



Daily Boarding

Stars aligning for rates to decline (and bond-proxies to thrive)

Industry Overview

The door is open for rates to decline

US rates are declining following a soft US employment report and CPI print. Our US team now thinks the hiking cycle is over (see <u>US Watch</u>, <u>14 November 2023</u>). If rates finally provide a breather in Brazil and abroad, other data points could add to the positive domestic narrative near the end of the year: soft comps vs 4Q22, a lower Selic rate, and improving consumer NPLs (non-performing loans) and lower household indebtedness. Our 14 November 2023, LatAm Fund Manager Survey in fact showed an uptick in sentiment, although some investors might prefer to remain cautious until yearend after the volatility of 2023.

Utilities: picks for fear of missing out and defensiveness

In our view, some Utilities stocks could offer a good balance for investors concerned about missing out on a rally but also willing to add some defensiveness: (1) Fear of missing out: we think that Sabesp (SBSP3) and Eletrobras (ELET) offer high re-rate potential (>20%) and potential triggers; (2) Defensiveness: we pick defensive names where we think positioning is currently light like Cemig (CMIG, ~7% dividend yield). See Utilities: Regret aversion through year-end?, 09 November 2023, for more details,

Telcos: Solid 3Q results support rally and our bullish view

Telcos have had strong performance since the last report, with Vivo up 9% (+33% YTD) and TIM up 13% (+40% YTD), boosted by a strong 3Q, which supported our bullish view. We see solid momentum, with real top-line growth (~2x inflation in 3Q), expanding EBITDA margin and declining capex. We prefer Vivo given its strong FCF yield of 9% for 2024 and discounted valuation at 4.3x EV/EBITDA 24 (vs 4.6x L5Y avg) (See: Capex is declining globally - A new era of profitability for the Brazilian Telcos, 16 October 2023).

Brazil's bond-proxies tracker: a comprehensive view

Bond proxies are stocks with relatively predictable cash flows, which is why investors tend to value them through implied internal rate of return (IRR). In Brazil, investors usually see utilities, transportation (toll roads, rail) and malls as bond proxies. Our tracker gathers bond-proxies': (1) current implied equity IRR; (2) equity risk premium; (3) recent performance; (4) stocks' cash-flow duration; (5) dividend yields and more.

16 November 2023

Eauity Latin America Daily Boarding

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See Team Page for List of Analysts

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Exhibit 1: Stocks mentioned

Prices and ratings for stocks mentioned in this report

Bof A Ticker	Bloomberg ticker	Company name	Price	Rating
CEMCF	CMIG4 BZ	Cemig	BRL 13.10	C-1-8
CIG	CIG US	Cemig	US\$ 2.67	C-1-8
XPAZF	CPLE11 BZ	Cia Paranaense	BRL 46.01	B-1-8
ELP	ELP US	Cia Paranaense	US\$ 9.40	B-1-8
XLPUF	CPLE6 BZ	Cia Paranaense	BRL 9.26	C-1-8
CAIFF	ELET3 BZ	Eletrobras	BRL 39.47	C-1-7
EBR	EBR US	Eletrobras	US\$ 8.10	C-1-7
CAIGF	ELET6 BZ	Eletrobras-Pref	BRL 43.17	C-1-7
EBRB	EBR/B US	Eletrobras-Pref	US\$ 9.00	C-1-7
XCPTF	VIVT3 BZ	Telefonica Brasil	BRL 50.91	B-1-7
VIV	VIV US	Telefonica Brasil	US\$ 10.41	B-1-7
XZUAF	TIMS3 BZ	TIM Brasil	BRL 17.17	B-1-7
TIMB	TIMB US	TIM Brasil	US\$ 17.66	B-1-7

Source: BofA Global Research

BofA GLOBAL RESEARCH

Price objective basis & risk

Cemig (CEMCF)

Our R\$16/U\$3.2 price objective is based on free cash flow-to-equity discounted at 10% in real BRL terms (14% in nominal terms). We assume there is no residual value /terminal growth value. We value Cemig's stake in TAESA (22%) based on current market cap. We value the 45% Aliança and Belo Monte stake with a DCF model. We use a Ke (cost of equity) real of 10% - no terminal growth, we model the assets until the end of the concession period. We attribute book value to Cemig's remaining stakes.

