MY VALUATION JOURNEY: HAVE FAITH, YOU MUST!

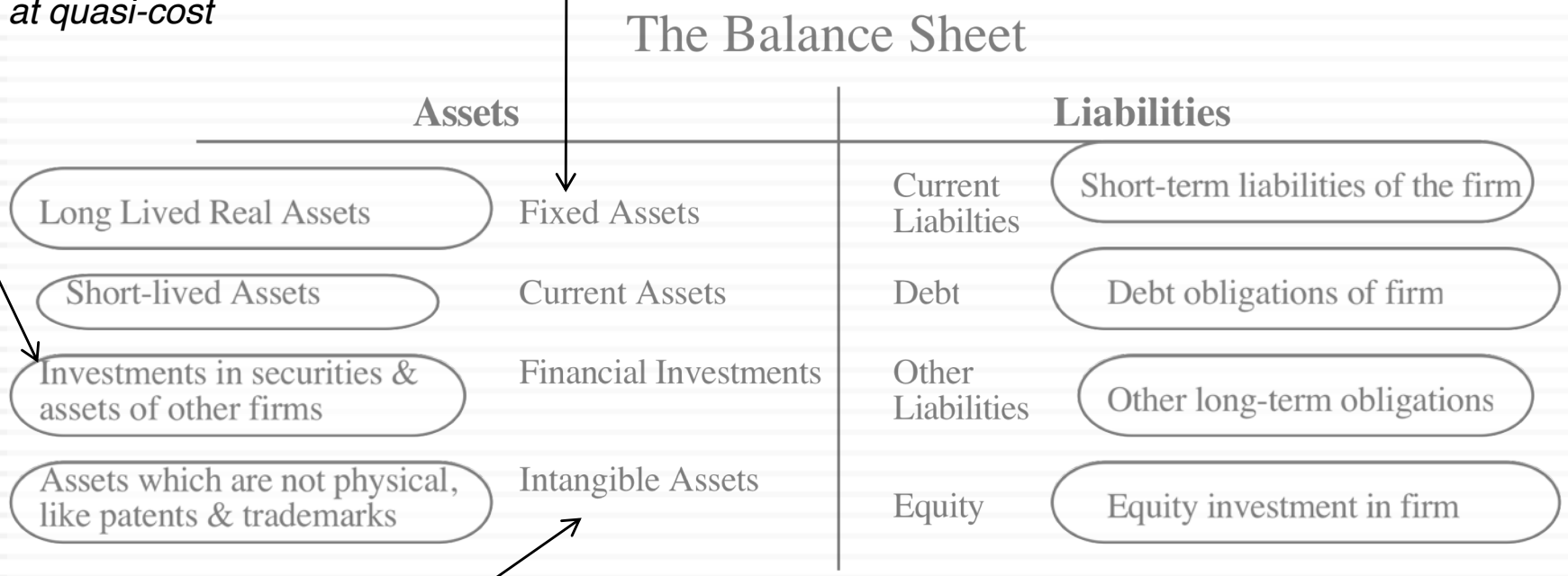
March 2018

Aswath Damodaran

I. Don't mistake accounting for finance

Valued based upon motive for investment – some marked to market, some recorded at cost and some at quasi-cost

Assets are recorded at original cost, adjusted for depreciation.



True intangible assets like brand name, patents and customer did not show up. The only intangible asset of any magnitude (goodwill) is a plug variable that is of consequence only if you do an acquisition.

Equity reflects original capital invested and historical retained earnings.

Infosys: Balance Sheet in March 2018

Particulars	Note	As at March 31, 2017	2016	As at April 1, 2015
ASSETS				
Non-current assets				
Property, plant and equipment	2.4	9,751	8,637	7,685
Capital work-in-progress		1,365	960	776
Goodwill	2.5	3,652	3,764	3,091
Other intangible assets	2.5	776	985	638
Investment in associate	2.25	71	103	93
Financial assets				
Investments	2.6	6,382	1,714	1,305
Loans	2.7	29	25	31
Other financial assets	2.8	309	286	173
Deferred tax assets (net)	2.17	540	536	536
Income tax assets (net)	2.17	5,716	5,230	4,089
Other non-current assets	2.11	1,059	1,357	698
Total non-current assets		29,650	23,597	19,115
Current assets				
Financial assets				
Investments	2.6	9,970	75	874
Trade receivables	2.9	12,322	11,330	9,713
Cash and cash equivalents	2.10	22,625	32,697	30,367
Loans	2.7	272	303	222
Other financial assets	2.8	5,980	5,190	4,527
Other current assets	2.11	2,536	2,158	1,541
Total current assets		53,705	51,753	47,244
Total assets		83,355	75,350	66,359
EQUITY AND LIABILITIES				
Equity				
Equity share capital	2.13	1,144	1,144	572
Other equity		67,838	60,600	54,198
Total equity attributable to equity holders of the Company		68,982	61,744	54,770
Non-controlling interests		–	–	–
Total equity		68,982	61,744	54,770
Liabilities				
Non-current liabilities				
Financial liabilities				
Other financial liabilities	2.14	70	69	–
Deferred tax liabilities (net)	2.17	207	252	159
Other non-current liabilities	2.15	83	46	47
Total non-current liabilities		360	367	206
Current liabilities				
Financial liabilities				
Trade payables		367	386	140
Other financial liabilities	2.14	6,349	6,302	5,983
Other current liabilities	2.15	3,007	2,629	1,964
Provisions	2.16	405	512	478
Income tax liabilities (net)	2.17	3,885	3,410	2,818
Total current liabilities		14,013	13,239	11,383
Total equity and liabilities		83,355	75,350	66,359

The financial balance sheet

Recorded at intrinsic value (based upon cash flows and risk), not at original cost

Value will depend upon magnitude of growth investments and excess returns on these investments

Intrinsic value of equity, reflecting intrinsic value of assets, net of true value of debt outstanding.

Infosys: Financial Balance Sheet

5

	Value		Value
Assets in Place	₹ 167,961	Debt	₹ -
Growth Assets	₹ 47,751	Equity	₹ 244,893
Cash & Non-operating Assets	₹ 29,181		

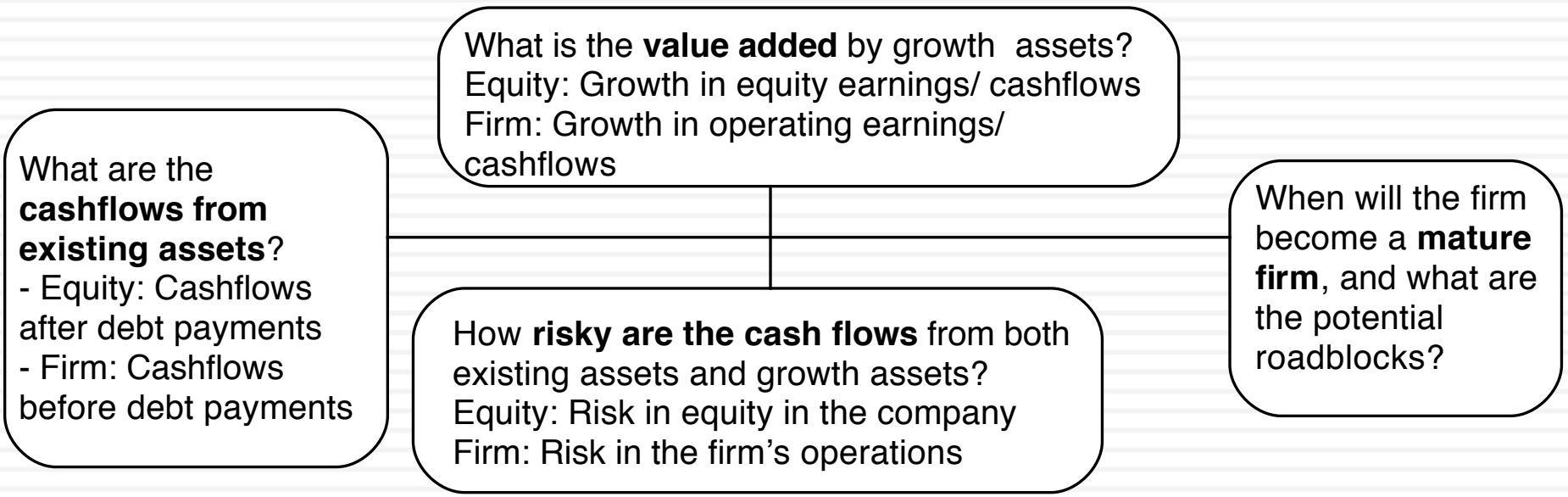
II. Don't assume that D+CF = DCF

- The value of a risky asset can be estimated by discounting the expected cash flows on the asset over its life at a risk-adjusted discount rate:

$$\text{Value of asset} = \frac{E(CF_1)}{(1+r)} + \frac{E(CF_2)}{(1+r)^2} + \frac{E(CF_3)}{(1+r)^3} \ldots\ldots + \frac{E(CF_n)}{(1+r)^n}$$

1. *The IT Proposition*: If "it" does not affect the cash flows or alter risk (thus changing discount rates), "it" cannot affect value.
2. *The DUH Proposition*: For an asset to have value, the expected cash flows have to be positive some time over the life of the asset.
3. *The DON'T FREAK OUT Proposition*: Assets that generate cash flows early in their life will be worth more than assets that generate cash flows later; the latter may however have greater growth and higher cash flows to compensate.

The drivers of value..



DCF as a tool for intrinsic valuation

Value of growth
The future cash flows will reflect expectations of how quickly earnings will grow in the future (as a positive) and how much the company will have to reinvest to generate that growth (as a negative). The net effect will determine the value of growth.
Expected Cash Flow in year t = E(CF) = Expected Earnings in year t - Reinvestment needed for growth

Cash flows from existing assets
The base earnings will reflect the earnings power of the existing assets of the firm, net of taxes and any reinvestment needed to sustain the base earnings.

$$\text{Value of asset} = \frac{E(CF_1)}{(1+r)} + \frac{E(CF_2)}{(1+r)^2} + \frac{E(CF_3)}{(1+r)^3} \ldots\ldots + \frac{E(CF_n)}{(1+r)^n}$$

Steady state
The value of growth comes from the capacity to generate excess returns. The length of your growth period comes from the strength & sustainability of your competitive advantages.

Risk in the Cash flows
The risk in the investment is captured in the discount rate as a beta in the cost of equity and the default spread in the cost of debt.

1. Cash Flows

To get to cash flow	Here is why
Operating Earnings	This is the earnings before interest & taxes you generate from your existing assets. Operating Earnings = Revenues * Operating Margin Measures the operating efficiency of your assets & can be grown either by growing revenues and/or improving margins.
(minus) Taxes	These are the taxes you would pay on your operating income and are a function of the tax code under which you operate & your fidelity to that code.
(minus) Reinvestment	Reinvestment is designed to generate future growth and can be in long term and short term assets. Higher growth usually requires more reinvestment, and the efficiency of growth is a function of how much growth you can get for your reinvestment.
Free Cash Flow to the Firm	This is a pre-debt cash flow that will be shared by lenders (as interest & principal payments) and by equity investors (as dividends & buybacks).

Infosys: From Revenues to Cash flows

Year	2013	2014	2015	2016	2017	LTM
Revenues	₹ 401,674	₹ 494,280	₹ 544,568	₹ 629,679	₹ 661,427	₹ 683,119
Operating Income	₹ 104,301	₹ 120,439	₹ 143,972	₹ 159,193	₹ 163,283	₹ 165,945
Effective Tax Rate	26.3%	27.6%	28.6%	28.0%	28.0%	21.0%
After-tax Operating Income	**₹ 76,823**	**₹ 87,180**	**₹ 102,845**	**₹ 114,579**	**₹ 117,494**	**₹ 131,155**
- (Cap Ex - Depreciation)	₹ 21,229	₹ 13,542	₹ 25,006	₹ 20,810	₹ 11,080	₹ 2,936
- Change in non-cash WC	₹ 10,859	₹ 1,498	₹ 11,503	₹ 22,799	₹ 18,791	₹ 766
FCFF	**₹ 44,734**	**₹ 72,140**	**₹ 66,336**	**₹ 70,970**	**₹ 87,623**	**₹ 127,453**
Reinvestment Rate	41.77%	17.25%	35.50%	38.06%	25.42%	2.82%

Includes acquisitions

2. Discount rates

Expected Return on a Risky Investment = Cost of Equity

=

Risk free Rate
Rate of return on a long term, default free bond.

Will vary across currencies and across time.

+

Beta
Relative measure of risk added to a diversified portfolio.

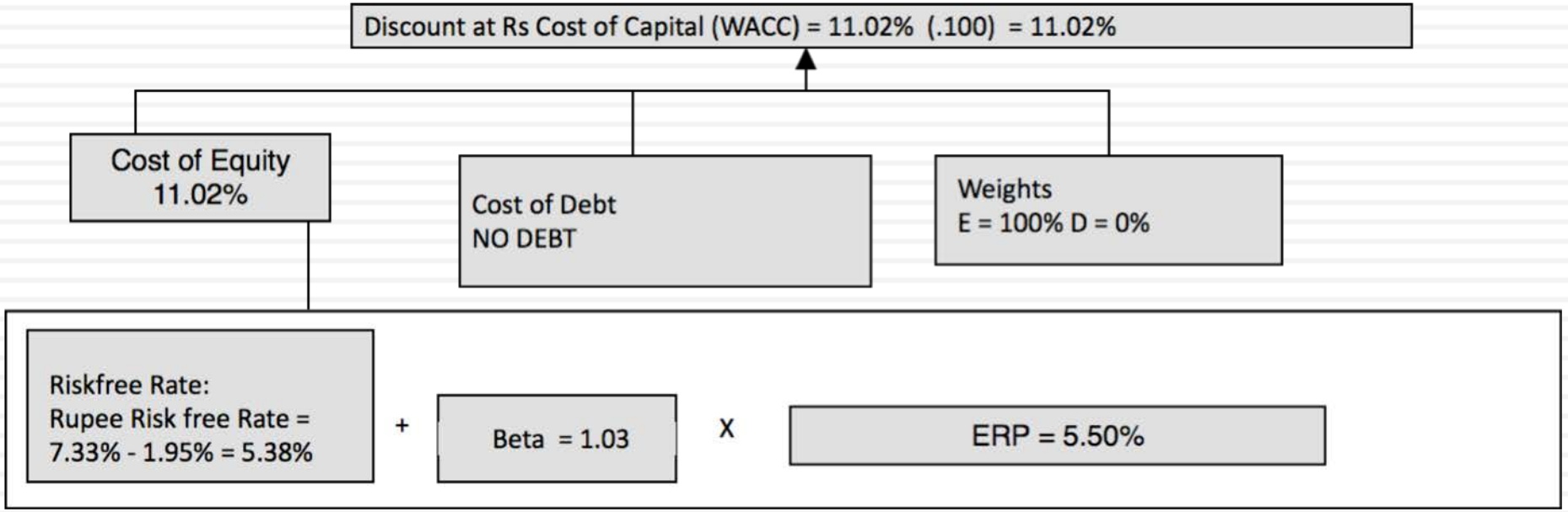
Determined by the business or businesses that you operate in, with more exposure to macro economic risk translating into a higher beta.

X

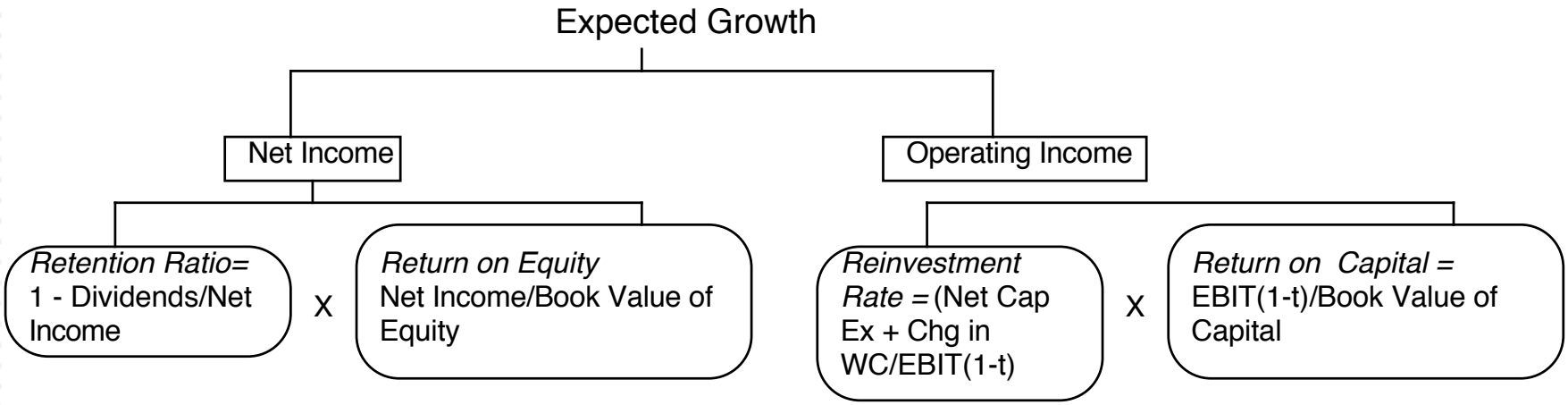
Equity Risk Premium
Premium investors demand over and above the risk free rate for investing in equities as a class.

Function of the countries that you do business in and how much value you derive from each country.

Infosys: Cost of capital

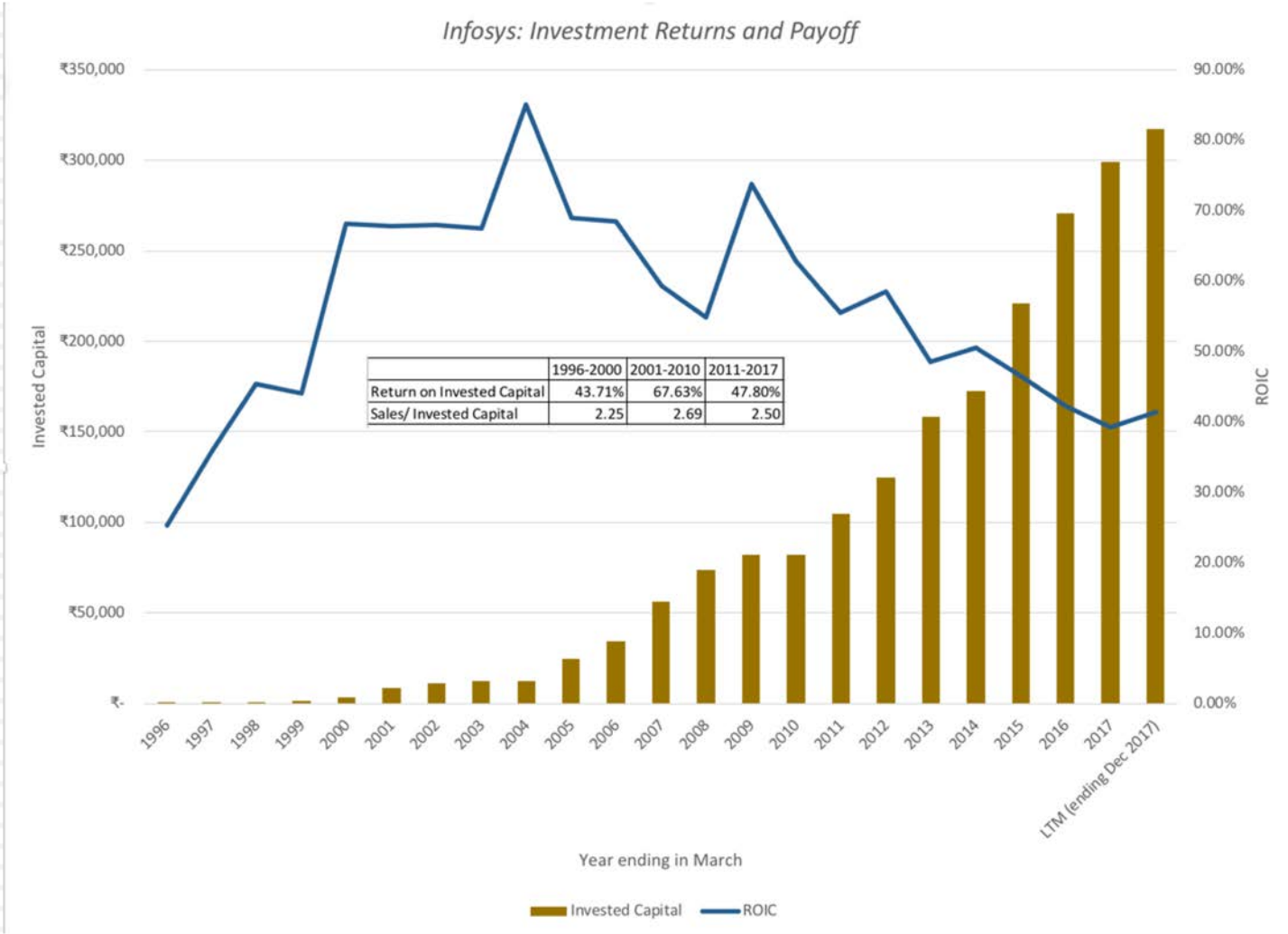


3. Expected Growth



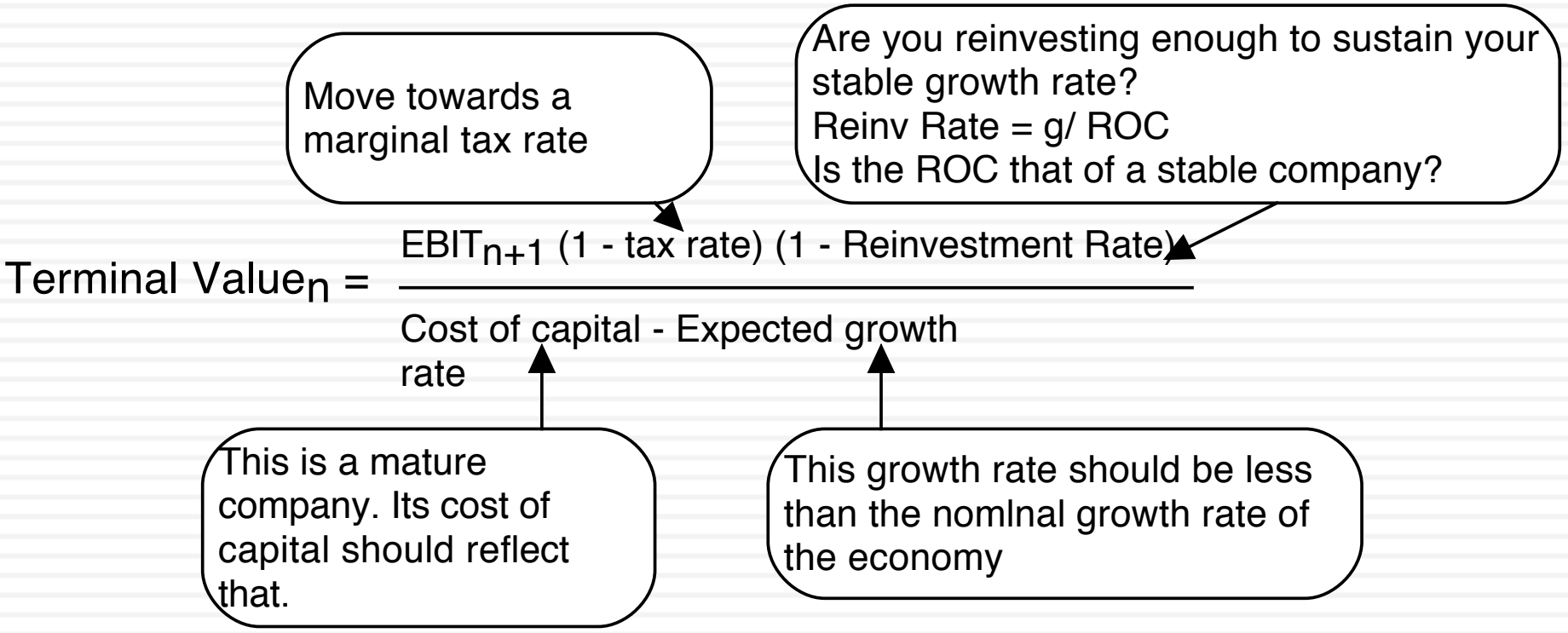
- Quality growth is rare and requires that a firm be able to reinvest a lot and reinvest well (earnings more than your cost of capital) at the same time.
- The larger you get, the more difficult it becomes to maintain quality growth.
- You can grow while destroying value at the same time.

