

The Boeing Company (BA)

\$141.02 (As of 04/30/20)

Price Target (6-12 Months): **\$150.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 04/22/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:F

Value: C

Growth: F

Momentum: F

Summary

Boeing's first-quarter 2020 results were mixed. While its bottom line came in better than the Zacks Consensus Estimate, its top line failed to meet the mark. Nevertheless, the company remains the largest aircraft manufacturer in the United States. Increase in defense budget by the current U.S. government should act as a growth catalyst for defense players like Boeing. However, global outbreak of COVID-19 coupled with the ongoing grounding of the 737 MAX jets has significantly impacted Boeing's business. Particularly, lower 737 deliveries have been hurting its earnings and cash flow for past couple of quarters. Moreover, Airbus beat Boeing as the world's largest plane maker, for the first time in last eight years in 2019. This may have caused its share price to underperform its industry in the past year.

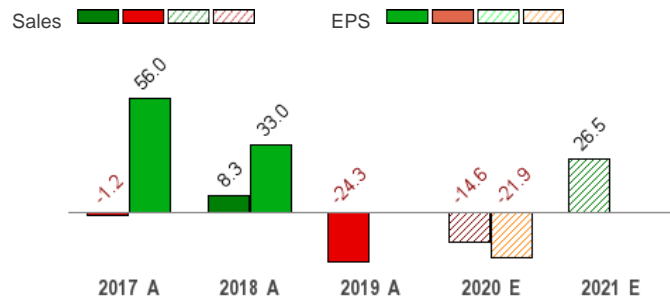
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$391.00 - \$89.00
20 Day Average Volume (sh)	36,751,632
Market Cap	\$79.6 B
YTD Price Change	-56.7%
Beta	1.45
Dividend / Div Yld	\$0.00 / 0.0%
Industry	Aerospace - Defense
Zacks Industry Rank	Bottom 32% (171 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	16.7%
Last Sales Surprise	-1.6%
EPS F1 Est- 4 week change	-262.2%
Expected Report Date	07/22/2020
Earnings ESP	17.5%
P/E TTM	414.8
P/E F1	NA
PEG F1	NA
P/S TTM	1.1

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					82,648 E
2020	16,908 A	14,160 E	15,781 E	18,617 E	65,360 E
2019	22,917 A	15,751 A	19,980 A	17,911 A	76,559 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021					\$8.94 E
2020	-\$1.70 A	-\$2.05 E	-\$0.61 E	-\$0.20 E	-\$4.23 E
2019	\$3.16 A	\$2.92 A	\$1.45 A	-\$2.33 A	-\$3.47 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 04/30/2020. The reports text is as of 05/01/2020.

Overview

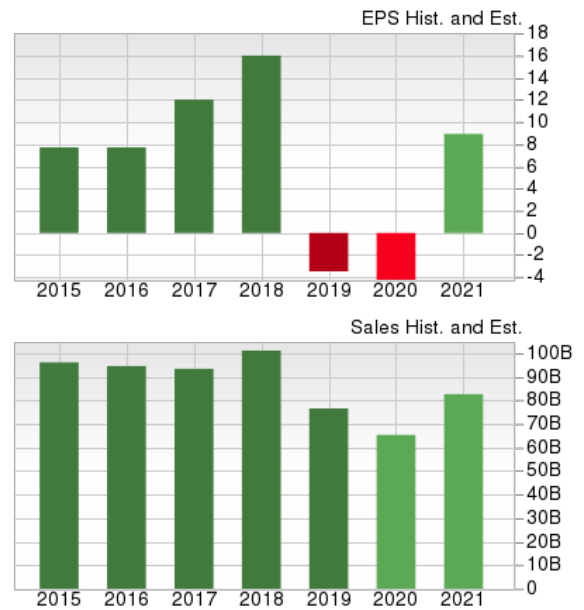
The **Boeing Company** is the largest constituent of the Dow Jones Industrial Average. The company's premier jet aircraft along with varied defense products positions it as one of the largest defense contractors in the United States. Its customers include domestic and foreign airlines, the U.S. Department of Defense (DoD), the Department of Homeland Security, the National Aeronautics and Space Administration (NASA), other aerospace prime contractors, and certain U.S. government and commercial communications customers. Currently the company operates in four segments:

Boeing Commercial Airplanes (BCA) Segment – This segment develops, produces and markets commercial jets, along with providing related support services. The company is a leading producer of commercial aircraft and has a series (737 Next-Generation narrow-body model and the 747, 767, 777 and 787 wide-body models) of commercial jetliners. Segment revenues in 2019 were \$32.26 billion, representing 42% of the company's top line.

