

Rockwell Automation (ROK)

\$244.41 (As of 02/25/21)

Price Target (6-12 Months): **\$257.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 08/27/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM: C

Value: C

Growth: B

Momentum: C

Summary

Rockwell Automation's first-quarter fiscal 2021 adjusted earnings per share (EPS) beat the Zacks Consensus Estimate while revenues missed the same. Earnings improved despite a drop in its top line. Backed by strong order levels, the company hiked fiscal 2021 EPS guidance to the band of \$8.70-\$9.10. The recent pickup in industrial production in the United States and other regions holds promise. The company will also gain from its efforts to drive earnings growth through process improvement, material cost savings and improving productivity. It is focused on buyouts that will augment its information solutions and high-value services offerings and capabilities while expanding global presence. However, weakness in the oil and gas industry, and pressure on margins due to increased spending to develop advanced technologies remain concerns.

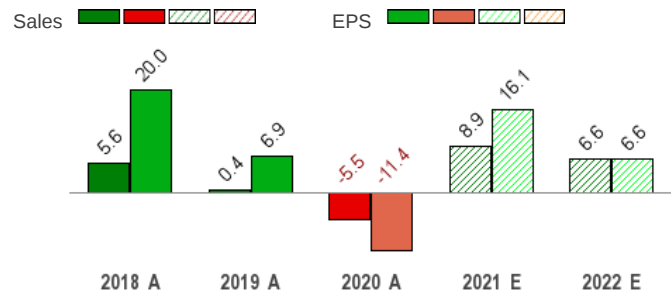
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$268.91 - \$115.38
20-Day Average Volume (Shares)	661,799
Market Cap	\$28.4 B
Year-To-Date Price Change	-2.6%
Beta	1.37
Dividend / Dividend Yield	\$4.28 / 1.8%
Industry	Industrial Automation and Robotics
Zacks Industry Rank	Top 7% (18 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	24.0%
Last Sales Surprise	-3.0%
EPS F1 Estimate 4-Week Change	1.3%
Expected Report Date	04/27/2021
Earnings ESP	0.0%
P/E TTM	30.7
P/E F1	27.4
PEG F1	3.5
P/S TTM	4.6

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	1,740 E	1,878 E	1,793 E	1,905 E	7,350 E
2021	1,565 A	1,725 E	1,742 E	1,866 E	6,894 E
2020	1,685 A	1,681 A	1,394 A	1,570 A	6,330 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$2.41 E	\$2.52 E	\$2.24 E	\$2.60 E	\$9.51 E
2021	\$2.38 A	\$2.16 E	\$1.98 E	\$2.41 E	\$8.92 E
2020	\$2.11 A	\$2.43 A	\$1.27 A	\$1.87 A	\$7.68 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 02/25/2021. The report's text and the analyst-provided price target are as of 02/26/2021.

Overview

Based in Milwaukee, WI, Rockwell Automation provides industrial automation and information solutions worldwide. The company has a wide network spanning more than 100 countries. The United States generates around 50% of the company's total sales. Outside the United States, the company's primary markets are China, Canada, Mexico, Italy, the U.K., Germany, and Australia.

The company operates manufacturing facilities in the United States and multiple other countries. Manufacturing space occupied approximately 2.8 million square feet, of which 38% is in North America. Its brands include Rockwell Automation, Allen-Bradley and Rockwell Software.

