

## From Financial Statements to Economic Cash Flows

### Translating Accounting into Finance (Present Value Cash Flows)

Financial accounting is the “language of business.” Although this book is not about financial statements, you must understand both their logic and their fundamentals. They contain the information to calculate the cash flows that ultimately are the value of the firm. Moreover, without understanding accounting, you cannot understand corporate income taxes—a necessary NPV input.

This chapter begins with a simple hypothetical project. Its economics makes computing cash flows (and NPV) easy. The chapter then explains how accountants would describe the project in a financial statement. This makes it easy for you to see the correspondence between the finance and the accounting descriptions. Finally, the chapter applies the same analysis to the financial statements of Intel (INTC).

This chapter also gently introduces some more details about corporate income taxes and capital structure. They will be explained in greater detail in Chapter 18.

### 14.1 Financial Statements

You already know that the value of a firm is determined by its underlying projects. These projects have cash flows that you use in an NPV analysis. Unfortunately, the accounting financials do not contain the kind of cash flows that you need for an NPV analysis. In addition to learning how to convert financials into cash flows, there are also many other good reasons why you should understand financial statements:

1. If you want to have an intelligent conversation about corporate finance and economics, you must understand the language of accounting. In particular, you must understand what earnings are—and what they are not.
2. Subsidiaries and corporations report financial statements, designed by accountants for accountants. It is true that they do not report the exact cash flows and cash-flow projections that you need for PV discounting. But how can you make good decisions about which projects to take if you cannot understand the only information to which you may ever have access?
3. Given that it may be all the information you ever get, you must be able to read what the company is willing to tell you if you want to get a glimpse of the operations of a publicly traded corporation or better understand its economics. If you want to acquire a company, the corporate financials may be your primary source of information.
4. The IRS levies corporate income tax. This tax is computed from a tax-specific variant of the corporate income statement. It relies on the same accounting logic as the published

Isn't accounting just irrelevant numbers? Isn't what matters the project's actual cash flows, no matter how it is reported? (Yes and No.)

▶ GAAP  
Sect. 14.1, Pg.365.

financials. (The reported public and unreported tax statements are constructed using the same accounting principles. But there are differences that are mandated by the respective regulatory agencies. For example, criminal penalties are GAAP-deductible, but not tax-deductible.) Because income taxes are definite costs, you must be able to understand and construct financial statements that properly subtract taxes from the projected cash flows when you want to compute NPV. And, if you become a tax guru, you may even learn how to structure projects to minimize the tax obligations, although most of this is beyond the scope of a first finance course.

5. Many contracts are written on the basis of financials. For example, a bond covenant may require the company to maintain a current ratio greater than 1.5. Even if a change in accounting rules should not matter theoretically, such contracts can influence the reported financials on your projects' cash flows.
6. There is no doubt that managers care about their financial statements, if only because executive compensation is often linked to the numbers reported in them. Moreover, managers can engage in many maneuvers to manipulate their earnings *legally*. For example, firms can often increase their reported earnings by changing their depreciation policies (explained below). Companies are also known to actively lobby the accounting standards boards at great expense. For example, the accounting standards board adopted a mandatory rule in December 2004 that companies must value employee stock options when they are granted. Until then, firms' financial statements could treat these option grants as if they cost nothing. Although this new rule did not ask firms to change projects, it did reduce their *reported* net income (earnings), especially of technology firms. This rule was adopted despite vigorous opposition by corporate lobbies, which was aimed both at the accounting standards board and Congress.

Why should companies and investors care about **recognition** of option costs in reported earnings (i.e., letting it flow into the bottomline, rather than merely **disclosure**, i.e., having mentioned it somewhere)? After all, companies disclose enough information in the footnotes to allow investors to determine these costs themselves. This is a big question. Some behavioral finance researchers believe that the financial markets value companies *as if they do not fully understand corporate financials*. That is, not only do they share the common belief that firms “manage” their earnings, but they also believe that the market fails to see through even mechanical accounting computations.

Naturally, the presumption that the financial markets cannot understand accounting is a controversial hypothesis. If true, this could lead to all sorts of troublesome consequences. Value may no longer be just NPV, but instead be based partly on smoke and mirrors. For example, if the market cannot understand financials, you should realize that it could have real share-price consequences when managers (legally) manipulate their earnings. A firm would especially benefit from a higher share price when it wants to sell more of its shares to the public. In this case, managers could and should maneuver their financials (legally, of course) to increase their earnings just before the equity issue. There is good evidence that firms do this—and also that the financial markets are regularly disappointed by these firms' performances years after their equity issues.

Even more troublesome, there is also evidence that managers prefer not to take some positive-NPV projects if these projects would harm their earnings. Does this sound far-fetched? In fact, in a survey of 401 senior financial executives, Graham, Harvey, and Rajgopal found that 55% would delay starting a project and 80% would defer maintenance and research spending in order to meet earnings targets. Starting projects, doing maintenance, and conducting R&D are presumably the right kinds of (positive-NPV) projects, so not taking them decreases the underlying real value of the firm—even though it may increase the financial image of the firm's projects.

Of course, it is impossible for an introductory finance textbook to explain all the nuances of accounting. Instead, we focus here on only one issue of importance to a financier: How can you measure the cash flows that are in the numerator of present value terms—and why can you not use earnings for this? Accounting has, of course, more to offer than just this—and, fortunately, you can learn more about its broader scope in your accounting course.

Our chapter's accounting perspective: how to extract economic cash flows.

### The Contents of Financials

Publicly traded companies report their financial results in **financial reports** to their shareholders and to the public. The standard rules that go into preparing the public financial statements are called **GAAP (Generally Accepted Accounting Principles)** and change rarely. They are set by a number of policymakers, most prominently the **FASB (Financial Accounting Standards Board)**. The most important financial report is the **annual report**, which is filed with the SEC in Form **10-K**. (There is also a much shorter required **quarterly report**, called a **10-Q**.) All annual reports begin with a general **management description and analysis** of the business and business developments, followed by the more formal presentation of the firm's financials. As a financier, you are most likely primarily interested in the financials. After all, you care more about *how much* money the firm makes than about *how* it makes it. Nevertheless, as much as you might like to see the firm as a black box, you rarely can: Knowledge of “how money is made” is usually necessary for good knowledge of “how much money is made” and “how more money can be made.”

Companies communicate their internal operations through standardized financial reports.

The principles in financial accounting statements have remained similar for many decades. If you have not seen an annual report (with financial statements), please spend some time reading one. Most large corporations publish their financials on their websites, so access is easy. The SEC runs **EDGAR**—a comprehensive electronic repository of corporate financials, including annual and quarterly reports.

You must read some samples—please!

### Intel's Financials

Exhibits 14.1-14.3 contain Intel's financial statements from 2013 to 2015. (The entire annual reports are available at <http://www.intel.com>.) Every annual report contains four financial statements. The first two are about “stocks” at a fixed point in time:

We will look at Intel financials.

**1. The balance sheet (BS)** in Exhibit 14.1 is a snapshot of the firm's assets and liabilities—although figures are more backward-looking in accounting than in finance. Assets are listed in order of liquidity. Some assets (mostly cash and securities, accounts receivable, and inventories) are classified as **current assets**. The idea here is that they will convert into cash within one year or less. Longer-term assets—such as plants or brand reputation (an intangible asset)—are expected to turn into cash more slowly. Current assets are also often (but not always) easier to liquidate in case of financial distress if the firm needs money quickly.

Just like finance, accounting forces the sum-total of all assets to be owned by creditors and shareholders. And, as with assets, some creditors are owed money over the coming year. These are called **current liabilities**. Noncurrent liabilities include other debt that is more long-term, as well as obligations to others (suppliers, the IRS, etc.). The remainder—whatever assets are not accounted for by fixed obligations—is called equity. Therefore,

$$\text{Assets} = \text{Liabilities} + \text{Shareholders' Equity}$$

If all assets and liabilities were properly valued, then the accounting **book value** of shareholders' equity would be the market value, too. This is usually far from the truth.

► [Warning about BV stock numbers.](#)  
Sect. 14.7, Pg.388.

|  | Period Ending | ↓<br>Dec 26, 2015  | Dec 27, 2014      | Dec 28, 2013      |
|--|---------------|--------------------|-------------------|-------------------|
| <b>Assets</b>                                      |               |                    |                   |                   |
| <b>Current Assets</b>                              |               |                    |                   |                   |
| Cash And Cash Equivalents                          |               | 15,308,000         | 2,561,000         | 5,674,000         |
| Short Term Investments                             |               | 10,005,000         | 11,493,000        | 14,413,000        |
| Net Receivables                                    |               | 6,823,000          | 6,385,000         | 6,176,000         |
| Inventory  |               | 5,167,000          | 4,273,000         | 4,172,000         |
| Other Current Assets                               |               | 3,053,000          | 3,018,000         | 1,649,000         |
| <b>Total Current Assets</b>                        |               | <b>40,356,000</b>  | <b>27,730,000</b> | <b>32,084,000</b> |
| Long Term Investment                               |               | 7,851,000          | 9,120,000         | 7,694,000         |
| Property Plant and Equipment                       |               | 31,858,000         | 33,238,000        | 31,428,000        |
| Goodwill   |               | 11,332,000         | 10,861,000        | 10,513,000        |
| Intangible Assets                                  |               | 3,933,000          | 4,446,000         | 5,150,000         |
| Accumulated Amortization                           |               | -                  | -                 | -                 |
| Other Assets                                       |               | 7,735,000          | 6,505,000         | 5,489,000         |
| Deferred LngTm Asset Charges                       |               | -                  | -                 | -                 |
| <b>Total Assets</b>                                |               | <b>103,065,000</b> | <b>91,900,000</b> | <b>92,358,000</b> |
| <b>Liabilities</b>                                 |               |                    |                   |                   |
| <b>Current Liabilities</b>                         |               |                    |                   |                   |
| Accounts Payable                                   |               | 10,845,000         | 12,210,000        | 11,191,000        |
| Short/Current Long Term Debt                       |               | 2,634,000          | 1,596,000         | 281,000           |
| Other Current Liabilities                          |               | 2,188,000          | 2,205,000         | 2,096,000         |
| <b>Total Current Liabilities</b>                   |               | <b>15,667,000</b>  | <b>16,011,000</b> | <b>13,568,000</b> |
| Long Term Debt                                     |               | 20,036,000         | 12,059,000        | 13,165,000        |
| Other Liabilities                                  |               | 2,841,000          | 3,278,000         | 2,972,000         |
| Deferred LT Liability Charges                      |               | 2,539,000          | 3,775,000         | 4,397,000         |
| Minority Interest                                  |               | -                  | -                 | -                 |
| Negative Goodwill                                  |               | -                  | -                 | -                 |
| <b>Total Liabilities</b>                           |               | <b>41,083,000</b>  | <b>35,123,000</b> | <b>34,102,000</b> |
| Temporary Equity<br>(Misc Stocks Options Warrants) |               | 897,000            | 912,000           | -                 |
| <b>Stockholders' Equity</b>                        |               |                    |                   |                   |
| Redeemable Preferred Stock                         |               | -                  | -                 | -                 |
| Preferred Stock                                    |               | -                  | -                 | -                 |
| Common Stock                                       |               | 23,411,000         | 21,781,000        | 21,536,000        |
| Retained Earnings                                  |               | 37,614,000         | 33,418,000        | 35,477,000        |
| Treasury Stock                                     |               | -                  | -                 | -                 |
| Capital Surplus                                    |               | -                  | -                 | -                 |
| Other Stockholder Equity                           |               | 60,000             | 666,000           | 1,243,000         |
| <b>Total Stockholder Equity</b>                    |               | <b>61,085,000</b>  | <b>55,865,000</b> | <b>58,256,000</b> |
| <b>Net Tangible Assets</b>                         |               | <b>45,820,000</b>  | <b>40,558,000</b> | <b>42,593,000</b> |

**Exhibit 14.1:** Intel's Consolidated Balance Sheet 2013-2015. The original financial statements are further accompanied by 100 pages of notes that explain more detail.

| Period Ending  | ↓<br>Dec 26, 2015 | Dec 27, 2014      | Dec 28, 2013      |
|--|-------------------|-------------------|-------------------|
| <b>Total Revenue</b>   | <b>55,355,000</b> | <b>55,870,000</b> | <b>52,708,000</b> |
| Cost of Revenue  | 20,676,000        | 20,261,000        | 21,187,000        |
| <b>Gross Profit</b>  | <b>34,679,000</b> | <b>35,609,000</b> | <b>31,521,000</b> |
| <b>Operating Expenses</b>  |                   |                   |                   |
| Research Development   | 12,128,000        | 11,537,000        | 10,611,000        |
| SG&A   | 7,930,000         | 8,136,000         | 8,088,000         |
| Non Recurring  | 354,000           | 295,000           | 240,000           |
| Others   | 265,000           | 294,000           | 291,000           |
| Total Operating Expenses   | 20,677,000        | 20,262,000        | 19,230,000        |
| <b>Operating Income or Loss</b>  | <b>14,002,000</b> | <b>15,347,000</b> | <b>12,291,000</b> |
| <b>Income from Continuing Operations</b>   |                   |                   |                   |
| Total Other  | -                 | -                 | -                 |
| Gains on Equity Investments  | 315,000           | 411,000           | 471,000           |
| Interest Expense   | -105,000          | 43,000            | -151,000          |
| Income Before Tax  | 14,212,000        | 15,801,000        | 12,611,000        |
| Income Tax Expense   | 2,792,000         | 4,097,000         | 2,991,000         |
| Minority Interest  | -                 | -                 | -                 |
| <b>Net Income</b>  | <b>11,420,000</b> | <b>11,704,000</b> | <b>9,620,000</b>  |
| No Preferred Stock or Adjustments  |                   |                   |                   |
| <b>Net Income To Common</b>  | <b>11,420,000</b> | <b>11,704,000</b> | <b>9,620,000</b>  |
| <b>Non-recurring Events</b>  |                   |                   |                   |
| Small Discontinued Operations, Extraordinary Items, Effect Of Accounting Changes, or Other Items |                   |                   |                   |
| Net Income Continuing Ops  | 11,735,000        | 12,115,000        | 10,091,000        |

**Exhibit 14.2:** Intel's Consolidated Income Statements 2013-2015. The original financial statements are further accompanied by 100 pages of notes that explain more detail. Gains on equity investments are somewhat unusual in being broken out.