The three units that comprise the **Boeing Defense, Space & Security (BDS) segment** are as follows: Boeing Military Aircraft (BMA), Network and Space Systems (N&SS) and Global Services and Support (GS&S). The segment recorded revenues of \$26.23 billion in 2019, contributing 34.3% to the company's top line.

Boeing Global Services (BGS) Segment – This segment brings together certain Commercial Aviation Services businesses and BDS businesses. It provides parts, maintenance, modifications, logistics support, training, data analytics and information-based services to commercial and government customers worldwide. Revenues for this segment in 2019 amounted to \$18.47 billion, comprising 24% of the company's top line.

Boeing Capital Corporation (BCC) Segment – In the commercial aircraft market, BCC provides selective financing solutions for the Commercial Airplanes segment customers. In the space and defense markets, BCC arranges and structures financing solutions for BDS segment government customers. Revenues for this segment in 2019 amounted to \$0.24 billion, comprising 0.3% of the company's top line.



Reasons To Buy:

- ▲ Boeing remains the largest aircraft manufacturer in the United States in terms of revenue, orders and deliveries, and is one of the largest aerospace and defense contractors. Furthermore, its revenue exposure is spread across more than 90 countries around the globe. Although its commercial business outlook for the near term appears grim, over the long run, the jet maker holds immense growth prospects. Per Boeing's latest commercial market outlook (CMO), the company anticipates that the world will need 44,040 new planes, worth \$6.8 trillion between 2019 and 2038. This estimated figure reflects a 3.1% improvement over the company's prior 20-year forecast for jetliner demand.

Long-term prospects of global services unit and increasing fiscal defense budget are expected to boost Boeing's growth

Boeing expects the commercial fleet to be fueled by sustained annual growth in commercial passenger traffic along with a big wave of retiring, old planes. Of the total units, 44% of the demand will be for the replacement of old aircraft, while the rest will support future growth. Considering such solid projections for a steady improvement in passenger and freight traffic, demand for Boeing's diverse family of commercial airplanes should continue to witness a notable uptick, over the long run.

- ▲ The massive demand for commercial jets generates a strong and growing demand for aviation services ranging from supply chain support (parts and parts logistics), to maintenance and engineering services, to aircraft modifications, to airline operations. In this line, Boeing expects commercial aviation services market to grow 4.1% annually to a value worth \$9.1 trillion, over the next 20 years. This should bode well for the company's growth trajectory.

Impressively, the BGS unit won new business worth \$4 billion in the first quarter, thereby bringing its backlog to \$23 billion. Such a solid backlog count is indicative of significant revenue growth prospects for the BGS segment in the coming days. Boeing expects to witness growth in a number of government services areas including ramp-ups to support international customers with training, logistics and supply chain offerings as well as growth in key U.S. programs.

- ▲ While Boeing's commercial business has not been performing well for the past couple of quarters on account of lower 737 deliveries, the outlook for the aerospace giant's defense business remains optimistic. The current U.S. government's inclination toward strengthening the nation's defense system should act as a growth catalyst for defense players like Boeing. Notably, as part of the fiscal 2021 defense budget proposal, \$740.5 billion has been allocated as funding for the Pentagon, reflecting 3% growth over the fiscal 2020 budget. In particular, the budget has allotted \$3 billion for procurement of 15 KC-46, \$2.1 billion for 24 F/A-18 E/F Super Hornets, \$1.2 billion for 52 AH-64E Attack Helicopters, \$0.3 billion for P-8A jets and \$1.6 billion for F-15 EX jets. The financial plan also includes an allotment of \$0.4 billion for the procurement of 1,490 Small Diameter Bomb II. All these expansionary budgetary provisions will immensely boost Boeing's defense business.

Notably, during the first quarter, BDS unit won key contracts worth \$6 billion and the segment's backlog now stands at \$64 billion. Looking ahead, Boeing is focused on future franchise programs such as the MQ-25, the T-7A Red Hawk and the MH-139A Grey Wolf. The company is also working to ensure strong performance of its existing platforms, especially U.S. Air Force KC-46 program and its space programs, including Commercial Crew and Space Launch Systems.

