

January 16, 2021

# Q3FY21 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

### **Change in Estimates**

	Cu	rent	Prev	/ious
	FY22E	FY23E	FY22E	FY23E
Rating	В	UY	В	UY
Target Price	1,	673	1,	704
Sales (Rs. m)	32,613	39,588	34,086	41,387
% Chng.	(4.3)	(4.3)		
EBITDA (Rs. m)	10,363	13,024	10,566	13,473
% Chng.	(1.9)	(3.3)		
EPS (Rs.)	19.9	48.1	22.7	52.3
% Chng.	(12.1)	(8.0)		

### Key Financials - Consolidated

-				
Y/e Mar	FY20	FY21E	FY22E	FY23E
Sales (Rs. m)	34,144	1,869	32,613	39,588
EBITDA (Rs. m)	10,766	(3,322)	10,363	13,024
Margin (%)	31.5	NM	31.8	32.9
PAT (Rs. m)	273	(6,549)	1,099	2,650
EPS (Rs.)	5.3	(118.9)	19.9	48.1
Gr. (%)	(86.9)	NM	NM	141.2
DPS (Rs.)	4.0	-	4.0	4.0
Yield (%)	0.3	-	0.3	0.3
RoE (%)	1.4	NM	9.1	18.2
RoCE (%)	8.7	NM	8.7	12.3
EV/Sales (x)	3.5	69.5	4.0	3.2
EV/EBITDA (x)	11.3	NM	12.5	9.9
PE (x)	277.0	NM	73.9	30.7
P/BV (x)	5.1	7.2	6.7	5.6

Key Data	PVRL.BO   PVRL IN
52-W High / Low	Rs.2,087 / Rs.705
Sensex / Nifty	49,035 / 14,434
Market Cap	Rs.81bn/ \$ 1,113m
Shares Outstanding	55m
3M Avg. Daily Value	Rs.5147.3m

### **Shareholding Pattern (%)**

Promoter's	18.79
Foreign	38.50
Domestic Institution	26.61
Public & Others	16.10
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	2.2	41.0	(22.2)
Relative	(3.6)	3.7	(33.6)

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# PVR (PVRL IN)

# Rating: BUY | CMP: Rs1,475 | TP: Rs1,673

# Monitoring content pipeline will be key

### **Quick Pointers:**

- Enabling resolution taken to raise Rs8bn.
- Fixed operating expenses stood at Rs527mn per month.

PVR's Ind-AS adjusted EBITDA loss of Rs1,268mn (excluding other income) was broadly in-line with our estimate of Rs1,296mn as rigorous cost cutting initiatives resulted in fixed opex burn of Rs527mn per month in 3QFY21. Given prevailing occupancy caps & dearth of fresh content we expect next quarter to be more or less a replica of 3QFY21 where the focus will be on cost management/liquidity. Consequently, we expect Ind-AS adjusted EBITDA loss of Rs4.3bn in FY21E. However, we expect normalcy to resume from FY22 onwards amid strong content pipe-line (pent-up demand due to bunching up of releases) and gradual relaxation in occupancy caps. Further, current trends on ATP (higher/similar to pre-COVID levels for fresh content released in 3QFY21) and SPH (down only 5.0% YoY from pre-COVID base) indicate no structural change in consumer behavior post-COVID. As a result, we keep our EBITDA estimates broadly intact (marginal decline of 1.9%/3.3% for FY22/FY23 respectively). We maintain BUY with a revised TP of Rs1,673 (Rs1,704 earlier) valuing the stock at an EV/EBITDA multiple of 11x (earlier 12x) our FY23 estimates. (PVR trades at EV/EBITDA multiple of 12.5x/9.9x our FY22/FY23 estimates; LPA is closer to ~12x).

**Revenues fall steeply due to lack of content:** While multiplexes were allowed to open from 15th Oct with 50% capacity, PVR's top-line declined 95.0% YoY to Rs454mn (PLe of Rs750mn) given limited fresh content. Footfalls declined 96.1% YoY to 1mn. ATP declined 21.9% YoY to Rs164 while SPH was down 5.0% YoY to Rs95.

**Fixed opex stood at Rs527mn per month; down 63.6% YoY:** Ind-AS adjusted EBITDA loss stood at Rs1,268mn (PLe loss of Rs1,296mn) with fixed opex of Rs527mn per month, down 63.6% YoY due to aggressive cost cutting. Rent & CAM expenses were down 66.8% YoY to Rs488mn and 83.2% YoY to Rs66mn respectively as the company negotiated for discount/rebates for lockdown period.

