

## **Morning Meeting Notes**

## QuickNotes

**Morning Call** 

## **US EQUITIES RESEARCH**

## **Initiations & Reinstatements**

<u>Super Micro</u> | BUY | SMCI US | Mkt Cap:USD49,252mn | Ruplu Bhattacharya Al driving meaningful shift in server market, Initiate at Buy, PO of \$1040

- We initiate coverage of Super Micro Computer Inc. (SMCI) with a Buy rating and \$1040 PO on 26x our C25 EPS
- We expect SMCI to see strong revenue growth over the next several years driven by Al related demand
- The company has a growing backlog and is expanding capacity to support strong revenue growth

## PO Raised

# <u>Air Products</u> | BUY | APD US | Mkt Cap:USD48,285mn | Steve Byrne Base business is better than the market thinks, Upgrading to Buy

- We are upgrading APD to Buy due to valuation disconnect, project backlog has less risks, and a robust base business
- We recently hosted investor meetings w/ APD that highlighted concerns about the base business. We compare APD & LIN by region
- Prior to a year ago, forward P/E for APD and LIN moved together and now there is 10x spread, which could close in coming qtrs

## **PO Raised**

# AppLovin | BUY | APP US | Mkt Cap:USD17,511mn | Omar Dessouky 4Q23 Result: Sequential growth in core business to continue, driven by Al Engine

- Size of 4Q23 beat slightly unexpected, but guidance for seq. growth thru 4Q24 paints LT growth picture, unexpected by market
- BofA sees eye-popping 50% Y/Y Software growth at 70% EBITDA margins in CY24 driven by continue AI engine improvement
- APP is top pick for 2024, Raise PO & CY24 ests, remains cheap at 10x EV/EBITDA, see re-rating potential & beat/raise cycle

### 15 February 2024

Equity
United States

Investor Support

#### **Today's Events: Economic Indicators**

- 1. 8:30 Initial Jobless Claims
- 2. 8:30 Empire Manufacturing
- 3. 8:30 Import Price Index (mom)
- 4. 8:30 Import Price Index ex Petroleum (mom)
- 5. 8:30 Advance Retail Sales
- 6. 8:30 Retail Sales Less Autos
- 7. 8:30 Retail Sales Less Autos and Gas
- 8. 8:30 Core Control
- 9. 9:15 Industrial Production
- 10. 9:15 Manufacturing Production
- 11. 9:15 Capacity Utilization

12.	10:00	Business Inventories
13.	10:00 Index	NAHB Housing Market
14.	16:00 Flows	Net Long-term TIC

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QuickNotes is a list of today's Global Research activities. Please use the links to read the full Research report before making investment decisions. The reports also contain important disclosures.

# Arch Capital | BUY | ACGL US | Mkt Cap:USD31,671mn | Joshua Shanker 2024 closes with an EPS beat and large jump in book value per share

- Arch delivered a 4Q23 EPS beat with better "Other" income and healthy underlying underwriting margins
- Investment income rose faster than anticipated, which causes us to roll that benefit into higher returns in 2024
- We are increasing our EPS forecast for 2024 and 2025 as well as lifting our price objective to \$100

## Atmus | BUY | ATMU US | Mkt Cap:USD1,838mn | Andrew Obin Multi-industrial Question Bank: A Guide for the Perplexed

- This report contains an extensive question bank for management meetings with 28 multi-industrial companies in our coverage.
- We provide questions for: MMM, ALLE, AME, APG, AZPN, ATMU, CARR, CNM, DOV, ETN, EMR, FLS, FTV, GE, HON,...
- ...ITT, ITW, JBT, JCI, MEG, PH, PNR, PTC, ROK, RUSHA, TT, VRT, and VNT.

## Bath & Body Works | BUY | BBWI US | Mkt Cap:USD11,979mn | Lorraine Hutchinson

## Consumer survey shows great reception to new categories & higher intent to purchase

- Our consumer sentiment survey shows improving brand strength, great uptake on category expansions, higher intent to purchase
- 96% of respondents who have tried the men's product liked it, primarily citing great scent, quality, and value for price
- We see further upside from here driven by a sales inflection, margin recapture opportunity, and strong FCF generation

# <u>Charles River</u> | BUY | CRL US | Mkt Cap:USD11,676mn | Derik De Bruin NHP asset drives margins, DSA recovery timeline uncertain, Mfg rebounds

