

Costco Wholesale Corporation

All metrics going in the right direction; Raise PO

Reiterate Rating: BUY | PO: 865.00 USD | Price: 752.37 USD

F2Q ahead of ests; Comp +5.8% worldwide, +4.8% US

COST reported F2Q EPS of \$3.71 (vs. our \$3.55 est.) which excludes the \$0.21 tax benefit COST received due to the deductibility of the company's \$15/share special dividend to the extent received by 401(k) plan participants. Comps increased +5.8% for the total company (ex-gas, FX) and +4.8% for the US (ex-gas) driven by traffic (5.3% worldwide and 4.3% US). For the full month of Feb, same-store sales increased +4.1% in the US (ex-gas), driven by a 5% increase in traffic.

MFI & membership trends continue to grow

While investors had likely hoped for a membership fee increase announcement with COST's F2Q earnings, we believe current trends should be able to support continued outsized membership fee income (MFI) growth, including: (1) growing total member households (+7.8% y/y in F2Q to 73.4mn), (2) increasing executive member penetration to 46.2% in F2Q vs. 44.9% LY (COST's Executive Membership costs \$120/yr vs. \$60/yr for its standard membership), and (3) increasing renewal rates, which reached 92.9% in F2Q vs. 92.6% LY.

Expect initiatives to drive strong member engagement

We raise our F24E EPS to \$16.02 (was \$15.90) given a higher F2Q stepping off point. We also raise our F25E EPS to \$18.25 (was \$17.90) as we expect continued MFI and traffic momentum supported by COST's strong value proposition as well as benefits from COST's strategic initiatives including: (1) digital enhancements (including improvements to the Costco website & app, the rollout of Apple Pay, growth in Costco Next), (2) digital advertising opportunities, to which COST is under-penetrated, and (3) international growth, particularly in China, which we believe tends to be higher GM.

All metrics going in the right direction; Raise PO, reit. Buy

We reiterate our Buy rating and expect COST (and other warehouse clubs) to gain share in the current environment as consumers continue to adjust to higher prices, making COST's value proposition more attractive. We raise our PO to \$865 (from \$770) based on 47x (up vs. 43x given continued momentum across the business) our F25E EPS of \$18.25 (was \$17.90).

Estimates (Aug) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	13.13	14.65	16.02	18.25	19.67
GAAP EPS	13.14	14.16	16.02	18.25	19.67
EPS Change (YoY)	18.5%	11.6%	9.4%	13.9%	7.8%
Consensus EPS (Bloomberg)			15.80	17.27	19.18
DPS	3.37	2.81	18.16	3.48	0
Valuation (Aug)					
P/E	57.3x	51.4x	47.0x	41.2x	38.2x
GAAP P/E	57.3x	53.1x	47.0x	41.2x	38.2x
Dividend Yield	0.4%	0.4%	2.4%	0.5%	0%
EV / EBITDA*	34.0x	31.8x	28.6x	25.1x	22.9x
Free Cash Flow Yield*	0.9%	1.5%	1.7%	2.1%	2.4%

* For full definitions of *IQmethod*SM measures, see page 5.

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Timestamp: 08 March 2024 09:37AM EST

08 March 2024

Equity

Key Changes

(US\$)	Previous	Current
Price Obj.	770.00	865.00
2024E Rev (m)	252,666.7	252,847.0
2025E Rev (m)	274,024.1	275,257.2
2026E Rev (m)	295,819.6	297,147.0
2024E EPS	15.90	16.02
2025E EPS	17.90	18.25
2026E EPS	18.95	19.67
2024E DPS	18.17	18.16

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Stock Data

Price	752.37 USD
Price Objective	865.00 USD
Date Established	8-Mar-2024
Investment Opinion	B-1-7
52-Week Range	456.42 USD - 787.08 USD
Mrkt Val (mn) / Shares Out (mn)	333,044 USD / 442.7
Free Float	99.8%
Average Daily Value (mn)	1508.74 USD
BofA Ticker / Exchange	COST / NAS
Bloomberg / Reuters	COST US / COST.OQ
ROE (2024E)	29.0%
Net Dbt to Eqty (Aug-2023A)	-28.9%
ESGMeter™	High

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".

