

Industry Multiples in India

APRIL 2018 - THIRD EDITION



Revenue



■ Total Revenue

Contents

- 1 Foreword
- Industry Multiples
- 3 Consumer Discretionary: Apparel
- 5 Consumer Discretionary: Auto Parts and Equipment
- 7 Consumer Discretionary: Household Appliances
- 9 Electric and Gas Utilities
- 11 Energy
- 13 Financials: Banks
- 15 Financials: Consumer Finance
- 17 Financials: Specialized Finance
- 19 Household and Personal Products
- 21 Industrial Machinery
- 23 Internet Software and Services
- 25 Materials: Chemicals
- 27 Materials: Construction and Material
- 29 Materials: Metals and Mining
- 31 Pharmaceuticals and Biotechnology
- 33 Real Estate
- 35 Other Industries
- 37 Industry Definitions
- 39 Contributors

Foreword



Varun Gupta
Managing Director, India
Leader, South Asia and Japan

It gives me great pleasure to share the third edition of our report, "Industry multiples in India". This report provides trading multiples for various key industries in India as of March 31, 2018.

India's economy has regained its momentum, as evidenced by a 7.2 percent GDP growth for the quarter ended December 31, 2017, the largest in the last five quarters. India has reclaimed its status as the fastest-growing major economy in the world, surpassing China, which grew by 6.8 percent in the same quarter. As per the Central Statistical Organization's ("CSO") Second Advance Estimates published in February 2018, India's GDP is estimated to grow at 6.6 percent in 2017-18, signaling a healthy expected GDP growth of 7.1 percent for the quarter ended March 31, 2018. However, given that government spending has been one of the driving factors of recent economic growth, the rising fiscal deficit could prove to be a constraint going forward.

Investment demand grew at 12.0 percent and corporate earnings witnessed strong growth in the quarter ended December 31, 2017, suggesting that the Indian economy is recovering from disruptions caused by demonetization, implementation of GST, implementation of the Real Estate (Regulation and Development) Act and higher commodity prices. At the same time, average retail inflation declined to a six-year low of 3.3 percent for the nine months ended December 31, 2017. After a year of disruption, 2018-19 is expected to be a year of consolidation of the gains from recent reforms.

In the quarter ended December 31, 2017, agriculture grew by 4.1 percent, manufacturing by 8.1 percent, construction by 6.8 percent and electricity, gas water supply and other utility services by 6.1 percent. Moreover, the data for eight core infrastructure sectors including coal, steel, cement and petroleum, showed improved growth of 6.7 percent for January 2018, up from 3.4 percent in the same month of the previous year. According to the CSO data, economic activity picked up across all sectors except for mining and quarrying.

However, the Indian banking sector seems to be in turmoil due to the recent revelation of certain scams, increased capital requirements for Basel III compliance and the ever-growing problem of non-performing assets.

Across the globe, market valuations were elevated in 2017. The Indian equity markets were trading at near record highs as of December 31, 2017. However, stock markets around the world have since witnessed a sharp correction due to various factors such as import tariffs on steel and aluminum in the United States, and the ongoing trade war between the U.S. and China. India equity markets have been negatively impacted by the global stock market correction, poor health of public sector banks and the imposition of long-term capital gains tax on equity shares. Moreover, budget proposals such as the increase in custom duty on certain items and revised guidelines for minimum support prices have also affected the equity markets as they are expected to increase inflation and interest rates.

The P/E multiples for all the industries in India declined from December 31, 2017 to March 31, 2018, demonstrating market correction in the quarter ended March 31, 2018. During the same period, multiples for the internet software and services industry increased as the fall in the equity markets is typically accompanied by a weakening of the rupee which, in turn, is beneficial for the export-oriented tech sector. Further, tax cuts in the U.S. have also played a role in the advancement of this sector.

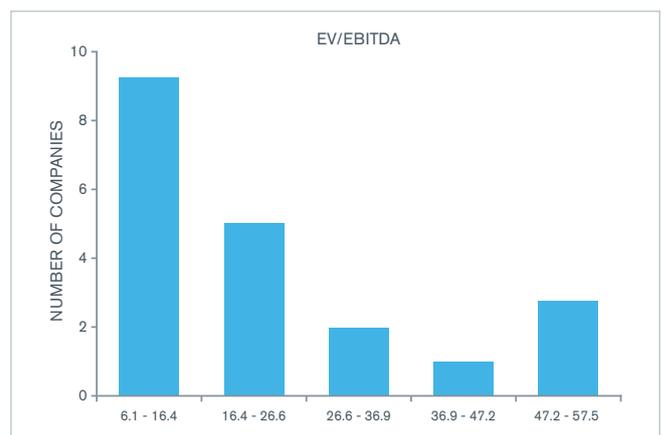
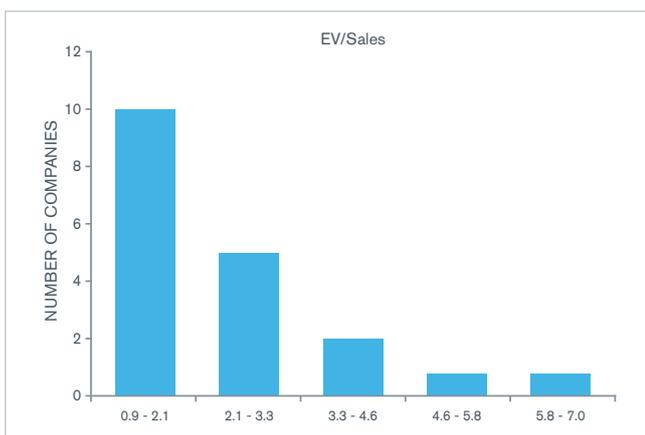
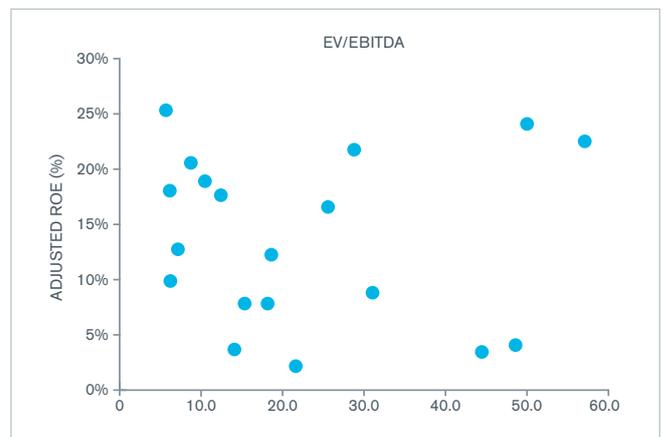
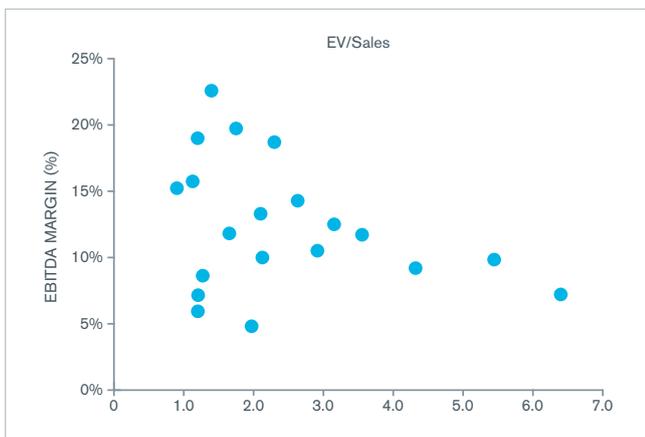
Our report provides a detailed overview of the P/B, P/E, EV/ EBITDA and EV/Sales multiples of companies in the S&P BSE 500 Index in over 22 major industries for which such data is available. We also provide a two-year look back at the trends of these multiples for most of the industries covered. We hope you find this report helpful to get a broad sense of the range of trading multiples for major industries in India. If you would like to receive further information or wish to discuss any findings of this analysis, please feel free to contact us.



Consumer Discretionary: Apparel

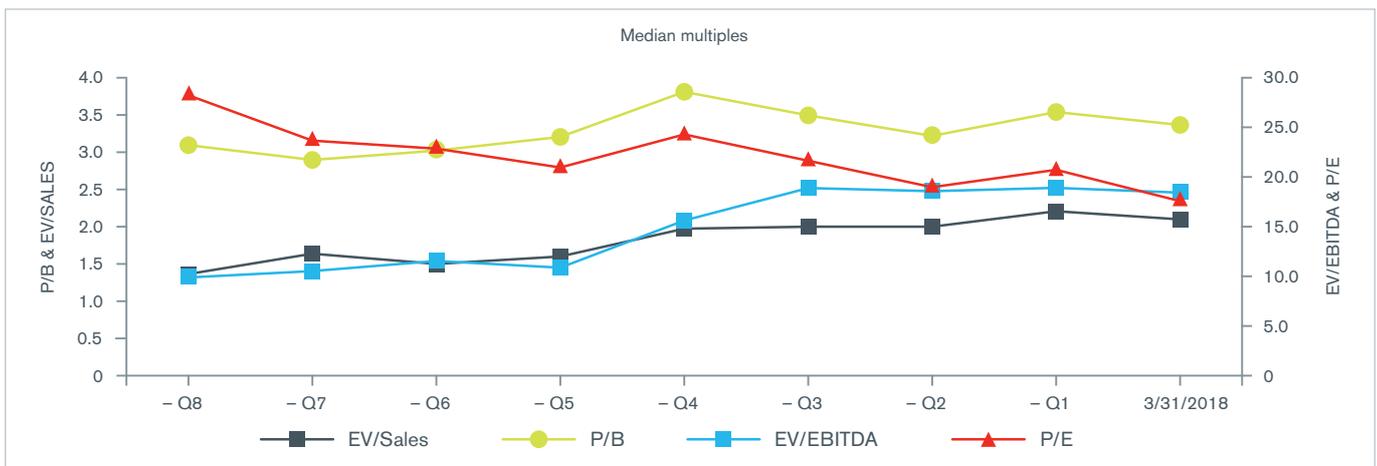
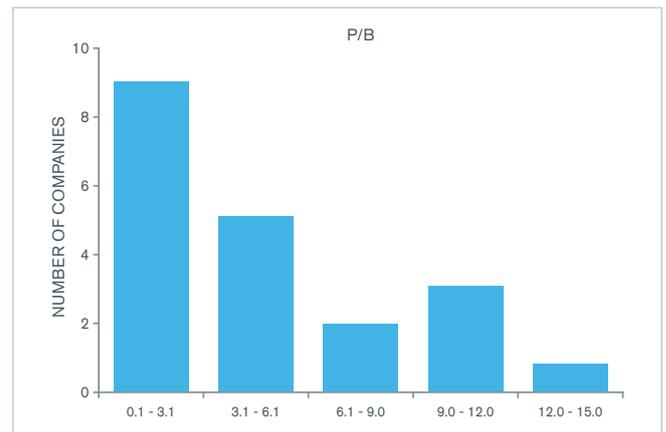
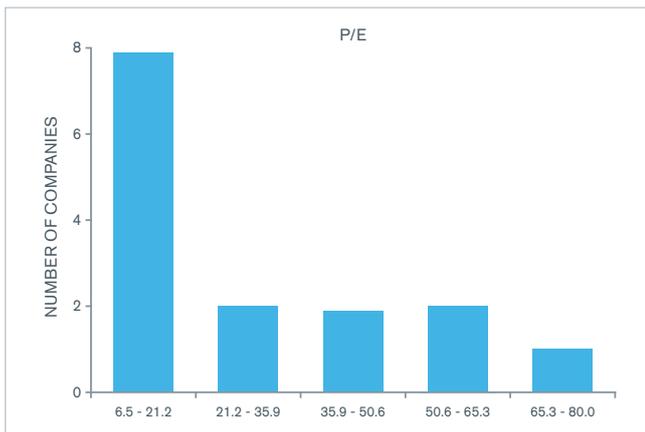
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	23	23	23	23
Number of Outliers	3	2	7	2
Negative Multiples	1	1	1	0
High	6.4x	57.0x	79.2x	13.2x
Mean	2.5x	22.8x	28.8x	4.6x
Median	2.0x	18.5x	17.7x	3.3x
Low	0.9x	6.1x	7.0x	0.2x
Low Quartile	1.3x	10.4x	12.4x	2.2x
Upper Quartile	3.1x	29.4x	40.9x	7.2x



Consumer Discretionary: Apparel – Continued

AS OF MARCH 31, 2018



An industry must have a minimum of 5 company participants to be considered for analysis. For all reported multiples in India, we have considered all of the S&P BSE 500 Index constituents. The S&P BSE 500 Index is comprised of the top 500 companies based on float adjusted market capitalization that are publicly-traded on the Bombay Stock Exchange (BSE). The S&P BSE 500 is designed to be a broad representation of the Indian market. Source: Data derived from Standard & Poor's Capital IQ database.

Any outliers in the industry have been excluded from above analysis.

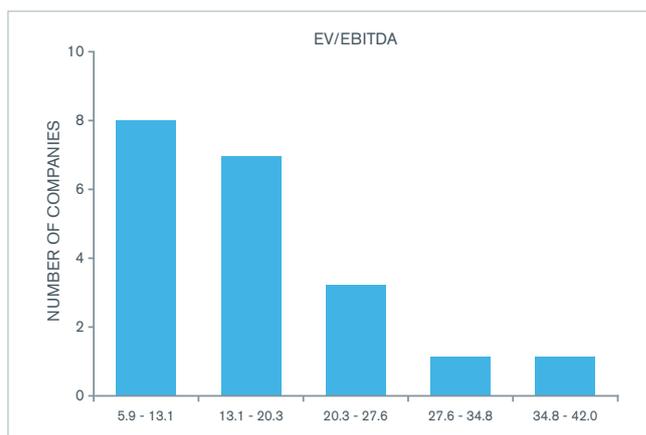
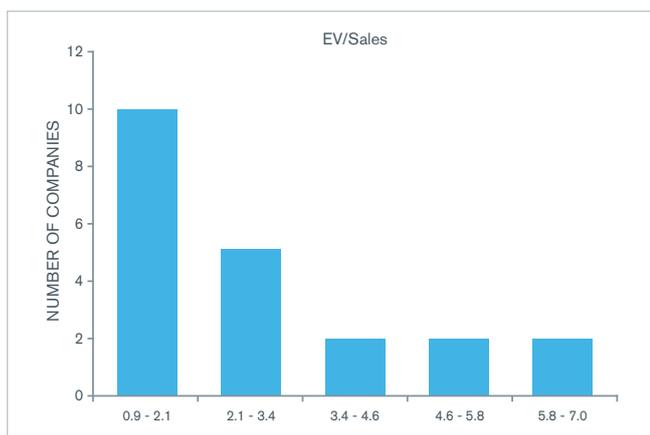
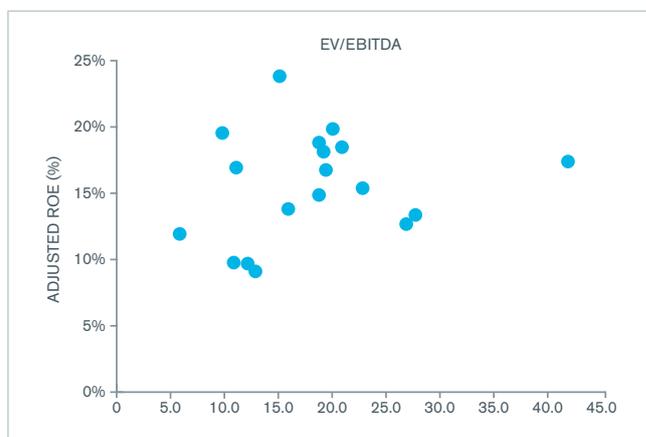
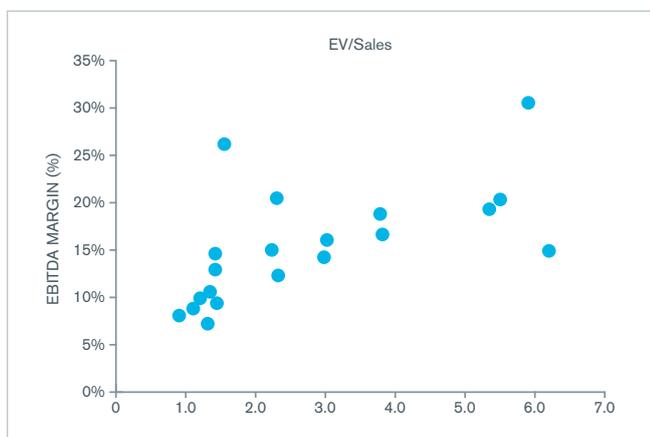
EV = Enterprise Value = Market value of equity on diluted basis plus book value of debt plus preferred stock less cash and cash equivalents, Sales = Revenue for latest 12 months, EBITDA = Earnings before interest, taxes, depreciation and amortization for latest 12 months, P/E = Share price divided by earnings per share on a diluted basis, P/B = Share price / book value per share on a diluted basis where book value per share equals total book value of equity divided by diluted number of shares. Return on equity = Net income / shareholder's equity. Adjusted ROE is calculated as follows: ROE x (1-dividend payout ratio), Market value of equity is computed using diluted number of shares.

