

# Latam Equity Quant

# Diminishing outflows in sight

**Investment Strategy** 

### Key takeaways

- Outflows from Brazil local equity and hedge funds continue to slow down.
- We still see no foreign flows into Brazil local exchange. We saw R\$20bn outflows YTD, mainly from cash equities.
- Brazil and Mexico are trading at 9% discount vs historicals.

#### Last week in numbers

**Performance of the week.** Ibov +1.7%, Mexbol -0.4%, SPX +1.6%, EM +0.4%. This week, BZ consumer outperformed commodities: C. Discretionary +6.2%, Staples +3.4% vs Energy -0.3%, Materials +0.5% this week (in USD terms, total return).

**Brazil economic activity above expectations in Dec.** Result was mainly driven by a stronger industrial production. We still expect 50bps cuts to Selic rates in the next meetings, with a last clip of 25bps in July, leading to a terminal rate of 9.50% (see: <a href="Brazil Watch">Brazil Watch</a>).

**Outflows from BZ equity funds are declining.** Outflows from BZ local equity funds were only -R\$0.3bn last week, compared to the average of -R\$0.6bn/week in the last 6M (Exhibit 9). Hedge funds also show smaller outflows (R\$1.9bn outflows last week), vs - R\$2.6bn/week in the last 6M, Exhibit 9).

**No foreign flows in Brazil YTD** (Exhibit 11). In fact, we saw R\$20bn outflows from foreigners in BZ local exchange YTD, mostly redeemed from cash equities (Exhibit 11).

**US\$2.3bn inflows into EM this week, most of which went into China** (Exhibit 13) This is the 12th consecutive of inflows into EM, with almost all inflows going into China.

**Earnings revisions in Brazil are improving.** Last month, our 1-month Earnings Revision Ratio (# upwards / # downwards earnings revisions) neared 1, the highest level in 12 months, mainly driven by Financials, Materials and Staples (Exhibit 22). Consensus sees 34% EPS YoY growth in 2024 for domestic industries in BZ ex-financials. Expectations are relatively stable YTD (Exhibit 16).

**Valuations remain discounted in LatAm.** In Brazil, Ibov ex-commodities trades at 9% discount vs historicals (vs around 5% discount in the beginning of 2024, Exhibit 3). Mexbol now trades at 9% discount vs historicals (Exhibit 7).

For more details see Flows to Know.

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Investment Strategy Latin America

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# Exhibit 1: LatAm Earnings Revision Ratio

Earnings Revision Ratio = #Up Revisions / #Down Revisions. Brazil ERR at 0.9. Sector details in Exhibit 22.

LatAm countries	Dec-23	Jan-24
Argentina	1.2	1.2
Brazil	0.9	1.0
Chile	0.9	1.0
Colombia	0.6	0.3
Mexico	0.8	1.0
Peru	0.4	0.6
LatAm	0.8	0.9

**Source:** BofA Global Research, Factset, Bloomberg
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BZ = Brazil

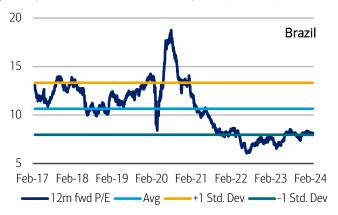
EM = Emergent Markets

ERR = Earnings Revision Ratio

## LatAm valuation

#### Exhibit 2: Ibovespa P/E ratio (12m fwd)

Trading at 1 Std Dev below historical average, mostly driven by commodities.

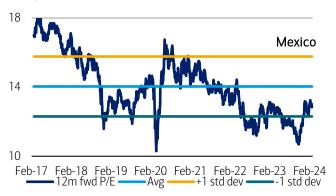


Source: BofA Global Research, Bloomberg

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#### Exhibit 4: Mexbol P/E ratio, Feb-17 to Feb-24

Trading at 9% discount vs hist.

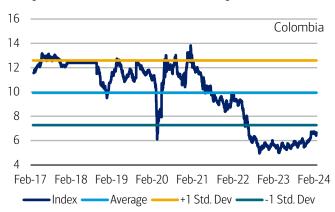


Source: BofA Global Research, Bloomberg

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### Exhibit 6: Colcap P/E ratio, Feb-17 to Feb-24

Trading more than 1 Std Dev below historical average.

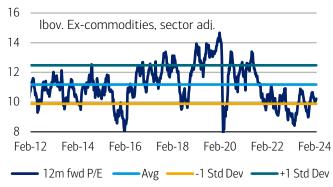


Source: BofA Global Research, Bloomberg

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# Exhibit 3: Ibovespa P/E ratio (12m fwd, sector adjusted ex. commodities)

Ibov ex-commodities at 9% discount vs hist.



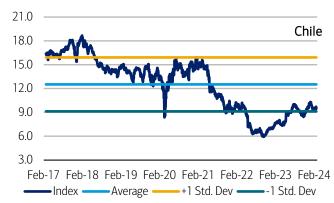
Note: Sector weights were adjusted and kept constant through time.

Source: BofA Global Research, Bloomberg

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#### Exhibit 5: IPSA P/E ratio, Feb-17 to Feb-24

Trading 1 Std Dev below historical average.



Source: BofA Global Research, Bloomberg

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#### **Exhibit 7: Valuation summary**

Brazil 23% discounted vs hist.