- ▲ Boeing's cash and cash equivalent at the end of first quarter of 2020 was \$15.5 billion, compared with \$10 billion at the end of 2019. On the other hand, the company's short-term debt and current portion of long-term debt is worth \$5.17 billion as of Mar 31, 2020, compared with \$7.34 billion as of Dec 31, 2019. This remains much lower than its cash reserve balance as of Mar 31, 2020, indicating the jet maker's ability to pay off its short-term obligations.

Moreover, the company's current ratio was 1.18 as of Mar 31, 2020, compared with 1.05 as of Dec 31, 2019. Now, not only does this ratio has improved but is also more than 1, thereby indicating it has enough capital on hand to meet its short-term obligations. This makes us optimistic about the firm's ability to meet debt obligations in the near future.

Reasons To Sell:

- ▼ Boeing's commercial business has been suffering due to lower 737 deliveries as a result of the worldwide grounding of 737 Max jets since March 2019, following two fatal crashes involving these jets. Consequently, its commercial deliveries plunged 66% year over year, resulting in a huge 48% decline in the unit's revenues during the first quarter. Such dismal performance recorded by Boeing's largest revenue-generating business segment also hit the company's bottom line and cash position. Evidently, Boeing incurred adjusted loss of \$1.70 per share in first-quarter 2020, which deteriorated significantly from the year-ago quarter's earnings of \$3.16. Moreover, the jet maker generated \$4.30 billion of operating cash outflow at the end of the reported against cash inflow of \$2.78 billion at the end of March 2019. To this end, Boeing's management expects to witness negative operating cash flows in the future quarters, until 737 deliveries resume and ramp up.

Although Boeing is striving to fix the software glitch associated with the 737 Max models, the Federal Aviation Administration (FAA) has not yet given the final clearance for return of this product line to service. Owing to this, Boeing has been incurring huge costs and has thus decided to temporarily suspend production of its 737 Max jets.

- ▼ The global outbreak of COVID-19 coupled with the ongoing grounding of the 737 MAX airplane has significantly impacted Boeing's business. As a result of these factors, the aerospace giant expects to witness significant reduction in its revenues, earnings and operating cash flow in the future quarters. Meanwhile, the aerospace industry is facing an unprecedented slump, which has created a tremendous challenge for Boeing's customers, business and the entire aerospace manufacturing and services sector. The company currently expects that it will take 2-3 years for travel to return to 2019 levels and a few years beyond that for the industry to return to long-term trend growth. This indicates further operational losses for its BCA unit and makes us skeptical about the segment's recovery in the near term. These latest developments must have discouraged investors interested in this stock. Evidently, Boeing's shares have declined 56.5% in the past year compared with the industry's decline of 25.5%.
 - ▼ Canadian, Russian and Chinese manufacturers will begin delivering airplanes, comparable to Boeing 737 over the next few years. In this context, it is imperative to mention that the Commercial Aircraft Corp of China is aiming to make the first delivery of its C919 single-aisle jet in 2021, with several prototypes of C919 taking off in the recent past. The successful launch and delivery of this jet may hamper Boeing's business in the Asia Pacific in the long run.
 - ▼ Airbus crossed its 2019 delivery target of 860 planes and beat its long-time rival, Boeing, thereby seizing the title of the world's largest plane maker, for the first time in last eight years. Undoubtedly, the dramatic grounding of Boeing's fastest-selling 737 Max planes in March 2019, followed by the production rate cut of this jetliner in April are to be blamed for this unfortunate turn of events. Needless to say, new orders dried up after two fatal crashes forced Boeing to ground 737 Max jets as airlines refused to take any new delivery. As a result, Boeing's commercial aircraft deliveries touched rock bottom, offering Airbus the golden opportunity to snatch the largest plane maker title. Additionally, Airbus is leading the emerging market for long-range, midsize jets. These recent developments reflect the tough terrain that Boeing's commercial business is going through and the losses it is expected to incur until 737 returns to service.
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Risks related to lower 737 deliveries and increasing competition with Airbus raise concerns.