Downside risks to our PO are:1) a change in the strategy of divesting non-core assets, 2) difficulty in refinancing short-term debt obligations (FX-related), 3) potential capitalization requirements of subsidiaries, 4) worse-than-expected pricing on Cemig GT's energy sales/trading, 5) worse-than-expected distribution tariff review conditions (scheduled for 2023), and 6) weak hydrology in Brazil leading to electricity rationing.

Upside risks are: 1) improvements on the residual value from expired hydro concessions, 2) sale of non-core asset at attractive conditions, 3) cost-reduction initiatives improving results and 4) privatization.

Cemig (CIG)

Our R\$16/U\$3.2 price objective is based on free cash flow-to-equity discounted at 10% in real BRL terms (14% in nominal terms). We assume there is no residual value /terminal growth value. We value Cemig's stake in TAESA (22%) based on current market cap. We value the 45% Aliança and Belo Monte stake with a DCF model. We use a Ke (cost of equity) real of 10% - no terminal growth, we model the assets until the end of the concession period. We attribute book value to Cemig's remaining stakes.

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Upside risks are: 1) improvements on the residual value from expired hydro concessions, 2) sale of non-core asset at attractive conditions, 3) cost-reduction initiatives improving results and 4) privatization.

COPEL (XPAZF / ELP)



We derive our R\$60 (ADR: US\$12) price objective using free cash flow which considers a cost of equity of 10% real. We discount cash flows through the end of existing generation and transmission concessions in 2053E and no real perpetuity growth for the distribution. A R\$10/MWh higher energy price for un-contracted capacity vs our energy pricing assumption raises our DCF by 3%.

Upside risks

1) higher-than-expected dividend payout/yield, 2) higher-than-expected long-term generation prices for un-contracted capacity (each +R\$10/MWh vs R\$110/MWh base-case assumption implies +3% upside), 3) divestment of non-core assets under favorable conditions, and 4) higher than expected cost-cutting

Downside risks

1) lower-than-expected long-term generation prices for un-contracted capacity, 2) subpar returns in potential new Greenfield projects or acquisitions

COPEL PN (XLPUF)

We derive our R\$12 price objective using free cash flow which considers a cost of equity of 10% real. We discount cash flows through the end of existing generation and transmission concessions in 2053E and no real perpetuity growth for the distribution. A R\$10/MWh higher energy price for un-contracted capacity vs our energy pricing assumption raises our DCF by 3%.

Upside risks

1) higher-than-expected dividend payout/yield, 2) higher-than-expected long-term generation prices for un-contracted capacity (each +R\$10/MWh vs R\$110/MWh base-case assumption implies +3% upside), 3) divestment of non-core assets under favorable conditions, and 4) higher than expected cost-cutting

Downside risks

1) lower-than-expected long-term generation prices for un-contracted capacity, 2) subpar returns in potential new Greenfield projects or acquisitions

Eletrobras (CAIFF / EBR)

Our R\$50 PO (ELET3) (US ADR: \$9.40) is built on a sum-of-the-parts valuation that does not incorporate any of the upside of a potential privatization. We derive our fair value from: 1) DCF-based valuation for main subsidiaries, discounted by a 10% real terms (14.3% in nominal terms). We estimate FCFEs through the end of the concession periods and do not assume any residual value. 2) market value of listed equity holdings, and 3) average sector multiples for non-listed equity holdings (wind, hydro and transmission SPVs).

Upside risks: 1) higher energy prices, 2) further cost-cutting initiatives

Downside risks: 1) compulsory loans liability increasing above our R\$20bn NPV-loss base-case, and 3) unattractive investments

Eletrobras-Pref (CAIGF / EBRB)

Our R\$56 PO (ELET6) (US ADR: \$10.60) is built on a sum-of-the-parts valuation that does not incorporate any of the upside of a potential privatization. We derive our fair value from: 1) DCF-based valuation for main subsidiaries, discounted by a 10% real terms (14.3% in nominal terms). We estimate FCFEs through the end of the concession periods and do not assume any residual value. 2) market value of listed equity holdings, and 3) average sector multiples for non-listed equity holdings (wind, hydro and transmission SPVs).



