

## **RBC** Bearings Inc

# Bearing in mind the long-term story – Reiterate Buy

Reiterate Rating: BUY | PO: 280.00 USD | Price: 275.39 USD

## Clear growth path forward, despite softer outlook

We continue to see RBC's strategy of insourcing components and opening facilities in lower cost regions to maximize output as a viable and sound path ahead. Despite increased pressure on the Industrial segment, we expect the segment to see meaningful upside on the transition's completion. Additionally, the A&D segment is poised for continued growth with accelerating defense demand, and exceptional execution in commercial aerospace. We reiterate our Buy, and \$280 PO, as RBC's long-term tailwinds remain intact, and we expect continued expert execution.

## Nearing phase two of Industrial transformation efforts

Phase one of RBC's Industrial expansion/transformation efforts will be completed in 4Q with the new 100,0000 sqft plant in Tecate, MX open. The new facility will produce high demand Dodge components which are currently capacity constrained. This will free up space in US plants for new machines to produce greater volumes and alleviate current capacity constraints. We anticipate the scale benefit of scale across product lines, and lower cost facility will increase the Industrial segments gross margins 100bps Y/Y in CY2024.

## Commercial Aero unphased by 737MAX production freeze

Despite the production ramp freeze on the 737MAX, RBC is building at 42 per month, with orders inbound for 47/mo, and does not anticipate a material change in the near term. We remain conservative on near-term volumes, but recognize RBC is more insulated due to the commonality among aircraft variants. On the 787, RBC is producing 5/mo and is on track to deliver 7/mo in April. A320 shipsets are expected to accelerate in 2024, to 60/mo.

## Opportunities for gains as competitors struggle

While supply chains have improved, bearings are constrained. Lead-times for exotic metals like special grade steels remain extended (around 60 weeks). While RBC is not immune from the lead-times, RBC has experienced an influx of customers ordering larger quantities on extended contract terms as other suppliers are unable to deliver ontime. We see an opportunity for RBC to gain market-share from competitors due to their stronger channel control, differentiated integrated kits, and investments in production capacity. As well as maintain pricing power given the scarcity of bearings.

Estimates (Mar) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	3.82	7.46	8.45	9.35	9.70
GAAP EPS	1.56	4.95	6.06	7.06	7.58
EPS Change (YoY)	NA	95.3%	13.3%	10.7%	3.7%
Consensus EPS (Bloomberg)			8.60	9.40	10.38
DPS	0	0	0	0	0
Valuation (Mar)					
P/E	72.1x	36.9x	32.6x	29.5x	28.4x
GAAP P/E	176.5x	55.6x	45.4x	39.0x	36.3x
EV / EBITDA*	43.8x	20.0x	18.0x	16.8x	15.8x
Free Cash Flow Yield*	2.2%	2.6%	3.5%	3.7%	4.0%
* For full definitions of <i>iQ</i> method <sup>≤M</sup> measures, see page 5.					

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Refer to important disclosures on page 6 to 8. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

Timestamp: 16 February 2024 03:00AM EST

#### 16 February 2024

#### Equity

Key Changes		
(US\$)	Previous	Current
2024E Rev (m)	1,592.7	1,556.2
2025E Rev (m)	1,702.7	1,667.0
2026E Rev (m)	1,797.8	1,759.9
2024E EPS	8.95	8.45
2025E EPS	9.70	9.35
2026E EPS	10.10	9.70

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### Stock Data

Price	275.39 USD
Price Objective	280.00 USD
Date Established	29-Nov-2023
Investment Opinion	B-1-9
52-Week Range	195.18 USD - 288.16 USD
Mrkt Val (mn) / Shares Out	6,880 USD / 25.0
(mn)	
Free Float	98.2%
Average Daily Value (mn)	33.25 USD
BofA Ticker / Exchange	RBC / NYS
Bloomberg / Reuters	RBC US / RBC.N
ROE (2024E)	9.3%
Net Dbt to Eqty (Mar-2023A)	52.7%
ESGMeter™	Medium

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".

