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Markets



# Top 30 Global Ideas for 2023

## First-Quarter Update

EQUITY RESEARCH | January 3, 2023

For Required Non-U.S. Analyst and Conflicts Disclosures, see page 38

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*This report is priced as of market close on December 30, 2022 unless otherwise noted.*

## Introduction

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In this note, we present our *Top 30 Global Ideas* for Q1 2023. This list remains one of high-conviction, long-term ideas, with quarterly updates that enable dynamic changes into names that we think offer higher-conviction upside potential.

In Q4/22, the *Top 30* list delivered a total return of +8.4% (USD terms) versus the MSCI World Index at +9.8%. In 2022, the *Top 30* delivered a total return of -12.3%, above the benchmark at -18.4%, and since inception of our quarterly list at YE2019, the *Top 30* has delivered a total return of +23.2%, above the benchmark at +15.6%.

As published in [US Equity Market 2023 Outlook](#) (Nov. 30, 2022), our US Equity Strategy team's analysis suggested a flattish or low single digit 12-month return in the S&P 500 and we expect choppy conditions over the next few quarters, between deeply bearish sentiment (a contrarian/bullish signal) and ongoing concerns about the outlook for the economy, the Fed, geopolitics, and earnings. With the latest [Sector Navigator](#) report (Dec. 20, 2022), on a 6-12 month view, our US Strategy team holds overweight positioning recommendations on the Energy, Financials, Health Care, Technology and Utilities sectors.

With the changes to the *Top 30* list this quarter, we switch into best ideas that we also view as offering more attractive positioning in the current environment. Driven by the inclusion of individual high-conviction names under coverage, on an equal-weighted basis we increase our Technology, Consumer Discretionary and Communications Services weightings, and decrease our Energy, Industrials and Utilities exposure, which brings our sector weightings more in line with the benchmark.

In **Communication Services**, we add **Meta Platforms (META US)**. Our channel checks suggest that Meta is improving its ad targeting and measurement, which we believe has the potential to restore its structural advantage and drive share gains in 2023 vs. other social and search players. In addition, we see abating engagement share loss to TikTok driving a narrative shift leading to multiple expansion.

In **Consumer Discretionary**, we add **Inditex (ITX SM)**, which we view as a strong omnichannel fashion retailer. We see upside to 2023 consensus earnings outlook based on top-line momentum, view the valuation as attractive, and think that ITX should be able to deliver 8-10% earnings growth over time with >20% ROCE, sustaining the current ~5% dividend yield.

In **Energy and Utilities**, we add **Diamondback Energy (FANG US)** as our top US large cap E&P idea, replacing **ConocoPhillips (COP US)**. In our view, Diamondback is a low-cost operator with quality assets in the Permian Basin and one of the highest cash margins among peers, and recent bolt-on acquisitions have enhanced our FCF/returns outlook. We remove **AltaGas (ALA CN)** and **Shell (SHEL LN)** while maintaining our positive investment theses.

In **Health Care**, we add **CSL Ltd. (CSL AU)** and remove **UnitedHealth Group (UNH US)**. CSL is a leader in the plasma-derived therapeutics market. CSL is benefiting from a recovery in plasma collections that should lead to strong sales growth, recently completed an accretive acquisition that expands the company's portfolio, and has a number of pipeline assets that we believe offer positive catalysts and upside to our forecasts.

In **Industrials**, we remove **TransDigm (TDG US)** in favor of **HEICO (HEI US)** as our top idea in Aerospace & Defense. We believe HEI offers exposure to favorable commercial aftermarket conditions and an improvement in the defense business in 2023, low leverage, strong FCF generation, and upside from an acquisition set to close in Q1/23. We remove **Stericycle (SRCL US)** while maintaining an Outperform rating.

In **Information Technology**, we add **Constellation Software (CSU CN)**, with our outlook for high shareholder returns reflecting Constellation's ability to rapidly compound capital through acquisitions, potential to benefit from an uncertain macro environment (high mix of recurring revenue and greater likelihood of M&A), and attractive valuation, in our view.

In **Real Estate**, we add **Ventas (VTR US)**, which we view as a preferred way to play the seniors housing recovery. We remove **Alexandria Real Estate Equities (ARE US)** while reiterating our positive thesis. Within Communication Infrastructure, we add **SBA Communications (SBAC US)**, replacing **American Tower (AMT US)**, as we view SBA as the clearest beneficiary of ongoing mobile 5G deployments.

This report contains further detail on our investment thesis for each *Top 30* name beginning on page 7. We encourage you to reach out to our team to continue the dialogue regarding their investment ideas.

We also highlight our flagship research products: [RBC Fusion](#)<sup>™</sup>, [RBC Imagine](#)<sup>™</sup>, [RBC Elements](#)<sup>™</sup>, and [RBC ESG Stratify](#)<sup>™</sup>. RBC Fusion offers peer-reviewed, unique reports on our highest-conviction, most-differentiated calls. RBC Imagine is a series of fundamental research focused on disruptive forces that we believe will transform the world. RBC Elements features proprietary insights generated with our internal data science team. RBC ESG Stratify separates the signal from the noise on ESG matters with precise, analytical research.

### Top 30 Global Ideas for 2023 – Changes this Quarter

**Additions:** Constellation Software (CSU CN), CSL Ltd. (CSL AU), Diamondback Energy (FANG US), HEICO (HEI US), Inditex (ITX SM), Meta Platforms (META US), SBA Communications (SBAC US), Ventas (VTR US)

**Deletions:** Alexandria Real Estate Equities (ARE US), AltaGas (ALA CN), American Tower (AMT US), ConocoPhillips (COP US), Shell (SHEL LN), Stericycle (SRCL US), TransDigm (TDG US), UnitedHealth Group (UNH US)

## Top 30 Global Ideas for 2023 — Pricing Data

Company	Pricing Symbol	Analyst	Rating	Trading Currency	Closing Price (12/30/2022)	Market Cap (MM)	Price Target	Div. Yield (%)	Implied All-in Return (%)
Alimentation Couche-Tard Inc.	ATD CN	Irene Nattel	Outperform	CAD	59.50	60,529	80.00	0.9	35.4
American International Group, Inc.	AIG US	Mark Dwelle	Outperform	USD	63.24	48,764	73.00	2.0	17.5
Anheuser-Busch InBev SA/NV	ABI BB	James Edwardes Jones	Outperform	EUR	56.27	111,527	70.00	1.3	25.7
Canadian Natural Resources Limited	CNQ CN	Greg Pardy	Outperform	CAD	75.19	83,419	89.00	4.5	22.9
Canadian Pacific Railway Limited	CP CN	Walter Spracklin	Outperform	CAD	101.04	94,260	122.00	0.8	21.5
Constellation Software Inc.	CSU CN	Paul Treiber	Outperform	CAD	2,113.96	44,798	2,600.00	0.3	23.3
CrowdStrike Holdings, Inc.	CRWD US	Matthew Hedberg	Outperform	USD	105.29	25,522	165.00	0.0	56.7
CSL Limited	CSL AU	Craig Wong-Pan	Outperform	AUD	287.75	138,611	338.00	1.3	18.7
Diamondback Energy, Inc.	FANG US	Scott Hanold	Outperform	USD	136.78	23,723	182.00	9.1	42.1
DuPont de Nemours, Inc.	DD US	Arun Viswanathan	Outperform	USD	68.63	35,413	79.00	1.8	16.9
Element Fleet Management Corp.	EFN CN	Geoffrey Kwan	Outperform	CAD	18.45	7,267	26.00	2.2	43.1
Ferrari N V	RACE IM	Tom Narayan	Outperform	EUR	200.20	36,637	265.00	0.4	32.8
HEICO Corporation	HEI US	Ken Herbert	Outperform	USD	153.64	21,196	175.00	0.1	14.0
Inditex	ITX SM	Richard Chamberlain	Outperform	EUR	24.85	77,373	29.00	4.5	21.2
Lonza Group AG	LONN SW	Charles Weston	Outperform	CHF	453.10	33,742	670.00	0.7	48.6
M&T Bank Corporation	MTB US	Gerard Cassidy	Outperform	USD	145.06	25,095	190.00	3.3	34.3
Mastercard Incorporated	MA US	Daniel R. Perlin	Outperform	USD	347.73	336,603	392.00	0.6	13.3
Meta Platforms, Inc.	META US	Brad Erickson	Outperform	USD	120.34	329,972	150.00	0.0	24.7
Nutrien Ltd.	NTR US	Andrew Wong	Outperform	USD	73.03	37,788	120.00	2.6	67.0
Palo Alto Networks, Inc.	PANW US	Matthew Hedberg	Outperform	USD	139.54	52,314	233.00	0.0	67.0
PG&E Corporation	PCG US	Shelby Tucker	Outperform	USD	16.26	32,278	19.00	0.0	16.9
R1 RCM Inc.	RCM US	Sean Dodge	Outperform	USD	10.95	4,574	14.00	0.0	27.9
Restaurant Brands International Inc.	QSR US	Christopher Carril	Outperform	USD	64.67	30,660	80.00	2.8	26.5
S&P Global Inc.	SPGI US	Ashish Sabadra	Outperform	USD	334.94	117,667	434.00	0.9	30.5
SBA Communications Corporation	SBAC US	Jonathan Atkin	Outperform	USD	280.31	30,654	330.00	1.0	18.7
Siemens Aktiengesellschaft	SIE GR	Mark Fielding	Outperform	EUR	129.64	105,786	155.00	2.7	22.3
TELUS Corporation	T CN	Drew McReynolds	Outperform	CAD	26.13	37,105	34.00	5.2	35.3
Veeva Systems Inc.	VEEV US	Rishi Jaluria	Outperform	USD	161.38	26,191	225.00	0.0	39.4
Ventas, Inc.	VTR US	Michael Carroll	Outperform	USD	45.05	18,182	56.00	4.0	28.3
WESCO International, Inc.	WCC US	Deane Dray	Outperform	USD	125.20	6,559	163.00	0.6	30.8

### Note:

Past performance is not necessarily indicative of future performance. Price performance does not take into account relevant costs, including commissions and interest charges or other applicable expenses that may be associated with transactions in these shares.

Source: Bloomberg and RBC Capital Markets



## Top 30 Global Ideas for 2023 — Changes This Quarter

Company	Pricing Symbol	Analyst	Rating	Trading Currency	Closing Price (12/30/2022)	Market Cap (MM)	Price Target	Div. Yield (%)	Implied All-in Return (%)
<b>Additions this quarter:</b>									
Constellation Software Inc.	CSU CN	Paul Treiber	Outperform	CAD	2,113.96	44,798	2,600.00	0.3	23.3
CSL Limited	CSL AU	Craig Wong-Pan	Outperform	AUD	287.75	138,611	338.00	1.3	18.7
Diamondback Energy, Inc.	FANG US	Scott Hanold	Outperform	USD	136.78	23,723	182.00	9.1	42.1
HEICO Corporation	HEI US	Ken Herbert	Outperform	USD	153.64	21,196	175.00	0.1	14.0
Inditex	ITX SM	Richard Chamberlain	Outperform	EUR	24.85	77,373	29.00	4.5	21.2
Meta Platforms, Inc.	META US	Brad Erickson	Outperform	USD	120.34	329,972	150.00	0.0	24.7
SBA Communications Corporation	SBAC US	Jonathan Atkin	Outperform	USD	280.31	30,654	330.00	1.0	18.7
Ventas, Inc.	VTR US	Michael Carroll	Outperform	USD	45.05	18,182	56.00	4.0	28.3

### Deletions this quarter:

Alexandria Real Estate Equities, Inc.	ARE US	Michael Carroll	Outperform	USD	145.67	23,977	198.00	3.2	39.1
AltaGas Ltd. <sup>1</sup>	ALA CN	Robert Kwan	Outperform	CAD	23.38	6,582	30.00	4.8	33.1
American Tower Corporation	AMT US	Jonathan Atkin	Outperform	USD	211.86	98,896	240.00	2.8	16.1
ConocoPhillips	COP US	Scott Hanold	Outperform	USD	118.00	147,036	140.00	4.7	23.4
Shell PLC	SHEL LN	Biraj Borkhataria	Outperform	GBp	2,326.00	162,956	3,200.00	3.7	41.3
Stericycle, Inc.	SRCL US	Sean Dodge	Outperform	USD	49.89	4,610	70.00	0.0	40.3
TransDigm Group Incorporated	TDG US	Ken Herbert	Outperform	USD	629.65	35,575	695.00	0.0	10.4
UnitedHealth Group Incorporated	UNH US	Ben Hendrix	Outperform	USD	530.18	502,611	592.00	1.2	12.9

### Notes:

<sup>1</sup> *AltaGas Ltd. (TSX: ALA) has agreed to sell its Alaskan Utilities to TriSummit Utilities Inc. announced on May 26, 2022. RBC Capital Markets served as financial advisor to AltaGas. The transaction is anticipated to close no later than the first quarter of 2023 and will be subject to customary closing conditions, including State regulatory approvals. This research report and the information herein is not intended to provide voting advice, serve as an endorsement of the transaction or result in procurement, withholding or revocation of a proxy or any other action by a security holder.*

Past performance is not necessarily indicative of future performance. Price performance does not take into account relevant costs, including commissions and interest charges or other applicable expenses that may be associated with transactions in these shares.

Source: Bloomberg and RBC Capital Markets

## Top 30 Global Ideas — Performance Summary

Although the *Top 30* is not intended to be a relative product, having been created to capture RBC Capital Markets' best ideas on an absolute basis, we compare the performance of the *Top 30* to the MSCI Developed World Index and regional indices to provide context for its returns. See the performance tables below for Q4 2022, full year 2022, and since inception (December 2019).

Ticker	Company	Total Return Q4/2022 (in local currency)	Total Return Q4/2022 (in USD)
DD US	DuPont de Nemours Inc.	36.8%	36.8%
AIG US	American International Group, Inc.	33.9%	33.9%
SIE GR	Siemens AG	30.3%	42.5%
PCG US	PG&E Corporation	30.1%	30.1%
QSR US	Restaurant Brands International Inc.	22.6%	22.6%
MA US	Mastercard Inc.	22.5%	22.5%
ABI BB	Anheuser-Busch InBev SA/NV	20.4%	31.7%
TDG US	TransDigm Group Inc.	20.0%	20.0%
SRCL US	Stericycle Inc.	18.5%	18.5%
CNQ CN	Canadian Natural Resources Limited	18.3%	20.5%
COP US	ConocoPhillips	16.4%	16.4%
EFN CN	Element Fleet Management Corp.	13.8%	15.9%
SPGI US	S&P Global Inc.	10.0%	10.0%
CP CN	Canadian Pacific Railway Limited	9.8%	11.8%
ATD CN	Alimentation Couche-Tard Inc.	7.2%	9.3%
UNH US	UnitedHealth Group Inc.	5.3%	5.3%
WCC US	WESCO International, Inc.	4.9%	4.9%
ARE US	Alexandria Real Estate Equities, Inc.	4.8%	4.8%
SHEL LN	Shell PLC	4.5%	13.6%
RACE IM	Ferrari NV	4.4%	14.3%
AMT US	American Tower Corporation	0.2%	0.2%
VEEV US	Veeva Systems Inc.	-2.1%	-2.1%
T CN	TELUS Corporation	-3.6%	-1.7%
LONN SW	Lonza Group AG	-6.8%	-0.6%
ALA CN	AltaGas Ltd.	-10.6%	-8.9%
NTR US	Nutrien Ltd.	-11.8%	-11.8%
PANW US	Palo Alto Networks, Inc.	-14.8%	-14.8%
MTB US	M&T Bank Corporation	-17.1%	-17.1%
CRWD US	CrowdStrike Holdings, Inc.	-36.1%	-36.1%
RCM US	R1 RCM Inc.	-40.9%	-40.9%
Average total return for RBC CM Top 30 Global Ideas in Q4 2022		6.4%	8.4%

		Total Return (in local currency)		
		Q4/2022	2022	Since Inception (Not annualized)
Indices				
SXXP Index	STOXX Europe 600 Index	10.0%	-10.3%	11.8%
NDDUWI Index	MSCI World Net Total Return US	9.8%	-18.4%	15.6%
AS51 Index	S&P/ASX 200 Index	9.6%	0.5%	21.9%
SPX Index	S&P 500 Index	7.5%	-18.6%	24.7%
	<b>RBC CM Top 30 Global Ideas</b>	<b>6.4%</b>	<b>-10.4%</b>	<b>25.2%</b>
SPTSX Index	S&P/TSX Composite Index	6.0%	-5.8%	24.6%

		Total Return (in USD)		
		Q4/2022	2022	Since Inception (Not annualized)
Indices				
SXXP Index	STOXX Europe 600 Index	20.3%	-14.9%	6.6%
AS51 Index	S&P/ASX 200 Index	16.2%	-5.8%	18.4%
NDDUWI Index	MSCI World Net Total Return US	9.8%	-18.4%	15.6%
	<b>RBC CM Top 30 Global Ideas</b>	<b>8.4%</b>	<b>-12.3%</b>	<b>23.2%</b>
SPTSX Index	S&P/TSX Composite Index	8.0%	-11.9%	19.5%
SPX Index	S&P 500 Index	7.5%	-18.6%	24.7%

**Notes:** 2022 performance calculated from the time of publishing the *Top 30* Q1 2022 update before market open on January 4, 2022 to market close on December 30, 2022. Past performance is not necessarily indicative of future performance. Price performance does not take into account relevant costs, including commissions and interest charges or other applicable expenses that may be associated with transactions in these shares.

