

# Studio Dragon (253450.KQ)

# Growing into global titan

Despite the absence of new tent-pole dramas in 1Q19, an improvement in the overall quality of Studio Dragon's drama productions translated into strong overseas sales and higher ad rates for its captive channels. While the launch of multi-season dramas is to create a short-term cost burden, the move should benefit the firm over the mid/long term, backed by the expansion of the global OTT market. Given these positives, we continue to offer the play as our top pick for the content sector.

### **Production capacity strengthening**

The broadcasting of low-cost but high-margin productions (eg, romance dramas) usually concentrates in 1Q, as the quarter is a low season for TV ads. But, despite the absence new tent-pole dramas in 1Q19 (a factor that dampened the firm's share price), we note that ad rates for Studio Dragon's captive channels (such as tvN) increased, which implies that the company's improved production capacity has bolstered the competitiveness of its captive channels.

The firm's improved production capacity is also translating into higher sales. In particular, we draw attention to: 1) the global distribution of Abyss (to premiere on May 6) and other titles; and 2) smooth sales of broadcasting rights in countries where Korean pop culture is in high demand (eg, the sale of rights for Touch Your Heart and other titles during the Hong Kong Filmart event).

#### Benefits of creating multiple season dramas to unfold over longer term

Chronicles of the Asdal is now scheduled to air in June, later than originally planned (mid-May). Although the production is unlikely to contribute markedly to OP this year, earnings contributions from the first multi-season drama produced by Studio Dragon should unfold over the longer haul.

Following on the heels of Netflix, Hulu (which is 67% owned by Disney) is expected to aggressively target Asian markets. Given this backdrop, we view the creation of multi-season tent-pole dramas that are capable of fully utilizing OTT platform characteristics (including subscription based sales) as being a necessity. We expect the introduction of new multi-season dramas to bolster Studio Dragon's margins.

### To post sound 1Q19 results

We forecast 1Q19 sales of W99.9bn (+25.1%y-y) and OP of W12.2bn (+14.1% y-y). Our sales estimate is W0.9bn lower than our previous projection due to an adjustment in our accelerated amortization rate for Romance is a Bonus Book, which was aired globally on Netflix.

1Q19 preview

(Unit: Wbn, %)

	1010	2010	3Q18	4010			1Q19I	<b></b>		2Q19F
	IQIO	20(10	30(10	40,10	Estimate	у-у	q-q	Previous	Consen	ZQISF
Sales	79.9	74.3	123.7	101.7	99.9	25.1	-1.8	100.8	94.3	111.9
OP	10.7	7.3	21.5	0.4	12.2	14.1	2,659.3	13.3	12.3	13.4
OPM	13.3	9.9	17.4	0.4	12.2			13.2	13.0	11.9
Pre-tax profit	10.8	11.0	22.0	1.7	12.3	13.8	616.6	13.4	14.6	17.1
NP (excl minority interests)	7.9	8.9	17.3	1.7	9.6	22.3	450.7	10.5	11.3	13.3

Note: K-IFRS consolidated; Source: FnGuide, NH I&S Research Center estimates

Company Comment | Apr 29, 2019

# **Buy** (maintain)

TP	W135,000 (maintain)
CP (19/04/26)	W89,900
Sector	Entertainment
Kospi/Kosdaq	2,179.31 / 741.00
Market cap (common)	US\$2,175.84mn
Outstanding shares (commor	n) 28.1mn
52W high ('18/07/12)	W119,800
low ('18/05/08)	W79,600
Average trading value (60D)	US\$12.42mn
Dividend yield (2019E)	0.00%
Foreign ownership	3.5%
Maian Chanahaldana	

# Major Shareholders CJ ENM & 3 others

Relative (%p)

