## MIRAE ASSET Building on principles

Media

Company Report August 9, 2018

(Maintain)	Buy				
Target Price (12M	150	,000			
Share Price (08/08/	(18, W)	96	,000		
Expected Return		56%			
OP (18F, Wbn)			59		
Consensus OP (18	F, Wbn)		66		
EPS Growth (18F, 9	6)	70.9			
Market EPS Growt	10.1				
P/E (18F, x)		53.5			
Market P/E (18F, x)		9.0			
KOSDAQ		783.81			
Market Cap (Wbn)			2,692		
Shares Outstandin	ıg (mn)		28		
Free Float (%)			23.9		
Foreign Ownership	o (%)		2.8		
Beta (12M)			0.95		
52-Week Low			57,800		
52-Week High		1	19,800		
(%)	1M	6M	12M		
Absolute	-11.6	27.0	0.0		
Relative	-8.8	39.6	0.0		



Mirae Asset Daewoo Co., Ltd.

## [Media]

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# Studio Dragon Corporation (253450 KQ)

## **Temporary lull**

## 2Q18 review: Temporary lull due to absence of tentpoles

For 2Q18, Studio Dragon delivered consolidated revenue of W74.3bn (+19.6% YoY) and operating profit of W7.3bn (-17.6% YoY). Revenue was 8% above the consensus (W68.5bn), but operating profit missed the consensus (W9.3bn) by 21%. Licensing sales were tepid, as 2Q18 was the only quarter of the year with no tentpole titles (i.e., those with production cost of W1bn per episode). Meanwhile, production costs for regular titles increased, which was good for revenue, but bad for margins. That said, we view the 2Q18 profit figure as the minimum level of profits that can be expected, regardless of the commercial success of the company's titles.

Programming revenue was strong, growing 41.1% YoY to W34.1bn, thanks to budget increases. All of the company's six titles in 2Q18 were aired on captive channels. Following the success of *Live* and *My Mister* in March, dramas like *What's Wrong with Secretary Kim* (June) also did well, both critically and commercially (average ratings: +1.5%p). Licensing sales grew 9.5% YoY to W28.8bn. Despite the absence of tentpoles, overseas sales continued. The company also recognized some VoD sales of regular titles, sales of older titles, and part of the licensing sales for *Live* from Netflix (sold in 1Q18). Other revenue slipped 1.9% YoY to W11.4bn. Management revenue somewhat picked up (W6bn) from the weakness seen in the previous quarter.

## Expectations to turn into reality in 2H18 and beyond

We expect earnings to grow significantly in 2H18. We see revenue and operating profit of W126.3bn (+63% YoY) and W25bn (+276.7% YoY), respectively, for 3Q18, and W239.9bn (+60.6% YoY) and W41bn (+305.6% YoY), respectively, for 2H18. We are bullish on both the programming (more than 13 titles) and licensing (two big-budget titles) segments. *Mr. Sunshine*, which is currently on air, has been sold to Netflix for more than 70% of the drama's production costs, while *What's Wrong with Secretary Kim* and *Familiar Wife* are also being licensed domestically and overseas. Another big-budget title, *Memories of the Alhambra*, is set to air in 4Q18. The drama's production will be completed before airing, and we see potential for both price gains and distribution channel (i.e., customer) expansion.

Studio Dragon is continuing to exhibit strong production competitiveness and content power at home and abroad and across big-budget and regular titles. *Mr. Sunshine* has been pulling in the highest ratings among cable/general programming dramas, living up to expectations. Despite the fact that the series is a historical drama, product placements and merchandise have been seamlessly integrated. Meanwhile, in 2Q18, the company's average drama rating continued to improve with regular titles alone, and VoD and short clips also attracted a large number of views. In China, searches related to *What's Wrong with Secretary Kim* on Weibo underscore the strong pent-up demand for Korean content.

