

Retail Equity Research

Zee Entertainment Enterprises Limited

Media

BSE CODE: 505537

NSE CODE: ZEEL

Bloomberg CODE: ZEE:IN

SENSEX: 43,882

12M Investment period

Rating as per Large Cap

CMP Rs. 186

TARGET Rs. 245

RETURN 32% 

(Closing:20-11-20)

KEY CHANGES:

TARGET 

RATING 

EARNINGS 

Recovery seen in topline; Outlook intact

Zee Entertainment Enterprises Ltd, a subsidiary of Essel Group, is an Indian mass media company with interests in television, print, films, mobile content and internet, and allied businesses.

- Revenue up 31.3% QoQ (-18.8% YoY) supported by strong growth rebound seen in Advertising segment while Subscription revenues also reported a steady growth.
- EBITDA margin improved by 140bps QoQ to 18.2%. Adj. PAT (incl. provisions towards diaspora liabilities of Rs. 97cr) came in at Rs. 191cr.
- Company expects to see healthy growth in subscription revenue from broadcasting from Q4FY21 onwards once NTO 2.0 issues get sorted out.
- Steady growth in overall Subscription revenue coupled with recovery from Advertising should support topline growth in the near-term. We remain optimistic of Zee's future growth prospects and reiterate our BUY with target price of Rs. 245 based on 14.5x adj. EPS.

Ad spends push up topline, PAT improves sequentially

Q2FY21 revenue grew 31.3% QoQ to Rs. 1,723cr (-18.8% YoY) primarily on account of growth strong recovery seen in Advertising revenue at Rs. 903cr (+114% QoQ), as Ad spends see gradual improvement. Subscription revenue also went up 7.5% QoQ (+10.6% YoY) to Rs. 800cr aided by increase in viewership and on account of ZEE Music's revenue being re-classified under this segment. This was partially offset by decline in Other sales and services revenues at Rs. 20cr (vs. Rs.147cr in Q1FY21) owing to absence of syndication revenue from theatrical releases & Zee Music reclassification. EBITDA went up 42.6% QoQ (+54.7% YoY) to Rs. 314cr, as EBITDA margin expanded by 140bps to 18.2% despite higher operational costs. PAT tripled QoQ to Rs. 94cr aided by reduction in borrowing costs and lower non-operating loss. Adj. PAT (incl. of Rs.97cr provisioned for diaspora liability) stood at Rs. 191cr (vs. Rs. 584cr in Q2FY20).

Zee expects recovery in receivables in the coming quarters

During the quarter, company had to make liability provisions owing to restructuring delays by Siti resulting in demands for accelerated payment made by diaspora backed lenders. Zee is currently in the process of recovering the subscription overdues from Siti and has so far collected receivables related to revenues for H1. Similarly, it is also making recovery in monthly billings plus part arrears from Dish TV, and is expecting the payments to accelerate in the coming months. These measures should help further strengthen Zee's financials in the months ahead.

Key concall highlights

- Company launched ZeePlex, India's first pay-per-view platform, for releasing new movies on TV & OTT.
- ZEE5's global MAUs & DAUs stood at 54.7mn & 5.2mn respectively. Avg. minutes spent by consumers went up by 36% on QoQ basis to 152 minutes.
- Management to invest further in ZEE5, however it has pushed back guidance for breakeven to FY24. Separately, efforts are being made to improve EBITDA margin to 30% by FY22.

Valuation

Management remains hopeful of NTO 2.0 related uncertainties to be resolved by the next quarter, as it bets on subscription revenue to improve considerably once the same is sorted out. Also, ad spends are expected to improve owing to festive season and improved outlook of the economy. Maintaining a positive outlook, we reiterate our BUY rating on the stock with a price target of Rs. 245 based on 14.5x adj. EPS.

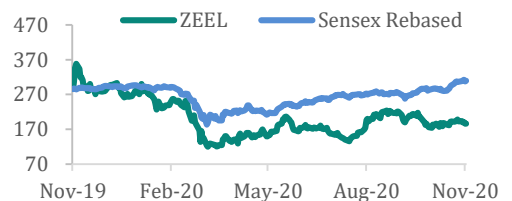
Company Data

Market Cap (cr)	Rs. 17,827
Enterprise Value (cr)	Rs. 16,618
Outstanding Shares (cr)	96.1
Free Float	95.0%
Dividend Yield	0.2%
52 week high	Rs. 363
52 week low	Rs. 114
6m average volume (cr)	0.1
Beta	1.0
Face value	Rs. 1

