

# Trillion Energy International Inc.

(TCF-CSE: C\$0.38)

March 16, 2023

Christopher True / (403) 206-2191

[ctrue@viiicapital.com](mailto:ctrue@viiicapital.com)

Phil Skolnick / (917) 930-7478

[pskolnick@viiicapital.com](mailto:pskolnick@viiicapital.com)

Andjela Calic / (403) 232-1243

[acalic@viiicapital.com](mailto:acalic@viiicapital.com)

**BUY**

Target: C\$1.50

## Tales from the Road: Marketing With Trillion Energy

TCF-CSE	New	Last		
Rating	-	BUY		
Target Price	-	\$1.50		
Projected Return (Incl. Dividends)	-	295%		
Current Price		\$0.38		
52 Week L/H		\$0.180-\$0.550		
Market Cap. (\$MM)		\$148		
Enterprise Value (\$MM)		\$146		
Shares Outstanding - Basic (MM)		388.6		
W.A Shares Outstanding - Diluted (MM)		403.6		
Avg Daily Volume (1 Mth)		2,523,218		
Current Net Debt (\$MM)		-\$1		
Annual Dividend per Share/Yield		\$0.00 / 0.0%		
Fiscal Year End		Dec 31		
FORECAST				
Pricing	2022E	2023E	2024E	
Brent (US\$/Bbl)	\$98.80	\$86.16	\$94.00	
BOTAS Reference Price (US\$/Mcf)	\$22.24	\$20.14	\$19.70	
FX Rate (\$C/US)	\$0.77	\$0.75	\$0.78	
Production				
Liquids (Bbl/d)	96	90	79	
Gas (Boe/d)	107	1,718	3,876	
Boe/d (6/1)	203	1,808	3,955	
% Oil & Liquids	47%	5%	2%	
FINANCIALS				
	2022E	2023E	2024E	
Cash Flow (US\$MM)	\$2	\$57	\$116	
Free CF (US\$MM)	(\$21)	\$12	\$71	
CFPS (US\$ dil)	\$0.01	\$0.14	\$0.29	
VALUATION				
	2022E	2023E	2024E	
EV/DACF	43.8x	1.6x	0.2x	
EV/Boe/d	\$515,266	\$49,508	\$5,909	
Net Debt/CF	-3.8x	-0.4x	-0.8x	
2023E Estimates				
	Q1E	Q2E	Q3E	Q4E
Liquids (Bbl/d)	95	92	89	86
Gas (Boe/d)	540	1,201	2,229	2,871
Boe/d (6/1)	635	1,292	2,318	2,957
CFPS (US\$ dil)	\$0.01	\$0.02	\$0.04	\$0.07

Source: FactSet & Eight Capital Estimates

### TCF: Price/Volume Chart



Source: FactSet.

### Company Description

Trillion Energy is a Canadian oil & gas E&P with assets focused in Türkiye and Bulgaria. In the near term, Trillion is focused on developing gas reserves at the SASB Field in the shallow waters of the Black Sea in offshore Türkiye

We took TCF on the road for an in-person marketing tour, and this is what we learned:

1) Investors are largely keen to see an acceleration of growth: TCF was able to demonstrate the optionality that comes with the free cash flow generation from its current portfolio of reserves and resources that can be put towards on-block and off-block exploration (Figures 1 & 2).

- Unto this, TCF generates US\$12 million and US\$71 million of FCF in 2023 and 2024 that we believe can be put towards developing this exploration upside.

- Acceleration can be achieved by: 1) adding a second rig to the drilling program to accelerate the reserve and resource development plus on-block exploration, which can take 6 - 9 months to secure and start drilling and 2) putting cash towards obtaining off-block licenses and shooting/interpreting seismic to delineate future prospects. We estimate this optionality opens up when the company reaches eight wells on production with Q4/23 as the cash inflection point with an estimated balance of US\$18 million.

2) TCF's current 24 well drilling program is targeting 64 Bcf of reserves and prospective resources with line-of-sight to another 29 Bcf of recoverable resources with on-block exploration (Figures 3 & 4).

- On our EC price deck, we estimate an un-risked NAV12.5 of almost C\$490 million with the 24 well development program. We see this increasing to roughly C\$680 million when factoring in the upside from the 29 Bcf of on-block exploration.

- The on-block exploration can be targeted with existing infrastructure. This is key, as all capex goes to the drill bit.

3) Off-block exploration offers an "elephant hunting" opportunity for TCF: Discoveries in the western Black Sea imply that there is enough gas charged rock for big opportunities. TCF believes there are 100 - 300 Bcf sized opportunities in the shallow water regions.

4) The SASB has stacked pay: Once a well has declined to a certain production level, TCF can re-perforate a shallower zone, which kicks production back up at a flush rate similar to a new well. TCF management believes this will only cost US\$500,000 and keeps production flat for longer (Figure 6).

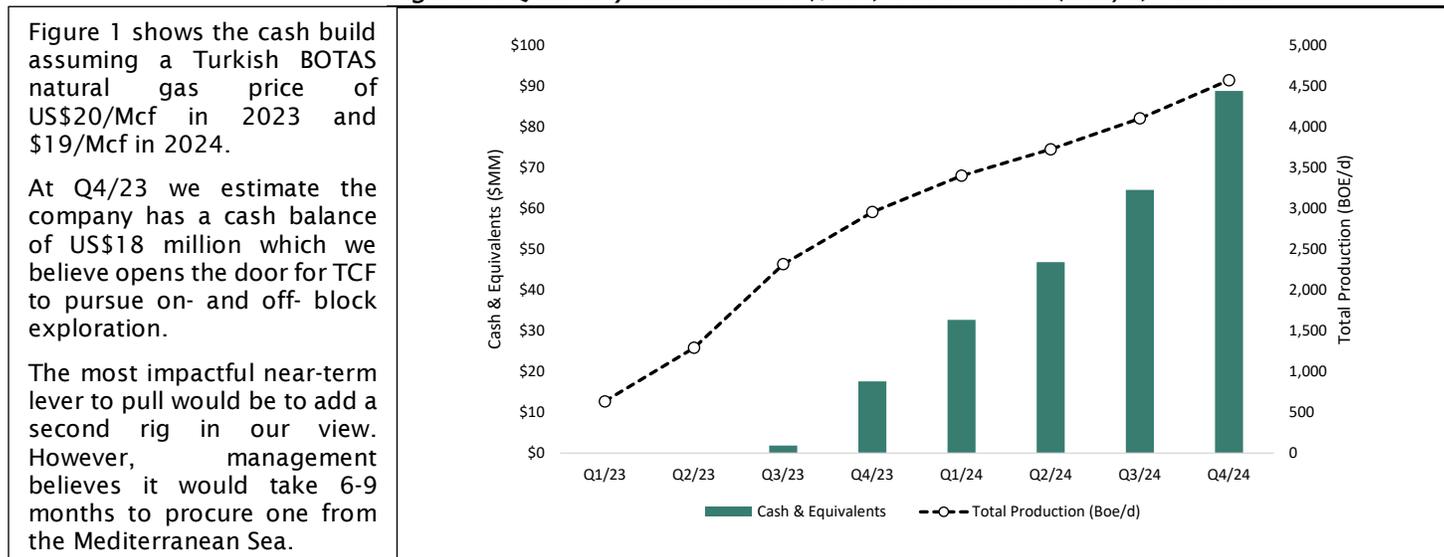
5) Not only did Guluc-2 prove there is reserves upside, but it also validates TCF's development program with the use of long reach horizontals (Figure 7).

