

JetBlue Airways

Working towards profitability through 2024

Reiterate Rating: UNDERPERFORM | PO: 3.00 USD | Price: 5.24 USD

Working towards profitability through 2024

JBLU's 2024 growth plans remain constrained as an average of 11 aircraft are expected to be out of service throughout the year for GTF (geared turbo fan) engine repairs, which is pressuring unit costs. As we noted in our <u>downgrade note</u> earlier this month, we expected unit costs to be an area of challenge as JBLU has historically needed to grow mid- to high-single digits to maintain flat unit costs. As a result, JBLU has instituted cost savings and revenue initiative plans this year to help drive the airline back closer to profitability. With 2024E EBITDAR still 35% below 2019, we reiterate our Underperform rating.

Tough cost environment to continue until capacity returns

JBLU guided 1Q24 unit costs +9-11%, largely in line with our +9.4% estimate, with midto high-single digit cost growth for the year (our prior forecast was +6% vs our new forecast +8.8%). The guidance includes \$175-200M in run-rate cost reductions through the end of the year plus \$75M of savings from the fleet modernization program. Unit costs should remain elevated until JBLU can return to mid-single-digit capacity growth, a target that could be possible in 2025 depending on further GTF engine headwinds.

Revenues are improving, but not enough to offset costs

JBLU guided 1Q24 total revenues down -9% to -5%, implying unit revenues down low-single digits compared to -7% in 4Q23 as peak demand remains robust. Unit revenues should accelerate through the year due to \$300M of revenue initiatives (largely ancillary related), resulting in flattish total revenues in 2024, implying unit revenues up low-single digits. While unit revenues could inflect in 2H24 (up mid- to high-single digits based on our forecasts), it would not be enough to offset the higher costs mentioned above.

We estimate JBLU returns to more steady profits by 2H25

JBLU anticipates operating margins approaching breakeven this year, in line with our estimates. However, with \$325M of interest expense, we still do not expect JBLU to return to profitability in 2024 (we forecast \$(0.30) in EPS) and estimate JBLU will return to more steady profits later in 2025. Despite this earnings trajectory, we do not expect much change in JBLU's liquidity, given the ability to finance aircraft, and expect the company to be able to address its 2026 convert maturity given more than \$10B of unencumbered assets. Our \$3 price objective is unchanged and continues to be based on approximately 5.0x our 2024E EBITDAR.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	(0.83)	(0.46)	(0.30)	(0.09)	0.03
GAAP EPS	(1.12)	(0.94)	(0.30)	(0.09)	0.03
EPS Change (YoY)	68.1%	44.6%	34.8%	70.0%	NM
Consensus EPS (Bloomberg)			(0.59)	(0.05)	(0.52)
DPS	0	0	0	0	0
Valuation (Dec)					
P/E	NM	NM	NM	NM	174.7x
EV / EBITDA*	15.5x	10.6x	7.5x	5.2x	4.2x
Free Cash Flow Yield*	-30.1%	-28.9%	-39.7%	-19.4%	-10.0%
* For full definitions of <i>IQ</i> method SM measures, see page 4.					

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Refer to important disclosures on page 4 to 7. Analyst Certification on page 3. Price
Objective Basis/Risk on page 3.

Timestamp: 30 January 2024 06:28PM EST

30 January 2024

Equity

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Key Changes		
(US\$)	Previous	Current
2024E Rev (m)	9,549.2	9,625.7
2025E Rev (m)	10,214.5	10,343.5
2026E Rev (m)	NA	11,101.1
2024E EPS	-0.46	-0.30
2025E EPS	-0.40	-0.09
2026E EPS	NA	0.03

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Stock Data

Price	5.24 USD
Price Objective	3.00 USD
Date Established	9-Jan-2024
Investment Opinion	C-3-9
52-Week Range	3.42 USD - 9.45 USD
Mrkt Val (mn) / Shares Out	1,805 USD / 344.6
(mn)	
Free Float	99.7%
Average Daily Value (mn)	100.36 USD
BofA Ticker / Exchange	JBLU / NAS
Bloomberg / Reuters	JBLU US / JBLU.OQ
ROE (2024E)	-3.1%
Net Dbt to Eqty (Dec-2023A)	126.6%
ESGMeter™	Medium

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iQprofile[™] JetBlue Airways

iQmethod [™] – Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	-2.1%	-1.2%	1.2%	2.1%	2.6%
Return on Equity	-7.3%	-4.5%	-3.1%	-0.9%	0.3%
Operating Margin	-3.3%	-2.4%	0.7%	2.1%	2.7%
Free Cash Flow	(544)	(521)	(716)	(351)	(181)
<i>iQ</i> method SM – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash Realization Ratio	NM	NM	NM	NM	NM
Asset Replacement Ratio	1.6x	1.9x	2.1x	1.5x	1.4x
Tax Rate	17.2%	6.8%	28.0%	28.0%	28.0%
Net Debt-to-Equity Ratio	93.8%	126.6%	149.7%	159.0%	161.0%
Interest Cover	-1.8x	-1.1x	0.2x	0.6x	0.7x
Income Statement Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Sales	9,158	9,616	9,626	10,344	11,101
% Change	51.7%	5.0%	0.1%	7.5%	7.3%
Gross Profit	287	390	826	1,192	1,486
% Change	-37.6%	35.9%	111.9%	44.3%	24.6%
EBITDA	401	588	826	1,192	1,486
% Change	NM	46.6%	40.6%	44.3%	24.6%
Net Interest & Other Income	(139)	(104)	(208)	(261)	(289)
Net Income (Adjusted)	(270)	(154)	(102)	(31)	10
% Change	67.6%	43.2%	33.8%	70.0%	NM
Free Cash Flow Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Income from Cont Operations (GAAP)	(365)	(314)	(102)	(31)	10
Depreciation & Amortization	585	620	759	974	1,183
Change in Working Capital	146	370	252	214	223
Deferred Taxation Charge	(73)	(24)	(26)	(8)	3
Other Adjustments, Net	86	25	0	(1)	0
Capital Expenditure	(923)	(1,198)	(1,600)	(1,500)	(1,600)
Free Cash Flow	-544	-521	-716	-351	-181
% Change	NM	4.2%	-37.4%	51.0%	48.4%
Share / Issue Repurchase	46	28	0	0	0
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	(369)	539	932	522	572
Balance Sheet Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash & Equivalents	1,042	1,166	1,482	1,753	2,244
Trade Receivables	317	329	329	329	329
Other Current Assets	557	674	574	474	374
Property, Plant & Equipment	9,807	10,310	11,151	11,676	12,094
Other Non-Current Assets	1,322	1,374	1,374	1,374	1,374
Total Assets	13,045	13,853	14,909	15,606	16,414
a					