Shareholding %	Q4FY20	Q1FY21	Q2FY21
Promoters	4.8	4.8	4.0
FII's	68.3	67.3	66.2
MFs/Insti	11.1	9.8	11.3
Public	3.0	4.7	4.7
Others	12.9	13.4	13.8
Total	100.0	100.0	100.0
Promoters' pledge	0.8	1.0	0.2

Price Performance	3 Month	6 Month	1 Year
Absolute Return	-6.9%	20.9%	-39.6%
Absolute Sensex	14.8%	42.4%	7.9%
Relative Return*	-21.8%	-21.5%	-47.5%

*over or under performance to benchmark index



Consolidated (cr)	FY20A	FY21E	FY22E
Sales	8,130	7,214	8,561
Growth (%)	2.5	(11.3)	18.7
EBITDA	1,635	1,691	2,312
EBITDA Margin (%)	20.1	23.4	27.0
Adj. PAT	811	1,123	1,626
Growth (%)	(49.0)	38.5	44.8
Adj. EPS	8.4	11.7	16.9
Growth (%)	(49.0)	38.5	44.8
P/E	14.7	15.9	11.0
P/B	1.3	1.8	1.6
EV/EBITDA	7.5	9.8	7.0
ROE (%)	5.6	10.1	14.2
D/E	0.1	0.1	0.1

Quarterly Financials (Consolidated)

Profit & Loss Account

	Q2FY21	Q2FY20	YoY Growth %	Q1FY21	QoQ Growth %	H1FY21	H1FY20	YoY Growth %
Revenue	1,723	2,122	(18.8)	1,312	31.3	3,035	4,130	(26.5)
EBITDA	314	693	(54.7)	220	42.6	534	1,353	(60.6)
EBITDA margins	18.2	32.7	(1450bps)	16.8	140bps	17.6	32.8	(1520bps)
Depreciation	65	58	11.7	72	(9.3)	137	127	7.6
EBIT	249	635	(60.8)	148	67.8	397	1,225	(67.6)
Interest	1	18	(92.7)	5	(71.0)	6	38	(84.8)
Other Income	17	58	(70.3)	(86)	120.1	(69)	232	(129.6)
Exceptional Items	(97)	(171)	43.1	-	n.m.	(97)	(171)	43.1
PBT	167	504	(66.8)	58	190.3	225	1,249	(82.0)
Tax	74	92	(19.7)	28	160.7	102	307	(66.6)
Share of profit from Associate	0	(1)	106.7	0	n.m.	0	1	(89.1)
Minority Interest	(1)	(1)	42.1	(1)	39.4	(2)	(1)	(20.7)
Reported PAT	94	413	(77.2)	30	209.7	124	944	(86.8)
Adjustments	97	171	(43.1)	-	n.m.	97	171	(43.1)
Adj. PAT	191	584	(67.3)	30	529.5	222	1,114	(80.1)
No. of shares	96.1	96.0	0.0	96.1	(0.0)	96.1	96.0	0.0
Adj. EPS (Rs.)	2.0	6.1	(67.3)	0.3	529.6	2.3	11.6	(80.1)

Change in Estimates

Year / Rs. cr	Old estimates		New estimates		Change %	
	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E
Revenue	7,463	8,594	7,214	8,561	(3.3)	(0.4)
EBITDA	1,824	2,402	1,691	2,312	(7.3)	(3.7)
Margins (%)	24.4	27.9	23.4	27.0	(100bps)	(90bps)
Adj. PAT	1,137	1,567	1,123	1,626	(1.2)	3.8
Adj. EPS	11.8	16.3	11.7	16.9	(1.2)	3.8

PROFIT & LOSS

Y.E March (Rs. cr)	FY18A	FY19A	FY20A	FY21E	FY22E
Revenue	6,686	7,934	8,130	7,214	8,561
% change	3.9	18.7	2.5	(11.3)	18.7
EBITDA	2,076	2,564	1,635	1,691	2,312
% change	9.5	27.6	(34.9)	5.8	36.2
Depreciation	182	235	271	264	268
EBIT	1,894	2,329	1,364	1,427	2,044
Interest	145	130	145	14	20
Other Income	569	236	(263)	(30)	169
PBT	2,319	2,435	956	1,384	2,193
% change	(20.1)	5.0	(60.7)	44.7	58.5
Tax	841	867	432	360	570
Tax Rate (%)	36.3	35.6	45.1	26.0	26.0
Reported PAT	1,479	1,567	526	1,026	1,626
Adj*	(135)	22	284	97	-
Adj PAT	1,344	1,589	811	1,123	1,626
% change	34.7	18.2	(49.0)	38.5	44.8
No. of shares (cr)	96.0	96.0	96.1	96.1	96.1
Adj EPS (Rs.)	14.0	16.5	8.4	11.7	16.9
% change	34.7	18.2	(49.0)	38.5	44.8
DPS (Rs.)	2.9	3.5	0.3	2.1	3.4
CEPS (Rs.)	15.9	19.0	11.3	14.4	19.7

