

SL Green Realty Corp. (SLG)

\$47.34 (As of 10/15/20)

Price Target (6-12 Months): **\$50.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 04/12/18)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:B

Value: C

Growth: D

Momentum: A

Summary

SL Green clinched a lease with Hodges Ward Elliott to rent out space at its newly-opened skyscraper One Vanderbilt. This marks the company's third lease at the building since the onset of the pandemic and demonstrates a resilient demand for premium office space. Its business plan entails non-core properties' sale to narrow its focus on the Manhattan market, and use proceeds to fund development pipeline and repay debt. Further, strong liquidity provides it financial flexibility to navigate through the ongoing pandemic-related concerns. However, shares of the company have underperformed the industry in the past year. Moreover, it expects to face a slowdown in leasing activity, reduced market rents and lower rent collections in its retail properties in the near term. Also, high supply of office properties and choppy retail environment are woes.

Price, Consensus & Surprise

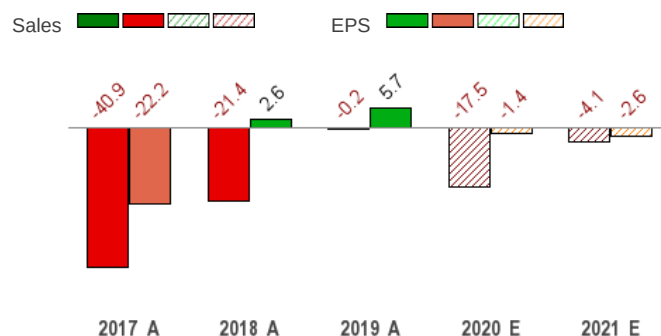


Source: Zacks Investment Research

Data Overview

52-Week High-Low	\$96.39 - \$35.16
20-Day Average Volume (Shares)	1,371,939
Market Cap	\$3.5 B
Year-To-Date Price Change	-48.5%
Beta	1.53
Dividend / Dividend Yield	\$3.54 / 7.5%
Industry	REIT and Equity Trust - Other
Zacks Industry Rank	Bottom 15% (217 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	9.7%
Last Sales Surprise	-5.5%
EPS F1 Estimate 4-Week Change	0.1%
Expected Report Date	10/21/2020
Earnings ESP	0.0%
P/E TTM	6.5
P/E F1	6.9
PEG F1	1.9
P/S TTM	2.9

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	173 E	174 E	175 E	176 E	683 E
2020	195 A	174 A	172 E	170 E	712 E
2019	213 A	216 A	215 A	219 A	863 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.57 E	\$1.63 E	\$1.71 E	\$1.75 E	\$6.72 E
2020	\$2.08 A	\$1.70 A	\$1.56 E	\$1.56 E	\$6.90 E
2019	\$1.68 A	\$1.82 A	\$1.75 A	\$1.75 A	\$7.00 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 10/15/2020. The reports text is as of 10/16/2020.

Overview

SL Green Realty Corp. dominates the office real estate market of New York. The real estate investment trust (REIT) was founded in 1997 and primarily acquires, manages, develops and leases commercial office properties in the New York Metropolitan area, especially midtown Manhattan. This S&P 500 company also makes investments in Brooklyn, Westchester County and Connecticut. These assets are jointly called the Suburban properties.

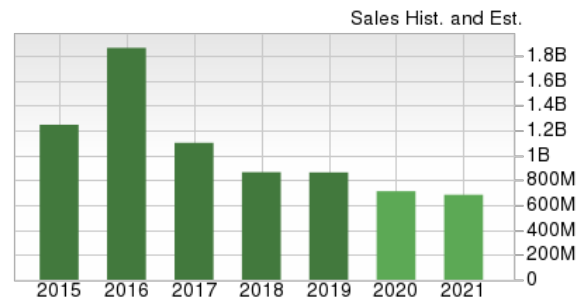
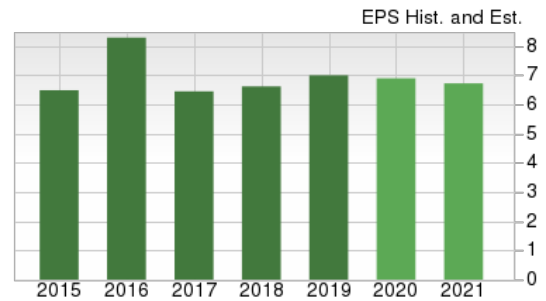
Moreover, in recent years, SL Green is seeking to tap opportunities in New York City's premium retail locations with its retail investments complementing its core office and structured finance businesses. The company has two reportable segments — real estate and debt and preferred equity (DPE) investments.

