

## Target Corp.

# Recapturing sales, traffic and market share; Raise estimates and PO

Reiterate Rating: BUY | PO: 190.00 USD | Price: 168.58 USD

## Reiterate Buy; Raise ests & PO following strong quarter

We raise our F25E EPS to \$9.45 (was \$9.15) following TGT's stronger-than-expected F4Q earnings (see <u>link to report</u>). We continue to expect GM expansion in F25 as well as a comp sales & traffic inflection in F2Q driven by easing comparisons and the expected success of TGT's merchandising initiatives. We expect these benefits to be partially offset by expense deleverage, particularly in 1Q as we forecast a comp sales decline of (4%). We reiterate our Buy rating and raise our PO to \$190 (was \$160), 18-19x (up vs. 17-18x given rising peer multiples) our F26E (was F25E) EPS of \$10.35.

## Merchandising initiatives support improving value prop

TGT highlighted its focus LT on comp sales in the +LSD%-MSD% range in a normal year. We believe recent merchandising initiatives and new owned brand enhancements / launches (e.g. Figmint, Dealworthy, Gigglescape) should improve TGT's value perception with customers and support traffic & share gains going forward.

## See path to 6%+ operating margin over time

We expect GM to see continued benefits near-term from freight & transportation cost recovery, growth in Roundel, and efficiencies provided by TGT's lean inventory position. While we expect softer sales (particularly in 1Q) to drive expense deleverage in 2024, TGT's efficiency efforts (>\$500mn saved in 2023) should provide an important offset. We forecast a return to 6% operating margin for TGT in 2027 (F28), but a more material improvement in discretionary or shrink levels could drive upside, in our view.

## Competition in same-day delivery poses risk

TGT's initial investments in same-day (including Pick Up, Drive Up, Shipt) gave the company an early lead in the space. However, TGT faces steeper competition today as many large retailers enhanced same-day offerings during Covid. Through its enhanced Target Circle offering (rolling out on April 7), Target will offer a paid membership option through Target Circle 360, which for \$99/yr (or \$49/yr for card members & early adopters) provides guests with free same-day delivery from Shipt. While increasing digital penetration could pressure Gross Margin, this could be offset by a corresponding increase in customer engagement (last year, Target Circle members spent 5x more than non-members).

Estimates (Jan) (US\$)	2023A	2024A	2025E	2026E	2027E
EPS	6.02	8.94	9.45	10.35	11.28
GAAP EPS	5.99	8.94	9.45	10.35	11.29
EPS Change (YoY)	-55.6%	48.5%	5.7%	9.5%	9.0%
Consensus EPS (Bloomberg)			9.12	10.16	NA
DPS	3.96	4.35	4.55	4.75	4.95
Valuation (Jan)					
P/E	28.0x	18.9x	17.8x	16.3x	14.9x
GAAP P/E	28.1x	18.9x	17.8x	16.3x	14.9x
Dividend Yield	2.3%	2.6%	2.7%	2.8%	2.9%
EV / EBITDA*	15.7x	12.1x	11.6x	10.8x	10.3x
Free Cash Flow Yield*	-3.0%	3.0%	3.7%	4.3%	4.7%
* For full definitions of <i>IQ</i> method <sup>SM</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: 05 March 2024 05:52PM EST

#### 05 March 2024

#### Equity

Key Changes		
(US\$)	Previous	Current
Price Obj.	160.00	190.00
2025E Rev (m)	106,427.6	107,351.6
2026E Rev (m)	109,821.7	110,774.1
2027E Rev (m)	113,116.7	114,096.6
2025E EPS	9.15	9.45
2026E EPS	10.30	10.35
2027E EPS	11.46	11.28
2025E DPS	4.36	4.55

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## Stock Data

Price	168.58 USD
Price Objective	190.00 USD
Date Established	5-Mar-2024
Investment Opinion	B-1-7
52-Week Range	102.93 USD - 171.24 USD
Mrkt Val (mn) / Shares Out	82,503 USD / 489.4
(mn)	
Free Float	99.7%
Average Daily Value (mn)	604.36 USD
BofA Ticker / Exchange	TGT / NYS
Bloomberg / Reuters	TGT US / TGT.N
ROE (2025E)	29.9%
Net Dbt to Eqty (Jan-2024A)	91.1%
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

