![ZACKS Our Research. Your Success.]

Jan 15, 2021

Insulet Corporation (PODD)

$288.07 (As of 01/14/21)

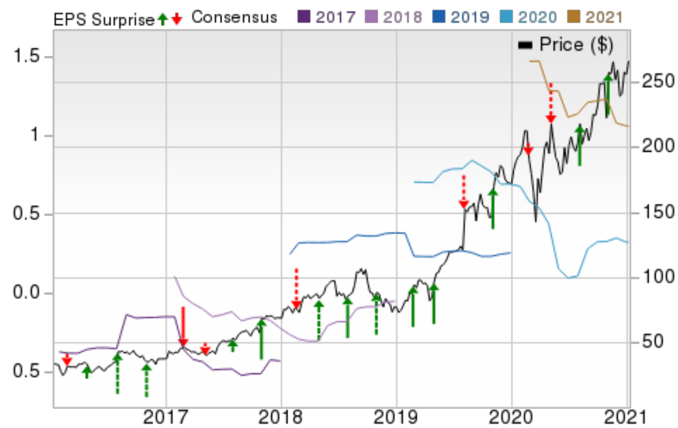
Price Target (6-12 Months): **$298.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 11/09/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**4-Sell**
	Zacks Style Scores:	VGM:B
	Value: D | Growth: A | Momentum: A	

Summary

Insulet saw year-over-year improvement in revenues in the third quarter of 2020 on the solid uptake of the Omnipod system globally. The stupendous growth amid the pandemic was due to record revenue growth in total Omnipod product line along with growth in other segments. The momentum of Omnipod DASH is encouraging based on the solid uptake in geographies where it has been launched. Margin expansion and increase in full-year guidance is encouraging as well. Insulet's third quarter revenues were better-than-expected. Over the past six months, Insulet has been outperforming its industry. Yet, we are concerned with the slowdown in new Omnipod starts globally since March due to the deferral of non-emergency physician visits due to COVID-19. Also, Insulet is exposed to risks associated with a weaker global economy and lower reimbursement rates.

Price, Consensus & Surprise

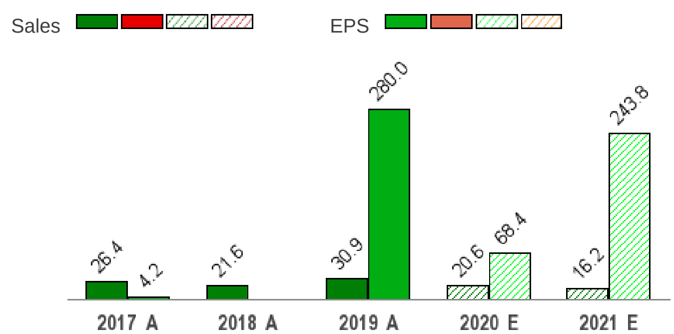


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$285.30 - $121.00**
20-Day Average Volume (Shares)	**432,317**
Market Cap	**$18.7 B**
Year-To-Date Price Change	**11.2%**
Beta	**0.76**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Medical - Products**
Zacks Industry Rank	**Bottom 14% (217 out of 253)**
Last EPS Surprise	**183.3%**
Last Sales Surprise	**5.8%**
EPS F1 Estimate 4-Week Change	**3.3%**
Expected Report Date	**02/23/2021**
Earnings ESP	**-72.7%**
P/E TTM	**645.8**
P/E F1	**261.9**
PEG F1	**NA**
P/S TTM	**21.6**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	229 E	248 E	267 E	284 E	1,034 E
2020	198 A	226 A	234 A	231 E	890 E
2019	160 A	177 A	192 A	209 A	738 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	$0.05 E	$0.21 E	$0.33 E	$0.43 E	$1.10 E
2020	-$0.03 A	$0.22 A	$0.17 A	-$0.06 E	$0.32 E
2019	$0.07 A	$0.02 A	$0.09 A	$0.08 A	$0.19 A

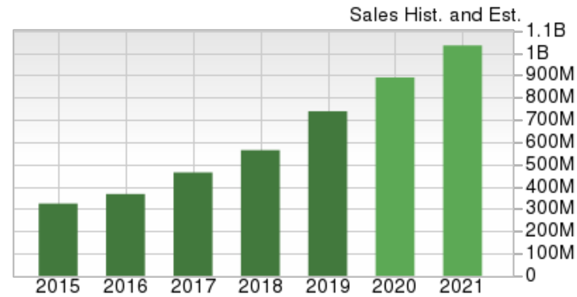
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 01/14/2021. The reports text is as of 01/15/2021.

