March 11, 2025

Zacks Small-Cap Research

Sponsored – Impartial - Comprehensive

M. Marin
312-265-9211
mmarin@zacks.com

scr.zacks.com
10 S. Riverside Plaza, Chicago, IL 60606

Tejon Ranch (TRC-NYSE)

TRC: Potential Upcoming Catalysts Include Opening of First Terra Vista Units

TRC is developing Terra Vista, a multi-family residential complex, adjacent to the Outlets at Tejon. The development that is expected to providing housing for people living nearby the TRCC, including many employed at the TRCC. The first 84 units at Terra Vista are expected to be ready for residency beginning in April 2025. Units range from studios and one bedroom apartments, up to a two bedrooms. California has some of the highest rental rates nationwide and Terra Vista is expected to create affordable housing.

Current Price (3/8/25)	$15.86
Valuation	**$26.25**

OUTLOOK

The convenience and affordability of Terra Vista housing, as well as proximity to LA, is expected to drive demand from TRCC employees and others. The development of the nearby Hard Rock Hotel & Casino Tejon is another likely driver of demand for affordable housing from its employees. Upon completion, Terra Vista at Tejon is expected to be the largest rental community in Kern County. Management believes that its overall development plans fulfill important needs, including addressing the need for more housing in California, job creation and responsible development.

SUMMARY DATA

52-Week High	**$19.82**
52-Week Low	**$14.71**
One-Year Return (%)	**8**
Beta	**0.60**
Average Daily Volume (sh)	**102,270**
Shares Outstanding (mil)	**27**
Market Capitalization ($mil)	**$426**
Short Interest Ratio (days)	**N/A**
Institutional Ownership (%)	**61**
Insider Ownership (%)	**23**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**N/A**
Earnings Per Share (%)	**N/A**
Dividend (%)	**N/A**
P/E using TTM EPS	**N/A**
P/S using 2025 Estimate	**N/A**
P/S using 2026 Estimate	**N/A**

Risk Level	**Low,**
Type of Stock	**Small-Value**
Industry	**Real Estate Ops**

ZACKS ESTIMATES

Revenue
(in millions of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2022	**$21.0A**	**$9.3A**	**$31.5A**	**$12.0E**	**$73.8E**
2023	**$12.3A**	**$6.1A**	**$10.2A**	**$16.2A**	**$44.7A**
2024	**$7.4A**	**$5.7A**	**$10.9A**	**$17.9A**	**$41.9A**
2025	**$7.6E**	**$8.1E**	**$9.5E**	**$16.5E**	**$41.7E**

EPS / Loss Per share

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2022	**$0.16A**	**-$0.03A**	**$0.38A**	**$0.01E**	**$0.54E**
2023	**$0.07A**	**$0.01A**	**-$0.01A**	**$0.06A**	**$0.12A**
2024	**-$0.03A**	**$0.04A**	**-$0.07A**	**$0.17A**	**$0.10A**
2025	**$0.01E**	**-$0.02E**	**$0.07E**	**$0.04E**	**$0.10E**

Quarters might not add to annual reflecting rounding

Disclosures on page 11

© Copyright 2025, Zacks Investment Research. All Rights Reserved.

POTENTIAL UPCOMING CATALYSTS INCLUDE OPENING OF TERRA VISTA

Tejon Ranch Company (NYSE:TRC) reported 4Q24 / full year 2024 results last week. Net income in 4Q24 reached $4.5 million or $0.17 per share, compared to $1.6 million or $0.06 in 4Q23, representing a 186% year-over-year increase. This contributed to 2024 EPS of $0.10 in 2024, compared to $0.12 in 2023. For the full year, TRC's equity in earnings of JVs were 58% higher at $10.9 million compared to $6.9 million in 2023. Adjusted EBITDA was $23.4 million, up 9% compared to $21.4 million in 2023.

