

T-Mobile US

1Q Preview: Raising sub estimate, on track for full year guidance

Reiterate Rating: BUY | PO: 175.00 USD | Price: 161.81 USD

Small tweaks heading into 1Q, reiterate Buy rating

We have updated our T-Mobile US (TMUS) estimates for our latest observations in the quarter. See our latest estimates in Exhibit 1. Big picture, we are raising our sub estimate but trimming our above-Street expectations for revenue and EBITDA. We continue to believe TMUS is best positioned in the industry to maintain subscriber growth in Consumer while expanding its presence in Enterprise, specifically within the small and medium business segment. TMUS believes its sales and network strategy, as opposed to pricing alone, has won over business customers in the recent quarters and it expects to continue expanding share within SMB.

Phone plan changes, seasonality to impact ARPU/churn

We expect +505k post-paid phone net adds in 1Q vs the Street at +481k, coming in modestly lighter than last year. TMUS continues to leverage its unique cost value proposition and differentiated value-add services to attract consumers. In January, TMUS changed its "Netflix on Us" offer to only cover the cost of the ad-supported \$6.99/mo standard plan. Customers using "Netflix on Us" prior to the change will either see a plan change or a monthly price increase. The changes will likely contribute to slightly elevated y/y churn in 1Q (BofA est. 0.89%). We have lowered our post-paid phone ARPU forecast for the quarter to \$48.76 on seasonally higher promotional offers in the market.

Broadband strategy evolving from adds to dollars

T-Mobile continues to focus on FWA expansion, but management is happy with a ~400k FWA quarterly net add run-rate going forward, down from +500k, as the company focuses on revenue extraction. In recent conferences, CFO Peter Osvaldik expressed interest in a "capital-light" approach to fiber, possibly in the form of a joint venture, if and when an opportunity presents itself. The team is looking for a symbiotic relationship in which TMUS can leverage its extensive brand and marketing expertise in return for funding and deployment expertise.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	1.89	6.94	8.77	12.75	15.64
GAAP EPS	2.01	7.09	9.14	13.34	16.42
EPS Change (YoY)	-21.6%	267.2%	26.4%	45.4%	22.7%
Consensus EPS (Bloomberg)			9.09	11.22	13.38
DPS	0	0	0.63	0	0
Valuation (Dec)					
P/E	85.6x	23.3x	18.5x	12.7x	10.3x
GAAP P/E	80.5x	22.8x	17.7x	12.1x	9.9x
Dividend Yield	0%	0%	0.4%	0%	0%
EV / EBITDA*	11.1x	10.5x	9.9x	9.2x	8.7x
Free Cash Flow Yield*	1.4%	4.3%	6.1%	7.4%	7.3%
* For full definitions of <i>IQ</i> method SM measures, see page 5.					

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Refer to important disclosures on page 6 to 8. Analyst Certification on page 4. Price Objective Basis/Risk on page 4.

Timestamp: 18 March 2024 05:00AM EDT

18 March 2024

Equity

Vou Changes		
Key Changes		
(US\$)	Previous	Current
Inv. Opinion	B-1-9	B-1-7
2024E Rev (m)	80,015.2	79,382.8
2025E Rev (m)	81,136.7	80,077.6
2026E Rev (m)	82,527.5	80,963.7
2024E EPS	9.09	8.77
2025E EPS	13.22	12.75
2026E EPS	16.34	15.64

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Stock Data

Price	161.81 USD
Price Objective	175.00 USD
Date Established	9-Sep-2022
Investment Opinion	B-1-7
52-Week Range	124.92 USD - 168.64 USD
Mrkt Val (mn) / Shares Out	201,758 USD / 1,246.9
(mn)	
Free Float	698.8%
Average Daily Value (mn)	728.75 USD
BofA Ticker / Exchange	TMUS / NAS
Bloomberg / Reuters	TMUS US / TMUS.OQ
ROE (2024E)	16.3%
Net Dbt to Eqty (Dec-2023A)	117.7%