Difficulties in valuing assets and liabilities render many balance sheet numbers unreliable.  
You have been warned!

**2. The owners' equity statement** (or "shareholders' equity statement") explains the history of capital originally contributed to the firm and of earnings that were retained (not paid out). This statement is almost always pretty useless. Thus, I have just omitted it.

The next two statements are about "flows" over a period of time:

**3. The income statement (IS)** in Exhibit 14.2 reports the revenues and expenses of the company, resulting in *earnings* (also called *net income*) over the year.

In the above three statements, accountants try to "smooth out" temporary hiccups—which you will learn about soon. It is only in the fourth that they do not smooth:

**4. The cash-flow statement (CFS)** in Exhibit 14.3 reports the sources and uses of cash.

| Period Ending  | ↓<br>Dec 26, 2015  | Dec 27, 2014        | Dec 28, 2013        |
|--|--------------------|---------------------|---------------------|
| <b>Net Income</b>  | <b>11,420,000</b>  | <b>11,704,000</b>   | <b>9,620,000</b>    |
| <b>Operating Activities, Cash Flows Provided By or Used In</b> |                    |                     |                     |
| Depreciation   | 8,711,000          | 8,549,000           | 8,032,000           |
| Adjustments To Net Income                                      | (33,000)           | 264,000             | (16,000)            |
| Changes In A/R   | (355,000)          | (861,000)           | 271,000             |
| Changes In Liabilities   | (637,000)          | (531,000)           | 1,441,000           |
| Changes In Inventories   | (764,000)          | (98,000)            | 563,000             |
| Changes In Other Ops   | 675,000            | 1,391,000           | 865,000             |
| <b>Total Cash Flow From Operating Activities</b>               | <b>19,017,000</b>  | <b>20,418,000</b>   | <b>20,776,000</b>   |
| <b>Investing Activities, Cash Flows Provided By or Used In</b> |                    |                     |                     |
| Capital Expenditures   | (7,326,000)        | (10,105,000)        | (10,711,000)        |
| Investments  | (2,446,000)        | 1,754,000           | (3,813,000)         |
| Other CF from Investing Actvts                                 | 1,589,000          | (1,554,000)         | (3,549,000)         |
| <b>Total CF from Investing Activities</b>                      | <b>(8,183,000)</b> | <b>(9,905,000)</b>  | <b>(18,073,000)</b> |
| <b>Financing Activities, CF</b>                                |                    |                     |                     |
| Dividends Paid   | (4,556,000)        | (4,409,000)         | (4,479,000)         |
| Sale Purchase of Stock   | (1,810,000)        | (9,457,000)         | (559,000)           |
| Net Borrowings   | 9,002,000          | 235,000             | (31,000)            |
| Other Cash Flows from Financing                                | (558,000)          | (427,000)           | (478,000)           |
| <b>Total Cash Flows From Financing</b>                         | <b>1,912,000</b>   | <b>(13,611,000)</b> | <b>(5,498,000)</b>  |
| Effect Of Exchange Rate Changes                                | 1,000              | (15,000)            | (9,000)             |
| <b>Change In Cash and Cash Equivalents</b>                     | <b>12,747,000</b>  | <b>(3,113,000)</b>  | <b>(2,804,000)</b>  |

**Exhibit 14.3:** Intel's Consolidated Cash Flow Statement 2013-2015. This Cash Flow Statement [as reported on [YAHOO! FINANCE](#)] is abbreviated. The Annual Report has this and more and 100 pages of financial notes.

You should familiarize yourself with and contemplate these Intel statements for a while before you go on.

Now, however hard you look, you will not be able to find an item entitled “cash flow for the NPV numerators.” And the cash flows on the cash-flow statement look nothing like the earnings—so why does the financial world seem to consider them so important?! You must learn what these financials really mean, if only for financial literacy. But our immediate goal is to see how we can extract a “cash flow for an NPV analysis.”

For the most part, U.S. GAAP rules have focused on the accuracy of the two flow statements more than on the accuracy of the two stock statements. (The balance sheet does contain important information, but many of its entries are more backward-looking and quite precarious.) Fortunately, this suits us well. We will be spending a lot of time explaining the income statement and cash-flow statement. The upshot is that the cash-flow statement comes closest to what you want for an NPV analysis. So let's explore the logic of accounting (and specifically, of net income). It is different from the logic of finance (and, specifically, of NPV cash flows). Your goal now is to learn how to read, interpret, and transform financial statements into NPV analysis cash flows.

Where is the Cash Flow we need?

The most important statements are the income and cash-flow statements, not the two stock statements.

### Why Financiers and Accountants Think Differently

Financiers try to understand the firm value by working with the exact timing of hard cash inflows and outflows over the entire project's lifetime. Like financiers, accountants are interested in firm value. Unlike financiers, accountants focus not just on economic cash flows but also on annual earnings (a flow variable) in the income statement. These earnings try to incorporate changes of the (expected) *future* into the firm's net income *now*. (This is an oversimplification, because accuracy is not the only goal of the accounting estimates. Accountants also want **conservatism**. For example, entries on the balance sheet are recorded at the lower of either cost or market value. Thus, even if an accountant knows that the value is higher than the cost, she may not want to [or even be allowed to] use this knowledge. Accounting perspectives are generally more "backward-looking" than finance perspectives.)

The key difference between the concept of income and cash flow is the **accrual**, which arises for economic transactions that have delayed cash implications. For example, if I have just committed to pay your firm \$10,000 next year, the income statement would record your current firm value increase as \$10,000 (perhaps time- and credit-risk-adjusted). In contrast, the cash flow statement would consider this to be a zero cash flow today—until tomorrow, when the payment actually occurs. The contrast is that the accountant (by and large) wants the income statement and balance sheet to be a good (though also conservative) representation of the economic value of the firm *today* (i.e., you already own my commitment to pay). The financier needs the exact timing of inflow and outflows for the NPV discounting instead.

Accruals can be classified into long-term and short-term accruals. The primary *long-term accrual* is *depreciation*, which is the spreading of asset-purchasing cost over a number of years. For example, when a financier buys a maintenance-free instrument, he sees a device that costs a lot of cash today and produces cash flows in the future. If the instrument needs to be replaced every 20 years, then the financier sees a sharp spike in cash outflows every 20 years, followed by no further expenditures (but hopefully many cash inflows).

The accountant, however, sees the instrument as an asset that uses up a fraction of its value each year. She would try to determine an amount by which the instrument deteriorates in each year and would only "charge" this prorated deterioration to be the annual outflow (called an **expense**). The purchase of a \$1 million instrument would therefore not reduce earnings by \$1 million in the first year, followed by \$0 in the remaining 19 years. Instead, it would be an expense of, say, \$50,000 in each of the 20 years. (This is a common method of depreciation and is called **straight-line depreciation**, here over 20 years. There are others.) Note also how neither the earnings nor the cash flow figures are accurate values. If you wanted to sell the instrument early, its price would depend on market demand.

To complicate matters further, accountants often use standardized schedules over which particular assets are depreciated. These are called **impairment rules**. For example, residential investment properties (houses) are commonly straight-line depreciated over 40 years (or 27.5 years for tax purposes)—often regardless of whether the house is constructed of straw or brick. This predetermined value schedule is usually not accurate. For example, if investors have recently developed a taste for old buildings, it could be that a building's value has doubled in line with prevailing real estate price increases, even though the financial statements might record this building to be worth nothing. (Even this is oversimplified. On occasion, accountants invoke procedures that allow them to adjust the value of an asset midway through its accounting life—but more often downward than upward.) Another common impairment rule is **accelerated depreciation**. (One form thereof is called MACRS, which is especially important in a tax context. But we are straying too far for the moment.)

If the instrument happens to continue working after 20 years, the financials that have just treated it as a \$50,000 expense in year 20 will now treat it as a \$0 expense in year 21. It remains worth \$0 because it cannot depreciate any further—it has already been fully depreciated. The

Earnings anticipate future costs and benefits (in some odd sense).

The difference between income and economic cash flows is "accruals."

When financiers view this machine, they see one big expense spike upfront, followed by years of no further expenses.

When accountants view this machine, they see depreciation: a little bit of use every year for many years.

This "little bit of use" cost comes from standardized impairment schedules.

There is usually inconsistency at the point when the device has been fully depreciated.

financier sees no difference between year 20 and year 21, just as long as the device continues to work.

For short-term accruals, such as receivables, accounting logic relies on predicted future cash inflows.

*Short-term accruals* come in a variety of guises. To a financier, what matters is the timing of cash coming in and going out. A sale for credit is not cash *until* the company has collected the cash. To the accountant, if the firm sells \$100 worth of goods on credit, the \$100 is booked as revenue (which flows immediately into net income), even though no money has yet arrived. In the accounting view, the sale has been made. To reflect the delay in payment, accountants increase the **receivables (A/R)** by \$100. (Firms simultaneously establish an allowance for estimated nonpayments [bad debts]. Incidentally, FASB is considering new rules that would allow companies to book some sales later and tinker less with A/Rs.)

The logic of finance relies exclusively on actual cash flows (or immediate values).

Another short-term accrual is **income tax**, which a financier considers to be an outflow only when it has to be paid—at least not until (the corporate equivalent of) April 15 of the following year. However, on the income statement, when a firm in the 40% corporate tax bracket makes \$100 in profits, the income statement immediately subtracts the corporate income tax of \$40 (which will eventually have to be paid on the \$100 in profits) and therefore records net income of only \$60. To reflect the fact that the full \$100 cash is still around, \$40 is recorded as **taxes payable**.

Both approaches have their own advantages and disadvantages.

In sum, for a financier's cash flow statement, a machine costs a lot of cash today (so it is an immediate negative), the accounts receivable are not yet cash inflows (so they are not yet positives), and the corporate income tax is not yet a cash outflow (so it is not yet a negative). For an accountant's income statement, a machine costs a prorated amount over a period of years, the accounts receivable are (mostly) considered immediate positive earnings, and the corporate income tax is an immediate cost. There is a definite logic in the approaches of both accounting and finance: The accounting approach may be better in giving a snapshot impression of the firm's value; the finance approach is better in measuring the timing of the cash inflows and cash outflows for valuation purposes. Note that valuation leans much more heavily on the assumption that *all* future cash flows are fully considered. Today's cash flows alone would *not* usually make for a good snapshot of the firm's situation: The firm is not worth a negative amount just because it has recently bought an expensive device that has caused a large negative cash flow this year.

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### Trashy Accounting at Waste Management

On December 14, 1998, Waste Management (WMX) settled a class action lawsuit by shareholders for \$220 million, then the largest such settlement ever. The suit alleged that WMX had overstated its income by \$1.32 billion over an 8-year period. From 1994 through 1997, about 47% of the company's reported income was fictitious.

One of WMX's dubious practices was that it had changed the accounting life of its waste containers from 12 to 18 years. Therefore, each year, it subtracted less depreciation, which increased its reported earnings by \$1.7 billion. Of course, during that time, managers were handsomely rewarded for their superior earnings performance.

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**Q 14.1.** What is the main difference between the depiction of a project in accounting (net income) and in finance (economic cash flows)?

**Q 14.2.** Is the firm's lifetime sum of net income equal to the firm's lifetime sum of cash flows?

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## 14.2 Long-Term Accruals (Depreciation)

Rather than starting off trying to understand a creature as complex as the Intel financials, let's begin with a simple firm for which you know the cash flows. Your firm is basically just one machine, described in Exhibit 14.4. We shall construct hypothetical financials, and then we shall reverse-engineer them. The machine is rather unusual: It lasts 6 years, has no maintenance costs, requires capital expenditures not only in the first but also the second year, and produces full output even in year 1. It produces net sales (after taking costs into account) of \$60 per year, and customers pay cash immediately. Your corporate income tax rate is 40%, and your cost of capital is 12% per year. With \$50 of debt at 10% interest, the firm's annual interest payments are \$5. (The debt interest is lower than the firm's average cost of capital, because investors are risk-averse.) In this section, all sales and expenses are assumed to be cash transactions and not delayed. The loan is a bit "funny," in that it incurs no interest in the first year.

Your goal is to understand how cash flows correspond to net income and balance sheets. Your goal is *not* to construct your own cash flow statement from the latter—the accountants can do this much better than you will ever be able to—and it will be right there for you to use "for free." Towards the end of the chapter, you will learn the fastest and easiest way to avoid all the calculations. But you need to understand where they all come from.

This hypothetical project will illustrate the difference between an accounting and a finance perspective for depreciation.

► Risk aversion and cost of capital, Pg.127.

