

## Banks & Thrifts

Price:	\$18.15
Fair Value Estimate:	21.00
52-Week Range:	\$14.97 - \$25.97
Market Cap (MM):	\$138
Shr.O/S-Diluted (mm):	7.6
Average Daily Volume:	12,213
Dividend:	\$0.40
Yield:	2.2%
Tang Book Value:	\$25.99
Price/Tangible Book:	0.70x

FYE: Dec	2024E	2025E	2026E
EPS - non-GAAP	\$0.83E	\$1.02E	\$1.11E
Adjusted: Prior EPS - non-GAAP	\$1.40	\$1.42	NC
Adjusted:			

### Quarterly EPS - non-GAAP Adjusted:

Q1	\$0.36A	\$0.20E	\$0.29E
Q2	\$0.27A	\$0.24E	\$0.34E
Q3	\$(0.04)E	\$0.27E	\$0.38E
Q4	\$0.24E	\$0.31E	\$0.40E
EPS - non-GAAP	\$0.83E	\$1.02E	\$1.11E
Adjusted			

MainStreet Bancshares, Inc. is a community bank in Northern Virginia and the Washington, D.C. MSA serving local commercial business and individual customers with deposit, credit, and cash management products. The company has a specialty Banking-as-a-Service (BaaS) technology initiative to attract new business deposits and customers.



October 11, 2024

## MainStreet Bancshares, Inc.

(MNSB) - BUY

### MNSB Expects 3Q Loss on Loan Sale and Write-Down, Resetting EPS Outlook With New 2026 Projection. Net TBV Growth Pace 4.0% Annually After Dividends.

#### PORTFOLIO MANAGER BRIEF

- MNSB disclosed via an 8-K filing on 10/10 that it sold a \$20.7M Construction with a \$1.91M write-down or 9.2% loss. The charge-off and removal of accrued interest income and related expenses lead to an EPS loss of \$0.04 in 3Q24.
- The Construction loan sale was to a previously identified problem credit that was Criticized in prior periods, including the 6-30-24 disclosures in the 10-Q (see our table above). Criticized Assets should be slightly higher at 9-30-24 as a result of the 3Q charge-off, loan sale, and \$9.5M in net, new problem inflows in 3Q24.
- Future EPS are reduced on a lower NIM-Net Interest Margin and sustained expense levels with limited balance-sheet growth. While we think growth could be faster, uncertainty exists on the timing of new external growth, especially on the Avenu fintech business line.
- ROA-Return on Assets is lower than expected and impacts the pace of annual TBV-Tangible book value growth, forecast at 4% per annum. There is a minor TBV haircut to \$23.70/share at 9/30 as the EPS loss and dividend payment were offset by small share repurchases and modest AOCI uptick on the company's small Securities position.
- Outside of the 3Q24 loss, the company has had limited problem loan losses in this credit cycle, with cumulative losses less than 0.60% of Loans. Our EPS model (see Page 4) includes Reserve building with provision expense higher than net charge-offs.
- Our Fair Value is \$21.00 for MNSB with \$3 higher Franchise Value, given a low 2.0x multiple on the modest funding cost advantage. As Fed Funds rates decline, this advantage narrows, while fair value marks are reduced. A lower funding cost and fewer brokered funds and less government/muni accounts would boost the franchise valuation. Stronger profits and ROA would benefit the stock price as TBV retention would improve.
- See this report for more details, including comparable peer valuation and historical Price-to-Tangible Book ratio data.

### 3Q24 Charge-Off: \$1.91M Loss Recorded On \$20.7M Construction Loan Sale, Most Previously "Criticized" Status

#### MNSB Asset Quality

MNSB's Non-Pass rated Loans include Watch and Special Mention

June-30-2024	PASS	NON-PASS	TOTAL	PASS	NON-PASS	% LOANS	ALLOWANCE	%
Single-Family Residential	203,986	6,167	210,153	97.1%	2.9%	12.2%	2,453	1.17%
Multifamily CRE	235,981	3,246	239,227	98.6%	1.4%	13.9%		0.00%
Farmland	320	0	320	100.0%	0.0%	0.0%		0.00%
Owner-Occupied CRE	336,435	0	336,435	100.0%	0.0%	19.5%	9,944	2.96%
Non Owner-Occupied CRE	492,379	16,216	508,595	96.8%	3.2%	29.4%		0.00%
Construction	392,915	17,783	410,698	95.7%	4.3%	23.8%	3,564	0.87%
Commercial & Industrial C&I	87,726	5,833	93,559	93.8%	6.2%	5.4%	1,123	1.20%
Consumer Secured	1,906	0	1,906	100.0%	0.0%	0.1%	14	0.73%
Consume Unsecured	326	0	326	100.0%	0.0%	0.0%		0.00%
TOTAL LOANS	1,751,974	49,245	1,801,219	97.3%	2.7%	104.3%	17,098	0.95%

