

## Globus Medical, Inc.(GMED)

**\$53.43** (As of 08/21/20)

Price Target (6-12 Months): **\$58.00**

Long Term: 6-12 Months

**Zacks Recommendation:** **Outperform**

(Since: 08/11/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**2-Buy**

Zacks Style Scores:

VGM:D

Value: C

Growth: F

Momentum: B

### Summary

Globus Medical exited the second quarter of 2020 with better-than-expected results despite pandemic-led business disruptions. Although, segmental sales were disappointing in the quarter, the company has seen visible trend improvement through the month of the quarter and continuing into July. The improvement in the company's U.S. revenues led by the U.S. spine business looks encouraging. The continued momentum of robotic technology and strong uptake of the company's HEDRON line of 3D printed inner body spacers buoy optimism. Globus Medical launched several products in its spine portfolio, which instills investors' confidence in the stock. Over the past three months, shares of Globus Medical have outperformed the industry. Yet, margin contractions are worrying. Stiff competition and foreign-exchange impacts are other worries.

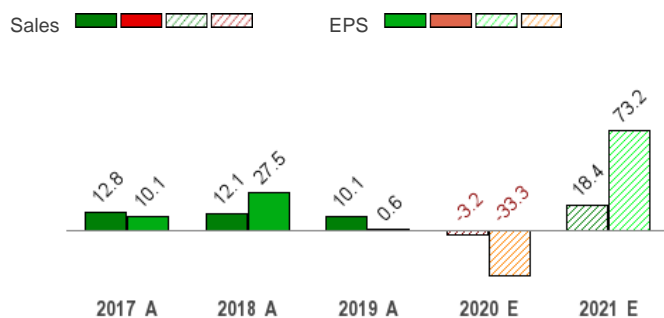
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	<b>\$60.15 - \$33.41</b>
20 Day Average Volume (sh)	<b>759,968</b>
Market Cap	<b>\$5.2 B</b>
YTD Price Change	<b>-9.3%</b>
Beta	<b>0.97</b>
Dividend / Div Yld	<b>\$0.00 / 0.0%</b>
Industry	<b><a href="#">Medical - Instruments</a></b>
Zacks Industry Rank	<b>Top 48% (120 out of 252)</b>

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



Last EPS Surprise	<b>163.6%</b>
Last Sales Surprise	<b>49.3%</b>
EPS F1 Est- 4 week change	<b>31.2%</b>
Expected Report Date	<b>NA</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>41.7</b>
P/E F1	<b>47.7</b>
PEG F1	<b>4.2</b>
P/S TTM	<b>7.0</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	212 E	224 E	227 E	245 E	900 E
2020	191 A	149 A	197 E	222 E	760 E
2019	183 A	195 A	196 A	212 A	785 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.44 E	\$0.49 E	\$0.48 E	\$0.55 E	\$1.94 E
2020	\$0.29 A	\$0.07 A	\$0.30 E	\$0.46 E	\$1.12 E
2019	\$0.36 A	\$0.41 A	\$0.43 A	\$0.49 A	\$1.68 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 08/21/2020. The reports text is as of 08/24/2020.

## Overview

Audubon, PA-based Globus Medical, Inc. is a medical device company that develops and commercializes healthcare solutions for patients with musculoskeletal disorders. The company currently has its sales operations distributed across 51 countries worldwide.

At present, Globus Medical has more than 200 products in the market. This extensive portfolio comprises advanced and differentiated technologies that are used to treat a variety of musculoskeletal conditions of the spine, extremities and pelvis.

The company has two major product categories:

