

AmBev

Feedback from fireside chat with CEO/CFO – reiterate Buy

Reiterate Rating: BUY | PO: 16.00 BRL | Price: 12.75 BRL

Positive message on short-term volumes reinforced

Ambev hosted a fireside chat with CEO and CFO post 4Q23 results reported last Thursday. The message conveyed in the earnings call about strong beer volumes in Q1 and in 2024 was reinforced. Management is seeing a better industry given strong economic activity (Brazil's alcoholic beverage production +9%YoY in Jan.), premium and new occasions, and a successful Carnaval commercial execution, with sales associated to the event up YoY. Brahma performed very well, they launched a new Corona can presentation, and Tropical cocktail was a hit. This is supportive of our positive view on top-line growth of high-single digit in 2024 for Beer Brazil. Finally, cash flow has tailwinds, including lower capex, derivatives and use of tax credits. Reiterate Buy.

The beer industry in Brazil is better and more rational

Ambev's CEO, Jean Jereissati, is very constructive on the beer industry in Brazil (maybe more than we have seen in the recent past). Beer is being consumed in more occasions, driven by the premiumization of the category and innovation, and Ambev is leading this move. Competitive dynamics are healthier vs a couple of years ago, with Heineken focusing on profitability, and Petropolis still restructuring, trying to stabilize volumes and margins, but mostly competing on the value segment, where Ambev has reduced efforts. Finally, core is growing (2.5% CAGR 19-23A) and even though there is more competition on the core plus segment, they continue to sustain a higher price point than peers.

Cash flow generation and repatriation in Argentina

Management stated cash flow in Argentina was ~US\$200mn in 2023. They have repatriated US\$100mn, which is at a relatively slow pace since Argentina requires more cash H1 versus the H2, so this should accelerate throughout the year. Regarding other regions, management is constructive on the recovery of Central America and Caribbean (CAC), focusing on regaining share in Panama and Guatemala and addressing premiumization and higher share of throat in Dominican Republic.

Dealing with higher taxes, focus on minimizing cash impact

Following the approval of a new tax framework in Brazil in late 2023; Ambev is focusing on minimizing the cash taxes. In that sense, there are R\$5bn out of the R\$10bn of its tax credits that could be more readily used. Also, Ambev continues to analyze its corporate structure, including inter-company transactions, to reduce the average tax rate.

Royalties: not a major short-term impact

As the transfer price law changed in Brazil last year, eliminating a cap on royalties of 1%, Ambev should gradually migrate to ABI's policy. The royalty rate varies depending on the contract for each brand, the price point of that brand, and the length of the agreement. Nonetheless, the impact on costs should not be so relevant in the short term.

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Refer to important disclosures on page 3 to 6. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

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Equity

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Stock Data

Price (Common / ADR) 12.75 BRL / 2.55 USD Price Objective 16.00 BRL / 3.20 USD Date Established 22-Jan-2024 / 22-Jan-2024 B-1-7 / B-1-7 Investment Opinion 52-Week Range 12.28 BRL - 15.78 BRL Market Value (mn) 200,457 BRL 28.0% Average Daily Value 61.25 USD Shares Outstanding (mn) 15,722.1 / 15,722.1 BofA Ticker / Exchange AVBPF / SAO BofA Ticker / Exchange ABEV / NYS Bloomberg / Reuters ABEV3 BZ / ABEV3.SA ROE (2024E) 17.2% Net Dbt to Eqty (Dec-2023A) -15.5%

See AmBev: Don't be too shortsighted focusing solely on cost; key growth drivers remain – Buy 04 March 2024

Price objective basis & risk

AmBev (ABEV)

Our R\$16/share (US\$3.2/ADR) price objective for AmBev is based on a 50/50% blend of a discounted cash flow (DCF) model and a target multiple of 17x 2024E P/E, which implies a discount to peers in EM and ABI in line with historical average. We base our weighted-average cost of capital (WACC) of 12.6% on the average WACC in each one of the countries in which AmBev operates (12.1% for Brazil, 24% for Argentina and 7.7% for Canada).

Upside risks to our price objective are 1) better-than-expected beer volumes, prices and margins in Brazil, 2) improving competition, 3) further appreciation of the BRL, 3) ARS stabilization, 5) faster than expected growth of the premium and near beer categories in Brazil.

Downside risks to our price objective are 1) worse mix of packages and channel in Brazil for a longer period of time, 2) higher raw material costs, 3) higher taxes and stricter sector regulation, 4) deterioration of political and economic environment in Argentina, 5) FX rate volatility, 6) competition, and 7) lower beer prices.

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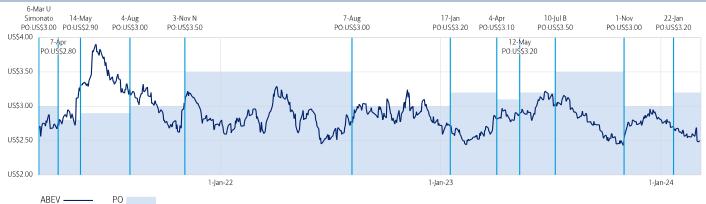
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AmBev (ABEV) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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AmBev (AVBPF) Price Chart



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Equity Investment Rating Distribution: Beverages - Alcoholic Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	22	61.11%	Buy	15	68.18%
Hold	6	16.67%	Hold	4	66.67%
Sell	8	22.22%	Sell	2	25.00%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

 Buy
 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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