Source: Bloomberg and RBC Capital Markets



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## Investment Thesis

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## Alimentation Couche-Tard Inc. (TSX: ATD)

RBC Dominion Securities Inc.

Irene Nattel (Analyst) (514) 878-7262, [irene.nattel@rbccm.com](mailto:irene.nattel@rbccm.com)

Rating: Outperform

Price Target: CAD 80.00

Closing Price: CAD 59.50

Implied All-in Return (%): 35.4

### Investment summary

**Despite challenging macro backdrop, multiple avenues for growth**, underpinned by: 1) top-line momentum from a more-focused, data-driven approach to merchandising/promotional strategies; 2) well-defined initiatives and strategies to optimize procurement; 3) focus on localized merchandise pricing, promotions, and assortments; 4) innovative fuel initiatives, including rollout of Circle-K gas; 5) cost optimization; 6) network development; and 7) opportunistic acquisitions.

**On track to exceed F23 EBITDA objective of \$5.1B excluding merger and acquisition.** Solid underlying operating performance aided by focused execution of strategies outlined at mid-2021 investor event to deliver “double again” objective.

**Industry performance in North America through COVID and during prior downturns reinforces defensive sector attributes.** Despite high gas prices/opex increases, sustained elevated gas margins should enable ATD to offset gallon weakness related to dislocations.

**Attractive geographic diversification** with >85% of GP\$ generated outside Canada.

**Real-world EV R&D lab in Norway.** ATD is the only North American c-store player with a strong footprint in Norway, the global leader in EV sales. With the operation of charging stations on its sites in addition to home and office chargers, ATD is gaining valuable insight into consumer behaviour/revenue opportunities.

**Strong B/S + FCF profile** with forecast FCF well in excess of \$2B to fund activity on NCIB (F23 program up to 10% of float), dividend growth, debt repayment, and

acquisitions. Adjusted net debt/EBITDAR sustained below 1.5x despite activity on NCIB, well below the post-SFR peak of 3.6x, with normalized estimated balance sheet capacity in excess of US\$15B.

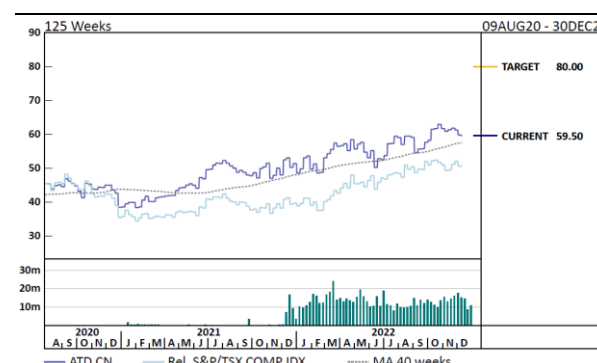
### Valuation

Taking the midpoint of 19x TTM Q1/F25E (Mid-C24E) EPS and 11.5x EBITDA drives our price target of \$80, which supports our Outperform rating. The EBITDA multiple is consistent with the average of the five-year range, reflecting overall sector valuation trends, and supported by ongoing strong normalized underlying performance, relatively recession-resistant business model, and benefits from prior-period merger and acquisition. We believe the multiples are also appropriate relative to our c-store coverage universe based on relative investment attributes.

### Risks to rating and price target

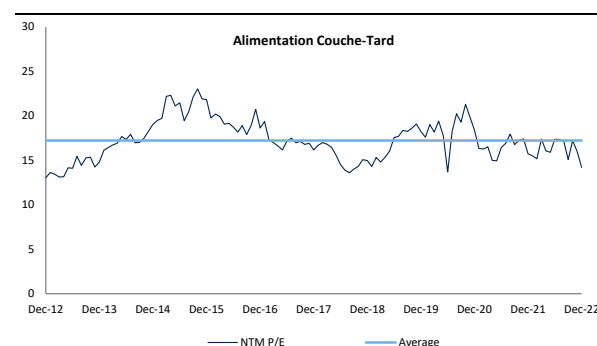
Normalization of gas margins without volume improvement would result in earnings below expectations. Substantial dislocation in inside store volumes could reduce inside-store contribution. Although c-stores typically are relatively recession-resistant, ~50% of US c-store customers have incomes ≤\$60k and could be hard-hit by a recession as inflation reaches 40-year highs and interest rates rise. With ATD’s diversified geographic footprint, the risk profile of forecasts includes multiple geographies and currencies, and economic and operating environments, each of which is being impacted at differing levels by current dislocation in Europe and surging energy prices. Potential merger and acquisition not included in our forecasts could result in earnings/share price that differs from forecasts.

### Exhibit 1 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 2 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)



## American International Group, Inc. (NYSE: AIG)

RBC Capital Markets, LLC

Mark A. Dwelle, CFA (Analyst) (804) 782-4008, [mark.dwelle@rbccm.com](mailto:mark.dwelle@rbccm.com)

Rating: Outperform

Price Target: USD 73.00

Closing Price: USD 63.24

Implied All-in Return (%): 17.5

### Investment summary

We remain constructive on AIG and view the company as an attractive value idea in the insurance space at the current valuation. AIG's main focus is improving P&C insurance margins and repositioning the entire business for better ROEs with less earnings volatility and a more transparent business model. The company has made progress on improving core loss ratios, and we expect the trends to continue, along with profitable premium growth. In addition, the AIG 200 program is also expected to translate into further expense reduction opportunities. The initial phase of the separation of AIG's Life & Retirement segment has started (via the Corebridge IPO) and we expect additional progress on this front in 2023. Our Outperform rating reflects the following points:

**Focused on underwriting margins improvement, reducing expenses:** AIG has aggressively reduced exposure to underperforming lines and countries where returns are below acceptable levels. This effort along with the greater use of reinsurance, analytics, and better risk management should put AIG on a path toward improving core margins further in the years ahead. The AIG 200 program should also make AIG a more efficient and leaner company.

**Favorable pricing supports growth and margin improvement:** A favorable P&C pricing environment along with an improved macro backdrop should support margin improvement. Given all the heavy lifting done in past year, we expect AIG to be in a position to return to premium growth in the quarters ahead.

**Capital management & balance sheet strength:** We expect AIG to remain active with share buybacks that could be fueled by further stake sales in its remaining ownership interest in Corebridge. We expect further progress toward a double-digit ROE as well as efforts to improve the strength of its balance sheet (debt reduction, investment portfolio credit quality, and reserves).

### Valuation

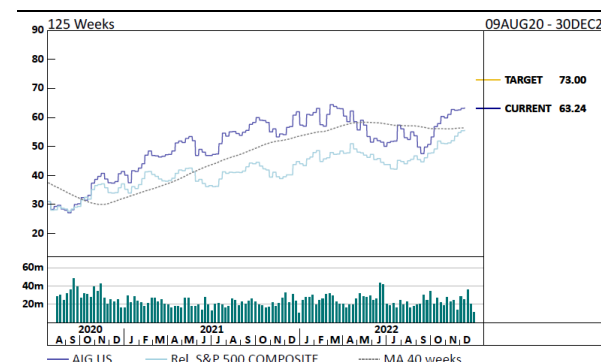
Our \$73 price target is based on 0.9x our ending 2023 book adjusted value per share estimate. We utilize adjusted book value for valuation purposes (which is similar to tangible book value), as this has been management's focus in setting its ROE targets. AIG shares trade at a discount to P&C peers owing to the hybrid nature of its Life and P&C business. As the company exits this segment we anticipate some of the discount will be reduced. We expect management to continue making progress in repositioning underwriting, rightsizing expenses and investment infrastructure as well as further buybacks. As progress is made we anticipate additional multiple expansion. In our view, our price target is consistent with our Outperform rating.

### Risks to rating and price target

AIG is subject to many inherent risks including market risk (interest rate risk or equity risk) that could pressure investment spreads or put pressure on investment portfolio values. There is also inherent reserving and underwriting risk mainly through whether more recent accident years prove redundant relative to expected frequency and severity assumptions. Other risk factors

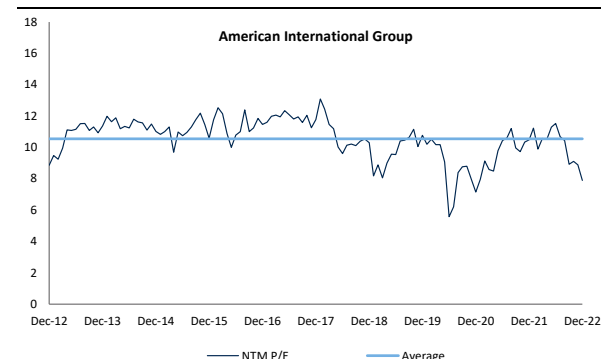
include: 1) P&C insurance pricing risk; 2) international risk in operating in various countries; 3) macro risks tied to its business; and 4) risks that Covid continues to linger on.

### Exhibit 3 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 4 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)

## Anheuser-Busch InBev SA/NV (BRU: ABI; NYSE: BUD)

RBC Europe Limited

James Edwardes Jones (Analyst) +44 20 7002 2101, [james.edwardesjones@rbccm.com](mailto:james.edwardesjones@rbccm.com)

Rating: Outperform

Price Target: EUR 70.00

Closing Price: EUR 56.27

Implied All-in Return (%): 25.7

### Investment summary

AB InBev has underperformed the sector significantly over the last five years. Some of this has been due to elements out of its control, such as turbulent currency fluctuations in Latin America, but the organic performance has also been volatile. Both factors have also led to an unappealingly large debt pile.

Currencies remain the unknown but we think AB InBev's grip on the more controllable factors is tightening. The short-term performance has been more consistent, volume growth is improving and ABI's medium-term ambition of 4-8% EBITDA growth looks realistic to us. Its regional margins are underpinned by strong competitive positioning and there might even be some upside in South America. In addition, management seems to understand the negative implications of its debt load for shareholders and has hence made the decision to pass the interim dividend in both 2020 and 2021.

Adding to the long-term investment case are the potentially fruitful long-term prospects of AB InBev's digital platform: 'Bees' could drive further upside in our view. We think that there is (rightly) nothing in the share price to reflect this at the moment, but it's an interesting piece of optionality. We hold an Outperform rating for AB InBev.

### Valuation

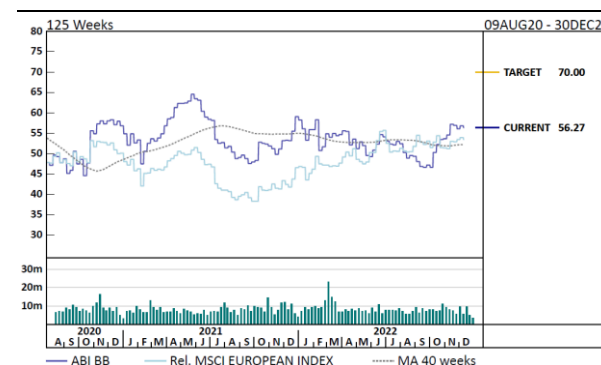
We believe that consumer staples stocks lend themselves to a DCF valuation methodology owing to the relative strength and predictability of their cash flows together with, in some instances, a significant mismatch between capital expenditure and depreciation charged through the profit and loss

account, meaning that P&L-based valuation metrics (PE ratio, EV/ EBITDA ratio) can be misleading. We use a derivative of a traditional DCF calculation called adjusted present value (APV) whereby the business's operating cash flows are discounted at its cost of equity (8% in this instance) and tax shield at the cost of debt (3.0%). We assume a terminal growth rate of 2.5% per annum from 2035. Under these assumptions, we derive a fair value of €65 per share. Discounting the APV forward by a year at the cost of equity and adding in our dividend forecast for 2021 yields a 12-month price target of €70. Our price target and the implied return support our Outperform rating.

### Risks to rating and price target

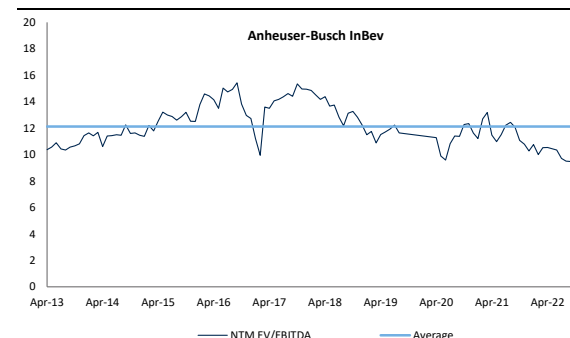
Further inflation and a significant deterioration in consumer confidence and employment following Russia's invasion of Ukraine would be detrimental to sales and margins. A resurgence of COVID-19 and revival of on-trade closures and lockdown in response to the outbreak of COVID-19 poses a significant threat to AB InBev. On-trade closures would affect its ability to brand-build and manage working capital. Almost all of ABI's debt is in developed market currencies (principally US\$ and €s). Any delay in paying down debt (for example, as a result of emerging market currency weakness) would be unhelpful for ABI's share price. The US is ABI's largest market and its largest mainstream brands have consistently lost market share; an acceleration in this market share loss, or slowdown in the US market overall, would not be good. ABI is heavily exposed to emerging markets, notably, Brazil, China, Colombia, Mexico and South Africa. A significant deterioration in consumption or market share in these markets would be a downside risk.

### Exhibit 5 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 6 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)

## Canadian Natural Resources Limited (TSX: CNQ; NYSE: CNQ)

RBC Dominion Securities Inc.

Greg Pardy, CFA (Head of Global Energy Research) (416) 842-7848, [greg.pardy@rbccm.com](mailto:greg.pardy@rbccm.com)

**Rating: Outperform**

**Price Target: CAD 89.00**

**Closing Price: CAD 75.19**

**Implied All-in Return (%): 22.9**

### Investment summary

**We rate the common shares of Canadian Natural Resources Outperform for the following reasons:**

**Globally Distinguished.** Canadian Natural Resources' management committee structure and shareholder alignment are unique factors which distinguish the company globally. CNQ's long-life, low-decline portfolio—anchored by moderate sustaining capital—affords the company superior free cash flow generative power.

**Management Committee Structure.** CNQ does not have a CEO. Instead, the company is stewarded by a management committee consisting of 20 people. This group meets weekly and oversees all matters spanning marketing, finance, ESG, operations, and technology, amongst others. Murray Edwards, Executive Chairman, Tim McKay, President, and Mark Stainthorpe, CFO, are all key members of the committee.

**Impressive Shareholder Returns.** CNQ's share buyback remains ring-fenced from acquisitions and strategic growth capital under a formulaic approach. More specifically, now that net debt levels are below \$15 billion, the company is allocating 50% of its free cash flow after dividends and sustaining capital to share repurchases, with the balance (less strategic growth capital/acquisitions) earmarked for debt reduction.

CNQ recently signaled that once its net debt falls to its \$8.0 billion floor, it is committed to returning 80%-100% of excess free cash flow to shareholders. We peg CNQ's share repurchases at approximately \$6.33 billion for 2022 and \$6.35 billion in 2023.

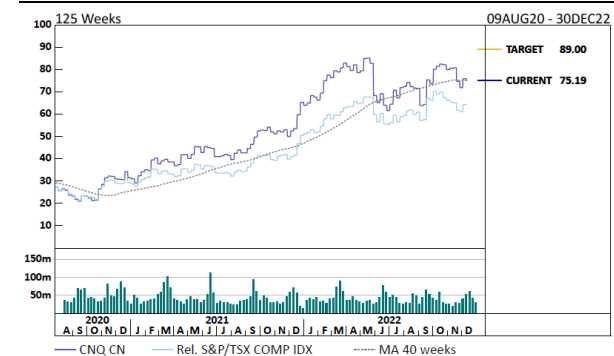
### Valuation

Our price target of \$89 per share reflects an equal weighting toward a multiple of 1.0x our NAV and an implied 2023E debt-adjusted cash flow multiple of 8.5x at mid-cycle commodity prices. The multiples we have chosen reflect CNQ's superior execution capability, long-life, low-decline asset base, and free cash flow generation potential. Our price target and implied return support our Outperform rating.