Last Earnings Report

Boeing Q1 Earnings Top, Decline Y/Y on Coronavirus Woes

Boeing reported adjusted loss of \$1.70 per share for first-quarter 2020, which came in narrower than the Zacks Consensus Estimate of a loss of \$2.04. The bottom line however deteriorated significantly from the year-ago quarter's earnings of \$3.16.

This year-over-year downside can be primarily attributable to the impacts of the COVID-19 pandemic and 737 Max grounding, which resulted in lower commercial deliveries.

Including one-time items, the company incurred GAAP loss of \$1.11 per share against earnings of \$3.75 in the first quarter of 2019.

Quarter Ending 03/2020

Report Date	Apr 29, 2020
Sales Surprise	-1.60%
EPS Surprise	16.67%
Quarterly EPS	-1.70
Annual EPS (TTM)	0.34

Revenues

In the quarter under review, Boeing's revenues amounted to \$16.91 billion, which missed the Zacks Consensus Estimate of \$17.18 billion by 1.6%. The top line also plunged 26% from the year-ago quarter's figure of \$22.92 billion. This decline was primarily due to lower 737 deliveries as well as the COVID-19 pandemic that significantly affected airline passenger traffic.

Total Backlog

Backlog at the end of first-quarter 2020 declined to \$438.6 billion from \$463.4 billion at the end of 2019.

Segmental Performances

Commercial Airplane: Revenues at this segment slumped 48% to \$6.21 billion on account of lower deliveries driven by the 737 MAX grounding as well as impacts of COVID-19.

The segment incurred operating loss of \$2.07 billion against operating income of \$1.17 billion in the year-ago quarter.

Boeing delivered 50 commercial planes during the quarter under review, down 66%.

Backlog for this segment remains healthy with over 5,000 airplanes valued at \$352 billion.

Boeing Defense, Space & Security (BDS): This segment witnessed 8% year-over-year decline in revenues to \$6.04 billion in the first quarter. The downside was on account of a charge imposed on the KC-46A Tanker.

Meanwhile, the segment incurred operating loss of \$191 million against operating income of \$852 million in the year-ago quarter.

Backlog at BDS was \$64 billion, 28% of which comprised orders from international clients.

Global Services: Revenues at this segment inched up 0.2% to \$4.63 billion due to higher government services volume. Moreover, operating earnings improved 8% year over year to \$708 million.

Boeing Capital Corporation (BCC): This segment reported quarterly revenues of \$65 million compared with \$66 million registered in the year-ago quarter. Operating earnings generated by this unit totaled \$24 million compared with \$20 million in the year-ago quarter.

At the end of first-quarter 2020, BCC's portfolio balance was \$2.2 billion.

Financial Condition

Boeing exited the first quarter with cash and cash equivalents of \$15.04 billion and short-term and other investments of \$0.49 billion. At the end of 2019, the company had cash and cash equivalents of \$9.49 billion and short-term and other investments of \$0.55 billion.

Long-term debt amounted to \$33.75 billion at the end of Mar 31, 2020, up from \$19.96 billion at 2019 end.

Boeing generated \$4.30 billion of operating cash outflow at the end of the first quarter against cash inflow of \$2.78 billion at the end of March 2019. Free cash outflow totaled \$4.73 billion at first quarter 2020 end against cash inflow with \$2.29 billion at the end of first quarter of 2019.

During the first quarter, the company paid out \$1.16 billion of dividends, almost in line with the year-ago quarter's figure.

Recent News

On **Apr 14, 2020**, Boeing announced the program deliveries across its commercial and defense operations for the first quarter of 2020. The figures show a massive 66.4% decline in commercial shipments from the previous year. The company's defense shipments also declined 35% year over year.

Boeing reported commercial deliveries of only 50 airplanes in first-quarter 2020, significantly declining year over year, primarily due to poor 737 jet deliveries and comparatively lower deliveries of the 787 Dreamliner.

On **Mar 30, 2020**, Boeing secured a \$1.56-billion modification contract for the production of 18 P-8A Poseidon maritime aircraft. Among these 18 aircraft, eight would be manufactured for the U.S. Navy, six for the Republic of Korea and four for the Royal New Zealand Air Force.

The contract has been awarded by the Naval Air Systems Command, Patuxent River, MD. The Royal New Zealand Air Force is expected to begin receiving aircraft in 2022, while the Republic of Korea Navy will start receiving in 2023.

