# MIRAE ASSET

Media

Results Comment November 8, 2018

(Maintain)		Buy		
Target Price(12N	I, W)	<b>153</b>	,000	
Share Price (11/07	7/18, W)	97	,500	
Expected Return			57%	
OP (18F, Wbn)			56	
Consensus OP (18	BF, Wbn)		61	
EPS Growth (18F, 9	%)	61.5		
Market EPS Grow	th (18F, %)	11.5		
P/E (18F, x)			57.5	
Market P/E (18F, x	)		8.3	
KOSDAQ			682.37	
Market Cap (Wbn)	)		2,734	
Shares Outstandii	ng (mn)		28	
Free Float (%)			23.9	
Foreign Ownershi	ip (%)		2.3	
Beta (12M)			1.13	
52-Week Low		57,800		
52-Week High		1	19,800	
(%)	1M	6M	12M	
Absolute	-10.2	16.2	0.0	
Relative	1.8	45.8	0.0	



Mirae Asset Daewoo Co., Ltd.

#### [Media]

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# Studio Dragon (253450 KQ)

## Demonstrating more than just good earnings

#### Raise TP; bigger opportunity is emerging

We maintain our Buy rating on Studio Dragon and raise our target price to W153,000 (from W150,000).

1) We revised our 2019 operating profit forecast upward by 14.4% to W118.3bn, as we see an increasing likelihood of the resumption of China-bound exports, beginning with the drama *Memories of the Alhambra* in 4Q18, as well as the production of original dramas targeted at the Chinese market. In 2H18, a small number of Korean dramas were licensed to China (including *Misty*), underscoring Chinese OTTs' strong demand to secure major titles ahead of the lifting of regulatory restrictions. We assumed that full-year sales of titles to China will be equivalent to 80% (W47bn) of that to Netflix, and that production costs for original Chinese titles will be W24bn per title.

2) In deriving our target price, we applied a 12-month forward P/E of 49.7x, which is the stock's previous peak multiple (based on consensus) set in June 2018. At the time, the advance sale of *Mr. Sunshine* to Netflix at a high price boosted earnings expectations. This time, we believe the company has secured another strong growth model with its recent co-production deal with a Chinese OTT. We believe the opportunity now facing the company (sale of dramas to both Netflix and China, plus the production of original content for both Netflix and China) is much bigger than the one it enjoyed during the previous peak (higher price of tentpoles).

We believe orders will continue to translate directly into profit gains, as the company has enough creators (around 80) to produce up to 40 titles per year. This means the company still has the capacity to make seven more titles next year, over and above the 29 titles set for the domestic market and two originals to be produced for Netflix and China each. We thus see further upside potential to our earnings estimates. If exports to China fully resume, this would allow the company to sell a number of older titles, but also produce additional original titles for multiple OTTs. The company has also confirmed the possibility of partnerships with traditional US media firms.

#### **3Q18 review: Robust results**

For 3Q18, Studio Dragon reported consolidated revenue of W123.7bn (+59.7% YoY; all growth figures hereafter are YoY) and operating profit of W21.5bn (+223%). The robust results were largely in line with the consensus and our expectations. Driven by *Mr. Sunshine*, domestic and overseas licensing sales (Netflix, VoD, etc.) grew significantly (+172%), leading to strong operating leverage (OP margin of 17.4%). Even after excluding Netflix, licensing sales (which we believe are mostly domestic VoD sales) amounted to roughly W30bn (+47%, based on our estimates), highlighting the power of the company's premium content.

#### Expectations for upcoming dramas this winter are also upbeat

Looking to 4Q18, we forecast revenue of W109bn (+51.6%) and operating profit of W16.9bn (+385.9%). Several highly-anticipated titles are set to air in 4Q18, including *Memories of the Alhambra* (starring Hyun Bin and Park Shin-hye; airing December 1<sup>st</sup>) and *Boyfriend* (starring Song Hye-kyo/Park Bo-gum; airing November 28<sup>th</sup>), and their overseas sales appear to be progressing smoothly. In particular, the company's key tentpole, *Memories of the Alhambra*, looks likely to be sold to a Chinese OTT in addition to Netflix. If so, this would be the company's first drama to be licensed to both Netflix and China. We also see strong prospects of *Boyfriend* being sold to Netflix.

