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MF Global Company Update

# **Reliance Communications**

| De-leveraging initiatives

TELECOM
RCOM IN: SELL
RS 181

Media reports have indicated that Reliance Communications has put its Flag Communications assets for sale and plans to raise US\$ 3bn. The management has vehemently denied these reports. If we were to consider that RCOM has serious intentions to sell Flag assets, our first thoughts on the move are:

- » We find the news flow positive from a short-term perspective as the sale of Flag assets will help RCOM in de-leveraging its balance sheet.
- » It is crucial for RCOM to acquire 3G spectrum for the strategic reasons of establishing itself as a serious GSM operator, which can compete on parameters like its suite of products and quality of services. Hence, the company will have to bid aggressively for 3G spectrum.
- » The intent to sell Flag assets is a complete turnaround of its strategic initiatives to establish itself as a global telecom operator. RCOM will be much less diversified after the sale and will not be able to participate in the rising utilisation rates of sub-marine cable assets.
- » Global bandwidth utilisation rates are set to rise on account of rising mobile data usage, making sub-marine assets valuable in the long run.
- » We believe that in the most optimistic scenario, Flag assets, including Yipes and Vanco, will fetch an enterprise value of US\$ 3bn, which will help the company raise US\$ 1.8bn, considering 1:1 debt equity ratio.
- » In a less optimistic scenario, the company will be able to raise US\$ 418mn. In both the situations, the company will be able to de-leverage its balance sheet by US\$ 1.1bn, which is significant.

In the event of media reports being true, although we find these initiatives positive in the short run, there is a complete lack of long-term strategic direction for the company. We believe that RCOM will find it very difficult to get the desired valuations for Flag assets. We maintain our Sell rating.

### **TARGET RS 145 (-20%)**

ow	N	UW
	STOCK RATING	
BUY	NEUTRAL	SELL

COMPANY DATA	
O/S SHARES :	2064MN
MARKET CAP (RS) :	374BN
MARKET CAP (USD) :	8BN
52 - WK HI/LO (RS) :	359 / 131
AVG. DAILY VOL. (3MTH):	11.7MN
FACE VALUE (RS):	5

SHARE HOLDING PATTERN, %	
PROMOTERS:	67.2
FII / NRI :	10.7
FI/MF:	9.8
NON PROMOTER CORP. HOLDINGS:	2.4
PUBLIC & OTHERS :	10.0

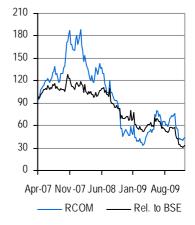
PRICE PERFORMANCE, %					
	1MTH	3MTH	1YR		
ABS	4.3	-38.0	-27.3		
REL TO BSE	2.8	-43.5	-103.7		

### **VALUATION SUMMARY**

Y/E MAR, RS MN	FY2008	FY2009	FY2010E	FY2011E	FY2012E
NET SALES	188,274	222,505	234,300	264,062	307,098
GROWTH, %	30.7	18.2	5.3	12.7	16.3
CORE EBIDTA	79,749	86,070	82,073	90,439	107,492
EBIDTA MARGIN, %	42.4	38.7	35.0	34.2	35.0
NET PROFIT	55,261	62,560	31,732	19,899	27,902
EPS, RS	26.8	30.3	15.4	9.6	13.5
EPS GROWTH, %	73.0	13.2	-49.3	-37.3	40.2
PER, X	6.8	6.0	11.8	18.8	13.4
EV/EBIDTA, X	6.4	7.5	8.3	7.8	6.8
EV/NET SALES, X	2.7	2.9	2.9	2.7	2.4
PRICE/BOOK VALUE, X	1.2	0.9	0.8	8.0	0.7
ROIC, %	13.4	8.7	5.4	4.4	5.2
ROE, %	20.3	16.8	7.1	4.3	5.7
DIVIDEND YIELD, %	0.3	0.5	0.5	0.5	0.5

Source: Company, MF Global India Research Estimates

### **PRICE VS. SENSEX**



Source: Bloomberg, MF Global India Research



## **Derivation of value for Flag Telecom**

Flag Telecom, with Yipes and Vanco in the most optimistic of scenarios, will be able to fetch an enterprise value of US\$ 3bn. The entity, if valued on par with Level 3 communications on EV/Net Fixed Assets (1.3x) will be able to fetch a valuation of US\$ 3bn.

