17-Mar-2025

Orthofix Medical, Inc. (OFIX)

Roth Conference

Copyright © 2001-2025 FactSet CallStreet, LLC

CORPORATE PARTICIPANTS

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

Dalles Stiles
Senior Vice President-Finance & Strategy, Orthofix Medical, Inc.

OTHER PARTICIPANTS

Jason Wittes
Analyst, ROTH Capital Partners LLC

MANAGEMENT DISCUSSION SECTION

Jason Wittes
Analyst, ROTH Capital Partners LLC

Okay. Good morning, everybody. I'm Jason Wittes, one of the healthcare analysts here at ROTH Capital. Today, we're very happy to have Orthofix. We've got Julie Andrews, CFO; and Dalles Stiles, who is the SVP of Finance and Strategy.

So, with that, I'm going to give it off to Julie for a quick presentation.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

Thank you, Jason, and good morning, everyone. Thank you for having us here today and thank you for coming to listen a little bit more about the Orthofix story. So this is our forward-looking statement. You can read it at your leisure.

So just a little bit of background on Orthofix, if you're not familiar with the company. Orthofix was founded in 1980 in Italy as an orthopedics company and today, we compete in three different areas, spine implants with biologics and enabling technologies, that's our spine vertical and then bone growth therapies, and orthopedics business. And we are headquartered in Lewisville, Texas, have a presence in more than 50 countries with 1,600 employees globally.

So, this is our Q4 results. Q4, we had an excellent, very successful Q4. Just a little bit of background kind of to give you some context. So, we had a leadership change in early 2024. Our new CEO started in January of 2024 and then I joined him a few weeks after that. Really from there, we focused on really executing. We reset guidance at the beginning of the year and really focused on executing. And Q4 was really kind of a culmination of that quarter-over-quarter execution that we saw in the business.

Copyright © 2001-2025 FactSet CallStreet, LLC

And one of the first things that we focused on was putting a new leadership team in place. And so we did that throughout the year, got that in place fully by the middle of Q3. And so Q4 was our first quarter is kind of the full new leadership team executing. And we grew above market. And all of our primary markets that we compete in, US spine fixation growth of 12%, bone growth therapies 9%, and then orthopedics 18% globally, but 21% in the US. We did this while improving our EBITDA margins. So, year-over-year, in total, for the full year of 2024, we saw a 220 basis point improvement in our EBITDA margin and we also generated $15 million in Q4 in positive free cash flow with a back half of the year of $21 million in positive free cash flow generation. So pretty significant turnaround from where the company was a year previously.

And so as we think about kind of where we're going in the future and how we're going to continue to deliver these results, our first order of business is really investing in differentiated, innovative technologies. We have a phenomenal enabling technology platform with our 7D FLASH Navigation System, it is quite groundbreaking and very differentiated from what is currently on the market today. And so, a couple of the things. It can completely eliminate the need for radiation in the OR. It has a pre-planning that is approved with the MRI, so you can have a completely radiation free experience for a patient. But overall, our studies show that it reduces radiation by about 97% in the OR, which is really important just from a safety perspective. And then, also, the setup time or the workflow in the procedure, it is about a less than a minute set up to get it set up. So, competitive navigation systems take somewhere around 30 minutes or so to get a patient set up. Then if they move during the procedure or have to be moved, that's another re-registration of 20 to 30 minutes where the 7D system can re-register in less than 30 seconds.

So, again, we show about a 63 minute savings in OR time in a procedure. And so, again, as you think about just OR time in a hospital, how compelling that is, not only from the hospital, but also from a physician and safety, and also an additional 44% less blood loss in a procedure. So, we're very excited about that and we're really leaning into that in terms of even as we're developing our next generation of implants to work very seamlessly with our 7D FLASH Navigation.

