

## TCF Financial Corp (TCF)

**\$47.36** (As of 03/16/21)

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

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 03/16/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:B

Value: B

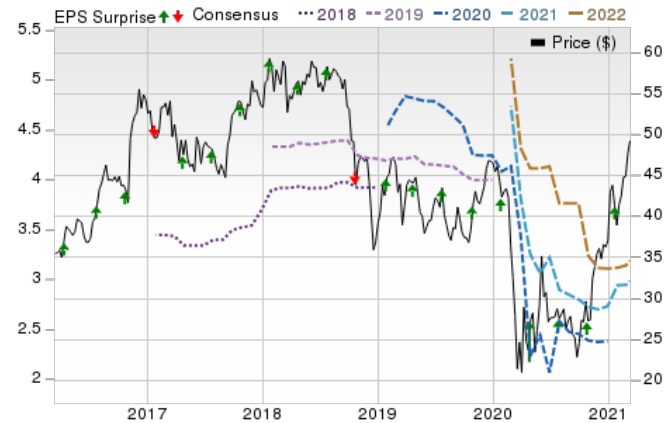
Growth: C

Momentum: B

### Summary

Shares of TCF Financial have outperformed the industry over the past three months. Also, the company has an impressive earnings surprise history, having surpassed the Zacks Consensus Estimate in each of the trailing four quarters. Increasing loan and strong deposit mix, along with rising fee income, is likely to aid top-line growth in the near term. Also, the company's inorganic growth strategies in order to tap opportunistic areas are encouraging. Improving credit quality is a tailwind. Given strong liquidity position, the company is less likely to default in case of any downturn. Nevertheless, low interest rates are expected to hurt margins and rise in expenses due to rising staff level might affect bottom-line growth. In December 2020, TCF Financial entered into an all-stock merger deal with Huntington for a market value of \$22 billion.

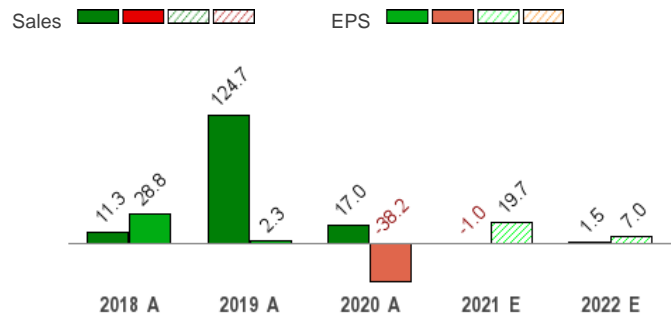
### Price, Consensus & Surprise



### Data Overview

52-Week High-Low	<b>\$49.50 - \$16.96</b>
20-Day Average Volume (Shares)	<b>897,837</b>
Market Cap	<b>\$7.4 B</b>
Year-To-Date Price Change	<b>31.4%</b>
Beta	<b>1.98</b>
Dividend / Dividend Yield	<b>\$1.40 / 3.0%</b>
Industry	<b>Banks - Northeast</b>
Zacks Industry Rank	<b>Top 9% (22 out of 253)</b>

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



Last EPS Surprise	<b>5.6%</b>
Last Sales Surprise	<b>1.6%</b>
EPS F1 Estimate 4-Week Change	<b>0.0%</b>
Expected Report Date	<b>04/26/2021</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>19.5</b>
P/E F1	<b>15.9</b>
PEG F1	<b>1.9</b>
P/S TTM	<b>3.3</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	479 E	494 E	499 E	501 E	2,064 E
2021	499 E	507 E	506 E	510 E	2,034 E
2020	538 A	511 A	496 A	509 A	2,054 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.58 E	\$0.67 E	\$0.68 E	\$0.67 E	\$3.19 E
2021	\$0.77 E	\$0.81 E	\$0.77 E	\$0.77 E	\$2.98 E
2020	\$0.57 A	\$0.54 A	\$0.63 A	\$0.75 A	\$2.49 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 03/16/2021. The report's text and the analyst-provided price target are as of 03/17/2021.

