

Morning Meeting Notes

QuickNotes

Morning Call

US EQUITIES RESEARCH

Initiations & Reinstatements

<u>Tenaris</u> | NEUTRAL | TS US | Mkt Cap:USD18,699mn | Joseph Charuy Strengths well understood – reinstate at Neutral

- Reinstate at Neutral with a PO of US\$40 /EUR 18. Strongest balance sheet in the subsector with highest cash return 2024e.
- Buybacks are a positive 'value over volume' signal but lack support 2025 absent the creation of a formal payout policy.
- Prefer VK (Buy). TEN is more expensive on a 2025e FCF/dividend yield basis and has fewer re-rating catalysts ahead.

Rating Changes

<u>Celanese</u> | UNDERPERFORM | CE US | Mkt Cap:USD16,122mn | Salvator Tiano

Shares running ahead of themselves, downgrade to Underperform

- We are downgrading Celanese shares to Underperform as we see CE's valuation as stretched following a strong 2023 rally
- We see risks to acetyl margins from capacity additions for both acetic acid and vinyl acetate monomer in the near-term
- We see a harder path to continued earnings growth beyond 2024 as acquisition synergies and the Clear Lake, TX expansion lapse

<u>Dow</u> | BUY | DOW US | Mkt Cap:USD37,434mn | Steve Byrne Upgrading to Buy as we move towards an upcycle for petrochemicals

- We are upgrading Dow to Buy, as we believe earnings have troughed and out Petchem Sentiment indicator moved positive
- We project Dow's EBITDA growth from 2023-25 to be nearly 50%, as many of its chemical chains improve and destocking reverses
- We raise our EBITDA multiple to 8.5x from 8.0x, based on our view that 2023 was the trough. Our PO moves to \$60

16 January 2024

Equity United States

Investor Support

Buy Reiterations

Macro & Strategy

Today's Events: Economic Indicators

N/

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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.

<u>DuPont</u> | UNDERPERFORM | DD US | Mkt Cap:USD32,481mn | Steve Byrne Fairly valued with PFAS litigation risks, Downgrading to Underperform

- We are raising our PO for DuPont from \$78 to \$80 based on an unchanged 13X EBITDA multiple, but we downgrade to Underperform
- Many investors view DuPont's PFAS liabilities as having been addressed, but we see risk from continued litigation/news flow
- We raised our 2024 EPS estimate for DuPont based on a modest recovery in housing and electronics

Ecolab Inc | NEUTRAL | ECL US | Mkt Cap:USD56,720mn | Steve Byrne Robust earnings growth from pricing and water mgmt, Upgrade to Neutral

- We upgrade ECL to Neutral from U/P given near-term earnings from pricing and deflation, as well as long-term drivers in Water
- Given the recent track record of high earnings growth from pricing, we increase our our 2024 EPS estimate
- Given the favorable service model, we adjust our valuation multiple to include specialty chems and business services comps

FMC | UNDERPERFORM | FMC US | Mkt Cap:USD7,294mn | Steve Byrne Cautious about earnings recovery, Downgrading to Underperform

- FMC's volume losses in 2023 more than offset the volume gains in 2021-22, leading to our concerns about the 2024 recovery
- With cautious inventory rebuilds globally, we are concerned about aggressive price actions within a more competitive outlook
- We lower our PO to \$57 from \$60 based on an unchanged 10x EBITDA multiple, and we downgrade FMC to Underperform

OMEGA Healthcare | NEUTRAL | OHI US | Mkt Cap:USD7,842mn | Joshua Dennerlein

Downgrading to Neutral as tenant issues linger, capping near term upside

- Downgrading to Neutral and lowering income rating to same/lower, lowering PO to \$31.
- The December operator update highlighted contractual rent deficiencies lasting longer than we expected.
- We are revising our growth prospects in the medium term given expectation for choppy acquisition volumes.

<u>Ventas Inc.</u> | BUY | VTR US | Mkt Cap:USD19,971mn | Jeffrey Spector Upgrading to Buy on external growth opportunities

- We are upgrading VTR to Buy from Neutral and increasing our PO to \$53 from \$48.
- Our upgrade reflects our view that VTR's strong core growth will flow to the bottom line in 2024 and 2025.
- We expect acceleration in external growth and are positive on the Kindred and Brookdale 2025 lease expirations.



