

## Sixth Street Specialty Lending, Inc.

## Strong Q4 results; momentum into 2024

Reiterate Rating: BUY | PO: 23.00 USD | Price: 21.73 USD

## Another solid quarter

Sixth Street (TSLX) reported strong Q4 results. Adjusted Core EPS was \$0.62, above Consensus expectations of \$0.58. Relative to the BofA EPS forecast of \$0.59, the beat was due to stronger recurring interest income and prepayment fees. GAAP EPS was \$0.58 due to modest portfolio depreciation. Positively, credit was solid, profitability remains strong (GAAP ROE of 13.7%; core ROE 14.5%), and NAV/share increased 0.4% to \$17.04. Notably, TSLX declared a 1Q24 core dividend of \$0.46/share and a supplemental dividend of \$0.08/share. All said, TSLX continues to deliver strong risk-adjusted returns, which justifies its premium valuation, in our view. Reiterate Buy.

## Yield slightly lower to 14.2%

The portfolio yield (cost basis) was slightly lower at 14.2%, compared to 14.3% the prior quarter; base rates declined about 7bp QoQ. Total investment income was \$120M, compared to our forecast of \$111M. The primary variance was higher recurring interest income (\$112M vs \$108M BofAe) and other income (\$4M vs. \$1.5M BofAe).

## Strong asset quality, non-accruals less than 1%

Credit metrics remain strong. Non-accruals totaled 0.9% of the portfolio (or \$28M), unchanged QoQ. There were no new non-accrual investments in Q4.

### NAV/share +0.4% to \$17.04

NAV/share increased to \$17.04, compared to \$16.74 the prior quarter. The increase in NAV/share was due to retained earnings. The total dividend in Q4 was \$0.53/share (\$0.46/\$0.07 core/supplemental). The 1Q24 dividend will be \$0.54/share (\$0.46/\$0.08 core/supplemental).

## Adjusting estimates, raise PO to \$23

Following Q4 results, we are adjusting our 2024/2025E core EPS estimates to \$2.35/\$2.15 from \$2.20/\$2.00 given our revised outlook. Introducing our 2026E core EPS forecast of \$2.00. We raise our PO to \$23 (\$22 prior) based on 1.3x NAV/share given our stronger profitability outlook and NAV/share growth.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	2.01	2.36	2.35	2.15	2.00
GAAP EPS	1.38	2.61	2.35	2.15	2.00
EPS Change (YoY)	-6.9%	17.4%	-0.4%	-8.5%	-7.0%
Consensus EPS (Bloomberg)			2.31	2.22	NA
DPS	1.84	2.10	2.10	1.99	1.92
Valuation (Dec)					
P/E	10.8x	9.2x	9.2x	10.1x	10.9x
GAAP P/E	15.7x	8.3x	9.2x	10.1x	10.9x
Dividend Yield	8.5%	9.7%	9.7%	9.2%	8.8%
Valuation (Dec) P/E GAAP P/E	10.8x 15.7x	9.2x 8.3x	9.2x 9.2x	10.1x 10.1x	10.9x 10.9x

### 20 February 2024

### Equity

Key Changes		
(US\$)	Previous	Current
Price Obj.	22.00	23.00
2024E DPS	2.02	2.10

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### **Stock Data**

Price	21.73 USD
Price Objective	23.00 USD
Date Established	20-Feb-2024
Investment Opinion	B-1-7
52-Week Range	16.77 USD -22.35 USD
Mrkt Val / Shares Out (mn)	1,909 USD / 87.8
Free Float	99.6%
Average Daily Value	7.18 USD
BofA Ticker / Exchange	TSLX / NYS
Bloomberg / Reuters	TSLX US / TSLX.N
ROE (2024E)	13.7%
ESGMeter™	Low

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

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Refer to important disclosures on page 9 to 11. Analyst Certification on page 6. Price
Objective Basis/Risk on page 6.

