

## Sensata Technologies (ST)

**\$38.79** (As of 07/30/20)

Price Target (6-12 Months): **\$41.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 07/03/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:D

Value: B

Growth: D

Momentum: F

## Summary

Sensata primarily benefits from its cost-effective operations backed by greater pricing flexibility. With an accretive customer base, it invests in innovative technology to address complex engineering requirements. Performance Sensing is the primary source of long-term growth as it generates majority of revenues from the automotive sensor market. Diverse relationships and robust innovation capabilities are key growth factors. However, the company reported tepid second-quarter 2020 financial results, with the top line lagging the Zacks Consensus Estimate and the bottom line surpassing the same. Severe market downfall due to COVID-19 pandemic and forex woes hampered its business operations. Consequently, the company withdrew financial guidance for full year 2020. Sensata is susceptible to seasonality factors that is likely to dent profitability.

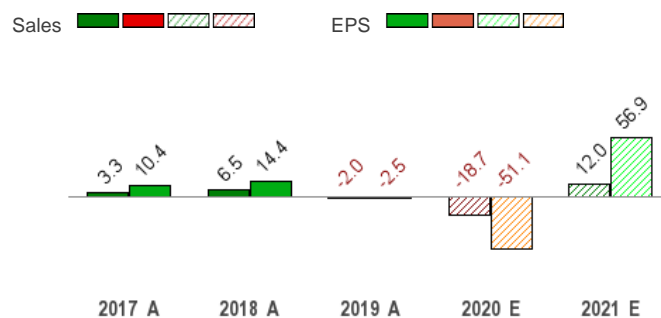
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	<b>\$54.72 - \$18.25</b>
20 Day Average Volume (sh)	<b>1,297,203</b>
Market Cap	<b>\$6.1 B</b>
YTD Price Change	<b>-28.0%</b>
Beta	<b>1.64</b>
Dividend / Div Yld	<b>\$0.00 / 0.0%</b>
Industry	<a href="#">Instruments - Control</a>
Zacks Industry Rank	<b>Bottom 17% (211 out of 253)</b>

## Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	<b>12.5%</b>
Last Sales Surprise	<b>-1.2%</b>
EPS F1 Est- 4 week change	<b>-0.1%</b>
Expected Report Date	<b>11/04/2020</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>15.5</b>
P/E F1	<b>22.3</b>
PEG F1	<b>2.0</b>
P/S TTM	<b>2.0</b>

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	773 E	797 E	761 E	788 E	3,140 E
2020	774 A	577 A	695 E	750 E	2,804 E
2019	871 A	884 A	850 A	847 A	3,451 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.66 E	\$0.73 E	\$0.68 E	\$0.74 E	\$2.73 E
2020	\$0.53 A	\$0.18 A	\$0.43 E	\$0.60 E	\$1.74 E
2019	\$0.85 A	\$0.93 A	\$0.90 A	\$0.89 A	\$3.56 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 07/30/2020. The reports text is as of 07/31/2020.

## Overview

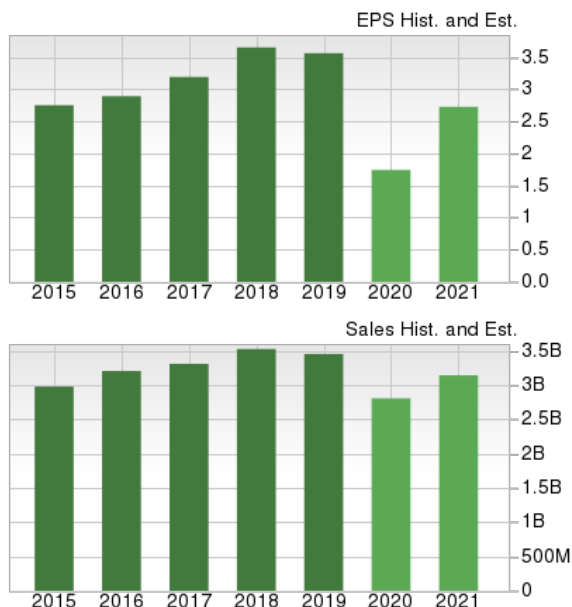
Headquartered in Attleboro, Massachusetts, Sensata Technologies is a global industrial technology company that develops, manufactures and sells innovative sensor-based solutions. Markedly, it is considered as one of the leading suppliers of electrical protection and power management solutions. With an industry rich experience of more than 100 years, the company has its business centers in 11 countries, including Japan, China, Korea and Malaysia, and operates under 14 other brand names apart from Sensata.

