

Telenav (TNAV)

Price:	\$5.43	Net Tang. Bk Value Incl. Cash (NTBVIC):	\$195,480,000.00	Net Tang. Book Yr. 5 (Inc. Cash):	\$201,962,775.00
Market Cap:	\$215,353,800	NTBVIC/Market Downside Recovery:	90.77%	Avg. Year FCF/Share:	\$7,964,588.75
Cash:	\$207,810,000	Op. Cash Flow:	\$7,832,555	Year 5 Disposition FCF Multiple:	3.0
Debt:	\$0	Implied Years to Fill Gap:	2.54	Year 5 Disposition Price:	\$225,856,541.25
Net Cash:	\$207,810,000	Today's Equity if 5x Op. CF:	\$218,977,665		
Enterprise Value:	\$7,543,800	Net Tang. Book+5 FCF+ Gain Disposition:			\$225,856,541.25
Shares Outstanding:	39,660,000	IRR:			0.96%
		Price:			\$5.69
		Target Market Cap:			\$225,856,541
		Target Enterprise Value:			\$18,046,541

\* Our future intrinsic value measures the total return, which includes both capital appreciation and dividend income.

TNAV dropped 12% off their latest conference call, which painted a bleak picture for 2014, with Sprint, a large customer not extending their contract. Management expects operating losses in 2014 as a result. The loss of Sprint would result in \$22MM less in revenue in 2014, which is about 10% decrease in revenue. Also, the mobile business has higher margins, so we can expect margins compressing in 2014.

"I'll just take a couple of comments. We clearly are going to change our cadence where we give guidance for any forthcoming fiscal year until we get into our fourth quarter. But what I will just reiterate is what we've already communicated into the public markets is the fact that we had Sprint going away at the end of September, but that's going to -- **that would have contributed \$28 million in fiscal 2013, of which we are holding at about \$5.5 million of that going into fiscal 2014.**

And so that combined with the continuing decline that we see in our traditional mobile navigation, offset by what we think will be nice improvement in advertising and some of the continued growth that we see in automotive, which drives lower gross margins. That combined with our operating costs increasing really led us to or making sure that that message was very clear in the marketplace that we think **we'll be going into fiscal 2014 with operating losses.** So hopefully that provides a little more clarity for you." 04-26-2013 CC Transcript

Yet, we feel the stock movement was an overreaction. It is okay, since the co. is sitting on \$207MM in cash, with no debt, so their cheap EV value of \$7.5MM is relatively cheap for a co. that has growth potential in Chinese automobile market with Ford and GM models that will be exported to China.

We still are bullish on the stock.

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TeleNav, Inc., formerly TNAV Holdings, Inc., is a provider of location based services (LBS), including voice guided navigation on mobile phones. Its LBS solutions provide consumers and enterprises with location specific, real time and personalized features and functions. Through its hosted service delivery model, it provides its solutions through the networks of wireless carriers in the United States, including Sprint Nextel Corporation (Sprint) and AT&T Inc. (AT&T), as well as through certain carriers in other countries. Its core LBS solution is GPS Navigator, its voice guided, real time, turn by turn mobile navigation service, which offers features, such as real time traffic alerts, route planning and updated points of interest (POIs). It leverages its LBS platform to provide easy to implement mobile resource management (MRM), solutions for enterprises. Effective April 16, 2013, the Company sold the Telenav enterprise business unit to FleetCor Technologies Operating Company, LLC.