- CRL finished '23 on a strong note with both 4Q sales and Adj. EPS modestly ahead, but FY24 guide was a mixed bag
- DSA to see flat to LSD in FY24, as NHP pricing offsets muted volume, Adj. OpM to expand 50bps on NHP asset acquisition
- We update our ests and reiterate Buy rating on CRL's competitive positioning and LT trends, valuation, PO raised to \$270

# <u>CME Group Inc</u> | NEUTRAL | CME US | Mkt Cap:USD77,463mn | Craig Siegenthaler

## Our question lists - Prepping for the BofA Financials Conference next week

- Publishing our client question lists for Alts, Trads, Brokers & Exchanges before the 32nd Annual BofA Financials Conference
- The question lists are formed around key buyside topics: bond reallocations, Alt fundamentals, Fed cuts & cash sweep revs
- A soft landing scenario favors the asset managers vs. exchanges while rate cuts provide a headwind for retail brokers



## <u>CNH Industrial NV</u> | BUY | CNHI US | Mkt Cap:USD16,742mn | Michael Feniger

## Case for Case: Story starting to come together

- In our view, the positive thesis on CNHI is starting to bear fruit: Q4 Ag EBIT margin up 50bps YoY on 8% YoY sales decline...
- ...and 2024 outlook: Ag decremental margin near 20% range given cost savings initiatives to offset volume downturn.
- Buy: investor day likely comes with new targets, begging the question: what is CNH EPS power on the other side of the cycle?

## General Electric | BUY | GE US | Mkt Cap:USD159,337mn | Andrew Obin Multi-industrial Question Bank: A Guide for the Perplexed

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- ...ITT, ITW, JBT, JCI, MEG, PH, PNR, PTC, ROK, RUSHA, TT, VRT, and VNT.

# **HubSpot** | BUY | HUBS US | Mkt Cap:USD32,425mn | Brad Sills Solid Q4, see potential for better monetization of FY24 adds over time

- Solid Q4, with billings upside (21% cc growth (excluding Clearbit acquisition) vs our 17%) on starter edition strength.
- Guidance for 17% cc growth excluding the price increase (1%) and Clearbit (<1%) is toward the low end of expectations.
- Though see a number of potential catalysts for reaccel to mid 20s growth. Reiterate Buy, a top pick, raise PO to \$750.

# Informatica Inc. | BUY | INFA US | Mkt Cap:USD7,444mn | Koji Ikeda Strong finish to 2023, attractive outlook for 2024, Reiterate Buy, Raise PO to \$39

- Strong 4Q results above Street estimates, and strong FY24 cloud ARR/revenue/FCF outlook highlight its ability to execute
- Cloud growth driven by: 1) vendor consolidation, 2) attractive and pricing model, and 3) its partner network
- Reiterate Buy and raise PO to \$39 (from \$33), SOTP implies 8.0x EV/CY24E revenue

# IQVIA Holdings | BUY | IQV US | Mkt Cap:USD45,918mn | Derik De Bruin Solid 4Q23 print & FY24 base business outlook, biopharma spending steady

- IQV's 4Q was largely in-line with BofAe/Street, '24 guide for sales and Adj EPS also in-line with expectations
- IQV remains positive on end-market fundamentals. Mgmt sees stable research spending and improving EBP customer dynamics
- We update our forecasts and raise PO to \$275, Reiterate Buy improving fundamentals and secular CRO industry trends



# JFrog | BUY | FROG US | Mkt Cap:USD3,829mn | Koji Ikeda Strong 4Q, bullish '24 cloud growth guide of mid-40s, Reit Buy, raise PO to \$54

- Beat on revenue and profitability metrics, and initiated 2024 revenue and operating income guides above Street estimates
- SaaS revenue growth expected to be mid-40% in 2024 based on consumption normalization and higher cloud migrations
- Reit. Buy, raise PO to \$54 based on 12.7x EV/CY24E revenue

# <u>Louisiana-Pacific</u> | UNDERPERFORM | LPX US | Mkt Cap:USD5,049mn | George Staphos

Post 4Q: "Constructive" set up, Siding progressions and commercial trends

- Post reporting we raise our earnings forecasts about 14% and our PO to \$68 from \$65.
- Key points going into reporting: a) Commercial trends in Siding, b) Construction backdrop and lead times. Positive so far.
- Siding guide somewhat below our prior forecasts but marketing spend, inflation are considerations. Watch trends in siding.