## iQprofile<sup>™</sup> Sixth Street Specialty Lending, Inc

### Income Statement Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Interest Income	246	304	318	301	286
% change	2.7%	23.6%	4.4%	-5.3%	-5.0%
Net Fee Income	NA	NA	NA	NA	NA
Securities Gains / (Losses)	NA	NA	NA	NA	NA
Total Operating Income	246	304	318	301	286
Operating Expenses	(80)	(108)	(111)	(111)	(108)
% change	-17.9%	35.0%	2.6%	0.1%	-2.5%
Provisions Expense	NA	NA	NA	NA	NA
% change	NA	NA	NA	NA	NA
Operating Pre-Tax Income	166	196	207	190	178
Operating Net Income to Comm S/Hold.	164	207	207	191	178
GAAP Net Income	164	207	207	191	178

#### **Balance Sheet Data (Dec)**

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Total Assets	2,837	3,344	3,348	3,348	3,348
Average Interest Earning Assets	NA	NA	NA	NA	NA
Total Gross Customer Loans	NA	NA	NA	NA	NA
% change	NA	NA	NA	NA	NA
Total Customer Deposits	NA	NA	NA	NA	NA
% change	NA	NA	NA	NA	NA
Tangible Equity	NA	NA	NA	NA	NA
Common Shareholders' Equity	1,342	1,496	1,527	1,548	1,563

### **Key Metrics (Dec)**

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Interest Margin	NA	NA	NA	NA	NA
Effective Tax Rate	NM	NM	NM	NM	NM
Loan / Deposit Ratio	NA	NA	NA	NA	NA
Tangible Common Equity / Assets	0%	0%	0%	0%	0%
ROA	5.9%	6.5%	6.2%	5.7%	5.3%
ROE	12.2%	14.0%	13.7%	12.4%	11.4%
RoTE	NA	NA	NA	NA	NA
Dividend Payout Ratio	91.5%	89.0%	89.5%	92.7%	95.9%
Efficiency Ratio (Cost / Income Ratio)	32.5%	35.5%	34.9%	36.8%	37.8%

### Quality of Earnings (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Total Non-Interest Inc / Operating Inc	0%	0%	0%	0%	0%
NPLs plus Foreclosed Real Estate / Loans	NA	NA	NA	NA	NA
Loan Loss Reserves / NPLs	NA	NA	NA	NA	NA
Loan Loss Reserves / Total Loans	NA	NA	NA	NA	NA

### **Company Sector**

Financial Services-Consumer/Commercial

### **Company Description**

TSLX, established in late 2010, is a specialty finance company, regulated as a BDC that invests in debt and equity of middle-market commercial enterprises. TSLX's objective is to generate current income with the potential for capital appreciation for distribution to shareholders as dividends. The company is externally managed by an affiliate of TPG Capital, a leading global private investment firm with over \$59 billion of capital under management.

### **Investment Rationale**

We view TSLX as one of the higher-quality BDCs given its strong operating and profitability performance in a challenging economic backdrop. TSLX's value proposition is (1) direct sourcing capability, improving deal selectivity (2) sponsor relationship, provides a global view on credit and allows access to deal flow (3) balance sheet scale to underwrite larger middle market deals and the expertise to syndicate excess exposure to third parties.

### **Stock Data**

Average Daily Volume 330,536

### **Quarterly Earnings Estimates**

	2023	2024
Q1	0.55A	0.58E
Q2	0.59A	0.60E
Q3	0.60A	0.60E
Q4	0.62A	0.57E



## Conservative funding mix; leverage slightly higher at 1.23x

Reported leverage was 1.23x, up modestly from 1.15x the prior quarter. TSLX's target leverage is 0.9-1.25x. TSLX's funding mix remains conservative (~51% unsecured funding). Total liquidity was \$595M (adjusted for available unfunded commitments) vs. \$758M last qtr. The weighted average life of the portfolio funded by debt was ~2.7 years and the weighted average maturity of debt was ~3.8 years. Debt maturities in 2024 total \$348M (~20% of total debt) and maturities in 2025 total \$16M (~1% of total debt). During 1Q24, TSLX issued \$350M of unsecured notes (priced at 6.125%) due March 2029. Unsecured debt represents ~70% of funding following 2029 note issuance.

### Portfolio +5.5% to \$3.3B

The portfolio (fair value) totaled \$3.3B at Q4, compared to \$3.1B the prior quarter. Fundings totaled \$278M and repayments/exits were \$145M for net growth of \$133M. The BofA net growth forecast was \$0. TSLX continues to invest at the upper end of the capital structure and is focused on industries with low cyclicality. The portfolio was 91% first lien, 1% second lien, and 8% mezzanine/equity/other. The portfolio was 100% floating rate.