Source: Janney Research (FIG Group), SEC 10-Q filing 6-30-24

MNSB disclosed via 8-K filing on 10/10 that it sold a \$20.7M Construction loan with a \$1.91M write-down or 9.2% loss. The charge-off and removal of accrued interest income and related expenses lead to an EPS loss of \$0.04 in 3Q-2024.

Also, tangible book value (TBV) sees a minor haircut linked-quarter, offset by small share repurchases and modest AOCI uptick on the company's small Securities position.

The Construction loan sale was to a previously identified problem credit that was Criticized in prior periods, including the 6-30-24 disclosures in the 10-Q (see our table above). Criticized Assets should be slightly higher at 9-30-24 as a result of the 3Q charge-off, loan sale, and \$9.5M in net, new problem inflows in 3Q24.

The company has had limited problem loan losses in this credit cycle, with cumulative losses less than 0.60% of Loans. Our EPS model (see Page 4) includes Reserve building with provision expense higher than net charge-offs.

# MNSB Shares Trade at a Discount on Low Profitability, Franchise Value Supports TBV per share with FV Marks

Janney Research Rating: "BUY"

Fair Value: \$21.00

	2025	Multiple	Price
GAAP EPS	\$1.02	20.3x	\$20.60
Dividends	\$0.40	1.0x	\$0.40
Excess TCE	na	na	\$0.00
		<b>Combined</b>	<b>\$21.00</b>
Tangible Book 12/25	<b>\$24.72</b>	<b>0.85x</b>	<b>\$21.00</b>

Implied Gain/Loss versus Current Price: 16%

Alternative			
2026 EPS	\$1.11	19.6x	\$21.64
Cash Dividends	\$0.40	1.0x	\$0.40
Excess TCE	na	0.0x	\$0.00
			\$22.04
Discount Rate 10% Pro Rata March '25			0.95
Tangible Book 12/26	<b>\$25.87</b>	<b>0.85x</b>	<b>\$21.00</b>

Source: Janney Research (FIG Group) & Forward Estimates

We expect MNSB shares to trade at a discount to tangible book value (TBV) as a low ROA and low absolute EPS impact the stock price.

This new analysis takes our 9/30 projections plus new Fed Funds rates and funding cost outlook through 2026 with lower fair value marks on Securities and Loans.

We apply a low 2.0x multiple on the modest funding cost advantage (i.e., 4.00% vs 4.83% Fed Funds, and this narrows as FF rates drop towards 4.00% by 2026). Less brokered funds and cheaper funding benefits the valuation.

Franchise Deposits Exclude Brokered, Muni/Govt Accounts, Focus on Funding Costs less Fed Funds

## Deposit Pricing Outlook

	Sep-24	Dec-25	Dec-26
Market-Cap.	135.4	142.7	143.9
TCE in \$\$	176.8	171.2	168.9
Residual Premium	(41.4)	(28.5)	(25.0)
TOTAL DEPOSITS	1,680.0	1,906.1	2,071.3
Brokered	600.0	500.0	450.0
Govt/Municipal	150.0	115.0	100.0
Franchise Deposits	930.0	1,291.1	1,521.3
Cost of Funds	4.00%	3.70%	3.63%
Advantage vs Fed Funds	0.83%	0.55%	0.37%
Value @ 2.0x multiple	1.7%	1.1%	0.7%
Franchise Value	15.4	14.2	11.3
Gov/Muni Value (1x)	1.2	0.6	0.4
Gross Deposit Value	<b>16.7</b>	<b>14.8</b>	<b>11.6</b>
less: AOCI	(6.4)	(5.6)	(4.8)
less: HTM marks	(0.2)	(0.1)	(0.1)
less: 1.0% Loan mark	(14.2)	(14.7)	(15.4)
<b>Net Deposit Value</b>	<b>(4.2)</b>	<b>(5.7)</b>	<b>(8.7)</b>
per share	(\$0.56)	(\$0.82)	(\$1.33)
Add: TBV per share	\$23.70	\$24.72	\$25.87
Add: AOCI per share	\$0.86	\$0.81	\$0.74
<b>TOTAL FAIR VALUE</b>	<b>\$24.01</b>	<b>\$24.71</b>	<b>\$25.28</b>
Gross Deposit Premium	1.5%	1.1%	0.7%
<b>Net Deposit Premium</b>	<b>(0.4%)</b>	<b>(0.4%)</b>	<b>(0.5%)</b>