Secondly, we have multiple points that we can access and account with in our spine business. We can go into a spine account with our biologics, with our enabling technologies, with our bone grow therapy products for post-op care, or with our spinal implants. And then, on the orthopedic side, we have the same opportunities. Our bone growth therapies have a fracture indication, and then we also have biologics that serve that. So we have multiple ways to go into an account and really serve the patients' and the surgeons' needs. And we are really looking at this from a continuum of care on the spine side where we can start from preoperative planning, be in the procedure with the implants, the biologic, our navigation system helping to navigate the surgery and then for post-op follow-up with our bone growth therapies treatment that can do the post-care follow-up.

And then, we're committed to doing this while being expanding our margins, our EBITDA margin as well as our gross margin. And doing this in a very disciplined and deliberate way in terms of how we think about allocating capital and generating positive free cash flow.

So, when we – I mentioned kind of in my intro slides, the change in the company and one of the major changes in the company over the past year was really just our focus on the balance sheet and improving our cash generation and the balance sheet overall. So, in 2023, there was a use of free cash flow of about $107 million. We really focused on that, joining the company. And you can see as the back half of the year, $21 million in free cash flow generation. We did this while improving our inventory, our DSO. And then also, we refinanced the company in Q3 of 2024 and put in a much better credit facility, a $275 million facility, with a lower cost of capital, as well as giving us kind of access to future capacity, if we should need it.

Copyright © 2001-2025 FactSet CallStreet, LLC

Also, in Q3, we provided our long range guidance in terms of where we want to be for the next three years and what we expected to deliver by the end of 2027. And so, starting with revenue, expected to grow 6.5% to 7.5% on an annual basis. And this we actually just increased on our Q4 call. Originally, it was 6% to 7%. And again driven by our differentiated technologies, our enabling technology platforms and where we expect to grow above market in all of the major markets that we compete in. And then do this while being very disciplined and deliberate about our profit getting to mid-teens adjusted EBITDA. And again, we see that as a milestone on this journey, but that's about 700 basis points of expansion from where we just finished 2024. And then doing this while delivering positive free cash flow. And so we're excited about these results. We believe that they are achievable for us. And we believe that we can do this while improving patients' lives and also returning value to shareholders.

And so, just a recap on why. At the end of the day, we believe, why you would want to invest in us and can we generate the value. Again, I think we have a very strong fundamental foundation and you can see we're very focused on executing and we've been showing that we can do that. Our commercial strategy is also very focused. And we have a lot of access into accounts and we can – a lot of cross-selling opportunity that's creating a lot of value for us that we're seeing right now. And as we go through, I know, some of the questions with Jason, we'll talk about, again, the opportunity that we're seeing with 7D to really pull through spine hardware revenue.

And then, at the end of the day, it is all about people. I talked about the leadership team that we've put in place. We have over 250 years' experience in the spine and orthopedic space as a combined leadership team, really strength across the organization that we were able to build. And then doing this while being very disciplined on our capital allocation and focused on kind of relentless execution. And so we're confident in what we can achieve for 2027 and excited about the future.

QUESTION AND ANSWER SECTION

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

Thanks, Julie. We'll jump right into questions. Kind of working off that, you kind of broke out your three divisions. So, maybe we can start by just kind of drilling down a little bit more on those divisions. And specifically, let's talk about spine, you're 12% last quarter, that's roughly 2 to 3 times the market, depending on whose math you want to go by. My math, it's about 3 times. So, I want to get to 7D, but before – [indiscernible] (00:10:09), but kind of if you think about what's driving that growth, I kind of would like to understand what's the underlying pieces that you think are kind of contributing here? And also related to that, can we view that sort of 2 to 3 times market rate as sort of a sustainable growth rate for Orthofix for spine?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

Yeah. So, we do see that as sustainable. We have a very fresh portfolio. In the last few years, we've launched over 50 products and we have market-leading products. Kind of specifically in Q4, we saw 33% growth in our lateral procedures. Our ALIF and MIS grew 19%. And again, a lot of this is driven by our procedural selling opportunities that we're seeing and the pull through that we're seeing with 7D. So, we feel like – and we're a very low market share player. We have about 4% market share. So, again, we see the opportunity with a great compelling kind of a fresh portfolio in spine as well as coupled with our 7D programs that we are going to be able to continue that growth for a period of time.