Known as the pioneer in mission critical solutions, Sensata has a diversified portfolio of personalized and unique sensor-rich applications from automotive braking systems to aircraft flight controls that are utilized ubiquitously. These sensors are specifically designed to address complex engineering and operating performance requirements that help customers solve significant challenges in industrial, heavy vehicle and off-road as well as aerospace industries. With more than 1.1 billion of Sensata devices shipped annually across the globe, the company focuses on producing equipment that are cleaner, safer, connected and efficient.

Notably, Sensata classifies its reporting segments into Performance Sensing (66.8% of total revenues in second-quarter fiscal 2020) and Sensing Solutions (33.2%).

**Performance Sensing:** This segment is primarily involved in the production of pressure sensors and are used in mission-critical systems and subsystems of automobiles as well as off-road equipment. Considered as one of the largest manufacturer of sensors and sensor-based solutions in key markets, it caters to a wide array of customers ranging from construction and agriculture OEMs to various aftermarket distributors.

**Sensing Solutions:** This segment is considered to be a major player in industrial sensing, electrical and power protection industries globally. It is engaged in the production and development of a broad portfolio of control and application-specific sensor devices that are used in factory automation and water management markets. It caters to a wide range of customers ranging from Tier 1 aerospace and compressor suppliers to commercial and industrial manufacturers in medical, telecom, semiconductor and material handling industries.



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## Reasons To Buy:

- ▲ Being the leading provider of mission critical solutions, Sensata benefits from cost-effective operations. The company offers a streamlined set of products, which helps in eliminating redundant costs and gives greater pricing flexibility. It invests in cutting-edge technology that enables the hybrid and electric vehicles to be more efficient, cost effective, robust and safe. Markedly, Sensata's sensing solutions business has a strong product portfolio and greater scale to capitalize on attractive opportunities in the \$24.1-billion global automotive sensor market. Moreover, the company believes that its evolving portfolio and accretive customer base serve as the cornerstone for its long-term growth across a diverse set of markets.
- ▲ Catering to a wide range of customers from Tier 1 compressor suppliers to industrial manufacturers, Sensata shares a long-standing relationship with a geographically diverse base of multinational companies and leading original equipment manufacturers. It develops mission-critical sensor-rich solutions to address both current and evolving technological needs. The company primarily relies on third-party distributors to sell its products across the globe. Sensata's strong relationships combined with robust innovation capabilities serve as its key growth drivers. With these capabilities, the company is focused on establishing and optimizing a highly-efficient global manufacturing as well as supply chain network that will aid in generating positive cash flow with an accretive customer base.
- ▲ Sensata has successfully implemented an effective capital deployment strategy that has boosted shareholders' value and provided greater operating flexibility. With diligent execution of operations, the company has been considerably outgrowing its end markets. Moreover, its strong balance sheet position enables Sensata to effectively capture M&A cost synergies with accelerated growth in industrial, aerospace and Heavy Vehicle & Off Road (HVOR) industries. Markedly, Sensata has completed 11 acquisitions till date, which have enabled it to add new capabilities in wireless sensing and software, while generating stronger returns for shareholders. All these factors bode well for its long-term growth.

Sensata's cost-effective operations, robust M&A strategies and augmented geographical presence makes it poised to generate positive cash flow for long-term growth.