BETA '25 28%  
BETA '26 28%

Fed Funds 4.25% by '25, 4.00% by '26

AOCI improves 30% by '25, 40% by '26

FAS 107 mark is less than 1.0% currently

add-back to avoid double counting

Factors earnings and balance sheet projections thru December 2026

## Earnings Model

				2024 Quarterly				2025 Quarterly				2026 Quarterly			
	2024E	2025E	2026E	1Q24	2Q24	3Q24E	4Q24E	1Q25E	2Q25E	3Q25E	4Q25E	1Q26E	2Q26E	3Q26E	4Q26E
Income Data: (\$Mil.)															
Net Interest Income	\$61.58	\$65.45	\$66.59	\$15.37	\$15.29	\$15.16	\$15.76	\$15.72	\$16.15	\$16.62	\$16.96	\$16.85	\$17.35	\$17.78	\$17.95
Loan Loss Provision	\$3.59	\$2.11	\$1.96	(\$0.20)	\$0.64	\$2.66	\$0.49	\$0.49	\$0.49	\$0.58	\$0.55	\$0.34	\$0.32	\$0.37	\$0.34
Non-Interest Income	\$3.52	\$3.87	\$4.00	\$0.89	\$0.87	\$0.87	\$0.89	\$0.91	\$0.95	\$0.99	\$1.02	\$1.05	\$1.09	\$1.13	\$1.17
Gain/Loss on Loan Sales	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gain/Loss on Securities	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
One-Time Items	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Non-Interest Expense	\$51.35	\$55.50	\$56.25	\$12.32	\$12.67	\$13.05	\$13.31	\$13.63	\$13.82	\$13.96	\$14.10	\$14.38	\$14.55	\$14.68	\$14.81
Pre-Tax Income	\$10.17	\$11.71	\$12.37	\$4.14	\$2.86	\$0.33	\$2.85	\$2.51	\$2.79	\$3.07	\$3.33	\$3.18	\$3.56	\$3.86	\$3.96
Taxes (w/ FTE adj.)	\$1.71	\$2.28	\$2.41	\$0.83	\$0.24	\$0.08	\$0.55	\$0.49	\$0.54	\$0.60	\$0.65	\$0.62	\$0.70	\$0.75	\$0.77
Extraordinary Items	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Net Income	\$8.46	\$9.42	\$9.96	\$3.31	\$2.62	\$0.25	\$2.29	\$2.02	\$2.25	\$2.47	\$2.68	\$2.56	\$2.87	\$3.10	\$3.19
Preferred Dividend	\$2.16	\$2.16	\$2.16	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54	\$0.54
<b>Net Income Avail. Common</b>	<b>\$6.30</b>	<b>\$7.27</b>	<b>\$7.81</b>	<b>\$2.77</b>	<b>\$2.08</b>	<b>(\$0.29)</b>	<b>\$1.75</b>	<b>\$1.48</b>	<b>\$1.71</b>	<b>\$1.93</b>	<b>\$2.14</b>	<b>\$2.02</b>	<b>\$2.33</b>	<b>\$2.57</b>	<b>\$2.65</b>
Avg. Shares O/S	7.5	7.2	7.1	7.6	7.6	7.5	7.4	7.3	7.2	7.1	7.0	6.9	6.8	6.7	6.6
<b>Earnings Per Share (EPS)</b>	<b>\$0.83</b>	<b>\$1.02</b>	<b>\$1.11</b>	<b>\$0.36</b>	<b>\$0.27</b>	<b>(\$0.04)</b>	<b>\$0.24</b>	<b>\$0.20</b>	<b>\$0.24</b>	<b>\$0.27</b>	<b>\$0.31</b>	<b>\$0.29</b>	<b>\$0.34</b>	<b>\$0.38</b>	<b>\$0.40</b>
Per Share Data:															
Reported Book Value	\$26.30	\$27.20	\$27.27	\$25.72	\$25.99	\$26.01	\$26.30	\$26.30	\$26.56	\$26.86	\$27.20	\$27.27	\$27.64	\$28.06	\$28.50