Company Name:		Telenav			Income Statement	
Ticker Symbol:	TNAV	Market Capitalization:	\$215,353,800.00	Revenue:	\$209,160,000.00	100.0%
Last Price:	\$5.43	Total Debt:	\$0.00	Cost of Goods Sold:	\$37,990,000.00	18.2%
Net Cash/Share:	\$5.24	Total Cash:	\$207,810,000.00	Gross Profit:	\$171,170,000.00	81.8%
Net Cash to Last Price:	96.50%	Net Cash/(Debt):	\$207,810,000.00	EBITDA:	\$24,470,000.00	11.7%
Shares Outstanding:	39,660,000	Enterprise Value:	\$7,543,800.00	Net Income:	\$13,290,000.00	6.4%
Industry:	Scientific & Technical Instruments	Current EV/Share:	\$0.19			
Sector:	Technology	EBITDA:	\$53,010,000.00	<b>Balance Sheet</b>		
Institutional Ownership:	29.63%	EV/EBITDA Multiple:	0.14	Cash:	\$22,750,000.00	
Mutual Fund Ownership:	0.17%	EV/EBITDA Multiple Average Year 1-5:	1.13	Short Term Investment:	\$185,060,000.00	
Insider Ownership:	0.00%	EV/FCF Multiple (excluding acquisition):	0.56	A/R:	\$25,000,000.00	
Retail Ownership:	-29.80%	EV/FCF Multiple Average Year 1-5 (excluding acquisition):	0.95	PP&E:	\$16,000,000.00	
Float:	0.00%				Assets:	\$292,570,000.00
		<b>Upper Range</b>			A/P:	\$3,060,000.00
		<b>DCF: EV/EBITDA Terminal Value</b>			Deferred Tax:	\$0.00
		Implied TV from 3 X EV/EBITDA Multiple	\$0.00	Other Liabilities:	\$74,210,000.00	
		Enterprise Value	\$0.00	Short term Debt:	\$0.00	
		Cash at Year 5:	\$247,632,943.75	Long Term Debt:	\$0.00	
		Debt at Year 5:	\$0.00	Liabilities:	\$77,270,000.00	
		Equity Value Year 5:	\$247,632,943.75	Retained Earnings:	\$97,000,000.00	
		<b>Equity/Share at Year 5:</b>	<b>\$6.24</b>	Paid-In Capital:	\$118,900,000.00	
		Annualized Return:	2.83%	Treasury Stock:	\$0.00	
		<b>Lower Range</b>			Stockholder's Equity:	\$216,270,000.00
		<b>DCF: Net Tangible Asset excluding Cash/Debt Terminal Value</b>			<b>Cash Flow</b>	
		Year 5 Net Tangible Assets excluding cash and debt	\$17,610,000.00	Net Income:	32,410,000.00	
		Enterprise Value	\$17,610,000.00	Depreciation/Amortization:	8,170,000.00	
		Cash at Year 5:	\$247,632,943.75	Change in Working capital:	-21,470,000.00	
		Debt at Year 5:	\$0.00	Cash from Operating Activities:	29,310,000.00	
		Equity Value Year 5:	\$265,242,943.75	Capital Expenditures:	-15,880,000.00	
		<b>Equity/Share at Year 5:</b>	<b>\$6.69</b>	Cash from Investing Activities:	-36,710,000.00	
		Annualized Return:	4.26%	Total Cash Dividends Paid:	0.00	
		<b>EVA</b>			Issuance (Retirement) of Stock:	-10,440,000.00
		EVA today:	\$223,861,522.20	Issuance (Retirement) of Debt:	0.00	
		EVA in 5 Years:	\$125,005,604.83	Cash from Financing Activities:	-9,640,000.00	
		EVA/Share:	\$3.15	<b>Profitability Margins</b>		
		Cash at Year 5:	\$247,632,943.75	Debt to Equity:	0.00%	
		Debt at Year 5:	\$0.00	Return on Assets:	11.08%	
		Equity Value Year 5:	\$372,638,548.58	Return on Capital:	14.99%	
		<b>Equity/Share at Year 5:</b>	<b>\$9.40</b>	Return on Equity:	14.99%	
		<b>Annualized return</b>	<b>-11.00%</b>			
		<b>Current Net Tangible Asset</b>				
		<b>Net Tangible Asset/Share:</b>	<b>\$4.93</b>			
		<b>Net Tangible Asset/Share in Year 5:</b>	<b>\$5.09</b>			
		Annualized return	0.65%			
		Average EV to EBITDA:	N/A			
		Company EV to EBITDA:	0.14			
		Average EV to EBIT:	N/A			
		Company EV to EBITA:	0.17			
		Current Equity Price:	\$5.43			
		Selling at Discount?	Premium			
		Appreciation Potential:	-9.23%			
		<b>Dividend Model</b>				
		<b>Next Year Dividend</b>	<b>\$0.00</b>			
		<b>WACC:</b>	<b>11.00%</b>			
		Dividend:	\$0.00			
		Net Income:	\$13,290,000.00			