Country	Index	Current	Average	Std. Dev	Prem. to Hist	Prem. to EM*
Brazil	Ibov	8.2	10.6	2.7	-23%	-33%
BZ Ex-commod	l.	10.2	11.2	11.2	-9%	-14%
Mexico	Mexbol	12.8	14.0	1.7	-9%	9%
Chile	lpsa	9.5	12.5	3.4	-24%	-19%
Peru	SPBLPGPT	11.7	12.1	2.6	-3%	7%
Colombia	Colcap	6.7	9.9	2.7	-33%	-51%
Argentina	Merval	6.3	9.6	3.0	-35%	-38%
EM	MXEF	11.8	12.2	1.2	-3%	

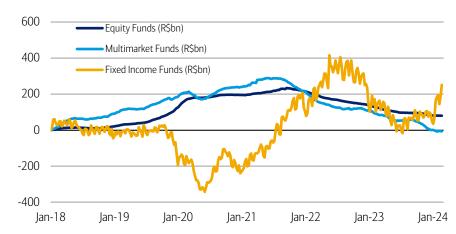
Source: BofA Global Research, Bloomberg

# Flows & Positioning

### **Brazil flows**

# Exhibit 8: Cumulative flows into Brazil local fixed income, equity funds and local multimarket (hedge) funds (R\$bn)

R\$57bn outflows from local equity funds in 2023.



Source: BofA Global Research, Economatica

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### Exhibit 9: Equity and Multimarket funds weekly flows (R\$mn) (Brazil local funds)

R\$57bn outflows from local equity funds in 2023.

Fund type (R\$ mn)	AUM	22-Dec	29-Dec	5-Jan	12-Jan	19-Jan	26-Jan	2-Feb	9-Feb	16-Feb	23-Feb*	2024	2023	2022
Free Portfolio	256,729	-111	-547	-1,145	-482	636	831	18	-103	-341	45	-542	-35,568	-42,836
Closed-end Funds	126,262	-523	148	-272	34	37	15	99	21	0	12	-55	373	2,377
Index Enhanced	42,290	-583	-124	-669	-383	-10	-54	-256	-230	-77	-36	-1,714	-11,081	-16,714
Value / Growth	18,541	-4	-67	-85	-30	56	178	-112	85	12	26	130	-4,634	-6,745
FMP - FGTS	13,134	-39	-20	-25	-29	-41	-27	-49	-33	-15	-15	-233	-1,269	4,462
Dividends	11,913	-479	-105	-77	-6	-69	19	23	27	2	-33	-114	-2,658	-434
Sector	10,766	-16	-5	-10	-16	-12	-9	-5	-12	0	-3	-66	420	-1,860
Indexed	10,883	-104	-116	115	43	-32	82	62	3	35	-25	283	-2,045	-2,932
Small Caps	5,441	-64	-18	-33	-8	-4	-16	-101	-20	-11	-5	-199	-453	-2,243
Single Stocks	10,390	-22	-14	-1	0	-16	-41	6	62	32	9	51	-967	-2,225
Sustainability / Governance	40	0	0	0	0	-9	0	0	0	0	0	-10	0	-366
Foreign Investments	154,401	498	4,030	867	256	-17	46	109	208	48	39	1,556	21,794	-18,740
Equity Funds (Total)	660,790	-1,449	3,162	-1,336	-622	519	1,026	-205	7	-313	13	-911	-36,088	-88,257
Equity Funds (Total ex. Foreign Invest.)	366,993	-1,385	-996	-1,905	-883	540	992	-365	-189	-346	-22	-2,179	-56,986	-76,355
Free Portfolio	816,551	-1.809	2.043	1.601	-2,420	-2,744	-1.764	1.786	4,364	-293	-592	-62	-36.493	-69,300
Foreign Investments	791.165	-10.396	-2.411	-1,385	-995	-761	-2,218	427	-4.084	-1.538	72	-10.481	-69.450	-22,102
Macro	230,934	-1,320	-1,134	-1,284	-514	-126	-603	-816	-1,442	-1,288	-284	-6,358	-61,875	-14,754
Dynamic	45,939	-264	-291	-26	-122	-134	-131	-331	-269	-306	-140	-1,459	-7,210	-16,130
Specific Strategy	72,079	-537	62	-27	254	-7	91	107	148	91	252	909	2,110	-2,279
Long/Short Directional	7,250	10	-93	-122	-1	-27	50	-13	-19	-62	13	-181	-2,555	-3,384
Balanced / Mixed	12,120	-48	-31	42	-12	-20	11	-70	95	-3	-7	37	-1,065	-54
Trading	3,091	-18	13	0	-1	-10	-11	3	-1	-3	0	-23	-625	-1,154
Long/Short Neutral	2,392	-4	-9	-12	-3	-2	0	-1	-1	-5	-6	-29	-381	-527
Protected Capital	786	-1	0	0	0	-13	0	-14	0	0	0	-28	73	-196
Multimarket Funds (Total)	1,982,308	-14,387	-1,851	-1,213	-3,814	-3,844	-4,576	1,080	-1,208	-3,406	-691	-17,674	-177,471	-129,878
Multimarket Funds (Total ex. Foreign Invest.)	1,191,143	-3,991	560	172	-2,819	-3,083	-2,358	652	2,875	-1,869	-763	-7,193	-108,022	-107,777

(\*) Preliminary data, up to Wednesday.