10 S. Riverside Plaza Suite 1600 • Chicago, IL 60606

Overview

Insulet Corporation is a leading developer, manufacturer and marketer of the Omnipod Insulin Management System. The system is equipped with a self-adhesive, small and lightweight disposable tubeless Omnipod device along with the wireless and handheld Personal Diabetes Manager (PDM). It is worn on the body for approximately three days at a time and allows virtually pain-free automated cannula insertion and blood glucose meter integration.



The Omnipod System is an innovative, discreet and easy-to-use continuous insulin delivery system for people with insulin-dependent diabetes, which the company has been selling since 2005. The Omnipod System consists of the following: the Omnipod Insulin Management System ("Omnipod") and the Omnipod DASH Insulin Management System ("Omnipod DASH" or "DASH"), which is Insulet's next generation digital mobile Omnipod platform.

Insulet reports revenues through three segments:

The company earns a huge share of revenues from the **Omnipod** System in the United States, Canada, Europe and Israel. It operates in these markets either directly or through intermediaries. In 2019, the company's 56.9% of total revenues came from the U.S. Omnipod sales, while 34.3% was generated from the International Omnipod sales.

Drug Delivery Business (8.8% of total revenues in 2019): Insulet has tied up with pharmaceutical and biotechnological companies which use a customized form of the Omnipod System to deliver a drug at a certain administered volume and over a specified period of time.

In addition to the diabetes market space, Insulet has partnered with pharmaceutical and biotechnology companies to tailor the Omnipod System technology platform for the delivery of subcutaneous drugs across other therapeutic areas. Most of the drug delivery revenue consists of sales of Pods to Amgen for use in the Neulasta Onpro kit, an innovative delivery system for Amgen's white blood cell booster to help reduce the risk of infection after intense chemotherapy.

Source: Zacks Investment Research

Reasons To Buy:

Insulet continues to gain on solid prospects in the diabetes market. The company is progressing well with respect to its four-pillar strategy.

▲ **Share Price Movement**: Over the past six months, Insulet has been outperforming its industry. The stock has gained 44.7% compared to the industry's 13.6% rise. Insulet exited the third quarter with better-than-expected figures. There was strong year-over-year improvement in revenues on the solid uptake of the Omnipod system, both in the United States and the international markets. This growth amid the crisis was primarily due to record revenue growth in total Omnipod product line along with growth other segments. The momentum of Omnipod DASH is encouraging based on the solid uptake in geographies in which it has been launched. The company's plans of geographical expansion buoy optimism.

The company is gradually improving with respect to seamless supply chain and manufacturing operations. It has also added significant capacity in preparation for the Omnipod 5 launch in 2021. New customer starts were stronger than expected in the third quarter and the company expects to deliver its fifth consecutive year of 20% revenue growth despite the pandemic. It also expects to finish 2020 above its pre-COVID expectations at the beginning of the year.

Also, assuming market dynamics to normalize early next year, Insulet believes that it can maintain its $1 billion revenue goal for 2021, gross margin in the range of 67% to 70% and operating income margin at the low end of mid-teens.

▲ **Pandemic-Led Strategic Initiatives Look Effective**: Insulet's efforts to minimize supply disruptions during the pandemic are noteworthy. The sales calls are being conducted through Webex. The manufacturing and supply teams are ensuring that the growing customer demand is met with minimum disruptions. It has also broadened its financial assistance program to ensure that customers who rely on Omnipod will be able to continue using it even if they lose insurance coverage. According to Insulet, it does not expect the coronavirus impact to last on the company's business for more than a couple of quarters.

▲ **Four-Point Strategy Bodes Well**: Insulet has been progressing well with respect to its four-pillar strategy and seems to be well on track to achieve revenues of $1 billion, 70% gross margin and operating income margin at the low end of mid-teens in 2021.

Notably, the four key strategic initiatives are expanding Omnipod's market access, executing on its innovation roadmap, building the U.S. manufacturing facility successfully, and implementing its plan to sell directly in Europe.

Insulet's strategic imperatives also progressed well in the third quarter of 2020. During the quarter, it continued to grow the number of Omnipod DASH users despite other CGM integrated above-market profitability in 2021automated insulin delivery systems came to market. This was driven by both the intuitive simplicity of its platform and unique pay-as-you-go business model through the pharmacy channel. At the end of the third quarter, the company had secured Omnipod coverage of approximately 65% to 70% of lives primarily through the pharmacy channel.

The company remains focused toward advancing with its initiatives forward. Notably, its initiatives include delivering consumer-focused innovation, ensuring the best global customer experience, expanding its global footprint and drive operational excellence.