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Consumer Discretionary: Auto Parts and Equipment

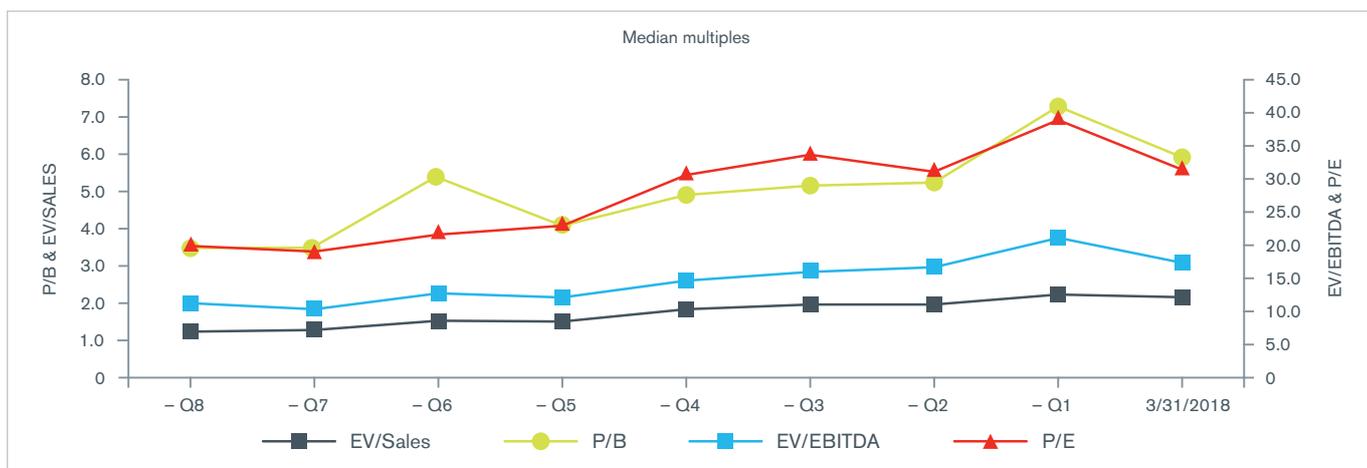
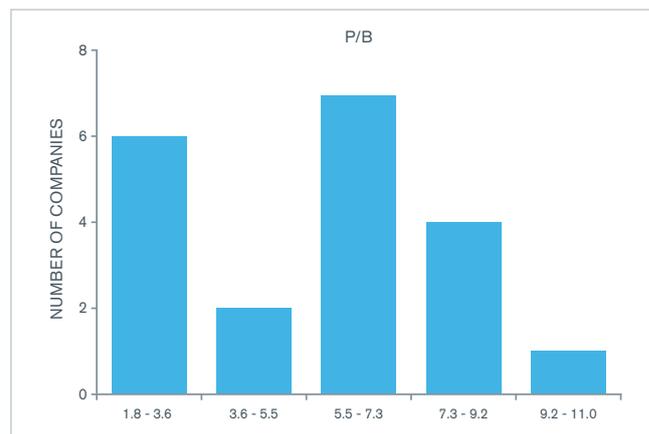
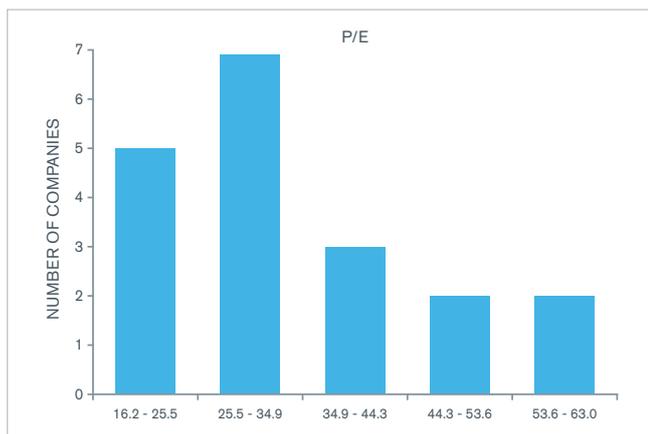
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	21	21	21	21
Number of Outliers	0	0	2	0
Negative Multiples	0	1	1	0
High	6.1x	41.8x	62.4x	10.8x
Mean	2.6x	17.8x	34.3x	5.8x
Median	2.2x	17.3x	31.2x	5.9x
Low	0.9x	5.9x	16.7x	1.9x
Low Quartile	1.3x	12.3x	25.1x	3.5x
Upper Quartile	3.7x	20.7x	42.3x	8.2x



Consumer Discretionary: Auto Parts and Equipment – Continued

AS OF MARCH 31, 2018



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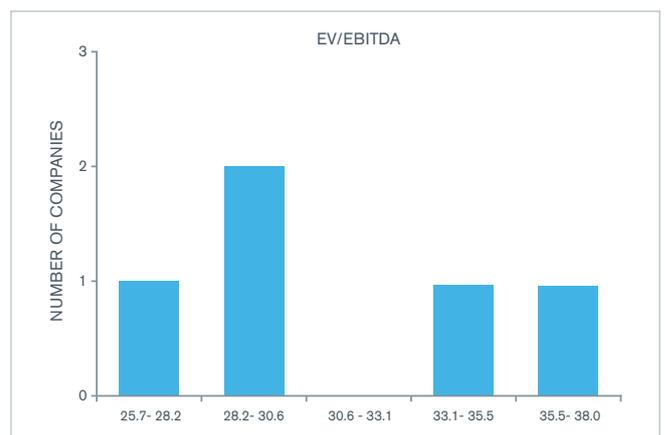
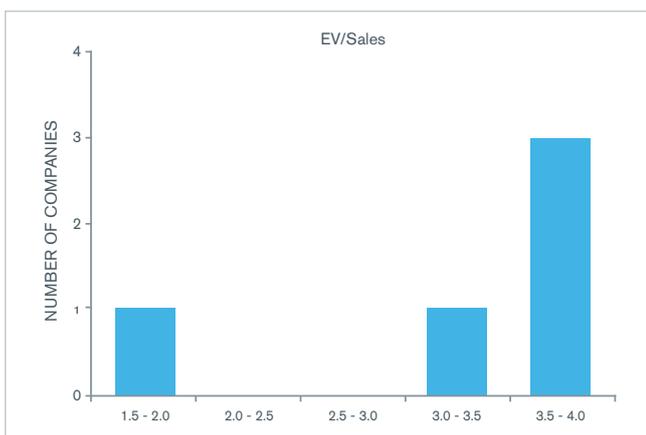
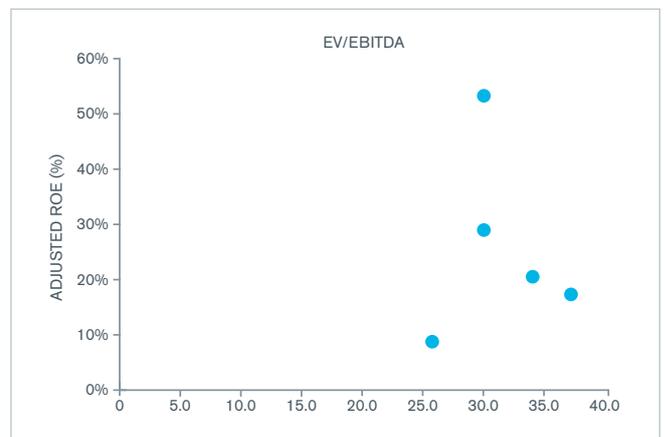
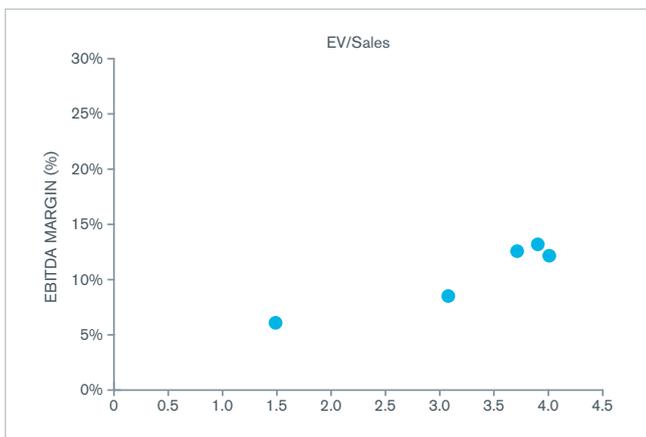
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Consumer Discretionary: Household Appliances

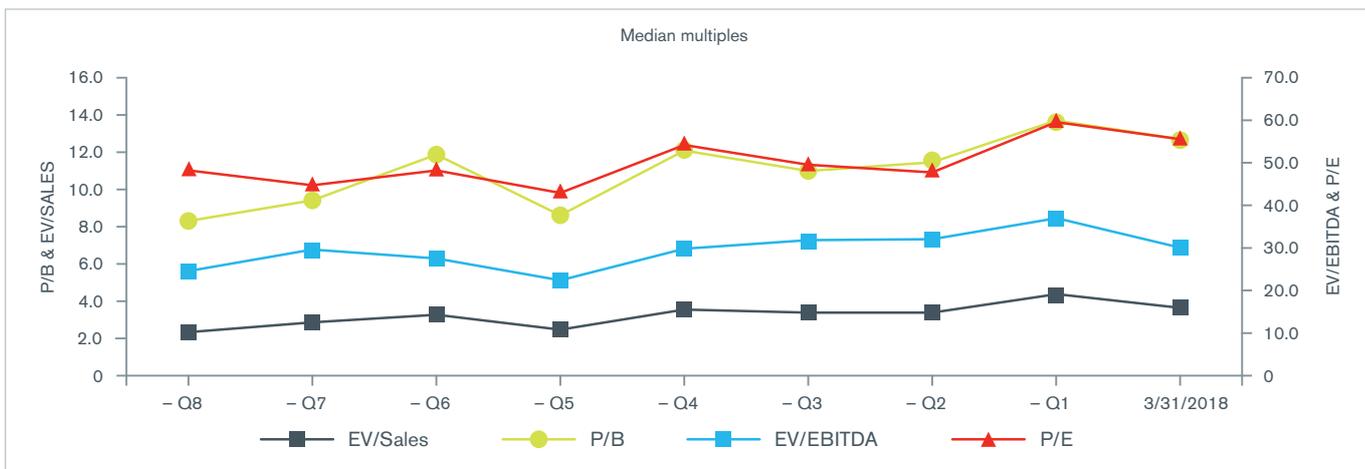
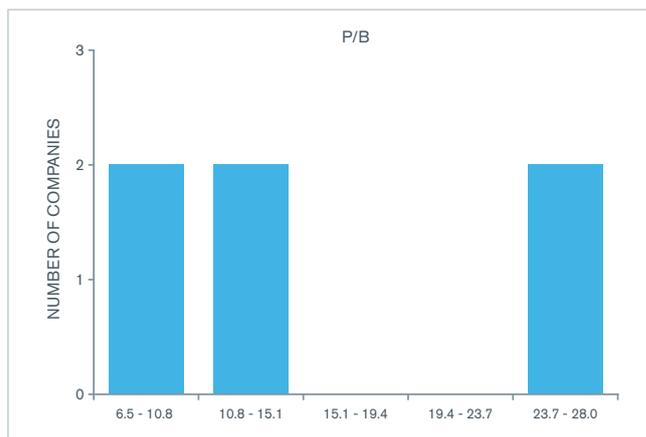
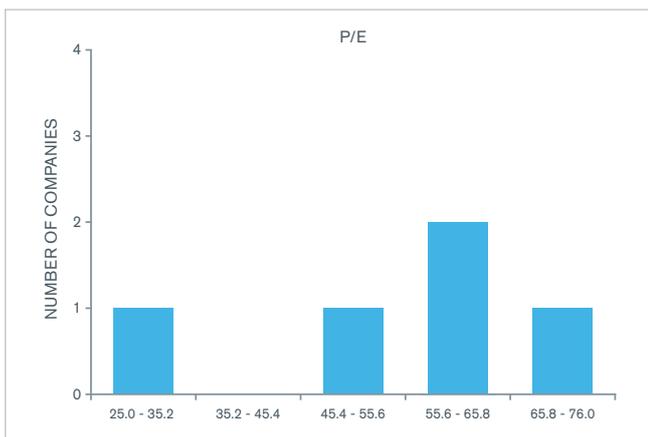
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	6	6	6	6
Number of Outliers	1	1	1	0
Negative Multiples	0	0	0	0
High	4.0x	37.1x	75.6x	27.3x
Mean	3.2x	31.3x	52.6x	15.4x
Median	3.7x	30.1x	55.7x	12.7x
Low	1.5x	25.7x	25.5x	6.6x
Low Quartile	3.1x	29.9x	48.6x	8.7x
Upper Quartile	3.9x	35.5x	66.5x	26.1x



Consumer Discretionary: Household Appliances – Continued

AS OF MARCH 31, 2018



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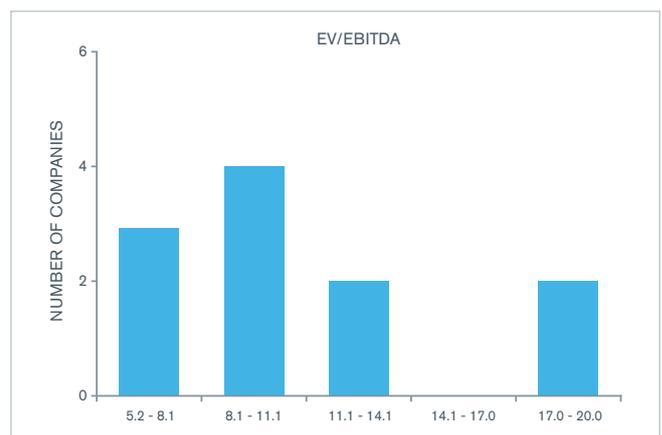
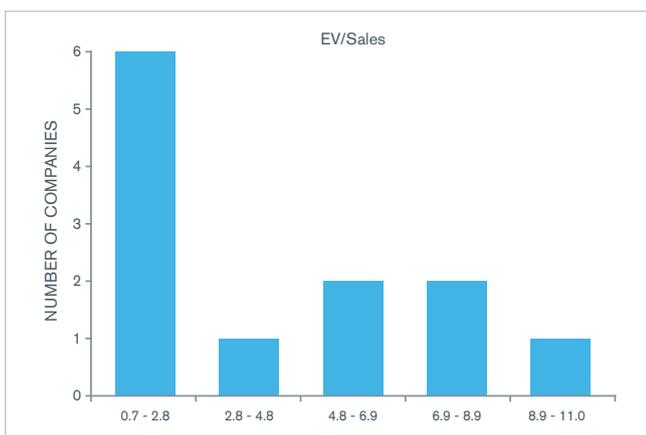
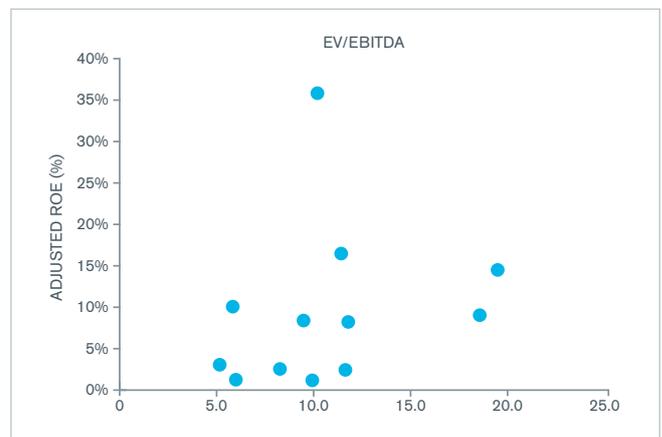
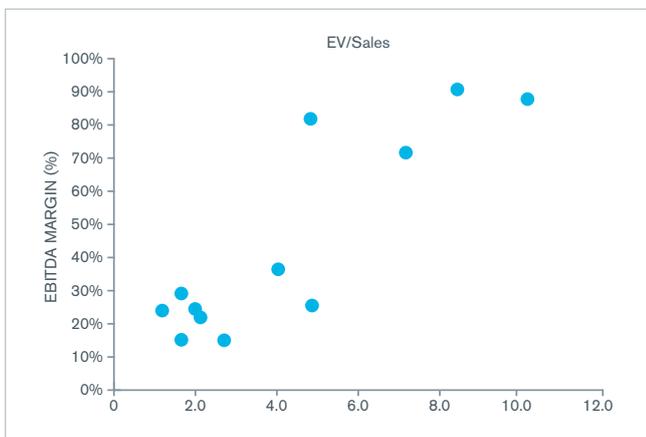
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Electric and Gas Utilities

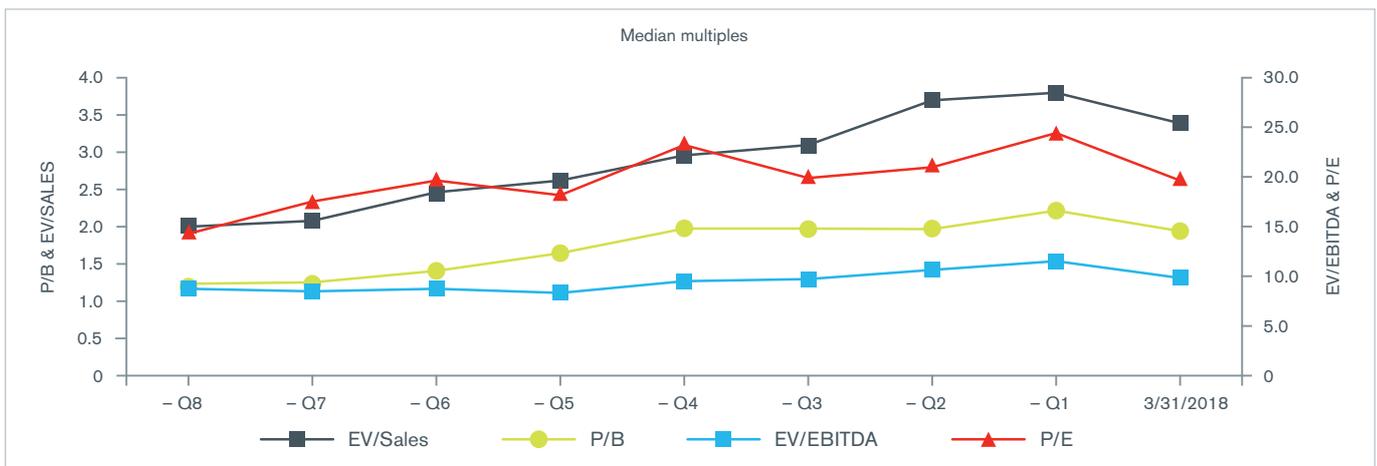
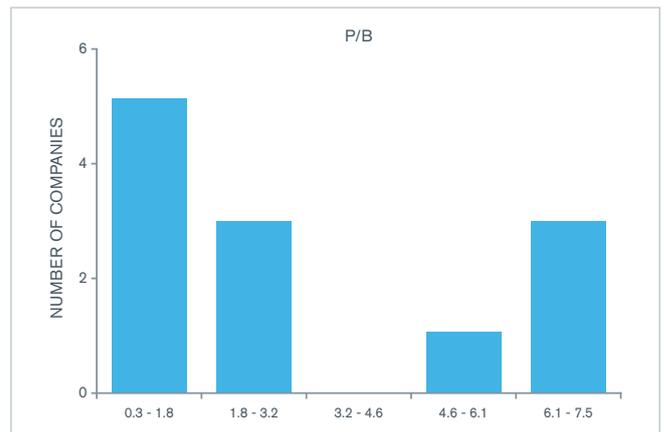
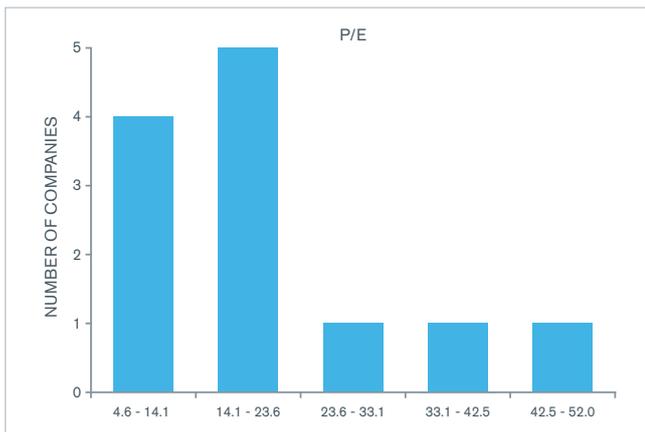
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	12	12	12	12
Number of Outliers	0	0	0	0
Negative Multiples	0	0	0	0
High	10.2x	19.3x	51.8x	7.0x
Mean	4.2x	10.6x	22.4x	3.1x
Median	3.4x	10.0x	19.5x	2.0x
Low	1.2x	5.2x	8.6x	0.4x
Low Quartile	1.9x	7.7x	13.4x	1.3x
Upper Quartile	6.6x	11.7x	29.6x	6.1x



