

## Seagate Technology Plc (STX)

**\$58.21** (As of 01/06/20)

Price Target (6-12 Months): **\$62.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 03/18/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:A

Value: B

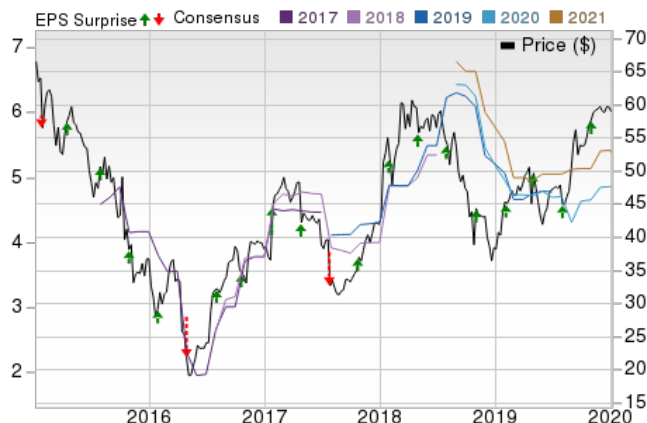
Growth: C

Momentum: A

### Summary

Seagate is benefiting from robust demand for 16-terabyte products as production to higher volumes improves and sequential improvement in HDD exabytes shipments. Further, the company provided promising Q2 guidance. Increasing traction for mass storage solutions across company's edge and enterprise markets remains a tailwind. Also, improving trend in PC shipments is a positive. We believe Seagate's NAND-supply deal with Toshiba will help it in developing advanced HDD, SSD and hybrid solutions. Rapid adoption of nearline solutions is likely to boost competitive position against Western Digital. Notably, shares of the company have outperformed the industry in the past year. However, stiff competition from its peers in the disk drive market might result in pricing pressure and limit margin expansion.

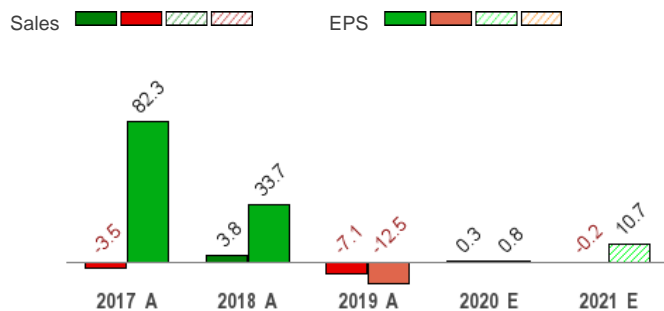
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	<b>\$60.83 - \$37.60</b>
20 Day Average Volume (sh)	<b>1,974,640</b>
Market Cap	<b>\$15.3 B</b>
YTD Price Change	<b>-2.2%</b>
Beta	<b>1.61</b>
Dividend / Div Yld	<b>\$2.60 / 4.5%</b>
Industry	<b><u>Computer- Storage Devices</u></b>
Zacks Industry Rank	<b>Bottom 20% (203 out of 254)</b>

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



Last EPS Surprise	<b>3.0%</b>
Last Sales Surprise	<b>1.1%</b>
EPS F1 Est- 4 week change	<b>0.0%</b>
Expected Report Date	<b>02/03/2020</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>14.1</b>
P/E F1	<b>12.0</b>
PEG F1	<b>9.9</b>
P/S TTM	<b>1.5</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	2,663 E	2,719 E	2,561 E	2,592 E	10,404 E
2020	2,578 A	2,722 E	2,528 E	2,530 E	10,424 E
2019	2,991 A	2,715 A	2,313 A	2,371 A	10,390 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.39 E	\$1.46 E	\$1.24 E	\$1.31 E	\$5.38 E
2020	\$1.03 A	\$1.32 E	\$1.26 E	\$1.31 E	\$4.86 E
2019	\$1.70 A	\$1.41 A	\$0.83 A	\$0.86 A	\$4.82 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 01/06/2020. The reports text is as of 01/07/2020.