The company expects net income likely will continue to fluctuate from year-to-year reflecting fluctuations in commodity prices and in prices and production in its farming and mineral resources segments, as well as the timing of land sales and leasing in its commercial developments, among other factors. TRC expects improvements in 2025 water sales opportunities, which are generally impacted by annual rainfall and snow in Northern California. The company expects its 2025 farming segment results to continue to be hurt by higher production costs (including fuel, fertilizer, pest control and labor expenses), partially offset by higher expected almond pricing. A new olive orchard is expected to help the company diversify crop sales in 2025.

Potential upcoming catalysts include Terra Vista development…

The company has indicated that as it continues to pursue development and leasing opportunities within the TRCC and its JVs, it concurrently will continue to invest in its residential projects, including Mountain Village at Tejon Ranch, Centennial at Tejon Ranch and Grapevine at Tejon Ranch. We expect multiple potential upcoming catalysts for fundamentals and, in turn, potentially TRC shares. Among other potential catalysts, these include:

- The upcoming transition to a new incoming CEO
- Completion of new housing units at the TRCC
- Added expected demand once the nearby Tejon Casino is completed

…First Terra Vista units at Tejon expected to be ready next month…

TRC is developing a multi-family residential complex, adjacent to the Outlets at Tejon that is expected to providing housing for people living nearby the TRCC, including many employed at the TRCC. According to local trade publications, the first 84 units of the initial stage of Terra Vista are expected to be ready for residency beginning in April 2025. Stage one consists of the 84 units, plus a pool, playground, dog park, and green and community spaces. Units range from a studio, to one bedroom, up to a two bedroom, with monthly rentals from $1,704 up to $2,200. The company targets completion of Phase 1 by September 2025.

California has some of the highest rental rates nationwide. Terra Vista at Tejon as TRCC will be a mixed-use master-planned community. The 495 units will consist of affordable studio, one, and two-bedroom apartment homes. Management believes that its development plans fulfill important needs, including addressing the need for more housing in California, job creation and responsible development that is coordinated with conservationist goals. The planned expansion of the TRCC industrial space is also expected to lead to new jobs and, in turn, likely to drive demand for convenient and affordable housing.

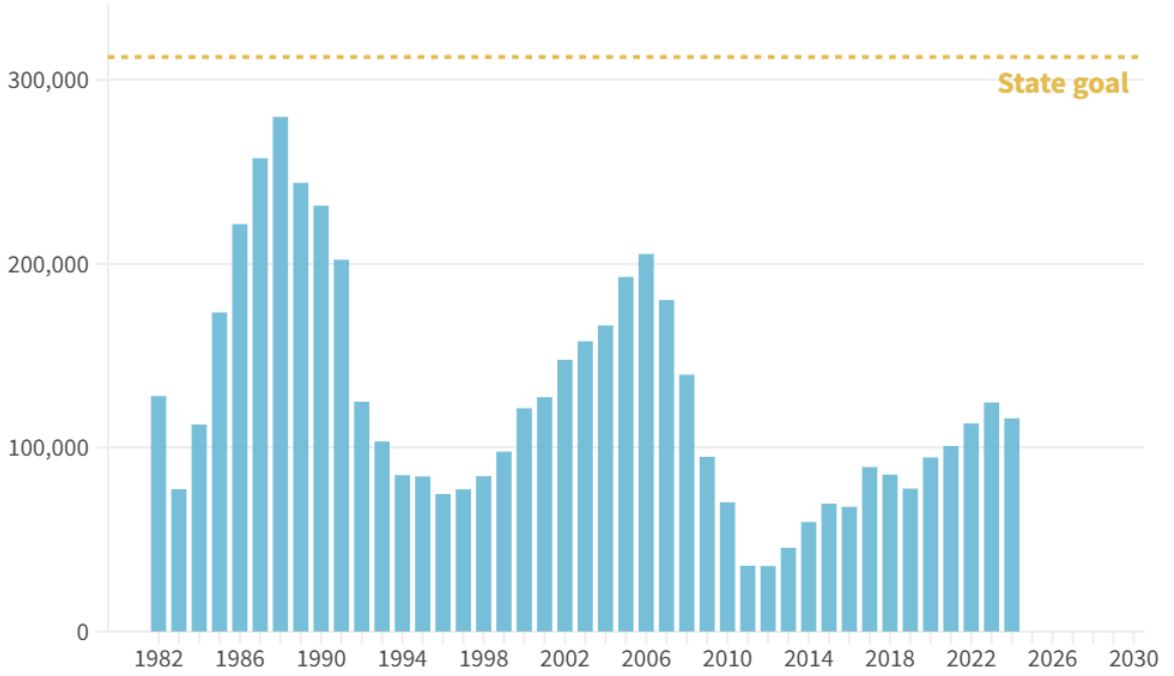
TRCC employees and others working nearby, as well as residents in south Bakersfield, the southern portion of Kern County, and the adjacent Mountain Communities, are also expected to value the convenience and affordability of *Terra Vista at Tejon* housing. Upon completion, *Terra Vista at Tejon* is expected to be the largest rental community in Kern County. Terra Vista at Tejon is expected to provide housing for people working near the TRCC, including many employed at the TRCC itself. TRCC comprises 6.4 million square feet of GLA (gross leasable area. The planned apartment development will help provide much-needed housing. As they expand, the Outlets at Tejon and the industrial space are also expected to lead to new jobs, likely driving demand for convenient and affordable housing.

