

# Dividends and Cash Flows to Equity

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- In the strictest sense, the only cash flow that an investor will receive from an equity investment in a publicly traded firm is the dividend that will be paid on the stock.
- Actual dividends, however, are set by the managers of the firm and may be much lower than the potential dividends (that could have been paid out)
  - ▣ managers are conservative and try to smooth out dividends
  - ▣ managers like to hold on to cash to meet unforeseen future contingencies and investment opportunities
- When actual dividends are less than potential dividends, using a model that focuses only on dividends will understate the true value of the equity in a firm.

# Measuring Potential Dividends

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- Some analysts assume that the earnings of a firm represent its potential dividends. This cannot be true for several reasons:
  - ▣ Earnings are not cash flows, since there are both non-cash revenues and expenses in the earnings calculation
  - ▣ Even if earnings were cash flows, a firm that paid its earnings out as dividends would not be investing in new assets and thus could not grow
  - ▣ Valuation models, where earnings are discounted back to the present, will over estimate the value of the equity in the firm
- The potential dividends of a firm are the cash flows left over after the firm has made any “investments” it needs to make to create future growth and net debt repayments (debt repayments - new debt issues)
  - ▣ The common categorization of capital expenditures into discretionary and non-discretionary loses its basis when there is future growth built into the valuation.

# Estimating Cash Flows: FCFE

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## □ Cash flows to Equity for a Levered Firm

Net Income

- (Capital Expenditures - Depreciation)
  - Changes in non-cash Working Capital
  - (Principal Repayments - New Debt Issues)
- = Free Cash flow to Equity

- I have ignored preferred dividends. If preferred stock exist, preferred dividends will also need to be netted out

# Estimating FCFE when Leverage is Stable

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Net Income

- (1- DR) (Capital Expenditures - Depreciation)
- (1- DR) Working Capital Needs
- = Free Cash flow to Equity

DR = Debt/Capital Ratio

For this firm,

- Proceeds from new debt issues = Principal Repayments +  $\square$  (Capital Expenditures - Depreciation + Working Capital Needs)
- In computing FCFE, the book value debt to capital ratio should be used when looking back in time but can be replaced with the market value debt to capital ratio, looking forward.

# FCFE from the statement of cash flows

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- The statement of cash flows can be used to back into a FCFE, if you are willing to navigate your way through it and not trust it fully.
- FCFE
  - = Cashflow from Operations
  - Capital Expenditures (from the cash flow from investments)
  - Cash Acquisitions (from the cash flow from investments)
  - (Debt Repaid – Debt Issued) (from financing cash flows)
  - = FCFE
- Alternatively, you can also do the following:
  - ▣  $FCFE = \text{Dividends} + \text{Stock Buybacks} - \text{Stock Issuances} + \text{Change in Cash Balance}$

# Dividends versus FCFE: Across the globe

<i>Sub Group</i>	<i>FCFE</i>	<i>Dividends</i>	<i>Buybacks</i>	<i>Dividends + Buybacks</i>	<i>% of dividend paying firms</i>
Africa and Middle East	\$85,659	\$114,879	\$3,083	\$117,963	54.64%
Australia & NZ	\$14,445	\$31,975	\$9,846	\$41,821	27.63%
Canada	\$5,499	\$36,040	\$31,425	\$67,466	12.41%
China	\$50,327	\$299,196	\$19,147	\$318,342	73.63%
EU & Environs	\$167,899	\$290,900	\$117,861	\$408,762	43.67%
E. Europe & Russia	\$34,187	\$27,491	\$5,546	\$33,037	43.01%
India	\$44,762	\$24,602	\$6,669	\$31,271	29.41%
Japan	(\$42,357)	\$110,331	\$70,847	\$181,178	69.68%
Latin America	(\$13,487)	\$35,631	\$5,068	\$40,700	60.00%
Small Asia	(\$43,076)	\$116,261	\$10,655	\$126,916	54.69%
UK	\$11,429	\$70,864	\$35,382	\$106,245	51.60%
United States	\$290,411	\$499,570	\$700,425	\$1,199,995	21.95%
Global	\$605,699	\$1,657,741	\$1,015,955	\$2,673,696	46.66%