Meanwhile, Studio Dragon has begun airing one of its dramas on a channel (Olive) other than tvN and OCN for the first time. The drama, *Dear My Room* (based on a webtoon; began airing on November 6<sup>th</sup>), targets a new audience with a unique storyline. We believe the title will be a new experiment for the company in terms of genre and programming.

FY (12)	12/14	12/15	12/16	12/17	12/18F	12/19F
Revenue (Wbn)	0	0	196	287	387	604
OP (Wbn)	0	0	111	33	56	118
OP Margin (%)	-	-	56.6	11.5	14.5	19.5
NP (Wbn)	0	0	0	24	48	94
EPS (W)	0	0	0	1,050	1,696	3,344
ROE (%)	0.0	0.0	0.0	9.5	12.1	20.2
P/E (x)	-	-	-	61.9	57.5	29.2
P/B (x)	-	-	-	4.9	6.6	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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(Wbn, %, no.)

Table 1. Target price			(Wbn, y	
	18F	12MF	19F	
Current P/E	57.5	31.8	29.2	
Target market cap.	4,278	4,278	4,278	
Net profit	48	86	94	
Target P/E	90.0	49.7	45.6	
Target price (W)	152,578	152,578	152,578	
Upside (%)	56.5	56.5	56.5	

Source: Mirae Asset Daewoo Research estimates

## Table 2. Earnings and forecasts

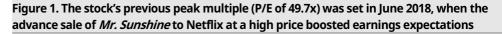
	1Q18	2Q18	3Q18P	4Q18F	1Q19F	2Q19F	3Q19F	4Q19F	2017	2018F	2019F
Revenue	80	74	124	109	119	119	180	187	287	387	604
Programming	41	34	49	50	47	46	46	51	131	173	189
Licensing	32	29	63	40	58	59	61	60	112	164	239
Other	7	11	11	16	13	13	14	15	44	46	56
Original production (Netflix)	0	0	0	0	0	0	30	30	0	0	60
Original production (China)	0	0	0	0	0	0	30	30	0	0	60
Costs	66	64	99	87	91	90	139	146	240	316	466
Production costs (excl. originals)	45	33	49	50	47	46	46	51	127	176	189
Commission fees	6	6	13	8	12	12	12	12	22	33	48
Depreciation expenses on tangible/intangible assets	12	13	23	16	17	18	18	19	41	64	73
Other	3	12	15	13	15	15	15	16	49	42	61
Production costs for originals (Netflix)	0	0	0	0	0	0	24	24	0	0	48
Production costs for originals (China)	0	0	0	0	0	0	24	24	0	0	48
SG&A	3	3	3	5	4	4	4	7	14	15	19
EBITDA	23	21	44	33	42	42	55	53	74	121	192
Operating profit	11	7	22	17	24	24	37	33	33	56	118
OP margin	13.3	9.9	17.4	15.5	20.3	20.2	20.6	17.7	11.5	14.6	19.6
Pretax profit	11	11	22	17	25	24	38	33	30	61	120
Net profit	8	9	17	13	19	19	29	26	24	48	94
Net margin	9.8	12.0	14.0	12.4	16.2	16.0	16.3	14.0	8.3	12.3	15.5
ΥοΥ											
Revenue	6.0	19.6	59.7	51.6	48.6	59.6	45.7	71.3	46.7	34.9	56.2
Programming	54.5	41.1	17.1	27.6	15.2	34.2	-6.6	2.5	49.5	32.1	9.2
Licensing	-12.0	9.5	172.0	56.0	82.3	106.0	-3.8	49.9	48.3	47.0	45.4
Other	-43.4	-1.9	-8.3	124.8	88.1	18.2	19.3	-3.8	35.3	5.2	21.5
EBITDA	-3.4	4.6	181.8	118.5	80.0	104.5	25.0	61.0	-	62.2	58.8
Operating profit	-23.7	-17.6	224.0	385.9	126.6	226.9	72.8	95.8	56.1	70.5	109.9
Net profit	-41.3	217.3	205.8	575.1	144.1	114.0	70.0	93.8	83.8	99.3	97.2
Major assumptions											
No. of titles aired	7.0	5.0	6.3	6.8	7.0	7.0	7.0	7.5	22.3	25.0	28.5
No. of titles licensed to Netflix	2.0	0.5	1.0	1.0	1.5	1.5	1.5	1.5	3.1	4.5	6.0

