

# **Medtronic plc (MDT)**

\$100.67 (As of 02/28/20)

Price Target (6-12 Months): \$106.00

| Long Term: 6-12 Months           | Zacks Recor         | Neutral   |             |  |
|----------------------------------|---------------------|-----------|-------------|--|
|                                  | (Since: 11/15/18)   |           |             |  |
| Prior Recommendation: Outperform |                     |           |             |  |
| Short Term: 1-3 Months           | Zacks Rank:         | (1-5)     | 2-Buy       |  |
|                                  | Zacks Style Scores: |           | VGM:B       |  |
|                                  | Value: C            | Growth: C | Momentum: C |  |

## **Summary**

Medtronic exited the third quarter of fiscal 2020 on a mixed note, with earnings beating the consensus mark but revenues missing the same. In the reported quarter, all major business groups at Medtronic saw solid top-line growth at CER. In the third quarter of fiscal 2020, within RTG, strong sales at Specialty and Brain Therapies more than offset slower growth in Pain Therapies. Within CVG, despite the ongoing challenges, the company registered 1.8% growth at CER. The MITG arm demonstrated sturdy growth on strength across all businesses. The 2020 EPS guidance also looks promising. Medtronic has been outperforming the industry it belongs to over the past one year. On the flip side, escalating costs and expenses have been persistently building pressure on margins. Unfavorable currency movement also deterred growth in the quarter.

## **Data Overview**

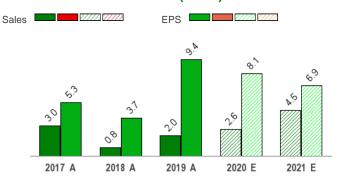
| 52 Week High-Low           | \$122.15 - \$82.77      |
|----------------------------|-------------------------|
| 20 Day Average Volume (sh) | 5,253,249               |
| Market Cap                 | \$134.9 B               |
| YTD Price Change           | -11.3%                  |
| Beta                       | 0.60                    |
| Dividend / Div Yld         | \$2.16 / 2.1%           |
| Industry                   | Medical - Products      |
| Zacks Industry Rank        | Top 26% (66 out of 254) |

| Last EPS Surprise         | 4.4%  |
|---------------------------|-------|
| Last Sales Surprise       | -1.2% |
| EPS F1 Est- 4 week change | 0.6%  |
| Expected Report Date      | NA    |
| Earnings ESP              | -0.0% |
|                           |       |
| P/E TTM                   | 18.1  |
| P/E F1                    | 17.9  |
| PEG F1                    | 2.5   |
| P/S TTM                   | 4.3   |

## Price, Consensus & Surprise



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



## Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual*  |
|------|---------|---------|---------|---------|----------|
| 2021 | 7,796 E | 7,991 E | 8,072 E | 8,789 E | 32,747 E |
| 2020 | 7,493 A | 7,706 A | 7,717 A | 8,422 E | 31,341 E |
| 2019 | 7,384 A | 7,481 A | 7,546 A | 8,146 A | 30,557 A |

## **EPS Estimates**

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 | \$1.37 E | \$1.42 E | \$1.49 E | \$1.73 E | \$6.03 E |
| 2020 | \$1.26 A | \$1.31 A | \$1.44 A | \$1.62 E | \$5.64 E |
| 2019 | \$1.17 A | \$1.22 A | \$1.29 A | \$1.54 A | \$5.22 A |

<sup>\*</sup>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 02/28/2020. The reports text is as of 03/02/2020.

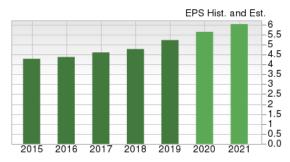
#### Overview

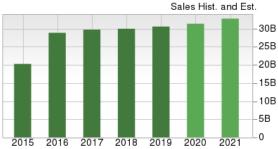
In 2015, Medtronic, Inc. (the legacy NYSE-listed parent company, incorporated in Minnesota) acquired Ireland-based Covidien plc for cash-and-stock of \$49.9 billion. The acquisition resulted in the formation of a new holding company incorporated in Ireland – Medtronic plc (the new Irish tax resident, NYSE-listed parent company holding both the legacy Medtronic and Covidien).