651

3,097

3,732

2,002

9,482

3,563

13,045

387

3,476

5,004

1,650

10,517

3,337

13,853

387

3,728

5,936

1,624

11,675

3,235

14,909

387

3,941

6,458

1,616

12,403

3,203

15,606

387

4,165

7,030

1,619

13,200

3,214

16,414

Company Sector

Airlines

Company Description

Headquartered in New York, JetBlue is a point-to-point airline that serves 100 destinations in the U.S., the Caribbean and Latin America, and between New York and London. The majority of its routes touch at least one of its six focus cities: New York, Boston, Fort Lauderdale-Hollywood, Orlando, Los Angeles, and San Juan, Puerto Rico. JBLU is not a member of any of the three major airline alliances but has commercial partnerships with 47 airlines, including American in New York and Boston.

Investment Rationale

JBLU is pressured by a tough domestic capacity environment and GTF engine issues impacting growth and cost plans. Execution risks related to the Spirit merger are a further challenge should the deal obtain the judge's approval after an antitrust lawsuit by the Department of Justice.

Stock Data

Average Daily Volume 19,152,214

Quarterly Earnings Estimates

	2023	2024
Q1	-0.34A	-0.36E
Q2	0.45A	0.13E
Q3	-0.39A	-0.04E
Q4	-0.19A	-0.03E

Short-Term Debt

Long-Term Debt

Total Equity

Total Liabilities

Other Current Liabilities

Other Non-Current Liabilities

Total Equity & Liabilities

^{*} For full definitions of $\emph{\textbf{IQ}} \textit{method}^{\text{SM}}$ measures, see page 4.

Price objective basis & risk

JetBlue Airways (JBLU)

Our \$3 PO is based on approximately 5.0x our 2024E EBITDAR. We believe a discount to its long-term historical multiple of 6.0x is justified given the domestic fundamental backdrop and deal risks.

Upside risks to our price objective are better than expected pricing, a faster than expected resolution of labor contracts, and a stronger macro backdrop.

Downside risks to our price objective are higher fuel prices, general economic weakness, government regulation/taxes, safety concerns, and terrorism/geopolitical events.

Analyst Certification

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US - Airlines and Cruise Coverage Cluster

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BUY				
	Air Canada	YAC	AC CN	Andrew G. Didora, CFA
	Air Canada	ACDVF	ACDVF US	Andrew G. Didora, CFA
	Alaska Air Group	ALK	ALK US	Andrew G. Didora, CFA
	Carnival Corporation	CCL	CCL US	Andrew G. Didora, CFA
	Carnival Plc	CUKPF	CCL LN	Andrew G. Didora, CFA
	Delta Air Lines	DAL	DAL US	Andrew G. Didora, CFA
	United Airlines Holdings	UAL	UAL US	Andrew G. Didora, CFA
NEUTRAL				
	Frontier Airlines	ULCC	ULCC US	Andrew G. Didora, CFA
	Norwegian Cruise Line Holdings	NCLH	NCLH US	Andrew G. Didora, CFA
	Royal Caribbean Group	RCL	RCL US	Andrew G. Didora, CFA
	Southwest	LUV	LUV US	Andrew G. Didora, CFA
UNDERPERFORM				
	Allegiant Travel Company	ALGT	ALGT US	Andrew G. Didora, CFA
	American Airlines Group	AAL	AAL US	Andrew G. Didora, CFA
	JetBlue Airways	JBLU	JBLU US	Andrew G. Didora, CFA
	Spirit Airlines	SAVE	SAVE US	Andrew G. Didora, CFA
RSTR				
	Hawaiian Holdings	HA	HA US	Andrew G. Didora, CFA



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

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) \times (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 + Other LT Liabilities	Sales

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

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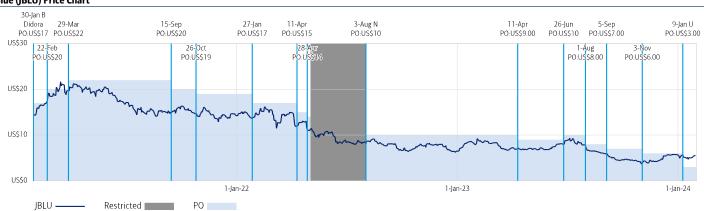
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Important Disclosures

JetBlue (JBLU) 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: Transport/Infrastructure Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	67	50.38%	Buy	44	65.67%
Hold	31	23.31%	Hold	13	41.94%
Sell	35	26.32%	Sell	17	48.57%

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%
Underperform	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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