CASH FLOW

Y.E March (Rs. cr)	FY18A	FY19A	FY20A	FY21E	FY22E
Net inc. + Depn.	1,661	1,802	797	1,290	1,894
Non-cash adj.	(252)	49	1,129	233	151
Changes in W.C	(855)	(1,715)	(1,676)	686	(867)
C.F. Operation	554	135	250	2,209	1,177
Capital exp.	(255)	(281)	(145)	(221)	(296)
Change in inv.	(978)	1,017	389	(4)	(3)
Other invest.CF	183	130	144	29	(0)
C.F - Investment	(1,050)	866	389	(196)	(298)
Issue of equity	-	-	-	-	-
Issue/repay debt	(294)	2	(46)	-	-
Dividends paid	(383)	(473)	(523)	(314)	(434)
Other finance.CF	(413)	(495)	(493)	27	(7)
C.F - Finance	(1,090)	(966)	(1,062)	(287)	(441)
Chg. in cash	(1,586)	35	(423)	1,727	438
Closing cash	934	968	553	2,279	2,718

BALANCE SHEET

Y.E March (Rs. cr)	FY18A	FY19A	FY20A	FY21E	FY22E
Cash	934	968	553	2,279	2,718
Accounts Receivable	1,537	1,827	2,085	1,948	2,312
Inventories	2,628	3,851	5,347	4,497	5,278
Other Cur. Assets	3,491	3,688	2,207	1,982	1,905
Investments	315	274	127	100	101
Gross Fixed Assets	1,938	2,010	2,155	2,376	2,672
Net Fixed Assets	552	570	680	686	684
CWIP	78	108	33	27	21
Intangible Assets	734	711	605	595	591
Def. Tax (Net)	-	-	-	-	-
Other Assets	861	935	736	774	865
Total Assets	11,130	12,933	12,374	12,889	14,475
Current Liabilities	1,681	1,943	1,950	1,539	1,823
Provisions	89	135	141	143	146
Debt Funds	1,783	1,916	928	1,057	1,083
Other Liabilities	-	0	(0)	0	-
Equity Capital	96	96	96	96	96
Reserves & Surplus	7,466	8,828	9,248	10,045	11,322
Shareholder's Fund	7,562	8,924	9,344	10,141	11,418
Minority Interest	14	14	11	9	6
Total Liabilities	11,130	12,933	12,374	12,889	14,475
BVPS (Rs.)	79	93	97	106	119

RATIOS

Y.E March	FY18A	FY19A	FY20A	FY21E	FY22E
Profitab. & Return					
EBITDA margin (%)	31.1	32.3	20.1	23.4	27.0
EBIT margin (%)	28.3	29.4	16.8	19.8	23.9
Net profit mgn.(%)	22.1	19.8	6.5	14.2	19.0
ROE (%)	19.6	17.6	5.6	10.1	14.2
ROCE (%)	20.2	21.5	13.3	12.7	16.3
W.C & Liquidity					
Receivables (days)	83.9	84.1	93.6	98.6	98.6
Inventory (days)	344.7	556.1	509.8	428.7	586.9
Payables (days)	150.8	215.1	160.2	131.4	184.2
Current ratio (x)	3.7	3.3	4.0	4.9	4.9
Quick ratio (x)	1.4	1.0	1.1	2.0	2.1
Turnover & Leverage					
Gross asset T.O (x)	4.2	4.0	3.9	3.2	3.4
Total asset T.O (x)	0.6	0.7	0.6	0.6	0.6
Int. coverage ratio (x)	13.1	17.9	9.4	104.9	103.7
Adj. debt/equity (x)	0.2	0.2	0.1	0.1	0.1
Valuation					
EV/Sales (x)	8.4	5.3	1.5	2.3	1.9
EV/EBITDA (x)	27.0	16.5	7.5	9.8	7.0
P/E (x)	41.1	26.1	14.7	15.9	11.0
P/BV (x)	7.3	4.6	1.3	1.8	1.6

Recommendation Summary



Dates	Rating	Target
25-Jul-19	BUY	444
31-Oct-19	HOLD	260
3-Aug-20	HOLD	151
24-Aug-20	BUY	245
23-Nov-20	BUY	245

Investment Rating Criteria

Ratings	Large caps	Midcaps	Small Caps
Buy	Upside is above 10%	Upside is above 15%	Upside is above 20%
Accumulate	-	Upside is between 10%-15%	Upside is between 10%-20%
Hold	Upside is between 0% - 10%	Upside is between 0%-10%	Upside is between 0%-10%
Reduce/sell	Downside is more than 0%	Downside is more than 0%	Downside is more than 0%
Not rated			

Definition:

Buy: Acquire at Current Market Price (CMP), with the target mentioned in the research note.