Infosys: Return on Invested Capital



	1996-2000	2001-2010	2011-2017
Return on Invested Capital	43.71%	67.63%	47.80%
Sales/ Invested Capital	2.25	2.69	2.50

4. The Terminal Value

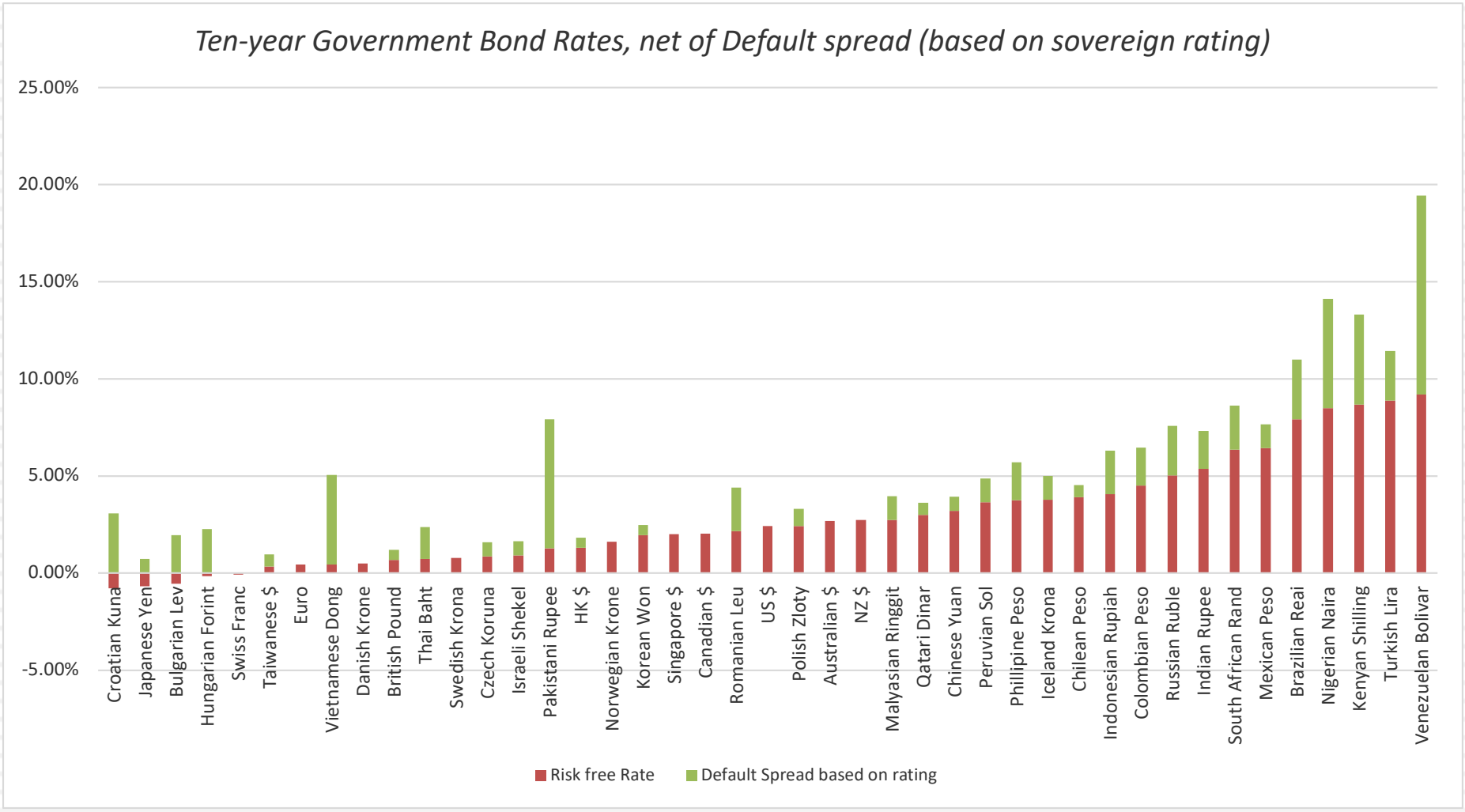


1. The government bond rate is not always the risk free rate

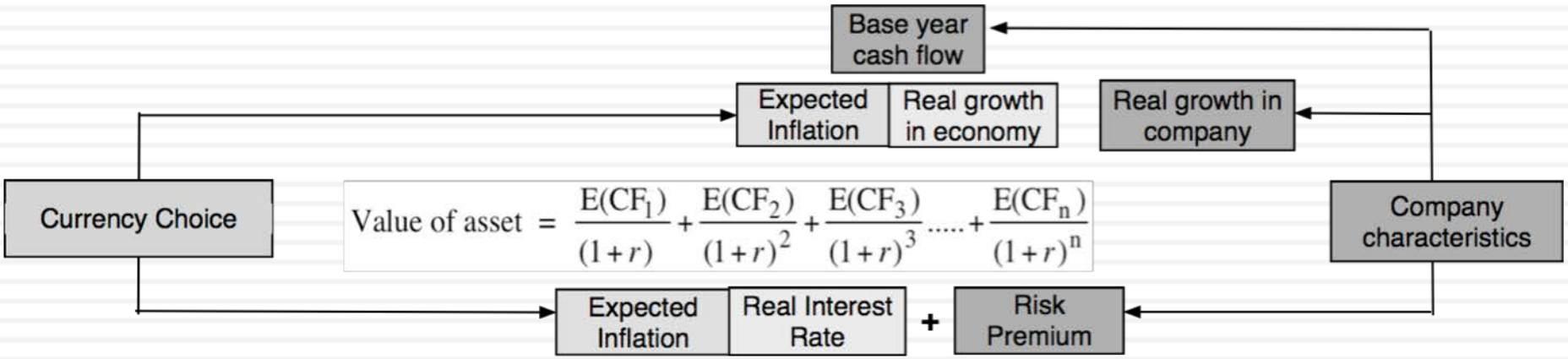
- The risk free rate in a currency is the guaranteed rate that you will earn on a long term investment. For a security to be risk free, its issuing entity has to have no default risk. That is why we are often asked to use government bond rates as risk free rates.
- But not all governments are default free. In fact, almost half of all sovereign defaults in the last 30 years have been in the local currency.
- To value Infosys in Rupees, you need a risk free rate in Rupees. The Indian Rupee government bond was yielding 7.33% on March 28, 2018. The bond rating for India is Baa2, with a default spread of 1.95%, yielding a riskfree rate of 5.38%.

Riskfree rate in INR = 7.33% - 1.95% = 5.38%

And understand why currencies matter (and do not)



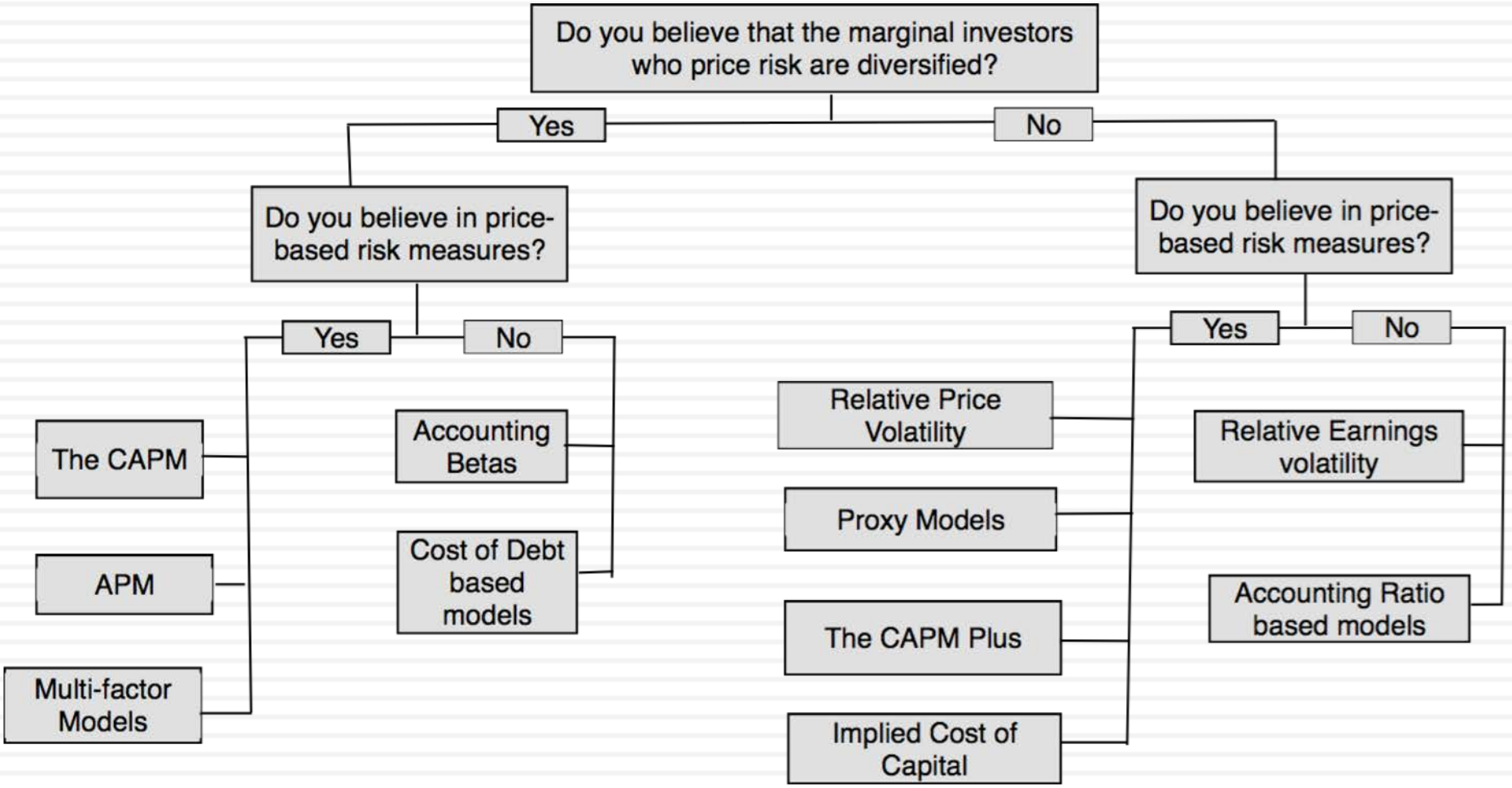
The Currency Effect



Valuing Infosys in Rupees and Dollars

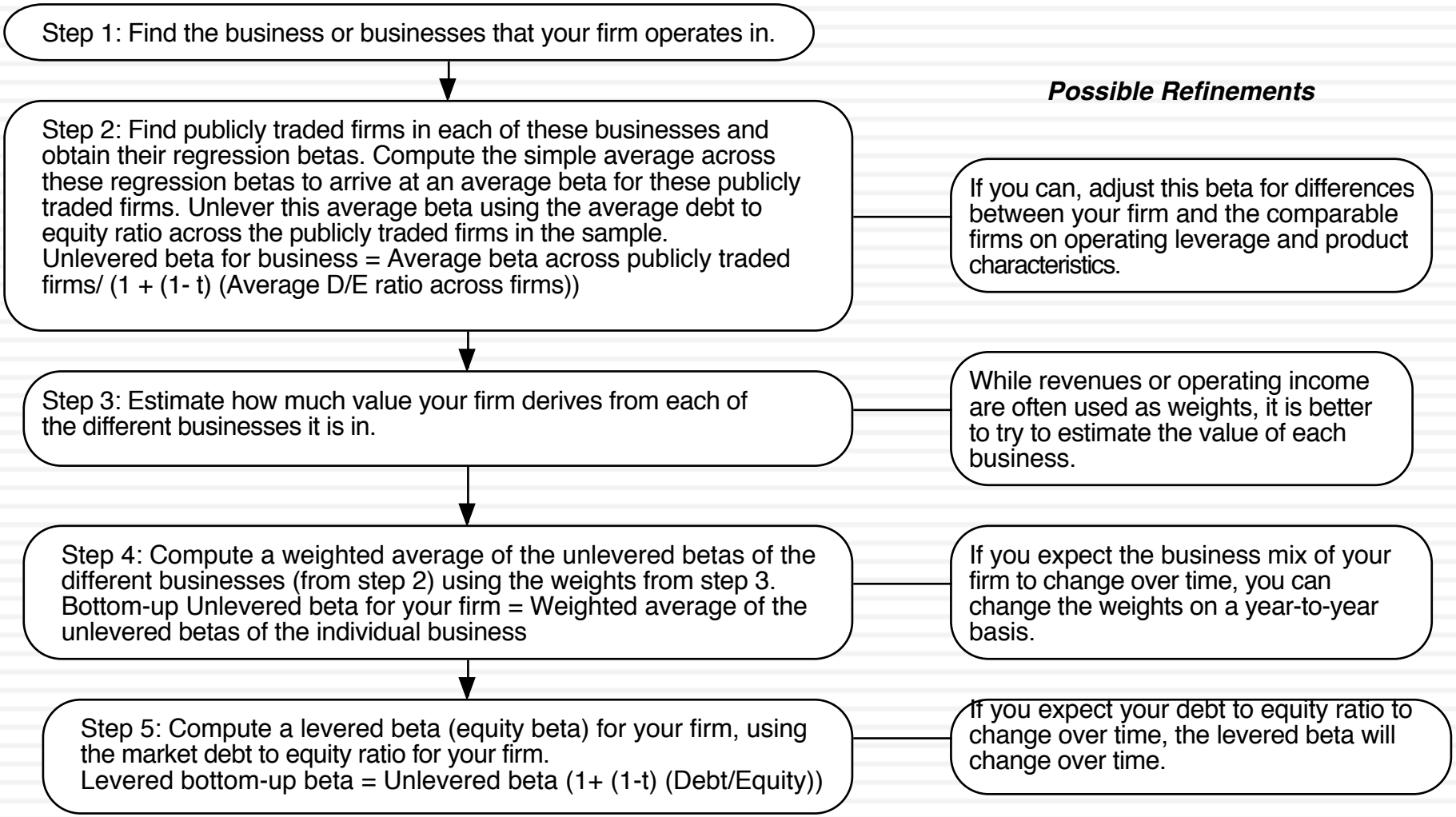
	In Rupees	In Dollars
Risk free Rate	5.38%	2.85%
Expected growth rate	10.00% for next 5 years, scaling down to 5.38% in year 10 (and forever)	7.37% for next 5 years, scaling down to 2.85% in year 10 (and forever)
Return on Capital	Marginal ROIC of 39.70%, scaling down to 15% forever	Marginal ROIC of 37.68%, scaling down to 12.36% forever.
Cost of capital	11.02% for next 5 years, scaling down to 9.88% in year 10 (and beyond)	8.36% for next 5 years, scaling down to 7.23% in year 10 (and beyond)
Value per share	Rs 1072.22 per share about 7% below stock price of Rs 1,150/share	$16.86 per share about 7% below stock price of $18.02/share

2. Don't let your "beta" dislike get in the way of assessing risk



And if you do use betas, don't use a regression beta

Bottom-up Betas



Infosys: A Bottom up Beta

- Based on its business breakdown into software and services.

Business	Revenues	EV/Sales	Estimated Value	Value Weight	Unlevered Beta
Computer Software	₹ 2,101	6.3640	₹ 13,371	13.51%	1.1114
Computer Services	₹ 66,383	1.2899	₹ 85,630	86.49%	1.0136
Company	₹ 68,484		₹ 99,001		1.0268

Levered Beta = 1.03 (1+ (1-.30)(0)) = 1.03

- Infosys provides a breakdown of its clients, by business type.

Business	*Revenues*	*Weight*	*Unlevered Beta*
Financial Services	₹ 18,555	28.00%	1.0703
Manufacturing	₹ 7,507	11.33%	1.0377
Energy	₹ 15,430	23.28%	0.9133
Retail	₹ 11,225	16.94%	0.6958
Healthcare	₹ 8,437	12.73%	0.7202
Hi-tech	₹ 5,122	7.73%	0.8837
Company	**₹ 66,276**		**0.9076**

3. Risk is not in the past..

	Arithmetic Average		Geometric Average	
	Stocks - T. Bills	Stocks - T. Bonds	Stocks - T. Bills	Stocks - T. Bonds
1928-2017	8.09%	6.38%	6.26%	4.77%
Std Error	2.10%	2.24%		
1968-2017	6.58%	4.24%	5.28%	3.29%
Std Error	2.39%	2.70%		
2008-2017	9.85%	5.98%	8.01%	4.56%
Std Error	6.12%	8.70%		

- If you are going to use a historical risk premium, make it
  - Long term (because of the standard error)
  - Consistent with your risk free rate
  - A "compounded" average
- No matter which estimate you use, recognize that it is backward looking, is noisy and may reflect selection bias.

But in the future..

Base year cash flow (last 12 mths)
Dividends (TTM): 48.12
+ Buybacks (TTM): 60.16
= Cash to investors (TTM): **108.28**

Expected cashflow growth in next 5 years
Cash flow growth = Top down analyst estimate of earnings growth for S&P 500 = 7.05%

	Last 12 months	1	2	3	4	5	*Terminal Year*
Expected Earnings	124.94	133.75	143.18	153.27	164.08	175.64	179.88
Expected Dividends + Buybacks =	108.28	$ 115.91	$ 124.08	$ 132.83	$ 142.19	$ 152.22	155.88

Earnings and Cash flows grow @2.41% (set equal to risk free rate) a year forever.

S&P 500 on 1/1/18= **2673.61**

$$2673.61 = \frac{115.91}{(1+r)} + \frac{124.08}{(1+r)^2} + \frac{132.82}{(1+r)^3} + \frac{142.19}{(1+r)^4} + \frac{152.22}{(1+r)^5} + \frac{152.22\ (1.0241)}{(r-0.0241)(1+r)^5}$$

The last term in this equation is the expected index level at the end of year 5 (capturing price appreciaiton)

Solve for r

r = Implied Expected Return on Stocks = 7.49%

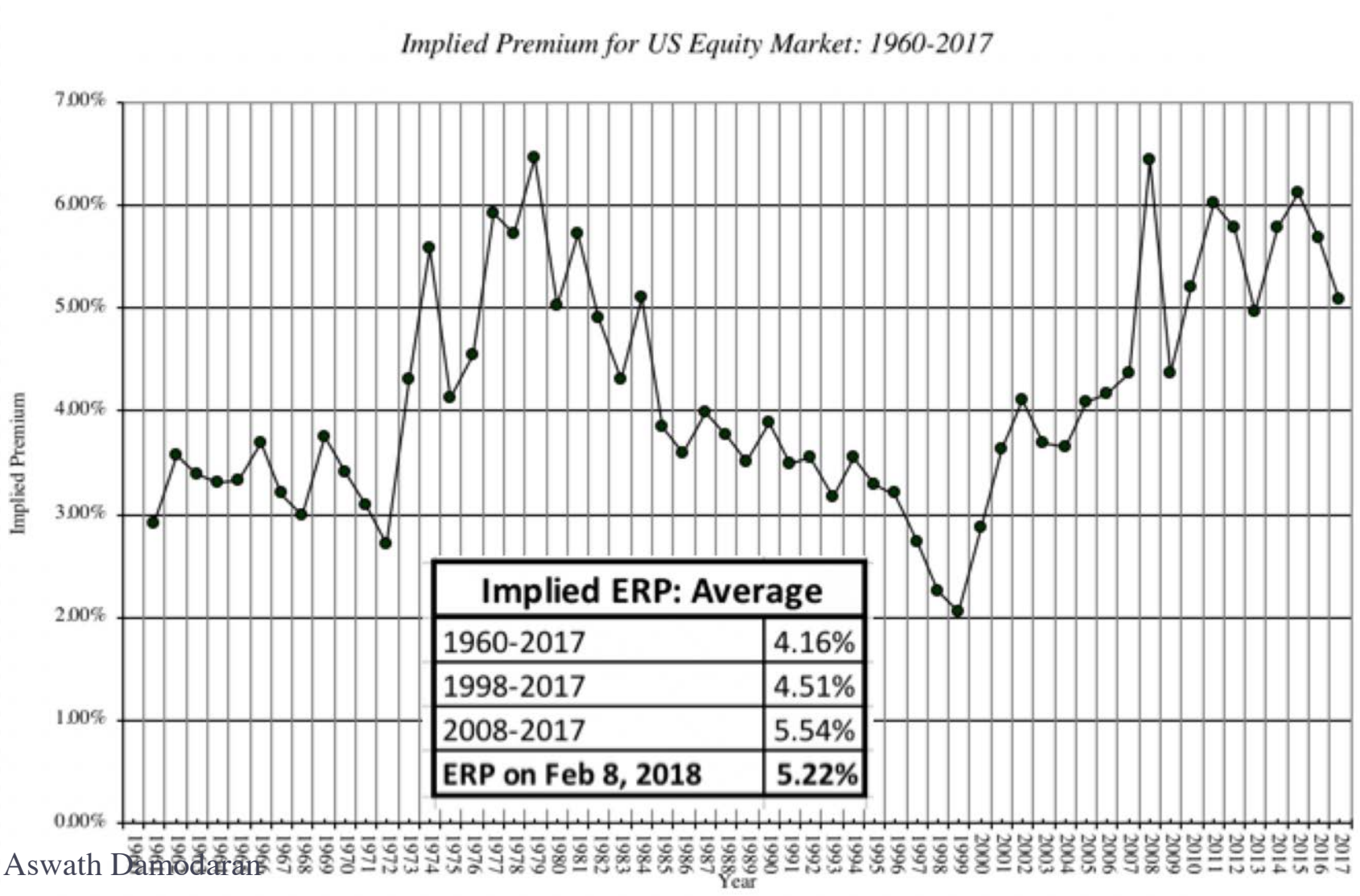
Minus

Risk free rate = T.Bond rate on 1/1/18= 2.41%

Equals

Implied Equity Risk Premium (1/1/18) = 7.49% - 2.41% = **5.08%**

Implied ERP for the S&P 500: History



4. Globalization is not a buzz word

- As companies get globalized, the valuations that we do have to reflect that globalization. In particular, we need to be wary of
  - Currency mismatches: Multinationals derive their revenues in many currencies but you have to be currency-consistent.
  - Beta gaming: When a company is listed in many markets, you can get very different betas, depending on how you set up and run a beta regression
  - Equity Risk Premiums: The standard practice of estimating equity risk premiums based on your country of incorporation will lead to skewed valuations.

ERP : Jan 2018

Andorra	Baa2	7.27%	2.19%
Austria	Aa1	5.54%	0.46%
Belgium	Aa3	5.78%	0.70%
Cyprus	Ba3	9.23%	4.15%
Denmark	Aaa	5.08%	0.00%
Finland	Aa1	5.54%	0.46%
France	Aa2	5.65%	0.57%
Germany	Aaa	5.08%	0.00%
Greece	Caa2	15.46%	10.38%
Guernsey	Aa3	5.78%	0.70%
Iceland	A3	6.46%	1.38%
Ireland	A2	6.06%	0.98%
Isle of Man	Aa2	5.65%	0.57%
Italy	Baa2	7.27%	2.19%
Jersey	Aa3	5.78%	0.70%
Liechtenstein	Aaa	5.08%	0.00%
Luxembourg	Aaa	5.08%	0.00%
Malta	A3	6.46%	1.38%
Netherlands	Aaa	5.08%	0.00%
Norway	Aaa	5.08%	0.00%
Portugal	Ba1	7.96%	2.88%
Spain	Baa2	7.27%	2.19%
Sweden	Aaa	5.08%	0.00%
Switzerland	Aaa	5.08%	0.00%
Turkey	Ba1	7.96%	2.88%
United Kingdom	Aa2	5.65%	0.57%
Western Europe		6.01%	0.93%

Canada	Aaa	5.08%	0.00%
United States	Aaa	5.08%	0.00%
North America		5.08%	0.00%

Caribbean		11.39%	6.31%

Argentina	B2	11.42%	6.34%
Belize	B3	12.58%	7.50%
Bolivia	Ba3	9.23%	4.15%
Brazil	Ba2	8.54%	3.46%
Chile	Aa3	5.78%	0.70%
Colombia	Baa2	7.27%	2.19%
Costa Rica	Ba2	8.54%	3.46%
Ecuador	B3	12.58%	7.50%
El Salvador	Caa1	13.72%	8.64%
Guatemala	Ba1	7.96%	2.88%
Honduras	B1	10.27%	5.19%
Mexico	A3	6.46%	1.38%
Nicaragua	B2	11.42%	6.34%
Panama	Baa2	7.27%	2.19%
Paraguay	Ba1	7.96%	2.88%
Peru	A3	6.46%	1.38%
Suriname	B1	10.27%	5.19%
Uruguay	Baa2	7.27%	2.19%
Venezuela	Caa3	16.60%	11.52%
Latin America		8.63%	3.55%

Angola		11.42%	6.34%
Botswana		6.06%	0.98%
Burkina Faso		11.42%	6.34%
Cameroon		11.42%	6.34%
Cape Verde		11.42%	6.34%
Congo (DR)		12.58%	7.50%
Congo (Rep of)		15.46%	10.38%
Côte d'Ivoire		9.23%	4.15%
Egypt		12.58%	7.50%
Ethiopia		10.27%	5.19%
Gabon		12.58%	7.50%
Ghana		12.58%	7.50%
Kenya		10.27%	5.19%
Morocco		7.96%	2.88%
Mozambique		16.60%	11.52%
Namibia		7.96%	2.88%
Nigeria		11.42%	6.34%
Rwanda		11.42%	6.34%
Senegal		9.23%	4.15%
South Africa		7.62%	2.54%
Swaziland		5.08%	11.42%
Tunisia		10.27%	5.19%
Uganda		11.42%	6.34%
Zambia		12.58%	7.50%
Africa		**10.63%**	**5.58%**

Albania	B1	10.27%	5.19%
Armenia	B1	10.27%	5.19%
Azerbaijan	Ba2	8.54%	3.46%
Belarus	Caa1	13.72%	8.64%
Bosnia	B3	12.58%	7.50%
Bulgaria	Baa2	7.27%	2.19%
Croatia	Ba2	8.54%	3.46%
Czech Republic	A1	5.89%	0.81%
Estonia	A1	5.89%	0.81%
Georgia	Ba2	8.54%	3.46%
Hungary	Baa3	7.62%	2.54%
Kazakhstan	Baa3	7.62%	2.54%
Kyrgyzstan	B2	11.42%	6.34%
Latvia	A3	6.46%	1.38%
Lithuania	A3	6.46%	1.38%
Macedonia	Ba3	9.23%	4.15%
Moldova	B3	12.58%	7.50%
Montenegro	B1	10.27%	5.19%
Poland	A2	6.06%	0.98%
Romania	Baa3	7.62%	2.54%
Russia	Ba1	7.96%	2.88%
Serbia	Ba3	9.23%	4.15%
Slovakia	A2	6.06%	0.98%
Slovenia	Baa1	6.92%	1.84%
Tajikistan	B3	7.96%	2.88%
Ukraine	Caa2	15.46%	10.38%
E. Europe		7.75%	2.69%

Abu Dhabi	Aa2	5.65%	0.57%
Bahrain	B1	10.27%	5.19%
Iraq	Caa1	13.72%	8.64%
Israel	A1	5.89%	0.81%
Jordan	B1	10.27%	5.19%
Kuwait	Aa2	5.65%	0.57%
Lebanon	B3	12.58%	7.50%
Oman	Baa2	7.27%	2.19%
Qatar	Aa3	5.78%	0.70%
Ras Al Khaimah	A2	6.06%	0.98%
Saudi Arabia	A1	5.89%	0.81%
Sharjah	A3	6.46%	1.38%
United Arab Emirates	Aa2	5.65%	0.57%
Middle East		6.69%	1.61%

Country	*PRS*	*ERP*	*CRP*	*Country*	*PRS*	*ERP*	*CRP*
Algeria	62.3	12.58%	7.50%	Malawi	61.3	13.73%	8.65%
Brunei	76.3	6.06%	0.98%	Mali	60.8	13.73%	8.65%
Gambia	59.3	15.46%	10.38%	Myanmar	63.8	12.58%	7.50%
Guinea	58.3	15.46%	10.38%	Niger	53.7	18.91%	13.83%
Guinea-Bissau	63.8	12.58%	7.50%	Sierra Leone	54.3	18.91%	13.83%
Guyana	68.5	9.23%	4.15%	Somalia	52	18.91%	13.83%
Haiti	61.8	13.73%	8.65%	Sudan	48	25.32%	20.24%
Iran	73.3	7.27%	2.19%	Syria	47	25.32%	20.24%
Korea, D.P.R.	56	16.60%	11.52%	Tanzania	63.3	12.58%	7.50%
Liberia	53	18.91%	13.83%	Togo	61	13.73%	8.65%
Libya	62	13.73%	8.65%	Yemen, Republic	49.3	25.32%	20.24%
Madagascar	64.5	11.42%	6.34%	Zimbabwe	58.5	15.46%	10.38%

Bangladesh	Ba3	9.23%	4.15%
Cambodia	B2	11.42%	6.34%
China	A1	5.89%	0.81%
Fiji	Ba3	9.23%	4.15%
Hong Kong	Aa2	5.65%	0.57%
India	Baa2	7.27%	2.19%
Indonesia	Baa3	7.62%	2.54%
Japan	A1	5.89%	0.81%
Korea	Aa2	5.65%	0.57%
Macao	Aa3	5.78%	0.70%
Malaysia	A3	6.46%	1.38%
Mauritius	Baa1	6.92%	1.84%
Mongolia	Caa1	13.72%	8.64%
Pakistan	B3	12.58%	7.50%
Papua New Guinea	B2	11.42%	6.34%
Philippines	Baa2	7.27%	2.19%
Singapore	Aaa	5.08%	0.00%
Sri Lanka	B1	10.27%	5.19%
Taiwan	Aa3	5.78%	0.70%
Thailand	Baa1	6.92%	1.84%
Vietnam	B1	10.27%	5.19%
Asia		6.27%	1.19%

