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Jan 27, 2021

SVB Financial Group (SIVB)

$482.11 (As of 01/26/21)

Price Target (6-12 Months): **$555.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 01/26/21) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**1-Strong Buy**
	Zacks Style Scores:	VGM:D
	Value: F | Growth: D | Momentum: A	

Summary

Shares of SVB Financial have outperformed the industry over the past year. Its earnings surpassed the Zacks Consensus Estimate in three of the trailing four quarters. The company's fourth-quarter 2020 results indicate rise in revenues, solid loan balance and provision benefits. Growth in loans and deposits, and global expansion strategy will support the company's financials. The deal to acquire Boston Private is expected to be earnings accretive, while the acquisition of the debt investment business of WestRiver Group will likely help SVB Financial further cement its foothold in the innovation economy. While near-zero interest rates are likely to continue putting pressure on margins and elevated costs are expected to hurt the bottom line, a strong balance sheet position and efforts to improve non-interest income bode well for the future.

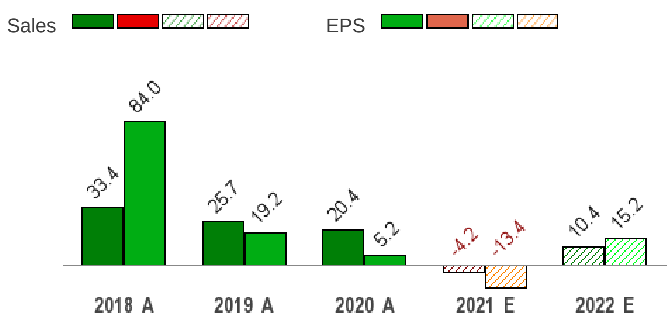
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$497.85 - $127.39**
20-Day Average Volume (Shares)	**450,485**
Market Cap	**$24.9 B**
Year-To-Date Price Change	**24.0%**
Beta	**2.14**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Banks - West**
Zacks Industry Rank	**Top 46% (116 out of 253)**
Last EPS Surprise	**97.3%**
Last Sales Surprise	**40.5%**
EPS F1 Estimate 4-Week Change	**16.1%**
Expected Report Date	**04/22/2021**
Earnings ESP	**0.0%**
P/E TTM	**21.1**
P/E F1	**25.2**
PEG F1	**3.1**
P/S TTM	**6.1**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	1,027 E	1,061 E	1,115 E	1,147 E	4,225 E
2021	914 E	920 E	988 E	1,002 E	3,828 E
2020	826 A	882 A	1,075 A	1,213 A	3,996 A

EPS Estimates

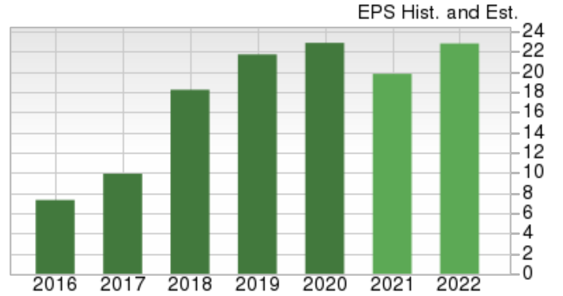
	Q1	Q2	Q3	Q4	Annual*
2022	$6.42 E	$6.70 E	$7.03 E	$7.33 E	$22.81 E
2021	$4.98 E	$4.90 E	$4.93 E	$5.23 E	$19.80 E
2020	$2.55 A	$4.42 A	$8.47 A	$7.40 A	$22.87 A

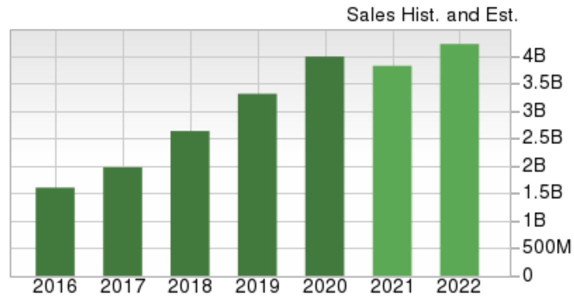
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 01/26/2021. The reports text is as of 01/27/2021.