# Estimating FCFE: Disney

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- Net Income=\$ 1533 Million
- Capital spending = \$ 1,746 Million
- Depreciation per Share = \$ 1,134 Million
- Increase in non-cash working capital = \$ 477 Million
- Debt to Capital Ratio (DR) = 23.83%
- Estimating FCFE (1997):

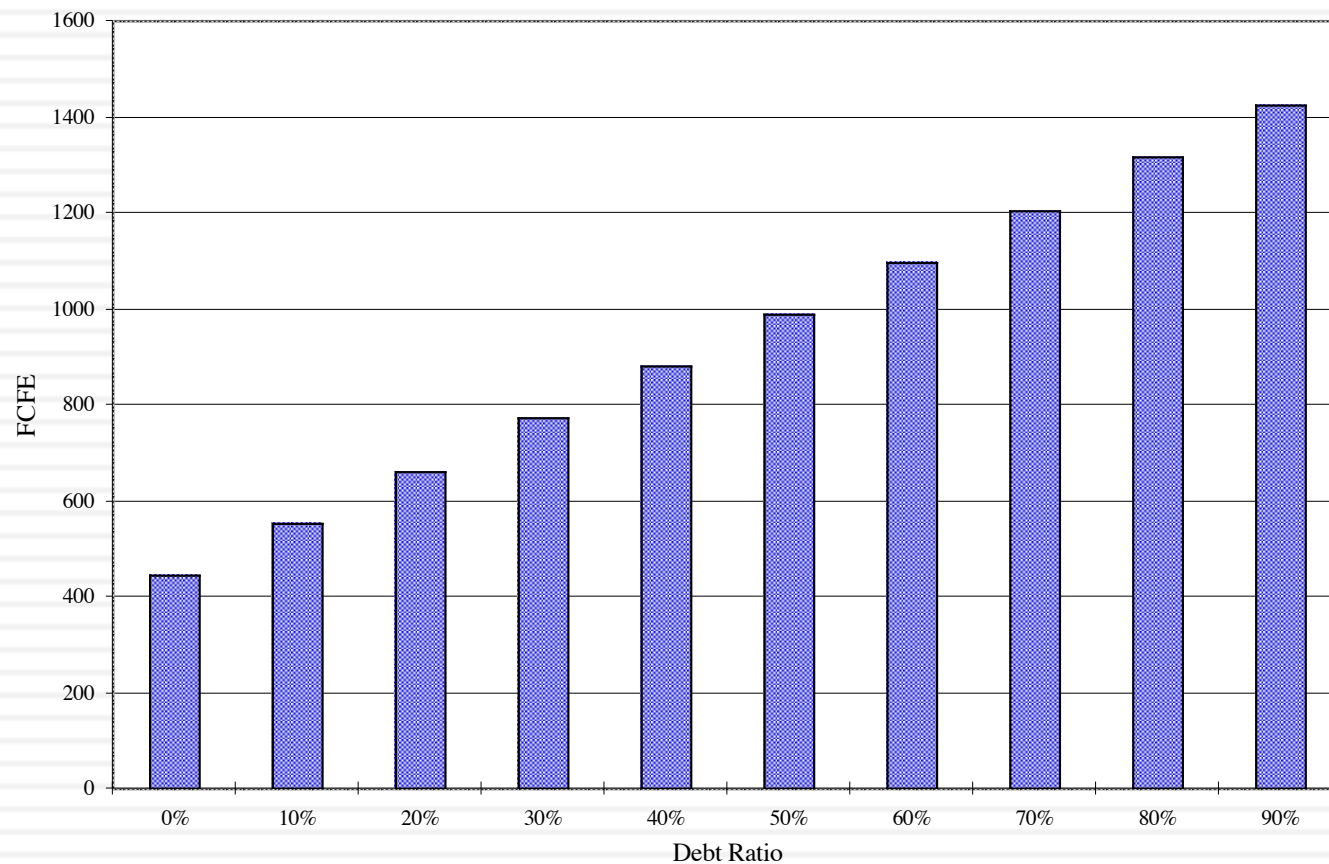
Net Income	\$1,533 Mil
- (Cap. Exp - Depr)*(1-DR)	\$465.90 [(1746-1134)(1-.2383)]
Chg. Working Capital*(1-DR)	\$363.33 [477(1-.2383)]
= Free CF to Equity	\$ 704 Million

