

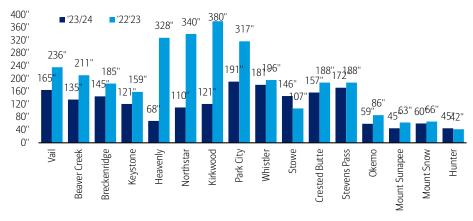
Vail Resorts, Inc

Snow Tracker: Dry January on the mountains, too

Maintain Rating: BUY | PO: 285.00 USD | Price: 222.38 USD

Exhibit 1: Vail Resorts season to date snowfall

Season-to-date snowfall is currently -38% Y/Y



Note: Data as of 2/1/24

Source: BofA Global Research, OnTheSnow, company websites

Snow tracker: Just a few inches, but forecast looks good

Total (cumulative) snowfall across Vail's 16 resorts we track is -38% Y/Y and -33% below long-term average. Over the past week, the resorts we track received an average of just 4 in. of snow, and Hunter Mountain in New York got the most snow with 10in. Fortunately, significant snow is in the forecast or fell this Saturday, with Vail expecting more than a foot and Park City and Tahoe as much as 3 feet, from current heavy rain that is hitting the West coast. Maintain Buy.

Total season-to-date visitation is down -9% Y/Y across the resorts we track. By region, Colorado is down -5% Y/Y, followed by the Northeast -9%, Park City -14%, and Tahoe -18%. Trends at Park City are starting to improve with visitation up +4% Y/Y over the past two weeks, and we think the snow in the forecast and locked in pass sales should help drive a strong President's Day and visitation through the remainder of the season.

Snowfall by resort: **Whistler**: 181 in., -8% Y/Y. MTN's 5 **CO resorts**: avg. of 145 in. -26% Y/Y. MTN's **Tahoe resorts:** avg. of 100 in., -71% Y/Y. **Park City**: 191 in. -40% Y/Y.

Estimates (Jul) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	8.48	6.74	8.55	10.60	11.57
EPS Change (YoY)	170.9%	-20.5%	26.9%	24.0%	9.2%
Consensus EPS (Bloomberg)			9.07	10.47	11.39
DPS	6.61	7.94	8.36	8.61	8.87
Valuation (Jul)					
P/E	26.2x	33.0x	26.0x	21.0x	19.2x
Dividend Yield	3.0%	3.6%	3.8%	3.9%	4.0%
EV / EBITDA*	13.2x	13.2x	12.0x	11.1x	10.7x
Free Cash Flow Yield*	6.1%	3.8%	4.6%	5.7%	6.2%
* For full definitions of <i>IQ</i> method SM measures, see page 5.					

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05 February 2024

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Average Daily Value (mn)

Stock Data

Price

222.38 USD 285.00 USD Price Objective Date Established 9-Jun-2023 Investment Opinion B-1-7 52-Week Range 204.88 USD - 258.68 USD Mrkt Val (mn) / Shares Out 8 443 USD / 38 0 Free Float 98.8%

BofA Ticker / Exchange MTN / NYS Bloomberg / Reuters MTN US / MTN N ROE (2024E) 36.2% 168.2% Net Dbt to Eqty (Jul-2023A) ESGMeter™ Medium

93.22 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"