Overview

Headquartered in Santa Clara, CA, SVB Financial Group is a diversified financial services company. Incorporated in 1999, it operates through, among others, the Silicon Valley Bank, its primary subsidiary, providing a wide range of banking and financial products and services. SVB Financial has four operating segments:





- *Global Commercial Bank*: This segment primarily consists of Commercial Bank, which offers lending, deposit products, cash management services, global banking, and trade products and services, in addition to certain investment services. Other divisions include Private Equity Division, SVB Wine, SVB Analytics and Debt Fund Investments.
- *SVB Private Bank*: This being the private banking division of Silicon Valley Bank, it offers a customized suite of private banking services, including mortgages, home equity lines of credit, restricted stock purchase loans, capital call lines of credit, and other secured and unsecured lending. It also fulfills private banking clients' cash management needs through deposit account products and services.
- *SVB Capital*: This being the venture capital investment division of SVB Financial, it focuses on funds management, comprising funding of funds and direct venture funds (or co-investment funds). The segment manages venture capital funds, primarily on the behalf of third-party limited partner investors and the company.
- *SVB Leerink*: Operating as a wholly-owned subsidiary of SVB Financial, it provides investment banking services across all subsectors of healthcare.

Notably, the company reports for these segments their non-controlling interest under the heading ' *Other items*', which reflects adjustments required for the reconciliation of results in conformity with U.S GAAP.

In 2019, SVB Financial acquired Leerink Holdings LLC ("SVB Leerink"). In 2020, it acquired the debt investment business of WestRiver Group.

As of Dec 31, 2020, the company had total assets worth $115.5 billion, deposits of $102 billion, net loans of $45.2 billion and shareholders' equity of $8.4 billion.

Source: Zacks Investment Research

Reasons To Buy:

SVB Financial will likely benefit from a solid balance sheet and global expansion strategy. Also, its focus on improving non-interest income and rise in loan balances are expected to support growth.

- SVB Financial remains focused on its organic growth strategy, as evident from consistent rise in loans, deposits and net interest income (NII) over the past several years. The company's net loans recorded a compound annual growth rate (CAGR) of 22.8% over the last five years (2016-2020). Moreover, its NII and deposits witnessed a CAGR of 17% and 27.2%, respectively, over the same time frame. Further, improving non-interest income will continue supporting top-line growth. Additionally, the acquisition of Leerink Holdings LLC ("SVB Leerink") in 2019 continue to support its financials.

- Additionally, SVB Financial is undertaking efforts to expand globally. While its U.K. and Asia operations seem to be growing, the businesses in Canada and Germany are expected to further boost revenues. The company's international core fee income witnessed a five-year CAGR of 27% (ended 2020). Notably, for 2020, the same amounted to $75.3 million (12% of total core fees). Further, as of Dec 31, 2020, global average loans were 13% of average loans. In January, the company inked a deal to acquire Boston Private, which is expected to further strengthen its private bank and wealth management offerings, while in December 2020, it acquired the debt investment business of WestRiver Group. These deals will continue supporting its position as one of the foremost providers of financing solutions to innovative companies.

- SVB Financial boasts a solid balance sheet. As of Dec 31, 2020, it had total debt of $864.2 million, and cash and cash equivalents worth $17.7 billion. Also, its times-interest-earned improved sequentially to 70.4X at the end of the fourth quarter 2020. Thus, this indicates that the company has a less chance of defaulting on interest and/or debt repayments in the near term even if the economic situation worsens.

- SVB Financial's trailing 12-month return on equity (ROE) reflects its superiority in terms of utilizing shareholders' funds. The company's ROE of 16.22% compares favorably with 9.06% for the industry.

- Shares of SVB Financial have outperformed the industry over the past year. Also, the company's earnings estimates for 2021 have been revised 12.1% upward over the past seven days. Therefore, given the strong fundamentals and positive estimate revisions, the stock has decent upside potential.

Risks

- While SVB Financial had been witnessing an increase in net interest margin (NIM) for the last several years, the trend has reversed of late. The company's NIM declined to 2.67% in 2020 from 3.51% in 2019 and 3.57% in 2018, mainly due to lower interest rates. Despite decent loan demand, NIM is expected to be hurt to some extent in the near term due to the low interest rate environment and Federal Reserve's accommodative policy.

