

## Amazon.com Inc. (AMZN)

**\$2,008.72** (As of 01/31/20)

Price Target (6-12 Months): **\$2,109.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 10/28/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:C

Value: D

Growth: A

Momentum: F

### Summary

Amazon reported impressive fourth-quarter results wherein both earnings and revenues topped the estimates and grew on a year-over-year basis. The company benefited from solid Prime momentum owing to ultrafast delivery services and expanding original content portfolio. Moreover, it witnessed strong growth in the Prime paid membership. Further, strengthening AWS services and its growing adoption rate contributed well. Additionally, improving Alexa skills and features remained a major positive. Expanding smart home products offerings were tailwinds. Notably, the stock has outperformed its industry over a year. However, rising transportation cost related to its free one-day shipping service remains an overhang. Further, foreign exchange headwinds are concerns. Also, rising cloud competition from Microsoft and Google poses risk.

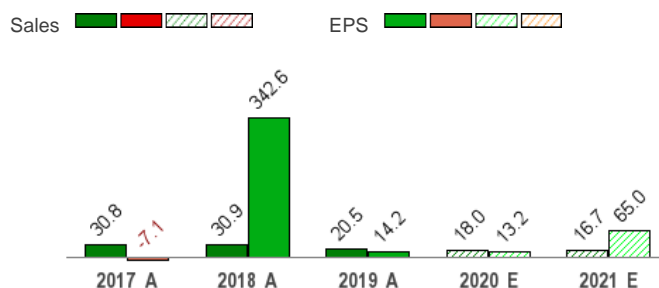
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$2,055.72 - \$1,566.76
20 Day Average Volume (sh)	3,261,434
Market Cap	\$995.9 B
YTD Price Change	8.7%
Beta	1.50
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Internet - Commerce</a>
Zacks Industry Rank	Bottom 35% (167 out of 255)

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



Last EPS Surprise	62.6%
Last Sales Surprise	1.7%
EPS F1 Est- 4 week change	-0.4%
Expected Report Date	NA
Earnings ESP	-1.5%
P/E TTM	87.3
P/E F1	77.2
PEG F1	2.3
P/S TTM	3.6

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	83,829 E	88,557 E	95,865 E	115,534 E	386,141 E
2020	71,337 E	75,142 E	82,191 E	100,397 E	330,975 E
2019	59,700 A	63,404 A	69,981 A	87,437 A	280,522 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$9.97 E	\$8.81 E	\$9.81 E	\$11.12 E	\$42.96 E
2020	\$6.22 E	\$6.04 E	\$6.89 E	\$7.29 E	\$26.04 E
2019	\$7.09 A	\$5.22 A	\$4.23 A	\$6.47 A	\$23.01 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 01/31/2020. The reports text is as of 02/03/2020.

## Overview

Seattle, Washington-based Amazon.com, Inc. is one of the largest online retailers, with extensive operations in North America, now spreading across the globe. Its division Amazon Web Services (AWS) has become a dominant name in the cloud-computing market.

Further, robust Prime program has been successfully aiding Amazon's momentum in the e-commerce market. Moreover, expanding content portfolio of Prime bodes well for its growing footprint in the streaming services space.

Revenues were \$280.5 billion in 2019. The company reports revenue under three broad heads—North America, International and AWS, which generated 60.9%, 26.6% and 12.5% of total revenues, respectively.

North America and International are further divided on the basis of Media, Electronics and other General Merchandise (EGM), and Other (basically non-retail revenue from infrastructure services, external seller sites, co-branded credit card agreements and miscellaneous marketing and promotional activities).

