

## Alnylam Pharma (ALNY)

**\$101.57** (As of 03/13/20)

Price Target (6-12 Months): **\$112.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 08/02/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:F

Value: F

Growth: D

Momentum: C

### Summary

Alnylam incurred a wider-than-expected loss and beat revenue estimates in fourth quarter of 2019. The company's drug Onpatro is witnessing strong uptake since its launch. In November, the FDA approved its second product Givlaari (givosiran) for acute hepatic porphyria. Meanwhile, the company also initiated the rolling submission of an NDA for lumasiran, with approval expected in late 2020. It expects to advance additional late-stage programs, namely vutrisiran inclisiran and fitusiran. It has a landmark ocular and CNS disease alliance with Regeneron to develop and commercialize new RNAi therapeutics for a broad range of diseases. Although we are pleased with Alnylam's broad and promising pipeline, the company heavily relies on partnerships for supporting operations which remains a concern. Shares have outperformed the industry in past year

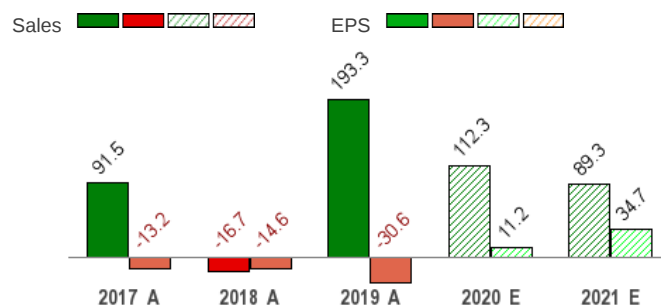
### Price, Consensus & Surprise



### Data Overview

|                            |                                                   |
|----------------------------|---------------------------------------------------|
| 52 Week High-Low           | \$134.51 - \$65.81                                |
| 20 Day Average Volume (sh) | 678,702                                           |
| Market Cap                 | \$11.4 B                                          |
| YTD Price Change           | -11.8%                                            |
| Beta                       | 2.22                                              |
| Dividend / Div Yld         | \$0.00 / 0.0%                                     |
| Industry                   | <a href="#">Medical - Biomedical and Genetics</a> |
| Zacks Industry Rank        | Top 35% (88 out of 253)                           |

### Sales and EPS Growth Rates (Y/Y %)



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | -9.8%      |
| Last Sales Surprise       | 0.6%       |
| EPS F1 Est- 4 week change | 0.0%       |
| Expected Report Date      | 05/06/2020 |
| Earnings ESP              | 0.0%       |
| P/E TTM                   | NA         |
| P/E F1                    | NA         |
| PEG F1                    | NA         |
| P/S TTM                   | 52.0       |

### Sales Estimates (millions of \$)

|      | Q1    | Q2    | Q3    | Q4    | Annual* |
|------|-------|-------|-------|-------|---------|
| 2021 | 144 E | 170 E | 201 E | 238 E | 884 E   |
| 2020 | 93 E  | 108 E | 123 E | 148 E | 467 E   |
| 2019 | 33 A  | 45 A  | 70 A  | 72 A  | 220 A   |

### EPS Estimates

|      | Q1        | Q2        | Q3        | Q4        | Annual*   |
|------|-----------|-----------|-----------|-----------|-----------|
| 2021 | -\$1.91 E | -\$1.87 E | -\$1.67 E | -\$1.58 E | -\$4.70 E |
| 2020 | -\$1.87 E | -\$1.90 E | -\$1.86 E | -\$1.77 E | -\$7.20 E |
| 2019 | -\$1.42 A | -\$1.83 A | -\$1.92 A | -\$2.47 A | -\$8.11 A |

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 03/13/2020. The reports text is as of 03/16/2020.