Source: Economatica



#### Exhibit 10: Fixed Income funds weekly flows (R\$bn) (Brazil local funds)

Brazil local fixed income funds had R\$225bn inflows YTD

Fund type	AUM	26-Jan	2-Feb	9-Feb	16-Feb	23-Feb*	YTD
Short Duration Inv. Grade	1,043	2.1	-7.1	2.4	8.6	-2.8	18.0
Short Duration Sovereign	976	3.1	-16.0	29.1	21.8	2.8	112.2
All Duration Credit	384	1.9	-2.1	3.2	2.6	1.0	15.8
All Duration Inv. Grade	773	1.9	-8.7	-2.2	9.0	1.1	16.4
All Duration Sovereign	241	0.8	-4.8	0.9	3.7	-1.0	8.5
Simple	392	2.3	-10.4	5.0	12.9	7.1	44.0
Other	497	-1.7	-0.9	0.8	9.4	-0.5	9.5
Fixed Income (Total) Ex. Foreign Invest.	4,300	10	-50	39	68	8	225

(\*) Preliminary data, up to Wednesday.

Source: Economatica

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### Exhibit 11: Foreign flow to B3 (R\$bn), Mar-23 to Feb-24

Foreign flows into BZ local exchange (B3) had R\$20bn outflows YTD.

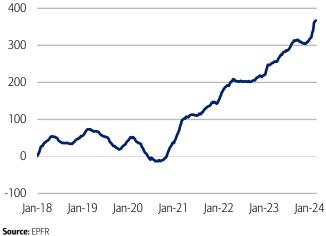
Month	Futures	Cash	IPO/follow-on	TOTAL
Mar-23	-2	-2	2	-3
Apr-23	3	3	1	6
May-23	-6	-4	0	-10
Jun-23	-7	10	4	7
Jul-23	3	7	3	13
Aug-23	-3	-13	3	-13
Sep-23	10	-2	0	8
Oct-23	5	-3	0	2
Nov-23	9	21	0	30
Dec-23	-7	17	0	11
Jan-24	-5	-8	1	-12
Feb-24	2	-9	0	-7
12M Cumulative	2	17	13	32
2024 YTD	-3	-17	1	-20
2023	2	45	13	60
2022	-2	101	17	116

Source: B3, Bloomberg

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### **Global flows**

Exhibit 12: Cumulative flows into EM equity funds (US\$bn), 2018-2024 EM equity funds had US\$53bn inflows YTD.



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Exhibit 13: Weekly flows to LatAm and EM funds (US\$mn)

EM inflows YTD went almost entirely into China.

		%		%		%
		Current	4	Current		Current
Region	Week	Assets	Weeks	Assets	YTD	Assets
LatAm	(87)	-0.7%	(128)	-1.0%	(316)	-2.6%
Brazil	(363)	-2.1%	(716)	-4.2%	(848)	-5.0%
Mexico	18	0.2%	76	0.8%	(206)	-2.1%
Andean	(2)	-0.1%	(4)	-0.1%	(138)	-4.3%
LatAmTotal	(434)	-1.0%	(747)	-1.8%	(1,457)	-3.4%
China	2,450	0.2%	31,304	2.0%	51,277	3.2%
EM Total	2,330	0.1%	33,016	2.1%	53,585	3.3%

Source: EPFR



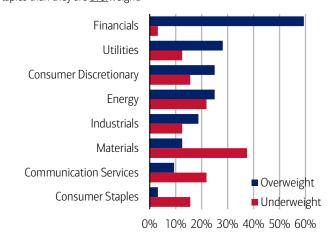
### LatAm positioning

#### Exhibit 14: Average cash position (2018-2024)

Cash levels increased to 6.5% in Feb-24, vs 5.7% last month



**Exhibit 15: Which sectors among equities are you most <u>under</u>weight?** Participants are more <u>under</u>weight Materials, Communication Services and C. Staples than they are <u>over</u>weight.

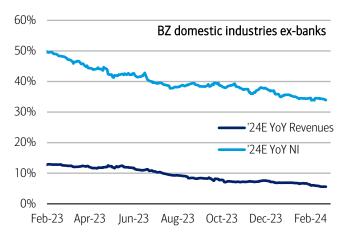


**Source:** LatAm Fund Manager Survey

# **Consensus Earnings Revisions for Brazil**

# Exhibit 16: Brazil domestic industries: consensus revised NI downwards but still expected at 34% YoY growth

Brazil domestic industries (ex-banks) revenues vs NI consensus estimates (2024E YoY growth).



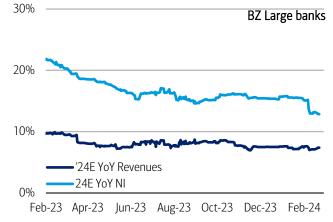
Consensus estimates.

Source: Bloomberg, BofA Global Research

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# Exhibit 17: Brazil Banks: consensus revised NI downwards since Jan-23, but still expected at +13% YoY for 2024.

BZ large banks revenues vs NI consensus estimates (2024 YoY growth).



Consensus estimates.

Source: Bloomberg, BofA Global Research

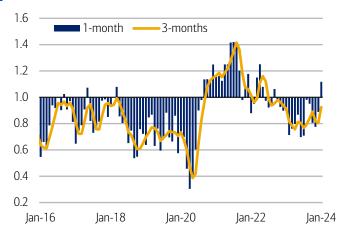


# **Earnings Revision Ratio (ERR)**

The Earnings Revision Ratio measures the number of revisions for which the consensus EPS estimate has risen versus the number for which it has fallen.

