

## Louisiana-Pacific (LPX)

**\$20.00** (As of 04/30/20)

Price Target (6-12 Months): **\$18.00**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 04/13/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**4-Sell**

Zacks Style Scores:

VGM:C

Value: C

Growth: C

Momentum: A

### Summary

Louisiana-Pacific's shares have underperformed the industry year to date. Earnings estimates for 2020 have moved south in the past 30 days, depicting analysts' concern over its bottom-line growth potential. The downside is likely to continue as it reported lower-than-expected fourth-quarter results in 2019. Lower Oriented Strand Board ("OSB") prices and reduced commodity OSB shipments across all North America segments (down 29%) negatively impacted the quarterly results. Lower sales, and higher costs and expenses dented the adjusted earnings by more than 73% year over year during the quarter. Yet, its better-than-expected SmartSide Strand revenue growth, the long-term adjusted EBITDA projection, 7% increase in quarterly cash dividend and authorization of a new \$200-million share repurchase program are encouraging.

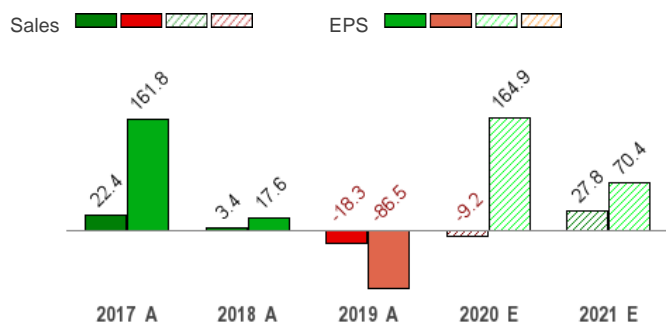
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$34.35 - \$12.97
20 Day Average Volume (sh)	1,536,827
Market Cap	\$2.4 B
YTD Price Change	-28.8%
Beta	1.73
Dividend / Div Yld	\$0.58 / 2.7%
Industry	<a href="#">Building Products - Wood</a>
Zacks Industry Rank	Bottom 9% (230 out of 253)

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



Last EPS Surprise	-50.0%
Last Sales Surprise	-2.7%
EPS F1 Est- 4 week change	-21.2%
Expected Report Date	05/05/2020
Earnings ESP	-13.3%

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					2,679 E
2020	607 E	483 E	454 E	553 E	2,097 E
2019	582 A	588 A	603 A	537 A	2,310 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021					\$1.67 E
2020	\$0.30 E	-\$0.10 E	-\$0.24 E	\$0.14 E	\$0.98 E
2019	\$0.13 A	\$0.11 A	\$0.08 A	\$0.05 A	\$0.37 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

**Louisiana-Pacific Corporation** is a leading manufacturer of sustainable, quality engineered wood building materials, structural framing products as well as exterior siding for use in residential, industrial and light commercial construction. Currently, the company operates 20 moderns, strategically located facilities in the United States and Canada, two facilities in Chile and one facility in Brazil. It also operates facilities through a joint venture. The company's products are used primarily in new home construction, repair as well as remodeling and outdoor structures.

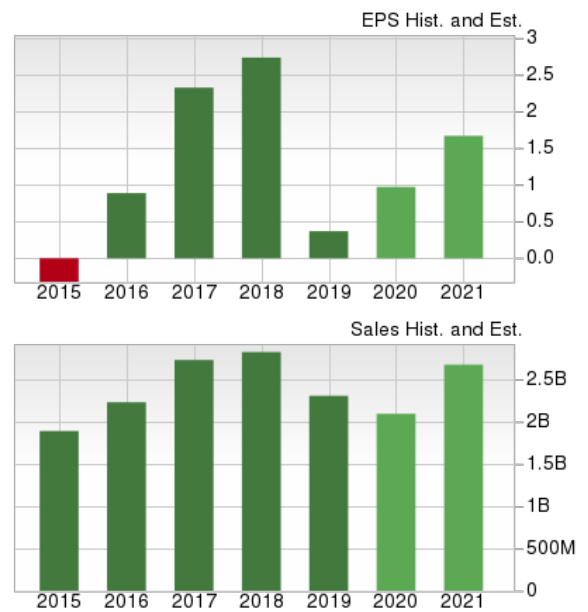
The company has four reportable segments — Siding (contributing 42% of 2019 net sales), North America Oriented Strand Board or OSB (34%), Engineered Wood Products or EWP (17%) and South America (7%). Notably, revenues from Other sources and Inter-segment sales accounted for 1% of its total net sales.