**Con-call highlights**: 1) Except for Rajasthan & Jharkhand all states have allowed cinemas to re-open. Delay in approval is unlikely to be a deterrent for new releases given contribution of Hindi films from these two regions is ~6-7%. 2) Decision to lift the 50% occupancy cap will be taken by Central Government (no fixed time-line as yet) 3) Response to the newly released regional movie "Master" is fairly good with opening NBOC of ~Rs205mn odd. 4) Rental negotiations have concluded for 88% of the cinemas but pertain only to FY21E (not long term in nature). From FY22E, rentals will revert back to pre-COVID levels 5) Entertainment tax in Kerala has been waived off and the industry body has made representations to the Government to seek relief in the upcoming budget 6) In short term, distributor payouts can vary from the past trends 7) ATP for fresh content (Tenet & Wonder Woman etc) was higher/similar to pre-COVID levels 8) SPH has also clawed back to pre-COVID levels (down only 5.0% YoY in 3QFY21) 9) Outgo on capex per screen is unlikely to change 10) Sale of F&B through aggregator platforms (outside of cinemas) is witnessing good uptick.

# Exhibit 1: Q3FY21 Result Overview – Consolidated (Rs mn)

Y/e March	3QFY21	3QFY20	YoY gr.	2QFY21	QoQ gr.	9MFY21	9MFY20	YoY gr.
Net sales	454	9,157	-95.0%	405	12.2%	986	27,693	-96.4%
Movie exhibition cost	62	1,927	-96.8%	3	1956.7%	65	5,899	-98.9%
As a % of sales	13.6%	21.0%		0.7%		6.6%	21.3%	
Consumption of F&B	57	682	-91.6%	17	237.6%	82	2,125	-96.2%
As a % of sales	12.6%	7.4%		4.2%		8.3%	7.7%	
Employee expenses	486	1,067	-54.5%	407	19.4%	1,574	3,173	-50.4%
As a % of sales	107.0%	11.7%		100.6%		159.8%	11.5%	
Other expenses	630	2,408	-73.8%	819	-23.1%	2,047	7,457	-72.6%
As a % of sales	138.8%	26.3%		202.5%		207.7%	26.9%	
EBITDA	(781)	3,073	NM	(842)	NM	(2,782)	9,039	NM
EBITDA margin	NM	33.6%		NM		NM	32.6%	
Depreciation	1,425	1,349	5.6%	1,419	0.4%	4,289	4,002	7.2%
EBIT	(2,206)	1,724	NM	(2,260)	NM	(7,070)	5,037	NM
EBIT margin	NM	18.8%		NM		NM	18.2%	
Interest cost	1,271	1,221	4.1%	1,229	3.4%	3,739	3,647	2.5%
Other income	2,747	82	3270.9%	702	291.6%	3,875	211	1733.2%
РВТ	(729)	585	NM	(2,788)	NM	(6,934)	1,602	NM
Exceptional items/Share of JVs	-	2	-100.0%	4	-100.0%	(6)	(4)	NM
Tax expenses	(237)	221	NM	(951)	NM	(2,350)	583	NM
Tax rate	NM	37.8%		NM		NM	36.3%	
РАТ	(492)	363	NM	(1,841)	NM	(4,590)	1,015	NM
PAT margin	NM	4.0%		NM		NM	3.7%	
Noncontrolling interest	1	1	37.5%	1	0.0%	3	3	0.0%
Other comprehensive income (OCI)	2	2	-5.3%	1	100.0%	2	86	-97.3%
PAT inclusive of OCI	(493)	361	NM	(1,840)	NM	(4,589)	932	NM
EPS (Rs)	(8.2)	7.1	NM	(33.8)	NM	(85.1)	20.3	NM

Source: Company, PL

# Exhibit 2: Revenue mix (Rs mn) (Inclusive of SPI Cinema's)

Y/e March	3QFY21	3QFY20	YoY gr.
NBOC	134	4,528	-97.1%
As a % of total	21.1%	49.0%	
Net F&B	140	2,474	-94.3%
As a % of total	22.1%	26.8%	
Advertisement revenue	42	1,220	-96.5%
As a % of total	6.7%	13.2%	
Other revenue from operations	318	1,017	-68.7%
As a % of total	50.2%	11.0%	
Total sales	633.9	9,238.9	-93.1%

