

Analog Devices Inc.

Q1 first take: almost there, autos resilient

Maintain Rating: BUY | PO: 225.00 USD | Price: 189.40 USD

Q2E implies -36% peak-trough correction

Modest Q1 beat, big Q2 outlook miss as expected. Per ADI customer inventory normalization should largely subside in FQ2 (AprilQ) somewhat more optimistic than uncertain signals around CQ1 or CQ2 bottom left by peers. Autos grew in Q1, and will be a topic of the call. Overall Q1 slightly above Street (sales of \$2.513bn 1% above our estimates, -7.5% QoQ/-22.7% YoY) although over a 14-week Q, and Q2 guide-down (to \$2.1bn, -16.4% QoQ/-35.6% YoY) representing Street miss of 11% (yet 9% above our more conservative estimate of \$1.9bn) as inventory digestion continues to impact 1H24E. AprQ guide represents a 36% peak-to-trough sales decline (or -31% if one were to remove ~500bps impact of extra week in JanQ), 1) better than peer MCHP (-42% peak-to-trough) despite similar 65% trough-peak sales surge, but somewhat better in down cycle since ADI perhaps did not employ similar take or pay arrangements; but 2) worse than TXN at -31%, although logical given TXN's relatively shallower trough-topeak growth of +62%. AprQ operating margin guided down to 37% from 42% in JanQ, likely limiting EPS upside through CY24E. ADI performed at the mid-range of peers with CY23 sales down 8% YoY, better than TXN down 13% YoY but weaker than MCHP up 6% YoY, while ADI's industrial sales down 8% YoY outperformed NXPI/TXN down 13% YoY each. Maintain Buy and \$225 ahead of earnings call at 10am this morning (02/21).

Headwinds focused on industrial, broad-based in AprQ

1) Industrial (-11.6% QoQ/-31.0% YoY JanQ) reflecting weak global PMI and industrial inventory correction, 2) Comms (-11.1% QoQ/-37.1% YoY JanQ) weak capex outlook in 5G, but with 3) Autos the only positive growth segment, +1.1% QoQ/+7.0% YoY in JanQ despite market concerns around EV demand deceleration ending CY23. Mgmt also guided Q2 profit margins down, OpM of 37% (miss of ~357bps), leading EPS to miss estimates by 20% at \$1.26/sh. We believe this guide-down was largely anticipated given widespread weakness in diversified landscape expected through 2H24E, yet continue to believe ADI is well-positioned to benefit from secular auto/industrial tailwinds that can drive high-single digit growth and impressive cash generation (mid-30s FCF margin) I-t.

Also keep eye on fab utilization, gross margins

ADI's inventory days stayed relatively steady (though elevated) around 187 days in FQ1, but absolute inventory \$ declined \$89mn QoQ and down \$156mn from peak levels a few quarters ago. We expect management to hold internal utilization at current levels due to long-lived nature of products. Meanwhile GM are down 500bps to 69% in FQ1 from the peak of 74%. We expect FQ2 implied GM around 68%, likely the trough for this cycle.

ADI, TXN MCHP trading at similar valuation on trough EPS

We estimate 3 US peers – ADI, MCHP, TXN - with largest industrial exposure are trading at \sim 38x-40x PE on annualized trough earnings. The key question is path to recovery amidst macro demand uncertainty. Consensus has TXN CQ2 sales growth of 4-5% QoQ, though MCHP sales to be flattish QoQ. Longer-term a key question will be if/when the 3 US peers can meet/exceed recent peak EPS levels attained in CY22.