The combined business currently operates in 4 major groups, viz. Cardiac & Vascular Group (CVG) (37.7% of total revenues in fiscal 2019; up 2.9% from 2018 at CER), Minimally Invasive Therapies Group (MITG) (27.7%; up 5.8%), Restorative Therapies Group (RTG) (26.8%; up 6.6%) and Diabetes Group (7.8%; up 13.4%).

The company's largest business CVG, following the acquisition of Covidien, has emerged as a market dominant particularly banking on its Cardiac Rhythm & Heart Failure business that captures worldwide market share of more than 26%.

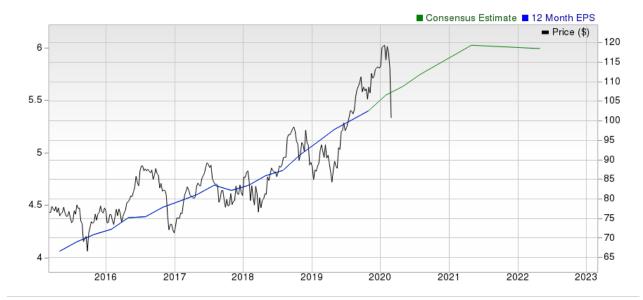
Apart from Cardiac Rhythm & Heart Failure, CVG comprises Coronary & Structural Heart, and Aortic & Peripheral Vascular divisions. MITG was formed following the completion of the Covidien acquisition and includes both the Surgical Solutions division and the Patient Monitoring & Recovery division, formerly referred to as Medical Care Solutions by Covidien prior to the takeover.





RTG includes the Spine, Neuromodulation, Surgical Technologies, and Neurovascular segments while the Diabetes Group includes the Intensive Insulin Management, Non-Intensive Diabetes Therapies, and Diabetes Services & Solutions divisions.

Notably, the legacy Medtronic used to derive revenues from 2 broad groups - Cardiac and Vascular Group and Restorative Therapies Group.



## **Reasons To Buy:**

▲ Price Movement: Over the past one year, Medtronic has been observed to outperform the industry it belongs to. As per the last share price movement, the stock has grown 11.4% against the industry's 4.9% fall. All major business groups saw solid top-line growth at CER, which highlighted sustainability across groups and regions, in addition to displaying successful achievement of synergy targets. Within RTG, strong sales at Specialty and Brain therapies more than offset slower growth in Pain therapies. Neurosurgery business posted double-digit growth at all three of the company's offerings — Robotics, Navigation and Imaging.

Within CVG, despite the ongoing challenges, the company saw 1.8% growth at CER. On visible signs of overcoming these headwinds, we expect a rebound in this trend any time soon. Meanwhile, multiple product lines within Pacing and TAVR showed strength in the quarter. The MITG arm demonstrated sturdy growth in the reported quarter on strength in Surgical Innovations (SI) and the Respiratory, Gastrointestinal & Renal (RGR) divisions.

All major business groups are contributing to consistent revenue growth at CER, which highlightes sustainability across groups and regions,

Within Diabetes group, International business registered solid mid-teen growth on continued adoption of MiniMed 670G in overseas markets. The company has been witnessing strong enrollment in its Next Tech Pathway program, which enables purchasers of the MiniMed 670G to upgrade for free to its next-generation pump. In addition, the company witnessed double-digit growth in CGM and other consumables in the reported quarter. In fiscal 2020, Medtronic expects to launch its MiniMed 780G (its advanced hybrid closed-loop system with bluetooth connectivity)

▲ Enterprise Excellence Plan Looks Promising: Medtronic has recently launched a restructuring initiative called Enterprise Excellence plan aimed at \$3 billion of annual growth run rate savings by the end of fiscal 2022. According to the company, this new program has been designed to increase its effectiveness and enabled reinvestment for growth along with driving continued margin expansion and EPS leverage.

Through the fiscal third quarter, the company continued benefiting from the expansion of the Enterprise Excellence program. According to the company, it is confident about delivering the estimated 40 basis points of full year underlying operating margin expansion which is likely to mitigate the impact of unfavorable pricing and product mix.