<b>Tangible Book Value</b>	<b>\$23.95</b>	<b>\$24.72</b>	<b>\$24.77</b>	<b>\$23.66</b>	<b>\$23.72</b>	<b>\$23.70</b>	<b>\$23.95</b>	<b>\$23.93</b>	<b>\$24.16</b>	<b>\$24.42</b>	<b>\$24.72</b>	<b>\$24.77</b>	<b>\$25.10</b>	<b>\$25.47</b>	<b>\$25.87</b>
Dividends	\$0.40	\$0.40	\$0.40	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
<b>Pre-Tax, Pre-Provision EPS</b>	<b>\$1.82</b>	<b>\$1.93</b>	<b>\$2.03</b>	<b>\$0.52</b>	<b>\$0.46</b>	<b>\$0.40</b>	<b>\$0.45</b>	<b>\$0.41</b>	<b>\$0.45</b>	<b>\$0.51</b>	<b>\$0.56</b>	<b>\$0.51</b>	<b>\$0.57</b>	<b>\$0.63</b>	<b>\$0.65</b>
<b>CORE GAAP EPS</b>	<b>\$0.83</b>	<b>\$1.02</b>	<b>\$1.11</b>	<b>\$0.36</b>	<b>\$0.27</b>	<b>(\$0.04)</b>	<b>\$0.24</b>	<b>\$0.20</b>	<b>\$0.24</b>	<b>\$0.27</b>	<b>\$0.31</b>	<b>\$0.29</b>	<b>\$0.34</b>	<b>\$0.38</b>	<b>\$0.40</b>
KEY Ratios:															
Net Interest Margin	3.16%	3.24%	3.27%	3.24%	3.21%	3.05%	3.15%	3.19%	3.22%	3.25%	3.30%	3.32%	3.34%	3.35%	3.35%
CORE Return on Avg Assets	0.42%	0.46%	0.49%	0.66%	0.50%	0.05%	0.43%	0.39%	0.43%	0.47%	0.52%	0.51%	0.56%	0.59%	0.61%
<b>Pre-Tax Pre-Provision ROA</b>	<b>0.68%</b>	<b>0.67%</b>	<b>0.70%</b>	<b>0.77%</b>	<b>0.67%</b>	<b>0.57%</b>	<b>0.63%</b>	<b>0.57%</b>	<b>0.63%</b>	<b>0.70%</b>	<b>0.76%</b>	<b>0.69%</b>	<b>0.76%</b>	<b>0.82%</b>	<b>0.83%</b>
Efficiency Ratio	78.9%	80.1%	79.7%	75.8%	78.4%	81.4%	80.0%	82.0%	80.8%	79.3%	78.4%	80.3%	78.9%	77.6%	77.5%
Overhead Ratio	2.52%	2.70%	2.75%	2.42%	2.42%	2.48%	2.52%	2.60%	2.65%	2.69%	2.74%	2.80%	2.83%	2.84%	2.86%
TCE Ratio	8.4%	8.0%	7.9%	8.8%	8.7%	8.5%	8.4%	8.2%	8.1%	8.1%	8.0%	7.9%	7.7%	7.6%	7.5%
Period-End Balances: (\$Mil.)															
Earning Assets	\$1,997	\$2,052	\$2,071	\$1,952	\$1,971	\$1,984	\$1,997	\$2,010	\$2,024	\$2,041	\$2,052	\$2,071	\$2,096	\$2,121	\$2,138
Total Assets	\$2,116	\$2,162	\$2,183	\$2,070	\$2,094	\$2,105	\$2,116	\$2,127	\$2,139	\$2,153	\$2,162	\$2,183	\$2,216	\$2,256	\$2,280
Net Loans	\$1,804	\$1,854	\$1,872	\$1,727	\$1,779	\$1,791	\$1,804	\$1,816	\$1,829	\$1,844	\$1,854	\$1,872	\$1,895	\$1,918	\$1,933
Total Deposits	\$1,805	\$1,906	\$1,944	\$1,733	\$1,755	\$1,780	\$1,805	\$1,830	\$1,856	\$1,885	\$1,906	\$1,944	\$1,991	\$2,039	\$2,071
Intangibles	\$17	\$17	\$17	\$16	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17
Total <b>Common</b> Equity	\$193	\$188	\$187	\$196	\$197	\$194	\$193	\$191	\$190	\$189	\$188	\$187	\$187	\$186	\$186