6) The SASB had US\$600 million of infrastructure constructed on it, and TCF purchased the asset for US\$2.5 million through a bankruptcy procedure. We think this is a company making deal and point to the success that SDE (BUY; C\$27.00 PT; Analyst: Phil Skolnick) was able to achieve through buying a distressed company (Bellatrix) with already built-out infrastructure (Figures 8 & 9).

7) Overall sentiment is that TCF is caught up in natural gas bearishness while at 1.8 MBOE/d, it is generating the same amount of cash as an 11 MBOE/d producer using the average cash netback of C\$19.25/BOE within North American gas weighted E&Ps (Figures 10 & 11).

We reiterate our BUY rating and C\$1.50 price target. Our price target reflects a 50/50 blend of 5.0x EV/'24 DACFs and 1x our risked NAVPS of C\$0.63 which factors in a 60% chance of success in development. Risks to our price target include foreign currency exchange risk, commodity pricing, single asset concentration and political/economic risk within Türkiye.

**Figure 1: Quarterly Cash Balance (\$MM) & Production (BOE/d) - EC Deck**



Source: Company Reports & Eight Capital Estimates

**Figure 2: Turkish Straits (Top) & Bosphorus Strait in Istanbul City (Bottom)**

Management indicated that there are available drilling ships in the Mediterranean Sea. However, it was highlighted during the meetings that it could take between 6-9 months to procure one.

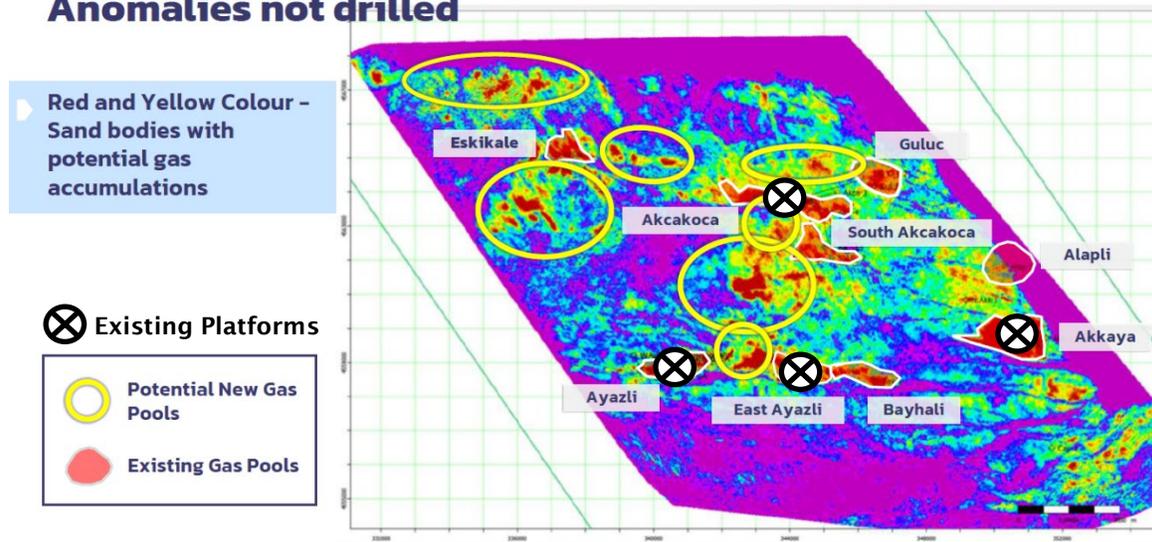
This is partly due to 1) the logistics of moving the rig through the Turkish straits which would also require capital to disassemble the ship to move under bridges (the bottom of Figure 2 highlights the three bridges over the Bosphorus Strait) and 2) the company would need to start buying long lead-time equipment to use the drilling rig efficiently.



Source: Euraseangeopolitics.com & BBC

Figure 3: SASB Field On-block Exploration

### Numerous Potential Gas Pools Defined by Seismic Anomalies not drilled



Source: Corporate Presentation

Figure 3 shows the potential gas accumulations that are on-block at TCF's SASB Field. The company sees an additional 29+ Bcf of recoverable gas within these pools. Of note, and what is pivotal to the story, is that TCF has the engineering know-how to tap into these pools and the existing infrastructure to commercialize them without significant additional capital outside of DCE&T costs. Management is confident in these exploration targets as the gas accumulations share the same stratigraphy and source rock as the currently producing pools.

Figure 4: Current Program vs Accelerating 2nd Rig Targeting On-block Exploration

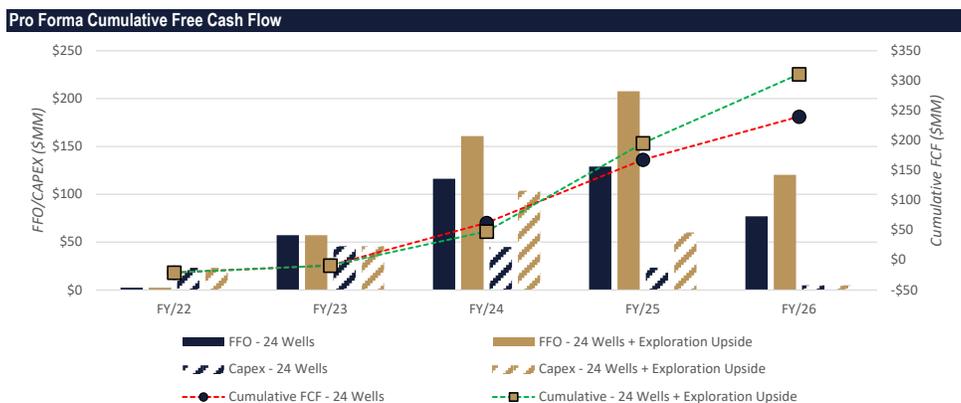
Figure 4 shows how TCF can accretively accelerate growth by adding a second rig to drill on-block exploration targets.