On **Mar 17, 2020**, Boeing announced that it has sought \$60 billion from the U.S. government in access to public and private liquidity, including loan guarantees, for the aerospace manufacturing industry. This will be one of the most important ways for airlines, airports, suppliers and manufacturers to bridge to recovery. Funds would support the health of the broader aviation industry, because much of any liquidity support to Boeing will be used for payments to suppliers to maintain the health of the supply chain.

On **Mar 12, 2020**, Boeing announced that it has joined the Renewable Energy Buyers Alliance (REBA) in support of its goals to reduce greenhouse gas emissions 25% by 2025, and ultimately power operations with 100% renewable energy. This alliance of large clean energy buyers, energy providers, service providers and NGO partners supports a large-scale, rapid transition to a cleaner future.

REBA membership expands Boeing's leadership in the use of renewable energy and energy efficiency. Notably, two Boeing sites – Renton, Washington, and Charleston, South Carolina – use 100% carbon-free electricity through a combination of renewable energy consumption and carbon offsets from renewable sources.

On **Mar 5, 2020**, Boeing won a \$36.7-million modification contract for providing engineering and development support to the KC-46 aircraft. The contract was awarded by the Air Force Life Cycle Management Center, KC-46 Program Office, Wright-Patterson Air Force Base, OH.

On **Feb 25, 2020**, Boeing announced that ANA Holdings, the Japanese airline group has decided to acquire up to 20 more 787 Dreamliner airplanes. The agreement with Boeing includes 11 787-10s, one 787-9 and options for five 787-9s valued at more than \$5 billion at list prices. The airline also plans to acquire three new 787-9 airplanes from Atlantis Aviation Corporation.

Once the agreements are finalized, it will be this airlines' sixth order for the ultra-efficient and passenger-pleasing Dreamliner and bring their overall 787 order book to more than 100 airplanes.

On **Feb 13, 2020**, Boeing declared that the company has reached a tentative agreement with the Society of Professional Engineering Employees in Aerospace (SPEEA) on a new four-year contract extension that would run through 2026 covering approximately 18,000 engineering and technical employees, nearly all of whom are in Washington and Oregon.

On **Feb 11, 2020**, Boeing announced its forecast that airlines in Southeast Asia will need 4,500 new airplanes over the next 20 years, valued at \$710 billion at list prices. Single-aisle airplanes continue to be the main driver of capacity growth in Southeast Asia. This growth helps to stimulate the demand for commercial aviation services, which are forecasted to be worth \$785 billion between 2019 and 2038.

Worldwide, Boeing projects the need for 44,040 new commercial airplanes valued at \$6.8 trillion and the demand for aftermarket services totaled at \$9.1T over the next 20 years.

Valuation

Boeing's shares are down 56.5% in the year to date period and 61.6% over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry and the Zacks Aerospace sector are down 26% and 30.9% in the year to date period, respectively. Over the past year, the Zacks sub-industry is down 27.9% and the Zacks Aerospace sector witnessed a 28.5% decline.

The S&P 500 index is down 8.3% in the year to date period and up 2.6% in the past year.

The stock is currently trading at 1.1X forward 12-months sales, which compares to 1.3X for the Zacks sub-industry, 1.1X for the Zacks sector and 3.3X for the S&P 500 index.

Over the past five years, the stock has traded as high as 2.3X and as low as 0.6X, with a 5-year median of 1.5X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$150 price target reflects 1.2X forward 12-months sales.

The table below shows summary valuation data for BA

Valuation Multiples - BA					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	1.12	1.26	1.1	3.3
	5-Year High	2.33	0.95	1.49	3.44
	5-Year Low	0.59	1.27	0.92	2.54
	5-Year Median	1.53	1.26	1.18	3.01
	Current	24.28	16.82	13.04	18.26

P/FCF Adjusted	Current	21.28	16.82	12.04	19.36
	5-Year High	52.44	25.03	19.63	24.23
	5-Year Low	14.34	12.8	9.75	14.96
	5-Year Median	22.65	17.79	15.9	20.74
EV/EBITDA TTM	Current	33.71	13.84	10.32	10.66
	5-Year High	53.65	19.53	14.99	12.87
	5-Year Low	7.4	8.12	7.39	8.27
	5-Year Median	14.42	11.7	10.42	10.78