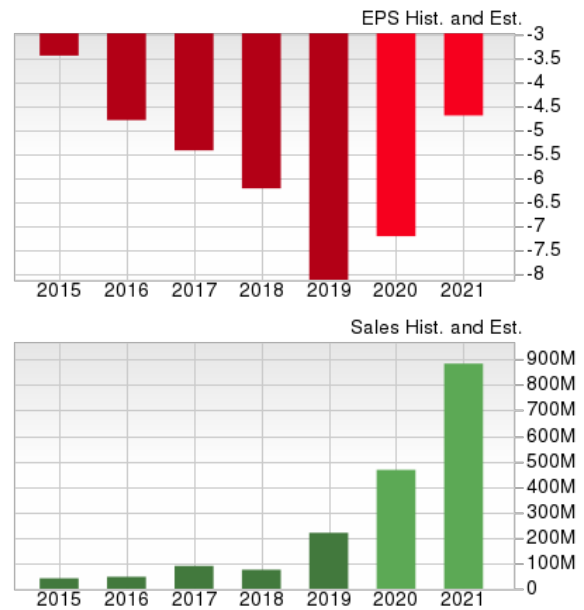
## Overview

Cambridge, MA-based Alnylam Pharmaceuticals Inc. is a development-stage biopharmaceutical company focused on the development of novel therapeutics based on RNA interference (RNAi). The company's pipeline of experimental RNAi therapeutics is focused across three strategic therapeutic areas (STArS) – genetic medicines, cardio-metabolic disease and hepatic infectious disease.

In August 2018, the company's lead drug-Onpattro (patisiran) received regulatory approvals in the United States and Europe for the treatment of hereditary transthyretin-mediated (hATTR) amyloidosis in adults. Onpattro is the first and only FDA-approved treatment for this indication. In November 2019, the FDA approved Givlaari (givosiran) for acute hepatic porphyria (AHP). Alnylam expects to submit an NDA for inclisiran for the treatment of hypercholesterolemia in 2019.

Alnylam's expertise in RNAi therapeutics and broad intellectual property estate has allowed the company to enter into collaborations with leading pharmaceutical and life sciences companies including Ionis Pharmaceuticals, Novartis, Roche, Takeda, Merck, Monsanto, The Medicines Company and Sanofi's specialty care global business unit, Genzyme among others.

Alnylam generates revenues from research collaborations, grants, and licensing of the RNAi technology outside its core focus area. In 2019, Alnylam recorded sales of \$219.8 million, up 193.4% year over year



## Reasons To Buy:

▲ **Onpattro (patisiran) Approval A Significant Boost:** In August 2018, the FDA approved Onpattro (patisiran) lipid complex injection- a first-of-its-kind RNA interference (RNAi) therapeutic, for the treatment of the polyneuropathy of hereditary transthyretin-mediated (hATTR) amyloidosis in adults. Onpattro is the first and only FDA-approved treatment for this indication. The uptake of the drug has been strong with more than 750 patients worldwide on commercial Onpattro treatment since its launch as of Dec 31, 2019. The drug should drive revenues for the company as it will be an important treatment option for people suffering from this often fatal disease.

Alnylam expects to bring three products to the market by 2020, including the already approved approved drugs — Givlaari and Onpattro.

Pending regulatory approvals, Alnylam will commercialize Onpattro in Western Europe, with Sanofi Genzyme commercializing the product in the rest of the world.

In addition, Alnylam is also planning to expand the label of Onpattro. In this regard, the company continued enrollment in the APOLLO-B phase 3 study in ATTR amyloidosis patients with cardiomyopathy. In February 2020, the company received approval for Onpattro for treating hATTR patients in Brazil. Label expansion of the drug should further boost sales for the company.

▲ **Givosiran Approval Comes Earlier Than Expected, Inclisiran Filed:** In November, the FDA approved givosiran injection for subcutaneous use for the treatment of adults with acute hepatic porphyria (AHP). The approval came three months before the PDUFA date of Feb 20, 2020. Givosiran injection will be marketed by the trade name of Givlaari. This is the second RNAi therapeutic from Alnylam approved by the FDA in the last sixteen months. This approval should further boost sales for the company. In March 2020, the company received approval for Givlaari for the treatment of AHP in adolescents and adults in the EU. The company filed a marketing authorization application for Givlaari with the Brazilian Health Regulatory Agency (ANVISA).