Dividends Paid	\$ 345 Million
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# FCFE and Leverage: Is this a free lunch?

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Debt Ratio and FCFE: Disney

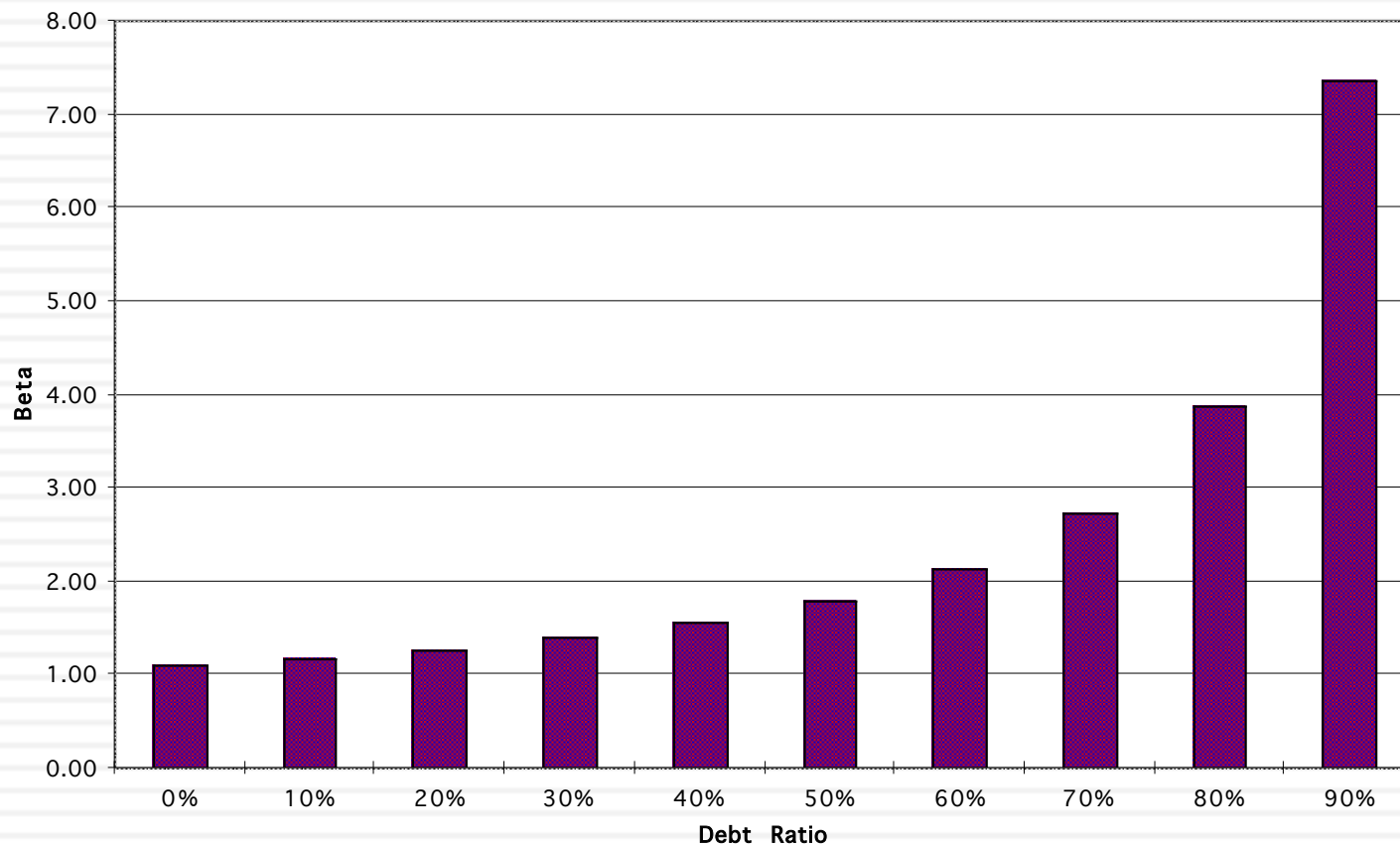




# FCFE and Leverage: The Other Shoe Drops

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Debt Ratio and Beta



# Leverage, FCFE and Value

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- In a discounted cash flow model, increasing the debt/equity ratio will generally increase the expected free cash flows to equity investors over future time periods and also the cost of equity applied in discounting these cash flows. Which of the following statements relating leverage to value would you subscribe to?
  - a. Increasing leverage will increase value because the cash flow effects will dominate the discount rate effects
  - b. Increasing leverage will decrease value because the risk effect will be greater than the cash flow effects
  - c. Increasing leverage will not affect value because the risk effect will exactly offset the cash flow effect
  - d. Any of the above, depending upon what company you are looking at and where it is in terms of current leverage



## ESTIMATING GROWTH

Growth can be good, bad or neutral...

# The Value of Growth

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- When valuing a company, it is easy to get caught up in the details of estimating growth and start viewing growth as a “good”, i.e., that higher growth translates into higher value.
- Growth, though, is a double-edged sword.
  - The good side of growth is that it pushes up revenues and operating income, perhaps at different rates (depending on how margins evolve over time).
  - The bad side of growth is that you have to set aside money to reinvest to create that growth.
  - The net effect of growth is whether the good outweighs the bad.

# Ways of Estimating Growth in Earnings

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- Look at the past
  - ▣ The historical growth in earnings per share is usually a good starting point for growth estimation
- Look at what others are estimating
  - ▣ Analysts estimate growth in earnings per share for many firms. It is useful to know what their estimates are.
- Look at fundamentals