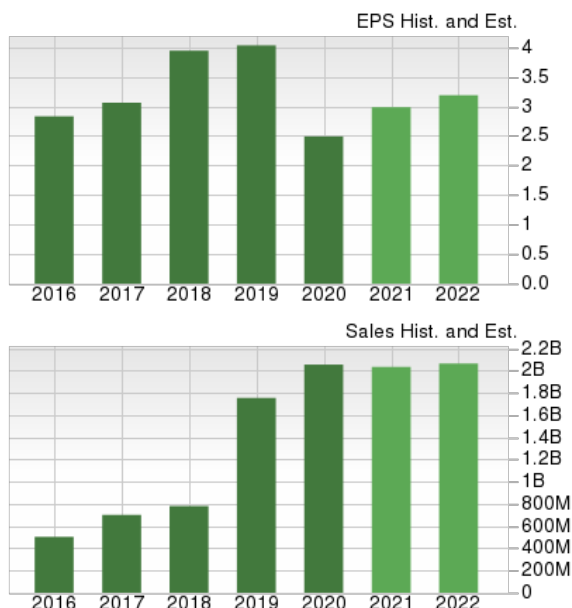
## Overview

TCF Financial Corporation is a Detroit, MI-based national financial holding company with \$47.8 billion in total assets as of Dec 31, 2020. TCF Financial's primary banking subsidiary, TCF National Bank, is a premier Midwest bank offering consumer and commercial banking, trust and wealth management, and specialty leasing and lending products and services to consumers, small businesses and commercial clients.

On Aug 1, 2019, Legacy TCF Financial Corporation and Legacy Chemical Financial Corporation successful closed the merger of equals, with Chemical as the surviving company. Upon the merger closing, Chemical was renamed TCF Financial Corporation, and its common shares began trading on Nasdaq under the symbol "TCF". The merger is expected to be 17% and 31% accretive to earnings per share of Chemical Financial and TCF Financial, respectively, by 2020. Also, it is expected to generate about \$180 million in annual run-rate cost synergies by 2020, with minimal reduction in branches.

Effective Aug 1, 2019, the company reorganized its reportable segments as follows:

- **Consumer Banking** (contributed 56% of total revenues in 2020): The segment comprises all of the consumer-facing businesses of the company and includes retail banking, consumer lending, wealth management and small business banking.
- **Commercial Banking** (43%): The segment involves commercial and industrial and commercial real estate banking along with lease financing.
- **Enterprise Services** (1%): The segment consists of corporate treasury, which includes investment and borrowing portfolios and management of capital, debt and market risks. Also, it includes corporate functions, such as IT, risk and credit management, bank operations, finance, investor relations, corporate development, legal and human capital management that provide services to the operating segments.



Source: Zacks Investment Research

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## Reasons To Buy:

- ▲ A solid deposit base is likely to support the company's organic growth. Notably, over the last five years (2016-2020), deposits saw a compounded annual growth rate (CAGR) of 22.5%. We believe that a huge deposits base should help it fund loan growth as well as meet other general business purposes. Loans also witnessed a five-year CAGR of 17.9% in 2020. The uptrend is likely to continue with the gradual improvement of the economy and the full scale resumption of business activities.
- ▲ TCF Financial's fee income growth remains a positive factor. Over the last five years (ended 2020), non-interest income saw a CAGR of 3.3%. The uptrend resulted from rising leasing revenues, driven by the acquisition of Equipment Financing & Leasing Corporation in mid-2017. Also, addition of wealth management revenues as a result of merger with Chemical Financial contributed to fee income growth. With the company's efforts to make investments in opportunistic areas, fee income is expected to continue supporting top-line growth. Notably, TCF Financial has agreed to merge with Huntington Bancshares to form one of the top 10 U.S. regional banks, along with having a rank 5 in approximately 70% of deposit markets.
- ▲ The company's several credit metrics have been improving since the financial crisis, with continuation in 2018. The ratio of non-accrual loans as a percentage of loans & leases, and Other Real Estate Loans, also dropped consistently over the past several years. The ratio witnessed a volatile trend in 2019. Though credit quality deteriorated in 2020 due to the coronavirus outbreak-led crisis, the company's diversified loan portfolio will likely help keep its credit quality at normalized levels.
- ▲ As of Dec 31, 2020, the company held total borrowings worth \$12 billion. The debt level has witnessed a fall over the past few quarters. Its debt/capital ratio of 0.2 has witnessed a volatile trend. Further, as of same date, the company held strong cash position with cash and cash equivalents of \$1.26 billion. Furthermore, its earnings before interest and tax were 5.5 times the interest expenses and improved in the past few quarters. Since the ratio indicates the company's ability to meet its debt obligations based on current income, we believe TCF Financial carries lesser likelihood of default of interest and debt repayments if the economic situation worsens.
- ▲ TCF Financial announced the first quarterly dividend of 35 cents per share as a combined company in October 2019. Also, the board of directors approved a \$150-million share buyback program. Notably, its debt/equity ratio compares favorably with the broader industry. Thus, these capital deployment activities might be sustainable in the long term.
- ▲ Shares of TCF Financial have outperformed the industry over the past three months. With this favorable trend, the company's current-year earnings estimates have been revised 5.3% upward over the past 60 days. Therefore, given the progress on fundamentals and positive estimates revision, the stock has upside potential.

TCF Financial remains well poised to benefit from loan and deposit growth along with improving credit quality. Also, increasing fee income on the back of inorganic growth strategies is a tailwind.

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### Reasons To Sell:

- ▼ Pressure on net interest margin (NIM) for TCF Financial eased in 2016, 2017 and 2018, after witnessing a declining trend for years, with the help of higher interest rates. However, NIM contracted in 2019 and 2020 on account of a fall in interest rates. Given the Federal Reserve's accommodative monetary policy stance and lower yields, we expect the bank's key metric to remain under pressure in the quarters ahead.
- ▼ Overall, non-interest expenses of the company witnessed a five-year (2016-2020) CAGR of 13.8%. The company expects costs to remain elevated, driven by growth in staff level to support business growth. We believe that continuation of such a trend exposes the company to operational risks and strains the bottom-line growth.
- ▼ TCF Financial seems overvalued when compared with the broader industry. Its current price-earnings (F1) and price-to-book ratios are above the respective industry averages.

Consistently rising expenses due to merger-related expenses remains a major headwind for TCF Financial's profitability. Further, pressure on margins due to low interest rates is a concern.

## Last Earnings Report

### TCF Financial Q4 Earnings Top Estimates, Expenses Down

TCF Financial reported fourth-quarter 2020 adjusted earnings per share of 75 cents, beating the Zacks Consensus Estimate by 4 cents. The figure, however, decreased 16.7% from the prior-year quarter.

Disciplined cost management aided the bank's quarterly performance. Also, the company witnessed decent loans and deposits balance. Moreover, lower provisions were on the upside. However, margin pressure and lower fee income were undermining factors.

Including post-tax merger-related expenses and notable items, the company reported net income of \$91.4 million or 58 cents compared with the \$112.4 million or 72 cents recorded in the previous-year quarter.

In 2020, the company reported net income of \$212.8 million compared with the \$285.5 million recorded in the prior year.

Quarter Ending	12/2020
Report Date	Jan 22, 2021
Sales Surprise	1.60%
EPS Surprise	5.63%
Quarterly EPS	0.75
Annual EPS (TTM)	2.49

### Revenues Down, Cost Declines, Loans Up

Total revenues came in at \$508.6 million in the reported quarter, down 10.3% year over year. The top-line figure, however, outpaced the Zacks Consensus Estimate of \$501 million.