## **iQ**profile<sup>™</sup> RBC Bearings Inc

(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	2.9%	5.2%	6.0%	6.4%	6.5%
Return on Equity	5.8%	8.8%	9.3%	10.0%	10.09
Operating Margin	12.8%	19.9%	21.6%	22.1%	22.69
Free Cash Flow	151	179	241	257	276
<i>iQ</i> method <sup>™</sup> – <b>Quality of Earnings*</b>					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	1.7x	1.0x	1.1x	1.1x	1.1:
Asset Replacement Ratio	0.5x	0.4x	0.3x	0.5x	0.5
Tax Rate	30.5%	20.5%	21.5%	21.5%	21.59
Net Debt-to-Equity Ratio	63.8%	52.7%	41.3%	29.3%	18.59
Interest Cover	2.9x	3.8x	4.3x	4.9x	4.9
Income Statement Data (Mar)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Sales	943	1,469	1,556	1,667	1,760
% Change	54.8%	55.8%	5.9%	7.1%	5.69
Gross Profit	357	605	667	727	77!
% Change	52.5%	69.4%	10.2%	9.0%	6.79
EBITDA	187	408	455	486	517
% Change	26.6%	118.8%	11.3%	6.9%	6.39
Net Interest & Other Income	(42)	(83)	(81)	(76)	(86
Net Income (Adjusted)	104	217	246	286	313
% Change	NA	107.9%	13.6%	16.2%	9.4%
Free Cash Flow Data (Mar) (US\$ Millions)	2022A	2023A	2024E	2025E	2026
Net Income from Cont Operations (GAAP)	55	167	200	229	245
Depreciation & Amortization	66	115	119	118	119
Change in Working Capital	4	(71)	(57)	(49)	(45
Deferred Taxation Charge	0	(21)	(11)	0	(
Other Adjustments, Net	56	31	29	18	
Capital Expenditure	(30)	(42)	(39)	(58)	
		170	241		(62
Free Cash Flow	151	179	241	257	(62 <b>27</b> (
% Change	7.0%	18.6%	35.0%	257 6.7%	(62 <b>27</b> ( <b>7.4</b> %
<b>% Change</b> Share / Issue Repurchase	<b>7.0%</b> 9	<b>18.6%</b> 4	<b>35.0%</b> 6	<b>257</b> <b>6.7%</b> 0	(62 <b>27</b> ( <b>7.4%</b>
<b>% Change</b> Share / Issue Repurchase Cost of Dividends Paid	<b>7.0%</b> 9 (7)	<b>18.6%</b> 4 (23)	<b>35.0%</b> 6 (23)	257 6.7% 0	(62 <b>27</b> ( <b>7.4%</b>
<b>% Change</b> Share / Issue Repurchase	<b>7.0%</b> 9	<b>18.6%</b> 4	<b>35.0%</b> 6	<b>257</b> <b>6.7%</b> 0	(62 <b>276</b> <b>7.4%</b> (
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar)	<b>7.0%</b> 9 (7) (1)	18.6% 4 (23) (1)	35.0% 6 (23) (1)	257 6.7% 0 0	(62 <b>276</b> <b>7.4%</b> (
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% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents	7.0% 9 (7) (1) 2022A 183	18.6% 4 (23) (1) 2023A 65	35.0% 6 (23) (1) 2024E 86	257 6.7% 0 0 0 0	(62 27( 7.4% ( ( ( 2026
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables	7.0% 9 (7) (1) 2022A 183 247	18.6% 4 (23) (1) 2023A 65 240	35.0% 6 (23) (1) 2024E 86 250	257 6.7% 0 0 0 0 2025E 343 268	(62 276 7.4% ( ( ( 2026 619 283
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets	7.0% 9 (7) (1) 2022A 183 247 532	18.6% 4 (23) (1) 2023A 65 240 608	35.0% 6 (23) (1) 2024E 86 250 653	257 6.7% 0 0 0 0 2025E 343 268 702	(62 276 7.4% ( ( ( 2026 619 283 747
