

Duke Realty Corp. (DRE)

\$44.26 (As of 04/15/21)

Price Target (6-12 Months): **\$47.00**

Long Term: 6-12 Months

Zacks Recommendation:
Neutral

(Since: 02/03/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: B

Summary

Shares of Duke Realty have outperformed the industry in the past three months. The REIT is witnessing solid demand in the Minneapolis-St. Paul market, achieving 736,525 square feet of new leases and renewals of its more than 5 million-square-foot portfolio in the Twin Cities metropolitan area over the last six months. It also announced closing of refinancing of its revolving credit facility with sustainability-linked pricing incentive. Apart from the e-commerce boom, supply-chain disruption triggered by the pandemic is likely to spur demand for incremental inventory storage over the long term. Given its solid capacity to offer modern facilities in tier 1 markets and solid balance-sheet strength, Duke Realty is well poised to capitalize on this. Yet, rising supply in several markets is likely to fuel competition and curb pricing power.

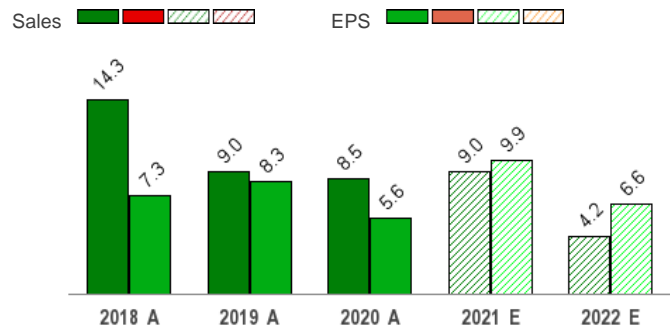
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$44.56 - \$28.80
20-Day Average Volume (Shares)	1,857,469
Market Cap	\$16.2 B
Year-To-Date Price Change	8.5%
Beta	0.51
Dividend / Dividend Yield	\$1.02 / 2.3%
Industry	REIT and Equity Trust - Other
Zacks Industry Rank	Bottom 20% (202 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					1,056 E
2021	251 E	253 E	254 E	256 E	1,013 E
2020	219 A	226 A	235 A	249 A	929 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.41 E	\$0.45 E	\$0.47 E	\$0.46 E	\$1.78 E
2021	\$0.39 E	\$0.42 E	\$0.43 E	\$0.43 E	\$1.67 E
2020	\$0.33 A	\$0.38 A	\$0.40 A	\$0.41 A	\$1.52 A

*Quarterly figures may not add up to annual.

Last EPS Surprise	0.0%
Last Sales Surprise	3.1%
EPS F1 Estimate 4-Week Change	0.3%
Expected Report Date	04/28/2021
Earnings ESP	0.0%
P/E TTM	28.5
P/E F1	26.5
PEG F1	5.9
P/S TTM	16.3

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 04/15/2021. The report's text and the analyst-provided price target are as of 04/16/2021.

Overview

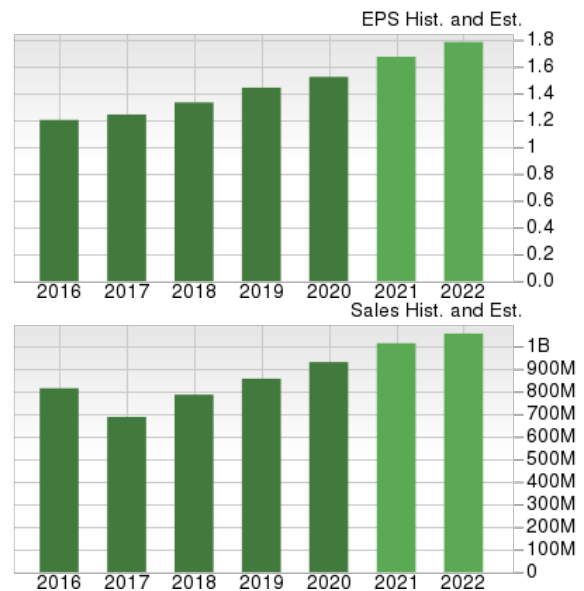
Headquartered in Indianapolis, IN, Duke Realty Corporation is a domestic pure-play industrial REIT in the United States, engaged in owning, managing and developing industrial properties across the nation. Its portfolio of industrial properties comprises about 159 million rentable square feet. These properties are located in 20 key logistic markets.