Source: Janney Research (FIG Group), S&amp;P Capital IQ

## Peer Group Analysis: Comparing Bank Alternatives to MNSB Across a Variety of Market-Cap Sizes

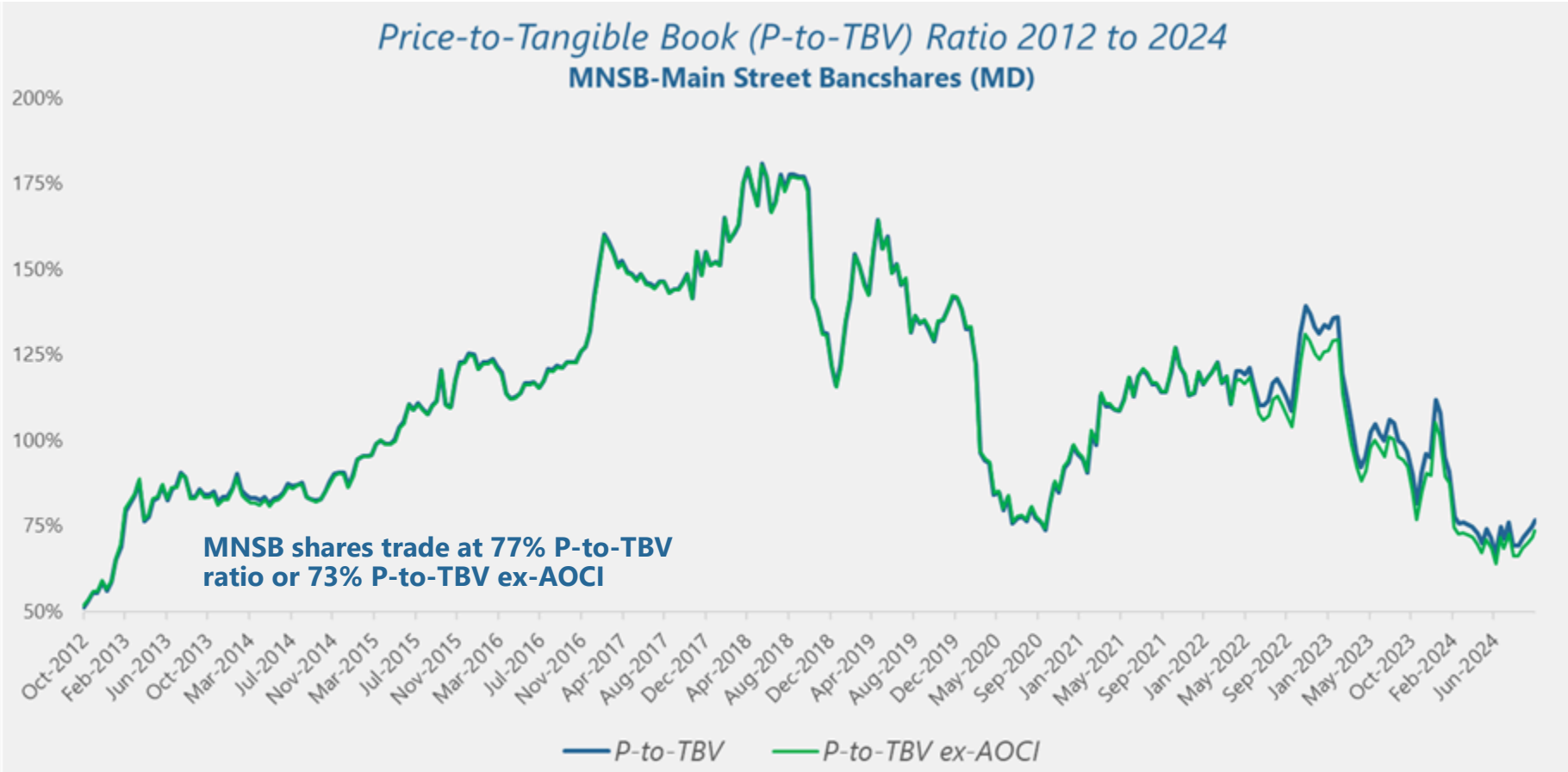
10-10-24						FUNDING			CUM. RATE CYCLE BETAS				LOAN PRICING	
Co. Name	Ticker	Stock Price	Market Cap. (\$M)	Dividend Yield (%)	P-to-TBV	ROA: 2025 est.	P/E 2025	Advantage: Funding cost less Fed Funds (5.33%)	EA Beta	Funding Beta	Net Beta Difference	NIM CHANGE (Since 4Q21)	FIXED LOANS % (10-K)	VARIABLE LOANS % (10-K)
Public Bank Peers														
MainStreet Bcsbs	MNSB	\$18.15	\$134	2.17	77%	0.76	15.0x	(0.83)	52%	69%	(17%)	(0.34)	43%	57%
Burke & Herbert Finl Svcs	BHRB	\$57.24	\$857	3.69	146%	na	6.8x	(2.35)	32%	na	na	1.16	na	na
Capital Bancorp	CBNK	\$24.41	\$401	1.63	127%	1.68	7.9x	(2.20)	37%	46%	(9%)	(0.03)	58%	42%
Eagle Bancorp	EGBN	\$22.81	\$688	2.88	59%	0.44	10.4x	(1.24)	55%	63%	(8%)	(0.15)	38%	62%
First Community	FCCO	\$21.15	\$161	2.89	133%	0.80	10.5x	(2.67)	33%	38%	(6%)	(0.08)	89%	11%
