Living with Noise Valuation in the face of uncertainty

Aswath Damodaran http://www.damodaran.com

DCF Choices: Equity Valuation versus Firm Valuation









Lesson 1: Be currency consistent

- Currency consistency: If your cash flows are in a specific currency, your discount rate has to be in the same currency as well.
- Currency Invariance: You can value any company in any currency and if you do it correctly, your value should be invariant to the currency used.
- Generally speaking, you can value a company in its domestic currency or in a foreign currency.
 - The advantage of using a domestic currency is that the most complete financial statements for the firm are usually in that currency and a significant portion of the operations are in that currency. The disadvantage is that many of the inputs that ou need to estimate discount rates (starting with the riskfree rate) may be difficult to get in that currency.
 - While estimating a discount rate for an emerging market may sometimes be easier to do in US dollars or Euros, the expected future cash flows will then have to be converted into US dollars or Euros, using expected exchange rates in the future.

Estimating a riskfree rate

On a riskfree asset, the actual return is equal to the expected return. Therefore, there is no variance around the expected return.

For an investment to be riskfree, then, it has to have

- <u>No default risk</u>
- <u>No reinvestment risk</u>
- 1. <u>Time horizon matters</u>: Thus, the riskfree rates in valuation will depend upon when the cash flow is expected to occur and will vary across time.
- 2. <u>Not all government securities are riskfree</u>: Some governments face default risk and the rates on bonds issued by them will not be riskfree.

For a rate to be riskfree in valuation, it has to be long term, default free and currency matched (to the cash flows)

Estimating the Riskfree Rate in Rupees... and US dollars.. Or Euros

- The Indian government had 10-year Rupee bonds outstanding, with a yield to maturity of about 8% on April 1, 2010. In January 2010, the Indian government had a <u>local currency</u> sovereign rating of Ba2. The typical default spread (over a default free rate) for Ba2 rated country bonds in early 2010 was 3%.
- The riskfree rate in Indian Rupees is
- a) The yield to maturity on the 10-year bond (8%)
- b) The yield to maturity on the 10-year bond + Default spread (8%+3%=11%)
- c) The yield to maturity on the 10-year bond Default spread (8%-3% = 5%)
- d) None of the above
- If you wanted to do you entire valuation in US dollars, what would you use as your riskfree rate?
- How would your answer change if you were doing the analysis in Euros?

Why do riskfree rates vary?



If you had to do it....Converting a Dollar Cost of Equity to a Nominal Rupee Cost of Equity

- One of the perils of working with domestic currency riskfree rates is that much of the information on risk premiums (equity and debt) come from developed markets and are often computed in US dollar or Euro terms. If the inflation rates are very different, it may be inappropriate to use these risk premiums with domestic riskfree rates.
- Here is the alternative.
- Step 1: Estimate the cost of equity and capital in US dollars.
- Step 2: Use the differential inflation rate to estimate the cost of capital

Cost of capital_{Domestic currency}=

$$(1 + \text{Cost of Capital}_{\$}) \left[\frac{1 + \text{Inflation}_{BR}}{1 + \text{Inflation}_{\$}} \right]$$

(Thus, if the US dollar cost of equity is 8% and the inflation rates for India and the US are 4% and 2% respectively, the cost of equity in rupee terms is as follows: (1.08) (1.04/1.02) - 1 = 10.12%)

Lesson 2: Don't look back to get Equity Risk Premiums... look forward..

	Arithmet	ic Average	Geometric Average		
	Stocks - T. Bills	Stocks - T. Bonds	Stocks - T. Bills	Stocks - T. Bonds	
1928-2011	7.55%	5.79%	5.62%	4.10%	
	2.22%	2.36%			
1962-2011	5.38%	3.36%	4.02%	2.35%	
	2.39%	2.68%			
2002-2011	3.12%	-1.92%	1.08%	-3.61%	
	6.46%	8.94%			

Historical premium

In the trailing 12 months, the cash returned to stockholders was 74.17. Using the average cash yield of 4.71% for 2002-2011 the cash returned would have been 59.29.