Source: Mirae Asset Daewoo Research estimates

## Earnings forecasts and valuation

Table 3. Target price			(x, Wbn)
	18F	12MF	19F
Current P/E	57.5	31.8	29.2
Target market cap.	4,278	4,278	4,278
Net Profit	48	86	94
Target P/E	90.0	49.7	45.6
Target price (W)	152,578	152,578	152,578
Upside (%)	56.5	56.5	56.5

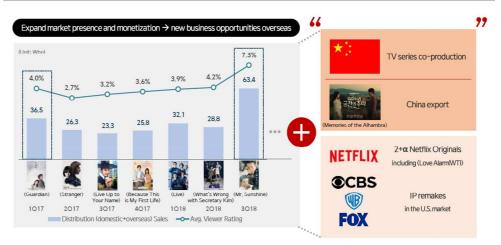
Source: Mirae Asset Daewoo Research estimates





Source: Mirae Asset Daewoo Research estimates





Source: Mirae Asset Daewoo Research estimates

(Wbn, %, no.)

## Table 4. Earnings and forecasts

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	1Q18	2Q18	3Q18P	4Q18F	1Q19F	2Q19F	3Q19F	4Q19F	2017	2018F	2019F
Revenue	80	74	124	109	119	119	180	187	287	387	604
Programming	41	34	49	50	47	46	46	51	131	173	189
Licensing	32	29	63	40	58	59	61	60	112	164	239
Other	7	11	11	16	13	13	14	15	44	46	56
Original production (Netflix)	0	0	0	0	0	0	30	30	0	0	60
Original production (China)	0	0	0	0	0	0	30	30	0	0	60
Costs	66	64	99	87	91	90	139	146	240	316	466
Production costs (excl. originals)	45	33	49	50	47	46	46	51	127	176	189
Commission fees	6	6	13	8	12	12	12	12	22	33	48
Depreciation expenses on tangible/intangible assets	12	13	23	16	17	18	18	19	41	64	73
Other	3	12	15	13	15	15	15	16	49	42	61
Production costs for originals (Netflix)	0	0	0	0	0	0	24	24	0	0	48
Production costs for originals (China)	0	0	0	0	0	0	24	24	0	0	48
SG&A	3	3	3	5	4	4	4	7	14	15	19
EBITDA	23	21	44	33	42	42	55	53	74	121	192
Operating profit	11	7	22	17	24	24	37	33	33	56	118
OP margin	13.3	9.9	17.4	15.5	20.3	20.2	20.6	17.7	11.5	14.6	19.6
Pretax profit	11	11	22	17	25	24	38	33	30	61	120
Net profit	8	9	17	13	19	19	29	26	24	48	94
Net margin	9.8	12.0	14.0	12.4	16.2	16.0	16.3	14.0	8.3	12.3	15.5
YoY											
Revenue	6.0	19.6	59.7	51.6	48.6	59.6	45.7	71.3	46.7	34.9	56.2
Programming	54.5	41.1	17.1	27.6	15.2	34.2	-6.6	2.5	49.5	32.1	9.2
Licensing	-12.0	9.5	172.0	56.0	82.3	106.0	-3.8	49.9	48.3	47.0	45.4
Other	-43.4	-1.9	-8.3	124.8	88.1	18.2	19.3	-3.8	35.3	5.2	21.5
EBITDA	-3.4	4.6	181.8	118.5	80.0	104.5	25.0	61.0	-	62.2	58.8
Operating profit	-23.7	-17.6	224.0	385.9	126.6	226.9	72.8	95.8	56.1	70.5	109.9
Net profit	-41.3	217.3	205.8	575.1	144.1	114.0	70.0	93.8	83.8	99.3	97.2
Major assumptions											
No. of titles aired	7.0	5.0	6.3	6.8	7.0	7.0	7.0	7.5	22.3	25.0	28.5
No. of titles licensed to Netflix	2.0	0.5	1.0	1.0	1.5	1.5	1.5	1.5	3.1	4.5	6.0