GM = Gross Margin

iQprofileSM Costco Wholesale Corporation

iQmethodSM – Bus Performance*

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	18.7%	18.1%	18.8%	20.1%	18.4%
Return on Equity	30.2%	28.5%	29.0%	29.6%	25.5%
Operating Margin	3.5%	3.5%	3.6%	3.8%	3.9%
Free Cash Flow	2,927	5,158	5,577	7,101	7,906

iQmethodSM – Quality of Earnings*

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash Realization Ratio	1.2x	1.5x	1.4x	1.5x	1.4x
Asset Replacement Ratio	2.0x	2.1x	1.8x	1.7x	1.6x
Tax Rate	25.7%	25.9%	26.1%	26.0%	27.5%
Net Debt-to-Equity Ratio	-17.7%	-28.9%	-19.8%	-33.7%	-44.0%
Interest Cover	50.1x	NM	NM	NM	NM

Income Statement Data (Aug)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Sales	226,954	242,290	252,847	275,257	297,147
% Change	15.8%	6.8%	4.4%	8.9%	8.0%
Gross Profit	27,572	30,002	31,714	34,933	37,888
% Change	9.2%	8.8%	5.7%	10.2%	8.5%
EBITDA	9,811	10,489	11,674	13,319	14,599
% Change	14.4%	6.9%	11.3%	14.1%	9.6%
Net Interest & Other Income	47	373	487	402	407
Net Income (Adjusted)	5,840	6,513	7,122	8,117	8,725
% Change	18.6%	11.5%	9.3%	14.0%	7.5%

Free Cash Flow Data (Aug)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Income from Cont Operations (GAAP)	5,840	6,513	7,122	8,117	8,725
Depreciation & Amortization	1,900	2,077	2,528	2,753	2,971
Change in Working Capital	(963)	891	450	955	933
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	0	0	0	0	0
Capital Expenditure	(3,850)	(4,323)	(4,523)	(4,723)	(4,723)
Free Cash Flow	2,927	5,158	5,577	7,101	7,906
% Change	-36.4%	76.2%	8.1%	27.3%	11.3%
Share / Issue Repurchase	(1,773)	(851)	0	0	0
Cost of Dividends Paid	(1,498)	(1,251)	(8,077)	(1,547)	(1,698)
Change in Debt	(1,094)	(155)	73	79	74

Balance Sheet Data (Aug)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash & Equivalents	10,203	13,700	11,223	16,805	23,037
Trade Receivables	2,241	2,285	2,385	2,596	2,802
Other Current Assets	20,252	19,894	20,761	22,601	24,398
Property, Plant & Equipment	24,646	26,684	28,679	30,649	32,400
Other Non-Current Assets	6,824	6,431	6,481	6,531	6,581
Total Assets	64,166	68,994	69,528	79,182	89,219
Short-Term Debt	0	0	0	0	0
Other Current Liabilities	31,925	32,502	33,918	36,924	39,861
Long-Term Debt	6,557	6,458	6,458	6,458	6,458
Other Non-Current Liabilities	5,037	4,976	5,049	5,127	5,202
Total Liabilities	43,519	43,936	45,425	48,510	51,520
Total Equity	20,647	25,058	24,103	30,672	37,699
Total Equity & Liabilities	64,166	68,994	69,528	79,182	89,219

* For full definitions of iQmethodSM measures, see page 5.

Company Sector

Supermarkets/Food Retailers

Company Description

Costco Wholesale Corporation operates membership based warehouse clubs that offer a limited selection of branded and private label products in a variety of merchandise categories. Costco operates 780+ warehouses globally.

Investment Rationale

20+ new clubs per year, solid customer traffic growth, and steady membership renewal rates should continue, in our view, and the outlook for comps ex-fuel and FX is solid. Internationally, solid growth prospects and an outlook for continued same-store sales growth support COST's premium valuation.