Copyright © 2001-2025 FactSet CallStreet, LLC

And I think, 7D, just a couple of comments on kind of how it's driving. So, we really started focusing on mid-year last year an earn-out program where we placed the 7D system in an account and for that, they commit to a certain level of spinal implant volume. And we're seeing really significant uptick in that program. We had 150% kind of year-over-year increase in earn-out placements. But not only just the placements, we're running ahead of the volume commitments by about 58% in total. And so really that's driving a lot of the growth and we see that opportunity continuing.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Great. Very helpful. And then, actually, I don't want to put words in your mouth. So I said 12% growth, 2 to 3 times the market rate. When you think about growth rates, do you think about as a multiple of the market or do you think about that sort of 12% to, say, 15% growth rate? Again, I don't want to put words in your mouth. So, [ph] maybe to be a bit more specific on it (00:12:13).

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. I mean, we have not provided like a specific number. We said, well above market growth...

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Okay.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

...that we expect from that business...

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Fair.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

...but not a specific number.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Okay. And then on 7D, you mentioned placements. Are people buying the system as well now? Or do you break out sort of what the percentage of buyer versus...

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yes, yes. So, we don't break it out consistently, but people are buying it. So, we do have a capital sales program as well. The split is about 50/50 between earn-outs and capital sales. So, we'll place it either way. The thing that's most important to us, whether if we sell a capital or an earn-out, is really the ongoing business and we found that earn-outs can really help drive kind of that stickiness with ongoing business.

Copyright © 2001-2025 FactSet CallStreet, LLC

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

So – and on 7D, which is a navigation system, which is unique because it basically can automatically register, which is I think always been a sort of bottleneck for adoption. If I look at just numbers that I've seen from, say, [ph] NAS (00:13:11), things like that, it seems like navigation – this type of [ph] navigation system (00:13:15) is sitting there something like 10% to 15% of the marketplace. I don't know if those match with your numbers, but it would appear that 7D is outperforming that in terms of usage. I mean, again, if you think about it, should we assume that 7D can break the barrier that other navigation systems have seen? Or is that what you're seeing now with your customers that 7D is just seeing a lot more adoption? Again, it's early in the curve, I understand that...

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

... [ph] I'd just (00:13:40) love to get a trend here.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

I mean, we are really in the curve. I think the unique thing about 7D, 7D is also much lower cost for an account if they're purchasing it, option than a robot or some of the other navigation systems that are out there. So, we're really seeing accounts that maybe have another navigation system or they have a robot that are also either acquiring or placing a 7D in their account because, again, the opportunity to use it and then what they're just seeing from compelling results. So, we're early in the adoption curve, but I think it could be the system that breaks through.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Okay. And then, Orthofix also has the leading biologics business, I believe, if you exclude, I guess, Medtronic's Infuse.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. Number two share kind of excluding Medtronic's Infuse....

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

So...

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

... [ph] in DBM (00:14:29).

Copyright © 2001-2025 FactSet CallStreet, LLC

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

...and that's also been growing above market as well to some degree. Just what's behind that?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

Yeah. I mean, that's, I would say, for us more of an at-market growth products. And that's because, again, kind of versus our 4% share in spinal implants, in biologics, in DBMs and CBMs, we do have a number two market share. So very different share position in those products. But again, we see kind of with our multiple ways to go into an account adoption there, is we're moving more towards larger, more dedicated distributors, again, an opportunity to continue to grow that business as well as we just launched some products into the synthetic space where we had much smaller share last year. And so an opportunity to grow in the synthetic side as well.