**Siding** segment consists of LP SmartSide trim and siding, LP CanExel prefinished siding, as well as LP Outdoor Building Solutions innovative products for premium outdoor buildings.

**OSB** segment manufactures and distributes OSB structural panel products including LP OSB, LP TechShield radiant barrier, LP TopNotch sub-flooring, LP Legac super tough, moisture-resistant sub-flooring and LP FlameBlock fire-rated sheathing.

**EWP** segment comprises LP SolidStart I-Joist (IJ), Laminated Veneer Lumber (LVL) and Laminated Strand Lumber (LSL) and other related products.

**South America** segment manufactures and distributes OSB and siding products in South America and certain export markets.



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## Reasons To Sell:

- ▼ **Higher Expenses:** Higher costs and expenses have been a concern for all wood industry players. Wood fiber is the primary raw material used by Louisiana-Pacific, while the primary source of wood fiber is timber. The cost of different varieties of wood fiber is subject to volatility owing to governmental, economic or industry conditions. The imposition of tariff on imported lumber raises concern.

Along with wood fiber, the company uses a significant quantity of various resins in the manufacturing processes. Resin product costs are influenced by changes in the prices or availability of raw materials used to produce resins, primarily petroleum products as well as demand for and availability of resin products.

Apart from wood fiber costs, increased marketing investments associated with accelerating repair and remodel channel penetration, along with new product introductions have been denting its performance over the last few quarters. Selling, general and administrative expenses were 10% up in 2019 due to increased investments in sales and marketing to drive siding growth.

- ▼ **Product Concentrated Around OSB Segment:** The company has a high degree of product concentration in OSB. OSB accounted for about 66%, 54%, 54% and 51% of its North American sales in 2019, 2018, 2017 and 2016 respectively. Louisiana-Pacific expects OSB sales to continue to account for a substantial portion of its revenues and profits in the future. Increased concentration around one segment makes the company susceptible to commodity pricing and price volatility.

Since 2018, pricing pressure under OSB segment has been impacting the overall operating results of the company. The headwind continued in 2019 as well. In 2019, its adjusted earnings declined more than 73% from the year-ago level due to lower OSB pricing across North American operations, and higher costs and expenses. In fact, the segment's adjusted EBITDA was just \$10 million compared with \$425 million reported a year ago. The decreases are primarily related to \$407 million of reduction in OSB prices and a 17% decrease in commodity shipments. The effect is expected to continue in near future as well. Particularly in the third quarter of 2019, average selling price for OSB (lowest in the past four years) was down 35% and volume declined 14% year over year.

Importantly, management has removed all commodity OSB production from its Siding mills and reduced production at the Peace Valley facility in British Columbia.

- ▼ **Dependence on Housing Market:** Demand for the company's products has a strong relationship to the level of new home construction activity in North America, which historically has been characterized by significant cyclical. The housing industry is cyclical and is affected by consumer confidence levels, prevailing economic conditions and interest rates. The federal government's actions related to economic stimulus, taxation and borrowing limits can affect consumer confidence and spending levels, which in turn can hurt the economy and the housing market.

Although strong economy and labor market strength provide the basis for solid demand, interest/mortgage rates' influence on the homebuilding industry is undeniable and uncertain. Meanwhile, high mortgage rates dilute the demand for new homes as mortgage loans become expensive. This lower purchasing power of the buyers and hurts volumes, revenues and profits of homebuilders. In that case, the demand for Louisiana-Pacific's products will likely get affected.

Total housing starts in 2019 were up only 3% year over year, with single-family starts rising just 1%. The company believes that nearly 40% of SmartSide revenues are based on single-family housing.

Higher expenses associated with repair and remodel channel penetration and product introduction along with increased raw material costs mar prospects

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## Risks

- **Business Transformation & Efficient Cost-Reduction Strategy:** Louisiana-Pacific is gradually transforming from a commodity producer to a more stable cash-generative business, by increasing revenues and EBITDA mix. The company remains focused on improving business by growing the Siding unit and simultaneously reducing cost. The company has been mainly focusing on three areas - increasing the efficiency of mills by improving productivity, run time and quality through OEE initiatives; applying best practices to its supply chain including procurement, logistics and working capital across \$1.1 billion of addressable spend; and optimizing infrastructure costs.

In a bid to reduce costs, Louisiana-Pacific lowered the cost structure of its facilities through Lean Six Sigma efforts, the sale or shutdown of underperforming mills and manufacturing facilities as well as investments in technology. The Lean Six Sigma efforts continue to produce excellent returns from cost-saving and efficiency projects. The company resorts to a strategy of curtailing production at selected facilities to meet customer demand and optimize portfolio as well as margins.