BLUE SKIES SCENARIO- HIGHLY OPTIMISTIC			
FLAG TELECOM	ASSETS (RS MN)	LEVEL 3	
FLAG TELECOM ASIA LIMITED	872	EV	8,073
FLAG TELECOM JAPAN LIMITED	706	NET FIXED ASSETS	6,159
FLAG TELECOM SINGAPORE	170	EV/NET FIXED ASSETS	1.3
FLAG TELECOM TAIWAN SERVICES	38		
FLAG HOLDINGS (TAIWAN) LTD	950		
FLAG TELECOM (TAIWAN) LTD	1,846		
FLAG ACCESS INDIA PVT LIMITED	5		
FLAG TELECOM DEUTSCHLAND	1		
FALG TELECOM NETWORK SRVCS LTD	44		
RELIANCE FLAG TELECOM IRELAND LTD	8,572		
FLAG TELECOM IRELAND NETWORK LTD	988		
FLAG TELECOM SERVIZI ITALIA SPA	647		
FLAG ATLANTIC UK LIMITED	882		
RELIANCE FLAG ATLANTIC FRANCE SAS	4,271		
FLAG TELECOM NEDERLAND	5.0		
FLAG TELECOM HELLAS AE	4.5		
FLAGWEB LIMITED	0.6		
FLAG TELECOM ESPANA NTWK SAU	41.1		
FLAG TELECOM BELGIUM NTWK SA	0.5		
FLAG TELECOM DEVELOPMENT SERVICES	11.1		
RELIANCE FLAG PACIFIC HOLDINGS LTD	27,742		
FLAG PACIFIC LIMITED	13.434		
FLAG TELECOM NETWORK USA LTD	1330		
FLAG TELECOM GROUP SERVICES LTD	23,409		
RELIANCE GLOBALCOM	14717.187		
FLAG TOTAL	87,267		
YIPES	15,833		
VANCO	3,614		
TOTAL GLOBAL ASSETS (IN RS MN)	106,714		
TOTAL GLOBAL ASSETS (IN US\$ MN)	2,271		
EV AT 1.3X FIXED ASSETS (IN US \$)	2,976		
EV AT 1.3X FIXED ASSETS (IN RS MN)	139,874		
DEBT: EQUITY	1		
DEBT	53,357		
EQUITY VALUE (IN RS MN)	86,517		
EQUITY VALUE (IN US\$ MN)	1,861		

CONSIDERING OPTIMISTIC SALES MULTIPLES, LEVEL 3 TRADES AT 0.63X CY09E SALES.				
SALES FY10E	72,809	72,809		
EV/SALES MULTIPLE	1X	0.7X		
EV	72,809	50,966		
DEBT	53,357	53,357		
EQUITY VALUE (IN RS MN)	19,452	(2,391)		
EQUITY VALUE (IN US\$ MN)	418	(51)		

Source: Company, MF Global India Research



RECOMMENDATION HISTORY			
RECOMMENDATION	TARGET, RS	CMP, RS	DATE
SELL	145	175	3-NOV-09
NEUTRAL	240	268	7-OCT-09
NEUTRAL	315	307	23-SEP-09
BUY	325	276	3-SEP-09
BUY	325	265	31-AUG-09
BUY	325	275	3-AUG-09
BUY	240	214	4-MAY-09
BUY	205	132	12-MAR-09
BUY	205	154	26-FEB-09
BUY	205	160	27-JAN-09
NEUTRAL	250	220	3-NOV-08
SELL	510	500	1-AUG-08
NEUTRAL	630	604	22-MAY-08



## **Financials**

INCOME STATEMENT					
Y/E MAR, RS MN	FY2008	FY2009	FY2010E	FY2011E	FY2012E
NET SALES	188,274	222,505	234,300	264,062	307,098
GROWTH, %	31	18	5	13	16
OPERATING EXPENSES	-108,525	-136,435	-152,226	-173,623	-199,607
EBITDA	79,749	86,070	82,073	90,439	107,492
GROWTH, %	41	8	-5	10	19
MARGIN, %	42	39	35	34	35
DEPRECIATION	-28,053	-36,077	-41,693	-45,551	-48,940
EBIT	51,696	49,993	40,381	44,888	58,551
GROWTH, %	62	-3	-19	11	30
MARGIN, %	27	22	17	17	19
NET INTEREST AND OTHERS	6,401	12,049	-8,409	-19,749	-22,314
PRE-TAX PROFIT	58,097	62,042	31,972	25,139	36,238
TAX PROVIDED	-2,836	518	-240	-5,240	-8,336
PROFIT AFTER TAX	55,261	62,560	31,732	19,899	27,902
MF NET PROFIT	55,261	62,560	31,732	19,899	27,902
GROWTH, %	73	13	-49	-37	40
UNADJ. SHARES (M)	2,064	2,064	2,064	2,064	2,064
WTD AVG SHARES (M)	2,064	2,064	2,064	2,064	2,064

