

Realty Income Corp. (O)

\$62.46 (As of 02/15/21)

Price Target (6-12 Months): **\$66.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 01/03/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: F

Summary

Realty Income closed a common stock offering of 12,075,000 shares, raising net proceeds of \$669.6 million. The company intends to use proceeds to fund property buyouts in its acquisition pipeline. Such strategic buyouts will add to the company's scale. Also, with its top industries selling essential goods, and a strong balance-sheet position, Realty Income seems well poised to sail through the current turbulence. However, the company's tenants from theater and health and fitness segments have been adversely impacted by the government-mandated closures and the social-distancing wave. Given the current health crisis, higher e-commerce adoption, store closures and bankruptcies, the choppiness in the retail real estate market will likely prevail in the near term. Its shares have underperformed the industry over the past year.

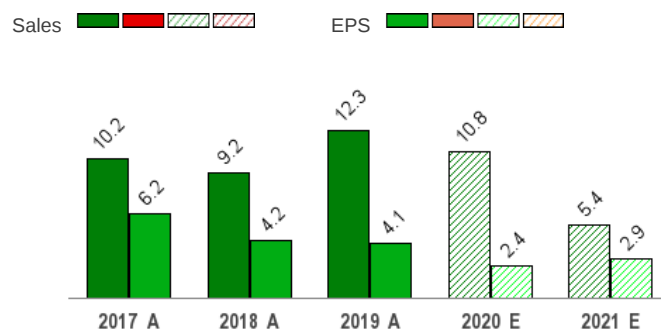
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$84.92 - \$38.00
20-Day Average Volume (Shares)	2,591,408
Market Cap	\$23.3 B
Year-To-Date Price Change	0.5%
Beta	0.71
Dividend / Dividend Yield	\$2.81 / 4.5%
Industry	REIT and Equity Trust - Retail
Zacks Industry Rank	Bottom 20% (203 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-3.6%
Last Sales Surprise	-0.9%
EPS F1 Estimate 4-Week Change	-0.1%
Expected Report Date	02/22/2021
Earnings ESP	0.0%
P/E TTM	18.3
P/E F1	17.9
PEG F1	4.0
P/S TTM	14.3

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	422 E	428 E	435 E	442 E	1,743 E
2020	414 A	415 A	405 A	418 E	1,653 E
2019	354 A	365 A	374 A	398 A	1,492 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.86 E	\$0.87 E	\$0.88 E	\$0.89 E	\$3.50 E
2020	\$0.88 A	\$0.86 A	\$0.81 A	\$0.84 E	\$3.40 E
2019	\$0.82 A	\$0.82 A	\$0.83 A	\$0.86 A	\$3.32 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 02/15/2021. The report's text and the analyst-provided price target are as of 02/16/2021.

Overview

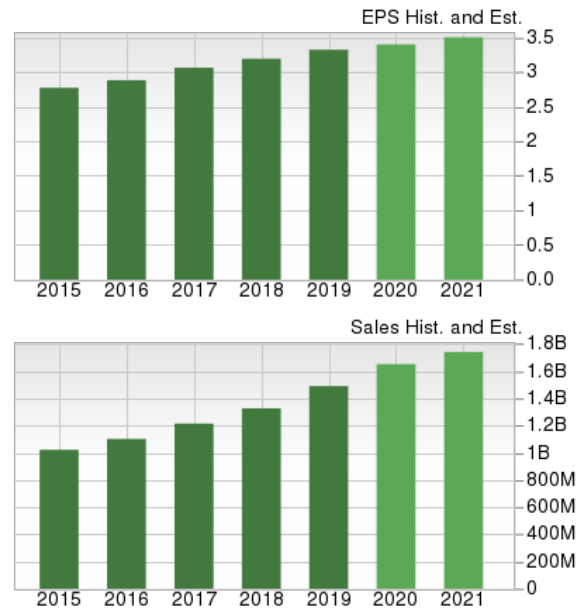
Realty Income, founded in 1969 and headquartered in San Diego, CA, is engaged in the acquisition and management of freestanding commercial properties which reap rental revenue under long-term net lease agreements. This S&P 500 Index member is structured as a real estate investment trust, or REIT, and has earned its reputation of "The Monthly Dividend Company" for being a payer of dividends on a monthly basis.