- SVB Financial has been witnessing a continued rise in operating expenses over the past few years. Over the last five years (2016-2020), non-interest expenses saw a CAGR of 24%. The increase was mainly due to rise in compensation and benefit costs. As the company continues investing to upgrade technology and hiring, operating expenses are likely to remain elevated.

- Further, SVB Financial seems overvalued than the broader industry. Its current price-book and price-earnings (F1) ratios are above the respective industry averages.

Last Earnings Report

SVB Financial Q4 Earnings Beat, Revenues & Expenses Up

Quarter Ending	12/2020
Report Date	Jan 21, 2021
Sales Surprise	40.52%
EPS Surprise	97.33%
Quarterly EPS	7.40
Annual EPS (TTM)	22.84

SVB Financial's fourth-quarter 2020 earnings per share of $7.40 comfortably surpassed the Zacks Consensus Estimate of $3.75. Also, the bottom line increased 46.2% year over year.

Results largely benefited from higher revenues, and improving loan and deposit balances. Also, provision benefit acted as a tailwind. However, increase in operating expenses and contracting net interest margin (NIM) were the undermining factors.

Net income available to common shareholders was $388.3 million, jumping 47.7% from the prior-year quarter.

For 2020, earnings per share of $22.87 surpassed the Zacks Consensus Estimate of $19.21. Also, the figure improved 5.2% from the previous year. Net income was $1.19 billion, up 4.8% year over year.

Revenues & Expenses Rise

Net revenues for the reported quarter were $1.21 billion, increasing 43.2% year over year. Also, the top line beat the Zacks Consensus Estimate of $863.4 million.

For the year, net revenues of $4.00 billion increased 20.4% year over year. The figure surpassed the Zacks Consensus Estimate of $3.64 billion.

Quarterly net interest income (NII) was $591.5 million, which grew 10.8% year over year. Further, NIM (on a fully-taxable equivalent basis) contracted 86 basis points (bps) to 2.40%.

Non-interest income was $621.8 million, which jumped 98.5% year over year. The upswing primarily resulted from a drastic improvement in investment banking revenues, net gains on investment securities and net gains on equity warrant assets.

Non-interest expenses increased 44.3% from the prior-year quarter to $664.8 million. Increase in all expense components, except for business development and travel costs, resulted in the rise.

Non-GAAP core operating efficiency ratio was 62.67%, up from 53.78% in the prior-year quarter. A rise in efficiency ratio indicates lower profitability.

Loans and Deposit Balances Increase

As of Dec 31, 2020, SVB Financial's total loans amounted to $45.18 billion, increasing 17.6% from the prior quarter, while total deposits jumped 20.3% to $101.98 billion.

Credit Quality: Mixed Bag

Provision for credit losses was a benefit of $38.4 million against provision of $17.4 million in the year-ago quarter. Also, the ratio of net charge-offs to average loans was 0.09%, down 9 bps year over year.

However, the ratio of allowance for loan losses to total loans was 0.99%, up 8 bps year over year.

Capital Ratios Decline, Profitability Ratios Mixed

At the fourth quarter end, common equity tier 1 risk-based capital ratio was 11.04% compared with 12.58% at the end of the prior-year quarter. Total risk-based capital ratio was 12.65% as of Dec 31, 2020, down from 14.23%.

Return on average assets on an annualized basis was 1.49%, down from 1.51% recorded in the year-ago quarter. However, return on average equity was 20.23%, which increased from 17.03%.

2021 Outlook

Average loans are expected to grow in the mid-20s range.

Moreover, average deposit balances are projected to grow in the mid-40s range. Total cost of deposits and share of interest-bearing deposits are expected to remain steady.

NII is anticipated to grow in the low-20s range. NIM is projected to be 2.20-2.30%, down from 2.67% in 2020.

Core fee income (including client investment fees, foreign exchange fees, credit card fees, deposit service charges, lending-related fees and letters of credit fees) is expected to be stable year over year. SVB Leerink revenues are projected to be in the $320-$360 million range, down from $481 million in 2020.