As of Dec 31, 2020, the company owned or jointly controlled 537 mainly industrial properties, of which 520 properties with 152.2 million square feet were in service, while 17 properties with 7.4 million square feet were under development. As of the same date, the company's total portfolio, including properties under development, was 96% leased, up 40 basis points (bps) from the end of the previous quarter, and 170 bps from end of the prior-year quarter. Stabilized in-service portfolio was 98.1% leased as of Dec 31, 2020, up from 97.5% as of Sep 30, 2020 and 97.8% as of Dec 31, 2019.

Notably, Duke Realty opted for a series of asset sales in the past few years to shed medical and suburban office properties from its portfolio. These dispositions have helped the company simplify its business model and to turn into a leading domestic pure play industrial REIT. The company now focuses on building a superior portfolio of industrial properties through acquisitions and development, on a build-to-suit as well as speculative basis, in high-barrier markets with solid growth potential.

During the October-December period, Duke Realty's building acquisitions totaled \$299 million, while building dispositions aggregated \$276 million. In addition, \$420 million of development starts during the quarter included three new speculative projects in Southern California. The company exited the fourth quarter with a 7.4 million-square-foot development pipeline aggregating \$1.1 billion in projected costs, which was 67% leased.

Note: All EPS numbers presented in this report represent funds from operations ("FFO") per share. FFO, a widely used metric to gauge the performance of REITs, is obtained after adding depreciation and amortization and other non-cash expenses to net income.



Reasons To Buy:

- ▲ Duke Realty has 49 years of experience in operation and development of industrial real estate. It focuses on having facilities in major MSA's and key trucking, rail, air cargo and shipping corridors. Such locations help generate solid demand from e-commerce and traditional distribution customers for its industrial properties. In fact, this leading domestic pure-play industrial REIT's focus on a national platform with growing diversification into tier 1 markets to capitalize on robust demand for industrial space in these markets. The company is targeting tier 1 market exposure of 70% by 2021, up from 67% in 2020 and 37% in 2010.
- ▲ Amid an e-commerce boom, growth in industries and companies making efforts to improve supply-chain efficiencies, demand for logistics infrastructure and efficient distribution networks has been increasing. This is helping the industrial real estate market grow. Moreover, over the long term, apart from the fast adoption of e-commerce, logistics real estate is anticipated to benefit from a likely increase in inventory levels post crisis. Given Duke Realty's solid capacity to offer modern, high-quality logistics facilities, the company remains well poised to bank on this trend. Particularly, the company is making efforts to improve its portfolio on the back of development and acquisitions in strategic markets with solid growth potential. The company estimates 2021 property acquisitions to be \$200-\$400 million, focused on in-fill coastal markets, while development starts are projected at \$700-\$900 million. Further, the company expects proceeds from building dispositions in the range of \$500-\$700 million, which it will use to fund its development pipeline. Moreover, the company's land balance at year-end aggregated \$297 million, with nearly 80% of this allocated to coastal Tier 1 markets, poising it well for future growth. With a robust pipeline of development, both build-to-suit and speculative, as well as an active pipeline of build-to-suit prospects, Duke Realty is well poised to enhance its presence in Tier 1 markets.
- ▲ Duke Realty is witnessing decent operating performance amid the pandemic. The industrial REIT leased 9.7 million square feet of space during the December-end quarter, highlighting the second highest quarter ever. Tenant retention was 79.9% for the reported quarter and 84.8% after considering immediate backfills. In addition, the company registered same-property net operating income (NOI) growth of 3.3% year over year, backed by increased occupancy and rental rate growth. Duke Realty reported overall cash and annualized net effective rent growth on new and renewal leases of 12.9% and 27.3%, respectively, during the fourth quarter. Stabilized in-service portfolio was 98.1% leased as of Dec 31, 2020, up from 97.5% as of Sep 30, 2020 and 97.8% as of Dec 31, 2019. Also, rent collections remain strong, with the company collecting 99.9% of the fourth-quarter rents and 99.6% of January 2021 rents so far. It has collected or executed deferral agreements for 99.9% of all 2020 rents and collected all amounts due under rent deferral agreements through the end of 2020.
- ▲ Duke Realty enjoys a strong balance sheet, ample liquidity and easy access to capital. The company focuses on disciplined use of \$1.2 billion credit facility and maintain high unencumbered asset pool. It has no significant debt maturities until 2023 and its leverage metrics looks healthy. Particularly, the company has ability fund more than \$700 million of growth without equity and maintain its target leverage level. Finally, the company enjoys investment-grade credit rating of BBB+ and Baa1 from Standard & Poor's and Moody's, respectively, allowing the company to borrow at a favourable rate. Given its balance-sheet strength and prudent financial management, the company is well poised to bank on growth opportunities.
- ▲ Solid dividend payouts remain the biggest attraction for REIT investors and Duke Realty remains committed to that. The company raised its dividend every year in the past few years with the most recent being an 8.5% increase to 25.50 cents in fourth-quarter 2020. In fact, dividend per share has grown at a 5 year CAGR of 7.4%. Given its financial strength and lower dividend payout (as compared to its industry), the company's dividend distribution is expected to be sustainable.
- ▲ Shares of Duke Realty have gained 13.7% over the past three months, outperforming the industry's increase of 11.3%. In addition, the trend in estimate revisions of 2021 FFO per share indicates a favorable outlook for the company as the estimates have moved marginally north over the past week. Therefore, given the progress on fundamentals and upward estimate revisions, the stock has decent upside potential.