Share perf	3M	6M	12M
Absolute (%)	-0.8	-3.1	5.4

-4.7 -13.3

74.4%

2018	2019E	2020F	2021F
379.6	504.2	584.4	678.4
32.4	32.8	15.9	16.1
39.9	75.8	102.8	165.9
20.9	90.0	35.6	61.4
10.5	15.0	17.6	24.5
35.8	63.6	84.7	133.9
1,278	2,267	3,018	4,774
21.7	77.4	33.1	58.2
72.3	39.6	29.8	18.8
6.5	5.4	4.6	3.7
21.2	13.2	11.9	7.6
9.3	14.7	16.7	21.7
27.7	24.9	22.0	18.6
-155.5	-170.1	-248.5	-394.1
	379.6 32.4 39.9 20.9 10.5 35.8 1,278 21.7 72.3 6.5 21.2 9.3 27.7	379.6 504.2 32.4 32.8 39.9 75.8 20.9 90.0 10.5 15.0 35.8 63.6 1,278 2,267 21.7 77.4 72.3 39.6 6.5 5.4 21.2 13.2 9.3 14.7 27.7 24.9	379.6         504.2         584.4           32.4         32.8         15.9           39.9         75.8         102.8           20.9         90.0         35.6           10.5         15.0         17.6           35.8         63.6         84.7           1,278         2,267         3,018           21.7         77.4         33.1           72.3         39.6         29.8           6.5         5.4         4.6           21.2         13.2         11.9           9.3         14.7         16.7           27.7         24.9         22.0

Unit: Wbn, %, won, x

Note 1: NP excludes minority interests

Note 2: EPS, P/E, P/B, and ROE based on NP (excl minority interests) Source: NH I&S Research Center estimates



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# Earnings forecasts (IFRS-consolidated)

(Unit: Wbn, won, x, %)

		2018	2019E	2020F	2021F
Sales	- Revised	379.6	504.2	584.4	678.4
	- Previous		504.9	583.0	649.2
	- Change		-0.1	0.2	4.5
ОР	- Revised	39.9	75.8	102.8	165.9
	- Previous		76.3	107.0	160.3
	- Change		-0.7	-3.9	3.5
OPM	- Revised	10.5	15.0	17.6	24.5
EBITDA		115.2	178.5	191.5	279
NP (excl minority interes	sts)	35.8	63.6	84.7	133.9
EPS	- Revised	1,278	2,267	3,018	4,774
	- Previous		2,280	3,136	4,582
	- Change		-0.6	-3.8	4.2
P/E		72.3	39.6	29.8	18.8
P/B		6.5	5.4	4.6	3.7
EV/EBITDA		21.2	13.2	11.9	7.6
ROE		9.3	14.7	16.7	21.7

Note: EPS, P/E, P/B, and ROE based on NP (excluding minority interests) Source: NH I&S Research Center estimates

# Earnings forecasts, by division

(Unit: episodes, Wbn, %)

	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19E	2Q19F	3Q19F	4Q19F	2017	2018P	2019E
Number of dramas	4	6	6	7	6	6	6	8	7	7	8	8	22	25	30
TV (domestic)	4	6	6	7	6	6	6	8	7	7	7	7	22	25	28
OTT	-	-	-	-	-	-	-	-	-	-	1	1	-	-	2
Sales	75.3	62.1	77.5	71.9	79.9	74.3	123.7	101.7	99.9	111.9	151.3	141.1	286.8	379.5	504.2
Broadcasting revenue	26.3	24.1	41.8	39.0	40.7	34.1	48.9	54.4	42.1	52.3	54.2	48.0	131.2	178.1	196.5
IP + VOD	36.5	26.3	23.3	25.7	32.1	28.8	63.4	37.8	48.3	46.3	83.6	80.4	111.8	162.1	258.5
Other (DVD, OST)	12.5	11.6	12.4	7.2	7.1	11.4	11.4	9.5	9.5	13.3	13.6	12.8	43.7	39.4	49.2
y-y (%)	-	-	-	-	6.0	19.6	59.7	41.5	25.1	50.6	22.3	38.7	46.7	32.3	32.8
COGS	58.6	49.9	66.8	64.4	66.2	63.7	98.9	95.2	84.3	95.3	119.9	113.0	239.7	324.0	412.5
Production costs	35.2	31.8	38.2	44.5	44.6	33.3	47.7	60.0	48.9	60.6	75.1	75.3	149.7	185.6	259.9
Amortization costs	9.9	9.8	10.3	10.9	12.7	13.1	23.3	25.8	23.9	23.4	30.1	25.1	41.0	74.9	102.5
Other	13.4	8.3	18.2	9.0	8.9	17.2	27.9	9.4	11.6	11.2	14.7	12.6	49.0	63.5	50.1
GP	16.8	12.2	10.7	7.4	13.6	10.6	24.8	6.5	15.6	16.6	31.4	28.1	47.1	55.5	91.8
GPM	22.2	19.6	13.9	10.4	17.1	14.3	20.1	6.4	15.6	14.9	20.8	19.9	16.4	14.6	18.2
OP	14.0	8.9	6.7	3.5	10.7	7.3	21.5	0.4	12.2	13.4	27.8	22.5	33.1	39.8	75.8
OPM	18.5	14.3	8.7	4.8	13.3	9.9	17.4	0.4	12.2	11.9	18.3	16.0	11.5	10.5	15.0
y-y (%)	-	-	-	-	-23.7	-17.6	218.5	-87.3	14.1	82.4	29.3	5,010	-	20.4	90.3
NP	13.4	2.8	5.7	2.0	7.9	8.9	17.3	1.7	9.6	13.3	22.1	18.6	23.8	35.8	63.6
NPM	17.8	4.5	7.3	2.8	9.8	12.0	14.0	1.7	9.6	11.9	14.6	13.2	8.3	9.4	12.6