**Musculoskeletal Solutions** (94.01% of 2019 Revenues; Up 10.9% from 2018)

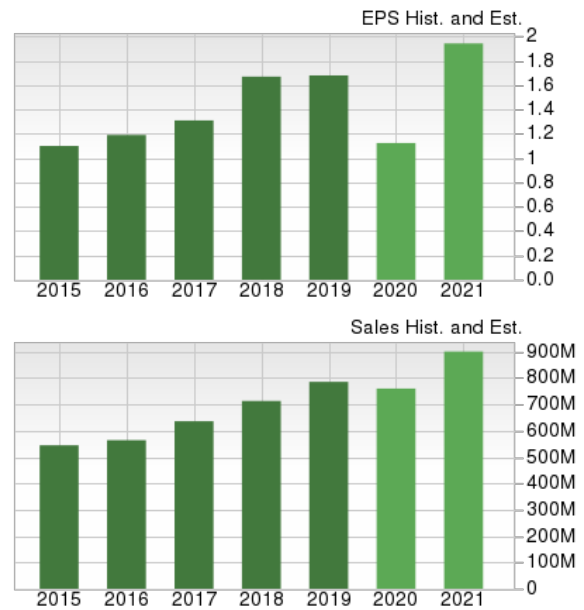
Musculoskeletal Solutions consist primarily of implantable devices, biologics, accessories, and unique surgical instruments, used in an expansive range of spinal, orthopedic and neurosurgical procedures.

The spine products address the vast majority of conditions affecting the spine including degenerative conditions, deformity, tumors and trauma.

The orthopedic trauma solutions are designed to treat a wide variety of orthopedic fracture patterns and patient anatomies in the upper and lower extremities as well as the hip.

**Enabling Technologies** (5.98%; Up 0.1%)

These are advanced computer-assisted intelligent systems, designed to enhance a surgeon's capabilities and streamline the complicated surgical procedures to be safer, less invasive, accurate and more reproducible to improve patient care and reduce radiation exposure for both patient and caregiver. The technology contains imaging, navigation and robotic (INR) assisted surgery solutions.



## Reasons To Buy:

- ▲ **Share Price Performance:** Over the past three months, shares of Globus Medical have outperformed the industry. The stock has gained 6.9% as compared to the 3.8% growth of the industry. Globus Medical exited the second quarter of 2020 with better-than-expected results despite pandemic-led business disruptions. Although, segmental sales were disappointing in the quarter, the company has seen visible trend improvement through the month of the quarter and continuing into July.

The improvement in the company's U.S. revenues led by the U.S. spine business looks encouraging. The continued momentum of robotic technology and strong uptake of the company's HEDRON line of 3D printed inner body spacers buoy optimism. We are upbeat about the company's stupendous investments in its R&D wing. Globus Medical launched several products in its spine portfolio, which instills investors' confidence in the stock.

Globus Medical continues to rein in surging demand for its Musculoskeletal Solutions products. Meanwhile, the company is expanding in the overseas markets through the expansion of direct and distributors sales force.

- ▲ **Prominent Trend Improvement in Q2:** The coronavirus pandemic has wreaked havoc on Globus Medical's business. The business bottomed in mid-April. However, since then there has been a visible rebound in the company's revenue trend that continued with a steady climb upward through the quarter. April revenue was down by roughly two-thirds. May improved dramatically with just 25% sales loss. June rebounded into double-digit growth compared to June of 2019. Growth in July accelerated into the mid-teens even as certain areas began restricting elective surgery again. This growth according to the company, came on a number of factors including new products launches, competitive recruiting and robotic pull through. The spine division launched six new products in 2020. The company has seen tremendous uptake in HEDRON line of 3D printed inner body spacers and its fourth generation expandable MIS TLIF device. Adoption has been so successful that Globus Medical is currently doubling its 3D manufacturing capacity which should come online in the fourth quarter.

- ▲ **Industry Prospects Impressive:** The world demography is growing and aging. This population is more prone to musculoskeletal degeneration, traumatic fractures and challenging complications. Per Transparency Market Research, with a substantial increase in the prevalence of musculoskeletal disorders across the world, the global musculoskeletal diseases market has been witnessing a tremendous rise in its size as well as valuation.

A report by Industry ARC states that the Global Musculoskeletal Diseases market will witness a CAGR of almost 5.5% and post a modest revenue of \$79.4 billion by 2023. Needless to add, these trends are expected to generate higher demand for Globus Medical's core products.

- ▲ **Steady Pace of Product Development:** In line with the company's business strategy to focus on its integrated product development, Globus Medical is consistently making efforts to innovate plus research and develop. Per the company, its team-oriented approach, active surgeon input and demonstrated capabilities position it to maintain a rapid rate of product launches.