Australia	Aaa	5.08%	0.00%
Cook Islands	B1	10.27%	5.19%
New Zealand	Aaa	5.08%	0.00%
Australia & New Zealand		5.08%	0.00%

Red #: Country risk premium
Regional #: GDP weighted average

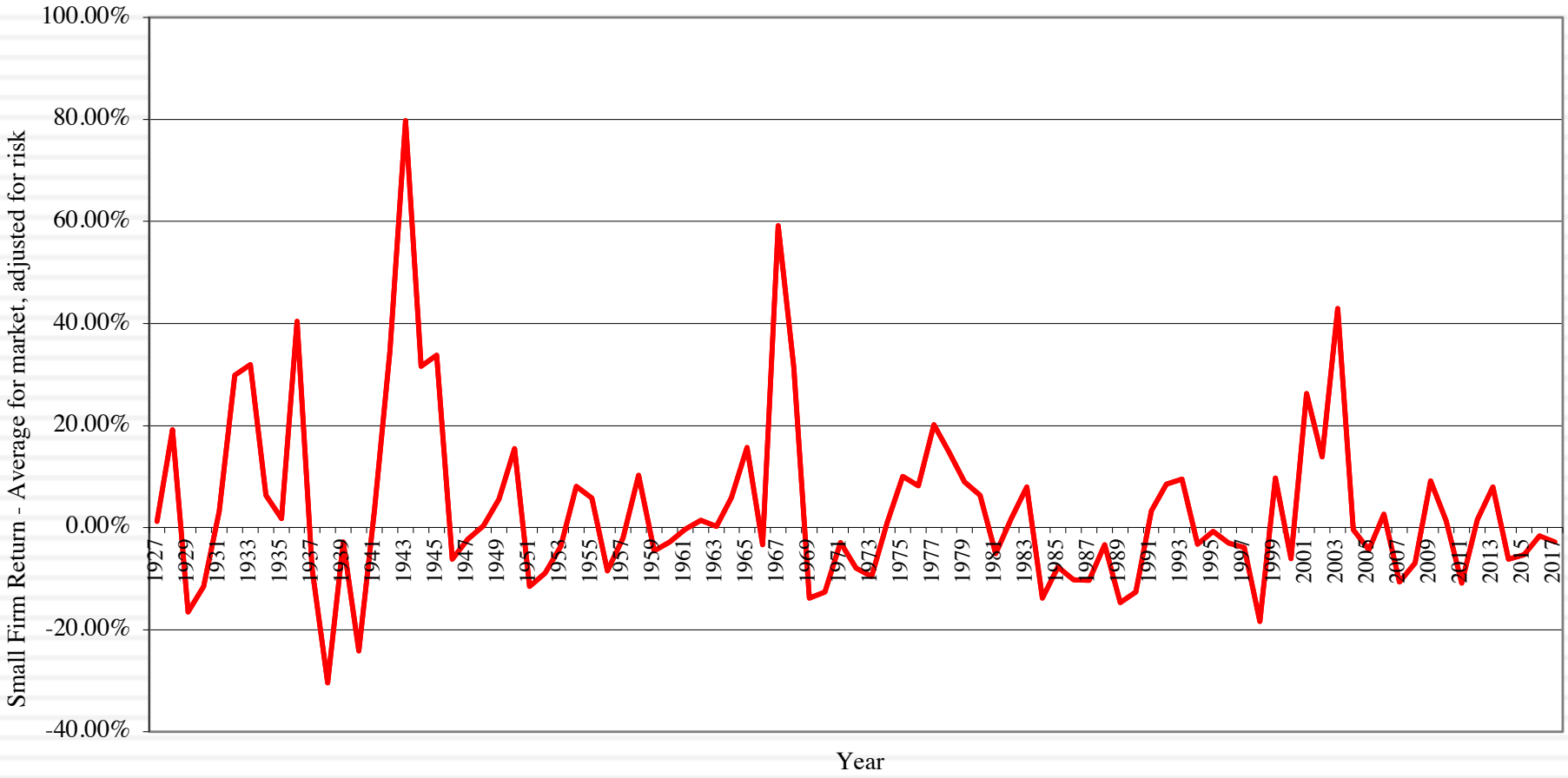
One way of dealing with this: Operation-based ERP for Infosys

Region	*Revenues*	*ERP*	*Weight*	*Weighted ERP*
North America	₹ 42,408	5.08%	62.01%	3.1499%
Europe	₹ 15,302	6.01%	22.37%	1.3437%
Rest of the World	₹ 8,504	6.21%	12.43%	0.7721%
India	₹ 2,180	7.27%	3.19%	0.2317%
Total	₹ 68,394		100.00%	5.4974%

1. By focusing on revenues, are we misestimating country risk exposure?
2. As the company looks to grow in Latin America and Asia, how do you see this premium evolving?

5. Everyone may do it, but that does not make it right.. The small cap premium

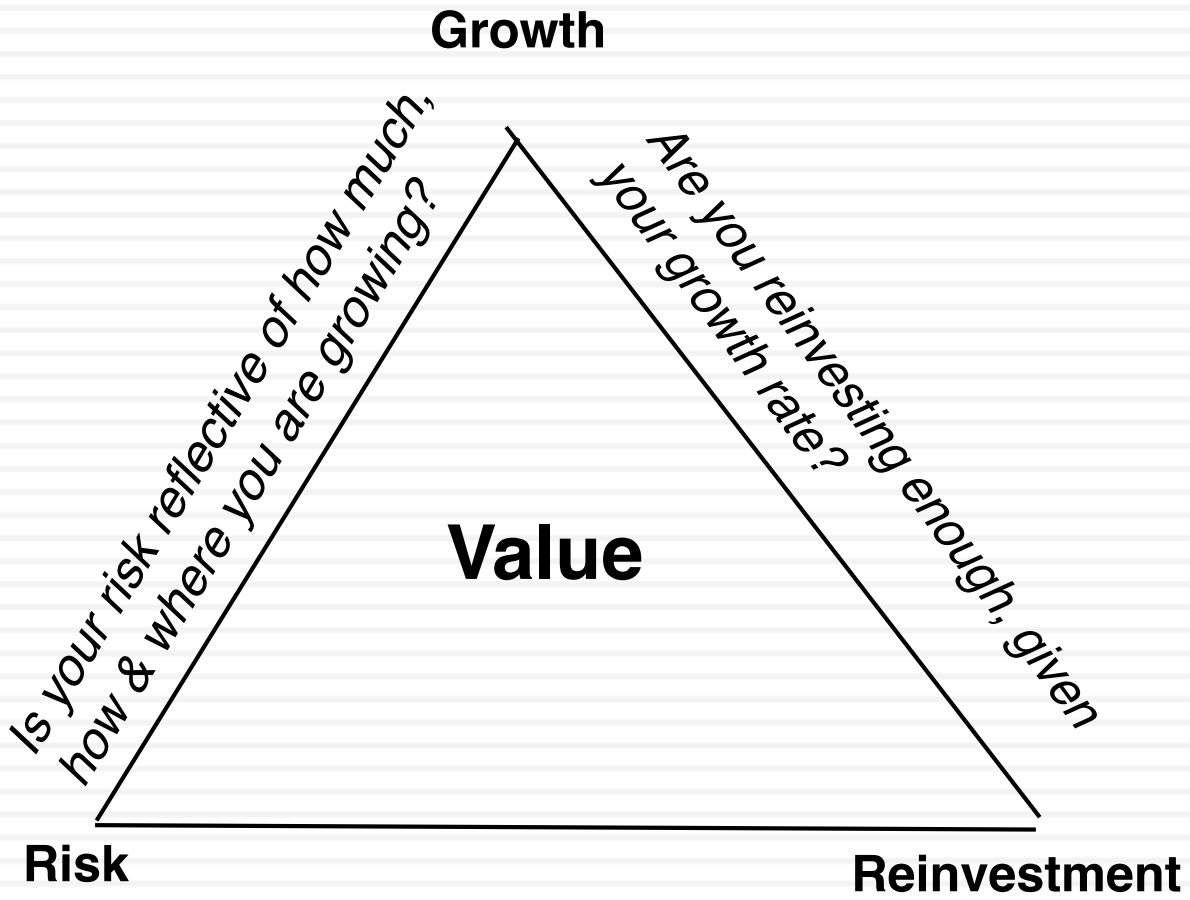
Figure 4: Small Firm Premium over time- 1927 -2017



The Inertia of Practice

- Once bad practices get embedded into valuation, it is very difficult to remove them.
- This is especially true if you are doing accounting or legal valuations, where rules and precedents are given more respect than good sense.
- It is easier to defend a bad valuation that is based on established practices than a good valuation that upends the existing rules.

6. Don’t let your inputs be at war with each other..



Is your risk consistent with your reinvestment strategy?

The Improbable: Willy Wonkitis

Tesla: Summary 15-year DCF Analysis (DCF valuation as of mid-year 2013)

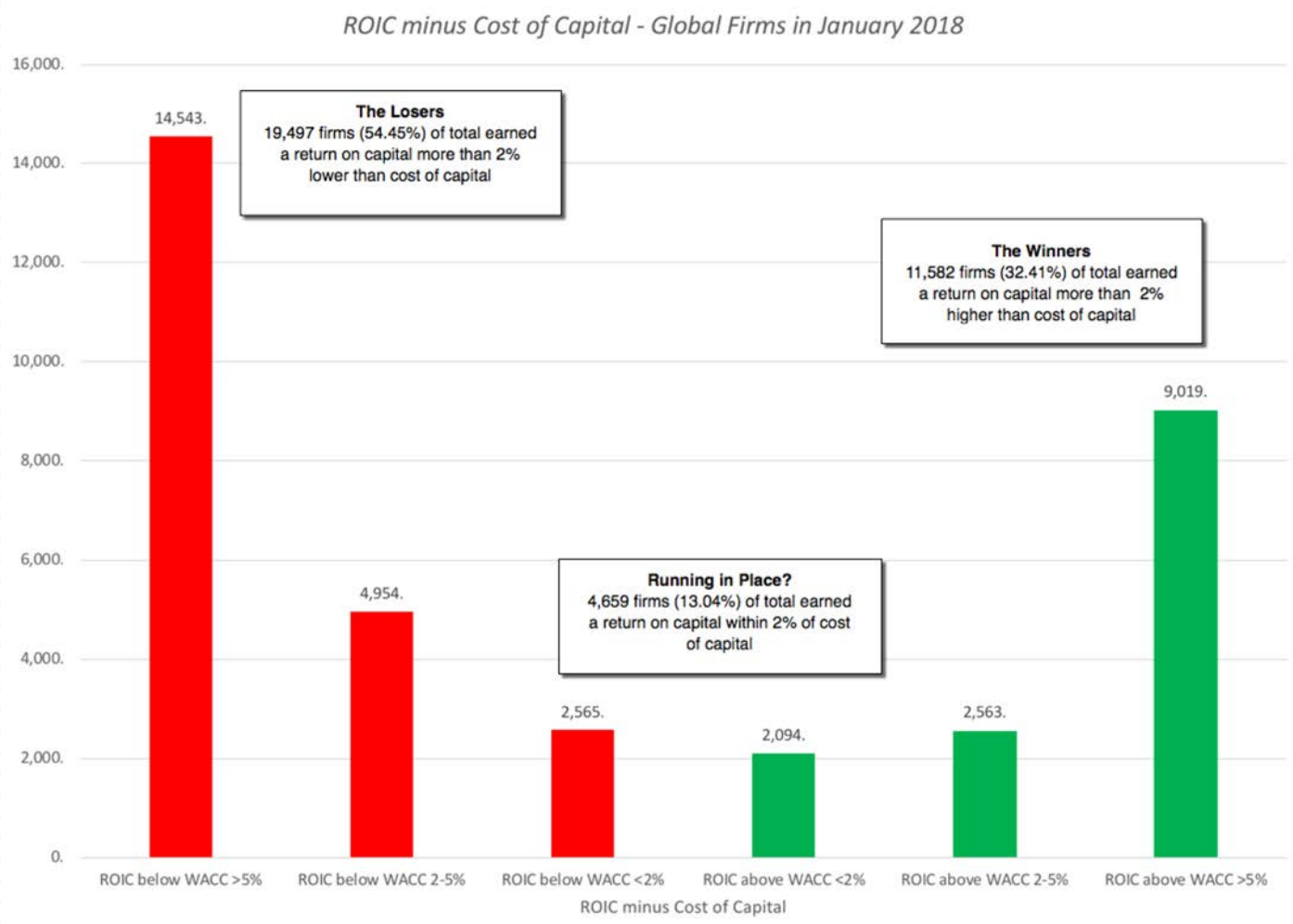
	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028
Unit Volume	24,298	36,883	64,684	86,713	149,869	214,841	291,861	384,747	466,559	550,398	643,850	726,655	820,645	922,481	1,034,215	1,137,780
% Growth		52%	75%	34%	73%	43%	36%	32%	21%	18%	17%	13%	13%	12%	12%	10%
Automotive Revenue Per Unit ($)	93,403	85,342	83,432	78,932	65,465	58,258	56,407	55,553	55,991	56,586	56,969	57,540	58,138	58,603	59,002	59,554
% Growth		-9%	-2%	-5%	-17%	-11%	-3%	-2%	1%	1%	1%	1%	1%	1%	1%	1%
Automotive Sales	2,462	3,321	5,613	7,051	10,025	12,720	16,685	21,595	26,347	31,357	36,897	42,022	47,949	54,283	61,221	67,980
Development Service Sales	16	40	42	44	46	49	51	54	56	59	62	65	68	72	75	79
Total Sales	**2,478**	**3,361**	**5,655**	**7,095**	**10,072**	**12,768**	**16,736**	**21,648**	**26,403**	**31,416**	**36,959**	**42,087**	**48,017**	**54,355**	**61,296**	**68,059**
% Growth		36%	68%	25%	42%	27%	31%	29%	22%	19%	18%	14%	14%	13%	13%	11%
EBITDA	**148**	**417**	**920**	**1,042**	**1,586**	**2,150**	**3,138**	**4,066**	**4,857**	**5,723**	**6,328**	**7,182**	**8,144**	**9,688**	**10,874**	**12,099**
% Margin	6.0%	12.4%	16.3%	14.7%	15.7%	16.8%	18.7%	18.8%	18.4%	18.2%	17.1%	17.1%	17.0%	17.8%	17.7%	17.8%
D&A	103	158	172	203	301	353	389	537	606	696	811	938	1,088	1,260	1,451	1,661
% of Capex	41%	79%	55%	65%	62%	69%	78%	86%	79%	77%	75%	76%	76%	76%	76%	77%
EBIT	**45**	**259**	**748**	**839**	**1,285**	**1,796**	**2,749**	**3,529**	**4,252**	**5,027**	**5,517**	**6,244**	**7,056**	**8,429**	**9,423**	**10,439**
% Margin	1.8%	7.7%	13.2%	11.8%	12.8%	14.1%	16.4%	16.3%	16.1%	16.0%	14.9%	14.8%	14.7%	15.5%	15.4%	15.3%
Net Interest Income (Expense)	(27)	(1)	9	33	47	90	108	155	199	278	358	445	542	651	784	934
Other Income	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pretax Income	**46**	**258**	**758**	**872**	**1,332**	**1,886**	**2,857**	**3,684**	**4,451**	**5,305**	**5,875**	**6,688**	**7,598**	**9,080**	**10,207**	**11,373**
Income Taxes	3	2	14	34	86	262	462	641	807	1,003	1,134	1,317	1,470	1,761	2,028	2,323
% Effective Rate	6%	1%	2%	4%	6%	14%	16%	17%	18%	19%	19%	20%	19%	19%	20%	20%
Net Income	**44**	**256**	**744**	**839**	**1,246**	**1,624**	**2,395**	**3,043**	**3,644**	**4,303**	**4,741**	**5,372**	**6,128**	**7,319**	**8,179**	**9,050**
Plus																
After-tax Interest Expense (Income)	27	1	(9)	(33)	(47)	(90)	(108)	(154)	(199)	(278)	(357)	(444)	(541)	(650)	(782)	(932)
Depreciation of PP&E	103	158	172	203	301	353	389	537	606	696	811	938	1,088	1,260	1,451	1,661
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Less																
Change in Working Capital	(155)	(14)	(157)	(167)	(172)	(325)	(163)	(81)	(28)	(299)	(356)	(328)	(219)	(329)	(365)	(376)
% of Change in Sales		-2%	-7%	-12%	-6%	-12%	-4%	-2%	-1%	-6%	-6%	-6%	-4%	-5%	-5%	-6%
Capital Expenditures	250	200	312	312	486	510	497	623	765	906	1,078	1,236	1,437	1,660	1,898	2,149
% of Sales	10%	6%	6%	4%	5%	4%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Unlevered Free Cash Flow	**78**	**229**	**750**	**863**	**1,186**	**1,702**	**2,343**	**2,884**	**3,314**	**4,113**	**4,472**	**4,959**	**5,456**	**6,597**	**7,315**	**8,005**

EBITDA	12,099
Sales	68,059
Net Debt (Cash)	(260)
Tesla Diluted Shares	142

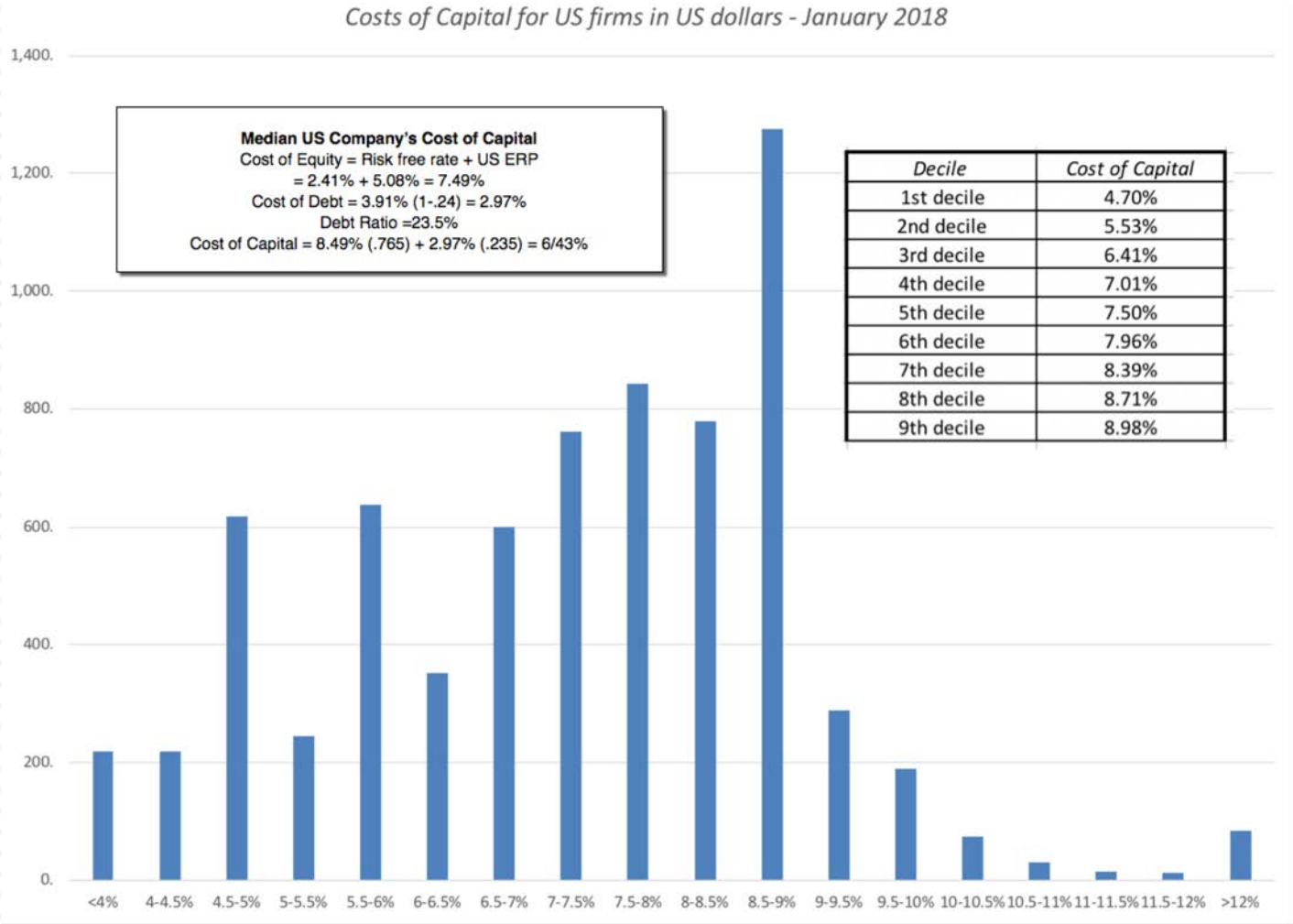
Exit EBITDA High	12.0 x	Exit PPG High	5.0%	Exit P/Sales High	180%
Exit EBITDA Low	8.0 x	Exit PPG Low	3.0%	Exit P/Sales Low	130%

Discount Rate High	13.0%	FY Month of Valuation	1.0 (Beginning of this Month)
Discount Rage Low	9.0%	Month of FY End	12.0 (End of this Month)

And consider the trade offs..



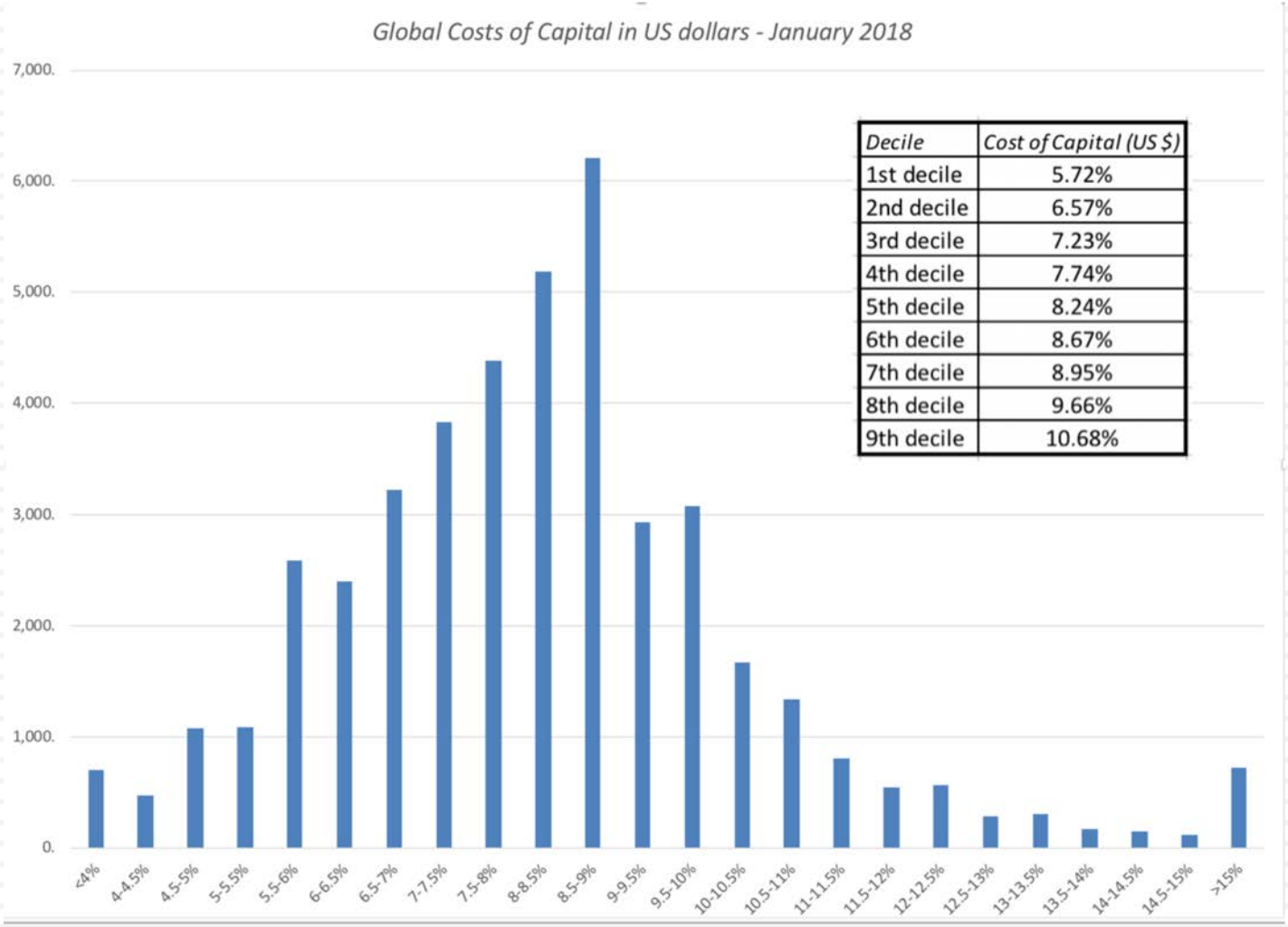
7. Don’t sweat the small stuff – Costs of Capital histogram for the US



Median US Company's Cost of Capital
Cost of Equity = Risk free rate + US ERP
= 2.41% + 5.08% = 7.49%
Cost of Debt = 3.91% (1-.24) = 2.97%
Debt Ratio =23.5%
Cost of Capital = 8.49% (.765) + 2.97% (.235) = 6/43%

Decile	*Cost of Capital*
1st decile	4.70%
2nd decile	5.53%
3rd decile	6.41%
4th decile	7.01%
5th decile	7.50%
6th decile	7.96%
7th decile	8.39%
8th decile	8.71%
9th decile	8.98%