▲ Heart Failure Business Flourishes: Despite a decline in the heart failure business revenues during the fiscal third quarter, the company's exclusive Micra leadless pacemaker and AZURE family of conventional pacemakers led to high single-digit growth in the pacing business during the quarter. The company also announced the regulatory approval for Micra AV in the reported quarter and is optimistic about its prospects in the fiscal fourth quarter.

Beyond Micra, the company's global pacemaker share is benefiting from unique feature differentiation in conventional pacemakers, including the Reactive ATP feature that resulted in differential reimbursement in Japan. This apart, Medtronic is registering robust growth in Infection Control, AF Solutions and Mechanical Circulatory Support businesses.

The company expects its U.S. TAVR business to improve on hopes that the market will focus on the hemodynamic benefits of its Evolut PRO+ platform and the launch of its Confida sheath. Outside the United States, the company's TAVR business grew modestly in the third quarter.

- ▲ Signs of Stability in Cardiac Rhythm & Heart Failure (CRHF) market: Over more than a year, Medtronic is observing a consistently and gradually stabilizing trend in the global CRHF market. During the fiscal third quarter, CRHF sales registered 0 .3% year over year growth at CER. The upside was driven by low single-digit growth in Arrhythmia Management, which was again led by high single-digit growth in pacemakers on consistent adoption of the company's Micra transcatheter pacing system as well as strong growth in AF Solutions, all at CER.
- ▲ Foray into TMVR market: The transcatheter mitral valve replacement (TMVR) technology has bright prospects all over the world. Mitral valve regurgitation, a heart valve disorder characterized by backflow of blood, affects approximately 7 million people in the U.S. and they represent almost 2% of the nation's population. Alarmingly, most of the U.S. citizens suffering from heart valve-related disorders are afflicted by this. According to Grand View Research, the CAGR for transcatheter aortic valve replacement (TAVR) market will surge 22.6% from 2017 to more than \$6 billion in 2025. Since the TMVR patient population is almost four times that of TAVR, the TMVR market is undoubtedly more lucrative.
- ▲ Mazor Robotics Strengthens Robotics Spine Surgery Business: In a bid to grow in the field of robotics spine surgery, Medtronic acquired Mazor Robotics, an Israel-based robotic surgical guidance systems company for a deal-value of \$1.64 billion. The buyout has combined Medtronic's market-leading spine implants, navigation and intra-operative imaging technology with the acquired company's robotic-assisted surgery (RAS) systems. Following the completion of the transaction, Medtronic launched the Mazor X Stealth Edition robotics guidance platform in January 2019, and has already received positive feedback for this capability. At the end of fiscal 2019, Medtronic's share in spine robotic market increased to more than 70%. During the third quarter, the Neurosurgery segment of the company witnessed double-digit growth on strength in the Mazor Robotics acquisition.
- ▲ Focus on Emerging Markets to Add Value: Despite severe macroeconomic pressure, Medtronic saw emerging market growth of 14% in the fiscal third quarter. Sales from emerging markets represented 17% of the company's revenue this quarter. Businesses in China grew 14%, Southeast Asia and Eastern Europe 16%, South Asia 13%, and Middle East, Africa and Latin America rose 125%.

Medtronic is currently executing well its strategy of emerging market diversification leading to consistent delivery of double-digit growth every quarter, overcoming economic cycles over the years in the different countries. Despite the looming impact of coronavirus outbreak in China that may dent emerging market revenues in the upcoming quarter, overall, Medtronic remains confident and enthusiastic about its long-term outlook for emerging markets. According to the company, its differentiated strategies of public and private partnerships and optimizing the distribution channel are paying-off and making a real difference in emerging markets around the world.

▲ Prudent Use of Cash: Cumulative cash flow from operating activities at the end of the third quarter was \$2.4 billion, up 51% from the year-ago quarter. Free cash flow at the end of the third quarter was \$2.1 billion, up 21% from year-ago period.

Going by the long-term capital deployment policy, Medtronic earlier expected to generate \$25 billion in free cash flow over the next five years (\$17 billion generated in the past five years) and will strive to return 50% to shareholders through dividends and share repurchases. Year-to-date, till the end of fiscal third quarter, the company returned \$2.8 billion or 57% of the cash it generated, resulting in a total shareholder payout of 51% on adjusted net earnings.