Amid healthy industrial real estate market, Duke Realty's efforts to boost its ownership of strategically-located high-quality properties and decent balance-sheet position augur well for growth.

Reasons To Sell:

- ▼ With the asset category being attractive in these challenging times, there is a development boom in a number of markets. This high supply is likely to fuel competition and curb pricing power. New supply is likely to put pressure on vacancy level, which might increase to some extent in the upcoming quarters.
- ▼ Management noted that some tenants, concentrated in event planning and other industries have been significantly affected by the pandemic and are terminating in early 2021, which will cause a slight near-term drag on occupancy. As a result, average percent leased of its stabilized portfolio, including the impact of these tenants, might decline from the current near-record levels to 96.6-98.6%. Though rent collection trends are decent so far, rent relief/concessions and deferrals will likely remain an issue, specifically, for the company's tenants that have been hurt by the current economy amid the virus outbreak.
- ▼ Furthermore, recovery in the industrial market has continued for long and also growth of e-commerce sales is likely to stabilize to some extent in the upcoming quarters. Therefore, any robust performance is unlikely in the near term. With comparatively more modest demand, coupled with new supply, the pace of overall growth in rent will likely moderate in the upcoming period. Apart from this, industrial real estate fundamentals, though seems more resilient than other asset categories, is not immune. There is continued uncertainty across the globe and as such the pandemic's adverse impact on the economy might affect demand for space in the days to come.
- ▼ The company exited the fourth quarter with a 7.4 million-square-foot development pipeline aggregating \$1.1 billion in projected costs, which was 67% leased. Further, in March 2021, the company announced eight development starts' execution since the beginning of the current year, aggregating \$373 million. These projects, comprising both build-to-suit and speculative, are 58% pre-leased in the aggregate. Though Duke Realty's large development pipeline is encouraging for growth, it increases operational risks by exposing it to construction cost overruns and lease-up risks.

Rising supply in several markets is expected to intensify competition and curb pricing power. Stabilization of e-commerce sales growth and more modest demand remain concerns for rent increases.

Last Earnings Report

Duke Realty Meets Q4 FFO Estimates, Issues Solid '21 View

Duke Realty's fourth-quarter 2020 core FFO per share of 41 cents came in line with the Zacks Consensus Estimate. The figure also increased 7.9% from the year-ago tally of 38 cents.

Results reflect growth in rental rate, improved occupancy and leasing of new developments being placed into service.

Rental and related revenues of \$248.7 million climbed 14.4% on a year-over-year basis. The figure also surpassed the Zacks Consensus Estimate of \$241.1 million.

Rent collections remain strong, with the company collecting 99.9% of the fourth-quarter rents and 99.6% of January 2021 rents so far. It has collected or executed deferral agreements for 99.9% of all 2020 rents and collected all amounts due under rent deferral agreements through the end of 2020. Also, the mid-point of its 2021 guided range of \$1.65 calls for an increase of 8.6% year on year.

For 2020, the company reported core FFO per share of \$1.52, up 5.6% from the prior year's \$1.44 and in line with the Zacks Consensus Estimate. Total rental and related revenues of \$929.2 million went up 8.6% year on year.

Quarter in Detail

Duke Realty leased 9.7 million square feet of space during the December-end quarter, highlighting the second highest quarter ever. Tenant retention was 79.9% for the reported quarter and 84.8% after considering immediate backfills.