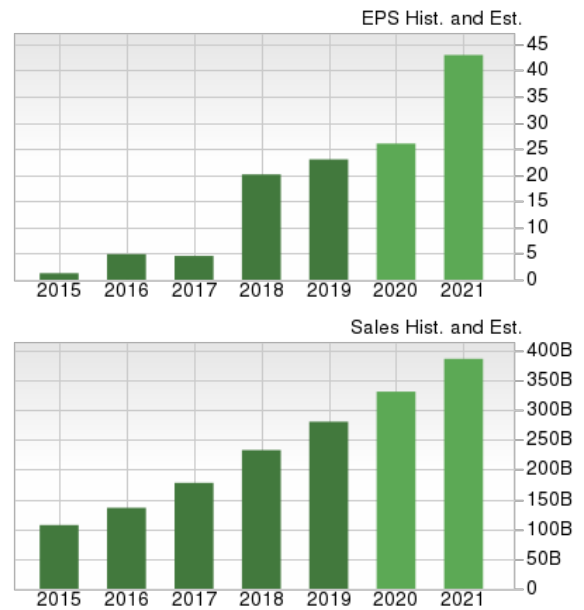
Amazon targets three categories of customers—consumers, sellers and website developers. Consumers are offered variety, convenience and free delivery of goods displayed on the company's websites. Some of the websites hosted include amazon.com, amazon.co.uk, amazon.de, amazon.fr, amazon.co.jp, amazon.ca, amazon.in and amazon.cn.

The agreements with sellers are varied, enabling them to use the company's websites to either sell their merchandise directly, or redirect customers to the sellers' own branded websites. In case of the latter arrangement, Amazon earns a fee for the sales thus generated.

While books, music and movies generate a major chunk of revenue, the company offers a variety of other products, including auto parts, toys, electronic gadgets, cell phones, software, home furnishings, apparel, jewelry, health and beauty aids, prescription drugs, groceries and food.

Additionally, the company generates a significant amount of revenues from cloud computing arm, AWS, which is one of its high-margin generating businesses.

Competition comes in the form of traditional retailers, other online retailers, media companies, web portals, search engines, e-commerce companies and cloud computing service providers.



## Reasons To Buy:

- ▲ Amazon.com is **one of the largest e-commerce companies** in the world. Although the primary product line was books at first, the company rapidly diversified into a host of other product categories. The current focus is on building video content, primarily for Prime subscribers because the growth prospects in that market are considerable. Product selection, a superior user experience, bargains and customer feedback have helped the company build a strong position for itself in the fast-growing ecommerce market. The growth of the e-commerce industry with consumers increasingly buying things online has proved to be favorable for the company. While the big brands may build their own online stores over time, a platform like Amazon allows discovery by new buyers. Smaller players are far more dependent on Amazon as they don't have the resources that Amazon has to invest in technology and fulfilment to generate the kind of reach that Amazon can deliver. Moreover, considering opportunities in international markets, the company's high growth rates are likely to be sustained over the next few years.
- ▲ Amazon is benefiting from its Prime program, delivery and logistic system in the e-commerce space. Further, its dominant position in cloud market is a positive.
- ▲ Amazon keeps its retail business very hard to beat on price, choice, and convenience with the help of a solid loyalty system in **Prime and its FBA strategy**. The company continues to push advantages exclusively to Prime members, thus encouraging them to spend more on Amazon. The current focus is on building video content, primarily for Prime subscribers because the growth prospects in the market are considerable. Prime members are much more loyal and spend double the amount spent by non-Prime members.
- ▲ Amazon's strategy of **gradually merging online and offline retail** looks promising. It will not only reshape the retail landscape but also help it fend off competition, if it could manage a first mover advantage. It has added online and offline features to its bookstores and is going the same way with innovations such as drive-in-grocery delivery service (AmazonFresh Pickup - order groceries online and collect them from a store nearby) and "cashier-less" stores (Amazon Go – the company's first brick-and mortar grocery store). We expect online retail sales to decelerate while the overall retail market still holds a lot of potential. So, moves like these will help Amazon tap a large number of customers who prefer to shop offline, while not doing away with the online business.
- ▲ Amazon is the leading provider of cloud infrastructure as a service to enterprise customers. The expanding customer base of **Amazon Web Services (AWS)** driven by its strengthening cloud offerings will continue to aid Amazon's dominance in the global cloud space. Even more encouraging is the fact that AWS generates much stronger margins than the traditional retail business, which should remain a positive for the company's profitability as it continues to grow in the mix. AWS is gaining momentum with customers including Emirates NBD, Adobe, National Association for Stock Car Auto Racing, GE Oil & Gas, Kellogg's, Airbnb, Philips, Pinterest, Spotify, Tata Motors, Unilever, McDonalds, BMW, British Gas, Capital One, US Department of State and USDA Food and Nutrition Service, to name a few.
- ▲ Amazon is pushing well with its **devices strategy**. Alexa powered Echo devices are going great guns and help the company sell products and services. Artificial intelligence (AI) driven Alexa has already been integrated into a host of everyday devices for the digital home, which has converted the nascent smart home market into a potential area of growth in a very short time. Currently, Alexa is compatible with more than 60,000 smart home devices. The company is racing to build an ecosystem around Alexa and it's safe to say that it has taken an early lead over Google's smart assistant and Microsoft's Cortana.
- ▲ Amazon is gradually choosing the **buy option over build**, which, along with the other positives, ensures that the company generates revenues right way without wasting any time in building its own infrastructure. The company's acquisition of a Dubai-based e-commerce giant, Souq.com, is helping it to strengthen presence in countries like Egypt, Saudi Arabia, and the UAE markets like Egypt, Saudi Arabia, and the UAE. Amazon's retail market share is still relatively small in these markets, but there is a good possibility of an increase in the next few years. If this happens, the company will see additional several billion dollars a year in revenues. The company acquired natural and organic foods supermarket, Whole Foods Market for \$13.7 billion. Through this acquisition, the company is gaining traction across a large customer base that still prefers to shop at physical stores. This is Amazon's way of tackling mounting competition and slow growth in the e-commerce space. Amazon has also acquired Body Labs, a startup that develops AI, computer vision and body-modelling based 3D body shapes and motion for various industries. It also acquired GameSparks to spruce up its gaming capabilities.

