

## AutoZone Inc.

## **Consumer Conference Takeaways**

Maintain Rating: NEUTRAL | PO: 3,222.00 USD | Price: 3,092.20 USD

## Key highlights from AZO group meetings

We hosted AutoZone (AZO) for group meetings at our 2024 Consumer Conference in Miami, FL following the company's F2Q earnings (see AZO F2Q recap 02/27/2024). Our key takeaways included:

#### Commercial segment is growing share

In commercial, AZO sees opportunity to grow share in terms of both share of wallet and new customers. As 92% of stores now have a commercial program, the newer programs will provide a tailwind as they mature. The company stresses the importance of parts availability and speed. AZO plans to keep focusing on these two factors to move up the call list as it continues to build relationship with customers. The company is also adding technology in the hands of drivers and hub coordinators to make sure they are sourcing parts from the right place and getting to customers fast.

### Discretionary demand is soft within DIY

DIY makes up around 70% of total revenue, and discretionary has been soft as lower end consumers pull back on accessories such as LED lights and speakers. Discretionary is also the most volatile piece of revenue. The company hopes to pivot to spring weather quickly because customers tend to spend on discretionary during the tax refund season. AZO has not seen much trade down, which points to consumers holding on to their vehicles for longer. The average age of vehicles has now surpassed 12 years. AZO expects DIY ticket growth to return to more normalized levels in the 2-4% range as it gets further removed from higher inflation last year.

## Focusing on improving inventory availability

AZO plans to continue to open hubs and mega hubs, which will improve its inventory availability and position it well competitively. Mega hubs serve as an important fulfillment source for a network of stores. The company has a good pipeline for opening hubs in the future. AZO's scale has given the company solid brand awareness. We believe there are still plenty of white space opportunities for AZO in Mexico and Brazil, so we expect continued solid growth internationally.

#### Balanced upside and downside potentials

Following the group meetings, we reiterate our Neutral rating and PO of \$3,222 based on 20x the average of our FY24 & FY25 EPS estimates to reflect the balanced upside and downside potentials. AZO has demonstrated a track record of market share gains, particularly in the professional/commercial channel, and the percentage of AZO's sales coming from the higher-growth commercial channel is growing each year.

#### 13 March 2024

#### Equity

Robert F. Ohmes, CFA Research Analyst BofAS +1 646 855 0078 robert.ohmes@bofa.com

Vicky Liu Research Analyst BofAS +1 646 855 5115 yanjun.liu@bofa.com

#### Stock Data

Price 3.092.20 USD Price Objective 3,222.00 USD Date Established 27-Feb-2024 Investment Opinion B-2-9 52-Week Range 2,277.88 USD - 3,152.66 USD Mrkt Val (mn) / Shares Out (mn) 53,470 USD / 17.3 Free Float 99.7% Average Daily Value (mn) 529.50 USD BofA Ticker / Exchange AZO / NYS Bloomberg / Reuters A70 US / A70.N ROE (2024E) NA NA Net Dbt to Eqty (Aug-2023A) ESGMeter™ High

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

Timestamp: 13 March 2024 04:13PM EDT

## Price objective basis & risk

#### AutoZone Inc. (AZO)

We value AutoZone at a PO of \$3222 based on 20x the average of our FY24 & FY25 EPS estimates. This is above AZO's 10-year pre-COVID average of 15x, which we think is warranted given the AZO's consistent market share gains in both the do-it-yourself (DIY) and Commercial/do-it-for-me (DIFM) channels.

Upside risks are 1) stronger-than-expected auto parts demand, 2) stronger operating leverage or gross margin expansion as costs contract, 3) larger market share gains than expected, 4) stronger FCF generation enabling share repurchases above our estimates.

Downside risks: 1) AZO's competitors could consolidate the industry faster through acquisitions, knocking AZO out of the market leading position, 2) pricing pressure from online and discount retailers could be more acute than expected, particularly given AZO's overexposure to the DIY channel, 3) cost inflation (most notably wages) could accelerate faster than AZO is able to mitigate margin pressure through pricing or cost cutting.

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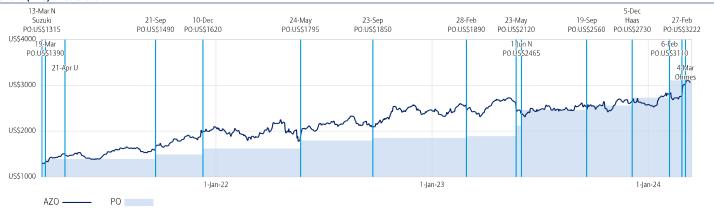
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#### AutoZone (AZO) Price Chart



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

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	96	57.83%	Buy	39	40.63%
Hold	32	19.28%	Hold	12	37.50%
Sell	38	22.89%	Sell	18	47.37%

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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>R2</sup>

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

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