

Mobileye

4Q:23 in range of preliminary results; Focus on inventory build, 2024 outlook

Maintain Rating: UNDERPERFORM | PO: 22.00 USD | Price: 27.62 USD

4Q:23 in range of preliminary results

MBLY reported 4Q:23 adj. net income of \$228mm, which was above our estimate of \$220mm and the Bloomberg consensus of \$219mm. Overall, while revenues were only slightly above our model and gross margin was weaker, results benefited from lower operating expenses. Total revenue of \$637mm was at the high end of the range from the company's recently provided preliminary results (on January 4) for \$634mm to \$637mm and slightly above our \$635mm estimate and consensus at \$636mm. The number of systems shipped totaled 11.6mm vs. our 11.5mm estimate. Recall, MBLY had noted that it expected total 2023 shipments to be ~37mm, implying around 11mm in 4Q:23. MBLY's pipeline remains robust with announced design wins totaling \$7.4bn in future revenue in 2023, similar to 2022 levels. The average system price (ASP) of \$52.7/system in 4Q:23 was below our \$53.3/system estimate likely due to mix given growth in the EyeQ SoC business, and was down slightly from \$53.8/system in 3Q:23. Adjusted operating income of \$247mm was at the high end of MBLY's preliminary results range for \$241mm to \$247mm and above our \$242mm estimate and consensus of \$244mm. The adjusted gross margin of 68.9% was lower than our 71.1% estimate, and down 464bp YoY due to increased costs of its EyeQ chip which was passed on to customers in the form of higher pricing on a zero margin basis.

2024 guidance unchanged from preliminary outlook

MBLY reaffirmed the 2024 guidance it provided on January 4. For the year, MBLY continues to expect revenue of \$1.830bn to \$1.960bn (BofAe \$2.2bn, consensus \$1.9bn) and adj. operating income of \$270mm to \$360mm (BofAe \$367mm, consensus \$325mm). MBLY's guidance assumes EyeQ shipments of 31-33mm (BofAe 33mm, consensus 32mm) and SuperVision shipments of 175k to 195k units (BofAe 196k, consensus 188k). It also reflects the adverse impact from inventory build at its customers over the last few years that totals around 6-7mm units, and will be worked down over the course of 2024, driving a 14% decline in shipments relative to 2023. By comparison, the market for ADAS and autonomous vehicle technology should grow in the mid-single digits based on our recent discussions at the 2024 Consumer Electronics Show in Las Vegas.

Reiterate U/P with uncertainty on growth & profit outlook

We reiterate our Underperform rating on MBLY. The company is a leading supplier of ADAS/AV hardware/software, with leading technology and a strong incumbent position. That said, there is meaningful uncertainty on the growth and profit outlook for the company, particularly following news of significant inventory build at its customers. Additionally, the markets in which MBLY competes are likely to become increasingly competitive and OEMs have a longstanding practice of sourcing from multiple suppliers, especially for mission critical tech/components.

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Refer to important disclosures on page 4 to 6. Analyst Certification on page 2. Price

Objective Basis/Risk on page 2.

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25 January 2024

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Stock Data

 Price
 27.62 USD

 Price Objective
 22.00 USD

 Date Established
 4-Jan-2024

 Investment Opinion
 C-3-9

 52-Week Range
 27.29 USD - 48.11 USD

 Mrkt Val (mn) / Shares Out (mn)
 22,372 USD / 810.0

 (mn)

 Free Float
 90.8%

 Average Daily Value (mn)
 149.68 USD

 BofA Ticker / Exchange
 MBLY / NAS

 Bloomberg / Reuters
 MBLY US / MBLY.OQ

 ROE (2023E)
 4.4%

 Net Dbt to Eqty (Dec-2022A)
 -6.9%

 ESGMeterTM
 NLA

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ADAS: Advanced Driver Assistance

Systems

ASP: Average system price AV: Autonomous Vehicle FCF: Free cash flow OEM: Original equipment

manufacturer

Exhibit 1: MBLY YoY comparison and variance table versus BofAe

MBLY reported 4Q:23 adjusted net income of \$228mm versus BofAe of \$220mm

	YoY Change			Varia	Variance vs BofAe		
	40:23	40:22	<u>YoY</u>	<u>Actual</u>	<u>BofAe</u>	Δ	
Units	11,600	9,660	20.1%	11,600	11,472	1.1%	
Average System Price	\$52.7	\$56.2	(6.2%)	\$52.7	\$53.3	(1.1%)	
	40:23	40:22	<u>YoY</u>	<u>Actual</u>	<u>BofAe</u>	Δ	
Revenue	\$637,000	\$565,000	12.7%	\$637,000	\$635,321	0.3%	
Gross Profit	\$439,000	\$416,000	5.5%	\$439,000	\$451,961	(2.9%)	
Operating Income	\$247,000	\$217,000	13.8%	\$247,000	\$241,670	2.2%	
Net Income - Non GAAP	\$228,000	\$215,000	6.0%	\$228,000	\$219,857	3.7%	
Adjusted EPS - Non-GAAP	\$0.28	\$0.27	3.3%	\$0.28	\$0.27	3.3%	
	40:23	40:22	YoY	<u>Actual</u>	<u>BofAe</u>	Δ	
Gross Margin	68.9%	73.6%	-464bps	68.9%	71.1%	-222bps	
Operating Margin	38.8%	38.4%	37bps	38.8%	38.0%	74bps	

Source: Company filings, BofA Global Research estimates

BofA GLOBAL RESEARCH

Price objective basis & risk

Mobileye (MBLY)

Our PO of \$22 is based on 5.5x EV/Sales on 2025E, which is below the average of its four closest peers (NVDA, QCOM, LAZR, AMBA) and lower than the range of the two Tier 2+ ADAS/AV hardware companies in the comp set. This reflects our slower growth outlook, specifically following the company's initial guidance for 2024.

Downside risks: 1) Market penetration of Level 2+ ADAS may take longer than expected and pathway/timing of Level 4+ autonomous vehicle (AV) capabilities is unclear, 2) inability to maintain technological leadership over competition, 3) standardization of ADAS/AV technology could make it challenging to maintain gross and operating margins, 4) macro/market volatility could impact demand and product launches, 5) export control limitations of key semiconductor technology and restriction of US citizens/greencard holders from working in certain Chinese entities, 6) lack of liquidity in the stock and/or future stock sales.

Upside risks: 1) Mega-trend towards ADAS & autonomy, 2) timing and go-to-market strategy of MBLY's Level 4+ offerings could exceed expectations, 3) MBLY may be more successful in winning new customers/contracts, 4) barriers to entry could prove more formidable, 5) industry consolidation in ADAS/AV, 6) better operating performance and/or changes to strategy.

Analyst Certification

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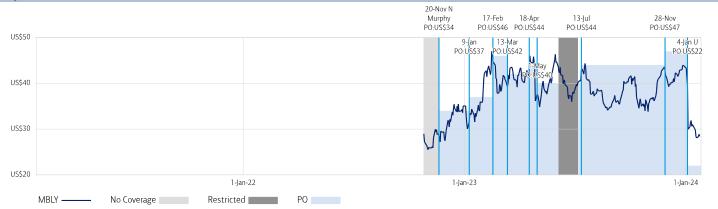
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Mobileye (MBLY) Price Chart



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Sell	23	19.17%	Sell	12	52.17%

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