## Maintain Buy and TP of W150,000

We maintain our Buy rating and target price of W150,000 on Studio Dragon. Our target price corresponds to a 2019F EV/EBITDA of 23x. Backed by robust production competitiveness, Studio Dragon is continuing to expand content distribution domestically and overseas, and negotiations to produce original titles for non-captive platforms are also ongoing. We are also witnessing signs of pent-up demand for Korean dramas among Chinese OTTs.

Meanwhile, global heavyweights like Amazon and Disney are continuing to advance into the OTT market. As the customer base diversifies beyond Netflix, we expect the battle to secure exclusive content to intensify, and Studio Dragon's negotiating power to increase as a result. We thus believe the stock's recent pullback, triggered by Netflix's selloff on competition concerns, offers a good buying opportunity. In our view, competition among OTTs will be the primary driving force behind the sustained increase in price and distribution volume.

FY (12)	12/14	12/15	12/16	12/17	12/18F	12/19F
Revenue (Wbn)	0	0	196	287	394	559
OP (Wbn)	0	0	0	33	59	103
OP Margin (%)	-	-	0.0	11.5	15.0	18.4
NP (Wbn)	0	0	0	24	50	84
EPS (W)	0	0	0	1,050	1,795	2,988
ROE (%)	0.0	0.0	0.0	9.5	12.8	18.2
P/E (x)	-	-	-	61.9	53.5	32.1
P/B (x)	-	-		4.9	6.4	5.4
Dividend Yield (%)	-	-		0.0	0.0	0.0

Note: All figures are based on consolidated K-IFRS; NP refers to net profit attributable to controlling interests Source: Company data, Mirae Asset Daewoo Research estimates

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## Emergence of multiple global OTT platforms is positive for Studio Dragon

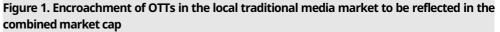
Walt Disney (DIS US/CP: US\$113.98) and Netflix (NFLX US/CP: US\$347.61), the US' major (old and new) media firms, announced their 2Q18 (CY) results on August 7<sup>th</sup> and July 16<sup>th</sup>, respectively. Walt Disney's revenue (US\$15.2bn) and EPS (US\$1.87) missed the consensus slightly, by 1.7% and 5.1%, respectively, while Netflix reported below-consensus (-0.8%) revenue of US\$3.91bn and above-consensus (+7.1%) EPS of US\$0.85.

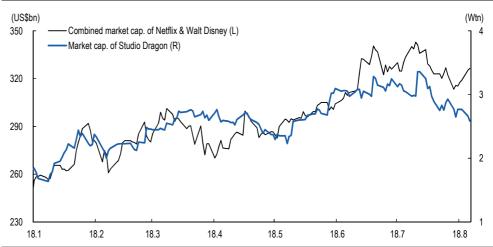
Of note, shares have moved out of sync with earnings results. Despite solid 2Q18 results, Netflix has rebounded only modestly after falling more than 20% from its previous high, due to lower-than-expected QoQ growth in net subscriber additions. The streaming company's net subscriber additions fell below expectations for the US (1.23mn) and non-US regions (5.11mn) by 17% and 19%, respectively, raising concerns over the growth potential of the US OTT market and intense competition. Meanwhile, shares of Walt Disney closed flat on August 7<sup>th</sup>, thanks to expectations for the launch of its in-house OTT platform within this year.

We believe these share performances have highlighted the shift from cable TVs to OTTs and intensifying competition among OTT platforms in the US media market. Regarding OTT competition, optimism (from Walt Disney CEO's recent earnings call comments), as well as concerns (stemming from slowdown in Netflix's net subscriber additions) will likely become major share determinants for both Netflix and Walt Disney.

