

Daily Boarding

VLRS publishes strong 2024 guidance; Copa December traffic figures

Industry Overview

Volaris publishes strong 2024 guidance; Reiterate Buy

Volaris published 1Q24 and 2024 guidance, with capacity dropping -16-18% YoY in both periods (mainly affected by Pratt & Whitney engine recall), and EBITDAR margins of 25-27% in 1Q24 (from 17% in 1Q23) and 31-33% in 2024 (from 26% 2023 margin guidance reiterated). This comes as a positive surprise. We now see Volaris trading at a 5.0x Adj. EV/EBITDAR for 2024 (vs 7.0-7.5x historical levels). Assuming current FX, fleet plan and expected grounded aircraft, the market prices in an EBITDAR margin of 27.5% for 2025 (vs BofAe now at 30%), assuming a 7x Adj. EV/EBITDAR multiple. Volaris is more-than-offsetting a ~30% capacity reduction (down 16-18% YoY) by: 1) a positive yield environment, driven by the reduction of flight frequencies and some switching from domestic to international routes (as Mexican airlines can now expand capacity in US-Mexico's routes following FAA upgrade of Mexico's air safety rating in September 2023); and 2) the compensation from Pratt & Whitney, which we estimate at US\$320mn in 4Q23-4Q25 (assuming operating lease expenses of grounded aircraft are compensated). In addition, the current oil price curve is also supportive to Volaris' 2024 profitability (+3.8pp in margin YoY if fully absorbed by the company, on our estimates). See Reiterate Buy on strong 2024 guidance for details.

Copa December traffic figures; ASM up 9% YoY

Copa reported December traffic figures, with total ASM (Available Seats Mile) up 9% YoY, +18% versus 2019, while RPM (Revenue Passenger Mile) was up 11% YoY, +17% versus 2019, yielding a load factor of 85% - See Exhibit 1. In 4Q23, ASM rose 11% (-0.8% vs BofAe), RPM increased 11% YoY (-1.1% vs BofAe), yielding a load factor of 87.5% (-0.3p.p. vs our estimates). Potential impact: Seems insignificant to Copa. We have a Buy rating on Copa on an appealing valuation level and strong operating momentum – which is likely to remain.

12 January 2024

Equity Latin America Daily Boarding

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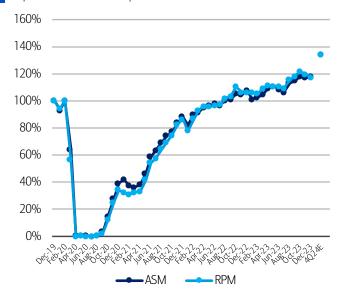
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Exhibit 1: Copa traffic figures evolution – vs 2019

Copa's ASM and RPM are up 18% and 17% vs 2019 levels



Source: Copa, BofA Global Research Estimates

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Exhibit 2: Copa 4Q23 traffic figures

4Q traffic figures came slightly below our estimates

Сора	4Q23A	4Q23E	Diff (A/E)
ASM	7,053	7,109	-0.8%
RPM	6,169	6,239	-1.1%
Load Factor	87.5%	87.8%	-0.3 p.p.

Source: Copa, BofA Global Research Estimates

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Exhibit 3: Summary table of our coverage

We rate as Buy: Localiza, Movida, Vamos, Rumo, Copa, Volaris, Hidrovias, Mills, and GPS; Neutral as Armac, Randon, Azul and WEG; and as Underperform Ecorodovias, CCR, Iochpe, Tupy, and Gol