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment	7.0% 9 (7) (1) 2022A 183 247 532 387	18.6% 4 (23) (1) 2023A 65 240 608 375	35.0% 6 (23) (1) 2024E 86 250 653 368	257 6.7% 0 0 0 0 2025E 343 268 702 379	(62 270 7.4% ( ( ( ) 2026 619 280 740 39
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets	7.0% 9 (7) (1) 2022A 183 247 532 387 3,496	18.6% 4 (23) (1)  2023A 65 240 608 375 3,402	35.0% 6 (23) (1)  2024E 86 250 653 368 3,355	257 6.7% 0 0 0 0 2025E 343 268 702 379 3,285	(62 276 7.4% (6 (6) 2026 619 283 744 39 3,219
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets	7.0% 9 (7) (1) 2022A 183 247 532 387 3,496 4,845	18.6% 4 (23) (1) 2023A 65 240 608 375 3,402 4,690	35.0% 6 (23) (1)  2024E 86 250 653 368 3,355 4,712	257 6.7% 0 0 0 0 2025E 343 268 702 379 3,285 4,976	(62 270 7.4% (0 0 2026 61! 28: 74: 39 3,21! 5,25:
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt	7.0% 9 (7) (1) 2022A 183 247 532 387 3,496 4,845 10	18.6% 4 (23) (1)  2023A 65 240 608 375 3,402 4,690 9	35.0% 6 (23) (1)  2024E 86 250 653 368 3,355 4,712 9	257 6.7% 0 0 0 0 2025E 343 268 702 379 3,285 4,976 9	2026 61: 28: 74: 39: 3,21:
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt Other Current Liabilities	7.0% 9 (7) (1)  2022A 183 247 532 387 3,496 4,845 10 304	18.6% 4 (23) (1)  2023A 65 240 608 375 3,402 4,690 9 300	35.0% 6 (23) (1)  2024E 86 250 653 368 3,355 4,712 9 298	257 6.7% 0 0 0 0 2025E 343 268 702 379 3,285 4,976 9 315	(62 270 7.4% (6) (6) (7) 2026 61! 28: 74: 39 3,21! 5,25:
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt Other Current Liabilities Long-Term Debt	7.0% 9 (7) (1)  2022A 183 247 532 387 3,496 4,845 10 304 1,687	18.6% 4 (23) (1)  2023A 65 240 608 375 3,402 4,690 9 300 1,394	35.0% 6 (23) (1)  2024E 86 250 653 368 3,355 4,712 9 298 1,213	257 6.7% 0 0 0 0 2025E 343 268 702 379 3,285 4,976 9 315 1,213	(62 276 7.4% (6 (6) 2026 619 283 747 39 3,219 5,259 (9) 330 1,213
% Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt  Balance Sheet Data (Mar) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt Other Current Liabilities Long-Term Debt Other Non-Current Liabilities	7.0% 9 (7) (1)  2022A 183 247 532 387 3,496 4,845 10 304 1,687 473	18.6% 4 (23) (1)  2023A 65 240 608 375 3,402 4,690 9 300 1,394 452	35.0% 6 (23) (1)  2024E 86 250 653 368 3,355 4,712 9 298 1,213 443	257 6.7% 0 0 0 0 2025E 343 268 702 379 3,285 4,976 9 315 1,213 443	(62 276 7.4% (6 (6) (6) 2026 619 283 744 39 3,219 5,259 (9) 330 1,213 443
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## **Company Sector**