CASH FLOW					
Y/E MAR, RS MN	FY2008	FY2009	FY2010E	FY2011E	FY2012E
PRE-TAX PROFIT	70,763	62,042	31,972	25,139	36,238
DEPRECIATION	28,053	36,077	41,693	45,551	48,940
CHG IN WORKING CAPITAL	-492	-33,490	38,029	31,845	23,346
TOTAL TAX PAID	-576	-102	-240	-2,158	-5,240
OTHER OPERATING ACTIVITIES	-615	0	0	0	0
CASH FLOW FROM OPERATING ACTIVITIES	97,133	64,527	111,453	100,377	103,284
CAPITAL EXPENDITURE	-173,931	-122,583	-142,514	-123,199	-123,197
CHG IN INVESTMENTS	0	0	0	0	0
CHG IN MARKETABLE SECURITIES	-32,882	14,339	47,829	47,829	0
OTHER INVESTING ACTIVITIES	0	0	0	0	1
CASH FLOW FROM INVESTING ACTIVITIES	-206,813	-108,244	-94,685	-75,370	-123,197
FREE CASH FLOW	-109,680	-43,717	16,768	25,007	-19,913
EQUITY RAISED/(REPAID)	0	97	0	0	0
DEBT RAISED/(REPAID)	83,834	133,406	7,000	30,000	-70,835
DIVIDEND (INCL. TAX)	-581	-1,690	-1,932	-1,932	-1,932
OTHER FINANCING ACTIVITIES	24,253	-17,760	0	0	0
CASH FLOW FROM FINANCING ACTIVITIES	107,506	114,052	5,068	28,068	-72,767
NET CHG IN CASH	-2,174	70,335	21,836	53,075	-92,680



BALANCE SHEET					
AS AT 31ST MAR, RS MN	FY2008	FY2009	FY2010E	FY2011E	FY2012E
CASH & BANK	8,782	16,829	38,637	91,712	964
MARKETABLE SECURITIES AT COST	109,996	95,657	47,829	0	0
DEBTORS	27,224	39,618	34,246	34,726	38,703
INVENTORY	4,059	5,427	4,493	5,064	3,365
LOANS & ADVANCES	42,695	67,557	51,152	52,812	61,420
OTHER CURRENT ASSETS	23,058	17,714	28,116	1,320	1,535
TOTAL CURRENT ASSETS	215,814	242,802	204,473	185,635	105,988
GROSS FIXED ASSETS	463,388	755,101	897,601	1,020,803	1,144,004
LESS: DEPRECIATION	-89,561	-141,144	-182,823	-228,378	-277,322
ADD: CAPITAL WIP	149,299	113,096	113,096	113,096	113,096
NET FIXED ASSETS	523,126	727,053	827,874	905,521	979,778
OTHER NON-CURRENT ASSETS	35,654	52,215	52,215	52,215	52,215
TOTAL ASSETS	774,593	1,022,070	1,084,561	1,143,371	1,137,981
PROVISIONS	40,721	37,006	59,397	60,734	67,562
TOTAL CURRENT LIABILITIES	160,055	163,808	167,137	176,642	207,358
NON-CURRENT LIABILITIES	259,245	391,904	398,904	428,904	358,068
TOTAL LIABILITIES	460,021	592,718	625,438	666,280	632,988
PAID-UP CAPITAL	10,320	10,320	10,320	10,320	10,320
RESERVES & SURPLUS	304,253	419,032	448,804	466,771	494,673
SHAREHOLDERS' EQUITY	314,573	429,352	459,124	477,091	504,993
TOTAL EQUITY & LIABILITIES	774,593	1,022,070	1,084,561	1,143,371	1,137,981