An ERR above 1 means more upwards revisions than downwards revisions. However, historically analysts tend to start overly optimistic and do more downwards revisions down the line. As a result, the overall historical average of the 3-month ERR is close to 0.8

# **Exhibit 19: LatAm Earnings Revision Ratio (Jan 16-Jan 24)** 3-month ERR at 0.9 in Jan-24.

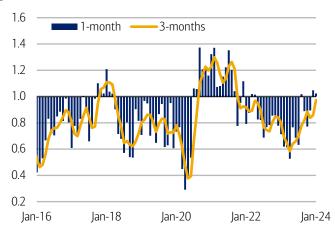


Source: BofA Global Research, Factset, Bloomberg

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### Exhibit 21: Brazil Earnings Revision Ratio (Jan 16-Jan 24)

Brazil 3-month ERR nearing to 1 in Jan-24.



Source: BofA Global Research, Factset, Bloomberg

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#### Exhibit 18: LatAm 3-month ERR - country details

Brazil 3-month ERR at 0.9 in Jan-24.

LatAm countries	12m Avg	Nov-23	Dec-23	Jan-24	1M Chg in 3M ERR
Argentina	2.5	1.1	1.2	1.2	0.01
Brazil	0.8	0.8	0.9	1.0	0.11
Chile	0.8	1.0	0.9	1.0	0.02
Colombia	0.6	0.6	0.6	0.3	-0.22
Mexico	0.9	0.8	0.8	1.0	0.19
Peru	0.7	0.4	0.4	0.6	0.26
LatAm	8.0	0.8	8.0	0.9	0.12

Source: BofA Global Research, Factset, Bloomberg

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1M Chain

#### Exhibit 20: LatAm 3-month ERR - sector details

IT shows the highest ERR (2.2).

						IM Cng in
La	atAm sectors	12m Avg	Nov-23	Dec-23	Jan-24	3M ERR
C.	Discretionary	0.8	0.9	0.8	0.8	-0.01
C.	Staples	0.8	0.8	1.0	1.0	0.00
Er	nergy	0.9	1.1	1.0	0.7	-0.27
Fi	nancials	1.3	1.1	1.0	1.1	0.13
Н	ealth Care	0.7	0.6	0.6	0.7	0.04
In	dustrials	0.8	0.7	0.8	0.9	0.12
IT		1.3	1.5	1.9	2.2	0.39
M	aterials	0.6	0.5	0.5	0.7	0.25
Re	eal Estate	1.2	1.6	1.8	2.1	0.25
Cc	mmunication	0.8	1.0	1.0	1.4	0.33
Ut	tilities	1.1	1.5	1.5	1.2	-0.24
La	ıtAm	8.0	0.8	8.0	0.9	0.12

Source: BofA Global Research, Factset, Bloomberg

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#### Exhibit 22: Brazil 3-month ERR - sector details

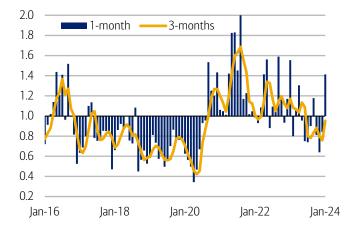
Communication and IT show highest ERR in December.

Brazil sectors	12m Avg	Nov-23	Dec-23	Jan-24	1M Chg in 3M ERR
C. Discretionary	0.6	0.9	0.8	0.7	-0.08
C. Staples	0.6	0.6	0.8	1.0	0.23
Energy	0.9	1.2	1.1	0.8	-0.29
Financials	1.2	1.2	1.1	1.2	0.12
Health Care	0.6	0.5	0.6	0.6	0.02
Industrials	0.7	0.7	0.7	0.8	0.07
IT	1.5	1.8	2.4	2.9	0.53
Materials	0.5	0.5	0.5	0.8	0.27
Real Estate	2.3	8.0	4.5	1.8	-2.75
Communication	3.8	4.8	4.3	3.7	-0.62
Utilities	1.1	1.5	1.5	1.3	-0.24
Brazil	0.8	0.8	0.9	1.0	0.11

Source: BofA Global Research, Factset, Bloomberg

### Exhibit 23: Mexico Earnings Revision Ratio (Jan 16-Jan 24)

Mexico 3-month ERR at 1 in Jan-24.



Source: BofA Global Research, Factset, Bloomberg

have a higher weight in the ratio.

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#### Exhibit 24: Mexico 3-month ERR - sector details

Financials has the highest ERR in Mexico (2.1 in Jan-24).

Mexico					1M Chg in
sectors	12m Avg	Nov-23	Dec-23	Jan-24	3M ERR
C. Discretionary	1.0	0.5	0.6	0.6	0.03
C. Staples	1.1	1.2	1.4	1.0	-0.43
Energy	NA	NA	NA	NA	NA
Financials	2.2	1.9	1.6	2.1	0.54
Health Care	NA	NA	NA	NA	NA
Industrials	0.8	0.7	0.7	0.9	0.21
IT	NA	NA	NA	NA	NA
Materials	8.0	0.6	0.5	8.0	0.28
Real Estate	0.9	0.8	1.1	1.7	0.58
Communication	0.4	0.3	0.1	0.1	-0.04
Utilities	NA	NA	NA	NA	NA
Mexico	0.9	0.8	0.8	1.0	0.19

Source: BofA Global Research, Factset, Bloomberg

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#### ERR methodology

The Earnings Revision Ratio (ERR) is calculated as follows: ERR = #Up Revisions / #Down Revisions, where:

# Up Revisions = All instances when an analyst revises an estimate up. # Down Revisions = All instances when an analyst revises an estimate down.