As of Sep 30, 2020, Realty Income's portfolio comprised 6,588 properties, aggregating 108.5 million leasable square feet and located across 49 states in the United States, Puerto Rico and the U.K. These properties are leased to roughly 600 tenants, belonging to 51 separate industries. As of the same date, Realty Income's retail properties generated 84.6% of rental revenues, while industrial properties contributed 10.4%. In addition, office assets reaped 3.3% of rental revenues and the remaining 1.7% was produced by agricultural assets.

In May 2019, Realty Income announced closing the £429-million sale-leaseback transaction with Sainsbury's. Particularly, the move, which marks the company's first international real estate acquisition, involved gaining of 12 properties in the U.K. under long-term net lease agreements with Sainsbury's. Notably, Sainsbury's is one of the top operators in the grocery industry. Executed at a 5.31% GBP initial cap rate, the sale-leaseback transaction involves annual rent increases over the duration of the lease term, and carries a weighted average lease term of around 15 years.

In December 2019, Realty Income completed the acquisition of 444 single-tenant retail properties from CIM Real Estate Finance Trust, Inc. for \$1.2 billion. This represented part of the previously announced transaction with CIM Real Estate Finance Trust, Inc. In January 2020, the company acquired the remaining seven properties of the transaction for around \$26 million.

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.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Realty Income's portfolio is well diversified with respect to tenant, industry, geography and property type. The company's properties are located in 49 states of the United States, Puerto Rico and the U.K. In addition, tenants operate in 51 different industries and the weighted average remaining lease term is approximately nine years. Apart from these, besides retail properties, the portfolio comprises industrial, office as well as agricultural properties. This diversification helps it mitigate risk associated with a particular industry, geography or asset type.
- ▲ The company derives 95% of its annualized retail contractual rental revenues from tenants with a service, non-discretionary and/or low price point component to their business. Such businesses are less susceptible to economic recessions as well as competition from Internet retailing. Moreover, the company targets industrial properties leased to industry leaders, mainly investment grade rated companies, providing more reliable streams of income. These efforts boost the stability of the rental revenue and generate predictable cash flows. As of Nov 30, contractual rent receipts across the REIT's total portfolio improved to 93.6% for November from October's 93.3% and September's 93.2%. Rent collections from its investment-grade rated tenants, which account for 49% of the annualized rental revenues, were 99.9%. In addition, situations have improved now compared to the outbreak of the pandemic and with vast majority of Realty Income's retail locations being now open, rent collection trends are likely to improve further.
- ▲ The company's top four industries (reflecting approximately 37% of rental revenues), convenience stores (accounting for 12.1% rental revenues for third-quarter 2020), drug stores (8.4%), grocery stores (8.4%) and dollar stores (7.8%) sell essential goods and continued to thrive even during the pandemic. As such, the company has received nearly all of the contractual rent due from tenants in these industries since the pandemic started.
- ▲ Realty Income's solid underlying real estate quality and prudent underwriting at acquisition has helped the company maintain high occupancy levels consistently. In fact, since 1996, the company's occupancy level has never been below 96%. Additionally, as of Sep 30, 2020, its portfolio occupancy of 98.6 %, expanded 10 basis points (bps) sequentially and 30 bps year over year.
- ▲ Realty Income is focused on external growth through exploring accretive acquisition opportunities. In fact, solid property acquisitions volume at decent investment spreads aided the company's performance. In 2019, the company invested \$3.7 billion in 789 properties and properties under development or in expansion including \$797.8 million in 18 properties across the U.K. Continuing with its buyout efforts, during the reported quarter, Realty Income invested \$658.6 million in 89 properties and properties under development or expansion, including \$230 million in seven properties in the U.K., bringing the first-nine month tally to nearly \$1.3 billion. The investments in the third quarter involved high-quality real estate leased to leading operators in essential and resilient industries, such as grocery, home improvement and convenience store industries. Moreover, Realty Income raised the 2020 acquisition guidance to \$2 billion on the company's robust financial position and continued performance of its business. In addition, since the beginning of the current year through Jan 8, 2021, the company has already purchased properties for \$130.7 million. This, combined with properties under agreement or letter of intent as of the same date, results in a total of \$807.5 million. The acquisitions of well-located commercial properties add to the company's scale, offering a competitive edge to its net lease industry.
- ▲ The pandemic caused disruptions in businesses and affected the financial conditions of tenants, impairing their ability to pay rent, thereby affecting cash flow from operations for landlords. However, Realty Income remains committed to improve its balance sheet strength and boost its liquidity. As of Sep 30, total liquidity amounted to \$3.2 billion, including \$724.8 million of cash in hand and \$2.4 billion remaining borrowing capacity available on its \$3-billion revolving credit facility, thereby enjoying healthy financial flexibility. The company's financial policy approach underlines disciplined debt and equity funding. In fact, its utilization of its at-the-market (ATM) equity program as well as public offering of senior notes indicates its consistent capital-sourcing policy. Further, Realty Income has a well-laddered debt-maturity schedule with weighted average maturity of 7.2 years. Manageable near-term maturities and ample liquidity provide the company with financial flexibility to tide over the current volatility and uncertainty, and withstand any credit crisis. The company ended the third quarter with low leverage and strong coverage metrics. Further, Realty Income has a credit rating of A- and A3 from Standard & Poor's and Moody's, respectively, enabling it to procure debt financing at attractive costs.
- ▲ Furthermore, solid dividend payouts are arguably the biggest enticement for REIT shareholders, and Realty Income remains committed to that. In December 2020, the company announced a hike in its common stock monthly cash dividend, denoting its 109th dividend increase since its NYSE listing in 1994 and has continued this payout. Notably, the company enjoys a trademark on the phrase "The Monthly Dividend Company". Importantly, the company made 93 consecutive quarterly dividend hikes, which sound encouraging. This retail REIT has generated a compound average annual dividend growth of around 4.4% since the company's listing on the NYSE. The company also joined the S&P 500 Dividend Aristocrats® Index, which is designed to measure the performance of the S&P 500 companies that increased dividends every year for the last 25 consecutive years. Given its financial position and lower debt-to-equity ratio compared with the industry, the latest dividend rate is likely to be sustainable.