Company	Rating	Q-R-Q rating	Market cap (US\$mn)	Average daily traded value (US\$mn)	2024 P/E	2025 P/E	2024 EV/EBITDA	2025 EV/EBITDA	2024 Dividend Yield	2025 Dividend Yield
Localiza	1 - Buy	C-1-8	13,229	81.2	16.9x	12.8x	7.9x	6.9x	1.0%	1.4%
Movida	1 - Buy	C-1-8	790	9.4	10.9x	6.6x	4.9x	4.8x	0.1%	2.3%
Vamos	2 - Neutral	C-2-7	2,145	14.7	9.6x	7.1x	5.5x	5.0x	0.4%	2.6%
Mils	1 - Buy	C-1-7	653	2.1	9.3x	7.8x	4.5x	4.0x	2.7%	3.2%
Armac	2 - Neutral	C-2-7	1,116	2.0	17.2x	13.3x	8.1x	6.9x	2.9%	3.7%
Rentals			17,933	109	16.1x	12.2x	7.6x	6.7x	1.0%	1.6%
Rumo	1 - Buy	B-1-7	8,766	61.2	22.5x	18.0x	8.1x	7.0x	1.1%	1.4%
CCR	3 - Underperform	B-3-8	5,663	17.6	32.3x	17.8x	7.1x	6.2x	1.5%	2.8%
Ecorodovias	3 - Underperform	C-3-7	1,301	6.0	8.1x	7.2x	5.2x	4.8x	3.1%	3.4%
Hidrovias do Brasi	l 1 - Buy	C-1-7	591	6.7	14.7x	8.4x	6.9x	5.6x	0.0%	1.2%
Infrastructure			16,321	91.5	24.3x	16.9x	7.6x	6.6x	1.3%	1.9%
Azul	2 - Neutral	C-2-9	1,013	40.2	10.2x	8.6x	6.8x	6.3x	2.5%	3.0%
Azul (ADS)	2 - Neutral	C-2-9	1,011	12.0	10.2x	8.6x	6.8x	6.3x	2.5%	3.0%
GOL	3 - Underperform	C-3-9	680	15.9	26.4x	9.8x	7.5x	6.4x	0.0%	0.0%
GOL (ADS)	3 - Underperform	C-3-9	666	2.3	26.4x	9.8x	7.5x	6.4x	0.0%	0.0%
Volaris (ADS)	1 - Buy	C-1-9	1,026	4.3	-6.5x	-149.9x	6.5x	6.3x	0.0%	0.0%
Volaris	1 - Buy	C-1-9	1,021	1.9	-6.5x	-149.9x	6.5x	6.3x	0.0%	0.0%
Сора	1 - Buy	C-1-7	4,215	26.3	7.6x	6.5x	5.5x	4.7x	5.3%	6.2%
Airlines			6,934	103.0	7.2x	-13.5x	5.9x	5.2x	3.9%	4.6%
Randon	2 - Neutral	C-2-7	851	4.2	8.4x	7.3x	4.0x	3.7x	5.9%	6.9%
lochpe Maxion	3 - Underperform	C-3-8	384	3.3	6.6x	5.2x	3.4x	3.0x	1.2%	3.8%
Tupy	3 - Underperform	B-3-7	781	3.1	6.3x	5.5x	4.1x	3.7x	8.0%	9.2%
Autoparts			2,017	10.6	7.5x	6.4x	3.9x	3.5x	5.4%	6.8%
Weg	2 - Neutral	C-2-8	29,886	50.6	28.3x	26.0x	19.8x	17.9x	1.8%	1.9%
WEG (ADS)	2 - Neutral	C-2-8	30,405	0.3	28.3x	26.0x	19.8x	17.9x	1.8%	1.9%
Industrials			29,886	50.9	28.3x	26.0x	19.8x	17.9x	1.8%	1.9%
GPS	1 - Buy	C-1-7	2,526	6.6	17.9x	13.8x	9.6x	7.7x	2.8%	3.6%
Outsourcing serv	vices		2,526	6.6	17.9x	13.8x	9.6x	7.7x	2.8%	3.6%

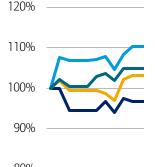
 $\textbf{Source:} \ \ \text{Bloomberg, BofA Global Research estimates.} \ \ (*) \ \ \text{For airlines, we use EV/EBITDAR}$

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Exhibit 9: Airlines companies' price evolution

Airlines stock performances worsened recently



Source: BofA Global Research, Bloomberg

—Azul

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	Bloomber	Company		Rat
BofA Ticker	g ticker	name	Price	ing
CPA	•		US\$	C-1-
CPA	CPA US	Copa	98.69	7
CTTRF	VOLARA		MXN	C-1-
CHKF	MM	Volaris	14.87	9
VLDC			US\$	C-1-
VLRS	VERSUS	Volaris	8.8	9

Source: BofA Global Research

Price objective basis & risk

Copa (CPA)

We derive our US\$150 price objective from a 2024 Adjusted EV/EBITDAR target of 8.0x (in line with historical levels pre-COVID 19). In order to have consistency among the sector and historical valuation levels, we do one valuation adjustment for Copa that we judge as fair: 1) we assume 7x RENT as a proxy for operating leases' NPV, as we calculate this reflects the economic value of leased aircraft better than lease liability (especially for Copa, who has lease contracts much shorter than other airlines in the region).

Downside risks to our price objective are: 1) increases in oil price, 2) weakening of economic growth and air demand, 3) FX depreciation in Latin American countries, which could reduce the willingness of local population to fly to the US (traffic is more outbound than inbound in the region), 4) stronger-than-expected competition and potential oversupply, 5) other pandemic crisis, closing countries' borders for international passengers, or reducing the willingness of people from traveling, 6) potential changes in Panama's regulation, opening up foreigner airlines to connect passengers in Tocumen airport.

Volaris (VLRS / CTTRF)

We derive our US\$14.9 (MXN26.0) price objective from a 2025 Adjusted EV/EBITDAR target of 7.0x (slightly below historical levels pre-Covid 19). In order to have consistency among the sector and historical valuation levels, we do one valuation adjustment for Volaris that we judge as fair: 1) we assume 7x peers as a proxy for operating leases' NPV, as we calculate this reflects the economic value of leased aircraft better than lease liability (100% of Volaris' fleet has been done through operating leases).