From a content provider's perspective, whichever company emerges as the winner of the competition is not important. The longer and more investment-oriented competition becomes, the more content providers will benefit. On a positive note, Netflix has recently emphasized the expansion of local content investments, while Amazon has invested around W300bn in the licensing of *The Lord of the Rings* alone. In addition, Walt Disney, which had decided to stop providing its content to other platforms, announced at its 2Q18 earnings call that it would launch an in-house OTT by the end of year.

These developments suggest that global competition for subscribers and content will persist for the time being, providing sales/production opportunities for content providers, including Studio Dragon, that can appeal to global markets. We believe the encroachment of OTTs in the local traditional media market will be reflected in the combined market cap of OTT players, as well as content demand from OTTs.





Source: Mirae Asset Daewoo Research

(Wbn, %, no)

(Wbn %, %p)

## Table 1. Earnings and forecasts

·										(	511, 70, 110)
	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18P	3Q18F	4Q18F	2017	2018F	2019F
Revenue	75	62	77	72	80	74	126	114	287	394	559
Programming	26	24	42	39	41	34	47	50	131	172	189
Licensing	36	26	23	26	32	29	63	46	112	169	250
Other	13	12	12	7	7	11	16	17	44	52	60
Original production contracting	0	0	0	0	0	0	0	0	0	0	60
Costs	59	50	67	64	66	64	95	92	240	317	434
Production costs (excl. originals)	24	25	36	39	42	35	53	52	125	181	195
Commission fees	7	5	5	5	6	6	13	9	22	34	50
Depreciation expenses on tangible/intangible assets	8	9	10	11	12	13	14	16	38	57	77
Other	19	11	16	9	6	9	16	14	55	46	63
Production costs for originals	0	0	0	0	0	0	0	0	0	0	48
SG&A	3	3	4	4	3	3	6	6	14	18	21
EBITDA	22	18	16	14	23	21	40	33	71	116	181
Operating profit	14	9	7	3	11	7	25	16	33	59	103
OP margin	18.5	14.3	8.6	4.8	13.3	9.9	19.8	14.1	11.5	15.0	18.5
Pretax profit	13	9	6	2	11	11	26	17	30	65	107
Net profit	13	3	6	2	8	9	20	13	24	50	84
Net margin	17.8	4.5	7.3	2.8	9.8	12.0	16.1	11.7	8.3	12.8	15.0
YoY											
Revenue					6.0	19.6	63.0	58.0	46.7	37.4	41.8
Programming					54.5	41.1	12.8	29.5	49.5	31.3	9.7
Licensing					-12.0	9.5	169.6	77.7	48.3	51.5	47.3
Other					-43.4	-1.9	31.7	142.2	35.3	19.4	15.0
EBITDA					2.2	17.0	144.0	128.4	-	63.6	56.4
Operating profit					-23.7	-17.6	276.7	361.0	56.1	78.5	75.2
Net profit					-41.3	217.3	258.8	563.8	83.8	111.0	66.5
Major assumptions											
No. of titles aired	4.0	4.5	6.5	7.0	7.7	5.3	6.3	6.8	22.0	26.0	29.0
No. of titles licensed to Netflix	0.0	1.0	1.0	1.1	2.0	0.5	1.0	1.0	3.1	4.5	6.0

Source: Mirae Asset Daewoo Research

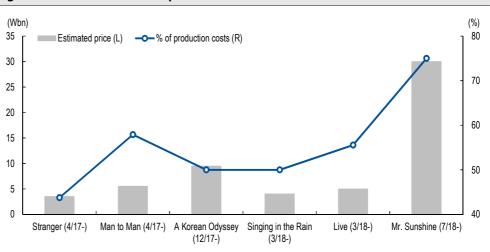
## Table 2. Earnings forecast revisions

	Previous		Revised		Change		Notes
	18F	19F	18F	19F	18F	19F	Notes
Revenue	380	528	394	559	3.6	5.9	- 2018F and 2019F revenue revised upward, due to higher production cost assumptions
Operating profit	67	102	59	103	-12.3	1.8	- 2018 content sales assumptions revised downward
Net profit	51	78	50	84	-1.9	7.1	
OP margin	17.7	19.3	15.0	18.5	-2.7	-0.8	
Net margin	13.5	14.8	12.8	15.0	-0.7	0.2	