PER-SHARE D	Δ٦	ГΔ

	FY2008	FY2009	FY2010E	FY2011E	FY2012E
MF EPS (INR)	26.8	30.3	15.4	9.6	13.5
GROWTH, %	73.0	13.2	-49.3	-37.3	40.2
BOOK NAV/SHARE (INR)	152.4	208.0	222.4	231.1	244.7
FDEPS (INR)	26.8	30.3	15.4	9.6	13.5
CEPS (INR)	34.2	47.8	35.6	31.7	37.2
CFPS (INR)	46.2	27.9	54.0	48.6	50.0
DPS (INR)	0.6	0.9	0.9	0.9	0.9

### FINANCIAL STRUCTURE

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	FY2008	FY2009	FY2010E	FY2011E	FY2012E
TOTAL DEBT/EQUITY (%)	0.8	0.9	0.9	0.9	0.7
NET DEBT/EQUITY (%)	0.8	0.9	0.8	0.7	0.7



	FY2008	FY2009	FY2010E	FY2011E	FY2012E
RETURN ON ASSETS (%)	9.8	6.6	3.5	2.9	3.7
RETURN ON EQUITY (%)	20.3	16.8	7.1	4.3	5.7
RETURN ON INVESTED CAPITAL (%)	13.4	8.7	5.4	4.4	5.2
ROIC/COST OF CAPITAL (X)	13.4	8.7	5.4	4.4	5.2
ROIC - COST OF CAPITAL (%)	1.3	-3.3	-6.6	-7.6	-7.0
RETURN ON CAPITAL EMPLOYED (%)	12.3	8.1	4.2	3.5	4.4
COST OF CAPITAL (%)	12.1	12.0	12.1	12.0	12.2
ROCE - COST OF CAPITAL (%)	0.2	-4.0	-7.9	-8.6	-7.8
ASSET TURNOVER (X)	0.5	0.4	0.3	0.3	0.4
SALES/TOTAL ASSETS (X)	0.3	0.2	0.2	0.2	0.3
SALES/NET FA (X)	0.4	0.4	0.3	0.3	0.3
WORKING CAPITAL/SALES (X)	-0.3	-0.2	-0.2	-0.3	-0.3
FIXED CAPITAL/SALES (X)	0.0	0.0	0.0	0.0	0.0
RECEIVABLE DAYS	52.8	65.0	53.3	48.0	46.0
INVENTORY DAYS	7.9	8.9	7.0	7.0	4.0
PAYABLE DAYS	525.4	427.3	390.9	106.5	107.7
CURRENT RATIO (X)	1.3	1.5	1.2	1.1	0.5
QUICK RATIO (X)	1.3	1.4	1.2	1.0	0.5
INTEREST COVER (X)	N/A	N/A	4.8	2.3	2.6
PER (X)	6.8	6.0	11.8	18.8	13.4
PEG (X) - Y-O-Y GROWTH	0.1	0.5	-0.2	-0.5	0.3
PRICE/BOOK (X)	1.2	0.9	0.8	0.8	0.7
YIELD (%)	0.3	0.5	0.5	0.5	0.5
EV/NET SALES (X)	2.7	2.9	2.9	2.7	2.4
EV/EBITDA (X)	6.4	7.5	8.3	7.8	6.8
EV/EBIT (X)	9.9	13.0	16.9	15.8	12.4
EV/NOPLAT (X)	10.3	12.9	17.0	19.9	16.1
EV/CE	0.8	0.8	0.7	0.7	0.8
EV/IC (X)	1.4	1.1	0.9	0.9	0.8