Non-interest expenses (excluding costs related to non-controlling interests) are projected to increase in low-single digits.

Net loan charge-offs are expected to be 0.20-0.40% of average total loans.

The effective tax rate is expected to be 26-28%.

Recent News

SVB Financial Inks Deal to Buy Boston Private for $900 Million; Ratings, Outlook Affirmed by Moody's - Jan 4, 2021

In order to further strengthen its private bank and wealth management offerings, SVB Financial inked a deal to acquire Boston Private Financial Holdings, Inc. The stock-cum-cash transaction, expected to close by mid-2021, is valued at $900 million.

Following this announcement, the company's ratings and assessments were affirmed by Moody's Investors Service, a rating arm of Moody's Corporation.

Its long-term senior unsecured debt rating has been affirmed at A3. Along with SVB Financial, its banking arm Silicon Valley Bank's ratings have been affirmed. Silicon Valley Bank's long-term deposit rating has been affirmed at Aa3, while its long-term issuer rating has been affirmed at A3. Additionally, its standalone baseline credit assessment ("BCA") is a2.

The rating outlook for both SVB Financial and Silicon Valley Bank remains stable.

Moody's affirmed the ratings because it believes that the deal will not materially change SVB Financial's credit profile, which is stronger in comparison to peers. Notably, its credit profile is positioned one notch above the U.S. bank median.

Moreover, SVB Financial's loan portfolio currently lacks diversification as it is significantly concentrated in sectors like venture capital, private equity, technology and life science, which accounted for almost 81% of its total loan portfolio as of Sep 30, 2020. Thus, the acquisition, which will add Boston Private's sizeable amount of assets under management to SVB Financial's comparatively small wealth management business, will support loan diversification and hence aid revenue growth, in turn, promoting SVB Financial's credit profile.

Notably, Boston Private's total loan portfolio has a relatively higher concentration of commercial real estate ("CRE") loans. However, post-acquisition, SVB Financial's CRE loan portfolio is expected to remain small at an estimated 0.4X its pro forma Moody's-calculated tangible common equity base.

Transaction Details & Benefits

Per the terms of the deal, shareholders of Boston Private will get 0.0228 shares of SVB Financial and $2.10 of cash for each Boston Private share they own. Following the closure, Boston Private's shareholders will own approximately 3.5% of SVB Financial.

The deal, already approved by boards of directors of both companies, is still subject to consent of Boston Private's shareholders and the regulators.

Boston, MA-based Boston Private offers a wide range of wealth, trust and private banking services, which help clients simplify and strengthen their financial positions. So, the deal will significantly improve SVB Financial's ability to meet all the financial needs of its clients. Further, the adoption of Boston Private's digital platforms will accelerate SVB Financial's technology development.

Boston Private will be integrated (which will take around 12-18 months following the closure) with SVB Financial's SVB Private Bank segment. Based on Sep 30, 2020-data, the combined entity will have private bank and wealth management assets under management worth $17.7 billion.

Notably, Goldman Sachs & Co. LLC, a unit of Goldman Sachs, acted as financial advisor to SVB Financial, while Morgan Stanley & Co. LLC, a division of Morgan Stanley, was the financial advisor to Boston Private

Greg Becker, President and CEO of SVB Financial said "Boston Private's experienced and well-regarded team, robust service offering, and advanced technology platform will significantly bolster our private bank and wealth management capabilities and enhance our ability to offer products and services tailored to the needs of founders, executives and investors."

Anthony DeChellis, CEO of Boston Private stated "Together, SVB and Boston Private will be well-positioned to grow and scale our business, leveraging SVB's deep client relationships and broad reach across the innovation economy to capture a greater share of the wealth management market."

SVB Financial expects the deal to be immediately accretive to earnings (excluding restructuring charges) in low single digits and will also help diversify revenues. The company anticipates restructuring costs to be roughly $200 million, including $65 million related to technology systems integration.

Additionally, the transaction will lead to cost savings of 20% of Boston Private's non-interest expenses in 2020. Of the total cost savings, 25% will be realized this year, 75% in 2022 and 100% thereafter.