Electric and Gas Utilities – Continued

AS OF MARCH 31, 2018



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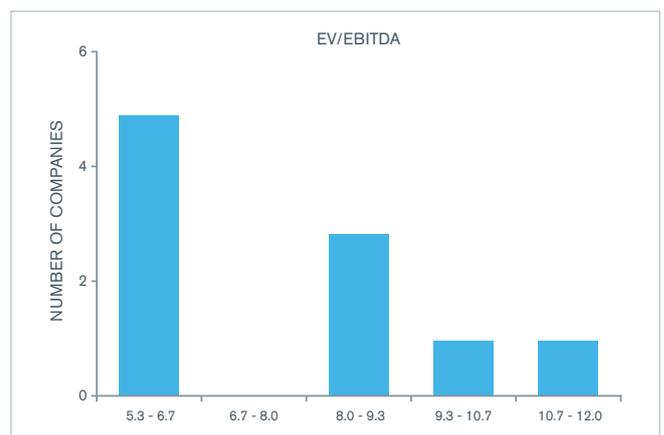
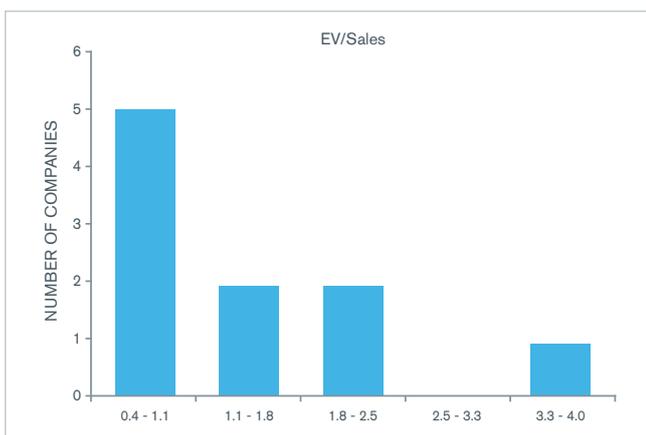
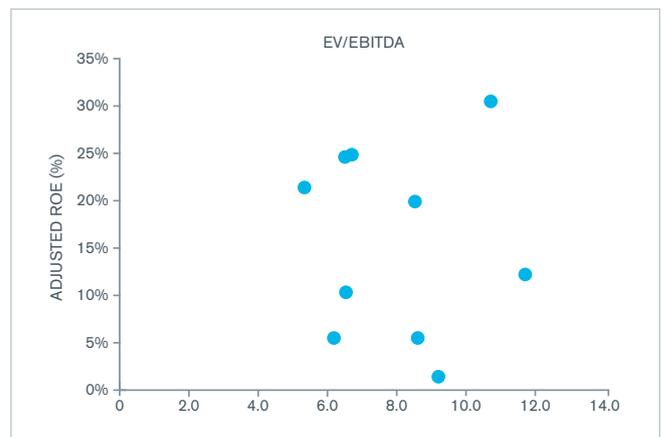
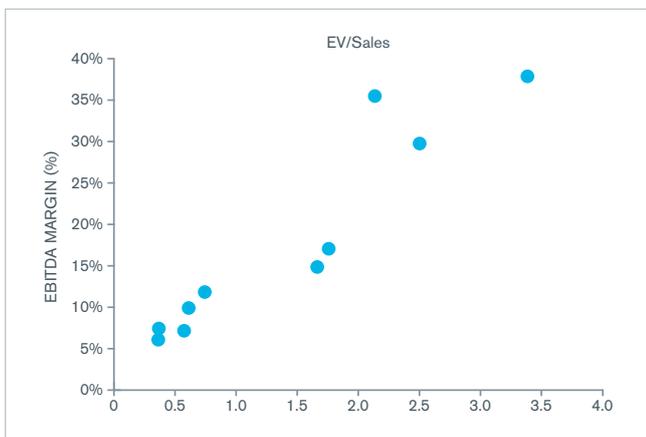
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Energy

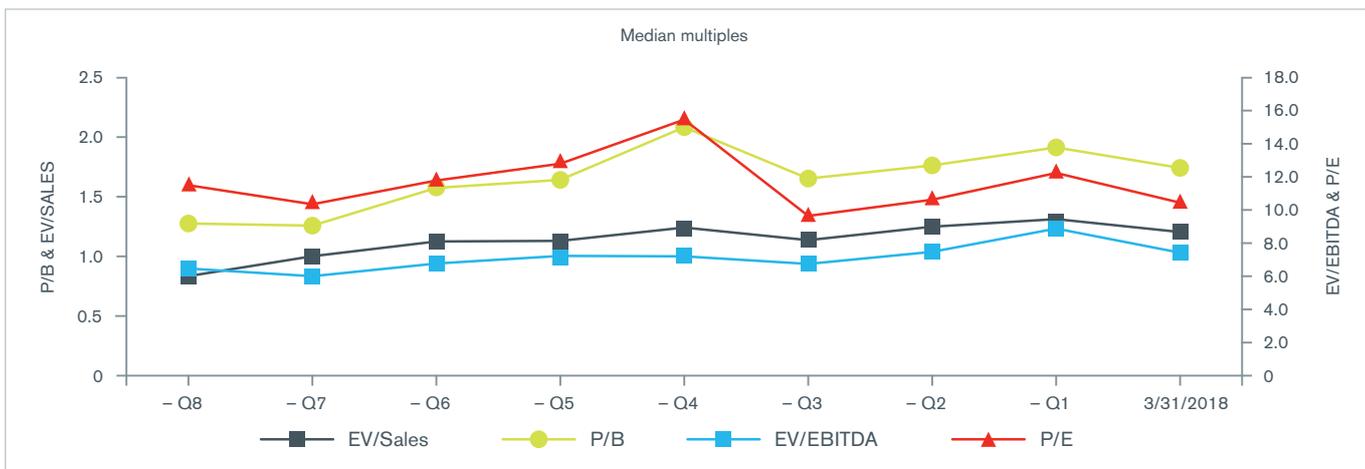
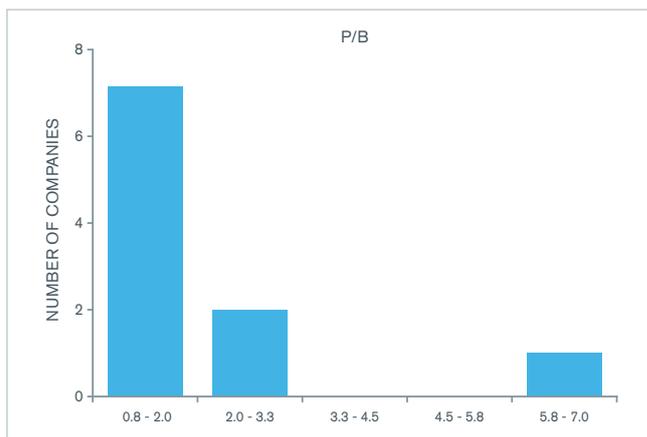
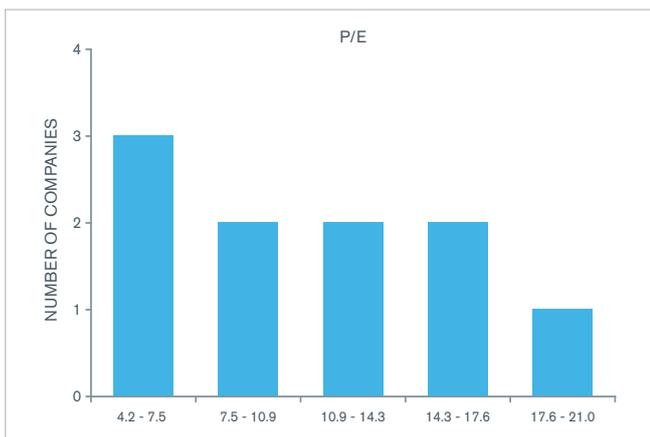
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	10	10	10	10
Number of Outliers	0	0	0	0
Negative Multiples	0	0	0	0
High	3.4x	11.6x	20.9x	6.4x
Mean	1.4x	8.0x	11.0x	2.1x
Median	1.2x	7.6x	10.4x	1.7x
Low	0.4x	5.3x	4.7x	0.9x
Low Quartile	0.6x	6.5x	6.9x	1.1x
Upper Quartile	2.2x	9.5x	15.4x	2.5x



Energy – Continued

AS OF MARCH 31, 2018



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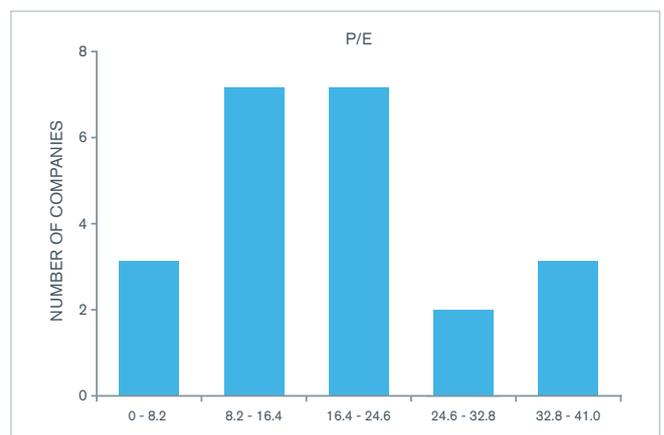
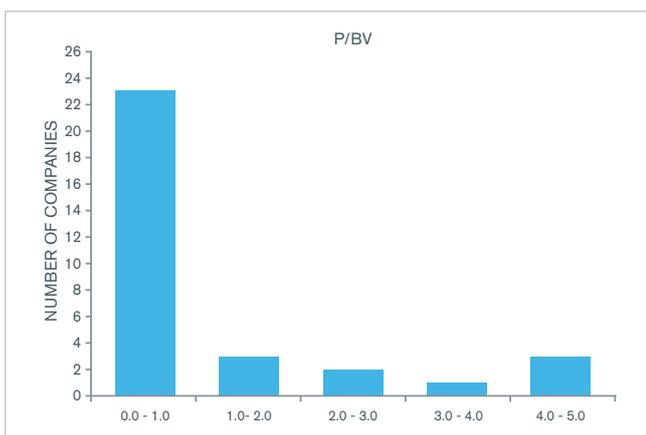
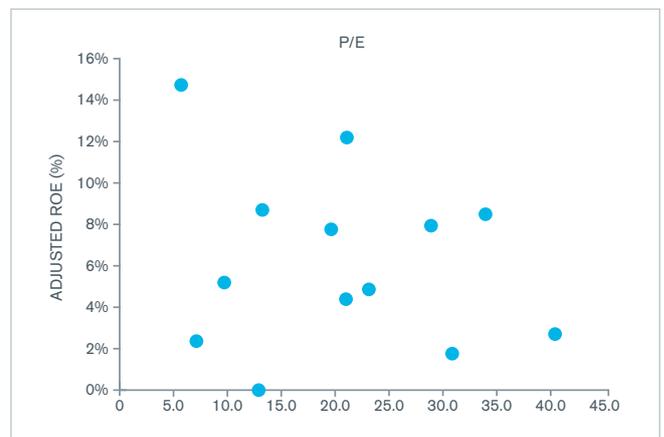
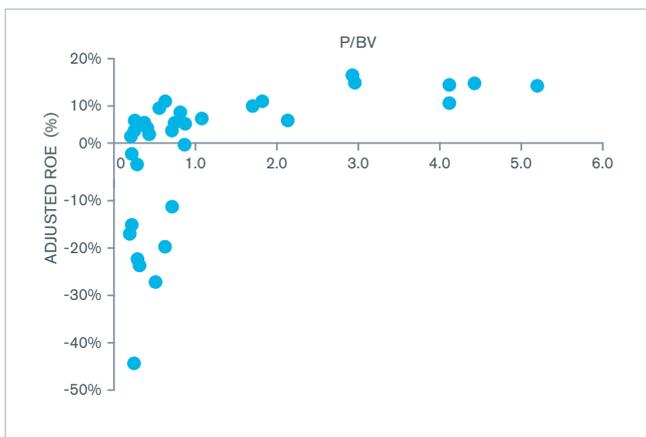
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Financials: Banks

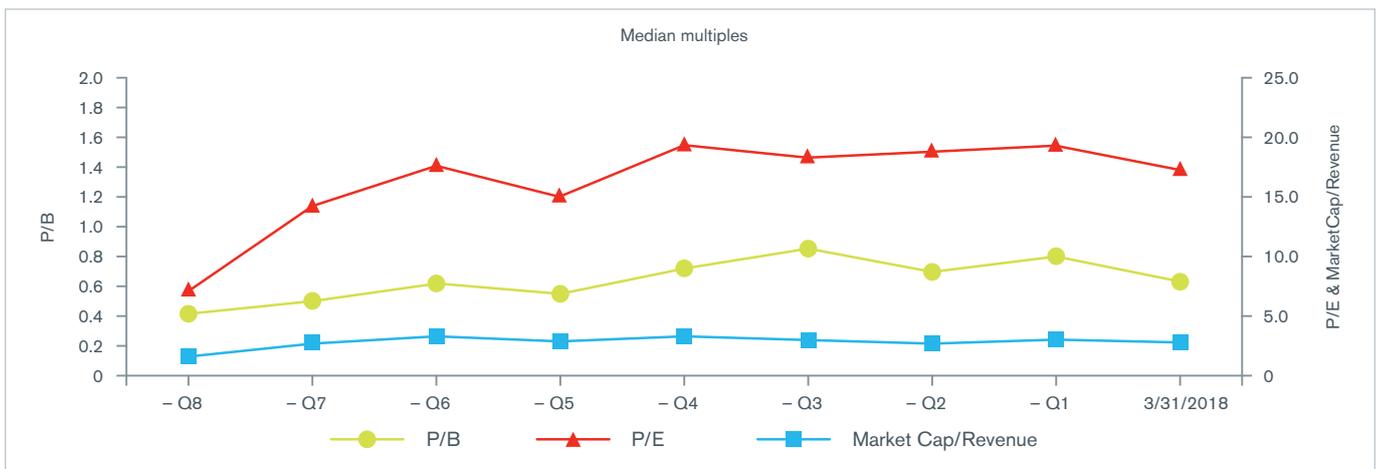
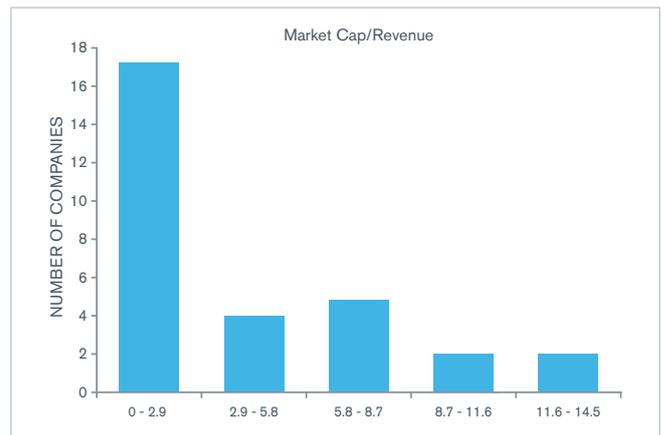
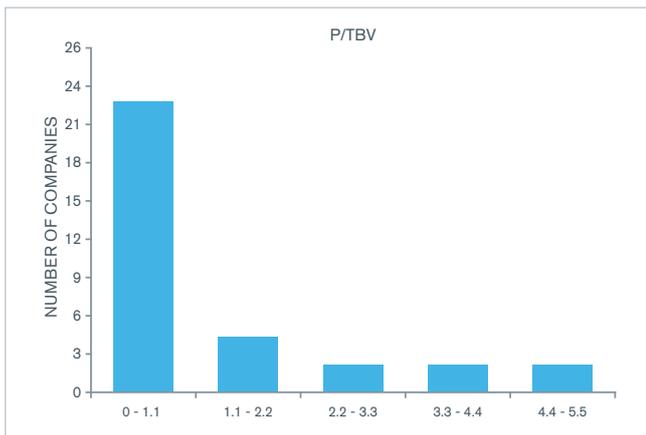
AS OF MARCH 31, 2018

	P/B	P/E	P/TBV	Market Cap/Revenue
Number of Observations	34	34	34	34
Number of Outliers	0	11	0	3
Negative Multiples	1	11	1	2
High	5.2x	40.4x	5.2x	14.0x
Mean	1.3x	19.1x	1.3x	4.3x
Median	0.6x	17.3x	0.6x	2.7x
Low	0.2x	5.9x	0.2x	0.6x
Low Quartile	0.3x	11.7x	0.3x	1.5x
Upper Quartile	1.7x	22.7x	1.7x	6.7x



Financials: Banks – Continued

AS OF MARCH 31, 2018



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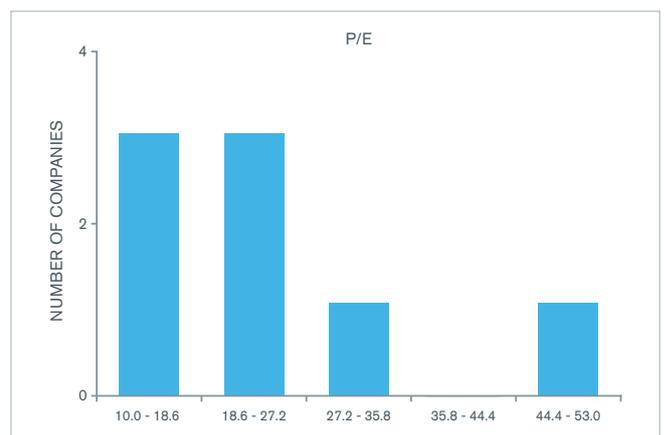
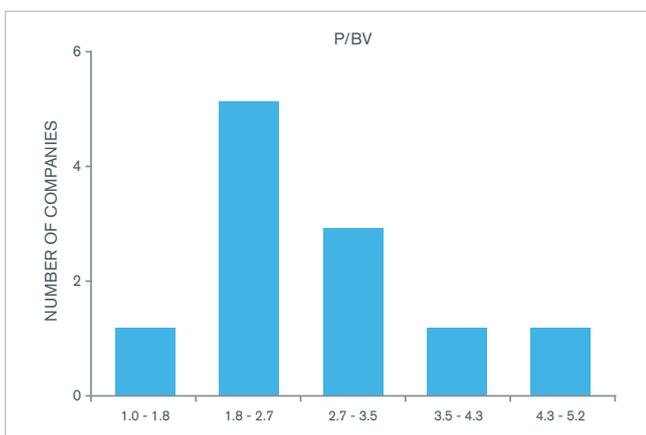
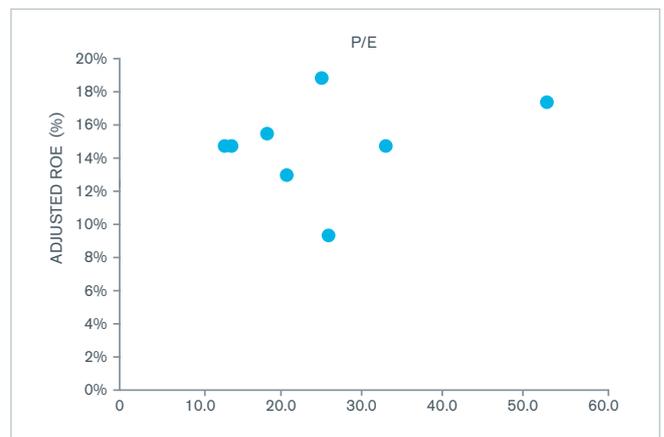
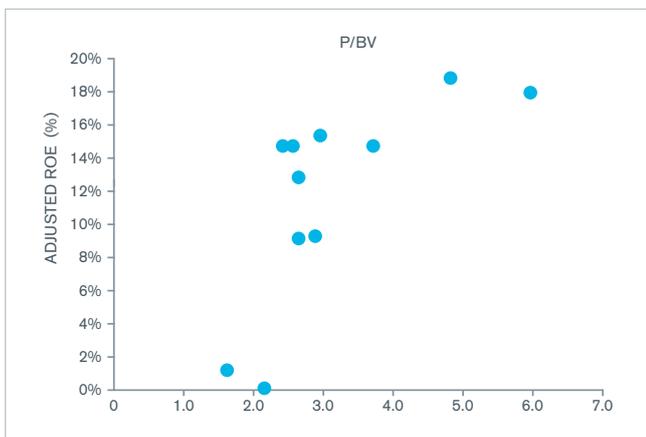
P/E = Share price divided by earnings per share on a diluted basis, P/B = Share price / book value per share on a diluted basis where Book value per share equals total book value of equity divided by diluted number of shares, P/TBV = Share price / tangible book value per share on a diluted basis where tangible book value per share equals to total tangible book value of equity divided by diluted number of shares, ROE (Return on Equity) = Net income / equity shareholder's equity, Adjusted ROE is calculated using as ROE x (1-dividend payout ratio), Market value of equity is computed using diluted number of shares.