We look at 1-Month and 3-Month ERRs; the former may anticipate market turns, while the latter is less volatile. Each company may contribute more than once as the total number of analyst revisions are considered. A company covered by several analysts will

The considered universe is composed of all companies within our current LatAm Coverage countries (Argentina, Brazil, Chile, Colombia, Mexico and Peru). A company will be included in the sample if at least one of the following variables is listed as one of said countries: country of risk, country of incorporation, country of registration, country of Headquarters, and country of top revenue. Panama's Copa Holdings is the only exception to the rule and was also added to the sample. Number of companies with at least one revision in the last 12 months: Argentina: 35, Brazil: 185, Chile: 37, Colombia: 20, Mexico: 106, Peru: 19.



## Stock screens

#### **Exhibit 25: Value screen**

Within this screen, utilities and retail have the best performance YTD.

_	_			BofA	P/E	P/E	Net	30D Performance	YTD Performance
Company	Country	Industry	BBG Ticker	Ticker	2023E	2024E	Debt/EBITDA	(local crncy)	(local crncy)
Petrobras PN	BZ	Oils	PETR4 BZ	PTRBF	4.4	5.1	0.8	11%	13%
Vale ON	BZ	Non-Ferrous-Mining	VALE3 BZ	VALEF	5.9	5.2	0.6	-3%	-13%
Copa	CO	Airlines	CPA US	CPA	6.2	5.5	0.7	7%	-7%
Ternium	MX	Steels	TX US	TX	5.2	5.5	-0.5	2%	-6%
Petro-Rio	BZ	Oil & Gas Producers	PRIO3 BZ	HRTPF	7.7	5.5	1.1	6%	2%
Ecopetrol	CO	Oil & Gas Producers	ECOPETL CB	XESSF	5.3	5.9	1.6	2%	0%
Sanepar	BZ	Water Utilities	SAPR11 BZ	XJALF	6.3	6.6	1.6	-9%	-10%
COPASA	BZ	Water Utilities	CSMG3 BZ	CSAOF	6.2	6.8	1.4	-5%	5%
Cemig	BZ	Electric Utilities	CMIG4 BZ	CEMCF	5.3	6.9	1.1	2%	2%
Gerdau	BZ	Steels	GGBR4 BZ	GGBUF	7.6	7.6	0.5	2%	-9%
Liverpool Puerto	MX	Retailing-Broadline/Department Stores	LIVEPOLC MM	ELPQF	9.3	8.4	0.9	8%	8%
SQM	CL	Fertilizers	SQM US	SQM	5.8	8.4	0.2	-11%	-28%
CPFL Energia	BZ	Electric Utilities	CPFE3 BZ	XPFGF	8.5	8.8	1.5	-1%	-8%
Usiminas	BZ	Steels	USIM5 BZ	USSPF	11.4	9.2	0.0	23%	15%
Danhos	MX	REITs	DANHOS13 MM	GRFFF	9.2	9.3	1.9	-3%	-1%
GMexico	MX	Non-Ferrous-Mining	GMEXICOB MM	GMBXF	12.1	9.3	0.4	2%	-8%
Engie	BZ	Electric Utilities	EGIE3 BZ	XZDDF	10.2	9.3	1.9	0%	-9%
AMX	MX	Telecom Services-Wireless/Cellular	AMXB MM	AMXVF	11.5	9.8	2.0	2%	3%
Prom y Oper Infra	MX	Toll Road Operators	PINFRA* MM	PYOIF	10.6	10.0	-1.2	10%	1%
Coca-Cola Andina	CL	Soft Drinks	ANDINAB CI	AKOBF	11.3	10.3	1.6	7%	10%
Median								2%	-1%

Source: BofA Global Research, Bloomberg.

Stocks are selected from our LatAm universe of coverage regardless of the rating. Stocks must have at least 5y of trading. Screen criteria: Mkt Cap>US\$1bn. 2021E and 2022E fwd P/E ratio below MSCI LatAm median P/E. Net Debt/EBITDA <2 (this condition is ignored for Financials). If results exceed 20 companies, those with the lowest 2022E P/E ratio are selected. Fundamental ratings are not part of the screening criteria. This screen is not a recommended list either individually or as a group of stocks. Investors should consider the fundamentals of the companies and their own individual circumstances/objectives before making any investment decision. Fundamental ratings are not part of the screening criteria.

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#### **Exhibit 26: Growth screen**

Many traditional retail and e-commerce names in this screen.

				BofA	P/E	Div. Yield	30D Performance (local	YTD Performance (local
Company	Country	Industry	BBG Ticker	Ticker	2024E	2023E	crncy)	crncy)
Magazine Luiza	BZ	Retailing-Hardlines	MGLU3 BZ	MGZZF	72.8	0%	9%	-2%
Omega Geração	BZ	Renewable Energy	SRNA3 BZ	XZQAF	64.1	0%	2%	-4%
Brasil Foods	BZ	Food Processors	BRFS3 BZ	BRFFF	43.2	0%	-5%	0%
Mercado Libre	BZ	Internet/e-Commerce	MELI US	MELI	38.0	0%	3%	16%
Raia Drogasil	BZ	Drug Store Chains	RADL3 BZ	RAIAF	31.4	1%	-4%	-12%
DASA	BZ	Healthcare Technology & Distribution	DASA3 BZ	DIAOF	30.5	0%	-17%	-25%
Natura	BZ	Cosmetics/Personal Care	NTCO3 BZ	XZVAF	25.3	0%	-2%	0%
WEG	BZ	Industrials/Multi-Industry	WEGE3 BZ	WGSEF	24.2	2%	5%	-4%
Falabella	CL	Retailing-Broadline/Department Stores	FALAB CI	XDIYF	23.2	1%	8%	0%
Televisa	MX	Cable TV	TLEVICPO MM	GRPFF	21.3	3%	15%	2%
FEMSA	MX	Brewers	FEMSAUBD MM	FMXUF	21.1	2%	-3%	3%
AES Brasil	BZ	Electric Utilities	AESB3 BZ	XDFDF	20.7	2%	-7%	-14%
Eneva	BZ	Electric Utilities	ENEV3 BZ	XZUMF	19.7	1%	-4%	-9%
TOTVS	BZ	Server & Enterprise Software	TOTS3 BZ	XBEGF	19.7	1%	3%	-6%
Rumo Logistica	BZ	Rail Transport/Railroads	RAIL3 BZ	RUMOF	19.4	0%	0%	0%
Vesta	MX	Real Estate/Property	VESTA* MM	VESTF	19.1	2%	-7%	-10%
Ultrapar	BZ	Oil Refining & Marketing	UGPA3 BZ	XLRUF	18.3	3%	11%	17%
Alsea	MX	Restaurants	ALSEA* MM	ALSSF	17.1	0%	2%	1%
Energisa	BZ	Utilities-Other	ENGI11 BZ	XLXGF	16.3	2%	0%	-7%
Alpargatas	BZ	Footwear	ALPA4 BZ	SRDDF	16.1	0%	19%	-2%
Median							1%	-2%