Focus on leasing to service, non-discretionary and low price-based retailers, accretive buyouts as well as conservative capital structure augur well. Rising monthly dividend payout is encouraging.

Reasons To Sell:

- ▼ Over recent years, mall traffic has continued to suffer amid a rapid shift in customers' shopping preferences and patterns with online purchases growing by leaps and bounds. These have made retailers reconsider their footprint and eventually opt for store closures. Further, retailers that are not being able to cope with the competition are filing bankruptcies. This has emerged as a pressing concern for REITs like Realty Income, as the trend is curtailing demand for the retail real estate space considerably. The situation has been further aggravated amid social-distancing requirements and higher e-commerce adoption due to the coronavirus crisis. Although situations now improved from the start of the pandemic, high infection rates are persistent concerns.
- ▼ Also, the company's tenants from theater, health and fitness and restaurant industries are being impacted by the coronavirus crisis. Management noted that uncollected rent continues to be mainly in the theater and health and fitness industries, as these industries account for roughly 80% of uncollected rents during the September-end quarter. Particularly, the theater industry, which represented 5.7% of annualized contractual rental revenues for Realty Income as of Sep 30, 2020, has been subject to disruption due to the coronavirus pandemic, raising concerns about collectability of rent. As such, the company reserved for 100% of the outstanding receivables for 37 out of 78 theater properties and will account prospectively for these leases on a cash-accounting basis. The aggregate reserves totaled \$17.2 million and the establishments of reserves led to 4 cents per share dilution to the company's adjusted FFO per share. Moreover, as of Dec 2, 2020, percentage of annualized rent for closed locations comprised 60% for theaters tenants, and 18% for health and fitness tenants. As a result, only 12% of theater rent was collected for November. Rent collections in the health and fitness category were 86% for the month.
- ▼ Realty Income has substantial exposure to single tenant assets. In fact, of the company's 6,588 properties in its portfolio as of Sep 30, 2020, 6,554 (representing 99.5%) are single-tenant properties, while the remaining constitutes multi-tenant assets. However, single-tenant leases involve specific and significant risks associated with tenant default. Thus, in case of financial failure of, or default in payment by, a single tenant, the company's rental revenue from that property as well as the value of the property suffers significantly.
- ▼ Shares of Realty Income have declined 22.2% over the past year, wider than its industry's loss of 6.9%. Further, the Zacks Consensus Estimate for 2021 FFO per share has remained unchanged over the past month. Given the above-mentioned concerns and lack of upward estimate revisions, the stock has limited upside potential in the near term.