### Risks to rating and price target

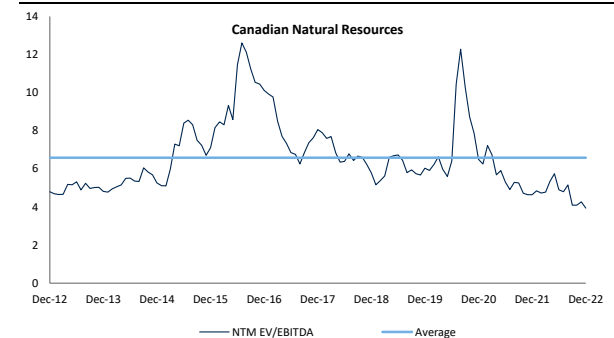
The most significant risk to our price target and rating is unexpected changes in crude oil and natural gas prices. Specifically, to the extent that the COVID-19 pandemic and associated social distancing measures continue to negatively impact global oil demand, it may result in CNQ realizing lower-than-anticipated sales prices for its production volumes. Other risks include the impact of foreign exchange and government legislation as it relates to royalties, income taxes, and environmental policy.

### Exhibit 7 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 8 - Forward consensus EV/EBITDA history



Source: Factset

**Most recent industry note: [link](#)**

## Canadian Pacific Railway Limited (TSX: CP; NYSE: CP)

RBC Dominion Securities Inc.

Walter Spracklin, CFA (Analyst) (416) 842-7877, [walter.spracklin@rbccm.com](mailto:walter.spracklin@rbccm.com)

Rating: Outperform

Price Target: CAD 122.00

Closing Price: CAD 101.04

Implied All-in Return (%): 21.5

### Investment summary

Our positive view on CP centers on a best-in-class railroad on the cusp of a transformative acquisition that, if approved, should set the stage for significant growth and a material upward valuation re-rate. Key points:

**CP's purchase of KSC significantly improves network reach.** The network advantage of the CP-KCS deal is the most compelling merit of the transaction in our view. The deal opens up new markets as well as gives CP a meaningful structural advantage versus peers. The transaction significantly increases the company's network reach from Vancouver to Saint John, and now via KCS, down to the ports of Lazaro Cardenas and Veracruz in Mexico. The new network connects six of the seven-largest metro regions in North America in a single-line connection, particularly between the Midwest US / Canada into the Gulf Coast / Mexico and a new third option between the Midwest US and Texas / Mexico.

**Diversification a big component of the value proposition in KCS deal.** Particularly favourable is the improvement in diversification that comes on both a business line and a geographic basis. Notable is the level of Merchandise exposure that KCS brings to CP, as well as the increased US and new Mexican revenue streams.

**US\$1B in potential synergies.** Of particular note is the revenue synergy opportunity (US\$820MM of the total) with expected share gains in Grain, Fertilizer, Intermodal, Auto, and Crude.

### Valuation

Our \$122 price target is based on applying a P/E multiple of 19.5x to our 2025 EPS estimate of \$6.73. Our 2025 EPS forecast reflects CP achieving full synergy run-rate on

the KSU acquisition in line with guidance provided when the deal was announced. The target multiple is a premium to peers, in our view warranted by CP's operations-focused management team as well as the increased network reach following the KSU acquisition. Our price target supports our Outperform rating.

### Risks to rating and price target

Key risks to our positive thesis relate to the acquisition of KSU. See below for further detail:

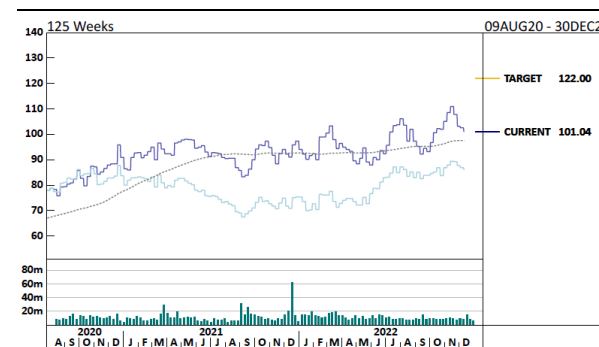
**Risk that merger does not get approved – we view as low.** Given the absence of any network overlap and the meaningfully higher weight in the revenue component of the forecast synergies, we see limited concern from a competition standpoint and a compelling case for a pro-competition argument. Nevertheless, the merger not getting approved is a potential risk.

**Mexico concession risk.** The two major rails in Mexico do not own their real estate and instead operate on concession from the Mexican government. The current concession expires in 2047 and was subject for review in 2027, but KCSM recently reached an agreement with the SICT that extended exclusivity rights granted to KCSM (in Mexico) for an additional period of 10 years to 2037. Management teams at both entities are of the view that if CPKC provides a high-value service offering at a competitive price, there will be no need to make major changes to the concession arrangement.

**Integration risk.** We consider CP management to be one of the top teams in North America and have strong confidence in the ability of this team to execute on the integration of this deal and achieve (or exceed) the targets announced. Moreover, we were encouraged by

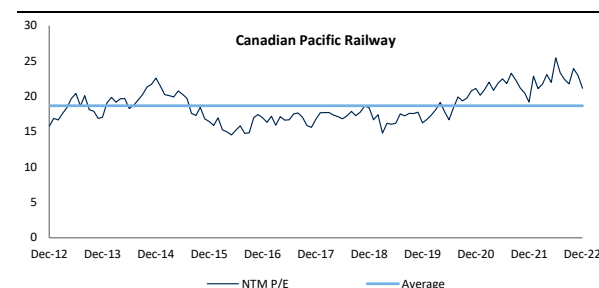
the concurrent announcement that CP's Board and CEO Keith Creel have agreed to contract amendments that would see Mr. Creel lead the company out at least to 2026 (regardless of the deal going ahead or not). However, it is still possible that CP encounters unforeseen headwinds that could potentially impact forecasted synergies.

### Exhibit 9 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 10 - Forward consensus P/E history



Source: Factset

Most recent industry note: [link](#)

## Constellation Software Inc. (TSX: CSU)

RBC Dominion Securities Inc.

Paul Treiber, CFA (Analyst) (416) 842-7811, [paul.treiber@rbccm.com](mailto:paul.treiber@rbccm.com)

Rating: Outperform

Price Target: CAD 2,600.00

Closing Price: CAD 2,113.96

Implied All-in Return (%): 23.3

### Investment summary

We believe that Constellation Software is likely to generate one of the highest returns for shareholders over the long term in our coverage universe. Our Outperform thesis reflects: 1) Constellation's ability to rapidly compound capital through acquisitions; 2) Constellation is well positioned to benefit in an uncertain macro environment; and 3) Constellation's valuation appears attractive.

**Constellation's ability to rapidly compound capital through acquisitions.** We believe that Constellation Software is likely to generate one of the highest returns for shareholders over the long term in our coverage universe. Our outlook reflects the compounding of Constellation's high hurdle rates, along with the scalable nature of Constellation's decentralized business model. Constellation has made changes to its business model to provide for the redeployment of capital at high rates of return. Additionally, the acquisition targets in Constellation's database continue to grow (now at 40k, up from 1.2k in 2006). The 40k acquisition targets imply a large \$200B+ addressable market. Moreover, Constellation is pushing decisions for allocating capital further down into the organization. We estimate Constellation has deployed a record \$1,743MM capital on acquisitions in FY22, compared to \$1,362MM in FY21 and just \$531MM FY20.

**Well positioned to benefit in an uncertain macroeconomic environment.** The high frequency of acquisitions and record capital deployed YTD validate that Constellation's model is counter-cyclical. In periods of economic and financial duress, we believe that Constellation is more likely to deploy larger amounts of

capital at high rates. Moreover, Constellation's software is mission critical and required for day-to-day operations. Recurring maintenance revenue accounts for 71% of Constellation's FY21 revenue. Our outlook calls for Constellation's constant currency organic growth to remain stable at 2.2% FY23e and 2.0% FY24e, from 2.3% FY22e.

**Constellation's valuation appears attractive.** Constellation is trading at 19x FTM EV/EBITDA, above Canadian software consolidators. We believe Constellation's valuation appears attractive given the company's proven ability to compound FCF/share over the long term.

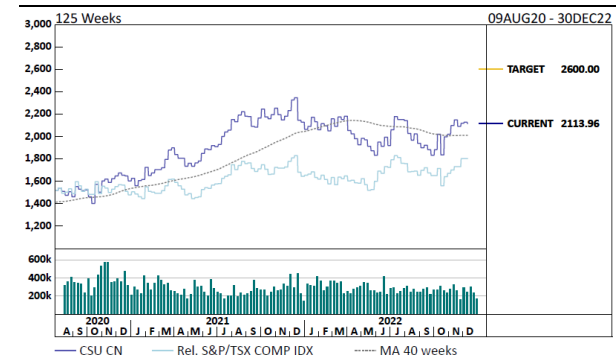
### Valuation

Our C\$2,600 price target equates to 22x CY23E EV/EBITDA, justified above Canadian software consolidator peers in our view, given Constellation's faster ability to compound capital in the long term. Constellation has converted 84% of adj. EBITDA into FCF over the last five years. Our price target supports our Outperform rating.

### Risks to rating and price target

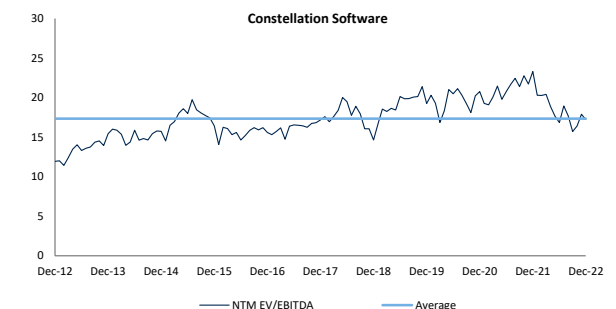
Risks to our rating and price target include: 1) quarterly lumpiness; 2) lack of accretive acquisition candidates; 3) unexpected organic growth headwinds (from possible softening end-market demand, competitive pressures, shift to online alternatives); 4) FX headwinds; 5) an inability to sustain further margins; 6) loss of key employees; and 7) a decline in tech market valuations.

### Exhibit 11 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 12 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)



## CrowdStrike Holdings, Inc. (NASDAQ: CRWD)

RBC Capital Markets, LLC

Matthew Hedberg (Analyst) (612) 313-1293, [matthew.hedberg@rbccm.com](mailto:matthew.hedberg@rbccm.com)

Rating: Outperform

Price Target: USD 165.00

Closing Price: USD 105.29

Implied All-in Return (%): 56.7

### Investment summary

CrowdStrike was founded in 2011 with a mission of reinventing security for the cloud era. Co-founder George Kurtz previously worked at a gen-1 AV endpoint vendor and was motivated to build CrowdStrike after realizing that legacy security technology was incapable of protecting customers against modern attacks within a hybrid-cloud architecture.

The company developed a differentiated cloud-native security platform that leverages its lightweight intelligent agent and Threat Graph database across a multi-module portfolio of solutions. The company and its customers benefit from the network effect, as each additional endpoint added to the platform expands the crowd-sourced database, which in turn improves the quality of the algorithms.

We view CrowdStrike as a prime land-and-expand model benefiting from SaaS delivery and ability to rapidly add more modules with no extra configuration or consulting needed. The long-term power of the install base should lead to strong net expansion rates as the company cross-sells additional seats (endpoints) and modules.

**Potential catalysts include:** 1) ability to maintain net expansion rates by selling additional products into its growing customer base and maintaining low churn rate; 2) new product introduction and/or traction from recently introduced modules; specifically Cloud Workload protection; 3) accelerated customer additions leveraging its multi-pronged, go-to-market approach; 4) accelerated share-shift from legacy vendors; and 5) faster-than-expected progression toward profitability driven by top-line success.

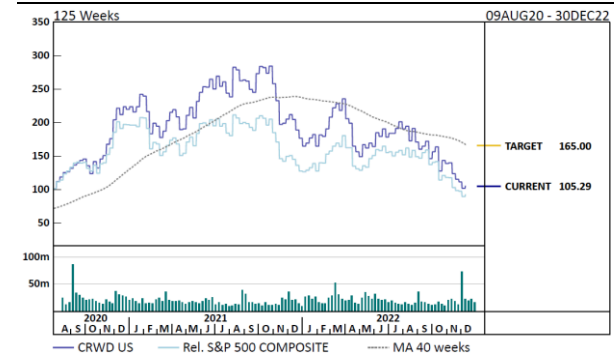
### Valuation

To derive our \$165 price target, we apply a 13.1x EV/S multiple to CY/23E revenue of \$2,952.5 million reflecting a more challenging macro environment, which remains a premium to leading growth security peers, in our view, reasonable given that our growth outlook is likely biased higher. Our price target supports an Outperform rating.

### Risks to rating and price target

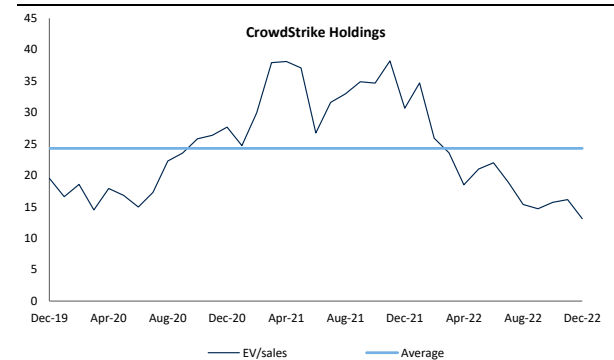
Risks to rating and price target include: 1) CrowdStrike operates in a market with competition from larger legacy competitors, like Symantec, as well as newer entrants; 2) potential pricing pressure given the crowded nature of the market; 3) CrowdStrike operates a land-and-expand model; failure to retain existing customers could be a detriment; 4) CrowdStrike has experienced rapid growth; failure to manage growth/expectations could cause operational challenges; and 5) COVID-19 could impact company operations or customer demand.

### Exhibit 13 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 14 - Forward consensus EV/sales history



Source: Factset

Most recent company note: [link](#)

## CSL Ltd. (ASX: CSL)

Royal Bank of Canada, Sydney Branch

Craig Wong-Pan (Analyst) 612 9033 3189, [craig.wong-pan@rbccm.com](mailto:craig.wong-pan@rbccm.com)

Rating: Outperform

Price Target: AUD 338.00

Closing Price: AUD 287.75

Implied All-in Return (%): 18.7

### Investment summary

**Leader in attractive market.** CSL is a well-run company with a market-leading position in plasma-derived therapies. The plasma-derived therapeutics industry is attractive to operate in given strong patient demand, the product is difficult to replicate, there are high barriers to entry and products do not face patent cliffs. CSL has a particularly strong position in the Ig market, which has been growing at 12% CAGR.

**Strong pipeline of R&D assets.** CSL has a large number of pipeline assets. We do not include any of these pipeline assets in our forecasts but estimate successful commercialisation of CSL112 could be worth an NPV of A\$24.0bn.

**Potential catalysts include:** 1) positive updates on CSL112; and 2) strong plasma collection growth.

### Valuation

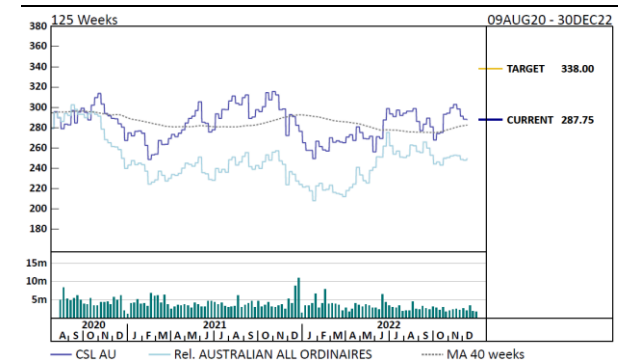
We value CSL using a DCF methodology with a 5.4% WACC, a 0.92 beta and a 3% terminal growth rate. We convert CSL's discounted US-denominated cashflows into an AUD price target using a 0.69 AUD/USD rate.

Our A\$338 price target supports an Outperform rating and is based on: 1) revenue growth of Ig 9% and albumin 7%; 2) haemophilia A revenues growing 3% per annum; 3) HAE sales decline 1% per annum; 4) Vifor's product revenues decline 50% after patents expire; 5) an R&D/sales ratio of ~10%; and 6) a selling & marketing/sales ratio of ~11.5%.

### Risks to rating and price target

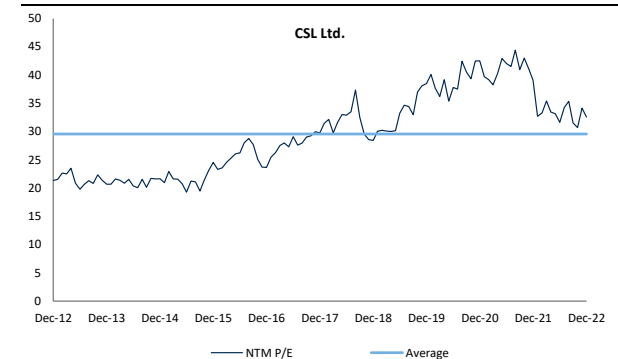
Risks to rating and price target include: 1) successful development and commercialisation of blockbuster drugs, such as CSL 112 and Hemgenix; 2) significant changes in donor fees; 3) COVID outbreaks or lockdowns in the US leading to limited plasma collected; 4) competitor products launched that take market share from CSL, such as anti-FcRn, haemophilia A gene therapies, HAE gene therapies; and 5) better or worse sales performance following Vifor's patent expiries.