Aerospace

## **Company Description**

RBC Bearings (RBC) is a manufacturer of precision roller, ball and plain bearings. RBC manufactures bearings in all major categories focusing on niche markets, primarily within the United States. The company concentrates on three segments of the bearings market: industrial, aerospace, and defense.

#### **Investment Rationale**

We expect RBC to benefit from growth in its industrial, commercial aerospace and defense end markets. We believe the company is realizing top line improvements from the Dodge acquisition and that gross margins are improving. Our Buy rating is based on continued margin expansion and a strong demand environment.

#### **Stock Data**

Average Daily Volume 120,732

## **Quarterly Earnings Estimates**

	2023	2024
Q1	1.79A	2.13A
Q2	1.93A	2.17A
Q3	1.64A	1.85A
Q4	2.13A	2.30E



\* For full definitions of  $\emph{iQ}$  method  $^{\text{SM}}$  measures, see page 5.

## Defense exposure well positioned for year ahead

RBC's defense business increased revenue 28% Y/Y, driven by growth from marine, missiles, space, and aircraft end markets. We expect the strong growth to continue with the U.S. and allied countries focused on replenishing missile/munition stockpiles, and ramping submarine productions. RBC is ramping the marine segment to continue to meet demand and increase shipset content. The U.S. Navy recently announced they will allocate additional funds for submarine production capacity at shipyards by splitting the costs of CapEx investments with Huntington Ingalls (HII). We expect the investments from HII, and the Navy should lead to increased throughput and increased orders for RBC.

## Low visibility on Industrial, limiting upside for FY2024

Lower visibility on Dodge orders coupled with lower CapEx investments across Industrial end-markets is a near term headwind. However, orders are growing, and RBC management remains bullish on the outyears. Slowing demand in industrial segments is a trend we have started seeing across our multis-coverage Due to the sluggish outlook, we now expect flat growth Y/Y for the segment, below prior expectations of 3% growth Y/Y. We do anticipate a recovery in the outyears with upside risk from the Infrastructure Bill, and optimized facilities.

## Reining in EPS estimates on lower Industrial expectations

Reflecting the increased near-term headwinds from the Industrial segment, and capacity /supply chain constraints we are lowering our EPS estimates. In FY2024E we now expect \$8.45 (vs. prior \$8.95), FY2025E: \$9.35 (vs. prior \$9.70), FY2026E: \$9.70 (vs. prior \$10.10).

## Reiterate Buy and PO: \$280

We roll our valuation forward to CY2025 from CY2024 and derive our PO of \$280 using 1.5x relative EV/EBITDA multiple on CY25 estimates. Over the last five years, RBC has traded on average 1.5x the one-year-forward EV/EBITDA multiple. We believe that this multiple fairly reflects the current industrial cycle and recovering aerospace cycle.



## Price objective basis & risk

#### **RBC Bearings Inc (RBC)**

We derive our PO of \$280 using 1.5x relative EV/EBITDA multiple on CY25 estimates. Over the last five years, RBC has traded on average 1.5x the one-year-forward EV/EBITDA multiple. We believe that this multiple fairly reflects the current industrial cycle and recovering aerospace cycle.

Downside risks to our price objective are as follows: 1) Acquisitions are a core part of the company's growth strategy. This is an inherently risky strategy that relies on the availability of attractive acquisition candidates and successful integration. 2) RBC operates in a highly competitive global bearing industry. Some of the company's key competitors are significantly larger or divisions of larger companies. 3) Lower-than-expected build rates at its key aerospace and defense customer Boeing could provide downside to our estimates. 4) US government uncertainty could defer military maintenance and procurement programs.

Upside risks to our price objective are: 1) growth from acquisitions, 2) better-than-expected commercial aerospace growth, 3) improvement in the Industrial end markets, 4) stronger-than-expected execution that would increase gross margins.

## **Analyst Certification**

I, Ronald J. Epstein, 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 - Aerospace and Defense Coverage Cluster** 