SN VALUATION

LBO Pro Forma Income Statement

Name:

Telenav

Ticker:

TNAV

	Historical				Forecasted				
	12 months ending 2009-06-30	12 months ending 2010-06-30	12 months ending 2011-06-30	12 months ending 2012-06-30	2013	2014	2015	2016	2017
Revenue	110.88	171.16	210.49	218.51	174.81	176.56	178.32	180.10	181.91
COGS	20.25	29.48	40.72	47.34	47.20	47.67	48.15	48.63	49.11
Gross margin	90.63	141.68	169.77	171.17	127.61	128.89	130.17	131.48	132.79
SG&A	24.84	31.71	44.64	57.80	61.18	61.79	62.41	63.04	63.67
R&D	23.50	41.56	56.53	68.53	66.43	67.09	67.76	68.44	69.12
Unusual expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other operating expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Depreciation is: Included within COGS					0.00	0.00	0.00	0.00	0.00
Operating Income (EBITA)	42.29	68.41	68.60	44.84	0.00	0.00	0.00	0.00	0.00
Interest income/(expense)	0.27	0.11	0.97	1.57	1.99	1.99	1.99	1.99	1.99
Gain (loss) on sale of asset	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other	-1.04	-0.52	0.21	-0.09	0.00	0.00	0.00	0.00	0.00
Income before tax	41.52	68.00	69.77	46.31	1.99	1.99	1.99	1.99	1.99
Tax	11.90	26.59	27.20	13.90	0.70	0.70	0.70	0.70	0.70
Income after tax	29.62	41.41	42.57	32.41	1.30	1.30	1.30	1.30	1.30
Minority Interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equity in affiliates	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net income	29.62	41.41	42.57	32.41	1.30	1.30	1.30	1.30	1.30
*Figures are in millions (\$)									
EPS (based off today's share count)	\$0.75	\$1.04	\$1.07	\$0.82	\$0.03	\$0.03	\$0.03	\$0.03	\$0.03
P/E (historical today's price; forecasted intrinsic price)	7.27	5.20	5.06	6.64	175.46	185.35	195.80	206.83	218.49
Revenue Growth	N/A	54.37%	22.98%	3.81%	-20.00%	1.00%	1.00%	1.00%	1.00%
Tax Rate	28.66%	39.10%	38.99%	30.02%	35.00%	35.00%	35.00%	35.00%	35.00%
Implied Debt Interest Rate	0.00%	0.00%	0.00%	0.00%	NA	NA	NA	NA	NA
Margins									
COGS	18.26%	17.22%	19.35%	21.66%	27.00%	27.00%	27.00%	27.00%	27.00%
Gross margin	81.74%	82.78%	80.65%	78.34%	73.00%	73.00%	73.00%	73.00%	73.00%
SG&A	22.40%	18.53%	21.21%	26.45%	35.00%	35.00%	35.00%	35.00%	35.00%
R&D	21.19%	24.28%	26.86%	31.36%	38.00%	38.00%	38.00%	38.00%	38.00%
Unusual expense	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other operating expense	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Depreciation is: Included within COGS	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Operating Income (EBITA)	38.14%	39.97%	32.59%	20.52%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest income/(expense)	0.24%	0.06%	0.46%	0.72%	1.14%	1.13%	1.12%	1.11%	1.10%
Gain (loss) on sale of asset	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other	-0.94%	-0.30%	0.10%	-0.04%	0.00%	0.00%	0.00%	0.00%	0.00%
Income before tax	37.45%	39.73%	33.15%	21.19%	1.14%	1.13%	1.12%	1.11%	1.10%
Tax	10.73%	15.54%	12.92%	6.36%	0.40%	0.40%	0.39%	0.39%	0.38%
Income after tax	26.71%	24.19%	20.22%	14.83%	0.74%	0.74%	0.74%	0.74%	0.74%
Minority Interest	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Equity in affiliates	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Net income	26.71%	24.19%	20.22%	14.83%	0.74%	0.73%	0.73%	0.72%	0.71%