### Exhibit 15 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 16 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)

## Diamondback Energy Inc. (NASDAQ: FANG)

RBC Capital Markets, LLC

Scott Hanold (Analyst) (512) 708-6354, [scott.hanold@rbccm.com](mailto:scott.hanold@rbccm.com)
**Rating: Outperform**
**Price Target: USD 182.00**
**Closing Price: USD 136.78**
**Implied All-in Return (%): 42.1**

### Investment summary

We believe FANG shares should outperform its peer group over the next 12 months. Management has built a solid Permian Basin position with a deep inventory of liquids-rich development opportunities. The company is one of a few that have amassed a combination of quality assets, strong economic growth, minerals ownership, and a water business, which collectively help to provide a competitive advantage. We believe FANG has one of the lowest cost structures in the basin and a corporate cash flow break-even (including dividend) that is among the best in the industry.

A shareholder-friendly return proposition that includes at least 75% of FCF in the form of a fixed dividend, variable dividend, and stock buybacks. Management plans to be opportunistic on buybacks when FANG shares trade at or below the implied mid-cycle valuation (\$60-65/bbl based).

The company has a runway of tier-1 inventory projects that extend more than a decade.

FANG has a track record of achieving its growth targets while spending within cash. It has a willingness and demonstrated ability to adjust activity levels quickly in response to challenging market conditions.

ESG is expected to be a continued focus in FANG's corporate strategy.

### Valuation

Our \$182/share price target is derived from a combination of evaluating forward EBITDA multiples, and our Net Asset Value (NAV). Our price target reflects: 1) a 25% premium to our \$155/share Net Asset Value (NAV), reflecting higher near-term commodity prices, similar to peers. Our NAV is a risked assessment of 3P reserves using the long-term RBC commodity price outlook of \$65/bbl (WTI), \$70/bbl (Brent), and \$3.75/Mcf (HH); and 2) a 4.8x multiple on our 2023 EBITDA estimate, fairly in line with peer EBITDA multiples.

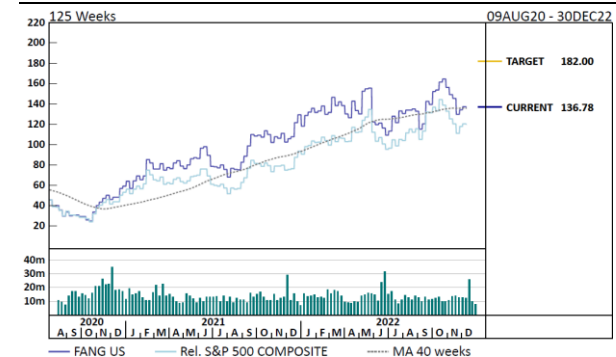
Our price target along with FANG's robust shareholder return strategy support our Outperform rating.

### Risks to rating and price target

Much of the potential in FANG shares relies on executing its development strategy on its unconventional acreage positions. Results below expectations in this area would have an adverse effect on the stock.

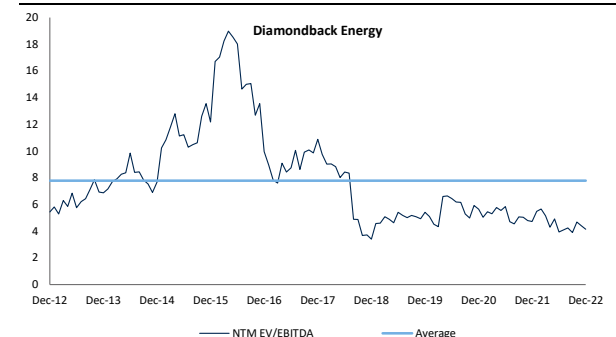
Weaker-than-expected commodity prices could cause the stock to perform below our expectations and impede achievement of our price target objective.

### Exhibit 17 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 18 - Forward consensus EV/EBITDA history



Source: Factset

**Most recent company note: [link](#)**

## DuPont de Nemours, Inc. (NYSE: DD)

RBC Capital Markets, LLC

Arun Viswanathan, CFA (Analyst) (212) 301-1611, [arun.viswanathan@rbccm.com](mailto:arun.viswanathan@rbccm.com)
**Rating: Outperform**
**Price Target: USD 79.00**
**Closing Price: USD 68.63**
**Implied All-in Return (%): 16.9**

### Investment summary

**Multiple expansion opportunity as a multi-industrial company.** Given we believe DuPont's valuation multiples could increase 2–3x should DuPont successfully market itself as a multi-industrial company, valuation multiples could move higher. DuPont notes that when comparing against other multi-industrial companies (MMM, HON, and ITW), DuPont provides similar-in-class benchmarks.

Further divestment plans post COVID-19. Considering Chairman Ed Breen's successful divestment cases at Tyco when he was CEO of that company, we believe DuPont will continue assessing its portfolio to divest unaligned businesses in order to deliver shareholder value.

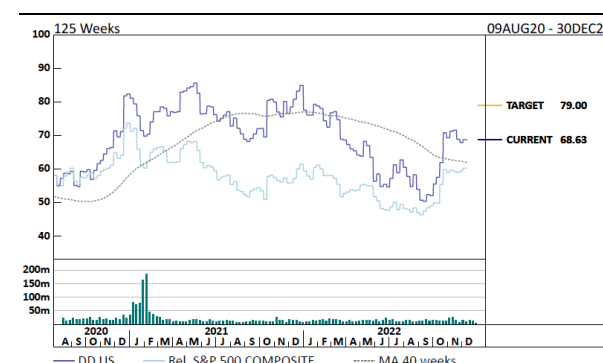
### Valuation

We value DD on a forward EV/EBITDA basis using 2023E. We apply a 13.5x multiple to our 2023E EBITDA of \$3.345B (which includes recent M&A and divestitures) to arrive at a price target of \$79/share. Despite the raw materials pricing headwind, given the portfolio transformations and buybacks, we believe DD should trade at the mid-to-high end of its historical 9-15x multiple range. Our price target supports our Outperform rating.

### Risks to rating and price target

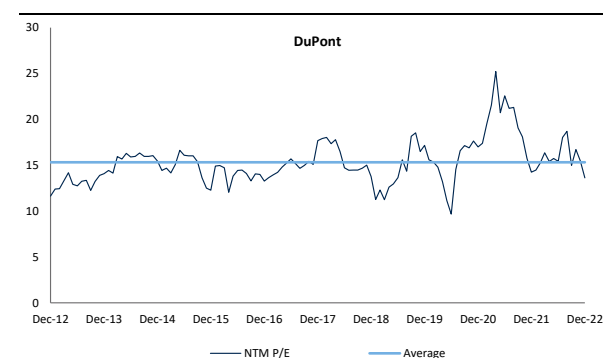
Risks to rating and price target include: 1) slower than expected cycle recovery in China and North America; 2) synergy/integration challenges; 3) further delays or failure to optimize spin strategy; and 4) further demand deterioration from COVID-19 impact.

### Exhibit 19 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 20 - Forward consensus P/E history



Source: Factset

**Most recent industry note: [link](#)**

## Element Fleet Management Corp. (TSX: EFN)

RBC Dominion Securities Inc.

Geoffrey Kwan, CFA (Analyst) (604) 257-7195, [geoffrey.kwan@rbccm.com](mailto:geoffrey.kwan@rbccm.com)

**Rating: Outperform**

**Price Target: CAD 26.00**

**Closing Price: CAD 18.45**

**Implied All-in Return (%): 43.1**

### Investment summary

**Why we rate EFN shares Outperform:** Four key themes drive our positive view of EFN: **1) attractive growth** – We forecast that EFN's EPS could grow at a mid-teens CAGR over the next five years, driven by new client wins, organic growth within existing customers, and significant returns of capital; **2) multiple potential catalysts** (see below); **3) strong defensive attributes** – EFN faces minimal credit/residual risks and tends to have long-term contracts (3–5 years) with high retention rates (~99%); and **4) attractive valuation** – we see high EPS growth as a key driver of valuation and potential valuation multiple expansion.

**Why we like the fleet management industry:** In our view, the fleet management industry has several attractive attributes, which we think, given that EFN is the largest player in North America, should provide outsized benefits to the company. Specifically: 1) the fleet management industry has high barriers to entry, which we think is partly attributable to high switching costs for customers, but also significant scale benefits; 2) the industry has a favorable competitive landscape, which we think has generally resulted in rational pricing behavior; 3) as mentioned above, the industry benefits from long-term contracts and very low client turnover/churn; and 4) the industry has strong free cash flow generation potential.

**Potential catalysts include:** 1) OEM production delays subside; 2) accelerated wins of government/self-managed and/or mega-fleet customers; 3) increased returns of capital (e.g., further dividend increases, share buybacks, etc.); and 4) continued progress successfully reopening economies, which would benefit new order activity and fleet services.

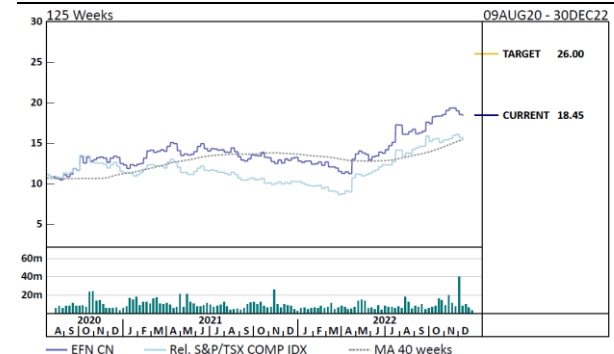
### Valuation

**Our 12-month price target is \$26/share.** Our 12-month price target is based on applying an 18x multiple to our 2024E fully diluted operating EPS forecast, which is a premium to the global fleet manager peer average. We believe a premium to global fleet management peers is warranted given factors including higher expected growth, stronger fundamentals, greater scale, and very little exposure to credit risk. Our target multiple reflects an attractive mix of strong positive fundamentals, attractive growth potential even in a recession scenario, potential catalysts (e.g., earnings upside) and defensive attributes. We believe our 12-month price target and the implied total return support our Outperform rating.

### Risks to rating and price target

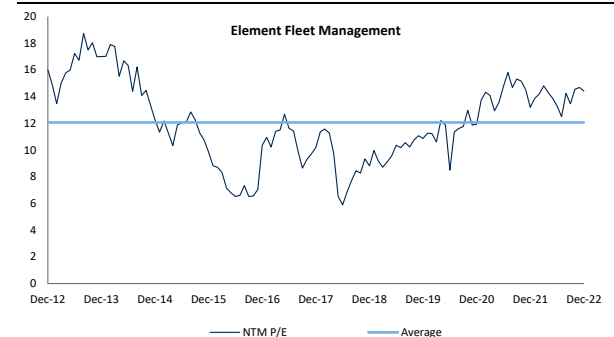
Risks to rating and price target include: 1) persisting OEM production delays; 2) a severe and prolonged economic recession; 3) increasing credit losses or customer bankruptcies; 4) key personnel departures; or 5) key customer losses.

### Exhibit 21 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 22 - Forward consensus P/E history



Source: Factset

**Most recent company note:** [link](#)



## Ferrari N V (MILAN: RACE)

RBC Europe Limited

Tom Narayan (Analyst) +44 20 7429 8594, [tom.narayan@rbccm.com](mailto:tom.narayan@rbccm.com)

Rating: Outperform

Price Target: EUR 265.00

Closing Price: EUR 200.20

Implied All-in Return (%): 32.8

### Investment summary

**Production increase on the horizon.** The launch of new vehicles like the Roma and the Purosangue should enable Ferrari to penetrate new demographics and the substantial Chinese luxury auto market. Finally, Ferrari is likely, in our view, to dramatically expand its production. It has the capacity to make 15,000 vehicles but currently makes only 10,000.

**Ferrari is a luxury stock.** Ferrari's EBITDA margins, stock price movements, and customer base are more similar to those of luxury stocks than auto OEMs. More than 40% of Ferrari owners already have at least one Ferrari and customers are largely in the growing UHNW (ultra-high net worth) and millionaire segment, similar to high-end luxury products. Furthermore, like some luxury brands, Ferrari has pricing power and loyalty, especially given the aura of exclusivity that it has garnered among its customers.

**Ferrari has an electrification strategy.** We don't envision a scenario where Ferrari sells 10,000 units in Europe (threshold where it begins to pay fines).

Moreover, Ferrari is already using electric technology to enhance performance and expects EV mix to reach 80% of vehicle sales by 2030. Longer term, we believe Ferrari can fully electrify its fleet.

**Potential catalysts include:** 1) Purosangue launch; 2) growth of UHNW and millionaire demographic; and 3) electrification trends in Europe.

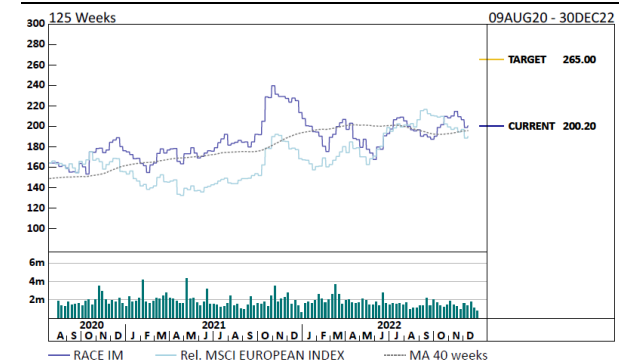
### Valuation

Our €265 price target is derived by applying a 23x multiple to our 2024E EBITDA. This multiple is derived using DCF value. We then add Industrial net cash, subtract underfunded pension liabilities, and discount back at 7% to arrive at our equity value. Our price target supports our Outperform rating.

### Risks to rating and price target

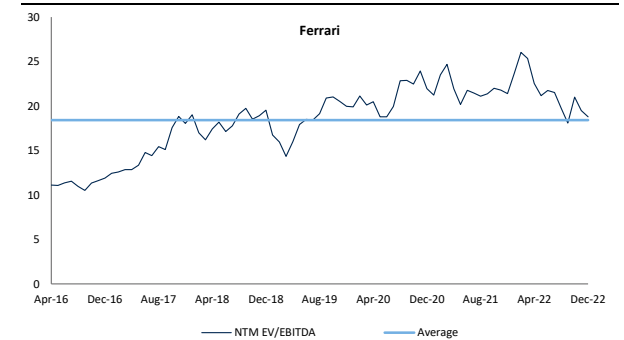
Risks to rating and price target include: 1) challenges to penetrating China; 2) electrification is not in Ferrari's DNA; and 3) premium SUV market is already hyper-competitive.

### Exhibit 23 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 24 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)

## HEICO Corporation (NYSE: HEI)

RBC Capital Markets, LLC

Ken Herbert (Analyst) (415) 633-8583, [ken.herbert@rbccm.com](mailto:ken.herbert@rbccm.com)

Rating: Outperform

Price Target: USD 175.00

Closing Price: USD 153.64

Implied All-in Return (%): 14.0

### Investment summary

HEICO is a high-quality A&D supplier. The company generates above-industry margins and its FCF conversion ranks consistently as some of the highest in the industry. Moreover, HEI has delivered ~20% top-line growth for several years, making it a long-time A&D favorite for growth investors. We believe the company identified an inefficiency in the commercial aerospace AM (PMA parts) and has built a strong commercial AM and defense electronics set of capabilities.

As the industry recovers, we believe there is a long runway for HEI's commercial business. For example, as fleets age in emerging markets and China, we believe the demand for alternative aircraft parts will increase. The pace may not be the same as it has been in established markets in North America, Europe, and North Asia, but we believe the fundamentals will support the gradual adoption of PMA parts globally. HEI does face competition from OEMs, but it remains disciplined on its PMA and DER selection process. Moreover, the company is well positioned for continued share gains in its commercial aerospace offering as the aviation industry continues to recover.

Key catalysts for HEI include potential M&A transactions and quarterly upside surprises relative to conservative estimates. We also believe that investors will be focused on the quarterly cadence of aerospace sales.

### Valuation

Our \$175 price target is based on a blend of 52x our 2024E P/E and 31x our 2024E EV/EBITDA. We believe multiples at the mid- to upper-end of the historical ranges are appropriate considering that we are in the

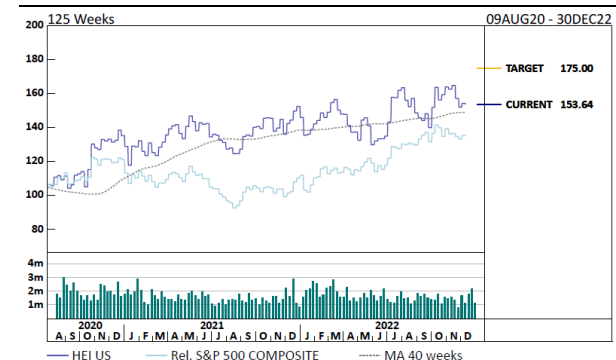
mid-stages of the anticipated aerospace recovery, and the company should see incremental upside from acquisition, not yet reflected in estimates. Our price target supports our Outperform rating.