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## Reasons To Sell:

- ▼ Sensata offers its services in a highly-competitive environment and utilizes a broad range of raw materials for the manufacture of products in both Performance Sensing and Sensing Solutions segment. In the last reported quarter, Performance Sensing revenues declined 40.2% to \$385.2 million from \$644.5 million in the year-ago quarter due to end-market production decline and foreign exchange setbacks. Also, Sensing Solutions revenues declined 20% to \$191.3 million from \$239.2 million in the year-ago quarter mainly due to adversities stemming from COVID-19 pandemic. The price and availability of the raw materials are subject to significant volatility, which includes trade barriers, tariffs, foreign exchange fluctuations and interruptions in production facilities by suppliers. This, in turn, raises the price of such products, which makes it difficult for the company to acquire new customers and retain the existing relationships. In the last reported quarter, service revenues declined 34.8% to \$576.5 million from \$883.7 million in the year-ago quarter due to foreign exchange fluctuations and end-market contraction thanks to COVID-19 pandemic. Notably, cost of goods sold witnessed a CAGR of 10.3% from 2013 to 2019. Hence, a considerable change in price can apparently increase its operating costs and affect its scale of operations.
- ▼ Sensata's business is susceptible to seasonality factors as well as numerous global and local risks that could potentially lower revenues and affect profitability. The markets in which Sensata operates are primarily impacted by dynamic technological advancements. As a result, the company is under constant pressure to continually design, develop, manufacture and sell innovative products as well as modify existing products to address the rapidly changing customer requirements in the global arena. Also, Sensata constantly evaluates the strategic fit of specific businesses that may result in numerous acquisitions and divestitures. However, these restructuring options might affect the operational activities and thereby threaten its financial condition. Notably, Sensata operates in markets that are highly susceptible to competitive pressures and are under constant threat by low-cost suppliers, primarily based in China. Consequently, any change in prices might result in reduced demand of Sensata's products globally. Owing to its international exposure, the company is exposed to foreign exchange fluctuations that could negatively impact its cash flow position. Further, its high debt-load could also restrict the company from making further strategic acquisitions and limit its ability to repurchase shares, thereby affecting its financial condition in the days to come.
- ▼ Due to global uncertainty owing to coronavirus pandemic, Sensata has withdrawn its 2020 guidance. Nevertheless, the company provided guidance for third-quarter 2020. The company expects revenues in the range of \$675-\$705 million. Adjusted earnings per share are estimated in the band of 38-46 cents, while adjusted net income is expected in the range of \$60-\$74 million. The Zacks Consensus Estimate for the company's current-year earnings has been revised 56.6% downward in the past year to \$1.74, while that for the next year declined 37.1% over the same time frame to \$2.73, thereby reinforcing negative investor sentiments.
- ▼ As of Jun 30, the company had \$1,242.9 million in cash and equivalents with \$3,220.8 million of long-term debt compared with the respective tallies of \$803 million and \$3,220.4 million at the end of the prior quarter. The management has temporarily suspended the share repurchase program in a bid to improve Sensata's financial flexibility. The company had \$16.1 million under the revolving credit facility. Also, to continue its business operations amid COVID-19 pandemic, the company leveraged revolving credit facility to enhance its liquidity position. However, the stock looks more leveraged than the sub-industry. Sensata currently has a debt-to-capital ratio of 0.56 compared with 0.51 of the sub-industry. This shows that the company has a debt-laden balance sheet and is unlikely to clear its debt in the near future due to disruptions caused by COVID-19 pandemic. The times interest earned has decreased steadily over the past few quarters to 1.9 at present relative to 3.7 for the sub-industry. This shows that the company is less likely to clear its debt.

Intense competitive pressures and volatile factors such as trade barriers remain major headwinds for Sensata's top-line growth. Also, higher operating costs and debt level dent its profitability.

## Last Earnings Report

### Sensata Q2 Earnings Beat Estimates, Revenues Down Y/Y

Sensata reported tepid second-quarter 2020 financial results, with the top line lagging the Zacks Consensus Estimate and the bottom line surpassing the same. Further, lower segmental revenues due to COVID-19 pandemic, foreign exchange headwinds, logistic challenges and productivity woes affected Sensata's performance.