---

## Reasons To Sell:

- ▼ There is a downside to a growing international business in the current economic environment. While expansion opportunities automatically increase, **currency** also starts playing a bigger role. Currency continues to have a significantly negative impact on its e-commerce results, which is now being offset by strength in AWS. Since the dollar remains strong at the moment and the situation may not change much for the rest of the year as well, there will be pressure on Amazon's profitability. The risk should be hedged however as AWS increases in the mix. AWS revenues are dollar-denominated while a lot of the assets were located in low-cost regions meaning that reduced competitiveness from the rising dollar would potentially be compensated by lower costs. Also note that once companies have migrated to its AWS platform, it will be difficult to switch or stop using it, leading to a situation of relatively inelastic demand.
- ▼ The AWS business is bringing an **element of cyclicality** into the business. Generally, a capital-intensive business means that the company will have to periodically sacrifice profits to build out infrastructure and then wait for customers to fill up the capacity thus created. So there will be periods during which the company will build out at the cost of profits and cash flows followed by periods during which the increased operating leverage will translate into improved profitability. AWS is still a small percentage of Amazon's total business, but still has a significant impact on its profitability because of the low-margin profile of the retail business. As AWS grows as a percentage of sales, it will become a greater influence on profitability.
- ▼ **Prime's saturation in the U.S. market** is apparent, because Amazon has very high penetration rates in the country. This led management to announce a tiered pricing system, wherein users can try out a monthly subscription if they are unsure about the program or don't want to pay upfront for the whole year. This plan brings flexibility to the pricing system, so is likely to remain. It should also increase penetration amongst the less affluent households.
- ▼ The **competition in online retail** is heating up. Traditional retailers have always provided the strongest competition and a number of them are running e-commerce sites as well. Additionally, the increased use of the Internet in both developed and developing economies is attracting other players into the space. Affiliation programs are being used by big players such as eBay. Several smaller companies could also find their own niche. While the Chinese market appears ripe and Amazon has initiatives to increase penetration in the market, local company Alibaba.com is very well-entrenched there. In China, Amazon has to contend with not only Alibaba, but also a growing number of other home-grown players. Additionally, Alibaba is now targeting the American market, which will greatly increase competition for Amazon. Further, since Amazon's first mover advantage is likely to moderate over time, some market share erosion seems inevitable.
- ▼ Amazon continues to **invest heavily on fulfillment centers, TV shows and movies, grocery, AWS, India expansion** and what not. In India, the company is making massive investments to build a logistics network that would cover the entire country. The \$5 billion investment plan is well on track but at the cost of global margins. Management has indicated that Amazon will continue with its push into the Indian e-commerce market, making the nation its fifth largest market after the U.S., the U.K. Japan and Germany. That being said, Amazon's global margins are likely to be under pressure at least for a few years in the future.
- ▼ Most retail businesses tend to be **seasonal** and Amazon's is no different. The company's revenues get a huge boost from the holiday season each year. Over 31% of its 2019 revenues were generated in the fourth quarter of 2019. With such a huge contribution from the fourth quarter, there is an obvious drop-off in the first quarter. The dependence on consumer spending makes the business lumpy, increasing the possibility of expectations going awry. However, management usually provides a fairly conservative guidance and reported revenues are usually within the guided range.

