

Booking Holdings Inc.

4Q preview and OTA results read-across

Reiterate Rating: NEUTRAL | PO: 3,900.00 USD | Price: 3,700.86 USD

Expect solid 4Q as October was low point for bookings

Booking reports 4Q on 02/22 (Thurs). Booking mgmt. had guided to 9% 4Q room night growth (vs 15% in 3Q), and we think trends improved post guidance, given Airbnb's results. We estimate 4Q Gross bookings/revenue at \$31.3bn/\$4.7bn in-line with Street and we see upside potential. We est. Booked nights at $232mn \ (+10\% \ vs +15\% \ in 3Q)$ and see a few points of upside given less deceleration at peers (ABNB reported $12\% \ vs 13.5\% \ in 3Q$, and EXPE reported $9.3\% \ vs 9.4\% \ in 3Q$). We also see upside potential for 4Q EBITDA vs Street at \$1.44bn with a healthy demand backdrop vs October.

1Q has tough comps, guide may have some S&M cushion

Top two reads from competitors was slowing 1Q bookings growth (comps & Easter) and added marketing spend. We est. $11.6\%\ 1Q$ bookings growth, & given usual conservatism, we think Booking could guide to 8-9% nights growth in 4Q (vs. Street at +10%), with bookings growing a few points faster due to still positive ADRs in Europe and healthy air growth. We expect some cushion for added S&M competition in 1Q, with EBITDA outlook near Street at \$711mn. We think Street expects some caution in guide given competitor outlooks, and Booking's usual 1Q conservatism.

Positives and Risks for call

Positives could include: 1) Strong 4Q for bookings in Asia with upside rebound vs October slowdown, 2) Strength in AA category given improving inventory and execution, & 3) Positive early commentary on Summer travel demand. **Risks**: 1) Added marketing spend in 1Q outlook as marketing spend has increased in the industry, 2) Tough January booking comps adds conservatism to 1Q guide, and 3) slowing ADR trends in Europe impact any 2024 bookings growth outlook commentary.

Strong industry position, but expect Europe to slow

While Asia/intl. exposure will help Booking vs peers in 2024, we expect Europe nights and ADR growth to slow toward US (Europe RevPAR at +7% MTD in Feb through 2/15), driving a deceleration in bookings growth in 2024. Valuation is reasonable to constructive assuming a healthy consumer, stock trades at 18x our 2025 EPS est., near midpoint of 10-24x 10-year historical range. We roll forward our PO valuation basis to 2025E ests, and raise PO to \$3,900 (vs \$3,500) based 19x on 2025E EPS + cash (vs. 20x 2024E prior), in the upper half of historical range. Reiterate Neutral given our valuation framework.

| Estimates (Dec) (US\$) | 2021A | 2022A | 2023E | 2024E | 2025E |
|--|--------|--------|--------|--------|--------|
| EPS | 45.95 | 99.80 | 149.91 | 171.17 | 202.73 |
| GAAP EPS | 28.29 | 76.47 | 138.80 | 161.92 | 193.41 |
| EPS Change (YoY) | 873.5% | 117.2% | 50.2% | 14.2% | 18.4% |
| Consensus EPS (Bloomberg) | | | 149.14 | 176.46 | 211.84 |
| DPS | 0 | 0 | 0 | 0 | 0 |
| Valuation (Dec) | | | | | |
| P/E | 80.5x | 37.1x | 24.7x | 21.6x | 18.3x |
| GAAP P/E | 130.8x | 48.4x | 26.7x | 22.9x | 19.1x |
| EV / EBITDA* | 52.9x | 28.9x | 21.7x | 19.3x | 9.6x |
| Free Cash Flow Yield* | 1.7% | 4.1% | 3.9% | 4.3% | 4.9% |
| * For full definitions of <i>IQ</i> method SM measures, see page 7. | | | | | |

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Refer to important disclosures on page 8 to 10. Analyst Certification on page 6. Price
Objective Basis/Risk on page 6.