Terra Vista at Tejon is expected to include a range of amenities, in addition to its proximity to nearby roadways and to the TRCC. While there is no immediately adjacent supermarket shopping currently, TRC has indicated plans to open a grocery store by the time *Terra Vista* Phase 1 opens. In addition, planned amenities will include a clubhouse with a pool, spa and fitness facilities, outdoor areas for entertaining and playing, a large park area connected to the Outlets at Tejon that will host community gatherings and events, among others. The apartment homes will also feature fiber optic connectivity for high-speed internet and streaming services. The first units are expected to become available in 2Q25.

HIGH DEMAND FOR RESIDENTIAL UNITS AND COMMERCIAL / INDUSTRIAL SPACE

Severe statewide shortage of residential property…

On the residential front, there is a severe statewide shortage of residential property, which is likely only to be exacerbated by the opening of the nearby Hard Rock Hotel & Casino Tejon. For example, in 2019, a report from the California Housing Partnership estimated that Kern County needed an additional 26,200+ affordable rental units to meet its housing shortage. In fact, development has lagged compared to many other areas within the state, with the slow pace of development exacerbating the housing shortage problem, particularly affordable housing.



Sources: California Department of Finance, California Department of Housing and Community Development

CAL MATTERS

Hard Rock Hotel & Casino Tejon expected to drive further demand for housing…

In addition, the development of the Hard Rock Hotel & Casino Tejon is expected to drive further demand for housing. In 2022, legislation passed ratifying a gaming compact between the state of California and the Tejon Indian Tribe. The Hard Rock Hotel & Casino Tejon is planned to consist of more than 700,000 square feet of gaming space, dining sites and hotel rooms. The hotel / casino project is expected to create about 2,000 jobs during the construction. Once the complex is open, it is expected to create about 5,000 direct and indirect full-time and part-time jobs, likely further driving demand for affordable housing in the region, in our view. Demand for housing is expected to increase with the opening of the nearby

Hard Rock Hotel & Casino Tejon, as casino employees will need to find convenient and affordable housing.

According to the National Low Income Housing Coalition, there is a statewide shortage of affordable and available rental homes for people with incomes at or below the poverty guideline or 30% of the local area median income (AMI). More and more Californians believe that housing shortage is an issue, according to the Public Policy Institute of California (see chart above). There is a shortage of housing in the greater Los Angeles metropolitan region overall, just as there is in the state generally. By historical measures, new and used house inventory is virtually non-existent. Reflecting the imbalance between supply (inventory) and demand, housing prices continue to increase. TRC is the only major area close to Los Angeles where infrastructure is possible and one of the few real estate development companies with scale.