## Overview

Headquartered at Dublin, Ireland, Seagate is the second-largest manufacturer of hard disk drives (HDDs) in the U.S. HDDs are used as the primary medium for storing electronic information in systems ranging from desktop computers and consumer electronics to data centers delivering information over corporate networks and the Internet.

Seagate also develops other electronic data storage products such as SSD (solid state drive) and solid state hybrid drives (SSHD). The company has an industry-leading vertically-integrated operation with internal control over the majority of its key component suppliers.

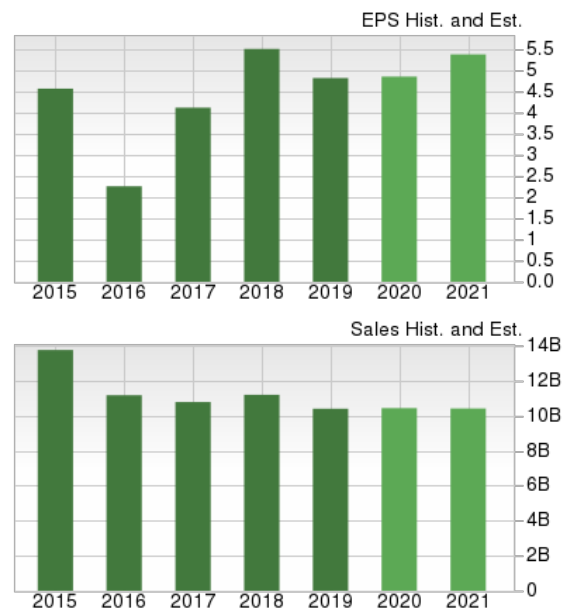
The company's HDD products are designed for mission critical and nearline applications in enterprise servers and storage systems; edge compute/clientcompute applications. SSD products mainly comprise serial attached SCSI ("SAS") and Non-Volatile Memory Express ("NVMe") SSDs. Cloud systems and solutions portfolio incorporates modular original equipment manufacturer ("OEM") storage systems and scale-out storage servers.

Seagate reported revenues of \$10.397 billion in fiscal 2019. The company offers its products under three heads — Enterprise Storage, Client Compute and Client non-compute. The company enhanced its position in SSDs with the acquisition of Samsung's HDD operations and the French drive maker, LaCie. In Fiscal 2019, the company shipped 347 exabytes of HDD storage capacity.

Geographically, revenues from the Americas accounted for 32% of fiscal 2019 revenues, EMEA brought in 19% and the remaining 49% came from Asia Pacific.

Seagate primarily sells to OEMs but supplements this with sales through distributors and retailers. Major OEM customers include Dell Inc., HP Inc, IBM and Oracle. Revenues from the OEMs accounted for 70% of fiscal 2019 revenues, Distributors brought in 17% and the remaining 13% came from Retailers.

The disk drive market is highly competitive and the company mainly competes with manufacturers of hard drives used in the enterprise, edge compute/client compute and edge non-compute/client non-compute applications and with other companies in the data storage industry that provide SSDs and NVMe add-in technology. Micron Technology, Western Digital Samsung Electronics and SK Hynix are few of the major competitors of Seagate.