Why are you doing this?

| <u>"Real Project"</u>         |                   | <u>Available Financing—Executed</u> |              |
|-------------------------------|-------------------|-------------------------------------|--------------|
| Real Physical Lifespan        | 6 years           | Debt Capacity                       | \$50         |
| Capital Expenditure           | \$75, year 1 (Y1) | Debt Interest Rate                  | 10%/year     |
|                               | \$75, year 2 (Y2) |                                     | (= \$5/year) |
| Gross Output                  | \$70/year         | <u>Accounting Treatment</u>         |              |
| – Input Costs (Cash)          | \$5/year          | Project Life                        | 3 years      |
| – Selling Costs (Cash)        | \$5/year          |                                     |              |
| = Net Output                  | \$60/year         |                                     |              |
| Overall Cost of Capital       | 12%/year          |                                     |              |
| Corporate Tax Rate ( $\tau$ ) | 40%/year          |                                     |              |

**Exhibit 14.4:** *A Hypothetical Project.* *Sidenote:* This debt contract provides cash necessary in year 1, and requires a first interest payment in year 2. Both principal and interest are repaid in year 6.

### Doing Accounting

For the public financials, GAAP requests that firms use some discretion to match reported depreciation to true depreciation. (There are exceptions, especially in the name of conservatism.) In real life, matching actual life to accounting life is almost impossible to accomplish, if only because it is often unclear upfront how long the assets will really last. For this reason, many firms simply rely on common standard depreciation schedules.

For the tax financials, the differences between actual and accounting life are even more pronounced. Depreciation rules for computing the corporate income tax are set by Congress. They are intentionally based on mechanistic schedule assumptions, regardless of the true asset

Depreciation schedules are not exact.

Tax depreciation schedules are even more stylized.

life, and change with tax laws—and quite often. (Even U.S. states can have their own rules.) GAAP and IRS schedules are usually not the same.

**Start simple.**

However, for our first example, assume that both GAAP and the IRS have decreed that this particular machine should be depreciated over three years, even though it lasts longer. Consequently, \$75 investment generates \$25 in depreciation, three years in a row, beginning in the year of the capital expenditure, and none after the third year. How does depreciation affect the reported financials?

| Income Statement                                    |      |      |      |      |      |      |
|---|------|------|------|------|------|------|
|   | Y1   | Y2   | Y3   | Y4   | Y5   | Y6   |
| – Sales (Revenues)                                  | \$70 | \$70 | \$70 | \$70 | \$70 | \$70 |
| – Cost of Goods Sold (COGS)                         | \$5  | \$5  | \$5  | \$5  | \$5  | \$5  |
| – Selling, General & Administrative Expenses (SG&A) | \$5  | \$5  | \$5  | \$5  | \$5  | \$5  |
| = EBITDA  | \$60 | \$60 | \$60 | \$60 | \$60 | \$60 |
| – Depreciation                                      | \$25 | \$50 | \$50 | \$25 | \$0  | \$0  |
| = EBIT (operating income)                           | \$35 | \$10 | \$10 | \$35 | \$60 | \$60 |
| – Interest Expense                                  | \$0  | \$5  | \$5  | \$5  | \$5  | \$5  |
| = EAIBT (or EBT)                                    | \$35 | \$5  | \$5  | \$30 | \$55 | \$55 |
| – Corporate Income Tax (at 40%)                     | \$14 | \$2  | \$2  | \$12 | \$22 | \$22 |
| = Net Income  | \$21 | \$3  | \$3  | \$18 | \$33 | \$33 |

| Excerpts from the Cash-Flow Statement |       |       |       |       |     |       |
|---------------------------------------|-------|-------|-------|-------|-----|-------|
|                                       | Y1    | Y2    | Y3    | Y4    | Y5  | Y6    |
| Net Debt Issue                        | +\$50 |       |       |       |     | –\$50 |
| Capital Expenditures <sup>a</sup>     | –\$75 | –\$75 |       |       |     |       |
| Depreciation                          | +\$25 | +\$50 | +\$50 | +\$25 | \$0 | \$0   |

**Exhibit 14.5:** *Income Statement and Excerpt of Cash-Flow Statement of Hypothetical Machine.* Although I have broken depreciation out in this income statement, it is usually part of other components, most likely COGS or SG&A. Fortunately, depreciation is always fully broken out in the cash-flow statement. This is why you need to look it up in the latter. Table note [a]: *Sign Warning:* The accounting convention is to record capital expenditures as a negative number, i.e., as –\$75, on the cash-flow statement. But beware: The same capital expenditures would be recorded as a positive asset on the balance sheet.

**A standard project's income statement.**

The income statement for this project is shown in Exhibit 14.5. (I use Y as an abbreviation for “Year.”) In going down the leftmost column of any of these tables, you will notice that accounting has its own jargon, just like finance. **COGS** abbreviates *cost of goods sold*. **SG&A** abbreviates *selling, general & administrative expenses*. Both of these are expenditures that have to be subtracted from **sales** (or **revenues**) to arrive at **EBITDA** (earnings before interest, taxes,

depreciation, and amortization). Next, subtract out depreciation, which is a subject that deserves the long discussion below and that we will return to in a moment. Thus, you arrive at **operating income**, also called **EBIT** (earnings before interest and taxes). Finally, take out interest expense at a rate of 10% per year and corporate income tax (which you can compute from the firm's tax rate of 40%) and arrive at plain **earnings**, also called **net income**. Net income is often called the **bottom line** because of where it appears.

Note the similarity of this simple project's income statement to Intel's income statement from Exhibit 14.2. In 2015, Intel had \$55 billion in sales. COGS and SG&A (which included some depreciation) added up to \$21 + \$8 ≈ \$29 billion. Intel breaks out research and development, because it is primarily an R&D company. This accounted for another \$12 billion. This left an operating income of \$14 billion. The next similar expense is interest expense—which here was negative, so Intel earned \$105 in interest. (They had more cash than liabilities!) Then Intel subtracts about \$2.7 billion in income tax, leaving it with net income of \$11.42 billion. Yes, Intel has a few extra items and changes some of the names around, but the broad similarity should be obvious.

Compare the similarity of our income statement to Intel's.

You have already reported most useful information of your project on the income statement. The two exceptions are the capital expenditures and the net debt issue. These do not go onto the income statement. Instead, they are reported on the cash-flow statement (also in Exhibit 14.5). In this case, capital expenditures are \$75 in year 1 and \$75 in year 2, followed by \$0 in all subsequent years. Net debt issuing is \$50 in year 1, and the debt principal repayment of \$50 occurs in year 6. (In addition, the cash-flow statement also reports depreciation. I will soon explain why you should actually read depreciation off the cash-flow statement—not off the income statement.)

Capital expenditures and debt issuing are recorded on the cash-flow statement, not the income statement.

This is not to say that project capital expenditures and debt play no role in the income statement (IS)—they do, but not one-to-one. Specifically, capital expenditures reduce net income more slowly through depreciation:

Here is how capital expenditures enter the income statement: depreciation.

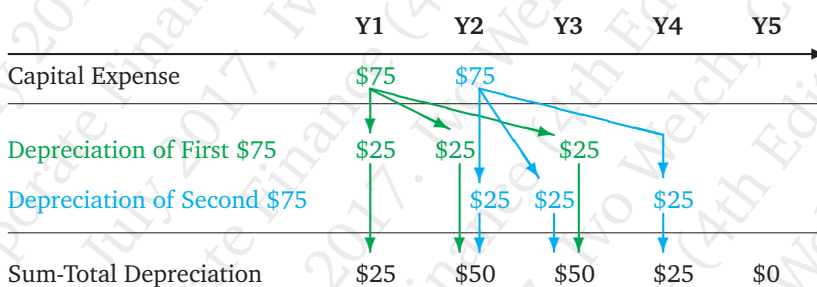
**Year Y1:** The IS records the first \$25 depreciation from the first year's \$75 capital expenditures.

**Year Y2:** The IS records the second \$25 depreciation from the first year's \$75 capital expenditures, plus the first \$25 depreciation from the second year's \$75 capital expenditures. Thus, a total of \$50 is depreciated.

**Year Y3:** The IS records the third and final \$25 remaining depreciation from the first year's \$75 capital expenditures, plus the second \$25 depreciation from the second year's capital expenditures. Again, a total of \$50 is depreciated.

**Year Y4:** There is no more depreciation from the first year's capital expenditures. You only have the third installment of the second year's capital expenditures left. Thus, depreciation is \$25.

You can visualize this as follows:



The principal on the loan, either its funding or its repayment, plays no role on the income statement. However, the interest paid on the loan does go onto the income statement. Here, this is \$5 per year.

The Loan

### Doing Finance

Here is the difference between full ownership and levered ownership.

Now, forget accounting for a moment and instead value the machine from a finance perspective. The firm consists of three components: the machine itself, the tax obligation, and the loan.

$$\text{NPV Project} = \text{NPV Machine} - \text{NPV Taxes}$$

$$\text{NPV Levered Ownership} = \text{NPV Machine} - \text{NPV Taxes} + \text{NPV Loan}$$

Full project ownership is equivalent to holding both the debt (including all liabilities) and equity (the machine), and earning the cash flows due to both creditors and shareholders. Levered equity ownership adds the project “loan” to the package. As full project owner (debt plus equity), in the first year, you must originally supply \$50 more in capital than if you are just a levered equity owner, but in subsequent years, as full owner, you then do not need to worry about paying back a lender.

First work out the actual cash flows of the first component, the machine itself. Without the taxes and the loan, the machine produces the following:

$$\begin{aligned} \text{NPV}_{\text{machine}} &= \frac{\$60 - \$75}{(1 + 12\%)^1} + \frac{\$60 - \$75}{(1 + 12\%)^2} + \frac{\$60}{(1 + 12\%)^3} \\ &+ \frac{\$60}{(1 + 12\%)^4} + \frac{\$60}{(1 + 12\%)^5} + \frac{\$60}{(1 + 12\%)^6} \approx \$119.93 \\ \text{NPV}_{\text{machine}} &= \frac{C_1}{1 + r_1} + \frac{C_2}{1 + r_2} + \frac{C_3}{1 + r_3} \\ &+ \frac{C_4}{1 + r_4} + \frac{C_5}{1 + r_5} + \frac{C_6}{1 + r_6} \end{aligned}$$

Look only at inflows and outflows of the first component of the firm—the machine’s actual cash flows, without taxes and loan.

The tax obligation is a negative-NPV project, which must be valued.

► [Income Statement, Exhibit 14.5, Pg.372.](#)

Unfortunately, corporate income tax—the second component—is an actual cost that cannot be ignored. Looking at Exhibit 14.5, you see that Uncle Sam collects \$14 in the first year, then \$2 twice, then \$12, and finally \$22 twice. Assume that the stream of tax obligations has the same discount rate (12%) as that of the overall firm. (To value the future tax obligations, you need to know the appropriate discount factor. The firm’s cost of capital is conservatively high. Unfortunately, we need to delay this issue until Chapter 18.) It is both convenient and customary [if not exactly correct] to use the firm’s overall cost of capital as the discount rate for its tax obligations.) With this cost-of-capital assumption, the net present cost of the tax liability is

$$\text{NPV}_{\text{tax liability}} = \frac{\$14}{1.12^1} + \frac{\$2}{1.12^2} + \frac{\$2}{1.12^3} + \frac{\$12}{1.12^4} + \frac{\$22}{1.12^5} + \frac{\$22}{1.12^6} \approx \$46.77$$

The overall project NPV.

Put together,

$$\text{NPV}_{\text{project}} \approx \$119.93 - \$46.77 = \$73.16$$

$$\text{NPV Project} = \text{NPV Machine} - \text{NPV Taxes}$$

The loan usually is a “zero-NPV” project, unless you can get an unusually great deal or suffer an unusually bad deal on the loan.

Now consider the third component—the loan. Assume that you are not the “full project owner,” but only the “residual levered equity owner,” so you do not extend the loan yourself. Instead, you would obtain a loan from a (hopefully) perfect capital market. Let us assume that your company “got what it paid for,” a fair deal—a reasonable assumption for most large corporations in competitive financial markets. Your loan that provides \$50 and pays interest at a rate of 10% should thus be zero NPV. (This saves you the effort of having to compute the loan’s NPV.)

$$\text{NPV}_{\text{loan}} = \$0$$

Be my guest, though, and make the effort:

$$\text{NPV}_{\text{loan}} = \frac{+\$50}{1.10^1} + \frac{-\$5}{1.10^2} + \frac{-\$5}{1.10^3} + \frac{-\$5}{1.10^4} + \frac{-\$5}{1.10^5} + \frac{(-\$50) + (-\$5)}{1.10^6} = \$0$$

Therefore, the project NPV with the loan, that is, levered equity ownership, is the same as the project NPV without the loan. This makes sense: You are not generating or destroying any value by borrowing from one bank rather than another. Therefore,

$$\text{NPV}_{\text{levered ownership}} = \$119.93 - \$46.77 + \$0 = \$73.16$$

$$\text{NPV}_{\text{levered ownership}} = \text{NPV Machine} - \text{NPV Taxes} + \text{NPV Loan}$$

Although the NPV remains the same, the cash flows to levered equity ownership are different from the cash flows to the project. The cash flows (and net income) are shown in Exhibit 14.6. Note how different the cash flows and net income are. Net income is highest in years 5 and 6, but the levered cash flow in year 6 is negative. In contrast, in year 3—the year with the highest levered cash flow—net income is lowest.

