



# GROWTH TESTS

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# The compounding effect...

- Assume that you are looking at LinkedIn and that the revenues currently are \$ 200 million. Assume also that you are assuming a growth rate of 30% a year in revenues for the next 10 years. Without using your calculator, estimate how much you will have as revenues (approximately) in year 10:
  - a. \$ 500 million
  - b. \$ 1 billion
  - c. \$ 2 billion
  - d. \$ 3 billion
  - e. \$ 4 billion

# The compounding effect doubled...

- What would your revenues be in year 10, if you doubled the growth rate?
  - a. \$ 1 billion
  - b. \$ 2 billion
  - c. \$ 4 billion
  - d. \$ 6 billion
  - e. \$ 8 billion
  - f. None of the above

# Growth in different items....



- For many US companies, you can access analysts' estimates of growth in the future on public sites. The consensus growth rate reported is usually
  - a. Growth rates in revenues
  - b. Growth rates in operating income
  - c. Growth rates in net income
  - d. Growth rates in EPS
  - e. Growth rates in all of the above

# Fundamental Growth

- Fundamental growth is tied to how much a company reinvests back into the business and how well it reinvests. A company reports after-tax operating income of \$ 75 million on revenues of \$ 1 billion (thus generating a return on capital of 7.5%). It does not plan to reinvest in new assets, but will maintain existing assets and its current return on capital. What follows?
  - a. The company cannot grow
  - b. The company cannot grow in the short term
  - c. The company cannot have sustainable long term growth
  - d. The company will shrink

# Efficiency and Growth?

- If this company thinks that it can improve its return on capital on existing assets to 10% next year by making them more efficient, what growth rate will you see in operating income next year? (You can still assume no reinvestment)