### 2024 EPS Guide is \$2.27 to \$2.41 (ROE 13.4% to 14.2%)

TSLX is targeting a 2024 core ROE of 13.4% to 14.2% based on the forward curve and assuming spreads and leverage remain relatively stable. The guide is based on adjusted 4Q23 NAV/share of \$16.96 (Q4 NAV/share of \$17.04 minus the \$0.08/share supplemental dividend based on 4Q23 earnings but payable during 1Q24). The ROE guide translates to a 2024 core EPS of \$2.27 to \$2.41, which is well above the annual core dividend of \$1.84. The lower end of the guide reflects limited activity-based fees (similar to 2023) while the upper end reflects a more normalized level of activity-based fees.



## **Exhibit 1: Q4 variance table** TSLX actuals vs BofA estimates

			Actual vs.		EPS				
			BofA Estimate		Difference		QoQ		YoY
(\$k)	4Q23A	4Q23E	Amt	%		3Q23A		4Q22A	1
Interest From Investments - Interest Income	112,149	108,364	3,785	3.5%	0.04	107,543	4.3%	85,752	30.8%
Interest From Investments - Other Fees	3,465	1,500	1,965	131.0%	0.02	2,525	37.2%	10,985	-68.5%
Other income	<u>3,927</u>	<u>1,500</u>	<u>2,427</u>	<u>161.8%</u>	0.03	<u>4,367</u>	-10.1%	<u>3,412</u>	<u>15.1%</u>
Total Investment Income	119,541	111,364	8,177	7.3%	0.09	114,435	4.5%	100,149	19.4%
Interest expense	37,760	32,549	5,211	16.0%	(0.06)	35,042	7.8%	22,575	67.3%
Net Interest Income	81,781	78,815	2,966	3.8%	0.03	79,393	3.0%	77,574	5.4%
Base management fee	12,311	11,590	721	6.2%	(0.01)	11,928	3.2%	10,752	14.5%
Incentive fee	11,451	11,143	308	2.8%	(0.00)	11,151	2.7%	10,918	4.9%
Capital gain incentive fee	(701)	-	(701)	N/A	0.01	2,577	-127.2%	(1,144)	-38.7%
Professional fees	1,897	1,921	(24)	-1.2%	0.00	1,921	-1.2%	1,891	0.3%
Directors fees	234	215	19	8.8%	(0.00)	215	8.8%	190	23.2%
					, ,		17.8%		17.8%
General and administrative fees	1,665	1,413	252	17.8%	(0.00)	1,413		1,414	
Management fees waived	(348)	-	(348)	N/A	0.00	(267)	N/A	(226)	54.0%
Other/Tax	589	461	128	27.8%	(0.00)	461		1,166	
Total operating expense	27,098	26,743	355	1.3%	(0.00)	29,399	-7.8%	24,961	8.6%
Net investment income	53,982	52,072	1,910	3.7%	0.02	52,571	2.7%	51,469	4.9%
Net Realized Gain/(Loss) on Investments	(4,148)	_				9,740	-142.6%	(6,589)	-37.0%
Net Unrealized Gain/(Loss) on Investments	625	Ē				5,086	-87.7%	238	162.6%
Net gain on Investments	(3,523)	-				14,826	-123.8%	(6,351)	-44.5%
Net Increase in Net Assets from Operations	<u>51,160</u>	<u>52,072</u>				64,820	-21.1%	<u>46,262</u>	10.6%
Diluted Shares Outstanding (thousand)	87,559	87,716	(157)	-0.2%		87,251	0.4%	81,008	8.1%
End of Period Shares (thousand)	87,829	87,885	(56)	-0.1%		87,546	0.3%	81,389	7.9%
GAAP EPS	\$0.58	\$0.59	-\$0.01	-2%		\$0.74		\$0.57	
Core EPS	\$0.62	\$0.59	\$0.02	3.9%	0.02	\$0.60	2.3%	\$0.64	-3.0%
esic Li 5	40.02	Ų0.33	\$6.02	3.3 70	0.02	40.00	2.5 /0	<b>40.01</b>	3.0 70
Total investments (FV)	3,283,065	3,113,277	169,788	5.5%		3,113,277	5.5%	2,787,925	17.8%
Total cash	25,196	28,145	(2,949)	-10.5%		29,880	-15.7%	25,647	-1.8%
Total assets	3,343,808	3,172,340	171,468	5.4%		3,174,075	5.3%	2,836,947	17.9%
Total debt	1,780,307	1,574,505	205,802	13.1%		1,623,010	9.7%	1,441,796	23.5%
Total shareholders' equity	1,496,375	1,497,567	(1,192)	-0.1%		1,485,822	0.7%	1,341,569	11.5%
Book Value (NAV)	\$17.04	\$17.04	(0.00)	0.0%		\$16.97	0.4%	\$16.48	3.4%
Asset coverage ratio	184%	195%	-0.11x	-5.7%		192%	-0.07x	193%	-0.09x
Debt/equity (EOP)	119%	105%	0.14x	13.2%		109%	-0.07 A	107%	0.038
Debi/equity (EOP)	119%	105%	0.14x	13.2%		109%		107%	
Investments funded	278,000	150,000	128,000	85.3%		152,000	82.9%	212,000	31.1%
Repayments	145,000	150,000	(5,000)	<u>-3.3%</u>		159,000	<u>-8.8%</u>	282,000	<u>-48.6%</u>
	133,000	_	133,000	NA		(7,000)	-2000.0%	(70,000)	-290.0%
Net new investments	133,000								
		14.12%		0.40%		14.43%	0.1%	12.75%	1.8%
Net new investments  Total Portfolio Yield at FV (total, calculated)  Net investment margin (Margin)	14.52% 10.23%	14.12% 10.13%		0.40% 0.10%		14.43% 10.24%	0.1% 0.0%	12.75% 11.09%	1.8% -0.9%
Total Portfolio Yield at FV (total, calculated)	14.52%								