Earnings and cash flows are often very different.

|                                 | Y1    | Y2    | Y3    | Y4    | Y5    | Y6    | Disc Rate | NPV      |
|---------------------------------|-------|-------|-------|-------|-------|-------|-----------|----------|
| Cash Flow, Machine w/o Tax      | -\$15 | -\$15 | +\$60 | +\$60 | +\$60 | +\$60 | 12%       | \$119.93 |
| + Cash Flow, Uncle Sam          | -\$14 | -\$2  | -\$2  | -\$12 | -\$22 | -\$22 | 12%       | -\$46.77 |
| = Cash Flow, Project, After Tax | -\$29 | -\$17 | +\$58 | +\$48 | +\$38 | +\$38 | 12%       | \$73.16  |
| + Cash Flow, Loan               | +\$50 | -\$5  | -\$5  | -\$5  | -\$5  | -\$55 | 10%       | \$0.00   |
| = Levered Ownership             | +\$21 | -\$22 | +\$53 | +\$43 | +\$33 | -\$17 |           | \$73.16  |
| For Comparison, Net Income      | \$21  | \$3   | \$3   | \$18  | \$33  | \$33  |           |          |

**Exhibit 14.6:** Cash Flows and Net Income Summary. PS: Because investors are risk-averse, the discount rate (also called the cost of capital or required expected rate of return) is higher for the machine than for the loan.

### Reverse-Engineering Income Accounting into Finance

If you neither knew the details of this machine nor the cash flow statement, but only the net income statement, could you compute the correct firm value by discounting the net income? Discounting net income with a cost of capital of 12% would yield

$$\text{A Incorrect NPV via net income} = \frac{\$21}{1.12^1} + \frac{\$3}{1.12^2} + \frac{\$3}{1.12^3} + \frac{\$18}{1.12^4} + \frac{\$33}{1.12^5} + \frac{\$33}{1.12^6} \approx \$70.16$$

which is definitely not the correct answer of \$73.16. Neither would it be correct to discount the net income with a cost of capital of 10%,

$$\text{Incorrect NPV via net income} = \frac{\$21}{1.10^1} + \frac{\$3}{1.10^2} + \frac{\$3}{1.10^3} + \frac{\$18}{1.10^4} + \frac{\$33}{1.10^5} + \frac{\$33}{1.10^6} \approx \$75.24$$

Instead, you need the cash flows.

Discounting the net income would not give you the true project NPV.

Instead, you must reverse-engineer the economic cash flows from the corporate financials.

► [Income Statement, Exhibit 14.5, Pg.372.](#)

If you needed them, how could you reverse-engineer the correct cash flows for the NPV analysis from the income statement? You just need to retrace your steps. Start with the net income numbers from Exhibit 14.5. You add back the depreciations, because they *were not* actual cash outflows, and you subtract the capital expenditures, because they *were* actual cash flows.

|                                  | Y1       | Y2       |
|----------------------------------|----------|----------|
| EBIT                             | +\$35    | +\$10    |
| + Depreciation                   | +\$25    | +\$50    |
| “+” (-) Capital Expenditures     | +(-\$75) | +(-\$75) |
| = Cash Flow, Project, Before Tax | -\$15    | -\$15    |

I find the formula most intuitive if I think of the “depreciation + capital expenditures” terms as undoing the accountants’ smoothing of the cost of machines over multiple periods.

## IMPORTANT

To take care of long-term accruals in the conversion from net income into cash flows, undo the smoothing—add back the depreciation and subtract out the capital expense.

Finish the reverse-engineering by subtracting off taxes.

Next, you need to subtract corporate income taxes (and, again, look at the numbers themselves to clarify the signs in your mind; on the CFS, income tax is quoted as a negative, on the IS as a positive—more later). This gives you the following after-tax project cash flow:

|                                 | Y1       | Y2       |
|---------------------------------|----------|----------|
| EBIT                            | +\$35    | +\$10    |
| + Depreciation                  | +\$25    | +\$50    |
| “+” (-)Capital Expenditures     | +(-\$75) | +(-\$75) |
| - (+)Corporate Income Tax       | -(\$14)  | -(\$2)   |
| = Cash Flow, Project, After Tax | -\$29    | -\$17    |

A different way to skin our cat—to reverse-engineer it.

You can also get these numbers through an alternative calculation. Net income already has corporate income tax subtracted out, but it also has interest expense subtracted out. You get the same cash flow if you start with net income instead of EBIT but add back the interest expense:

|                                 | Y1       | Y2       |
|---------------------------------|----------|----------|
| Net Income                      | +\$21    | +\$3     |
| + Depreciation                  | +\$25    | +\$50    |
| “+” (-)Capital Expenditures     | +(-\$75) | +(-\$75) |
| + Interest Expense              | +\$0     | +\$5     |
| = Cash Flow, Project, After Tax | -\$29    | -\$17    |

Investors (equity and debt together) must thus come up with \$29 in the first year and \$17 in the second year. (You can read the cash flows in later years from line 3 of Exhibit 14.6.)

**Sidenote:** The formula signs themselves seem ambiguous, because accountants use different sign conventions in the IS and CFS. For example, because capital expenditures are usually quoted as negative terms on the cash-flow statement, in order to subtract capital expenditures, you just add the (negative) number. In the formula below, you want to subtract corporate income tax, which appears on the income statement (Exhibit 14.5) as a positive. Therefore, you have to subtract the positive. Sigh...I try to clarify the meaning (and to warn you) with the quotes around the + in the formulas themselves.

If the project is financed partly by borrowing, then what part of the \$29 and \$17 can be financed by creditors, and what residual part must be financed by you? In the first year, your creditors provide \$50; in the second year, creditors get back \$5. Therefore, levered equity actually receives a positive net cash flow of \$21 in the first year, and a negative cash flow of \$22 in the second year. Therefore, with the loan financed from the outside, you must add all loan inflows (principal proceeds) and subtract all loan outflows (both principal and interest). Therefore, the cash flow for levered equity shareholders is as follows:

The cash flow to levered equity shareholders takes care of money coming in from and going out to creditors.

|                                       | Y1       | Y2       |
|---------------------------------------|----------|----------|
| EBIT                                  | +\$35    | +\$10    |
| + Depreciation                        | +\$25    | +\$50    |
| “+” (-)Capital Expenditures           | +(-\$75) | +(-\$75) |
| - Corporate Income Tax                | -\$14    | -\$2     |
| = Cash Flow, Project                  | -\$29    | -\$17    |
| + Net Debt Issue                      | +\$50    | \$0      |
| - Interest Expense                    | \$0      | -\$5     |
| = Cash Flow, Levered Equity Ownership | +\$21    | -\$22    |

Again, net income already has both corporate income tax and interest expense subtracted out, so the same result comes out if you instead use the following formula:

A different way to skin our cat.

|                                       | Y1       | Y2       |
|---------------------------------------|----------|----------|
| Net Income                            | +\$21    | +\$3     |
| + Depreciation                        | +\$25    | +\$50    |
| “+” (-)Capital Expenditures           | +(-\$75) | +(-\$75) |
| + Net Debt Issue                      | +\$50    | \$0      |
| = Cash Flow, Levered Equity Ownership | +\$21    | -\$22    |

## Solid Financial Analysis

EBITDA was all the rage among consultants and Wall Street for many years, because it seems both closer to cash flows than EBIT and more impervious to managerial earnings manipulation through accruals. Sadly, discounting EBITDA can be worse than discounting EBIT *if* capital expenditures are not netted out—which EBITDA users rarely do. (Not subtracting either capital expenditures or depreciation is equivalent to assuming that production falls like manna from heaven. EBIT may spread capital expenditures over time periods in a strange way, but at least it does not totally forget it!) Sometimes, a little bit of knowledge is more dangerous than none.

In June 2003, a Bear Stearns analyst valued American Italian Pasta, a small NYSE-listed pasta maker. Unfortunately, Herb Greenberg from TheStreet.com discovered that he forgot to subtract capital expenditures—instead, he had added them. This mistake had increased the value of American Italian Pasta from \$19 to \$58.49 per share (then trading at \$43.65). Bear Stearns admitted the mistake and came up with a new valuation in which Bear Stearns boosted the estimate of the company’s operating cash flows and dropped its estimate of the cost of capital. Presto! The NPV of this company was suddenly \$68 per share. How fortunate that Bear Stearns’ estimates were so robust to basic errors. Incidentally, American Italian Pasta traded at \$30 in mid-2004, just above \$20 by the end of 2004, and at around \$10 by the end of 2005.

TheStreet.com

**Q 14.3.** Show that the formulas in this section yield the cash flows in years 3 through 6 in Exhibit 14.6.

**Q 14.4.** Using the same cash flows as in the NPV analysis in Exhibit 14.6, how would the project NPV change if you used a 10% cost of capital (instead of 12%) on the tax liability?

### Depreciation Nuances

I mentioned earlier that you should read depreciation from the cash-flow statement, not from the income statement. I now want to explain a little more about accounting for depreciation.

Depreciation can come in three different forms: **depreciation**, **depletion**, and **amortization**. They are all “allocated expenses” and not actual cash outflows. The name differences come from the asset types to which they apply.

**Depreciation** applies to **tangible assets**, such as factories.

**Depletion** applies to **natural resources**, such as mines.

**Amortization** applies to **intangible assets**, such as patents, copyrights, licenses, franchises, and so on. As late as the 1970s, average intangible assets for publicly traded U.S. firms were below 10%. Today, it is these intangible assets that have become the overwhelming majority of public firms’ assets. (The exact amortization rules are laid down in FASB Rule 142; they are complex and much beyond our scope.)

Because depreciation, depletion, and amortization are conceptually the same thing, they are often lumped together under the catch-all phrase “depreciation,” a convention that we are following.

Unlike Intel, many firms report a “depreciation” line item on their income statement, too. However, you need to use the cash-flow statement’s depreciation. On the income statement, corporations can roll some depreciation into either “cost of goods sold” or “selling, general & administrative expenses.” (Doing so does not affect the bottom line.) For a machine, chances are that a real firm would not have reported it separately, but would have rolled it into COGS.

Why you need to get the depreciation number from the cash-flow statement.

Depreciation comes in different forms with different names.

In real life, do not use the depreciation and amortization on the income statement to extract economic cash flows.

### IMPORTANT

Do not use depreciation or amortization figures from the income statement to undo the accounting adjustments for capital expenses. These figures are incomplete. You must use the depreciation figures from the cash-flow statement. Reading both net income and depreciation off the income statement is not only wrong, but also a common mistake.

Go to the cash-flow statement for the depreciation number that is the equivalent of what we had in the machine example.

Therefore, the only complete depreciation for all assets, equivalent to our depreciation entries in our machine example, can be found on the cash-flow statement. For Intel 2015, this is the \$8.711 billion in line 3 of the cash-flow statement in Exhibit 14.3. This number is the exact equivalent of the depreciation row (\$25, \$50, \$50, \$25, \$0, \$0) for the machine in Exhibit 14.5.

**Q 14.5.** Rework the example (income statement, cash-flow statement excerpts, cash flows, and NPV) with the following parameters:



| Project                       |           | Available Financing—Executed |         |
|-------------------------------|-----------|------------------------------|---------|
| Real Physical Lifespan        | 5 years   | Debt Capacity                | \$100   |
| Cost                          | \$120, Y1 | Debt Interest Rate           | 8%/year |
| Gross Output                  | \$80/year | <b>Accounting Treatment</b>  |         |
| – Input Costs                 | \$6/year  |                              |         |
| – Selling Costs               | \$8/year  | Depreciation Method          | Linear  |
| = Net Output                  | \$66/year | Accounting Life              | 4 years |
| Overall Cost of Capital       | 8%/year   |                              |         |
| Corporate Tax Rate ( $\tau$ ) | 50%/year  |                              |         |

Assume that debt does not require any interest payment in the first year (the first payment of \$8 occurs in the second year). The world is risk-neutral, because the debt and the project require the same expected rate of return (cost of capital).

**Q 14.6.** For the machine example in the text, do both the financials and the cash-flow analysis using monthly discounting. Assume that the loan is taken at the end of the first month (with an inflow of \$50), and the first interest payment of \$0.42 paid in the second month. (Thus, unlike in the previous question, interest is paid during the first year.) Assume most expenses and income occur pro rata. (Warning: Unless you are a masochist, do not solve this question by hand. Use a computer spreadsheet!)

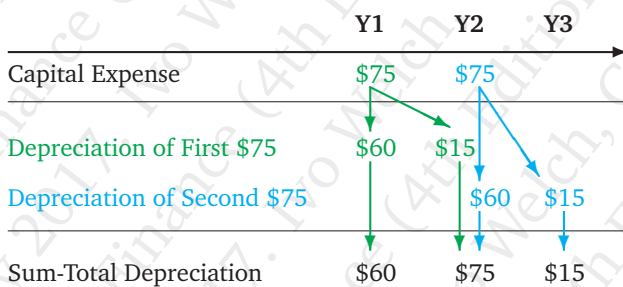
### 14.3 Deferred Taxes

Our next real-world complication is the fact that GAAP and the IRS require different depreciation schedules. To extract the economic cash flows, you need to learn how to undo the accounting for what the firm reports on its public financials and what the firm actually pays to the IRS.