	As of 2009-06-30	As of 2010-06-30	As of 2011-06-30	As of 2012-06-30	As of 2012-12-31	Adjustment		Adjusted Proforma	2011	2012	2013	2014	2015
						+	-						
Cash	33.13	112.86	24.05	6.92	22.75			22.75	30.58	38.48	46.44	54.48	62.57
Short term investment	0.00	0.00	179.26	192.55	185.06			185.06	185.06	185.06	185.06	185.06	185.06
<b>Cash and Short term</b>	<b>33.13</b>	<b>112.86</b>	<b>203.31</b>	<b>199.47</b>	<b>207.81</b>			<b>207.81</b>	<b>215.64</b>	<b>223.54</b>	<b>231.50</b>	<b>239.54</b>	<b>247.63</b>
Accounts Receivable	23.94	37.32	30.71	25.32	25.00			25.00	25.00	25.00	25.00	25.00	25.00
Other receivables	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Receivables</b>	<b>23.94</b>	<b>37.32</b>	<b>30.71</b>	<b>25.32</b>	<b>25.00</b>			<b>25.00</b>	<b>25.00</b>	<b>25.00</b>	<b>25.00</b>	<b>25.00</b>	<b>25.00</b>
Total Inventory	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Prepaid Expenses	2.87	3.02	10.20	14.32	14.94			14.94	14.94	14.94	14.94	14.94	14.94
Other Current Assets	2.05	3.25	2.95	1.40	0.82			0.82	0.82	0.82	0.82	0.82	0.82
<b>Current Assets</b>	<b>61.99</b>	<b>156.45</b>	<b>247.17</b>	<b>240.51</b>	<b>248.57</b>	<b>0.00</b>	<b>0.00</b>	<b>248.57</b>	<b>256.40</b>	<b>264.30</b>	<b>272.26</b>	<b>280.30</b>	<b>288.39</b>
PP&E, Gross	11.84	18.37	23.98	30.00	30.00			30.00	30.00	30.00	30.00	30.00	30.00
Change in Depreciation		5.10	7.71	8.17	8.17			8.17	6.54	6.60	6.67	6.73	6.80
Accumulated Depreciation	5.23	8.73	14.90	14.00	14.00			14.00	20.54	27.14	33.80	40.54	47.34
<b>PP&amp;E, Net</b>	<b>6.61</b>	<b>9.64</b>	<b>9.08</b>	<b>16.00</b>	<b>16.00</b>			<b>16.00</b>	<b>9.46</b>	<b>2.86</b>	<b>-3.80</b>	<b>-10.54</b>	<b>-17.34</b>
Goodwill	0.00	0.00	0.00	0.00	19.82	0.00		19.82	19.82	19.82	19.82	19.82	19.82
Intangibles	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Long term investments	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Other long term assets	3.60	7.63	4.92	8.83	8.18			8.18	8.18	8.18	8.18	8.18	8.18
<b>Long Term Assets</b>	<b>10.21</b>	<b>17.27</b>	<b>14.00</b>	<b>24.83</b>	<b>44.00</b>			<b>44.00</b>	<b>37.46</b>	<b>30.86</b>	<b>24.20</b>	<b>17.46</b>	<b>10.66</b>
<b>Total Assets</b>	<b>72.20</b>	<b>173.72</b>	<b>261.17</b>	<b>265.34</b>	<b>292.57</b>	<b>0.00</b>	<b>0.00</b>	<b>292.57</b>	<b>293.87</b>	<b>295.16</b>	<b>296.46</b>	<b>297.76</b>	<b>299.05</b>
Accounts Payable	2.12	2.51	3.18	3.06	3.06			3.06	3.06	3.06	3.06	3.06	3.06
Accrued Expense	8.99	11.29	16.86	21.90	21.90			21.90	21.90	21.90	21.90	21.90	21.90
Other current Liabilities	5.98	7.77	48.54	10.57	25.48			25.48	25.48	25.48	25.48	25.48	25.48
<b>Total Current Liabilities</b>	<b>17.09</b>	<b>21.57</b>	<b>68.58</b>	<b>35.53</b>	<b>50.44</b>	<b>0.00</b>	<b>0.00</b>	<b>50.44</b>	<b>50.44</b>	<b>50.44</b>	<b>50.44</b>	<b>50.44</b>	<b>50.44</b>
Notes Payables/Short Term Debt	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Current port. Of LT Debt/Capital Leases	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Long term Debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Capital Lease Obligations	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Interest Earning Debt</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Deferred Income tax	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Minority Interest	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Other liabilities	0.37	3.11	4.14	12.73	26.83			26.83	26.83	26.83	26.83	26.83	26.83
<b>Total Liabilities</b>	<b>17.46</b>	<b>24.68</b>	<b>72.72</b>	<b>48.26</b>	<b>77.27</b>	<b>0.00</b>	<b>0.00</b>	<b>77.27</b>	<b>77.27</b>	<b>77.27</b>	<b>77.27</b>	<b>77.27</b>	<b>77.27</b>
Redeemable Preferred Stock	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Non-redeemable Preferred Stock	51.37	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Common Stock	0.01	0.04	0.04	0.04	0.04		0.00	0.04	0.04	0.04	0.04	0.04	0.04
Additional Paid-in capital	3.49	109.69	115.06	118.86	118.86	0.00	0.00	118.86	118.86	118.86	118.86	118.86	118.86
Dividends Paid	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Retained Earnings	-0.53	38.91	72.82	97.25	97.00		0.00	97.00	98.30	99.59	100.89	102.19	103.48
Treasury Stock	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Other Equity	0.40	0.40	0.54	0.37	0.37		0.00	0.37	0.37	0.37	0.37	0.37	0.37
<b>Total Equity</b>	<b>54.74</b>	<b>149.04</b>	<b>188.46</b>	<b>216.52</b>	<b>216.27</b>	<b>0.00</b>	<b>0.00</b>	<b>216.27</b>	<b>217.57</b>	<b>218.86</b>	<b>220.16</b>	<b>221.46</b>	<b>222.75</b>
<b>Liability + Equity</b>	<b>72.20</b>	<b>173.72</b>	<b>261.18</b>	<b>264.78</b>	<b>293.54</b>	<b>0.00</b>	<b>0.00</b>	<b>293.54</b>	<b>294.84</b>	<b>296.13</b>	<b>297.43</b>	<b>298.73</b>	<b>300.02</b>
<b>Variance</b>	0.00	0.00	-0.01	0.56	-0.97			-0.97	-0.97	-0.97	-0.97	-0.97	-0.97
<b>Debt/Equity</b>	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Inventory Turnover	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!			#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Inventory Turnover Days	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!			#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Days Inventory Outstanding	0.00	0.00	0.00	0.00	0.00			0.00	0.00	0.00	0.00	0.00	0.00
Accounts Receivable Turnover	4.63	4.59	6.85	8.63	6.99			8.74	6.99	7.06	7.13	7.20	7.28
Accounts Receivable Turnover Days	78.81	79.59	53.25	42.29	52.20			41.76	52.20	51.68	51.17	50.66	50.16
Days Payable Outstanding	38.21	31.08	28.50	23.59	23.66			23.59	23.66	23.43	23.20	22.97	22.74
Days Sales Outstanding	78.81	79.59	53.25	42.29	52.20			42.29	41.76	52.20	51.68	51.17	50.66
Cash Conversion Cycle	40.59	48.51	24.75	18.70	28.54			18.70	18.10	28.77	28.49	28.20	27.92
Net tangible assets/share	\$1.38	\$3.76	\$4.75	\$5.47	\$4.93				\$4.96	\$4.99	\$5.03	\$5.06	\$5.09