---

## Reasons To Buy:

- ▲ Prominent storage players, like Seagate have been expanding into the SSD storage market. SSDs are faster and more energy efficient than traditional hard drives. These also occupy less space and are thus more suitable for mobile computing devices. The emergence of thinner laptops and tablets over the past few years has created an ideal market for SSDs, which are therefore entering the higher end of the market. SSDs are also being used in servers due to lower latency, which in turn facilitates faster response to real-time applications. E-Commerce and financial enterprises need quicker response time and thus data centers serving these clients are opting for SSDs. The secular growth of digital data, modest growth in the TAM and higher demand for storage will drive growth for storage in general, and especially for SSDs. The SSD segment's growth potential is a major positive for Seagate.
- ▲ Seagate has been active on the acquisition front. The acquisitions made over the past several years which include Conner Peripherals, Mirra, ActionFront Data Recovery Labs, Maxtor, MetaLINCS and Xyratex have not only helped the company in expanding product portfolio but have also strengthened its small-to-medium sized business solutions. The acquisitions of Accelerated Solutions Division (ASD) and Flash Components Division (FCD) from Avago Technologies in 2014 not only boosted Seagate's enterprise-class PCIe flash offerings but also enhanced the SSD controller capabilities. Seagate is poised to gain from the acquisition as PCIe-based SSDs are in demand from enterprises dealing with online transaction processing and data warehousing. Moreover, in 2015, the company acquired Dot Hill Systems to boost its enterprise side business further. The company's ability to generate substantial operating cash flows allows it to pursue frequent acquisitions. These takeovers are expected to provide the company with a competitive edge.
- ▲ Seagate is focusing more on the enterprise side, which is the key growth area in the information technology sector. Anticipating a potential acceleration in cloud deployments (due to exponential growth in data storage in the cloud), Seagate is investing heavily to deliver high-capacity storage devices that would support expansion of cloud infrastructure and cloud applications. The company in 2015 acquired Dot Hill Systems Corp. which is engaged in designing, manufacturing and marketing of a wide range of software and hardware storage systems, including hybrid storage arrays, for clients ranging from SMBs to enterprise. We believe that the acquisition of Dot Hill is in line with the company's strategy to focus more on the enterprise side, where it could gain higher-margin business. Seagate also believes that higher demand for cloud storage will lead to improved pricing for enterprise-class drives, mainly due to supply constraints. The company expects cloud-based solutions to drive revenue growth in the near term. Seagate's expectations stems from the fact that IDC expects 60% of the 13 ZB data produced to be stored in the cloud.
- ▲ PCs remain the biggest users of HDDs and Seagate still derives the bulk of its revenues from these devices. Per Gartner's preliminary data, PC shipments in third-quarter 2019, inched up 1.1% year over year to 68 million units. Going by the IDC report, shipment rose 3% on a year-over-year basis and totaled 70.4 million in the period under review. An improving trend in PC shipments favors business prospects of Seagate, which continues to depend substantially on PC sales.
- ▲ Seagate continues to boost shareholders' value through dividends and share repurchases in fiscal 2019. The company paid dividends worth \$713 million and repurchased 21 million shares in fiscal 2019. In first-quarter fiscal 2020, the company repurchased 9.2 million shares worth \$450 million and paid out dividends worth \$170 million. These investor-friendly initiatives not only boost earnings but also instill investors' confidence and loyalty.

Seagate is focusing on the enterprise side, where it could acquire higher-margin business. Synergies from acquisitions and product innovations are the other growth catalysts.

---

## Reasons To Sell:

- ▼ The merger between Western Digital and SanDisk has made it more challenging for Seagate to capture market share in the newer storage technology – SSD. The merger will lead to economies of scale, lower costs, greater market reach and acquisitions of new technologies, among other synergies, for the two major storage solution providers. The companies will also be able to offer competitive solutions in cloud-based computing, which has overtaken digital storage solution space over the past couple of years. Therefore, it will be difficult for Seagate to remain competitive in the storage business.
- ▼ The disk drive market is highly competitive and has experienced drastic pricing pressure due to supply/demand volatility. In the near future, hard disk companies might be exposed to pressures as customers, such as tablet PC makers choose flash cards for storage purposes over the customary hard disks. The situation may compel companies to slash hard disk prices, in turn hurting margins.
- ▼ Seagate derives a significant proportion of its revenues from outside the United States (almost 31.8% of total revenues in fiscal 2019), subjecting the company to exchange rate volatility. Unfavorable movement in exchange rates of foreign currencies like euro and pound sterling, related to the U.S. dollar can adversely impact results and undermine its growth potential to some extent.
- ▼ In addition, high indebtedness adds to the risk of investing in the company. At the end of first-quarter fiscal 2020, Seagate's net debt amounted to \$2.36 billion as compared to \$2.03 billion reported in the previous quarter.
- ▼ Moreover, the company is trading at premium in terms of Price/Book (P/B). Seagate currently has a trailing 12-month P/B ratio of 8.63. This level compares unfavorably with what the industry witnessed in the last year. Additionally, the ratio is higher than the average level of 6.73 and is near the high end of the valuation range in this period. Consequently, the valuation looks slightly stretched from P/B perspective.