As of Jun 30, 2020, SL Green had interests in 96 buildings, covering 41 million square feet of space. This comprised ownership interests in Manhattan properties, spanning 28.7 million square feet of area, and 11.2 million square feet of space secured by DPE investments.

In the Manhattan portfolio, SL Green signed 35 office leases for 280,002 square feet during the second quarter. The mark-to-market on signed Manhattan office replacement leases was 0.8%, lower than the previous fully-escalated rents in the same spaces during the second quarter. As of Jun 30, 2020, Manhattan's same-store occupancy, inclusive of leases signed but not yet commenced, was 95.2%.

SL Green adopted the Current Expected Credit Loss model in first-quarter 2020. The company's reserves after the adoption of this model totaled \$43.5 million at the end of the quarter.

Note: All EPS numbers presented in this report represent funds from operations ("FFO") per share. FFO, a widely used metric to gauge the performance of REITs, is obtained after adding depreciation and amortization and other non-cash expenses to net income.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ SL Green has a mono-market strategy focus with an enviable footprint in the large and high-barrier to entry New York real estate market. This, along with ownership of premier Manhattan office assets, has enabled the company to enjoy high occupancy at its portfolio over the years. Additionally, the company aims at maintaining a diversified tenant base to hedge the risk associated with dependency on single-industry tenants. As a result, its largest tenants include renowned firms from different industries. Moreover, with long-term leases to tenants with strong credit profile, the company is well poised to generate stable rental revenues over the long term. In fact, SL Green's office rent collections remained decent, with July and August receipts totaling 96.1% and 96.3%, respectively. Overall, the company collected 91% and 91.8% of rents for July and August, improving from 90.9% collected for June.
- ▲ Much of the leasing proportion has shifted from new to renewal oriented deals due to the pandemic. Going forward, the next cycle of office-space demand will likely be driven by de-densification to allow higher square footage per office worker and the need for better-amenitized office properties to focus on health & wellness amid social-distancing requirements. Moreover, tenant downsizing is less likely and this will improve tenant retention. Hence, SL Green is well-positioned to benefit from the emerging trend, given the demand for office space in Manhattan. In fact, the company is likely to witness a strong second half of the year on the back of its leasing deal pipeline. It has around 600,000 square feet of space in the leasing pipeline. This consists of 200,000 square feet of new or expansion deals and around 380,000 square feet of renewal deals.
- ▲ SL Green has been following an opportunistic investment policy to enhance its overall portfolio. This includes divesting its non-core assets in a tax-efficient manner and using the proceeds to fund development projects and share buybacks. The company has completed majority of its sub-urban asset sale. This has helped the company narrow its focus on the Manhattan market, as well as retain premium and highest-growth assets in the portfolio. The company intends to continue with the same strategy in the current year. In fact, despite the transaction markets being muted, the company expects additional sales in the second half of the year. Further, the company chipped its DPE portfolio, reducing exposure to the struggling retail asset class in the second quarter. While these balances have been used to repay the company's line of credit, fund share buybacks and focus on ground-up development activities; the active sales and repayment of existing positions will increase cash balances in the immediate term. Such match-funding initiatives indicate the company's prudent capital-management practices and will relieve pressure from its balance sheet.
- ▲ The company has a pristine balance sheet and ample financial flexibility, with cash and cash equivalents of \$1.01 billion as of the second-quarter end. In fact, amid the coronavirus outbreak-led uncertainties, it undertook proactive steps to bolster liquidity position to \$1 billion on the back of financing, refinancing, sales and repayment of existing positions in the DPE portfolio as well as the sale of real estate assets and JV stake. Such prudent steps enhance SL Green's ability to withstand the current crisis and any future unexpected negative externalities. Moreover, its fixed charge coverage ratio has been improving over the previous five quarters, indicating higher cash flows available for debt repayment and other fixed charges. As of Jun 30, 2020, consolidated fixed-charge coverage was 2.75X. Also, the company has no significant debt maturities until 2021. Going forward, with a number of creditworthy tenants in its roster, it is expected to enjoy stable revenues.
- ▲ Furthermore, dividend payouts are arguably the biggest enticement for REIT investors and SL Green has consistently increased its dividend rate. In fact, in December 2019, the company announced a 4.1% increase in its fourth-quarter 2019 dividend to 88.5 cents per share. This represented SL Green's ninth consecutive year of common dividend hike. In 2020, the company expects to execute several asset sales with embedded tax gains and hence pay a special dividend. Apart from dividend hikes, the company remains committed to increase shareholder value through share buybacks. The company initially announced a \$1-billion share repurchase program in August 2016. This authorization was enhanced in subsequent periods, with the most recent addition of \$500 million in December 2019, bringing the tally to \$3 billion. From the start of the year through Jun 22, the company repurchased 6.2 million shares of common stock.