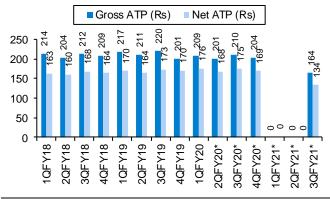
Source: Company, PL

Y/e March	3QFY21	3QFY20	YoY gr.	2QFY21	QoQ gr.	FY20	FY21E	FY22E	FY23E
Sales	454	9,157	-95.0%	405	12.2%	34,144	1,869	32,613	39,588
Ind-AS Adjusted EBITDA	(1,268)	1,802	NM	(842)	NM	5,762	(4,312)	5,268	7,542
Ind-AS Adjusted EBITDA margin	NM	19.7%		NM		16.9%	NM	16.2%	19.0%
Ind-AS Adjusted PAT	(1,367)	589	NM	(1,162)	NM	1,310	(5,098)	1,099	2,650
Ind-AS Adjusted PAT margin	NM	6.4%		NM		3.8%	NM	3.4%	6.7%

### Exhibit 3: Ind-AS 116 Adjusted Consolidated Financials (Rs mn)

Source: Company, PL \*2QFY21 & 3QFY21 EBITDA is excluding other income

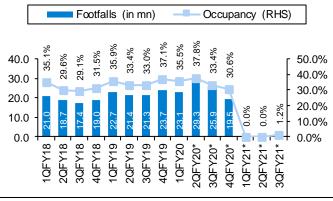




Source: Company, PL

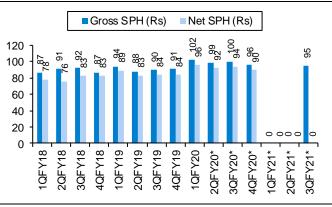
\*Including SPI Cinema's

### Exhibit 6: Footfalls are volatile, driven by content



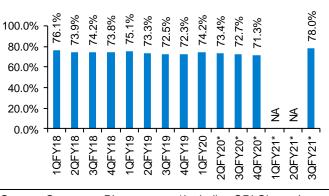
Source: Company, PL \*Including SPI Cinema's Note: Occupancy for 3QFY21 calculated based on 4-5 shows per day with no caps.

### Exhibit 5: Gross SPH trend over the last few quarters



Source: Company, PL \*Including SPI Cinema's Note: Net SPH is NM for 3QFY21 due to sale of other traded goods

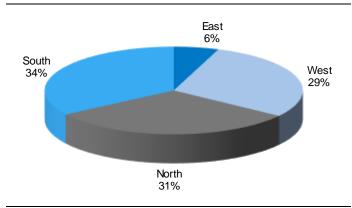
### Exhibit 7: F&B GM is in the steady range of ~73-75%



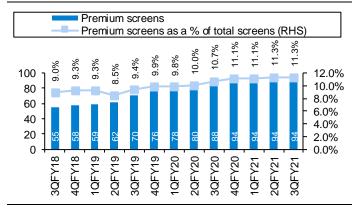
Source: Company, PL

<sup>\*</sup>Including SPI Cinema's

# Exhibit 8: Screen mix as of 3QFY21



### Exhibit 9: PVR's premium screen count is on a rise



Source: Company, PL

Source: Company, PL

# Exhibit 10: Relative valuation EV/EBITDA

Particulars (Rs mn)	FY23E*
EV/EBITDA	10.7
EBITDA	13,024
EV	1,39,355
Less: Debt	51,384
Add: Cash	4,183
Equity Value	92,155
No of shares	55
Per share value (Rs)	1,673
CMP (Rs)	1,475
Upside	13.4%