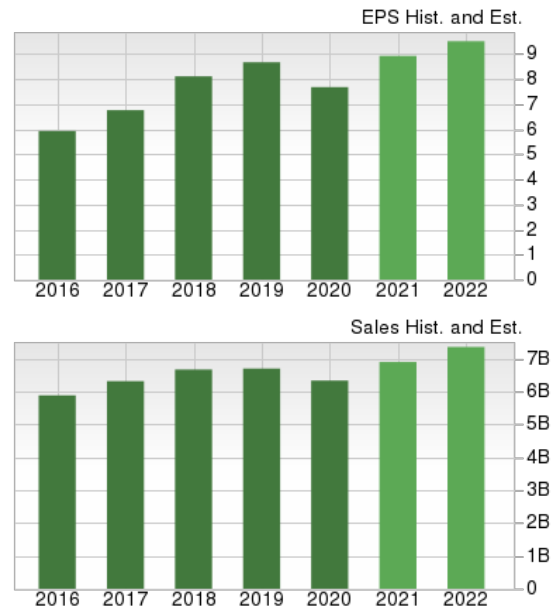
Effective first-quarter fiscal 2021, Rockwell Automation started reporting results based on three operating segments: Intelligent Devices, Software & Control, and Lifecycle Services. This change simplifies its structure around essential offerings, leverages its sharpened industry focus, and recognizes the growing importance of software in delivering value to customers.

Major markets served by the company consist of discrete end markets (Automotive, Semiconductor, and General Industries), which contributed around 25% of the company's first-quarter fiscal 2021 sales. Hybrid end markets including Food & Beverage, Life Sciences and Household and Personal Care, among others contributed around 45% to the company's sales in first-quarter fiscal 2021, while process end markets such as Oil & Gas, Metals, Chemicals, Pulp & Paper, to name a few, generated 30% of the company's sales in first-quarter fiscal 2021.

Intelligent Devices (46% of revenues in first-quarter fiscal 2021), segment includes drives, motion, safety, sensing, industrial components, and configured-to-order products.

Software & Control (28% of revenues in first-quarter fiscal 2021), includes control and visualization software and hardware, information software, and network and security infrastructure.

Lifecycle Services (26% of revenues in first-quarter fiscal 2021) includes consulting, professional services and solutions, connected services, and maintenance services, and the Sensia joint venture.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Sales in the domestic markets accounts for around 50% of Rockwell Automation's total sales. The Manufacturing Purchasing Managers' Index (PMI), published by the Institute for Supply Management (ISM), and the Industrial Production (IP) Index, published by the Federal Reserve, can be used to gauge the direction and momentum of its served U.S. markets. The PMI has remained above 50 (which indicates expansion) for seven consecutive months now and came in at 60.7% in December 2020. Also, industrial production increased at an annual rate of 8.4% for the October-December quarter. These figures indicate that the manufacturing sector seems to be coming out of the COVID-19 induced slowdown aided by gradual resumption of the global economic activities and reopening of businesses. Continued sequential growth is projected for the IP Index in the ongoing quarter as well. Meanwhile, industrial output outside the United States grew sequentially in the October-December quarter. Manufacturing PMI readings also improved. Sequential growth in industrial output is projected for most regions in second-quarter fiscal 2021 as well. The improvement in industrial output is likely to reflect on Rockwell Automation's top-line performance in the ongoing quarter.

Rockwell Automation will benefit from improving order levels, expanding portfolio of products, solutions and services, growth investments and acquisitions. Focus on productivity will drive margins.

- ▲ Rockwell Automation noted sharp acceleration in orders in first-quarter fiscal 2021, higher than pre-pandemic levels. Demand was particularly robust for Intelligent Devices and Information Solutions, and is expected to remain so for the balance of fiscal 2021. Backed by this momentum in orders, the company is expecting sales of about \$6.9 billion in fiscal 2021, up from the prior expectation of \$6.8 billion. Reported sales growth is anticipated in the range of 8.5% to 11.5%. Organic sales growth is expected between 4.5% and 7.5%, and acquisitions to contribute around 1.5%.

The higher top-line guidance is primarily related to improvements in the outlook for Life Sciences and e-Commerce in North America, and in the global view for semiconductor growth. After growth of 6% in fiscal 2020, annual recurring revenue ("ARR") is expected to grow double digits in fiscal 2021 driven by new software offerings and expanded services. Rockwell Automation has raised its guidance for fiscal 2021 to the band of \$8.70-\$9.10 from the previous \$8.45-\$8.85.