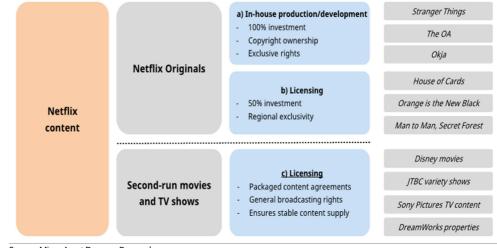
Note: All figures are based on consolidated K-IFRS; NP refers to net profit attributable to controlling interests

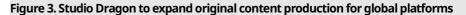
Source: Mirae Asset Daewoo Research





Note: The terms of licensing deals (e.g., country, exclusivity, holdback, etc.) differ by contract Source: Mirae Asset Daewoo Research





Source: Mirae Asset Daewoo Research

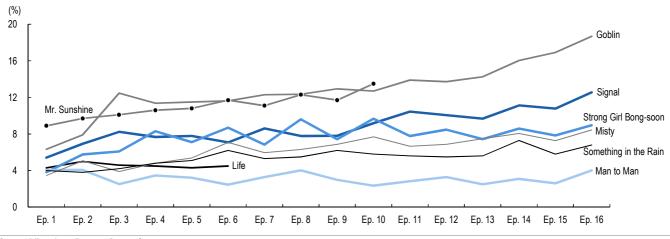


Figure 4. Mr. Sunshine has been pulling in the highest ratings among cable/general programming dramas

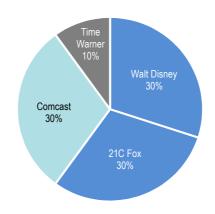
Source: Mirae Asset Daewoo Research

Date	Details
11/17	After negotiations with Disney started in August 2017, Verizon and Comcast also joined the competition;
	Comcast proposed a deal to acquire 21st Century Fox's assets for US\$27.1bn (vs. Disney's proposed acquisition price of US\$23.3bn); however, negotiations with Comcast broke down, due to concerns over monopoly regulations stemming from the Justice Department's lawsuit against the merger between AT&T and Time Warner
	Verizon proposed an acquisition deal at market price; negotiations fell apart
12/17	Comcast reconsidered a bid for the acquisition, but decided to withdraw from the competition
End-2017	Disney proposed an acquisition price of US\$52.4bn
4/19/18	21st Century Fox decided to sell its media business to Disney, in light of monopoly regulations and a positive outlook for Disney shares
6/13/18	Comcast reconsidered the acquisition and proposed a bid price of US\$65bn in cash
6/19/18	Disney announced its plan to propose a higher bid price than that of Comcast
6/20/18	Disney proposed a bid price of US\$71.3bn
6/27/18	The US Justice Department approved the acquisition
7/27/18	Shareholders' meetings were held to approve the acquisition
1H19F	To be finalized

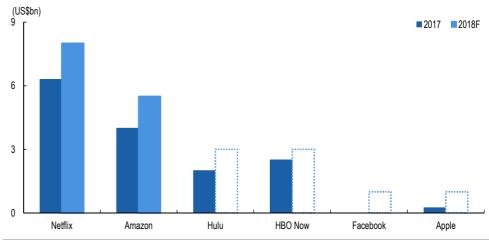
Table 3. Bidding war between Comcast and Disney for 21st Century Fox's assets