In 2020, total revenues were \$2.05 billion, up 17.1% year over year.

Net interest income was down 6.7% year on year to \$381.4 million during the fourth quarter. This decline mainly resulted from decreased interest, partially mitigated by a fall in total interest expense. NIM of 3.55% contracted 34 basis points (bps) year over year.

Non-interest income came in at \$127.2 million, down 19.5% on a year-over-year basis. Fall in almost all components of income chiefly resulted in this decrease, partly offset by higher net gains on sales of loans and leases, and solid wealth management revenues.

TCF Financial reported non-interest expenses of \$379.1 million, down 9% from the prior-year quarter. This decrease primarily reflects the lower merger-related expenses, occupancy and equipment and other expenses, partly offset by higher compensation and employee benefit expenses.

Adjusted efficiency ratio was 64.8%, up from the prior-year quarter's 58.51%. A rise in ratio indicates fall in profitability.

As of Dec 31, 2020, total deposits decreased marginally sequentially to \$38.9 billion. However, total loans and leases increased slightly to \$34.5 billion during the December quarter.

### Credit Quality: A Mixed Bag

Credit quality for TCF Financial reflected mixed credit metrics. Total non-performing assets more than doubled to \$710.5 million on a year-over-year basis.

Provisions for credit losses were \$11.8 million, down 17.9% on a year-over-year basis to 0.14%. Non-performing assets as a percentage of total loans and leases and other real estate owned came in at 2.06%, up 147 bps.

### Robust Capital Position

TCF Financial's capital ratios remained strong. As of Dec 31, 2020, Common equity Tier 1 capital ratio was 11.45% compared with 10.99% as of Dec 31, 2019. Total risk-based capital ratio was 14.03% compared with 12.70% as of Dec 31, 2019. Tier 1 leverage capital ratio was 9.34%, down from 9.49% as of Dec 31, 2019.

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## Recent News

### TCF National Bank to Buy BB&T Commercial Equipment Capital - Feb 1, 2021

TCF Capital Solutions, a unit of TCF National Bank, has agreed to acquire BB&T Commercial Equipment Capital, Corp. ("CEC"), which includes a portfolio of nearly \$1 billion of equipment finance leases and loans. CEC was Truist Bank's national small-ticket equipment leasing and finance business. About 60 employees from Truist/CEC have joined the TCF team as a result of the transaction.

"We are excited the talented and experienced CEC team has joined TCF. The CEC business model is very complementary and consistent with the TCF Capital Solutions business model, which we believe will create significant incremental growth opportunities for our entire bank," said Bill Henak, Senior Executive Vice President, TCF Specialty Finance.

### Moody's Affirms Huntington Ratings, TCF Under Review - Dec 14, 2020

Following the merger announcement with TCF Financial, Moody's Investors Service, affirmed all the ratings of Huntington. The bank's long-term senior unsecured debt rating has been affirmed at Baa1. Also, the rating firm's outlook for the bank has been maintained at "stable".

Huntington National Bank, the main bank operating entity's long-term deposit rating has been affirmed at Aa3 and the stand-alone baseline credit assessment (BCA) of a3 has been affirmed.

However, Huntington National Bank's long-term deposit, senior unsecured debt and issuer ratings has been downgraded to negative from stable by the rating firm. Per Moody's, growth in deposits and transformation in the banks' balance sheet due to the recent acquisition might result in reduced unsecured debt on Huntington's balance sheet. Notably, the rating firm considers debt as a main factor in its Loss Given Failure analysis.

Additionally, all long-term ratings of TCF Financial have been placed on review for upgrade by Moody's. Further, the long-term ratings and assessments, including the baa1 BCA, of the lead bank, TCF National Bank and long-term deposits at A2 are under review. Though the bank's Prime-2(cr) short-term counterparty risk assessment has been placed under review for upgrade, other short-term ratings were affirmed.