And for global companies

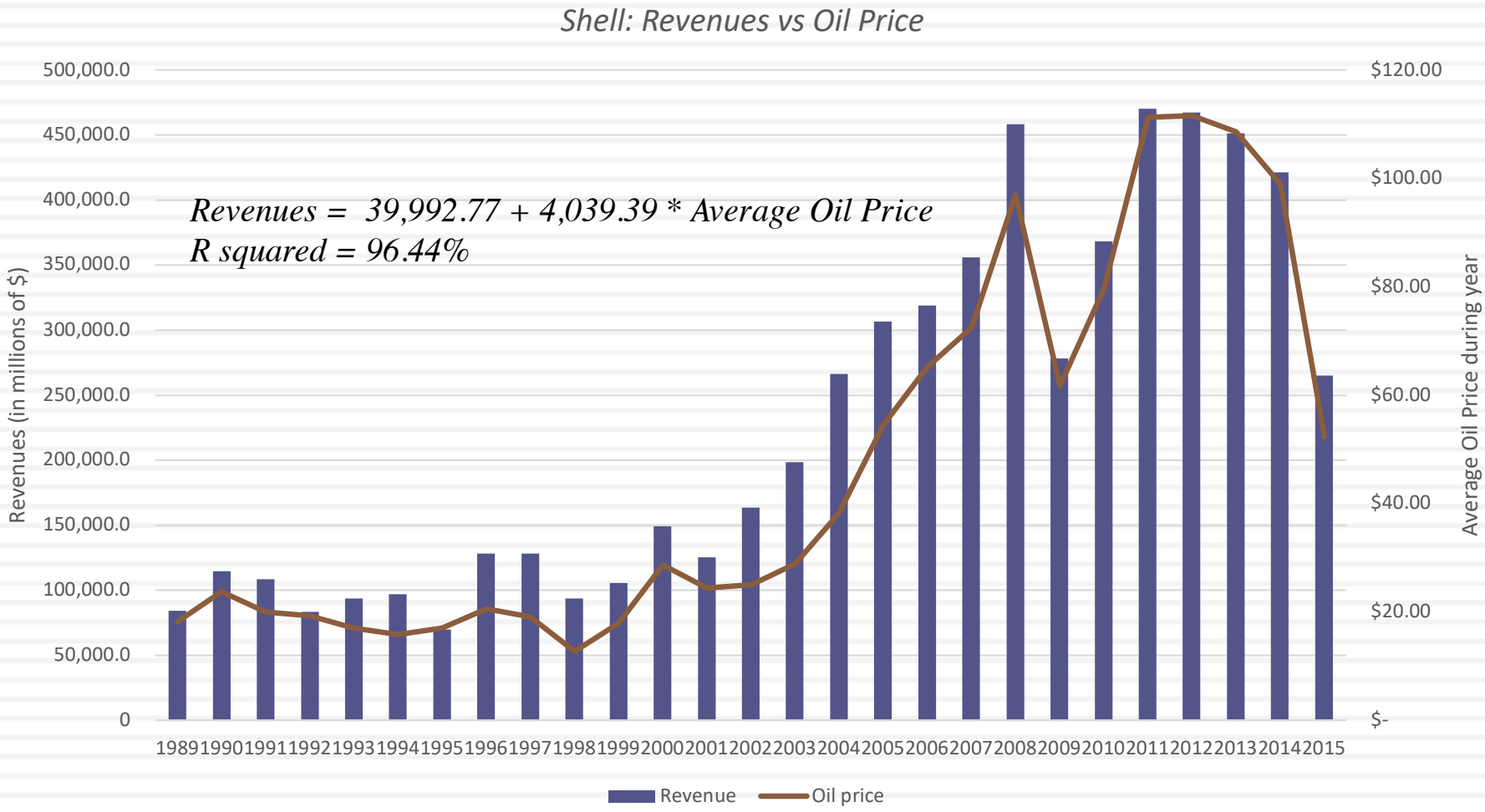


Decile	Cost of Capital (US $)
1st decile	5.72%
2nd decile	6.57%
3rd decile	7.23%
4th decile	7.74%
5th decile	8.24%
6th decile	8.67%
7th decile	8.95%
8th decile	9.66%
9th decile	10.68%

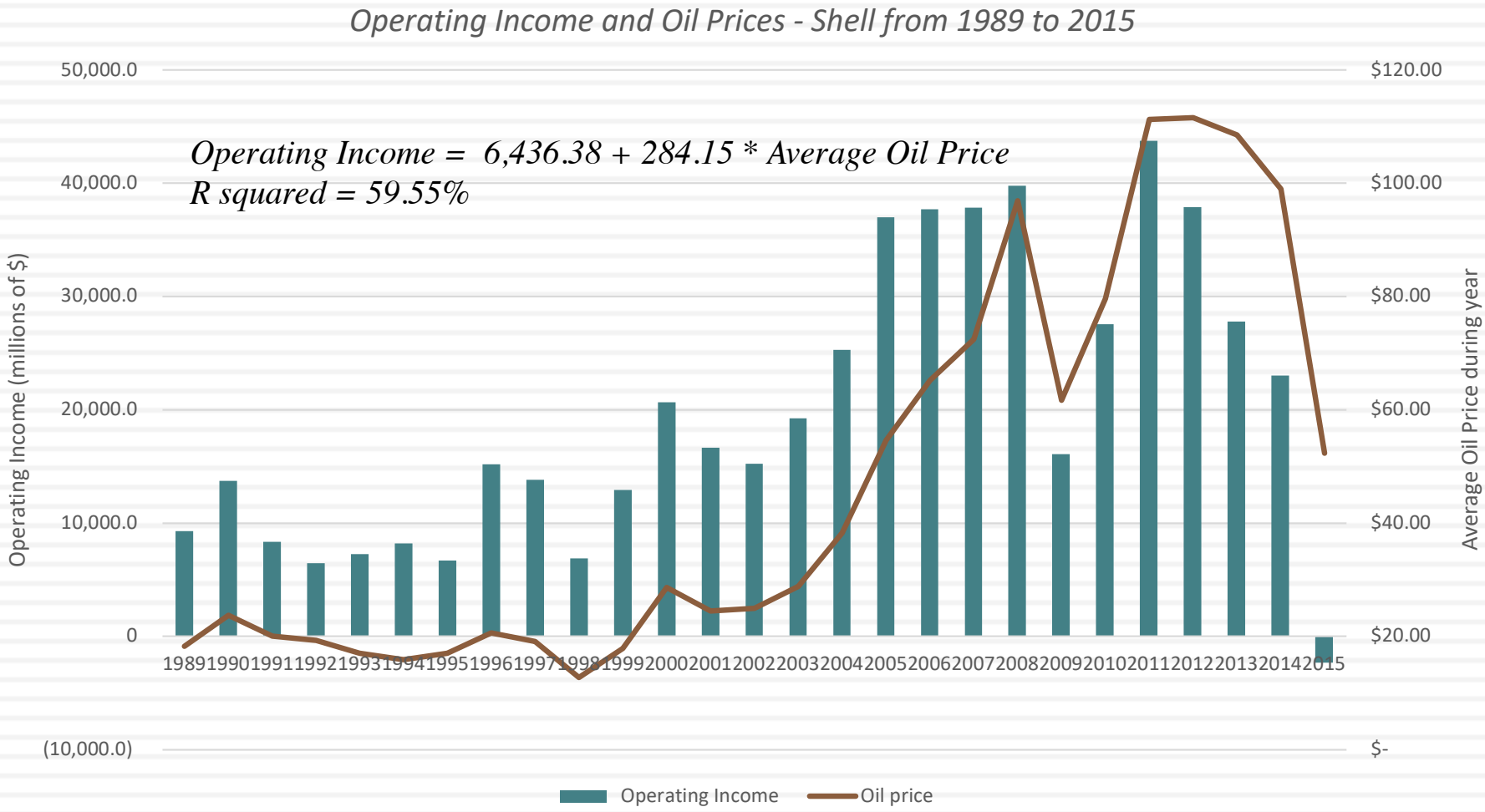
8. Don't let your macro views drown out your micro views..

- When you are asked to value a company, you should keep your focus on what drives that value. If you bring in your specific macro views into the valuation, the value that you obtain for a company will be a joint result of what you think about the company and your macro views.
- **Bottom line**: If you have macro views, provide them separately. You should be as macro-neutral as you can be, in your company valuations.
- **Follow up**: If you find macro risk dominating your thoughts, deal with it frontally.

The biggest driver for Shell (and no surprise) is..



Though they do have some power to alter your income..



Valuing Shell at April 2016 oil price ($40)

Revenue calculated from prevailing oil price of $40/barrel in March 2016
Revenue = 39992.77+4039.40*$40
= $201,569

Compounded revenue growth of 3.91% a year, based on Shell's historical revenue growth rate from 2000 to 2015

	Base Year	1	2	3	4	5	Terminal Year
Revenues	$ 201,569	$ 209,450	$ 217,639	$ 226,149	$ 234,991	$ 244,180	$ 249,063
Operating Margin	3.01%	6.18%	7.76%	8.56%	8.95%	9.35%	9.35%
Operating Income	$ 6,065.00	$ 12,942.85	$ 16,899.10	$ 19,352.39	$ 21,040.39	$ 22,830.80	$ 23,287.41
Effective tax rate	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
AT Operating Income	$ 4,245.50	$ 9,060.00	$ 11,829.37	$ 13,546.68	$ 14,728.27	$ 15,981.56	$ 16,301.19
+ Depreciation	$ 26,714.00	$ 27,759	$ 28,844	$ 29,972	$ 31,144	$ 32,361	
- Cap Ex	$ 31,854.00	$ 33,099	$ 34,394	$ 35,738	$ 37,136	$ 38,588	
- Chg in WC		$ 472.88	$ 491.37	$ 510.58	$ 530.55	$ 551.29	
FCFF		$ 3,246.14	$ 5,788.19	$ 7,269.29	$ 8,205.44	$ 9,203.68	$ 13,011.34
Terminal Value						$ 216,855.71	
Return on capital							12.37%
Cost of Capital		9.91%	9.91%	9.91%	9.91%	9.91%	8.00%
Cumulated Discount Factor		1.0991	1.2080	1.3277	1.4593	1.6039	
Present Value		$ 2,953.45	$ 4,791.47	$ 5,474.95	$ 5,622.81	$ 140,940.73	
Value of Operating Assets	$ 159,783.41						
+ Cash	$ 31,752.00						
+ Cross Holdings	$ 33,566.00						
- Debt	$ 58,379.00						
- Minority Interets	$ 1,245.00						
Value of Equity	$ 165,477.41						
Number of shares	4209.7						
Value per share	$ 39.31						

Added long term investments in joint ventures and subtracted out minority interest in consolidated holdings.

Operating margin converges on Shell's historical average margin of 9.35% from 200-2015

Return on capital reverts and stays at Shell's historic average of 12.37% from 200-2015

Infosys: March 2018 (in Rupees)

Cash flows from existing assets

	LTM	2011-2017	Industry (US data)
Revenue growth =	3.28%	14.22%	15.31%
Pre-tax operating margin =	24.29%	26.16%	8.35%
Sales to capital ratio =	1.81	2.50	3.69
Return on invested capital =	31.57%	47.80%	27.96%

The Payoff from growth

Revenues will grow 10% a year for next 5 years, tapering down to 5.38% growth in year 10

Operatng margin (per-tax) will continue to decline from 24.29% to 23%

Sales/Invested Capital will stay at ten-year average of 1.81

Maturty and Closure

Stable Growth
g = 5.38%;
Cost of capital = 9.88%
ROC= 15%;
Reinvestment Rate=g/ROC
= 5.83%/15.00%= 35.87%

Terminal Value = 169,632/(.0988-..0538) = 3,769,597

Rupee Cashflows

	Base year	1	2	3	4	5	6	7	8	9	10	Terminal year
Revenue growth rate		10.00%	10.00%	10.00%	10.00%	10.00%	9.08%	8.15%	7.23%	6.30%	5.38%	5.38%
Revenues	₹ 683,119	₹ 751,431	₹ 826,574	₹ 909,231	₹ 1,000,155	₹ 1,100,170	₹ 1,200,021	₹ 1,297,847	₹ 1,391,656	₹ 1,479,386	₹ 1,558,976	₹ 1,642,849
EBIT (Operating) margin	24.29%	24.16%	24.03%	23.90%	23.78%	23.65%	23.52%	23.39%	23.26%	23.13%	23.00%	23.00%
EBIT (Operating income)	₹ 165,945	₹ 181,568	₹ 198,657	₹ 217,348	₹ 237,790	₹ 260,148	₹ 282,208	₹ 303,536	₹ 323,678	₹ 342,170	₹ 358,565	₹ 377,855
Tax rate	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.40%	28.80%	29.20%	29.60%	30.00%	30.00%
EBIT(1-t)	₹ 119,480	₹ 130,729	₹ 143,033	₹ 156,491	₹ 171,209	₹ 187,306	₹ 202,061	₹ 216,118	₹ 229,164	₹ 240,888	₹ 250,995	₹ 264,499
- Reinvestment		₹ 37,842	₹ 41,626	₹ 45,789	₹ 50,368	₹ 55,404	₹ 55,313	₹ 54,191	₹ 51,966	₹ 48,599	₹ 44,090	₹ 94,867
FCFF		₹ 92,887	₹ 101,407	₹ 110,702	₹ 120,841	₹ 131,902	₹ 146,747	₹ 161,927	₹ 177,198	₹ 192,289	₹ 206,905	₹ 169,632
Cost of capital		11.02%	11.02%	11.02%	11.02%	11.02%	10.80%	10.57%	10.34%	10.11%	9.88%	
Cumulated discount factor		0.9007	0.8113	0.7307	0.6581	0.5928	0.5350	0.4839	0.4386	0.3983	0.3625	
PV(FCFF)		₹ 83,664	₹ 82,268	₹ 80,890	₹ 79,531	₹ 78,190	₹ 78,514	₹ 78,356	₹ 77,712	₹ 76,588	₹ 74,999	

PV(Terminal value)	₹	1,366,411
PV (CF over next 10 years)	₹	790,711
Value of operating assets =	₹	2,157,122
- Debt	₹	-
- Minority interests	₹	-
+ Cash	₹	230,727
+ Non-operating assets	₹	61,081
Value of equity	₹	2,448,930
- Value of options	₹	945
Value of equity in common stock	₹	2,447,985
Number of shares	₹	2,283
Estimated value /share	₹	**1,072.22**

Discount at Rs Cost of Capital (WACC) = 11.02% (.100) = 11.02%

The Risk in the Cash flows

On March 27, 2018, Infosys was trading at Rs 1150/ share

Cost of Equity 11.02%

Cost of Debt
NO DEBT

Weights
E = 100% D = 0%

Riskfree Rate:
Rupee Risk free Rate =
7.33% - 1.95% = 5.38%

\+

Beta = 1.03

X

Firm's D/E Ratio: 0%

Business	Revenues	EV/Sales	Estimated Value	Value Weight	Unlevered Beta
Computer Software	₹ 2,101	6.3640	₹ 13,371	13.51%	1.1114
Computer Services	₹ 66,383	1.2899	₹ 85,630	86.49%	1.0136
Company	**₹ 68,484**		**₹ 99,001**		**1.0268**

ERP = 5.50%				
Region	Revenues	ERP	Weight	Weighted ERP
North America	₹ 42,408	5.08%	62.01%	3.1499%
Europe	₹ 15,302	6.01%	22.37%	1.3437%
Rest of the World	₹ 8,504	6.21%	12.43%	0.7721%
India	₹ 2,180	7.27%	3.19%	0.2317%
Total	**₹ 68,394**		**100.00%**	**5.4974%**

The **Chimera DCF** mixes dollar cash flows with peso discount rates, nominal cash flows with real costs of capital and cash flows before debt payments with costs of equity, violating basic consistency rules

In a **Dreamstate DCF**, you build amazing companies on spreadsheets, making outlandish assumptions about growth and operating margins over time.

In a **Dissonant DCF**, assumptions about growth, risk and cash flows are not consistent with each other, with little or no explanation given for the mismatch.

In a **Trojan Horse DCF**, Just as the Greeks used a wooden horse to smuggle soldiers into Troy, analysts use the Trojan Horse of cash flows to smuggle in a pricing (in the form of a terminal value, estimated by using a multiple).

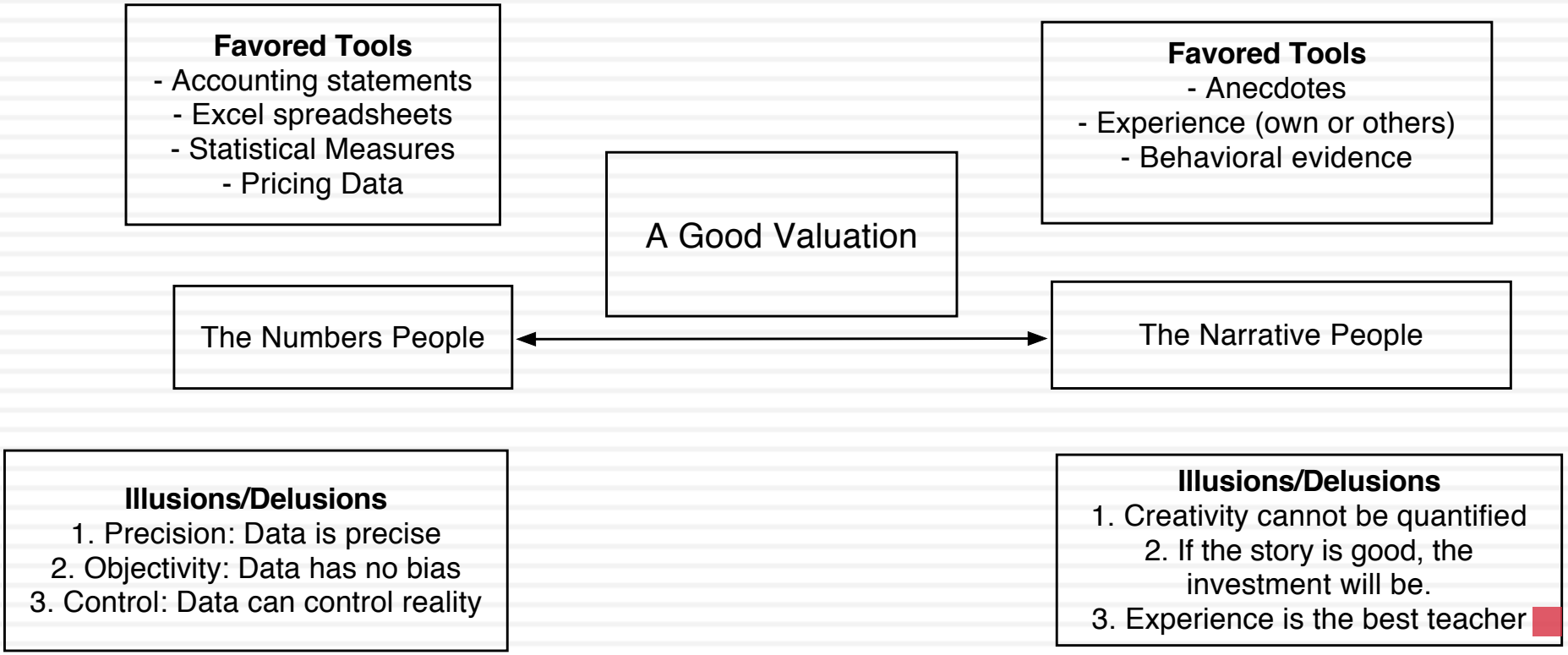
A **Kabuki DCF** is a work of art, where analyst and rule maker (or court) go through the motions of valuation, with the intent of developing models that are legally or accounting-rule defensible rather than yielding reasonable values.

D+CF ≠ DCF

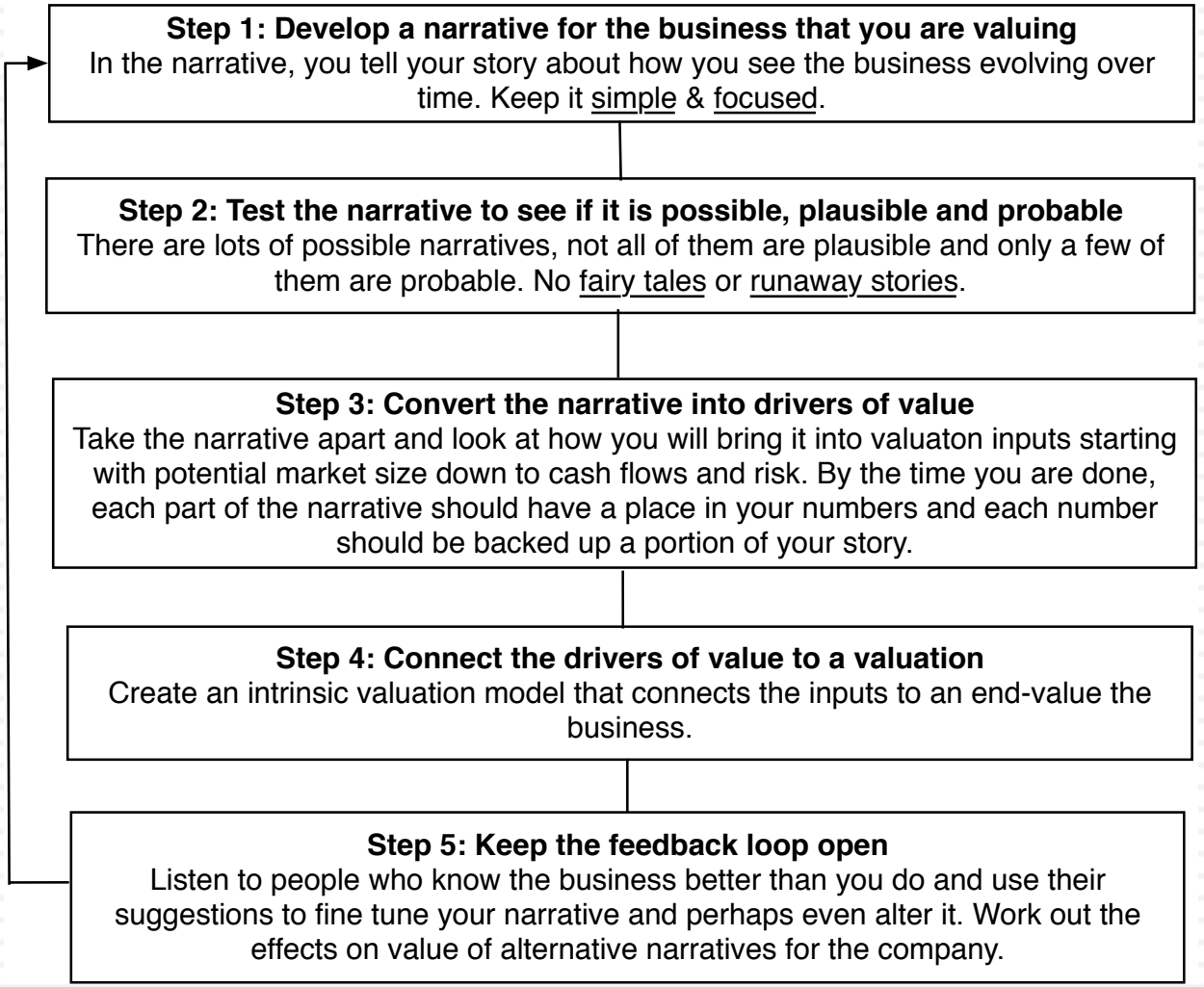
In a **Robo DCF**, the analyst builds a valuation almost entirely from the most recent financial statements and automated forecasts.

A **Mutant DCF** is a collection of numbers where items have familiar names (free cash flow, cost of capital) but the analyst putting it together has neither a narrative nor a sense of the basic principles of

III. Don't mistake modeling for valuation



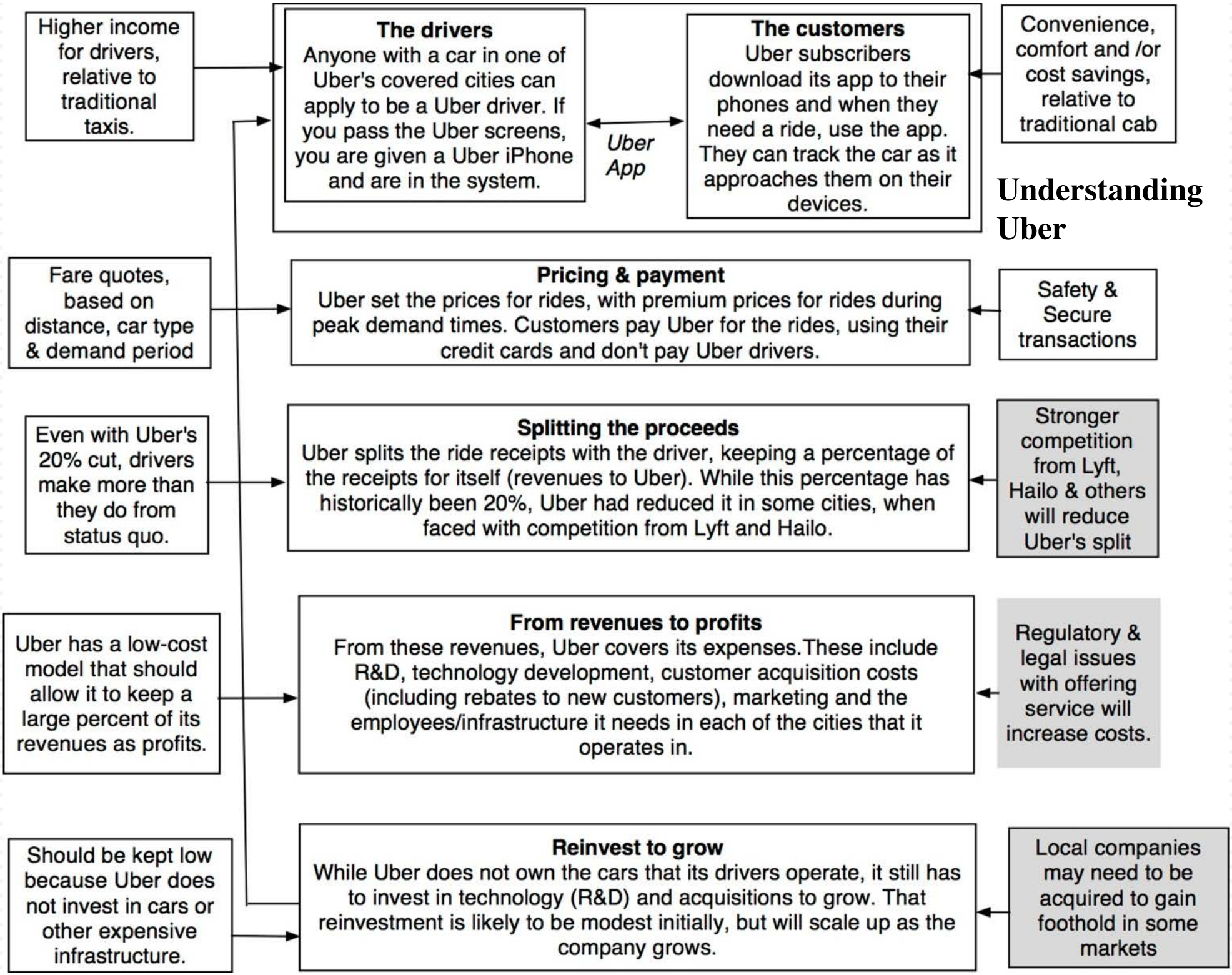
From story to numbers and beyond..



Step Zero: Survey the landscape

- Every valuation starts with a narrative, a story that you see unfolding for your company in the future.
- In developing this narrative, you will be making assessments of
  - Your company (its products, its management and its history.
  - The market or markets that you see it growing in.
  - The competition it faces and will face.
  - The macro environment in which it operates.