## **Reasons To Sell:**

- ▼ Challenges within CVG and Diabetes Dent Growth: Fiscal third-quarter CVG revenues fell short of expectations owing to a decline in customer purchasing. The CVG segment lagged expectations due to the below-market growth rate of the company's U.S. TAVR business. In the Diabetes group, the U.S. business declined low double-digits owing to competitive challenges.
- ▼ Exposure to Currency Movement: With Medtronic recording a significant portion of its sales from the international market, it remains highly exposed to currency fluctuations. Unfavorable currency movements have been a major dampener over the last few quarters, as in the case of other important MedTech players too. Fiscal fourth-quarter revenues are expected to get adversely impacted by currency translation of 8-14 cents. Currency volatility is expected to have a 7-cent adverse impact on the full-year adjusted EPS compared with a negative impact of 10 cents mentioned earlier.
- Headwinds like unfavorable currency movement and global economic uncertainties continue to adversely affect Medtronic. Also, several legal and regulatory issues are intimidating in the short term.
- ▼ Regulatory Issues Hampering Growth: In May 2015, the U.S. Food and Drug Administration (FDA) filed a consent decree against Medtronic, the company's CEO Omar Ishrak and neuromodulation divisional head, Thomas M. Tefft. The consent decree was based on Medtronic repeatedly failing to correct certain violations related to the manufacture of Synchromed II Implantable Infusion Pump Systems a device used to treat primary or metastatic cancer, chronic pain and severe spasticity. These violations determined on grounds of quality control and manufacturing were arrived at during 2006–2013, in the course of five FDA inspections at Medtronic's Minnesota plant. Subsequently, three warning letters were issued in this regard. The consent decree now requires Medtronic to halt the manufacturing, designing and distribution of new Synchromed II Implantable Infusion Pump Systems barring certain cases (when a physician decides that the Synchromed II Implantable Infusion Pump System is medically necessary for treatment). Although Medtronic is currently working on improving the quality, the consent decree will remain in effect till the FDA is convinced that Medtronic has met all the provisions listed therein.
- ▼ Competitive Landscape: The presence of a large number of players has made the medical devices market highly competitive. Medtronic earns the majority of revenues from CRDM, Spinal and Cardio Vascular segments. The company faces intense competition in the CRDM segment from players such as Boston Scientific Corporation, and St. Jude Medical. Players such as Johnson & Johnson, Stryker Corporation, Zimmer and NuVasive have intensified competition particularly in the Spinal segment.
  - Economic Uncertainty: Macroeconomic conditions in many of the developed countries have led to reduction in healthcare budgets and increased pressure on utilization. This leads to fewer procedures, a trend that is expected to continue in the near future and affect revenue growth at the company.

## **Last Earnings Report**

#### Medtronic Q3 Earnings Top Estimates, Revenues Miss

Medtronic plc has reported third-quarter fiscal 2020 adjusted earnings per share of \$1.44, beating the Zacks Consensus Estimate by 4.3%. Adjusted earnings also rose 11.6% year over year.

Without certain one-time adjustments — including restructuring, amortization expenses and certain litigation charges — GAAP earnings was \$1.42, reflecting a 51.1% rise from the year-ago reported figure.

| 01/2020      |
|--------------|
| Feb 18, 2020 |
| -1.17%       |
| 4.35%        |
| 1.44         |
| 5.55         |
|              |

#### **Total Revenues**

Worldwide revenues in the reported quarter grossed \$7.71 billion, up 2.6% on an organic basis (excluding the impacts of currency and significant acquisitions, including Titan Spine) and up 2.3% on a reported basis. The top line missed the Zacks Consensus Estimate by a marginal 1.2%. Revenues at constant exchange rate or CER improved 2.9% in the quarter, considering adjustments for a \$46-million negative impact of foreign currency.

In the quarter under review, U.S. sales (52% of total revenues) inched up 0.5% year over year on a reported basis to \$4.02 billion. While non-U.S. developed market revenues summed \$2.38 billion (31% of total revenues), depicting a 0.4% improvement on a reported basis (up 1.5% at CER). Again, emerging market revenues (17% of total revenues) amounted to \$1.32 billion, up 12% on a reported basis (up 13.6% at CER).