**Source:** BofA Global Research, Bloomberg

Stocks are selected from our LatAm universe of coverage regardless of the rating. Stocks must have at least 5y of trading. Screen criteria: Mkt Cap>US\$1bn. 2021E and 2022E fwd P/E ratio above MSCI LatAm median P/E. Dividend yield (2022E) below MSCI LatAm dividend yield. If results exceed 20 companies, those with the highest 2022E P/E ratio are selected. Fundamental ratings are not part of the screening criteria. This screen is not a recommended list either individually or as a group of stocks. Investors should consider the fundamentals of the companies and their own individual circumstances/objectives before making any investment decision.



**Exhibit 27: High dividend screen**This screen encompasses many utilities, banks and commodities.

				BofA	Div. Yield	30D Performance (local	YTD Performance (local
Company	Country	Industry	BBG Ticker	Ticker	2023E	crncy)	crncy)
Petrobras PN	BZ	Oils	PETR4 BZ	PTRBF	19.6	11%	13%
CSN	BZ	Steels	CSNA3 BZ	SIDHF	15.9	0%	-11%
Ecopetrol	CO	Oil & Gas Producers	ECOPETL CB	XESSF	14.5	2%	0%
SQM	CL	Fertilizers	SQM US	SQM	12.0	-11%	-28%
Bradespar	BZ	Non-Ferrous-Mining	BRAP4 BZ	BRDQF	10.8	-6%	-15%
BB Seguridade	BZ	Insurance - Multi-line	BBSE3 BZ	XBDPF	10.1	-3%	-1%
Danhos	MX	REITs	DANHOS13 MM	GRFFF	10.0	-3%	-1%
TAESA	BZ	Electric Utilities	TAEE11 BZ	XTAEF	9.7	-5%	-8%
Banco do Brasil	BZ	Banks-Retail	BBAS3 BZ	XBBAF	9.5	3%	5%
Vale ON	BZ	Non-Ferrous-Mining	VALE3 BZ	VALEF	9.3	-3%	-13%
CPFL Energia	BZ	Electric Utilities	CPFE3 BZ	XPFGF	8.8	-1%	-8%
Alpek	MX	Chemicals-Major	ALPEKA MM	ALPKF	8.7	-5%	-16%
Cemex	MX	Building Materials	CX US	CX	8.5	7%	3%
Trans Paulista	BZ	Electric Utilities	TRPL4 BZ	XOOTF	8.1	-3%	-3%
Cemig	BZ	Electric Utilities	CMIG4 BZ	CEMCF	7.9	2%	2%
SLC Agricola	BZ	Food-Commodities	SLCE3 BZ	SLCJF	7.8	3%	4%
Itau Unibanco	BZ	Banks-Multinational/Universal	ITUB4 BZ	ITUBF	7.5	5%	1%
Banco de Chile	CL	Banks-Retail	CHILE CI	XHNDF	7.3	12%	7%
Banrisul	BZ	Banks-Retail	BRSR6 BZ	XGRBF	7.3	10%	15%
Median						1%	0%

#### Source: BofA Global Research, Bloomberg

Stocks are selected from our LatAm universe of coverage regardless of the rating. Stocks must have at least 5y of trading. Screen criteria: Mkt Cap>US\$1bn. Dividend yield (2022E) above MSCI LatAm dividend yield. If results exceed 20 companies, those with the highest dividend yield are selected. Fundamental ratings are not part of the screening criteria. This screen is not a recommended list either individually or as a group of stocks. Investors should consider the fundamentals of the companies and their own individual circumstances/objectives before making any investment decision. BofA GLOBAL RESEARCH

#### **Exhibit 28: Defensive screen**

Many bond proxies, Utilities, Soft Drinks and Telecom.