Understanding Uber



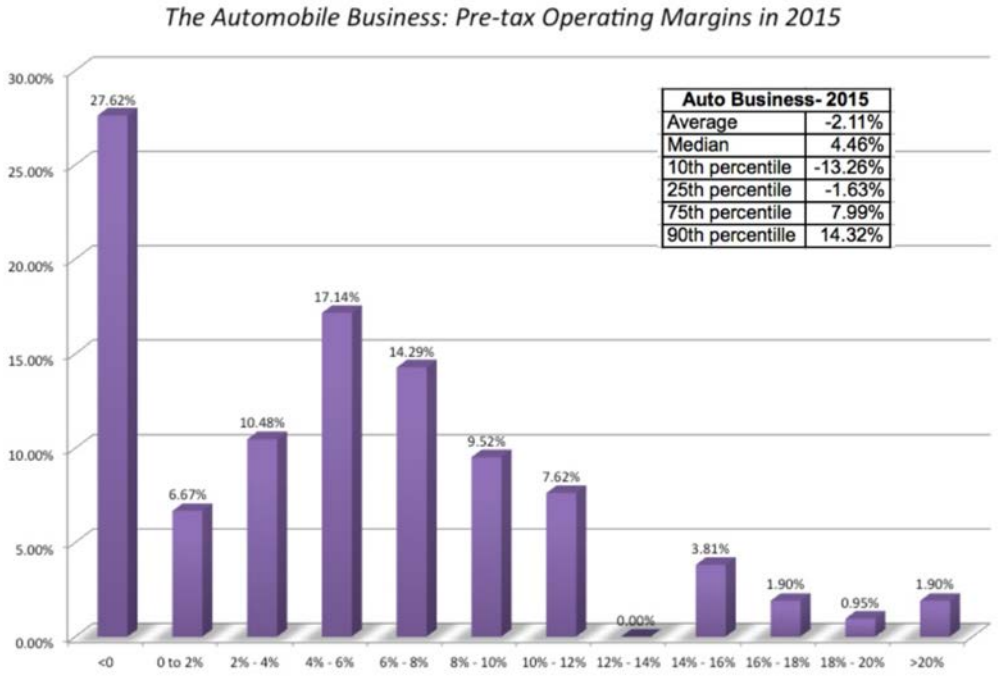
The Auto Business

Low Growth

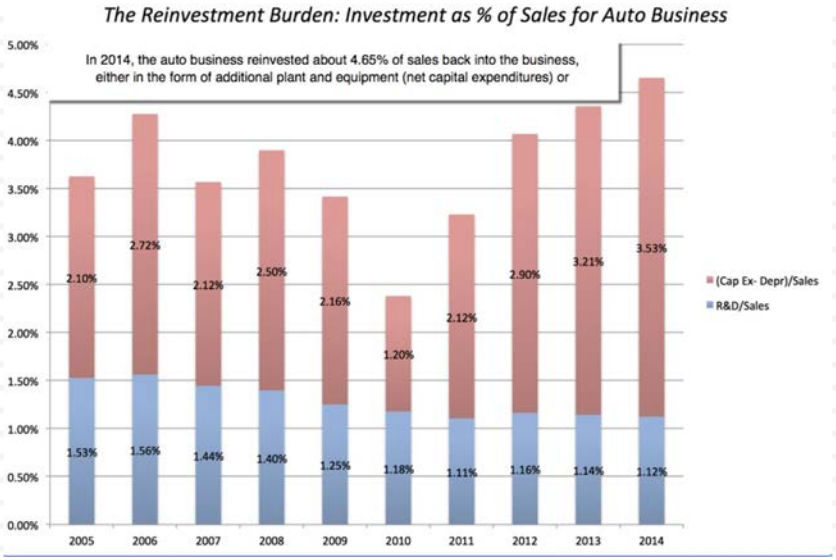
Year	Revenues ($)	% Growth Rate
2005	1,274,716.60	
2006	1,421,804.20	11.54%
2007	1,854,576.40	30.44%
2008	1,818,533.00	-1.94%
2009	1,572,890.10	-13.51%
2010	1,816,269.40	15.47%
2011	1,962,630.40	8.06%
2012	2,110,572.20	7.54%
2013	2,158,603.00	2.28%
2014	2,086,124.80	-3.36%
ounded Average =		5.63%

+

Low Margins



High & Increasing Reinvestment



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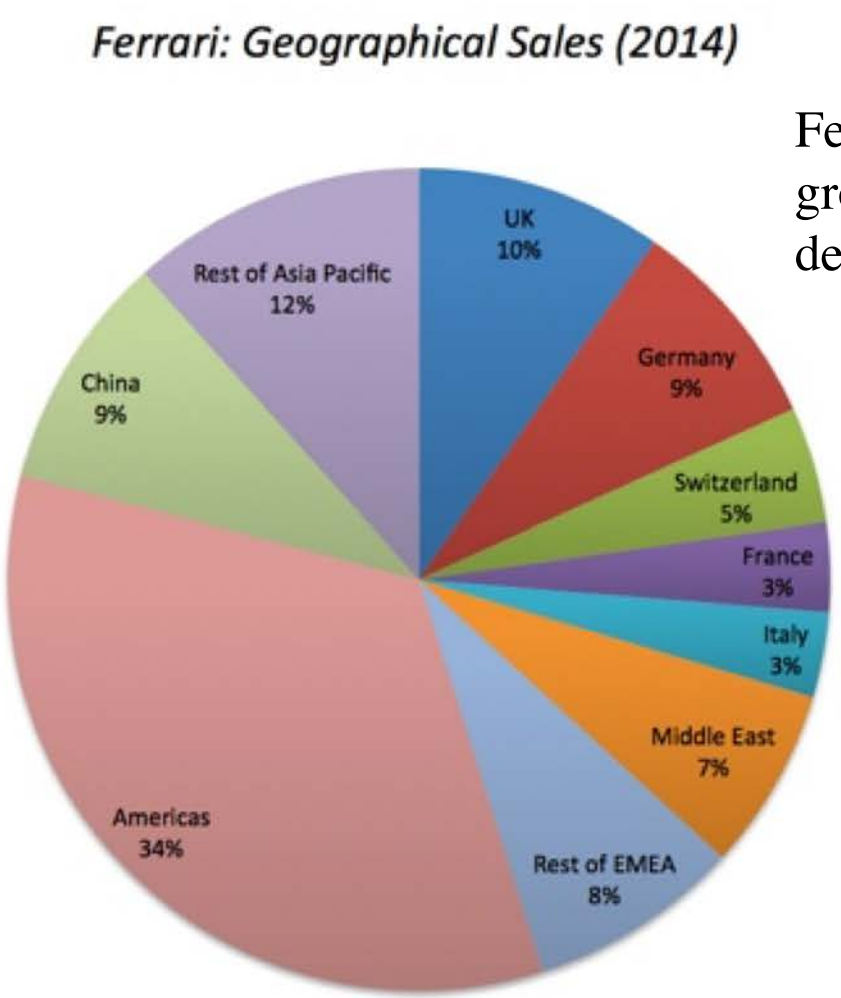
Bad Business

	ROIC	Cost of capital	ROiC - Cost of capital
2004	6.82%	7.93%	-1.11%
2005	10.47%	7.02%	3.45%
2006	4.60%	7.97%	-3.37%
2007	7.62%	8.50%	-0.88%
2008	3.48%	8.03%	-4.55%
2009	-4.97%	8.58%	-13.55%
2010	5.16%	8.03%	-2.87%
2011	7.55%	8.15%	-0.60%
2012	7.80%	8.55%	-0.75%
2013	7.83%	8.47%	-0.64%
2014	6.47%	7.53%	-1.06%

Only once in the last 10 years have auto companies collectively earned more than their cost of capital

What makes Ferrari different?

Ferrari sold only 7,255 cars in all of 2014



Ferrari sales (in units) have grown very little in the last decade & have been stable

Ferrari had a profit margin of 18.2%, in the 95th percentile, partly because of its high prices and partly because it spends little on advertising.

Ferrari has not invested in new plants.

Shell: The Oil Business

Its collective fortunes rest almost entirely **on commodity prices** (oil & gas), which are volatile and impossible to predict.

The **competitive advantages** in this business come from

a. Access to lower-cost reserves, which you either acquire or are endowed with.
b. Survival skills, to weather the inevitable drops in oil prices, which will be a function of size and leverage
c. Only marginally from management skills, to the extent that they affect the first two.

The **risks in this business** come from the swings in oil prices for all firms, but there is a risk of a collision with nature. Your supplies of fossil fuels are finite, and you have the added issue of global warming (whatever your views on it) and how it will play out as higher costs and more restrictions.

Shell: The Clean Energy Business

Its collective fortunes rest first **on commodity prices** (oil & gas), which are volatile and impossible to predict. It is aided and abetted by subsidies from governments and other entities.

The **competitive advantages** in this business come from

a. Technology, to deliver energy at lower cost & higher output.
b. Cost advantages, in established green energy businesses, either because you have a natural advantage or because of economies of scale.
c. Playing the subsidy game better.

The **risks in this business** come from technological uncertainty (if you are playing the technology game), from your competitors being able to reduce costs more than you are or a tilting of the subsidy game away from you.

Step 1: Create a narrative for the future

- Every valuation starts with a narrative, a story that you see unfolding for your company in the future.
- In developing this narrative, you will be making assessments of your company (its products, its management), the market or markets that you see it growing in, the competition it faces and will face and the macro environment in which it operates.
  - Rule 1: Keep it simple.
  - Rule 2: Keep it focused.

The Uber Narrative in June 2014

In June 2014, my initial narrative for Uber was that it would be

1. An urban car service business: I saw Uber primarily as a force in urban areas and only in the car service business.
2. Which would expand the business moderately (about 40% over ten years) by bringing in new users.
3. With local networking benefits: If Uber becomes large enough in any city, it will quickly become larger, but that will be of little help when it enters a new city.
4. Maintain its revenue sharing (20%) system due to strong competitive advantages (from being a first mover).
5. And its existing low-capital business model, with drivers as contractors and very little investment in infrastructure.

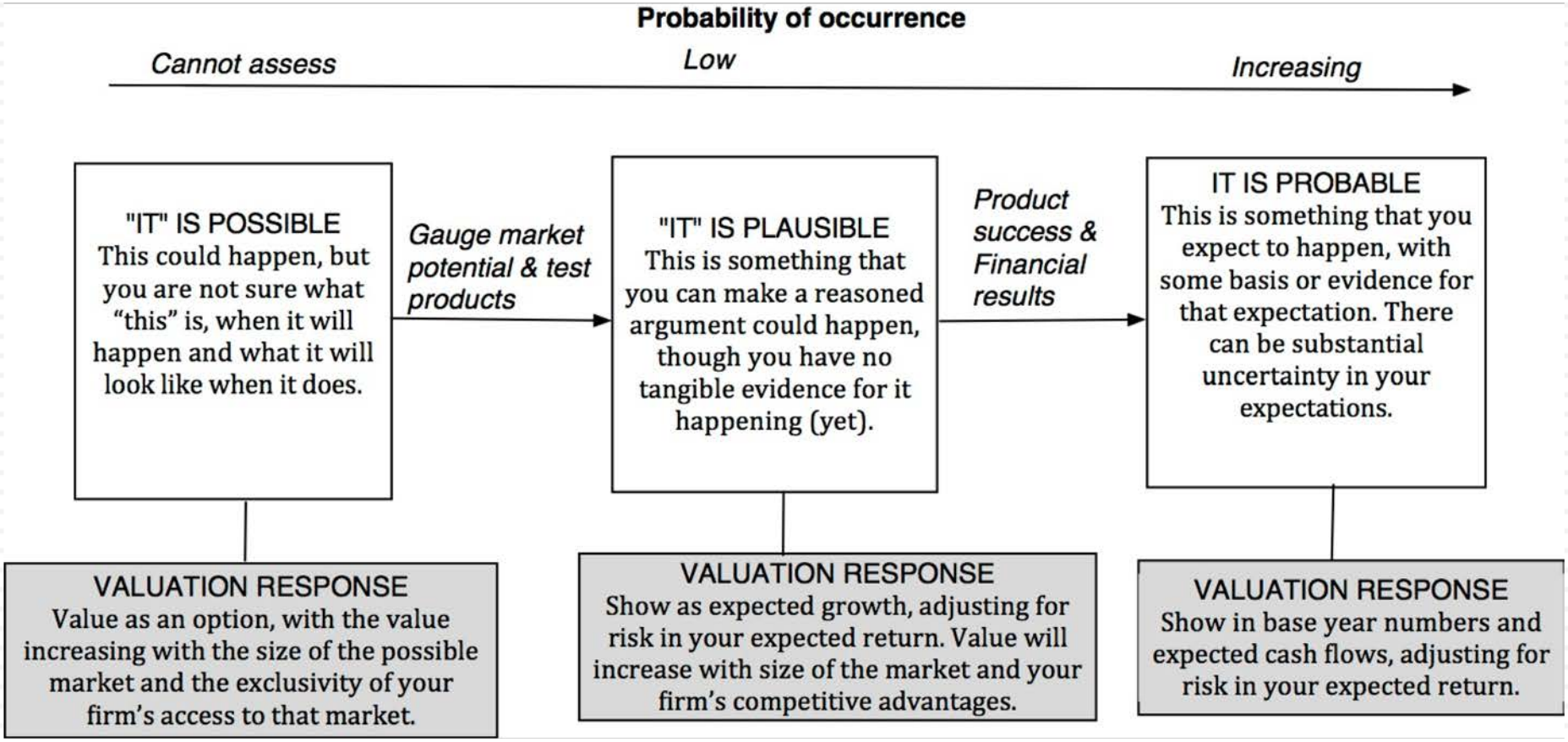
The Ferrari Narrative at the time of its IPO in October 2015

- Ferrari will stay an exclusive auto club, deriving its allure from its scarcity and the fact that only a few own Ferraris.
- By staying exclusive, the company gets three benefits:
  - It can continue to charge nose bleed prices for its cars and sell them with little or no advertising.
  - It does not need to invest in new assembly plants, since it does not plan to ramp up production.
  - It sells only to the super rich, who are unaffected by overall economic conditions or market crises.

The Shell Narrative in 2016

- What business is Shell in?
  - The Oil Business
  - The Energy Business
- What are its competitive advantages?
  - How strong are they?
  - How sustainable are they?
- How do you see the company evolving in this business?
  - Shrinking (If so, how?)
  - Holding your own
  - Growing (If so, how?)

Step 2: Check the narrative against history, economic first principles & common sense



The Impossible, The Implausible and the Improbable

The Impossible

Bigger than the economy
Assuming Growth rate for company in perpetuity> Growth rate for economy

Bigger than the total market
Allowing a company's revenues to grow so much that it has more than a 100% market share of whatever business it is in.

Profit margin > 100%
Assuming earnings growth will exceeds revenue growth for a long enough period, and pushing margins above 100%

Depreciation without cap ex
Assuming that depreciation will exceed cap ex in perpetuity.

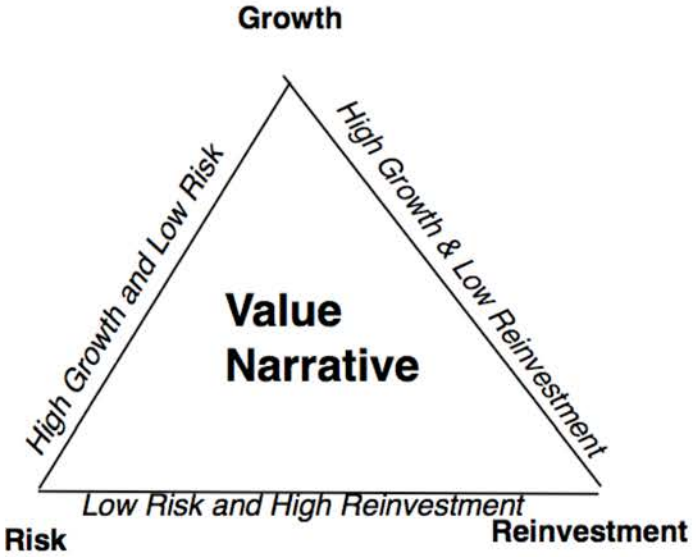
The Implausible

Growth without reinvestment
Assuming growth forever without reinvestment.

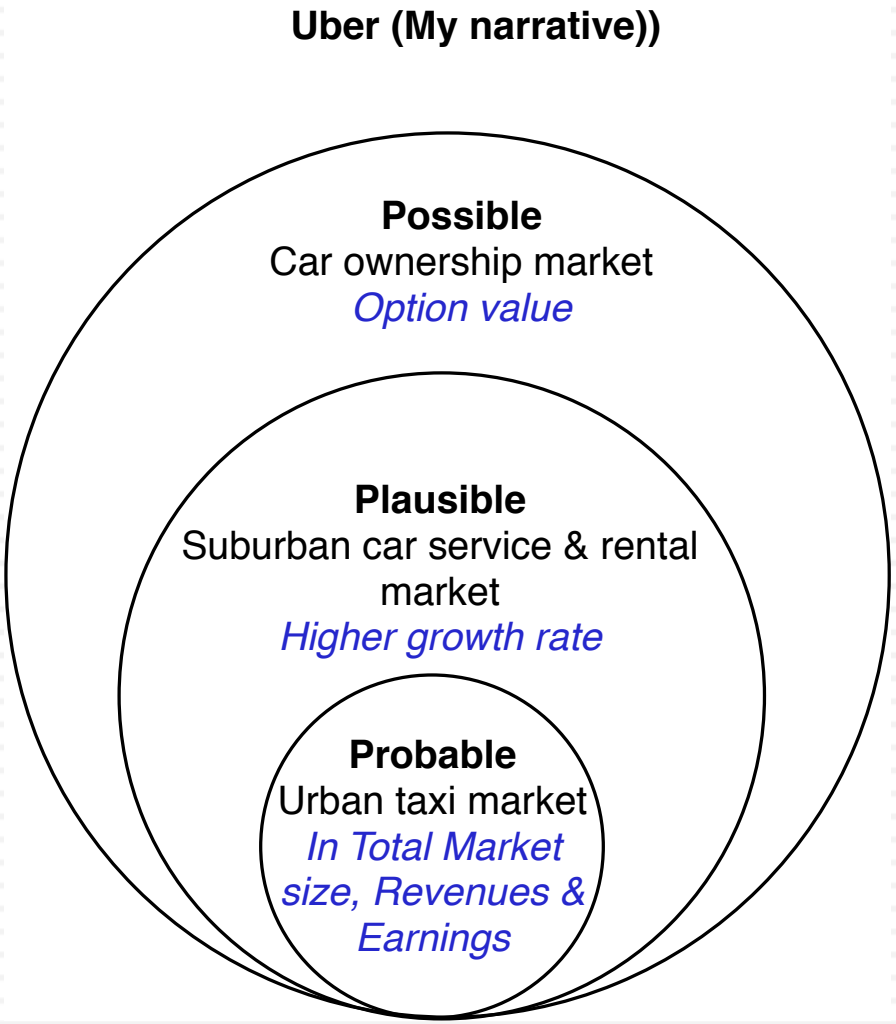
Profits without competition
Assuming that your company will grow and earn higher profits, with no competition.

Returns without risk
Assuming that you can generate high returns in a business with no risk.

The Improbable



Uber: Possible, Plausible and Probable



The Impossible: The Runaway Story

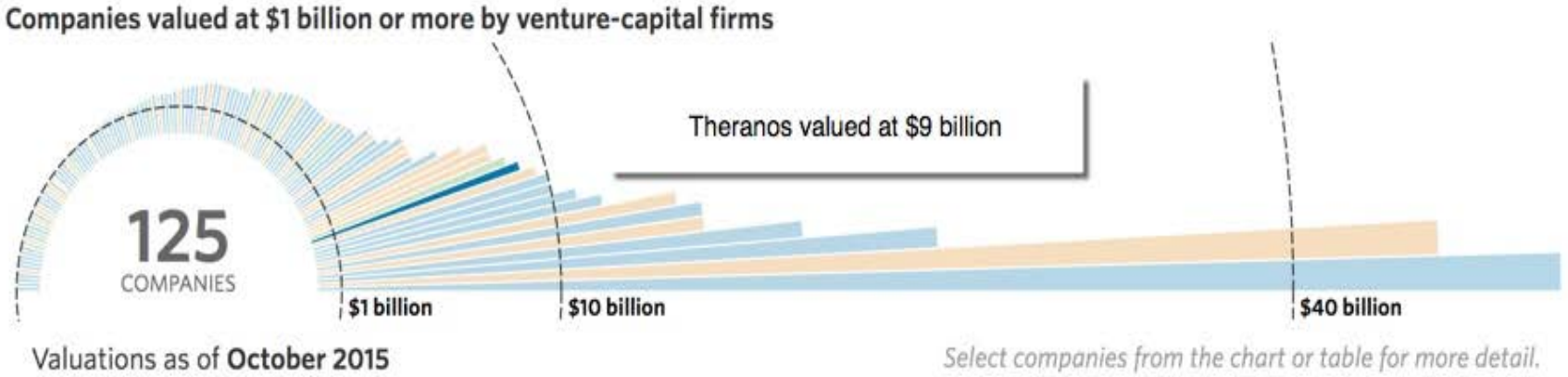
The Story

+

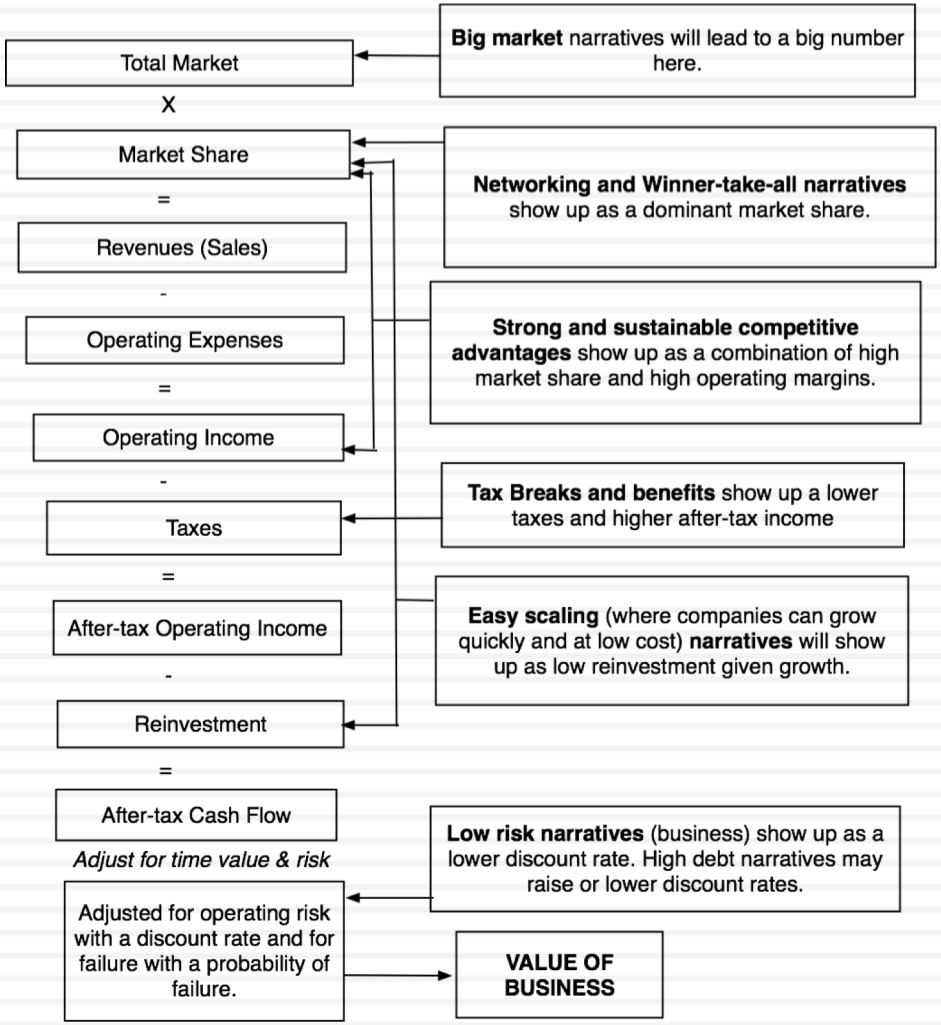
The Checks (?)