Moreover, the company is evaluating inclisiran phase III ORION studies for hypercholesterolemia in partnership with The Medicines Company acquired by Novartis in January 2020. The companies reported positive complete results from the ORION-9 and -10 phase III studies of inclisiran in patients with heterozygous familial hypercholesterolemia (HeFH) and atherosclerotic cardiovascular disease (ASCVD). Alnylam also submitted an NDA and an MAA for inclisiran to the FDA and the EMA, respectively.

▲ **RNAi Technology Holds Promise:** Alnylam makes use of a potentially radical RNAi technology. This technology is a naturally occurring biological pathway within cells for selectively silencing and regulating the expression of specific genes. Since many diseases are caused by the inappropriate activity of specific genes, the ability to make the genes silent selectively through RNAi hold the potential to change the way diseases are treated.

Alnylam's pipeline of experimental RNAi therapeutics is focused across three STARS: genetic medicines – for the treatment of rare diseases; cardio-metabolic disease – cardiovascular and metabolic diseases such as dyslipidemia, non-alcoholic steatohepatitis, type II diabetes, hypertension and other major diseases; as well as hepatic infectious disease – hepatic infectious diseases, beginning with hepatitis B and hepatitis D viral infections.

▲ **Broad & Promising Pipeline:** The company is also evaluating several other candidates. Interesting ones include ALN-CC5 (phase I/II; complement-mediated diseases), cemdisiran (phase II, complement-mediated diseases) and lumasiran (formerly known as ALN-GO1, Phase I/II, Primary Hyperoxaluria Type 1 (PH1), vutrisiran (ALN-TTRsc02) a once-quarterly, subcutaneously administered investigational RNAi therapeutic in development for the treatment of ATTR amyloidosis.

ALN-AAT02 is the first investigational RNA interference (RNAi) therapeutic targeting AAT with Alnylam's enhanced stabilization chemistry plus (ESC+) GalNAc-conjugate technology. In the fourth quarter of 2019, the company announced initial positive clinical results with ALN-AAT02, providing initial human proof of concept for "Enhanced Stabilization Chemistry Plus" (ESC+) GalNAc conjugate delivery technology.

In February 2020, Alnylam completed enrollment in the HELIOS-A phase III study on vutrisiran (ALN-TTRsc02) for the treatment of hATTR amyloidosis with polyneuropathy. Top-line data from the study is expected in early 2021. The company also initiated the HELIOS-B phase III study in patients with hereditary and wild-type ATTR amyloidosis with cardiomyopathy in November 2019.

In June 2018, the company received orphan drug designation for ALN-TTRsc02 by the FDA.

Alnylam advanced lumasiran, an investigational RNAi therapeutic in development for the treatment of primary hyperoxaluria type I (PH1). Alnylam continues enrollment in the ILLUMINATE-A, a global phase III pivotal study of lumasiran in children and adult PH1 patients with preserved renal function. The company reported positive top-line results from ILLUMINATE-A in December 2019 and it met its primary efficacy endpoint and all tested secondary endpoints. Based on these results, the company initiated NDA rolling submission to the FDA, with remaining sections expected to be submitted in early 2020. The company completed enrollment in the ILLUMINATE-B phase III study of lumasiran in PH1 patients less than six years of age with preserved renal function, and remains on track to report top line results in mid-2020. It initiated the ILLUMINATE-C phase III study of lumasiran for the treatment of advanced PH1 in patients of all ages with advanced renal disease. The company received a pediatric rare disease designation from the FDA for lumasiran for the treatment of PH1.

Lumasiran has been granted Breakthrough Therapy designation (BTD) by the FDA, representing the third BTD received by the company to date. In March 2018, the European Medicines Agency (EMA) granted access to its Priority Medicines (PRIME) scheme for lumasiran.

A phase II study of cemdisiran, an investigational RNAi therapeutic targeting complement C5 for the treatment of complement-mediated diseases in IgA nephropathy is ongoing.