Unreported IRS depreciation  $\neq$  Publicly Reported GAAP depreciation

Assume that the above example illustrated what GAAP requires the firm to disclose on its financial statements. The novelty is that we now assume that the IRS allows you to depreciate your plant in a different “accelerated fashion.” Let’s say the IRS depreciation schedule is not \$25 each for three years (as reported in your public financials), but \$60 in the first year and \$15 in the second year.

In an example, we have the IRS allow for faster depreciation.



Consequently, although the accounting statement construction logic for the IRS is exactly the same as it is for your publicly reported financials, the numbers on your undisclosed IRS financials are different from those in your reported public financials:

Calculating Taxes.

| IRS Income Statement (Not Disclosed) |      |       |      |      |      |      |
|--------------------------------------|------|-------|------|------|------|------|
|                                      | Y1   | Y2    | Y3   | Y4   | Y5   | Y6   |
| Sales                                | \$70 | \$70  | \$70 | \$70 | \$70 | \$70 |
| – COGS                               | \$5  | \$5   | \$5  | \$5  | \$5  | \$5  |
| – SG&A                               | \$5  | \$5   | \$5  | \$5  | \$5  | \$5  |
| = EBITDA                             | \$60 | \$60  | \$60 | \$60 | \$60 | \$60 |
| – IRS Depreciation                   | \$60 | \$75  | \$15 | \$0  | \$0  | \$0  |
| = EBIT, IRS                          | \$0  | –\$15 | \$45 | \$60 | \$60 | \$60 |
| – Interest Expense, IRS              | \$0  | \$5   | \$5  | \$5  | \$5  | \$5  |
| = EAIBT (or EBT), IRS                | \$0  | –\$20 | \$40 | \$55 | \$55 | \$55 |
| – Corporate Income Tax (at 40%)      | \$0  | –\$8  | \$16 | \$22 | \$22 | \$22 |

(The IRS is not interested in a net income figure, so there is no reason to compute it.) Now compare the actual true taxes on your IRS financials against the GAAP-allocated income taxes in Exhibit 14.5:

► [Income Statement, Exhibit 14.5, Pg.372.](#)

|                             |             | Y1   | Y2   | Y3   | Y4   | Y5   | Y6   |
|-----------------------------|-------------|------|------|------|------|------|------|
| Publicly Reported GAAP      | Pretend Tax | \$14 | \$2  | \$2  | \$12 | \$22 | \$22 |
| Undisclosed IRS Calculation | Actual Tax  | \$0  | –\$8 | \$16 | \$22 | \$22 | \$22 |

Both lines contain \$74 in total taxes, but your real IRS taxes are lower in the first two years and higher in the next two years. This is because the IRS permitted a faster depreciation schedule than GAAP did. (Good for you! The firm receives cash earlier.)

Unfortunately, firms do not disclose their IRS financials, so you cannot work with them. Fortunately, publicly traded firms are required to report the differences between “IRS real taxes” and “GAAP pretend taxes.” This is done in an “encoded” fashion on the balance sheet and called accumulated **deferred taxes**—the “cumulated differences between GAAP and IRS taxes.” To understand this better, think of a hypothetical annual flow number that would be the amount by which you have overreported taxes on your financials:

The deferred tax account on the balance sheet allows you to learn the real taxes paid.

|                                     | Y1   | Y2   | Y3    | Y4    | Y5  | Y6  |
|-------------------------------------|------|------|-------|-------|-----|-----|
| “Deferred Tax” Annual Overreporting | \$14 | \$10 | –\$14 | –\$10 | \$0 | \$0 |

Unfortunately, even this version is still not reported. However, its cumulative sum is reported:

|  | Y1   | Y2   | Y3   | Y4  | Y5  | Y6  |
|--|------|------|------|-----|-----|-----|
| <b>Reported</b> “Deferred Tax” Account | \$14 | \$24 | \$10 | \$0 | \$0 | \$0 |

This deferred tax is reported as a liability on the balance sheet. An intuitive way to think of this number is as the amount by which your reported financial statements have overstated your real income tax (and thus understated your real income) to date. Our example firm had overreported on the disclosed financials the taxes that it had paid by \$24 by the end of year 2 (\$14 in year 1 and \$10 in year 2).

Your task is again reverse-engineering—how can you undo the fake income tax term on the IS and replace it with a real income tax? The procedure is:

Here is how you work your way back to uncover the actual taxes paid to the IRS.

1. Compute the annual overreporting of deferred tax from the reported deferred tax account. This is the change in the deferred tax account every year:

|                                  | Y1   | Y2   | Y3    | Y4    | Y5  | Y6  |
|----------------------------------|------|------|-------|-------|-----|-----|
| Reported Starting Point (DefTax) | \$14 | \$24 | \$10  | \$0   | \$0 | \$0 |
| ⇒ Consecutive Annual Increase    | \$14 | \$10 | -\$14 | -\$10 | \$0 | \$0 |

2. To recover actual taxes paid, subtract the change from the GAAP-reported taxes paid:

|                                | Y1   | Y2   | Y3    | Y4    | Y5   | Y6   |
|--------------------------------|------|------|-------|-------|------|------|
| Reported GAAP Taxes            | \$14 | \$2  | \$2   | \$12  | \$22 | \$22 |
| - Consecutive Annual Increase  | \$14 | \$10 | -\$14 | -\$10 | \$0  | \$0  |
| ⇒ Actual Taxes Paid to the IRS | \$0  | -\$8 | \$16  | \$22  | \$22 | \$22 |

3. For financial figures that are before-tax, subtract the actual taxes paid instead of the GAAP taxes paid. For example,

|                                | Y1    | Y2    | Y3   | Y4   | Y5   | Y6   |
|--------------------------------|-------|-------|------|------|------|------|
| Cash Flow, Machine w/o Tax     | -\$15 | -\$15 | \$60 | \$60 | \$60 | \$60 |
| - Actual Taxes Paid to the IRS | \$0   | -\$8  | \$16 | \$22 | \$22 | \$22 |
| ⇒ Cash Flow, <b>Project</b>    | -\$15 | -\$7  | \$44 | \$38 | \$38 | \$38 |

For financial figures that are after-tax, such as after-tax cash flows, first add back the GAAP taxes that your after-tax figure had already subtracted. Then subtract the actual IRS taxes paid instead. Or, simpler, just add increases in deferred tax. For example, add these changes to the after-tax cash flows that you computed in Exhibit 14.6 on Page 375:

|   | Y1    | Y2    | Y3    | Y4    | Y5   | Y6   |
|---|-------|-------|-------|-------|------|------|
| Earlier Formula, Cash Flow, <b>Project, After Tax</b> | -\$29 | -\$17 | \$58  | \$48  | \$38 | \$38 |
| + Changes in Deferred Tax                             | \$14  | \$10  | -\$14 | -\$10 | \$0  | \$0  |
| = Better Formula for Cash Flows, <b>Project</b>       | -\$15 | -\$7  | \$44  | \$38  | \$38 | \$38 |

In sum, the new and improved formula to extract cash flows from financial statements is

|   | Y1        | Y2       |
|---|-----------|----------|
| EBIT  | +\$35     | +\$10    |
| + Depreciation                              | +\$25     | +\$50    |
| + “+” (-)Capital Expenditures               | +(-\$75)  | +(-\$75) |
| - “-” (+)Corporate Income Tax               | -(+ \$14) | -(+ \$2) |
| = Cash Flow, Project, After Tax, GAAP Taxes | -\$29     | -\$17    |
| + Changes in Deferred Taxes                 | +\$14     | +\$10    |
| = Cash Flows, Project, After Tax, Real      | -\$15     | -\$7     |

Reverse-engineering: Add changes in deferred taxes to the cash flows from the earlier formula.

That's it. You have taken care of the differences between the GAAP and IRS taxes.

**Deferred tax reporting.**

Sign convention flag—when you see “deferred taxes” on the cash-flow statement, accountants really mean the “change in deferred taxes.” (Otherwise, they could not add the numbers as cash flows to other cash flows.) You are supposed to be aware of this.

## Reuters reports on Pleasure Deferred

Over the past few years, Citigroup Inc has been grappling with an unusual problem—how to incur more U.S. taxes. The third-largest U.S. bank had tried to buy the foundering Wachovia Corp in the fall of 2008 in part because the deal would have brought it more taxable domestic income, a person familiar with the matter said. In February this year, it agreed to buy a portfolio of about \$7 billion in credit card loans to Best Buy Co Inc customers from Capital One Financial Corp—and taxes played a role in the bank’s decision to do the deal, Chief Executive Michael Corbat said in March. Citigroup is even reclassifying overseas profit as money that it might bring back to the United States, an odd move in an era in which many American companies try to keep much of their foreign income abroad to avoid paying higher U.S. taxes on the profits. The bank is not generous feeling it is just looking to use up \$55 billion of tax credits and deductions, known as deferred tax assets, as of the end of March. It had accumulated them from losses and foreign tax payments largely during and after the financial crisis. About 95 percent of these future tax benefits are in the United States. Realizing these benefits over time could be worth some \$27 billion to Citigroup today, or about \$9 per share for a stock that trades at around \$50 a share, according to John McDonald, a veteran bank analyst at Sanford C. Bernstein. Using all these assets will free up more than \$40 billion, about one-third, of the bank’s capital. Citigroup could then return more capital to shareholders through stock-boosting moves like share buybacks.

Deferred tax assets arise because U.S. companies have to keep two sets of books—one for the financial markets, and a second for the Internal Revenue Service. The bank recognizes items including costs, such as expected losses on loans, at different times on the two books. A cost that is on a bank’s books for investors, but will not be recognized for tax purposes until later, generates a deferred tax asset. Regulators force banks to use more capital to support these assets, because there is often doubt over whether the assets will be fully realized. Converting these expected future tax benefits into cash will not be easy for Citigroup.

*Reuters, June 18, 2013*

**Q 14.7.** What are “deferred taxes”? On which of the four financial statements do they appear?

**Q 14.8.** Assume a firm reports the following information:

|                        | 2016  | 2015  | 2014  |
|------------------------|-------|-------|-------|
| Deferred Tax Liability | \$110 | \$332 | \$223 |

You have calculated the after-tax cash flows for a project based on GAAP to be \$300 in 2016 and −\$100 in 2015. What are the actual after-tax cash flows for the project?

## 14.4 Short-Term Accruals and Working Capital

In addition to long-term accruals and deferred taxes, firms also have short-term accruals. To run a business day-to-day requires cash. Firms must put money into cash registers (to make change), into inventories (to have something to sell), and into extending credit to buyers (to get them to bite). These current assets consist of **cash**, **accounts receivable**, and **inventories**. Current liabilities are **accounts payable**, **bank overdrafts**, the aforementioned taxes payable, and other soon-due bills. **Net working capital**, often somewhat incorrectly just called **working capital**, is

More accruals are hidden in working capital.

► [Current Assets and Liabilities](#), Pg.365.

$$\begin{aligned} \text{Net Working Capital} &= (\text{Current Assets}) - (\text{Current Liabilities}) \\ &= (\text{Marketable Securities [=Cash]} + \text{Accounts Receivable} + \text{Inventories}) \\ &\quad - (\text{Accounts Payable} + \text{Bank Overdrafts} + \text{Taxes Payable}) \end{aligned}$$

Where would you find the physical changes in cash (in the cash register) itself? These are *not* in the changes of working capital. Instead, they are what you find at the bottom line of the cash-flow statement itself. In other words, the very purpose of the cash-flow statement is to tell you by how much the cash account of the firm is changing year to year.

The cash-flow effects of working capital changes are best explained with an example. Say that a firm sells \$100 of goods on credit at year 1. The firm books \$100 as net income. But because the \$100 is not yet available, the firm also books \$100 into accounts receivable. To compute actual cash flows, recognize that the cash has not yet materialized: You need to subtract the \$100 accounts receivable from the \$100 net income.

Net income books cash before it comes in, so accounts receivable need to be taken out.

|            |   | Y0  | Y1    | Y2    | Y3    |
|------------|---|-----|-------|-------|-------|
| Finance    | 1. Sales (Net Income) Made, Payment Later   | \$0 | \$100 | \$300 | \$0   |
|            | 2. Actual Cash Receipts (for NPV Cash Flow) | \$0 | \$0   | \$100 | \$300 |
| Accounting | 3. Reported Net Income                      | \$0 | \$100 | \$300 | \$0   |
|            | 4. Reported Accounts Receivable             | \$0 | \$100 | \$300 | \$0   |

**Exhibit 14.7:** *Multi-Year Working Capital.* I have made up the sales number in line 1. The actual cash receipts in line 2 arise because customers always pay one year later. Lines 3 and 4 show how accountants book these sales and payment patterns. (Ultimately, your task will be to translate accounting numbers back into cash receipts numbers.)

This becomes more interesting if you consider multiple years. For example, the firm in Exhibit 14.7 always sells on credit and is always paid by its customers the following year. An NPV analysis requires the firm's actual cash receipts in line 2, but accountants have provided only the information in lines 3 and 4. How do you get back the information in line 2? Year 1 has already been discussed: You subtracted accounts receivable from net income to obtain the actual cash inflows of \$0. Year 2 is more interesting: The firm previously had accounts receivable of \$100, but now has accounts receivable of \$300. It is the +\$200 (= \$300 - \$100) *change* in accounts receivable that needs to be subtracted from the \$300 in net income in order to infer the actual cash receipts of \$100. In year 3, the firm no longer grows and is liquidated, so the remaining receivables turn into cash that can be recaptured from the business. Again, the formula to obtain the NPV cash flow (line 2) subtracts the change in working capital (accounts receivable) of \$0 - \$300 = -\$300 from the \$0 net income to conclude that you got a +\$300 cash inflow. Exhibit 14.8 shows these calculations. (Incidentally, recall how you started this subsection with the year 1 computation: You subtracted \$100 in accounts receivable from the \$100 net income. This worked only because the accounts receivable was the same as the *change* in accounts receivable, because the original accounts receivable was zero.)