<u>Wabtec</u> | BUY | WAB US | Mkt Cap:USD23,120mn | Ken Hoexter Year Ahead 2024: Signs of demand base, bonus at idiosyncratic names, UNP top pick

- Year Ahead 2024 Signs of demand base building as BofA proprietary Truck Shipper Survey above 50 for 8 of past 13 issues
- Seek early cycle, quality operators, idiosyncratic oppty. Top UNP, Focus CSX/CP/NSC/KNX/JBHT/XPO/SAIA/ODFL/FDX/RXO. Upgr WAB
- 2024 Themes: (1) Spot rate gains (2) Rail vol growth (3) LTL pricing holds ... (6) ILA contract expiry (7) Red Sea Diversion

PO Raised

Aflac | BUY | AFL US | Mkt Cap:USD48,352mn | Joshua Shanker 4Q23 Earnings Preview: orderly 1/1 renewals as reinsurers remain disciplined

- We continue to believe personal auto and reinsurance segments offer the most attractive opportunities within our coverage.
- We expect insurers to report modest catastrophe losses for the quarter, but earthquake events in 1Q24 could be of interest.
- Interest rate trends could offer credit reprieve to Life Insurers while lowering fiduciary income for Brokers into 2024.

ArcBest | UNDERPERFORM | ARCB US | Mkt Cap:USD2,956mn | Ken Hoexter Year Ahead 2024: Signs of demand base, bonus at idiosyncratic names, UNP top pick

- Year Ahead 2024 Signs of demand base building as BofA proprietary Truck Shipper Survey above 50 for 8 of past 13 issues
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• 2024 Themes: (1) Spot rate gains (2) Rail vol growth (3) LTL pricing holds ... (6) ILA contract expiry (7) Red Sea Diversion

Assurant | BUY | AIZ US | Mkt Cap:USD8,659mn | Grace Carter 4Q23 SMid-cap P&C preview

- Given few major domestic weather events, we expect below-average 4Q23E catastrophe losses.
- Personal lines margins should show YoY improvement, while commercial casualty loss costs remain under scrutiny.
- Lower expected investment yields weigh on our out-year EPS forecasts.

BRP Group, Inc. | BUY | BRP US | Mkt Cap:USD1,556mn | Joshua Shanker 4Q23 Earnings Preview: orderly 1/1 renewals as reinsurers remain disciplined

- We continue to believe personal auto and reinsurance segments offer the most attractive opportunities within our coverage.
- We expect insurers to report modest catastrophe losses for the quarter, but earthquake events in 1Q24 could be of interest.
- Interest rate trends could offer credit reprieve to Life Insurers while lowering fiduciary income for Brokers into 2024.

<u>C.H. Robinson</u> | UNDERPERFORM | CHRW US | Mkt Cap:USD10,416mn | Ken Hoexter

Year Ahead 2024: Signs of demand base, bonus at idiosyncratic names, UNP top pick

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<u>Cincinnati</u> | BUY | CINF US | Mkt Cap:USD16,847mn | Grace Carter 4Q23 SMid-cap P&C preview

- Given few major domestic weather events, we expect below-average 4Q23E catastrophe losses.
- Personal lines margins should show YoY improvement, while commercial casualty loss costs remain under scrutiny.
- Lower expected investment yields weigh on our out-year EPS forecasts.



Entergy Corp. | BUY | ETR US | Mkt Cap:USD21,888mn | Paul Zimbardo One of the best regulated opportunities continues to look strong: Reiterate Buy

- Reiterate Buy as a top idea for 2024. ETR's outlook has improved, a contrast to setbacks for many regulated utility peers.
- Louisiana FRP extension the most important regulatory proceeding. We are cautiously optimistic on a reasonable outcome.
- Balance sheet improving and Moody's negative outlook should be removed after 4Q23 earnings with credit metrics improving.

Knight-Swift | BUY | KNX US | Mkt Cap:USD8,794mn | Ken Hoexter Year Ahead 2024: Signs of demand base, bonus at idiosyncratic names, UNP top pick

- Year Ahead 2024 Signs of demand base building as BofA proprietary Truck Shipper Survey above 50 for 8 of past 13 issues
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<u>The Hanover</u> | NEUTRAL | THG US | Mkt Cap:USD4,396mn | Grace Carter 4Q23 SMid-cap P&C preview

- Given few major domestic weather events, we expect below-average 4Q23E catastrophe losses.
- Personal lines margins should show YoY improvement, while commercial casualty loss costs remain under scrutiny.