Analysts expect earnings to grow 9.6% in 2012, 11.9% in 2013, 8.2% in 2014, 4.5% in 2015 and 2% therafter, resulting in a compounded annual growth rate of 7.18% over the next 5 years. We will assume that dividends & buybacks will grow 7.18% a year for the next 5 years.

After year 5, we will assume that earnings on the index will grow at 1.87%, the same rate as the entire economy (= riskfree rate).

	63.54	68.11	73.00	78.24	83.86
January 1, 2012 S&P 500 is at 1257.60	1257.60 =	$=\frac{63.54}{(1+r)}+\frac{68.11}{(1+r)^2}$	$+\frac{73.00}{(1+r)^3}+\frac{78.24}{(1+r)^4}+$	$-\frac{83.86}{(1+r)^5}+\frac{83.86}{(r01)^5}$	(1.0187) $(87)(1+r)^5$
Adjusted Dividends &		Expected	Return on Stocl	ks (1/1/12)	= 7.91%
Buybacks for $2011 = 59.2$	29	T.Bond r	ate on 1/1/12		= 1.87%
-		Equity Ri	sk Premium = 8.	03% - 3.29%	= 6.04%

Data Sources:

Dividends and Buybacks last year. S&P Expected growth rate: News stories, Yahoo! Finance, Bloomberg

Implied ERP for US: A Mature Market..



Or is the US an Emerging Market?



Implied Premium for Sensex: April 2010

- Level of the Index = 17559
- FCFE on the Index = 3.5% (Estimated FCFE for companies in index as % of market value of equity)
- Other parameters
 - Riskfree Rate = 5% (Rupee)
 - Expected Growth (in Rupee)
 - Next 5 years = 20% (Used expected growth rate in Earnings)
 - After year 5 = 5%
- Solving for the expected return:
 - Expected return on Equity = 11.72%
 - Implied Equity premium for India =11.72% 5% = 6.72%

A solution: Estimate a mature market premium with an added country risk premium

- Assume that the equity risk premium for the US and other mature equity markets is 4.5%. You could then add on an additional premium for investing in an emerging markets.
- Two ways of estimating the country risk premium:
 - *Default spread on Country Bond*: In this approach, the country equity risk premium is set equal to the default spread of the bond issued by the country.
 - Equity Risk Premium for India = 4.5% + 3% = 7.5%
 - *Adjusted for equity risk*: The country equity risk premium is based upon the volatility of the market in question relative to U.S market.

Total equity risk premium = Risk Premium_{US}* $\sigma_{\text{Country Equity}} / \sigma_{\text{Country Bond}}$

- Standard Deviation in Sensex = 30%
- Standard Deviation in Indian government bond= 20%
- Default spread on Indian Bond= 3%
- Total equity risk premium for India = 4.5% + 3% (30/20) = 9%