  - ▣ Ultimately, all growth in earnings can be traced to two fundamentals - how much the firm is investing in new projects, and what returns these projects are making for the firm.

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# Growth I

## Historical Growth

# Historical Growth

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- Historical growth rates can be estimated in a number of different ways
  - ▣ Arithmetic versus Geometric Averages
  - ▣ Simple versus Regression Models
- Historical growth rates can be sensitive to
  - ▣ The period used in the estimation (starting and ending points)
  - ▣ The metric that the growth is estimated in..
- In using historical growth rates, you have to wrestle with the following:
  - ▣ How to deal with negative earnings
  - ▣ The effects of scaling up

# Motorola: Arithmetic versus Geometric Growth Rates

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	Revenues	% Change	EBITDA	% Change	EBIT	% Change
1994	\$ 22,245		\$ 4,151		\$ 2,604	
1995	\$ 27,037	21.54%	\$ 4,850	16.84%	\$ 2,931	12.56%
1996	\$ 27,973	3.46%	\$ 4,268	-12.00%	\$ 1,960	-33.13%
1997	\$ 29,794	6.51%	\$ 4,276	0.19%	\$ 1,947	-0.66%
1998	\$ 29,398	-1.33%	\$ 3,019	-29.40%	\$ 822	-57.78%
1999	\$ 30,931	5.21%	\$ 5,398	78.80%	\$ 3,216	291.24%
Arithmetic Average		7.08%		10.89%		42.45%
Geometric Average		6.82%		5.39%		4.31%
Standard deviation		8.61%		41.56%		141.78%



# A Test

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- You are trying to estimate the growth rate in earnings per share at Time Warner from 1996 to 1997. In 1996, the earnings per share was a deficit of \$0.05. In 1997, the expected earnings per share is \$0.25. What is the growth rate?
  - a. -600%
  - b. +600%
  - c. +120%
  - d. Cannot be estimated

# Dealing with Negative Earnings

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- When the earnings in the starting period are negative, the growth rate cannot be estimated. ( $0.30/-0.05 = -600\%$ )
- There are three solutions:
  - ▣ Use the higher of the two numbers as the denominator ( $0.30/0.25 = 120\%$ )
  - ▣ Use the absolute value of earnings in the starting period as the denominator ( $0.30/0.05=600\%$ )
  - ▣ Use a linear regression model and divide the coefficient by the average earnings.
- When earnings are negative, the growth rate is meaningless. Thus, while the growth rate can be estimated, it does not tell you much about the future.