Financial information of companies reflect the latest available information based on company filings as of March 31, 2018.

Financials: Consumer Finance

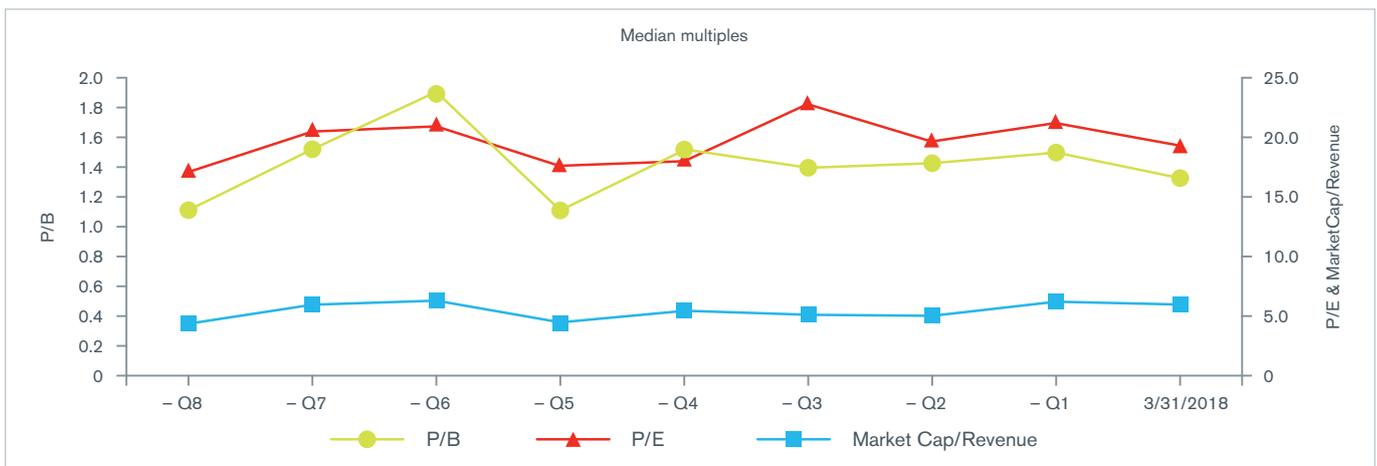
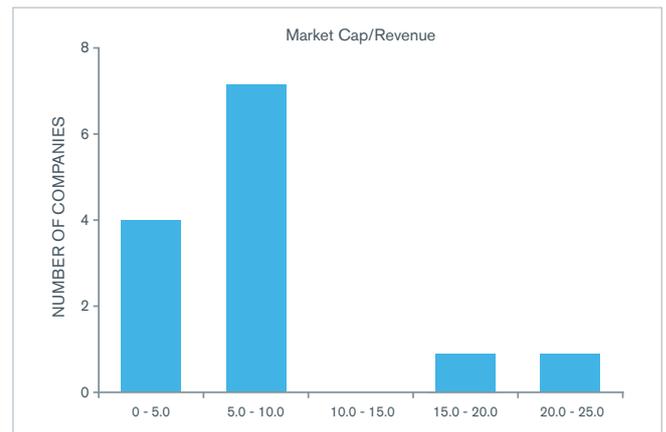
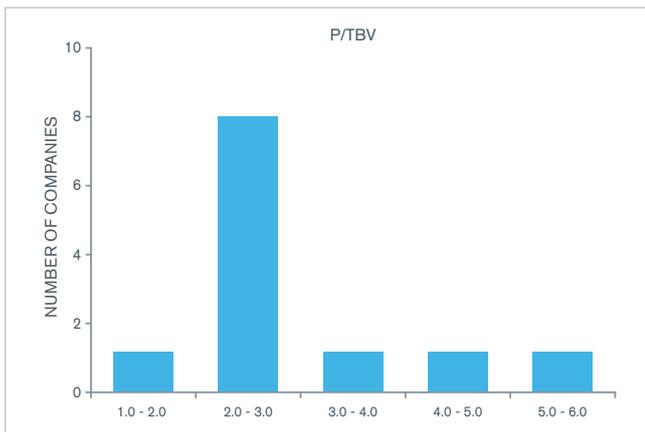
AS OF MARCH 31, 2018

	P/B	P/E	P/TBV	Market Cap/Revenue
Number of Observations	13	13	13	13
Number of Outliers	1	4	1	0
Negative Multiples	0	1	0	0
High	6.0x	52.6x	6.0x	22.6x
Mean	3.1x	25.3x	3.1x	8.1x
Median	2.7x	22.9x	2.7x	7.0x
Low	1.6x	13.4x	1.6x	2.8x
Low Quartile	2.5x	17.1x	2.5x	4.9x
Upper Quartile	3.2x	27.6x	3.2x	8.6x



Financials: Consumer Finance – Continued

AS OF MARCH 31, 2018



An industry must have a minimum of 5 company participants to be considered for analysis. For all reported multiples in India, we have considered all of the S&P BSE 500. Index constituents. The S&P BSE 500 Index is comprised of the top 500 companies based on float adjusted market capitalization that are publicly-traded on the Bombay Stock Exchange (BSE). The S&P BSE 500 is designed to be a broad representation of the Indian market. Source: Data derived from Standard & Poor's Capital IQ database. Any outliers in the industry have been excluded from above analysis. Financial information of companies reflect the latest available information based on company filings as of March 31, 2018

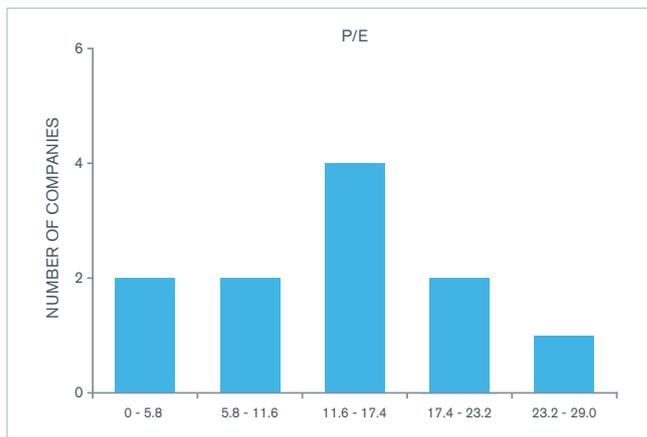
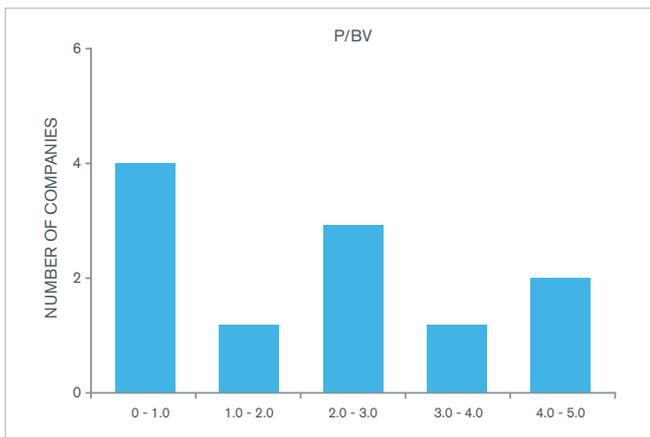
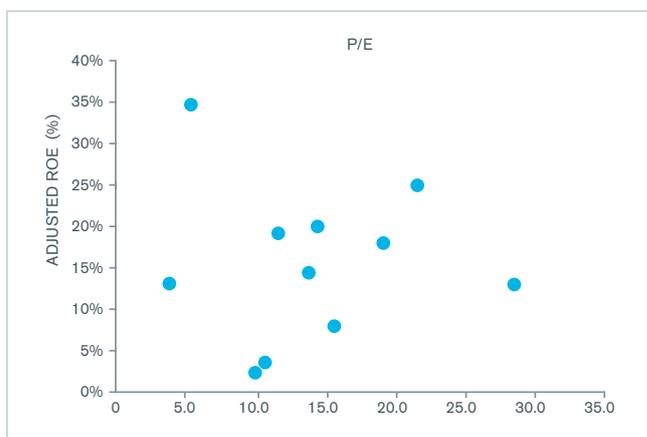
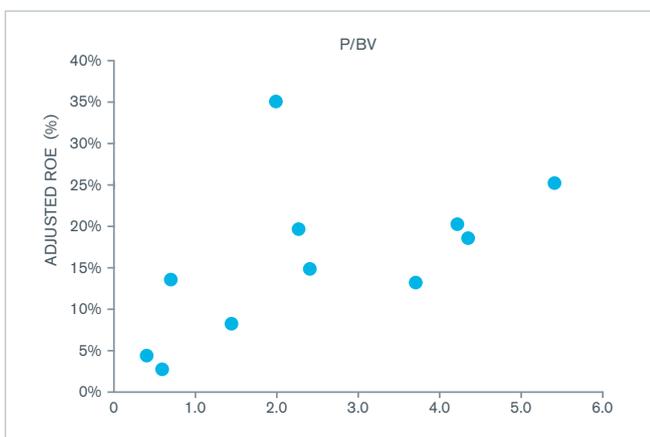
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Financials: Specialized Finance

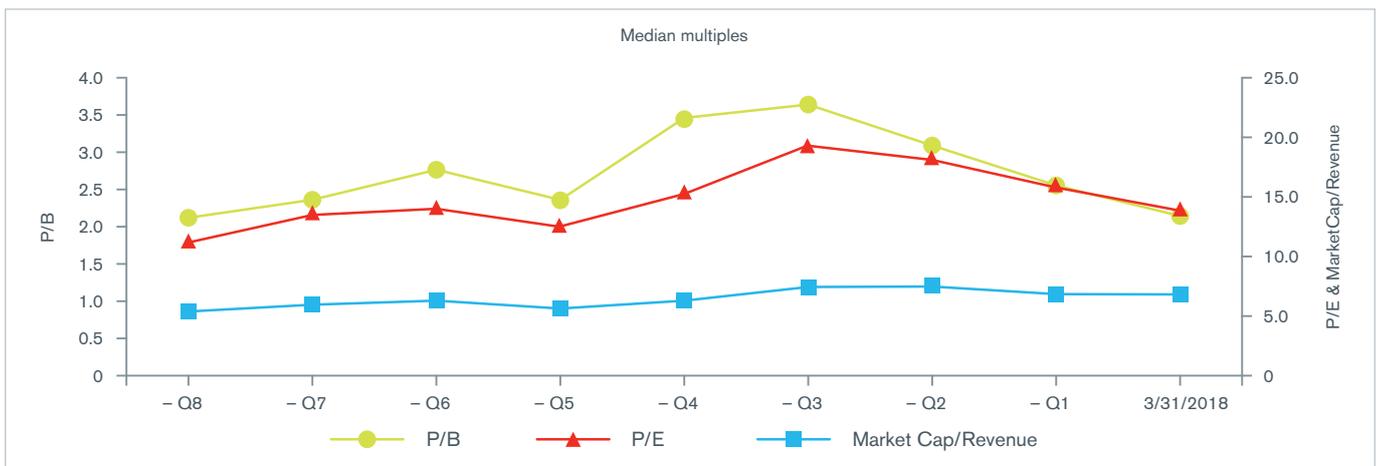
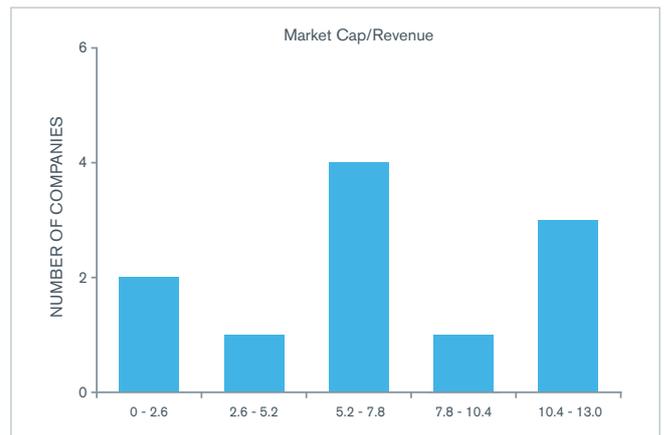
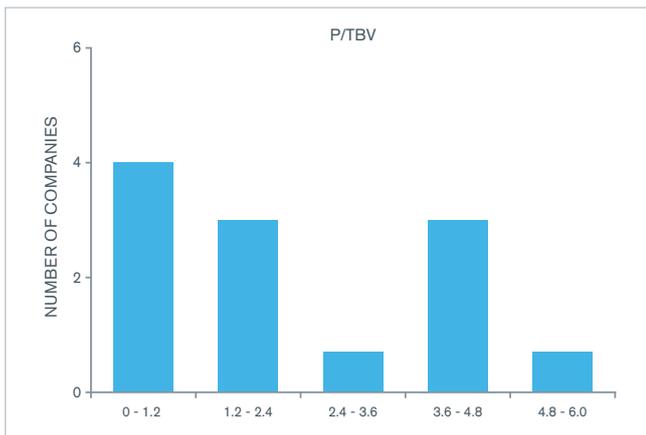
AS OF MARCH 31, 2018

	P/B	P/E	P/TBV	Market Cap/Revenue
Number of Observations	13	13	13	13
Number of Outliers	1	2	1	2
Negative Multiples	0	1	0	1
High	5.4x	28.6x	5.4x	12.5x
Mean	2.4x	14.2x	2.4x	6.9x
Median	2.1x	13.9x	2.1x	6.9x
Low	0.4x	3.9x	0.5x	1.9x
Low Quartile	0.7x	10.5x	0.8x	4.5x
Upper Quartile	3.8x	17.5x	3.9x	9.2x



Financials: Specialized Finance – Continued

AS OF MARCH 31, 2018



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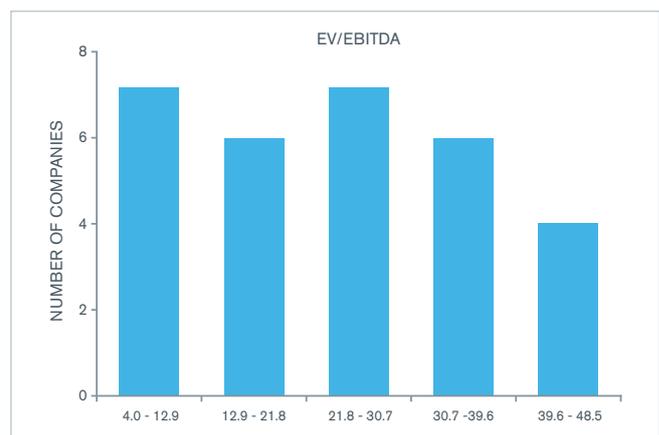
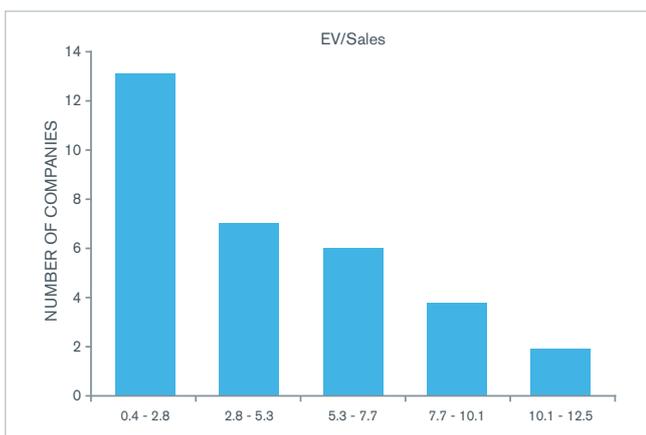
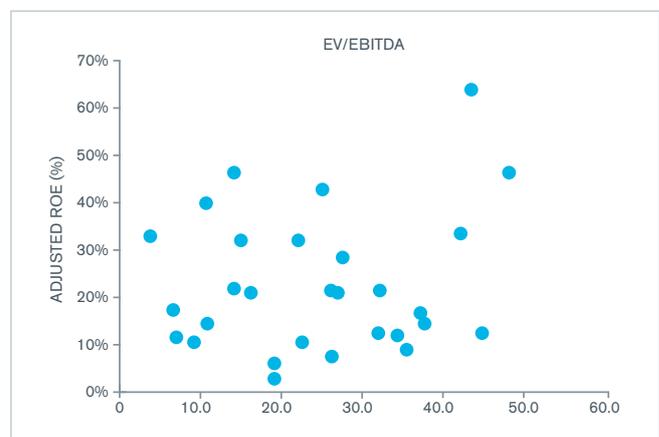
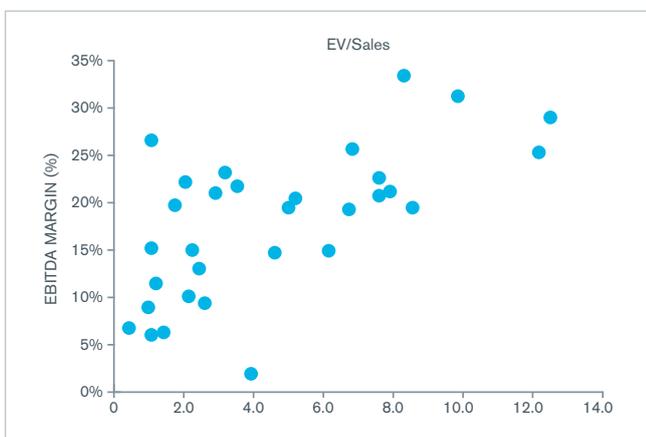
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Financial information of companies reflect the latest available information based on company filings as of March 31, 2018.