Source: Mirae Asset Daewoo Research estimates

## Table 5. Earnings forecast revisions

Table 5. Earnings forecast revisions (W										
	Previous		Revis	Revised		ige	Neter			
	18F	19F	18F	19F	18F	19F	Notes			
Revenue	394	559	387	604	-1.8	8.1	Reflects original content sales to Chinese OTT			
Operating profit	59	103	56	118	-4.5	14.4	Revised licensing sales assumptions for 4Q18 and beyond			
Net profit	50	84	48	94	-5.5	11.9				
OP margin	15.0	18.5	14.6	19.6	-0.4	1.1				
Net margin	12.8	15.0	12.3	15.5	-0.5	0.5				

Source: Mirae Asset Daewoo Research estimates

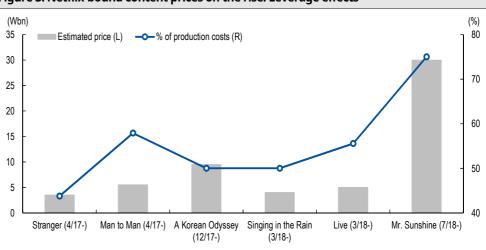


Figure 3. Netflix-bound content prices on the rise: Leverage effects

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

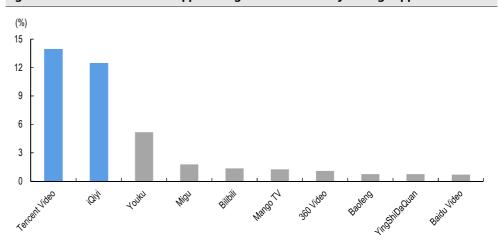
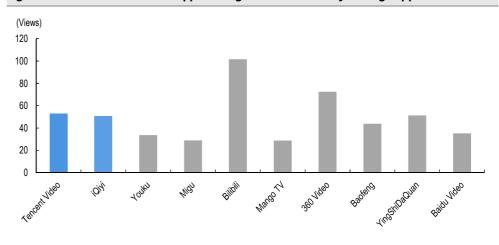


Figure 4. China's Android video app ranking in terms of weekly average app utilization

Note: Weekly average app utilization refers to the number of an individual app's weekly active users divided by that of total active users

Source: Cheetah Mobile, Mirae Asset Daewoo Research



## Figure 5. China's Android video app ranking in terms of weekly average app launches

Source: Cheetah Mobile, Mirae Asset Daewoo Research

## Studio Dragon (253450 KQ/Buy/TP: W153,000)

### **Comprehensive Income Statement (Summarized)**

(Wbn)	12/16	12/17	12/18F	12/19F
Revenue	196	287	387	604
Cost of Sales	0	240	316	466
Gross Profit	196	47	71	138
SG&A Expenses	58	14	15	19
Operating Profit (Adj)	111	33	56	118
Operating Profit	111	33	56	118
Non-Operating Profit	-47	-3	5	2
Net Financial Income	-1	-1	4	4
Net Gain from Inv in Associates	0	0	0	0
Pretax Profit	64	30	61	120
Income Tax	1	6	14	26
Profit from Continuing Operations	8	24	48	94
Profit from Discontinued Operations	0	0	0	0
Net Profit	0	24	48	94
Controlling Interests	0	24	48	94
Non-Controlling Interests	0	0	0	0
Total Comprehensive Profit	8	24	47	94
Controlling Interests	8	24	47	94
Non-Controlling Interests	0	0	0	0
EBITDA	133	74	121	192
FCF (Free Cash Flow)	-13	-7	65	151
EBITDA Margin (%)	67.9	25.8	31.3	31.8
Operating Profit Margin (%)	56.6	11.5	14.5	19.5
Net Profit Margin (%)	0.0	8.4	12.4	15.6

(Wbn)	12/16	12/17	12/18F	12/19F
Current Assets	81	290	299	431
Cash and Cash Equivalents	12	51	201	264
AR & Other Receivables	39	55	55	95
Inventories	0	1	1	2
Other Current Assets	30	183	42	70
Non-Current Assets	161	170	198	217
Investments in Associates	0	0	0	0
Property, Plant and Equipment	1	1	1	1
Intangible Assets	124	128	150	167
Total Assets	242	459	497	649
Current Liabilities	84	91	81	138
AP & Other Payables	20	32	32	54
Short-Term Financial Liabilities	8	10	0	0
Other Current Liabilities	56	49	49	84
Non-Current Liabilities	21	0	0	1
Long-Term Financial Liabilities	20	0	0	0
Other Non-Current Liabilities	1	0	0	1
Total Liabilities	106	91	81	139
Controlling Interests	136	368	416	510
Capital Stock	11	14	14	14
Capital Surplus	115	320	320	320
Retained Earnings	8	32	80	173
Non-Controlling Interests	0	0	0	0
Stockholders' Equity	136	368	416	510