- ▲ Rockwell Automation falls under essential business to support critical infrastructure. Its global manufacturing facilities and distribution centers have remained operational during the pandemic. The company is aiding few pharmaceutical and medical device companies to scale up their production of critical products and testing capacity during the current crisis. It is also supporting packaging and distribution requirements for vaccines. Moreover, demand for packaged food and beverages are spiking on travel restrictions imposed by governments around the world. Rockwell Automation's Food & Beverage business is roughly 70% retail for grocery stores and home delivery and 30% foodservice for restaurants. Further, the company is implementing freight surcharges to mitigate elevated supply-chain costs. Rockwell Automation implemented temporary cost containment measures and saved around \$150 million in fiscal 2020.
- ▲ Rockwell Automation is poised well to benefit from focus on broadening the portfolio of hardware and software products, solutions and services. Further, significant investments to globalize manufacturing, product development, building channel capability and partner network will drive growth. The company is likely to witness above-market organic sales growth by expanding its served markets and improving offerings that will provide it with a competitive edge. The company anticipates double-digit growth in Information Solutions and Connected Services. The emerging markets hold promise for the company as higher levels of infrastructure investment and a growing middle-class population will fuel demand for consumer products in these markets. This will require manufacturing investment and provide the company with additional growth opportunities. Further, the company continues to drive process improvement, functional streamlining, material cost savings and manufacturing productivity in an effort to augment earnings growth.
- ▲ Rockwell Automation's investments in technology and globalization over the past decade has expanded its addressable market to over \$90 billion. Its process initiative has been the most important contributor to this expansion and remains the largest growth opportunity. For Rockwell Automation, Original Equipment Manufacturers (OEMs) is another avenue for growth. To remain competitive, OEMs need to find the optimal balance of machine cost and performance while reducing their time to market. Rockwell Automation's scalable integrated architecture and intelligent motor control offerings, along with design productivity tools and motion and safety products, can help OEMs in this regard. The company continues to see strong growth in core platforms like Independent Cart technology for motion control and Network Infrastructure.
- ▲ Rockwell Automation maintains a strong financial position with regard to capital structure, cost-containment actions and liquidity, while also being well positioned to sail through the current turbulent situation. The company's total debt-to-total capital ratio has been declining over the past few quarters. The total debt-to-total capital ratio was at 0.58 as of the end of first-quarter fiscal 2021 compared to 0.66 as of end of fiscal 2020. Current ratio currently stands at 1.34 and its times interest earned is at 16.1. This indicates that the company is in a good position to fulfill its short term debt obligations. The company repurchased approximately 0.4 million shares of its shares in first-quarter fiscal 2021 for \$87.7 million. As of Dec 31, 2020, the company had approximately \$766.0 million remaining for share repurchases under its existing board authorizations.
- ▲ The company remains focused on buyouts that will augment its information solutions and high-value services offerings and capabilities while expanding global presence, or enhancing process expertise. The company acquired Avnet Data Security, LTD in January 2020, in a bid to boost its cybersecurity offerings, which is one of Rockwell Automation's fastest-growing businesses. This buyout will support the company's strategic objective to achieve double-digit growth in Information Solutions and Connected Services by expanding its IT/OT cyber and network expertise globally. In April 2020, the company completed acquisitions of ASEM, a leading provider of digital automation technologies and Kalypso, a privately-held US-based software delivery and consulting firm specializing in the digital transformation of industrial companies with a strong client base in life sciences, consumer products and industrial high-tech. In October 2020, Rockwell Automation acquired industrial cybersecurity services provider company — Oylo — in a bid to boost its cybersecurity offerings. In December 2020, it acquired Toronto, Ontario, Canada-based Fiix Inc., which is a privately-held, artificial intelligence enabled computerized maintenance management system

(CMMS) company.