We assume a capital cost of \$15 million per well for 13 targets that produce an IP365 of 4 MMcf/d and an EUR of 4.6 Bcf with a 100% chance of success.

The company increases its growth trajectory to 8.5 MBOE/d by 2025 from 5.4 MBOE/d while generating an additional US\$28 million of cumulative free cash flow.

We also estimate TCF's unrisks NAVPS @ 12.5% increases to C\$1.33/sh from \$1.00/sh under the 24 well program.

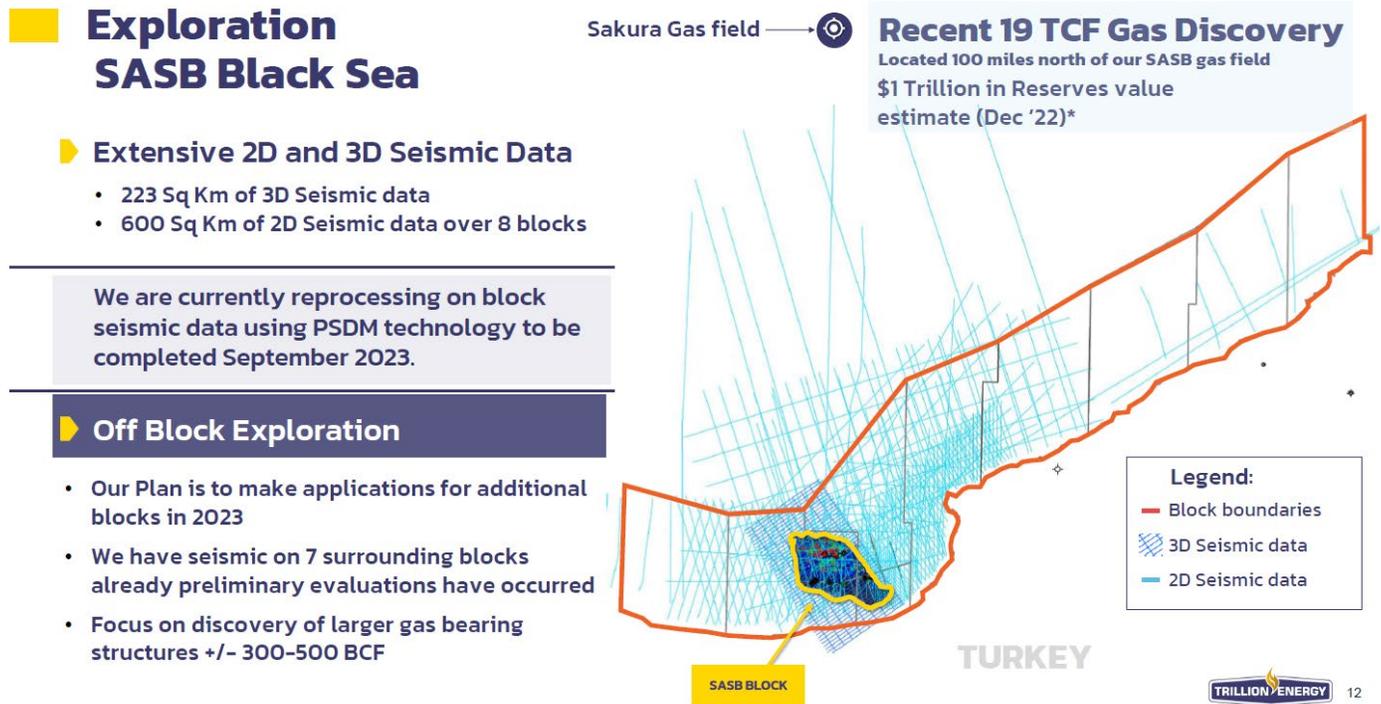
TCF would have to expand its facility capacity to 150 MMcf/d. However, management believes this is a US\$2 million investment to increase compression at the gas plant.



24 Rig Drilling Program Vs. Second Rig Added For Exploration Targets					
EC Deck; (\$MM)	FY/22E	FY/23E	FY/24E	FY/25E	FY/26E
Production - 24 Wells (Boe/d)	203	1,808	3,955	5,408	4,638
Production - 24 Wells + Exploration Upside (Boe/d)	203	1,808	5,389	8,508	7,001
FCF - 24 Wells	-\$21	\$12	\$71	\$106	\$72
FCF - 24 Wells + Exploration Upside	-\$21	\$12	\$57	\$148	\$116
24 Wells + Exploration Upside Summary					
EC Deck; (\$MM)	FY/22E	FY/23E	FY/24E	FY/25E	FY/26E
Total Production (Boe/d)	203	1,808	5,389	8,508	7,001
Y/Y Growth %	-	791%	198%	58%	-18%
PPSG (% - Diluted Debt Adj.)	-30%	>500%	>500%	>500%	285%
Cash & Equivalents	\$6	\$18	\$75	\$222	\$338
Net Debt/CF	-3.8x	-0.4x	-0.5x	-1.1x	-2.8x
Corp. FCF - Ex. M&A	-\$21	\$12	\$57	\$148	\$116
FCF Yield %	-16%	9%	43%	111%	87%

Source: Company Reports, FactSet & Eight Capital Estimates

**Figure 5: Off-Block Exploration Opportunity**



Source: Company Reports, geoSCOUT, FactSet & Eight Capital Estimates

Figure 5 shows the boundaries of off-block licenses that are available for TCF to pick up. Companies may bid for these licenses with a work commitment and pay a bond worth 10% of the total value of the work program upon success. Furthermore, TCF would not have to partner with the government to obtain these licenses.

TCF believes there are 300 - 500 Bcf of opportunities available within these boundaries, however would not start drilling here for another three years.

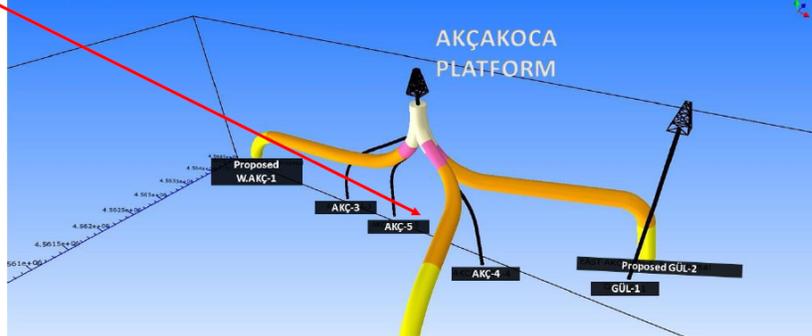
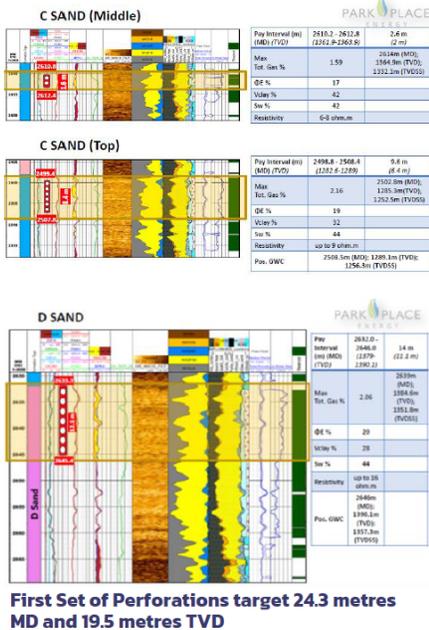
Management believes there is another US\$10 - US\$12 million of seismic that needs to be shot in order to sufficiently de-risk prospects for drilling.