- **Enhancing Shareholders' Return:** Louisiana-Pacific has been consistently enhancing shareholders' return through share repurchases and dividends. In February 2019, the company announced a new \$600-million share repurchase authorization, with the first \$400 million to be purchased through an accelerated stock repurchase program. Again, during the fourth-quarter 2019 results discussion, it announced authorization of a \$200-million share repurchase program. It also announced a 7% hike in quarterly dividend to 14.5 cents per share.

The company has committed to return over time to its shareholders at least 50% of cash flow from operations in excess of capital expenditures in order to sustain core business, as well as grow Siding and value-added OSB. In 2019, the company completed \$600 million accelerated share repurchase and paid \$65 million as dividends.

- **Focus on Siding Business Bodes Well:** The company has been making efforts to increase penetration of Siding products in repair/remodel and roll out SmartSide products. The company remains committed to grow strand Siding revenues in 2020 and beyond. Notably, the Siding unit, which is no longer producing OSB, generated 2% higher revenues during 2019. In fact, SmartSide Strand revenues grew 10% during the year. The company expects EBITDA margin in the Siding segment to be at least 20% in the long term, backed by strength of the Siding segment. Also, it intends to continue investment in selling and marketing of said business in 2019 and beyond.
- **Strategic Investments:** Louisiana-Pacific's business banks on acquisitions, business combinations and divestures of low-profitable businesses. On Oct 8, 2019, the company acquired the prefinishing assets at a Granite City, Ill., prefinish facility, which was owned by BlueLinX.

Again, on Jun 3, 2019, Louisiana-Pacific acquired a Green Bay, WI-based prefinished siding company, Prefinished Staining Product Incorporated ("PSP"). These buyouts enabled the company to boost the Siding business and transform itself into a leading building solution provider. The acquisitions allowed it to utilize PSP's existing facilities, capability and expertise to enter the market, and drive growth of the Siding business as well as LP SmartSide brand.

In addition to this, on Sep 30, 2018, the company invested in a joint venture with Resolute Forest Products. Louisiana-Pacific is an exclusive distributor of the I-joists produced and the venture will jointly operate I-Joist facilities in Quebec. Again, in May 2018, it made an investment of \$45 million in Entekra. Entekra's off-site framing solutions helped it boost market demand and productivity for builders, reduce waste and improve quality of the construction process.

The partnership combines Entekra's established engineering and automated framing proficiency with Louisiana-Pacific's market access to regional and national builders. Also, the partnership helps Louisiana-Pacific to leverage large-scale manufacturing capabilities and capital deployment necessary to scale the business.

Meanwhile, on Feb 27, 2020, it announced a deal with Maibec to divest LP's East River facility, located in Nova Scotia, Canada. Maibec will also take charge of the assets and brand rights of CanExel — the fiber-based siding product manufactured in the East River facility. Post the divestiture, LP's Siding business will focus exclusively on meeting higher customer demand for its strand-based siding products.

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## Last Earnings Report

### Louisiana-Pacific Q4 Earnings Lag, SmartSide Revenues Up

Louisiana-Pacific Corporation reported lower-than-expected results in fourth-quarter 2019. Also, the company's announcement of a 7% increase in quarterly cash dividend to 14.5 cents per share and authorization of a new \$200-million share repurchase program are expected to have added to the positives.

The company reported adjusted earnings of 5 cents per share, which lagged the Zacks Consensus Estimate of 10 cents by 50% and declined a whopping 73.4% from the year-ago period. The downside can be attributed to lower sales, and higher costs and expenses.

Net sales totaled \$537 million, missing the consensus estimate of \$552 million by 2.7% and declining from the year-ago figure of \$589 million by 8.8%. Lower Oriented Strand Board ("OSB") prices and reduced commodity OSB shipments across all North America segments (down 29%) negatively impacted its performance. However, these headwinds were partially offset by SmartSide Strand revenue growth of 11%.

Quarter Ending **12/2019**

Report Date	Feb 11, 2020
Sales Surprise	-2.72%
EPS Surprise	-50.00%
Quarterly EPS	0.05
Annual EPS (TTM)	0.37

### Segmental Analysis

**Siding:** The segment's sales of \$230 million during the quarter were up 8% from the prior-year figure of \$213 million. Adjusted EBITDA also increased 23.5% from the prior-year quarter to \$42 million. The upside was backed by strong SmartSide Strand.

**OSB:** Sales in the segment declined 32.5% year over year to \$172 million. The company's adjusted EBITDA also deteriorated significantly to \$6 million from \$34 million reported a year ago. Increase in the Structural Solutions mix was more than offset by lower OSB pricing and shipments.