Reasons To Sell:

- ▼ The company's guidance is based on the premise of a gradual recovery, with no increase in pandemic-related facility closures or disruptions to the supply chain. Resurgence in cases might impact the company's operations or hamper its supply chain. Input cost inflation due to tariffs will likely impact Rockwell Automation's margins.
- ▼ Segment operating margins is now expected to be about 19.5%. The lower margin compared to prior guidance reflects the software investments and the impact of the Fiix buyout. These will primarily affect the Software & Control segment and will be weighted toward the third and fourth quarters. The company also noted that second-quarter fiscal 2021 will have the largest year-over-year headwind stemming from the reinstatement of the bonus in the range of \$50 million.
- ▼ Rockwell Automation faces stiff competition in all of its market segments. The company, therefore, needs to continually develop advanced technologies for new products and product enhancements. Developing products requires high levels of innovation, and the process is often lengthy and expensive. The company's increased spending to support growth will continue to put pressure on margins in the near term.
- ▼ The Oil & Gas Industry has been hit hard by the pandemic as business closures and restrictions on travel impacted demand for oil and gas. During 2020, global production levels exceeded demand leading to a global oversupply and volatility in oil prices. These factors will continue to impact the company's Oil & Gas customers' operations and restrain their industrial spending. The company expects Oil & Gas to be down high single digits in fiscal 2021.

Rockwell Automation's performance will be affected by weakness in oil and gas industry, and increased spending to develop advanced technologies. It will also bear the brunt of tariffs.

Last Earnings Report

Rockwell Automation Q1 Earnings Beat Estimates, Up Y/Y

Rockwell Automation reported adjusted earnings of \$2.38 in first-quarter fiscal 2021, beating the Zacks Consensus Estimate of \$1.92. The bottom line also improved 11% year over year primarily due to a \$70 million pre-tax favorable legal settlement in the quarter under review (45 cents per share), partially offset by a higher tax rate and increased incentive compensation expenses.

Including one-time items, the company's earnings was \$5.06 per share, reflecting a significant improvement from the \$2.66 in the year-ago quarter.

Total revenues were \$1,565.3 million, down 7% from the prior-year quarter. The top line missed the Zacks Consensus Estimate of \$1,613 million. While organic sales in the quarter were down 9.7%, currency translation had a positive impact of 0.8 percentage points. Further, acquisitions contributed 1.8% to sales.

Quarter Ending 12/2020

Report Date	Jan 26, 2021
Sales Surprise	-2.96%
EPS Surprise	23.96%
Quarterly EPS	2.38
Annual EPS (TTM)	7.95

Operational Update

Cost of sales decreased 6% year over year to \$919 million. Gross profit declined 8% year over year to \$646.5 million. Selling, general and administrative expenses dropped 7% year over year to \$374.6 million.

Consolidated segment operating income totaled \$309 million, down 9% from the prior-year quarter. Segment operating margin was 19.8% in the fiscal first quarter compared with 20.1% in the prior-year quarter.

Segment Results

Intelligent Devices: Net sales amounted to \$722 million in the fiscal first quarter, reflecting year-over-year decline of 7%. Segment operating earnings totaled \$140 million compared with \$161 million in the prior-year quarter. Segment operating margin contracted to 19.4% in the quarter compared with the year-ago quarter's 20.7%, due to lower sales, partially offset by temporary and structural cost savings.

Software & Control: Net sales declined 2.5% year over year to \$441 million in the reported quarter. Segment operating earnings decreased 5% year over year to \$133 million. Segment operating margin was 30.2%, compared with 31.0% in the year-earlier quarter due to lower sales, partially mitigated by temporary and structural cost savings.

Lifecycle Services: Net sales for the segment amounted to \$403 million in the reported quarter, reflecting year-over-year decline of 12%. Segment operating earnings totaled \$36 million compared with the \$38 million in the prior-year quarter. Segment operating margin was 8.9% in the quarter compared with 8.4% in the prior-year quarter. Temporary and structural cost savings led to the improvement in margins.

Financials

As of end of first-quarter fiscal 2021, cash and cash equivalents were around \$730.4 million compared with \$705 million as of fiscal 2020 end. As of Dec 31, 2020, total debt was around \$2.13 billion compared with \$2 billion as of Sep 30, 2020.