Additionally, management thinks that an off-block exploration well would cost US\$20 - US\$40 million and would require additional infrastructure to tie-in production to TCF's facilities. However, because of the size of the prize, the NPV impact would justify the risk and capital requirements.

Lastly, TCF would be open to partnering up to explore these regions to manage risk and capital spending.

Figure 6: South Akcakoca 2 Well: Log Evaluation and Perforations

### South Akcakoca 2 Well: Log Evaluation and Perforations



RESERVOIR	GAS PAY					PERFORATION INTERVALS	
	INTERVAL (m)	THICKNESS (m)	V clay (%)	Ø (%)	Sw (%)	1st GROUP	2nd GROUP
D SAND	2832.0-2842.0	1.0	28	20	44	2833.3-2843.4	12.1
	2612.0-2612.8	2.8	42	17	42	2610.9-2612.4	1.6
C SAND	2498.8-2508.8	9.8	32	19	44	2499.4-2507.8	8.4
	2425.0-2427.5	2.5	32	21	56		
B SAND	2386.2-2389.9	3.7	32	19	55		
A SAND	2319.9-2323.5	3.9	23	23	53		
AK SAND	2260.7-2262.0	1.6	30	12	55		
TOTAL						22.1	10.8

**Current Producing Intervals**

**Future Perforation Intervals (over 22 metres pay) held for future development ensuring low decline production for multiple years**

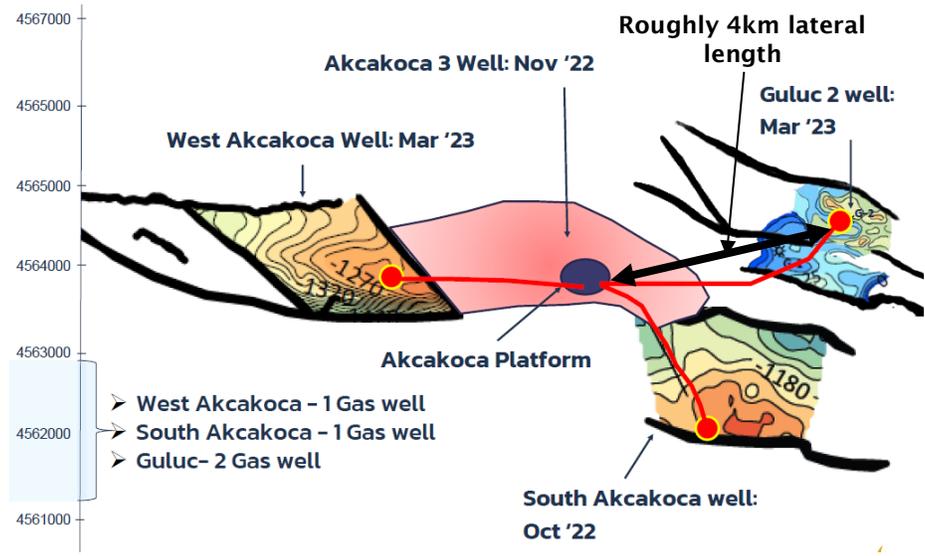


Source: Company Reports

Figure 6 shows the perforation intervals for South Akcakoca 2. The key here is that TCF will only perforate specific intervals during the wells' initial production phase and avoid drawing on higher up intervals. This means that once the well declines to a certain level, TCF can re-enter the well and perforate the other zones, which can bring production back to a flush rate. The company can use existing wirelines to perforate higher up zones, which management estimates will cost roughly US\$500,000. We think this is key to retain TCF's capital efficiencies as it pursues production growth.

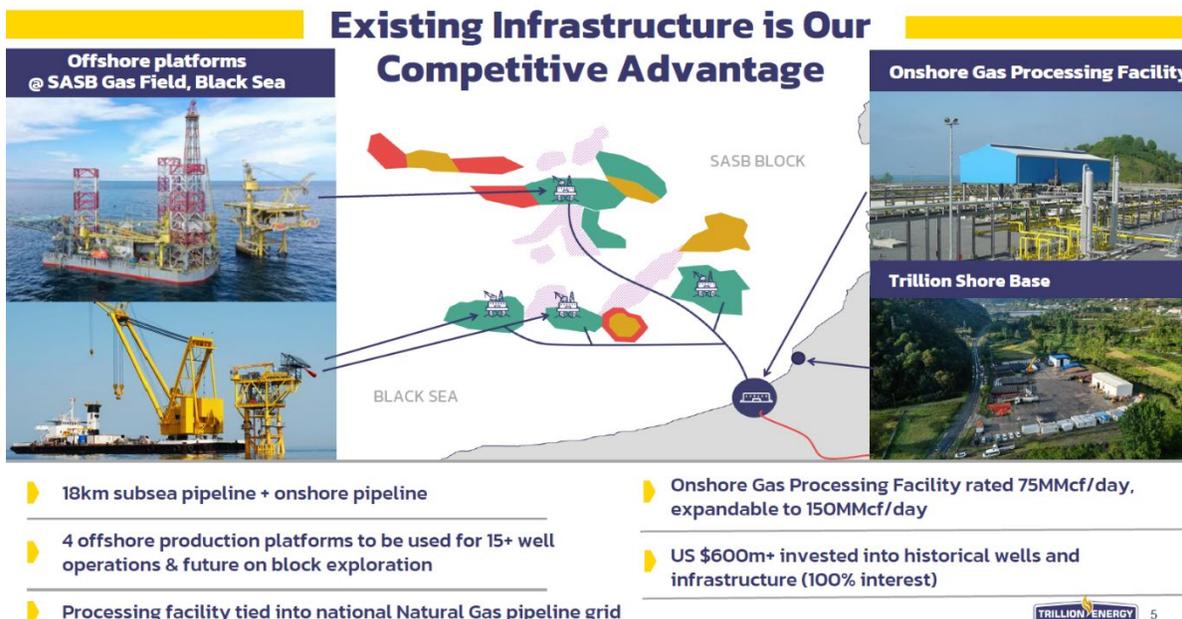
Figure 7: Areal View of Directional Drills from Akcakoca Platform

Figure 7 highlights the lateral length of the Guluc-2 well, which TCF believes was an engineering feat due to the extended length the horizontal leg of the well was drilled. This well essentially served as proof of concept that the company can drill the rest of its targets using existing infrastructure. The ability to drill these long lateral legs is a key point in the TCF business strategy of exploiting existing infrastructure to target gas in place.