Further, following the completion, DeChellis and Yvette Butler (current Head of Private Banking and Wealth Advisory at SVB Financial) will lead the combined private banking and wealth management operation.

SVB Financial Buys WestRiver's Debt Investment Business - Dec 28, 2020

SVB Financial completed the acquisition of the debt investment business of WestRiver Group. The terms of the deal, announced in November 2020, have not been disclosed.

With this acquisition, SVB Financial's funds management arm, SVB Capital, will be able to establish the SVB Capital Credit Platform. The SVB Capital Credit Platform will enable Silicon Valley Bank's (the banking arm of SVB Financial) clients to access new debt options and also offer "institutional investors additional investment opportunities in the innovation economy."

Notably, SVB Capital has a history of more than 20 years of making investments in the innovation economy. It has $5.5 billion in assets under management across various funds. Following the latest acquisition, SVB Capital now has an office in downtown Seattle, along with its current office in Menlo Park, CA.

Over the last eight years, the Seattle, WA-based WestRiver Group's debt investment arm has been primarily providing debt capital to technology and life-science companies, which have venture capital and private equity backing. With the impending acquisition and the establishment of the SVB Capital Credit Platform, SVB Capital and Silicon Valley Bank will be able to cater to the debt requirements of their clients and provide financing solutions more efficiently.

With the deal's closure, founder and CEO of WestRiver Group, Erik Anderson, will join the SVB Capital Credit Platform as its executive chairman and also serve as the chair of the SVB Capital Advisory Committee. Further, along with Erik Anderson, Jim Ellison and Pete Scott of SVB Financial will lead the new platform with fundraising and operational support from SVB Capital.

With this acquisition, SVB Financial has been able to further cement its foothold in the innovation economy. Thus, this will likely continue to support the company's position as one of the foremost providers of financing solutions to innovative companies.

Valuation

SVB Financial's shares are up 117.7% in the past six months and 91.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 56.4% and 22.1% over the past six months, respectively. Over the past year, the Zacks sub-industry and the sector are up 20.7% and 1.5%, respectively.

The S&P 500 index is up 21% in the past six months and 21.1% in the past year.

The stock is currently trading at 28.09X forward 12 months earnings, which compares to 16.20X for the Zacks sub-industry, 16.71X for the Zacks sector and 23.19X for the S&P 500 index.

Over the past five years, the stock has traded as high as 28.09X and as low as 6.89X, with a 5-year median of 15.61X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $555 price target reflects 32.34X forward earnings.

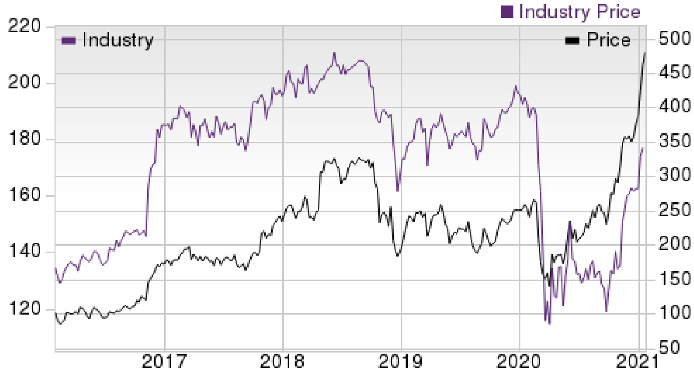
The table below shows summary valuation data for SIVB

Valuation Multiples - SIVB

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	28.09	16.2	16.71	23.19
	5-Year High	28.09	18.23	17.13	23.8
	5-Year Low	6.89	10.28	11.59	15.3
	5-Year Median	15.61	14.15	14.52	17.82
P/TB TTM	Current	3.21	2.12	3.72	17.1
	5-Year High	3.84	2.65	4.05	17.1
	5-Year Low	1.09	1.09	2.05	7.42
	5-Year Median	2.27	1.95	3.56	10.96
P/S F12M	Current	6.67	4.59	7.13	4.58
	5-Year High	6.93	4.75	7.13	4.58
	5-Year Low	2.05	2.7	5.02	3.2
	5-Year Median	4.02	3.98	6.12	3.67