…And high statewide need for more industrial space, with TRC proximity to LA viewed as a key positive

On the warehouse / industrial space front, TRC recently signed a JV with Dedeaux Properties earlier this quarter to develop and lease an approximately 510,500-square-foot, state-of-the-art industrial warehouse at the Tejon Ranch Commerce Center (TRCC). The TRCC currently has 100% occupancy of its industrial space, reflecting the location that is convenient to major urban centers and ports and the lack of supply of industrial space in the region. The new warehouse will be a Class-A divisible cross-dock facility with 185' truck courts and 36' clear height. Dedeaux finished initial development of a site in TRCC earlier this year and views the TRCC as "an efficient distribution hub for shipping goods throughout California and the West."

Warehouse leasing rates and vacancies have eased *slightly* in 2024 as new construction has come online. TRC noted in its 3Q24 10Q that vacancy rates in the Inland Empire continued to climb but at a much slower pace to 6.7% as the construction pipeline posted its lowest quarterly total in eight years. Average asking rents declined for the fifth consecutive quarter…Vacancy increased marginally to 1.9% in San Fernando Valley and remained unchanged at 2.2% in Ventura County, while overall net absorption was negative in both markets…"

TRC has indicated that the TRCC industrial portfolio, through TRC's JVs (joint ventures), is comprised of 2.8 million square feet of gross leasable area (GLA) and is 100% leased. However, TRCC comprises 7.1 million square feet of GLA in total, implying room for expansion. TRCC's wholly owned and JV commercial portfolio comprises 620,907 square feet of GLA and is 95% leased.

However, market supply is expected to tighten further in 2025, according to real estate services firm CBRE. Moreover, almost 28% of existing space is older than 50 years, according to CBRE, while distributors need modern facilities to process high volumes of goods, highlighting – in our view – the attractiveness of TRC's modern class A properties.

TRC also has had a strong recent track record of pre-leasing planned new industrial space even before construction has begun. We believe this reflects the strength of market demand and the strategic location and building amenities at the TRCC, including access to a solid labor pool, according to management. For instance, Sunrise Brands, a California-based producer, distributor and retailer of branded (such as Rebecca Minkoff) and private-label apparel, leased an entire building before it was built. During construction, Sunrise took temporary space at TRCC and once it vacated the temporary space and relocated to the new 446,400 square foot building in January 2024, TRC signed a new lease for that 240,000 square feet of space that Sunrise had occupied with RectorSeal, a manufacturer and distributor of industrial components. The company has also begun construction of a new distribution facility for Nestlé USA that will total more than 700,000 square feet at TRCC east.



Source: Company reports

In general, the proximity of TRC land holdings to LA, as well as to Bakersfield, is a significant positive, in our view. The substantial need for industrial, warehouse and residential space in the markets near TRC's land assets underscores the attractiveness of TRC's property, in our view, and that the location of the company's land asset also makes it appealing as solutions to a broad range of real estate needs. TRCC is located in Kern County, which is experiencing a severe shortage of housing like much of the state, including of apartment units, and of logistics space.

Industrial vacancy rates are as low as 0.5% in the Los Angeles region, according to Courthouse News, which puts upward pressure on lease rates for warehouse space. In turn, this results in warehouse lease rates in LA county among the highest for metropolitan areas in North America. Given the state's restrictive regulations around land development, it is easier to redevelop land that is already zoned for industrial use into warehouse space when existing leases expire than to convert retail space to industrial warehouses, as the latter is more likely to face challenges from municipalities.

ENCOURAGED BY MANAGEMENT AND BOARD CHANGES

New CEO at month's end

Separately, the company recently appointed Matthew Walker as its next president and CEO, effective March 31, 2025, when the outgoing CEO, Gregory Bielli, retires. Mr. Walker's has extensive prior experience in the real estate space, having spent 24-years at Los Angeles-based private real estate firm Lowe Enterprises where he is currently an Executive Vice President and shareholder. According to TRC,

he oversees Lowe's hospitality and resort community platform. His prior real estate experience also includes resort and residential development, residential sales and marketing, master planned community entitlement and development, as well as resort value add investment and expansion. Prior to Lowe, he held various positions at several architectural firms.