Source: Company Reports

Figure 8: TCF's Infrastructure Overview



Source: Company Reports

Figure 8 highlights the key pieces of infrastructure that cost roughly US\$600 million to build out but were purchased by TCF through a receivership process for US\$2.5 million. This is a large reason behind the outsized free cash flow generation that underpins TCF's growth model. We point to SDE (BUY; C\$27.00 PT) as an analogy of a company that was able to create a lot of value on the heels of purchasing Bellatrix out of receivership for pennies on the dollar. These types of deals are company makers, in our view.

Figure 9: Overview of SDE Acquired Infrastructure from Bellatrix

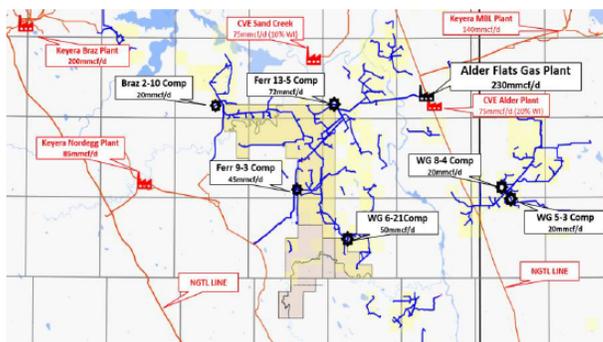
On June 1st, 2020, SDE closed the acquisition of Bellatrix Exploration for a total consideration of C\$109 million. The Dec 31st, 2019 1P NPV10 of the Bellatrix assets was worth ~C\$1 billion and came with underutilized facilities with an estimated value of C\$200 million.

This played a role in SDE being able to capture the full half-cycle economics from drilling new wells and not investing in building out infrastructure to grow, which underpinned a strong FCF + Growth business model.

We believe this accelerated SDE to pursue growth through accretive acquisitions (Velvet, Inception, Cequence etc.) and organic growth that took SDE from 26 MBOE/d at deal close to 73.3 MBOE/d in Q4/22 while increasing its share price 6.8 times since the deal price of \$2.00/sh.

**Infrastructure in Central Alberta**

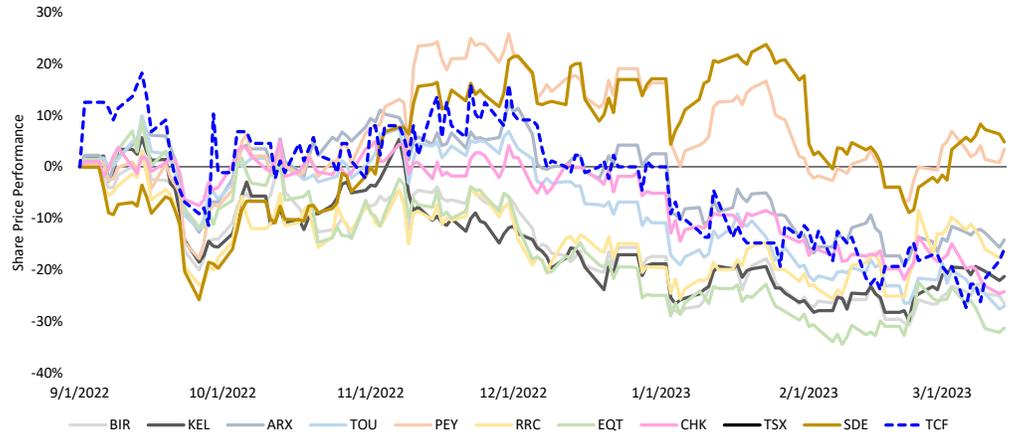
- Working interest in three area gas plants (Alder Flats Plant is operated and a deep cut). Working interest capacity of 90mmcf/d. Available capacity of 96mmcsf/d in the Alder Flats plant. New infrastructure.
- Working interest in seven operated compressor stations (WI capacity of 208mmcf/d).
- Connected to significant 3<sup>rd</sup> party area processing with excess capacity.
- Ownership provides lower costs and guaranteed access.
- Significant capital invested by previous operator into developing current facilities.



Source: Company Reports

**Figure 10: Gas Weighted E&P Share Price Performance Since 9/1/2022**

Figure 10 shows TCF's share price performance indexed to 9/1/2022 relative to other North American natural gas producers. We note that TCF has performed in-line with North American gas E&Ps despite its exposure to European gas markets, which drives a fundamentally unique business model with higher margins and an outlook of outsized production growth and free cash flow.



Source: FactSet & Eight Capital Estimates

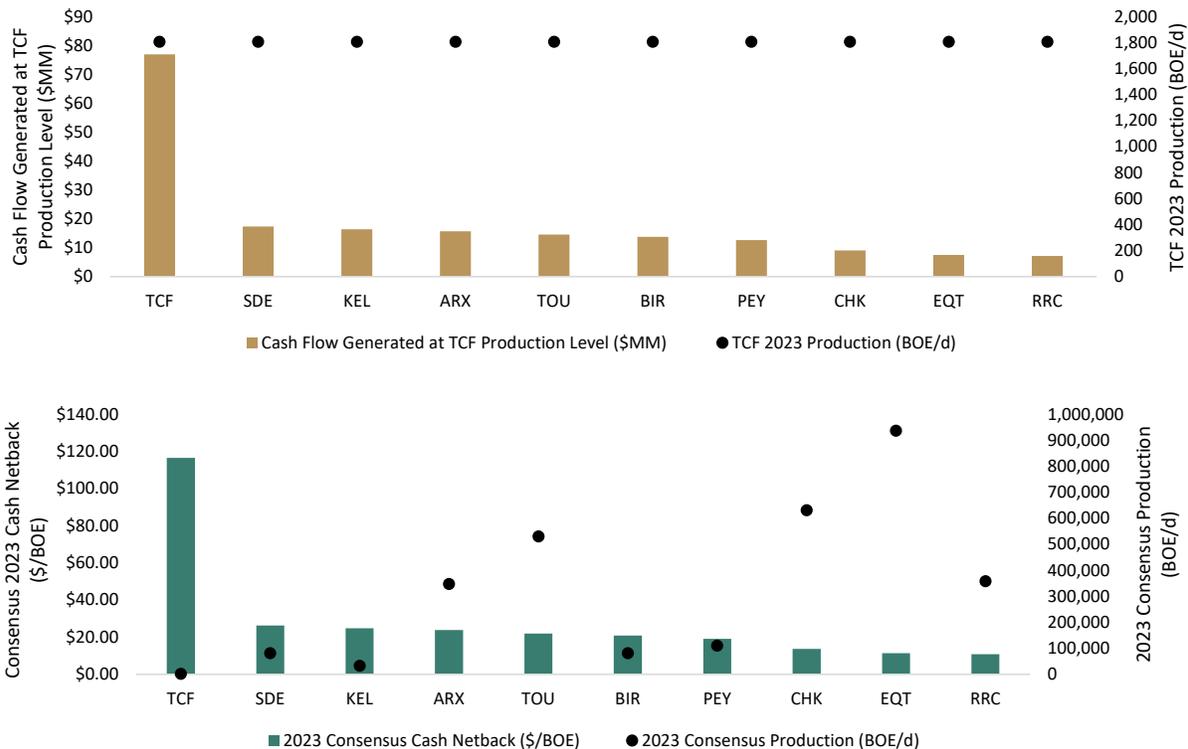
Figure 11 shows select North American gas E&Ps cash flow generation when normalized to TCF's 2023 production level of 1.8 MBOE/d using each company's 2023 consensus cash netback.