### Risks to rating and price target

The following represent key risks to our HEI price target objective:

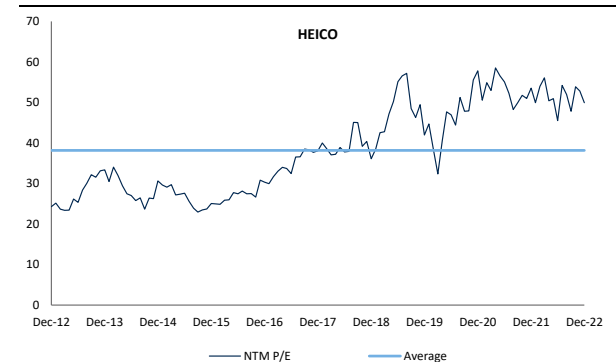
- Pace of the air travel recovery and impact of COVID-19 variants on business and leisure air travel
- Supply chain disruptions and material lead times
- Ability to hire the necessary human capital to support growth objectives and opportunities
- Airline maintenance spending plans and overall airline financial health
- Airline and aircraft part distributor inventory levels
- Airline deferred maintenance plans and availability and pricing of new and used space parts and material
- Total defense spending levels for both modernization efforts and legacy defense systems
- Timing and opportunity for foreign military sales
- Risk to FY23 defense budget contract awards and appropriation delays
- Pace of new company product and service introductions
- Pace and successful integration of future M&A activity
- Cost management and free cash flow generation
- Interest rates and the ability to access capital to support acquisition and other growth initiatives

### Exhibit 25 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 26 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)

## Inditex (MADRID: ITX)

RBC Europe Limited

Richard Chamberlain (Analyst) +44 0 20 7429 8092, [richard.chamberlain@rbccm.com](mailto:richard.chamberlain@rbccm.com)

**Rating: Outperform**

**Price Target: EUR 29.00**

**Closing Price: EUR 24.85**

**Implied All-in Return (%): 21.2**

### Investment summary

**We have an Outperform rating on Inditex and a €29 PT**

We view Inditex as a strong omnichannel fashion retailer, which historically has benefited from its speed to market and product department-driven manufacturing process. In recent years it has become more integrated between stores and online, helped by its centralised inventory pool, RFID rollout and increasing ship from store.

We favour Inditex's longer-term FCF improvement story, with a strong track record for control over working capital and lower capital intensity. This should give investors confidence that Inditex can sustain a c.5% dividend yield long term.

Inditex has historically generated a strong ROCE, which we expect it should be able to maintain at over 20%.

Inditex's strong sales densities have enabled it to earn a mid- to high-teens margin historically, which we think it can maintain.

### Potential catalysts

Inditex will report its FY results on March 15. For the full year we model sales +17% yoy in cc, or +15% versus 2019 levels, with net income 16% ahead of 2019 after the provision for Russia for the remainder of this year. We expect gross margin to be broadly stable yoy with an easy comparable for opex in the second half of Q4 (vs the effects of Omicron last year).

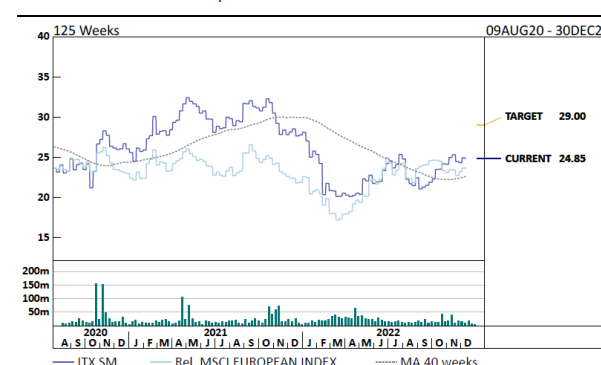
### Valuation

We use a DCF analysis to arrive at our price target for Inditex of EUR29, which supports our Outperform rating on the shares. We assume a 10-year sales CAGR of c.4% and an operating margin of c.16.5% in the terminal year. We use a WACC of 7.75%, and a terminal growth rate of 2% to account for Inditex's global reach and expansion prospects in fragmented apparel markets worldwide.

### Risks to rating and price target

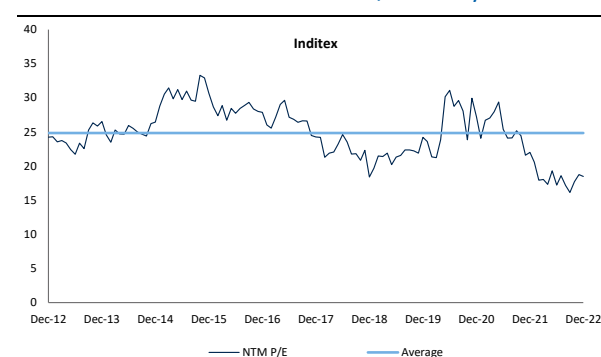
We believe Inditex has potential to achieve at least high-single-digit EPS growth on a constant-currency basis longer term. We could see downside risk to estimates if Covid related disruption in Asia is greater than we anticipate or spreads to other areas, although the competitive environment in global fashion looks fairly stable. Inditex is also leveraged to the euro exchange rate versus a basket of other currencies; a stronger EUR has in the past caused negative translation and gross margin mix effects, due to Inditex pricing higher outside the Eurozone and having a relatively high proportion of costs in euros.

### Exhibit 27 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 28 - Forward consensus P/E history



Source: Factset

**Most recent company note: [link](#)**

## Lonza Group AG (SWX: LONN)

RBC Europe Limited

Charles Weston, CFA (Analyst) +44 20 7429 8425, [charles.weston@rbccm.com](mailto:charles.weston@rbccm.com)

Rating: Outperform

Price Target: CHF 670.00

Closing Price: CHF 453.10

Implied All-in Return (%): 48.6

### Investment summary

**Market trends to remain robust.** The pharma market is growing at 6-7% pa and ongoing trends towards manufacturing outsourcing and onshoring will drive the CDMO market growth into the high single digits, in our view, with COVID vaccines adding incremental growth in 2021/22.

**Lonza is positioned at the premium end of the market.** Lonza is the largest and one of the most profitable CDMOs globally, deriving almost half of its revenues from biologics, which we expect to grow faster than the overall market, and 10% from cell and gene therapy, which could grow in the high teens pa, in our view.

**Enhanced focus and transparency complemented by a strong balance sheet.** Having divested its Water Care business in 2019 and its Specialty Ingredients division in 2021, Lonza is focused on pharma manufacturing, and the divestments have left the balance sheet with CHF1.6bn of net cash (end-'21), providing for ample strategic flexibility to invest. The company is transitioning to a new divisional reporting structure and has provided granular long-term guidance.

**Financials.** We forecast that Lonza will average 10-11% revenue growth pa, with 1-3ppts of additional growth in 2022 from the Moderna COVID vaccine. We think an improvement in group margin of c.80bps pa is achievable from divisional improvements, particularly in the CGT division, and we see operating cash conversion as remaining very strong (90%-plus) (before substantial capex investments at c.3x depreciation).

### Valuation

The mean 'EEG' of the larger Western CDMO peers is 1.5x (i.e., EV/EBITDA divided by EBITDA growth) – we apply a slight premium to this of 1.5x, implying 21x 2023/24E EV/EBITDA, which leads to our 12-18-month price target of CHF670. This is roughly equivalent to our DCF calculation at a cost of equity of 8.0-8.5% and terminal growth of 2.0%. This price target supports our Outperform rating.

### Risks to rating and price target

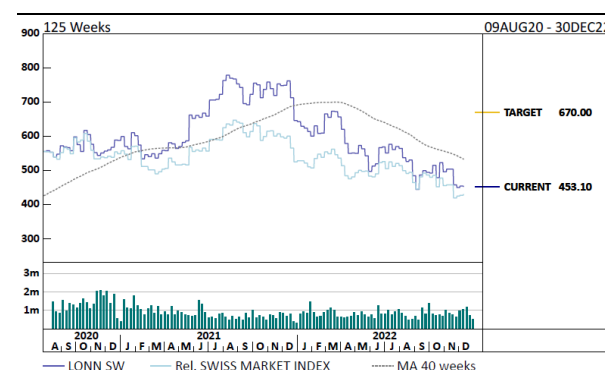
**Overcapacity.** Pharma, CDMO, CRO and VC organisations are investing heavily into biologic production, which could lead to price competition. Our analysis suggests that this is unlikely to be an issue in the foreseeable future, but it remains a perceived risk.

**IT hack.** Malicious actors have targeted the healthcare supply chain, including hacking Lonza's peer Siegfried. Lonza could also become a target, which would potentially result in the shutdown of manufacturing sites.

**COVID vaccine revenues fall away.** Having guided to CHF110m revenue in 2021 from the Moderna vaccine, it then doubled capacity at some of its plants for the product. We model CHF220 revenue for 2022, and assume half is lost in 2023, although confidence around this assumption is low.

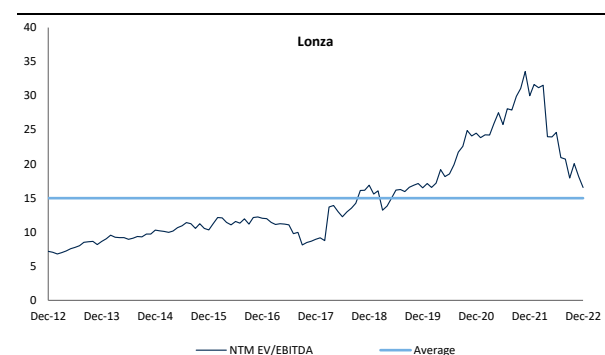
**Additional large partnerships.** Should Lonza sign new manufacturing agreements for large products, there could be upside to forecasts and to stock sentiment.

### Exhibit 29 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 30 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)

## M&T Bank Corporation (NYSE: MTB)

RBC Capital Markets, LLC

Gerard Cassidy, CFA (Analyst) (207) 780-1554, [gerard.cassidy@rbccm.com](mailto:gerard.cassidy@rbccm.com)
**Rating: Outperform**
**Price Target: USD 190.00**
**Closing Price: USD 145.06**
**Implied All-in Return (%): 34.3**

### Investment summary

We rate MTB shares Outperform for the following key reasons:

**Best-in-class management team:** M&T Bank Corporation's management team has led the company through more than 15 years of consecutive quarters of profitability.

**People's United Financial, Inc. (PBCT) acquisition:** M&T's acquisition of PBCT had modest tangible book value dilution but due to the expected long-term solid earnings accretion, it should drive long-term shareholder value.

**Allocation of capital:** We continue to believe the company is one of the best managers of capital among the top 20 banks. M&T's estimated Common Equity Tier 1 (CET1) ratio was 10.7% in 3Q22 versus 10.9% in 2Q22. In July M&T announced a \$3.0 billion stock repurchase program. In 3Q22 MTB repurchased \$600 million in common stock.

**Strong balance sheet:** M&T proved during the last recession and financial crisis that it has a very strong balance sheet. M&T was one of only two of the top 20 banks that did not cut or eliminate its dividends over the last 15 years.

**Superior underwriting standards:** The company's net charge-off (NCO) ratios have consistently been below its peer group for the past 10 years.

**Low-cost provider of bank products:** M&T recognizes that it operates in a commodity business and therefore strives to be the low-cost provider of bank products in its markets. Its efficiency ratio (total operating expenses divided by total revenues) has consistently been the lowest among the top 20 banks.

**Long-term investors rewarded:** MTB's stock price has outperformed the S&P 500 and the S&P 500 bank indices in each of the last 10- and 20-year time periods. The outperformance can be attributed to the company's focus on growing tangible book value and dividends per share.

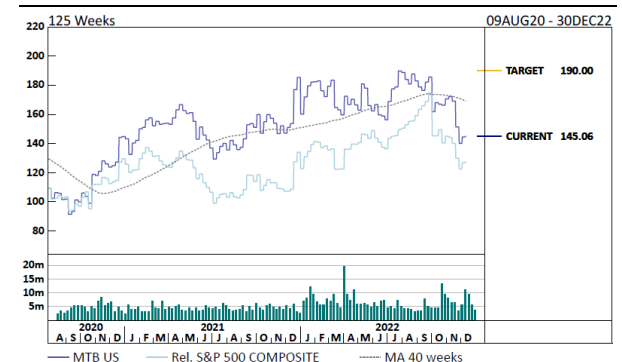
### Valuation

Our price target of \$190 is 10.0x our 2023 EPS estimate, 1.29x 4Q23E book value, and 2.06x 4Q23E tangible book value. These multiples are consistent with the highest quality banks in the peer group. Our price target primarily reflects our profitability and risk assessment of the company relative to a peer group of similar companies, as well as current market concerns regarding an economic slowdown. Our price target and implied return support our Outperform rating.

### Risks to rating and price target

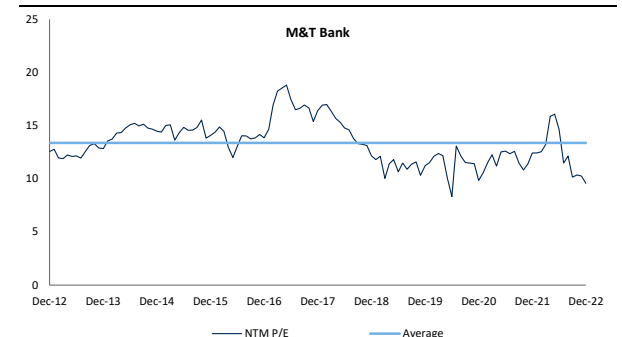
We believe aggressive monetary tightening by the Federal Reserve which results in driving the US economy into a recession in 2023 is the key risk for the company, our rating and price target. A recession would bring on elevated levels of credit losses, which would depress earnings.

### Exhibit 31 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 32 - Forward consensus P/E history



Source: Factset

**Most recent company note:** [link](#)



## Mastercard Inc. (NYSE: MA)

RBC Capital Markets, LLC

Daniel R. Perlin, CFA (Analyst) (410) 625-6130, [daniel.perlin@rbccm.com](mailto:daniel.perlin@rbccm.com)

Rating: Outperform

Price Target: USD 392.00

Closing Price: USD 347.73

Implied All-in Return (%): 13.3

### Investment summary

We believe MA is a core long-term holding and an “indexed” way to play payments and benefit from three global secular mega-trends including: 1) global consumption; 2) global digitization of payments; and 3) global innovation, which is creating new payment flows.

We note that ~67% of its TAM is from new payment flows, beyond the classic cash to card conversion, while we forecast service revenues to grow 2x the carded-market and are heavily focused on cyber-intelligence/security and data analytics/services, both long-term secular themes.

Assuming a more normalized macro spending environment, which includes a resumption of travel spending, we estimate ~\$1B of incremental revenues are embedded in the model.

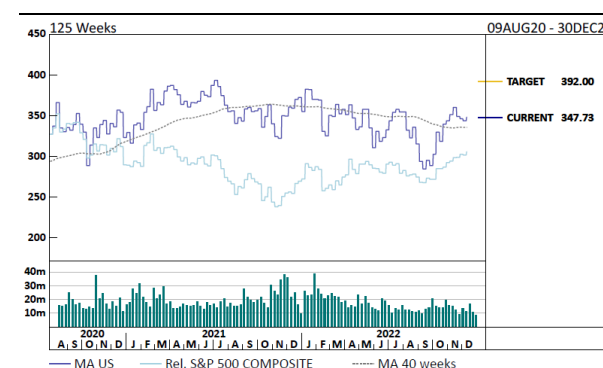
### Valuation

Our price target of \$392 is 32x our CY23 EPS estimate, generally in line with its historical average. Underlying our estimates are expectations for: 1) near-term pressure before a rebound to double-digit growth in purchase volumes, with modest pricing and secular growth; 2) double-digit increases in transaction revenues; 3) near-term pressure on cross-border revenue growth; and 4) relatively flat client incentives as a percentage of gross revenues. Our price target supports our Outperform rating.

### Risks to rating and price target

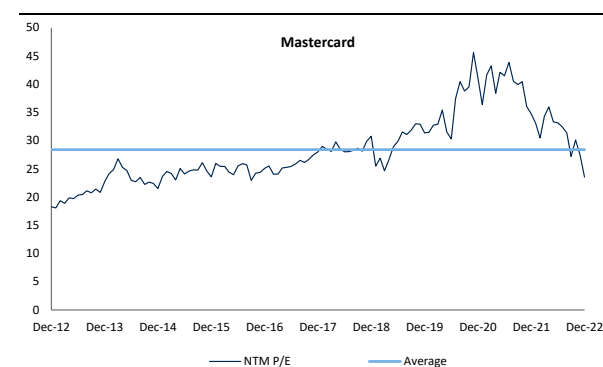
A slowdown in payment volumes and cross-border travel (from such things as the current pandemic), increased regulatory scrutiny or a pushback from large financial institutions on pricing could impede our price target and rating.