Household and Personal Products

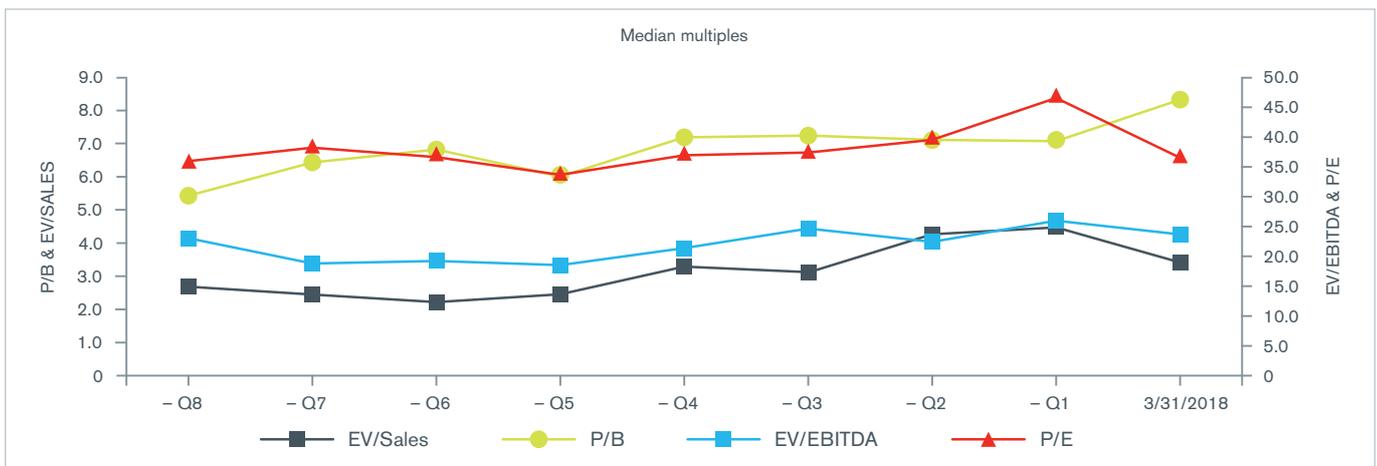
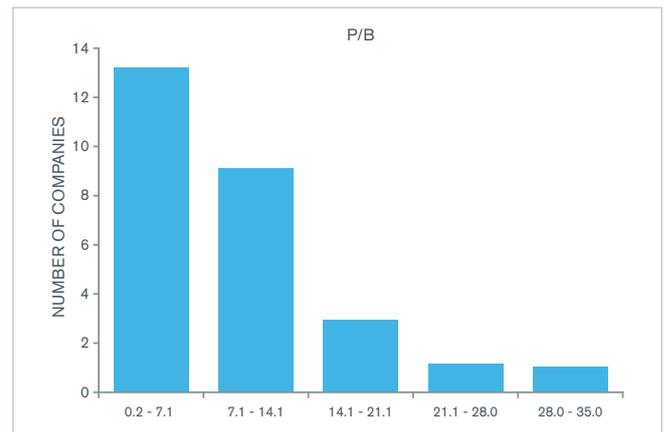
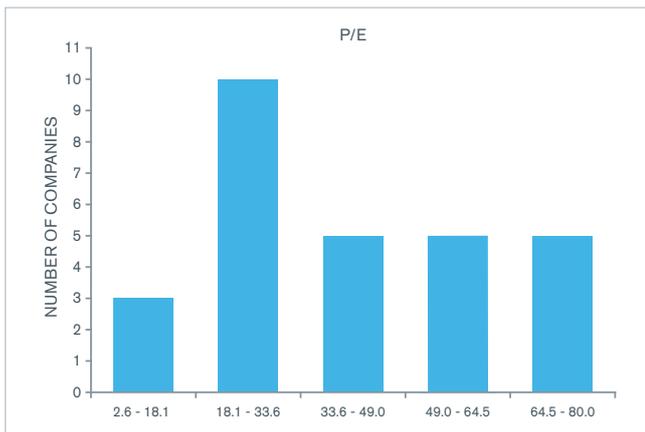
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	31	31	31	31
Number of Outliers	0	1	3	4
Negative Multiples	0	0	3	1
High	12.5x	48.0x	79.9x	29.0x
Mean	4.6x	23.9x	40.7x	9.1x
Median	3.5x	23.8x	36.7x	8.3x
Low	0.4x	4.0x	3.1x	0.3x
Low Quartile	1.9x	14.0x	22.8x	2.6x
Upper Quartile	7.6x	34.4x	60.3x	13.9x



Household and Personal Products – Continued

AS OF MARCH 31, 2018



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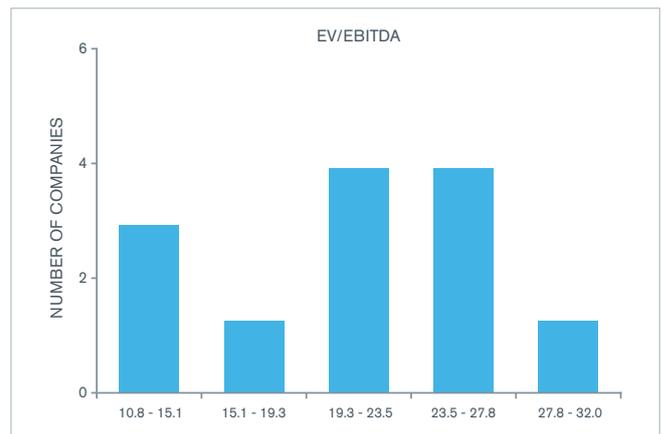
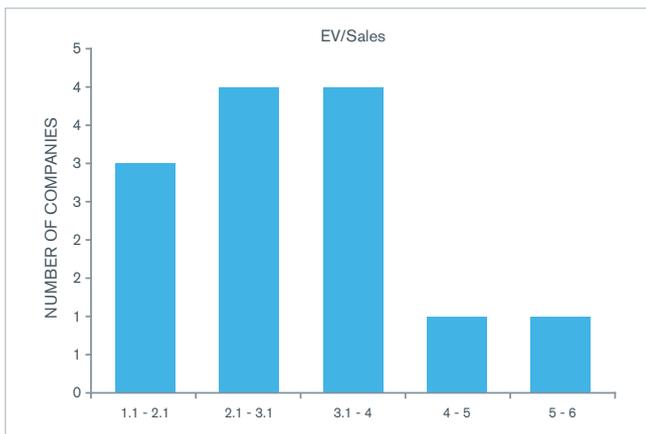
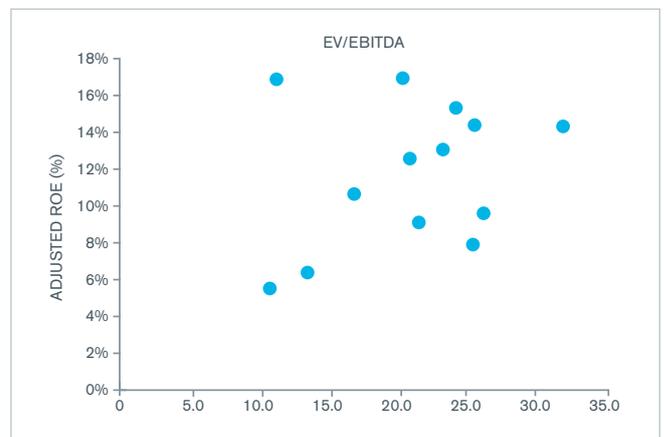
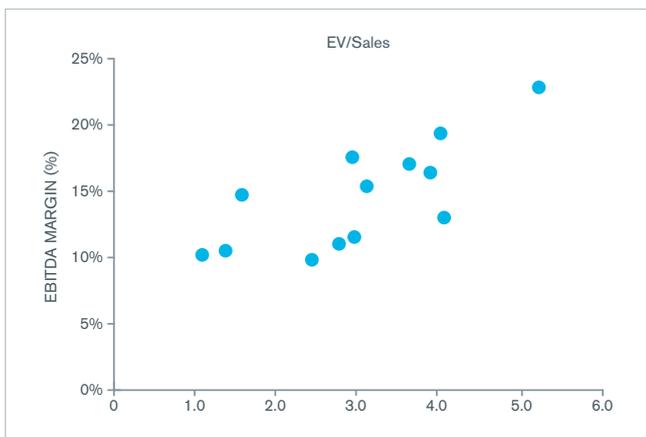
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Industrial Machinery

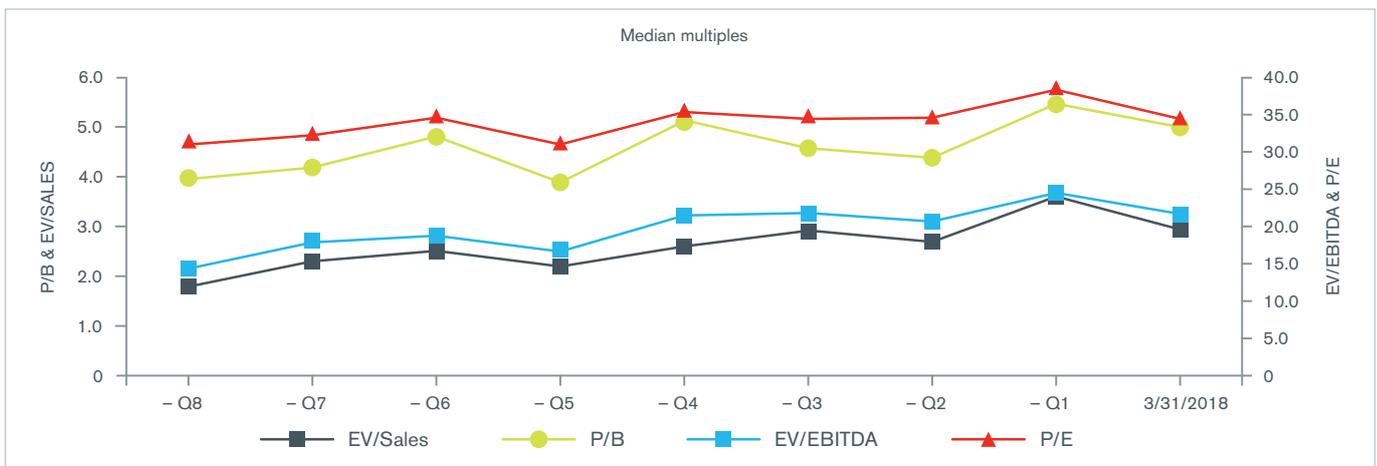
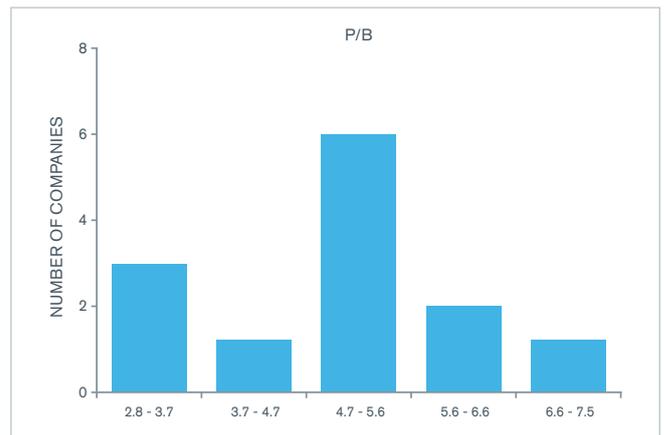
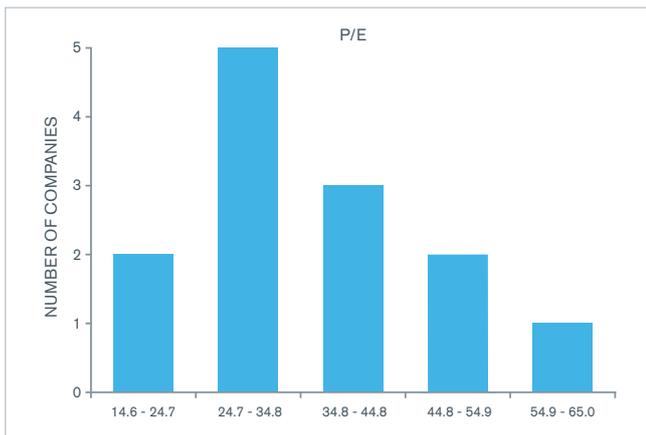
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	13	13	13	13
Number of Outliers	0	0	0	0
Negative Multiples	0	0	0	0
High	5.3x	31.7x	64.6x	7.1x
Mean	3.0x	20.8x	35.8x	4.9x
Median	3.0x	21.4x	33.9x	5.0x
Low	1.1x	10.8x	15.1x	2.9x
Low Quartile	2.5x	16.7x	27.0x	4.3x
Upper Quartile	4.0x	25.4x	43.3x	5.7x



Industrial Machinery – Continued

AS OF MARCH 31, 2018



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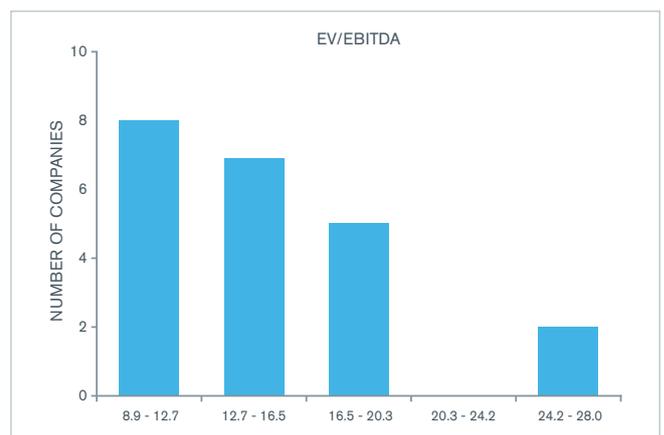
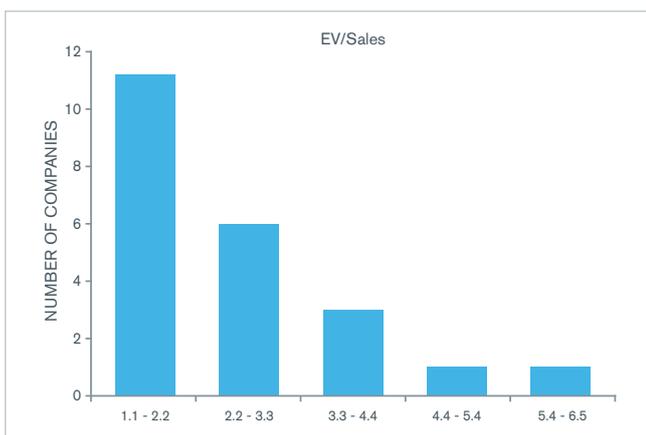
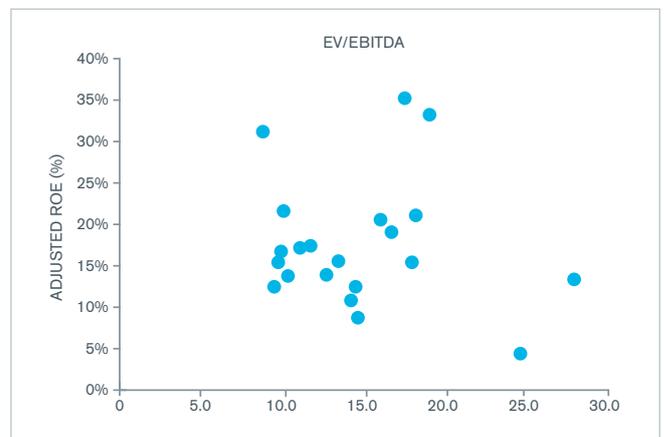
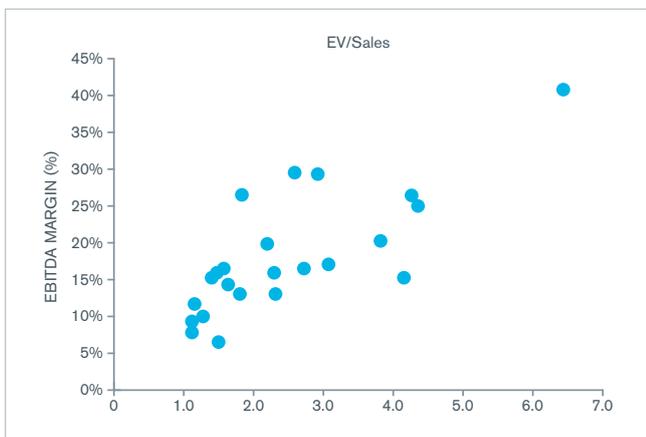
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Internet Software and Services

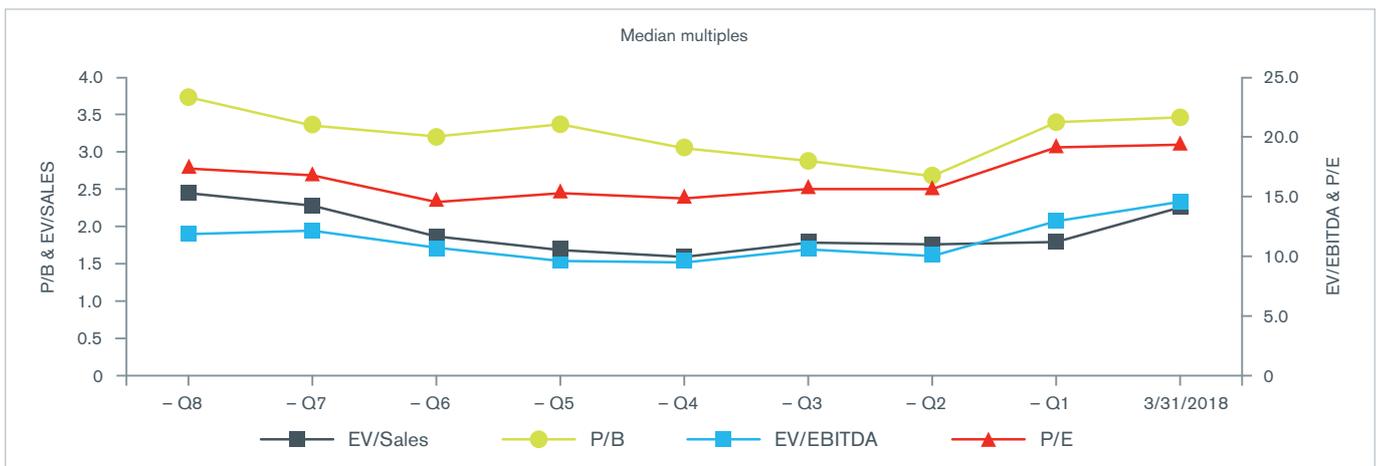
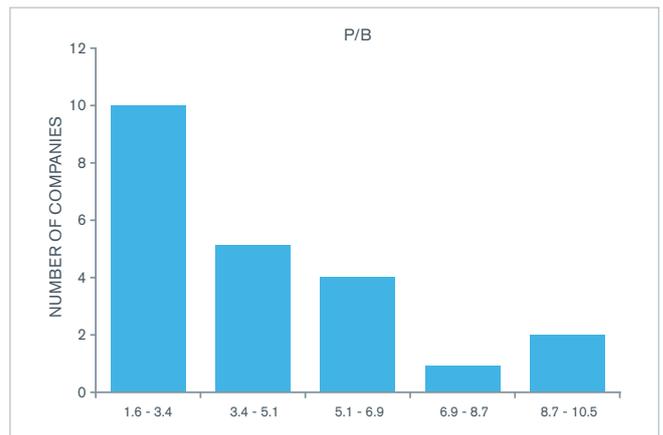
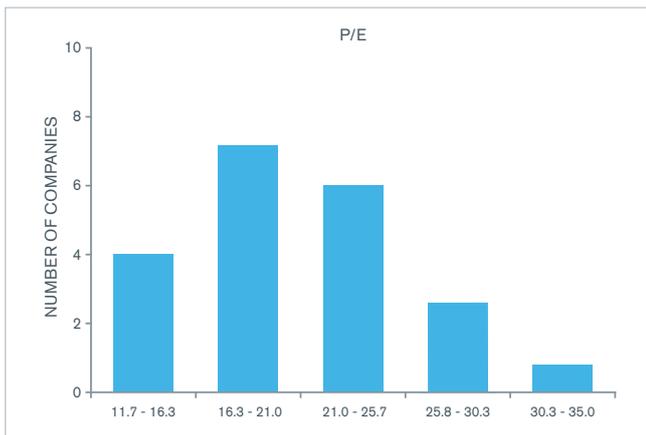
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	25	13	13	13
Number of Outliers	0	0	0	0
Negative Multiples	0	0	0	0
High	6.4x	27.8x	31.1x	10.3x
Mean	2.5x	14.8x	20.4x	4.4x
Median	2.3x	14.4x	19.3x	3.4x
Low	1.1x	8.9x	12.2x	1.7x
Low Quartile	1.5x	10.6x	16.9x	2.7x
Upper Quartile	3.3x	17.6x	24.1x	5.8x