ALN-HBV02 (also known as VIR-2218), partnered with Vir and in development for the treatment of chronic hepatitis B virus (HBV) infection, which is currently in a Phase I/II study. In the fourth quarter of 2019, the company announced initial positive clinical results with ALN-HBV02 providing initial human proof of concept for "Enhanced Stabilization Chemistry Plus" (ESC+) GalNAc conjugate delivery technology.

---

The company reported strong progress in CNS and ocular delivery of RNAi therapeutics with seven initial programs selected as part of Regeneron collaboration, including ALN-APP, in development for the treatment of cerebral amyloid angiopathy and potentially other neurodegenerative diseases, and ALN-HTT, in development for the treatment of Huntington's disease.

ALN-AGT, an investigational RNAi therapeutic targeting angiotensinogen (AGT) for the treatment of hypertension in high unmet need populations, including patients with resistant or refractory hypertension, chronic kidney disease or heart failure is currently in a phase I study.

Alnylam submitted a Clinical Trial Authorization (CTA) application for ALN-AAT02, an investigational RNAi therapeutic for the treatment of alpha-1 antitrypsin deficiency-associated liver disease (alpha-1 liver disease). It is currently in a phase I/II study.

Alnylam selected its first CNS-targeted development candidate, ALN-APP, an investigational RNAi therapeutic targeting amyloid precursor protein (APP) for the treatment of cerebral amyloid angiopathy (CAA).

Successful development and subsequent approval of these candidates will be a huge boost for the company.

▲ **Encouraging Collaborations:** Alnylam has entered into several collaborations for the development and commercialization of its broad pipeline of RNAi therapeutic candidates across three STArS. Particularly, with respect to Alnylam's genetic medicine pipeline, the company formed a broad strategic alliance with Sanofi's Genzyme in 2014, following which Sanofi became a major Alnylam shareholder with an investment of \$700 million. In January 2018, Alnylam and Sanofi announced a strategic restructuring of their RNAi therapeutics rare genetic diseases alliance. The companies entered into the agreement to optimize the development and commercialization of certain products for the treatment of rare genetic diseases. Per the agreement, Alnylam will fund all the development and commercialization costs for — Onpattro and its investigational RNAi therapeutics candidate ALN-TTRsc02 — that are being evaluated for the treatment of ATTR amyloidosis.

In April 2018, Alnylam and Sanofi agreed to close the research and option phase of the companies' 2014 RNAi therapeutics alliance in rare genetic diseases. The material collaboration terms for Onpattro, vutrisiran and fitusiran will remain unchanged. Per the agreement, Alnylam will advance a selected investigational asset in an undisclosed rare genetic disease through the end of the IND-enabling studies. Sanofi will be responsible for any potential further development or commercialization of the asset. If this product is approved, Alnylam will be eligible to receive tiered double-digit royalties on its global net sales.

Following the restructuring initiative, Sanofi will undertake full responsibility for the development and commercialization of fitusiran, including costs. Sanofi will retain the right to opt for other Alnylam rare genetic disease programs for development and commercialization in territories outside the United States, Canada, and Western Europe as well as right to a global license. Sanofi continues enrollment in the fitusiran phase III ATLAS program in patients with hemophilia A or B with and without inhibitors.

In April 2019, Alnylam and Regeneron Pharmaceuticals extended their collaboration agreement. Both the companies will work together to discover, develop and commercialize new RNAi therapeutics for a broad range of diseases by addressing disease targets expressed in the eye and central nervous system (CNS), in addition to a select number of targets expressed in the liver. The companies plan to advance programs directed to 30 targets. Other candidates also might be introduced into clinical development during the initial five-year discovery period, which may extend.

---

---

## Reasons To Sell:

▼ **Pipeline Setbacks:** Although we are pleased with Alnylam's broad and promising pipeline, we note that most candidates are in their early or mid stages of development. These candidates still have a long way to go before hitting the market. Currently, Alnylam depends heavily on Onpattro for growth. We also note that gaining approval for pipeline candidates has become more difficult now. With several data read-outs expected over the next few quarters, an unfavorable outcome will be a huge setback for the company and hamper its prospects.