Cash flow from operations for first-quarter fiscal 2021 was \$346.5 million compared with \$231.1 million in the prior-year quarter. Return on invested capital was 39.7% as of Dec 31, 2020, compared with 32.9% as of Dec 31, 2019.

During the quarter under review, Rockwell Automation repurchased 0.4 million shares for \$87.7 million. As of the end of first-quarter fiscal 2021, \$766 million was available under the existing share-repurchase authorization.

Fiscal 2021 Guidance Hiked

The company witnessed double digits increase in orders on a sequential basis, exceeding pre-pandemic levels. It witnessed strong demand for Intelligent Devices and Information Solutions, which is expected to drive higher growth for the year. Backed by the strong demand, Rockwell Automation has raised its guidance for fiscal 2021 to the band of \$8.70-\$9.10 from the previous \$8.45-\$8.85. Organic sales growth is expected between 4.5% and 7.5%, up from the previous expectation of 3.5% to 6.5%. Reported sales growth is anticipated in the range of 8.5% to 11.5%, up from the previous band of 6% to 9%. Inorganic sales growth is projected to be around 1.5% for the fiscal year.

Recent News

Rockwell Automation Buys Oylo, Expands Cybersecurity Offerings

On **Oct 2, 2020**, Rockwell Automation announced that it has acquired industrial cybersecurity services provider company — Oylo — in a bid to boost its cybersecurity offerings. Based in Barcelona, Spain, Oylo offers a wide range of industrial control system (ICS) cybersecurity services and solutions, including turnkey implementations, assessments, managed services as well as incident response.

The buyout supports Rockwell Automation's commitment to providing best-in-class cybersecurity services and solutions, which is one of the company's fastest-growing businesses. Further, Oylo's expertise in operational technology (OT) cybersecurity supplements Rockwell Automation's know-how in information technology (IT) cybersecurity. The acquisition will aid Rockwell Automation to further enhance its global delivery capability in the rapidly-emerging IT/OT cybersecurity market while expanding the cybersecurity offerings to the industrial market. Oylo will be part of Rockwell's Lifecycle Services operating segment.

Valuation

Rockwell Automation's shares have gone up 5.3% in the trailing six-month period and up 31.3% over the trailing 12-month period. Stocks in the Zacks Industrial Automation and Robotics industry and the Zacks Industrial Products sector are up 11.3% and 30.1% in the trailing six-month period, respectively. Over the past year, the Zacks sub-industry and sector are up 38.6% and 43.4%, respectively.

The S&P 500 index is up 13.3% in the year-to-date period and up 28.1% in the past year.

The stock is currently trading at 26.67X forward 12-month earnings, which compares with 26.03X for the Zacks sub-industry, 23.42X for the Zacks sector and 22.71X for the S&P 500 index.

Over the past five years, the stock has traded as high as 31.70X and as low as 13.48X, with a 5-year median of 21.57X.

Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$257 price target reflects 28.04X forward 12-month earnings

The table below shows summary valuation data for ROK:

Valuation Multiples - ROK					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	26.67	26.03	23.42	22.71
	5-Year High	31.7	27.74	23.42	23.8
	5-Year Low	13.48	15.68	12.64	15.3
	5-Year Median	21.57	20.49	17.94	17.84
EV/EBITDA TTM	Current	21.04	15.87	24.43	16.86
	5-Year High	24.14	18.69	24.43	16.99
	5-Year Low	8.62	7.18	11.1	9.62
	5-Year Median	13.57	10.98	15.28	13.28
P/B TTM	Current	15.15	8.5	6.99	6.95
	5-Year High	59.48	19.24	6.99	6.97
	5-Year Low	6.13	4.52	3.33	3.84
	5-Year Median	13.06	8.45	4.58	4.97