# <u>LPL Financial</u> | NEUTRAL | LPLA US | Mkt Cap:USD19,037mn | Craig Siegenthaler

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# Martin Marietta Mate | NEUTRAL | MLM US | Mkt Cap:USD33,716mn | Michael Feniger

MLM's three Ps in focus: Pricing, Portfolio, & Public (construction)

- MLM capped off a positive 2023 on a solid note: 'value over volume' comes through (pricing 15% YoY vs shipments -2% YoY).
- BofA hosting MLM CEO in Florida (Feb 28th) look for more clues on portfolio transformation playing out and next steps.
- 2024 flat shipments: nonres down mid to high single digits offset by infrastructure state budgets robust in Texas, Florida.

# NMI Holdings | BUY | NMIH US | Mkt Cap:USD2,456mn | Mihir Bhatia Solid results, credit drives EPS beat

- NMIH reported EPS of \$1.01 above BofAe/cons at \$0.97/\$0.96 driven by a \$10M reserve release.
- Most other line items were broadly in-line with expectations. Avg premium rate was flat q/q.
- Housing credit remains favorable and higher rates are driving strong persistency trends. Reiterate Buy.



# <u>Uber Technologies</u> | BUY | UBER US | Mkt Cap:USD162,879mn | Justin Post Bullish growth outlook exceeds large-cap peers, expect continued re-rating, Buy

- Today's Investor Update included an above-Street 3-Yr outlook for Bookings, EBITDA, and FCF.
- Disclosures highlight benefit of two-sided market and growing economies of scale, with subscriptions driving volume/retention.
- Top line outlook will require execution, bottom line still beatable. Raise 2025 EBITDA by 3%, PO to \$91, Buy.

## **PO Lowered**

# BHP Group-ADR | BUY | BHP US | Mkt Cap:USD148,156mn | James Redfern Samarco settlement moving closer? \$5.7bn impairment for Nickel and Samarco

- BHP will report 1H FY24 results on 20 Feb and will take a \$2.5bn impairment against its Western Australian Nickel business.
- BHP has also raised its Samarco provision by \$3.2bn to a best estimate \$6.5bn as negotiations progress towards a settlement.
- We now assume BHP agrees to \$6.5bn settlement for Samarco paid over 10 years.
   PO lowered to A\$53 from A\$55, reiterate Buy.

# **Herbalife** | UNDERPERFORM | HLF US | Mkt Cap:USD1,162mn | Anna Lizzul 4Q EPS misses, continued investment for growth ahead

- HLF reported 4Q23 EPS of \$0.28 vs. BofAe of \$0.43 and consensus of \$0.40, driven by higher SG&A costs and higher tax rate.
- Herbalife provided 2024 guidance of net sales expected to be flat y/y and gross margin flat y/y.
- We reiterate our Underperform rating and lower our PO to \$10 from \$12 prior which continues to be based on 4.5x CY25e EBITDA.

# <u>IPG Photonics</u> | UNDERPERFORM | IPGP US | Mkt Cap:USD4,070mn | Michael Feniger

### Laser beam misses the mark - disappointing guide

- Underperform: IPGP shares fell 16% as Q1 guide disappointed (EPS \$0.30-0.60 vs cons \$1.03) on weak demand, lower gross margin
- Book to bill sub 1x: OEMs reduce purchases/working down inventories, China increased competition, low PMIs weigh on demand.
- EV: positive I-term story (20% of sales) yet incremental capacity slowing in China near-term & monitor NA build-out headlines



## <u>Williams Companies</u> | BUY | WMB US | Mkt Cap:USD40,411mn | Indraneel Mitra

# WMB & ET recaps: High expectations in a low commodity environment, Reit. Buys

- Following WMB & ET's 4Q & guidance releases, we believe investors' expectations for EBITDA are high given current NGL/gas px
- WMB u/p the AMNA 2.5% from its '25 guide & ET's guided '24 midpoint is \$14.6 bn w/ many expecting \$15bn even w/ weak comm px
- We outline WMB's utility demand opp & ET's FCF in detail. Both remain Buy rated w/ WMB PO at \$40 (-\$1) and ET at \$18 (unch)

## Significant EPS Change

# Energy Transfer LP | BUY | ET US | Mkt Cap:USD43,699mn | Indraneel Mitra WMB & ET recaps: High expectations in a low commodity environment, Reit. Buys

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## Fastly | BUY | FSLY US | Mkt Cap:USD2,950mn | Madeline Brooks A slight hiccup, but story still intact.