	12 months ending 2009-06-30	12 months ending 2010-06-30	12 months ending 2011-06-30	12 months ending 2012-06-30	2011	2012	2013	2014	2015
Net Income	29.62	41.41	42.57	32.41	1.30	1.30	1.30	1.30	1.30
Depreciation	2.45	5.10	7.71	8.17	6.54	6.60	6.67	6.73	6.80
<b>Net Income + Depreciation</b>	<b>32.07</b>	<b>46.51</b>	<b>50.28</b>	<b>40.58</b>	<b>7.83</b>	<b>7.90</b>	<b>7.96</b>	<b>8.03</b>	<b>8.10</b>
Amortization	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Deferred Taxes	-2.48	-2.65	0.58	1.02	0.00	0.00	0.00	0.00	0.00
Non Cash Items	1.35	4.90	5.82	9.17	0.00	0.00	0.00	0.00	0.00
Change in Working capital	-7.91	-4.31	50.00	-21.47	0.00	0.00	0.00	0.00	0.00
Accounts Receivable	0.00	-13.38	6.61	5.39	0.00	0.00	0.00	0.00	0.00
Other Receivables	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Prepaid Expenses	0.00	-0.15	-7.18	-4.12	0.00	0.00	0.00	0.00	0.00
Accounts Payable	0.00	0.39	0.67	-0.12	0.00	0.00	0.00	0.00	0.00
<b>Cash from Operating Activities</b>	<b>23.03</b>	<b>44.45</b>	<b>106.68</b>	<b>29.30</b>	<b>7.83</b>	<b>7.90</b>	<b>7.96</b>	<b>8.03</b>	<b>8.10</b>
Capital Expenditures Expenditures	-6.99	-9.81	-6.13	-15.88	0.00	0.00	0.00	0.00	0.00
Long term investment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Investing Activities	0.00	0.00	-181.57	-20.84	0.00	0.00	0.00	0.00	0.00
<b>Cash from Investing Activities</b>	<b>-6.99</b>	<b>-9.81</b>	<b>-187.70</b>	<b>-36.72</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Financing Cash flow items	0.00	0.38	1.67	0.80	0.00	0.00	0.00	0.00	0.00
Total Cash Dividends Paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Issuance (Retirement) of Stock	0.07	44.73	-9.40	-10.44	0.00	0.00	0.00	0.00	0.00
Issuance (Retirement) of Current Portion Debt	-	-	-	-	0.00	0.00	0.00	0.00	0.00
Issuance (Retirement) of Long Term Debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Cash from Financing Activities</b>	<b>0.07</b>	<b>45.11</b>	<b>-7.73</b>	<b>-9.64</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Foreign Exchange effect	0.16	-0.01	-0.06	-0.09	0.00	0.00	0.00	0.00	0.00
Beginning Cash Balance	16.85	33.13	112.86	5.15	22.75	30.58	38.48	46.44	54.48
<b>Net Change in Cash</b>	<b>16.28</b>	<b>79.73</b>	<b>-88.81</b>	<b>-17.13</b>	<b>7.83</b>	<b>7.90</b>	<b>7.96</b>	<b>8.03</b>	<b>8.10</b>
Ending Cash Balance	33.13	112.86	24.05	-11.98	30.58	38.48	46.44	54.48	62.57
Capex to Revenue	6.30%	5.73%	2.91%	7.27%	0.00%	0.00%	0.00%	0.00%	0.00%
Depreciation to Sales	2.21%	2.98%	3.66%	3.74%	3.74%	3.74%	3.74%	3.74%	3.74%
Amortization to Sales	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
A/R to Sales	21.59%	21.80%	14.59%	11.59%	14.48%	14.34%	14.20%	14.06%	13.92%
Distributable FCF Yield	212.62%	459.19%	-1073.99%	-98.36%	103.83%	104.69%	105.57%	106.45%	107.35%
Dividend Yield	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>FCF (Ops-Investing-Dividends)</b>	<b>16.04</b>	<b>34.64</b>	<b>100.55</b>	<b>13.42</b>	<b>7.83</b>	<b>7.90</b>	<b>7.96</b>	<b>8.03</b>	<b>8.10</b>