• Lower expected investment yields weigh on our out-year EPS forecasts.

The Hartford | BUY | HIG US | Mkt Cap:USD24,711mn | Joshua Shanker 4Q23 Earnings Preview: orderly 1/1 renewals as reinsurers remain disciplined

- We continue to believe personal auto and reinsurance segments offer the most attractive opportunities within our coverage.
- We expect insurers to report modest catastrophe losses for the quarter, but earthquake events in 1Q24 could be of interest.
- Interest rate trends could offer credit reprieve to Life Insurers while lowering fiduciary income for Brokers into 2024.



Significant EPS Change

Rio Tinto Plc | BUY | RIO US | Mkt Cap:USD112,024mn | Jason Fairclough 2023 production in line, focus turns to FY23 earnings and dividends

- Rio Tinto (RIO) reported 2023 production in line with expectations while production guidance for 2024 is also unchanged.
- We increase our FY23e EBITDA by 4% mainly reflecting higher realised iron ore and aluminium prices in 4Q23.
- 2024 unit cost guidance will be provided with the FY23 results due 21 February 2024. Reiterate Buy and 8,000 GBp/sh PO.



Buy Reiterations

Health Care

Zoetis Inc. | BUY | ZTS US | Mkt Cap:USD92,428mn | Michael Ryskin Animal Health

- We hosted an investor booth tour at VMX, the Companion Animal industry's largest conference (key for ZTS, IDXX, ELAN, etc)
- Our conversations with mgmt teams, vets, and other industry participants left us incrementally more positive on the AH space
- Key topics included innovation (namely Librela and inVue), competition, pricing power, & outlook for end-market trends in '24

<u>HealthEquity</u> | BUY | HQY US | Mkt Cap:USD6,298mn | Allen Lutz Updating model build for new cash maturity schedule

- We update our custodial cash model to reflect the newly disclosed cash maturity schedule w/ a built in lever of conservatism
- We have more conviction that HQY will be able to raise custodial cash yields through at least FY27
- Maintain our Buy rating and \$85 PO on c.17x CY24 EV/EBITDA (c17.5x prior)

<u>UnitedHealth Grp</u> | BUY | UNH US | Mkt Cap:USD488,133mn | Kevin Fischbeck

Fischbeck Focus: Reviewing the state of Medicare Advantage

- The Q4 MLR miss was smaller than the headline, and there is some solid reasoning behind UNH's bullish 2024 tone.
- Given depressed trend in MA post-COVID, mispricing risk was high in 2023, but should be lower in 2024.
- Market over-penalizing group given degree of difficulty. MA still a good sector.
 Updating ests, rolling out 2026. Reit Buy.

Industrials

Eaton Corp PLC | BUY | ETN US | Mkt Cap:USD104,688mn | Andrew Obin Industrials/Multi-Industry

- Artificial intelligence adoption likely to increase electricity consumption at data centers, driving further grid investment.
- US electrical demand to be boosted by electric vehicle adoption, heat pump adoption, and data center growth.
- Stocks with electrical grid exposure are Buy-rated ETN, GE, and AZPN and data center exposure are Buy-rated ETN and VRT.

<u>Delta Air</u> | BUY | DAL US | Mkt Cap:USD24,754mn | Andrew Didora 4Q23 earnings review: stock reaction creates opportunity

- DAL shares fell -9% post-4Q23 earnings, our take was that all guidance metrics were reasonable and in line with expectations
- We only tweak our forecasts and continue to estimate strong free cash generation of \$3.5B in 2024 and \$4.0B in 2025
- We view the weakness as an opportunity and maintain our Buy rating and \$50 price objective



Information Technology

HP Inc. | BUY | HPQ US | Mkt Cap:USD29,460mn | Wamsi Mohan Takeaways from Management meetings at CES 2024

- We hosted an investor meeting at CES 2024 with President of Personal Systems Alex Cho and IR Maureen Leavitt at HPQ
- Improving trajectory in the PS business comes from normalizing inventory and mix shift to higher value segments
- Al PCs as another driver for upside in 2025. Reiterate Buy. FCF to improve from trough levels in 2023