These differences between cash flows and net income are year-to-year changes in working capital.

Other short-term accruals that are components of working capital work similarly. For example, although corporate income tax is deducted on the income statement for the year in which the earnings have occurred, firms do not have to immediately pay these taxes. Instead, they can often defer them—at least until (the corporate equivalent of) April 15 of the following year.

Working capital already contains other delayed payments, making our lives easier.

|                          |   | Y0  | Y1     | Y2     | Y3     |
|--------------------------|---|-----|--------|--------|--------|
| Finance                  | 1. Sales (Net Income) Made, Payment Later                       | \$0 | \$100  | \$300  | \$0    |
|                          | 2. Actual Cash Receipts (for NPV Cash Flow)                     | \$0 | \$0    | \$100  | \$300  |
| Accounting               | 3. Reported Net Income  | \$0 | \$100  | \$300  | \$0    |
|                          | 4. Reported Accounts Receivable                                 | \$0 | \$100  | \$300  | \$0    |
| <b>Your Computations</b> |   |     |        |        |        |
|                          | 5. Change in Accounts Receivable                                | \$0 | +\$100 | +\$200 | -\$300 |
|                          | 6. Net Income (line 3) – Change in Accounts Receivable (line 5) | \$0 | \$0    | +\$100 | +\$300 |

**Exhibit 14.8:** Multi-Year Working Capital. Line 6 recovers line 2 from the financials.

To the extent that more taxes can be delayed, more cash is available than is suggested by net income. Therefore, delayed taxes must be added back to net income when computing finance cash flows. Of course, at some point in the future, these taxes payable will have to be paid, and they will then have to be counted as a cash outflow of the firm. But for now, the permitted delay in payment is like a government loan at zero interest—and one that the accounting item *net income* ignores.

## IMPORTANT

To take care of short-term accruals in the conversion from net income into cash flows, undo the smoothing—subtract *changes* in net working capital. (Equivalently, you can add *decreases* in net working capital.)

## Working Capital Management

Entrepreneurs usually fail for one of two reasons, and both are common: The first is that the business is just not a good idea to begin with. (The best “cure” is to try to remain extra skeptical and careful.) The second is that the business is too good of an idea and the entrepreneur is not equipped to handle the success. The growth in sales consumes so much cash for increases in working capital that the firm fails to pay back its own loans: The cash is tied up in production, or in inventory, or in credit extended to customers (payment to be received), when instead it is needed to flow back to the bank. For growing firms, proper working capital management is an issue of first-order importance.

Expand our valuation formula for another source of cash.

You can now expand our formulas to include changes in working capital:

$$\begin{aligned}
 & \text{Project Economic Cash Flow} \\
 = & \text{EBIT} \\
 + & \text{Depreciation} - \text{Capital Expenditures} \quad \leftarrow \text{undoes long-term accruals} \\
 - & \text{Corporate Income Tax} + \text{Changes in Deferred Tax Account} \quad \leftarrow \text{undoes IRS tax timing} \\
 - & \text{Increase in (Net) Working Capital} \quad \leftarrow \text{undoes advance booking}
 \end{aligned}$$

(Sign convention flag: In this formula, I am quoting the purchasing of assets in capital expenditures as a positive number. If you are using the negative number from the cash-flow statement, don't subtract but add it.)

**Q 14.9.** A firm reports the following financials.

|                              | Y0  | Y1    | Y2    | Y3    | Y4    | Y5    | Y6  |
|------------------------------|-----|-------|-------|-------|-------|-------|-----|
| Reported Sales (=Net Income) | \$0 | \$100 | \$100 | \$300 | \$300 | \$100 | \$0 |
| Reported Accounts Receivable | \$0 | \$100 | \$120 | \$340 | \$320 | \$120 | \$0 |

Can you describe the firm's customer payment patterns? Extract the cash flows.

**Q 14.10.** Construct the financials for a firm that has quarterly sales and net income of \$100, \$200, \$300, \$200, and \$100. Half of all customers pay immediately, while the other half always pay *two* quarters after purchase.

**Q 14.11.** (Advanced) Amazonia can pay suppliers after it has sold to customers. Amazonia has 25% margins and is reporting the following:

| Month                     | Jan | Feb   | Mar   | Apr   | May |
|---------------------------|-----|-------|-------|-------|-----|
| Reported Sales            | \$0 | \$100 | \$100 | \$400 | \$0 |
| Reported Net Income       | \$0 | \$25  | \$25  | \$100 | \$0 |
| Reported Accounts Payable | \$0 | \$75  | \$75  | \$300 | \$0 |

What are Amazonia's actual cash flows?

## 14.5 Earnings Management

Even though the United States has some of the tightest accounting regulations in the world, managers still have a lot of discretion when it comes to financials. They have to. It is impossible to define everything by rule. Value assessments must include opinions. And there is often no clear line. It can be many shades of gray, instead. The slope between an ethical and legal judgment call, and unethical and criminal manipulation can be a slippery one.

You already know that managers must make many judgments when it comes to accrual accounting. For example, managers can judge overoptimistically how many products customers will return, how much debt will not be repaid, how much inventory will spoil, how long equipment will last, whether a payment is an expense (fully subtracted from earnings) or an investment (an asset that is depreciated over time), or how much of an expense is "unusual." However, manipulation is possible not only for earnings and accruals but also for cash flows—though doing so may be more difficult and costly. For example, if a firm designates some of its short-term securities as "trading instruments," their sale can then create extra cash—what was not cash before now counts as cash! Similarly, you already know that firms can reduce inventory, delay payments to suppliers, and lean on customers to accelerate payment—all of which will generate immediate cash, but doing so will also possibly anger suppliers and customers so much that it will hurt the business in the long run. Firms can also sell off their receivables at a discount, which may raise the immediate cash at hand but reduce the profit that the firm will ultimately receive. A particularly interesting form of earnings management occurs when a firm aggressively sells products on credit. The sales can be immediately booked as earnings, with the loans counting as investments. Of course, if the customers default, all the company has accomplished is giving away its product for free.

There is considerable discretion in financial reporting.

Not only earnings—but also cash flows—can be managed.

Comparing (short-term) accruals to those of similar firms (industry, size, and growth rate) can sometimes give you good warning signs.

One quick measure of comparing how aggressive or conservative financials are is to compare the firm to other similar firms on the basis of the ratio of its short-term accruals divided by its sales. It is important that “similar” here means firms that are not only in the same industry but also growing at roughly the same rate. The reason is that growing firms usually consume a lot of cash—an established firm will show higher cash flows than a growing firm. If the firm is unusual in having much higher accruals—especially short-term accruals—than comparable firms, it is a warning flag that this firm deserves more scrutiny. Managers who decide to manipulate their numbers to jack up their earnings more than likely will try to manage their accruals aggressively in order to create higher earnings, too. Of course, this does not mean that all managers who manage their accruals aggressively do so to deceive the market and will therefore underperform later on. A manager who is very optimistic about the future may treat accruals aggressively—believing in few returns, great sales, and a better future all around. Indeed, as noted earlier, the slope from managerial optimism to illegal earnings manipulation is slippery. Finally, another earnings warning sign for the wary investor is when a firm changes its fiscal year—this is sometimes done in order to make it more difficult to compare financials to past performance or to financials of other firms in the same industry.

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Q 14.12. Are short-term or long-term accruals easier to manipulate?

Q 14.13. Give some examples of how a firm can depress the earnings that it currently reports in order to report higher earnings later.

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## 14.6 Economic Cash Flows from Intel’s Financials

The Intel cash-flow statement looks very much like our construction.

Now “wing it” for Intel—each firm does it a little differently.

Here are two more potentially important items: goodwill and miscellany.

Now apportioning the Intel cash flows to creditors and shareholders.

Now, if you take another look at the complete Intel cash-flow statement in Exhibit 14.3, you can immediately see the procedures that we have just discussed. Starting with net income of \$11.42 billion, add back depreciation of \$8.711, subtract capital spending of \$7.326 (a few lines lower), add (changes in) deferred income taxes (not broken out), and add the decrease in net working capital (the sum of \$0.355, \$0.637, and \$0.764).

There are also some other items that have not been explained, so let’s tie up these loose ends. There are two pieces of good news here. First, you now understand the main logic of what is going on. Second, you can now rely on the accountants to do most of the hard work for you. The logic of how to handle the remaining items in the cash-flow statement is either similar to what we have already discussed and/or obvious from the name. For instance, you hopefully won’t need an explanation from me for “effects of exchange rate changes.” Like me, you will have to “wing it”—or better, seek to understand the specific company you are analyzing.

Many cash flow statements also have other items that we have not discussed. One is called **investment in goodwill**. I have no idea who came up with this name, because it is a total misnomer. It actually has to do with cash laid out when our firm has acquired other firms. Intel apparently did not need accounting for large recent acquisitions, so it did not report goodwill. Other items are catch-alls, such as “adjustments to net income” (huh?) and “changes in other operations” (huh?), both of which are hopefully explained in the footnotes.

With  $\$19.017 + (-\$8.183) = 10.834$  in cash flows generated by Intel’s projects, all that is left is to apportion them between creditors and shareholders. Shareholders receive inflows from new debt issued, and pay interest and principal. New debt plus principal repayment is called “net issuance of debt.” For Intel, this amounted to \$9.002 billion, which Intel will use for its Altera acquisition in 2016. (Shareholders received a further \$0.1 in net interest. This left shareholders with \$9.1.)



Please do not consider the cash-flow formulas that we dissected to be the one perfect, end-all formula to compute NPV cash flows. No formula can cover *all* items in *all* companies. Even for Intel, we had to lump together some items and ignore others (such as foreign exchange effects). Again, every business operates and reports differently. Still, this chapter has given you a good start for understanding the link between earnings and cash flows and realized cash flows for an NPV analysis.

We have a suggestive cash-flow formula, not a perfect catch-all one.

On Wall Street, analysts also call the cash flow to financial debt and equity **free cash flow**. Sometimes, they work with an abbreviated formula:

A common shortcut formula: "free cash flow."

$$\begin{aligned} \text{Free Cash Flow} = & \text{EBIT} - \text{Taxes} + \text{Depletion \& Depreciation \& Amortization} \\ & - \text{Capital Expenditures} - \text{Increases in Working Capital} \end{aligned}$$

The idea is that this helps you assess what you can wring out of the firm if you bought it and stopped activities like acquisitions or increased capital expenditures.

### The Best and Quickest Way To Obtain Cash Flows

Usually, you can avoid having to construct the cash flow from the income statement with our long formulas. For a firm that has reported full public financials, you can rely on the corporate **cash-flow statement** itself. After all, it tries to construct most of the information for you. Its big categories, including some for which we just had a vague miscellaneous designation in our long formula, are *cash flows from operating activity* and *cash flows from investing activity*. You can use this sum instead of fiddling with the components. There is only one difference between what accountants consider cash flows and what financiers consider cash flows: interest payments. Accountants consider interest payments as a necessary expense to run the business. Financiers consider them a distribution to the firm's financiers. If you take care of this detail, you can then rely on our accounting friends. It is worth mentioning that, in past decades, most publicly traded firms had considerable interest expenses that needed to be added back. In recent decades and especially after the Great Recession, even non-financial firms have been holding large amounts of cash, thus creating net interest income instead of net interest expense.

Here is a much easier and foolproof method if you have the cash-flow statement.

The easiest and most reliable way to extract economic cash flows for a present value analysis is to rely on the accounting cash-flow statement. Using the cash flow statement is the most accurate formula because there are all sorts of little (or big) accounting nuances that any other formula would omit.

We need only to take care of the fact that accountants consider interest a cost of doing business, whereas financiers consider it a payout to capital providers.

**Project cash flows (CF)** are due to financial creditors and shareholders together and are computed as

$$\begin{aligned} \text{Project Cash Flow} = & \text{Cash Flow from Operating Activity} & (14.1) \\ & + \text{Cash Flow from Investing Activity} \\ & + (\text{Net}) \text{Interest Expense} \end{aligned}$$

Net income, a component of cash flow from operating activity, has had interest expense subtracted out. But interest expense is cash that is being returned to (debt) investors. Thus, to obtain the total amount of cash flows generated by the project and available (paid out to) the sum total of both creditors and shareholders, the interest expense (from the income statement) must be added back. There are instances in which the firm has more

## IMPORTANT

interest-earning cash than interest-earning liabilities. In this case, there can be some mild ambiguity on how you should treat it—but it rarely matters.

**Equity cash flows (CF)** are available only to levered equity (i.e., the company's shareholders):

$$\begin{aligned} \text{Equity Cash Flow} &= && \text{Project Cash Flow} && (14.2) \\ & && + \text{Net Issuance of Debt} - \text{Interest Expense} \end{aligned}$$

Equity receives all debt proceeds and pays all debt principal and interest. Substituting the first formula into the second formula shows that equity cash flows can also be computed as *Cash Flow from Operating Activity* plus *Cash Flow from Investing Activity* plus *Net Issuance of Debt*.

PS: The project cash flows are **not** from the thought experiment of unlevering the firm, which can have tax consequences. Instead, it is that you own all debt and equity.

What Intel did with the money.