Sluggish macroeconomic conditions, a flattish price environment, and competition from Western Digital and SanDisk remain near-term headwinds.

## Last Earnings Report

### Seagate Q1 Earnings & Revenues Beat Estimates

Seagate reported first-quarter fiscal 2020 non-GAAP earnings of \$1.03 per share, surpassing the Zacks Consensus Estimate by 3%. However, the figure declined 41.5% from the year-ago reported figure.

Non-GAAP revenues of \$2.578 billion beat the Zacks Consensus Estimate of \$2.550 billion. However, the figure declined 13.8% from the year-ago quarter.

Quarter Ending **09/2019**

Report Date	Nov 01, 2019
Sales Surprise	1.08%
EPS Surprise	3.00%
Quarterly EPS	1.03
Annual EPS (TTM)	4.13

### Exabyte Shipments in Detail

During the reported quarter, Seagate shipped 98.3 exabytes of hard disk drive (HDD) storage, with an average capacity of record 2.9 terabytes per drive. This marked year-over-year decline of 0.5% but sequential improvement of 16.3% in the total HDD exabytes shipments.

The company shipped 50.6 exabytes for the enterprise HDD market (includes nearline and mission critical). This marked a sequential increase of 34.2% in exabytes shipments. Further, capacity improved sequentially from 5.5 terabytes to 6.3 terabytes.

Particularly, in the nearline market, the company shipped 47.4 exabytes of HDD, up 36.2% sequentially.

Management anticipates robust demand for the company's highest capacity 16-terabyte products to be a notable revenue driver in the days ahead, as production to higher volumes improves.

The company shipped 33.1 exabytes for the edge non-compute HDD market, with an average capacity of 2.5 terabytes. Both the figures remained flat on a quarter-over-quarter basis.

Edge non-compute domain comprises consumer electronics (which includes sales of surveillance, DVR, gaming, NAS applications), and consumer applications. Particularly, in the consumer electronics market, the company shipped 22.0 exabytes of HDD.

Coming to edge compute domain (which includes notebook and desktop markets); Seagate shipped 14.7 exabytes of HDD, with an average capacity of 1.2 terabytes. This marked a sequential improvement of 7.3% in exabytes shipments.

Notably, enterprise, edge non-compute and edge compute verticals contributed 45%, 31% and 17% to total revenues, respectively.

### Revenues by Product Group

Total HDD revenues declined 14.7% year over year to \$2.39 billion in the reported quarter.

Non-HDD segment (enterprise data solutions, cloud systems and SSDs) revenues were down around 1.1% year over year to \$188 million.

### Margin Details

Non-GAAP gross margin came in at 26.7% contracting 440 bps on a year-over-year basis.

Non-GAAP operating expenses were down 2.7% on a year-over-year basis to \$359 million.

Non-GAAP income from operations came in at \$329 million, down 41.6% from the year-ago quarter. As a percentage of non-GAAP revenues, the figure contracted 600 bps year over year, and came in at 12.8%.

### Balance Sheet and Cash Flow

As of Oct 4, 2019, cash and cash equivalents were \$1.78 billion compared with \$2.22 billion, reported at the end of the previous quarter. Seagate ended the first quarter with a long-term debt of \$4.14 billion compared with \$4.25 billion reported in the previous quarter.