Freedom Finl Holdings	FDVA	\$10.85	\$79	na	98%	na	na	(1.24)	37%	62%	(25%)	(1.33)	na	na
Primis Financial	FRST	\$11.49	\$284	3.49	91%	1.05	6.4x	na	na	na	na	0.03	0%	0%
First Reliance Bcsbs	FSRL	\$10.08	\$81	na	110%	0.76	9.9x	(2.56)	38%	38%	(0%)	0.10	80%	20%
FVCBankcorp	FVCB	\$12.53	\$227	na	104%	0.85	11.8x	(1.85)	29%	46%	(17%)	(0.54)	65%	35%
First National	FXNC	\$18.80	\$118	3.17	101%	0.99	8.1x	(3.15)	29%	na	na	0.27	47%	53%
John Marshall Bancorp	JMSB	\$20.01	\$284	1.27	121%	na	na	(1.87)	24%	50%	(26%)	(1.04)	na	na
South Atlantic Bancshares	SABK	\$13.89	\$105	0.71	104%	0.61	9.5x	na	32%	na	na	(0.68)	0%	0%
Sandy Spring Bancorp	SASR	\$31.19	\$1,407	4.33	117%	0.81	12.0x	(2.06)	26%	50%	(24%)	(1.05)	60%	40%
Southern First Bancshares	SFST	\$34.14	\$278	na	87%	0.54	11.8x	(1.57)	28%	38%	(10%)	(1.37)	87%	13%
Blue Ridge Bankshares	BRBS	\$2.69	\$197	0.00	66%	na	na	(1.81)	37%	na	na	(0.60)	na	na
United Bankshares	UBSI	\$36.05	\$4,867	4.06	165%	1.22	12.8x	(2.38)	49%	43%	6%	0.56	62%	38%
WesBanco	WSBC	\$29.32	\$1,960	4.92	137%	0.95	9.4x	(2.54)	38%	41%	(3%)	(0.02)	29%	71%