Board Member	Designation	Age
Henry Kissinger	Former Secretary of State	92
Bill Perry	Former Secretary of Defense	88
George Schultz	Former Secretary of State	94
Bill Frist	Former Senate Majority Leader	63
Sam Nunn	Former Senator	77
Gary Roughead	Former Navy Admiral	64
James Mattis	Former Marine Corps General	65
Dick Kovocovich	Former CEO of Wells Fargo	72
Riley Bechtel	Former CEO of Bechtel	63
William Foege	Epidemologist	79
Elizabeth Holmes	Founder & CEO, Theranos	31
Sunny Balwani	President & COO, Theranos	NA

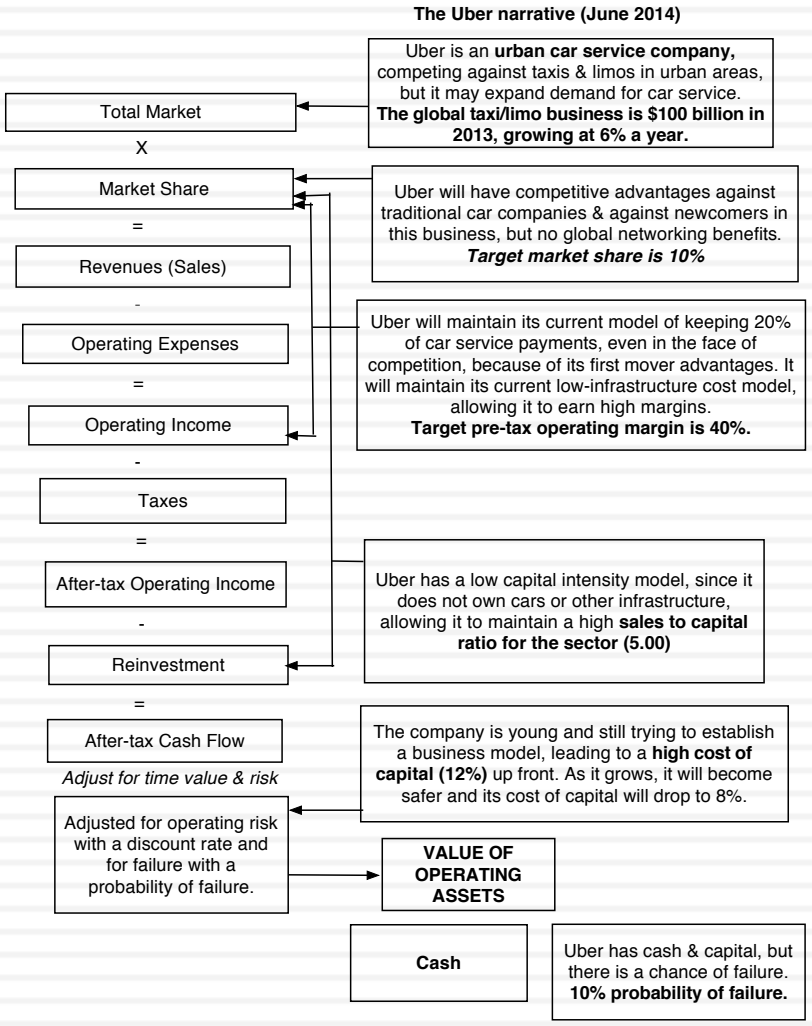
+ Money



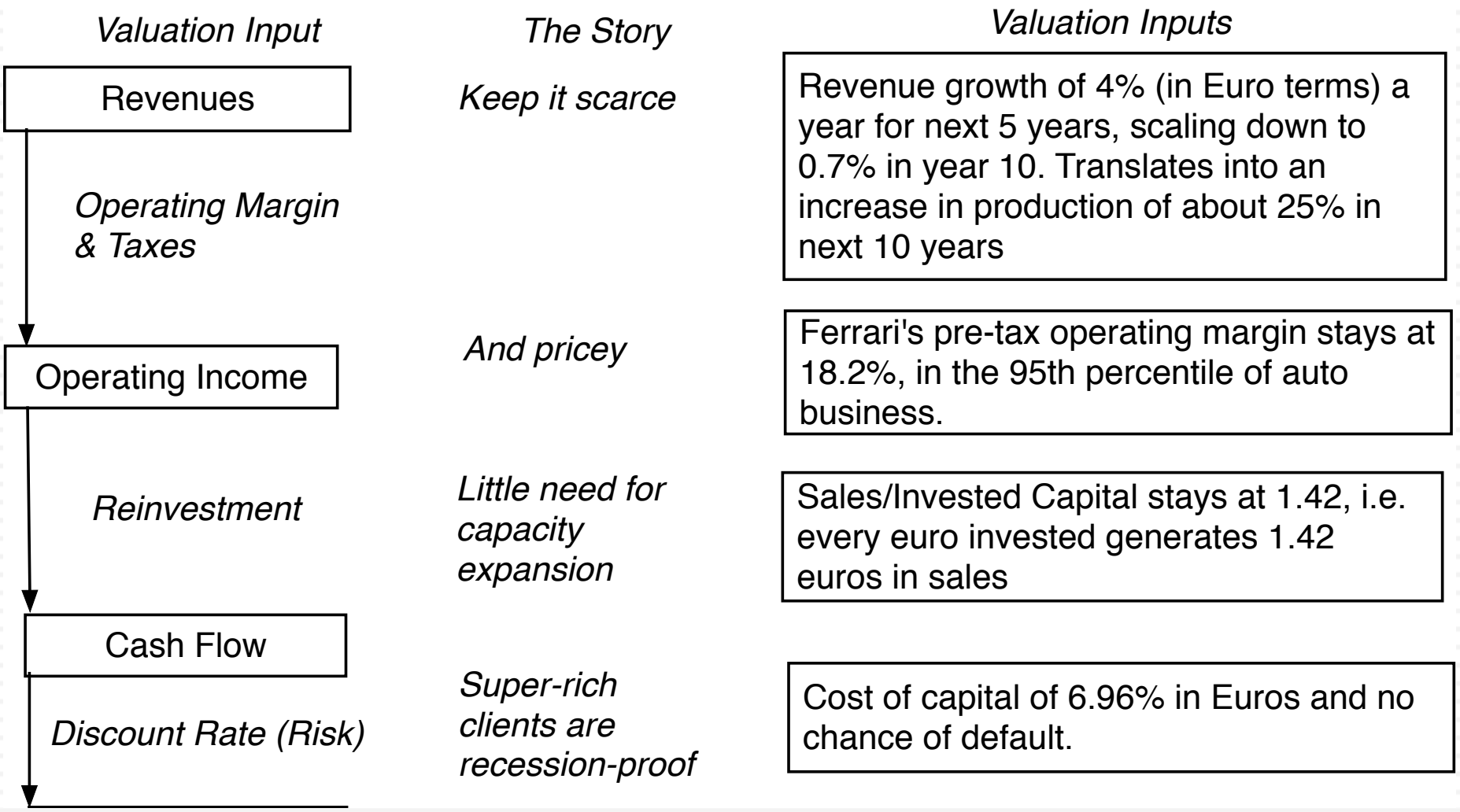
Step 3: Connect your narrative to key drivers of value



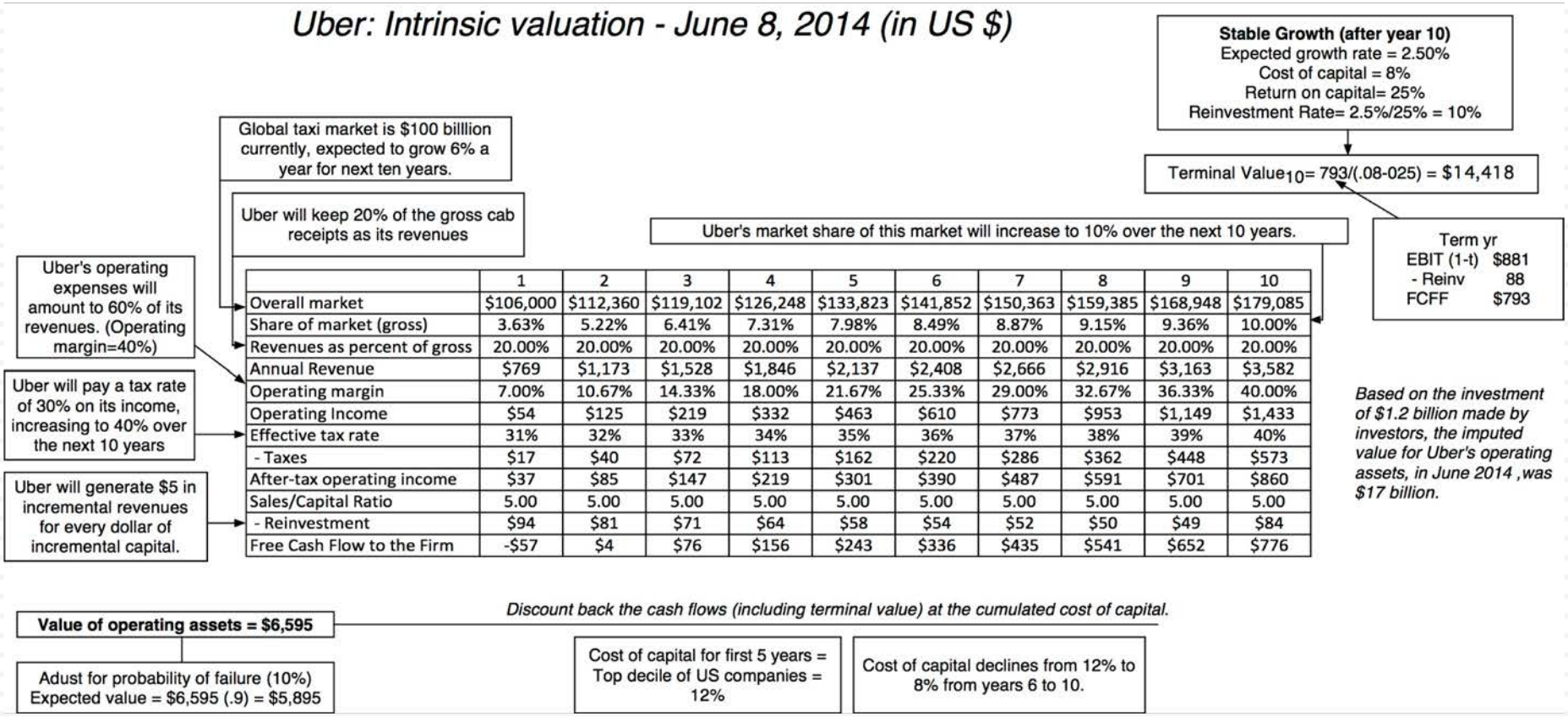
Uber: From Story to Numbers



Ferrari: From story to numbers



Step 4: Value the company (Uber)



	1	2	3	4	5	6	7	8	9	10
Overall market	$106,000	$112,360	$119,102	$126,248	$133,823	$141,852	$150,363	$159,385	$168,948	$179,085
Share of market (gross)	3.63%	5.22%	6.41%	7.31%	7.98%	8.49%	8.87%	9.15%	9.36%	10.00%
Revenues as percent of gross	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
Annual Revenue	$769	$1,173	$1,528	$1,846	$2,137	$2,408	$2,666	$2,916	$3,163	$3,582
Operating margin	7.00%	10.67%	14.33%	18.00%	21.67%	25.33%	29.00%	32.67%	36.33%	40.00%
Operating Income	$54	$125	$219	$332	$463	$610	$773	$953	$1,149	$1,433
Effective tax rate	31%	32%	33%	34%	35%	36%	37%	38%	39%	40%
- Taxes	$17	$40	$72	$113	$162	$220	$286	$362	$448	$573
After-tax operating income	$37	$85	$147	$219	$301	$390	$487	$591	$701	$860
Sales/Capital Ratio	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
- Reinvestment	$94	$81	$71	$64	$58	$54	$52	$50	$49	$84
Free Cash Flow to the Firm	-$57	$4	$76	$156	$243	$336	$435	$541	$652	$776

Ferrari: The "Exclusive Club" Value

Stay Super Exclusive: Revenue growth is low

	Base year	1	2	3	4	5	6	7	8	9	10	Terminal year
Revenue growth rate		4.00%	4.00%	4.00%	4.00%	4.00%	3.34%	2.68%	2.02%	1.36%	0.70%	0.70%
Revenues	€ 2,763	€ 2,874	€ 2,988	€ 3,108	€ 3,232	€ 3,362	€ 3,474	€ 3,567	€ 3,639	€ 3,689	€ 3,714	€ 3,740
EBIT (Operating) margin	18.20%	18.20%	18.20%	18.20%	18.20%	18.20%	18.20%	18.20%	18.20%	18.20%	18.20%	18.20%
EBIT (Operating income)	€ 503	€ 523	€ 544	€ 566	€ 588	€ 612	€ 632	€ 649	€ 662	€ 671	€ 676	€ 681
Tax rate	33.54%	33.54%	33.54%	33.54%	33.54%	33.54%	33.54%	33.54%	33.54%	33.54%	33.54%	33.54%
EBIT(1-t)	€ 334	€ 348	€ 361	€ 376	€ 391	€ 407	€ 420	€ 431	€ 440	€ 446	€ 449	€ 452
- Reinvestment		€ 78	€ 81	€ 84	€ 87	€ 91	€ 79	€ 66	€ 51	€ 35	€ 18	€ 22
FCFF		€ 270	€ 281	€ 292	€ 303	€ 316	€ 341	€ 366	€ 389	€ 411	€ 431	€ 431
Cost of capital		6.96%	6.96%	6.96%	6.96%	6.96%	6.96%	6.97%	6.98%	6.99%	7.00%	7.00%
PV(FCFF)		€ 252	€ 245	€ 238	€ 232	€ 225	€ 228	€ 228	€ 227	€ 224	€ 220	

Terminal value	€ 6,835
PV(Terminal value)	€ 3,485
PV (CF over next 10 years)	€ 2,321
Value of operating assets =	€ 5,806
- Debt	€ 623
- Minority interests	€ 13
+ Cash	€ 1,141
Value of equity	€ 6,311

High Prices + No selling cost = Preserve current operating margin

Minimal Reinvestment due to low growth

The super rich are not sensitive to economic downturns

Shell: The Oil Play

Revenue calculated from prevailing oil price of $40/barrel in March 2016
Revenue = 39992.77+4039.40*$40
= $201,569

Compounded revenue growth of 3.91% a year, based on Shell's historical revenue growth rate from 2000 to 2015

	Base Year	1	2	3	4	5	Terminal Year
Revenues	$ 201,569	$ 209,450	$ 217,639	$ 226,149	$ 234,991	$ 244,180	$ 249,063
Operating Margin	3.01%	6.18%	7.76%	8.56%	8.95%	9.35%	9.35%
Operating Income	$ 6,065.00	$ 12,942.85	$ 16,899.10	$ 19,352.39	$ 21,040.39	$ 22,830.80	$ 23,287.41
Effective tax rate	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
AT Operating Income	$ 4,245.50	$ 9,060.00	$ 11,829.37	$ 13,546.68	$ 14,728.27	$ 15,981.56	$ 16,301.19
+ Depreciation	$ 26,714.00	$ 27,759	$ 28,844	$ 29,972	$ 31,144	$ 32,361	
- Cap Ex	$ 31,854.00	$ 33,099	$ 34,394	$ 35,738	$ 37,136	$ 38,588	
- Chg in WC		$ 472.88	$ 491.37	$ 510.58	$ 530.55	$ 551.29	
FCFF		$ 3,246.14	$ 5,788.19	$ 7,269.29	$ 8,205.44	$ 9,203.68	$ 13,011.34
Terminal Value						$ 216,855.71	
Return on capital							12.37%
Cost of Capital		9.91%	9.91%	9.91%	9.91%	9.91%	8.00%
Cumulated Discount Factor		1.0991	1.2080	1.3277	1.4593	1.6039	
Present Value		$ 2,953.45	$ 4,791.47	$ 5,474.95	$ 5,622.81	$ 140,940.73	
Value of Operating Assets	$ 159,783.41						
+ Cash	$ 31,752.00						
+ Cross Holdings	$ 33,566.00						
- Debt	$ 58,379.00						
- Minority Interets	$ 1,245.00						
Value of Equity	$ 165,477.41						
Number of shares	4209.7						
Value per share	$ 39.31						

Added long term investments in joint ventures and subtracted out minority interest in consolidated holdings.

Operating margin converges on Shell's historical average margin of 9.35% from 200-2015

Return on capital reverts and stays at Shell's historic average of 12.37% from 200-2015

Step 5: Keep the feedback loop open

- When you tell a story about a company (either explicitly or implicitly), it is natural to feel attached to that story and to defend it against all attacks. Nothing can destroy an investor more than hubris.
- Being open to other views about a company is not easy, but here are some suggestions that may help:
  - Face up to the uncertainty in your own estimates of value.
  - Present the valuation to people who don't think like you do.
  - Create a process where people who disagree with you the most have a say.
  - Provide a structure where the criticisms can be specific and pointed, rather than general.

The Gurley Pushback

1. Not just car service company.: Uber is a car company, not just a car service company, and there may be a day when consumers will subscribe to a Uber service, rather than own their own cars. It could also expand into logistics, i.e., moving and transportation businesses.
2. Not just urban: Uber can create new demands for car service in parts of the country where taxis are not used (suburbia, small towns).
3. Global networking benefits: By linking with technology and credit card companies, Uber can have global networking benefits.

Valuing Bill Gurley's Uber narrative

	Uber (Gurley)	*Uber (Gurley Mod)*	*Uber (Damodaran)*
Narrative	Uber will expand the car service market substantially, bringing in mass transit users & non-users from the suburbs into the market, and use its networking advantage to gain a dominant market share, while maintaining its revenue slice at 20%.	Uber will expand the car service market substantially, bringing in mass transit users & non-users from the suburbs into the market, and use its networking advantage to gain a dominant market share, while cutting prices and margins (to 10%).	Uber will expand the car service market moderately, primarily in urban environments, and use its competitive advantages to get a significant but not dominant market share and maintain its revenue slice at 20%.
Total Market	$300 billion, growing at 3% a year	$300 billion, growing at 3% a year	$100 billion, growing at 6% a year
Market Share	40%	40%	10%
Uber's revenue slice	20%	10%	20%
Value for Uber	$53.4 billion + Option value of entering car ownership market ($10 billion+)	$28.7 billion + Option value of entering car ownership market ($6 billion+)	$5.9 billion + Option value of entering car ownership market ($2-3 billion)

Different narratives, Different Numbers

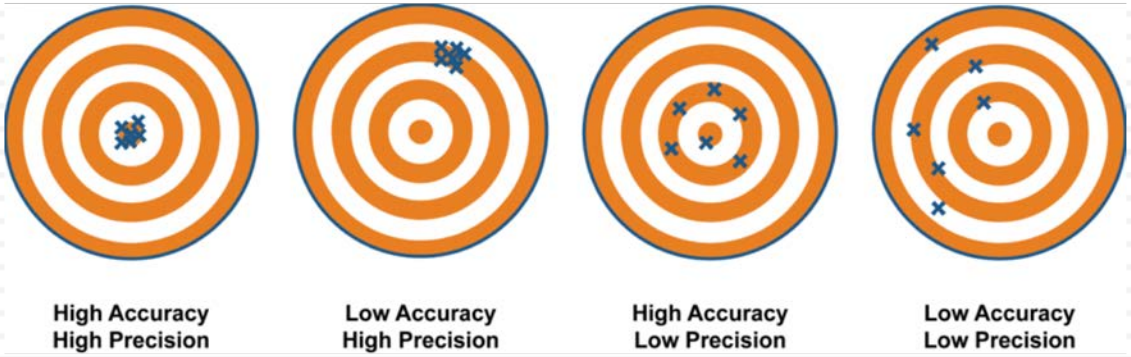
Total Market	*Growth Effect*	*Network Effect*	*Competitive Advantages*	*Value of Uber*
A4. Mobility Services	B4. Double market size	C5. Strong global network effects	D4. Strong & Sustainable	$90,457
A3. Logistics	B4. Double market size	C5. Strong global network effects	D4. Strong & Sustainable	$65,158
A4. Mobility Services	B3. Increase market by 50%	C3. Strong local network effects	D3. Semi-strong	$52,346
A2. All car service	B4. Double market size	C5. Strong global network effects	D4. Strong & Sustainable	$47,764
A1. Urban car service	B4. Double market size	C5. Strong global network effects	D4. Strong & Sustainable	$31,952
A3. Logistics	B3. Increase market by 50%	C3. Strong local network effects	D3. Semi-strong	$14,321
A1. Urban car service	B3. Increase market by 50%	C3. Strong local network effects	D3. Semi-strong	$7,127
A2. All car service	B3. Increase market by 50%	C3. Strong local network effects	D3. Semi-strong	$4,764
A4. Mobility Services	B1. None	C1. No network effects	D1. None	$1,888
A3. Logistics	B1. None	C1. No network effects	D1. None	$1,417
A2. All car service	B1. None	C1. No network effects	D1. None	$1,094
A1. Urban car service	B1. None	C1. No network effects	D1. None	$799

The Real World Intrudes: Be ready to modify narrative as events unfold

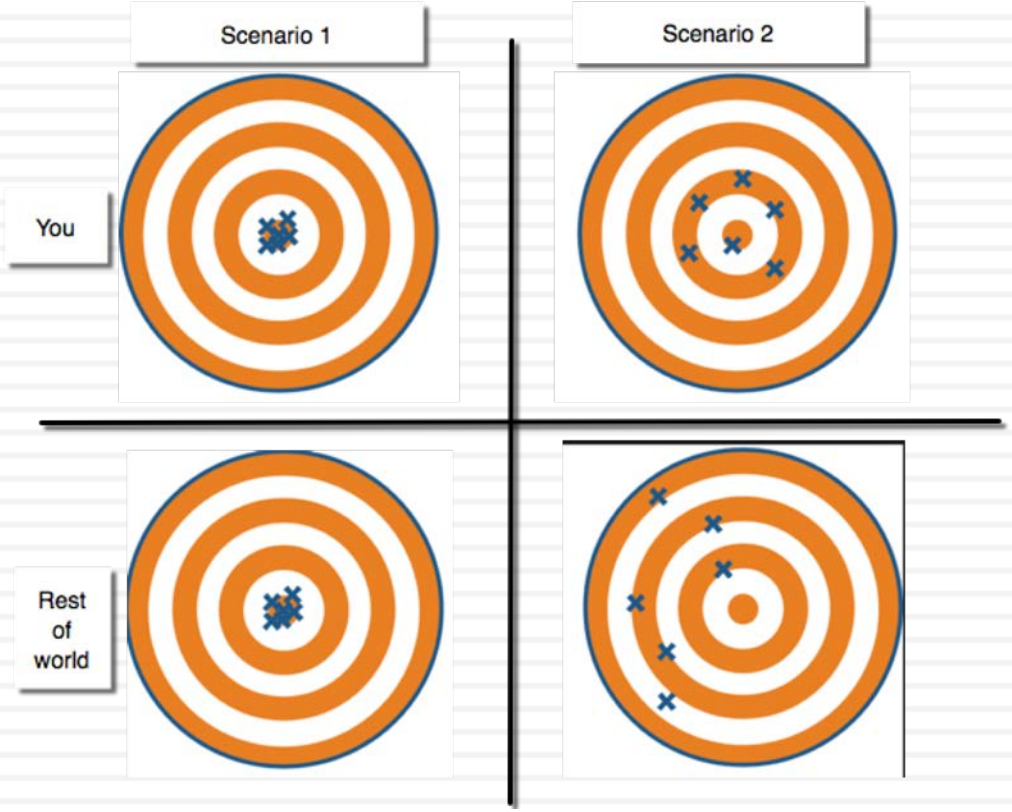
Narrative Break/End	Narrative Shift	Narrative Change (Expansion or Contraction)
Events, external (legal, political or economic) or internal (management, competitive, default), that can cause the narrative to break or end.	Improvement or deterioration in initial business model, changing market size, market share and/or profitability.	Unexpected entry/success in a new market or unexpected exit/failure in an existing market.
Your valuation estimates (cash flows, risk, growth & value) are no longer operative	Your valuation estimates will have to be modified to reflect the new data about the company.	Valuation estimates have to be redone with new overall market potential and characteristics.
Estimate a probability that it will occur & consequences	Monte Carlo simulations or scenario analysis	Real Options

IV. Don't mistake precision for accuracy.. And accuracy for payoff..

Better accurate than precise

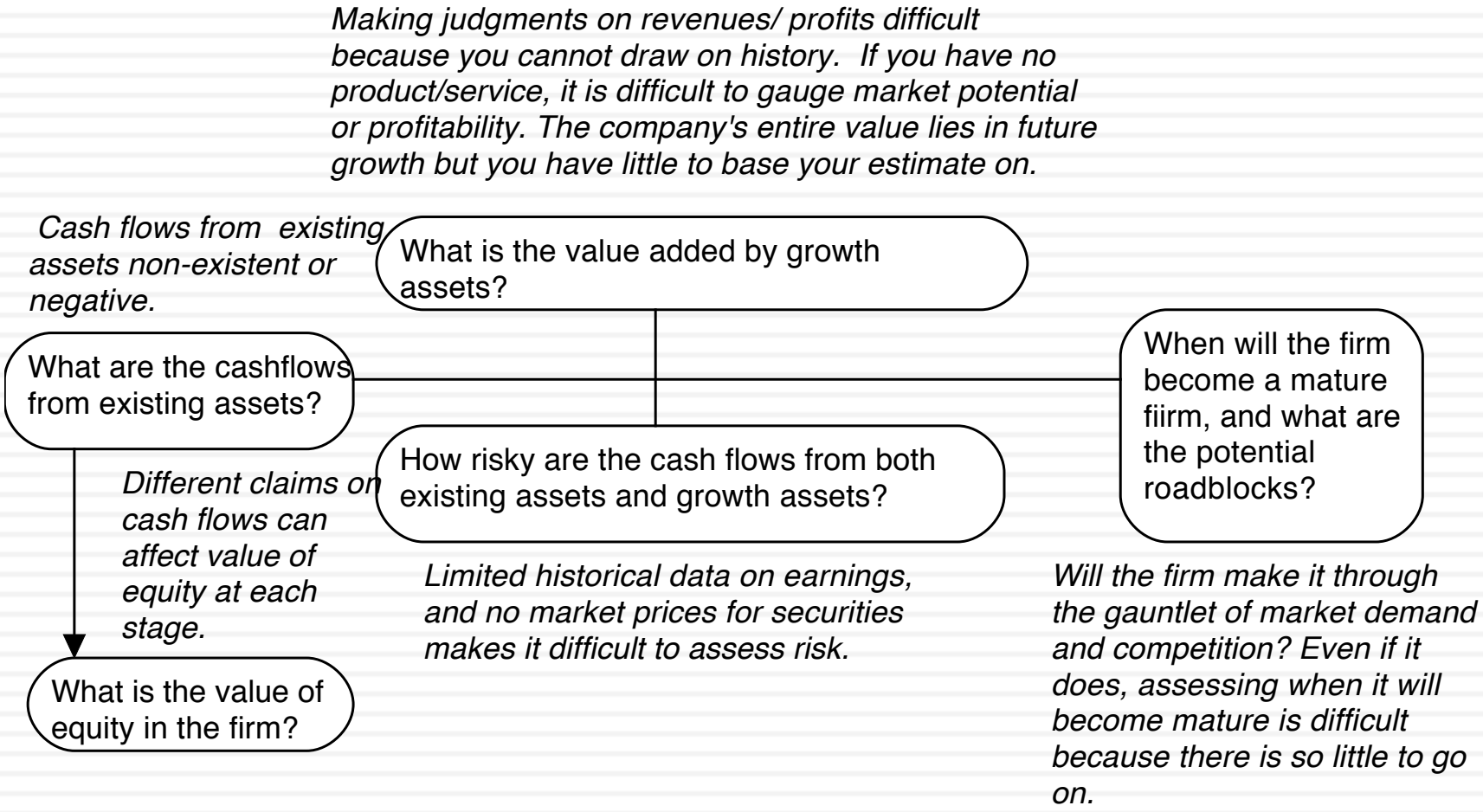


It's all relative



Valuing a start up is hard to do..

Figure 3: Estimation Issues - Young and Start-up Companies



And the dark side will beckon..

- With young start up companies, you will be told that it is "too difficult" or even "impossible" to value these companies, because there is so little history and so much uncertainty in the future.
- Instead, you will be asked to come over to the "dark side", where
  - You will see value metrics that you have never seen before
  - You will hear "macro" stories, justifying value
  - You will be asked to play the momentum game
- While all of this behavior is understandable, none of it makes the uncertainty go away. You have a choice. You can either hide from uncertainty or face up to it.