FWA = fixed wireless access sub subscribers

iQprofile[™]T-Mobile US

iQmethod [™] – Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	3.0%	5.6%	6.7%	8.7%	9.6%
Return on Equity	3.4%	12.4%	16.3%	23.0%	23.5%
Operating Margin	9.6%	18.1%	21.7%	27.2%	30.19
Free Cash Flow	2,811	8,758	12,226	14,894	14,648
i Q method [™] – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	7.1x	2.2x	2.1x	1.8x	1.5
Asset Replacement Ratio	1.0x	0.8x	0.7x	0.8x	0.8
Tax Rate	24.8%	24.4%	25.0%	25.0%	25.09
Net Debt-to-Equity Ratio	106.1%	117.7%	116.1%	117.1%	63.69
Interest Cover	2.3x	4.3x	4.9x	6.4x	7.3
Income Statement Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Sales	79,571	78,558	79,383	80,078	80,96
% Change	-0.7%	-1.3%	1.0%	0.9%	1.19
Gross Profit	43,365	48,370	51,260	53,482	55,42
% Change	-0.3%	11.5%	6.0%	4.3%	3.69
EBITDA	27,826	29,428	31,418	33,678	35,75
% Change	3.4%	5.8%	6.8%	7.2%	6.29
Net Interest & Other Income	(4,484)	(3,242)	(3,509)	(3,404)	(3,340
Net Income (Adjusted)	2,366	8,317	10,262	13,796	15,78
% Change	-21.8%	251.5%	23.4%	34.4%	14.49
Free Cash Flow Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Net Income from Cont Operations (GAAP)	2,366	8,317	10,262	13,796	15,78
Depreciation & Amortization	13,651	12,818	13,570	11,223	10,71
Change in Working Capital	1,379	(1,695)	643	871	89
Deferred Taxation Charge	492	2,600	3,352	2,680	63
Other Adjustments, Net	(1,107)	(3,481)	(6,459)	(4,344)	(4,344
Capital Expenditure	(13,970)	(9,801)	(9,142)	(9,332)	(9,037
Free Cash Flow	2,811	8,758	12,226	14,894	14,64
% Change	76.7%	211.6%	39.6%	21.8%	-1.79
Share / Issue Repurchase	(3,000)	(13,074)	(15,250)	(22,000)	(1,676
Cost of Dividends Paid	0	0	(750)	0	(1,21
Change in Debt	(3,081)	2,168	0	0	
Balance Sheet Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash & Equivalents	4,507	5,135	6,162	2,198	18,31
Trade Receivables	9,568	9,148	8,182	7,083	5,92
Other Current Assets	4,992	4,732	4,692	4,659	4,63
Property, Plant & Equipment	45,343	43,702	39,332	37,515	35,91
Other Non-Current Assets	146,928	144,965	148,442	148,393	148,32
Total Assets	211,338	207,682	206,810	199,848	213,11
Short-Term Debt	0	0	0	0	213,11
Other Current Liabilities	18,417	16,049	15,699	15,443	15,16
Long-Term Debt	78,425	81,291	77,478	70,859	66,55
Other Non-Current Liabilities	44,840	45,627	52,216	54,896	55,52
Total Liabilities	141,682	142,967	145,393	141,198	137,25
Total Equity	69,656	64,715	61,417	58,650	75,86
Total Equity & Liabilities	211,338	207,682	206,810	199,848	213,114

Company Sector

Telecom Services-Wireless/Cellular

Company Description

T-Mobile is the 3rd largest wireless carrier in the US. T-Mobile US is the result of the merger between MetroPCS and the former Deutsche Telekom subsidiary, T-Mobile USA, completed on May 1, 2013. T-Mobile closed its merger with Sprint on April 1, 2020.