Note: Based on number of dramas aired each quarter (if a drama is aired for two consecutive quarters, 0.5 is reflected each quarter)

Source: NH I&S Research Center estimates



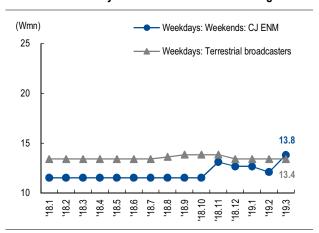
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### Studio Dragon's 2019 drama line-up

Title	Airing date	Quarter	Channel	Туре	Highest viewership	Remarks
God's Quiz: Reboot (Season 5)	18.11.14~19.01.10	4Q, 1Q	OCN	16 episodes	2.7%	All episodes supplied to Netflix
Priest	18.11.24~19.01.20	4Q, 1Q	OCN	16 episodes	2.5%	
Eunjoo's Room	18.11.06~19.01.22	4Q, 1Q	Olive	12 episodes	0.6%	Second season possible
Encounter	18.11.24~18.01.17	4Q, 1Q	tvN	16 episodes	10.3%	Exported to more than 100 countries
Memories of the Alhambra	18.12.01~18.01.20	4Q, 1Q	tvN	16 episodes	10.0%	[Tent-pole] Supplied to Netflix, exported to China
The Man Who Became a King	19.01.07~19.02.26	1Q	tvN	16 episodes	10.9%	
Touch Your Heart	19.01.23~19.03.14	1Q	tvN	16 episodes	3.7%	
Romance is a Bonus Book	19.01.26~19.03.17	1Q	tvN	16 episodes	6.7%	Aired globally on Netflix
Trap	19.02.09~19.03.02	1Q	OCN	7 episodes	4.0%	
Possessed	19.03.06~19.04.25	1Q, 2Q	OCN	16 episodes	2.6%	
Kill it	19.03.23~19.04.28	1Q, 2Q	OCN	12 episodes	2.8%	
He Is Psychometric	19.03.11~19.04.30	1Q, 2Q	t∨N	16 episodes	2.8%	
Confession	19.03.23~19.05.12	1Q, 2Q	tvN	16 episodes	5.6%	
Her Private Life	19.04.10~19.05.30	2Q	tvN	16 episodes	2.7%	
Abyss	19.05.06~	2Q, 3Q	tvN	16 episodes		Aired globally on Netflix
Save Me 2	19.05.08~	2Q	OCN	16 episodes		
Voice 3	19.05.11~	2Q	OCN	16 episodes		
Spring Night	19.05.22~	2Q, 3Q	MBC	16 episodes		Aired globally on Netflix, JS Pictures
The Chronicles of Asdal	19.06(scheduled)	2Q	tvN	16 episodes		[Tent-pole] Multi-season drama
The Man Who Bakes Bread		3Q	tvN	16 episodes		
Everyone's Privacy		3Q	tvN	16 episodes		
Doctor Room		3Q	SBS	16 episodes		
When the Devil Calls Your Name		3Q	tvN	16 episodes		
Hotel del Luna		3Q	tvN	16 episodes		[Tent-pole]
Love Alarm S1		3Q	Netflix	8 episodes		Netflix Original, Multi-season drama
I am Alone S1		4Q	Netflix	12~ 15 episodes		Netflix Original, Multi-season drama