We can observe that TCF's ability to generate cash outperforms its gas-weighted peers due to its high netback business model, that is driven by different macro fundamentals in Europe.

At 1.8 MBOE/d, North American gas E&Ps generate between C\$7 - C\$17 million of cash flow, while TCF generates C\$77 million of cash flow.

Stated differently: In 2023, TCF is generating the same amount of cash as an 11 MBOE/d producer using the average cash netback of C\$19.25/BOE within North American gas weighted E&Ps.

**Figure 11: Cash Flow Generation Normalized to TCF 2023 Production Levels (Top) & Cash Netbacks (Bottom) - FactSet**



Source: FactSet & Eight Capital Estimates

Figure 12: Model Summary

## Trillion Energy International Inc. (TCF.CA)

All figures in USD unless otherwise noted

Production (Boe/d)	2020A	2021A	2022E	2023E
Q1	175	178	114	635
Q2	213	182	112	1,292
Q3	162	155	117	2,318
Q4	163	109	467	2,957
FY	178	156	203	1,808
% Gas	34%	24%	53%	95%
PPSG	-34%	-47%	-35%	599%
DAPPSG	-37%	-45%	-30%	659%

## EIGHT CAPITAL BASE PRICING

Commodity Prices	2020A	2021A	2022E	2023E
Brent (US\$/Bbl)	\$42.51	\$71.06	\$98.80	\$86.16
BOTAS Premium/(Discount) (US\$/Mcf)	\$4.03	\$19.93	\$48.56	\$26.69
Forex (C\$/US\$)	\$0.75	\$0.80	\$0.77	\$0.75

## Financials (\$MM)

Revenue (Production + Other)	\$2.6	\$3.7	\$10.6	\$76.1
Royalty	\$0.0	\$0.0	(\$0.9)	(\$9.5)
Hedging	(\$0.2)	\$1.5	(\$0.3)	\$0.0
Operating/Transportation Costs	(\$2.4)	(\$2.6)	(\$2.7)	(\$2.6)
G&A	(\$2.4)	(\$2.2)	(\$5.5)	(\$5.4)
Interest	(\$0.1)	(\$0.1)	(\$0.0)	(\$0.1)
Other Costs	(\$1.1)	(\$2.3)	(\$2.1)	(\$8.6)
Net Income Before Tax	(\$3.5)	(\$2.1)	(\$0.8)	\$49.9
Taxes (Current/Deferred)	\$0.0	\$0.0	(\$0.8)	(\$11.0)
Net Income After Tax	(\$3.5)	(\$2.1)	(\$1.6)	\$38.9
Total Non-Cash Items	\$1.6	\$0.7	\$3.9	\$18.4
Cash Flow	<b>(\$2.0)</b>	<b>(\$1.3)</b>	<b>\$2.4</b>	<b>\$57.3</b>
Net Debt (Surplus)	\$0.5	(\$1.0)	(\$8.9)	(\$20.5)
Average D/CF	<b>nmf</b>	<b>nmf</b>	<b>-3.8x</b>	<b>-0.4x</b>
Net Capital Spending	(\$0)	(\$0)	(\$23)	(\$46)
Free Cash Flow	(\$2)	(\$1)	(\$21)	\$12

## Per Share Values

CFPS (\$/sh dil)	<b>(\$0.02)</b>	<b>(\$0.01)</b>	<b>\$0.01</b>	<b>\$0.14</b>
Basic Shares Outstanding (MM)	96.8	158.2	357.4	388.6
Diluted Shares Outstanding (MM)	96.8	158.2	316.8	403.6

## \$/Boe Values

Revenue (Production + Other)	\$39.64	\$65.16	\$142.87	\$115.28
Hedging Gains (Losses)	\$0.00	\$0.00	\$0.00	\$0.00
Royalties	\$0.00	\$0.00	(\$11.80)	(\$14.41)
Operating/Transportation Costs	(\$36.49)	(\$46.08)	(\$35.84)	(\$3.94)
Operating Netback	<b>\$3.39</b>	<b>\$19.94</b>	<b>\$95.82</b>	<b>\$96.93</b>
G&A	(\$36.08)	(\$39.58)	(\$73.69)	(\$8.18)
Interest	(\$1.31)	(\$2.22)	(\$0.49)	(\$0.08)
Cash Taxes/Other	\$3.91	(\$1.25)	\$10.09	(\$1.79)
Cash Flow Netback	<b>(\$30.09)</b>	<b>(\$23.11)</b>	<b>\$31.74</b>	<b>\$86.88</b>

Source: Eight Capital

Reserves	2018A	2019A	2020A	2021A
Proven (MMBoe)	0	2	2	2
Proven + Probable (MMBoe)	0	4	4	4
RLI - Proven (Q4 Annualized) (Years)	na	28	36	54
RLI - 2P (Q4 Annualized) (Years)	na	47	62	92

## STRIP PRICING

Commodity Prices	2020A	2021A	2022E	2023E
Brent (US\$/Bbl)	\$42.51	\$71.06	\$98.80	\$80.69
BOTAS Premium/(Discount) (US\$/Mcf)	\$4.03	\$19.93	\$48.56	\$26.78
Forex (C\$/US\$)	\$0.75	\$0.80	\$0.77	\$0.76