▲ **Build Out of U.S. Manufacturing Facility**: Management seems to be particularly upbeat about the manufacturing unit in Acton, Massachusetts. Insulet started production in its new highly automated manufacturing facility in Acton in the first half of 2019. Notably, the facility serves as the company's new global headquarters. Insulet expects that, following start up related activities, the new facility will allow it to lower manufacturing costs, increase supply redundancy, add capacity closer to its North American customer base and support growth. Management expects to continue expanding investment in the facility in 2020 to support growth of its business.

▲ **Omnipod's Market Access Expansion Continues**: Insulet has achieved several milestones with respect to expanding Omnipod's market access. In this regard, the company is consistently gaining following the full commercial launch of the Omnipod DASH system in the United States in 2019. Subsequently, the company launched the Omnipod DASH system in select Europe markets in December 2019. In Septemberv 2020, the company made full commercial rollout of OmniPod DASH in Europe. The company has also announced the start of its geographic expansion efforts, and is on track to enter five new markets by early 2021.

▲ **Omnipod Horizon, a New Focus:** Insulet has been making progress with respect to its development roadmap of the Omnipod Horizon automated insulin delivery (AID) system. Recent market research by Seagrove Partners suggested that a large percentage of respondents would choose to switch to Horizon, thereby making it the most successful standalone product. The company has been registering significant progress with its Horizon clinical development work.

The company is progressing well with its Omnipod Horizon clinical trial and is planning a subsequent launch in the United States. Insulet broadened its collaboration with DexCom to integrate DexCom's G6 and future G7 continuous glucose monitoring systems into the Omnipod Horizon system. Insulet is also on track with the expansion of partnership with Abbott to integrate Abbott's next-generation Libre glucose sensing technology into the next-generation Omnipod Horizon system. Given the potential of the diabetes market, Insulet is concentrating on shifting resources toward maximizing its AID development efforts with its sensor partners.

▲ **Diabetes Market Boom:** An ageing population, unhealthy lifestyle, rising awareness and higher expenditure in healthcare are likely to continue driving the highly competitive diabetes market. Per a report by Mordor Intelligence, the global market for diabetes care devices is projected to reach a value of $30.25 billion by 2021, at a CAGR of 5.93%.

Also, Insulet projects that around one-third of the Type 1 diabetes population in the United States uses insulin pump therapy. It also believes that less than 10% of the Type 2 diabetes population in the United States, who are also insulin dependent, uses insulin pump therapy.

▲ **Strong Solvency but Leveraged Balance Sheet**: Insulet exited the third quarter of 2020 with cash and cash equivalents, and short-term investments of $897 million compared with $$844 million at the end of the second quarter of 2020. Meanwhile, total debt rose to $922 million for the period from $910 million in the second quarter. Although, the quarter's total debt was much higher than the corresponding cash and cash equivalent level, the company has no short-term-payable debt on its balance sheet as of now. This is a good news in terms of the company's solvency level as, at least during the year of economic downturn, the company is not obligated with any debt repayment.

Debt comparison with the industry is favorable as the industry's total debt of $10.91 billion is much higher than the company's debt level.

The quarter's total debt-to-capital is at 60.8% indicating a moderately leveraged balance sheet. This however represents a decline from the second quarter's 61.8%. This compares unfavorably with the total debt-to-capital of the industry, which stands at a much higher level of 37.2%.

Reasons To Sell:

Insulet's heavy reliance on the Omnipod System and a tough competitive landscape adds to the woes.

- **Sole Reliance on Omnipod System:** Insulet's financial results continue to largely depend on the performance of its lead product — Omnipod System. Per the company, any adverse changes in the market acceptance of the product or worsening of the factors that negatively influence the sale will dent the company's financials majorly.

- **Economic Uncertainty Hampers Growth:** Weaker global economic conditions may reduce demand for Insulet's products, intensify competition, exert pressure on prices, dent supply and lengthen sales cycle. Moreover, a number of countries in Western Europe are facing a liquidity crunch. Insulet is also exposed to the risk of a reduction in healthcare spending in the United States, Canada and Europe due to an economic slump. We are particularly cautious as growth could moderate further if the economic scenario worsens. Unstable macroeconomic conditions due to coronavirus outbreak is concerning as well.

- **Tough Competitive Pressure:** Insulet operates in a highly competitive environment, dominated by firms ranging from large multinational corporations with significant resources to start-ups. Also, the competitive and regulatory conditions in the markets where the company operates limit Insulet's ability to switch to strategies like price increases and other drivers of cost increases.