# The Effect of Size on Growth: Callaway Golf

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Year	Net Profit	Growth Rate
1990	1.80	
1991	6.40	255.56%
1992	19.30	201.56%
1993	41.20	113.47%
1994	78.00	89.32%
1995	97.70	25.26%
1996	122.30	25.18%

□ Geometric Average Growth Rate = 102%

# Extrapolation and its Dangers

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Year	Net Profit
1996	\$ 122.30
1997	\$ 247.05
1998	\$ 499.03
1999	\$ 1,008.05
2000	\$ 2,036.25
2001	\$ 4,113.23

- If net profit continues to grow at the same rate as it has in the past 6 years, the expected net income in 5 years will be \$ 4.113 billion.

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# Growth II

## Analyst Estimates

# Analyst Forecasts of Growth

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- While the job of an analyst is to find under and over valued stocks in the sectors that they follow, a significant proportion of an analyst's time (outside of selling) is spent forecasting earnings per share.
  - ▣ Most of this time, in turn, is spent forecasting earnings per share in the next earnings report
  - ▣ While many analysts forecast expected growth in earnings per share over the next 5 years, the analysis and information (generally) that goes into this estimate is far more limited.
- Analyst forecasts of earnings per share and expected growth are widely disseminated by services such as Zacks and IBES, at least for U.S companies.

# How good are analysts at forecasting growth?

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- Analysts forecasts of EPS tend to be closer to the actual EPS than simple time series models, but the differences tend to be small

Study	Group tested	Analyst Error	Time Series Model Error
Collins & Hopwood	Value Line Forecasts	31.7%	34.1%
Brown & Rozeff	Value Line Forecasts	28.4%	32.2%
Fried & Givoly	Earnings Forecaster	16.4%	19.8%

- The advantage that analysts have over time series models
  - tends to decrease with the forecast period (next quarter versus 5 years)
  - tends to be greater for larger firms than for smaller firms
  - tends to be greater at the industry level than at the company level
- Forecasts of growth (and revisions thereof) tend to be highly correlated across analysts.

# Are some analysts more equal than others?

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- A study of All-America Analysts (chosen by Institutional Investor) found that
  - There is no evidence that analysts who are chosen for the All-America Analyst team were chosen because they were better forecasters of earnings. (Their median forecast error in the quarter prior to being chosen was 30%; the median forecast error of other analysts was 28%)
  - However, in the calendar year following being chosen as All-America analysts, these analysts become slightly better forecasters than their less fortunate brethren. (The median forecast error for All-America analysts is 2% lower than the median forecast error for other analysts)
  - Earnings revisions made by All-America analysts tend to have a much greater impact on the stock price than revisions from other analysts
  - The recommendations made by the All America analysts have a greater impact on stock prices (3% on buys; 4.7% on sells). For these recommendations the price changes are sustained, and they continue to rise in the following period (2.4% for buys; 13.8% for the sells).



# The Five Deadly Sins of an Analyst

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- ❑ Tunnel Vision: Becoming so focused on the sector and valuations within the sector that you lose sight of the bigger picture.
- ❑ Lemmingitis: Strong urge felt to change recommendations & revise earnings estimates when other analysts do the same.
- ❑ Stockholm Syndrome: Refers to analysts who start identifying with the managers of the firms that they are supposed to follow.
- ❑ Factophobia (generally is coupled with delusions of being a famous story teller): Tendency to base a recommendation on a “story” coupled with a refusal to face the facts.
- ❑ Dr. Jekyll/Mr.Hyde: Analyst who thinks his primary job is to bring in investment banking business to the firm.