Accumulate: Partial buying or to accumulate as CMP dips in the future.

Hold: Hold the stock with the expected target mentioned in the note.

Reduce: Reduce your exposure to the stock due to limited upside.

Sell: Exit from the stock.

Not rated: The analyst has no investment opinion on the stock.

To satisfy regulatory requirements, we attribute 'Accumulate' as Buy and 'Reduce' as Sell.

The recommendations are based on 12 month horizon, unless otherwise specified. The investment ratings are on absolute positive/negative return basis. It is possible that due to volatile price fluctuation in the near to medium term, there could be a temporary mismatch to rating. For reasons of valuations/ return/lack of clarity/event we may revisit rating at appropriate time. Please note that the stock always carries the risk of being upgraded to BUY or downgraded to a HOLD, REDUCE or SELL.

General Disclosures and Disclaimers

CERTIFICATION

I, Cyril Charly, author of this Report, hereby certify that all the views expressed in this research report reflect our personal views about any or all of the subject issuer or securities. This report has been prepared by the Research Team of Geojit Financial Services Limited, hereinafter referred to as Geojit.

COMPANY OVERVIEW

Geojit, a publically listed company, is engaged in services of retail broking, depository services, portfolio management and marketing investment products including mutual funds, insurance and properties. GEOJIT is a SEBI registered Research Entity and as such prepares and shares research data and reports periodically with clients, investors, stake holders and general public in compliance with Securities and Exchange Board of India Act, 1992, Securities And Exchange Board Of India (Research Analysts) Regulations, 2014 and/or any other applicable directives, instructions or guidelines issued by the Regulators from time to time.

DISTRIBUTION OF REPORTS: This document is not for public distribution and has been furnished to you solely for your information and must not be reproduced or redistributed to any other person. GEOJIT will not treat the recipients of this report as clients by virtue of their receiving this report.

GENERAL REPRESENTATION: The research reports do not constitute an offer or solicitation for the purchase or sale of any financial instruments, inducements, promise, guarantee, warranty, or as an official confirmation of any transaction or contractual obligations of any kind. This report is provided for assistance only and is not intended to be and must not alone be taken as the basis for an investment decision. The information contained herein is from publicly available data or other sources believed to be reliable, but we do not represent that it is accurate or complete and it should not be relied on as such. We have also reviewed the research report for any untrue statements of material facts or any false or misleading information. While we endeavor to update on a reasonable basis the information discussed in this material, there may be regulatory, compliance, or other reasons that prevent us from doing so.

RISK DISCLOSURE: GEOJIT and/or its Affiliates and its officers, directors and employees including the analyst/authors shall not be in any way be responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. Investors may lose

his/her entire investment under certain market conditions so before acting on any advice or recommendation in these material, investors should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. This report does not take into account the specific investment objectives, financial situation/circumstances and the particular needs of any specific person who may receive this document. The user assumes the entire risk of any use made of this information. Each recipient of this report should make such investigation as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this report (including the merits and risks involved). The price, volume and income of the investments referred to in this report may fluctuate and investors may realize losses that may exceed their original capital.

FUNDAMENTAL DISCLAIMER: We have prepared this report based on information believed to be reliable. The recommendations herein are based on 12 month horizon, unless otherwise specified. The investment ratings are on absolute positive/negative return basis. It is possible that due to volatile price fluctuation in the near to medium term, there could be a temporary mismatch to rating. For reasons of valuations/return/lack of clarity/event we may revisit rating at appropriate time. The stocks always carry the risk of being upgraded to buy or downgraded to a hold, reduce or sell. The opinions expressed are subject to change but we have no obligation to tell our clients when our opinions or recommendations change. This report is non-inclusive and does not consider all the information that the recipients may consider material to investments. This report is issued by GEOJIT without any liability/undertaking/commitment on the part of itself or any of its entities. We may have issued or may issue on the companies covered herein, reports, recommendations or information which is contrary to those contained in this report. The projections and forecasts described in this report should be evaluated keeping in mind the fact that these are based on estimates and assumptions and will vary from actual results over a period of time. The actual performance of the companies represented in the report may vary from those projected. These are not scientifically proven to guarantee certain intended results and hence, are not published as a warranty and do not carry any evidentiary value whatsoever. These are not to be relied on in or as contractual, legal or tax advice. Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice.