Stock Data

Average Daily Volume 2,005,317

Quarterly Earnings Estimates

	2023	2024
Q1	3.07A	3.51A
Q2	3.30A	3.71A
Q3	3.43A	3.62E
Q4	4.86A	5.18E

Exhibit 1: COST quarterly earnings analysis

\$ millions, except per share data

	Total								Interest			Net Inc		Extra				Shs.
	Net	Membership	Total		SG&A,	Pre-opening	Op.	Interest	& Other	Pretax	Inc	Net Inc	Non-control	Gain	Net	Operating	Rep.	Shs.
	Sales	& Other	Revenues	COGS	Occup.	Expenses	Inc.	Exp.	(Income)	Inc	Tax	Extra	Interests	(Loss)	Inc.	EPS	EPS	(MM)
Nov-Q1	\$49,417	\$946	\$50,363	\$43,952	\$4,572	\$28	\$1,811	\$39	(\$42)	\$1,814	\$473	\$1,341	(\$21)	\$4	\$1,324	\$2.97	\$2.98	445
Feb-Q2	\$50,937	\$967	\$51,904	\$45,517	\$4,566	\$9	\$1,812	\$36	(\$25)	\$1,801	\$481	\$1,320	(\$21)	\$0	\$1,299	\$2.92	\$2.92	445
May-Q3	\$51,612	\$984	\$52,596	\$46,355	\$4,439	\$11	\$1,791	\$35	(\$71)	\$1,827	\$455	\$1,372	(\$19)	\$0	\$1,353	\$3.04	\$3.04	445
Aug-Q4	<u>\$70,764</u>	<u>\$1,327</u>	<u>\$72,091</u>	<u>\$63,558</u>	<u>\$6,001</u>	<u>\$35</u>	<u>\$2,497</u>	<u>\$48</u>	<u>(\$67)</u>	<u>\$2,516</u>	<u>\$638</u>	<u>\$1,878</u>	<u>(\$10)</u>	<u>\$0</u>	<u>\$1,868</u>	<u>\$4.20</u>	<u>\$4.20</u>	<u>445</u>
F2022	\$222,730	\$4,224	\$226,954	\$199,382	\$19,578	\$83	\$7,911	\$158	(\$205)	\$7,958	\$2,047	\$5,911	(\$71)	\$4	\$5,844	\$13.13	\$13.14	445
Nov-Q1	\$53,437	\$1,000	\$54,437	\$47,769	\$4,888	\$29	\$1,751	\$34	(\$53)	\$1,770	\$406	\$1,364	\$0	\$0	\$1,364	\$3.07	\$3.07	445
Feb-Q2	\$54,239	\$1,027	\$55,266	\$48,423	\$4,930	\$10	\$1,903	\$34	(\$114)	\$1,983	\$517	\$1,466	\$0	\$0	\$1,466	\$3.30	\$3.30	444
May-Q3	\$52,604	\$1,044	\$53,648	\$46,877	\$4,782	\$12	\$1,977	\$36	(\$128)	\$2,069	\$546	\$1,523	\$0	(\$221)	\$1,302	\$3.43	\$2.93	444
Aug-Q4	<u>\$77,430</u>	<u>\$1,509</u>	<u>\$78,939</u>	<u>\$69,219</u>	<u>\$6,903</u>	<u>\$36</u>	<u>\$2,781</u>	<u>\$56</u>	<u>(\$238)</u>	<u>\$2,963</u>	<u>\$803</u>	<u>\$2,160</u>	<u>\$0</u>	<u>\$0</u>	<u>\$2,160</u>	<u>\$4.86</u>	<u>\$4.86</u>	<u>444</u>
F2023	\$237,710	\$4,580	\$242,290	\$212,288	\$21,503	\$87	\$8,412	\$160	(\$533)	\$8,785	\$2,272	\$6,513	\$0	(\$221)	\$6,292	\$14.65	\$14.16	444
Nov-Q1	\$56,717	\$1,082	\$57,799	\$50,457	\$5,329	\$29	\$1,984	\$38	(\$160)	\$2,106	\$548	\$1,558	\$0	\$0	\$1,558	\$3.51	\$3.51	444
Feb-Q2	\$57,331	\$1,111	\$58,442	\$51,140	\$5,229	\$11	\$2,062	\$41	(\$216)	\$2,237	\$588	\$1,649	\$0	\$0	\$1,649	\$3.71	\$3.71	445
May-Q3E	\$56,286	\$1,128	\$57,414	\$50,264	\$5,059	\$13	\$2,078	\$41	(\$141)	\$2,178	\$566	\$1,612	\$0	\$0	\$1,612	\$3.62	\$3.62	445
Aug-Q4E	<u>\$77,670</u>	<u>\$1,522</u>	<u>\$79,192</u>	<u>\$69,273</u>	<u>\$6,861</u>	<u>\$37</u>	<u>\$3,022</u>	<u>\$51</u>	<u>(\$141)</u>	<u>\$3,112</u>	<u>\$809</u>	<u>\$2,303</u>	<u>\$0</u>	<u>\$0</u>	<u>\$2,303</u>	<u>\$5.18</u>	<u>\$5.18</u>	<u>445</u>