**Source:** Company filings, BofA Global Research estimates

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# **Exhibit 2: Summary income statement** BofA 2024-2026 estimates

	2022A	2023A	1Q24E	2Q24E	3Q24E	4Q24E	2024E	2025E	2026E
Income Statement (thousand)	1								
Interest From Investments - Interest Income Interest From Investments - Other Fees Other income Interest from cash and equivalents	278,342 21,456 9,507	414,461 8,498 15,127	112,763 2,500 2,500	111,870 2,500 2,500	111,870 2,500 2,500	111,870 2,500 2,500	448,374 10,000 10,000	415,387 11,200 14,700	396,561 14,000 14,000
Total Investment Income	309,305	438,086	117,763	116,870	116,870	116,870	468,374	441,287	424,561
Interest Expense	62,991	133,730	39,371	36,347	36,047	38,830	150,595	140,249	138,479
Net Interest Income	246,314	304,356	78,392	80,524	80,824	78,041	317,779	301,037	286,083
Non-Interest Expense	79,987	107,958	27,482	27,871	27,942	27,470	110,765	110,920	108,124
Net Investment Income	157,463	200,781	50,910	52,653	52,882	50,570	207,015	190,118	177,959
	(7.1000)	10.101					·		
Net Unrealized Gain/(Loss) on Investments Net Realized Gain/(Loss) on Investments	(74,969) 16.695	13,191 12,433	=	=	-	-	=	=	=
Net gain on Investments	(58,274)	25,624		-	-	-	-	-	-
Income Tax Net Increase in Net Assets from Operations	- 108,053	- 222,022	- 50,910	- 52,653	- 52,882	- 50,570	- 207,015	- 190,118	- 177,959
Shares Outstanding (thousand) End of Period Shares	78,180 81,389	85,109 87,829	87,887 87,944	88,001 88,058	88,115 88,172	88,229 88,287	88,058 88,287	88,515 88,744	88,972 89,201
Earnings per Share GAAP EPS	\$1.38	\$2.61	\$0.58	\$0.60	\$0.60	\$0.57	\$2.35	\$2.15	\$2.00
Core EPS	\$2.01	\$2.36	\$0.58	\$0.60	\$0.60	\$0.57	\$2.35	\$2.15	\$2.00
Annualized EPS Growth (Linked)	-7%	17%	-24%	13%	1%	-18%	0%	-9%	-7%
Dividends Paid NAV (Book Value) per Share	\$1.84 <b>\$16.48</b>	\$2.10 <b>\$17.04</b>	\$0.54 <b>\$17.08</b>	\$0.51 <b>\$17.17</b>	\$0.52 <b>\$17.24</b>	\$0.53 <b>\$17.29</b>	\$2.10 <b>\$17.29</b>	\$1.99 <b>\$17.45</b>	\$1.92 <b>\$17.53</b>