Equity

21 February 2024

 Key Changes
 Previous
 Current

 (US\$)
 3,500.00
 3,900.00

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Stock Data

Price Objective

Price

Date Established 21-Feb-2024 Investment Opinion 52-Week Range 2,382.55 USD - 3,844.76 151,735 USD / 41.0 Mrkt Val (mn) / Shares Out (mn) Free Float 99.6% Average Daily Value (mn) 901.91 USD BofA Ticker / Exchange BKNG / NAS Bloomberg / Reuters BKNG US / BKNG OO ROE (2023E) 555.1% 293% Net Dbt to Eqty (Dec-2022A) ESGMeter™ High

3 700 86 USD

3.900.00 USD

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

ADR - Average Daily Rate

S&M – Sales & Marketing

Int. – International

RevPAR – Revenue per Available Room

iQprofile[™] Booking Holdings Inc

| iQmethod [™] – Bus Performance* | | | | | |
|---|----------------------------------|--------------------------|---------------------------|---------------------------|---|
| (US\$ Millions) | 2021A | 2022A | 2023E | 2024E | 2025 |
| Return on Capital Employed | 12.4% | 24.6% | 41.1% | 55.6% | 65.0% |
| Return on Equity | 34.2% | 89.2% | 555.1% | NM | NM |
| Operating Margin | 22.9% | 28.7% | 30.7% | 31.2% | 31.4% |
| Free Cash Flow | 2,516 | 6,186 | 5,894 | 6,469 | 7,452 |
| <i>iQ</i> method [™] – Quality of Earnings* | | | | | |
| (US\$ Millions) | 2021A | 2022A | 2023E | 2024E | 2025 |
| Cash Realization Ratio | 1.5x | 1.6x | 1.1x | 1.2x | 1.2: |
| Asset Replacement Ratio | 0.7x | 0.8x | 0.6x | 0.7x | 0.7 |
| Tax Rate | 20.5% | 22.0% | 19.7% | 19.5% | 19.59 |
| Net Debt-to-Equity Ratio | 2.4% | 29.3% | NM | NM | NN |
| Interest Cover | 7.5x | 12.5x | 6.9x | 7.4x | 8.3 |
| Income Statement Data (Dec) | | | | | |
| (US\$ Millions) | 2021A | 2022A | 2023E | 2024E | 2025 |
| Sales | 10,958 | 17,090 | 21,287 | 23,700 | 26,398 |
| % Change | 61.2% | 56.0% | 24.6% | 11.3% | 11.49 |
| Gross Profit | 10,958 | NA | NA | NA | N |
| % Change | 61.2% | NA | NA | NA | N/ |
| EBITDA | 2,902 | 5,307 | 7,085 | 7,935 | 15,91 |
| % Change | 229.8% | 82.9% | 33.5% | 12.0% | 100.59 |
| Net Interest & Other Income | (1,044) | (980) | (210) | (560) | (662 |
| Net Income (Adjusted) % Change | 1,893 875.0% | 3,998 111.3% | 5,480 37.1% | 5,817 6.2% | 6,444 10.89 |
| (US\$ Millions) | 2021A | 2022A | 2023E | 2024E | 2025 |
| Net Income from Cont Operations (GAAP) | 1,165 | 3,058 | 5,074 | 5,503 | 6,148 |
| Depreciation & Amortization | 421 | 451 | 500 | 539 | 574 |
| Change in Working Capital | 537 | 2,490 | 407 | 629 | 1,034 |
| Deferred Taxation Charge | (445) | (257) | (420) | (470) | (570 |
| Other Adjustments, Net | 1,142 | 812 | 657 | 663 | 69 |
| Capital Expenditure | (304) | (368) | (323) | (396) | (428 |
| Free Cash Flow | 2,516 | 6,186 | 5,894 | 6,469 | 7,452 |
| % Change | NM | 145.9% | -4.7% | 9.8% | 15.29 |
| Share / Issue Repurchase | 0 | 0 | 122 | 105 | 10! |
| Cost of Dividends Paid | 0 | (1,000) | 1 202 | (500) | /500 |
| Change in Debt | 0 | (1,880) | 1,393 | (500) | (500 |
| Balance Sheet Data (Dec) (US\$ Millions) | 20214 | 20224 | 20225 | 20245 | 2025 |
| • | 2021A | 2022A | 2023E | 2024E | 2025 12,08! |
| Cash & Equivalents Trade Receivables | 11,127 1,358 | 12,221 2,229 | 11,973 | 11,713 2,834 | 3,226 |
| Other Current Assets | 660 | 1,348 | 2,696 2,130 | 2,052 | 2,286 |
| Property, Plant & Equipment | 822 | 669 | 748 | 807 | 2,200 |
| Other Non-Current Assets | 9,674 | 8,894 | 6,423 | 6,875 | 6,87 |
| | 23,641 | 25,361 | 23,970 | 24,281 | 25,34 |
| | | _5,50. | | | 1,113 |
| Total Assets | | 500 | 1,113 | 1,113 | 1.11 |
| | 1,989 | 500 7,974 | 1,113 10,236 | 1,113 11,004 | |
| Total Assets Short-Term Debt Other Current Liabilities | 1,989 4,257 | 7,974 | 10,236 | 11,004 | 12,43 |
| Total Assets Short-Term Debt | 1,989 | 7,974 12,537 | | | 12,43° 11,81° |
| Total Assets Short-Term Debt Other Current Liabilities Long-Term Debt | 1,989 4,257 9,288 | 7,974 | 10,236 12,403 | 11,004 11,811 | 12,43° 11,81° 1,25° |
| Total Assets Short-Term Debt Other Current Liabilities Long-Term Debt Other Non-Current Liabilities | 1,989 4,257 9,288 1,929 | 7,974 12,537 1,568 | 10,236 12,403 1,025 | 11,004 11,811 1,251 | 12,43° 11,81° 1,25° 26,60 6 (1,261 |