<u>Dell Inc.</u> | BUY | DELL US | Mkt Cap:USD59,245mn | Wamsi Mohan Takeaways from Management meetings at CES

- We hosted investor meetings at CES 2024 in Las Vegas with Paul Frantz and Zak Broderick from investor relations at Dell
- Al is driving an uptick in ISG. DELL will see the benefit from growth in training servers initially and inferencing over time
- CSG should see benefit over time as Al adoption at the edge drives riches configurations



Macro & Strategy

ESG from A to Z | Panos Seretis

EU & US Transition CAPEX investment opportunities

- EU's sustainable finance package and higher carbon prices can accelerate transition investing.
- Green bonds issuance has increased 12% yoy, driven by increasing focus on transition related projects.
- 14 stocks with Net-Zero targets, lower carbon emissions, strong fundamentals, U/W by ESG funds and green capex projects.

LatAm Fund Manager Survey | David Beker

Starting 2024 on a positive tone

- 63% see lbov >140k at the end of 2024 (up from 48% last month). Two-thirds plan to increase equity allocation in the next 6M.
- Cash levels at lowest level since Feb-22. Investors like FIN, UTI and CDS. Allocation to commodities remains low.
- MX elections should increase volatility, but participants have a neutral view on MX asset prices.

Global Fund Manager Survey | Michael Hartnett

My Herd is my Bond

- $\bullet\,$ Big optimism on rate cuts & soft landing but FMS cash up from 4.5% to 4.8% as bond optimism tempered
- Rotation out of bonds, banks into cash, REITs; largest OW US stocks since Dec'21;
 1st OW small over large cap since Jun'21
- Contrarian longs: China, Europe, banks, energy, low-quality; contrarian shorts: bonds, US, Magnificent Seven

ESG Matters - Global | Kay Hope

2023 labeled bond issuance: in charts

- Issuance of labeled bonds rose 7% in 2023 to \$828bn; we chart issuance by label, issuer type, geography and currency.
- Green bonds were 59% of labeled issuance. Issuance from sovereigns and financials increased most in 2023.
- 41% of 2023 labeled bonds were in euros, but new deals from Japan, S. Korea and Hong Kong are altering the currency mix.



US Equity Strategy & US Derivatives Research | Savita Subramanian

Navigating Earnings with Options

- Ahead of this week's US earnings reports, we provide screens to help navigate the announcements with options
- The screens rank stocks reporting this week by how cheap or expensive it is to position for an earnings surprise with options

FX Viewpoint | Vadim Iaralov Hedging a potential USD bounce in Q1

- Short USD for 2024 may be consensus and short; we discuss reasons for and ways to hedge risk of a USD bounce in Q1.
- We see equity-driven USD rally as more likely than rates-driven; hedge with cheap 3m USD risk reversals vs cyclical G10 FX.
- USD gains may also come from non-US data weakness. Canada & Sweden are most vulnerable in G10. Calendar spread is preferred.

Global Rates Watch | Global Rates Research Central bank balance sheet monitor update

- We monitor the balance sheet of the Fed, ECB, BoE, BoJ, RBA, and BoC
- We detail the latest usage of programmes implemented by each central bank
- We provide forecasts for the balance sheet of each central bank

<u>Liquid Insight</u> | Global Rates & Currencies Research Thinking the unthinkable: what if no central bank cuts rates this year?

- No rate cuts this year unrealistic, but implications relevant in market pricing aggressive cuts without much differentiation.
- Likely positive for USD, EUR, CHF vs. NOK, AUD, JPY. Impact depends on difference from current market pricing.
- We remain bearish on USD this year on expectations of rate cuts in soft landing, but see choppy path given market pricing.

Emerging Insight | GEMs FI Strategy & Economics Will China export deflation to the world?

- Despite falling CPI, PPI and export prices, we believe the concern that China is exporting deflation to RoW is overdone.
- Lower prices from China not a game changer for DM inflation dynamics, but a silver lining given still high inflation.
- China can at most export goods deflation but not overall deflation, as the latter would be determined by monetary policy.



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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster Error! Reference source not found.
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Undernerform	N/Δ	> 20%

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