				BofA		Net	30D Performance	YTD Performance
Company	Country	Industry	BBG Ticker	Ticker	Beta	Debt/EBITDA	(local crncy)	(local crncy)
Soriana	MX	Supermarkets/Food Retailers	SORIANAB MM	ONZBF	0.1	1.9	-3%	-6%
Danhos	MX	REITs	DANHOS13 MM	GRFFF	0.4	1.9	-3%	-1%
BB Seguridade	BZ	Insurance - Multi-line	BBSE3 BZ	XBDPF	0.4	NA	-3%	-1%
Auren Energia	BZ	Electric Utilities	AURE3 BZ	XZMXF	0.4	1.9	-1%	-3%
Chedraui	MX	Supermarkets/Food Retailers	CHDRAUIB MM	GCHEF	0.4	1.9	27%	27%
TIM	BZ	Telecom Services-Wireless/Cellular	TIMS3 BZ	XZUAF	0.4	0.9	6%	3%
Grupo Financiero Galicia	AR	Banks-Retail	GGAL US	GGAL	0.4	NA	17%	25%
Vivo	BZ	Telecom Equipment-Wireless/Cellular	VIVT3 BZ	XCPTF	0.4	0.7	10%	5%
Coca-Cola Andina	CL	Soft Drinks	ANDINAB CI	AKOBF	0.5	1.6	7%	10%
Engie	BZ	Electric Utilities	EGIE3 BZ	XZDDF	0.5	1.9	0%	-9%
Banco Macro	AR	Banks-Retail	BMA US	BMA	0.5	NA	17%	23%
Copa	CO	Airlines	CPA US	CPA	0.5	0.7	7%	-7%
Qualitas	MX	Insurance - Non-Life	Q* MM	QUCOF	0.5	NA	13%	12%
Gruma	MX	Food Producers	GRUMAB MM	GPAGF	0.5	1.7	0%	-3%
AmBev	BZ	Brewers	ABEV3 BZ	AVBPF	0.5	-0.6	-3%	-6%
Grupo BMV	MX	Other Financials	BOLSAA MM	BOMXF	0.5	NA	8%	2%
Sanepar	BZ	Water Utilities	SAPR11 BZ	XJALF	0.5	1.6	-9%	-10%
Liverpool Puerto	MX	Retailing-Broadline/Department Stores	LIVEPOLC MM	ELPQF	0.6	0.9	8%	8%
Banco de Chile	CL	Banks-Retail	CHILE CI	XHNDF	0.6	NA	12%	7%
Arca	MX	Soft Drinks	AC* MM	EMBVF	0.6	0.6	8%	5%
Median							7%	2%

#### Source: BofA Global Research, Bloomberg

Stocks are selected from our LatAm universe of coverage regardless of the rating. Stocks must have at least 5y of trading. Screen criteria: Mkt Cap>US\$1bn. Net Debt/EBITDA <2 (this condition is ignored for

Beta relative to the local index <0.9. If results exceed 20 companies, those with the lowest beta are selected. Fundamental ratings are not part of the screening criteria.

This screen is not a recommended list either individually or as a group of stocks. Investors should consider the fundamentals of the companies and their own individual circumstances/objectives before making any investment decision.



**Exhibit 29: High Beta screen** Several Banks and Retail names in this screen.

C	Country	lands setum.	DDC Tieleen	BofA	Data	Net	30D Performance	YTD Performance
Company	Country	Industry	BBG Ticker	Ticker	Beta	Debt/EBITDA	(local crncy)	(local crncy)
Cemex	MX	Building Materials	CX US	CX	2.0	2.2	7%	3%
Banco inter	BZ	Banks-Retail	INTR US	INTR	1.9	NA	14%	-3%
B3 SA	BZ	Financial Services-Consumer/Commercial	B3SA3 BZ	XIMAF	1.6	NA	-8%	-13%
Televisa	MX	Cable TV	TLEVICPO MM	GRPFF	1.6	2.8	15%	2%
Banco Pan	BZ	Banks-Retail	BPAN4 BZ	XQSFF	1.6	NA	10%	2%
Ecorodovias	BZ	Toll Road Operators	ECOR3 BZ	XVEDF	1.6	3.7	2%	-3%
CSN	BZ	Steels	CSNA3 BZ	SIDHF	1.5	3.2	0%	-11%
Estacio	BZ	Education & Training Services	YDUQ3 BZ	ECPCF	1.5	2.4	-6%	-11%
GFInbursa	MX	Banks-Retail	GFINBURO MM	GPFOF	1.4	NA	14%	15%
Cosan	BZ	Energy Commodities	CSAN3 BZ	CSAIF	1.4	3.2	-2%	-6%
BTG Pactual	BZ	Banks-Retail	BPAC11 BZ	XNXCF	1.4	NA	2%	1%
DASA	BZ	Healthcare Technology & Distribution	DASA3 BZ	DIAOF	1.3	5.0	-17%	-25%
Brasil Foods	BZ	Food Processors	BRFS3 BZ	BRFFF	1.3	5.4	-5%	0%
Embraer	BZ	Aerospace	ERJ US	ERJ	1.3	2.3	1%	-1%
Localiza	BZ	Car Rental	RENT3 BZ	LZRFF	1.3	3.6	-10%	-16%
Credicorp	PE	Banks-Retail	BAP US	BAP	1.3	NA	13%	13%
Dexco	BZ	Forest Products	DXCO3 BZ	DURXF	1.2	4.7	7%	1%
Aliansce	BZ	Real Estate/Property	ALOS3 BZ	XADSF	1.1	4.0	-3%	-9%
Banco do Brasil	BZ	Banks-Retail	BBAS3 BZ	XBBAF	1.1	NA	3%	5%
Median							2%	0%

Source: BofA Global Research, Bloomberg

Stocks are selected from our LatAm universe of coverage regardless of the rating. Stocks must have at least 5y of trading. Screen criteria: Mkt Cap>US\$1bn. Net Debt/EBITDA > 2 (this condition is ignored for Financials). Beta relative to the local index > 1.1. If results exceed 20 companies, those with the highest beta are selected. Fundamental ratings are not part of the screening criteria.