Downside risks: 1) compulsory loans liability increasing above our R\$20bn NPV-loss base-case, and 3) unattractive investments

Telefonica Brasil (XCPTF / VIV)

Our price objective of R\$58/US\$12 per share is based on a 10-year DCF-to-Firm, discounted at a weighted average cost of capital (WACC) of 12.5%, assuming a capital structure of 95% equity / 5% debt in the long term. Our cost of equity (Ke) is composed of a Beta of 0.80, a risk-free rate of 3%, a market risk premium of 5.7% and a country risk in Brazil of 280bps. We use cost of debt of 5% and terminal growth rate of 3%.

Risks: (i) limited benefit from the macroeconomic recovery given its premium customer base, (ii) legacy business continues to pressure top-line growth, (iii) price pressure in the mobile segment given the highest ARPU in the space, (iv) creation of dividend tax would strongly impact Vivo.

TIM Brasil (XZUAF / TIMB)

Our price objective of R\$21/US\$21 per share is based on a ten-year DCF-to-Firm, discounted at a weighted average cost of capital (WACC) of 12.3%, assuming a capital structure of 90% equity / 10% debt in the long term. Our cost of equity (Ke) is composed of a Beta of 0,90, a risk-free rate of 3%, a market risk premium of 5.7% and country risk in Brazil of 280bps. We use cost of debt of 5% and terminal growth rate of 3%.

Upside risks: (i) leaner than its peers in terms of systems since Pay TV and fixed telephony are irrelevant, (ii) major beneficiary from potential synergies with Oi, (iii) establishment of new fronts of revenue growth, such as the partnership with C6 Bank or advertising, (iv) potential to benefit the most in a scenario of macro recovery, (v) run sharing agreement with Vivo, which should lead to opex and capex savings.

Downside risks: (i) limited growth for the sector puts pressure on prices, (ii) net adds, which have been weak over the last two years, leading to market share losses, (iii) inefficient capital structure, as its controlling shareholder is highly leveraged, (iv) reduced focus on FTTH, which is a high-growth business but still too small for the company.

Analyst Certification

We, Rogerio Araujo, Aline Caldeira, Arthur Pereira, CFA, Fred Mendes, CFA, Gabriel Frazao, Gustavo Faria, Lucca R Brendim and Paula Andrea Soto, CFA, hereby certify that the views each of us has expressed in this research report accurately reflect each of our respective personal views about the subject securities and issuers. We also certify that no part of our respective compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

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Latin America - Utilities Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Alupar	XDFCF	ALUP11 BZ	Arthur Pereira, CFA
	Cemig	CIG	CIG US	Arthur Pereira, CFA
	Cemig	CEMCF	CMIG4 BZ	Arthur Pereira, CFA
	COPEL	ELP	ELP US	Arthur Pereira, CFA
	COPEL	XPAZF	CPLE11 BZ	Arthur Pereira, CFA
	COPEL PN	XLPUF	CPLE6 BZ	Arthur Pereira, CFA
	Edenor	XEDTF	EDN AR	Gustavo Faria
	Edenor	EDN	EDN US	Gustavo Faria
	Eletrobras	CAIFF	ELET3 BZ	Arthur Pereira, CFA
	Eletrobras	EBR	EBRUS	Arthur Pereira, CFA
	Eletrobras-Pref	EBRB	EBR/B US	Arthur Pereira, CFA
	Eletrobras-Pref	CAIGF	ELET6 BZ	Arthur Pereira, CFA
	Energisa S/A	XLXGF	ENGI11 BZ	Arthur Pereira, CFA
	Eneva	XZUMF	ENEV3 BZ	Arthur Pereira, CFA
	Equatorial	XKERF	EQTL3 BZ	Arthur Pereira, CFA
	Neoenergia	XGXGF	NEOE3 BZ	Arthur Pereira, CFA
	Omega Energia	XZQAF	MEGA3 BZ	Arthur Pereira, CFA
	Pampa Energia	PPENF	PAMP AR	Gustavo Faria
	Pampa Energia	PAM	PAM US	Gustavo Faria
	SABESP	CSBJF	SBSP3 BZ	Arthur Pereira, CFA
NEUTRAL				
	Auren Energia	XZMXF	AURE3 BZ	Arthur Pereira, CFA
	Central Puerto	CEPU	CEPU US	Gustavo Faria
	Central Puerto	CEPUF	CEPU AR	Gustavo Faria
	COPASA	CSAOF	CSMG3 BZ	Arthur Pereira, CFA
	TAESA	XTAEF	TAEE11 BZ	Arthur Pereira, CFA
UNDERPERFORM				
	AES Brasil	XDFDF	AESB3 BZ	Arthur Pereira, CFA
	CPFL Energia	XPFGF	CPFE3 BZ	Arthur Pereira, CFA
	CTEEP	XOOTF	TRPL4 BZ	Arthur Pereira, CFA
	Engie Brasil	XZDDF	EGIE3 BZ	Arthur Pereira, CFA
	Sanepar	XJALF	SAPR11 BZ	Arthur Pereira, CFA
RSTR				
	Ambipar	XAPEF	AMBP3 BZ	Arthur Pereira, CFA