LSD = low single-digit

MSD = mid single-digit

## **iQ**profile<sup>™</sup> Target Corp.

<b>iQ</b> method <sup>™</sup> – Bus Performance*					
(US\$ Millions)	2023A	2024A	2025E	2026E	2027
Return on Capital Employed	10.3%	13.7%	13.2%	13.5%	13.29
Return on Equity	23.2%	33.6%	29.9%	27.9%	25.69
Operating Margin	3.6%	5.4%	5.6%	5.9%	6.09
Free Cash Flow	(2,509)	2,489	3,090	3,523	3,90
i <b>Q</b> method <sup>™</sup> – <b>Quality of Earnings*</b>					
(US\$ Millions)	2023A	2024A	2025E	2026E	2027
Cash Realization Ratio	1.1x	1.8x	1.6x	1.6x	1.6
Asset Replacement Ratio	2.3x	2.0x	1.5x	1.5x	1.5
Tax Rate	18.7%	21.9%	22.0%	22.0%	22.09
Net Debt-to-Equity Ratio	123.8%	91.1%	71.3%	53.6%	38.19
Interest Cover	9.4x	13.9x	16.7x	16.3x	21.1
Income Statement Data (Jan)					
(US\$ Millions)	2023A	2024A	2025E	2026E	2027
Sales	107,588	105,803	105,703	109,085	112,35
% Change	2.8%	-1.7%	-0.1%	3.2%	3.00
Gross Profit	26,891	29,676	30,533	31,940	32,97
% Change	-13.4%	10.4%	2.9%	4.6%	3.20
EBITDA	6,233	8,122	8,471	9,111	9,51
% Change	-46.1%	30.3%	4.3%	7.5%	4.59
Net Interest & Other Income	(410)	(410)	(356)	(396)	(32
Net Income (Adjusted)	2,795	4,138	4,353	4,727	5,03
% Change	-58.2%	48.0%	5.2%	8.6%	6.69
Free Cash Flow Data (Jan)					
(US\$ Millions)	2023A	2024A	2025E	2026E	2027
Net Income from Cont Operations (GAAP)	2,795	4,138	4,353	4,727	5,03
Depreciation & Amortization	2,385	2,415	2,535	2,655	2,73
Change in Working Capital	(2,161)	742	8	148	13
Deferred Taxation Charge	NA	NA	NA	NA	N
Other Adjustments, Net	0	0	0	0	
Capital Expenditure	(5,528)	(4,806)	(3,806)	(4,006)	(4,00
Free Cash Flow	-2,509	2,489	3,090	3,523	3,90
% Change	NM	NM	24.2%	14.0%	10.9
Share / Issue Repurchase	(2,554)	73	0	0	(0.00
Cost of Dividends Paid	(1,836)	(2,011)	(2,094)	(2,167)	(2,20
Change in Debt	2,419	(101)	0	0	
Balance Sheet Data (Jan)		***	****	***	
(US\$ Millions)	2023A	2024A	2025E	2026E	202
Cash & Equivalents	2,229	3,805	4,851	6,257	8,00
Trade Receivables	0	0	0	0	
Other Current Assets	15,617	13,693	14,286	14,968	15,41
Property, Plant & Equipment	31,512	33,096	34,367	35,718	36,98
Other Non-Current Assets	1,320	1,400	1,401	1,401	1,40
Total Assets	50,678	51,994	54,904	58,343	61,81
Short-Term Debt	130	1,116	1,116	1,116	1,11
Other Current Liabilities	19,370	18,188	18,789	19,619	20,20
Long-Term Debt	16,009	14,922	14,922	14,922	14,92
Other Non-Current Liabilities	3,956	4,419	4,469	4,519	4,56
Total Liabilities	39,465	38,645	39,296	40,176	40,81
Total Equity	11,232	13,432	15,691	18,251	21,08
Total Equity & Liabilities	50,697	52,077	54,987	58,426	61,89

## **Company Sector**

Supermarkets/Food Retailers

## **Company Description**

Target Corporation is one of the largest discount retailers in the US, operating roughly 1,900 Target stores across the US. The company sells merchandise in its Signature Categories Style, Baby, Kids and Wellness as well as other products in both physical Target stores and online at Target.com.