Internet Software and Services – Continued

AS OF MARCH 31, 2018



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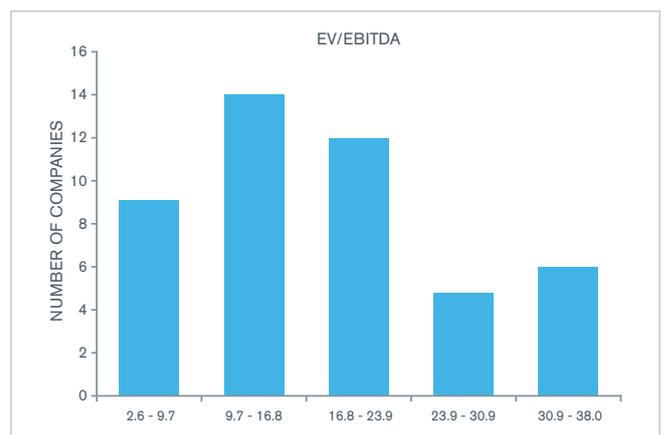
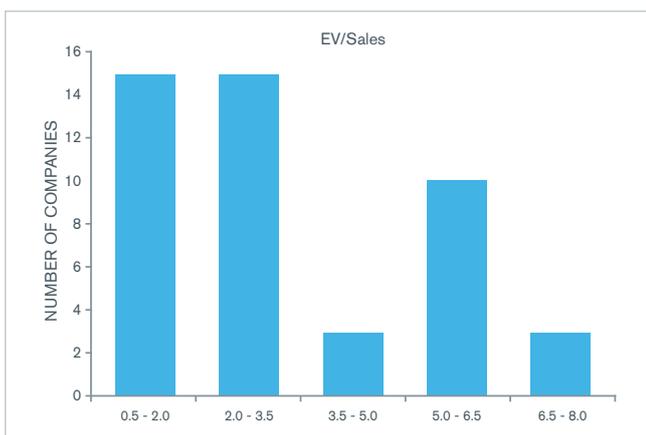
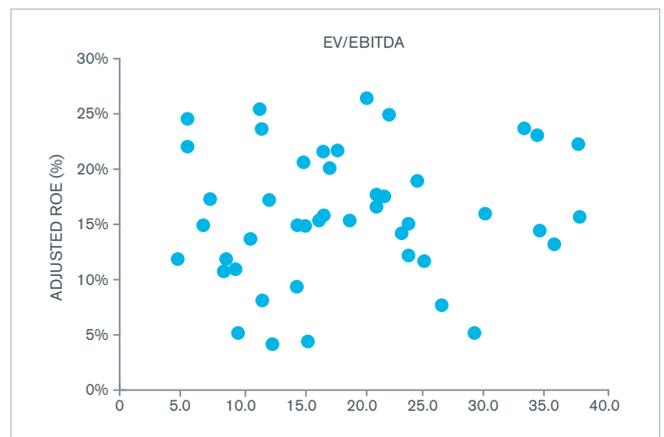
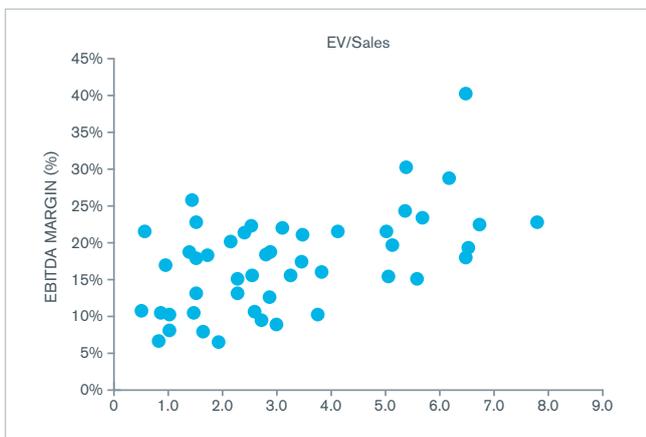
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Financial information of companies reflect the latest available information based on company filings as of March 31, 2018.

Materials: Chemicals

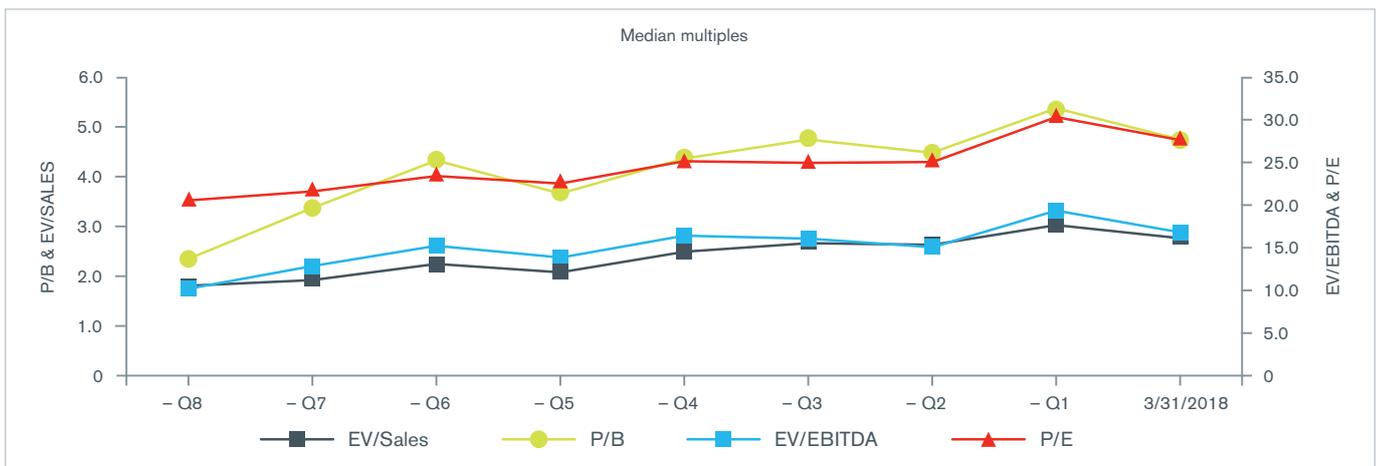
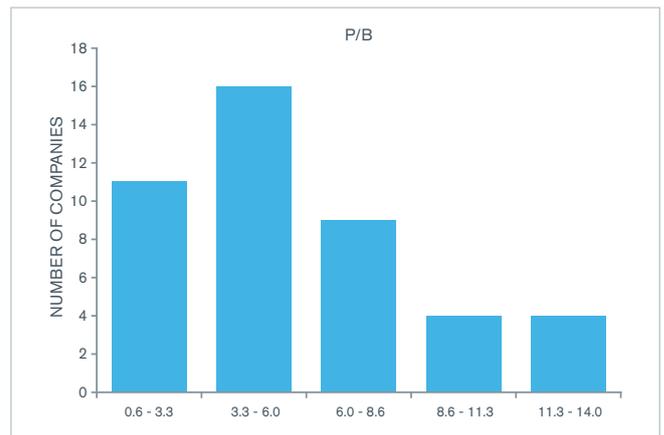
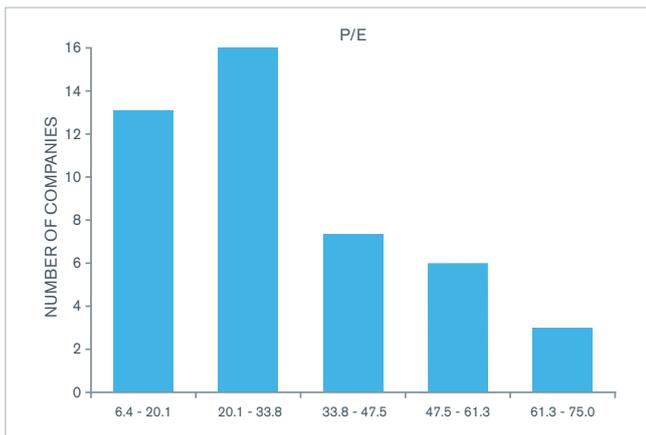
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	46	46	46	46
Number of Outliers	0	0	0	1
Negative Multiples	0	0	1	1
High	7.8x	37.5x	74.1x	13.8x
Mean	3.2x	18.3x	30.8x	5.6x
Median	2.8x	16.6x	27.5x	4.7x
Low	0.5x	2.6x	6.9x	0.7x
Low Quartile	1.6x	11.6x	18.3x	3.3x
Upper Quartile	5.1x	23.9x	29.3x	8.1x



Materials: Chemicals – Continued

AS OF MARCH 31, 2018



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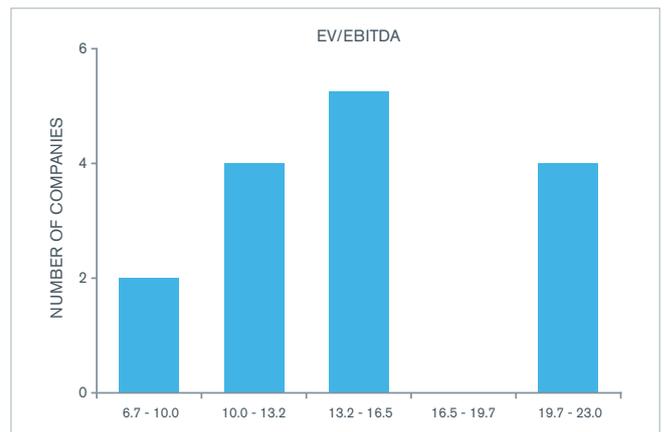
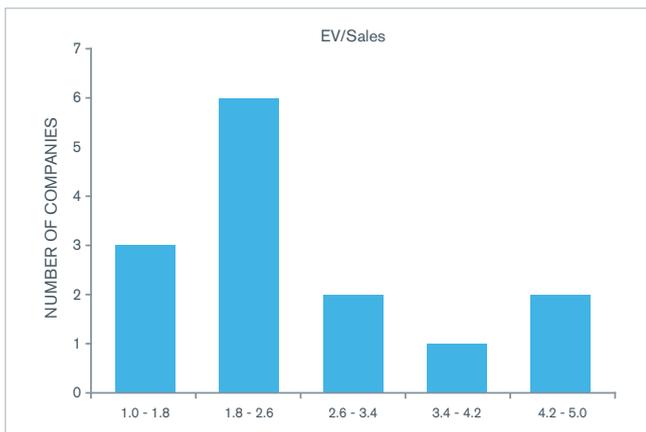
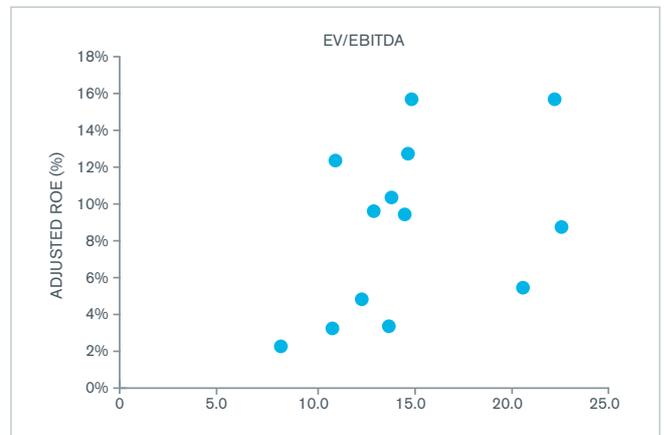
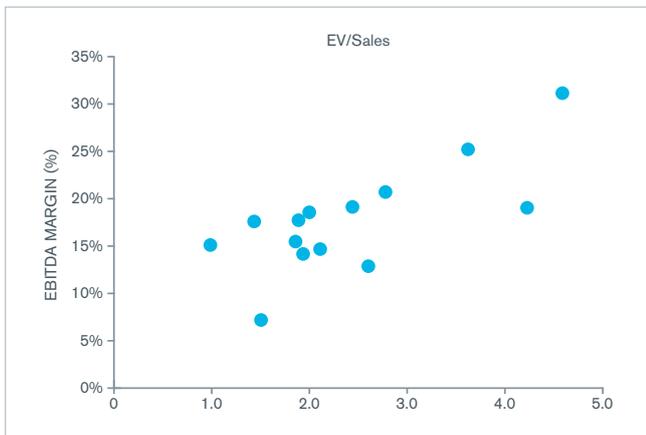
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Materials: Construction Materials

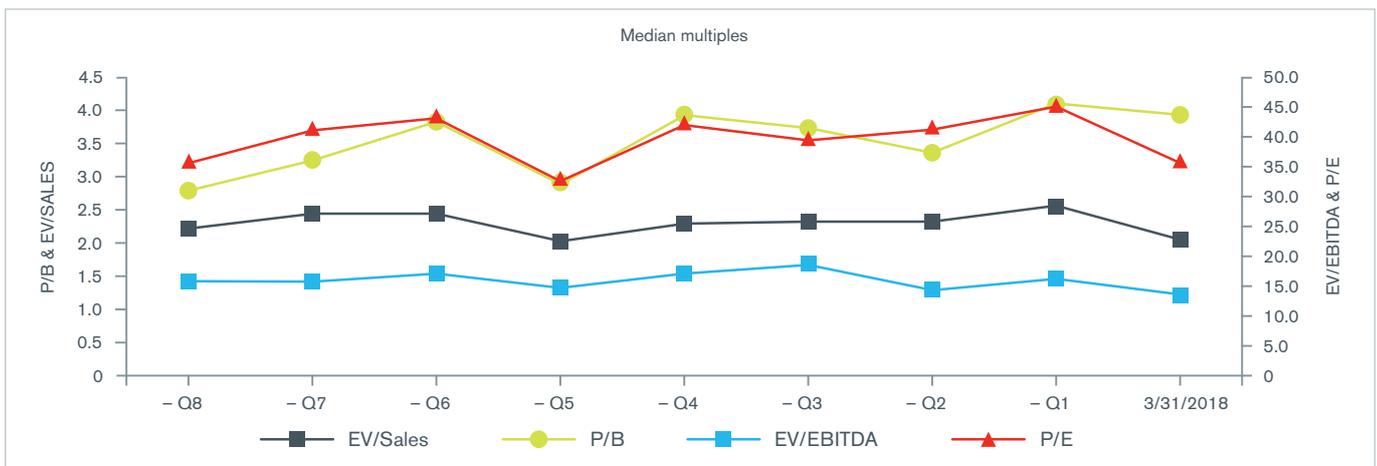
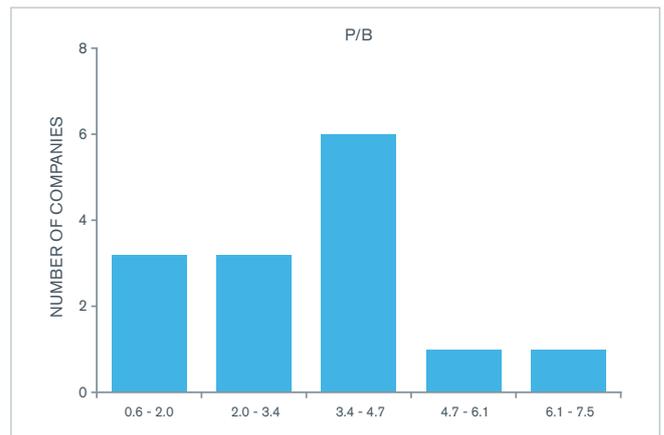
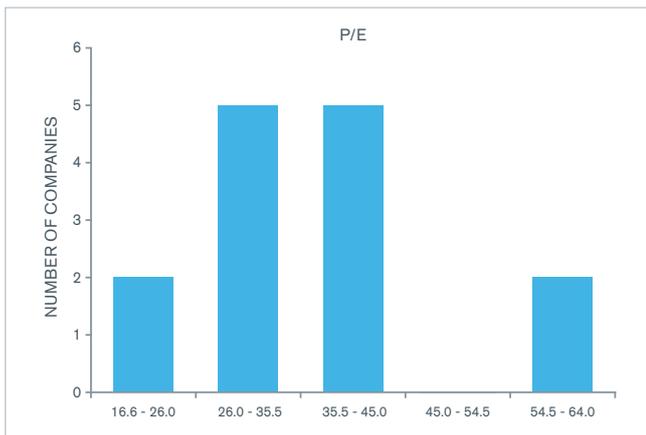
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	15	15	15	15
Number of Outliers	1	0	1	0
Negative Multiples	0	0	1	1
High	4.6x	22.6x	63.5x	7.3x
Mean	2.4x	14.7x	38.1x	3.6x
Median	2.1x	13.8x	35.5x	3.9x
Low	1.0x	6.7x	21.6x	0.7x
Low Quartile	1.9x	11.7x	29.3x	2.9x
Upper Quartile	3.0x	20.6x	44.3x	4.4x



Materials: Construction Materials – Continued

AS OF MARCH 31, 2018



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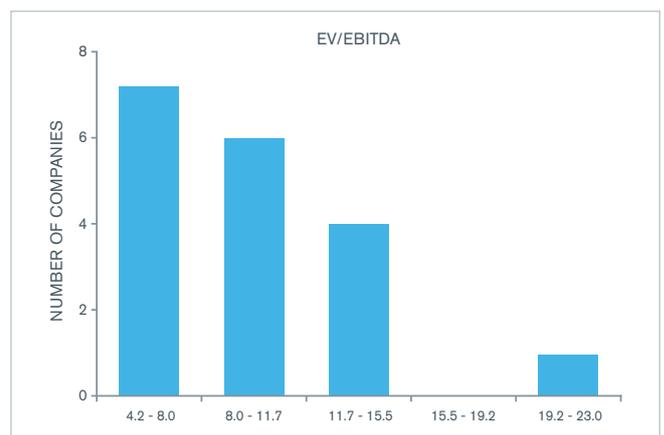
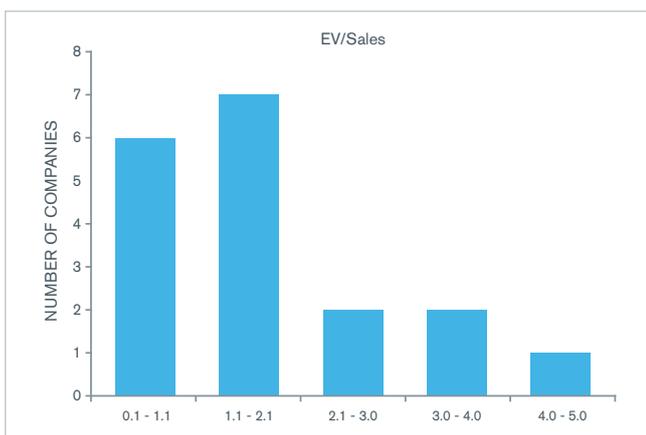
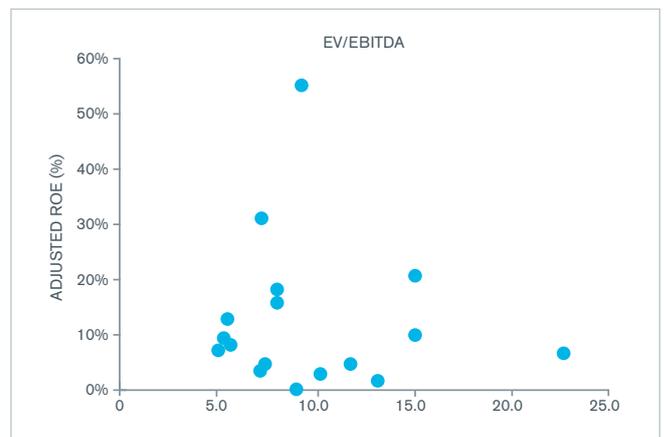
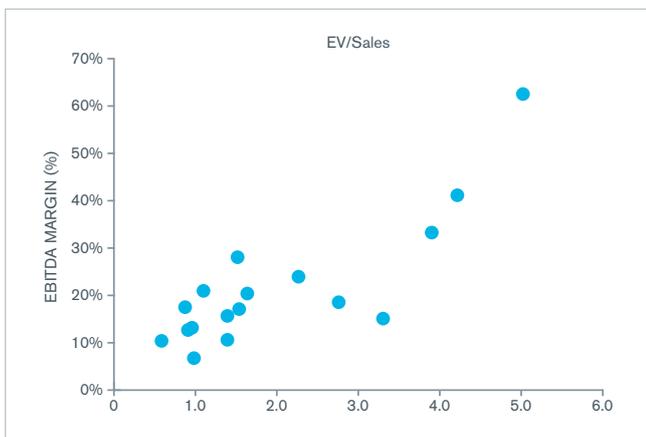
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Financial information of companies reflect the latest available information based on company filings as of March 31, 2018.