  The company's Omnipod System primarily competes with Medtronic's market-leading MiniMed, a division of Medtronic. Notably, MiniMed boasts a major part of the conventional insulin pump market share in the United States. Other suppliers in the United States include Tandem Diabetes Care, Inc.

- **Risk of CMS' Competitive Bid Program:** Beginning Jan 1, 2019, CMS has announced a competitive bidding program across the United States for conventional insulin pumps. The implementation of this program will result in a reduction in reimbursement amount for conventional insulin pumps sanctioned by CMS. Although the Omnipod System will not be directly impacted by this, the company believes it will affect Insulet's ability to negotiate pricing with private payors comparing the price of the Omnipod System to conventional insulin pumps.

Last Earnings Report

Insulet Q3 Earnings, Revenues Beat Estimates

Quarter Ending	09/2020
Report Date	**Nov 04, 2020**
Sales Surprise	**5.81%**
EPS Surprise	**183.33%**
Quarterly EPS	**0.17**
Annual EPS (TTM)	**0.44**

Insulet announced third-quarter 2020 earnings per share of 17 cents compared with the Zacks Consensus Estimate of 6 cents and the year-ago earnings of a penny per share.

Revenues in the third quarter totaled $234 million, beating the Zacks Consensus Estimate by 5.8%. Moreover, the top line jumped 21.8% from the year-ago number (up 28.8% at constant exchange rate or CER).

Segment in Detail

Insulet delivered third-quarter total Omnipod revenues of $202 million, reflecting an increase of 25.6% year over year (up 19.9% at CER).

International Omnipod revenues of $79.8 million were up 12.4% at CER, exceeding the company's expectation of 9-11% growth at CER. The revenue uptick included benefits from better-than-expected new customer starts. There was an estimated 4 million to 5 million growth in channel inventory, primarily driven by stocking shipments of Omnipod DASH.

U.S. Omnipod revenues grew 20.9% year over year to $132.3 million.

The Drug Delivery business revenues totaled $21.9 million, up 47% year over year exceeding the company's expectation of 23-28% growth for the third quarter. This was primarily the result of Insulet partners' increased forecast related to the current environment.

Margins

Gross profit in the reported quarter was $151.8 million, up 23.3% from the prior-year quarter. Gross margin of 64.9% expanded 79 basis points (bps). According to the company, this primarily included improving performance of the company's U.S. manufacturing, favorable revenue mix from the shift to higher volume through the pharmacy channel and favorable product line mix.

Meanwhile, selling, general & administrative expenses rose 19.3% to $89.2 million. Research and development expenses went up 23.9% year over year to $38.8 million. Operating profit totaled $23.8 million, reflecting 40% rise from the prior-year quarter. Further, operating margin in the third quarter expanded 132 bps to 10.2%.

2020 Guidance

Insulet provided an update to its earlier-stated guidance for 2020.

Overall, for the year, total revenues are expected to grow in the band of 20%-21% at CER (an increase from 17%-19% expected earlier). The Zacks Consensus Estimate for total revenues is pegged at $873.8 million.

Total Omnipod revenues are likely to grow 21%-22% at CER (the previously-provided guidance was 18%-20%). U.S. Omnipod revenue growth is expected in the range of 23%-24% (19%-20%). Further, International Omnipod revenue growth is likely to be 18%-19% at CER (an increase from the earlier-provided 17%-19% growth projection). Drug Delivery revenues are expected to rise in the band of 4% to 6% (earlier it was expected to decline around the mid-point of 3% to 6%).

For the fourth quarter of 2020, Insulet projects revenue growth of 7-11% at CER. The Zacks Consensus Estimate for revenues is pegged at $228.3 million.

Total Omnipod revenues are expected to grow 10-14%. Revenues in the Drug Delivery segment are expected to grow 17-23%.

Valuation

Insulet shares are up 44.7% over the past six months and up 48.4% in the trailing 12-month periods. Stocks in the Zacks sub-industry are up 13.6% while the Zacks Medical sector are up 6.5% over the past six months. Over the past year, the Zacks sub-industry is up 4.8% and sector is up 4.1%.

The S&P 500 index is up 19.3% over the past six months and up 16.7% in the past year.

The stock is currently trading at 17.9X Forward 12-months sales, which compares to 4.1X for the Zacks sub-industry, 2.9X for the Zacks sector and 4.5X for the S&P 500 index.

Over the past five years, the stock has traded as high as 17.9X and as low as 3.7X, with a 5-year median 7.8X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $298 price target reflects 18.9X forward 12-months sales.