# Propositions about Analyst Growth Rates

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- Proposition 1: There is far less private information and far more public information in most analyst forecasts than is generally claimed.
- Proposition 2: The biggest source of private information for analysts remains the company itself which might explain
  - why there are more buy recommendations than sell recommendations (information bias and the need to preserve sources)
  - why there is such a high correlation across analysts forecasts and revisions
  - why All-America analysts become better forecasters than other analysts after they are chosen to be part of the team.
- Proposition 3: There is value to knowing what analysts are forecasting as earnings growth for a firm. There is, however, danger when they agree too much (lemmingitis) and when they agree to little (in which case the information that they have is so noisy as to be useless).

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## Growth III

It's all in the fundamentals

# Fundamental Growth Rates

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$$\begin{array}{|c|} \hline \text{Investment} \\ \text{in Existing} \\ \text{Projects} \\ \$ 1000 \\ \hline \end{array} \times \begin{array}{|c|} \hline \text{Current Return on} \\ \text{Investment on} \\ \text{Projects} \\ 12\% \\ \hline \end{array} = \begin{array}{|c|} \hline \text{Current} \\ \text{Earnings} \\ \$120 \\ \hline \end{array}$$

$$\begin{array}{|c|} \hline \text{Investment} \\ \text{in Existing} \\ \text{Projects} \\ \$1000 \\ \hline \end{array} \times \begin{array}{|c|} \hline \text{Next Period's} \\ \text{Return on} \\ \text{Investment} \\ 12\% \\ \hline \end{array} + \begin{array}{|c|} \hline \text{Investment} \\ \text{in New} \\ \text{Projects} \\ \$100 \\ \hline \end{array} \times \begin{array}{|c|} \hline \text{Return on} \\ \text{Investment on} \\ \text{New Projects} \\ 12\% \\ \hline \end{array} = \begin{array}{|c|} \hline \text{Next} \\ \text{Period's} \\ \text{Earnings} \\ 132 \\ \hline \end{array}$$

$$\begin{array}{|c|} \hline \text{Investment} \\ \text{in Existing} \\ \text{Projects} \\ \$1000 \\ \hline \end{array} \times \begin{array}{|c|} \hline \text{Change in} \\ \text{ROI from} \\ \text{current to next} \\ \text{period: } 0\% \\ \hline \end{array} + \begin{array}{|c|} \hline \text{Investment} \\ \text{in New} \\ \text{Projects} \\ \$100 \\ \hline \end{array} \times \begin{array}{|c|} \hline \text{Return on} \\ \text{Investment on} \\ \text{New Projects} \\ 12\% \\ \hline \end{array} = \begin{array}{|c|} \hline \text{Change in Earnings} \\ \$ 12 \\ \hline \end{array}$$

# Growth Rate Derivations

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In the special case where ROI on existing projects remains unchanged and is equal to the ROI on new projects

$$\frac{\text{Investment in New Projects}}{\text{Current Earnings}} \times \text{Return on Investment} = \frac{\text{Change in Earnings}}{\text{Current Earnings}}$$

$$\frac{100}{120} \times 12\% = \frac{\$12}{\$120}$$

$$\text{Reinvestment Rate} \times \text{Return on Investment} = \text{Growth Rate in Earnings}$$

$$83.33\% \times 12\% = 10\%$$

in the more general case where ROI can change from period to period, this can be expanded as follows:

$$\frac{\text{Investment in Existing Projects} \times (\text{Change in ROI}) + \text{New Projects (ROI)}}{\text{Investment in Existing Projects} \times \text{Current ROI}} = \frac{\text{Change in Earnings}}{\text{Current Earnings}}$$

For instance, if the ROI increases from 12% to 13%, the expected growth rate can be written as follows:

$$\frac{\$1,000 \times (.13 - .12) + 100 (13\%)}{\$1,000 \times .12} = \frac{\$23}{\$120} = 19.17\%$$