# SN VALUATION

# LBO Debt Schedule

Ticker:

TNAV

	Proforma	2013	2014	2015	2016	2017
<b>Net Change in Cash</b>	<b>-17.13</b>	<b>7.83</b>	<b>7.90</b>	<b>7.96</b>	<b>8.03</b>	<b>8.10</b>
Current Portion Debt Repayment						
Long Term Debt Repayment						
<b>Outstanding Debt</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Current Portion Debt Balance	0.00	0.00	0.00	0.00	0.00	0.00
Long Term Debt Balance	0.00	0.00	0.00	0.00	0.00	0.00
Forward Libor Curve		3.00%	3.00%	3.00%	3.00%	3.00%
Spread		4.00%	4.00%	4.00%	4.00%	4.00%
<b>Interest Rate</b>		<b>7.00%</b>	<b>7.00%</b>	<b>7.00%</b>	<b>7.00%</b>	<b>7.00%</b>
<b>Interest Expense</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Cash Balance		199.47				
Interest @ 1.0%		1.99	1.99	1.99	1.99	1.99
<b>Net Interest Expense/(Income)</b>		<b>(1.99)</b>	<b>(1.99)</b>	<b>(1.99)</b>	<b>(1.99)</b>	<b>(1.99)</b>
<b>Net Interest Rate</b>		<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>
EBITDA		0.00	0.00	0.00	(0.00)	0.00
<b>EBITDA/Interest Expense Coverage</b>		<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>