We like his apparently strong real estate background. While we might have preferred a new CEO with public company experience, we note that in his remarks announcing the new CEO, TRC's board chairman noted the company's aim is "to monetize [its] landholdings… and drive shareholder value."

This comes after TRC has been criticized by key shareholders in recent months for not delivering value to shareholders. After all, the company's land holdings are strategically positioned to provide much needed industrial, commercial and residential space in the state. Now, we are optimistic that recent actions by the company could signal TRC's improved commitment to monetizing its asset portfolio and delivering value to shareholders.

Among the most significant recent steps the company has taken, we believe, have been the addition of four new members to its board. Denise Gammon, Kenneth Yee, Jeff McCall and Eric Speron will serve as directors on the Tejon Ranch board of directors. They have extensive board experience, including with companies involved in the real estate space, as well as in finance, law, accounting and real estate development.

TRC has increased the number of directors on its board and also filled the vacancy that will occur once Geoffrey Stack retired on December 11, 2024. Collectively the new directors have experience in banking, finance, law, accounting, land and development of master planned communities, as well as general corporate operations. For example, Denise Gammon has more than 30 years of experience in various domestic real estate activities across 30 communities, including master planned communities and other development projects, and Eric Speron has a background in finance, with more than 22 years of financial management and advisory experience.

Importantly, the company has noted that the new directors are consistent with goals to, among other objectives, diversify the board and be "responsive to… investor relations engagement, **including direct meetings and interaction with… investors**," among other company goals. This action on TRC management's part is particularly notable, in our view, as we believe the results of the company's latest annual shareholder meeting reflected rising investor sentiment that change is needed in order to optimize value for shareholders.

VALUATION

Currently, we value TRC shares on a price-to-acre basis. TRC owns 270,000 acres. At the current price of TRC shares, this equates to a valuation of about $1,400 per acre. This is down from a valuation range of about $2,200 to $3,800 for TRC in recent years and significantly below nearby relative land values. We believe the Sunrise Brands lease and other recent developments are positives that likely increase the intrinsic value of TRC's land holdings over time.

Our $26 per share valuation implies a valuation of just over $2,400 per acre, which represents a substantial discount to the valuations implied by other real estate valuations noted above, and does not reflect what we see as the growing value of TRCC space. We believe our valuation could prove conservative in the near-term but even based on *only* the land that has been approved for development and/or is currently producing revenue from agribusiness and other operations (which we think understates TRC's potential), the $25-$26/share expected near-term valuation implies a value of less than $8,400 per acre, a steep discount to the above-noted average $10,000 based on USDA data and only a fraction of the value accorded residential property within the state. With the shortage of housing in

the state, we do not believe the current share price accurately reflects the potential value of the real estate once development plans are more advanced.

For instance, according to the Federal Housing Finance Agency, the average land value per acre for *residential* land in the state of California exceeds $400,000. Given that TRC's asset is largely undeveloped except for TRCC and that the Federal Housing Finance Agency's metric includes expensive urban cities such as San Francisco and Los Angeles that drive the state average up, we would not expect TRC to command a similar valuation at this point. Nevertheless, we believe it points to just how under-valued TRC is, as reflected in the current share price. Measured on a price-to-acre basis, TRC even falls below California *farm* values, which command average valuations of about $10,000 per acre, according to the USDA.

The current price of TRC shares is down from a range of about $2,200 to $3,800 for TRC in recent years and significantly below nearby relative land values. We believe the Sunrise Brands lease and other recent developments are positives that likely increase the intrinsic value of TRC's land holdings over time. We also expect the value of land to increase significantly, and of TRC shares, as TRC continues to advance its development plans. We also note that the ongoing expansion at TRCC is not reflected in our current valuation analysis and we expect multiple expansion on TRC shares as the company hits certain milestones in its development objectives.