### Exhibit 33 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 34 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)

## Meta Platforms, Inc. (NASDAQ: META)

RBC Capital Markets, LLC

Brad Erickson (Analyst) (503) 830-9488, [brad.erickson@rbccm.com](mailto:brad.erickson@rbccm.com)
**Rating: Outperform**
**Closing Price: USD 120.34**
**Price Target: USD 150.00**
**Implied All-in Return (%): 24.7**

### Investment summary

In possessing both the largest user base as well as the deepest amount of knowledge (data) of that user base, we believe META can compound 15–20%+ earnings growth once it gets through its currently elevated investment cycle around AI which is aimed to both drive engagement share gains while also restoring it to being the dominant player in social media with structural advantages around ad targeting.

### Valuation

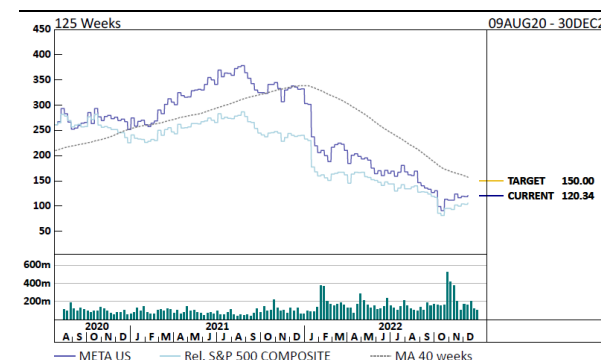
Meta trades at a discount to the broader internet group, which is largely a function of views around core market maturity and laws of large numbers. This discount is likely to persist given the undeniable size of the core business, but the gap should maintain or narrow depending on META's ability to demonstrate stability in its ad business relative to the Apple-related disruption around signal loss.

Our PT of \$150 supports our Outperform rating and is based on 7.5x EV/'23E EBITDA and 18x P/'23E EPS. Our target multiple is below the peer group due to high market penetration and sheer size, but we think reasonable for the LT secular growth and compounding earnings power of the core business.

### Risks to rating and price target

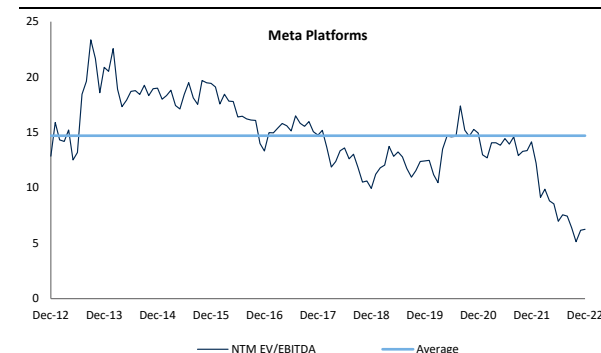
These include regulation, user privacy mandates implemented by either governmental agencies or competing ecosystem providers, competition from existing social platforms or potentially other large technology players, public perception that could lead to a decline in usage, and a macroeconomic downturn.

### Exhibit 35 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 36 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)

## Nutrien Ltd. (NYSE: NTR)

RBC Dominion Securities Inc.

Andrew D. Wong (Analyst) (416) 842-7830, [andrew.d.wong@rbccm.com](mailto:andrew.d.wong@rbccm.com)

Rating: Outperform

Price Target: USD 120.00

Closing Price: USD 73.03

Implied All-in Return (%): 67.0

### Investment summary

Nutrien is the world's largest fertilizer producer and ag input retailer, formed through the merger of Agrium and PotashCorp in January 2018. We believe the company has built the most diverse, vertically integrated agricultural input business with an attractive earnings profile, growing free cash flows, and solid balance sheet.

### Potential catalysts

We expect Nutrien to generate more than \$18B in excess cash (after dividends) through 2025, which should be deployed through a combination of share buybacks, dividend increases, and accretive Retail M&A. We expect the company to continue regular share buybacks and dividend increases.

Nutrien plans to re-start idled potash capacity, raising production potential to 18Mt by 2025, up from 15Mt in 2022. The additional capacity can be brought online for relatively low capex (~\$200/tonne) and incrementally at ~1Mt per year, with flexibility to respond to changing market conditions.

In nitrogen, the company has several moderate debottleneck and brownfield projects to add ~1Mt product capacity through 2025, raising potential production to ~12Mt, from 11Mt. Additionally, Nutrien is considering building a greenfield clean ammonia facility in Geismar, Louisiana, utilizing carbon capture technology to produce ammonia with ~90% less carbon than with traditional technology.

Nutrien expects to grow the Retail distribution segment through acquisitions in North America and Brazil, spending ~\$300-500M annually. We believe the company will continue the roll-up strategy in North America, while in Brazil there could be a combination of greenfield and accretive acquisitions.

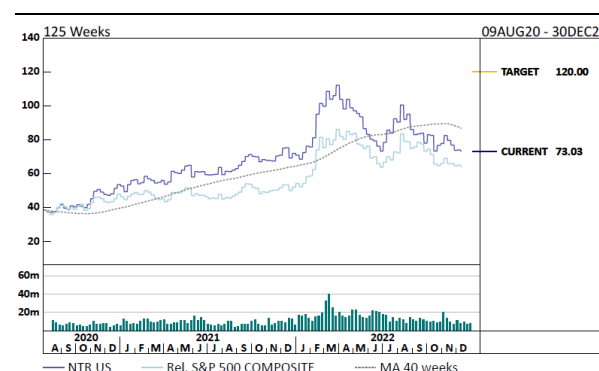
### Valuation

We arrive at our \$120 price target by attributing an equal weighting to our SOTP EV/EBITDA and DCF valuation. Our SOTP EV/EBITDA analysis applies a multiple based on a sum-of-the-parts analysis of our 2025E EBITDA and equity earnings. We apply a 7.0x multiple to the Nitrogen, Phosphate, and Potash segments to reflect peak low valuations, and a 9.0x multiple to Retail. These multiples are in line with peers. Our DCF valuation uses a 9% and 8% real discount rate for Wholesale and Retail segments, respectively. The implied return to our price target supports our Outperform rating.

### Risks to rating and price target

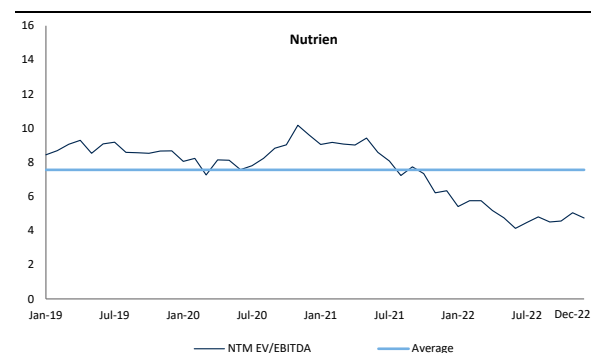
Risks to rating and price target include: 1) unpredictable weather events in North America or international markets can have an adverse impact on demand for agricultural inputs; 2) currency fluctuations can have a significant impact on earnings, as Nutrien has operations in the US, Canada, and other foreign countries; 3) fertilizer prices can be volatile and have a significant impact on profitability; and 4) Nutrien uses natural gas sulphur and other inputs in producing fertilizer products; changes in the price of these inputs can have an impact on earnings.

### Exhibit 37 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 38 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)

## Palo Alto Networks, Inc. (NYSE: PANW)

RBC Capital Markets, LLC

Matthew Hedberg (Analyst) (612) 313-1293, [matthew.hedberg@rbccm.com](mailto:matthew.hedberg@rbccm.com)
**Rating: Outperform**
**Price Target: USD 233.00**
**Closing Price: USD 139.54**
**Implied All-in Return (%): 67.0**

### Investment summary

Palo Alto Networks is a provider of next-generation network and endpoint security. The company should be able to grow into a growing network and endpoint security market by expanding within its customer base while increasing its reach to new customers through a larger portfolio, geographical expansion, and share shift. We view Palo Alto as well positioned to benefit from an increasingly complex security and threat landscape and as an industry leader in security.

**Growth drivers include:** 1) above-market growth opportunity by taking share from legacy security vendors; 2) land, expand, and retain strategy for maximizing value from existing install base; 3) potential market gains from a disruptive subscription business; 4) international growth opportunities; 5) opportunity for margin expansion through economies of scale; and 6) benefits from the increased focus on data security due to ongoing breaches and increased regulation.

### Valuation

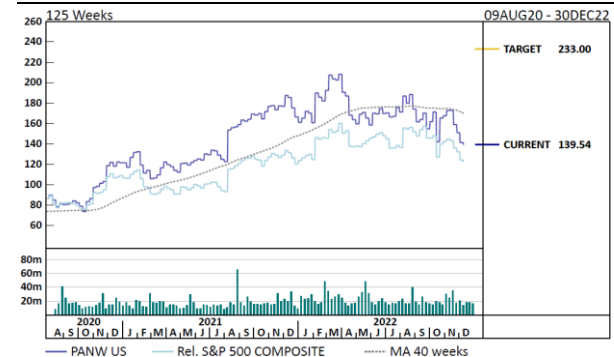
Our \$233 price target assumes that shares trade at an EV/FCF multiple of 34x our CY/23 estimate, a slight premium to contracted LC peers.

Our price target and multiple reflect our confidence in the momentum of next-gen billings and durability of network security given improved consistency as well as new visibility provided for the strategic outlook. On an EV/recurring revenue basis, our price target reflects 14x our CY/23 estimate, in line with similarly growing peers. The implied return to our price target supports our Outperform rating.

### Risks to rating and price target

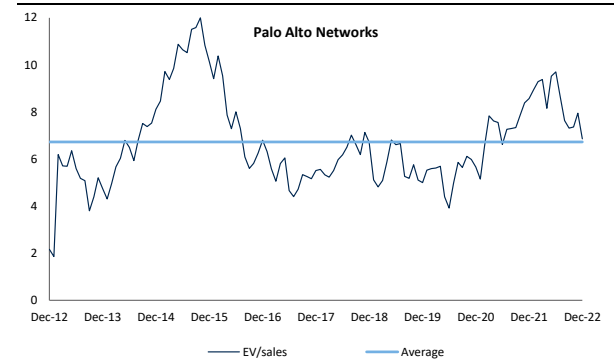
Risks to rating and price target include: 1) improvements around the product line and impact from sales incentives to drive product growth are taking longer than expected; 2) the macro environment remains uncertain; although the security market remains robust, a slowdown in global activity could hinder results; 3) dependency on channel partners is significant and concentrated among several large global distributors; 4) Palo Alto could face increased competition as it continues to take share either from legacy providers or new entrants to the security market; and 5) the company could encounter operational difficulties as it attempts to continue to rapidly increase in scale.

### Exhibit 39 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 40 - Forward consensus EV/sales history



Source: Factset

Most recent company note: [link](#)

## PG&E Corporation (NYSE: PCG)

RBC Capital Markets, LLC

Shelby Tucker, CFA (Analyst) (212) 428-6462, [shelby.tucker@rbccm.com](mailto:shelby.tucker@rbccm.com)
**Rating: Outperform**
**Price Target: USD 19.00**
**Closing Price: USD 16.26**
**Implied All-in Return (%): 16.9**

### Investment summary

In the long term, we see significant upside potential if the company is able to execute on its plans and improve investor and rating agency confidence. Near-term, we believe a discounted P/E multiple is warranted due to an untested AB 1054, though this should provide better protection relative to the past. Any potential for further material wildfire liabilities could sour regulators and politicians. Our Outperform rating is predicated on a reasonable application of AB 1054 during this wildfire season, should the need arise, which should allow some of the discounted stock valuation to subside.

### Potential catalysts

**Execution of plan under new management.** With all but three board members being refreshed and a new CEO, all eyes will be on management. Execution of the company's Lean Operating System (LOS) and wildfire plans will be essential in terms of improving the company's perceived risk profile, which could lead to greater confidence from investors and rating agencies.

**Upside to capital expenditure program.** Current capital forecasts include spend above authorized amounts. Potential recovery of these investments in the future may result in greater rate base growth. Approval of undergrounding wiring would provide a boost of confidence.

**CA regulatory environment.** Constructive outcomes for rate cases as well as approval of additional capital investments may accelerate growth at the utility.

**CA emissions targets and electrification.** Statewide emissions goals as well as local efforts to decarbonize may promote electric systems over gas systems, resulting in impacts on gas customer counts.

**Reintroduction of a dividend.** We expect PCG to start paying a dividend mid-2023. This should prompt income investors to add PCG to their portfolios.

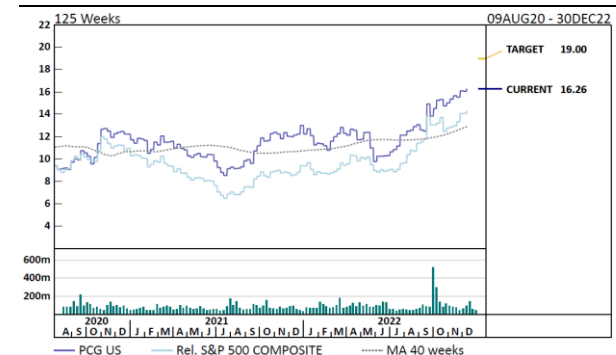
### Valuation

We arrive at our \$19 price target by applying a 15.6x P/E to our 2023 EPS estimate. Our target multiple is a material discount to our base electric target P/E multiple of 20.1x, which we believe is warranted due to an untested AB 1054 and the potential selloff of Wildfire Fund shares. Our price target supports our Outperform rating.

### Risks to rating and price target

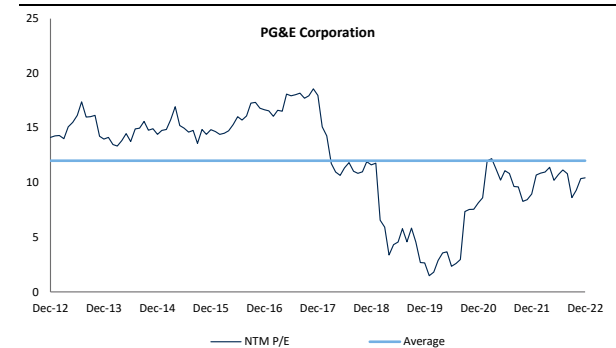
Risks to rating and price target include: 1) negative change in California regulatory environment; 2) additional fines or penalties that are unexpected related to safety matters; 3) utility causes large-scale wildfire; 4) unplanned reduction in the capital spending program; and 5) CA electrification efforts result in fewer gas customers.

### Exhibit 41 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 42 - Forward consensus P/E history



Source: Factset

**Most recent company note: [link](#)**



## R1 RCM Inc. (NASDAQ: RCM)

RBC Capital Markets, LLC

Sean Dodge, CFA (Analyst) (615) 372-1322, [sean.dodge@rbccm.com](mailto:sean.dodge@rbccm.com)

Rating: Outperform

Price Target: USD 14.00

Closing Price: USD 10.95

Implied All-in Return (%): 27.9

### Investment summary

R1 RCM, Inc. helps both acute-care and ambulatory providers better manage their revenue cycles—their offerings range from software modules that clients can install and run themselves to full outsourcing. RCM outsourcers, like R1, leverage their own operational expertise and shared resources to drive efficiencies and economies of scale. Healthcare providers benefit by offloading these increasingly expensive, non-core functions, freeing up time to focus on delivering higher-quality patient care. Increasingly complex regulations and rising costs are driving increased demand for these services. Notably, findings from our recent survey of hospital executives show 32% of respondents said they are planning to outsource more of their RCM processes over the next 3 years.

Currently, the majority of R1's revenue comes from its largest customer, Ascension. The company has spent the last few years optimizing Ascension's RCM operations, and in the process, has enhanced its product offering and operational expertise—both helping pave the way for future expansion. Over the last four years, R1 has signed ~\$25B of non-Ascension NPR, more than doubling its base and increasingly demonstrating its ability to commercialize its offerings outside of its core client footprint.

### Potential catalysts

**More contract/NPR Wins.** As R1 continues to add new clients and contracts, it both helps further diversify its base and provides additional proof-points it is able to commercialize its offerings beyond its core customers. Management did recently announce it is expanding its

annual new NPR deployment capacity to \$9B, from \$5B previously, signaling its increasing confidence in both the LT demand environment as well as its relative competitiveness.

### Improving EBITDA margin via tech investments.

Management generated approximately \$20M of EBITDA in 2020 from implementing robotic process automation to automate redundant tasks. The company continues to invest in RPA and other technologies and expects them to contribute another incremental \$25M+ in 2022. Further demonstrating these solutions are working and generating savings could provide a lift to both margins and share price.