Company Sector

Internet/e-Commerce

Company Description

Booking Holdings (formerly Priceline) is an online travel business offering price disclosed and opaque airline tickets, hotel rooms, rental cars, vacation packages and cruises. The company generates the majority of gross profit from its International brands. Booking Holdings operates Priceline.com, Booking.com, Kayak.com, Agoda.com, Rentalcars.com and OpenTable.com.

Investment Rationale

Booking is a leader in the European travel mkt and has an opportunity to leverage its Booking.com platform and customer base to gain share in North America, Asia and LatAm. The company is also pursuing a large opportunity in alternative accommodations. However, we think the travel recovery will slow in 2024 and rate the stock Neutral.

| Stock Data | |
|----------------------|---------|
| Average Daily Volume | 243,703 |

Quarterly Earnings Estimates

| | 2022 | 2023 |
|----|--------|--------|
| Q1 | 3.88A | 11.58A |
| Q2 | 19.08A | 37.66A |
| Q3 | 53.04A | 72.25E |
| Q4 | 24.75A | 29.70E |

* For full definitions of \emph{iQ} method $^{\text{SM}}$ measures, see page 7.

BofA estimates vs Street

4Q travel data points suggest improving bookings post October slowdown, and we think Booking could see some relative strength vs peers from growth and seasonality in Asia. See our For 4Q, we estimate bookings at \$31.3bn, 0.5% above Street at \$31.2mn. Our nights booked estimate of 232mn (+10% y/y) is also slightly above Street at 231mn. We also see upside potential for 4Q EBITDA vs BofA and Street at \$1.44bn with a healthy demand backdrop.