## Financials (\$MM)

Revenue (Production + Other)	\$2.6	\$3.7	\$10.6	\$122.9
Royalty	\$0.0	\$0.0	(\$0.9)	(\$15.4)
Hedging	(\$0.2)	\$1.5	(\$0.3)	\$0.0
Operating/Transportation Costs	(\$2.4)	(\$2.6)	(\$2.7)	(\$2.6)
G&A	(\$2.4)	(\$2.2)	(\$5.5)	(\$5.4)
Interest	(\$0.1)	(\$0.1)	(\$0.0)	(\$0.0)
Other Costs	(\$1.1)	(\$2.3)	(\$2.1)	(\$8.6)
Net Income Before Tax	(\$3.5)	(\$2.1)	(\$0.8)	\$90.9
Taxes (Current/Deferred)	\$0.0	\$0.0	(\$0.8)	(\$20.0)
Net Income After Tax	(\$3.5)	(\$2.1)	(\$1.6)	\$70.9
Total Non-Cash Items	\$1.6	\$0.7	\$3.9	\$18.4
Cash Flow	<b>(\$2.0)</b>	<b>(\$1.3)</b>	<b>\$2.4</b>	<b>\$89.3</b>
Net Debt (Surplus)	\$0.5	(\$1.0)	(\$8.9)	(\$52.5)
Average D/CF	<b>nmf</b>	<b>nmf</b>	<b>-3.8x</b>	<b>-0.6x</b>
Net Capital Spending	(\$0)	(\$0)	(\$23)	(\$46)
Free Cash Flow	(\$2)	(\$1)	(\$21)	\$44

## Per Share Values

CFPS (\$/sh dil)	<b>(\$0.02)</b>	<b>(\$0.01)</b>	<b>\$0.01</b>	<b>\$0.22</b>
Basic Shares Outstanding (MM)	96.8	158.2	357.4	388.6
Diluted Shares Outstanding (MM)	96.8	158.2	316.8	403.6

## \$/Boe Values

Revenue (Production + Other)	\$39.64	\$65.16	\$142.87	\$186.20
Hedging Gains (Losses)	\$0.00	\$0.00	\$0.00	\$0.00
Royalties	\$0.00	\$0.00	(\$11.80)	(\$23.27)
Operating/Transportation Costs	(\$36.49)	(\$46.08)	(\$35.84)	(\$3.94)
Operating Netback	<b>\$3.39</b>	<b>\$19.94</b>	<b>\$95.82</b>	<b>\$158.98</b>
G&A	(\$36.08)	(\$39.58)	(\$73.69)	(\$8.18)
Interest	(\$1.31)	(\$2.22)	(\$0.49)	(\$0.07)
Cash Taxes/Other	\$3.91	(\$1.25)	\$10.09	(\$15.45)
Cash Flow Netback	<b>(\$30.09)</b>	<b>(\$23.11)</b>	<b>\$31.74</b>	<b>\$135.29</b>

Source: FactSet &amp; Eight Capital Estimates

**Disclosures and Disclaimers**

This research report (as defined in IIROC Rule 3400) is issued and approved for distribution in Canada by Eight Capital. Eight Capital accepts responsibility for the dissemination of this report. Non-client recipients of the research report should not rely solely on the investment recommendations contained herein and should consult their own professional advisors. Eight Capital will not treat any non-client receiving this report as its own. Institutional clients who require additional information on securities discussed in this report should contact a qualified sales person at Eight Capital.

Eight Capital accepts no liability whatsoever for any loss arising from any use or reliance on this research report or the information contained herein.

This research report is being provided only to institutional clients of Eight Capital and is intended for informational purposes only. This research report is not an offer to sell or the solicitation of an offer to buy any of the securities discussed herein. The information contained in this research report is prepared from publicly available information, internally developed data and other sources believed to be reliable, but has not been independently verified by Eight Capital. Eight Capital makes no representations or warranties with respect to the accuracy, correctness or completeness of such information and they should not be relied upon as such.

All estimates, opinions and recommendations expressed herein constitute judgments as of the date of this research report and are subject to change without notice. Eight Capital does not accept any obligation to update, modify or amend this research report or to otherwise notify a recipient of this research report in the event that any estimates, opinions and recommendations contained herein change or subsequently become inaccurate or if this research report is subsequently withdrawn.

Past performance is not a guarantee of future results, and no representation or warranty, expressed or implied, is made regarding future performance of any security mentioned in this research report. The price of the securities mentioned in this research report and the income they generate may fluctuate and/or be adversely affected by market factors or exchange rates, and investors may realize losses on investments in such securities, including the loss of investment principal. Nothing in this research report constitutes legal, accounting or tax advice. Investors should consult with his or her independent legal or tax adviser in this regard.

Neither VIII Capital Corp. nor Eight Capital is affiliated in any way with Eight Capital Management LLC, an India-focused investment firm.

**US Residents:**

VIII Capital Corp. is a U.S. registered broker-dealer, a member of FINRA and an affiliate of Eight Capital. VIII Capital Corp. accepts responsibility for the contents of this research report and its dissemination in the United States to certain U.S. institutional investors.

Research produced and distributed by VIII Capital Corp. is distributed to persons who are "major U.S. institutional investors" which is defined as a U.S. institutional investor or any other entity which owns or manages at least \$100 million in financial assets (as such term is defined in SEC 15a-6 and Section 15 of the Securities Exchange Act of 1934, as amended). U.S. residents seeking to effect a transaction in any security discussed herein should contact an VIII Capital Corp. qualified person directly.

**Registration of U.S. Analysts:**

The authoring U.S. research analyst employed by VIII Capital Corp. who contributes to this report is registered/qualified as a research analyst with FINRA; and,

The authoring U.S. research analyst is associated with the member firm (solely for the purposes of FINRA Rule 2241), and therefore is subject to the requirements of FINRA Rule 2241 regarding restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account;

**U.K. Residents:** The authoring analyst(s) who prepared this research report is employed by Eight Capital, a Canadian regulated entity. The report has been prepared and approved in accordance with regulatory standards in Canada and was not viewed for the purposes of the UK's Financial Services and Markets Act 2000. This report is not intended for use by and should not be directed to individual investors.

## Dissemination of Research

Eight Capital's Research is distributed electronically through email, website (password protected) or hard copy. Dissemination of initial research reports and any subsequent research reports is made simultaneously to a pre-determined list of clients of Eight Capital's Institutional Sales and Trading representatives.

## Conflicts of Interest

Eight Capital has written procedures designed to identify and manage potential conflicts of interest that arise in connection with its research and other businesses. The compensation of each Research Analyst/Associate involved in the preparation of this research report is based competitively upon several criteria, including performance assessment criteria, the quality of research and the value of the services they provide to clients of Eight Capital. The Research Analyst compensation pool includes revenues from several sources, including sales, trading and investment banking. Research analysts and associates do not receive compensation based upon revenues from specific investment banking transactions.