#### **Segment Details**

The company currently generates revenues from four major segments, namely Cardiac and Vascular Group ("CVG"), Minimally Invasive Therapies Group ("MITG"), Restorative Therapies Group ("RTG"), and Diabetes Group.

CVG comprises Cardiac Rhythm & Heart Failure ("CRHF"), Coronary & Structural Heart ("CSH"), and Aortic & Peripheral Vascular divisions ("APV"). MITG includes Surgical Innovations ("SI"), and Respiratory, Gastrointestinal & Renal ("RGR") divisions. RTG consists of Spine, Brain Therapies, Specialty Therapies and Pain Therapies segments, while Diabetes Group incorporates Intensive Insulin Management ("IIM"), Non-Intensive Diabetes Therapies ("NDT") and Diabetes Service & Solutions ("DSS") divisions.

In the fiscal third quarter, CVG revenues improved 1.8% at CER (up 1.2% on a reported basis) to \$2.82 billion, driven by mid-single-digit growth in CSH and low-single-digit growth in APV, offset by flat results in CRHF, all at CER.

CRHF sales totaled \$1.39 billion, up 0.3% year over year at CER (down 0.3% on a reported basis). Low-single-digit growth in Arrhythmia Management was led by high-single-digit growth in Pacemakers on the consistent adoption of the company's Micra transcatheter pacing system as well as strong growth in AF Solutions, all at CER.

CSH revenues were up 4.6% at CER (up 3.8% as reported) to \$948 million, driven bymid-teens constant currency growth in TAVR. However, growth was partially offset by mid-single-digit decline year over year in drug-eluting stents sales in the quarter.

APV revenues were up 1.1% at CER (up 0.4% on a reported basis) to \$478 million. Mid-single-digit growth in Aortic was offset by a high-single-digit decline in Peripheral.

In MITG, worldwide sales totaled \$2.18 billion, marking a 3.2% year-over-year increase at CER (up 2.4% on a reported basis), banking on mid-single-digit growth in SI and low-single-digit growth in RGR.

In RTG, worldwide revenues of \$2.11 billion were up 3.6% year over year on an organic basis (up 4.2% as reported) on high-single-digit growth in Brain Therapies, mid-single-digit growth in Specialty Therapies and flat results in Spine, offset by a low-single-digit fall in Pain Therapies.

Moreover, revenues at the Diabetes group increased 0.8% at CER (remained unchanged on a year-over-year basis) to \$610 million.

#### Margins

Gross margin in the reported quarter contracted 108 basis points (bps) to 68.9% on 5.9% rise in the cost of revenues to \$2.40 billion. Adjusted operating margin contracted 20 bps year over year to 27.9%. Meanwhile, selling, general and administrative expenses fell 0.3% to \$2.58 billion, while research and development expenses moved up 2.1% to \$573 million.

## 2020 Guidance

The company issued fiscal fourth-quarter adjusted earnings guidance of \$1.62-\$1.64 on organic revenue growth expectation of 4.5%. The Zacks Consensus Estimate for earnings is pegged at \$1.64, while that for revenues is pegged at \$8.50 billion.

Fiscal fourth-quarter revenues are expected to get adversely impacted by currency translation of 8-14 cents.

Fiscal 2020 adjusted earnings view has been raised to \$5.63-\$5.65 (up from \$5.57-\$5.63 mentioned earlier). Currency volatility is expected to have a 7-cent adverse impact on the full-year adjusted earnings compared with a negative impact of 10 cents mentioned earlier. The Zacks Consensus Estimate for the same is pegged at \$5.60.

## **Recent News**

On **Feb 24, 2020**, Medtronic announced the conclusion of the International Conference on Advanced Technologies & Treatments for Diabetes (ATTD 2020), which took place in Madrid, Spain, from February 19 - 22, 2020. The company's Diabetes Group presented scientific data focusing on the company's offerings like the Advanced hybrid closed loop system, extended wear infusion set technology, MiniMed 670G system's real-world data in Europe and Professional CGM (proCGM).

On Feb 13, 2020, Medtronic announced the acquisition of Digital Surgery, a privately-held pioneer in surgical artificial intelligence (AI), data and analytics, and digital education and training.