Moreover, the company registered same-property NOI growth of 3.3% year over year. This uptick was backed by increased occupancy and rental rate growth. Duke Realty reported overall cash and annualized net effective rent growth on new and renewal leases of 12.9% and 27.3%, respectively, during the fourth quarter.

As of Dec 31, 2020, the company's total portfolio, including properties under development, was 96.0% leased, up 40 basis points (bps) from the end of the previous quarter, and 170 bps from end of the prior-year quarter. Stabilized in-service portfolio was 98.1% leased as of Dec 31, 2020, up from 97.5% as of Sep 30, 2020 and 97.8% as of Dec 31, 2019.

Duke Realty exited 2020 with \$6.3 million of cash and cash equivalents, down from \$110.9 million as of Dec 31, 2019.

The company issued 1.7 million shares during the quarter, reaping \$66 million of net proceeds, under its ATM program at an average price of \$39.57 per share.

Portfolio Activity

During the October-December period, Duke Realty's building acquisitions totaled \$299 million, while building dispositions aggregated \$276 million.

In addition, \$420 million of development starts during the quarter included three new speculative projects in Southern California. The company exited the fourth quarter with a 7.4 million-square-foot development pipeline aggregating \$1.1 billion in projected costs, which was 67% leased.

2021 Guidance

Duke Realty has issued 2021 guidance for core FFO per share of \$1.62-\$1.68. At the mid-point of \$1.65, this projects an 8.6% increase year on year.

The company estimates same-property NOI growth, on a cash basis, of 3.6-4.4%. Per Duke Realty, this will likely be driven by continued rental rate growth, partly offset by a slight decline in occupancy level.

Management noted that some tenants, concentrated in event planning and other industries have been significantly affected by the pandemic and are terminating in early 2021, which will lead to a slight near-term drag on occupancy. As a result, average percent leased of its stabilized portfolio, including the impact of these tenants, might decline from the current near-record levels to 96.6-98.6%.

Property dispositions are projected at \$500-\$700 million, while property acquisitions are expected to be \$200-\$400 million, focused on in-fill coastal markets. Development starts for 2021 is projected at \$700-\$900 million.

Quarter Ending	12/2020
Report Date	Jan 27, 2021
Sales Surprise	3.14%
EPS Surprise	0.00%
Quarterly EPS	0.41
Annual EPS (TTM)	1.52

Recent News

Duke Realty Sees Solid Demand for Assets in Midwest Market - Apr 6, 2021

Duke Realty is witnessing solid demand for its well-located industrial real estates in the Minneapolis-St. Paul market from both its existing and new tenants. The company has achieved 736,525 square feet of new leases and renewals of its more than 5 million-square-foot portfolio in the Twin Cities metropolitan area over the last six months. This includes securing a lease deal with a manufacturer of COVID-19 RT-PCR testing kits, four lease renewals, as well as lease expansion with a national consumer products manufacturer.

Particularly, the new, long-term lease for 52,888 square feet of space at 10500 Arbor Lakes within the Arbor Lakes Business Park, has been secured with Sensiva Health LLC, a clinical testing, healthcare solutions company and maker of COVID-19 RT-PCR tests. With this the Arbor Lakes Business Park, which is a Duke Realty master-planned, four-building project, has achieved 100% occupancy.

The lease expansion is at Gateway South 2101 in Shakopee, MN, where a national manufacturer has expanded its footprint by 92,664 square feet within the facility, resulting in the facility achieving full occupancy.

Among the lease renewals are that of Ruan Transportation Management for 299,904 square feet at Gateway North 6701 as well as furniture manufacturer, Blu Dot's lease renewal for 266,264 square feet at Gateway North 6301 at the Gateway North Business Center, along the Highway 1010 corridor in Otsego.

The other lease renewals include Woody's 'Pet Food Deli' lease renewal for 13,583 square feet of space at 1245 Trapp Road within the Trapp Road Commerce Center, along highways 494 and 35E in Eagan, MN, as well as Holdahl Company's, which is in selling of cabinet and furniture making supplies, lease renewal for 11,222 square feet of space at 2015 Silver Bell Road in Eagan, MN, along the Sibley Memorial Highway.

Duke Realty Amends and Restates Revolving Credit Facility - Mar 29, 2021

Duke Realty announced the closing of refinancing of its revolving credit facility with sustainability-linked pricing incentive. The move has also helped the company lower its borrowing costs from the prior facility.