### Valuation

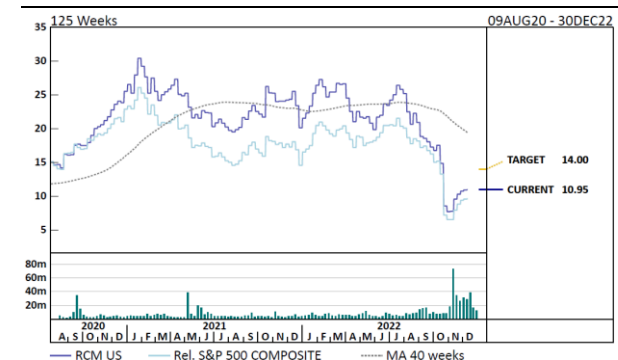
Compared to its HCIT and outsourced services peers, RCM: 1) features a more stable, defensive revenue and earnings stream; 2) should grow EBITDA/EPS at a rate nearly 2x the group average over the next 3 years; and 3) given the contracts/NPR it has recently signed, has better forward visibility on growth. However, the company laid out a string of near-term challenges and headwinds that will likely result in a drag on revenue/margins into '23, and at the very least, will add more volatility to earnings. We believe our \$14 price target, which is based on RCM trading at 12x our 2023 EBITDA estimate, which is still 2-3x below peers and adequately reflects that risk. Our valuation work and price target support our Outperform rating.

### Risks to rating and price target

Risks to our Outperform rating and price target include significant customer concentration, prolonged impact

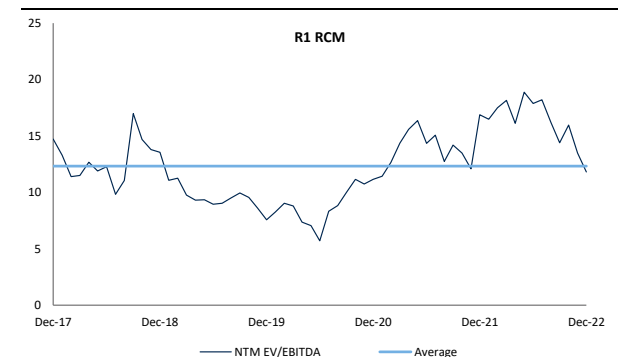
from the COVID-19 pandemic, competition, product concentration, and a lingering negative reputation from prior lawsuits.

### Exhibit 43 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 44 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)

## Restaurant Brands International Inc. (NYSE: QSR)

RBC Capital Markets, LLC

Christopher Carril (Analyst) (617) 725-2109, [christopher.carril@rbccm.com](mailto:christopher.carril@rbccm.com)
**Rating: Outperform**
**Price Target: USD 80.00**
**Closing Price: USD 64.67**
**Implied All-in Return (%): 26.5**

### Investment summary

Despite above-average global system sales growth and accelerating comp growth at Burger King and Popeyes, QSR's valuation remains in line with the global "all-franchised" restaurant peer group average, driven in large part by continued weakness at Tim Hortons (responsible for ~50% of total op. profit). While we believe that TH sales improvement remains the primary catalyst for QSR shares, we see the combination of BK-driven, near-best-in-class unit growth (normalized 5%+), current momentum at PLK, significant scale, and potential to add brands in the future as key positives for a stock that in our view remains attractively valued.

**Potential catalysts include:** 1) acceleration in Tim Hortons same-store sales; 2) improvement in TH contribution to overall EBITDA growth; 3) a significant brand acquisition; and 4) material acceleration in PLK unit development.

### Valuation

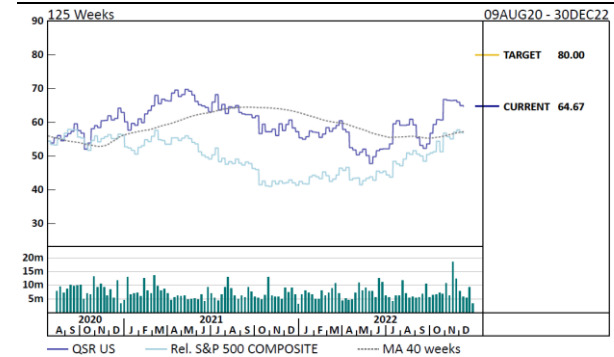
Our price target of \$80 is based on an 18.5x multiple, which is below QSR's peer group (e.g. MCD, YUM, DPZ) average, applied to 2023E EBITDA of ~\$2.6B. Our price target equates to ~24.5x 2023E EPS and a 4.5% FCF yield.

We believe QSR deserves a multiple closer to in line with the peer group average given its improving comp performance at Tim Hortons, solid unit growth (historically >5%) and M&A optionality. Its among best-in-class dividend yield also supports our valuation. Our price target supports our Outperform rating.

### Risks to rating and price target

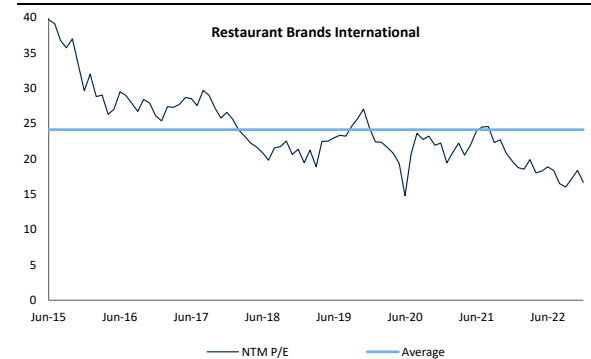
Risks to rating and price target include: 1) COVID-19-related risks may continue to impact top-line, margins, and cash flow longer than expected; 2) as with most restaurant company stocks, worse-than-expected same store sales can negatively impact valuation. Risk factors for same store sales include: macro/consumer headwinds; increased competition; declining consumer demand for the brand. In the case of QSR, we see particular attention in the near term paid to SSS of the Tim Hortons brand; 3) unit growth—a key long-term top-line driver for the company—could be impacted by increasing competition for real estate, changes in development costs or from shifts in overall demand for the brand; 4) interest rates can also affect valuation for highly/all-franchised restaurant models, particularly those with higher levels of leverage; and 5) for global restaurant companies, foreign currency exchange risk can have a meaningful impact on revenue and earnings.

### Exhibit 45 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 46 - Forward consensus P/E history



Source: Factset

**Most recent company note: [link](#)**

## S&P Global Inc. (NYSE: SPGI)

RBC Capital Markets, LLC

Ashish Sabadra (Analyst) (415) 633-8659, [ashish.sabadra@rbccm.com](mailto:ashish.sabadra@rbccm.com)

**Rating: Outperform**

**Price Target: USD 434.00**

**Closing Price: USD 334.94**

**Implied All-in Return (%): 30.5**

### Investment summary

We believe that the strategic INFO acquisition should accelerate the normalized revenue growth profile and deliver double-digit earnings growth driven by upside to revenue and cost synergies. Complementary data assets powered by Cloud and AI/ML should enable predictive actionable insights from disparate data assets and distribution at scale. Importantly, the transformative acquisition should propel SPGI's ESG offerings and private company offerings. Separately, SPGI guided to \$12bn+ of share repurchases in FY22, along with near-term cost takeout initiatives that could drive upside to FY23 EPS.

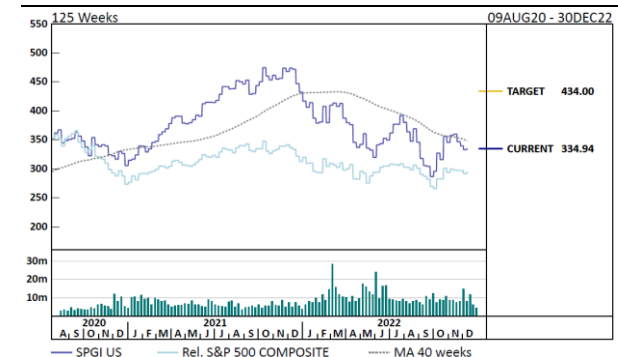
### Valuation

Our price target of \$434, which supports our Outperform rating, is based on ~33x our FY23E EPS, in line with the 2-year average, as the diversified business model, accelerated cost takeout, and large share repurchase help to limit downside risk to earnings posed by recent weakness in credit issuance.

### Risks to rating and price target

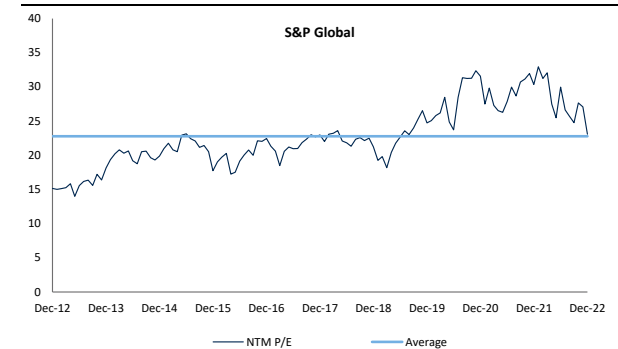
Risks to rating and price target include: 1) a significant decline in credit issuance; 2) increased competition for market data; 3) slowdown in demand for Platts; 4) challenges in integrating acquisitions; and 5) decline in AUM linked to SPGI indices.

### Exhibit 47 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 48 - Forward consensus P/E history



Source: Factset

**Most recent company note: [link](#)**

## SBA Communications Corporation (NASDAQ: SBAC)

RBC Capital Markets, LLC

Jonathan Atkin (Analyst) (415) 633-8589, [jonathan.atkin@rbccm.com](mailto:jonathan.atkin@rbccm.com)

Rating: Outperform

Price Target: USD 330.00

Closing Price: USD 280.31

Implied All-in Return (%): 18.7

### Investment summary

We expect SBAC shares to outperform based on:

Tower operators are poised for robust site-leasing on strong overall contributions from the national carriers.

The tower business remains fundamentally decoupled from macroeconomic pressures, as wireless 4G and subsequent deployment of mobile 5G spectrum is a competitive necessity for the major carriers.

SBAC uniquely benefits among the national tower operators from its higher exposure to US macro tower leasing drivers, with relatively less exposure to international markets with choppy operating trends or small cells/fiber operations with an uncertain profile.

**Potential catalysts include:** 1) if national carrier leasing activity is faster than anticipated, or the company sees outsized contributions from the construction of a fourth facilities-based network, SBAC could see growth in excess of current forecasts; and 2) the deployment of C-Band or other frequencies in support of mobile 5G could act as an additional driver of site leasing.

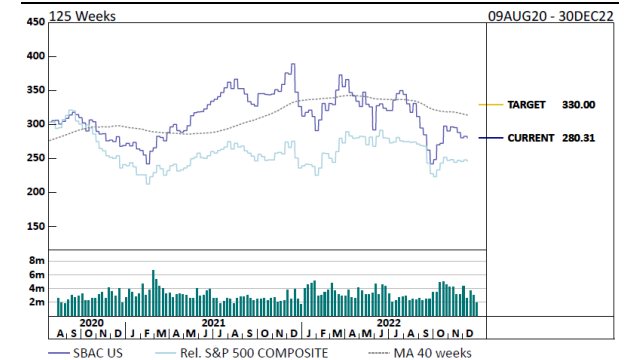
### Valuation

Our price target of \$330 is based on a blended ~24x forward P/AFFO multiple applying a ~25x multiple to US cash flows and a ~21x multiple to international tower cash flows (consistent with the approach we use for AMT). Our price target supports an Outperform rating, as well as the buildout of a fourth facilities-based nationwide network, and deployment of C-band as the basis of mobile 5G infrastructure.

### Risks to rating and price target

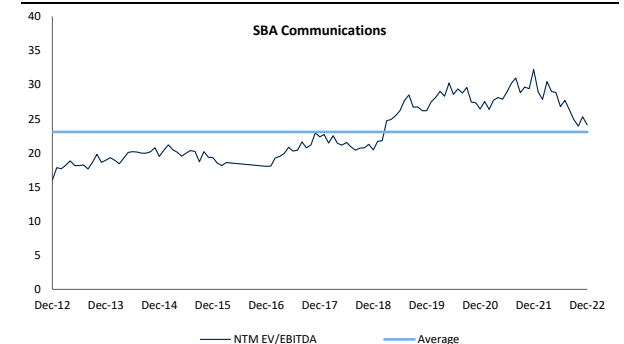
Risks to rating and price target include: 1) higher churn from carrier consolidation or lease non-renewals could mute SBAC's growth rate vs. peers; 2) should small-cell deployments by carriers begin to encroach on the lease-up opportunity for macro sites, we believe this pressures our site-leasing growth forecasts since SBAC does not operate a small-cell business; and 3) should SBAC see slower-than-anticipated leasing demand, or macro-related pressures in its international segment, this could mute the company's anticipated growth.

### Exhibit 49 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 50 - Forward consensus EV/EBITDA history



Source: Factset

Most recent company note: [link](#)

## Siemens AG (XETRA: SIE)

RBC Europe Limited

Mark Fielding (Analyst) +44 20 7002 2128, [mark.fielding@rbccm.com](mailto:mark.fielding@rbccm.com)

Rating: Outperform

Price Target: EUR 155.00

Closing Price: EUR 129.64

Implied All-in Return (%): 22.3

### Investment summary

Siemens has become a simpler business over the last 10-15 years, but all the change has made past performance hard to understand. We have analysed in detail the underlying performance of the continuing "new" Siemens over the last 15 years. This shows above sector growth and margin progress across the cycle, and one of the most resilient companies in downturn phases. This does not tally with a continued sector P/E discount of 15-20%.

**Outperforming the sector through the cycle:** Our analysis shows that "new" Siemens has not just outgrown "old" Siemens since 2006, but also the sector. It has delivered a 2006-21 sales CAGR of +4.2% vs the sector +3.6% and old Siemens +2.9%. And profit margins have risen by ~500bps such that the Industrial business is slightly better than the sector average. This supports our base case for ongoing growth in the 5-7% target range and further margin expansion.

**And "new" Siemens is resilient in downturn phases:** While our base case is for further positive progress, given wider geo-political concerns we also considered recessionary risks. Our modelling of the new Siemens industrial business shows it is much less cyclical than average for our coverage. Over the past three industrial downturn phases since 2007 its sales have never fallen by more than -2% and its margins by less than 100bps. This is versus a sector average -7% sales fall and 160bps margin decline.

### Valuation

We value Siemens on a target P/E of 17x 23E, which is slightly above our sector average given our analysis

shows Siemens continuing business as a through cycle outperformer versus the sector from an operational standpoint. It gives a valuation of €155 per share. P/E is a fair multiple to use in our view given the complicated nature of the group and its underlying net debt / EBITDA being at ~1x in line with the sector average. Our price target supports our Outperform rating on the stock.

### Risks to rating and price target

**Economic cycle:** Siemens continues to see growth reflecting its strong order backlog, but if the macro backdrop were to worsen it could impact this assumption.

**Cost flexibility:** Siemens' size, complexity and board-level representation from labour unions mean that it has historically not been very agile with its cost basis. Siemens has been changing this, but it remains a factor.

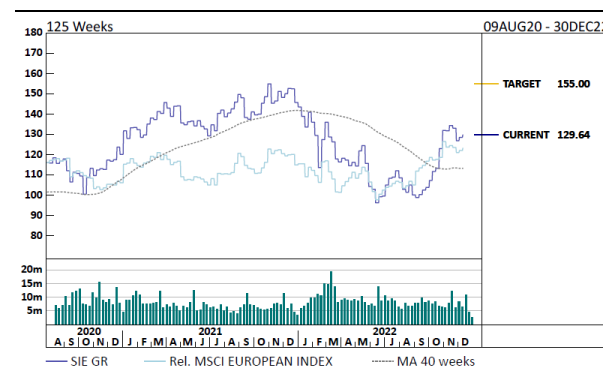
**Supply chain:** There continue to be supply chain constraints. Siemens' outlook assumes some continued normalisation, which if it did come through would be negative.

**Sector de-rating:** Further concerns of a deep recession could precipitate a general sell-off and de-rating in the industrials sector, thus affecting Siemens' valuation.

**Siemens could suffer indiscriminate buying/selling pressure:** Siemens is a highly liquid proxy for industrial Europe and could be bought or sold by portfolio managers wanting to increase or reduce European industrial or European cyclical exposure. The share is also a major component of Germany's DAX Index.

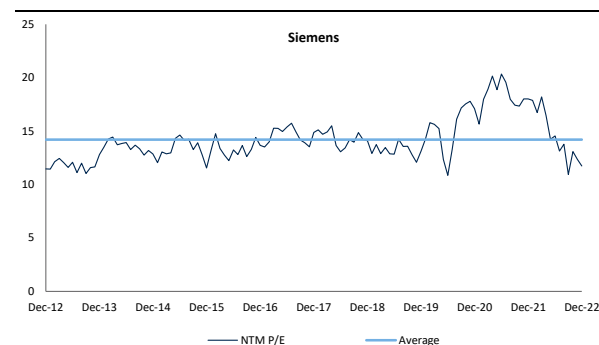
**Covid-19 impact:** The business is now largely recovered, but any renewed lock downs (e.g. in China) could still be a further negative. Short-cycle businesses (DI and SI) have seen challenges, most notably in China, Germany and Italy.