Realty Income's substantial exposure to single tenant assets raises its risks associated with tenant default. Furthermore, rent collections, store closures and retail bankruptcies are concerning.

Last Earnings Report

Realty Income Q3 FFO Lags Estimates, Acquisition View Up

Realty Income's third-quarter 2020 adjusted FFO per share of 81 cents missed the Zacks Consensus Estimate of 84 cents. The reported figure is also down 2.4% from the prior-year quarter's 83 cents.

Notably, the theater industry, which represented 5.7% of annualized contractual rental revenues for Realty Income as of Sep 30, 2020, has been subject to disruption due to the coronavirus pandemic, raising concerns about collectability of rent.

As such, the company reserved for 100% of the outstanding receivables for 37 out of 78 theater properties and will account prospectively for these leases on a cash-accounting basis. The aggregate reserves totaled \$17.2 million and the establishments of reserves led to 4 cents per share dilution to the company's adjusted FFO per share.

Total revenues for the reported quarter came in at \$404.6 million, up 8.1% year over year. The revenue figure, however, missed the Zacks Consensus Estimate of \$408.3 million.

Realty Income also apprised of its rental receipts through Oct 31, and noted that it has collected 93.1% of contractual rent due for the third quarter and 92.9% of contractual rent due for October. Further, the company has collected 89.9% of contractual rent due for October from the top 20 tenants and 100% of contractual rent for the month from its investment-grade tenants.

Quarter in Detail

During third-quarter 2020, same-store rental revenues on 5,511 properties under lease slipped 4.4% to \$303 million from the prior-year quarter. Same-store rental income was affected by reserves recorded in the reported quarter. Portfolio occupancy of 98.6 % as of Sep 30, 2020, expanded 10 basis points (bps) sequentially and 30 bps year over year. The company generated a rent recapture rate of 99.2% on re-leasing activity.

During the reported quarter, Realty Income invested \$658.6 million in 89 properties and properties under development or expansion. This also includes \$230 million in seven properties in the U.K. According to management, the investments involved high-quality real estate leased to leading operators in essential and resilient industries, such as grocery, home improvement and convenience store industries.

Around 73% of the rental revenues reaped from acquisitions during the September-end quarter came in from investment grade-rated tenants, their subsidiaries or affiliated companies.

The company sold 37 properties, generating net proceeds of \$51.3 million, with a gain on sales of \$13.7 million, during the July-September period.

Balance Sheet

Realty Income exited the third quarter with cash and cash equivalents of \$724.8 million, up from the \$54 million witnessed at the end of 2019. Moreover, as of Sep 30, total liquidity amounted to \$3.2 billion, including \$724.8 million of cash in hand and \$2.4 billion remaining borrowing capacity available on its \$3-billion revolving credit facility, thereby enjoying healthy financial flexibility.

As of Sep 30, 2020, the balance of its commercial paper program was \$300 million. The company ended the third quarter with a net debt to adjusted EBITDA ratio of 5.3x and a fixed charge coverage ratio of 5.2x.

During the third quarter, the company raised \$348.6 million from the sale of common stock, at a weighted average price of \$62.57 per share, primarily through its At-The-Market-Program. In addition, it issued \$350 million of 3.250% senior unsecured notes due 2031.

Outlook

Realty Income raised the 2020 acquisition guidance to \$2 billion on the company's robust financial position and continued performance of its business.

Quarter Ending	09/2020
Report Date	Nov 02, 2020
Sales Surprise	-0.92%
EPS Surprise	-3.57%
Quarterly EPS	0.81
Annual EPS (TTM)	3.41

Recent News

Realty Income Taps Equity Market for Funding Acquisitions – Jan 14, 2021

Realty Income is making efforts to bank on accretive acquisitions and tapping the equity market for the same. The company closed a common stock offering of 12,075,000 shares including underwriters' option to purchase up to 1,575,000 additional shares.