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

Okay. And then talking about the bone growth technologies business, I think, I believe that grew 9% to 10% last quarter. I believe you guys have said you think that market is growing about 3% to 4%?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

Yes. We said, I'd say, 2% to 4% kind of...

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

2% to 4%?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

...is the number – numbers from a market perspective. And for a couple of years now, that's been really growing well above market. I think that, on the spine side, so we participate both in spine and fracture markets with those products. On the spine side, it's really benefited from cross-selling opportunities from the SeaSpine merger where we had access to accounts that maybe Orthofix historically didn't have access to. And so, that's been a great kind of boost on the growth rate. We are still seeing that. But I do expect our growth rate will slow kind of from that low-double digits, high-single digits, more towards the mid-single digits.

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

Okay.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

So we're still growing above market. We are number one in spine with over 50% market share. And then on the fracture side, we're the number two, and we think we can get that to the number one position.

Copyright © 2001-2025 FactSet CallStreet, LLC

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

Okay. Great. And then let's touch on the orthopedics business, which is external fixation, limb reconstruction, probably a business that doesn't get enough attention because we're also focused on spine. But the growth rate's been really impressive. I think last quarter is 21%. Again, what's behind that growth? I think you guys pegged that market -underlying market about 5% to 6%. So you're growing well above that.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

Yeah. So I think orthopedics for us is going to be the sleeper...

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

Yeah.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

...so particularly in the US. So the orthopedics business, like I mentioned, was really the start of Orthofix started in Italy, so the majority of our revenue for orthopedics business right now is outside the US, but we see real opportunity in the US, again, grew 21% in Q4, grew, I think, 16% to 18% in Q3 on the US orthopedics business. And really what we've done is kind of as we brought new leadership in, is really focusing on this limb reconstruction. We're the only company with both internal and external fixation for limb lengthening. We recently announced a approval or clearance for our TL Elevate product, and it's in kind of limited market release right now. But it is the first FDA cleared transverse bone transport product which can address diabetes soft tissue conditions, a $1.2 billion TAM. And we are seeing really incredible results with that just in the early market release. So, full market released back half of this year, but I think that could really be a game changer for Orthofix.

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

So, this has all been product driven. There's not been a lot of necessarily cross-selling between the two because...

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

Yeah. I mean, really, there's not cross-selling...

[indiscernible] (00:18:05)

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

...between spine and orthopedics, right, just product driven and focused, I would say, in strategy.

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

And what are you saying about sort of the sustainability or long-term outlook for this business?

Copyright © 2001-2025 FactSet CallStreet, LLC

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Well, I mean, we're now in a market that has a $1.2 billion TAM. So, we're excited about what we can – and we're the first to the market, first cleared. So, we're excited about what we can see there.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Yeah. [indiscernible] (00:18:29), because you spend too much time thinking about spine. So, let's talk about the P&L. You kind of touched on it, but first off, in terms of the merger between Orthofix and SeaSpine, where are we there? I assume that's largely complete, but there's still some synergies to be had there. Maybe you can give us sort of the landscape here?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. I think, it's largely complete. From a company standpoint, we're one company. It's Orthofix now moving forward. We do have a little bit of synergies left. The number was $50 million and we'll see that mostly come through gross margins. But we're really focused now on kind of running this as a combined company and creating kind of cost leverage opportunities across the whole portfolio to drive to our mid-teens adjusted EBITDA by 2027.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

I think you pointed out on the slides you still have got 300 basis points of margin improvement. Is that related to synergies or is that product mix or what's driving that?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

So there's a few things. So, there are some synergies in there, product mix as we move more into the US, particularly in orthopedics. And then, our US businesses outgrow our international businesses. That's helpful from a mix standpoint, but we also have other opportunities with selectively in-sourcing some manufacturing of some of our spinal products. We also use a 3PL for our physical distribution of our spine products. So, bringing that in-house and leveraging some of our capabilities that we already have as well. So – and then also supplier consolidation.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Okay. And then mid-teens is kind of the goal here and that's you've pretty much just put a line in the sand saying end of 2027, I believe?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. For the full year of 2027...