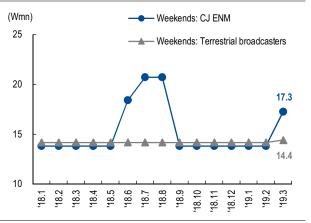
Note: Media reports, Studio Dragon, NH I&S Research Center

### Ad rates on weekdays: CJ ENM drama ad rates rising



Note: Based on highest rates for 15-second ad slots Source: CJ ENM, NH I&S Research Center

# Ad rates on weekends: 'Confession' ad rates 20% higher than those for dramas aired on terrestrial broadcasters



Note: Based on highest rates for 15-second ad slots Source: CJ ENM, NH I&S Research Center

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STATEMENT OF CO	OMPRE	EHENS	IVE IN	COME	Valuation / F	Profitab	ility / S	tability	,
(Wbn)	2018/12A	2019/12E	2020/12F	2021/12F		2018/12A	2019/12E	2020/12F	2021/12F
Sales	379.6	504.2	584.4	678.4	Price/ Earning (X)	72.3	39.6	29.8	18.8
Growth (%)	32.4	32.8	15.9	16.1	Price/ Book Value (X)	6.5	5.4	4.6	3.7
COGS	324.0	412.5	458.4	482.0	Price/ Gross Cash Flow (X)	23.5	13.9	13.1	9.1
Gross Profit	55.6	91.8	126.0	196.5	Price/ Sales (X)	6.8	5.0	4.3	3.7
Gross margin (%)	14.6	18.2	21.6	29.0	EV/ EBITDA (X)	21.2	13.2	11.9	7.6
SG&A	15.7	16.0	23.2	30.5	EV/ EBIT (X)	61.1	31.0	22.1	12.8
Operating Income	39.9	75.8	102.8	165.9	Fully diluted EPS (W)	1,278	2,267	3,018	4,774
Growth (%)	20.9	90.0	35.6	61.4	BVPS (W)	14,305	16,573	19,591	24,365
Operating margin (%)	10.5	15.0	17.6	24.5	Sales PS (W)	13,539	17,975	20,834	24,185
EBITDA	115.2	178.5	191.5	279.0	ROE (%)	9.3	14.7	16.7	21.7
Non-Operating Profits	5.8	5.8	5.8	5.8	ROA (%)	7.4	11.6	13.5	18.1
Financial Income(Costs)	6.1	6.1	6.1	6.1	ROIC (%)	11.5	23.9	29.2	45.5
Other Non-Operating Profits	-0.3	-0.3	-0.3	-0.3	Dividend Yield (%)	0.0	0.0	0.0	0.0
Gains(Losses) in Associates, Subsidiaries and J\	/s 0.0	0.0	0.0	0.0	Payout Ratio (%)	0.0	0.0	0.0	0.0
Pre-tax Profit from Cont. Op.	45.6	81.5	108.5	171.7	Total Cash Dividend (Wbn)	0.0	0.0	0.0	0.0
Income Taxes	9.8	17.9	23.9	37.8	Cash DPS (W)	0	0	0	0
Profit from Continuing Op.	35.8	63.6	84.7	133.9	Net debt(cash)/ equity (%)	-38.8	-36.6	-45.2	-57.7
Net Profit	35.8	63.6	84.7	133.9	Debt/ equity (%)	27.7	24.9	22.0	18.6
Growth (%)	50.4	77.7	33.2	58.1	Interest-Bearing Debts (Wbn)	0.0	0.0	0.0	0.0
Net margin (%)	9.4	12.6	14.5	19.7	Current Ratio (%)	228.4	245.2	304.8	411.4
Net Profit of Parent	35.8	63.6	84.7	133.9	Total shares (mn)	28	28	28	28
Net Profit to Non-Controlling	0.0	0.0	0.0	0.0	Par value (W)	500	500	500	500
Other Comprehensive Income	-1.1	0.0	0.0	0.0	Share price (W)	92,400	89,900	89,900	89,900
Total Comprehensive Income	34.7	63.6	84.7	133.9	Market Cap (Wbn)	2,592	2,522	2,522	2,522