- Mixed 4Q result, rev missed by -2%, EPS beat by 3c. Fy24 guide came in light to account for traffic pattern volatility
- Outside of the traffic hiccup, demand trends remain strong and new product and GTM initiatives could lead to CY topline beat
- In our view guidance could be overly conservative to take into account traffic pattern risks, we see multiple paths to upside

## Genmab | BUY | GMAB US | Mkt Cap:USD17,830mn | Sachin Jain Key takes FY23: Capital allocation shifts, 1046 PI/II 1H, CD38 data 2H

- Key takes from call 1) Capital allocation shifts. Larger BD and buyback started 2)
   Opex discipline detailed 3) 1046, CD38
- Pipeline progress important given increasing Darzalex LOE debate from FY29, c50% of revenues but higher EBIT contribution
- Most focus GEN1046 (PI/II data 1H) and CD38 (head to head vs Darzalex 2H).

# Occidental | BUY | OXY US | Mkt Cap:USD53,816mn | Doug Leggate 4Q23 recap: EPS beat, transitory GoM impacts '24 outlook – awaiting CrownRock

- Adj EPS beats on higher than expected production and OxyChem outperformance
- 2024 budget & prod'n guide is light vs consensus noting less activity in the Perm & 3rd party pipeline outages in the GoM
- A headline beat & mixed guide leaves OXY's outlook rangebound pending the close of CrownRock



# Owens Corning | BUY | OC US | Mkt Cap:USD13,001mn | Rafe Jadrosich 4Q23: DOOR deal could be overhang, but long-term margins & valuation attractive

- OC reported 4Q23 adjusted EPS ahead of consensus driven by upside in roofing and insulation margins.
- 1Q guide in line despite weak composites outlook. Roofing/insulation (80% of EBIT) still strong & OC raised LT roofing guide.
- DOOR acquisition could be overhang to sentiment. Underlying earnings are strong and valuation attractive. Reiterate Buy.

## Playa Hotels | UNDERPERFORM | PLYA US | Mkt Cap:USD1,180mn | Shaun Kelley

Weekly RevPAR: US 4%, EU +8%, APAC +17%

- US RevPAR was 3.9% this week, with resorts outperforming driven by Las Vegas ( 140%)
- RevPAR was 8% in Europe, 17% in Asia Pacific, and -2% in the Caribbean

## <u>Twilio</u> | UNDERPERFORM | TWLO US | Mkt Cap:USD13,397mn | Michael Funk

## 4Q23 Wrap: Light guidance and strategic uncertainty support cautious view

- TWLO's 4Q23 revenues were in line with its preannouncement for a beat, but 1Q24 topline guidance was below Street ests.
- Mgmt announced an operational review of Segment (completion expected in March), did not issue FY24 guidance pending clarity.
- A volume-based recovery remains elusive and the Segment go-to-market revamp continues to present challenges. Reit U/P.

## <u>Udemy Inc</u> | BUY | UDMY US | Mkt Cap:USD2,074mn | Curtis Nagle Outlook suggests NT execution and macro hiccups, but acceleration in 2H, Buy

- 4Q revenue/EBITDA beat Street est. with more mix shift to UB and opex leverage.
   But 1Q and 2024 outlook below Street.
- Mgmt. highlighted macro weakness in EMEA and execution issues in Vietnam and Korea, extending to 1H24. 2024 to be opex heavy.
- We see these as NT challenges, and like Udemy for UB and strong margin potential. Stock inexpensive vs peers. Reiterate Buy.

## **Buy Reiterations**

### **Financials**

# <u>Discover Finl</u> | BUY | DFS US | Mkt Cap:USD27,284mn | Mihir Bhatia Disappointing credit results in January operating metrics

- Discover reported January operating metrics highlighted by weaker than expected credit and somewhat resilient loan balances.
- Loan balances were up 12.2% y/y and are trending ahead of BofAe/consensus 1Q expectations.
- Loss rates increase 33bps m/m to 5.23%. 30 day DQs also increased 15bps m/m which implies higher near-term losses.



# <u>Jack Henry</u> | BUY | JKHY US | Mkt Cap:USD12,771mn | Jason Kupferberg Positive vibes on the road with management

- We hosted investor meetings with JKHY in SF and LA, expect seamless CEO transition
- Tone of meetings was positive, JKHY is benefitting from tech modernization and share gains
- Management confidence in F24 and med-term guidance is high, maintain Buy

#### **Health Care**

# <u>Insmed</u> | BUY | INSM US | Mkt Cap:USD3,926mn | Jason Zemansky Clearing the air: Deep dive on brenso's mechanism bolsters confidence in ASPEN

- We'd argue concerns for brenso reflect questions over: 1) the MoA, and 2) its ability to capture much of an estimated \$5B TAM
- In this note, we address the first, reviewing the science and brenso's development strategy with our pulmonology KOLs
- Our experts were optimistic for positive data, and given solid risk/ reward for shares, we would be buyers on the pullback