The table below shows summary valuation data for PODD

Valuation Multiples - PODD

		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	17.99	4.12	2.87	4.53
	5-Year High	17.99	4.12	3.17	4.53
	5-Year Low	3.72	2.90	2.26	3.20
	5-Year Median	7.80	3.36	2.85	3.68
P/B TTM	Current	31.48	3.46	4.49	6.55
	5-Year High	240.19	3.62	5.11	6.58
	5-Year Low	20.18	2.28	3.02	3.73
	5-Year Median	36.57	2.94	4.35	4.94

As of 01/14/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 14% (217 out of 253)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
AdaptHealth Corp. **(AHCO)**	Outperform	1
Quidel Corporation **(QDEL)**	Outperform	2
DiaSorin S.p.A. **(DSRLF)**	Neutral	3
Medtronic PLC **(MDT)**	Neutral	3
Phibro Animal Health Corporation **(PAHC)**	Neutral	3
Lonza Group Ag **(LZAGY)**	Underperform	5
PetIQ, Inc. **(PETQ)**	Underperform	4
VAREX IMAGING **(VREX)**	Underperform	5

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

Industry Comparison Industry: Medical - Products

	PODD	X Industry	S&P 500	DSRLF	PETQ	VREX
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Underperform
Zacks Rank (Short Term)	4	-	-	3	4	5
VGM Score	B	-	-	B	A	D
Market Cap	18.73 B	633.93 M	27.40 B	11.02 B	1.09 B	736.03 M
# of Analysts	13	3	13	1	2	2
Dividend Yield	0.00%	0.00%	1.42%	0.00%	0.00%	0.00%
Value Score	D	-	-	D	B	C
Cash/Price	0.05	0.10	0.06	0.02	0.06	0.14
EV/EBITDA	243.60	-0.69	14.74	NA	103.51	175.52
PEG F1	NA	3.10	2.60	NA	1.08	18.33
P/B	31.48	4.24	3.77	11.28	3.59	1.58
P/CF	444.71	23.09	14.43	41.92	26.25	14.61
P/E F1	261.88	28.21	20.63	21.65	27.05	91.66
P/S TTM	21.59	6.94	3.02	NA	1.41	1.00
Earnings Yield	0.39%	0.77%	4.73%	4.62%	3.70%	1.06%
Debt/Equity	1.55	0.08	0.70	NA	1.19	0.97
Cash Flow ($/share)	0.64	0.00	6.92	4.70	1.44	1.29
Growth Score	A	-	-	A	A	F
Historical EPS Growth (3-5 Years)	NA%	8.58%	9.72%	NA	NA	-46.84%
Projected EPS Growth (F1/F0)	238.15%	30.55%	12.26%	63.08%	158.89%	156.25%
Current Cash Flow Growth	109.08%	6.53%	5.20%	6.53%	19.51%	-47.93%
Historical Cash Flow Growth (3-5 Years)	24.62%	8.47%	8.37%	NA	NA	-11.59%
Current Ratio	6.62	3.09	1.38	3.91	2.45	3.25
Debt/Capital	60.76%	13.15%	41.97%	NA	54.30%	49.29%
Net Margin	3.33%	-15.02%	10.44%	NA	-10.13%	-7.73%
Return on Equity	8.94%	-4.42%	15.40%	NA	4.47%	0.63%
Sales/Assets	0.62	0.51	0.50	NA	1.00	0.67
Projected Sales Growth (F1/F0)	16.12%	15.77%	6.01%	40.59%	22.05%	-2.96%
Momentum Score	A	-	-	A	C	A
Daily Price Change	5.08%	0.31%	0.11%	-1.99%	1.07%	3.70%
1-Week Price Change	3.96%	4.80%	2.23%	-2.43%	-7.10%	10.19%
4-Week Price Change	17.94%	10.02%	2.96%	-1.99%	13.37%	10.20%
12-Week Price Change	15.86%	19.18%	13.26%	-12.44%	24.41%	31.12%
52-Week Price Change	48.41%	16.95%	6.24%	49.81%	20.99%	-40.63%
20-Day Average Volume (Shares)	432,317	254,736	1,749,628	18	281,737	460,061
EPS F1 Estimate 1-Week Change	3.33%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	3.33%	0.00%	0.06%	0.00%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	-10.08%	0.00%	2.44%	59.65%	-32.25%	-48.75%
EPS Q1 Estimate Monthly Change	2.78%	0.00%	0.00%	NA	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	A
Momentum Score	A
VGM Score	B

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.

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 forwardlooking 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 mediumterm 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 mostrecent 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.