Source: Company, PL

\*Ind AS 116 compliant projections

# **Financials**

## Income Statement (Rs m)

Y/e Mar	FY20	FY21E	FY22E	FY23E
Net Revenues	34,144	1,869	32,613	39,588
YoY gr. (%)	10.7	(94.5)	1,644.6	21.4
Cost of Goods Sold	9,971	334	10,018	12,131
Gross Profit	24,173	1,535	22,595	27,457
Margin (%)	70.8	82.1	69.3	69.4
Employee Cost	3,938	2,109	3,714	4,488
Other Expenses	9,469	2,748	8,517	9,946
EBITDA	10,766	(3,322)	10,363	13,024
YoY gr. (%)	83.6	NA	NA	25.7
Margin (%)	31.5	NA	31.8	32.9
Depression and Americation	E 40E	E 740	E 007	E 201
Depreciation and Amortization	5,425	5,749	5,097	5,391
EBIT	5,341	(9,070)	5,266	7,633
Margin (%)	15.6	NA	16.1	19.3
Net Interest	4,818	5,008	4,197	4,491
Other Income	378	4,125	400	400
Profit Before Tax	901	(9,953)	1,468	3,542
Margin (%)	2.6	NA	4.5	8.9
Total Tax	627	(3,407)	370	891
Effective tax rate (%)	69.6	NA	25.2	25.2
Profit after tax	274	(6,546)	1,099	2,650
Minority interest	(5)	(0,540) (3)	1,035	2,030
Share Profit from Associate	(5)	(6)	_	
Share I fold from Associate	(3)	(0)	-	-
Adjusted PAT	273	(6,549)	1,099	2,650
YoY gr. (%)	(85.6)	NA	NA	141.2
Margin (%)	0.8	NA	3.4	6.7
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	273	(6,549)	1,099	2,650
YoY gr. (%)	(85.6)	NA	NA	141.2
Margin (%)	0.8	NA	3.4	6.7
Other Comprehensive Income	(66)	(2)	-	-
Total Comprehensive Income	207	(6,551)	1,099	2,650
Equity Shares O/s (m)	51	55	55	55
EPS (Rs)	5.3	(118.9)	19.9	48.1
Source: Company Data, PL Researc	ch			

## Balance Sheet Abstract (Rs m)

Y/e Mar	FY20	FY21E	FY22E	FY23E
Non-Current Assets				
Gross Block	55,512	54,915	57,981	61,022
Tangibles	52,797	52,200	55,265	58,307
Intangibles	2,715	2,715	2,715	2,715
Acc: Dep / Amortization	7,172	12,921	18,018	23,409
Tangibles	6,392	12,140	17,237	22,628
Intangibles	781	781	781	781
Net fixed assets	48,340	41,995	39,963	37,613
Tangibles	46,405	40,060	38,028	35,679
Intangibles	1,935	1,935	1,935	1,935
Capital Work In Progress	1,547	2,086	2,086	2,086
Goodwill	10,520	10,520	10,520	10,520
Non-Current Investments	2,618	2,940	3,201	3,647
Net Deferred tax assets	2,049	4,157	5,617	7,306
Other Non-Current Assets	1,668	1,906	2,803	3,379
Current Assets				
Investments	12	12	12	12
Inventories	307	26	447	542
Trade receivables	1,893	133	2,412	2,928
Cash & Bank Balance	3,223	4,962	3,709	4,250
Other Current Assets	1,764	2,056	2,446	2,771
Total Assets	74,292	71,236	73,882	75,862
Equity				
Equity Share Capital	514	552	552	552
Other Equity	14,289	10,679	11,557	13,987
Total Networth	14,802	11,230	12,109	14,539
Non-Current Liabilities				
Long Term borrowings	46,849	50,810	49,810	49,310
Provisions	136	112	130	158
Other non current liabilities	571	561	652	792
Current Liabilities				
ST Debt / Current of LT Debt	1,873	2,873	2,373	2,073
Trade payables	3,124	210	3,574	4,338
Other current liabilities	5,884	4,542	4,468	3,998
Total Equity & Liabilities	74,292	71,236	73,882	75,862
Source: Company Data PL Resea	arch			

Source: Company Data, PL Research

# P

## Cash Flow (Rs m)

Y/e Mar	FY20	FY21E	FY22E	FY23E
PBT	896	(9,959)	1,468	3,542
Add. Depreciation	2,282	5,749	5,097	5,391
Add. Interest	4,730	5,008	4,197	4,491
Less Financial Other Income	378	4,125	400	400
Add. Other	2,905	(3,193)	(2,751)	(2,787)
Op. profit before WC changes	10,812	(2,395)	8,012	10,636
Net Changes-WC	(2,647)	(874)	664	153
Direct tax	(295)	3,407	(370)	(891)
Net cash from Op. activities	7,870	138	8,306	9,898
Capital expenditures	(3,838)	597	(3,065)	(3,042)
Interest / Dividend Income	26	-	-	-
Others	(92)	(1,109)	(616)	(698)
Net Cash from Invt. activities	(3,903)	(512)	(3,681)	(3,740)
Issue of share cap. / premium	-	38	-	-
Debt changes	(674)	3,064	(1,500)	(800)
Dividend paid	(360)	-	(220)	(220)
Interest paid	(1,151)	(5,008)	(4,197)	(4,491)
Others	75	4,019	40	(106)
Net cash from Fin. activities	(2,110)	2,113	(5,878)	(5,617)
Net change in cash	1,857	1,739	(1,253)	541
Free Cash Flow	4,020	735	5,241	6,856
Source: Company Data, PL Resea	rch			