"With the TCF acquisition, Huntington will become one of the largest regional banks in the US, gaining market positions in its key Midwest market and strengthening the banks' national lending businesses" said Rita Sahu, vice president — senior credit officer. "Although the acquisition introduces significant operational and integration risks, we have affirmed Huntington's ratings based on the bank's credit fundamentals and strong acquisition track record," Sahu added.

### Rationale Behind Ratings

Per Moody's, the proposed merger with TCF Financial, acquiring significant operational and integration risks, is a large milestone for Huntington with the former's total assets equalling around 40% of the latter's assets as of Sep 30, 2020. Notably, both companies have a good track record of integrations in the past.

Nevertheless, prior to the completion of integration, Huntington will have a heightened risk profile as the economic impact of the coronavirus pandemic is not yet certain. Therefore, due to the continued impact of the pandemic leading to uncertain operating conditions, Moody's might re-evaluate its assessment on the companies' performance prior to the deal's closure.

Following the ratings affirmation, Huntington National Bank's long-term deposit, senior unsecured debt and issuer ratings has been downgraded to negative from stable by the rating firm. Per Moody's, growth in deposits and transformation in the banks' balance sheet due to the recent acquisition might result in reduced unsecured debt on Huntington's balance sheet. Notably, the rating firm considers debt as a main factor in its Loss Given Failure analysis.

Moreover, TCF Financial's ratings under review for upgrade indicate Moody's belief of creditors getting benefit from the merger. TCF Financial's BCA reflects solid balance sheet, including huge low-cost funding base, enhanced liquidity, stable asset quality and sufficient capitalization. Furthermore, the bank recorded profits despite margin pressure and increased expenses associated with the merger between TCF Financial and Chemical in August 2019.

Notably, the review is likely to conclude on the deal's closure expected in the second quarter of 2021 after getting all regulatory approvals.

### Factors Behind an Upgrade or Downgrade of The Ratings

For Huntington, ratings could be upgraded on enhanced capitalization or rise in levels of profitability compared with peers, along with improved market funding and liquid assets. However, a downgrade is possible due to certain factors, including unsuccessful integration with TCF Financial, significant rise in problems loans or credit losses, and weak underwriting standards.

For TCF Financial, Moody's is focused on the benefits to creditors of the proposed merger under review for upgrade.

### Huntington & TCF Financial to Merge With \$168 Billion in Assets - Dec 11, 2020

Huntington entered into an all-stock acquisition deal with TCF Financial, per which the former will merge with the latter with a total market value of about \$22 billion. The combined entity will operate under the name and brand of Huntington with two headquarters in Detroit, MI and Columbus, OH, and maintain its operating presence in all the existing markets.

The deal, approved by the boards of both banks, on completion will be listed as one of the top 10 U.S. regional banks, along with having a rank 5 in approximately 70% of deposit markets. Also, the combined entity with the largest branch share will be positioned at the second in Consumer

Deposits in the footprint. Huntington will expand in Minnesota, Colorado, Wisconsin, and South Dakota, along with strengthening its presence in Chicago.

The combined entity is aimed at capturing market opportunities and boosting the client base through a distinctive, "People-First, Digitally-Powered" customer experience. Moreover, the companies' expanded scale, technological advancement and increased product offerings will help capitalize its market share.

However, the deal awaits certain customary approvals by shareholders of both companies and certain customary regulatory approvals. The transaction is anticipated to close in second-quarter 2021.

"This merger combines the best of both companies and provides the scale and resources to drive increased long-term shareholder value. Huntington is focused on accelerating digital investments to further enhance our award-winning people-first, digitally powered customer experience," chief executive officer Stephen D. Steinour of Huntington said. "We look forward to welcoming the TCF Team Members. Together we will have a stronger company better able to support our customers and drive economic growth in the communities we serve," Steinour further added.