This screen is not a recommended list either individually or as a group of stocks. Investors should consider the fundamentals of the companies and their own individual circumstances/objectives before making any investment decision. Fundamental ratings are shown only for information and are not part of the screening criteria

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### Exhibit 30: List of stocks within our coverage most discounted to historicals

Many retailers and financials in this screen.

				BofA	Discount	Current	10-Year Avg.	Net	30D Performance	YTD Performance
Company	Country	Industry	BBG Ticker	Ticker	to hist.	Valuation	Valuation	Debt/EBITDA	(local crncy)	(local crncy)
Eneva	BZ	Electric Utilities	ENEV3 BZ	XZUMF	-79%	9.7	46.1	4.9	-4%	-9%
Televisa	MX	Cable TV	TLEVICPO MM	GRPFF	-74%	2.4	9.6	2.8	15%	2%
Rumo Logistica	BZ	Rail Transport/Railroads	RAIL3 BZ	RUMOF	-73%	19.4	72.3	2.3	0%	0%
Embraer	BZ	Aerospace	ERJ US	ERJ	-63%	9.9	26.8	2.3	1%	-1%
Bradesco	BZ	Banks-Retail	BBDC4 BZ	BRDPF	-49%	0.9	1.8	NA	-9%	-18%
Ecorodovias	BZ	Toll Road Operators	ECOR3 BZ	XVEDF	-48%	7.7	14.8	3.7	2%	-3%
BB Seguridade	BZ	Insurance - Multi-line	BBSE3 BZ	XBDPF	-38%	8.0	12.9	NA	-3%	-1%
Cemex	MX	Building Materials	CX US	CX	-38%	5.0	8.1	2.2	7%	3%
Banrisul	BZ	Banks-Retail	BRSR6 BZ	XGRBF	-37%	0.7	1.0	NA	10%	15%
Gentera	MX	Banks-Retail	GENTERA* MM	CMPRF	-36%	1.7	2.6	NA	19%	12%
DASA	BZ	Healthcare Technology & Distribution	DASA3 BZ	DIAOF	-33%	5.6	8.4	5.0	-17%	-25%
Fleury	BZ	Healthcare Technology & Distribution	FLRY3 BZ	XPOXF	-33%	12.8	19.1	2.1	-5%	-12%
Alpek	MX	Chemicals-Major	ALPEKA MM	ALPKF	-33%	4.3	6.4	2.7	-5%	-16%
BTG Pactual	BZ	Banks-Retail	BPAC11 BZ	XNXCF	-32%	14.5	21.2	NA	2%	1%
YPF SA	AR	Oil & Gas Producers	YPF US	YPF	-31%	2.1	3.1	2.9	14%	5%
CMPC	CL	Paper Products	CMPC CI	XEMCF	-31%	5.7	8.3	4.2	2%	-4%
GFInbursa	MX	Banks-Retail	GFINBURO MM	GPFOF	-31%	9.7	14.1	NA	14%	15%
Orbia	MX	Chemicals-Major	ORBIA* MM	MXCHF	-30%	5.1	7.3	2.7	0%	-10%
Median		,							2%	-1%

Source: BofA Global Research, Bloomberg

Stocks are selected from our LatAm universe of coverage regardless of the rating. Stocks must have at least 5y of trading. Screen criteria: Mkt Cap>US\$1bn. Net Debt/EBITDA <2 (this condition is ignored for Financials). Valuation ratio < 10y hist avg (or longest available). Valuation ratios are chosen according to a company's sector: for Materials, Energy, Airlines and C. Staples EV/EBITDA is used; for Retail EV/Sales is used; for Financials Price/Book Value is used. For remaining sectors Price/Earnings is used. If results exceed 20 companies, those with the greatest discounts to historicals are selected.

This screen is not a recommended list either individually or as a group of stocks. Investors should consider the fundamentals of the companies and their own individual circumstances/objectives before making any investment decision. Fundamental ratings are shown only for information and are not part of the screening criteria



#### Stock screens methodology

Our monthly screens are a quantitative approach for monitoring performance across several investment strategies. The screens are generated through a quantitative process, using consensus projections and historical data. There are two main steps to the selection process: filtering and ranking. For each screening process, filter criteria is applied first, then resulting assets are ranked according to the core variable for each strategy. Each month, we select and rank the 20 stocks that best fit the screen criteria. The stocks are selected from our universe of coverage in LatAm regardless of the rating but must have a market cap above US\$1bn.

There are 5 different screens: Growth, Value, Dividends, Defensive and High Beta. Our Growth screen looks for companies with high projected growth that reinvests free cash flow. Our Value screen looks for companies with low or moderate leverage that are trading at a discounted valuation. The Dividends screen looks for companies with high dividend yields, supported by low moderate leverage. Defensive screen looks for assets with solid performance and lowest volatility while High beta screen looks for market-dependent assets with high leverage and volatility. We also provide a list of stocks within our coverage that are most discounted to historicals.





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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%

 Underperform
 N/A
 ≥ 20%

INCOME RATINGS, indicators of potential cash dividends, are: 7 - same/higher (dividend considered to be secure), 8 - same/lower (dividend not considered to be secure) and 9 - pays no cash dividend. Coverage Cluster is comprised of stocks covered by a single analyst or two or more analysts sharing a common industry, sector, region or other classification(s). A stock's coverage cluster is included in the most recent BofA Global Research report referencing the stock.

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