Source: Janney Research (FIG Group), S&P Capital IQ and Bloomberg Street consensus, SEC filings

MNSB Stock Price vs Bank Sector in 2024 and Since 2018/2019: MNSB Lagged Since Late June '24, Better Recently

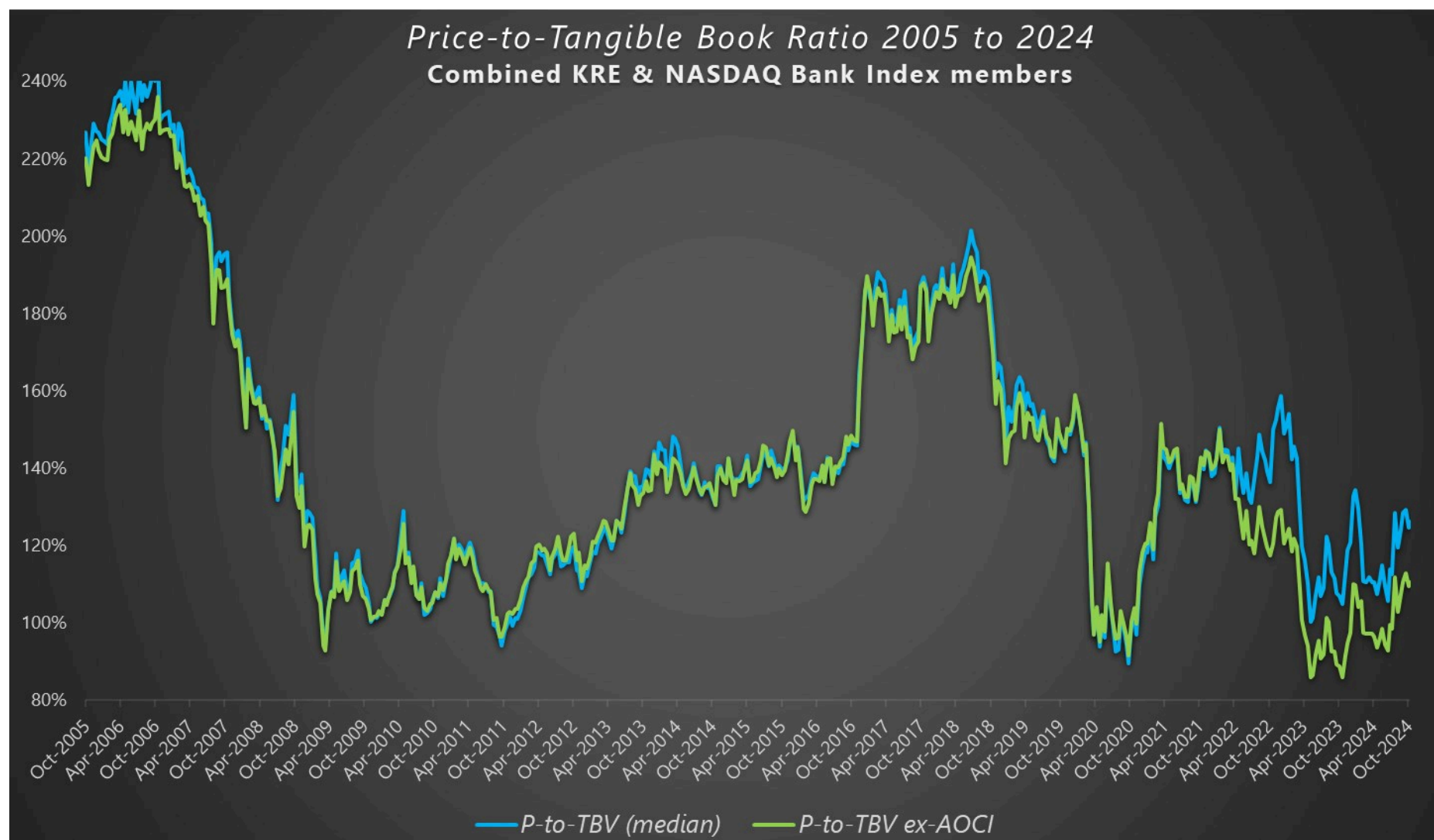
	6/27/2024	9/17/2024	10/10/2024	SINCE PRES DEBATE	SINCE FED 50BPS CUT 9/18	6/8/2018	12/31/2019	10/10/2024	SINCE 2018 KRE PEAK	SINCE YR-END 2019
NASDAQ Bank	3,649.32	4,245.63	4,166.45	14.2%	(1.9%)	4,400.84	3,968.83	4,166.45	(5.3%)	5.0%
S&P 500	5,482.87	5,634.58	5,780.05	5.4%	2.6%	2,779.03	3,230.78	5,780.05	108.0%	78.9%
Russell 2000	2,038.34	2,205.48	2,188.42	7.4%	(0.8%)	1,672.49	1,668.47	2,188.42	30.8%	31.2%
KRE	47.63	57.01	56.09	17.8%	(1.6%)	65.74	58.25	56.09	(14.7%)	(3.7%)
MNSB	18.81	17.10	18.15	(3.5%)	6.1%	21.51	23.00	18.15	(15.6%)	(21.1%)

Source (table and chart): Janney Research (FIG Group), S&P Capital IQ data via SEC filings





**BANK Sector Valuations:** Average Bank Stock in KRE or NASDAQ Bank Index 126% P-to-TBV or 110% ex-AOCI



Source: Janney Research (FIG Group), SEC filings and company disclosures thru 10-10-2024

*Bank valuations moved up from 112% in late June '24 to 126% median P-to-TBV ratio in early October '24.*

*In Fall 2016 (pre-election), Banks' median TBV multiple rose from 145% to 190%.*

## IMPORTANT DISCLOSURES

### Valuation and Risks

#### MNSB

Our fair value estimate is derived by applying a multiple on both forward EPS and tangible book value (TBV) estimates in the next year. Janney coordinates fair value with the underlying deposit valuation via the relationship between funding costs, the fed funds rate, and tenure of customer relationships.

