.3         2,857.7         3,939.0
Reserve and Surplus       -419.1       -451.3       -366.6       -13         Total Shareholders funds       -312.6       -344.8       -260.1       -3         Total Debt       1,368.5       1,518.5       1,268.5       1,06         Other Non Current Liabilities       91.8       91.8       91.8       9         Total Liabilities       1,147.7       1,265.5       1,100.2       1,12         Assets       Gross Block       3,784.3       4,334.3       4,950.3       5,61         Less: Acc Depreciation       2,664.8       3,285.7       3,939.0       4,62         Net Block       1,119.5       1,048.6       1,011.3       99         Capital WIP       653.5       653.5       653.5       653.5         Total Fixed Assets       1,773.0       1,702.1       1,664.9       1,64
Total Shareholders funds       -312.6       -344.8       -260.1       -3         Total Debt       1,368.5       1,518.5       1,268.5       1,06         Other Non Current Liabilities       91.8       91.8       91.8       9         Total Liabilities       1,147.7       1,265.5       1,100.2       1,12         Assets       6       3,784.3       4,334.3       4,950.3       5,61         Less: Acc Depreciation       2,664.8       3,285.7       3,939.0       4,62         Net Block       1,119.5       1,048.6       1,011.3       99         Capital WIP       653.5       653.5       653.5       653.5         Total Fixed Assets       1,773.0       1,702.1       1,664.9       1,64         Net Intangible Assets       6.7       6.7       6.7       6.7       6.7
Total Debt         1,368.5         1,518.5         1,268.5         1,06           Other Non Current Liabilities         91.8         91.8         91.8         9           Total Liabilities         1,147.7         1,265.5         1,100.2         1,12           Assets
Other Non Current Liabilities         91.8         91.8         91.8         91.8         9           Total Liabilities         1,147.7         1,265.5         1,100.2         1,12           Assets         Intervention         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         653.5           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64
Total Liabilities         1,147.7         1,265.5         1,100.2         1,12           Assets         Gross Block         3,784.3         4,334.3         4,950.3         5,61           Less: Acc Depreciation         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         653.5           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7         6.7
Assets         3,784.3         4,334.3         4,950.3         5,61           Less: Acc Depreciation         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         655           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7
Gross Block         3,784.3         4,334.3         4,950.3         5,61           Less: Acc Depreciation         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         653           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7
Gross Block         3,784.3         4,334.3         4,950.3         5,61           Less: Acc Depreciation         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         653.5           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7
Less: Acc Depreciation         2,664.8         3,285.7         3,939.0         4,62           Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         655           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7
Net Block         1,119.5         1,048.6         1,011.3         99           Capital WIP         653.5         653.5         653.5         653         655           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7
Capital WIP         653.5         653.5         653.5         653.5           Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6.7
Total Fixed Assets         1,773.0         1,702.1         1,664.9         1,64           Net Intangible Assets         6.7         6.7         6.7         6
Net Intangible Assets 6.7 6.7 6.7 6
Investments 200.0 200.0 200.0 20
Inventory 7.5 8.5 9.4 1
Debtors 41.5 45.8 51.2 5
Loans and Advances 391.0 407.5 485.4 53
Other Current Assets 0.6 0.6 0.7
Cash 342.6 546.5 382.6 45
Total Current Assets 783.2 1,008.9 929.2 1,06
Creditors 772.2 786.8 817.9 86
Provisions 850.3 872.7 890.0 92
Total Current Liabilities 1,622.5 1,659.5 1,707.8 1,79
Net Current Assets -839.3 -650.6 -778.6 -73
Other Non Current Assets 7.3 7.3 7.3
Profit & Loss (Negative) 0.0 0.0 0.0
Application of Funds 1,147.7 1,265.5 1,100.2 1,12

Source: Company, ICICIdirect.com Research

Key ratios				C)/4 7 C
(Year-end March)	FY14	FY15E	FY16E	FY17E
Per share data (₹)				
EPS	-1.5	-0.3	0.8	2.2
Cash EPS	4.1	5.5	6.9	8.6
BV	-2.9	-3.2	-2.4	-0.3
DPS	0.0	0.0	0.0	0.0
Cash Per Share	3.2	5.1	3.6	4.3
Operating Ratios (%)				
EBITDA Margin	25.0	25.7	27.1	27.8
PBT / Total Operating income	-1.6	-1.1	2.7	6.5
PAT Margin	-6.3	-1.1	2.7	6.5
Inventory days	1.2	1.1	1.1	1.1
Debtor days	6.1	6.1	6.1	6.1
Creditor days	19.8	19.8	18.8	17.9
Return Ratios (%)				
RoE	50.4	9.2	-32.6	-727.4
RoCE	2.5	7.4	18.2	28.6
RoIC	26.2	560.0	1,296.8	-1,049.6
Valuation Ratios (x)				
P/E	0.0	0.0	93.1	34.5
EV / EBITDA	14.2	12.5	10.4	8.6
EV / Net Sales	3.5	3.2	2.8	2.4
Market Cap / Sales	3.2	2.9	2.6	2.2
Price to Book Value	0.0	0.0	0.0	0.0
Solvency Ratios				
Debt/EBITDA	2.2	2.1	1.5	1.1
Debt / Equity	-4.4	-4.4	-4.9	-34.0
Current Ratio	0.5	0.6	0.5	0.6
Quick Ratio	0.3	0.3	0.3	0.3