As of 02/25/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 7% (18 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Emerson Electric Co. (EMR)	Outperform	2
ABB Ltd (ABB)	Neutral	2
Dover Corporation (DOV)	Neutral	2
Eaton Corporation, PLC (ETN)	Neutral	2
Flowserve Corporation (FLS)	Neutral	3
Honeywell International Inc. (HON)	Neutral	3
Micron Technology, Inc. (MU)	Neutral	3
Timken Company The (TKR)	Neutral	2

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

Industry Comparison Industry: Industrial Automation And Robotics				Industry Peers		
	ROK	X Industry	S&P 500	ABB	EMR	MU
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Outperform	Neutral
Zacks Rank (Short Term)	3	-	-	2	2	3
VGM Score	C	-	-	C	C	B
Market Cap	28.39 B	2.64 B	27.11 B	63.48 B	52.40 B	98.58 B
# of Analysts	11	3	13	4	9	9
Dividend Yield	1.75%	0.23%	1.47%	1.76%	2.31%	0.00%
Value Score	C	-	-	C	C	B
Cash/Price	0.03	0.12	0.06	0.09	0.04	0.07
EV/EBITDA	20.99	10.49	15.04	31.36	16.77	11.06
PEG F1	3.54	2.94	2.33	3.86	2.40	1.81
P/B	15.15	3.91	3.81	3.97	5.84	2.47
P/CF	26.50	26.50	15.62	21.23	17.67	11.41
P/E F1	27.42	33.34	20.74	23.90	23.52	22.84
P/S TTM	4.57	2.43	3.14	2.43	3.12	4.47
Earnings Yield	3.65%	3.10%	4.76%	4.20%	4.25%	4.38%
Debt/Equity	1.06	0.01	0.68	0.30	0.66	0.16
Cash Flow (\$/share)	9.22	3.01	6.62	1.38	4.94	7.73
Growth Score	B	-	-	D	B	C
Historical EPS Growth (3-5 Years)	8.62%	5.05%	9.34%	-1.05%	6.06%	68.10%
Projected EPS Growth (F1/F0)	16.20%	14.59%	14.09%	25.00%	7.29%	36.32%
Current Cash Flow Growth	-9.93%	-4.59%	0.52%	-17.07%	-5.22%	-31.58%
Historical Cash Flow Growth (3-5 Years)	0.71%	0.71%	7.62%	-5.30%	1.59%	7.44%
Current Ratio	1.34	2.16	1.39	1.25	1.20	2.91
Debt/Capital	51.38%	1.68%	41.42%	23.18%	39.73%	13.74%
Net Margin	21.03%	13.79%	10.59%	19.69%	12.41%	13.59%
Return on Equity	70.90%	7.07%	14.65%	14.81%	26.66%	8.46%
Sales/Assets	0.84	0.81	0.51	0.58	0.75	0.42
Projected Sales Growth (F1/F0)	8.91%	9.42%	6.75%	6.43%	6.38%	15.69%
Momentum Score	C	-	-	B	F	C
Daily Price Change	-1.06%	0.00%	-2.12%	-1.48%	-1.84%	-4.76%
1-Week Price Change	-0.38%	-0.38%	-0.16%	2.10%	0.14%	3.35%
4-Week Price Change	-2.70%	0.00%	3.34%	-2.89%	7.71%	12.41%
12-Week Price Change	-0.34%	25.29%	5.96%	8.81%	15.70%	26.07%
52-Week Price Change	31.26%	56.51%	21.53%	33.39%	35.65%	74.22%
20-Day Average Volume (Shares)	661,799	12,564	2,018,241	1,902,128	2,617,178	14,716,000
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	1.26%	8.61%	0.45%	2.08%	7.38%	0.00%
EPS F1 Estimate 12-Week Change	3.42%	14.78%	1.88%	4.03%	8.20%	55.79%
EPS Q1 Estimate Monthly Change	5.71%	23.69%	0.21%	NA	6.59%	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	C
Growth Score	B
Momentum Score	C
VGM Score	C

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

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.