We note that Alnylam is no stranger to pipeline setbacks. In October 2016, Alnylam discontinued the phase III ENDEAVOUR study on revusiran for the treatment of hereditary ATTR amyloidosis with cardiomyopathy (hATTR-CM). The decision followed the recommendation of a Data Monitoring Committee which suggested that the benefit-risk profile of the candidate did not support continued dosing in patients.

During the third quarter of 2018, the company announced that due to recruitment challenges, it has discontinued a phase II study of cemdisiran in atypical hemolytic uremic syndrome (aHUS). Alnylam will now focus its cemdisiran clinical efforts on a phase II study in IgA nephropathy.

▼ **High Reliance on Partnerships & High Competition:** Alnylam derives a substantial amount of revenues from strategic partnerships with companies like Sanofi, Takeda, Monsanto and The Medicines Co. Therefore, Alnylam is heavily dependent on its partnerships for supporting operations and pipeline development activities. The company expects to continue deriving revenues from the existing and new strategic alliances, which may include license and other fees, funded R&D and milestone payments over the next several years. If any of the company's partners fails to fund a program or terminate collaboration agreement, Alnylam's prospects would be hampered.

Moreover, Alnylam is not the only company working on the development of RNAi-based therapeutics. Companies like Ionis, Sarepta Therapeutics and Roche Innovation Center are involved in the development of RNA-based drugs. Some of the companies including Takeda, Wave Life Sciences and Dicerna Pharmaceuticals are even looking to develop chemically synthesized siRNAs as drugs. While Alnylam's candidates that are currently under development target lucrative markets, they will face intense competition too, if approved. The hemophilia and bleeding disorders market has several players like Bayer, Pfizer, Biogen, CSL Behring and Shire. Meanwhile, the market for complement-mediated diseases has players like Alexion Pharmaceuticals. The cholesterol management market represents huge commercial potential and with companies like Ionis operating in it. Competition in this space intensified with the introduction of PCSK9 inhibitors – Amgen's Repatha and Regeneron/Sanofi's Praluent. Also, Ionis is developing IONIS-TTRRx, to treat all forms of ATTR amyloidosis, FAP, FAC, and wild-type TTR amyloidosis.

Alnylam relies highly on collaborators for funding. Any development/regulatory setback would be a negative for the company. Stiff competition remains a threat as well.

## Last Earnings Report

### Alnylam's Q4 Earnings Miss Estimates, Sales Beat

Alnylam incurred a loss of \$2.47 per share in the fourth quarter of 2019, wider than the year-ago quarter's loss of \$2.09 and the Zacks Consensus Estimate of a loss of \$2.25. However, the loss includes stock-based compensation expenses and gains on equity securities investment. Excluding the stock-based compensation expenses and gains on equity securities investment, the adjusted loss was \$1.98 per share compared with an adjusted loss of \$1.82 in the year-ago quarter.

The company recorded revenues of \$71.6 million, which marginally beat the Zacks Consensus Estimate of \$71 million. In the year-ago quarter, revenues were \$2.1 million. The top line in the quarter included net product revenues of \$55.9 million from sales of Onpattro (patisiran), which was approved by the FDA in August 2018. Net revenues from collaborators were \$15.7 million, which also includes collaboration revenue from Regeneron Pharmaceuticals, Inc. compared with \$9 million in the year-ago quarter.

Quarter Ending **12/2019**

| Report Date      | Feb 06, 2020 |
|------------------|--------------|
| Sales Surprise   | 0.57%        |
| EPS Surprise     | -9.78%       |
| Quarterly EPS    | -2.47        |
| Annual EPS (TTM) | -7.64        |

### Quarter in Detail

During the quarter, Alnylam received the second-ever regulatory approval of an RNAi therapeutic with the approval of Givlaari (givosiran) in the United States. Givlaari was approved for the treatment of adults with acute hepatic porphyria (AHP). The company observed strong initial demand for the drug in the United States, with 13 Start forms received in the first six weeks of FDA approval.