## Interest Rate Coverage Table

Debt Rating	2013	2014	2015	2016	2017
AAA	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
AA	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
A+	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
A	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
A-	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
BBB	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
BB+	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
BB	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
B+	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
B	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
B-	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
CCC	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
CC	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
C	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
D	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

\*Source: NYU; Professor Damodaran

# Altman Z Score

Company Name:

Telenav

Ticker:

TNAV

Period	2009	2010	2011	2012	2013	2014	2015	2016	2017
Working Capital	44.90	134.88	178.59	198.13	205.96	213.86	221.82	229.86	237.95
Total Assets	72.20	173.72	261.17	292.57	293.87	295.16	296.46	297.76	299.05
<b>X1</b>	<b>0.62</b>	<b>0.78</b>	<b>0.68</b>	<b>0.68</b>	<b>0.70</b>	<b>0.72</b>	<b>0.75</b>	<b>0.77</b>	<b>0.80</b>
Retained Earnings	-0.53	38.91	72.82	97.00	98.30	99.59	100.89	102.19	103.48
Total Assets	72.20	173.72	261.17	292.57	293.87	295.16	296.46	297.76	299.05
<b>X2</b>	<b>-0.01</b>	<b>0.22</b>	<b>0.28</b>	<b>0.33</b>	<b>0.33</b>	<b>0.34</b>	<b>0.34</b>	<b>0.34</b>	<b>0.35</b>
EBITDA	42.29	68.41	68.60	44.84	0.00	0.00	0.00	0.00	0.00
Total Assets	72.20	173.72	261.17	292.57	293.87	295.16	296.46	297.76	299.05
<b>X3</b>	<b>0.59</b>	<b>0.39</b>	<b>0.26</b>	<b>0.15</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Market Value of Equity	215.35	215.35	215.35	215.35	227.49	240.32	253.86	268.17	283.29
Total Liabilities	17.46	24.68	72.72	77.27	77.27	77.27	77.27	77.27	77.27
<b>X4</b>	<b>12.33</b>	<b>8.73</b>	<b>2.96</b>	<b>2.79</b>	<b>2.94</b>	<b>3.11</b>	<b>3.29</b>	<b>3.47</b>	<b>3.67</b>
Net Sales	110.88	171.16	210.49	218.51	174.81	176.56	178.32	180.10	181.91
Total Assets	72.20	173.72	261.17	292.57	293.87	295.16	296.46	297.76	299.05
<b>X5</b>	<b>1.54</b>	<b>0.99</b>	<b>0.81</b>	<b>0.75</b>	<b>0.59</b>	<b>0.60</b>	<b>0.60</b>	<b>0.60</b>	<b>0.61</b>
<b>Altman Z Score</b>	<b>11.61</b>	<b>8.77</b>	<b>4.66</b>	<b>4.20</b>	<b>3.67</b>	<b>3.81</b>	<b>3.95</b>	<b>4.09</b>	<b>4.25</b>

$$Z = 1.2 \times X1 + 1.4 \times X2 + 3.3 \times X3 + 0.6 \times X4 + 1.0 \times X5$$

Z-SCORE ABOVE 3.0 –The company is considered 'Safe' based on the financial figures only.

Blue

Z-SCORE BETWEEN 2.7 and 2.99 – 'On Alert'. This zone is an area where one should 'Exercise Caution'.

Green

Z-SCORE BETWEEN 1.8 and 2.7 – Good chance of the company going bankrupt within 2 years.

Yellow

Z-SCORE BELOW 1.80- Probability of Financial Catastrophe is Very High.

Red