Education

Everonn Education

Q4FY10 Update

21 May 2010

Buy

Target Price: Rs540 CMP: Rs373* Upside: 44.8%

*as on 20 May 2010

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Robust numbers

Everonn Education's (Everonn) Q4 results were much higher than expectations with sales surging 192% YoY to Rs1,045mn (vs our estimate of Rs845mn). We reiterate our Buy with a target price of Rs540 considering the consistent growth momentum in VITELS and attractive valuations. We believe the company's 'Educating India' initiative and improvement in revenue per points of presence in the VITELS segment would be upside triggers.

- O Results beat estimates: Q4 sales surged 192% YoY to Rs1,045mn vs our estimate of Rs845mn. This strong growth was mainly driven by the VITELS and Edu Resource (hardware sales) segments. EBITDA margin expanded 207bp to 30.6% due to higher contribution of VITELS (49% of overall revenue).
- O Strong VITELS revenue growth as points of presence increase: The VITELS segment, which grew 184% to Rs508mn, was one of the main contributors to the growth in net sales. The company added 150 schools and 171 colleges during Q4.
- O Valuations attractive; reiterate Buy: At CMP, the stock trades at 10x FY11E and 8x FY12E earnings, we believe is very attractive considering improvement in financial performance. We reiterate Buy valuing the stock at 11.5x FY12E earnings, translating into a target price of Rs540.

Key Data Bloomberg Code **EEDU IN Reuters Code EVED.BO** Current Shares O/S (mn) 15.1 Diluted Shares O/S(mn) 15.1 Mkt Cap (Rsbn/USDmn) 5.6/120.1 52 Wk H / L (Rs) 489/242 Daily Vol. (3M NSE Avg.) 87,191 Face Value (Rs) 10

One Year Indexed Stock Performance

USD = Rs47.0



Price Performance (%)							
	1M	6M	1Yr				
Everonn Education	(3.6)	(10.4)	31.1				
NUCTV	(5.7)	(2.1)	17 5				

Source: Bloomberg, Centrum Research *as on 20 May 2010

Y/E March (Rsmn)	Q4FY10	Q4FY09	YoY (%)	Q3FY10	QoQ (%)	Q4FY10E	Variance (%)
Net sales	1,045	358	192.0	799	30.8	845	23.7
Employee costs	105	99		106		84	
% of sales	10.0	27.5		13.2		14.2	
Other expenditure	621	155		414		465	
% of sales	59.4	43.3		51.9		48.7	
Operating profit	320	104	206.7	279	14.7	296	8.1
OPM (%)	30.6	29.2	147 bp	34.9	(430) bp	35.0	(441) bp
Depreciation and amortisation	65	46		68		68	
Interest	44	16		22		24	
EBT	211	42		189		204	
Other income	0	6		1		3	
PBT	211	47		190		207	
Exceptional item (as reported)	0	0		0		-	
Provision for tax	46	1		68		66	
-effective tax rate	21.9	2.5		34.0		32.0	
Minority share in profit / loss							
PAT (reported)	165	46	257.5	121	35.9	141	17.3
Exceptional item (adj-post tax)	0	0		0		-	
PAT (adjusted)	165	46	257.5	121	35.9	141	17.3
NPM (%)	15.8	12.9	289 bp	15.2	59 bp	16.7	

Source: Company, Centrum Research

Y/E Mar (Rsmn)	Rev	YoY (%)	EBITDA	EBITDA (%)	Adj PAT	YoY (%)	Fully DEPS	RoE (%)	RoCE (%)	P/E (x)	EV/EBITDA (x)
FY08	916	112.9	334	36.4	138	284.6	10.0	21.0	15.0	37.5	15.9
FY09	1,447	57.9	512	35.4	221	60.0	14.6	14.7	12.2	25.6	11.4
FY10E	2,935	102.9	1,010	34.4	454	105.8	30.1	19.5	16.7	12.4	6.1
FY11E	3,563	21.4	1,329	37.3	568	25.1	37.6	20.0	16.2	9.9	4.9
FY12E	4,366	22.5	1,590	36.4	703	23.7	46.5	20.5	16.4	8.0	3.7

Source: Company, Centrum Research Estimates

VITELS segment, subsidiaries drive topline growth

Q4 sales surged 192% YoY to Rs1,045mn (vs our estimate of Rs845mn) on the back of strong growth in the VITELS segment and subsidiary, Everonn Educational Resources. The VITELS segment grew 184% YoY to Rs508mn in Q4FY10 on the back of strong addition in schools and colleges. During the quarter, the company added 150 schools and 171 colleges across India.