Investment Rationale

We believe the New T-Mobile plan for rapid integration, expedited network deployment, and aggressive customercentric marketing will yield continued solid share gains fueling premium revenue, EBITDA, and FCF growth. The company should be able to de-lever quickly which could fuel additional shareholder friendly actions in coming years.

Stock Data

Average Daily Volume

Quarterly Earnings Estimates

2023	2024
1.58A	1.88E
1.86A	2.29E
1.82A	2.35E
1.67A	2.25E
	1.58A 1.86A 1.82A



4,503,752

Exhibit 1: Our new vs old 1Q24 and FY24 estimatesWe forecast \$16.2bn of total service revenue and \$7.5bn of Core adj. EBITDA for 1Q.

	1Q24	1 Q24	%	2024	2024	%
	New	Old	change	New	Old	Change
Post-Paid (branded)						
Phone net adds	505	454	11.3%	2,806	2,759	1.7%
Phone churn	0.89%	0.88%	1.1%	0.86%	0.86%	0.3%
Phone ARPU	48.76	48.96	-0.4%	48.76	48.95	-0.4%
Pre-Paid (branded)						
Net adds	(39)	(39)	0.0%	46	46	0.0%
Churn	2.76%	2.76%	0.0%	2.76%	2.76%	0.0%
ARPU	37.36	37.55	-0.5%	37.35	37.53	-0.5%
Financials						
Total service Revenue	16,168	16,240	-0.4%	65,301	65,721	-0.6%
Total Revenue	19,828	20,010	-0.9%	79,383	80,015	-0.8%
Core Adj. EBITDA	7,520	7,599	-1.0%	31,262	31,511	-0.8%
Core Adj. EBITDA margin (svc)	46.5%	46.8%	-0.6%	47.9%	47.9%	-0.2%
Capex	2,672	2,684	-0.4%	9,200	9,258	-0.6%
FCF	3,154	3,278	-3.8%	15,968	16,416	-2.7%

Source: BofA Global Research estimates

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Price objective basis & risk

T-Mobile US (TMUS)

Our PO of \$175 applies a 9x EV/EBITDA multiple to our '24 EBITDA estimate, a premium to other wireless companies. Our 9x multiple is a discount to Charter due to integration risk and less FCF generation and capital returns but a premium to AT&T/Verizon due to faster growth.

Downside risks to our price objective are greater-than-expected competition, Sprint/T-Mobile integration issues, and potential threat of new competition from DISH.

Analyst Certification

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North America - Telecom Services Coverage Cluster

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	Uniti Group Inc	UNIT	UNIT US	David W. Barden, CFA



*IQ*method[™] Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) \times (1 - Tax Rate) + Goodwill Amortization	Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill
Return On Equity Operating Margin	Net Income Operating Profit	Amortization Shareholders' Equity Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations — Total Capex	N/A
Quality of Earnings Cash Realization Ratio Asset Replacement Ratio Tax Rate Net Debt-To-Equity Ratio Interest Cover	Numerator Cash Flow From Operations Capex Tax Charge Net Debt = Total Debt — Cash & Equivalents EBIT	Denominator Net Income Depreciation Pre-Tax Income Total Equity Interest Expense
Valuation Toolkit Price / Earnings Ratio Price / Book Value Dividend Yield Free Cash Flow Yield Enterprise Value / Sales	Numerator Current Share Price Current Share Price Annualised Declared Cash Dividend Cash Flow From Operations — Total Capex EV = Current Share Price × Current Shares + Minority Equity + Net Debt + Other LT Liabilities	Denominator Diluted Earnings Per Share (Basis As Specified) Shareholders' Equity / Current Basic Shares Current Share Price Market Cap = Current Share Price × Current Basic Shares Sales

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

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T-Mobile US (TMUS) Price Chart



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

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	57	51.82%	Buy	43	75.44%
Hold	27	24.55%	Hold	17	62.96%
Sell	26	23.64%	Sell	12	46.15%

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%
Inderperform	N/A	≥ 20%

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