On Jan 23, 2020, Medtronic Launched Efficio Software to help clinicians efficiently manage Targeted Drug Delivery Therapy with SynchroMed II.

On Jan 21, 2020, Medtronic attained FDA nod for Micra AV to treat AV block.

## **Valuation**

Medtronic shares are down 11.3% in the year-to-date period and up 11.4% in the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Medical sector are down 9.2% and down 8.1% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 4.9% and down 6.5%, respectively.

The S&P 500 index is down 7.9% in the year-to-date period and up 7.2% in the past year.

The stock is currently trading at 16.9X Forward 12-months earnings, which compares to 22.3X for the Zacks sub-industry, 18.9X for the Zacks sector and 16.9X for the S&P 500 index.

Over the past five years, the stock has traded as high as 20.5X and as low as 14.2X, with a 5-year median 16.9X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$106 price target reflects 17.8x forward 12-months earnings.

The table below shows summary valuation data for MDT.

| Valuation Multiples - MDT |               |       |              |        |         |
|---------------------------|---------------|-------|--------------|--------|---------|
|                           |               | Stock | Sub-Industry | Sector | S&P 500 |
|                           | Current       | 16.88 | 22.27        | 18.98  | 16.87   |
| P/E F12M                  | 5-Year High   | 20.48 | 25.36        | 21.09  | 19.34   |
|                           | 5-Year Low    | 14.16 | 17.01        | 15.82  | 15.18   |
|                           | 5-Year Median | 16.85 | 19.58        | 18.87  | 17.44   |
|                           | Current       | 4.15  | 3.59         | 2.57   | 3.12    |
| P/S F12M                  | 5-Year High   | 4.97  | 3.99         | 3.84   | 3.43    |
|                           | 5-Year Low    | 3.10  | 2.88         | 2.45   | 2.54    |
|                           | 5-Year Median | 3.77  | 3.22         | 2.97   | 3.01    |
|                           | Current       | 2.60  | 2.85         | 4.21   | 3.96    |
| P/B TTM                   | 5-Year High   | 5.57  | 4.30         | 5.05   | 4.54    |
|                           | 5-Year Low    | 1.73  | 2.21         | 3.44   | 2.85    |
|                           | 5-Year Median | 2.28  | 2.78         | 4.32   | 3.62    |

As of 02/28/2020

## Industry Analysis Zacks Industry Rank: Top 26% (66 out of 254)

#### ■ Industry Price Price 120 Industry -90 -80

## **Top Peers**

| DaVita Inc. (DVA)                   | Outperform   |
|-------------------------------------|--------------|
| Abbott Laboratories (ABT)           | Neutral      |
| Baxter International Inc. (BAX)     | Neutral      |
| Boston Scientific Corporation (BSX) |              |
| The Cooper Companies, Inc. (COO)    | Neutral      |
| Intuitive Surgical, Inc. (ISRG)     | Neutral      |
| Stryker Corporation (SYK)           | Neutral      |
| ABIOMED, Inc. (ABMD)                | Underperform |