F2024E	\$248,005	\$4,842	\$252,847	\$221,133	\$22,478	\$90	\$9,146	\$171	(\$658)	\$9,633	\$2,511	\$7,122	\$0	\$0	\$7,122	\$16.02	\$16.02	445
F2025E	\$270,028	\$5,230	\$275,257	\$240,325	\$24,276	\$90	\$10,566	\$171	(\$573)	\$10,968	\$2,852	\$8,117	\$0	\$0	\$8,117	\$18.25	\$18.25	445
PERCENTAGE CHANGE (%)																		
RATIO ANALYSIS																		
	Total	Core	Core									Merchandise						
	Same-Store	Comps X-	U.S.	Total	Membership		Op.	Op.				Gross	Exp	Op.	Tax	Op.	Total	
	Sales (Comps)	Fuel & FX	Comp X-Fuel	Net Sales	& Other	SG&A	Inc.	EPS		Warehouse	Membership	Margin	Ratio	Margin	Rate	Margin	Owned	%
										Club GM	& Other						Clubs	Change
Nov-Q1	15.0%	9.8%	9.9%	16.7%	9.9%	6.4%	26.6%	29.4%		13.0%	1.9%	11.1%	9.1%	3.6%	26.1%	2.7%	823	2.5%
Feb-Q2	14.4%	11.1%	11.3%	16.1%	9.8%	5.2%	35.2%	36.5%		12.5%	1.9%	10.6%	8.8%	3.5%	26.7%	2.5%	828	3.1%
May-Q3	14.9%	10.8%	10.7%	16.3%	9.2%	6.0%	7.7%	10.7%		12.1%	1.9%	10.2%	8.4%	3.4%	24.9%	2.6%	829	2.5%
Aug-Q4	<u>13.7%</u>	<u>10.4%</u>	<u>9.6%</u>	<u>15.2%</u>	<u>7.5%</u>	<u>8.2%</u>	<u>5.8%</u>	<u>7.8%</u>		<u>12.1%</u>	<u>1.9%</u>	<u>10.2%</u>	<u>8.3%</u>	<u>3.5%</u>	<u>25.4%</u>	<u>2.6%</u>	<u>838</u>	<u>2.6%</u>
F2022	14.4%	10.6%	10.4%	16.0%	9.0%	6.5%	16.5%	18.5%		12.4%	1.9%	10.5%	8.6%	3.5%	25.7%	2.6%	838	2.6%
Nov-Q1	6.6%	7.1%	6.5%	8.1%	5.7%	6.9%	(3.3%)	3.4%		12.5%	1.9%	10.6%	9.0%	3.2%	22.9%	2.5%	847	2.9%
Feb-Q2	5.2%	6.8%	5.8%	6.5%	6.2%	8.0%	5.0%	13.0%		12.6%	1.9%	10.7%	8.9%	3.4%	26.1%	2.7%	848	2.4%
May-Q3	0.3%	3.5%	1.8%	1.9%	6.1%	7.7%	10.4%	12.7%		12.9%	2.0%	10.9%	8.9%	3.7%	26.4%	2.8%	853	2.9%
Aug-Q4	<u>1.1%</u>	<u>3.8%</u>	<u>3.1%</u>	<u>9.4%</u>	<u>13.7%</u>	<u>15.0%</u>	<u>11.4%</u>	<u>15.7%</u>		<u>12.6%</u>	<u>1.9%</u>	<u>10.6%</u>	<u>8.7%</u>	<u>3.5%</u>	<u>27.1%</u>	<u>2.7%</u>	<u>861</u>	<u>2.7%</u>
F2023	3.0%	5.2%	4.2%	6.7%	8.4%	9.8%	6.3%	11.6%		12.6%	1.9%	10.7%	8.9%	3.5%	25.9%	2.7%	861	2.7%
Nov-Q1	3.8%	3.9%	2.6%	6.1%	8.2%	9.0%	13.3%	14.3%		12.9%	1.9%	11.0%	9.2%	3.4%	26.0%	2.7%	871	2.8%
Feb-Q2	5.6%	5.8%	4.8%	5.7%	8.2%	6.1%	8.4%	12.4%		12.7%	1.9%	10.8%	8.9%	3.5%	26.3%	2.8%	875	3.2%
May-Q3E	5.3%	5.3%	5.0%	7.0%	8.0%	5.8%	5.1%	5.7%		12.7%	2.0%	10.7%	8.8%	3.6%	26.0%	2.8%	880	3.2%
Aug-Q4E	<u>4.5%</u>	<u>4.5%</u>	<u>4.0%</u>	<u>0.3%</u>	<u>0.8%</u>	<u>(0.6%)</u>	<u>8.7%</u>	<u>6.5%</u>		<u>12.8%</u>	<u>2.0%</u>	<u>10.8%</u>	<u>8.7%</u>	<u>3.8%</u>	<u>26.0%</u>	<u>2.9%</u>	<u>889</u>	<u>3.3%</u>
F2024E	4.8%	4.9%	4.1%	4.3%	5.7%	4.5%	8.7%	9.3%		12.8%	2.0%	10.8%	8.9%	3.6%	26.1%	2.8%	889	3.3%
F2025E	4.7%	4.7%	4.0%	446.4%	452.8%	431.0%	483.5%	515.0%		12.9%	1.9%	11.0%	8.8%	3.8%	26.0%	2.9%	916	11.3%