Exhibit 1: Booking (BKNG) 4Q BofA estimates vs Street (Visible Alpha)

We estimate Bookings growth of 15% y/y, decelerating vs 24% in 3Q due to tougher comps

| Metric | BofA Ests. | Consensus | Comments |
|-----------------------------|------------|-----------|--|
| Hotel Room Nights (000s) | 231,710 | 231,268 | 10% y/y (4.9pt deceleration on a 8pt tougher comp) |
| Merchant Bookings (mn) | \$17,454 | \$16,893 | 32% y/y (22pt decel on a 21pt tougher comp) |
| Agency Bookings (mn) | \$13,891 | \$14,243 | -1% y/y (0.6pt deceleration on a 0.3pt easier comp) |
| Total Bookings (mn) | \$31,345 | \$31,175 | 15% y/y (9.1pt deceleration on a 8.0pt tougher comp) |
| Merchant Revenue (mn) | \$2,409 | \$2,383 | 35% y/y (16pt deceleration on a 10pt tougher comp) |
| Agency Revenue (mn) | \$2,056 | \$2,070 | 0% y/y (2pt acceleration on a 5pt tougher comp) |
| Other Revenue (mn) | \$242 | \$246 | 10% y/y (1pt deceleration on a 10pt easier comp) |
| Revenue (mn) | \$4,706 | \$4,704 | 16% y/y (5.1pt deceleration on a 6.4pt tougher comp) |
| EBITDA (mn) | \$1,435 | \$1,443 | 30.5% EBITDA margin vs. Cons. est. of 30.7% |
| EPS Pro Forma Diluted | \$29.70 | \$29.97 | |
| Airline Tickets Sold (000s) | 9,367 | 9,114 | 45% y/y (12pt deceleration on a 16pt tougher comp) |
| Rental Car Davs (000s) | 16.422 | 16.214 | 17% v/v (3.0pt deceleration on a 2.7pt tougher comp) |

Source: BofA Global Research estimates, Visible Alpha

BofA GLOBAL RESEARCH

For 1Q, we expect slowing bookings growth vs 4Q, partially due to tougher comps in January/early Feb. (Omicron) and Easter moving from 2Q to 1Q. We estimate 11.6% 1Q bookings growth for Booking, and think Booking could guide to around 8-9% nights growth in 1Q (Airbnb guided to roughly 8-10% est. nights growth in 1Q vs 12% in 4Q) with bookings growing a few points faster due to ADR growth in Europe and still healthy flights growth. We expect some cushion for marketing competition in 1Q, with EBITDA outlook near Street at \$711mn. This may be CFO David Goulden's last earnings call as a new CFO is joining in March (announced in Dec last year).

For the full year 2024, we expect Booking to maintain its outlook for 15% earnings growth, driven by high single to low double-digit top line growth, flat to growing margins, and a reduction in share count. We estimate 11.3% revenue growth in 2024, modest margin improvement to drive 12% EBITDA growth, and buybacks to reduce the share count by 7%. The Street has larger y/y margin improvement in 2024 vs our estimates, aided by lower S&M spend.

Exhibit 2: BofA 2024/2025 estimates vs Street (Visible Alpha)

We are above Street on 2024 Revenue, but below on EBITDA and EPS on higher S&M spend