#### Bottom Line

On an adjusted basis, quarterly net income was \$27.7 million or 18 cents per share compared with \$150.4 million or 93 cents per share in the year-ago quarter. The year-over-year decline was primarily caused by lower revenues. However, the bottom line surpassed the consensus estimate by 2 cents.

On a GAAP basis, net loss in the June quarter came in at \$42.5 million or a loss of 27 cents per share against net income of \$73.4 million or 45 cents per share in the prior-year quarter. The significant year-over-year deterioration was driven by top-line contraction due to lower demand amid the coronavirus-induced turmoil.

#### Revenues

Quarterly service revenues amounted to \$576.5 million compared with \$883.7 million in the year-ago quarter. The 34.8% year-over-year decline was mainly due to foreign exchange fluctuations and end-market contraction due to COVID-19 pandemic. The top line missed the consensus estimate of \$584 million. Further, organic revenues declined 33.9% primarily due to the adverse impact of the virus outbreak.

#### Quarterly Segment Results

Performance Sensing revenues declined 40.2% to \$385.2 million from \$644.5 million in the year-ago quarter. Accounting 66.8% of total revenues, the decline was primarily due to productivity headwinds and foreign exchange setbacks. Although the segment witnessed HVOR market outgrowth, its operating income declined 65% to \$60.8 million from \$173.4 million due to declining revenues and lower production levels in manufacturing facilities owing to COVID-19 adversities. However, it was partially offset by short-term cost-reduction initiatives.

Sensing Solutions revenues declined 20% to \$191.3 million from \$239.2 million in the year-ago quarter. Accounting 33.2% of total revenues, the year-over-year decline was led by adverse impact of the virus outbreak. Also, industrial and aerospace businesses declined 14.6% and 39.4% organically coupled with OEM production delays in a weaker aftermarket. Further, the segment was hurt by forex woes. Its operating income declined 28.2% to \$55.8 million from \$77.7 million mainly due to lower revenues and reduced productivity. Nevertheless, the acquisition of PRECO Electronics reinforces Sensata's image and object sensing capabilities.

#### Other Details

Total operating expenses were \$578.4 million compared with \$736.3 million in the prior-year quarter, primarily due to lower cost of revenue and R&D expenses. Adjusted operating income was \$75 million, down 63.4% from \$205.1 million in the year-ago quarter. The year-over-year downtick was caused by underutilized manufacturing capacity, higher logistics costs, higher costs to safeguard employees, temporary salary reductions and lower revenues due to end-market downfall caused by COVID-19 pandemic. Adjusted gross profit in the quarter declined 47.2% to \$165.4 million due to lower revenues. Adjusted EBITDA totaled \$104.5 million compared with \$231.2 million a year ago.

During the quarter, the company incurred restructuring charges of \$26 million associated with workforce reduction initiatives.

#### Cash Flow & Liquidity

In the first six months of 2020, Sensata generated \$170.3 million of net cash from operating activities compared with \$252.2 million in the prior-year period. Free cash flow came in at \$113.6 million for the first half of the year compared with \$170.6 million in the year-ago period.

As of Jun 30, the company had \$1,242.9 million in cash and equivalents with \$3,220.8 million of net long-term debt. Impressively, the company had \$16.1 million under the revolving credit facility. As part of its share repurchase program, Sensata repurchased nearly 0.9 million shares for a total consideration of \$35.2 million. However, on Apr 2, 2020, the management took the decision of temporarily suspending its share repurchase program in a bid to improve financial flexibility.

#### Q3 Guidance Issued & 2020 Outlook Withdrawn

Sensata has issued guidance for third-quarter 2020. The company expects revenues in the range of \$675-\$705 million. Adjusted earnings per share is estimated in the band of 38-46 cents, while adjusted net income is expected to be in the vicinity of \$60-\$74 million.