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		Spain	9.00%	3.00%	Albania	12.00% 6.00%	Bangladesh	10.88% 4.88%
		Austria	6.00%	0.00%	Armenia	10.13% 4.13%	Cambodia	13.50% 7.50%
Country Ris	sk Premium	Selgium	7.05%	1.05%	Azerbaijan	9.00% 3.00%	China	7.05% 1.05%
June 2012		Cyprus	10.88%	4.88%	Belarus	15.00% 9.00%	Fiji Islands	12.00% 6.00%
		Denmark	6.00%	0.00%	Bosnia	15.00% 9.00%	Hong Kong	6.38% 0.38%
-		Finland	6.00%	0.00%	Bulgaria	8.63% 2.63%	India	9.00% 3.00%
	~~~	France	6.00%	0.00%	Croatia	9.00% 3.00%	Indonesia	9.00% 3.00%
Canada 🧲	6.00% 0.00%	Germany	6.00%	0.00%	Czech Republic	7.28% 1.28%	Japan MM	7.05% 1.05%
United States	6.00% 0.00%	Greece	16.50%	10.50%	Estonia	7.28% 1.28%	Korea	7.28% 1.28%
		Iceland	9.00%	3.00%	Georgia	10.88% 4.88%	Macao	7.05% 1.05%
		Ireland	9.60%	3.60%	Hungary	9.60% 3.60%	Malaysia	7.73% 1.73%
Argentina	15.00% 9.00%	Italy	7.73%	1.73%	Kazakhstan	8.63% 263%	Mongolia	12.00% 6.00%
Belize	9.00% 3.00%	Malta	7.73%	1.73%	Latvia	9.00% 3.00%	Pakistan	15.00% 9.00%
Bolivia	10.88% 4.88%	Netherlands	6.00%	0.00%	Dithuania	8.25% 2.25%	New Guinea	12.00% 6.00%
Brazil	8.63% 2.63%	Norway	6.00%	0.00%	Moldova	15.00% 9.00%	Philippines	10.13% 4.13%
Chile	7.05% 1.05%	Portugal	10.88%	4.88%	Montenegro	10.88% 4.88%	Singapore	6.00% 0.00%
Colombia	9.00% 3.00%	Sweden	6.00%	0.00%	Poland	7.50% 1.50%	Sri Lanka	12.00% 6.00%
Costa Rica	9.00% 3.00%	Switzerland	6.00%	0.00%	Romania	9.00% 3.00%	Taiwan	7.05% 1.05%
Ecuador	18.75% 12.75%	United Kingdom	6.00%	0.00%	Russia	8.25% 2.25%	Thailand	8.25% 2.25%
El Salvador	10.13% 4.13%				Slovakia	7.50% 1.50%	Turkey	9.60% 3.60%
Guatemala	9.60% 3.60%	Angola 10.	88% 4.88	<u>3%</u>	Slovenia [1]	7.50% 1.50%	Vietnam	12.00% 6.00%
Honduras	13.50% 7.50%	Botswana 7.	50% 1.50	<u>)%</u>	Ukraine	13.50% 7.50%	- /	r.
Mexico	8.25% 2.25%	Egypt 13.	50% 7.50	$\frac{0\%}{2}$	Bahrain	8.25% 2.25%		Þ
Nicaragua	15.00% 9.00%	Mauritius 8.	25% 2.25	<u>%</u>	Israel	7.28% 1.28%	Australia	6.00% 0.00%
Panama	9.00% 3.00%	Morocco 9.	60% 3.60	<u>)%</u>	Jordan	10.13% 4.13%	New Zealand	6.00% 0.00%
Paraguay	12.00% 6.00%	Namibia 9.	00% 3.00	<u>)%</u>	Kuwait	6.75% 0.75%		
Peru	9.00% 3.00%	South Africa 7.	/3% 1./3	<u>8%</u>	Lebanon	12.00% 6.00%	Black #: Total	ERP
Uruguay	9.60% 3.60%	Tunisia 9.	00% 3.00	<u>)%</u>	Oman	7.28% 1.28%	Red #: Countr	y risk premium
Venezuela	12.00% 6.00%				Qatar	6.75% 0.75%	1	
					Saudi Arabia	7.05% 1.05%	1	
					UAE	6.75% 0.75%		

## Lesson 3: Emerging Market Risk Exposure can vary across companies...

Approach 1: Assume that every company in the country is equally exposed to country risk. In this case,

E(Return) = Riskfree Rate + Country ERP + Beta (US premium)

Approach 2: Assume that a company's exposure to country risk is similar to its exposure to other market risk.

E(Return) = Riskfree Rate + Beta (US premium + Country ERP)

Approach 3: Treat country risk as a separate risk factor and allow firms to have different exposures to country risk (perhaps based upon the proportion of their revenues come from non-domestic sales)

E(Return)=Riskfree Rate+  $\beta$  (US premium) +  $\lambda$  (Country ERP)

Country ERP: Additional country equity risk premium

## Estimating Company Exposure to Country Risk

- Different companies should be exposed to different degrees to country risk. For instance, a Korean firm that generates the bulk of its revenues in Western Europe and the US should be less exposed to country risk than one that generates all its business within Korea.
- The factor " $\lambda$ " measures the relative exposure of a firm to country risk. One simplistic solution would be to do the following:

 $\lambda = \%$  of revenues domestically_{firm}/ % of revenues domestically_{avg firm}

Consider two firms – Tata Motors and Tata Consulting Services, both Indian companies. In 2008-09, Tata Motors got about 91.37% of its revenues in India and TCS got 7.62%. The average Indian firm gets about 80% of its revenues in India:

$$\begin{split} \lambda_{Tata\;Motors} &= 91\%/80\% = 1.14 \\ \lambda_{TCS} &= 7.62\%/80\% = 0.09 \end{split}$$

- There are two implications
  - A company's risk exposure is determined by where it does business and not by where it is incorporated.
  - Firms might be able to actively manage their country risk exposures

### Estimating lambdas: Tata Group

	Tata Chemicals	Tata Steel	Tata Motors	TCS
				105
% of production/ operations in India	High	High	High	Low
% of revenues in India	75%	88.83%	91.37%	7.62%
Lambda	0.75	1.10	0.80	0.20
Other factors	Gets 77% of its raw material from non- domestic sources,		Recently acquired Jaguar/Land Rover, with significant non- domestic sales	While its operations are spread all over, it uses primarily Indian personnel

#### Lesson 4: Beta is not just a statistical artifact...



#### And has roots in fundamentals...



#### Bottom-up Betas



#### Bottom Up Beta Estimates for Tata Companies

		Tata		
	Tata Chemicals	Steel	Tata Motors	TCS
Business	Chemicals &			Software &
breakdown	Fertilizers	Steel	Automobiles	Information Processing
Unlevered beta	0.94	1.23	0.98	1.05
D/E Ratio	43.85%	42.03%	33.87%	0.03%
Levered Beta	1.21	1.57	1.20	1.05

#### A closer look at Tata Chemicals

	% of revenues	Unlevered Beta
Chemicals	42%	1.05
Fertilizers	58%	0.86
Company		0.94

### TCS: Geographical breakdown

	Beta	Equity Risk Premium	Rs Cost of equity
US & Canada	1.05	4.50%	9.73%
UK	1.05	4.50%	9.73%
Europe	1.05	4.50%	9.73%
India	1.05	9%	14.45%
AsiaPacific	1.05	7%	12.35%
Latin America	1.05	10%	15.50%
Middle East & Africa	1.05	12%	17.60%

#### Lesson 5: Work on your base year earnings...

![](_page_24_Figure_1.jpeg)

#### Normalizing Earnings: Tata Motors

	Tata Chemicals	Tata Steel	Tata Motors (actual)	Tata Motors (normalized)	TCS
EBIT (1-t)	INR 5,833	INR 60,213	INR 13,846	INR 20,117	INR 43,420
- Net Cap Ex	INR 5,832	INR 61,620	INR 31,590	INR 31,590	INR 5,611
- Chg in WC	INR 4,229	-INR 3,658	INR 2,732	INR 2,732	INR 6,130
FCFF	-INR 4,229	INR 2,252	-INR 20,476	-INR 14,205	INR 31,679

Normalized EBIT = Normalized EBT + Interest Expense in 2009 = Rs 18,727 + Rs 6,737 m= Rs 25,464 m

Normalized EBT = Revenues in 2009 * Average Margin = Rs 265,868 m* 7.04% = Rs 18,727 m

	2004	2005	2006	2007	2008	Total
Revenues	INR 206,487	INR 242,905	INR 320,648	INR 335,771	INR 295,252	INR 1,401,063
EBT	INR 16,519	INR 20,534	INR 25,732	INR 25,765	INR 10,138	INR 98,688
EBT Margin	8.00%	8.45%	8.02%	7.67%	3.43%	7.04%

# Lesson 6: For capital expenditures, look past narrow accounting categorizations...

![](_page_26_Figure_1.jpeg)

# Lesson 7: History provides little information on growth and managers are no help...

- Historical earnings growth has always been a poor measure of future growth and is even less reliable in markets that are changing and dynamic.
  - Trusting other analysts or managers to estimate or provide growth rates for the the future is futile. Not only are they biased but they have little basis for their forecasts (other than hope and prayer).
- So, tie growth to fundamentals:

![](_page_27_Figure_4.jpeg)

#### The key number driving value: Return on Invested Capital

![](_page_28_Figure_1.jpeg)

#### Lesson 8: Don't make the terminal value an ATM

![](_page_29_Figure_1.jpeg)