Twitter: Setting the table in October 2013

Income Statements

	2010	*2011*	*2012*	*2012 (6 mths)*	*2013 (6 mths)*	*Trailing 12 months*
Revenues	$28.3	$106.3	$316.9	$122.4	$253.6	$448.2
R&D expenses	$29.3	$80.2	$119.0	$46.3	$111.8	$184.5
Operating income	-$67.5	-$127.4	-$77.1	-$47.0	-$62.8	-$92.9
Operating income adjusted for R&D & Leases					$4.3	
Adjusted EBITDA (Net Loss+Taxes+Int exp+ Depr+Stock-based employee compensation)	-$51.2	-$42.8	$21.2	$6.7	$21.4	$35.9

Balance Sheet

	2011	2012	2013: Qtr 2	2013: Pro forma
Cash & ST Investments	$549.5	$424.9	$375.0	$375.0
Property & Equipment	$61.9	$185.6	$242.6	$242.6
Intangible assets	$6.4	$3.8	$14.4	$14.4
Goodwill	$36.8	$68.8	$163.7	$163.7
Capitalized R&D				*$248.7*
Total Assets	**$720.7**	**$831.6**	**$964.1**	**$964.1**
Capital Leases	$21.1	$65.7	$80.1	$80.1
Capitalized Op Leases				*$127.1*
Preferred Stock	$835.1	$835.4	$835.4	$0.0
Shareholders equity	-$201.8	-$248.2	-$164.4	$716.9

Twitter: Priming the Pump for Valuation

1. Make small revenues into big revenues

	2011		2012		2013	
	%	$	%	$	%	$
Google	32.09%	$27.74	31.46%	$32.73	33.24%	$38.83
Facebook	3.65%	$3.15	4.11%	$4.28	5.04%	$5.89
Yahoo!	3.95%	$3.41	3.37%	$3.51	3.10%	$3.62
Microsoft	1.27%	$1.10	1.63%	$1.70	1.78%	$2.08
IAC	1.15%	$0.99	1.39%	$1.45	1.47%	$1.72
AOL	1.17%	$1.01	1.02%	$1.06	0.95%	$1.11
Amazon	0.48%	$0.41	0.59%	$0.61	0.71%	$0.83
Pandora	0.28%	$0.24	0.36%	$0.37	0.50%	$0.58
Twitter	0.16%	$0.14	0.28%	$0.29	0.50%	$0.58
Linkedin	0.18%	$0.16	0.25%	$0.26	0.32%	$0.37
Millennial Media	0.05%	$0.04	0.07%	$0.07	0.10%	$0.12
Other	55.59%	$48.05	55.47%	$57.71	52.29%	$61.09
Total Market	100%	$86.43	100.00%	$104.04	100.00%	$116.82

		Annual growth rate in Global Advertising Spending				
		2.00%	2.50%	3.00%	3.50%	4.00%
Online advertising share of market	20%	$124.78	$131.03	$137.56	$144.39	$151.52
	25%	$155.97	$163.79	$171.95	$180.49	$189.40
	30%	$187.16	$196.54	$206.34	$216.58	$227.28
	35%	$218.36	$229.30	$240.74	$252.68	$265.16
	40%	$249.55	$262.06	$275.13	$288.78	$303.04

My estimate for 2023: Overall online advertising market will be close to $200 billion and Twitter will have about 5.7% ($11.5 billion)

2. Make losses into profits

Company	*Operating Margin*
Google Inc. (NasdaqGS:GOOG)	22.82%
Facebook, Inc. (NasdaqGS:FB)	29.99%
Yahoo! Inc. (NasdaqGS:YHOO)	13.79%
Netlfix	3.16%
Groupon	2.53%
LinkedIn Corporation (NYSE:LNKD)	5.18%
Pandora Media, Inc. (NYSE:P)	-9.13%
Yelp, Inc. (NYSE:YELP)	-6.19%
OpenTable, Inc. (NasdaqGS:OPEN)	24.90%
RetailMeNot	45.40%
Travelzoo Inc. (NasdaqGS:TZOO)	15.66%
Zillow, Inc. (NasdaqGS:Z)	-66.60%
Trulia, Inc. (NYSE:TRLA)	-6.79%
Aggregate	20.40%

My estimate for Twitter: Operating margin of 25% in year 10

3. Reinvest for growth

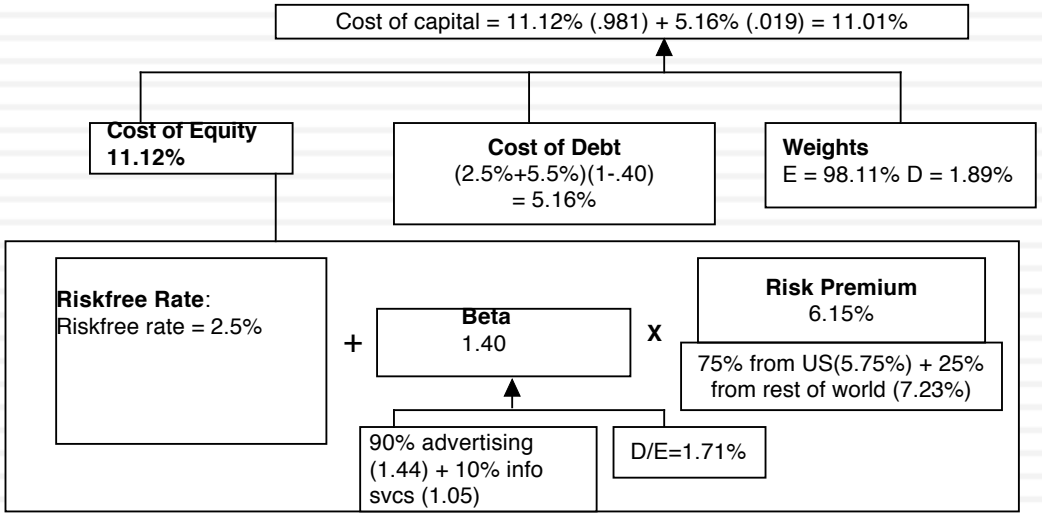
	Sales/ Invested Capital
Twitter (2013)	1.10
Advertising Companies	1.40
Social Media Companies	1.05

My estimate for Twitter: Sales/Capital will be 1.50 for next 10 years

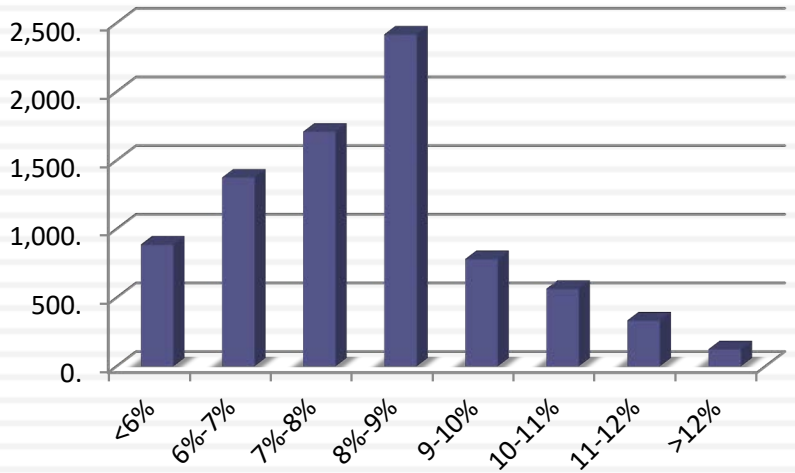
The Cost of Capital for Twitter

Risk in the discount rate

My estimate for Twitter



Cost of Capital: US - Nov '13



0% *Survival Risk* 100%

Probability that the firm will not make it as a going concern

Certain to make it as going concern → *Certain to fail*

My assumption for Twitter

Twitter Pre-IPO Valuation: October 27, 2013

Starting numbers

	Last 10K	Trailing 12 month
Revenues	$316.93	$534.46
Operating income	-$77.06	-$134.91
Adjusted Operating Income		$7.67
Invested Capital		$955.00
Adjusted Operatng Margin		1.44%
Sales/ Invested Capital		0.56
Interest expenses	$2.49	$5.30

Revenue growth of 51.5% a year for 5 years, tapering down to 2.5% in year 10

Pre-tax operating margin increases to 25% over the next 10 years

Sales to capital ratio of **1.50** for incremental sales

Stable Growth
g = 2.5%; Beta = 1.00;
Cost of capital = 8%
ROC= **12**%;
Reinvestment Rate=2.5%/12% = 20.83%

Terminal Value$_{10}$= 1466/(.08-.025) = $26,657

	1	*2*	*3*	*4*	*5*	*6*	*7*	*8*	*9*	*10*
Revenues	$ 810	$1,227	$1,858	$2,816	$4,266	$6,044	$7,973	$9,734	$10,932	$11,205
Operating Income	$ 31	$ 75	$ 158	$ 306	$ 564	$ 941	$1,430	$1,975	$ 2,475	$ 2,801
Operating Income after tax	$ 31	$ 75	$ 158	$ 294	$ 395	$ 649	$ 969	$1,317	$ 1,624	$ 1,807
- Reinvestment	$ 183	$ 278	$ 421	$ 638	$ 967	$1,186	$1,285	$1,175	$ 798	$ 182
FCFF	$(153)	$ (203)	$ (263)	$ (344)	$ (572)	$ (537)	$ (316)	$ 143	$ 826	$ 1,625

Terminal year (11)

EBIT (1-t)	$ 1,852
- Reinvestment	$ 386
FCFF	$ 1,466

Operating assets	$9,705
+ Cash	321
+ IPO Proceeds	1295
- Debt	214
Value of equity	11,106
- Options	713
Value in stock	10,394
/ # of shares	582.46
Value/share	$17.84

Cost of capital = 11.12% (.981) + 5.16% (.019) = 11.01%

Cost of capital decreases to 8% from years 6-10

Cost of Equity
11.12%

Cost of Debt
(2.5%+5.5%)(1-.40)
= 5.16%

Weights
E = 98.1% D = 1.9%

Riskfree Rate:
Riskfree rate = 2.5%

+

Beta
1.40

90% advertising (1.44) + 10% info svcs (1.05)

D/E=1.71%

x

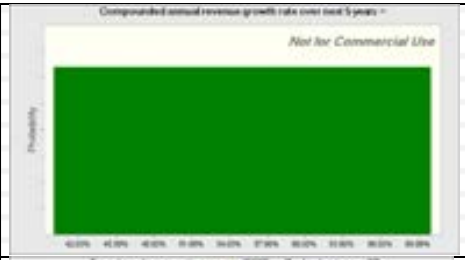
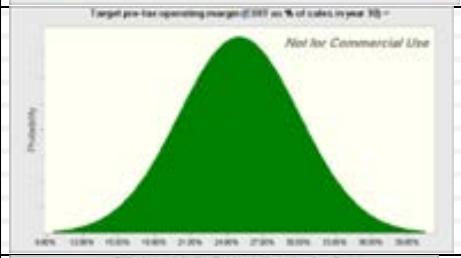
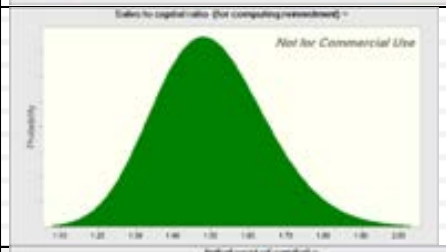
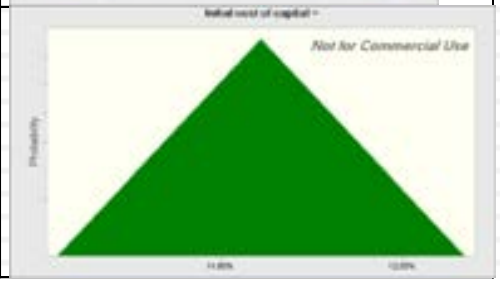
Risk Premium
6.15%

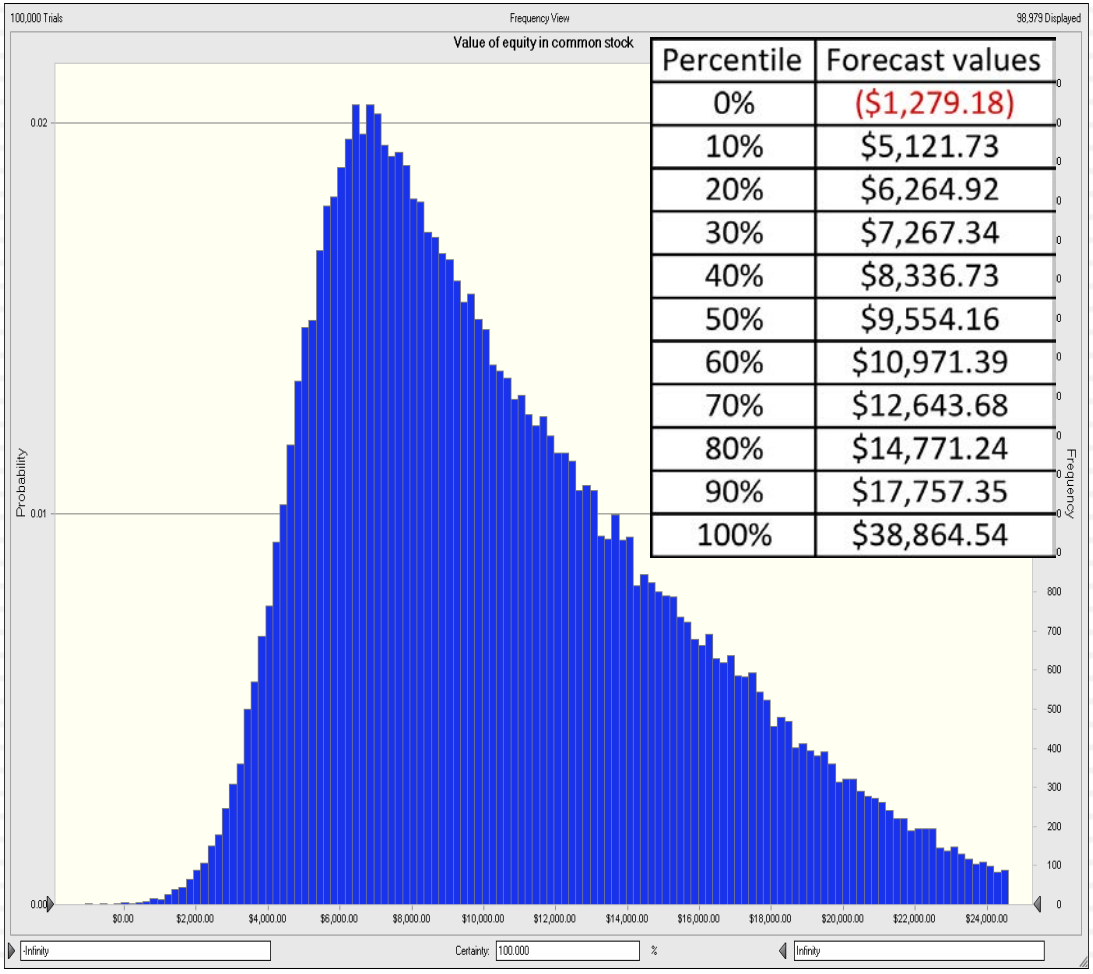
75% from US(5.75%) + 25% from rest of world (7.23%)

A sobering reminder: You will be "wrong" and it is okay

- No matter how careful you are in getting your inputs and how well structured your model is, your estimate of value will change both as new information comes out about the company, the business and the economy.
- As information comes out, you will have to adjust and adapt your model to reflect the information. Rather than be defensive about the resulting changes in value, recognize that this is the essence of risk.
- Remember that it is not just your value that is changing, but so is the price, and the price will change a great deal more than the value.

And your value is not a fact, but an estimate..

Revenue Growth Rate Distribution: Uniform Expected Value = 55% Minimum Value: 40% Maximum Value: 70%	
Target Operating Margin Distribution: Normal Expected Value = 25% Standard Deviation = 5%	
Sales to Capital Ratio Distribution: Lognormal Expected value: 1.50 Standard deviation: 0.15	
Cost of Capital Distribution: Triangular Expected value: 11.22% Minimum value: 10.02% Maximum value: 12.22%	



Percentile	Forecast values
0%	($1,279.18)
10%	$5,121.73
20%	$6,264.92
30%	$7,267.34
40%	$8,336.73
50%	$9,554.16
60%	$10,971.39
70%	$12,643.68
80%	$14,771.24
90%	$17,757.35
100%	$38,864.54

Forecasting in the face of uncertainty. A test:

- In which of these two cities would you find it easier to forecast the weather?

Weather changeability for Honolulu, Hawaii

Temperature	Last Month	Last Year
Average change in high temperature day-to-day	1.7°	1.2°
Average change in low temperature day-to-day	1.5°	2.0°

Precipitation	Last Month	Last Year
Chance of dry day after a precip day	67%	81%
Chance of precip day after a dry day	7%	13%

Weather changeability for Epping, North Dakota

Temperature	Last Month	Last Year
Average change in high temperature day-to-day	8.5°	7.7°
Average change in low temperature day-to-day	7.1°	8.6°

Precipitation	Last Month	Last Year
Chance of dry day after a precip day	50%	65%
Chance of precip day after a dry day	38%	20%

But the payoff is greatest where there is the most uncertainty…

Weather changeability for Honolulu, Hawaii

Temperature	Last Month	Last Year
Average change in high temperature day-to-day	1.7°	1.2°
Average change in low temperature day-to-day	1.5°	2.0°

Precipitation	Last Month	Last Year
Chance of dry day after a precip day	67%	81%
Chance of precip day after a dry day	7%	13%

Further changeability analysis »

Weather forecast accuracy for Honolulu, Hawaii

Last Month	
MeteoGroup	88.44%
Persistence	81.80%
CustomWeather	78.23%
The Weather Channel	73.12%
AccuWeather	69.89%
Weather Underground	62.10%
National Weather Service	48.39%
Foreca	44.35%
WeatherBug	32.26%

Last Year	
MeteoGroup	88.50%
CustomWeather	85.87%
AccuWeather	81.82%
The Weather Channel	81.56%
Persistence	80.44%
Weather Underground	67.07%
National Weather Service	59.90%
Foreca	57.52%
WeatherBug	37.09%

Weather changeability for Epping, North Dakota

Temperature	Last Month	Last Year
Average change in high temperature day-to-day	8.5°	7.7°
Average change in low temperature day-to-day	7.1°	8.6°

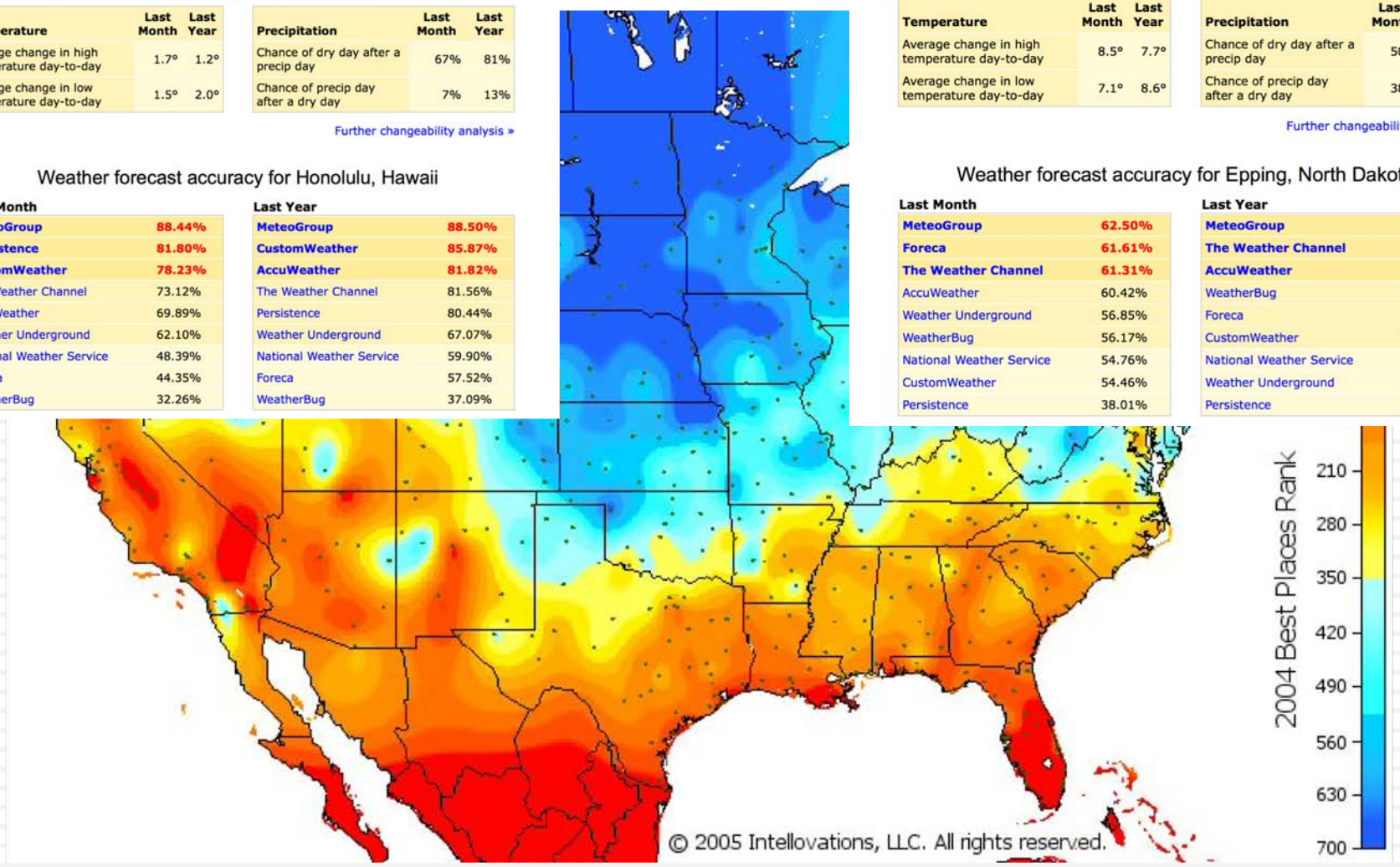
Precipitation	Last Month	Last Year
Chance of dry day after a precip day	50%	65%
Chance of precip day after a dry day	38%	20%

Further changeability analysis »

Weather forecast accuracy for Epping, North Dakota

Last Month	
MeteoGroup	62.50%
Foreca	61.61%
The Weather Channel	61.31%
AccuWeather	60.42%
Weather Underground	56.85%
WeatherBug	56.17%
National Weather Service	54.76%
CustomWeather	54.46%
Persistence	38.01%

Last Year	
MeteoGroup	66.97%
The Weather Channel	66.73%
AccuWeather	64.86%
WeatherBug	64.80%
Foreca	62.75%
CustomWeather	62.70%
National Weather Service	62.64%
Weather Underground	61.38%
Persistence	44.09%



V. Don’t mistake price for value!

Drivers of intrinsic value
- Cashflows from existing assets
- Growth in cash flows
- Quality of Growth

Drivers of price
- Market moods & momentum
- Surface stories about fundamentals

Accounting Estimates

Valuation Estimates

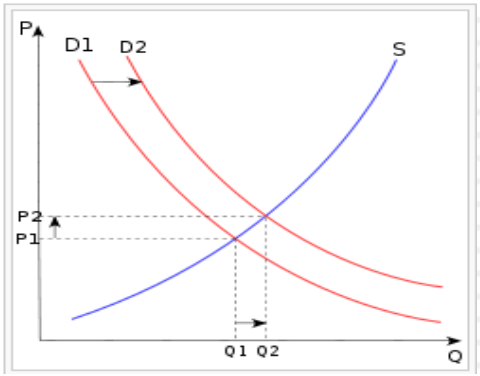
INTRINSIC VALUE

Value

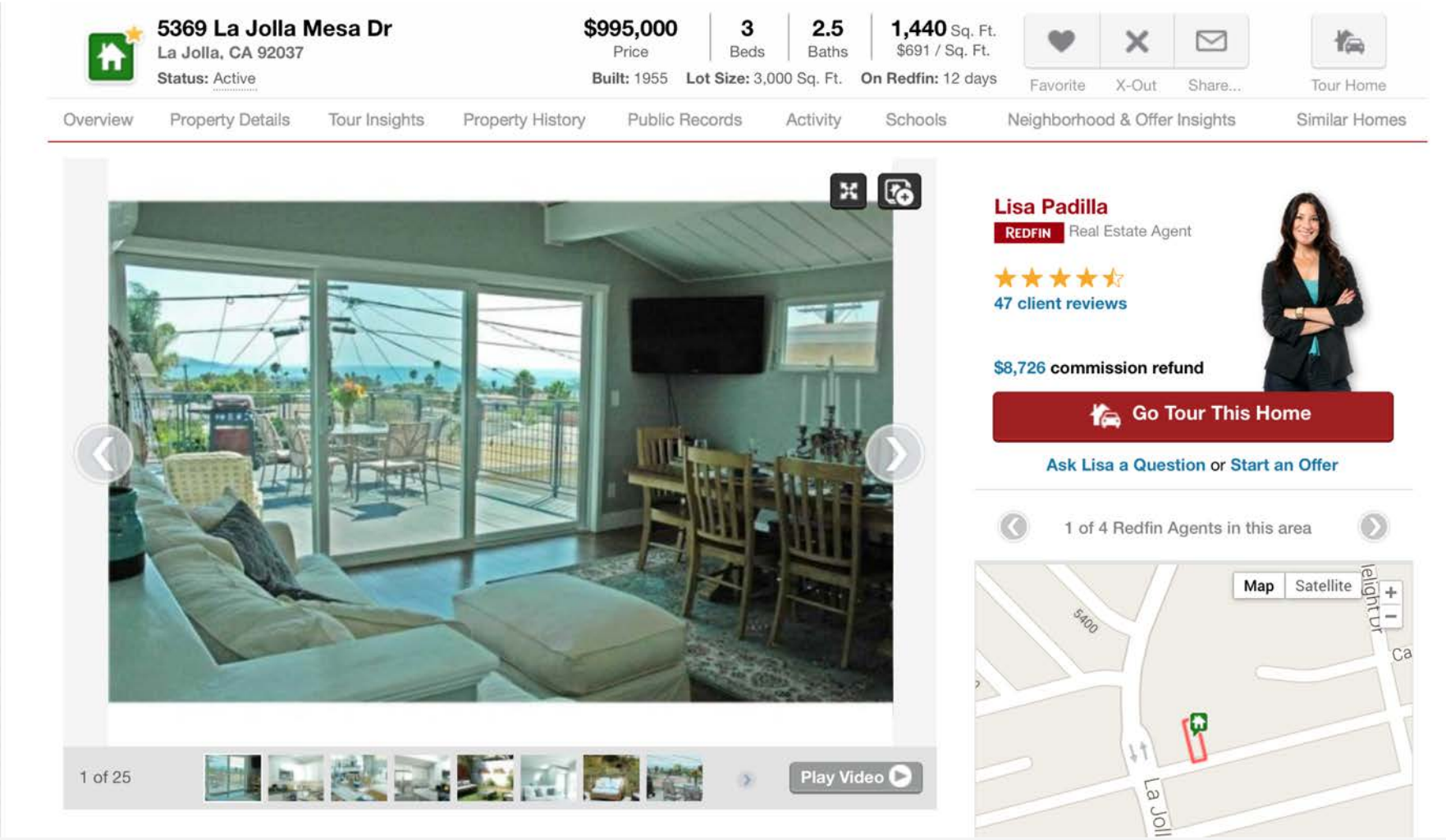
THE GAP
Is there one?
If so, will it close?
If it will close, what will cause it to close?

Price

PRICE



Test 1: Are you pricing or valuing?



Test 2: Are you pricing or valuing?

Europe
Switzerland

Biotechnology
Biotechnology

Reuters	Bloomberg	Exchange	Ticker
BION.S	BION SW	SWX	BION

Price at 12 Aug 2013 (CHF)	124.00
Price Target (CHF)	164.50
52-week range (CHF)	128.40 - 84.90

Strong sector and stock-picking continue

Impressive performance

Over the past two years, BB Biotech shares have roughly tripled, which could tempt investors to take profits. However, this performance has been well backed by a deserved revival of the biotech industry, encouraging fundamental news, M&A, and increased money flow into health care stocks. In addition, BBB returned to index outperformance by modifying its stock-picking approach. Hence, despite excellent performance, the shares still trade at a 23% discount to the net asset value of the portfolio. Hence, the shares are an attractive value vehicle to capture growth opportunities in an attractive sector.

Biotech industry remains attractive

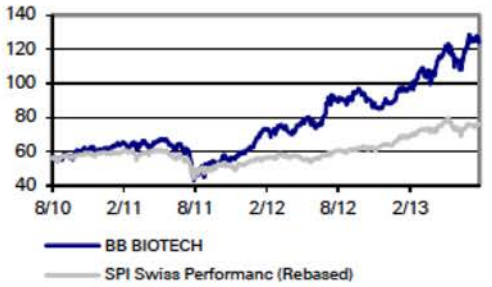
With the re-rating of the pharma sector, investors have also showed increased interest in biotech stocks. Established biotech stocks have delivered encouraging financial results and approvals, while there has also been substantial industry consolidation, which is not surprising in times of "cheap" money and high liquidity. BB Biotech remains an attractive vehicle to capture the future potential of the biotech sector. In addition, investors benefit from a 23% discount to NAV and attractive cash distribution policy of 5% yield p.a. Hence, we reiterate our Buy on BB Biotech shares

Key changes

Target Price 106.50 to 164.50 ↑ 54.5%

Source: Deutsche Bank

Price/price relative



Performance (%)	1m	3m	12m
Absolute	-1.4	5.4	37.4

Test 3: Are you pricing or valuing?