RECENT NEWS

- TRC reported 4Q24 results on March 7, 2025.
- TRC announced the appointment of a new president & CEO on February 11, 2025.
- On 11/5/24, TRC announced the addition of four board members.
- Tejon Ranch Company and Dedeaux Properties announced JV to develop industrial warehouse at the TRCC on 10/10/24.
- On 9/24/24, Tejon Ranch named a new SVP- Corporate Communications and Public Affairs.
- TRC held its annual shareholder meeting on 5/14/24.
- On 3/20/24, TRC's President and CEO announced his retirement plans.
- On 1/23/24, TRC announced that Nestlé would begin operating at the TRCC.
- Tejon Ranch announced commencement of *Terra Vista* construction on January 9, 2024.
- TRC and Majestic announced a new TRCC tenant on December 4, 2023.

RISKS

Risks to TRC achieving its objectives, and to our valuation, include the following.

- Discussions to move development forward take longer than expected and / or are not successful.
- There is the risk of further economic disruption and potentially recession, we believe.
- The real estate development industry is highly capital intensive and interest rates sensitive.
- TRC is subject to the need to obtain regulatory approvals and permits.
- The value of the land could fluctuate depending on several factors, including the regional economy and other competing development plans by other developers.
- The I-5 is a critical part of the TRC infrastructure and traffic / roadway congestion could impact the value of the company's land.
- TRC could be vulnerable to other litigation risk that could impede growth.
- Water rights are often an issue in California and can impact land values. TRC has complex water agreements and both buys and sells water.
- The company's agribusiness operation is cyclical and affected by commodity cycles.

PROJECTED INCOME STATEMENT

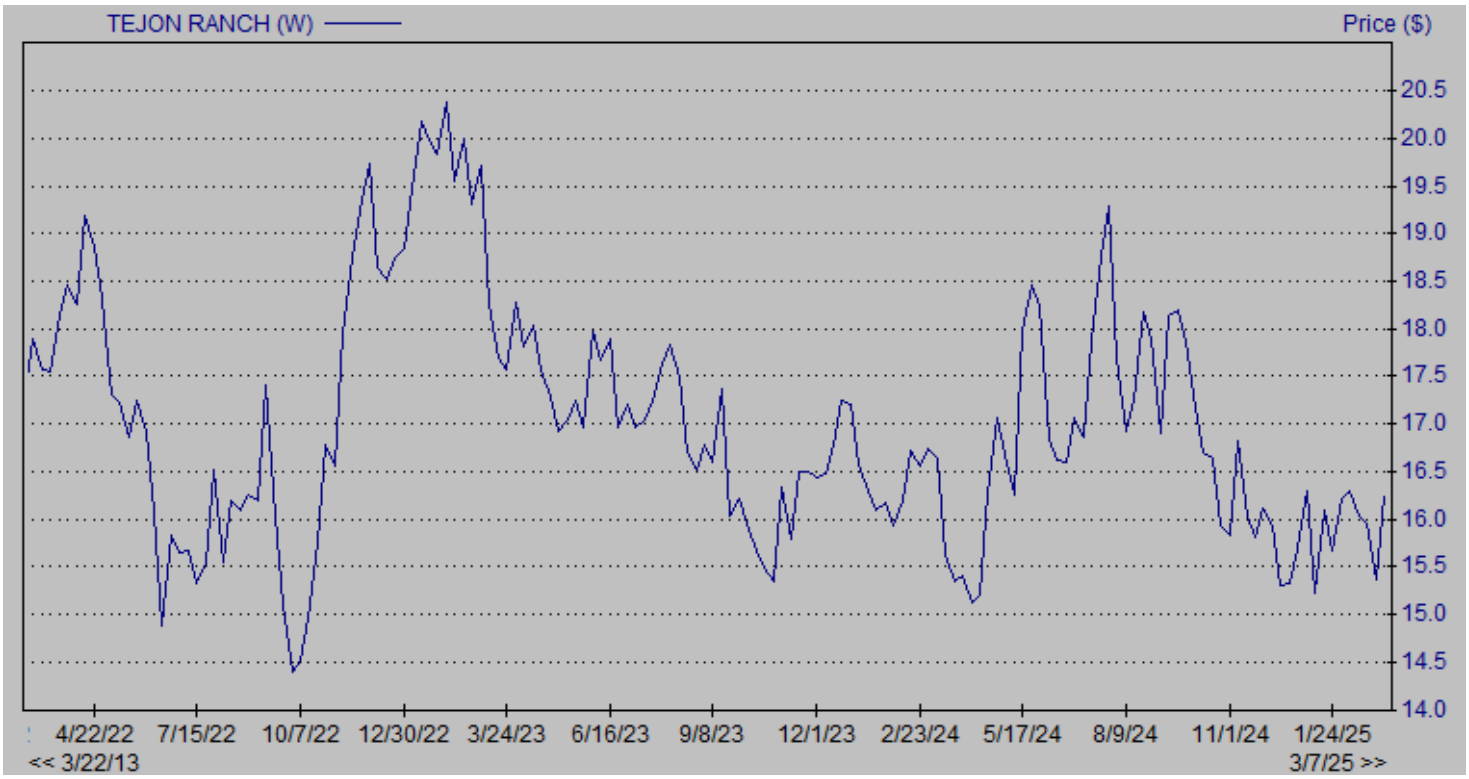
Tejon Ranch Income Statement & Projections ($000)