Substantial high-quality office properties in key markets, diverse tenant base, opportunistic investments and strong balance sheet are growth drivers.

Reasons To Sell:

- ▼ Rising supply of office properties in SL Green's markets remains a concern for the company. The company faces intense competition from developers, owners and operators of office properties and other commercial real estate, including sublease space available from its tenants. This restricts its ability to attract and retain tenants at relatively higher rents than its competitors. Amid higher leasing costs and elevated supply of office assets, it will be challenging for the company to backfill near-term tenant move-outs.
- ▼ The coronavirus pandemic has led to an uncertain economic environment. In such a scenario, reduced office space utilization and rental payment collections have become uncertain and landlords are offering tenant lease incentives and concessions. Amid this, the company will likely face headwinds like slowdown in leasing activities and reduced market rents. Amid this, the company earlier revised its previously-issued 2020 FFO per share guidance to \$6.60-\$7.10 per share from \$7.25-\$7.35. Moreover, management reduced 2020 leasing volume target from 1.6 million square feet projected in the beginning of 2020 to 1.28 million square feet.
- ▼ Moreover, geographic concentration of assets remains a concern for SL Green. In fact, majority of the company's property holdings consists of commercial office properties situated in midtown Manhattan. The company also has a number of retail properties and multifamily residential assets in New York City. In fact, Manhattan operating properties account for around 87% of its total net operating income (NOI). Therefore, performance of the company is susceptible to the condition of the New York City economy which is currently affected because of the coronavirus pandemic.
- ▼ With a street-retail portfolio in important Manhattan shopping corridors, softness in the retail real estate sector is also a concern for SL Green. In fact, the retail real estate environment is currently choppy and mall traffic has been declining significantly amid rapid increase in online sales, forcing retailers to opt for store closures. Further, the coronavirus pandemic and measures to curb its spread are expected to adversely affect the demand for retail space, limiting the landlord's pricing power and resulting in lesser absorption. Moreover, it is impacting retail tenant's ability to pay rents. In fact, the company collected 63.7% and 70.5% of July and August rents, respectively, from its retail tenants.
- ▼ Shares of SL Green have depreciated 41.9% over the past year compared with the industry's decline of 8.4%. Further, the trend in estimate revisions for 2020 FFO per share does not indicate a favorable outlook for the company as it has remained unchanged in the past month. Therefore, given the above-mentioned concerns and lack of any positive estimate revisions, the stock has limited upside potential in the near term.

Rising supply of office properties, intense competition from developers and owners, retail tenant bankruptcies and geographic concentration of assets are causes of concern before SL Green.

Last Earnings Report

SL Green Q2 FFO Surpasses Estimates, Revenues Miss

SL Green reported second-quarter 2020 FFO per share of \$1.70, surpassing the Zacks Consensus Estimate of \$1.55. The figure, however, compares unfavorably with the year-ago quarter's \$1.82.

The reported figure includes 4 cents per share of loss related to the sale of certain DPE investments, and 4 cents per share of reserves against the retained DPE portfolio.

Net rental revenues of \$174.14 million in the second quarter missed the Zacks Consensus Estimate of \$184.26 million. The revenue figure also declined around 20% from the prior-year number of \$216.48 million.