Materials: Metals and Mining

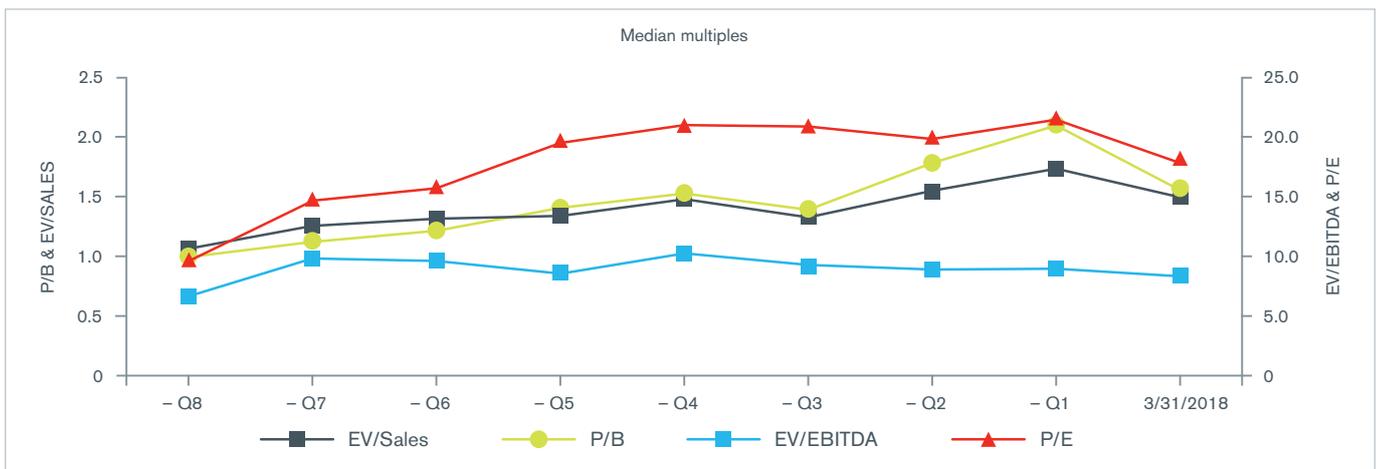
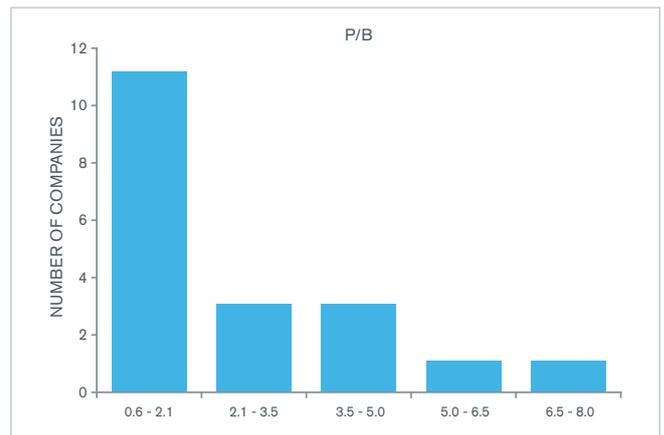
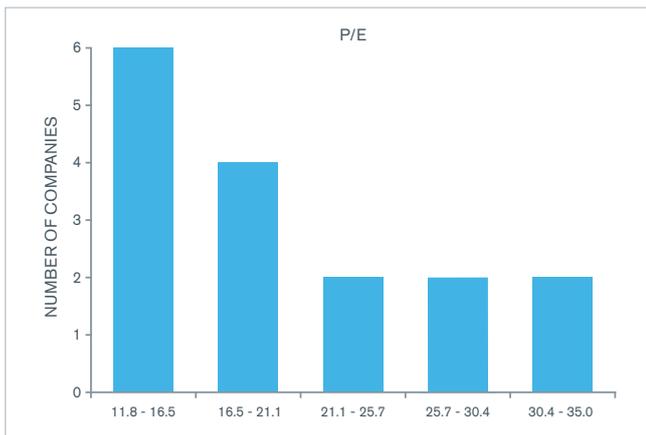
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	19	19	19	19
Number of Outliers	0	1	3	0
Negative Multiples	0	0	2	0
High	5.0x	22.7x	34.3x	7.1x
Mean	1.9x	9.8x	20.2x	2.5x
Median	1.5x	8.6x	18.0x	1.6x
Low	0.6x	5.2x	12.3x	0.7x
Low Quartile	1.0x	7.3x	13.8x	1.3x
Upper Quartile	2.8x	12.2x	26.6x	3.6x



Materials: Metals and Mining – Continued

AS OF MARCH 31, 2018



An industry must have a minimum of 5 company participants to be considered for analysis. For all reported multiples in India, we have considered all of the S&P BSE 500 Index constituents. The S&P BSE 500 Index is comprised of the top 500 companies based on float adjusted market capitalization that are publicly-traded on the Bombay Stock Exchange (BSE). The S&P BSE 500 is designed to be a broad representation of the Indian market. Source: Data derived from Standard & Poor's Capital IQ database.

Any outliers in the industry have been excluded from above analysis.

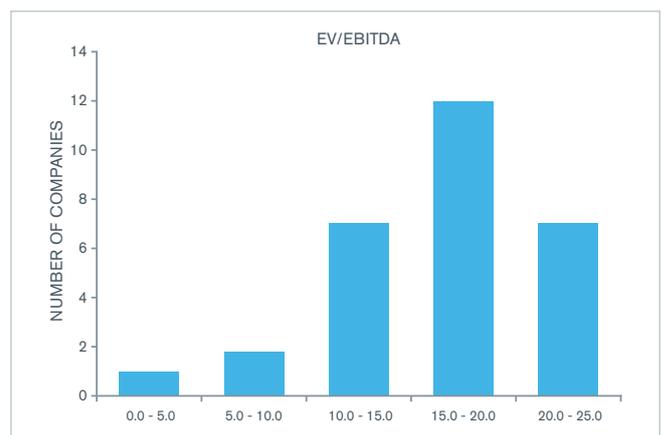
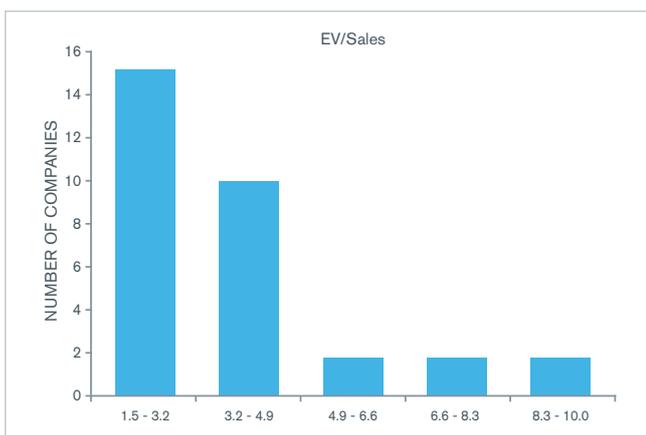
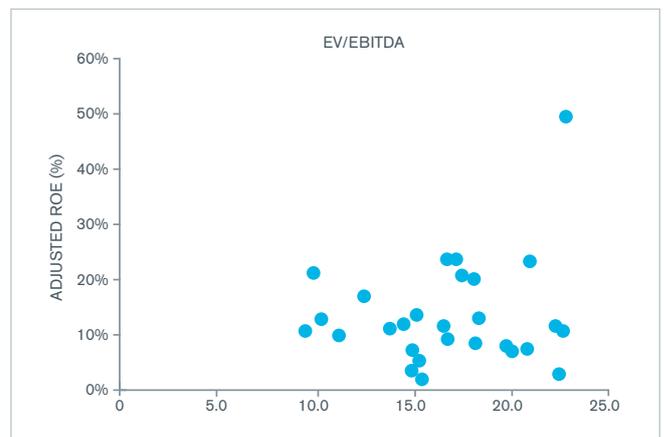
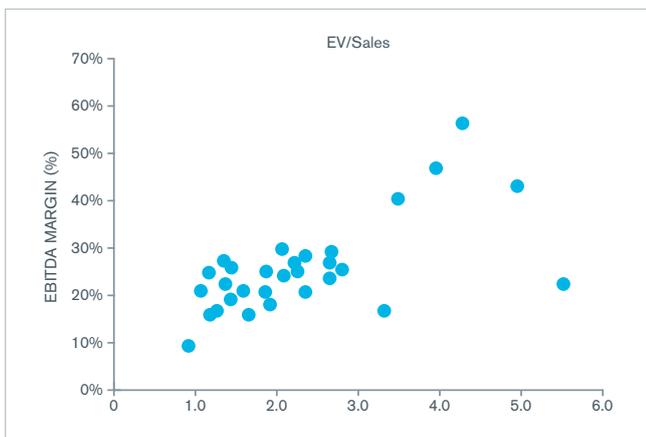
EV = Enterprise Value = Market value of equity on diluted basis plus book value of debt plus preferred stock less cash and cash equivalents, Sales = Revenue for latest 12 months, EBITDA = Earnings before interest, taxes, depreciation and amortization for latest 12 months, P/E = Share price divided by earnings per share on a diluted basis, P/B = Share price / book value per share on a diluted basis where book value per share equals total book value of equity divided by diluted number of shares. Return on equity = Net income / shareholder's equity. Adjusted ROE is calculated as follows: ROE x (1-dividend payout ratio), Market value of equity is computed using diluted number of shares.

Financial information of companies reflect the latest available information based on company filings as of March 31, 2018.

Pharmaceuticals and Biotechnology

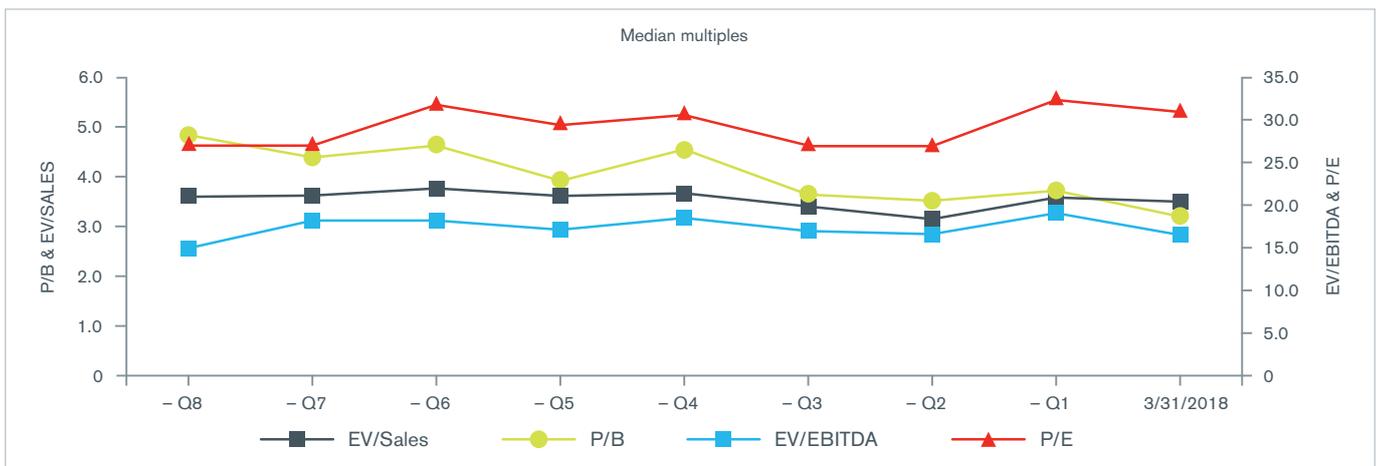
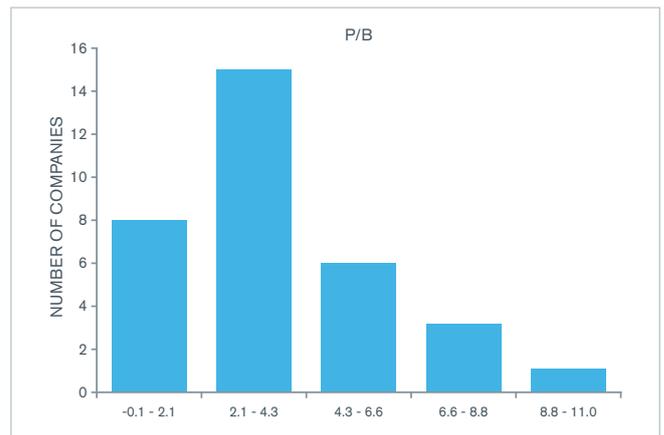
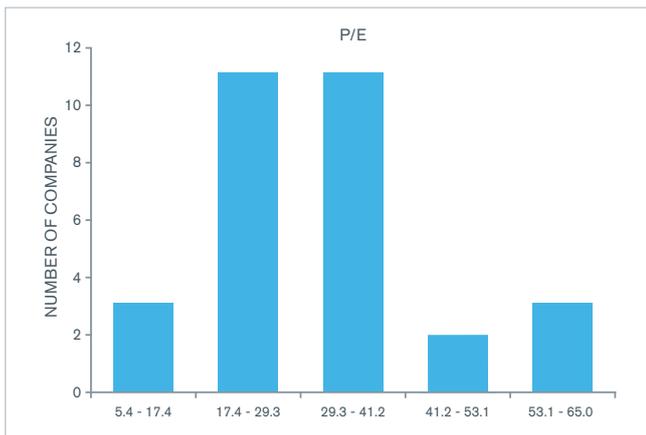
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	35	35	35	35
Number of Outliers	3	5	4	3
Negative Multiples	0	2	3	1
High	9.2x	22.8x	64.3x	8.8x
Mean	3.9x	16.2x	32.2x	3.7x
Median	3.5x	16.7x	30.7x	3.2x
Low	1.5x	0.0x	13.4x	0.0x
Low Quartile	2.4x	14.5x	23.9x	2.4x
Upper Quartile	4.5x	19.9x	37.6x	4.9x



Pharmaceuticals and Biotechnology – Continued

AS OF MARCH 31, 2018



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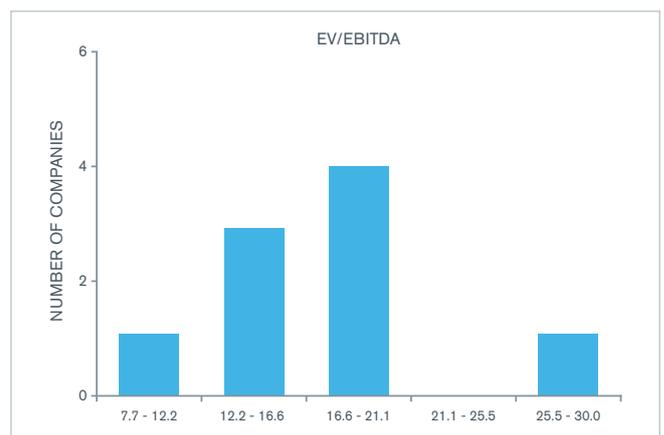
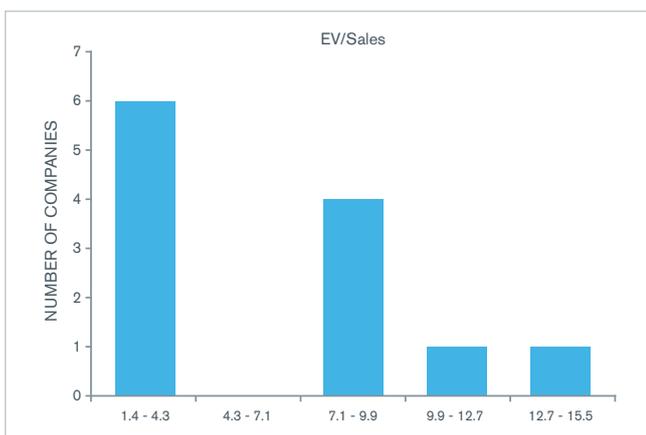
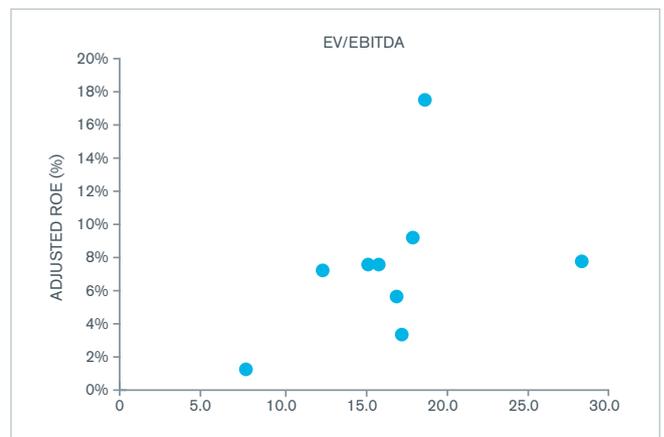
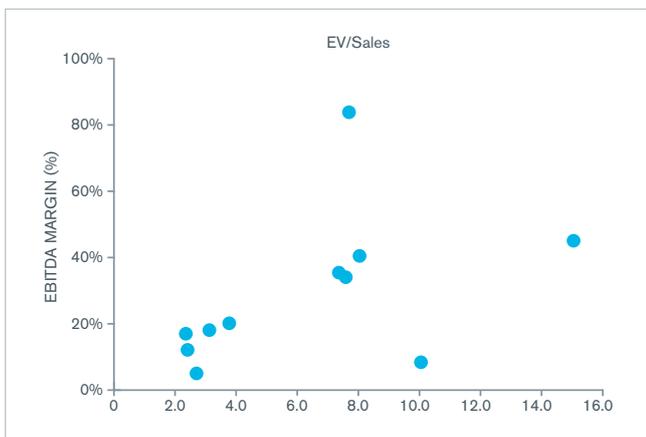
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Real Estate