Key Financial Metrics				
Y/e Mar	FY20	FY21E	FY22E	FY23E
Per Share(Rs)				
EPS	5.3	(118.9)	19.9	48.1
CEPS	111.1	(14.5)	112.5	146.0
BVPS	288.6	203.9	219.8	263.9
FCF	78.4	13.3	95.1	124.5
DPS	4.0	-	4.0	4.0
Return Ratio(%)				
RoCE	8.7	(14.9)	8.7	12.3
ROIC	14.5	(4.7)	14.0	17.2
RoE	1.4	(58.3)	9.1	18.2
Balance Sheet				
Net Debt : Equity (x)	3.1	4.3	4.0	3.2
Net Working Capital (Days)	(10)	(10)	(8)	(8)
Valuation(x)				
PER	277.0	NA	73.9	30.7
P/B	5.1	7.2	6.7	5.6
P/CEPS	13.3	NA	13.1	10.1
EV/EBITDA	11.3	NA)	12.5	9.9
EV/Sales	3.5	69.5	4.0	3.2
Dividend Yield (%)	0.3	-	0.3	0.3
Source: Company Data, PL Rese	earch			

## Quarterly Financials (Rs m)

Y/e Mar Q4	4FY20	Q1FY21	Q2FY21	Q3FY21
Net Revenue	6,451	127	405	454
YoY gr. (%)	(23.0)	(98.6)	(95.8)	(95.0)
Raw Material Expenses	1,948	7	20	119
Gross Profit	4,504	120	385	335
Margin (%)	69.8	94.4	95.1	73.8
EBITDA	1,727	(1,159)	(842)	(781)
YoY gr. (%)	7.4	NA	NA	NA
Margin (%)	26.8	NA	NA	NA
Depreciation / Depletion	1,422	1,445	1,419	1,425
EBIT	304	(2,604)	(2,260)	(2,206)
Margin (%)	4.7	NA	NA	NA
Net Interest	1,171	1,240	1,229	1,271
Other Income	167	427	702	2,747
Profit before Tax	(702)	(3,419)	(2,792)	(729)
Margin (%)	NA	NA	NA	NA
Total Tax	44	(1,162)	(951)	(237)
Effective tax rate (%)	NA	NA	NA	NA
Profit after Tax	(746)	(2,257)	(1,841)	(492)
Minority interest	(1)	(1)	(1)	(1)
Share Profit from Associates	-	-	-	-
Adjusted PAT	(745)	(2,256)	(1,840)	(491)
YoY gr. (%)	NA	NA	NA	NA
Margin (%)	NA	NA	NA	NA
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	(745)	(2,256)	(1,840)	(491)
YoY gr. (%)	NA	NA	NA	NA
Margin (%)	NA	NA	NA	NA
Other Comprehensive Income	20	-	(1)	(2)
Total Comprehensive Income	(725)	(2,256)	(1,840)	(493)
Avg. Shares O/s (m)	51	51	55	55
EPS (Rs)	(14.5)	(44.0)	(33.4)	(8.9)
Source: Company Data, PL Research				

# **Price Chart**





No.	Date	Rating	TP (Rs.) Share	Price (Rs.)
1	11-Jan-21	BUY	1,704	1,455
2	09-Oct-20	Accumulate	1,435	1,255
3	16-Sep-20	Accumulate	1,435	1,265
4	08-Jul-20	Accumulate	1,107	1,073
5	10-Jun-20	Accumulate	1,131	1,087
6	09-Apr-20	BUY	1,518	1,002
7	23-Jan-20	Accumulate	2,053	1,900

# Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Dish TV India	NR	-	74
2	Entertainment Network (India)	Accumulate	210	171
3	Indian Railway Catering and Tourism Corporation	BUY	1,629	1,472
4	Inox Leisure	BUY	393	346
5	Music Broadcast	Hold	23	25
6	Navneet Education	Accumulate	93	76
7	PVR	BUY	1,704	1,455
8	S Chand and Company	BUY	86	70
9	V.I.P. Industries	Accumulate	384	378
10	Zee Entertainment Enterprises	BUY	290	231

# PL's Recommendation Nomenclature (Absolute Performance)

Buy	:	> 15%
Accumulate	:	5% to 15%
Hold	:	+5% to -5%
Reduce	:	-5% to -15%
Sell	:	< -15%
Not Rated (NR)	:	No specific call on the stock
Under Review (UR)	:	Rating likely to change shortly

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