### Exhibit 51 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 52 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)



## TELUS Corporation (TSX: T; NYSE: TU)

RBC Dominion Securities Inc.

Drew McReynolds , CFA, CA, CPA (Analyst) (416) 842-3805, [drew.mcreeynolds@rbccm.com](mailto:drew.mcreeynolds@rbccm.com)

Rating: Outperform

Price Target: CAD 34.00

Closing Price: CAD 26.13

Implied All-in Return (%): 35.3

### Investment summary

We view 2022 as a pivotal turning point for TELUS as the company transitions into a new post-FTTH build / 5G phase. We expect the company to emerge in 2023 with a distinctively different financial and operational profile relative to most global telecom peers. As FTTH coverage reaches ~85%-90% of the targeted broadband footprint by the end of 2022, enhanced capex flexibility should enable TELUS to capitalize on 5G without meaningful capital constraints, opportunity costs or FCF impairment. Longer term, under certain operational and regulatory conditions, we see strong strategic and financial rationale for TELUS to explore a transformational re-organization that can fully unlock the value of core infrastructure assets and core technology assets.

**Potential catalysts for the stock include:** 1) greater-than-expected wireline subscriber traction driven by FTTH expansion; 2) better-than-expected efficiencies and operating leverage resulting in higher margins; 3) an easing of Alberta headwinds resulting in improved business market performance; 4) stronger-than-expected improvement in wireless ARPU growth; 5) greater-than-expected step-down in consolidated capex intensity over the medium term; and 6) the crystallization of TELUS Health and/or TELUS Agriculture & Consumer Goods.

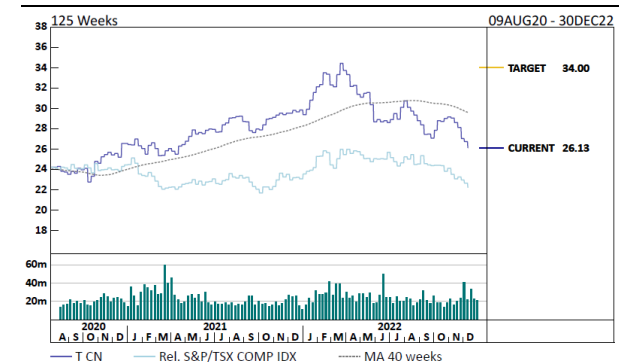
### Valuation

The implied total return to our \$34 price target supports our Outperform rating. To derive our target, we take the average of three approaches: 1) applying a 21.0x multiple to our blended two-year forward adjusted EPS estimates; 2) applying a target EV/EBITDA multiple of 8.5x to our blended two-year forward EBITDA estimates for TELUS Technology Solutions and factoring in our one-year target for TELUS International; and 3) discounted FCF through 2030E factoring in a WACC of 8.5% and a terminal growth rate of 1.75%. We believe our target multiples are consistent with the company's growth and risk profile relative to Canadian peers, and a higher interest rate environment.

### Risks to rating and price target

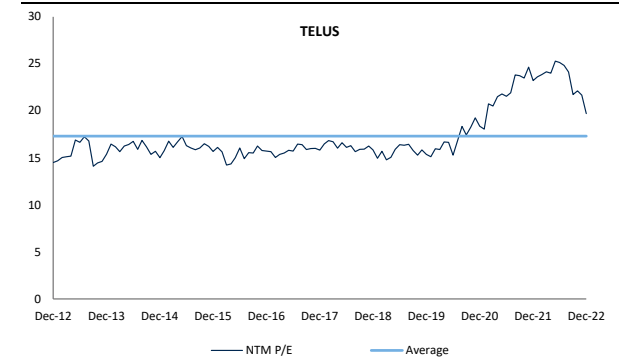
Risks to the shares reaching our one-year price target and Outperform rating are: 1) a prolonged and/or significant economic downturn; 2) a sustained increase in wireless competition and/or unexpected change in regulation resulting in higher churn and/or accelerated declines in postpaid ARPU; 3) inability to realize additional cost savings to improve wireline margins; 4) higher-than-forecast spectrum outlays; 5) emergence of irrational pricing in residential telephony, television, and/or Internet; and/or 6) higher interest rates and/or a reversal in fund flows out of the sector.

### Exhibit 53 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 54 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)

## Veeva Systems Inc. (NYSE: VEEV)

RBC Capital Markets, LLC

Rishi Jaluria (Analyst) (415) 633-8798, [rishi.jaluria@rbccm.com](mailto:rishi.jaluria@rbccm.com)
**Rating: Outperform**
**Price Target: USD 225.00**
**Closing Price: USD 161.38**
**Implied All-in Return (%): 39.4**

### Investment summary

We like shares of Veeva for four primary reasons:

**Veeva's domain expertise and deep customer relationships** have created a market leadership position and a sustainable economic moat, limiting the threat of competition. As a result, Veeva has one of the highest average revenues per customer in software (~\$1.6M last year).

**We see multiple growth drivers for Veeva** to maintain 20%+ subscription growth, including CDMS, Data Cloud, and Vault OLS (Outside of Life Sciences). We believe Veeva has a large TAM that will continue to grow with new products and that Vault, Veeva's content management platform, is a continued engine for innovation.

**Veeva's financial model is best-in-class**, with a leading blend of growth and profitability. Veeva continues to show 20%+ organic subscription growth, while also seeing FCF margins approach 40% (which places Veeva in rare territory among SaaS companies), making Veeva a consistent "Rule of 40" company. This is the result of Veeva's product-led growth, fiscal discipline, and its unique GTM motion of the "Veeva Way", which involves slowly driving adoption through reference selling.

**The life sciences market is attractive**, as it is a defensive industry that is also rather profitable (pharmaceutical companies have software-like gross margins of 70%+) and technology-forward (with the pandemic accelerating digital transformation initiatives).

One key feature of life sciences is that the industry is more collaborative than others, which makes reference selling a key part of the GTM model. In addition, Veeva's blue chip customer base spans almost all of the top pharmaceutical companies, including household names such as Pfizer, Moderna, Johnson & Johnson, AstraZeneca, and Regeneron.

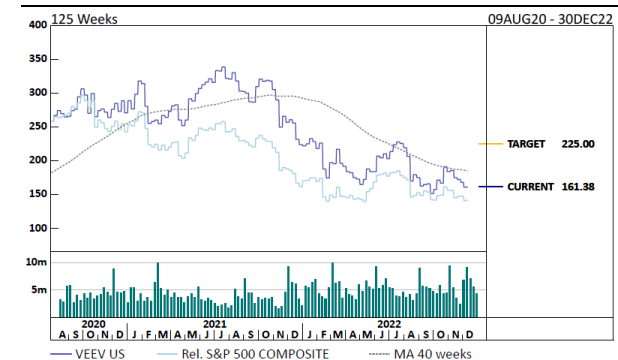
### Valuation

Our \$225 price target is based on 37x EV/CY23E FCF, a premium to the peer group, which we believe is warranted considering Veeva's leading blend of growth and margins, runway for future growth, and competitive positioning. Our price target supports our Outperform rating.

### Risks to rating and price target

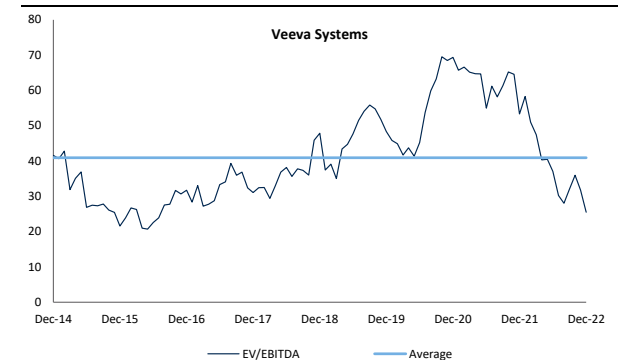
**Investment risks include:** 1) customer concentration, with the top 10 customers representing 36% of revenue; 2) international risk, with non-US revenue representing ~40% of total revenue; 3) CRM remains a significant part of the business at ~45% of total revenue (according to our estimates); 4) competition, including from vertical and horizontal software vendors; and 5) Veeva has a dual-class share structure; Class B shares hold ~52% voting power, which limits investors's ability to effect change at Veeva.

### Exhibit 55 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 56 - Forward consensus EV/EBITDA history



Source: Factset

**Most recent company note:** [link](#)

## Ventas, Inc. (NYSE: VTR)

RBC Capital Markets, LLC

Michael Carroll, CFA (Analyst) (440) 715-2649, [michael.carroll@rbccm.com](mailto:michael.carroll@rbccm.com)
**Rating: Outperform**
**Price Target: USD 56.00**
**Closing Price: USD 45.05**
**Implied All-in Return (%): 28.3**

### Investment summary

Ventas, Inc. (VTR) is among the largest healthcare REITs and maintains a diverse portfolio consisting of nearly every healthcare property type. Seniors housing is the largest segment of the portfolio, generating ~50% of annualized adjusted NOI, and this space has started to recover from the impact of COVID-19.

### Potential catalysts

#### COVID spread subsides more quickly than anticipated.

The largest risk to the healthcare REITs is the impact that the virus could have on results. If COVID-19 subsides and no new variants disrupt operations or the recovery is stronger than anticipated, results could benefit.

**Access to multiple sources of capital could magnify investment trends.** Management has been active sourcing several different types of capital including the launch of an open-end fund in 2020 and the GIC joint venture. Access to these different sources of capital could drive earnings growth higher if it allows management to be more aggressive in pursuing investments.

**ESG focus could attract a new class of investors.** VTR has been deemed a leader in ESG by multiple industry publications, and this focus could attract new investors.

### Valuation

**Price target justification:** Our 12-month price target for shares of VTR is \$56/share, which reflects a ~19.0x multiple based on our \$2.98/share 2024 AFFO estimate. Our target multiple largely reflects the stock's pre-COVID average. We believe this is warranted given the

superior SHOP growth outlook offset by the higher interest rate environment. Additionally, our target reflects a ~10% premium to our YE23 NAV estimate of \$52.03/share. Our price target supports an Outperform rating.

**NAV estimate:** We estimate the in-place NAV at \$47.70/share assuming \$38.41/share for current portfolio and \$9.29/share incremental value with SHOP stabilizing at 87.5% occupancy.

### Risks to rating and price target

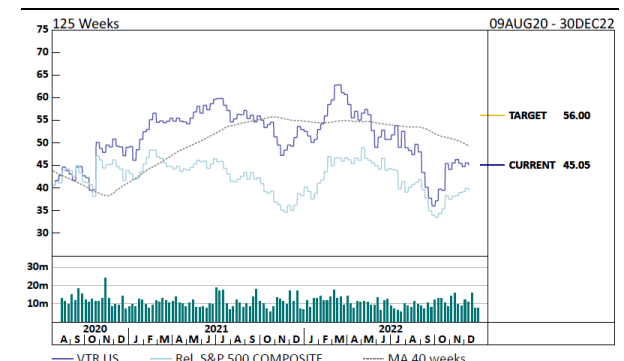
The greatest risks to our estimates, recommendation, and price target center around general market conditions, consumer preferences and regulatory trends including, but not limited to, availability/cost of capital, seniors desire/willingness to move into a seniors housing facility, and changes to the healthcare delivery system including potential cuts to government funded programs. We highlight a few company-specific risks below, and investors can find a more inclusive risk section in the company's filings with the Securities and Exchange Commission.

**New COVID variants could drive case counts higher again.** New variants could emerge that are more contagious and dangerous, driving a spike in COVID cases. We believe seniors housing is better protected than it was in 2020, but this could still impact the recovery.

**Leverage is elevated and well above the long-term target.** Net debt to EBITDA (company-defined) is near 6.9x compared to the 5.0–6.0x target. We expect the SHOP recovery to drive these metrics lower over time.

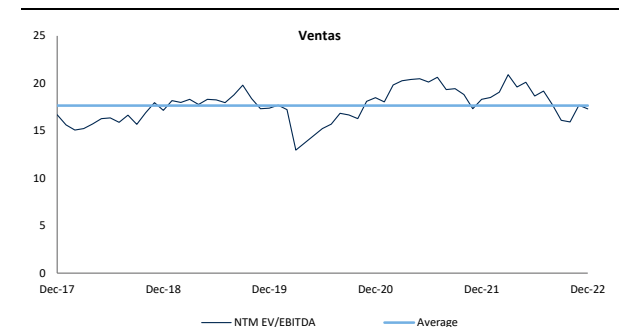
**Triple net/loans could face cuts.** VTR has already worked through most of its NNN lease issues, but smaller problems could still dilute the near-term earnings trends.

### Exhibit 57 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 58 - Forward consensus EV/EBITDA history



Source: Factset

**Most recent company note:** [link](#)

## WESCO International, Inc. (NYSE: WCC)

RBC Capital Markets, LLC

Deane Dray, CFA (Analyst) (212) 428-6465, [deane.dray@rbccm.com](mailto:deane.dray@rbccm.com)

Rating: Outperform

Price Target: USD 163.00

Closing Price: USD 125.20

Implied All-in Return (%): 30.8

### Investment summary

WESCO is the leading North America-based electrical distributor in the +\$100 billion highly fragmented North American electrical products distribution market with an estimated 7% market share, and 13% post-Anixter deal. We admire the scrappy, no-frills attitude that runs throughout the organization, as well as the strong historical free cash flow and debt pay-down history. After it emerged victorious from the Anixter bidding war, we estimate compelling upside based on pro-forma EPS and historically low multiples. We also like the fundamental scale benefits that come with the deal, including greater bargaining power with customers and suppliers that should help the company battle the ongoing tough price/cost backdrop.

### Valuation

Our \$163 price target assumes WCC trades to an undemanding 40% discount to our 16.0x SMID-cap 2023E target group P/E multiple, or 9.6x. This is at the low-end of WCC's historical (40%)-(10%) relative P/E range to discount the elevated leverage and integration risk following the Anixter deal and risk that the macro meaningfully turns over. We balance this with powerful secular drivers of electrification, grid hardening, automation, data centers, and infrastructure spending. Our price target supports our Outperform rating.

### Risks to rating and price target

#### Integration risk with Anixter.

**Economic conditions.** WESCO operates in cyclical industrial end markets and a slowdown in global activity could adversely impact sales and operating margins. Macro trends including inflation/deflation, commodity costs, credit availability, currency fluctuations, and supply chain could all materially impact results.

**Competition and pricing.** WESCO operates in the highly fragmented and competitive electrical products distribution market. With limited access to credit, smaller competitors may potentially cut prices and pressure WESCO's disciplined business model. There is also a growing risk from online distributors such as Amazon Business.

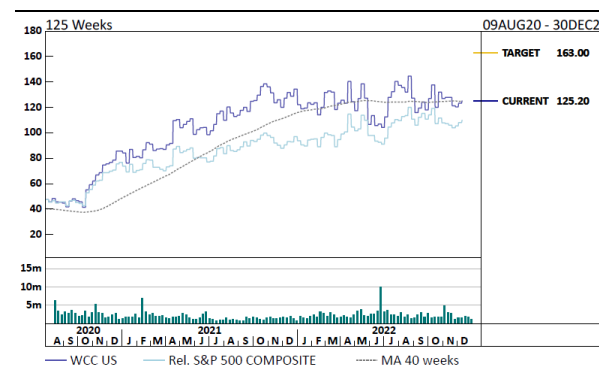
**Acquisitions.** WESCO has been active on the M&A front in this consolidating market and is exposed to overpaying for targets and integration headwinds. We remain confident in management's discipline on this front but acknowledge that large deals such as EECOL require considerable management attention and carry inherent integration risk.

**Financial risks.** Tightening credit standards and any disruption to credit markets could cause our estimates to be too optimistic.

**Nonresidential end market.** A slower-than-expected recovery in the nonresidential construction end-market could cause our estimates to be too optimistic.

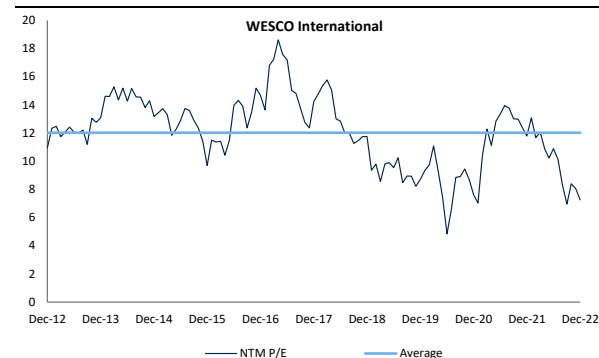
**COVID-19 impacts.** WESCO's operations have exposure to the COVID-19 pandemic.

### Exhibit 59 - Share performance and RBC valuation



Source: Bloomberg and RBC Capital Markets estimates for Target

### Exhibit 60 - Forward consensus P/E history



Source: Factset

Most recent company note: [link](#)

## Required disclosures

### Non-U.S. analyst disclosure

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