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Full year of 2027 [indiscernible] (00:20:17).

Copyright © 2001-2025 FactSet CallStreet, LLC

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. Full year of 2027 mid-teens adjusted EBITDA. I would say that's a milestone for us. We don't see that as like the end goal. We think that's just...

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Yeah, that was my next question.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. Well, there you go, but a point on the journey. We're not giving a number beyond that, but we think that it's a point on the journey.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

And you're generating cash, free cash now...

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yes.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

...and you will generate free cash next year and the next couple of years. So, what does that mean for cap structure? What does that mean for M&A? What are you guys thinking on those two points?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. So, I mean, right now, our focus is on investing for growth and executing. From an M&A perspective, we don't see anything right now that's compelling and we're not, I would say, ready to do that at the moment. We're focused on executing. But when something comes along and we're ready to do it, we would definitely be open to that. And that's – I think you had asked a question, too, about paying down debt, I think that's much further out. I think shoring up our balance sheet and then investing in growth opportunities is what we're looking at.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

And I have to ask this question to all my companies at the moment, but that's tariffs?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

I'm going to let Dalles answer that.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Copyright © 2001-2025 FactSet CallStreet, LLC

All right, Dalles.

Dalles Stiles
Senior Vice President-Finance & Strategy, Orthofix Medical, Inc.
A

Yeah.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Yeah. What are your thoughts on tariffs? What contingency plans that do you have in place and what exposure do you have?

Dalles Stiles
Senior Vice President-Finance & Strategy, Orthofix Medical, Inc.
A

Yeah, thank you. So, we don't have any exposure out of Mexico. And then regarding China and Canada, we've said it's fairly immaterial, less than $2 million exposure out there.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Okay, great. And so I don't know if this is a fair question or you can break this out, but if I think about the margin profile between your three businesses, how does that shake out or are they all about the same? Or is there a sort of – I mean, I assume spine is in the 70s. I assume bone growth is a little lower and I assume the orthopedic business is actually pretty high margin.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. I mean, so spine and orthopedics are segments that we break out in our reported financials. Spine right now, in that spine, bio-enabling technologies and bone growth therapies is our spine segment. So that is more profitable than our orthopedics business. Orthopedics, again, 70% of the revenue is from international. So, that is a lower margin business. As we start to see the shift into the US, we'll start to see that both gross margin and profitability profile improve, I think, fairly dramatically. And then kind of we don't break out the businesses under kind of in the spine segment. But generally, the bone growth therapies is a higher profitability product than the core spine business.

Jason Wittes
Analyst, ROTH Capital Partners LLC
Q

Okay. And then maybe just in terms of macro just market issues, like, for instance, pricing has been always – devices are under a fair amount of pressure and pricing over the last couple of years, we've seen some alleviation. What are you guys seeing out there in the marketplace in terms of pricing?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.
A

Yeah. I mean, on the spine side, I'd say we've seen it fairly stable kind of post-COVID. I think prior to that, there was a lot of price pressure in the spine market. On the orthopedic side where we're playing in the orthopedics market, these are not price sensitive procedures just because there's really not the alternatives, basically amputation. And so there's a lot of co-morbidities. The cost of that is significant for both the payer and the

Copyright © 2001-2025 FactSet CallStreet, LLC

hospital. So that is, I'd say, price insensitive market that we play in. And then our bone growth therapies basically has CMS and we generally get a inflationary type of increase on an annual basis in that.

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

By the way, in terms of synergies between businesses, I assume bone growth has a fair amount of synergies between all the businesses. Is there any correlation between the orthopedics business and spine, or are they pretty separate in terms of distribution and things like that?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

They're fairly separate in terms of – we may have distributors that carry both products, but they're different businesses, they have different – generally different call points and are different businesses.