As of Jul 22, the company's gross tenant billings collection for the April-June period was 90.7%. This consisted of 95.7% for office and 69.6% for retail. As of Jul 21, the company's gross tenant billing receipts for July were 87%, consisting of 91.7% for office and 61.5% for retail. It expects additional collections in the upcoming period.

Quarter in Detail

During the June-end quarter, same-store cash NOI, including SL Green's share of same-store cash NOI from unconsolidated joint ventures, improved 2.1% year over year. This excludes lease termination and free rent income given to Viacom for space at 1515 Broadway.

In the Manhattan portfolio, SL Green signed 35 office leases for 280,002 square feet during the reported period. The average lease term on these leases was 4.3 years, while average tenant concessions were 4.5 months of free rent, along with a tenant improvement allowance of \$8.42 per rentable square foot.

The mark-to-market on signed Manhattan office replacement leases was 0.8% lower than the previous fully-escalated rents in the same spaces during the second quarter. As of Jun 30, 2020, Manhattan's same-store occupancy, inclusive of leases signed but not yet commenced, was 95.2%, down 40 basis points from the prior quarter.

The carrying value of its debt and preferred equity investment portfolio decreased to \$1.25 billion.

Liquidity

SL Green exited second-quarter 2020 with cash and cash equivalents of \$1.01 billion, up from \$166.1 million recorded at the end of 2019.

Investment Activity

Under the \$3-billion share-repurchase program, the company has repurchased 6.2 million shares year to date, at an average price of \$64.28 per share.

In May, it sold a 49.5% stake in One Madison Avenue to Hines Interest LP and the National Pension Service of Korea ("NPS"). Particularly, NPS and Hines' committed total equity to the project aggregates no less than \$492.2 million. The \$2.3-billion project will be developed by SL Green and Hines and will span 1.4 million rentable square feet upon the completion.

Quarter Ending 06/2020

Report Date	Jul 22, 2020
Sales Surprise	-5.49%
EPS Surprise	9.68%
Quarterly EPS	1.70
Annual EPS (TTM)	7.28

Recent News

SL Green Inks Long-Term Lease at One Vanderbilt Avenue – Oct 13, 2020

SL Green inked a lease for 12,692 square feet of space at One Vanderbilt Avenue with real estate capital market advisor, Hodges Ward Elliott. With this, the tenant will occupy part of the 50th floor at the newly opened property in East Midtown for 10 years.

Moreover, this is the third lease that SL Green has signed at the building since the onset of the pandemic and hence demonstrates resilient demand for premium office space.

Additionally, the company is enhancing its offering at the property and will offer dining experience with a new restaurant named 'Le Pavillon' in first-quarter 2021. The restaurant will be situated on the southeast corner of the second floor across 11,000 square feet of space.

SL Green Tops Off 34 Floors of 185 Broadway Property – Oct 5, 2020

SL Green topped off the ground-up development of its 34-story mixed-use building — 185 Broadway — in Lower Manhattan. Amid the pandemic-led challenges, the construction was done on schedule and under budget. This is a notable feat for the company.

Moreover, with this property, SL Green brings the region's first affordable housing development to be built through the Affordable New York Housing Program. For the development, it used the unutilized air rights that it purchased from the Metropolitan Transportation Authority ("MTA"), offering discretionary funding to the MTA.

Notably, the 260,000-square-foot property includes 17,000 square feet of retail, 26,000 square feet of commercial and 217,000 square feet of residential spaces, and is strategically located adjacent to the Fulton Transit Center. It will have two different entrance lobbies for the residential and commercial spaces.

The residential space consists of 209 rental units, of which 30% (63 units) will be affordable, consisting of studio, one-bedroom, two-bedroom and three-bedroom units. Moreover, the property will offer various amenities such as co-working space, a modern fitness center, club lounge, board room and large outdoor spaces.

SL Green Concludes Capitalization of 126 Nassau Street – Sep 15, 2020

SL Green has completed the full capitalization of its 100% pre-committed development for Pace University at 126 Nassau Street.