The company raised net proceeds of \$669.6 million, following underwriting discounts and commission but before deduction of other offering expenses.

With the added financial flexibility thanks to the stock offering plus available cash and additional borrowings as required, Realty Income plans to fund its property buyouts. The company has a solid acquisition pipeline and as of Jan 8, 2021, it had entered into agreements or letters of intent to acquire additional U.S. and U.K. properties for a total of \$676.8 million.

In fact, since the beginning of the current year through Jan 8, 2021, the company has already purchased properties for \$130.7 million. This, combined with properties under agreement or letter of intent as of the same date, results in a total of \$807.5 million.

Any amount, not used for this purpose, will be used for other general corporate purposes and working capital. This will likely include potential expansions, as well as the repayment of borrowings under its \$3-billion revolving credit facility and its \$1-billion commercial paper program.

Realty Income Collects 93.6% of November Contractual Rents – Dec 3, 2020

Realty Income reported an increase in contractual rent collections across its portfolio for November, relative to the October and September receipts. As of Nov 30, contractual rent receipts across Realty Income's total portfolio improved to 93.6% for November from October's 93.3% and September's 93.2%. Rent collections from its investment-grade rated tenants, which account for 49% of the annualized rental revenues, were 99.9% for November, same as October's, while it was 100% for September.

Further, the company's top 20 tenants, who represent 52.6% of the annualized rental revenues, paid 90.2% of the contractual rent due for November, up from the 89.8% of the contractual rent due for October, but down from the 91.2% due for September.

Notably, the company's top four industries (reflecting around 37.4% of the annualized rent in November), convenience stores (accounting for 12.2% rental revenues), grocery stores (9.2%), drug stores (8.3%) and dollar stores (7.7%) sell essential goods and continue to thrive even amid the pandemic. The company received 100% of rent due from tenants in these industries for November.

However, businesses of physical stores widely depend on customer traffic but consumers are by and large avoiding crowded public spaces due to the pandemic and increasingly opting for online purchases. This, in turn, is thwarting tenants' liquidity, making it difficult to meet their rental obligations.

For Realty Income too, the company's tenants from theater (represented 5.7% of total portfolio annualized base rent as of Nov 30, 2020) as well as health and fitness (7%) categories have been adversely impacted by the government-mandated closures and the social-distancing wave. As of Dec 2, 2020, percentage of annualized rent for closed locations comprised 60% for theaters tenants, and 18% for health and fitness tenants. As a result, only 12% of theater rent was collected for November. Rent collections in the health and fitness category were 86% for the month. Management noted that with tenants accounting for the majority of the unpaid rent, deferral agreements have been either already implemented or relative discussions are currently underway.

Dividend Update

On Jan 14, 2021, Realty Income announced 607th consecutive common stock monthly dividend of 23.45 cents per share. The dividend is scheduled to be paid out on Feb 16 to its shareholders of record as of Feb 1, 2021.

Valuation

Realty Income's shares have been down 22.2% in the trailing 12 months. Stocks in the Zacks sub-industry have declined 6.9%, while the Zacks

Finance sector has gained 2.3%, over the past year.

The S&P 500 Index has been up 18.4% over the trailing 12-month period.

The stock is currently trading at 17.75X forward 12-month FFO, which compares with the 16.54X for the Zacks sub-industry, 16.92X for the Zacks sector and 22.93X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 24.36X and as low as 11.97X, with a 5-year median of 18.75X. Our neutral recommendation indicates that the stock will perform in line with the market. Our \$66 price target reflects 18.76X FFO.

The table below shows summary valuation data for O.