#### Terms of the Deal

Columbus-based Huntington, with around \$120 billion in assets, and TCF Financial, with \$48 billion in assets, will create the combined entity with \$168 billion in assets, \$134 billion in deposits and \$117 billion in loans. Strategically, the combined entity will enhance through advanced technologies, expanded distribution and product offerings, along with providing stellar revenue growth opportunities.

Also, the alliance will strengthen commercial, consumer, wealth and business banking businesses with diversified products. On completion, Huntington, maintaining a strong working culture, aims to offer superior client services. Additionally, TCF Financial's national inventory and equipment finance businesses will enhance Huntington's current commercial exposure.

Per the deal, the Commercial Bank division will be headquartered in Detroit, with 800 employees of the combined company. Further, the holding company and the Consumer Bank will have headquarters in Columbus.

Members from both Huntington and TCF Financial will lead the combined entity. The organization's boards will include five directors from TCF Financial. Post-closure, Stephen D. Steinour will head as the chairman, president, and CEO of the holding company as well as CEO and president of the bank. Additionally, Gary Torgow will operate as chairman of the bank's board of directors.

#### Financial Benefits

Cost synergies are anticipated to approximate around \$490 million, or 37% of TCF Financial's non-interest expense.

Per Huntington's expectations, the deal is likely to be 18% accretive to earnings by year-end 2022, including the fully phased-in transaction cost synergies.

#### Dividend Update

On Jan 26, TCF Financial announced a quarterly cash dividend of 35 cents per share. The dividend was paid out on Mar 1 to its stockholders on record as of Feb 12.

### Valuation

TCF Financial's shares are up 27.9% year-to-date and 158% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 36.7% and 12.5% year-to-date, respectively. Over the past year, the Zacks sub-industry and sector are up 92.2% and 69.3%, respectively.

The S&P 500 Index is up 6% and 67.6% in the year-to-date period and trailing 12-month period, respectively.

The stock is currently trading at 15.65X forward 12 months earnings, which compares to 14.57X for the Zacks sub-industry, 17.38X for the Zacks sector and 22.58X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 19.51X and as low as 4.47X, with a 5-year median of 13.44X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$50 price target reflects 16.43X forward earnings.

The table below shows summary valuation data for TCF

Valuation Multiples - TCF					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.65	14.57	17.38	22.58
	5-Year High	19.51	16.72	17.38	23.8
	5-Year Low	4.47	8.79	11.6	15.3
	5-Year Median	13.44	12.09	14.58	17.9
P/TB TTM	Current	1.77	2.37	3.7	16.87
	5-Year High	2.83	2.88	4.05	16.87
	5-Year Low	0.69	1.05	2.05	8.07
	5-Year Median	2.06	2.22	3.55	11.13

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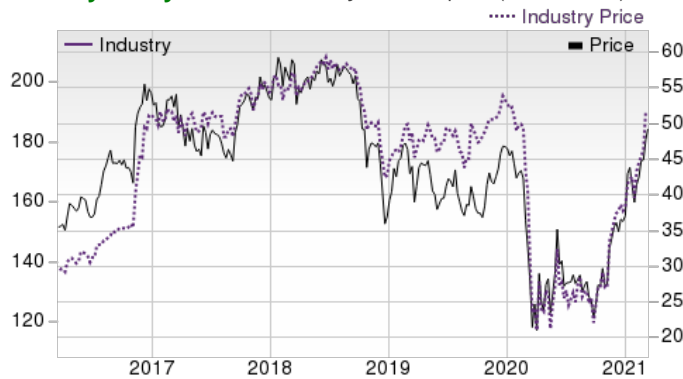
P/S F12M	Current	3.54	5.06	7.6	4.59
	5-Year High	7.78	5.06	7.6	4.59
	5-Year Low	1.24	2.57	5.02	3.21
	5-Year Median	3.65	3.95	6.13	3.69

As of 03/16/2021 Source: Zacks Investment Research

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## Industry Analysis Zacks Industry Rank: Top 9% (22 out of 253)