The company recorded robust demand for various products in the HEDRON line of 3D printed interbody spacers. The HEDRON is the most comprehensive portfolio of 3D printed spacers in the industry. Further, the company launched SABLE, which is the fourth-generation expandable MIS TLIF interbody spacer. It witnessed strong demand and favorable feedback from customers.

It is on track with the development of several enhancements to imaging, navigation and robotic (INR) portfolio of the Enabling Technologies business, including a cranial robotic application and an imaging system. Despite some delays in INR development efforts due to COVID-19, the company witnessed significant progress in the commercialization of various systems. Further, the company is planning to submit the imaging system for the FDA's approval in the third quarter of 2020.

- ▲ **International Business Holds Potential:** Globus Medical's international revenues currently account for 17.5% of the company's total sales. Although international revenues were hurt by the pandemic, the business holds long-term potential and is expected to rebound post the crisis. Further, the company expects to not face the continuing challenges in the year-over-year comps internationally, which resulted from the placement of large distributor orders in the first half of last year.

- ▲ **Spine Arm Grows Domestically:** Globus Medical's U.S. Spine business accelerated considerably in the first quarter, showing a continued growth trend over the past few quarters. The company launched six new Spine products in the first half of 2020.

The company has seen tremendous uptake in HEDRON line of 3D printed inner body spacers and its fourth generation expandable MIS TLIF device. Adoption has been so successful that Globus Medical is currently doubling its 3D manufacturing capacity which should come online in the fourth quarter. Further, the company is anticipating the FDA's clearance for the cranial module for ExcelsiusGPS in the third quarter of 2020.

- ▲ **Strong Liquidity, Solvency and Capital Structure:** Globus Medical is well capitalized having exited the second quarter of 2020 with cash and cash equivalents, and short-term marketable securities of \$317 million compared with \$277 million at the end of the first quarter of 2020. The company finished the quarter with no debt on its balance sheet.

During the second quarter of 2020, the company spent \$30.8 million to repurchase its Class A common shares in connection with the previously authorized and announced share repurchase program. It currently has \$95.3 million remaining on its original \$200 million authorization. Overall, Globus Medical has spent \$104.7 million year-to-date on repurchases. The company will fund the share repurchases with its operating cash flows and excess cash.

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## Risks

- **Pricing Pressure Persists:** The musculoskeletal devices industry is characterized intensifying competitive pricing pressure. Pricing continues to remain a major headwind for Globus Medical. Throughout 2019 and till the second quarter of 2020, the company's top-line growth was partially dampened by continued pricing pressure. We remain concerned about the pricing scenario as it will be affected by cost containment efforts by governmental healthcare, local hospitals and health systems.
  - **Escalating Expenses, a Downside:** Globus Medical has been facing serious cost and expense pressure over the past few quarters. Gross profit in the reported quarter dropped 34.7% year over year. Gross margin contracted a huge 1139 basis points (bps) to 65.9% on a 15.1% rise in cost of goods sold. Selling, general and administrative expenses in the reported quarter were down 9.5% from the year-ago quarter. Research and development expenses, however, rose 150.6%. Operating loss in the reported quarter was \$21.2 million against operating income of \$46.4 million year over year.
  - **Competitive Landscape:** The presence of a large number of players made the musculoskeletal devices market intensely competitive. The orthopedic industry in particular is highly competitive with the presence of larger players like Zimmer Biomet, Stryker, Johnson & Johnson's DePuy, Smith & Nephew and Medtronic. Globus Medical needs to constantly introduce or acquire new products to withstand the competitive pressure and maintain its market share.
  - **Lower Demand for Healthcare Products:** Globus Medical is persistently challenged by soft demand for health care products. Additionally, weak reimbursements for medical products and services may impose a downward pressure on the prices of the company's products, longer sales cycles and the slower adoption of new technologies, which will ultimately impact the top line.
  - **Exposure to Currency Movement:** Globus Medical records 18% of its sales from the international market. A significant portion of the company's foreign revenues and expenses is generated in Japan, the Euro zone, the United Kingdom, Switzerland and Australia. This makes it highly vulnerable to currency fluctuations.
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## Last Earnings Report

### Globus Medical Beats on Q2 Earnings and Revenues

Globus Medical reported second-quarter 2020 adjusted earnings per share (EPS) of 7 cents, which compared favorably with the Zacks Consensus Estimate of a loss of 11 cents. However, the metric declined 13.9% from the year-ago figure.