The cash-flow statement in Exhibit 14.3 also continues when we stopped. It proceeds to tell you what Intel did with its (post-interest) cash flows:

**Dividends:** It used \$4.556 billion to pay dividends.

**Equity:** It repurchased \$1,810 billion in stock.

**Debt:** It paid \$0.558 in other cash flows for something.

Furthermore, in anticipation of its 2016 Altera acquisition, Intel borrowed \$9.002 billion, leaving it with \$12.747 billion more cash at the end of 2015 than at the end of 2014.

The task is done!

Your task is done—you should now be able to look at a financial statement, understand its structure, and assess its cash flows.

**Q 14.14.** From memory, can you recall the main components of economic cash flows that determine the cash flows used in an NPV analysis? Do you understand the logic?

**Q 14.15.** What were the cash flows produced by Intel's projects in 2013 and 2014?

**Q 14.16.** Do a financial analysis for Microsoft. Obtain the past financial statements from a website of your choice (e.g., [YAHOO! FINANCE](#) or Microsoft's own website). Compute the cash flows that you would use for an NPV analysis of the firm value and the equity value over the most recent three fiscal years.

## 14.7 What To Believe on the Balance Sheet

Generally, financial accounting in the United States is geared toward producing relatively accurate flow values on the income and cash-flow statements, not accurate stock values on the balance sheet. There is one particular balance sheet item that is especially seductive: the **book value of equity** (BV of equity, or BVE). Unfortunately, it is also the least reliable value on the least reliable financial statement. Because of the way that depreciation and other rules work, after the accountants have completed all their bookkeeping, the book value of equity becomes what is required to equalize the left-hand side and right-hand side of the balance sheet. Put differently, the book value of equity is a "placeholder." On occasion, it can be entirely meaningless. For example, it can even be negative—and obviously any number that can be negative is not sensible for a claim that has limited liability. Firms in the same industry can have very different equity

The book value of equity is particularly tempting and problematic.

► [Flow vs stock financials' accuracy](#), Pg.368.

book values if they are of different age. For older firms, the book value of older assets is often just a fraction of the true market value, not because these assets are typically worthless, but because accountants have typically written them down to be of zero value.

Are other balance sheet items more reliable? It depends. Fortunately, unlike the book value of equity, the **book value of liabilities** tends to be more reliable, if only because it is harder for a firm to weasel out of its commitments to pay. Many of these commitments are relatively short-term, too. Even the **book value of financial debt** (a component of liabilities that can contain many long-term liabilities) is usually reasonably accurate, at least if interest rates have not changed dramatically since the debt's issue. Besides, you rarely have an alternative, because the *market* value of debt (or of total liabilities) is usually not available.

Unfortunately, the **book value of assets** remains troublesome. It is the sum of the book value of equity, financial debt, and nonfinancial liabilities. Although the latter two are often reasonably accurate, the first is not. Thus, the accounting item "total assets" also generally misstates (often understates) the true values of (older) firms.

Don't confuse my statement: The book value of debt is often reasonable; only the book value of equity or the book value of assets are not.

Total Assets have the same problem.

Balance sheet stock numbers are often inaccurate as measures of true values. This applies especially to the book value of equity. In turn, it applies, to a lesser extent, to the book value of assets. The most reliable figures on the balance sheet are often cash and short-term instrument assets and financial-debt liability figures.

## IMPORTANT

### Summary

This chapter covered the following major points:

- There are four required financial statements: the balance sheet, the income statement, the shareholders' equity statement, and the cash-flow statement. Although every company reports its numbers a little differently, the major elements of these statements are fairly standard.
- Financial statements also serve more purposes than just NPV calculations, and are well worth studying in more detail—elsewhere.
- Earnings (net income) are *not* the cash-flow inputs required in an NPV analysis.
- Accountants use "accruals" in their net income (earnings) computation, which you need to undo in order to extract actual cash flows.
- The primary long-term accrual is "depreciation," an allocation of capital expenditures. The prime operation to undo this is to add back depreciation and subtract out capital expenditures.
- Deferred taxes adjust for differences in the depreciation schedules that GAAP and the IRS prescribe.
- The primary short-term accrual is "changes in working capital," an allocation of soon-expected but not-yet-executed cash inflows and outflows. Examples

are accounts payable, accounts receivable, and taxes payable. The prime operation to undo them is to subtract changes in working capital.

- If a cash-flow statement is available, it conveniently handles most of the difficulties in undoing accruals for the NPV analysis. However, accountants believe interest expense to be a cost of operations, whereas financiers believe it to be a payout to financiers. Thus, interest expense requires special handling.
- Formula 14.1 shows how to compute cash flows that accrue to project financiers (the "owners," who—in the sense it is used here—are themselves the debt holders plus the equity holders). It is *cash flow from operating activity*, plus *cash flow from investing equity*, plus *interest expense*.
- Formula 14.2 shows how to compute cash flows that accrue to levered equity owners (equity only). It is the cash flow that accrues to project owners, plus *net issuance of debt*, minus *interest expense*.
- Balance sheet values, especially the book value of equity and the book value of assets, tend to be unreliable measures of their true value equivalents.

A final observation: One common source of (avoidable) errors when analyzing financial statements is getting the accounting convention signs wrong.

### Keywords

10-K, 365. 10-Q, 365. A/R, 370. Accelerated depreciation, 369. Accounts payable, 382. Accounts receivable, 382. Accrual, 369. Amortization, 378. Annual report, 365. Bank overdraft, 382. Book value of assets, 389. Book value of equity, 388. Book value of financial debt, 389. Book value of liabilities, 389. Book value, 365. Bottom line, 373. COGS, 372. Cash, 382. Cash-flow statement, 387. Conservatism, 369. Current assets, 365. Current liabilities, 365. Deferred taxes, 380. Depletion, 378. Depreciation, 378. Disclosure, 364. EBIT, 373. EBITDA, 372. EDGAR, 365. Earnings, 373. Expense, 369. FASB, 365. Financial Accounting Standards Board, 365. Financial report, 365. Free cash flow, 387. GAAP, 365. Generally Accepted Accounting Principles, 365. Impairment rule, 369. Income tax, 370. Intangible asset, 378. Inventories, 382. Investment in goodwill, 386. Management description and analysis, 365. Natural resources, 378. Net income, 373. Net working capital, 382. Operating income, 373. Quarterly report, 365. Receivables, 370. Recognition, 364. Revenue, 372. SG&A, 372. Sales, 372. Straight-line depreciation, 369. Tangible assets, 378. Taxes payable, 370. Working capital, 382.

### Answers

**Q 14.1** The main difference between how accountants see income and how financiers see cash flows is accruals. Examples are the treatment of depreciation (versus capital expenses) and the delayed payments/receipts.

**Q 14.2** Basically yes: The lifetime sum of net income should be approximately equal to the firm's lifetime cash flows. Cash flows just have different timing. For example, a firm's capital expenditures are not booked immediately, but the sum of all lifetime depreciation should add up to the sum of all lifetime capital expenditures. This abstracts away from some discounting that accountants are doing, and many specific accounting cases that we have not covered, but the intent of earnings is that it should come out alike.

**Q 14.3** The calculations in Exhibit 14.6 for years 1 and 2 are in the chapter text. Project cash flows thereafter are

|                                | Y3   | Y4   | Y5   | Y6   |
|--------------------------------|------|------|------|------|
| EBIT                           | \$10 | \$35 | \$60 | \$60 |
| + Depreciation                 | \$50 | \$25 | \$0  | \$0  |
| - Capital Expenditures         | \$0  | \$0  | \$0  | \$0  |
| = Cash Flow, Project, Pre Tax  | \$60 | \$60 | \$60 | \$60 |
| - Corporate Income Tax         | \$2  | \$12 | \$22 | \$22 |
| = Cash Flow, Project, Post Tax | \$58 | \$48 | \$38 | \$38 |

Cash flows to levered equity are

|                             | Y3   | Y4   | Y5   | Y6    |
|-----------------------------|------|------|------|-------|
| + Net Debt Issue            | \$0  | \$0  | \$0  | -\$50 |
| - Interest Expense          | \$5  | \$5  | \$5  | \$5   |
| = Cash Flow, Levered Equity | \$53 | \$43 | \$33 | -\$17 |

Alternatively,

|                             | Y3   | Y4   | Y5   | Y6    |
|-----------------------------|------|------|------|-------|
| Net Income                  | \$3  | \$18 | \$33 | \$33  |
| + Depreciation              | \$50 | \$25 | \$0  | \$0   |
| - Capital Expenditures      | 0    | 0    | 0    | 0     |
| + Net Debt Issue            | \$0  | \$0  | \$0  | -\$50 |
| = Cash Flow, Levered Equity | \$53 | \$43 | \$33 | -\$17 |

**Q 14.4** Analogous to the cash flows in Exhibit 14.6, a 10% instead of a 12% cost of capital on the tax liability would increase the NPV of the tax obligation from \$46.77 to

$$\begin{aligned} \text{NPV}_{\text{tax liability}} &= \frac{\$14}{1.1} + \frac{\$2}{1.1^2} + \frac{\$2}{1.1^3} + \frac{\$12}{1.1^4} + \frac{\$22}{1.1^5} + \frac{\$22}{1.1^6} \\ &\approx \$50.16 \end{aligned}$$

Therefore, the project value would decrease by \$3.39.

**Q 14.5** The income statement is now as follows:

|                       | Y1   | Y2   | Y3   | Y4   | Y5   |
|-----------------------|------|------|------|------|------|
| Sales (Revenues)      | \$80 | \$80 | \$80 | \$80 | \$80 |
| - COGS                | \$6  | \$6  | \$6  | \$6  | \$6  |
| - SG&A                | \$8  | \$8  | \$8  | \$8  | \$8  |
| = EBITDA              | \$66 | \$66 | \$66 | \$66 | \$66 |
| - Depreciation        | \$30 | \$30 | \$30 | \$30 | \$0  |
| = EBIT (Oper. Income) | \$36 | \$36 | \$36 | \$36 | \$66 |

(continued)

|   |                     |      |      |      |      |      |
|---|---------------------|------|------|------|------|------|
| = | EBIT (Oper. Income) | \$36 | \$36 | \$36 | \$36 | \$66 |
| - | Interest Expense    | \$0  | \$8  | \$8  | \$8  | \$8  |
| = | EAIBT (or EBT)      | \$36 | \$28 | \$28 | \$28 | \$58 |
| - | Income Tax (at 50%) | \$18 | \$14 | \$14 | \$14 | \$29 |
| = | Net Income          | \$18 | \$14 | \$14 | \$14 | \$29 |

The cash-flow statement excerpt is now as follows:

|                      | Y1     | Y2   | Y3   | Y4   | Y5     |
|----------------------|--------|------|------|------|--------|
| Capital Expenditures | -\$120 |      |      |      |        |
| Net Debt Issue       | +\$100 |      |      |      | -\$100 |
| Depreciation         | \$30   | \$30 | \$30 | \$30 | \$0    |

The cash-flow formula is EBIT plus depreciation (or use EBITDA instead) minus capital expenditures, minus corporate income tax. For year 1, this is:  $\$36 + \$30 - \$120 - \$18 = -\$72$ . The first levered equity cash flows are  $-\$72 + \$100 = +\$28$ .

| Cash Flow       | Rate | Y1     | Y2    | Y3    | Y4    | Y5     | NPV      |
|-----------------|------|--------|-------|-------|-------|--------|----------|
| Machine         | 8%   | -\$54  | \$66  | \$66  | \$66  | \$66   | \$152.41 |
| Uncle Sam       | 8%   | -\$18  | -\$14 | -\$14 | -\$14 | -\$29  | -\$69.81 |
| <b>Project</b>  | 8%   | -\$72  | +\$52 | +\$52 | +\$52 | +\$37  | \$82.60  |
| Loan            | 8%   | +\$100 | -\$8  | -\$8  | -\$8  | -\$108 | \$0      |
| <b>Lev. Eq.</b> | 8%   | +\$28  | +\$44 | +\$44 | +\$44 | -\$71  | \$82.60  |

**Q 14.6** The (summarized) cash flows using monthly discounting (month is now abbreviated M) are as follows:

|                      | M1       | M2-M12  | M13      | M14-M36 |
|----------------------|----------|---------|----------|---------|
| EBIT                 | \$2.92   | \$2.92  | \$0.83   | \$0.83  |
| Depreciation         | \$2.08   | \$2.08  | \$4.17   | \$4.17  |
| Cap.Exp.             | -\$75    | 0       | -\$75    | 0       |
| Project CF, Pre Tax  | -\$70.00 | \$5.00  | -\$70.00 | \$5.00  |
| Tax                  | \$1.00   | \$1.00  | \$0.16   | \$0.16  |
| Project CF, Post Tax | -\$71.00 | \$4.00  | -\$70.16 | \$4.84  |
| Loan                 | \$50     | -\$0.42 | -\$0.42  | -\$0.42 |
| Levered Cash Flow    | -\$21.00 | \$3.58  | -\$70.58 | \$4.42  |

| Month                | M37-M48 | M49-M71 | M72      | PV       |
|----------------------|---------|---------|----------|----------|
| EBIT                 | \$2.92  | \$5.00  | \$5.00   |          |
| Depreciation         | \$2.08  | 0       | 0        |          |
| Cap.Exp.             | 0       | 0       | 0        |          |
| Project CF, Pre Tax  | \$5.00  | \$5.00  | \$5.00   | \$115.59 |
| Tax                  | \$1.00  | \$1.83  | \$1.83   | \$46.25  |
| Project CF, Post Tax | \$4.00  | \$3.17  | \$3.17   | \$69.34  |
| Loan                 | -\$0.42 | -\$0.42 | -\$50.42 | \$0.00   |
| Levered Cash Flow    | \$3.58  | \$2.75  | -\$47.25 | \$69.34  |

Tax is calculated as  $40\% \cdot (\text{EBIT} - \text{Depreciation} - \text{Interest Expense})$ . For discounting, this uses a 1% monthly rate for project cash flows and taxes, and an 0.83% rate for the loan.