As of 04/30/2020

Industry Analysis Zacks Industry Rank: Bottom 32% (171 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
Embraer-Empresa Brasileira de Aeronautica (ERJ)	Neutral	4
General Dynamics Corporation (GD)	Neutral	3
Leidos Holdings, Inc. (LDOS)	Neutral	3
L3Harris Technologies Inc (LHX)	Neutral	3
Lockheed Martin Corporation (LMT)	Neutral	3
Northrop Grumman Corporation (NOC)	Neutral	3
Transdigm Group Incorporated (TDG)	Underperform	5
Textron Inc. (TXT)	Underperform	5

Industry Comparison Industry: Aerospace - Defense				Industry Peers		
	BA	X Industry	S&P 500	GD	LMT	NOC
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	F	-	-	B	A	A
Market Cap	79.58 B	7.79 B	20.61 B	37.47 B	109.11 B	55.12 B
# of Analysts	5	5	14	8	8	7
Dividend Yield	0.00%	0.84%	2.11%	3.37%	2.47%	1.60%
Value Score	C	-	-	A	C	C
Cash/Price	0.14	0.08	0.06	0.02	0.02	0.04
EV/EBITDA	112.45	8.78	11.87	8.30	13.05	16.35
PEG Ratio	NA	2.05	2.47	2.26	2.34	NA
Price/Book (P/B)	NA	2.79	2.67	2.79	31.29	6.29
Price/Cash Flow (P/CF)	260.46	9.33	10.66	8.77	14.79	11.99
P/E (F1)	NA	16.20	19.01	11.30	16.20	14.59
Price/Sales (P/S)	1.13	0.88	2.10	0.96	1.78	1.61
Earnings Yield	-3.00%	5.56%	5.05%	8.85%	6.17%	6.85%
Debt/Equity	-2.41	0.71	0.72	0.66	3.28	1.60
Cash Flow (\$/share)	0.54	2.73	7.01	14.89	26.30	27.58
Growth Score	F	-	-	C	A	A
Hist. EPS Growth (3-5 yrs)	14.14%	13.39%	10.88%	7.05%	17.30%	23.28%
Proj. EPS Growth (F1/F0)	-21.90%	8.57%	-7.32%	-3.55%	9.41%	6.85%
Curr. Cash Flow Growth	-97.35%	6.19%	5.92%	3.16%	18.08%	2.21%
Hist. Cash Flow Growth (3-5 yrs)	-48.30%	6.62%	8.55%	6.36%	9.70%	14.43%
Current Ratio	1.05	1.20	1.23	1.18	1.23	1.13
Debt/Capital	NA%	42.81%	43.84%	39.89%	76.64%	61.48%
Net Margin	-4.84%	6.01%	11.08%	8.87%	10.21%	6.57%
Return on Equity	-3.57%	16.06%	16.44%	25.86%	185.10%	39.02%
Sales/Assets	0.54	0.85	0.54	0.80	1.26	0.85
Proj. Sales Growth (F1/F0)	-14.63%	0.00%	-1.42%	-0.81%	6.18%	5.29%
Momentum Score	F	-	-	C	B	C
Daily Price Chg	1.45%	-2.13%	-2.39%	-4.41%	0.30%	-0.35%
1 Week Price Chg	-16.25%	-6.14%	-1.74%	-6.43%	-4.92%	-4.77%
4 Week Price Chg	14.40%	8.82%	17.07%	2.11%	9.92%	5.21%
12 Week Price Chg	-58.70%	-27.63%	-18.53%	-29.82%	-11.37%	-9.09%
52 Week Price Chg	-62.48%	-26.01%	-9.82%	-25.18%	16.99%	14.05%
20 Day Average Volume	36,751,632	1,004,916	2,641,413	1,954,554	1,491,163	880,820
(F1) EPS Est 1 week change	-24.05%	0.00%	0.00%	-6.96%	0.26%	-3.62%
(F1) EPS Est 4 week change	-262.16%	-3.96%	-6.62%	-11.26%	-0.44%	-3.90%
(F1) EPS Est 12 week change	-168.62%	-13.76%	-13.28%	-13.76%	-0.60%	-4.29%
(Q1) EPS Est Mthly Chg	-36.20%	-3.81%	-11.97%	-6.10%	-2.17%	-2.47%

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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	C
Growth Score	F
Momentum Score	F
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.

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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.

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