Latin America - Telecom Services and Information Technology Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	America Movil	AMX	AMX US	Fred Mendes, CFA
	America Movil	AMXVF	AMXB MM	Fred Mendes, CFA
	Desktop S.A	XNUKF	DESK3 BZ	Fred Mendes, CFA
	Eletromidia	XSUHF	ELMD3 BZ	Fred Mendes, CFA
	Locaweb	XZVMF	LWSA3 BZ	Fred Mendes, CFA
	Telefonica Brasil	XCPTF	VIVT3 BZ	Fred Mendes, CFA
	Telefonica Brasil	VIV	VIV US	Fred Mendes, CFA
	Televisa	TV	TV US	Fred Mendes, CFA
	Televisa	GRPFF	TLEVICPO MM	Fred Mendes, CFA
	TIM Brasil	TIMB	TIMB US	Fred Mendes, CFA
	TIM Brasil	XZUAF	TIMS3 BZ	Fred Mendes, CFA
	TOTVS	XBEGF	TOTS3 BZ	Fred Mendes, CFA
	VTEX	VTEX	VTEX US	Fred Mendes, CFA
NEUTRAL				
	Brisanet	XNHKF	BRIT3 BZ	Fred Mendes, CFA
	Intelbras S.A.	XLTXF	INTB3 BZ	Fred Mendes, CFA
UNDERPERFORM				
	Megacable Holdings SAB	MHSDF	MEGACPO MM	Fred Mendes, CFA
	Unifique S.A	XFYDF	FIQE3 BZ	Fred Mendes, CFA



Latin America - Telecom Services and Information Technology Coverage Cluster

Investment rating Company BofA Ticker Bloomberg symbol Analyst

Disclosures

Important Disclosures

Equity Investment Rating Distribution: Industrials/Multi-Industry Group (as of 30 Sep 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	43	48.86%	Buy	22	51.16%
Hold	26	29.55%	Hold	17	65.38%
Sell	19	21.59%	Sell	10	52.63%

Equity Investment Rating Distribution: Telecommunications Group (as of 30 Sep 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	53	49.07%	Buy	38	71.70%
Hold	30	27.78%	Hold	20	66.67%
Sell	25	23.15%	Sell	13	52.00%

Equity Investment Rating Distribution: Transport/Infrastructure Group (as of 30 Sep 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	71	53.38%	Buy	43	60.56%
Hold	29	21.80%	Hold	13	44.83%
Sell	33	24.81%	Sell	17	51.52%

Equity Investment Rating Distribution: Utilities Group (as of 30 Sep 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	80	51.28%	Buy	51	63.75%
Hold	42	26.92%	Hold	32	76.19%
Sell	34	21.79%	Sell	22	64.71%

Equity Investment Rating Distribution: Global Group (as of 30 Sep 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1869	53.48%	Buy	1046	55.97%
Hold	828	23.69%	Hold	461	55.68%
Sell	798	22.83%	Sell	370	46.37%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster⁸²

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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