**Statement of Financial Condition (Summarized)** 

#### **Cash Flows (Summarized)**

2/16 -12 0 25 0 22 3 -46 -27 0	12/17 -7 24 46 0 41 5 -73 -14	12/18F 66 48 73 0 64 9 -42	12/19F 151 94 95 0 73 22 -12
0 25 0 22 3 -46 -27	24 46 0 41 5 -73	48 73 0 64 9	94 95 0 73 22
25 0 22 3 -46 -27	46 0 41 5 -73	73 0 64 9	95 0 73 22
0 22 3 -46 -27	0 41 5 -73	0 64 9	0 73 22
22 3 -46 -27	41 5 -73	64 9	73 22
3 -46 -27	5 -73	9	22
-46 -27	-73	-	
-27		-42	_12
	-14		-12
0		-1	-39
	-2	0	-1
11	9	4	4
-2	-10	-13	-26
-70	-141	94	-88
-1	0	0	0
0	0	-51	-90
-2	-142	141	-3
-67	1	4	5
93	188	-10	0
28	-18	-10	0
126	208	0	0
0	0	0	0
-61	-2	0	0
12	40	150	63
0	12	51	201
12	51	201	264
	-70 -1 0 -2 <b>-67</b> 93 28 126 0 <b>-61</b> 12 0	-70       -141         -1       0         0       0         -2       -142         -67       1         93       188         28       -18         126       208         0       0         -61       -2         12       40         0       12	-70       -141       94         -1       0       0         0       0       -51         -2       -142       141         -67       1       4         93       188       -10         28       -18       -10         126       208       0         0       0       10         12       40       150         0       12       51

Forecasts/Valuations (Summarized)

	12/16	12/17	12/18F	12/19F
P/E (x)	-	61.9	57.5	29.2
P/CF (x)	-	21.2	22.7	14.5
Р/В (х)	-	4.9	6.6	5.4
EV/EBITDA (x)	-	22.1	21.0	12.9
EPS (W)	0	1,050	1,696	3,344
CFPS (W)	1,735	3,068	4,302	6,731
BPS (W)	6,176	13,141	14,847	18,191
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	34.8	56.1
EBITDA Growth (%)	-	-44.4	63.5	58.7
Operating Profit Growth (%)	-	-70.3	69.7	110.7
EPS Growth (%)	-	-	61.5	97.2
Accounts Receivable Turnover (x)	5.3	6.2	7.0	8.1
Inventory Turnover (x)	0.0	443.0	298.8	344.1
Accounts Payable Turnover (x)	0.0	40.5	52.0	56.7
ROA (%)	0.0	6.8	9.9	16.4
ROE (%)	0.0	9.5	12.1	20.2
ROIC (%)	72.2	15.6	21.9	41.5
Liability to Equity Ratio (%)	77.8	24.7	19.5	27.2
Current Ratio (%)	96.4	319.6	370.5	312.0
Net Debt to Equity Ratio (%)	12.1	-49.4	-48.4	-51.8
Interest Coverage Ratio (x)	129.7	19.0	1,240.3	0.0

Source: Company data, Mirae Asset Daewoo Research estimates

## **APPENDIX 1**

#### **Important Disclosures & Disclaimers**

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

Company (Code)	Date	Rating	<b>Target Price</b>	(W)	
Studio Dragon (253450)	11/08/2018	Buy	153,000	200,000	Studio Dragon
	06/22/2018	Buy	150,000		
	03/06/2018	Buy	110,000	150,000	· ·
				100,000 -	mar
				50,000	went '
				0 Nov 16	Nov 17 Nov 18

Stock Ratings		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%			
			· · · · · · · · · · · · · · · · · · ·	

Ratings and Target Price History (Share price (—), Target price (—), Not covered (I), Buy (A), Trading Buy (I), Hold (O), 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	73.71%	13.92%	12.37%	0.00%			
Investment Banking Services	82.61%	4.35%	13.04%	0.00%			
* Passed on recommandations in the last 12 months (as of Contember 20, 2010)							

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

#### **Disclosures**

We managed the IPO of Studio Dragon within the past one year.

#### **Analyst Certification**

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