Sensata has undertaken several cost-saving initiatives to enhance its financial flexibility amid the global pandemic. These positive undertakings are expected to result in cost savings of nearly \$60-\$65 million in 2021. Also, restructuring charges are estimated to be in the range of \$43-\$49 million.

With global economies gradually stabilizing in Europe, Asia and the United States, Sensata has witnessed a considerable growth in its monthly deliveries and order rates. However, given the macroeconomic uncertainties pertaining to the COVID-19 pandemic, Sensata is maintaining a skeptical approach and has not provided a definite financial outlook for 2020. With a flexible cost structure, Sensata is efficiently managing its working capital and leveraged revolving credit facility to enhance its liquidity position. It has also minimized its capital expenditures to keep a track on its operating expenses. With an optimistic view, Sensata is committed to align its costs with normalized demand levels in order to serve the requirements of customers amid this crisis.

Quarter Ending 06/2020

Report Date	Jul 28, 2020
Sales Surprise	-1.20%
EPS Surprise	12.50%
Quarterly EPS	0.18
Annual EPS (TTM)	2.50

## Recent News

On Apr 3, 2020, Sensata announced that in response to the COVID-19 pandemic, the company has withdrawn its guidance, stated previously, for first-quarter and full year 2020 earnings. The industrial technology company, further communicated that it will not be able to quantify its business impact amid this hour of crisis. However, apart from ensuring the safety of the employees, Sensata intends to undertake necessary steps to ramp down production volumes and reduce operating costs to enhance its financial flexibility.

On Mar 20, Sensata announced that it has appointed two new board members — Steven Sonnenberg and Lorraine Bolsinger to the Board of Directors. With years of expertise on M&A and finance across various markets, Steven and Lorraine's inclusion, effective from Mar 23, has enabled the company to enhance shareholder value with the help of its long-term strategy.

On Mar 9, Sensata announced that it had rung the opening bell at the New York Stock Exchange to commemorate the company's 10-year anniversary of being publicly traded on the world's largest stock exchange. Acknowledged as a significant milestone in Sensata's history, the auspicious occasion was attended by the company's CEO — Jeffrey Cote — along with select teams, recognized for their leadership excellence across various business units.

## Valuation

Sensata's shares are down 16.2% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 16.2%, while stocks in the Zacks Computer and Technology sector are up 27.3% in the same time frame.

The S&P 500 index is up 10.7% in the past year.

The stock is currently trading at 2.4X trailing 12-month book value, which compares to 2.75X for the Zacks sub-industry, 6.03X for the Zacks sector and 4.46X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 6.33X and as low as 1.43X, with a 5-year median of 3.53X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$41 price target reflects 17.08X trailing 12-month book value.

The table below shows summary valuation data for ST

Valuation Multiples - ST					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	2.4	2.75	6.03	4.46
	5-Year High	6.33	4.5	6.11	4.56
	5-Year Low	1.43	1.9	3.16	2.83
	5-Year Median	3.53	3.46	4.4	3.72
P/E F12M	Current	16.38	20.76	25.94	22.69
	5-Year High	20.07	20.76	25.94	22.69
	5-Year Low	6.48	12.28	16.72	15.25
	5-Year Median	12.99	15.7	19.46	17.55
P/S F12M	Current	2.02	2.16	3.96	3.59
	5-Year High	2.9	2.42	3.96	3.59
	5-Year Low	1.05	1.53	2.32	2.53
	5-Year Median	2.22	2.03	3.14	3.04

As of 07/30/2020

## Industry Analysis Zacks Industry Rank: Bottom 17% (211 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Allied Motion Technologies, Inc. (AMOT)	Neutral	3
Roper Technologies, Inc. (ROP)	Neutral	3
Thermon Group Holdings, Inc. (THR)	Neutral	3
Transcat, Inc. (TRNS)	Neutral	3
Watts Water Technologies, Inc. (WTS)	Neutral	3
Woodward, Inc. (WWD)	Neutral	3
Xylem Inc. (XYL)	Neutral	3
Badger Meter, Inc. (BMI)	Underperform	5