## **Investment Rationale**

We rate TGT shares Buy as we see several catalysts to support improving traffic comps into F4Q from current depressed levels, gross margin upside opportunities, and merchandising initiatives & improved inventory positioning which should support better sales trends into F25.

#### **Stock Data**

Average Daily Volume

3,584,998

## **Quarterly Earnings Estimates**

	2024	2025
Q1	2.05A	1.92E
Q2	1.80A	2.47E
Q3	2.10A	2.23E
Q4	2.98A	2.83E



Exhibit 1: TGT Quarterly Earnings Analysis \$ millions, except per share data

		Other	Total	COGS,	SG&A,		Op.	Other	Pretax	Inc	Net Inc	Extra Gain	Net	Operating	Rep.	Shs Out
	Sales	Revenues	Revenues	Distrib.	Оссир.	D&A	Inc.	Exp. (Inc.)	Inc	Tax	Cont Ops.	(Loss)	Inc.	EPS	EPS	(MM)
Apr-Q1	\$24,830.0	\$340.0	\$25,170.0	\$18,461.0	\$4,762.0	\$601.0	\$1,346.0	\$77.0	\$1,269.0	\$245.0	\$1,024.0	(\$15.0)	\$1,009.0	\$2.19	\$2.16	467.8
Jul-Q2	\$25,653.0	\$384.0	\$26,037.0	\$20,142.0	\$5,002.0	\$572.0	\$321.0	\$104.0	\$217.0	\$34.0	\$183.0	\$0.0	\$183.0	\$0.39	\$0.39	463.6
Oct-Q3	\$26,122.0	\$396.0	\$26,518.0	\$19,680.0	\$5,219.0	\$597.0	\$1,022.0	\$113.0	\$909.0	\$197.0	\$712.0	\$0.0	\$712.0	\$1.54	\$1.54	462.5
Jan-Q4	\$30,983.0	\$412.0	\$31,395.0	\$23,946.0	\$5,675.0	\$615.0	\$1,159.0	\$116.0	\$1,043.0	\$167.0	\$876.0	<u>\$0.0</u>	\$876.0	\$1.89	\$1.89	462.7
F2023	\$107,588.0	\$1,532.0	\$109,120.0	\$82,229.0	\$20,658.0	\$2,385.0	\$3,848.0	\$410.0	\$3,438.0	\$643.0	\$2,795.0	(\$15.0)	\$2,780.0	\$6.02	\$5.99	464.2
Apr-Q1	\$24,948.0	\$374.0	\$25,322.0	\$18,386.0	\$5,025.0	\$583.0	\$1,328.0	\$124.0	\$1,204.0	\$254.0	\$950.0	\$0.0	\$950.0	\$2.05	\$2.05	462.9
Jul-Q2	\$24,384.0	\$389.0	\$24,773.0	\$17,798.0	\$5,184.0	\$594.0	\$1,197.0	\$125.0	\$1,072.0	\$237.4	\$834.6	\$0.0	\$834.6	\$1.80	\$1.80	462.5
Oct-Q3	\$25,004.0	\$394.0	\$25,398.0	\$18,149.0	\$5,316.0	\$616.0	\$1,317.0	\$82.0	\$1,235.0	\$264.0	\$971.0	\$0.0	\$971.0	\$2.10	\$2.10	462.6
Jan-Q4	\$31,467.0	\$452.0	\$31,919.0	\$23,403.0	\$6,029.0	\$622.0	\$1,865.0	\$79.0	\$1,786.0	\$404.0	\$1,382.0	\$0.0	\$1,382.0	\$2.98	\$2.98	463.1
	\$105,803.0	\$1,609.0	\$107,412.0	\$77,736.0	\$21,554.0	\$2,415.0	\$5,707.0	\$410.0	\$5,297.0	\$1,159.4	\$4,137.6	\$0.0	\$4,137.6	\$8.94	\$8.94	462.8
Apr-Q1E	\$24,074.8	\$384.0	\$24,458.8	\$17,406.1	\$5,213.4	\$613.0	\$1,226.3	\$89.0	\$1,137.3	\$250.2	\$887.1	\$0.0	\$887.1	\$1.92	\$1.92	462.1