Amazon's rising operating expenses to support expansion of business into new markets and territories, and grow its volume of content remain major concerns.

## Last Earnings Report

### Amazon's Q4 Earnings Beat, Revenues Up Y/Y

Amazon.com reported fourth-quarter 2019 earnings of \$6.47 per share, beating the Zacks Consensus Estimate by 62.6%. Further, the figure surged 7.1% from the year-ago quarter.

Net sales of \$87.437 billion comfortably surpassed the Zacks Consensus Estimate of \$85.996 billion and came well above management's guided range of \$80 billion and \$86.5 billion. Further, the figure improved 21% on a year-over-year basis.

North America revenues (61.4% of sales) improved 22% from the year-ago quarter to \$53.67 billion. International revenues (27.2% of sales) climbed 14.3% year over year to \$23.81 billion. Amazon Web Services (AWS) revenues (11.4% of sales) surged 34% year over year to \$9.95 billion.

Year-over-year top-line growth was primarily driven by solid momentum across Prime on account of strong performance of Prime ultra-fast delivery services and expanding Prime Video original content. Further, the company's record-breaking holiday sales drove the top line.

Additionally, strengthening AWS services and smart home products offerings contributed to the fourth-quarter results.

We believe Amazon's expanding global presence remains a major positive. Its focus toward strengthening presence in countries like India, Brazil and Canada among others that hold immense growth opportunities are likely to instill investor optimism.

Additionally, growing Prime and AWS momentum, strengthening Alexa skills and expanding smart devices portfolio are likely to drive the company's business growth in the near term.

### Momentum Across Prime, Fashion & Music Streaming

Amazon Prime gained solid traction during the reported quarter on the back of strengthening fast delivery services, customer-oriented benefits and original content. We note that number of people joining Prime was the highest so far in the fourth quarter.

The company's paid Prime members base now stands above the mark of 150 million. This can be attributed to international expansion. Amazon witnessed fastest growth in paid membership in Brazil where it was launched last September.

AmazonFresh service, which enables Prime members to receive delivery of daily essential goods and grocery items at an ultrafast speed, was made free for Prime members. The company removed the monthly fee of the \$14.99 from the service during the reported quarter.

The company made free two-hour grocery delivery services from Amazon Fresh and Whole Foods Market available in more than 2,000 U.S. cities. Courtesy of this, Amazon witnessed doubling of grocery delivery orders from both in the reported quarter.

Additionally, the company experienced quadrupling number of items delivered via Prime free one-day and same-day delivery compared to year-ago quarter.

Further, the company benefited from robust original series and movies. Watch hours of Amazon's original movies and TV shows on Prime Video doubled compared to year-ago quarter.

Furthermore, Prime Video streamed The Kacey Musgraves Christmas Special, The Expanse, The Report, The Aeronauts, third season of The Marvelous Mrs. Maisel, second season of Jack Ryan and the final season of The Man in the High Castle during the fourth quarter.

Additionally, Amazon Originals received 88 nominations and won 26 honors at major awards shows. Further, it received eight Golden Globe Award nominations and Fleabag won the Best Television Series award.

Further, the company's growing momentum in music streaming space remained positive. Notably, worldwide user base of Amazon Music now stands above 55 million, owing to its strengthening international presence.

Furthermore, the company ramped up initiatives in the fashion world by launching Amazon Fashion's first holiday catalogue. Additionally, Amazon Fashion and Amazon Home teamed up with Refinery29 to set up a holiday pop-up shop in New York City. All these endeavors remain noteworthy.