The company also received a positive opinion for the drug for the treatment of AHP in adolescents and adults from the Committee for Medicinal Products for Human Use (CHMP) in the EU.

Adjusted research and development (R&D) expenses increased 41% from the year-ago period to \$166.5 million. Adjusted selling, general and administrative (SG&A) expenses rose 33.3% from the year-ago quarter to \$124.9 million.

### 2019 Results

Alnylam reported a loss of \$8.11 per share in 2019, wider than the loss of \$7.57 in 2018.

The company reported revenues of \$219.8 million in 2019.

### 2020 Guidance

The company expects adjusted R&D and SG&A expenses to be \$1,025-\$1,125 million. The company also expects current cash, cash equivalents, and marketable debt and equity securities to support company operations for many years, based on its current operating plans.

### Pipeline Updates

The company continued enrollment in the APOLLO-B phase III study on Onpattro in ATTR amyloidosis patients with cardiomyopathy during the fourth quarter.

During the quarter, Alnylam continued enrollment in the HELIOS-A phase III study on vutrisiran (ALN-TTRsc02), a subcutaneously-administered, investigational RNAi therapeutic, for the treatment of hATTR amyloidosis with polyneuropathy. The company initiated another phase III study, HELIOS-B, on the candidate in hereditary and wild-type ATTR amyloidosis cardiomyopathy during the quarter.

Alnylam reported positive top-line results from ILLUMINATE-A, a global phase III study of lumasiran in children and adults with primary hyperoxaluria type 1 (PH1). It also initiated a new drug application (NDA) rolling submission to the FDA, with remaining sections expected to be submitted in early 2020. The company completed enrollment in ILLUMINATE-B, a phase III pediatric study of lumasiran in PH1 patients under six years of age. It initiated the ILLUMINATE-C phase III study of the drug in PH1 patients with severe renal impairment.

Alnylam's partner, The Medicines Company, acquired by Novartis in January 2020, reported positive complete results from the ORION-9 and -10 phase III studies of inclisiran in patients with heterozygous familial hypercholesterolemia (HeFH) and atherosclerotic cardiovascular disease (ASCVD). The company files regulatory applications in the United States and Europe seeking approval for the same.

The company is developing another candidate, fitusiran, in partnership with Sanofi and continues enrollment in the ATLAS phase III program for the treatment of hemophilia A or B with and without inhibitors.

## Recent News

### Collaborates to Develop RNAi Therapy for Coronavirus – Mar 4

Alnylam and Vir Biotechnology announced that both are collaborating to develop/commercialize RNAi therapeutics targeting SARS-CoV-2, the virus that causes the novel coronavirus (Covid-19).

Going by the agreement, the companies will leverage Alnylam's recent advances in lung delivery of novel conjugates of siRNA along with Vir's expertise in infectious disease and established capabilities to develop one or more siRNAs to treat SARS-CoV-2 and potentially other coronaviruses as well. siRNA is the molecule that mediates RNAi.

Per the press release, Vir will make all the development and commercialization efforts for any selected development candidate. At clinical proof of concept, Alnylam will have an option to equally share the profits/losses regarding the development and commercialization of the coronavirus program. If successful, Alnylam may also choose to earn milestones and royalties on net sales of products in amounts agreed upon for this coronavirus program.

### Gets European Approval for Givlaari – Mar 3

Alnylam announced that the European Commission has approved Givlaari for the treatment of AHP in patients aged 12 years or older. The drug will be available as subcutaneous injection.

### Gets Approval for Onpattro in Brazil – Feb 26

Alnylam announced that Onpattro received approval in Brazil as a treatment for hATTR amyloidosis. The drug is the first RNAi therapeutic to receive approval in Latin America.

### Completes Enrollment of HELIOS-A Study – Feb 18

Alnylam announced that it has completed enrolment in the phase III HELIOS-A study evaluating vutrisiran. Top-line data from the study is expected in early 2021.

## Valuation

Alnylam's shares are down 11.8% in the year-to-date period and up 12.6% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 11.9% and in the Zacks Medical sector, stocks are down 12.8% in the year-to-date period. Over the past year, the Zacks sub-industry and the sector are down 18.4% and 13.8%, respectively.