| Industry Comparison Industry: Medical - Products |             |            |           | Industry Peers |             |            |
|--|-------------|------------|-----------|----------------|-------------|------------|
|  | MDT Neutral | X Industry | S&P 500   | ABT Neutral    | BSX Neutral | COO Neutra |
| VGM Score  | В           | -          | -         | В              | С           | В          |
| Market Cap                                       | 134.94 B    | 299.70 M   | 21.48 B   | 135.84 B       | 52.20 B     | 15.96 E    |
| # of Analysts                                    | 14          | 2          | 13        | 10             | 11          | 11         |
| Dividend Yield                                   | 2.15%       | 0.00%      | 2.07%     | 1.87%          | 0.00%       | 0.02%      |
| Value Score                                      | С           | -          | -         | С              | D           | С          |
| Cash/Price                                       | 0.08        | 0.08       | 0.04      | 0.03           | 0.00        | 0.0        |
| EV/EBITDA  | 15.92       | 0.25       | 12.57     | 21.14          | 23.35       | 20.74      |
| PEG Ratio  | 2.50        | 2.75       | 1.84      | 2.03           | 2.11        | 2.36       |
| Price/Book (P/B)                                 | 2.60        | 3.65       | 2.88      | 4.34           | 3.76        | 4.43       |
| Price/Cash Flow (P/CF)                           | 13.85       | 18.12      | 11.58     | 15.44          | 15.56       | 17.9       |
| P/E (F1)   | 17.85       | 25.30      | 16.87     | 21.41          | 21.21       | 25.36      |
| Price/Sales (P/S)                                | 4.34        | 4.80       | 2.34      | 4.26           | 4.86        | 6.0        |
| Earnings Yield                                   | 5.60%       | -0.27%     | 5.91%     | 4.67%          | 4.71%       | 3.94%      |
| Debt/Equity                                      | 0.48        | 0.06       | 0.70      | 0.53           | 0.62        | 0.3        |
| Cash Flow (\$/share)                             | 7.27        | -0.00      | 6.94      | 4.99           | 2.40        | 18.13      |
| Growth Score                                     | С           | -          | -         | В              | С           | В          |
| Hist. EPS Growth (3-5 yrs)                       | 6.24%       | 11.68%     | 10.85%    | 8.90%          | 14.77%      | 13.68%     |
| Proj. EPS Growth (F1/F0)                         | 7.95%       | 10.34%     | 6.79%     | 11.05%         | 11.56%      | 3.63%      |
| Curr. Cash Flow Growth                           | 6.26%       | 5.43%      | 5.92%     | 4.54%          | 12.08%      | 6.09%      |
| Hist. Cash Flow Growth (3-5 yrs)                 | 15.58%      | 9.59%      | 8.38%     | 11.45%         | 7.44%       | 12.65%     |
| Current Ratio                                    | 2.75        | 2.65       | 1.23      | 1.44           | 0.97        | 1.0        |
| Debt/Capital                                     | 32.25%      | 14.28%     | 42.53%    | 34.74%         | 38.24%      | 25.81%     |
| Net Margin                                       | 17.11%      | -9.44%     | 11.57%    | 11.56%         | 43.78%      | 17.59%     |
| Return on Equity                                 | 14.76%      | -6.13%     | 16.80%    | 18.39%         | 21.15%      | 17.38%     |
| Sales/Assets                                     | 0.34        | 0.61       | 0.54      | 0.47           | 0.41        | 0.43       |
| Proj. Sales Growth (F1/F0)                       | 2.57%       | 9.66%      | 4.07%     | 5.54%          | 11.18%      | 5.43%      |
| Momentum Score                                   | C           | -          | •         | A              | В           | C          |
| Daily Price Chg                                  | -0.31%      | -0.56%     | -1.44%    | -2.73%         | -1.40%      | -1.13%     |
| 1 Week Price Chg                                 | -3.45%      | 0.00%      | -0.94%    | -2.46%         | 0.73%       | 0.67%      |
| 4 Week Price Chg                                 | -14.79%     | -8.17%     | -10.98%   | -13.60%        | -13.87%     | -8.16%     |
| 12 Week Price Chg                                | -10.28%     | -4.61%     | -7.84%    | -9.63%         | -13.57%     | 3.74%      |
| 52 Week Price Chg                                | 11.24%      | -9.43%     | 1.20%     | -0.76%         | -6.80%      | 13.49%     |
| 20 Day Average Volume                            | 5,253,249   | 158,641    | 2,169,477 | 4,567,731      | 8,076,359   | 224,01     |
| (F1) EPS Est 1 week change                       | 0.00%       | 0.00%      | 0.00%     | 0.00%          | 0.00%       | 0.00%      |
| (F1) EPS Est 4 week change                       | 0.63%       | 0.00%      | -0.09%    | 0.00%          | -1.72%      | -0.03%     |
| (F1) EPS Est 12 week change                      | 0.63%       | 0.00%      | -0.24%    | -0.42%         | -1.67%      | -2.329     |
| Q1) EPS Est Mthly Chg                            | -1.18%      | 0.00%      | -0.72%    | 0.13%          | -4.90%      | -0.03%     |

## **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    | С |
|----------------|---|
| Growth Score   | C |
| Momentum Score | C |
| VGM Score      | В |

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

#### **Disclosures**

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.