

AmBev

Solid 4Q23 as expected, cost guidance misses; maintain Buy

Maintain Rating: BUY | PO: 16.00 BRL | Price: 13.45 BRL

Solid EBITDA of R\$7bn in Q4 as Brazil offsets Argentina

Ambev reported solid 4Q23 results, as we expected. Adj. EBITDA of R\$7bn (excluding tax gains) was flattish YoY and just 3% short of BofAe, given a challenging quarter in Argentina. Nonetheless, consolidated margin expanded 440bps YoY to 34.8%, 70bps above our estimate, and Brazil was the highlight, posting a 550bps EBITDA margin expansion, driven by lower costs and SG&A dilution. Performance in CAC (Central America & Caribbean) was also strong. Net Income of R\$4.4bn was in line with ours.

Guidance 2024: cash cost/hl in Brazil down 0.5% to 3%

Ambev posted the cost guidance for 2024, indicating cash cost per hectoliter (hl) in Brazil should be down between 0.5% and 3%. This compares to our -8.3% estimate. The company mentions lower commodity costs and strong BRL as tailwinds, but partially offset by greater sales of premium products and payables accounting. On the latter, it refers to fair value adjustment of payables, as the company is required to book the net present value (NPV) of some account payables. As interest rates come down, the impact of the NPV on the cost line is higher, but that also means lower impact on financial expenses (which were above R\$1bn in 2023), limiting the final impact on cash.

Solid top line dynamics and mg. at Beer BZ; better NAB

Top line growth at Brazil Beer was 6%YoY, despite the hard comps (World Cup in 4Q22). Volumes dropped 1%, vs. our flattish estimate, but price/mix was 1.2% ahead of ours, growing 7.2%YoY given more effective revenue management and mix. EBITDA margin of 35% was 100bps above ours and expanded 600bps YoY, implying an EBITDA growth of 28%, given a 2.4% decline in cash cost/SG&A. At NAB, EBITDA was 17% above our estimate with volumes beat of 4.6% and margin expansion of 370bps YoY.

International: solid CAC, weaker LAS top line and Canada

Outside Brazil, overall performance was weaker than expected, with smaller YoY margin expansion in Canada and lower prices in LAS (LatAm South). CAC continued to perform well, with EBITDA margin recovery of over 500bps YoY and ~8% volume growth. At LAS, volumes were more resilient and dropped 3.8%, but prices rose 115%, vs. BofAe near 200%. On the other hand, EBITDA margin was 52%, versus ours at 40%, up 10p.p. YoY.

Maintain Buy and R\$16/US\$3.2 PO

We maintain our Buy on Ambev, despite the worse cost guidance. If we assume the guidance, gross margin expansion for Beer Brazil could be ~200-300bps lower than our current estimate, with an impact on consolidated EBITDA of 3%-4%. Nonetheless, EBITDA would still grow high single-digit and we believe Ambev can deliver further SG&A dilution and price/mix has been surprising to the upside.

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Refer to important disclosures on page 4 to 7. Analyst Certification on page 3. Price
Objective Basis/Risk on page 3.

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Equity

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Stock Data

Price (Common / ADR) 13.45 BRL / 2.69 USD Price Objective 16.00 BRL / 3.20 USD Date Established 22-Jan-2024 / 22-Jan-2024 Investment Opinion B-1-7 / B-1-7 52-Week Range 12.28 BRL - 15.78 BRL Market Value (mn) 211,463 BRL Free Float 28.0% Average Daily Value 52.66 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 (2023E) 17.8% Net Dbt to Eqty (Dec-2022A) -13.9%

NAB: Non-alcoholic beverages

LAS: Latam South

CAC: Central America & Caribbean

Ambev 4Q23 results

Exhibit 1: Ambev 4Q23 results

Adj. EBITDA was largely in line with our estimate, as stronger performance in Brazil offset weaker LAS