**Engineered Wood Products or EWP:** Segment's sales grew 16.3% year over year to \$93 million. The upside was backed by the temporary shutdown of its North Carolina facility in 2018 owing to damage caused by hurricane. Adjusted EBITDA also increased year over year to \$3 million, primarily due to an increase in joint venture earnings and operational efficiency.

**South America:** Sales of \$38 million decreased 2.6% year over year due to pricing pressure from increased competition in export markets in South America and Asia, partially offset by higher Chilean shipments. Adjusted EBITDA of \$8 million was on par with the year-ago quarter.

### Operating Highlights

Gross margin declined nearly 300 basis points (bps) year over year to 13%. Selling, general and administrative expenses — as a percentage of revenues — increased 110 bps.

Adjusted EBITDA from continuing operations was \$49 million in the quarter, down 25% from the prior-year figure of \$65 million. Adjusted EBITDA margin also contracted nearly 200 bps to 9.1%.

### Financials

As of Dec 31, 2019, Louisiana-Pacific had cash and cash equivalents of \$181 million compared with \$878 million at the end of 2018. Long-term debt (excluding current portion) of \$348 million slightly increased from the 2018-end level of \$347 million.

At the end of 2019, net cash provided by operations was \$159 million compared with \$511 million in the comparable year-ago period.

### 2019 Highlights

In 2019, Louisiana-Pacific reported adjusted earnings of 37 cents per share, missing the consensus mark of 42 cents and declining 86.5% from the 2018 level of \$2.75. Net sales of \$2.31 billion also declined 18.3% year over year and slightly missed analysts' expectation of \$2.33 billion. Adjusted EBITDA also declined 68.3% from a year ago.

## Recent News

### Louisiana-Pacific Amends Guidance in Response to Coronavirus - Mar 30, 2020

Louisiana-Pacific Corporation or LP provided an update on its operations, capital expenditures and balance sheet. Also, the company updated its guidance for long-term and 2020, due to uncertainties surrounding the impact of Coronavirus or COVID-19, governmental responses as well as subsequent economic recovery.

#### Tweaks Long-Term and 2020 Guidance

For 2020, LP reduced capital expenditures by 50% to \$70 million, suspends SmartSide strand revenue growth guidance and expects no share repurchases.

For long-term (through 2021), it reaffirms SmartSide strand revenue growth rate of 10-12%; adjusted EBITDA margins for Siding business of at least 20%; \$165 million target for growth and efficiency gains; 50% target of OSB volume from Structural Solutions; and capital allocation strategy.

#### Updates on Operations Due to Economic Slowdown

Due to lower short-term demand for oriented strand board (OSB), LP reduced production by at least 100 million square feet (MMSF) in April. This reduction of almost a third of total OSB capacity is done through a combination of curtailments and reduced schedules.

In siding segment, the company has sufficient finished goods inventory on hand (built for second-quarter 2020). For April, it intends to reduce production by roughly 50 MMSF with minimal disruption to customers.

Apart from production curtailments, LP reduced 2020 capital expenditure plans by 50% to roughly \$70 million for 2020, coming to an average of \$15 million per quarter (from second to fourth quarter). Also, it is closely examining all discretionary spending to deal with the future expenses.

As of Mar 27, LP had a global cash balance of more than \$480 million, a net-debt to book-capital ratio of 18% and no debt maturities before 2024. Moreover, the company believes that it is well-positioned to manage through a variety of down-side scenarios, including substantially lower revenue throughout 2020 and beyond.

## Valuation

Louisiana-Pacific's shares are down 28.8% in the year-to-date period and 14.7% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Construction sector are down 20% and 18% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 8.5% and 6.3%, respectively.

The S&P 500 index is down 8.8% in the year-to-date period but up 0.2% in the past year.

The stock is currently trading at 17.55X forward 12-month earnings, which compares to 40.27X for the Zacks sub-industry, 16.51X for the Zacks sector and 20.81X for the S&P 500 index.

Over the past five years, the stock has traded as high as 74.64X and as low as 7.98X, with a 5-year median of 14.92X. Our Underperform recommendation indicates that the stock will perform worst than the market. Our \$18 price target reflects 15X forward 12-month earnings.