iQprofile[™] Vail Resorts, Inc

iQmethod [™] – Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	9.1%	7.6%	9.7%	11.8%	12.8%
Return on Equity	21.7%	20.5%	36.2%	52.4%	60.4%
Operating Margin	23.8%	17.5%	20.7%	22.4%	22.6%
Free Cash Flow	518	325	387	485	524
i Q method [™] – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	2.0x	2.4x	1.8x	1.7x	1.73
Asset Replacement Ratio	0.8x	1.2x	0.8x	0.8x	0.7:
Tax Rate	19.4%	23.7%	26.3%	26.5%	26.5%
Net Debt-to-Equity Ratio	87.0%	168.2%	224.8%	237.3%	241.5%
Interest Cover	4.1x	3.3x	3.9x	4.5x	4.9
Income Statement Data (Jul)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Sales	2,526	2,886	3,018	3,212	3,344
% Change	32.3%	14.3%	4.6%	6.4%	4.1%
Gross Profit	2,526	2,886	3,018	3.212	3,344
% Change	32.3%	14.3%	4.6%	6.4%	4.19
EBITDA	833	833	913	990	1,026
% Change	54.2%	0%	9.5%	8.4%	3.7%
Net Interest & Other Income	(146)	(152)	(162)	(157)	(154
Net Income (Adjusted)	348	268	325	397	426
% Change	172.0%	-22.9%	21.2%	22.1%	7.4%
US\$ Millions)	2022A	2023A	2024E	2025E	2026
Net Income from Cont Operations (GAAP)	348	268	301	381	410
Depreciation & Amortization	252	269	267	267	267
Change in Working Capital	94	(18)	49	17	17
Deferred Taxation Charge	NA	NA	NA	NA	N/
Other Adjustments, Net	16	121	(27)	26	26
Capital Expenditure	(193)	(315)	(203)	(205)	(195
Free Cash Flow	518	325	387	485	524
% Change	26.2%	-37.3%	19.3%	25.4%	8.0%
Share / Issue Repurchase	(75)	(500)	(155)	(140)	(140
Cost of Dividends Paid	0	0	0	0	(1.00
Change in Debt	(184)	(79)	(91)	(100)	(100
Balance Sheet Data (Jul)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash & Equivalents	1,126	573	291	215	174
Trade Receivables	665	635	675	700	725
Other Current Assets	NA 2110	NA 2.272	NA 2.427	NA 2.276	N/
Property, Plant & Equipment	2,118	2,372	2,437	2,376	2,304
Other Non-Current Assets	2,408	2,368	2,278	2,274	2,270
Total Assets	6,318	5,948	5,681	5,565	5,472
Short-Term Debt	NA 1047	NA 1.062	NA 1.120	NA 1.170	N/
Other Current Liabilities	1,047	1,062	1,128	1,170	1,21
Long-Term Debt	2,734	2,820	2,731	2,637	2,543
Other Non-Current Liabilities	689	731	737	737	737
Total Liabilities	4,471	4,612	4,596	4,544	4,491
Total Equity Total Equity & Liabilities	1,847 6,318	1,336 5,948	1,085	1,021 5,565	981 5,472
			5,681		

Company Sector

Lodging

Company Description

Vail Resorts owns and/or operates several ski resorts, including Vail, Beaver Creek, Breckenridge, Keystone, Heavenly, Northstar-at-Tahoe, Kirkwood, Canyons, Park City, Afton Alps, Mt. Brighton, Wilmot, Perisher, Whistler and Stowe. Vail also owns a number of resorts in the Midwest and Northeast, acquired through its acquisition of Peak Resorts. In addition, Vail Resorts owns the RockResorts lodging brand and the Grand Teton Lodge Company.

Investment Rationale

We are Buy rated on MTN's shares given Vail's data driven model and ongoing evolution to a more high visibility, advanced commitment, recurring business. Additionally, Vail should be well positioned to benefit from pent-up luxury travel demand.

Stock Data

Average Daily Volume 419,202

Quarterly Earnings Estimates

	2023	2024
Q1	-3.40A	-4.60A
Q2	5.16A	5.64E
Q3	8.18A	11.04E
Q4	-3.35A	-3.54E

Exhibit 2: Vail Resorts season snowfall to-date vs. last year and LT avg.

Avg. total snowfall across Vail's 16 resorts to-date is $\,$ -38% Y/Y and -33% vs. historical average

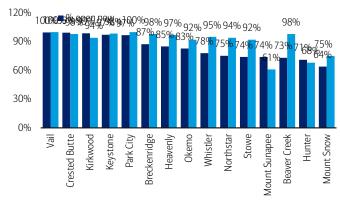


Source: BofA Global Research, ski resort websites

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Exhibit 3: Vail ski resorts % of open acreage

On average 82% of terrain is open, compared to 89% last year



Source: BofA Global Research, ski resort websites

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Exhibit 4: Visitation data to Vail's resorts

Season-to-date visitation data is down -9% Y/Y across Vail's resorts

	20-Nov	27-Nov	4-Dec	11-Dec	18-Dec	25-Dec	1-Jan	8-Jan	15-Jan	22-Jan	29-Jan
Vail Weighted Average	-27%	-21%	-10%	-12%	-25%	-21%	-10%	13%	-10%	-10%	-10%
Park City	-19%	-28%	-38%	-49%	-31%	-23%	-16%	-1%	-11%	3%	5%
Colorado	-7%	-8%	0%	-7%	-13%	-14%	-7%	7%	-18%	0%	-5%
Tahoe	-68%	-52%	-41%	-23%	-49%	-36%	-1%	25%	22%	-28%	-13%
Northeast	-18%	-9%	24%	9%	-22%	-16%	-21%	29%	-10%	-17%	-24%

Source: Placer Al

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Price objective basis & risk

Vail Resorts, Inc (MTN)

Our \$285 PO is based on approximately 13x our FY2025E Resort EBITDA estimate, inline with the mid point of its historical range of 8-17x (2010-19).