| | 4 | 1Q23 | | | 1Q24 | | | FY24 | | | FY25 | |
|-----------------------------|--------|--------|----------|--------|--------|----------|---------|---------|----------|---------|---------|----------|
| | BofA | Street | Variance | BofA | Street | Variance | BofA | Street | Variance | BofA | Street | Variance |
| Total Nights (mn) | 232 | 231.3 | 0.2% | 304 | 302.1 | 0.6% | 1,157 | 1,148.7 | 0.8% | 1,273 | 1,248.8 | 1.9% |
| Merchant Bookings (\$mn) | 17,454 | 16,893 | 3.3% | 24,112 | 23,301 | 3.5% | 93,080 | 91,671 | 1.5% | 106,111 | 103,631 | 2.4% |
| Agency Bookings (\$mn) | 13,891 | 14,243 | -2.5% | 19,890 | 20,247 | -1.8% | 72,671 | 73,790 | -1.5% | 76,304 | 76,797 | -0.6% |
| Gross Bookings Value (\$mn) | 31,345 | 31,175 | 0.5% | 44,002 | 43,493 | 1.2% | 165,751 | 165,533 | 0.1% | 182,416 | 180,629 | 1.0% |
| Take-rate (%) | 15.0% | 15.1% | (7) | 9.8% | 9.8% | 8 | 14.3% | 14.3% | (0) | 14.5% | 14.3% | 14 |
| Total Revenue | 4,706 | 4,704 | 0.0% | 4,332 | 4,249 | 2.0% | 23,700 | 23,670 | 0.1% | 26,398 | 25,892 | 2.0% |
| Sales & Marketing | 2,047 | 2,003 | 2.2% | 2,289 | 2,253 | 1.6% | 10,269 | 10,047 | 2.2% | 11,404 | 10,884 | 4.8% |
| Personnel (ex-SBC) | 607 | 620 | -2.0% | 693 | 680 | 2.0% | 2,831 | 2,791 | 1.4% | 3,168 | 3,009 | 5.3% |
| G&A | 306 | 338 | -9.5% | 312 | 317 | -1.6% | 1,322 | 1,386 | -4.6% | 1,452 | 1,488 | -2.4% |
| Technology | 184 | 180 | 2.0% | 191 | 171 | 11.7% | 792 | 743 | 6.6% | 898 | 815 | 10.1% |
| Net Income GAAP (Smn) | 1,007 | 1,003 | 0.3% | 358 | 414 | -13.5% | 5,503 | 5,979 | -8.0% | 6,148 | 6,731 | -8.7% |
| EPS Diluted GAAP (\$) | 28.5 | 28.3 | 0.9% | 10.3 | 11.9 | -13.2% | 161.9 | 173.3 | -6.6% | 193.4 | 205.7 | -6.0% |
| EPS Diluted Non-GAAP (\$) | 29.7 | 30.0 | -0.9% | 12.5 | 13.1 | -4.6% | 171.2 | 178.1 | -3.9% | 202.7 | 210.8 | -3.8% |
| EBITDA (\$mn) | 1,435 | 1,443 | -0.6% | 717 | 711 | 0.9% | 7,935 | 8,190 | -3.1% | 8,873 | 9,137 | -2.9% |
| EBITDA margin | 30.5% | 30.7% | (20) | 16.6% | 16.7% | (18) | 33.5% | 34.6% | (112) | 33.6% | 35.3% | (168) |

Source: BofA Global Research estimates, Visible Alpha

BofA GLOBAL RESEARCH



Reads from Airbnb, Expedia and hotels (Hilton, Marriott)

- **Airbnb** 4Q (<u>read our Feb 14 report</u>) booked room nights grew at 12% y/y, decelerating 1.5pts from 3Q23, and we expect nights growth to decelerate to 9% in 1Q24. For Booking we estimate 4Q overall nights booked at 232mn (+10% y/y), with growth decelerating from 15% in 3Q on tough comps, and the limited deceleration in Airbnb nights growth suggests Booking 4Q can meet/beat our estimates by a few points. However, for 1Q24 the Street estimates Booking's nights to be stable at 10%, while Airbnb's outlook suggests 1Q deceleration. As for Airbnb's investment outlook, we expect Airbnb to focus more on building out its International presence (supply and guests), which could compete more directly with Booking.
- **Expedia**'s booking miss in 4Q/1Q (<u>See our 1Q earnings report</u>) seemed primarily company specific and US based due to lower air prices (Expedia has more air exposure than peers) and VRBO share loss. Expedia's lodging bookings growth held steady at 8% in 4Q, though we saw potential for acceleration on an easy comp given weather related issues in 4Q'22. Expedia's outlook for more marketing spend to support VRBO and International traction suggest more competition for Airbnb and Booking in 2024, though Expedia will likely be competing in their strongest markets.
- Marriot/Hilton: Mgmt. commentary from both Marriott and Hilton suggests that international travel demand strength is expected to continue, but most incremental growth is expected to come from the pending recovery in APAC/China. However, both companies guided to 1Q RevPAR decelerating vs 4Q. While International strength is a positive for Booking (60% of revenue in Europe and roughly 20% in Asia), slowing European ADR trends should slow bookings growth in 2024 vs 2023.