Downside risks to our price objective are: 1) increases in oil price, 2) weakening of economic growth and air demand, 3) MXN depreciation, which could reduce the willingness of Mexicans to fly to the US, and also expand Volaris' costs in USD (mainly aircraft rent, fuel and aircraft maintenance), 4) stronger-than-expected competition and potential oversupply, 5) other pandemic crisis, closing countries' borders for international passengers, or reducing the willingness of people from traveling, 6) slower-than-expected or higher-than-expected impacts from aircraft engine recalls.

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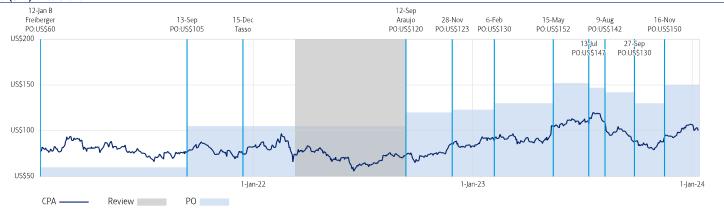
Latin America - Capital Goods & Transportation Coverage Cluster

Investment rating	Company	Bof A Ticker	Bloomberg symbol	Analyst
BUY				
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	GPS Participacoes e Empreendimentos S.A.	XKTRF	GGPS3 BZ	Rogerio Araujo
	Hidrovias do Brasil	XDXXF	HBSA3 BZ	Rogerio Araujo
	Localiza	LZRFF	RENT3 BZ	Rogerio Araujo
	Mills	MLSTF	MILS3 BZ	Rogerio Araujo
	Movida	XMBDF	MOVI3 BZ	Rogerio Araujo
	Rumo	RUMOF	RAIL3 BZ	Rogerio Araujo
	Volaris	VLRS	VLRS US	Rogerio Araujo
	Volaris	CTTRF	VOLARA MM	Rogerio Araujo
NEUTRAL				
NEO I IVAE	Armac	XCVZF	ARML3 BZ	Rogerio Araujo
	Azul	XAZUF	AZUL4 BZ	Rogerio Araujo
	Azul	AZUL	AZUL US	Rogerio Araujo
	Randon	RPRTF	RAPT4 BZ	Rogerio Araujo
	Vamos	XPLPF	VAMO3 BZ	Rogerio Araujo
	WEG	WGSEF	WEGE3 BZ	Rogerio Araujo
	WEG	WEGZY	WEGZY US	Rogerio Araujo
UNDERPERFORM				
UNDERPERFURM	CCR	CDCRF	CCRO3 BZ	Dogovio Avaujo
		XVEDF	ECOR3 BZ	Rogerio Araujo
	Ecorodovias			Rogerio Araujo
	Gol Linhas Aereas Inteligentes S.A.	GOL	GOL US	Rogerio Araujo
	Gol Linhas Aereas Inteligentes S.A.	XGOLF	GOLL4 BZ	Rogerio Araujo
	lochpe-Maxion	IOCJF	MYPK3 BZ	Rogerio Araujo
	Tupy	TPYSF	TUPY3 BZ	Rogerio Araujo

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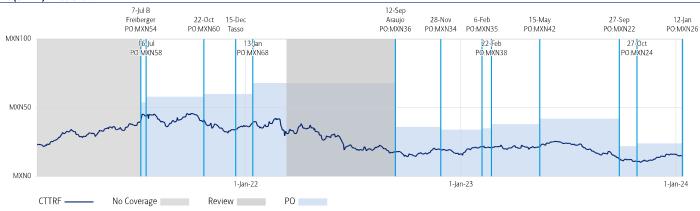
Copa (CPA) Price Chart



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

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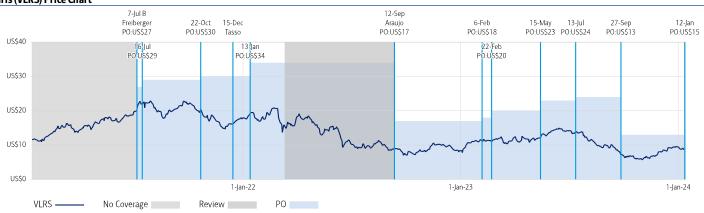
Volaris (CTTRF) Price Chart



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

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Volaris (VLRS) 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: Industrials/Multi-Industry Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	45	50.56%	Buy	25	55.56%
Hold	26	29.21%	Hold	13	50.00%
Sell	18	20.22%	Sell	7	38.89%

Equity Investment Rating Distribution: Transport/Infrastructure Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	67	50.38%	Buy	44	65.67%
Hold	31	23.31%	Hold	13	41.94%
Sell	35	26.32%	Sell	17	48.57%

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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