

Case Study 6: XYZ Pharmaceuticals

XYZ Pharmaceuticals is a distressed pharmaceutical company. The firm has been facing financial difficulties due to multiple factors, including intense competition, regulatory challenges, and a decline in market share. XYZ Pharmaceuticals has a high debt burden resulting from an unsuccessful product launch and increasing research and development costs.

The firms latest financial statements are shown in Exhibit 1 and Exhibit 2 below:

Exhibit 1: Income Statement for the year just ended (Rs. in Crores)	
Revenue	12000
EBIT (5%)	600
Int expense (10%)	700
PBT	-100
Tax (@25%)	0
PAT	-100

Exhibit 2: Balance Sheet at T=0 (Rs. in Crores)	
Uses of fund	
Fixed assets	10000
Current assets	2000
Less: Current liability	2500
Net Current Assets	-500
Invested capital	9500
Source of fund	
10% Long term debt	7000
Equity share capital(Rs. 10 Face Value)	3000
P&L A/c Debit Balance	-500
Net worth	2500
Invested capital	9500

Other relevant information is given in Exhibit 3

Exhibit 3: Other Information(Rs. in Crores)	
Market value of equity	2400
Market value of debt	5000
Tax rate	25%
Rf	6%
Market Risk Premium	5%
Debt Rating	B

Based on bond ratings, **Exhibit 4** shows the cumulative probability of distress as well as the default risk premium over and above R_f over a 5 years period.

Exhibit 4

Rating	Cumulative probability of distress (5 years)	Default risk premium
AAA	0.03%	1
AA	0.18%	2
A	0.20%	3
BBB	2.50%	4
BB	9.27%	6
B	24.04%	7
CCC	39.15%	10
CC	48.22%	14
C	69.65%	20

You are a research analyst and specialized in the valuation of distressed companies. A client of yours is contemplating buying the stock of the company as it has falling by more than 50% in the last two weeks. Hence he has approached you for advise. You recently read Aswath Damodaran's famous book "**Dark side of valuation**" and decided to use the method of "DCF Valuation (with relative valuation used for terminal value) + Distress Value".

For the purpose of estimated going concern value, use the following-

- Take a 5 year horizon
- Revenue is expected to fall by 5% p.a. for the next 2 years, stay flat for the 3rd year, grow by 3% for the 4th year and then stabilize at 7% p.a. from the 5th years onward forever.
- Operating margin will fall to 3% for the 1st 2 years, 4% for the 3rd year, 5% for the 4th year and 6% from the 5th year onwards forever.
- Tax rate 25%
- Re-investment rate as a percentage of NOPAT would be -10% for year 1, -5% for year 2, flat year 3, 2% year 4 and 4% year 5 onwards forever
- Debt equity ratio (Market value based) is forecasted to be 2 for year 1(rating B), 1.5 year 2(rating BB), 1.2 year 3(rating BBB), 1.1 year 4 (rating BBB) and stabilize at 1(rating A) form the 5th year onwards.
- There are three comparable firms to XYZ Pharmaceuticals which are declining but not under distress-

Firms	Beta	D/E
A	1.6	1.5
B	1.9	2
C	0.9	0.2

Unlevered beta may be taken as an average of the above

- Terminal value at the end of year 5 shall be based on EV to EBIT multiple for similar firms. The average multiple for similar firms can be computed from the table below:

Firms	Enterprise value	EBIT
A	30000	1200
B	18000	800
C	40000	1500

The multiple for XYZ is to taken at 25% discount to the average.

For the purpose of distress sale value, we can take that to be 20% of invested capital.

Calculate the per share value of equity, **compare** that with the existing market price and advise.

ANSWER:

Particulars	1	2	3	4	5
Revenue g	-5%	-5%	0	3%	7%
OPM	3%	3%	4%	5%	6%
Revenue	11,400	10,830	10,830	11,155	11,936
EBIT	342	325	433	558	716
NOPAT	257	244	325	418	537
Reinvestment rate	-10%	-5%	0	2%	4%
FCFF	282.15	255.86	324.90	409.94	515.62
Debt equity ratio	2	1.5	1.2	1.1	1
Levered beta	1.913	1.62605	1.45388	1.39649	1.3391
Ke	0.15565	0.1413025	0.132694	0.1298245	0.126955
Rating	B	BB	BBB	BBB	A
Default risk premium	7%	6%	4%	4%	3%
Pre tax Kd	13%	12%	10%	10%	9%
Post tax Kd	9.75%	9.00%	7.50%	7.50%	6.75%
Wd	0.67	0.60	0.55	0.52	0.50
We	0.33	0.40	0.45	0.48	0.50
Kc	11.69%	11.05%	10.12%	10.11%	9.72%
PV of CF	252.62	206.28	237.87	272.57	312.46
Terminal Value					13278.51
PV of terminal value					8046.61
Going concern value	9328.42				
Cumulative prob of survival	75.96%				
Cumulative Prob of distress	24.04%				
Scenario 1: Going concern					
Going concern value	9328.42				
Less: Market value of Debt	5000				
Equity Value	4328.42				

Scenario 2: Distress					
Book value of invested capital	9500				
Distress sale value (20%)	1900				
Market value of debt	5000				
Distress sale value of equity	0				
Distress Adjusted value of equity	3287.87				
Number of equity shares	300				
Value per share	10.96				
Market price of the share	8				
Comment	Underpriced				
Advise	Buy/Go long				

Calculation of unlevered beta

Firms	Levered Beta	D/E	Post tax debt equity ratio	Unlevered beta
A	1.6	1.5	1.125	0.7529
B	1.9	2	1.5	0.76
C	0.9	0.2	0.15	0.7826
Average i.e. beta unlevered				0.7652

Terminal value calculation

Firms	Enterprise value	EBIT	EV/EBIT
A	30000	1200	25
B	18000	800	22.5
C	40000	1500	26.67
Average EV/EBIT			24.72
Multiple applicable for XYZ (25% discount)			18.54
Year 5 EBIT of XYZ			716
Terminal value at the end of 5th year(V ₅)			13,278.51