# Estimating Fundamental Growth from new investments: Three variations

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Earnings Measure	Reinvestment Measure	Return Measure
Earnings per share	Retention Ratio = % of net income retained by the company = $1 - \text{Payout ratio}$	Return on Equity = $\text{Net Income} / \text{Book Value of Equity}$
Net Income from non-cash assets	Equity reinvestment Rate = $(\text{Net Cap Ex} + \text{Change in non-cash WC} - \text{Change in Debt}) / (\text{Net Income})$	Non-cash ROE = $\text{Net Income from non-cash assets} / (\text{Book value of equity} - \text{Cash})$
Operating Income	Reinvestment Rate = $(\text{Net Cap Ex} + \text{Change in non-cash WC}) / \text{After-tax Operating Income}$	Return on Capital or ROIC = $\text{After-tax Operating Income} / (\text{Book value of equity} + \text{Book value of debt} - \text{Cash})$

# I. Expected Long Term Growth in EPS

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- When looking at growth in earnings per share, these inputs can be cast as follows:
  - ▣ Reinvestment Rate = Retained Earnings/ Current Earnings = Retention Ratio
  - ▣ Return on Investment = ROE = Net Income/Book Value of Equity
- In the special case where the current ROE is expected to remain unchanged
$$\begin{aligned}g_{\text{EPS}} &= \text{Retained Earnings}_{t-1} / \text{NI}_{t-1} * \text{ROE} \\ &= \text{Retention Ratio} * \text{ROE} \\ &= b * \text{ROE}\end{aligned}$$
- Proposition 1: The expected growth rate in earnings for a company cannot exceed its return on equity in the long term.

# Estimating Expected Growth in EPS: Wells Fargo in 2008

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- Return on equity (based on 2008 earnings)= 17.56%
- Retention Ratio (based on 2008 earnings and dividends) = 45.37%
- Expected growth rate in earnings per share for Wells Fargo, if it can maintain these numbers.

$$\text{Expected Growth Rate} = 0.4537 (17.56\%) = 7.97\%$$



# Regulatory Effects on Expected EPS growth

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- Assume now that the banking crisis of 2008 will have an impact on the capital ratios and profitability of banks. In particular, you can expect that the book capital (equity) needed by banks to do business will increase 30%, starting now.
- Assuming that Wells continues with its existing businesses, estimate the expected growth rate in earnings per share for the future.

New Return on Equity =

Expected growth rate =

# One way to pump up ROE: Use more debt

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$$\text{ROE} = \text{ROC} + \text{D/E} (\text{ROC} - i (1-t))$$

where,

$$\text{ROC} = \text{EBIT}_t (1 - \text{tax rate}) / \text{Book value of Capital}_{t-1}$$

$$\text{D/E} = \text{BV of Debt} / \text{BV of Equity}$$

$$i = \text{Interest Expense on Debt} / \text{BV of Debt}$$

$$t = \text{Tax rate on ordinary income}$$

- Note that Book value of capital = Book Value of Debt + Book value of Equity- Cash.

# Decomposing ROE: Brahma in 1998

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- Brahma (now Ambev) had an extremely high return on equity, partly because it borrowed money at a rate well below its return on capital
  - ▣ Return on Capital = 19.91%
  - ▣ Debt/Equity Ratio = 77%
  - ▣ After-tax Cost of Debt = 5.61%
  - ▣ Return on Equity =  $ROC + D/E (ROC - i(1-t))$   
 $= 19.91\% + 0.77 (19.91\% - 5.61\%) = 30.92\%$
- This seems like an easy way to deliver higher growth in earnings per share. What (if any) is the downside?