STATEMENT OF	FINA	NCIAL I	POSITI	ON	CASH FLOW STATEMENT				
(Wbn)	2018/12A	2019/12E	2020/12F	2021/12F	(Wbn)	2018/12A	2019/12E	2020/12F	2021/12F
Cash and Cash Equivalents	153.0	167.5	245.8	391.2	Operating Cash Flow	-29.1	153.3	170.3	243.1
Accounts Receivables	68.8	82.5	85.8	88.4	Net Profit	35.8	63.6	84.7	133.9
Total Current Assets	247.2	276.2	358.6	507.6	Depreciation&Amortization	75.3	102.7	88.7	113.1
Tangible Assets	1.0	0.7	0.5	0.4	+ Loss(Gains) from Subs	0.0	0.0	0.0	0.0
Investment Assets	3.7	30.5	5.7	5.9	+ FC translation loss(profit)	-0.5	0.0	0.0	0.0
Non-Current Assets	265.2	304.4	311.9	302.7	Gross Cash Flow	110.2	181.0	193.0	278.3
Assets	512.4	580.7	670.6	810.3	- Incr. (Decr.) in WC	-139.4	-9.8	1.2	2.5
Short-Term Debt	0.0	0.0	0.0	0.0	Investing Cash Flow	140.6	-138.8	-92.1	-97.6
Account Payables	19.6	19.6	20.0	20.8	+ Decr. In Tangible Assets	0.0	0.0	0.0	0.0
<b>Current Liabilities</b>	108.2	112.6	117.7	123.4	- Incr. In Tangible Assets(CAPEX)	-0.2	0.0	0.0	0.0
Long-Term Debt	2.1	2.1	2.1	2.1	+ Disp.(Acq.) of Inv. Assets	0.1	-26.8	24.8	-0.2
Long-Term Allowance	0.7	1.0	1.1	1.3	Free Cash Flow	-29.3	153.3	170.3	243.1
Non-Current Liabilities	2.9	3.1	3.3	3.5	Net Cash Flow	111.5	14.4	78.2	145.5
Liabilities	111.1	115.8	121.0	126.8	Financing Cash Flow	-9.7	0.0	0.0	0.0
Capital Stock	14.0	14.0	14.0	14.0	Equity Financing	0.5	0.0	0.0	0.0
Capital Surplus	320.1	320.1	320.1	320.1	Debt Financing	-10.2	0.0	0.0	0.0
Retained Earnings	67.6	131.3	215.9	349.8	Incr.(Decr.) in Cash	101.7	14.4	78.2	145.5
Non-Controlling Interests Equity	0.0	0.0	0.0	0.0	Ending Cash and Cash Equivalents	153.0	167.5	245.7	391.2
Shareholders' Equity	401.3	464.9	549.6	683.5	Net Debt (Cash)	-155.5	-170.1	-248.5	-394.1

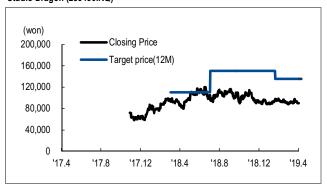


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#### Rating and TP update

Date	Dating	TP	Disparity	rity ratio (%)		
Date	Rating	IF	Avg	Max/Min		
2019.02.15	Buy	W135,000(12M)	-	-		
2018.07.30	Buy	W150,000(12M)	-32.9%	-22.5%		
2018.03.30	Buy	W110,000(12M)	-8.5%	8.9%		
2010.00.00	Duy	11110,000(12111)	0.070	0.070		

#### Studio Dragon (253450.KQ)



#### NH Investment & Securities stock ratings

- 1. Rating based on a stock's forecasted absolute return over a period of 12 months from the date of publication.
  - Buy: Greater than +15%
  - Hold: -15% to +15%
  - Sell: Less than -15%
- 2. Regarding listed companies under NH I&S' coverage, our stock ratings break down as follows (as of Apr 26, 2019).
  - NH I&S' stock rating distribution

Buy	Hold	Sell
78.9%	21.1%	0.0%

<sup>-</sup> The stock rating on an individual company can change at irregular intervals. Our stock rating distribution is calculated on a weekly basis.

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  NH I&S has not provided this material to any institutional investor or other third party in advance.

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  This report correctly reflects the analyst's opinion and was written without any external influence or intervention.

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