Eight Capital generally restricts any research analyst/associate and any member of his or her household from executing trades in the securities of a company that such research analyst covers, with limited exception.

Should this research report provide web addresses of, or contain hyperlinks to, third party web sites, Eight Capital has not reviewed the contents of such links and takes no responsibility whatsoever for the contents of such web sites. Web addresses and/or hyperlinks are provided solely for the recipient's convenience and information, and the content of third party web sites is not in any way incorporated into this research report. Recipients who choose to access such web addresses or use such hyperlinks do so at their own risk.

Unless publications are specifically marked as research publications of Eight Capital, the views expressed therein (including recommendations) are those of the author and, if applicable, any named issuer or Investment Dealer alone, and have not been approved by, nor are they necessarily those of, Eight Capital. Eight Capital expressly disclaims any and all liability for the content of any publication that is not expressly marked as a research publication of Eight Capital.

Forward-looking statements are based on current expectations, estimates, forecasts and projections based on beliefs and assumptions made by the author. These statements involve risks and uncertainties and are not guarantees of future performance or results and no assurance can be given that these estimates and expectations will prove to have been correct, and actual outcomes and results may differ materially from what is expressed, implied or projected in such forward-looking statements.

## Research Analyst Certification

Each Research Analyst and/or Associate who is involved in the preparation of this research report hereby certifies that:

- the views and recommendations expressed herein accurately reflect his/her personal views about any and all of the securities or issuers that are the subject matter of this research report;
- his/her compensation is not and will not be directly related to the specific recommendations or views expressed by the Research Analyst in this research report;
- they have not affected a trade in a security of any class of the issuer whether directly or indirectly through derivatives within the 30-day period prior to the publication of this research report;
- they have not distributed or discussed this Research Report to/with the issuer, investment banking at Eight Capital or any other third party except for the sole purpose of verifying factual information; and
- they are unaware of any other potential conflicts of interest.

The Research Analyst involved in the preparation of this research report does not have any authority whatsoever (actual, implied or apparent) to act on behalf of any issuer mentioned in this research report.

## Informal Comment

Informal Comments are analysts' informal comments that are posted on the Eight Capital website. They generally pertain to news flow and do not contain any change in analysts' opinion, estimates, rating or target price. Any rating(s) and target price(s) in an Informal Comment are from prior formal published research reports. A link is provided in any Informal Comment to all company specific disclosures and analyst specific disclosures for companies under coverage, as well as general disclosures and disclaimers.

## Presentations

Presentations do not include disclosures that are specific to analysts and specific to companies under coverage. Please refer to formal published research reports for company specific disclosures, analyst specific disclosures and valuation methodologies used in determining target prices for companies under coverage.

## Idea of Interest

Eight Capital has not initiated formal and continuous coverage of the companies mentioned in these publications, and maintain no recommendation, price target or earnings forecast. Statements and analysis in these publications are introductory in nature and may be published from time to time based on publicly available information.

**IROC Rule 3400 Disclosures:** A link ([here](#)) is provided in all research reports delivered by electronic means to disclosures required under IROC Rule 3400, including disclosures for sector research reports covering six or more issuers.

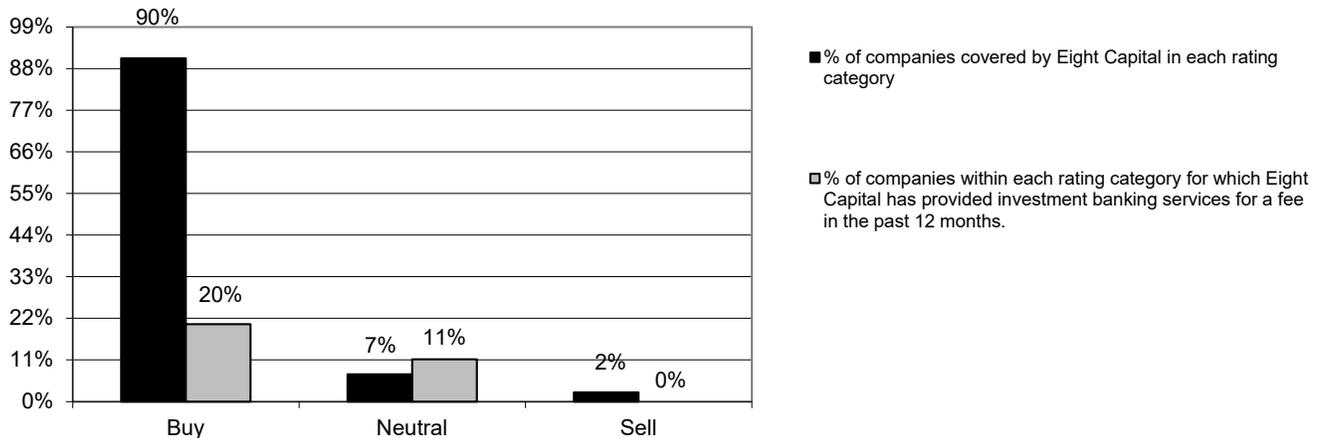
**Explanation of Recommendations**

**Eight Capital target:** Represents the price target as required under IROC Rule 3400. Valuation methodologies used in determining the price target(s) for the issuer(s) mentioned in this research report are contained in current and/or prior research. Eight Capital target N/A: a price target and/or NAV are not available if the analyst deems there are limited financial metrics upon which to base a reasonable valuation.

**Recommendations:** **BUY:** Total returns expected to be materially better than the overall market with higher return expectations needed for more risky securities. **NEUTRAL:** Total returns expected to be in line with the overall market. **SELL:** Total returns expected to be materially lower than the overall market. **TENDER:** The analyst recommends tendering shares to a formal tender offer. **UNDER REVIEW:** The analyst will place the rating and/or target price Under Review when there is a significant material event with further information pending; and/or when the analyst determines it is necessary to await adequate information that could potentially lead to a re-evaluation of the rating, target price or forecast; and/or when coverage of a particular security is transferred from one analyst to another to give the new analyst time to reconfirm the rating, target price or forecast.

**SECURITY ABBREVIATIONS:** NVS (non-voting shares); RVS (restricted voting shares); RS (restricted shares); SVS (subordinate voting shares).

**Eight Capital Equity Research Ratings:**



As at December 31, 2022

Source: Eight Capital

**Copyright**

All rights reserved. All material presented in this document may not be reproduced in whole or in part, or further published or distributed or referred to in any manner whatsoever, nor may the information, opinions or conclusions contained in it be referred to without in each case the prior express written consent of Eight Capital.

Eight Capital is a member of the Investment Industry Regulatory Organization of Canada ('IROC') and the Canadian Investor Protection Fund ('CIPF').

Please click on the following link for all disclosures and disclaimers. [Disclosures](#)