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

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Stock Data

 Price
 189.40 USD

 Price Objective
 225.00 USD

 Date Established
 15-Dec-2023

 Investment Opinion
 B-1-7

 52-Week Range
 154.99 USD - 202.77 USD

 Mrkt Val (mn) / Shares Out
 93,912 USD / 495.8

 (mn)
 (mn)

 Free Float
 99.6%

 Average Daily Value (mn)
 636.38 USD

 BofA Ticker / Exchange
 ADI / NAS

 Bloomberg / Reuters
 ADI US / ADI.OQ

 ROE (2024E)
 7.2%

 Net Dbt to Eqty (Oct-2023A)
 16.8%

 ESGMeter™
 High

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Glossary

ADI: Analog Devices B2B: Business to Business MCHP: Microchip

NXPI: NXP Semiconductors

ON: onsemi

TXN: Texas Instruments GM: Gross Margin OpM: Operating Margin TTM: Trailing Twelve Month

OEM: Original Equipment Manufacturer

EV: Electric Vehicle

Results vs expectations

Exhibit 2: ADI summary of results and expectations

ADI slightly beat JanQ sales expectations, guide-down for AprQ

	Jan-23	Oct-23	Jan-24			Apr-24E			
			Guidance	Consensus	BofA	Reported	BofA	Cons	Guidance
pf Sales (\$mn, Non-GAAP)	3,250	\$2,717	\$2,500 (+/- \$100)	\$2,500	\$2,500	\$2,513	\$1,927	\$2,359	\$2,100 +/- \$100mn
QoQ%	0.1%	-11.7%		-8.0%	-8.0%	-7.5%	-22.9%	-5.7%	
YoY %				-23.1%	-23.1%	-22.7%	-40.7%	-27.4%	
pf Industrial	1,741	1,354		1,207	1,218	1,197	950	1,132	
pf Automotive	681	731		708	702	739	527	677	
pf Communications	477	340		317	313	303	250	302	
pf Consumer	351	291		268	267	274	200	241	
Gross Margin % (Non-GAAP)	73.6%	70.2%		68.7%	68.4%	69.0%	67.5%	68.5%	
Gross Profit (Non-GAAP)	2,392	1,907			1,710	1,734	1,301		
R&D	414	407			380	391	373		
SG&A	326	289			272	290	258		
Opex Total (Non-GAAP)	733	692		\$674	673	679	652	\$659	
Op Inc (Non-GAAP)	1,659	1,215		\$1,043	1,037	1,054	649	\$957	
Op Margin % (Non-GAAP)	51.1%	44.7%	41.5% (+/7)	41.7%	41.5%	42.0%	33.7%	40.6%	37% +/- 100bps
Financial Income (Non-GAAP)	(60)	(65)			(65)	(75)	(2)		
Pretax Income (Non-GAAP)	1,599	1,150			972	980	647		
Tax expense (Non-GAAP)	(194)	(144)			(121)	(116)	(81)		
Tax rate (Non-GAAP)	12.1%	12.5%			12.5%	11.8%	12.5%		
Net Income (Non-GAAP)	1,405	1,006			850	864	566		
Diluted EPS (Non-GAAP)	\$2.75	\$2.01	\$1.70 (+/- \$0.10)	\$1.71	\$1.70	\$1.73	\$1.02	\$1.58	\$1.26 +/- 10c
Diluted Shares	511	500			500	499	500		

Source: BofA Global Research, Bloomberg, company reports

BofA GLOBAL RESEARCH

Price objective basis & risk

Analog Devices Inc. (ADI)

Our \$225 PO is based on 37x CY2025E EV/FCF, within its historical 15x-37x range, and justified based on ADI's best in class profitability and differentiated/secular comms exposure.

Downside risks to our price objective: 1) Economic downturn, which could reduce demand for automotive, industrial products, impacting gross margins, especially given recent capital expenditures and higher fixed cost footprint. 2) Inability to realize the planned cost synergies from the Maxim combination. 3) Competition from larger vendors, such as TXN, which have lower-cost production facilities.

Analyst Certification

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Analog Devices (ADI) Price Chart



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Buy	215	53.09%	Buy	111	51.63%
Hold	97	23.95%	Hold	45	46.39%
Sell	93	22.96%	Sell	24	25.81%

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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%
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Underperform	N/A	≥ 20%

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