As of 01/26/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 46% (116 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
First Hawaiian, Inc. **(FHB)**	Outperform	1
PacWest Bancorp **(PACW)**	Outperform	1
Umpqua Holdings Corporation **(UMPQ)**	Outperform	1
Cathay General Bancorp **(CATY)**	Neutral	3
East West Bancorp, Inc. **(EWBC)**	Neutral	3
First Republic Bank **(FRC)**	Neutral	2
Western Alliance Bancorporation **(WAL)**	Neutral	3
Zions Bancorporation, N.A. **(ZION)**	Neutral	3

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

Industry Comparison Industry: Banks - West

	SIVB	X Industry	S&P 500	EWBC	FRC	ZION
				Industry Peers		
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	1	-	-	3	2	3
VGM Score	D	-	-	D	D	B
Market Cap	24.90 B	339.66 M	27.04 B	8.93 B	26.94 B	7.74 B
# of Analysts	11	4	13	6	10	13
Dividend Yield	0.00%	1.98%	1.42%	1.74%	0.51%	2.88%
Value Score	F	-	-	B	D	A
Cash/Price	0.71	0.51	0.06	0.73	0.19	0.97
EV/EBITDA	5.12	4.96	14.85	4.41	22.88	1.29
PEG F1	3.14	2.03	2.52	1.58	1.82	NA
P/B	3.08	1.08	3.88	1.74	2.64	1.06
P/CF	21.68	9.78	14.57	10.67	24.09	7.59
P/E F1	25.15	13.48	20.63	15.80	24.44	11.49
P/S TTM	6.10	2.78	2.95	4.68	5.98	2.63
Earnings Yield	3.99%	7.42%	4.74%	6.33%	4.09%	8.71%
Debt/Equity	0.10	0.17	0.70	0.44	1.33	0.18
Cash Flow ($/share)	22.23	2.85	6.88	5.70	6.34	6.07
Growth Score	D	-	-	F	D	F
Historical EPS Growth (3-5 Years)	35.26%	10.62%	9.69%	14.41%	11.42%	16.01%
Projected EPS Growth (F1/F0)	-16.19%	3.66%	12.61%	3.68%	10.19%	36.04%
Current Cash Flow Growth	19.94%	5.77%	4.97%	3.66%	10.31%	-3.96%
Historical Cash Flow Growth (3-5 Years)	34.83%	14.71%	8.07%	24.66%	17.90%	17.66%
Current Ratio	0.64	0.92	1.38	1.01	1.02	0.85
Debt/Capital	9.09%	14.43%	41.88%	30.38%	53.52%	14.49%
Net Margin	29.49%	22.67%	10.44%	31.05%	23.61%	18.32%
Return on Equity	16.22%	9.06%	15.37%	11.80%	11.04%	7.61%
Sales/Assets	0.04	0.04	0.50	0.04	0.03	0.04
Projected Sales Growth (F1/F0)	-5.34%	-0.23%	6.13%	-1.97%	14.53%	-2.71%
Momentum Score	A	-	-	B	B	A
Daily Price Change	0.28%	-0.40%	-0.63%	-3.55%	-2.37%	-2.46%
1-Week Price Change	4.06%	0.00%	-0.02%	1.43%	1.83%	-2.08%
4-Week Price Change	28.22%	6.23%	3.06%	21.31%	7.25%	7.67%
12-Week Price Change	55.23%	23.82%	13.23%	56.77%	18.30%	33.63%
52-Week Price Change	91.86%	-9.98%	8.52%	26.00%	34.43%	-2.21%
20-Day Average Volume (Shares)	450,485	19,666	1,805,457	777,142	993,252	1,348,714
EPS F1 Estimate 1-Week Change	17.39%	0.00%	0.00%	0.00%	0.00%	7.49%
EPS F1 Estimate 4-Week Change	16.12%	1.20%	0.15%	0.97%	5.59%	22.56%
EPS F1 Estimate 12-Week Change	19.78%	5.42%	2.10%	0.04%	6.70%	28.36%
EPS Q1 Estimate Monthly Change	17.95%	0.00%	0.00%	3.13%	3.58%	18.23%

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	F
Growth Score	D
Momentum Score	A
VGM Score	D

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

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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.