### ICICIdirect.com coverage universe (Media)

	CMP			М Сар		EPS (₹)			P/E (x)		EV	/EBITDA	(x)		RoCE (%	)		RoE (%)	
Sector / Company	(₹)	TP(₹)	Rating	(₹ Cr)	FY15E	FY16E	FY17E	FY15E	FY16E	FY17E I	-Y15E	FY16E	FY17E	FY15E	FY16E	FY17E	FY15E	FY16E	FY17E
DB Corp (DBCORP)*	390	465	Buy	7,155	17.6	21.6	27.4	22.2	18.1	14.3	12.3	10.0	7.8	32.4	32.3	33.6	23.3	23.4	24.3
DISH TV (DISHTV)	74	90	Buy	7,914	-0.3	0.8	NA	NA	NA	NA	12.5	10.5	NA	7.4	18.2	NA	9.2	NM	NA
ENIL (ENTNET)	570	590	Buy	2,716	21.7	24.6	NA	26.3	23.2	NA	15.2	12.3	NA	17.0	17.5	NA	15.2	14.8	NA
Eros (EROINT)	386	380	Buy	3,554	24.3	31.7	NA	15.86	12.183	NA	11.2	8.7	NA	17.6	19.4	NA	15.6	16.9	NA
Hathway Cables (HATCAB)	65	64	Hold	5,233	-1.3	-1.2	NA	NM	NM	NA	19.2	16.4	NA	NM	0.6	NA	NM	NM	NA
HT Media (HTMED)	130	126	Buy	3,056	9.4	11.0	NA	13.88	11.832	NA	5.9	4.1	NA	9.9	11.3	NA	11.0	11.5	NA
Inox Leisure (INOX)	183	240	Buy	1,755	2.4	4.8	10.4	74.8	37.9	17.6	15.1	12.3	8.6	5.8	8.0	13.0	3.7	6.8	12.8
Jagran Prakashan (JAGPRA)	136	155	Buy	4,311	8.2	10.4	NA	16.55	13.169	NA	9.2	7.1	NA	23.0	24.5	NA	21.2	21.0	NA
PVR (PVRLIM)	697	780	Buy	2,768	12.4	25.7	NA	56.43	27.1	NA	13.3	10.1	NA	12.0	16.8	NA	11.2	19.2	NA
Sun TV (SUNTV)	392	343	Hold	15,428	20.2	23.7	NA	19.41	16.552	NA	8.8	7.5	NA	30.9	32.6	NA	22.9	24.3	NA
TV Today (TVTNET)	226	276	Buy	1,344	13.5	18.4	NA	16.7	12.3	NA	8.9	6.3	NA	25.2	28.8	NA	18.3	20.9	NA
ZEE Ent. (ZEETEL)	390	380	Hold	37,410	9.9	10.2	12.7	39.33	38.051	30.723	28.9	27.3	21.2	21.6	19.8	20.8	17.4	15.8	16.4



#### RATING RATIONALE

ICICIdirect.com endeavours to provide objective opinions and recommendations. ICICIdirect.com assigns ratings to its stocks according to their notional target price vs. current market price and then categorises them as Strong Buy, Buy, Hold and Sell. The performance horizon is two years unless specified and the notional target price is defined as the analysts' valuation for a stock.

Strong Buy: >15%/20% for large caps/midcaps, respectively, with high conviction; Buy: >10%/15% for large caps/midcaps, respectively; Hold: Up to +/-10%; Sell: -10% or more;



Pankaj Pandey

Head – Research

pankaj.pandey@icicisecurities.com

ICICIdirect.com Research Desk, ICICI Securities Limited, 1st Floor, Akruti Trade Centre, Road No 7, MIDC, Andheri (East) Mumbai – 400 093 research@icicidirect.com



### ANALYST CERTIFICATION

We /l, Karan Mittal, MBA Sneha Agarwal, MBA Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

#### Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, *inter alia*, engaged in the business of stock brokering and distribution of financial products. ICICI Securities is a wholly-owned subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on www.icicibank.com.

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities generally prohibits its analysts, persons reporting to analysts and their relatives from maintaining a financial interest in the securities of any companies that the analysts cover.

The information and opinions in this report have been prepared by ICICI Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of ICICI Securities. While we would endeavour to update the information nerein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. ICICI Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment decisions, based on their own investment receives financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient shall due end return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. ICICI Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice.

ICICI Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

ICICI Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction.

ICICI Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI Securities or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither ICICI Securities nor Research Analysts have any material conflict of interest at the time of publication of this report.

It is confirmed that Karan Mittal, MBA Sneha Agarwal, MBA, Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

ICICI Securities or its subsidiaries collectively or Research Analysts do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

Since associates of ICICI Securities are engaged in various financial service businesses, they might have financial interests or beneficial ownership in various companies including the subject company/companies mentioned in this report.

It is confirmed that Karan Mittal, MBA Sneha Agarwal, MBA, Research Analysts do not serve as an officer, director or employee of the companies mentioned in the report.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Neither the Research Analysts nor ICICI Securities have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ICICI Securities by any Regulatory Authority impacting Equity Research Analysis activities.

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject ICICI Securities and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.