#### Four Rules for Terminal value

- <u>Respect the cap</u>: The stable growth rate <u>cannot exceed the growth rate of the</u> <u>economy</u> but it can be set lower. One simple proxy for the nominal growth rate of the economy is the riskfree rate.
  - Riskfree rate = Expected inflation + Expected Real Interest Rate
  - Nominal growth rate in economy = Expected Inflation + Expected Real Growth
- Stable period excess returns: Firms that generate returns on capital that vastly exceed their costs of capital should see these excess returns shrink in stable growth as competition enters and size works against them.
- Reinvest to grow: Growth is never free and this is especially true in stable growth. To grow at a perpetual rate, firms have to reinvest and how much they reinvest will be a function of the return on capital:

Reinvestment Rate = Stable growth rate/ Stable ROC

- Adjust risk and cost of capital: The cost of equity and capital in stable growth should be reflective of a mature firm in stable growth. In particular,
  - Betas should move towards one
  - Debt ratios should converge on long-term sustainable averages

### Terminal Value and Growth: Contrasts

Stable growth rate	Tata Chemicals	Tata Steel	Tata Motors	TCS
0%	INR 80,187	INR 674,891	INR 435,686	INR 1,869,744
1%	INR 80,187	INR 674,891	INR 441,901	INR 1,949,941
2%	INR 80,187	INR 674,891	INR 449,598	INR 2,051,468
3%	INR 80,187	INR 674,891	INR 459,376	INR 2,184,144
4%	INR 80,187	INR 674,891	INR 472,214	INR 2,364,898
5%	INR 80,187	INR 674,891	INR 489,813	INR 2,625,649
Return on capital	9.78%	11.16%	12.00%	15.00%
Cost of capital	9.78%	11.16%	10.39%	9.52%

#### Lesson 9: A dollar in cash is not always worth a dollar...

![](_page_32_Figure_1.jpeg)

#### Lesson 10: Watch out for cross holdings..

Cross holdings in other firms can create problems because the accounting for these holdings can vary widely across countries, across companies and even within the same company, across different holdings. In particular,

• How the income from these holdings is accounted for in the income statement

- What is counted as income? (Operating income, Net income or just dividends)
- Where is it shown? (Above or below the operating income line)
- How much of the income is shown? (The share of the holding, 100%?)
- How is the value of the asset recorded on the balance sheet?
  - Is it recorded at original cost, updated book value or market value?
  - Is just the net value of the holding shown or are all of the assets and liabilities recorded?
- In a perfect world, we would strip the parent company from its subsidiaries and value each one separately. The value of the combined firm will be
  - Value of parent company + Proportion of value of each subsidiary

#### Three compromise solutions...

- <u>The market value solution</u>: When the subsidiaries are publicly traded, you could use their traded market capitalizations to estimate the values of the cross holdings. You do risk carrying into your valuation any mistakes that the market may be making in valuation.
- <u>The relative value solution</u>: When there are too many cross holdings to value separately or when there is insufficient information provided on cross holdings, you can convert the book values of holdings that you have on the balance sheet (for both minority holdings and minority interests in majority holdings) by using the average price to book value ratio of the sector in which the subsidiaries operate.
- The "take what I can get" solution: Estimate the market value of those holdings that are publicly traded, the relative value of those holdings where there are publicly traded investments to obtain multiples from and book value for the rest.