AmBev	4Q23A	4Q23E	A/E	3Q23A	QoQ	4Q22A	YoY
Beer - Brazil (R\$mn)		`	-	•		•	
Volumes ('000 hl)	26,320	26,640	-1.2%	23,213	13.4%	26,605	-1.1%
Net Revenues	11,192	11,197	0.0%	9,281	20.6%	10,549	6.1%
Rev/hl	425	420	1.2%	400	6.4%	397	7.2%
EBITDA	3,912	3,807	2.8%	3,175	23.2%	3,067	27.5%
EBITDA margin	35.0%	34.0%	1.0 p.p.	34.2%	0.7 p.p.	29.1%	5.9 p.p.
Soft Drinks - Brazil (R\$mn)			, ,				
Volumes ('000 hl)	9,591	9,168	4.6%	8,212	16.8%	9,032	6.2%
Net Revenues	2,138	2,114	1.1%	1,806	18.3%	2,022	5.7%
EBITDA	587	504	16.7%	455	29.1%	481	22.1%
EBITDA margin	27.5%	23.8%	3.6 pp	25.2%	2.3 p.p.	23.8%	3.7 p.p.
Brazil - consolidated (R\$mn)			, ,		' '		' '
Volumes ('000 hl)	35,911	35,808	0.3%	31,425	14.3%	35,637	0.8%
Net Revenues	13,330	13,311	0.1%	11,087	20.2%	12,571	6.0%
EBITDA	4,500	4,310	4.4%	3,630	24.0%	3,549	26.8%
EBITDA margin	33.8%	32.4%	1.37 pp	32.7%	1.0 p.p.	28.2%	5.5 p.p.
Canada - Labatt (R\$mn)			FF		P. P.		
Volumes ('000 hl)	2,035	2,087	-2.5%	2,486	-18.2%	2,197	-7.4%
Net Revenues	2,095	2,267	-7.6%	2,592	-19.2%	2,347	-10.8%
EBITDA	441	512	-13.8%	765	-42.3%	486	-9.1%
EBITDA margin	21.1%	22.6%	-1.5 p.p.	29.5%	-8.5 p.p.	20.7%	0.4 p.p.
LAS - Total (R\$mn)			- Fried		and priper		1 1 1
Volumes ('000 hl)	10,793	10,662	1.2%	8,308	29.9%	11,223	-3.8%
Net Revenues	1,522	2,758	-44.8%	3,849	-60.5%	4,800	-68.3%
EBITDA	801	1,122	-28.7%	1,225	-34.7%	2,031	-60.6%
EBITDA margin	52.6%	40.7%	11.9 pp	31.8%	20.8 p.p.	42.3%	10.3 p.p.
CAC (R\$mn)							
Volumes ('000 hl)	3,353	3,330	0.7%	3,125	7.3%	3,112	7.7%
Net Revenues	2,695	2,711	-0.6%	2,387	12.9%	2,606	3.4%
EBITDA	1,177	1,234	-4.6%	922	27.6%	1,004	17.3%
EBITDA margin	43.7%	45.5%	-1. pp	38.6%	5.0 p.p.	38.5%	5.2 p.p.
BEES Mktplace 3rd party							
Net Revenues	464		n/a	404	14.9%	370	25.4%
Cash COGS	(417)	_	n/a	(363)	14.9%	(323)	28.9%
Cash Gross Profit	47		n/a	41	14.9%	47	0.7%
Cash Gross Profit Margin	10%		n/a	10%	0.0 p.p.	13%	-2.5 p.p.
Consolidated					The second secon		
Volumes ('000 hl)	52,092	51,887	0.4%	45,344	14.9%	52,169	-0.1%
Net Revenues	19,989	21,046	-5.0%	20,319	-1.6%	22,695	-11.9%
Gross Profit	10,688	11,253	-5.0%	10,096	5.9%	11,710	-8.7%
Gross Margin	53.5%	53.5%	0.0 pp	49.7%	3.8 p.p.	51.6%	1.9 p.p.
EBIT	5,636	5,468	3.1%	4,914	14.7%	5,495	2.6%
EBIT margin	28.2%	26.0%	2.2 pp	24.2%	4.01 pp	24.2%	4.0 p.p.
EBITDA	7,152	7,179	-0.4%	6,585	8.6%	7,114	0.5%
EBITDA margin	35.8%	34.1%	1.6 pp	32.4%	3.4 p.p.	31.3%	4.4 p.p.
Adj. EBITDA	6,966	7,179	-3.0%	6,584	5.8%	7,114	-2.1%
Adj. EBITDA margin	34.8%	34.1%	0.7 pp	32.4%	2.4 p.p.	31.3%	3.5 p.p.
Net Income	4,388	4,310	1.8%	3,929	11.7%	4,969	-11.7%
EPS (R\$/share)	0.28	0.27	1.8%	0.25	11.7%	0.32	-11.7%
Adj. Net Income	4,388	4,310	1.8%	3,936	11.5%	5,300	-11.7% - 17.2%
Adj. Net income Adj. EPS (R\$/share)	4,366 0.28	4,310 0.27	1.8%	0.25	11.5%	0.34	-17.2% -17.2%
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Source: BofA Global Research

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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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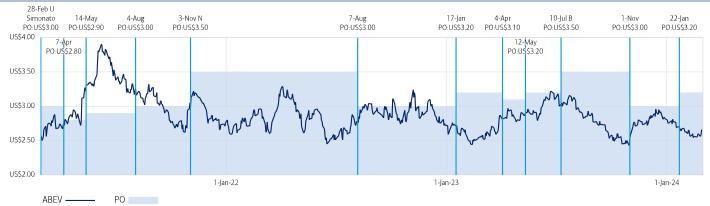
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AmBev (ABEV) Price Chart



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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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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