**Source:** Company filings, BofA Global Research estimates

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## Price objective basis & risk

### Sixth Street Specialty Lending, Inc (TSLX)

Our \$23 PO is based on an approximate 1.3x multiple to NAV. Peers are trading at roughly 1.0x NAV. We believe TSLX's premium valuation relative to peers is justified given its focus on late-cycle risk, proprietary origination platform, access to growth capital, and superior risk-adjusted returns.

Downside risks to achieving our price objective are 1) material weakening in credit markets, 2) a significant slowdown in investment activity, 3) a deteriorating macroeconomic environment, 4) disruptions in the capital markets, and 5) weaker-than-expected investment performance.

Upside risks to achieving our price objective are 1) material strengthening in credit markets, 2) a significant pickup in investment activity, 3) an improving macroeconomic environment, 4) disruptions in the capital markets, and 5) stronger-than-expected investment performance.

## **Analyst Certification**

I, Derek Hewett, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

#### **North America - Banks Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Ares Capital Corporation	ARCC	ARCC US	Derek Hewett
	Ares Commercial Real Estate Corporation	ACRE	ACRE US	Derek Hewett
	Bank of Montreal	ВМО	BMO US	Ebrahim H. Poonawala
	Bank of Montreal	YBMO	BMO CN	Ebrahim H. Poonawala
	Barings BDC Inc	BBDC	BBDC US	Derek Hewett
	Blackstone Mortgage Trust Inc	BXMT	BXMT US	Derek Hewett
	Blue Owl Capital Corporation	OBDC	OBDC US	Derek Hewett
	Carlyle Secured Lending Inc	CGBD	CGBD US	Derek Hewett
	Citigroup Inc.	С	C US	Ebrahim H. Poonawala
	Compass Diversified Holdings	CODI	CODI US	Derek Hewett
	Crescent Capital BDC	CCAP	CCAP US	Derek Hewett
	Cullen/Frost Bankers Inc	CFR	CFR US	Ebrahim H. Poonawala
	East West Bancorp, Incorporated	EWBC	EWBC US	Ebrahim H. Poonawala
	Fifth Third Bank	FITB	FITB US	Ebrahim H. Poonawala
	First Bancorp Puerto Rico	FBP	FBP US	Brandon Berman
	First Horizon Corporation	FHN	FHN US	Ebrahim H. Poonawala
	FNB Corporation of Pennsylvania	FNB	FNB US	Brandon Berman
	Goldman Sachs	GS	GS US	Ebrahim H. Poonawala
	JPMorgan Chase & Co.	JPM	JPM US	Ebrahim H. Poonawala
	KeyCorp	KEY	KEY US	Ebrahim H. Poonawala
	M&T Bank	MTB	MTB US	Ebrahim H. Poonawala
	Morgan Stanley	MS	MS US	Ebrahim H. Poonawala
	New Mountain Finance Corporation	NMFC	NMFC US	Derek Hewett
	Northern Trust Corporation	NTRS	NTRS US	Ebrahim H. Poonawala
	Royal Bank of Canada	RY	RY US	Ebrahim H. Poonawala
	Royal Bank of Canada	YRY	RY CN	Ebrahim H. Poonawala
	Safehold, Inc	SAFE	SAFE US	Derek Hewett
	Sixth Street Specialty Lending, Inc	TSLX	TSLX US	Derek Hewett
	Starwood Property Trust	STWD	STWD US	Derek Hewett
	Synovus Financial Corp.	SNV	SNV US	Ebrahim H. Poonawala
	The Bank of New York Mellon Corporation	BK	BK US	Ebrahim H. Poonawala
	Truist Financial	TFC	TFC US	Ebrahim H. Poonawala
	U.S. Bancorp	USB	USB US	Ebrahim H. Poonawala