Marriot reported 4Q (on 02/14) RevPAR at +7.2%, in-line with BofA est (see BofA lodging analyst Shaun Kelley's report). By region, Marriott cited international strength in RevPAR (up 17%): with China up +87%, APAC +11%, Europe +9%., and NA up 3%. By segment, MAR called out resilient leisure demand, strength in group (pacing up +13% for 2024), but large corporates continue to lag pre-pandemic levels. MAR's January RevPAR is up 7% globally, with International RevPAR up 14% and U.S. & Canada RevPAR up 4%. Marriott guided to Q1 RevPAR growth of +4-5% and 2024 guidance of 3-5%. Growth is expected to remain higher in international markets than in the U.S. & Canada, with particular strength in Asia Pacific.

Hilton's 4Q earnings on 02/07 (<u>read BofA lodging analyst's report</u>) also beat Street estimates. System-wide RevPAR increased 5.7% y/y (vs BofA est. of 5.4%), driven by strong international and group trends. HLT guided to 1Q and 2024 RevPAR of +2-4% y/y. Hilton mgmt. highlighted that they expect international markets to modestly outpace the US in 2024, partly due to ongoing recovery in Asia/China.

Accor is scheduled to report on Feb 22.

Key items to watch in 4Q/1Q are:

- 1) Booking's nights growth vs Airbnb at 12% in 4Q and 9% est. (by BofA) in 1Q
- 2) Outlook for S&M spend given increasing spend by Expedia
- 3) Potential for any guidance philosophy changes given CFO change
- 4) Any indications that 1Q could be a near-term low point for bookings growth
- 5) Consistent commentary on 15% earnings growth outlook

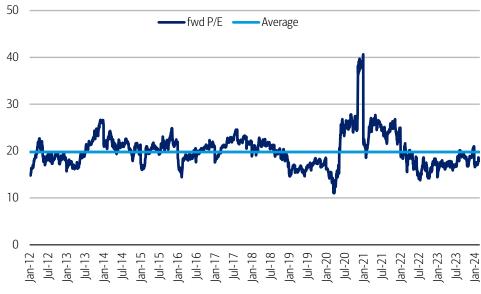


Valuation: Rolling forward PO basis to 2025

We are rolling forward our PO valuation basis to 2025E estimates and raise our PO to \$3,900 (vs prior of \$3,500) based 19x on 2025E EPS + cash (vs 20x 2024E prior), in the upper half of the stock's historical valuation range. Booking is currently trading at around 18.3x our 2025 EPS, or around 18x ex-cash, which compares to a historical 10-year range of 10-24x (excluding pandemic surge) and is in line with historical averages (excluding the pandemic period).

Exhibit 3: BKNG: forward year consensus P/E

Forward 2025 P/E consensus est. of 18x is near the long term average at around 18x (excluding pandemic period)



Source: BofA Global Research, Bloomberg

BofA GLOBAL RESEARCH

We like Booking's position in the travel industry, but continue to favor Uber in our travel/transportation coverage for stronger relative growth. We recognize that Uber's stock appreciation has driven a valuation premium to Booking at 18x 2025 EBITDA vs Booking at 15x, but we expect higher 39% 3-year EBITDA growth for Uber vs 11% for Booking.



Price objective basis & risk

Booking Holdings Inc (BKNG)

Our price objective is \$3,900, based on 19x our 2025E EPS + Cash. Historically Booking Holdings' multiple range is 10-24x. We think a forward P/E multiple premium to some travel peers is appropriate given higher quality of non-GAAP earnings that includes SBC expense, and strong FCF generation.

