

Verizon Communications Inc.

Senior management maps out '24 priorities to sustain '23 business momentum

Maintain Rating: NEUTRAL | PO: 41.00 USD | Price: 41.38 USD

Changes implemented in '23 will evolve in '24E

Verizon (VZ) hosted an analyst meeting that included brief presentations from Chairman and CEO, Hans Vestberg, and the heads of the Consumer, Business, and Global Networks & Technology units. The key message was that changes made in 2023 to address disappointing 2022 performance are going to bear incremental fruit and evolve further in 2024E. VZ reiterated recently released guidance, in particular for y/y Consumer segment post-paid phone growth. We view the meeting as an opportunity for new management from last year to underscore accomplishments to date and share kernels of why and how these are only the beginning of positive momentum across the business. We maintain our Neutral rating. In the last three months VZ's premium valuation relative to AT&T has widened yet we believe VZ's improved, but still less enthusiastic outlook, is fairly reflected in the current share price. Please contact the team for more of the postpresentation banter. Additional topics we discussed with senior management included an update on the cable wholesale relationship, the prospects for CBRS deployments, mmwave, the impact of pending tax legislation, etc.

Setting the stage for Consumer post-paid phone growth

Consumer Group EVP & CEO, Sowmyanarayan Sampath shared his view that the wireless post-paid market will grow by 9.0mn subscribers in 2024E (7.0mn consumer plus 1.5 -2.0mn Business). This leaves ample room for VZ and the other wireless providers to generate sustained growth. Actions taken in 2023 including 1) introducing the refreshed myPlan pricing platform, 2) moving to a regional vs. national sales management structure (6 large geographical markets with 6-10 territories each), 3) implementing targeted local marketing, and 4) returning to an individual sales representative compensation model, should all support improved pricing and subscriber growth for the full year 2024. VZ will now focus on retention, for instance, in areas where it has a leading market share, or, alternatively, focus on acquisition in markets where it may lag peers. Flexible, accountable local decision making will enable this model's success. FWA remains a priority. Rather than pure volume, improved pricing and premium customer mix are the core goal. Facing a raft of skeptical questions, VZ is still not ready to raise its 2025 subscriber target of 4-5mn subscribers despite running well ahead of pace.

More to do in Business wireline

Business Group EVP & CEO, Kyle Malady reviewed actions taken in 2023 and 2024E priorities. The focus is on driving volume growth by focusing on three things: 1) improving the customer experience by making it easier to do business with VZ, 2) introducing new services to grow service revenue, and 3) driving efficiencies to free up resources to invest further in growth opportunities. Business wireline, despite its revenue headwinds, remains a key business for Verizon given its strong customer relationships and the contribution to wireless. There appears no intention/appetite to divest the business despite its shortcomings at present.

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Equity

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Net Dbt to Eqty (Dec-2023A)

ESGMeter™

Stock Data

Price Objective Date Established 22-Mar-2023 Investment Opinion B-2-7 30.14 USD - 43.21 USD 52-Week Range Mrkt Val (mn) / Shares Out 173,962 USD / 4,204.0 (mn) 92.0% Average Daily Value (mn) 923.56 USD BofA Ticker / Exchange VZ / NYS Bloomberg / Reuters VZ US / VZ.N ROE (2024E) 20.4%

41.38 USD

41.00 USD

158.4%

High

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Price objective basis & risk

Verizon Communications Inc. (VZ)

Our \$41 price objective is based on a target multiple of 9.0x. The target multiple is at a discount to the historical average multiple of 11.4x over the last decade and the more recent average of 10.4x over the past 5-years. The discounted multiple is justified as VZ must adjust its value proposition to account for the improved network quality and coverage of its competitors.

Downside risks to our price objective are rising competitive pressure in wireless and corresponding margin pressure, higher inflation-related costs, litigation risk, and negative economic impacts on the Business segment.

Upside risks are faster-than-expected traction with VZ's new price plan, expense reduction, emergence of 5G killer-apps, and a re-rating of risk in the market.

Analyst Certification

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Verizon Comm (VZ) Price Chart



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

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	57	51.82%	Buy	43	75.44%
Hold	27	24.55%	Hold	17	62.96%
Sell	26	23.64%	Sell	12	46.15%

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
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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%
Underperform	N/A	≥ 20%

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