This was made through a partnership agreement with a real estate fund managed by Meritz Alternative Investment Management and by closing a \$125 million construction financing facility from The Bank of China. According to the partnership agreement, Meritz will hold 80% interest in the venture and SL Green will have 20% interest.

SL Green Opens One Vanderbilt Avenue Ahead of Schedule – Sep 15, 2020

SL Green opened New York City's newest skyscraper — One Vanderbilt Avenue — along with its partners, Hines and National Pension Service of Korea. The construction project was delivered ahead of the schedule and under the budget.

The 1,401-foot tall tower spans 1.7 million square feet of space in the center of East Midtown. The property is 70% leased and home to many preeminent finance, banking, law and real estate firms. Along with a prime location near the Grand Central Terminal, unparalleled amenities and innovative office design have likely enabled the property to attract tenants.

Tenant roster includes TD Securities, a leading banking and investment firm, TD Bank, America's Most Convenient Bank, one of the ten largest banks in the United States. Moreover private equity firms like The Carlyle Group, KPS Capital Partners, Oak Hill Advisors, law firms Greenberg Traurig as well as McDermott Will & Emery and global German financial firm DZ Bank are also tenants at the property.

Moreover, the property represents a unique model, where the private sector and government have joined hands to offer important public infrastructure benefits.

In fact, the company unveiled a package for public open space and transit infrastructure improvements worth \$220 million. This includes a new 4,000-square-foot public transit hall inside the tower to offer enhanced connections to the shuttle to Times Square, Metro-North Railroad and the future Long Island Rail Road station as part of the upcoming East Side Access project.

SL Green also built two new street-level subway entrances. Such changes will reduce congestion on the platforms, facilitating higher train frequency through the station.

SL Green Closes Refinancing for 410 Tenth Avenue Project – Sep 8, 2020

SL Green refinanced a construction facility for 410 Tenth Avenue, the company's 636,000-square-foot Manhattan office redevelopment project. Specifically, the new 5-year facility for \$600 million replaces the previous \$465-million facility that was put in place in 2019.

The new facility will fund all future capital needs related to the redevelopment through its completion and also repatriated \$33.9 million of capital that was previously invested in the project.

Per management, the refinancing indicates the resiliency of the New York City market and also highlights the global capital market's ongoing confidence in class-A Manhattan office assets that have strong, credit-rated tenants.

Notably, SL Green has undertaken a building-wide redevelopment of 410 Tenth Avenue. The 20-story, future Class-A office property is slated for

third-quarter 2021 completion. The office building has an impressive tenant roster, with Amazon and First Republic Bank as anchor tenants.

In fact, revamp efforts will include a relocation of the lobby entrance from 34th Street to 33rd Street. Moreover, the property will get a new roof deck spanning 5,000 square feet and a tenant lounge spanning 3,000 square feet of space. Through numerous refurbishments, the company aims to offer an exciting and creative work environment for its tenants at the property.

Dividend Update

On Aug 20, SL Green's board announced a monthly dividend of 29.5 cents per share of common stock. The dividend was paid out on Sep 15 to shareholders of record as of Aug 31, 2020.

Valuation

SL Green's shares have been down 41.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance have declined 8.4% and 9.8% in the past year, respectively.

The S&P 500 Index is up 17% in the past year.

The stock is currently trading at 7.10X forward 12-month FFO, which compares to 19.03X for the Zacks sub-industry, 16.01X for the Zacks sector and 22.63X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 18.19X and as low as 5.36X, with a 5-year median of 13.89X. Our neutral recommendation indicates that the stock will perform in line with the market. Our \$50 price target reflects 7.50X FFO.

The table below shows summary valuation data for SLG.