The table below shows summary valuation data for LPX

Valuation Multiples - LPX					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.55	40.27	16.51	20.81
	5-Year High	74.64	40.27	17.94	20.81
	5-Year Low	7.98	17.17	10.76	15.19
	5-Year Median	14.92	24.07	15.88	17.44
P/S F12M	Current	1.04	2.66	1.7	3.3
	5-Year High	1.71	3.18	2.12	3.44
	5-Year Low	0.59	1.4	1.17	2.54
	5-Year Median	1.2	2.66	1.6	3.01
EV/EBITDA TTM	Current	16.81	16.96	16.8	10.76
	5-Year High	104	23.01	21.2	12.87
	5-Year Low	3.05	9.95	12.49	8.27
	5-Year Median	9.59	15.55	17.97	10.78

As of 04/29/2020

## Industry Analysis Zacks Industry Rank: Bottom 9% (230 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Armstrong Flooring, Inc. (AFI)	Neutral	3
Floor & Decor Holdings, Inc. (FND)	Neutral	3
Norbord Inc. (OSB)	Neutral	4
Potlatch Corporation (PCH)	Neutral	3
Rayonier Inc. (RYN)	Neutral	3
Universal Forest Products, Inc. (UFPI)	Neutral	4
Weyerhaeuser Company (WY)	Neutral	4
JELD-WEN Holding, Inc. (JELD)	Underperform	5

Industry Comparison Industry: Building Products - Wood				Industry Peers		
	LPX	X Industry	S&P 500	BXC	FND	OSB
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	3	3	4
VGM Score	C	-	-	A	F	C
Market Cap	2.37 B	1.88 B	20.82 B	60.04 M	4.34 B	1.37 B
# of Analysts	4	3	14	1	12	3
Dividend Yield	2.74%	0.88%	2.07%	0.00%	0.00%	3.57%
Value Score	C	-	-	A	D	B
Cash/Price	0.09	0.03	0.06	0.30	0.01	0.02
EV/EBITDA	23.59	18.13	12.12	11.98	22.75	18.53
PEG Ratio	4.08	3.33	2.51	NA	2.12	NA
Price/Book (P/B)	2.51	2.04	2.74	NA	5.68	1.95
Price/Cash Flow (P/CF)	14.78	13.24	11.23	3.35	22.33	12.92
P/E (F1)	20.41	31.28	19.26	NA	51.53	NA
Price/Sales (P/S)	1.03	1.58	2.16	0.02	2.12	0.79
Earnings Yield	4.64%	1.39%	5.03%	-24.34%	1.94%	-0.83%
Debt/Equity	0.39	0.61	0.72	-26.72	1.29	1.03
Cash Flow (\$/share)	1.43	1.90	7.01	1.92	1.92	1.30
Growth Score	C	-	-	A	C	D
Hist. EPS Growth (3-5 yrs)	13.59%	7.41%	10.88%	NA	NA	-29.20%
Proj. EPS Growth (F1/F0)	163.51%	-24.39%	-6.94%	-24.80%	-27.83%	61.26%
Curr. Cash Flow Growth	-67.52%	-27.92%	5.92%	-284.67%	30.45%	-80.52%
Hist. Cash Flow Growth (3-5 yrs)	32.59%	18.17%	8.55%	92.45%	48.52%	18.17%
Current Ratio	2.54	1.78	1.23	3.38	1.27	1.78
Debt/Capital	28.45%	38.76%	43.90%	NA	56.35%	50.74%
Net Margin	-0.22%	1.62%	11.15%	-0.67%	7.36%	-2.43%
Return on Equity	3.79%	3.79%	16.47%	NA	17.33%	-4.06%
Sales/Assets	1.15	1.03	0.54	2.50	0.98	0.87
Proj. Sales Growth (F1/F0)	-9.22%	-5.25%	-1.52%	0.72%	-0.86%	-9.39%
Momentum Score	A	-	-	D	F	C
Daily Price Chg	8.69%	6.09%	2.91%	7.73%	7.73%	9.16%
1 Week Price Chg	0.63%	0.00%	-1.74%	-10.23%	-1.52%	4.90%
4 Week Price Chg	40.09%	39.25%	21.33%	55.96%	50.97%	56.66%
12 Week Price Chg	-33.44%	-20.50%	-16.28%	-51.95%	-17.35%	-45.65%
52 Week Price Chg	-14.69%	-16.07%	-7.57%	-74.37%	-10.13%	-33.45%
20 Day Average Volume	1,536,827	406,839	2,658,107	208,821	1,676,086	282,339
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	-10.67%	0.00%
(F1) EPS Est 4 week change	-21.21%	-37.56%	-6.32%	-290.00%	-37.56%	-110.72%
(F1) EPS Est 12 week change	-44.13%	-53.70%	-12.93%	-224.80%	-38.06%	-106.12%
(Q1) EPS Est Mthly Chg	0.00%	-47.46%	-11.84%	-92.11%	-82.16%	-114.35%



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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	C
Momentum Score	A
VGM Score	C

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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