### North America - Banks Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	Webster Financial Corp.	WBS	WBS US	Brandon Berman
	Wells Fargo & Company	WFC	WFC US	Ebrahim H. Poonawala
	Western Alliance Bancorp	WAL	WAL US	Ebrahim H. Poonawala
NEUTRAL				
	AGNC Investment Corp	AGNC	AGNC US	Derek Hewett
	Ally Financial	ALLY	ALLY US	Brandon Berman
	Annaly Capital Management	NLY	NLY US	Derek Hewett
	Apollo Commercial Real Estate Finance	ARI	ARI US	Derek Hewett
	Associated Banc-Corp	ASB	ASB US	Brandon Berman
	Bain Capital Specialty Finance, Inc.	BCSF	BCSF US	Derek Hewett
	Bank of Nova Scotia	YBNS	BNS CN	Ebrahim H. Poonawala
	Bank of Nova Scotia	BNS	BNS US	Ebrahim H. Poonawala
	Blackstone Secured Lending Fund	BXSL	BXSL US	Derek Hewett
	BrightSpire Capital Inc.	BRSP	BRSP US	Derek Hewett
	Canadian Imperial Bank of Commerce	CM	CM US	Ebrahim H. Poonawala
	Canadian Imperial Bank of Commerce	YCM	CM CN	Ebrahim H. Poonawala
	Citizens Financial Group	CFG	CFG US	Fbrahim H. Poonawala
	Comerica Incorporated	CMA	CMA US	Brandon Berman
	Commerce Bancshares Inc.	CBSH	CBSH US	Brandon Berman
	Goldman Sachs BDC. Inc.	GSBD	GSBD US	Derek Hewett
	Golub Capital BDC, Inc.	GBDC	GBDC US	Derek Hewett
	Huntington Bancshares Inc.	HBAN	HBAN US	Fbrahim H. Poonawala
	Ladder Capital Corp	LADR	LADR US	Derek Hewett
	New York Community Bancorp	NYCB	NYCB US	Fbrahim H. Poonawala
	Palmer Square Capital BDC	PSBD	PSBD US	Derek Hewett
	PennyMac Mortgage Investment Trust	PMT	PMT US	Derek Hewett
	Popular Inc	BPOP	BPOP US	Brandon Berman
	Regions Financial	RF	RF US	Ebrahim H. Poonawala
	The PNC Financial Services Group, Inc.	PNC	PNC US	Ebrahim H. Poonawala
	Toronto-Dominion Bank	TD	TD US	Ebrahim H. Poonawala
	Toronto-Dominion Bank	YTD	TD CN	Ebrahim H. Poonawala
	TPG RE Finance Trust, Inc.	TRTX	TRTX US	Derek Hewett
UNDERPERFORM				
	Bank of Hawaii Corp.	ВОН	BOH US	Brandon Berman
	First Hawaiian Inc.	FHB	FHB US	Brandon Berman
	Guild Holdings Company	GHLD	GHLD US	Derek Hewett
	Invesco Mortgage Capital, Inc.	IVR	IVR US	Derek Hewett
	loanDepot Inc	LDI	LDI US	Derek Hewett
	MidCap Financial Investment Co	MFIC	MFIC US	Derek Hewett
	Prosperity Bancshares Inc	PB	PB US	Ebrahim H. Poonawala
	State Street Corporation	STT	STT US	Ebrahim H. Poonawala
	Texas Capital Bancshares Inc.	TCBI	TCBI US	Brandon Berman
	Zions Bancorp	ZION	ZION US	Brandon Berman
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## **IQ**method<sup>™</sup> Measures Definitions

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

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

\*\*Menethod 3\*\*\*is the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

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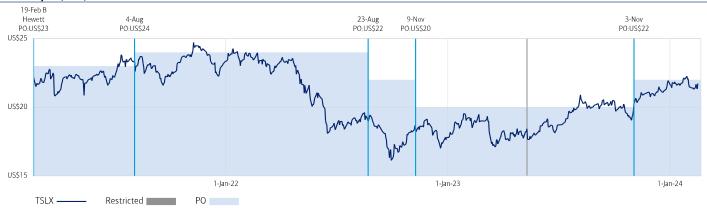
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B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	156	53.79%	Buy	94	60.26%
Hold	72	24.83%	Hold	48	66.67%
Sell	62	21.38%	Sell	35	56.45%

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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# Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster<sup>R2</sup>

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

R2Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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