Jason Wittes
Analyst, ROTH Capital Partners LLC

Q

And then we're almost out of time here. But someone did want me to ask about just salesforce, in terms of what your goals are for this year in terms of growing that salesforce, what's the recruitment situation like, especially since we've had even more consolidation or not consolidation, but disruption this year?

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

A

So we use distributors for both spine and orthopedics. Our bone growth therapies has a mix of direct and distributor reps. So, from that standpoint on the spine and orthopedics side, we're really focused on working with kind of bigger, larger, scalable distributors. And with our portfolio now and with 7D and with our focus in the orthopedics area, we're really seeing the ability to do that and to attract, I would say, higher quality distributors. And so we're not focused specifically on rep level because of our – we're working with distributor partners.

Jason Wittes
Analyst, ROTH Capital Partners LLC

Okay. Well, we're just about out of time here. So Julie and Dalles, thanks so much. And everybody, thanks for joining us. Thank you.

Julie B. Andrews
Chief Financial Officer, Orthofix Medical, Inc.

Thank you very much.

Dalles Stiles
Senior Vice President-Finance & Strategy, Orthofix Medical, Inc.

Thank you.

Copyright © 2001-2025 FactSet CallStreet, LLC

Disclaimer
The information herein is based on sources we believe to be reliable but is not guaranteed by us and does not purport to be a complete or error-free statement or summary of the available data. As such, we do not warrant, endorse or guarantee the completeness, accuracy, integrity, or timeliness of the information. You must evaluate, and bear all risks associated with, the use of any information provided hereunder, including any reliance on the accuracy, completeness, safety or usefulness of such information. This information is not intended to be used as the primary basis of investment decisions. It should not be construed as advice designed to meet the particular investment needs of any investor. This report is published solely for information purposes, and is not to be construed as financial or other advice or as an offer to sell or the solicitation of an offer to buy any security in any state where such an offer or solicitation would be illegal. Any information expressed herein on this date is subject to change without notice. Any opinions or assertions contained in this information do not represent the opinions or beliefs of FactSet CallStreet, LLC. FactSet CallStreet, LLC, or one or more of its employees, including the writer of this report, may have a position in any of the securities discussed herein.

THE INFORMATION PROVIDED TO YOU HEREUNDER IS PROVIDED "AS IS," AND TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, FactSet CallStreet, LLC AND ITS LICENSORS, BUSINESS ASSOCIATES AND SUPPLIERS DISCLAIM ALL WARRANTIES WITH RESPECT TO THE SAME, EXPRESS, IMPLIED AND STATUTORY, INCLUDING WITHOUT LIMITATION ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, ACCURACY, COMPLETENESS, AND NON-INFRINGEMENT. TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, NEITHER FACTSET CALLSTREET, LLC NOR ITS OFFICERS, MEMBERS, DIRECTORS, PARTNERS, AFFILIATES, BUSINESS ASSOCIATES, LICENSORS OR SUPPLIERS WILL BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL OR PUNITIVE DAMAGES, INCLUDING WITHOUT LIMITATION DAMAGES FOR LOST PROFITS OR REVENUES, GOODWILL, WORK STOPPAGE, SECURITY BREACHES, VIRUSES, COMPUTER FAILURE OR MALFUNCTION, USE, DATA OR OTHER INTANGIBLE LOSSES OR COMMERCIAL DAMAGES, EVEN IF ANY OF SUCH PARTIES IS ADVISED OF THE POSSIBILITY OF SUCH LOSSES, ARISING UNDER OR IN CONNECTION WITH THE INFORMATION PROVIDED HEREIN OR ANY OTHER SUBJECT MATTER HEREOF.

The contents and appearance of this report are Copyrighted FactSet CallStreet, LLC 2025 CallStreet and FactSet CallStreet, LLC are trademarks and service marks of FactSet CallStreet, LLC. All other trademarks mentioned are trademarks of their respective companies. All rights reserved.