Valuation Multiples - O					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.75	16.54	16.92	22.93
	5-Year High	24.36	19.41	17.12	23.80
	5-Year Low	11.97	9.68	11.59	15.30
	5-Year Median	18.75	14.72	14.57	17.84
P/S F12M	Current	13.25	9.09	7.17	4.59
	5-Year High	16.49	14.44	7.17	4.59
	5-Year Low	8.49	5.54	5.02	3.21
	5-Year Median	12.96	8.38	6.12	3.68
P/B TTM	Current	2.09	3.14	3.04	6.70
	5-Year High	2.90	5.69	3.04	6.70
	5-Year Low	1.41	1.76	1.74	3.84
	5-Year Median	2.29	3.29	2.59	4.96

As of 02/12/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 20% (203 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Agree Realty Corporation (ADC)	Neutral	3
Four Corners Property Trust, Inc. (FCPT)	Neutral	2
Getty Realty Corporation (GTY)	Neutral	3
National Retail Properties (NNN)	Neutral	3
Alpine Income Property Trust, Inc. (PINE)	Neutral	2
Spirit Realty Capital, Inc. (SRC)	Neutral	3
STORE Capital Corporation (STOR)	Neutral	4
Regency Centers Corporation (REG)	Underperform	4

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

Industry Comparison Industry: Reit And Equity Trust - Retail				Industry Peers		
	O	X Industry	S&P 500	NNN	SRC	STOR
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	4
VGM Score	F	-	-	F	F	D
Market Cap	23.32 B	1.93 B	28.13 B	7.35 B	4.48 B	8.65 B
# of Analysts	8	4	13	10	5	8
Dividend Yield	4.51%	3.55%	1.4%	4.92%	6.07%	4.37%
Value Score	D	-	-	D	C	D
Cash/Price	0.03	0.07	0.06	0.04	0.03	0.02
EV/EBITDA	29.31	14.31	14.95	17.26	18.70	15.72
PEG F1	3.98	5.15	2.36	NA	NA	NA
P/B	2.09	1.46	3.85	1.70	1.42	1.64
P/CF	19.36	11.36	15.17	17.27	11.27	14.63
P/E F1	17.77	14.49	20.78	15.64	13.91	17.57
P/S TTM	14.30	5.69	3.05	11.12	9.42	12.44
Earnings Yield	5.60%	6.91%	4.73%	6.38%	7.18%	5.68%
Debt/Equity	0.80	1.09	0.68	0.75	0.79	0.47
Cash Flow (\$/share)	3.23	2.25	6.76	2.45	3.66	2.25
Growth Score	D	-	-	F	D	F
Historical EPS Growth (3-5 Years)	4.67%	-1.38%	9.27%	4.40%	-7.81%	6.83%
Projected EPS Growth (F1/F0)	3.02%	4.85%	14.04%	7.73%	0.95%	2.43%
Current Cash Flow Growth	12.23%	-7.44%	3.29%	-14.01%	-1.18%	26.71%
Historical Cash Flow Growth (3-5 Years)	10.10%	5.86%	7.74%	9.67%	11.14%	36.02%
Current Ratio	4.77	1.84	1.38	16.78	0.88	0.53
Debt/Capital	44.55%	52.37%	41.33%	42.72%	42.92%	31.96%
Net Margin	24.94%	11.68%	10.58%	34.63%	0.46%	31.33%
Return on Equity	3.96%	3.72%	14.86%	5.66%	0.07%	4.76%
Sales/Assets	0.09	0.11	0.51	0.09	0.08	0.08
Projected Sales Growth (F1/F0)	5.44%	2.11%	6.33%	2.98%	6.35%	3.83%
Momentum Score	F	-	-	F	F	B
Daily Price Change	-0.75%	0.37%	0.39%	-0.73%	-0.41%	-0.57%
1-Week Price Change	3.59%	3.68%	4.58%	3.85%	3.94%	6.29%
4-Week Price Change	8.01%	8.42%	1.47%	8.27%	9.34%	6.26%
12-Week Price Change	2.21%	16.55%	9.09%	5.41%	14.56%	2.91%
52-Week Price Change	-20.73%	-17.91%	8.71%	-24.81%	-22.58%	-16.21%
20-Day Average Volume (Shares)	2,591,408	734,133	2,105,275	954,981	777,598	1,574,974
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	-0.09%	0.00%	0.62%	0.00%	0.49%	-0.06%
EPS F1 Estimate 12-Week Change	0.46%	-1.04%	1.93%	0.70%	0.14%	-0.06%
EPS Q1 Estimate Monthly Change	-0.19%	0.00%	0.30%	0.00%	0.00%	0.00%

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	F
VGM Score	F

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

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.

Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

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.