Risks to estimates and PO are: 1) a global economic downturn or Global conflicts that reduce travel activity, 2) competition for traffic from Google lowering growth or margins, 3) hotels favoring their own distribution channels, 4) FX volatility, and 5) increased competition from Expedia, TripAdvisor, Trip.com, and Airbnb. The stock has been subject to heavy volatility in the past based on travel disruptions and this volatility could increase due to greater economic uncertainty.

Analyst Certification

I, Justin Post, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

US - Internet Coverage Cluster

| Investment rating | Company | BofA Ticker | Bloomberg symbol | Analyst |
|-------------------|-----------------------------------|-------------|------------------|--------------------|
| BUY | | | | |
| | Alphabet | GOOGL | GOOGL US | Justin Post |
| | Alphabet | GOOG | GOOG US | Justin Post |
| | Amazon.com | AMZN | AMZN US | Justin Post |
| | AppLovin | APP | APP US | Omar Dessouky, CFA |
| | DoorDash | DASH | DASH US | Michael McGovern |
| | DoubleVerify Holdings, Inc. | DV | DV US | Omar Dessouky, CFA |
| | Electronic Arts | EA | EA US | Omar Dessouky, CFA |
| | Integral Ad Science Holding Corp. | IAS | IAS US | Omar Dessouky, CFA |
| | LegalZoom | LZ | LZ US | Michael McGovern |
| | Match Group | MTCH | MTCH US | Curtis Nagle, CFA |
| | Meta Platforms Inc | META | META US | Justin Post |
| | Pinterest | PINS | PINS US | Justin Post |
| | RH | RH | RH US | Curtis Nagle, CFA |
| | Roblox Corp. Class A | RBLX | RBLX US | Omar Dessouky, CFA |
| | Squarespace, Inc. | SQSP | SQSP US | Michael McGovern |
| | Uber | UBER | UBER US | Justin Post |
| | Udemy Inc | UDMY | UDMY US | Curtis Nagle, CFA |
| | Vivid Seats | SEAT | SEAT US | Curtis Nagle, CFA |
| | Wayfair | W | W US | Curtis Nagle, CFA |
| | Wix.com | WIX | WIX US | Michael McGovern |
| NEUTRAL | | | | |
| | ACV Auctions | ACVA | ACVA US | Curtis Nagle, CFA |
| | Airbnb | ABNB | ABNB US | Justin Post |
| | Beyond Inc | BYON | BYON US | Curtis Nagle, CFA |
| | Booking Holdings Inc | BKNG | BKNG US | Justin Post |
| | Bumble | BMBL | BMBL US | Curtis Nagle, CFA |
| | Digital Turbine, Inc | APPS | APPS US | Omar Dessouky, CFA |
| | Duolingo | DUOL | DUOL US | Curtis Nagle, CFA |
| | eBay | EBAY | EBAY US | Justin Post |
| | Etsy, Inc. | ETSY | ETSY US | Curtis Nagle, CFA |
| | Expedia | EXPE | EXPE US | Justin Post |
| | Instacart | CART | CART US | Justin Post |
| | Magnite, Inc. | MGNI | MGNI US | Omar Dessouky, CFA |
| | Snap | SNAP | SNAP US | Justin Post |
| | Take-Two Interactive | TTWO | TTWO US | Omar Dessouky, CFA |
| | Zillow | ZG | ZG US | Curtis Nagle, CFA |
| | | | | ŭ . |



US - Internet Coverage Cluster

| Investment rating | Company Zillow | BofA Ticker Z | Bloomberg symbol Z US | Analyst Curtis Nagle, CFA |
|-------------------|--------------------------|-------------------------|------------------------------|----------------------------------|
| UNDERPERFORM | | | | |
| | Chewy Inc | CHWY | CHWY US | Curtis Nagle, CFA |
| | Lyft, Inc. | LYFT | LYFT US | Michael McGovern |
| | Opendoor Technologies | OPEN | OPEN US | Curtis Nagle, CFA |
| | Peloton | PTON | PTON US | Curtis Nagle, CFA |
| | Playtika | PLTK | PLTK US | Omar Dessouky, CFA |
| | Redfin Corp | RDFN | RDFN US | Curtis Nagle, CFA |
| | Shutterstock | SSTK | SSTK US | Curtis Nagle, CFA |
| | | | | |