### Expanding AWS Portfolio: A Key Catalyst

AWS that witnessed significant improvement in the top line growth, continued to gain momentum across customers during the fourth quarter owing to expanding services portfolio.

The company made AWS Outposts — fully managed and configurable compute and storage racks, generally available to customers. Further, it announced AWS Wavelength — to offer low latency to customers. Notably, the new service is a combination of AWS compute and storage services, and cutting edge 5G networks.

Furthermore, it announced several other services like — AWS Fargate for Amazon Elastic Kubernetes Service, AWS Data Exchange and Amazon Managed (Apache) Cassandra Service, to name a few, during the reported quarter.

The company also introduced six new Amazon SageMaker capabilities and new analytics capabilities among others.

Additionally, Amazon announced a new type of AWS infrastructure deployment — AWS Local Zones. Notably, the first was launched in Los

### Quarter Ending 12/2019

Report Date	Jan 30, 2020
Sales Surprise	1.68%
EPS Surprise	62.56%
Quarterly EPS	6.47
Annual EPS (TTM)	23.01

---

Angeles in the fourth quarter.

We note that all these strong endeavors helped Amazon to win a number of customers during the reported quarter including ProSiebenSat.1 Media, Western Union, Klarna, Old Mutual Limited, Seattle Seahawks, FINRA CAT, Cerner, Best Western Hotels & Resorts and BP.

### **Alexa & Smart Devices Gaining Traction**

Amazon continued to enhance the skills and features of Alexa during the reported quarter. Features like medication reminders, prescription refills and utility bills payment were added to Alexa capabilities, which in turn enriched user experience.

Further, the company also partnered with BuzzFeed and added thousands of BuzzFeed Tasty's famous quick-play social videos to Echo Show.

Additionally, Amazon made content from Spotify Free, Spotify Podcasts, Apple Podcasts, SiriusXM's On Demand library and Tubi TV accessible on Alexa.

Advancing Alexa features with increasing number of devices compatible with Alexa remains a key positive.

Apart from Alexa, the company banked on Fire TV, which has now more than 40 million active users globally. The company launched the latest version of its Fire HD 10 tablet in the fourth quarter. Further, it expanded Fire TV Edition Smart TV offerings by introducing Fire TV Edition Smart TV in India in partnership with Onida.

Additionally, it rolled out Fire HD 10 Kids Edition, which strengthened its portfolio of smart devices for kids. It also introduced Kindle Kids Edition and Echo Glow.

Further, the company strengthened presence in the global home security space by launching Ring Alarm in the U.K. Also, it rolled out all-new Indoor Cam and Stick Up Cam in several countries like Canada, New Zealand, France, Germany, Italy, Australia, the U.K. and Spain.

### **Quarter Details**

Product sales (57.8% of sales) increased 13.1% year over year to \$50.542 billion. Service sales (42.2% of sales) surged 33.3% from the year-ago quarter to \$36.895 billion.

Operating expenses were \$83.558 billion, up 21.8% from the year-ago quarter. As percentage of revenues, the figure expanded 80 bps on a year-over-year basis to 95.6%.

Cost of sales, fulfillment, marketing, technology & content and general & administrative improved 20.5%, 21.6%, 25.7%, 27% and 26.4%, respectively, on a year-over-year basis.

Other operating expenses were down 24.4% from the year-ago quarter.

Operating income increased 2.5% from the year-ago quarter to \$3.9 billion. However, operating margin contracted 80 bps from the year-ago quarter to 4.4%.

Operating income for AWS came in \$2.6 billion, up 18% year over year. However, the same for North America declined 15.6% from the prior-year quarter to \$1.9 billion.

Further, International segment reported a loss of \$617 million, narrower from the year-ago quarter's loss of \$642 million.

### **Guidance**

For first-quarter 2020, Amazon expects net sales between \$69 billion and \$73 billion. The figure is anticipated to grow in the range of 16-22% on a year-over-year basis.

Management projects a favorable foreign exchange impact of approximately 5 bps.

Operating income is expected between \$3 billion and \$4.2 billion compared with \$4.4 billion in first-quarter 2019.