Exhibit 1: Segmental quarterly performance

	Q3FY09	Q4FY09	Q1FY10	Q2FY10	Q3FY10	Q4FY10
No of schools	520	557	620	734	867	1,017
No of colleges	615	800	940	1,165	1,396	1,567
No of govt schools	4,442	4,442	4,442	5,708	5,862	5,862
Revenue (Rsmn)						
ICT	133	127	126	139	184	241
VITELS	213	179	157	348	407	508
PBT Margin (%)						
ICT - PBT margin	23.1	18.4	18.4	20.1	20.1	21.6
VITELS - PBT margin	38.2	15.8	25.6	37.6	38.9	29.6

Source: Company, Centrum Research

During Q4FY10, contribution from subsidiaries increased to 28.5% vs 26.1% in Q3FY10. The major contributor to this growth was Everonn Educational Resources, which witnessed 393% YoY growth to Rs255mn.

PBT margin improves on lower capex

PBT margin improved to 20% (vs 13% in Q4FY09) on account of better asset utilisation (this is on account of the company's asset-light business model). Going forward, the management indicated of going for asset light model to improvement profitability.

Valuations attractive; reiterate Buy

At CMP, the stock trades at 10x FY11E and 8x FY12E earnings, which we believe is attractive. The company is well-positioned to capitalise on the government's increased spending on education under the public-private-partnership model. We believe the company's 'Educating India' initiative and improvement in revenue per points of presence in the VITELS segment would be upside triggers. At CMP, the stock trades at 10x FY11E and 8x FY12E earnings, we believe is very attractive considering improvement in financial performance. We reiterate Buy valuing the stock at 11.5x FY12E earnings, translating into a target price of Rs540.

Highlights of the conference call

- O **Growth momentum in VITELS segment to sustain:** The management is confident of maintaining growth momentum in the VITELS segment (private schools and colleges). The market size would allow continue to continue on its growth trajectory.
- O **Expects debtor days to decline:** The management expects debtor days, currently at 196 days, to fall further.
- O **Educating India initiative:** The management expects to see 7 B-school and 10 k-12 schools operational under this initiative.

Financials (Consolidated)

Exhibit 2: Income Statement

Y/E March (Rsmn)	FY08	FY09	FY10	FY11E	FY12E
Net Sales	916	1,447	2,935	3,563	4,366
-Growth (%)	112.9	57.9	102.9	21.4	22.5
Salary expenses	119	278	384	486	605
% of sales	13.0	19.2	13.1	13.6	13.9
Education & training & other exp.	463	657	1,541	1,747	2,171
% of sales	50.5	45.4	52.5	49.0	49.7
Operating Profits	334	512	1,010	1,329	1,590
% of sales	36.4	35.4	34.4	37.3	36.4
Depreciation and Amortisation	99	159	252	376	468
PBIT	235	354	757	953	1,122
Interest Expenses	33	52	104	122	72
PBT from operations	202	302	653	831	1,050
Other non operating income	15	39	5	30	15
PBT before extraordinary items	218	341	658	861	1,065
Extraordinary income/(exp.)	-	-	-	-	-
PBT	218	341	658	861	1,065
-PBT margin (%)	23.7	23.6	22.4	24.2	24.4
Provision for tax	80	120	204	293	362
Effective tax rate (%)	36.6	35.2	30.9	34.0	34.0
Net Profit (reported)	138	221	454	568	703
-Growth (%)	284.6	60.0	105.8	25.1	23.7
-NPM (%)	15.1	15.3	15.5	16.0	16.1