Jul-Q2E	\$25,237.4	\$399.0	\$25,636.4	\$18,070.0	\$5,391.4	\$624.0	\$1,551.1	\$89.0	\$1,462.1	\$321.7	\$1,140.4	\$0.0	\$1,140.4	\$2.47	\$2.47	461.1
Oct-Q3E	\$25,879.1	\$404.0	\$26,283.1	\$18,702.9	\$5,528.6	\$646.0	\$1,405.6	\$89.0	\$1,316.6	\$289.7	\$1,027.0	\$0.0	\$1,027.0	\$2.23	\$2.23	460.1
Jan-Q4E	\$30,511.2	\$462.0	\$30,973.2	\$22,639.3	\$5,928.6	\$652.0	\$1,753.2	\$89.0	\$1,664.2	\$366.1	\$1,298.1	\$0.0	\$1,298.1	\$2.83	\$2.83	459.1
F2025E	\$105,702.6	\$1,649.0	\$107,351.6	\$76,818.2	\$22,062.1	\$2,535.0	\$5,936.2	\$356.0	\$5,580.2	\$1,227.7	\$4,352.6	\$0.0	\$4,352.6	\$9.45	\$9.45	460.6
F2026E	\$109,085.1	\$1,689.0	\$110,774.1	\$78,833.6	\$22,829.8	\$2,655.0	\$6,455.6	\$396.0	\$6,059.6	\$1,333.1	\$4,726.5	\$0.0	\$4,726.5	\$10.35	\$10.35	456.6
Percentage	Change	-								Ratio Analysis						
		Other	U.S.	Digital	Total		Op.	Op.		Gross	Exp		Op.	Tax	Net	# of
	Sales	Revenues	Comps	Sales	Revenues	SG&A	Inc.	EPS		Margin	Ratio	D&A	Margin	Rate	Margin	Stores
Apr-Q1	23.3%	30.3%	22.9%	50.2%	23.4%	11.1%	407.3%	524.4%	<del>-</del>	30.0%	18.6%	2.5%	9.8%	19.7%	7.7%	1,909
Jul-Q2	9.4%	19.7%	8.9%	9.9%	9.5%	9.0%	6.1%	8.0%		30.4%	19.3%	2.2%	9.8%	23.3%	7.2%	1,909
Oct-Q3	13.2%	22.3%	12.7%	28.9%	13.3%	4.6%	3.9%	8.6%		28.0%	18.9%	2.2%	7.8%	22.1%	5.8%	1,924
Jan-Q4	9.4%	11.1%	<u>8.9%</u>	9.2%	9.4%	1.9%	13.1%	19.4%	_	<u>25.7%</u>	17.9%	2.0%	6.7%	23.4%	4.9%	1,926
F2022	13.2%	20.1%	12.7%	20.9%	13.3%	6.3%	36.0%	44.0%		28.3%	18.7%	2.2%	8.4%	22.1%	6.3%	1,926
Apr-Q1	4.0%	6.9%	3.3%	3.2%	4.0%	5.6%	(43.3%)	(40.7%)		25.7%	18.9%	2.4%	5.3%	19.3%	4.1%	1,933
Jul-Q2	3.3%	15.0%	2.6%	9.0%	3.5%	3.2%	(87.0%)	(89.2%)		21.5%	19.2%	2.2%	1.2%	15.7%	0.7%	1,937
Oct-Q3	3.3%	9.4%	2.7%	0.3%	3.4%	7.4%	(49.2%)	(49.1%)		24.7%	19.7%	2.3%	3.9%	21.7%	2.7%	1,941
Jan-Q4	1.2%	8.4%	0.7%	(3.6%)	1.3%	2.2%	(44.2%)	(40.6%)	_	22.7%	18.1%	2.0%	3.7%	16.0%	2.8%	<u>1,948</u>
F2023	2.8%	9.9%	2.2%	2.2%	2.9%	4.5%	(56.9%)	(55.6%)		23.6%	18.9%	2.2%	3.5%	18.7%	2.6%	1,948
Apr-Q1	0.5%	10.0%	0.0%	(3.4%)	0.6%	5.5%	(1.3%)	(6.2%)		26.3%	19.8%	2.3%	5.2%	21.1%	3.8%	1,954
Jul-Q2	(4.9%)	1.3%	(5.4%)	(10.5%)	(4.9%)	3.6%	272.9%	357.1%		27.0%	20.9%	2.4%	4.8%	22.1%	3.4%	1,955
Oct-Q3	(4.3%)	(0.5%)	(4.9%)	(6.0%)	(4.2%)	1.9%	28.9%	36.3%		27.4%	20.9%	2.4%	5.2%	21.4%	3.8%	1,956
Jan-Q4	<u>1.6%</u>	9.7%	(4.4%)	(0.1%)	1.7%	6.2%	60.9%	<u>57.6%</u>	_	<u>25.6%</u>	<u>18.9%</u>	<u>1.9%</u>	5.8%	22.6%	4.3%	1,956