Adjusted EPS excludes certain non-recurring expenses like amortization of intangibles and acquisition-related costs.

Without the adjustments, the company registered GAAP loss per share of 21 cents per share, reflecting a decline from the year-ago quarter's EPS of 38 cents.

Quarter Ending **06/2020**

Report Date	Aug 05, 2020
Sales Surprise	49.27%
EPS Surprise	163.64%
Quarterly EPS	0.07
Annual EPS (TTM)	1.28

### Revenues

Second-quarter 2020 worldwide sales totaled \$148.9 million, down 23.4% (down 23.3% at constant exchange rate or CER) year over year. The reported figure, however, surpassed the Zacks Consensus Estimate by 49.3%.

### Quarterly Details

Sales generated in the United States during the quarter under review declined 21.8% year over year due to adverse impacts of the coronavirus pandemic. The pandemic-led impacts on sales were most pronounced in the earlier part of the quarter. However, as the quarter progressed, overall sales improved sequentially from the last reported quarter, led by the U.S. spine business. The company also noted that robotic technology maintained its momentum, which enabled the company to enter into several agreements in June and July.

International sales declined 31.2% from the year-earlier quarter (down 30.5% at CER). The primary reason for the plunge is pandemic-led business disruptions.

Musculoskeletal Solutions products generated revenues of \$143.5 million, down 21.4% year over year. Enabling Technologies product revenues of \$5.4 million in the quarter reflect a 54.7% plunge from the prior-year figure.

### Margin

Gross profit in the reported quarter dropped 34.7% year over year to \$98.3 million. Gross margin contracted a huge 1139 basis points (bps) to 65.9% on a 15.1% rise in cost of goods sold to \$50.6 million.

Selling, general and administrative expenses in the reported quarter were \$80.02 million, down 9.5% from the year-ago quarter. Research and development expenses, however, rose 150.6% to \$39.5 million.

Operating loss in the reported quarter was \$21.2 million against operating income of \$46.4 million year over year.

### Cash Position

Globus Medical exited the second quarter with cash and cash equivalents, and short-term marketable securities of \$316.7 million compared with \$276.9 million at the end of the first quarter.

Notably, the company remains debt free.

Cumulative net cash provided by operating activities at the end of the second quarter was \$65.4 million compared with the year-ago \$61.8 million.

### 2020 Guidance

Globus Medical is currently unable to predict the extent or duration of the pandemic's impact on its financial and operating results. Accordingly, the company has not provided any financial guidance.

## Valuation

Globus Medical shares are down 8.8% in the year-to-date period and up 6.6% in the trailing 12-month periods. Stocks in the Zacks sub-industry and Zacks Medical sector are up 17.7% and up 1.3% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 23.1% and up 9.5%, respectively.

The S&P 500 index is up 5.1% in the year-to-date period and up 17.7% in the past year.

The stock is currently trading at 32.7X Forward 12-months earnings, which compares to 38.5X for the Zacks sub-industry, 22.3X for the Zacks sector and 22.9X for the S&P 500 index.

Over the past five years, the stock has traded as high as 45.2X and as low as 16.2X, with a 5-year median 24.4X. Our Outperform recommendation indicates that the stock will perform ahead of the market. Our \$58 price target reflects 35.2X forward 12-months earnings.

The table below shows summary valuation data for GMED

Valuation Multiples - GMED					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	32.31	38.39	22.27	22.85
	5-Year High	45.23	41.71	23.21	22.85
	5-Year Low	16.2	23.21	15.89	15.25
	5-Year Median	24.38	28.06	18.97	17.58
P/S F12M	Current	6.14	4.44	2.8	3.71
	5-Year High	7.79	4.44	3.42	3.71
	5-Year Low	3.17	2.52	2.23	2.53
	5-Year Median	5.24	3.09	2.89	3.05
P/B TTM	Current	3.91	4.85	3.84	4.59
	5-Year High	5.43	4.86	5.07	4.59
	5-Year Low	2.44	2.54	2.94	2.83
	5-Year Median	3.52	3.45	4.29	3.75