Industry Comparison Industry: Instruments - Control				Industry Peers		
	ST	X Industry	S&P 500	BMI	WTS	WWD
Zacks Recommendation (Long Term)	Neutral	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	5	3	3
VGM Score	D	-	-	B	C	A
Market Cap	6.10 B	370.40 M	22.57 B	1.86 B	2.82 B	4.73 B
# of Analysts	8	3	14	2	8	5
Dividend Yield	0.00%	0.00%	1.83%	1.07%	1.10%	0.43%
Value Score	B	-	-	D	D	A
Cash/Price	0.13	0.09	0.07	0.05	0.09	0.02
EV/EBITDA	10.47	11.40	12.96	20.58	11.75	10.85
PEG Ratio	1.95	3.57	3.04	NA	3.57	1.57
Price/Book (P/B)	2.44	2.46	3.13	5.44	2.92	2.48
Price/Cash Flow (P/CF)	7.31	14.82	12.61	26.01	15.27	10.30
P/E (F1)	21.57	28.58	22.06	42.48	28.58	21.40
Price/Sales (P/S)	2.00	1.54	2.42	4.46	1.77	1.62
Earnings Yield	4.49%	3.50%	4.31%	2.35%	3.50%	4.67%
Debt/Equity	1.30	0.38	0.75	0.00	0.31	0.46
Cash Flow (\$/share)	5.30	2.22	6.94	2.45	5.48	7.38
Growth Score	D	-	-	A	C	B
Hist. EPS Growth (3-5 yrs)	7.81%	12.85%	10.85%	13.89%	13.92%	17.00%
Proj. EPS Growth (F1/F0)	-51.05%	-28.79%	-7.75%	-6.83%	-28.01%	-27.17%
Curr. Cash Flow Growth	-3.40%	4.02%	5.39%	3.00%	5.03%	26.08%
Hist. Cash Flow Growth (3-5 yrs)	5.87%	6.08%	8.55%	8.54%	6.29%	13.42%
Current Ratio	2.46	3.10	1.31	3.56	2.09	2.25
Debt/Capital	56.58%	27.39%	44.32%	0.00%	23.48%	31.30%
Net Margin	2.96%	4.35%	10.44%	11.15%	8.31%	9.48%
Return on Equity	15.56%	12.48%	14.73%	13.93%	14.59%	18.93%
Sales/Assets	0.44	0.83	0.52	0.97	0.93	0.73
Proj. Sales Growth (F1/F0)	-18.74%	-5.53%	-1.95%	-5.24%	-10.79%	-14.22%
Momentum Score	F	-	-	C	A	B
Daily Price Chg	-3.05%	-1.54%	-0.92%	-0.59%	-2.59%	-2.91%
1 Week Price Chg	0.00%	0.01%	0.37%	1.38%	0.01%	2.09%
4 Week Price Chg	6.92%	2.09%	4.14%	0.27%	3.91%	-1.00%
12 Week Price Chg	8.81%	9.68%	12.21%	10.55%	7.10%	30.70%
52 Week Price Chg	-16.22%	-2.38%	-1.73%	18.57%	-9.18%	-32.02%
20 Day Average Volume	1,297,203	71,679	1,887,986	140,457	121,789	337,423
(F1) EPS Est 1 week change	-4.32%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.14%	0.00%	0.38%	-5.36%	2.49%	-0.43%
(F1) EPS Est 12 week change	-0.67%	-5.36%	-0.07%	-5.36%	-21.34%	8.92%
(Q1) EPS Est Mthly Chg	-2.27%	-1.62%	0.16%	-3.75%	3.30%	-1.62%



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## 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 have an excellent 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.

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### 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	<b>B</b>
Growth Score	<b>D</b>
Momentum Score	<b>F</b>
VGM Score	<b>D</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.

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### Disclosures

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