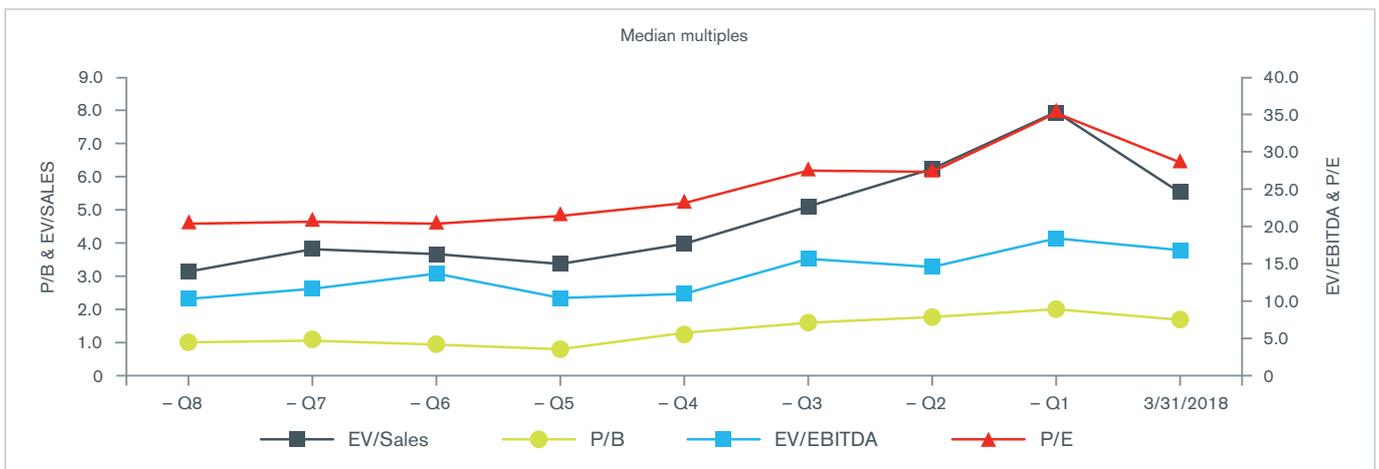
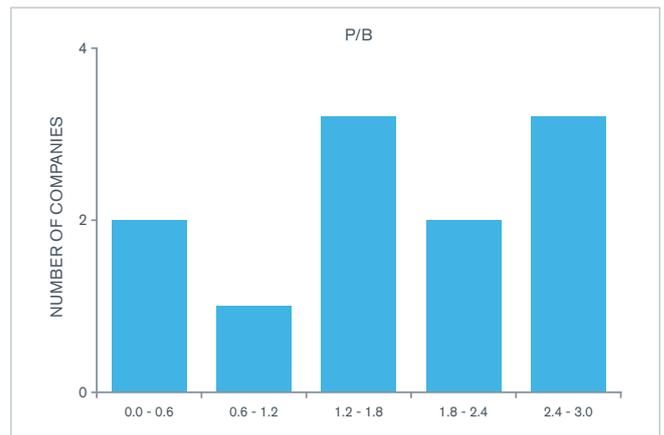
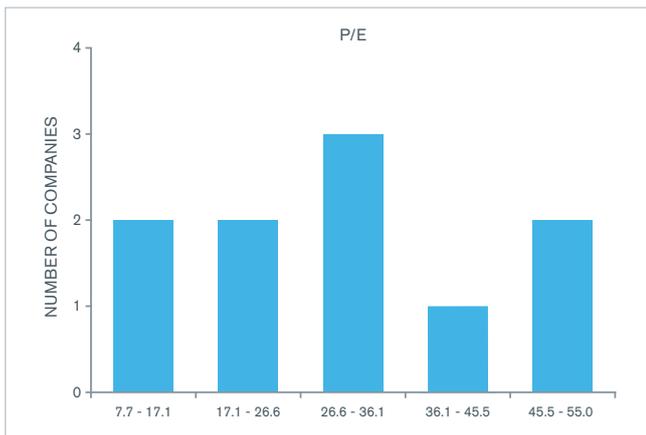
AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	2	12	12	12
Number of Outliers	0	2	2	1
Negative Multiples	0	1	1	0
High	15.1x	28.4x	54.4x	3.0x
Mean	6.1x	16.7x	29.8x	1.7x
Median	6.6x	17.0x	28.6x	1.8x
Low	2.4x	7.7x	8.2x	0.1x
Low Quartile	2.7x	15.3x	20.3x	1.2x
Upper Quartile	8.0x	18.3x	44.0x	2.7x



Real Estate – Continued

AS OF MARCH 31, 2018



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Other Industries Automobile Manufacturers

AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	7	7	7	7
Number of Outliers	1	1	1	1
Negative Multiples	0	0	1	2
High	3.9x	29.4x	39.5x	12.9x
Mean	2.1x	15.1x	25.3x	7.8x
Median	2.4x	13.7x	20.4x	7.0x
Low	0.1x	1.1x	11.2x	4.4x
Low Quartile	1.3x	8.5x	19.8x	6.2x
Upper Quartile	3.1x	26.5x	37.6x	11.4x

Broadcasting, Cable and Satellite

AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	7	7	7	7
Number of Outliers	0	1	4	1
Negative Multiples	0	0	2	0
High	12.1x	29.8x	32.4x	8.3x
Mean	6.8x	19.0x	27.3x	5.2x
Median	6.7x	19.4x	29.0x	4.6x
Low	1.8x	9.4x	20.6x	2.6x
Low Quartile	3.6x	11.4x	24.8x	3.5x
Upper Quartile	11.3x	27.3x	32.4x	7.8x

Healthcare Facilities and Services

AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	6	6	6	6
Number of Outliers	0	1	3	0
Negative Multiples	0	0	2	0
High	8.9x	30.7x	66.9x	10.6x
Mean	4.1x	26.5x	46.9x	5.1x
Median	2.6x	27.8x	44.9x	4.7x
Low	1.7x	21.7x	28.9x	1.0x
Low Quartile	2.0x	24.1x	36.9x	2.2x
Upper Quartile	7.3x	29.5x	66.9x	8.3x

An industry must have a minimum of 5 company participants to be considered for analysis. For all reported multiples in India, we have considered all of the S&P BSE 500 Index constituents. The S&P BSE 500 Index is comprised of the top 500 companies based on float adjusted market capitalization that are publicly-traded on the Bombay Stock Exchange (BSE). The S&P BSE 500 is designed to be a broad representation of the Indian market. Source: Data derived from Standard & Poor's Capital IQ database.

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Financial information of companies reflect the latest available information based on company filings as of March 31, 2018.

Other Industries – Continued

Independent Power and Renewable Electricity Producers

AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	7	7	7	7
Number of Outliers	0	0	1	1
Negative Multiples	0	0	1	0
High	5.8x	11.8x	20.4x	1.4x
Mean	3.0x	8.6x	10.9x	0.9x
Median	2.9x	8.0x	10.1x	1.0x
Low	0.8x	5.4x	5.7x	0.5x
Low Quartile	2.3x	7.7x	7.2x	0.6x
Upper Quartile	3.8x	10.3x	14.9x	1.2x

Other Diversified Financial Services

AS OF MARCH 31, 2018

	P/B	P/E	P/TBV	Market Cap/Revenue
Number of Observations	7	7	7	7
Number of Outliers	0	1	0	0
Negative Multiples	0	0	0	0
High	12.9x	44.5x	17.0x	12.4x
Mean	5.3x	29.9x	6.8x	7.7x
Median	5.4x	29.8x	6.0x	10.0x
Low	0.7x	11.2x	0.8x	0.4x
Low Quartile	2.5x	22.6x	2.8x	5.0x
Upper Quartile	6.6x	40.5x	9.0x	10.4x

Telecommunication Services

AS OF MARCH 31, 2018

	EV/Sales	EV/EBITDA	P/E	P/B
Number of Observations	4	4	4	4
Number of Outliers	0	0	4	1
Negative Multiples	0	0	3	0
High	3.1x	12.6x	NMF	2.0x
Mean	2.5x	9.8x	NMF	1.2x
Median	2.9x	9.7x	NMF	1.3x
Low	1.0x	7.3x	NMF	0.2x
Low Quartile	2.3x	8.2x	NMF	0.8x
Upper Quartile	3.1x	12.2x	NMF	2.0x

An industry must have a minimum of 5 company participants to be considered for analysis. For all reported multiples in India, we have considered all of the S&P BSE 500 Index constituents. The S&P BSE 500 Index is comprised of the top 500 companies based on float adjusted market capitalization that are publicly-traded on the Bombay Stock Exchange (BSE). The S&P BSE 500 is designed to be a broad representation of the Indian market. Source: Data derived from Standard & Poor's Capital IQ database.

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Financial information of companies reflect the latest available information based on company filings as of March 31, 2018.

Although the Telecommunication services industry does not meet the minimum criteria of companies to be considered for our analysis, we have presented it only for comparison purposes with the previous edition.

Industry Definitions

The industry classification for the companies represented in this report is based on the 2016 Global Industry Classification Standard® (GICS®). Below represents a brief description of sub-industries which are forming part of a particular industry based on the 2016 GICS® guidelines:

Consumer Discretionary

Auto Parts & Equipment	Companies that manufacture parts and accessories for automobiles and motorcycles including and tires and rubber.
Automobile Manufacturers	Companies that produce mainly passenger automobiles and light trucks. Also includes companies produce motorcycles, scooters or three-wheelers.
Broadcasting, Cable and Satellite	Owners and operators of television or radio broadcasting systems, including programming including radio and television, broadcasting, radio networks, and radio stations. Providers of cable or satellite television and satellite radio services. Includes cable networks and program distribution.
Apparel	Manufacturers of apparel, accessories and luxury goods. Includes companies primarily producing designer handbags, wallets, luggage, jewelry and watches and manufacturers of textile and related products.
Household Appliances	Manufacturers of electric household appliances and related products. Includes manufacturers of power and hand tools, including garden improvement tools but excludes TVs and other audio and video products.

Financial Services

Banks	Commercial diverse with a national footprint whose revenues are derived primarily from conventional banking operations, have significant business activity in retail banking and small and medium corporate lending, and provide a diverse range of financial services. This also includes regional banks that tend to operate in limited geographic regions.
Consumer Finance	Providers of consumer finance services, including personal credit, credit cards, lease financing, travel-related money services and pawn shops.
Other Diversified Financial Services	Financial exchanges for securities, commodities, derivatives and other financial instruments, and providers of financial decision support tools and products including ratings agencies. Providers of a diverse range of financial services and/or with some interest in a wide range of financial services including banking, insurance and capital markets, but with no dominant business line.
Specialized Finance	Providers of specialized financial services not classified elsewhere. Companies in this sub-industry derive a majority of revenue from one specialized line of business. Includes, but not limited to, commercial financing companies, central banks, leasing institutions, factoring services, and specialty boutiques. Financial institutions providing mortgage and mortgage related services. These include financial institutions whose assets are primarily mortgage related, savings & loans, mortgage lending institutions, building societies and companies providing insurance to mortgage banks.

Healthcare

Healthcare Facilities and Services	Owners and operators of health care facilities, including hospitals, nursing homes, rehabilitation and retirement centers and animal hospitals. Providers of patient health care services not classified elsewhere. Includes dialysis centers, lab testing services, and pharmacy management services. Also includes companies providing business support services to health care providers, such as clerical support services, collection agency services, staffing services and outsourced sales & marketing services.
Pharmaceuticals and Biotechnology	Companies engaged in the research, development or production of pharmaceuticals. Includes veterinary drugs. Companies primarily engaged in the research, development, manufacturing and/or marketing of products based on genetic analysis and genetic engineering. Includes companies specializing in protein-based therapeutics to treat human diseases.

Global Industry Classification Standard® (GICS®) was developed by S&P Dow Jones Indices, an independent international financial data and investment services company and a leading provider of global equity indices, and MSCI, a premier independent provider of global indices and benchmark-related products and services

Industry Definitions — Continued

Materials

Chemicals	Companies that primarily produce industrial chemicals and basic chemicals. Including but not limited to plastics, synthetic fibers, films, commodity-based paints and pigments, explosives and petrochemicals. Producers of fertilizers, pesticides, potash or other agriculture-related chemicals including industrial gases and other diversified range of chemical products.
Construction Material	Manufacturers of construction materials including sand, clay, gypsum, lime, aggregates, cement, concrete and bricks.
Metals and Mining	Producers of aluminum and related products, including companies that mine or process bauxite and companies that recycle aluminum to produce finished or semi-finished products. Companies engaged in copper ore mining, production of iron and steel and related products, including metallurgical (coking) coal mining used for steel production and having other diversified mining operations but excluding gold, silver and other precious metals.

Utilities

Electric & Gas Utilities	Companies that produce or distribute electricity including both nuclear and non-nuclear facilities. Also, includes companies whose main charter is to distribute and transmit natural and manufactured gas.
Independent Power and Renewable Electricity Producers	Companies that operate as Independent Power Producers (IPPs), Gas & Power Marketing & Trading Specialists and/or Integrated Energy Merchants. Companies that engage in generation and distribution of electricity using renewable sources, including, but not limited to, companies that produce electricity using biomass, geothermal energy, solar energy, hydropower, and wind power.

All Other Industries

Energy	Companies primarily involved in the production and mining of coal, related products and other consumable fuels related to the generation of energy. Companies engaged in the exploration and production of oil and gas. Companies engaged in the refining and marketing of oil, gas and/or refined products.
Household and Personal Products	Producers of packaged foods including dairy products, fruit juices, meats, poultry, fish and pet foods. Producers of non-durable household products, including detergents, soaps, diapers and other tissue and household paper products. Manufacturers of personal and beauty care products, including cosmetics and perfumes.
Industrial Machinery	Manufacturers of industrial machinery and industrial components. Includes companies that manufacture presses, machine tools, compressors, pollution control equipment, elevators, escalators, insulators, pumps, roller bearings and other metal fabrications.
Internet Software and Services	Companies engaged in developing and producing software designed for specialized applications for the business or consumer market including enterprise and technical software. Providers of commercial electronic data processing and/or business process outsourcing services. Includes companies that provide services for back-office automation. Companies developing and marketing internet software and/or providing internet services including online databases and interactive services, as well as companies deriving a majority of their revenues from online advertising. Providers of information technology and systems integration services not classified in the Data Processing & Outsourced Services or Internet Software & Services sub-industries. Includes information technology consulting and information management services. Companies engaged in developing and producing systems and database management software.
Real Estate	Companies that develop real estate and sell the properties after development and also engaged in diverse spectrum of real estate activities including real estate development & sales, real estate management or real estate services, but with no dominant business line.
Telecommunication Services	Operators of primarily fixed-line telecommunications networks and companies providing both wireless and fixed-line telecommunications services.

Contributors



Varun Gupta

Managing Director, India
Leader, South Asia and Japan

Varun Gupta is the Country Managing Director for Duff & Phelps India. He set up the firm's operations in India and is responsible for its overall growth and strategic direction. Additionally, he oversees the Southeast Asia and Japan operations of the firm.

Varun has over 20 years of experience in valuation and financial advisory services. He has advised clients across a wide range of industries including IT/ ITES, energy (conventional as well as renewable), pharma and life sciences, infrastructure, internet and eCommerce, telecom, sports, and media and entertainment.

His prior experience includes stints with the valuation and financial advisory arms of Deloitte and PricewaterhouseCoopers.

He is a regular and sought-after speaker on the valuation of trademarks, intangible assets, early stage companies and eCommerce companies and has spoken at forums organized by ASSOCHAM, ICAI, INTA, IVCA, VCCircle and other similar bodies. He is also regularly quoted by the financial press on evolving issues related to valuation of brands, celebrities and sports franchises.



Abhishek Pandey

Managing Director
Mumbai

Abhishek is a managing director in the Valuation Advisory Services group of Duff & Phelps and is based in Mumbai. Abhishek is part of the national management in India. He is responsible for overseeing key engagements, relationships and strategic initiatives for the Indian operations. He is also responsible for driving M&A advisory in India.

He has more than a decade of experience in managing a range of financial advisory engagements across various industries. He has provided financial advisory services to clients for a number of purposes including, mergers and acquisitions, negotiations, valuation settlement of disputes, accounting and tax reporting, and strategic assessment.

Abhishek has been speaker at conferences organized by forums such as ASSOCHAM and VC Circle on valuation and M&A related topics. Abhishek's prior work experience includes stints with the corporate finance and advisory divisions of Deloitte and Grant Thornton. At Deloitte he was part of the Industrial M&A team.

Abhishek holds a Master of Business Administration degree from INSEAD (France).



Santosh N

Managing Director
Bangalore

Santosh is a Managing Director at Duff & Phelps and is based in Bangalore. Santosh is a part of national management of the India office. He is responsible for overseeing key engagements, relationships and strategic initiatives for the Indian operations.

Santosh has more than 15 years of experience in valuation and financial advisory services. In the last 15 years, Santosh has managed and has provided a range of financial advisory services including due diligence, valuation, IFRS and US GAAP assignments, business plan review, M&A, internal audit, accounting assistance and risk advisory services.

He previously led the Financial Instrument Valuation practice at American Appraisal (AA) India earlier and used to chair the global Complex Financial Instruments Valuation committee in AA. In his earlier stints, he was South India Valuation leader in Deloitte and was part of the founding team in Grant Thornton Bangalore.

He has been a speaker at several seminars and workshops, including those organized by the Institute of Chartered Accountants of India (ICAI). He was an International Keynote speaker in a conference on business valuation organized by RICS in London.



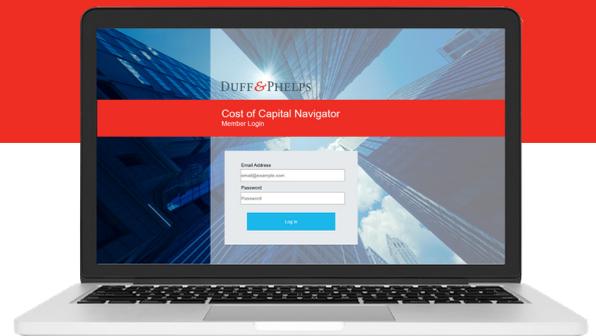


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