**Q 14.7** Deferred taxes is an account that represents the cumulated difference between taxes indicated on the firm's income statement and the (lower) amount of taxes that the firm has actually paid. They are the results of different accounting procedures that are used for reporting to shareholders and for reporting to Uncle Sam. (Note: Deferred taxes are *not* adjusted for the fact that taxes are typically paid the year after the income is earned.) They are reported on the balance sheet.

**Q 14.8** The deferred tax account increased \$109 from 2014 to 2015. This means that the cash outflow was not as large as the income statement would have you believe. Thus, we add that back to the GAAP cash flows. The 2015 real after-tax cash flow was  $-\$100 + \$109 = \$9$ . The deferred tax account decreased \$222 from 2015 to 2016. This means that the firm paid out more than what the taxes on the income statement indicated, so this reduces the project cash flow. The 2016 real after-tax cash flow was  $\$300 - \$222 = \$78$ .

**Q 14.9** To find the cash flows, work out the change in accounts receivable each year. Then subtract these changes from the net income.

|               | Y1    | Y2    | Y3    | Y4    | Y5     | Y6     |
|---------------|-------|-------|-------|-------|--------|--------|
| Reported NI   | \$100 | \$100 | \$300 | \$300 | \$100  | \$0    |
| Reported A/R  | \$100 | \$120 | \$340 | \$320 | \$120  | \$0    |
| Change in A/R | \$100 | \$20  | \$220 | -\$20 | -\$200 | -\$120 |
| Cash Flows    | \$0   | \$80  | \$80  | \$320 | \$300  | \$120  |

The firm's customers did not all pay the next period. Therefore, the cash flows were delayed.

**Q 14.10** The cash flows are as follows (Q is Quarter):

|                             | Q1    | Q2     | Q3     | Q4     |
|-----------------------------|-------|--------|--------|--------|
| Reported NI                 | \$100 | \$200  | \$300  | \$200  |
| Immediate CF                | \$50  | \$100  | \$150  | \$100  |
| + Delayed Cash Flow (CF)    |       |        | +\$50  | +\$100 |
| $\Rightarrow$ CF            | =\$50 | =\$100 | =\$200 | =\$200 |
| $\Rightarrow$ Change in A/R | \$50  | \$100  | \$100  | \$0    |
| $\Rightarrow$ A/R           | \$50  | \$150  | \$250  | \$250  |

|                              | Q5     | Q6     | Q7    |
|------------------------------|--------|--------|-------|
| Reported NI                  | \$100  | \$0    | \$0   |
| Immediate CF                 | \$50   | \$0    | \$0   |
| + Delayed CF                 | +\$150 | +\$100 | +\$50 |
| $\Rightarrow$ Cash Flow (CF) | =\$200 | =\$100 | =\$50 |
| $\Rightarrow$ Change in A/R  | -\$100 | -\$100 | -\$50 |
| $\Rightarrow$ A/R            | \$150  | \$50   | \$0   |

It is easier to obtain the change in A/R first: You know that net income minus the change in A/R must add up to cash flows (change in A/R = net income – cash flows). And, knowing the change in A/R, calculating accounts receivable requires simple addition.

**Q 14.11** In February, Amazonia has cash inflows of \$100 (\$25 net income plus \$75 change in accounts payable). In March, Amazonia has another \$100 in sales, but payables stay the same. (It has to pay its old suppliers \$75, even though it gets to keep \$75 from its new suppliers.) Amazonia gets cash inflows of \$25 only. In April, Amazonia gets net income cash inflows of \$100, plus the \$225 change in payables, for cash inflows of \$325. Finally, in May, Amazonia has cash outflows of \$300. The pattern is as follows:

| Month      | Jan | Feb   | Mar  | Apr   | May    |
|------------|-----|-------|------|-------|--------|
| Cash Flows | \$0 | \$100 | \$25 | \$325 | –\$300 |

Note that Amazonia has total 5-month cash flows of \$150, just as it has total 5-month net income of \$150. The working capital has only influenced the timing attribution.

**Q 14.12** Short-term accruals are easier to manipulate. To manipulate long-term accruals, you would have to manipulate the depreciation schedule, and though this may be possible a few times, if it is done often, it will most surely raise eyebrows.

**Q 14.13** If a firm assumes that fewer of its customers will actually pay their bills in the future (i.e., more will default), then its earnings are (too) conservative. There are also many other ways in which a firm can do this that have not been discussed. For example, a firm can take out a reserve against a judgment in a pending lawsuit.

**Q 14.14** Start with EBIT. Then undo accruals for taxes: Subtract off corporate income tax and add changes in deferred taxes. Then undo long-term accruals: Subtract off capital expenditures and add back depreciation. Then take care of the other components, changes in working capital first. Don't forget goodwill and other miscellany—they are quite big in some firms.

**Q 14.15** 2013: \$20.776 – \$18.073 ≈ \$2.703 2014: \$20.418 – \$9.905 ≈ \$10.510

**Q 14.16** For example, for 2016, Microsoft's underlying project cash flows would have been

|                        | 2015      | 2014      | 2013      |
|------------------------|-----------|-----------|-----------|
| Operating CF           | \$29.080  | \$32.231  | \$28.833  |
| + Investing CF         | –\$23.001 | –\$18,833 | –\$23,811 |
| + Interest Expense     | \$0       | \$0       | \$0       |
| = Cash Flow to Project | \$6,079   | \$13.398  | \$5.022   |

(The IS reported \$0 in interest expense. Microsoft, too, had more in cash and short-term investments (\$95 billion!) than in debt.)

## End of Chapter Problems

**Q 14.17.** Although accounting numbers are sometimes thought of as imaginary presentations, why is a firm not just a firm, and accounting numbers not just “funny numbers”? That is, what is the most important direct cash-flow influence of accounting in most corporations?

**Q 14.18.** Which statements on the firm's financial reports are about flows, and which are about stocks?

**Q 14.19.** Use an appropriate website to find out how MACRS works. How would you depreciate \$10,000 in computer equipment?

**Q 14.20.** What would be the most common accounting value of residential investment property in each of the next 50 years when you purchased it for \$3 million? (Hint: Use a straight line 40-year depreciation schedule.)

**Q 14.21.** What is an accrual? How do long-term and short-term accruals differ?

**Q 14.22.** Consider a \$50,000 SUV that you expect to last for 10 years. The IRS uses an MACRS 5-year depreciation schedule on cars. It allows depreciating 20% in year 1, 32%, 19.2%, 11.52%, 11.52%, and 5.76% in the following years. You can finance this car yourself. You can produce sales of \$100,000 per year with it. Maintenance costs will be \$5,000 per year. Your income tax rate is 30% per annum. Your cost of capital is 12% per annum.

1. What are the income and cash-flow statements for this car?
2. What is the net present value of this car?
3. Show how you can infer the economic value of the car from the financials.

**Q 14.23.** Repeat the previous question, but assume that you finance the entire car with a loan that charges 10% interest per annum. (The net present value now is the bundle “loan plus car,” of course.)

**Q 14.24.** PepsiCo's balance sheet lists its deferred income taxes as \$1,367 million in 2000 and \$1,496 million in 2001. Its net income statement further listed income tax payments of \$1,367 million in 2001. How much did PepsiCo actually pay in income taxes in 2001?

**Q 14.25.** Construct the financials for a firm that has quarterly sales and net income of \$100, \$200, \$300, \$200, \$100. One-quarter of all customers pay immediately, while the other three-quarters always pay *two* quarters after purchase.

**Q 14.26.** Consider the following project:

| <u>Project</u>                |                |
|-------------------------------|----------------|
| Real Physical Lifespan        | 6 years        |
| Cost                          | \$150          |
| Gross Output                  | \$50 in year 1 |
|                               | \$80 in year 2 |
|                               | \$90 in year 3 |
|                               | \$50 in year 4 |
|                               | \$25 in year 5 |
|                               | \$0 in year 6  |
| – Input Costs (cash)          | \$5/year       |
| – Selling Costs (cash)        | \$5/year       |
| Overall Cost of Capital       | 12%/year       |
| Corporate Tax Rate ( $\tau$ ) | 40%/year       |
| <u>Available Financing</u>    |                |
| Debt Capacity                 | \$50           |
| Debt Interest Rate            | 10%/year       |
| <u>Accounting Treatment</u>   |                |
| Accounting Life               | 3 years        |
| Depreciation Method           | Linear         |

Assume customers pay one year after delivery. Construct (the relevant items of) the balance sheet, the income statement, and the cash-flow statement. Compute the value of this firm, both from finance principles and from the financial statements. (Please note that this is a time-intensive question—almost a mini-case.)

**Q 14.27.** PepsiCo reported the following information (in millions of dollars):

| <u>Income Statement</u> |         |         |         |
|-------------------------|---------|---------|---------|
|                         | 1999    | 2000    | 2001    |
| <b>Net Income</b>       | \$2,505 | \$2,543 | \$2,662 |

| <u>Balance Sheet</u> |      |         |         |
|----------------------|------|---------|---------|
| Year                 | 1999 | 2000    | 2001    |
| Accounts Receivable  |      | \$2,129 | \$2,142 |
| Inventories          |      | \$1,192 | \$1,310 |
| Prepaid Expenses     |      | \$791   | \$752   |
| Accounts Payable     |      | \$4,529 | \$4,461 |
| Income Tax, Payable  |      | \$64    | \$183   |

Ignoring all other accruals, how would you adjust the net income to be more cash-oriented, that is, reflective of short-term accruals?

**Q 14.28.** Coca-Cola reported the following information (in million dollars):

| <u>Income Statement</u> |         |         |         |
|-------------------------|---------|---------|---------|
|                         | 2003    | 2004    | 2005    |
| <b>Net Income</b>       | \$4,347 | \$4,847 | \$4,872 |

| <u>Balance Sheet</u>                    |      |         |         |
|---|------|---------|---------|
| Year                                    | 2003 | 2004    | 2005    |
| Accounts Receivable                     |      | \$2,244 | \$2,281 |
| Inventories                             |      | \$1,420 | \$1,424 |
| Prepaid Expenses                        |      | \$1,849 | \$1,778 |
| Accounts Payable                        |      | \$4,403 | \$4,493 |
| Loans Payable                           |      | \$4,531 | \$4,518 |
| Current Maturities<br>of Long-Term Debt |      | \$1,490 | \$28    |
| Corporate Income Tax,<br>Payable        |      | \$709   | \$797   |

Ignoring all other accruals, how would you adjust Coca-Cola's net income to be more cash-oriented, that is, reflective of short-term accruals?

**Q 14.29.** Give some examples of how a firm can depress the cash flows that it reports in order to report higher cash flows later.

**Q 14.30.** Explain why EBITDA is more difficult to manipulate than EBIT.

**Q 14.31.** Among Intel's working capital items, which items allowed Intel to pull cash out of the business, and which items forced Intel to put more back into the business?

**Q 14.32.** Preferably answer this question from memory: If you have access to a firm's cash-flow statement and net income statement, how would you compute the economic cash flows that accrue to shareholders?



### Data and Programming for Masters Students

While historical trading and asset prices are available for free from many data sources, historical corporate financial statement data is more difficult to come by.

The SEC provides the full text of corporate financial statements at <https://www.sec.gov/edgar.shtml>, but the data is difficult to crawl and access. In particular, the SEC offers no panel data set—you are on your own, e.g., if you want to download, e.g., firms' assets from corporate balance sheets. (It is relatively easy on a case by case basis.) I am currently working (with Maris Jensen) on creating a free panel data set. Feel free to check on the book website for future announcements, and/or email if you want to volunteer to help.

Some current data is available at [YAHOO! FINANCE](#).

*Compustat* is the premier data provider for panel data. Other companies are Datastream, Company Analysis, Morningstar, Thomson Financials, and ValueLine.

Data availability and coverage is worse again for foreign companies. The premier options are Factset and Compustat.

The first task is looking at the performance of two investment portfolios. The method to do so was discussed on Page 243 in Chapter 10. Reread the discussion there first.

**Task A:** If you have access to Compustat, test how firms with aggressive accruals perform from an investment perspective relative to firms with conservative accruals. Accruals are the difference between earnings and cash flows. Normalize accruals by sales and/or assets, and then adjust them for the corporate sales growth rate (e.g., using a regression). (This is because most growing firms have lower cash flows relative to their earnings, when compared with shrinking firms.)

Now use only stocks that closed their fiscal years in November, December, or January. Create a portfolio of “high accruals” stocks and one of “low accruals” stocks. Assuming a 6-month delay before the data have become available, i.e., beginning the following July, what are the 1-year (July to June) rates of return on each portfolio? Plot the two series from 1970 to today. Did companies that were more aggressive in their accruals perform better or worse?

**Task B:** Estimate which large firms with positive earnings have paid (not booked!) the lowest and the highest tax payments on earnings over the last 5 years, especially relative to their peers.