The S&P 500 index is down 15.9% in the year-to-date period and 5.3% in the past year.

The stock is currently trading at 7.87X trailing 12-month book value, which compares to 3.4X for the Zacks sub-industry, 4X for the Zacks sector and 3.64X for the S&P 500 index.

Over the past five years, the stock has traded as high as 12.13X and as low as 2.67X, with a 5-year median of 5.77X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$112.00 price target reflects 8.68X trailing 12-month book value.

The table below shows summary valuation data for ALNY

| Valuation Multiples - ALNY |               |        |              |        |         |
|----------------------------|---------------|--------|--------------|--------|---------|
|                            |               | Stock  | Sub-Industry | Sector | S&P 500 |
| P/B TTM                    | Current       | 7.87   | 3.4          | 4      | 3.64    |
|                            | 5-Year High   | 12.13  | 5.8          | 5.04   | 4.54    |
|                            | 5-Year Low    | 2.67   | 2.47         | 3.49   | 2.9     |
|                            | 5-Year Median | 5.77   | 3.29         | 4.33   | 3.64    |
| P/S TTM                    | Current       | 51.65  | 2.49         | 2.88   | 2.93    |
|                            | 5-Year High   | 224.15 | 5.04         | 4.16   | 3.68    |
|                            | 5-Year Low    | 49.51  | 2.17         | 2.77   | 2.55    |
|                            | 5-Year Median | 110.16 | 2.65         | 3.28   | 3.18    |

As of 03/13/2020

## Industry Analysis Zacks Industry Rank: Top 35% (88 out of 253)



## Top Peers

|                                        |            |
|----------------------------------------|------------|
| Regeneron Pharmaceuticals, Inc. (REGN) | Outperform |
| Alexion Pharmaceuticals, Inc. (ALXN)   | Neutral    |
| Amgen Inc. (AMGN)                      | Neutral    |
| Bayer Aktiengesellschaft (BAYRY)       | Neutral    |
| Ionis Pharmaceuticals, Inc. (IONS)     | Neutral    |
| Roche Holding AG (RHHBY)               | Neutral    |
| Sanofi (SNY)                           | Neutral    |
| WAVE Life Sciences Ltd. (WVE)          | Neutral    |