Cash flow from operations was \$456 million, compared with \$448 million reported in the previous quarter. Free cash flow for the reported quarter amounted to \$309 million, compared with \$297 million reported in the prior quarter.

In the first quarter, the company repurchased 9.2 million shares worth \$450 million and paid out dividends worth \$170 million.

Notably, Seagate's board of directors approved a cash dividend of 65 cents per share, up from 63 cents, payable Jan 8, 2020.

### Guidance

Management anticipates second-quarter fiscal 2020 revenues to be 2.72 billion (+/- 5%).

Non-GAAP EPS for the first quarter is expected to be \$1.32 (+/- 5%).

## Recent News

On **Jan 6, 2020**, Seagate launched new high-performance external solutions — the Seagate FireCuda Gaming SSD and BarraCuda Fast SSD. These SSDs are targeted to deliver superior performance and convenience for gamers and power users on the go.

On **Nov 6, 2019**, Seagate Technology announced two new high-performance solutions — The Seagate FireCuda 520 PCIe Gen4 x4 SSD and the FireCuda Gaming Dock. They feature 4TB of HDD storage capacity and an NVMe™M.2 expansion slot for an optional ultra-fast SSD upgrade.

On **Nov 1, 2019**, Seagate announced a cash dividend of 65 cents per share, up from 63 cents, payable Jan 8, 2020, to shareholders as on Dec 26, 2019.

On **Sep 17, 2019**, Seagate's subsidiary Seagate HDD Cayman recently announced the pricing of its formerly three cash tender offers (each an "Offer") to reduce refinancing risk.

On **Sep 10, 2019**, Seagate expanded its LaCie family with three new SSDs, unveiled at the 2019 IBC Show, with an aim to aid M&E professionals in managing and securing data content.

## Valuation

Seagate shares are up 27.8% in the past six-month period and 56.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Computer & Technology sector are up 14% and 14.4% in the past six-month period, respectively. Over the past year, the Zacks sub-industry and the sector are up 24.9% and 33.5% respectively.

The S&P 500 index is up 10.8% in the past six-month period and 27.8% in the past year.

The stock is currently trading at 11.35X forward 12-month earnings, which compares to 16.17X for the Zacks sub-industry, 22.32X for the Zacks sector and 18.79X for the S&P 500 index.

Over the past five years, the stock has traded as high as 15.18X and as low as 6.00X, with a 5-year median of 10.19X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$62 price target reflects 12.09X forward 12-month earnings.

The table below shows summary valuation data for STX

Valuation Multiples - STX					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	11.35	16.17	22.32	18.79
	5-Year High	15.18	16.37	22.32	19.34
	5-Year Low	6.00	10.16	16.86	15.17
	5-Year Median	10.19	12.16	19.24	17.44
P/S F12M	Current	1.47	1.14	3.59	3.48
	5-Year High	1.65	1.58	3.59	3.48
	5-Year Low	0.53	0.84	2.30	2.54
	5-Year Median	1.18	1.22	3.01	3.00
P/B TTM	Current	8.64	3.58	5.37	4.43
	5-Year High	16.21	4.09	5.38	4.45
	5-Year Low	3.3	1.67	3.13	2.85
	5-Year Median	6.92	2.98	4.21	3.60

As of 01/06/2020

## Industry Analysis Zacks Industry Rank: Bottom 20% (203 out of 254)



## Top Peers

Intel Corporation (INTC)	Neutral
Micron Technology, Inc. (MU)	Neutral
NetApp, Inc. (NTAP)	Neutral
Pure Storage, Inc. (PSTG)	Neutral
Qumu Corporation (QUMU)	Neutral
Samsung Electronics Co. (SSNLF)	Neutral
Western Digital Corporation (WDC)	Neutral
Teradata Corporation (TDC)	Underperform