Particularly, the company's operating partnership has amended and restated its \$1.2-billion unsecured revolving credit facility. The facility will now mature in March 2025 and allows two six-month extensions. Further, it includes an uncommitted incremental facility that enables the facility to be enhanced by up to \$800 million.

The move has also helped the company lower its borrowing costs as borrowings under the amended and restated facility will bear interest at the annual rate of LIBOR plus 0.775% compared with a rate of LIBOR plus 0.875% under the previous facility. The interest rate is, however, subject to a pricing grid for changes in the company's credit rating. The credit facility also includes a feature of an incremental reduction in borrowing costs on achieving of certain sustainability linked metrics each year.

Duke Realty's Development Starts Reach \$373M YTD – Mar 16, 2021

Duke Realty announced eight development starts' execution since the beginning of the current year, aggregating \$373 million. These projects are in coastal Tier 1 markets, and in in-fill sites in other Tier 1 markets.

Encompassing a total of 3.7 million square feet, these new development starts are expected to get LEED certification. Moreover, beginning in early 2022, these projects are expected to contribute to earnings and realize substantial value creation, per management.

The company plans to source the funding for the projects, which are 58% pre-leased in the aggregate, from prior-announced estimations for 2021 asset dispositions that will be significantly accomplished in the first half of the current year.

With a robust pipeline of development, both build-to-suit and speculative, as well as an active pipeline of build-to-suit prospects, the industrial REIT is well poised to enhance its presence in Tier 1 markets. Notably, the company had guided for 2021 development starts at \$700-\$900 million.

Among the above-mentioned eight projects are a 1.2 million-square-foot build-to-suit project in the Chicago MSA for Wayfair, Inc.; a 655,000-square-foot build-to-suit project in the city of Chicago on an in-fill, rail-served site for a repeat customer in the home improvement and building supplies sector; and a 317,000-square-foot build-to-suit project for an A-rated, not-for-profit healthcare system in Atlanta, GA.

Given the strong demand for the industrial real estate category, the company also came up with a number of development starts on a speculative basis. These include a 300,000-square-foot speculative development in the Chicago MSA on a rail-served site, a 239,000-square-foot speculative project in Atlanta, and a three-building in-fill speculative project comprising 163,000 square feet in Southern California in the South Bay submarket.

The list also includes a 347,000-square-foot speculative development in the Northern California Central Valley submarket, and a 501,000 square foot speculative development in the Miami Medley submarket at the company's in-fill located Miami 27 Park.

Dividend Update

Concurrent with the fourth-quarter earnings release on Jan 27, Duke Realty announced a quarterly cash dividend on common stock of 25.50 cents per share. The dividend for the fourth quarter was paid out on Feb 26, to shareholders on record as of Feb 16, 2021.

Valuation

Duke Realty's shares have been up 26.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector have increased 19.7% and 47.5%, respectively.

The S&P 500 Index is up 48% over the trailing 12-month period.

The stock is currently trading at 26.13X forward 12-month FFO, which compares to 21.25X for the Zacks sub-industry, 17.21X for the Zacks sector and 23.28X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 27.34X and as low as 17.12X, with a 5-year median of 22.01X. Our neutral recommendation indicates that the stock will perform in line with the market. Our \$47 price target reflects 27.75X FFO.

The table below shows summary valuation data for DRE.

Valuation Multiples - DRE					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	26.13	21.25	17.21	23.28
	5-Year High	27.34	21.25	17.21	23.83
	5-Year Low	17.12	14.57	11.60	15.30
	5-Year Median	22.01	16.35	14.81	18.00
P/S F12M	Current	16.14	8.23	7.89	4.82
	5-Year High	16.6	8.23	7.89	4.82
	5-Year Low	9.37	5.45	5.03	3.21
	5-Year Median	12.69	6.36	6.16	3.71
P/B TTM	Current	3.16	2.52	3.19	7.08
	5-Year High	3.16	2.72	3.19	7.08
	5-Year Low	1.89	1.63	1.74	3.83
	5-Year Median	2.51	2.33	2.61	4.99

As of 04/15/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 20% (202 out of 254)



Top Peers

Company (Ticker)	Rec	Rank
EastGroup Properties, Inc. (EGP)	Neutral	3
First Industrial Realty Trust, Inc. (FR)	Neutral	3
Prologis, Inc. (PLD)	Neutral	2
PS Business Parks, Inc. (PSB)	Neutral	3
Rexford Industrial Realty, Inc. (REXR)	Neutral	3
Stag Industrial, Inc. (STAG)	Neutral	3
Terreno Realty Corporation (TRNO)	Neutral	2
Americold Realty Trust (COLD)	Underperform	4

The positions listed should not be deemed a recommendation to buy, hold or sell.