Valuation Multiples - SLG					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	7.10	19.03	16.01	22.63
	5-Year High	18.19	19.33	16.74	23.47
	5-Year Low	5.36	14.32	11.60	15.27
	5-Year Median	13.89	16.14	14.41	17.68
P/S F12M	Current	5.03	8.28	6.14	4.17
	5-Year High	10.85	8.38	6.66	4.31
	5-Year Low	3.53	5.97	4.96	3.18
	5-Year Median	8.46	7.10	6.06	3.67
P/B TTM	Current	0.65	2.43	2.54	6.07
	5-Year High	1.63	3.03	2.90	6.20
	5-Year Low	0.52	1.81	1.72	3.75
	5-Year Median	1.28	2.51	2.54	4.89

As of 10/15/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 15% (217 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Alexandria Real Estate Equities, Inc. (ARE)	Neutral	3
Boston Properties, Inc. (BXP)	Neutral	3
Cousins Properties Incorporated (CUZ)	Neutral	3
Highwoods Properties, Inc. (HIW)	Neutral	4
Hudson Pacific Properties, Inc. (HPP)	Neutral	3
Kilroy Realty Corporation (KRC)	Neutral	3
Piedmont Office Realty Trust, Inc. (PDM)	Neutral	4
Douglas Emmett, Inc. (DEI)	Underperform	5

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

Industry Comparison Industry: Reit And Equity Trust - Other				Industry Peers		
	SLG	X Industry	S&P 500	ARE	BXP	HIW
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	4
VGM Score	B	-	-	F	D	B
Market Cap	3.47 B	2.03 B	23.94 B	20.42 B	12.37 B	3.53 B
# of Analysts	8	4	14	3	7	8
Dividend Yield	7.48%	3.71%	1.59%	2.62%	4.93%	5.65%
Value Score	C	-	-	D	C	B
Cash/Price	0.29	0.06	0.07	0.01	0.15	0.00
EV/EBITDA	12.87	13.97	13.69	25.25	13.54	12.24
PEG F1	1.84	3.09	2.85	4.30	4.78	1.92
P/B	0.68	1.27	3.52	1.85	1.48	1.53
P/CF	6.84	10.72	13.34	22.49	10.23	9.00
P/E F1	6.83	14.65	22.31	21.48	11.81	9.42
P/S TTM	2.91	4.64	2.66	12.19	4.25	4.67
Earnings Yield	14.58%	5.88%	4.34%	4.66%	8.47%	10.63%
Debt/Equity	1.17	0.93	0.70	0.68	1.56	1.01
Cash Flow (\$/share)	6.92	2.05	6.93	7.20	7.77	3.77
Growth Score	D	-	-	D	D	C
Historical EPS Growth (3-5 Years)	-0.94%	0.72%	10.41%	7.69%	5.50%	2.55%
Projected EPS Growth (F1/F0)	-1.48%	-3.05%	-2.95%	8.33%	-3.97%	8.30%
Current Cash Flow Growth	3.22%	3.36%	5.54%	4.79%	-2.18%	-1.95%
Historical Cash Flow Growth (3-5 Years)	-0.78%	12.74%	8.51%	23.85%	2.31%	4.75%
Current Ratio	6.70	1.66	1.35	0.19	7.67	1.07
Debt/Capital	52.02%	48.26%	42.91%	40.53%	60.42%	51.11%
Net Margin	19.90%	11.28%	10.28%	24.09%	35.18%	41.15%
Return on Equity	4.21%	3.37%	14.79%	3.94%	12.72%	13.93%
Sales/Assets	0.09	0.13	0.51	0.09	0.13	0.15
Projected Sales Growth (F1/F0)	-17.52%	0.00%	-0.53%	15.94%	-2.16%	0.24%
Momentum Score	A	-	-	D	D	B
Daily Price Change	0.17%	0.87%	0.41%	-0.21%	-0.14%	0.95%
1-Week Price Change	4.21%	0.13%	4.06%	0.27%	-2.92%	0.48%
4-Week Price Change	-7.12%	-2.14%	2.68%	-0.07%	-9.53%	-7.19%
12-Week Price Change	-1.17%	0.00%	5.78%	-3.91%	-13.10%	-9.89%
52-Week Price Change	-41.53%	-24.58%	3.83%	4.26%	-37.73%	-23.02%
20-Day Average Volume (Shares)	1,371,939	736,519	2,066,999	945,071	1,267,751	1,248,452
EPS F1 Estimate 1-Week Change	0.15%	0.00%	0.00%	-0.09%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.15%	0.00%	0.04%	-0.09%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	1.37%	-0.12%	3.55%	3.05%	-6.58%	0.66%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.27%	0.00%	-0.56%

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	D
Momentum Score	A
VGM Score	B

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

Disclosures

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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.