Industry Comparison Industry: Computer- Storage Devices				Industry Peers		
	STX Neutral	X Industry	S&P 500	MU Neutral	PSTG Neutral	WDC Neutral
<b>VGM Score</b>	<b>A</b>	-	-	<b>D</b>	<b>C</b>	<b>D</b>
Market Cap	15.29 B	750.97 M	23.72 B	59.36 B	4.59 B	18.85 B
# of Analysts	8	7.5	13	7	9	8
Dividend Yield	4.47%	0.00%	1.79%	0.00%	0.00%	3.16%
<b>Value Score</b>	<b>B</b>	-	-	<b>B</b>	<b>F</b>	<b>C</b>
Cash/Price	0.12	0.19	0.04	0.13	0.27	0.17
EV/EBITDA	8.26	7.84	13.90	4.54	-45.91	12.58
PEG Ratio	10.00	3.29	2.00	NA	3.29	12.37
Price/Book (P/B)	8.64	7.27	3.34	1.63	5.89	1.96
Price/Cash Flow (P/CF)	8.17	12.03	13.67	4.71	NA	6.25
P/E (F1)	12.10	16.01	18.72	22.44	70.83	24.74
Price/Sales (P/S)	1.53	1.50	2.66	2.88	2.92	1.21
Earnings Yield	8.35%	4.84%	5.31%	4.46%	1.42%	4.04%
Debt/Equity	2.34	0.37	0.72	0.16	0.73	1.04
Cash Flow (\$/share)	7.12	0.42	6.94	11.36	-0.29	10.15
<b>Growth Score</b>	<b>C</b>	-	-	<b>D</b>	<b>A</b>	<b>D</b>
Hist. EPS Growth (3-5 yrs)	8.77%	1.83%	10.56%	68.56%	NA	-5.11%
Proj. EPS Growth (F1/F0)	0.73%	1.65%	7.42%	-62.41%	18.52%	-47.08%
Curr. Cash Flow Growth	-13.19%	-3.92%	14.83%	-35.35%	-39.40%	-53.72%
Hist. Cash Flow Growth (3-5 yrs)	-6.14%	-0.23%	9.00%	15.84%	1.04%	-1.49%
Current Ratio	1.58	1.45	1.23	2.56	3.31	1.98
Debt/Capital	70.05%	41.09%	42.92%	13.70%	42.29%	51.01%
Net Margin	17.66%	0.51%	11.08%	17.01%	-14.11%	-9.89%
Return on Equity	61.26%	5.88%	17.16%	11.36%	-24.66%	3.28%
Sales/Assets	1.14	0.91	0.55	0.43	0.75	0.58
Proj. Sales Growth (F1/F0)	0.32%	0.29%	4.15%	-13.28%	20.65%	0.29%
<b>Momentum Score</b>	<b>A</b>	-	-	<b>D</b>	<b>D</b>	<b>C</b>
Daily Price Chg	-1.19%	0.00%	0.10%	-1.77%	1.21%	-1.92%
1 Week Price Chg	-1.12%	-0.21%	-0.30%	0.93%	1.28%	3.99%
4 Week Price Chg	1.91%	2.09%	2.33%	15.32%	8.09%	31.86%
12 Week Price Chg	8.04%	1.14%	7.02%	19.41%	1.09%	6.90%
52 Week Price Chg	48.65%	7.83%	24.61%	57.54%	7.83%	64.68%
20 Day Average Volume	1,974,640	140,085	1,589,897	23,145,086	2,417,299	4,595,641
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.00%	0.00%	0.00%	-3.26%	0.00%	0.00%
(F1) EPS Est 12 week change	4.83%	-2.22%	-0.56%	-9.78%	12.32%	-9.56%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	-18.93%	NA	0.00%



---

## 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.

---

### 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>C</b>
Momentum Score	<b>A</b>
VGM Score	<b>A</b>

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

---

### Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.