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	AerCap Holdings N.V.	AER	AER US	Ronald J. Epstein
	Air Lease Corporation	AL	AL US	Ronald J. Epstein
	Booz Allen Hamilton	BAH	BAH US	Mariana Perez Mora
	BWX Technologies, Inc.	BWXT	BWXT US	Ronald J. Epstein
	CACI International	CACI	CACI US	Mariana Perez Mora
	Cadre Holdings Inc	CDRE	CDRE US	Ronald J. Epstein
	Crane Co.	CR	CR US	Ronald J. Epstein
	Embraer	ERJ	ERJ US	Ronald J. Epstein
	General Dynamics	GD	GD US	Ronald J. Epstein
	HEICO Corporation	HEI	HEIUS	Ronald J. Epstein
	Howmet Aerospace Inc.	HWM	HWM US	Ronald J. Epstein
	KBR	KBR	KBR US	Mariana Perez Mora
	Leidos Holdings	LDOS	LDOS US	Mariana Perez Mora
	Leonardo DRS, Inc.	DRS	DRS US	Ronald J. Epstein
	Northrop Grumman	NOC	NOC US	Ronald J. Epstein
	Palantir Technologies	PLTR	PLTR US	Mariana Perez Mora
	Parsons Corporation	PSN	PSN US	Mariana Perez Mora
	RBC Bearings Inc	RBC	RBC US	Ronald J. Epstein
	Rocket Lab	RKLB	RKLB US	Ronald J. Epstein
	Teledyne Technologies Inc	TDY	TDY US	Ronald J. Epstein
	TransDigm Group Inc.	TDG	TDG US	Ronald J. Epstein
	Triumph Group	TGI	TGI US	Ronald J. Epstein
NEUTRAL				
	Albany International	AIN	AIN US	Ronald J. Epstein
	Boeing	BA	BA US	Ronald J. Epstein
	Garmin	GRMN	GRMN US	Ronald J. Epstein
	Hexcel Corporation	HXL	HXL US	Ronald J. Epstein
	L3Harris L3Harris	LHX	LHX US	Ronald J. Epstein
	Lockheed Martin	LMT	LMT US	Ronald J. Epstein



## **US - Aerospace and Defense Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	RTX Corp	RTX	RTX US	Ronald J. Epstein
	Textron	TXT	TXT US	Ronald J. Epstein
UNDERPERFORM				
	Bombardier	BDRBF	BDRBF US	Ronald J. Epstein
	Bombardier Inc.	YBBD B	BBD/B CN	Ronald J. Epstein
	CAE Inc.	YCAE	CAE CN	Ronald J. Epstein
	CAE Inc.	CAE	CAE US	Ronald J. Epstein
	Huntington Ingalls Industries	HII	HII US	Ronald J. Epstein
	Mercury Systems	MRCY	MRCY US	Ronald J. Epstein
	Spirit AeroSys-A	SPR	SPR US	Ronald J. Epstein

## *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

Momethod Suis 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.

\*\*Redatabase\*\* is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BofA Global Research.

*iQ*profile<sup>≤M</sup>, *iQ*method<sup>≤M</sup> are service marks of Bank of America Corporation. *iQ*database<sup>®</sup> is a registered service mark of Bank of America Corporation.



## **Disclosures**

## **Important Disclosures**

#### **RBC Bearings (RBC) Price Chart**



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

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

#### Equity Investment Rating Distribution: Aerospace/Defense Electronics Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	31	62.00%	Buy	23	74.19%
Hold	11	22.00%	Hold	9	81.82%
Sell	8	16.00%	Sell	6	75.00%

#### 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%

RI 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.

FUNDAMENTAL EQUITY OPINION KEY: Opinions include a Volatility Risk Rating, an Investment Rating and an Income Rating. VOLATILITY RISK RATINGS, indicators of potential price fluctuation, are: A - Low, B - Medium and C - High. INVESTMENT RATINGS reflect the analyst's assessment of both a stock's absolute total return potential as well as its attractiveness for investment relative to other stocks within its Coverage Cluster (defined below). Our investment ratings are: 1 - Buy stocks are expected to have a total return of at least 10% and are the most attractive stocks in the coverage cluster; 2 - Neutral stocks are expected to remain flat or increase in value and are less attractive than Buy rated stocks and 3 - Underperform stocks are the least attractive stocks in a coverage cluster. An investment rating of 6 (No Rating) indicates that a stock is no longer trading on the basis of fundamentals. Analysts assign investment ratings considering, among other things, the 0-12 month total return expectation for a stock and the firm's guidelines for ratings dispersions (shown in the table below). The current price objective for a stock should be referenced to better understand the total return expectation at any given time. The price objective reflects the analyst's view of the potential price appreciation (depreciation).

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

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

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