Industry Comparison Industry: Reit And Equity Trust - Other				Industry Peers		
	DRE	X Industry	S&P 500	EGP	FR	PLD
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	2
VGM Score	F	-	-	F	F	F
Market Cap	16.21 B	3.07 B	30.05 B	5.94 B	6.07 B	81.12 B
# of Analysts	5	4	12	8	7	9
Dividend Yield	2.35%	3.05%	1.29%	2.13%	2.30%	2.30%
Value Score	D	-	-	D	D	F
Cash/Price	0.00	0.04	0.06	0.00	0.03	0.01
EV/EBITDA	26.45	17.97	17.02	28.62	19.44	28.37
PEG F1	5.89	3.74	2.38	4.15	NA	3.86
P/B	3.08	1.45	4.02	4.62	3.12	2.24
P/CF	24.87	16.41	16.96	26.80	18.39	28.39
P/E F1	26.47	17.75	22.12	26.02	24.64	27.79
P/S TTM	16.32	7.14	3.42	16.38	13.55	18.28
Earnings Yield	3.85%	5.20%	4.46%	3.84%	4.06%	3.60%
Debt/Equity	0.65	0.88	0.66	1.03	0.82	0.46
Cash Flow (\$/share)	1.78	1.70	6.78	5.68	2.61	3.96
Growth Score	D	-	-	F	D	D
Historical EPS Growth (3-5 Years)	6.02%	0.87%	9.34%	7.84%	5.77%	9.56%
Projected EPS Growth (F1/F0)	9.87%	5.94%	15.70%	6.09%	3.73%	3.83%
Current Cash Flow Growth	-13.16%	-2.35%	0.61%	-0.74%	-8.65%	11.17%
Historical Cash Flow Growth (3-5 Years)	5.33%	10.49%	7.37%	13.15%	11.23%	11.23%
Current Ratio	1.31	1.51	1.39	0.00	1.88	0.52
Debt/Capital	39.27%	47.17%	41.26%	50.78%	45.02%	31.69%
Net Margin	30.20%	9.13%	10.59%	29.85%	43.74%	33.38%
Return on Equity	5.88%	2.56%	14.98%	8.79%	10.56%	4.06%
Sales/Assets	0.11	0.11	0.51	0.14	0.12	0.08
Projected Sales Growth (F1/F0)	9.01%	5.64%	7.41%	7.15%	3.36%	7.99%
Momentum Score	B	-	-	D	D	D
Daily Price Change	2.08%	0.97%	0.87%	2.50%	2.17%	2.46%
1-Week Price Change	0.58%	-0.21%	1.54%	0.70%	-0.59%	0.93%
4-Week Price Change	6.34%	0.79%	4.60%	6.19%	4.87%	10.04%
12-Week Price Change	10.62%	12.17%	10.58%	9.93%	13.73%	11.88%
52-Week Price Change	30.06%	39.59%	57.94%	43.89%	39.56%	27.39%
20-Day Average Volume (Shares)	1,857,469	602,290	1,960,937	167,347	914,641	2,718,452
EPS F1 Estimate 1-Week Change	0.30%	0.00%	0.00%	0.00%	0.00%	0.08%
EPS F1 Estimate 4-Week Change	0.30%	0.00%	0.04%	0.00%	0.00%	0.05%
EPS F1 Estimate 12-Week Change	1.87%	-1.00%	1.93%	1.35%	2.14%	3.08%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.44%

Source: Zacks Investment Research

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 maintain a 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	D
Growth Score	D
Momentum Score	B
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

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Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a medium-term price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock's closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the most recent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn't change frequently, dividend yield usually changes with a stock's price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock's weight in the index is proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every \$1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at \$35 and expected to earn \$3 per share in the current fiscal year (F1), would be 0.0857 ($3/35 = 0.0857$) or 8.57%. In other words, for \$1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow (\$/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every \$1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every \$1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated \$2.50 in sales for every \$1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is \$1.10 now versus \$1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from \$1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.