CRISIL has provided research support in preparation of this research report and the investment rational contained herein along with financial forecast. The target price and recommendation provided in the report are strictly Geojit's views and are NOT PROVIDED by CRISIL. Further, CRISIL expresses no opinion on valuation and the associated recommendations. CRISIL has no financial liability whatsoever, to the subscribers / users of this report.

JURISDICTION: The securities described herein may not be eligible for sale in all jurisdictions or to all categories of investors. The countries in which the companies mentioned in this report are organized may have restrictions on investments, voting rights or dealings in securities by nationals of other countries. Distributing/taking/sending/dispatching/transmitting this document in certain foreign jurisdictions may be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe any such restrictions. Failure to comply with this restriction may constitute a violation of any foreign jurisdiction laws. Foreign currencies denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. Investors in securities such as ADRs, the value of which are influenced by foreign currencies effectively assume currency risk.

REGULATORY DISCLOSURES: GEOJIT's Associates consists of privately held companies such as Geojit Technologies Private Limited (GTPL- Software Solutions provider), Geojit Credits Private Limited (GCPL- NBFC Services provider), Geojit Investment Services Limited (GISL- Corporate Agent for Insurance products), Geojit Financial Management Services Private Limited (GFMSL) & Geojit Financial Distribution Private Limited (GFDPL), (Distributors of Insurance and MF Units). In the context of the SEBI Regulations on Research Analysts (2014), GEOJIT affirms that we are a SEBI registered Research Entity and in the course of our business as a stock market intermediary, we issue research reports /research analysis etc that are prepared by our Research Analysts. We also affirm and undertake that no disciplinary action has been taken against us or our Analysts in connection with our business activities. In compliance with the above mentioned SEBI Regulations, the following additional disclosures are also provided which may be considered by the reader before making an investment decision:

1. Disclosures regarding Ownership*:

GEOJIT confirms that:

It/its associates have no financial interest or any other material conflict in relation to the subject company (ies) covered herein.

It/its associates have no actual beneficial ownership greater than 1% in relation to the subject company (ies) covered herein.

Further, the Analyst confirms that:

He, his associates and his relatives have financial interest in the subject company (ies) covered herein, and they have no other material conflict in the subject company.

He, his associates and his relatives have no actual/beneficial ownership greater than 1% in the subject company covered

2. Disclosures regarding Compensation:

During the past 12 months, GEOJIT or its Associates:

(a) Have not received any compensation from the subject company; (b) Have not managed or co-managed public offering of securities for the subject company (c) Have not received any compensation for investment banking or merchant banking or brokerage services from the subject company (d) Have not received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company and is in receipt of compensation from the subject company." (e) Have not received any compensation or other benefits from the subject company or third party in connection with the research report (f) The subject company is / was not a client during twelve months preceding the date of distribution of the research report.

3. Disclosure by GEOJIT regarding the compensation paid to its Research Analyst:

GEOJIT hereby confirms that no part of the compensation paid to the persons employed by it as Research Analysts is based on any specific brokerage services or transactions pertaining to trading in securities of companies contained in the Research Reports.

4. Disclosure regarding the Research Analyst's connection with the subject company:

It is affirmed that I, Cyril Charly, Research Analyst(s) of GEOJIT have not served as an officer, director or employee of the subject company

5. Disclosure regarding Market Making activity:

Neither GEOJIT/its Analysts have engaged in market making activities for the subject company.

Please ensure that you have read the "Risk Disclosure Documents for Capital Market and Derivatives Segments" as prescribed by the Securities and Exchange Board of India before investing.

Geojit Financial Services Ltd. (formerly known as Geojit BNP Paribas Financial Services Ltd.), Registered Office: 34/659-P, Civil Line Road, Padiyattom, Kochi-682024, Kerala, India. Phone: +91 484-2901000, Website: www.geojit.com. For investor queries: customercare@geojit.com, For grievances: grievances@geojit.com, For compliance officer: compliance@geojit.com.

Corporate Identity Number: L67120KL1994PLC008403, SEBI Stock Broker Registration No INZ000104737, Research Entity SEBI Reg No: INH200000345, Investment Adviser SEBI Reg No: INA200002817, Portfolio Manager: INP000003203, Depository Participant: IN-DP-325-2017, ARN Regn.Nos:0098, IRDA Corporate Agent (Composite) No.: CA0226