	2022A	2023A	1Q24A	2Q24A	3Q24A	4Q24A	2024A	1Q25E	2Q25E	3Q25E	4Q25E	2025E
Real estate - commercial/industrial	$40,515	$11,758	$2,945	$2,550	$3,002	$4,055	$12,552	$3,004	$3,034	$2,581	$3,257	$11,876
Mineral resources	21,595	14,524	2,489	2,032	3,166	2,527	10,214	2,539	2,594	2,357	4,129	11,619
Farming	13,001	13,950	865	142	3,242	9,676	13,925	908	1,286	3,437	8,015	13,647
Ranch operations	4,106	4,507	1,107	965	1,446	1,677	5,195	1,120	1,188	1,158	1,131	4,597
Total revenues	**79,217**	**44,739**	**7,406**	**5,689**	**10,856**	**17,935**	**41,886**	**7,571**	**8,102**	**9,532**	**16,533**	**41,738**
Real estate - commercial/industrial	16,356	8,053	1,927	1,990	2,088	1,905	7,910	1,950	1,722	2,014	2,303	7,989
Real estate - resort/residential	1,629	1,528	1,561	427	328	299	2,615	1,577	1,236	432	390	3,635
Mineral resources	12,969	8,685	2,116	1,115	1,812	2,009	7,052	1,989	1,820	1,128	2,255	7,193
Farming	19,811	15,257	2,067	1,087	6,252	8,145	17,551	2,088	2,098	2,065	7,790	14,041
Ranch operations	5,024	5,043	1,227	1,261	1,223	1,153	4,864	1,242	1,286	1,276	1,157	4,961
Corporate expenses	9,699	9,872	2,492	3,357	2,945	2,298	11,092	2,517	2,759	3,397	3,972	12,645
Total expenses	65,488	48,438	11,390	9,237	14,648	15,809	51,084	11,362	10,922	10,313	17,867	50,464
Operating income / (loss)	13,729	(3,699)	(3,984)	(3,548)	(3,792)	2,126	(9,198)	(3,791)	(2,820)	(781)	(1,334)	(8,726)
Investment income	634	2,557	685	630	528	430	2,273	693	633	638	641	2,604
Gain (loss) real estate sales	-	-										
Other (loss) income	1,088	(138)	(70)	(71)	(69)	(82)	(292)	(71)	(33)	(72)	(73)	(248)
Total other income	1,722	2,419	615	559	459	348	1,981	622	600	566	568	2,356
Operating income/(loss)	15,451	(1,280)	(3,369)	(2,989)	(3,333)	2,474	(7,217)	(3,168)	(2,220)	(215)	(766)	(6,369)
Equity pickup	7,752	6,868	1,513	2,769	3,329	3,270	10,881	2,270	2,139	2,714	2,670	9,793
Pretax income	23,203	5,588	(1,856)	(220)	(4)	5,744	3,664	(899)	(80)	2,498	1,904	3,424
Taxes	7,393	2,323	(942)	(1,176)	1,832	1,262	976	(953)	400	750	1,054	1,250
Net income (loss)	15,810	3,265	(914)	956	(1,836)	4,482	2,688	54	(480)	1,749	851	2,174
Minority interest	2	-	-	1		(1)	(2)	-	-	1	(1)	-
Net income	15,808	3,265	(914)	957	(1,836)	4,483	2,690	54	(480)	1,748	852	2,174
Loss/share - EPS (FD)	$0.59	$0.12	($0.03)	$0.04	($0.07)	$0.17	$0.10	$0.01	($0.02)	$0.07	$0.04	$0.10
Average shares out (Mns)	26.7	26.7	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8	26.8