F2024	(1.7%)	5.0%	(3.7%)	(5.0%)	(1.6%)	4.3%	48.3%	48.5%		26.5%	20.1%	2.2%	5.3%	21.9%	3.9%	1,956
Apr-Q1E	(3.5%)	2.7%	(4.0%)	5.0%	(3.4%)	3.8%	(7.7%)	(6.5%)		27.7%	21.3%	2.5%	5.0%	22.0%	3.6%	1,961
Jul-Q2E	3.5%	2.6%	3.0%	10.0%	3.5%	4.0%	29.6%	37.1%		28.4%	21.0%	2.4%	6.1%	22.0%	4.4%	1,966
Oct-Q3E	3.5%	2.5%	3.0%	2.0%	3.5%	4.0%	6.7%	6.3%		27.7%	21.0%	2.5%	5.3%	22.0%	3.9%	1,970
Jan-Q4E	(3.0%)	2.2%	2.0%	2.0%	(3.0%)	(1.7%)	(6.0%)	(5.3%)	_	<u>25.8%</u>	<u>19.1%</u>	2.1%	<u>5.7%</u>	22.0%	4.2%	1,976
F2025E	(0.1%)	2.5%	1.1%	4.8%	(0.1%)	2.4%	4.0%	5.7%		27.3%	20.6%	2.4%	5.5%	22.0%	4.1%	1,976
F2026E	3.2%	2.4%	3.0%	5.0%	3.2%	3.5%	8.7%	9.5%		27.7%	20.6%	2.4%	5.8%	22.0%	4.3%	1,996
Source: Cor	mpany filings,	BofA Global F	Research estim	iates												

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

BofA GLOBAL RESEARCH



## Price objective basis & risk

#### Target Corp. (TGT)

Our \$190 PO is based on 18-19x our F2026E adjusted EPS of \$10.35, which is near the high-end of TGT's ten-year historical P/E range of roughly 11x-20x but warranted in our view, given strong profitability improvements and improving sales & traffic trends.

Downside risks to our price objective are gross margin pressures from labor costs, investments, and the rapid growth of the lower-margin e-commerce channel as well as aggressive competition from competitors.

## **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	ВЈ	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	SYY	SYY 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
	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
	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



## *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
Enterprise value / Sales	Other LT Liabilities	Suics

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

\*\*Menethod3\*\*\*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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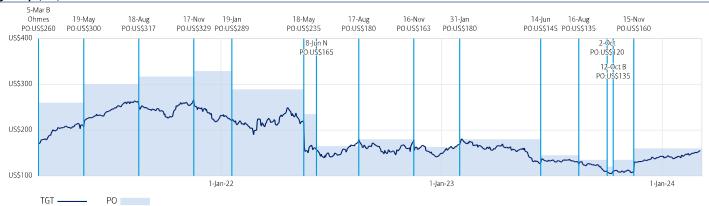
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B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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: 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%
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%	≤ /0%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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

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