# Decomposing ROE: Titan Watches (India) in 2000

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- Return on Capital = 9.54%
- Debt/Equity Ratio = 191% (book value terms)
- After-tax Cost of Debt = 10.125%
- Return on Equity =  $ROC + D/E (ROC - i(1-t))$   
 $= 9.54\% + 1.91 (9.54\% - 10.125\%) = 8.42\%$

## II. Expected Growth in Net Income from non-cash assets

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- The limitation of the EPS fundamental growth equation is that it focuses on per share earnings and assumes that reinvested earnings are invested in projects earning the return on equity. To the extent that companies retain money in cash balances, the effect on net income can be muted.
- A more general version of expected growth in earnings can be obtained by substituting in the equity reinvestment into real investments (net capital expenditures and working capital) and modifying the return on equity definition to exclude cash:
  - ▣ Net Income from non-cash assets = Net income – Interest income from cash (1- t)
  - ▣ Equity Reinvestment Rate = (Net Capital Expenditures + Change in Working Capital) (1 - Debt Ratio)/ Net Income from non-cash assets
  - ▣ Non-cash ROE = Net Income from non-cash assets/ (BV of Equity – Cash)
  - ▣ Expected Growth<sub>Net Income</sub> = Equity Reinvestment Rate \* Non-cash ROE

# Estimating expected growth in net income from non-cash assets: Coca Cola in 2010

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- In 2010, Coca Cola reported net income of \$11,809 million. It had a total book value of equity of \$25,346 million at the end of 2009.
- Coca Cola had a cash balance of \$7,021 million at the end of 2009, on which it earned income of \$105 million in 2010.
- Coca Cola had capital expenditures of \$2,215 million, depreciation of \$1,443 million and reported an increase in working capital of \$335 million. Coca Cola's total debt increased by \$150 million during 2010.
  - $\text{Equity Reinvestment} = 2215 - 1443 + 335 - 150 = \$957 \text{ million}$
  - $\text{Non-cash Net Income} = \$11,809 - \$105 = \$11,704 \text{ million}$
  - $\text{Non-cash book equity} = \$25,346 - \$7,021 = \$18,325 \text{ million}$
  - $\text{Reinvestment Rate} = \$957 \text{ million} / \$11,704 \text{ million} = 8.18\%$
  - $\text{Non-cash ROE} = \$11,704 \text{ million} / \$18,325 \text{ million} = 63.87\%$
  - $\text{Expected growth rate} = 8.18\% * 63.87\% = 5.22\%$

### III. Expected Growth in EBIT And Fundamentals: Stable ROC and Reinvestment Rate

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- When looking at growth in operating income, the definitions are
  - ▣  $\text{Reinvestment Rate} = (\text{Net Capital Expenditures} + \text{Change in WC}) / \text{EBIT}(1-t)$
  - ▣  $\text{Return on Investment} = \text{ROC} = \text{EBIT}(1-t) / (\text{BV of Debt} + \text{BV of Equity-Cash})$
- Reinvestment Rate and Return on Capital
  - Expected Growth rate in Operating Income
  - $= (\text{Net Capital Expenditures} + \text{Change in WC}) / \text{EBIT}(1-t) * \text{ROC}$
  - $= \text{Reinvestment Rate} * \text{ROC}$
- Proposition: The net capital expenditure needs of a firm, for a given growth rate, should be inversely proportional to the quality of its investments.

# Estimating Growth in Operating Income, if fundamentals stay unchanged

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- Cisco's Fundamentals
  - ▣ Reinvestment Rate = 106.81%
  - ▣ Return on Capital = 34.07%
  - ▣ Expected Growth in EBIT =  $(1.0681)(.3407) = 36.39\%$
- Motorola's Fundamentals
  - ▣ Reinvestment Rate = 52.99%
  - ▣ Return on Capital = 12.18%
  - ▣ Expected Growth in EBIT =  $(.5299)(.1218) = 6.45\%$
- Cisco's expected growth rate is clearly much higher than Motorola's sustainable growth rate. As a potential investor in Cisco, what would worry you the most about this forecast?
  - a. That Cisco's return on capital may be overstated (why?)
  - b. That Cisco's reinvestment comes mostly from acquisitions (why?)
  - c. That Cisco is getting bigger as a firm (why?)
  - d. That Cisco is viewed as a star (why?)
  - e. All of the above



# The Magical Number: ROIC (or any accounting return) and its limits

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