#### **Industrials**

# Wabtec | BUY | WAB US | Mkt Cap:USD24,397mn | Ken Hoexter Transport Tracker

- Hoexter's Thought of the Week: Coal rail volumes strong despite multi-yr low nat gas lvls. Reversal possibly due to weather.
- Red Sea aftermath: Liner rates moderating on seasonal demand lull post CNY.
   Tanker rates strong given already tight supply.
- Key Data: Wk 6 carloads 0.9% vs 7.2% last wk, DAT Load To Truck Ratio= 1.44 v 2.07 last wk, Truckload Spot= \$1.46 v \$1.47

#### **Materials**

# Sonoco Products | BUY | SON US | Mkt Cap:USD5,647mn | George Staphos 4Q Flash: Qtr below our est on mixed biz results, other items, '24 guide also < BofA

- SON 4Q adj. EPS of \$1.02 was below BofA/Street at \$1.08. Versus our model, lower seg. income, higher intex tax were drags.
- Vols looked lower across all segs. and price/cost and FX were also negative impacts on income. That said, productivity...
- ...benefits strong at \$49mn y/y. Full year/1Q adj EPS guide light v our ests, more in-line w/ Street. Op cash flow down '24.



#### **Real Estate**

# Equinix | BUY | EQIX US | Mkt Cap:USD78,187mn | David Barden 4Q23 First Look: 2024 adj. EBITDA and AFFO/sh guide above the Street

- EQIX reported 4Q23 results in line with BofA and the Street on adj. EBITDA and slightly ahead on AFFO/sh.
- The 2024 revenue guidance range is in line with Street estimates while adj. EBITDA and AFFO/sh guidance ranges are above.
- We view 4Q23 earnings positively given strong 2024 adj. EBITDA and AFFO/sh guidance and expect EQIX shares will outperform.

## **Macro & Strategy**

## **US Rates Watch** | **US Rates Research**

## Rates basics: spot vs forward

- In this first edition of Rates Basics, we look at spot vs forward rates, how to choose between them and why.
- Forward rates are a reflection of carry and are below spot rates when carry is negative, above when carry is positive.
- Forwards are building blocks of term rates, by no arbitrage. Forwards allow expression of targeted views across the curve.

## **Emerging Insight** | GEMs FI Strategy & Economics

## Korea: BoK preview - A prolonged balancing act

- BoK likely to hold rates at 3.5% on Feb 22, the 13 straight month. One new MPC member (Kunil Hwang) assigned this week
- We expect balanced tones amid ongoing disinflation but mixed external factors (mainly better C/A but less dovish Fed)
- Key to watch: BoK's view on Fed, disinflation trend, housing market, Corp Value-Up Program, and MPC members' policy stance

## **BofA on USA | US Economics**

## Weekly spending update through Feb 10

- Total card spending per HH was down 0.7% y/y in the week ending Feb 10, according to BAC aggregated credit & debit card data.
- Retail ex auto spending per HH came at -1.6%y/y in the week ending Feb 10.
   Overall, spending growth remained relatively soft.
- This was despite the week ending Feb 10 not having any big weather disruptions, which were likely behind the weak Jan prints.

### **GEMs FI & FX Strategy Watch | Claudio Piron**

### Real Money Tracker - Playing defense

- Real money investors increased underweight bond positions to 4.21% in Dec, FX positions turned slightly underweight
- Among EM bonds: Colombia is most favored (O/W 2.6%), followed by S. Africa (O/W 1.6%), Thailand is the biggest underweight
- in EM FX: MXN followed by ZAR are most overweight positions In December, while underweights remain in CNY, MYR, THB and PLN



## **Small/Mid Cap Strategy** | Jill Carey Hall

## SMID cap theme screens

- We highlight theme screens for opportunities within SMID, from Value stocks and SMEARNERS (small cap earners)...
- ...to stocks for an ISM rebound and for a broadening market, to stocks that perform well in both Downturn/Recovery regimes...
- ...to potential small cap M&A candidates and more.

## **Investment Strategy** | Thomas (T.J.) Thornton

## From AI to EVs - 10 Themes for 2024 from Fundamental Analysts $\,$

- Late last year, we published on the 10 key global macro themes for 2024 based on Year Ahead notes from macro and strategy.
- This note leverages Year Ahead notes from US fundamental analysts to identify key themes that have impact across sectors.
- These are themes that we expect to update readers on throughout the year.



## **Disclosures**

Underperform

## **Important Disclosures**

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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster <sup>R1</sup>
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%

R1 Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

N/A

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