	1	2	3	4	5
EBITDA	$100.00	$120.00	$144.00	$172.80	$207.36
- Depreciation	$20.00	$24.00	$28.80	$34.56	$41.47
EBIT	$80.00	$96.00	$115.20	$138.24	$165.89
- Taxes	$24.00	$28.80	$34.56	$41.47	$49.77
EBIT (1-t)	$56.00	$67.20	$80.64	$96.77	$116.12
+ Depreciation	$20.00	$24.00	$28.80	$34.56	$41.47
- Cap Ex	$50.00	$60.00	$72.00	$86.40	$103.68
- Chg in WC	$10.00	$12.00	$14.40	$17.28	$20.74
FCFF	$16.00	$19.20	$23.04	$27.65	$33.18
Terminal Value					$1,658.88
Cost of capital	8.25%	8.25%	8.25%	8.25%	8.25%
Present Value	$14.78	$16.38	$18.16	$20.14	$1,138.35
Value of operating assets today	$1,207.81				
+ Cash	$125.00				
- Debt	$200.00				
Value of equity	**$1,132.81**				

The determinants of price

Mood and Momentum
Price is determined in large part by mood and momentum, which, in turn, are driven by behavioral factors (panic, fear, greed).

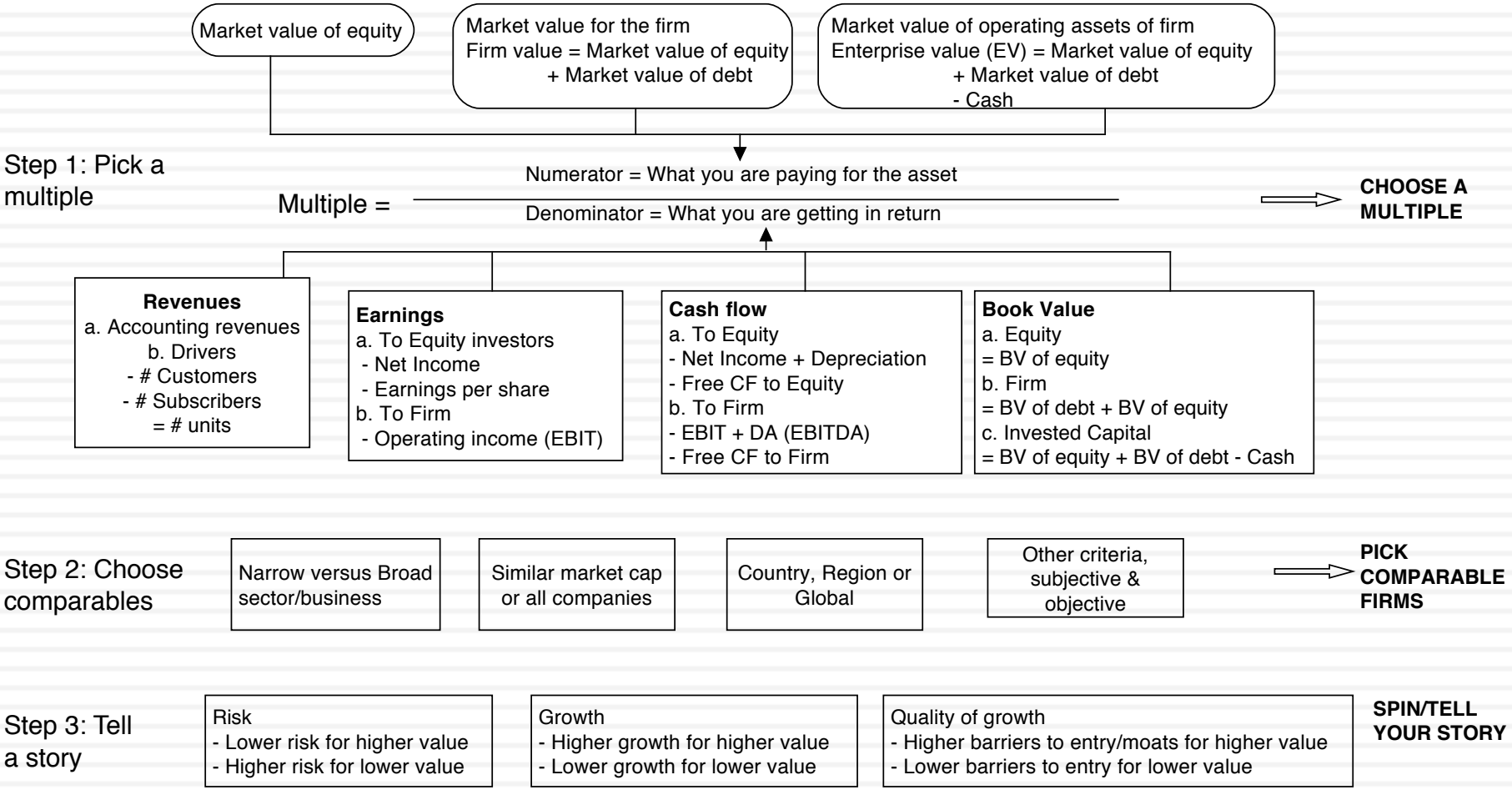
Liquidity & Trading Ease
While the value of an asset may not change much from period to period, liquidity and ease of trading can, and as it does, so will the price.

The Market Price

Incremental information
Since you make money on price changes, not price levels, the focus is on incremental information (news stories, rumors, gossip) and how it measures up, relative to expectations

Group Think
To the extent that pricing is about gauging what other investors will do, the price can be determined by the "herd".

Multiples and Comparable Transactions



To be a better pricer, here are four suggestions

- Check your multiple or consistency/uniformity
  - In use, the same multiple can be defined in different ways by different users. When comparing and using multiples, estimated by someone else, it is critical that we understand how the multiples have been estimated
- Look at all the data, not just the key statistics
  - Too many people who use a multiple have no idea what its cross sectional distribution is. If you do not know what the cross sectional distribution of a multiple is, it is difficult to look at a number and pass judgment on whether it is too high or low.
- Don't forget the fundamentals ultimately matter
  - It is critical that we understand the fundamentals that drive each multiple, and the nature of the relationship between the multiple and each variable.
- Don't define comparables based only on sector
  - Defining the comparable universe and controlling for differences is far more difficult in practice than it is in theory.

Pricing Twitter: Start with the "comparables"

Company	*Market Cap*	*Enterprise value*	*Revenues*	*EBITDA*	*Net Income*	*Number of users (millions)*	*EV/User*	*EV/Revenue*	*EV/EBITDA*	*PE*
Facebook	$173,540.00	$160,090.00	$7,870.00	$3,930.00	$1,490.00	1230.00	$130.15	20.34	40.74	116.47
Linkedin	$23,530.00	$19,980.00	$1,530.00	$182.00	$27.00	277.00	$72.13	13.06	109.78	871.48
Pandora	$7,320.00	$7,150.00	$655.00	-$18.00	-$29.00	73.40	$97.41	10.92	NA	NA
Groupon	$6,690.00	$5,880.00	$2,440.00	$125.00	-$95.00	43.00	$136.74	2.41	47.04	NA
Netflix	$25,900.00	$25,380.00	$4,370.00	$277.00	$112.00	44.00	$576.82	5.81	91.62	231.25
Yelp	$6,200.00	$5,790.00	$233.00	$2.40	-$10.00	120.00	$48.25	24.85	2412.50	NA
Open Table	$1,720.00	$1,500.00	$190.00	$63.00	$33.00	14.00	$107.14	7.89	23.81	52.12
Zynga	$4,200.00	$2,930.00	$873.00	$74.00	-$37.00	27.00	$108.52	3.36	39.59	NA
Zillow	$3,070.00	$2,860.00	$197.00	-$13.00	-$12.45	*34.50*	$82.90	14.52	NA	NA
Trulia	$1,140.00	$1,120.00	$144.00	-$6.00	-$18.00	*54.40*	$20.59	7.78	NA	NA
Tripadvisor	$13,510.00	$12,860.00	$945.00	$311.00	$205.00	*260.00*	$49.46	13.61	41.35	65.90
						Average	$130.01	11.32	350.80	267.44
						Median	$97.41	10.92	44.20	116.47

Read the tea leaves: See what the market cares about

	Market Cap	Enterprise value	Revenues	EBITDA	Net Income	Number of users (millions)
Market Cap	1.					
Enterprise value	0.9998	1.				
Revenues	0.8933	0.8966	1.			
EBITDA	0.9709	0.9701	0.8869	1.		
Net Income	0.8978	0.8971	0.8466	0.9716	1.	
Number of users (millions)	0.9812	0.9789	0.8053	0.9354	0.8453	1.

Twitter had 240 million users at the time of its IPO. What price would you attach to the company?

Use the “market metric” and “market price”

- The most important variable, in late 2013, in determining market value and price in this sector (social media, ill defined as that is) is the number of users that a company has.
- Looking at comparable firms, it looks like the market is paying about $100/user in valuing social media companies, with a premium for “predictable” revenues (subscriptions) and user intensity.
- Twitter has about 240 million users and can be valued based on the $100/user:
- Enterprise value = 240 * 100 = $24 billion

Infosys: Priced against other Indian tech firms

	Trailing PE	PEG	PBV	EV/Sales	Expected Growth	ROE	Operating Margin
Infosys	15.42	1.99	3.97	3.40	8.90%	25.49%	24.29%
TCS	21.02	1.90	6.72	4.60	10.90%	33.23%	25.02%
HCL	15.22	1.34	3.82	2.99	12.30%	30.14%	20.11%
Wipro	14.72	1.83	2.63	2.47	9.12%	17.81%	16.23%
IT India (99 companies)							
25th Percentile	13.75	0.57	1.00	0.72	11.10%	0.88%	1.61%
Median	18.92	1.33	1.83	1.52	13.80%	11.45%	7.69%
75th Percentile	26.94	1.99	3.44	2.68	36.00%	21.13%	14.56%

Controlling for Differences?

- There are clear differences in fundamentals across IT companies, especially when it comes to margins and ROE, which may explain variation in pricing multiples.
- Regressing EV/Sales against pre-tax operating margin, for instance:

  EV/ Sales = 0.924 + 12.93 Operating Margin R^2 = 44.5%

  (2.82) (8.74)
- Plugging in Infosys operating margin (24.29%) into the regression, we get:

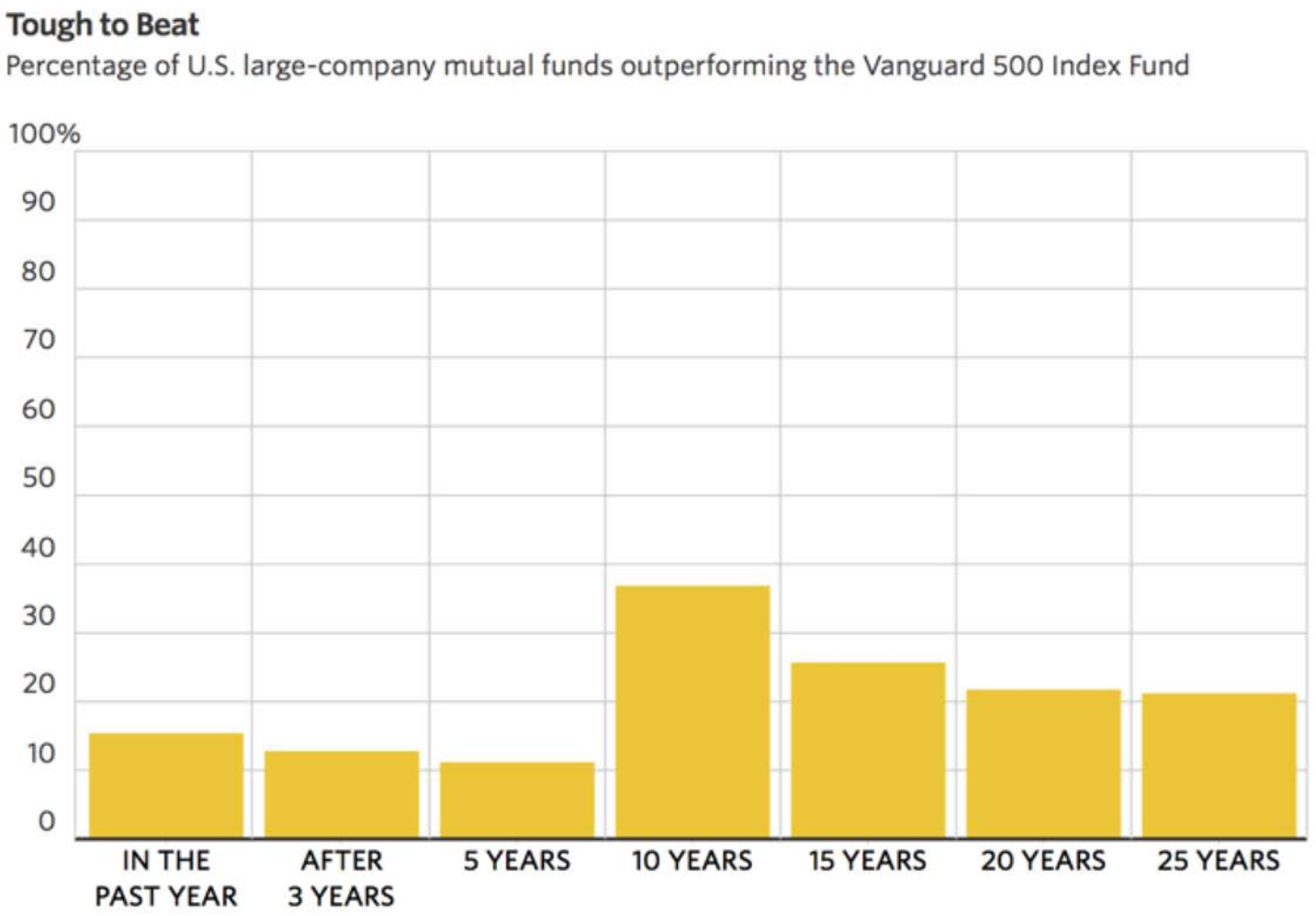
  EV/ Sales = 0.924 + 12.93 (.2429) = 3.04

  At 3.40 times sales, Infosys looks over priced by about 10% against other Indian IT companies.

VI. Investing is an act of faith..

- When investing, we are often told that if you are virtuous (careful in your research, good at valuation, have a long time horizon), you will be rewarded (with high returns).
- That pitch is amplified by anecdotal evidence of righteous ones, i.e., those who have followed the path to success.
- Those who chose not to be virtuous are labeled as "speculators", viewed as shallow and deserving of the fate that awaits them.
- If you have faith in investing, you will be tested.

Active Investing is a loser's game

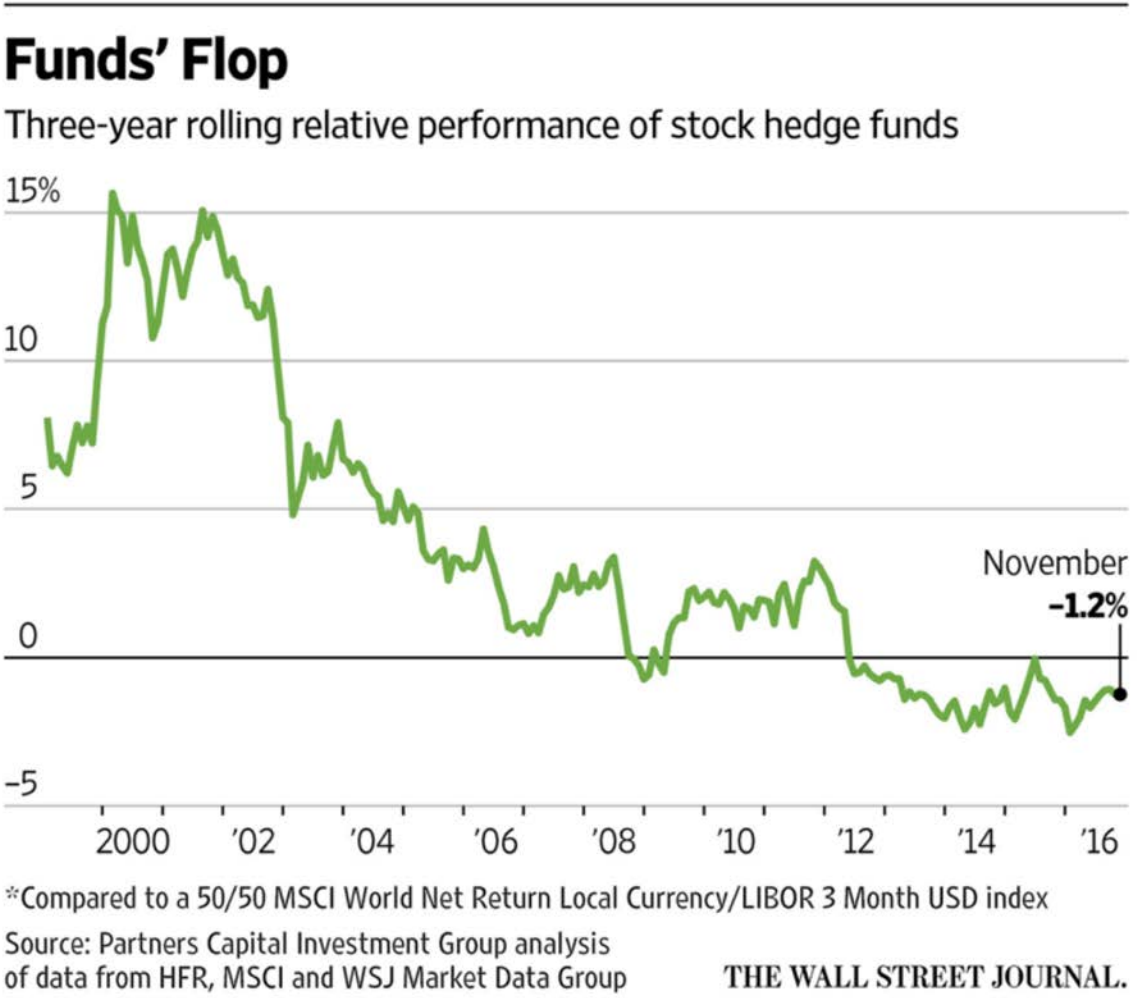


And it stays that way across styles..

	% of US Mutual Funds that lagged their respective indices			
	Value	Growth	Core	All
Large	82.17%	86.54%	88.26%	84.15%
Mid-cap	70.27%	81.48%	76.51%	76.69%
Small	92.31%	91.89%	91.44%	90.13%
All Equity				88.43%
Real Estate				82.64%

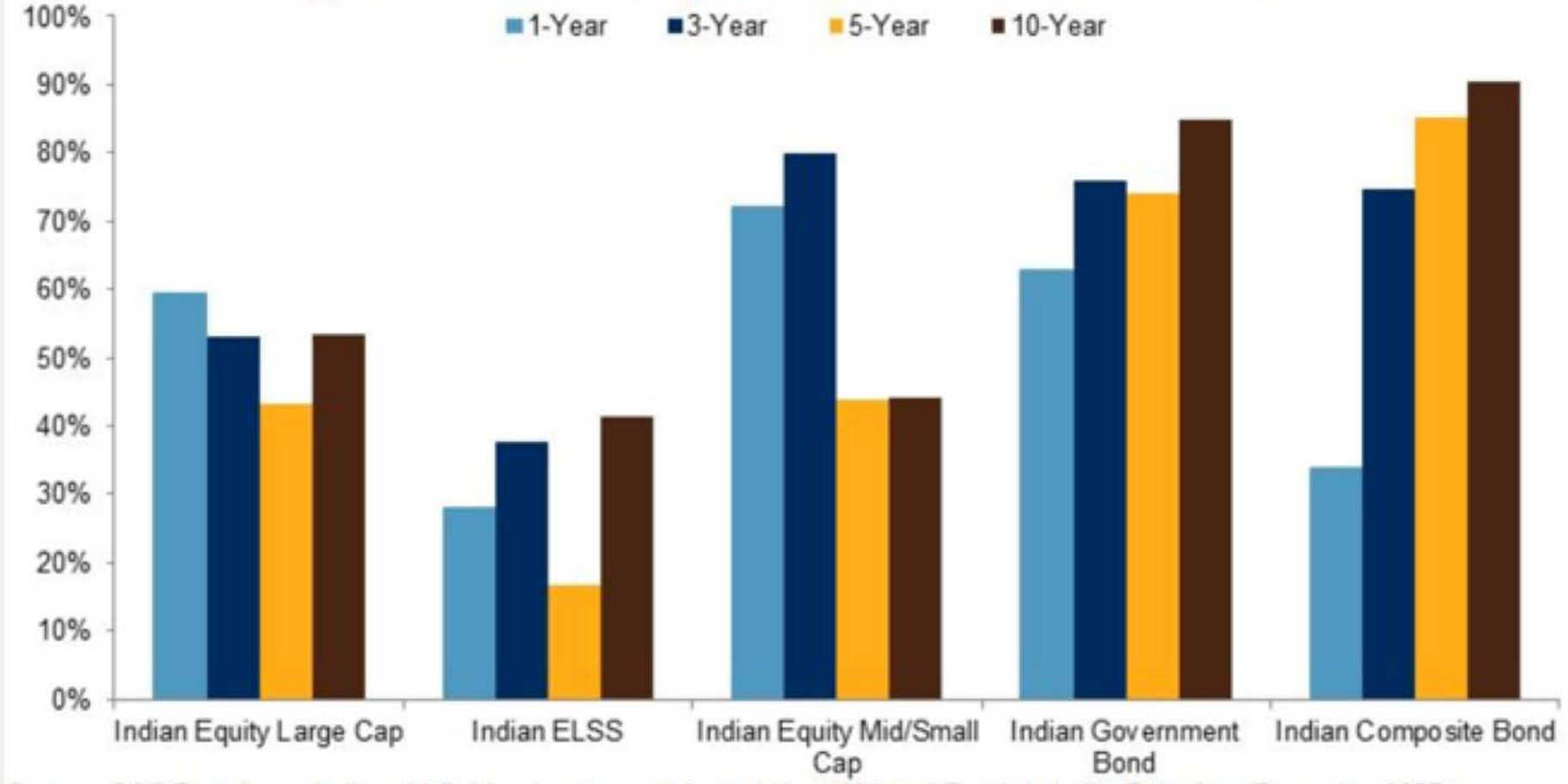
S&P computes these percentages for the last year, the last 3 years & the last 10 years. There is not a single period or a single fund grouping where the number is <50%.

And the ”smart” money does not stay smart for very long



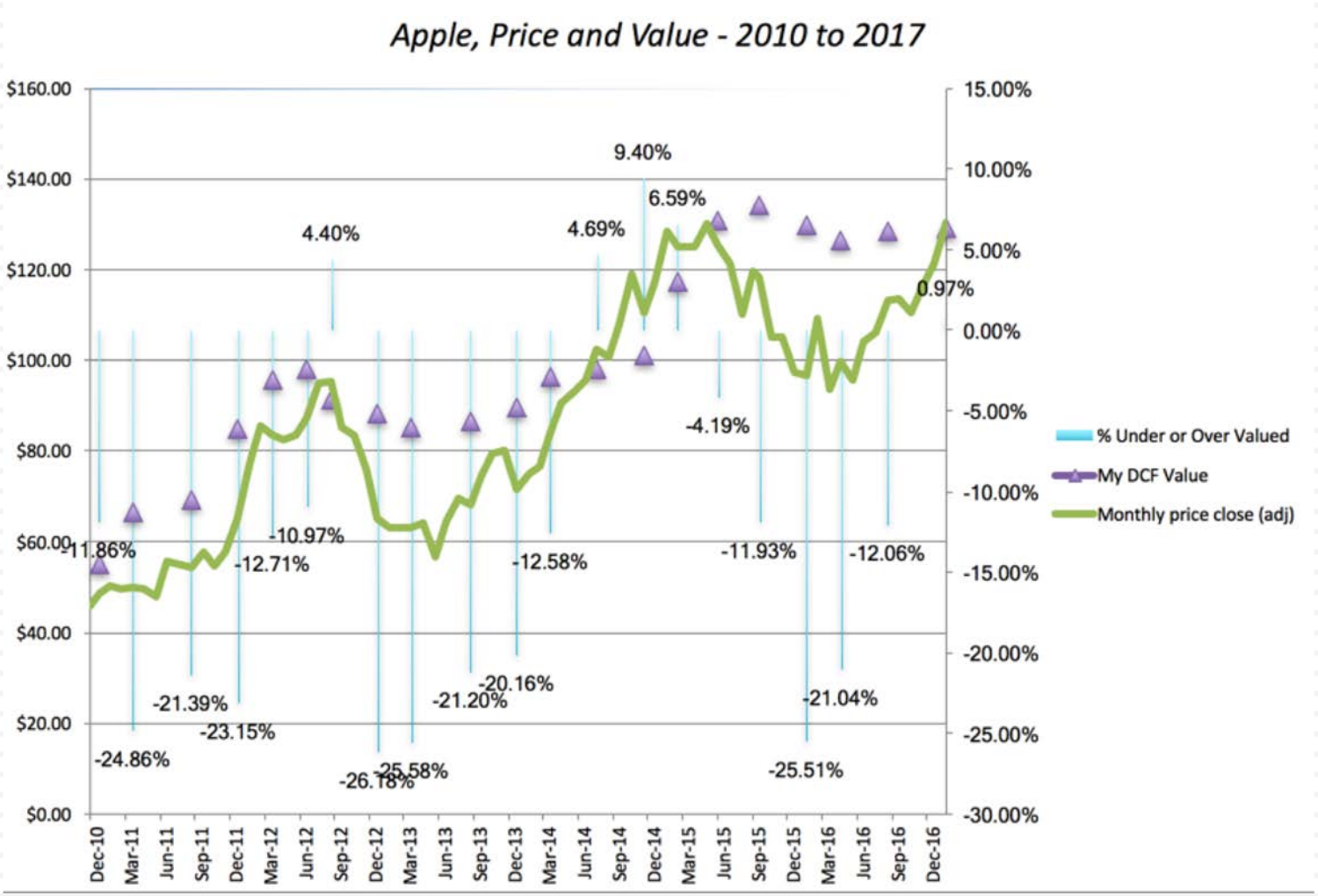
And if you think India is different, think again…

Exhibit 1: Percentage of Funds That Underperformed the Benchmark Over Different Time Horizons



Source: S&P Dow Jones Indices LLC, Morningstar, and Association of Mutual Funds in India. Data from December 2007 to December 2017, based on the SPIVA India Year-End 2017 Scorecard. Past performance is no guarantee of future results. Chart is provided for illustrative purposes.

Investment Heaven is a promise, not a guarantee..



Follow the yellow brick road..