Source: Mirae Asset Daewoo Research

## Figure 5. Hulu ownership breakdown: Walt Disney to beef up Hulu



Source: Company data, Mirae Asset Daewoo Research



## Figure 6. Global OTT content players are expanding content investments

Source: Company data, Mirae Asset Daewoo Research

## Studio Dragon Corporation (253450 KQ/Buy/TP: W150,000)

## Comprehensive Income Statement (Summarized)

-		-	
12/16	12/17	12/18F	12/19F
196	287	394	559
100	240	317	434
96	47	77	125
0	14	18	21
0	33	59	103
0	33	59	103
-36	-3	6	4
-1	-1	4	4
0	0	0	0
-36	30	65	107
0	6	15	24
8	24	50	84
0	0	0	0
0	24	50	84
0	24	50	84
0	0	0	0
8	24	50	84
8	24	50	84
0	0	0	0
22	74	116	181
-13	-7	88	150
11.2	25.8	29.4	32.4
0.0	11.5	15.0	18.4
0.0	8.4	12.7	15.0
	196 100 96 0 0 -36 -1 0 -36 0 8 8 0 0 0 0 0 0 0 0 0 0 0 0 0 0 22 -13 11.2 0.0	196 287   100 240   96 47   0 14   0 33   0 33   -36 -3   -1 -1   0 0   -36 30   0 6   8 24   0 0   0 24   0 0   0 0   24 0   0 24   0 0   24 0   0 24   0 0   25.8 0.0   0.0 11.5	196 287 394   100 240 317   96 47 77   0 14 18   0 33 59   0 33 59   0 33 59   -36 -3 6   -1 -1 4   0 0 0   -36 30 65   0 6 15   8 24 50   0 0 0   0 24 50   0 0 0   0 24 50   0 0 0   0 0 0   22 74 116   -13 -7 88   11.2 25.8 29.4   0.0 11.5 15.0

## Statement of Financial Condition (Summarized)

(Wbn)	12/16	12/17	12/18F	12/19F
Current Assets	81	290	304	409
Cash and Cash Equivalents	12	51	49	113
AR & Other Receivables	39	55	55	79
Inventories	0	1	1	2
Other Current Assets	30	183	199	215
Non-Current Assets	161	170	196	210
Investments in Associates	0	0	0	0
Property, Plant and Equipment	1	1	1	1
Intangible Assets	124	128	151	163
Total Assets	242	459	500	619
Current Liabilities	84	91	81	115
AP & Other Payables	20	32	32	45
Short-Term Financial Liabilities	8	10	0	0
Other Current Liabilities	56	49	49	70
Non-Current Liabilities	21	0	0	0
Long-Term Financial Liabilities	20	0	0	0
Other Non-Current Liabilities	1	0	0	0
Total Liabilities	106	91	81	116
Controlling Interests	136	368	419	503
Capital Stock	11	14	14	14
Capital Surplus	115	320	320	320
Retained Earnings	8	32	82	166
Non-Controlling Interests	0	0	0	0
Stockholders' Equity	136	368	419	503

## **Cash Flows (Summarized)**

(Wbn)	12/16	12/17	12/18F	12/19F
Cash Flows from Op Activities	-12	-7	89	150
Net Profit	0	24	50	84
Non-Cash Income and Expense	25	46	69	97
Depreciation	0	0	0	0
Amortization	22	41	57	78
Others	3	5	12	19
Chg in Working Capital	-46	-73	-17	-7
Chg in AR & Other Receivables	-27	-14	0	-24
Chg in Inventories	0	-2	0	-1
Chg in AP & Other Payables	11	9	-2	3
Income Tax Paid	-2	-10	-14	-24
Cash Flows from Inv Activities	-70	-141	-81	-87
Chg in PP&E	-1	0	0	0
Chg in Intangible Assets	0	0	-68	-90
Chg in Financial Assets	-2	-142	-16	-2
Others	-67	1	3	5
Cash Flows from Fin Activities	93	188	-10	0
Chg in Financial Liabilities	28	-18	-10	0
Chg in Equity	126	208	0	0
Dividends Paid	0	0	0	0
Others	-61	-2	0	0
Increase (Decrease) in Cash	12	40	-2	63
Beginning Balance	0	12	51	49
Ending Balance	12	51	49	113