We believe this is warranted by 1) limited supply, 2) pent-up demand potential, and 3) a strong data driven model in addition to market wide multiple inflation.

Upside risks to our PO are better-than-anticipated pass sales and stronger destination visitation given pent-up demand. Downside risks to our PO are worse-than-expected skier visitation and spending, snowfall and weather hurting results, higher-than-expected operating leverage that could negatively affect operating results in a weak macro environment, and finally key management risk.

Analyst Certification

I, Shaun C. Kelley, 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 - Gaming, Lodging and Leisure Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Boyd Gaming Corp	BYD	BYD US	Shaun C. Kelley
	Choice Hotels International	CHH	CHH US	Dany Asad
	DraftKings, Inc.	DKNG	DKNG US	Shaun C. Kelley
	Hilton Worldwide	HLT	HLT US	Shaun C. Kelley
	Host Hotels & Resorts Inc.	HST	HST US	Shaun C. Kelley
	Hyatt Hotels	Н	H US	Shaun C. Kelley
	Marriott International Inc.	MAR	MAR US	Shaun C. Kelley
	Penn Entertainment	PENN	PENN US	Shaun C. Kelley
	Ryman Hospitality Properties	RHP	RHP US	Shaun C. Kelley
	Soho House & Co Inc	SHCO	SHCO US	Shaun C. Kelley
	Vail Resorts, Inc	MTN	MTN US	Shaun C. Kelley
	VICI Properties	VICI	VICI US	Shaun C. Kelley
	Wyndham Hotels & Resorts, Inc.	WH	WH US	Dany Asad
NEUTRAL				
	Apple Hospitality REIT Inc.	APLE	APLE US	Dany Asad
	Caesars Entertainment Inc	CZR	CZR US	Shaun C. Kelley
	Churchill Downs Incorporated	CHDN	CHDN US	Shaun C. Kelley
	Hilton Grand Vacations Inc	HGV	HGV US	Dany Asad
	Las Vegas Sands	LVS	LVS US	Shaun C. Kelley
	MGM Resorts International	MGM	MGM US	Shaun C. Kelley
	Park Hotels & Resorts Inc.	PK	PK US	Dany Asad
	Wynn Resorts Ltd	WYNN	WYNN US	Shaun C. Kelley
UNDERPERFORM				
	DiamondRock Hospitality	DRH	DRH US	Dany Asad
	Gaming & Leisure Properties, Inc.	GLPI	GLPI US	Shaun C. Kelley
	Marriott Vacations Worldwide	VAC	VAC US	Shaun C. Kelley
	Pebblebrook Hotel Trust	PEB	PEB US	Shaun C. Kelley
	Playa Hotels & Resorts	PLYA	PLYA US	Shaun C. Kelley
	Red Rock Resorts, Inc.	RRR	RRR US	Shaun C. Kelley
	RLJ Lodging Trust	RLJ	RLJ US	Dany Asad
	Sportradar Holding AG	SRAD	SRAD US	Shaun C. Kelley
	Summit Hotel Properties	INN	INN US	Dany Asad
	Sunstone Hotel Investors	SHO	SHO US	Dany Asad
	Travel + Leisure Co	TNL	TNL US	Dany Asad

US - Gaming, Lodging and Leisure Coverage Cluster

Investment rating Company BofA Ticker Bloomberg symbol Analyst

*i***@**method[™] Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) × (1 - Tax Rate) + Goodwill Amortization	Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill
		Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations — Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt — Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price × Current Shares + Minority Equity + Net Debt +	Sales
•	Other LT Liabilities	
FV / FBITDA	Enterprise Value	Basic FBIT + Depreciation + Amortization

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Vail Resorts (MTN) 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: Leisure - Hotel/Lodging Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	16	61.54%	Buy	12	75.00%
Hold	3	11.54%	Hold	2	66.67%
Sell	7	26.92%	Sell	5	71.43%

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%

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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%	≤ /0%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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