As of 08/21/2020

## Industry Analysis Zacks Industry Rank: Top 48% (120 out of 252)



## Top Peers

Company (Ticker)	Rec	Rank
OPKO Health, Inc. (OPK)	Outperform	2
JohnsonJohnson (JNJ)	Neutral	3
NuVasive, Inc. (NUVA)	Neutral	3
ORTHOFIX MEDICAL INC. (OFIX)	Neutral	3
Stryker Corporation (SYK)	Neutral	3
Zimmer Biomet Holdings, Inc. (ZBH)	Neutral	3
Medtronic PLC (MDT)	Underperform	3
SmithNephew SNATS, Inc. (SNN)	Underperform	4

Industry Comparison Industry: Medical - Instruments				Industry Peers		
	GMED	X Industry	S&P 500	NUVA	OFIX	ZBH
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	3
VGM Score	D	-	-	C	B	D
Market Cap	5.22 B	147.27 M	23.62 B	2.69 B	587.76 M	28.19 B
# of Analysts	7	2	14	10	1	14
Dividend Yield	0.00%	0.00%	1.65%	0.00%	0.00%	0.71%
Value Score	C	-	-	B	B	C
Cash/Price	0.06	0.12	0.07	0.34	0.27	0.03
EV/EBITDA	20.31	-1.63	13.29	9.68	346.37	15.95
PEG Ratio	4.24	4.23	3.03	5.55	NA	4.21
Price/Book (P/B)	3.91	4.03	3.11	3.01	1.70	2.42
Price/Cash Flow (P/CF)	23.92	23.08	12.69	9.53	10.16	10.36
P/E (F1)	48.29	47.52	21.51	56.16	NA	28.91
Price/Sales (P/S)	6.99	4.35	2.43	2.53	1.42	4.01
Earnings Yield	2.10%	-3.92%	4.46%	1.79%	-1.61%	3.46%
Debt/Equity	0.00	0.13	0.76	1.01	0.36	0.67
Cash Flow (\$/share)	2.23	-0.13	6.93	5.51	2.99	13.14
Growth Score	F	-	-	D	B	F
Hist. EPS Growth (3-5 yrs)	9.41%	10.12%	10.44%	12.99%	6.25%	-0.29%
Proj. EPS Growth (F1/F0)	-33.08%	7.56%	-5.53%	-62.15%	-133.33%	-40.15%
Curr. Cash Flow Growth	4.81%	5.04%	5.20%	7.60%	-0.14%	-24.63%
Hist. Cash Flow Growth (3-5 yrs)	13.08%	10.65%	8.52%	19.11%	9.20%	13.79%
Current Ratio	6.57	2.94	1.33	1.84	3.83	2.18
Debt/Capital	0.00%	18.18%	44.50%	50.32%	26.20%	39.99%
Net Margin	11.90%	-25.57%	10.13%	-0.36%	-5.22%	0.52%
Return on Equity	9.58%	-17.25%	14.67%	8.33%	2.47%	10.07%
Sales/Assets	0.50	0.53	0.51	0.50	0.80	0.29
Proj. Sales Growth (F1/F0)	-3.23%	0.00%	-1.54%	-12.55%	-18.80%	-14.77%
Momentum Score	B	-	-	C	C	A
Daily Price Chg	-0.47%	-0.34%	-0.15%	0.06%	-2.59%	-0.47%
1 Week Price Chg	-3.62%	-0.09%	1.09%	-1.06%	-3.72%	-1.48%
4 Week Price Chg	9.85%	-1.77%	1.64%	-9.34%	-4.76%	2.55%
12 Week Price Chg	-3.38%	1.22%	6.72%	-14.48%	-12.24%	6.38%
52 Week Price Chg	4.15%	1.50%	1.00%	-19.61%	-43.24%	-0.69%
20 Day Average Volume	759,968	252,469	1,873,576	848,852	105,425	1,065,777
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	31.17%	5.06%	1.79%	30.95%	-28.95%	24.20%
(F1) EPS Est 12 week change	31.24%	4.63%	3.35%	30.87%	-28.95%	16.87%
(Q1) EPS Est Mthly Chg	38.71%	5.74%	0.42%	30.04%	-42.86%	16.10%

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## 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.

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### 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	B
VGM Score	D

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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