Source: Company data, Mirae Asset Daewoo Research estimates

## Forecasts/Valuations (Summarized)

	12/16	12/17	12/18F	12/19F
P/E (x)	-	61.9	53.5	32.1
P/CF (x)	-	21.2	22.5	14.9
P/B (x)	-	4.9	6.4	5.4
EV/EBITDA (x)	-	22.1	21.4	13.3
EPS (W)	0	1,050	1,795	2,988
CFPS (W)	1,735	3,068	4,266	6,459
BPS (W)	6,176	13,141	14,942	17,930
DPS (W)	0	0	0	0
Payout ratio (%)	0.0	0.0	0.0	0.0
Dividend Yield (%)	-	0.0	0.0	0.0
Revenue Growth (%)	-	46.4	37.3	41.9
EBITDA Growth (%)	-	236.4	56.8	56.0
Operating Profit Growth (%)	-	-	78.8	74.6
EPS Growth (%)	-	-	71.0	66.5
Accounts Receivable Turnover (x)	5.3	6.2	7.2	8.4
Inventory Turnover (x)	0.0	443.0	304.3	355.3
Accounts Payable Turnover (x)	17.3	40.5	52.3	58.9
ROA (%)	0.0	6.8	10.5	15.0
ROE (%)	0.0	9.5	12.8	18.2
ROIC (%)	0.0	15.6	23.3	37.1
Liability to Equity Ratio (%)	77.8	24.7	19.3	23.0
Current Ratio (%)	96.4	319.6	376.4	354.6
Net Debt to Equity Ratio (%)	12.1	-49.4	-49.2	-53.6
Interest Coverage Ratio (x)	0.0	19.0	1,206.1	9,964.6

## **APPENDIX 1**

## **Important Disclosures & Disclaimers**

#### 2-Year Rating and Target Price History

Company (Code)	Date	Rating	<b>Target Price</b>	().4()	
Studio Dragon Corporation (253450)	06/22/2018	Buy	150,000	(W) 200,000	Studio Dragon Corporation
	03/06/2018	Buy	110,000	200,000	
				150,000 -	Г
				100,000 -	Mr. John Start Mary
				50,000 -	hunt
				0 Aug 16	Aug 17 Aug 18

Stock Rating	IS	Industry Ratings				
Buy	: Relative performance of 20% or greater	Overweight	: Fundamentals are favorable or improving			
Trading Buy	: Relative performance of 10% or greater, but with volatility	Neutral	: Fundamentals are steady without any material changes			
Hold	: Relative performance of -10% and 10%	Underweight	: Fundamentals are unfavorable or worsening			
Sell	: Relative performance of -10%					
	: Relative performance of -10%					

Ratings and Target Price History (Share price (–), Target price (–), Not covered (=), Buy ( 🛦 ), Trading Buy (=), Hold (•), Sell (�))

\* Our investment rating is a guide to the relative return of the stock versus the market over the next 12 months.

\* Although it is not part of the official ratings at Mirae Asset Daewoo Co., Ltd., we may call a trading opportunity in case there is a technical or short-term material development.

\* The target price was determined by the research analyst through valuation methods discussed in this report, in part based on the analyst's estimate of future earnings.

\* The achievement of the target price may be impeded by risks related to the subject securities and companies, as well as general market and economic conditions.

#### **Equity Ratings Distribution & Investment Banking Services**

	Buy	Trading Buy	Hold	Sell			
Equity Ratings Distribution	73.40%	14.78%	11.82%	0.00%			
Investment Banking Services	77.42%	9.68%	12.90%	0.00%			
* Pasad on recommendations in the last 12 menths (as of lune 20, 2019)							

\* Based on recommendations in the last 12-months (as of June 30, 2018)

#### **Disclosures**

We managed the IPO of Studio Dragon Corporation with one year.

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