IQmethod[™] Measures Definitions

| Numerator | Denominator |
|---|--|
| NOPAT = (EBIT + Interest Income) × (1 - Tax Rate) + Goodwill Amortization | Total Assets - Current Liabilities + ST Debt + Accumulated Goodwill |
| | Amortization |
| Net Income | Shareholders' Equity |
| Operating Profit | Sales |
| Expected 5 Year CAGR From Latest Actual | N/A |
| Cash Flow From Operations – Total Capex | N/A |
| Numerator | Denominator |
| Cash Flow From Operations | Net Income |
| Capex | Depreciation |
| Tax Charge | Pre-Tax Income |
| Net Debt = Total Debt - Cash & Equivalents | Total Equity |
| EBIT | Interest Expense |
| Numerator | Denominator |
| Current Share Price | Diluted Earnings Per Share (Basis As Specified) |
| Current Share Price | Shareholders' Equity / Current Basic Shares |
| Annualised Declared Cash Dividend | Current Share Price |
| Cash Flow From Operations – Total Capex | Market Cap = Current Share Price × Current Basic Shares |
| $EV = CurrentSharePrice \times CurrentShares + MinorityEquity + NetDebt + \\OtherLTLiabilities$ | Sales |
| | NOPAT = (EBIT + Interest Income) × (1 - Tax Rate) + Goodwill Amortization Net Income Operating Profit Expected 5 Year CAGR From Latest Actual Cash Flow From Operations - Total Capex Numerator Cash Flow From Operations Capex Tax Charge Net Debt = Total Debt - Cash & Equivalents EBIT Numerator Current Share Price Current Share Price Annualised Declared Cash Dividend Cash Flow From Operations - Total Capex EV = Current Share Price × Current Shares + Minority Equity + Net Debt + |

Manethod Suis the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

Basic EBIT + Depreciation + Amortization

Relatabase* is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BofA Global Research.

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Enterprise Value

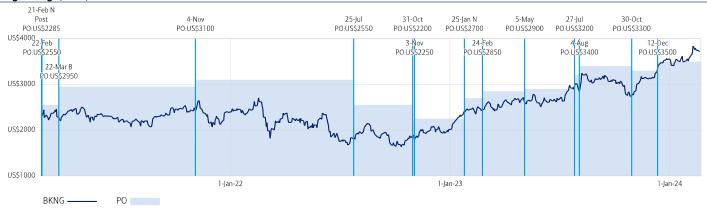


EV / EBITDA

Disclosures

Important Disclosures

Booking Holdings (BKNG) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Technology Group (as of 31 Dec 2023)

| Coverage Universe | Count | Percent | Inv. Banking Relationships R1 | Count | Percent |
|-------------------|-------|---------|-------------------------------|-------|---------|
| Buy | 215 | 53.09% | Buy | 111 | 51.63% |
| Hold | 97 | 23.95% | Hold | 45 | 46.39% |
| Sell | 93 | 22.96% | Sell | 24 | 25.81% |

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

| Coverage Universe | Count | Percent | Inv. Banking Relationships R1 | Count | Percent |
|-------------------|-------|---------|-------------------------------|-------|---------|
| Buy | 1895 | 53.62% | Buy | 1083 | 57.15% |
| Hold | 832 | 23.54% | Hold | 454 | 54.57% |
| Sell | 807 | 22.84% | Sell | 383 | 47.46% |

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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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% |
|-------------|-------|-------|
| Neutral | ≥ 0% | ≤ 30% |
| nderperform | N/A | ≥ 20% |

R2Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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