| Industry Comparison Industry: Medical - Biomedical And Genetics |              |            |           | Industry Peers |              |                 |
|-----------------------------------------------------------------|--------------|------------|-----------|----------------|--------------|-----------------|
|                                                                 | ALNY Neutral | X Industry | S&P 500   | ALXN Neutral   | AMGN Neutral | REGN Outperform |
| <b>VGM Score</b>                                                | <b>F</b>     | -          | -         | <b>C</b>       | <b>D</b>     | <b>C</b>        |
| Market Cap                                                      | 11.44 B      | 144.77 M   | 19.05 B   | 17.81 B        | 119.20 B     | 51.22 B         |
| # of Analysts                                                   | 8            | 2          | 13        | 14             | 13           | 12              |
| Dividend Yield                                                  | 0.00%        | 0.00%      | 2.31%     | 0.00%          | 3.17%        | 0.00%           |
| <b>Value Score</b>                                              | <b>F</b>     | -          | -         | <b>B</b>       | <b>B</b>     | <b>C</b>        |
| Cash/Price                                                      | 0.12         | 0.22       | 0.05      | 0.14           | 0.07         | 0.06            |
| EV/EBITDA                                                       | -12.25       | -2.04      | 11.57     | 6.68           | 10.86        | 18.25           |
| PEG Ratio                                                       | NA           | 1.56       | 1.68      | 0.57           | 1.52         | 0.91            |
| Price/Book (P/B)                                                | 7.87         | 2.94       | 2.56      | 1.58           | 12.41        | 4.63            |
| Price/Cash Flow (P/CF)                                          | NA           | 13.04      | 10.18     | 6.88           | 10.69        | 19.22           |
| P/E (F1)                                                        | NA           | 26.99      | 14.94     | 7.28           | 13.00        | 15.95           |
| Price/Sales (P/S)                                               | 52.04        | 11.37      | 2.02      | 3.57           | 5.10         | 6.51            |
| Earnings Yield                                                  | -7.09%       | -21.64%    | 6.67%     | 13.74%         | 7.69%        | 6.27%           |
| Debt/Equity                                                     | 0.19         | 0.02       | 0.70      | 0.23           | 2.79         | 0.06            |
| Cash Flow (\$/share)                                            | -7.46        | -1.09      | 7.01      | 11.68          | 18.91        | 24.22           |
| <b>Growth Score</b>                                             | <b>D</b>     | -          | -         | <b>D</b>       | <b>D</b>     | <b>C</b>        |
| Hist. EPS Growth (3-5 yrs)                                      | NA%          | 18.12%     | 10.85%    | 21.33%         | 10.57%       | 29.35%          |
| Proj. EPS Growth (F1/F0)                                        | 11.17%       | 5.76%      | 5.99%     | 4.96%          | 4.90%        | 18.29%          |
| Curr. Cash Flow Growth                                          | 11.46%       | 15.46%     | 6.15%     | 28.27%         | -2.47%       | 10.30%          |
| Hist. Cash Flow Growth (3-5 yrs)                                | NA%          | 7.56%      | 8.52%     | 20.68%         | 5.06%        | 23.75%          |
| Current Ratio                                                   | 4.87         | 4.83       | 1.24      | 4.25           | 1.44         | 3.67            |
| Debt/Capital                                                    | 16.10%       | 4.09%      | 42.57%    | 18.39%         | 73.59%       | 6.05%           |
| Net Margin                                                      | -403.24%     | -226.92%   | 11.64%    | 48.17%         | 33.57%       | 26.91%          |
| Return on Equity                                                | -55.82%      | -66.96%    | 16.74%    | 21.29%         | 85.52%       | 24.14%          |
| Sales/Assets                                                    | 0.09         | 0.21       | 0.54      | 0.33           | 0.39         | 0.57            |
| Proj. Sales Growth (F1/F0)                                      | 112.52%      | 13.44%     | 3.54%     | 13.44%         | 9.42%        | 13.15%          |
| <b>Momentum Score</b>                                           | <b>C</b>     | -          | -         | <b>C</b>       | <b>D</b>     | <b>D</b>        |
| Daily Price Chg                                                 | 9.07%        | 2.88%      | 8.21%     | 4.86%          | 10.90%       | 7.79%           |
| 1 Week Price Chg                                                | -3.63%       | 0.00%      | -0.67%    | -2.18%         | 5.47%        | 11.22%          |
| 4 Week Price Chg                                                | -21.93%      | -26.63%    | -22.67%   | -22.22%        | -9.39%       | 16.73%          |
| 12 Week Price Chg                                               | -13.81%      | -21.37%    | -20.46%   | -27.69%        | -16.43%      | 24.96%          |
| 52 Week Price Chg                                               | 14.98%       | -34.66%    | -10.79%   | -40.36%        | 7.64%        | 14.25%          |
| 20 Day Average Volume                                           | 678,702      | 235,010    | 3,061,271 | 2,708,334      | 3,164,252    | 1,422,341       |
| (F1) EPS Est 1 week change                                      | 0.00%        | 0.00%      | 0.00%     | 0.00%          | -0.07%       | 0.00%           |
| (F1) EPS Est 4 week change                                      | 0.00%        | 0.00%      | -0.32%    | 0.00%          | -0.08%       | 6.09%           |
| (F1) EPS Est 12 week change                                     | -2.51%       | 0.00%      | -0.65%    | -9.70%         | -1.90%       | 27.15%          |
| (Q1) EPS Est Mthly Chg                                          | 0.00%        | 0.00%      | -0.62%    | 0.00%          | -0.16%       | 0.00%           |

## Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

|                |   |
|----------------|---|
| Value Score    | F |
| Growth Score   | D |
| Momentum Score | C |
| VGM Score      | F |

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

## Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.