Source: Company, MF Global India Research Estimates



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Technical & Quant Reneppolian Pillai Shikha Khurana  Institutional Cash Equation Padiyar Kartik Broker Kinshuk Tiwari Nasir Mohamed	CHIEF TECHNICAL STRATEGIST QUANT ANALYST  uity Sales  VP - EQUITY SALES (ASIAPAC) EQUITY SALES EQUITY SALES EQUITY SALES EQUITY SALES (UAE)	91-22-6667 9989 91-22-6667 9948 91-22-6667 9991 91-22-6667 9934 91-22-6667 9946 91-22-6667 9973	PNEPPOLIAN@MFGLOBAL.COM SKHURANA@MFGLOBAL.COM SPADIYAR@MFGLOBAL.COM KBROKER@MFGLOBAL.COM KTIWARI@MFGLOBAL.COM NMOHAMED@MFGLOBAL.COM
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Technical & Quant Reneppolian Pillai Shikha Khurana  Institutional Cash Equation Cash Equation Padiyar Kartik Broker Kinshuk Tiwari Nasir Mohamed Sheetal Gandhi Payal Panchal	CHIEF TECHNICAL STRATEGIST QUANT ANALYST  uity Sales  VP - EQUITY SALES (ASIAPAC) EQUITY SALES EQUITY SALES EQUITY SALES EQUITY SALES (UAE) EQUITY SALES (US) ASSOCIATE SALES (DMA)	91-22-6667 9989 91-22-6667 9948 91-22-6667 9991 91-22-6667 9934 91-22-6667 9946 91-22-6667 9973 91-22-6667 9944	PNEPPOLIAN@MFGLOBAL.COM SKHURANA@MFGLOBAL.COM  SPADIYAR@MFGLOBAL.COM KBROKER@MFGLOBAL.COM KTIWARI@MFGLOBAL.COM NMOHAMED@MFGLOBAL.COM SGANDHI@MFGLOBAL.COM
Technical & Quant Reneppolian Pillai Shikha Khurana  Institutional Cash Equation Cash	CHIEF TECHNICAL STRATEGIST QUANT ANALYST  uity Sales  VP - EQUITY SALES (ASIAPAC) EQUITY SALES EQUITY SALES EQUITY SALES EQUITY SALES (UAE) EQUITY SALES (US) ASSOCIATE SALES (DMA)	91-22-6667 9989 91-22-6667 9948 91-22-6667 9991 91-22-6667 9934 91-22-6667 9946 91-22-6667 9973 91-22-6667 9944	PNEPPOLIAN@MFGLOBAL.COM SKHURANA@MFGLOBAL.COM  SPADIYAR@MFGLOBAL.COM KBROKER@MFGLOBAL.COM KTIWARI@MFGLOBAL.COM NMOHAMED@MFGLOBAL.COM SGANDHI@MFGLOBAL.COM
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Technical & Quant Reneppolian Pillai Shikha Khurana  Institutional Cash Equation Cash	CHIEF TECHNICAL STRATEGIST QUANT ANALYST  uity Sales  VP - EQUITY SALES (ASIAPAC) EQUITY SALES EQUITY SALES EQUITY SALES (UAE) EQUITY SALES (US) ASSOCIATE SALES (DMA)  uity Sales Trading  VP - SALES TRADER	91-22-6667 9989 91-22-6667 9948 91-22-6667 9991 91-22-6667 9946 91-22-6667 9946 91-22-6667 9944 91-22-6667 9949	PNEPPOLIAN@MFGLOBAL.COM SKHURANA@MFGLOBAL.COM  SPADIYAR@MFGLOBAL.COM KBROKER@MFGLOBAL.COM KTIWARI@MFGLOBAL.COM NMOHAMED@MFGLOBAL.COM SGANDHI@MFGLOBAL.COM PPANCHAL@MFGLOBAL.COM
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Technical & Quant Re NEPPOLIAN PILLAI SHIKHA KHURANA  Institutional Cash Equal SUDHIR PADIYAR KARTIK BROKER KINSHUK TIWARI NASIR MOHAMED SHEETAL GANDHI PAYAL PANCHAL  Institutional Cash Equal SUNIL KAMATH CHETAN SAVLA RAJESH ASHAR  Institutional Cash Equal	CHIEF TECHNICAL STRATEGIST QUANT ANALYST  uity Sales  VP - EQUITY SALES (ASIAPAC) EQUITY SALES EQUITY SALES EQUITY SALES (UAE) EQUITY SALES (US) ASSOCIATE SALES (DMA)  uity Sales Trading  VP - SALES TRADER SALES TRADER SALES TRADER	91-22-6667 9989 91-22-6667 9948 91-22-6667 9991 91-22-6667 9934 91-22-6667 9946 91-22-6667 9944 91-22-6667 9949 91-22-6667 9747 91-22-6667 9749	PNEPPOLIAN@MFGLOBAL.COM SKHURANA@MFGLOBAL.COM  SPADIYAR@MFGLOBAL.COM KBROKER@MFGLOBAL.COM KTIWARI@MFGLOBAL.COM NMOHAMED@MFGLOBAL.COM PPANCHAL@MFGLOBAL.COM  SKAMATH@MFGLOBAL.COM CSAVLA@MFGLOBAL.COM



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