Bank stock prices are dependent on confidence in quarterly and annual tangible book value (TBV) growth coupled with consistent progress on core deposit relationships. Credit quality impacts TBV success in addition to managing interest rate risk, expenses, and a balanced revenue stream.

### Research Analyst Certification

I, Christopher Marinac, the Primarily Responsible Analyst for this research report, hereby certify that all of the views expressed in this research report accurately reflect my personal views about any and all of the subject securities or issuers. No part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views I expressed in this research report.

### Janney Montgomery Scott LLC ("Janney") Equity Research Disclosure Legend

Janney Montgomery Scott LLC currently acts as a market maker in the securities of MainStreet Bancshares, Inc..

Janney Montgomery Scott LLC expects to receive or intends to seek compensation for investment banking services from MainStreet Bancshares, Inc. in the next three months.

The research analyst is compensated based on, in part, Janney Montgomery Scott's profitability, which includes its investment banking revenues.

### Definition of Ratings

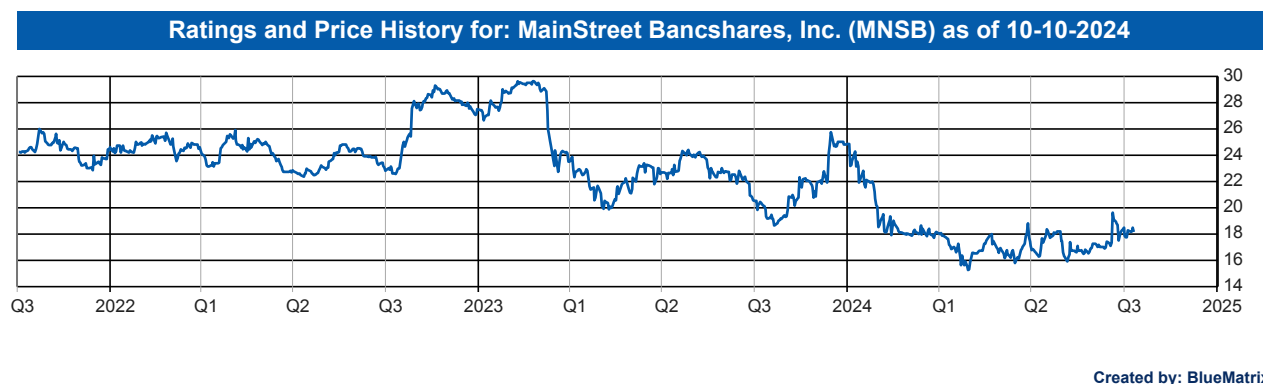
**BUY:** Janney expects that the subject company will appreciate in value. Additionally, we expect that the subject company will outperform comparable companies within its sector.

**NEUTRAL:** Janney believes that the subject company is fairly valued and will perform in line with comparable companies within its sector. Investors may add to current positions on short-term weakness and sell on strength as the valuations or fundamentals become more or less attractive.

**SELL:** Janney expects that the subject company will likely decline in value and will underperform comparable companies within its sector.

**EXTENDED REVIEW:** Janney's rating and/or fair value estimate have been temporarily suspended due to applicable regulations and/or Janney management discretion. Previously published research reports, including ratings, fair values, and estimates, should no longer be relied upon when making investment decisions.

### Price Charts



### Janney Montgomery Scott Ratings Distribution as of 9-30-2024



IB Serv./Past 12 Mos.\*

Rating	Count	Percent	Count	Percent
BUY [B]	147	54.85	22	14.97
NEUTRAL [N]	120	44.78	10	8.33
SELL [S]	1	0.37	0	0.00
EXTENDED REVIEW [EXTRE]	0	0.00	0	0.00

\*Percentages of each rating category where Janney has performed Investment Banking services over the past 12 months.

### Other Disclosures

Janney Montgomery Scott LLC, is a U.S. broker-dealer registered with the U.S. Securities and Exchange Commission and a member of the New York Stock Exchange, the Financial Industry Regulatory Authority and the Securities Investor Protection Corp.

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Investment opinions are based on each stock's 6-12 month return potential. Our ratings are not based on formal price targets, however, our analysts will discuss fair value and/or target price ranges in research reports. Decisions to buy or sell a stock should be based on the investor's investment objectives and risk tolerance and should not rely solely on the rating. Investors should read carefully the entire research report, which provides a more complete discussion of the analyst's views. Supporting information related to the recommendation, if any, made in the research report is available upon request.