Source: Company reports, BofA Global research estimates

BofA GLOBAL RESEARCH



Price objective basis & risk

Costco Wholesale Corporation (COST)

Our price objective of \$865 is based on 47x our F25E EPS of \$18.25. Costco's long-term (20yr) average two-year forward PE is 24x, with a peak of 45x and a trough of 16x. We view a premium valuation as appropriate given 1) COST's healthy customer traffic growth and strong membership renewal rates, which should continue given our expectation for a further rise in the perceived value of shopping at warehouse clubs and COST's leading warehouse club position from a merchandising, store execution, and private label standpoint, 2) COST's strong same-store sales outlook given strong customer traffic growth, and 3) expected continued strength in COST's International segment, which is generating mid-single-digit %+ comps in local currencies and supports Costco's premium valuation.

Downside risks to our price objective are adverse macro shocks, tariffs, regional dependence on California, food inflation/deflation pressures, foreign exchange risk, challenging membership trends, increased competition, wage increases, gas profit comparisons and the potential for increased unionization of COST's employee base, which could pressure labor expenses.

Analyst Certification

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

US - Broadlines, Hardlines, Food Retailers & Leisure Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Academy Sports + Outdoors	ASO	ASO US	Robert F. Ohmes, CFA
	Arhaus, Inc	ARHS	ARHS US	Robert F. Ohmes, CFA
	BJ's Wholesale Club Holdings	BJ	BJ US	Robert F. Ohmes, CFA
	Costco Wholesale Corporation	COST	COST US	Robert F. Ohmes, CFA
	Grocery Outlet Holding Corp.	GO	GO US	Robert F. Ohmes, CFA
	Harley-Davidson	HOG	HOG US	Alexander Perry
	Life Time	LTH	LTH US	Alexander Perry
	Mattel	MAT	MAT US	Alexander Perry
	Mister Car Wash	MCW	MCW US	Robert F. Ohmes, CFA
	O'Reilly Automotive, Inc.	ORLY	ORLY US	Robert F. Ohmes, CFA
	Planet Fitness, Inc.	PLNT	PLNT US	Alexander Perry
	Sprouts Farmers Market, Inc.	SFM	SFM US	Robert F. Ohmes, CFA
	Sysco Corporation	SYF	SYF US	Kendall Toscano
	Target Corp.	TGT	TGT US	Robert F. Ohmes, CFA
	The Kroger Co.	KR	KR US	Robert F. Ohmes, CFA
	Topgolf Callaway Brands Corp	MODG	MODG US	Alexander Perry
	Upbound Group Inc.	UPBD	UPBD US	Vicky Liu
	Walmart Inc	WMT	WMT US	Robert F. Ohmes, CFA
NEUTRAL				
	Dick's Sporting Goods	DKS	DKS US	Robert F. Ohmes, CFA
	Fox Factory Holding Corp	FOXF	FOXF US	Alexander Perry
	Hasbro	HAS	HAS US	Alexander Perry
	Williams-Sonoma	WSM	WSM US	Robert F. Ohmes, CFA
	Xponential Fitness	XPOF	XPOF US	Alexander Perry
	YETI Holdings, Inc.	YETI	YETI US	Robert F. Ohmes, CFA
UNDERPERFORM				
	Advance Auto Parts, Inc.	AAP	AAP US	Robert F. Ohmes, CFA
	Canada Goose Holdings Inc	YGOOS	GOOS CN	Alexander Perry
	Canada Goose Holdings Inc	GOOS	GOOS US	Alexander Perry
	Columbia Sportswear	COLM	COLM US	Alexander Perry