---

## Recent News

On **Dec 26, 2019**, Amazon revealed its intentions about opening a fulfillment center in Deltona, FL, in order to meet the growing demand in the online shopping space. The new facility, spanning one-million square foot, will create more than 500 full-time jobs. Further, it will offer wages starting at \$15 an hour, including other comprehensive benefits like full medical, vision and dental insurance.

On **Dec 26, 2019**, Amazon announced record-breaking holiday sales numbers, which is a testament to its outstanding performance in this holiday season. Notably, the company experienced robust sales in product categories such as toys and games, electronics, fashion, beauty, pets, sports, books and home. Further, the company witnessed strong performance of its own brands like Amazon Essentials, AmazonBasics, 365 Everyday Value and Solimo during this holiday season.

On **Nov 14, 2019**, Amazon revealed about the opening of a new 30,000 square foot office in Town Square in downtown Las Vegas in order to double its corporate workforce in the city. It has also announced plans to create 125 additional corporate jobs in the city.

On **Nov 13, 2019**, Amazon rolled out AWS Data Exchange, which provides quick access to data offered by 80 qualified data providers like Reuters, Foursquare and Pitney Bowes, among others. The new service is likely to aid AWS' momentum across scientific researchers, academic institutions and enterprises who utilize such data for research work, making data-driven decisions, analytics and training machine-learning models.

On **Nov 4, 2019**, Amazon revealed about its growing initiatives for this holiday season. Its free one-day delivery service is now eligible for 10 million items that include holiday gifts such as toys, games, and electronics, among others, for Prime members across the United States. The company is also expanding same-day delivery service in order to deliver enhanced shopping experience during the holiday season.

On **Oct 24, 2019**, Amazon revealed that second season of Modern Love is going to be premiered on Prime Video in 2020. This move will strengthen the company's content portfolio.

On **Oct 16, 2019**, Amazon's cloud computing platform AWS expanded its customer base by adding Old Mutual to it. This highlights the efficiency and reliability of the company's AWS services.

On **Oct 11, 2019**, Amazon revealed about its plans to open a fulfillment center in Channahon, Illinois which is likely to strengthen its e-commerce business further. The fulfillment center is expected to create more than 500 new full-time jobs.

## Valuation

Amazon shares are up 13.8% in the six-month period and 22.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Retail-Wholesale sector are up 18.5% and 13.5% in the six-month period, respectively. Over the past year, the Zacks sub-industry and the sector are up 16.9% and 16.5%, respectively.

The S&P 500 index is up 15% in the six-month period and 19.9% in the past year.

The stock is currently trading at 2.95X forward 12-month sales, which compares to 4.07X for the Zacks sub-industry, 1.06X for the Zacks sector and 3.43X for the S&P 500 index.

Over the past five years, the stock has traded as high as 3.7X and as low as 1.59X, with a 5-year median of 2.49X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$2,109 price target reflects 3.09X forward 12-month sales.

The table below shows summary valuation data for AMZN

Valuation Multiples - AMZN					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	2.95	4.07	1.06	3.43
	5-Year High	3.7	5.77	1.1	3.43
	5-Year Low	1.59	3.1	0.8	2.54
	5-Year Median	2.49	4.58	0.91	3
P/B TTM	Current	16.05	7.47	5.16	4.40
	5-Year High	28.43	10.73	5.86	4.54
	5-Year Low	14.61	4.69	3.6	2.85
	5-Year Median	20.43	7.98	4.84	3.62
EV/Sales TTM	Current	3.44	5.18	1.27	3.24
	5-Year High	4.77	8.13	1.28	3.29
	5-Year Low	1.79	4.13	0.88	2.12
	5-Year Median	3.09	6.06	1.06	2.79

As of 01/31/2020



## Industry Analysis Zacks Industry Rank: Bottom 35% (167 out of 255)



## Top Peers

Alibaba Group Holding Limited ( <b>BABA</b> )	Neutral
eBay Inc. ( <b>EBAY</b> )	Neutral
Facebook, Inc. ( <b>FB</b> )	Neutral
Alphabet Inc. ( <b>GOOGL</b> )	Neutral
The Kroger Co. ( <b>KR</b> )	Neutral
Microsoft Corporation ( <b>MSFT</b> )	Neutral
Target Corporation ( <b>TGT</b> )	Neutral
Walmart Inc. ( <b>WMT</b> )	Neutral