Source: Company, Centrum Research Estimates

Exhibit 3: Balance Sheet

EXHIBIT 3: Dalatice Shee	L				
Y/E March (Rsmn)	FY08	FY09	FY10E	FY11E	FY12E
Share Capital	139	151	151	151	151
Warrant	-	77	-	-	-
Reserves and Surplus	808	1,903	2,434	2,926	3,629
ESOP		6	10	10	10
Total shareholders fund	950	2,137	2,595	3,086	3,790
Loan fund	459	487	839	1,200	750
Deferred tax liability	60.3	91.5	153.6	153.6	1,53.6
Total capital employed	1,469	2,715	3,588	4,440	4,693
Gross block	787	1,376	2,330	2,990	3,531
Less: Accumulated depreciation	292	450	703	1,079	1,546
Net block	495	926	1,627	1,911	1,985
Capital WIP	126	250	75	50	50
Net fixed assets	621	1,176	1,702	1,961	2,035
Goodwill	5	5	5	5	5
Investments	87	235	11	11	11
Cash and bank	386	403	439	469	620
Inventories	-	-	-	-	-
Debtors	424	764	1,171	1,670	1,637
Other assets & loans & advances	133	576	605	1,069	1,310
Total current assets	943	1,742	2,216	3,208	3,566
Current liabilities & Provision	187	442	346	745	923
Net current assets	755.6	1,300.0	1,870.1	2,463.2	2,642.8
Total assets	1,469	2,715	3,588	4,440	4,693

Source: Company, Centrum Research Estimates

Exhibit 4: Cash flow

Y/E March (Rsmn)	FY08	FY09	FY10E	FY11E	FY12E
CF from operating					
Profit before tax	218	341	658	861	1,065
Depreciation	99	159	252	376	468
Interest expenses	25	27	104	122	72
Other non cash charges	-	-	-	-	
Operating profit before WC change	338	526	1,014	1,359	1,605
Working Capital adjustments	(171)	(585)	(469)	(640)	(29)
Direct tax paid	33.4	31.4	203.7	292.7	362.0
Net cash generated from operating	133.1	(89.8)	342.1	427.2	1,213.6
CF from investing					
Capex	(351)	(713)	(779)	(635)	(541)
Investments	(86.9)	(147.7)	223.9	-	
Net cash from investment	(432.7)	(857.9)	(554.8)	(635.3)	(541.2)
CF from financing					
Proceeds from sh. cap and premium	444	963	-	-	
Borrowings/(Repayments)	223	28	353	361	(450)
Interest paid	(25)	(27)	(104)	(122)	(72)
Dividend paid	-	-	-	-	
Net cash flow from financing	642	965	249	238	(522)

Source: Company, Centrum Research Estimates

Exhibit 5: Key Ratios

Y/E March	FY08	FY09	FY10E	FY11E	FY12E
Margin Ratio (%)					
EBITDA Margin	36.4	35.4	34.4	37.3	36.4
PBIT Margin	25.7	24.4	25.8	26.8	25.7
PBT Margin	23.7	23.6	22.4	24.2	24.4
PAT Margin	15.1	15.3	15.5	16.0	16.1
Growth Ratio (%)					
Revenue	112.9	57.9	102.9	21.4	22.5
EBITDA	93.9	53.3	97.1	31.7	19.6
Net Profit	284.6	60.0	105.8	25.1	23.7
Return Ratios (%)					
ROCE	15.0	12.2	16.7	16.2	16.4
ROIC	39.4	30.2	37.0	37.3	39.5
ROE	21.0	14.7	19.5	20.0	20.5
Turnover Ratios					
Asset turnover ratio (x)	0.9	0.7	0.9	0.9	1.0
Working capital cycle (days)	119.7	99.6	54.1	82.5	97.1
Average collection period (days)	140.1	149.8	120.3	145.6	138.3
Average payment period (days)	20.4	50.3	66.3	63.1	41.2
Per share (Rs)					
Basic EPS	10.0	14.6	30.1	37.6	46.5
Fully diluted EPS	10.0	14.6	30.1	37.6	46.5
Book value	68.6	136.3	171.6	204.1	250.6
Solvency Ratio					
Debt-equity	0.5	0.3	0.4	0.4	0.2
Interest coverage ratio	7.1	6.8	7.3	7.8	15.6
Valuation					
P/E	37.5	25.6	12.4	9.9	8.0
P/BV	5.4	2.7	2.2	1.8	1.5
EV/EBITDA	15.9	11.4	6.1	4.9	3.7
EV/Sales	5.8	4.0	2.1	1.8	1.4
M-cap/Sales	5.6	3.9	1.9	1.6	1.3

Source: Company, Centrum Research Estimates

Appendix A

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