Source: Company reports, Zacks estimates

© Copyright 2025, Zacks Investment Research. All Rights Reserved.

HISTORICAL STOCK PRICE



© Copyright 2025, Zacks Investment Research. All Rights Reserved.

DISCLOSURES

The following disclosures relate to relationships between Zacks Small-Cap Research ("Zacks SCR"), a division of Zacks Investment Research ("ZIR"), and the issuers covered by the Zacks SCR Analysts in the Small-Cap Universe.

ANALYST DISCLOSURES

I, M. Marin, hereby certify that the view 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 recommendations or views expressed in this research report. I believe the information used for the creation of this report has been obtained from sources I considered to be reliable, but I can neither guarantee nor represent the completeness or accuracy of the information herewith. Such information and the opinions expressed are subject to change without notice.

INVESTMENT BANKING AND FEES FOR SERVICES

Zacks SCR does not provide investment banking services nor has it received compensation for investment banking services from the issuers of the securities covered in this report or article.
Zacks SCR has received compensation from the issuer directly, from an investment manager, or from an investor relations consulting firm engaged by the issuer for providing non-investment banking services to this issuer and expects to receive additional compensation for such non-investment banking services provided to this issuer. The non-investment banking services provided to the issuer includes the preparation of this report, investor relations services, investment software, financial database analysis, organization of non-deal road shows, and attendance fees for conferences sponsored or co-sponsored by Zacks SCR. The fees for these services vary on a per-client basis and are subject to the number and types of services contracted. Fees typically range between ten thousand and fifty thousand dollars per annum. Details of fees paid by this issuer are available upon request.

POLICY DISCLOSURES

This report provides an objective valuation of the issuer today and expected valuations of the issuer at various future dates based on applying standard investment valuation methodologies to the revenue and EPS forecasts made by the SCR Analyst of the issuer's business.
SCR Analysts are restricted from holding or trading securities in the issuers that they cover. ZIR and Zacks SCR do not make a market in any security followed by SCR nor do they act as dealers in these securities. Each Zacks SCR Analyst has full discretion over the valuation of the issuer included in this report based on his or her own due diligence. SCR Analysts are paid based on the number of companies they cover. SCR Analyst compensation is not, was not, nor will be, directly or indirectly, related to the specific valuations or views expressed in any report or article.

ADDITIONAL INFORMATION

Additional information is available upon request. Zacks SCR reports and articles are based on data obtained from sources that it believes to be reliable, but are not guaranteed to be accurate nor do they purport to be complete. Because of individual financial or investment objectives and/or financial circumstances, this report or article should not be construed as advice designed to meet the particular investment needs of any investor. Investing involves risk. Any opinions expressed by Zacks SCR Analysts are subject to change without notice. Reports or articles or tweets are not to be construed as an offer or solicitation of an offer to buy or sell the securities herein mentioned.

CANADIAN COVERAGE

This research report is a product of Zacks SCR and prepared by a research analyst who is employed by or is a consultant to Zacks SCR. The research analyst preparing the research report is resident outside of Canada, and is not an associated person of any Canadian registered adviser and/or dealer. Therefore, the analyst is not subject to supervision by a Canadian registered adviser and/or dealer, and is not required to satisfy the regulatory licensing requirements of any Canadian provincial securities regulators, the Investment Industry Regulatory Organization of Canada and is not required to otherwise comply with Canadian rules or regulations.