Industry Comparison Industry: Internet - Commerce				Industry Peers		
	AMZN Neutral	X Industry	S&P 500	GOOGL Neutral	MSFT Neutral	WMT Neutral
<b>VGM Score</b>	<b>C</b>	-	-	<b>C</b>	<b>B</b>	<b>C</b>
Market Cap	995.92 B	2.51 B	23.55 B	988.17 B	1,294.78 B	324.83 B
# of Analysts	14	3	13	13	14	14
Dividend Yield	0.00%	0.00%	1.81%	0.00%	1.20%	1.85%
<b>Value Score</b>	<b>D</b>	-	-	<b>C</b>	<b>C</b>	<b>C</b>
Cash/Price	0.05	0.13	0.04	0.12	0.11	0.03
EV/EBITDA	34.80	7.98	13.97	20.04	21.16	15.56
PEG Ratio	2.33	1.25	1.97	1.56	2.55	4.64
Price/Book (P/B)	17.62	5.22	3.21	5.08	11.76	4.15
Price/Cash Flow (P/CF)	38.82	17.96	13.36	23.48	26.79	13.22
P/E (F1)	77.17	24.28	18.42	26.07	30.32	22.97
Price/Sales (P/S)	3.55	1.85	2.60	6.37	9.64	0.62
Earnings Yield	1.30%	1.97%	5.43%	3.84%	3.30%	4.35%
Debt/Equity	0.40	0.23	0.72	0.07	0.64	0.83
Cash Flow (\$/share)	51.74	0.42	6.92	61.03	6.35	8.66
<b>Growth Score</b>	<b>A</b>	-	-	<b>C</b>	<b>B</b>	<b>C</b>
Hist. EPS Growth (3-5 yrs)	116.18%	16.19%	10.68%	23.64%	16.25%	0.13%
Proj. EPS Growth (F1/F0)	13.15%	13.17%	7.59%	17.96%	18.21%	1.50%
Curr. Cash Flow Growth	85.21%	7.63%	10.81%	44.22%	19.70%	5.58%
Hist. Cash Flow Growth (3-5 yrs)	48.43%	14.92%	8.78%	21.13%	11.99%	-0.35%
Current Ratio	1.10	1.51	1.22	3.78	2.80	0.81
Debt/Capital	28.45%	24.51%	42.99%	6.59%	39.05%	45.25%
Net Margin	4.13%	-0.94%	11.69%	21.04%	33.02%	2.77%
Return on Equity	22.00%	9.20%	17.33%	18.34%	40.41%	18.47%
Sales/Assets	1.48	0.90	0.55	0.62	0.48	2.24
Proj. Sales Growth (F1/F0)	17.99%	16.51%	4.12%	18.10%	12.68%	2.17%
<b>Momentum Score</b>	<b>F</b>	-	-	<b>B</b>	<b>A</b>	<b>D</b>
Daily Price Chg	7.38%	-1.63%	-1.98%	-1.48%	-1.48%	-1.79%
1 Week Price Chg	-0.17%	-0.77%	-1.09%	-0.90%	-1.23%	-0.51%
4 Week Price Chg	5.83%	-0.92%	-2.11%	4.68%	5.98%	-3.74%
12 Week Price Chg	12.33%	0.00%	2.15%	9.63%	18.00%	-4.77%
52 Week Price Chg	16.87%	-9.19%	14.15%	27.26%	63.01%	19.47%
20 Day Average Volume	3,261,434	119,286	1,808,632	1,506,956	25,022,124	5,670,171
(F1) EPS Est 1 week change	-0.28%	0.00%	0.00%	0.00%	3.32%	0.00%
(F1) EPS Est 4 week change	-0.44%	0.00%	0.00%	0.24%	3.44%	0.00%
(F1) EPS Est 12 week change	-1.65%	-3.30%	-0.09%	0.24%	3.47%	1.18%
(Q1) EPS Est Mthly Chg	0.09%	0.00%	0.00%	0.07%	3.72%	-0.06%



## 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	<b>D</b>
Growth Score	<b>A</b>
Momentum Score	<b>F</b>
VGM Score	<b>C</b>

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.