US - Broadlines, Hardlines, Food Retailers & Leisure Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	Dollar General Corporation	DG	DG US	Robert F. Ohmes, CFA
	Dollar Tree, Inc.	DLTR	DLTR US	Robert F. Ohmes, CFA
	Hibbett Sports, Inc.	HIBB	HIBB US	Alexander Perry
	National Vision	EYE	EYE US	Robert F. Ohmes, CFA
	Tractor Supply Company	TSCO	TSCO US	Robert F. Ohmes, CFA

iQmethodSM Measures Definitions**Business Performance**

Return On Capital Employed

Return On Equity

Operating Margin

Earnings Growth

Free Cash Flow

Quality of Earnings

Cash Realization Ratio

Asset Replacement Ratio

Tax Rate

Net Debt-To-Equity Ratio

Interest Cover

Valuation Toolkit

Price / Earnings Ratio

Price / Book Value

Dividend Yield

Free Cash Flow Yield

Enterprise Value / Sales

EV / EBITDA

Numerator

NOPAT = (EBIT + Interest Income) × (1 – Tax Rate) + Goodwill Amortization

Net Income

Operating Profit

Expected 5 Year CAGR From Latest Actual

Cash Flow From Operations – Total Capex

Numerator

Cash Flow From Operations

Capex

Tax Charge

Net Debt = Total Debt – Cash & Equivalents

EBIT

Numerator

Current Share Price

Current Share Price

Annualised Declared Cash Dividend

Cash Flow From Operations – Total Capex

EV = Current Share Price × Current Shares + Minority Equity + Net Debt +

Other LT Liabilities

Enterprise Value

Denominator

Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill

Amortization

Shareholders' Equity

Sales

N/A

N/A

Denominator

Net Income

Depreciation

Pre-Tax Income

Total Equity

Interest Expense

Denominator

Diluted Earnings Per Share (Basis As Specified)

Shareholders' Equity / Current Basic Shares

Current Share Price

Market Cap = Current Share Price × Current Basic Shares

Sales

Basic EBIT + Depreciation + Amortization

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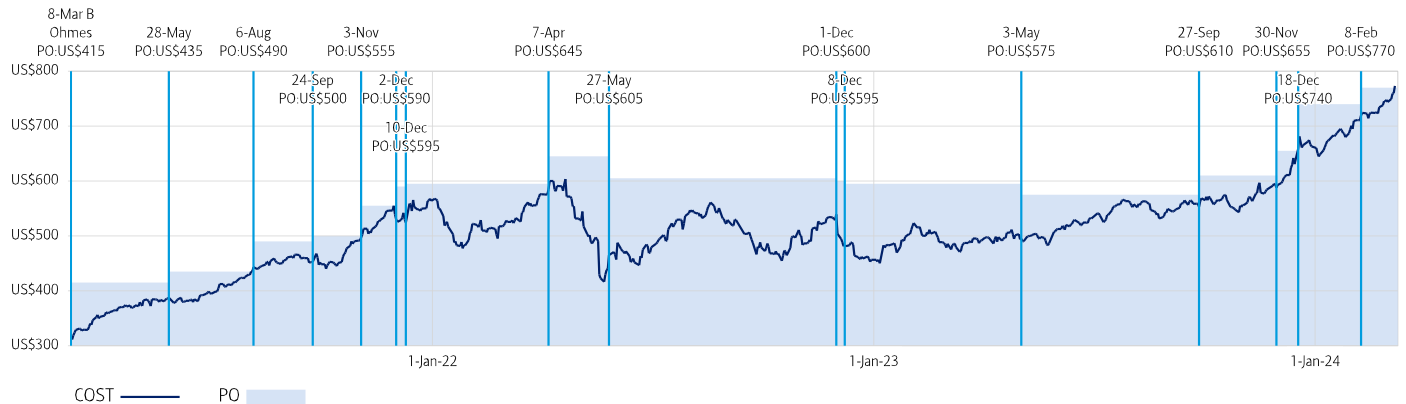
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Equity Investment Rating Distribution: Retailing Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	96	57.83%	Buy	39	40.63%
Hold	32	19.28%	Hold	12	37.50%
Sell	38	22.89%	Sell	18	47.37%

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%
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