Source: Zacks Investment Research

## Top Peers

Company (Ticker)	Rec	Rank
UMB Financial Corporation (UMBF)	Outperform	1
Webster Financial Corporation (WBS)	Outperform	2
Bank of Hawaii Corporation (BOH)	Neutral	3
BancorpSouth Bank (BXS)	Neutral	3
Commerce Bancshares, Inc. (CBSH)	Neutral	3
CullenFrost Bankers, Inc. (CFR)	Neutral	3
First Horizon Corporation (FHN)	Neutral	3
Peoples United Financial, Inc. (PBCT)	Neutral	3

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

Industry Comparison Industry: Banks - Northeast				Industry Peers		
	TCF	X Industry	S&P 500	BOH	CBSH	UMBF
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Outperform
Zacks Rank (Short Term)	3	-	-	3	3	1
VGM Score	B	-	-	D	D	D
Market Cap	7.42 B	225.43 M	28.70 B	3.82 B	9.37 B	4.63 B
# of Analysts	9	2	13	4	7	4
Dividend Yield	2.88%	1.86%	1.39%	2.81%	1.31%	1.33%
Value Score	B	-	-	C	C	F
Cash/Price	0.21	0.53	0.06	0.16	0.32	1.12
EV/EBITDA	9.36	7.31	16.04	12.09	11.31	-0.82
PEG F1	1.91	1.64	2.37	2.58	NA	4.89
P/B	1.34	1.16	3.94	2.78	2.76	1.53
P/CF	8.73	12.02	16.20	17.69	20.35	11.31
P/E F1	15.93	13.32	21.51	20.68	22.39	17.23
P/S TTM	3.25	2.90	3.35	5.23	6.80	3.38
Earnings Yield	6.13%	7.42%	4.54%	4.84%	4.46%	5.81%
Debt/Equity	0.25	0.26	0.67	0.04	0.00	0.09
Cash Flow (\$/share)	5.42	2.06	6.78	5.26	3.91	8.39
Growth Score	C	-	-	F	D	C
Historical EPS Growth (3-5 Years)	4.85%	10.10%	9.32%	3.90%	10.27%	11.66%
Projected EPS Growth (F1/F0)	19.86%	19.57%	14.54%	19.37%	22.83%	-5.94%
Current Cash Flow Growth	7.43%	5.75%	0.72%	-23.93%	-6.60%	20.41%
Historical Cash Flow Growth (3-5 Years)	47.67%	11.93%	7.32%	-0.98%	6.18%	12.25%
Current Ratio	0.91	0.96	1.39	0.66	0.66	0.72
Debt/Capital	19.46%	21.26%	41.42%	4.21%	0.02%	8.20%
Net Margin	9.76%	18.89%	10.59%	21.05%	25.68%	20.93%
Return on Equity	7.04%	8.54%	14.65%	11.36%	10.87%	10.46%
Sales/Assets	0.05	0.04	0.51	0.04	0.05	0.05
Projected Sales Growth (F1/F0)	-0.99%	0.00%	7.02%	-2.54%	1.24%	-6.16%
Momentum Score	B	-	-	C	C	D
Daily Price Change	-2.65%	-1.05%	-0.77%	-2.32%	-0.60%	-1.21%
1-Week Price Change	3.23%	4.36%	2.96%	3.61%	4.65%	5.39%
4-Week Price Change	7.42%	11.11%	4.54%	5.00%	7.18%	19.05%
12-Week Price Change	33.03%	21.91%	9.18%	22.66%	22.43%	40.00%
52-Week Price Change	96.51%	35.09%	63.85%	39.54%	37.07%	85.54%
20-Day Average Volume (Shares)	897,837	21,696	2,338,720	292,976	457,707	232,924
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	11.61%	15.18%	2.10%	7.46%	7.30%	25.06%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Source: Zacks Investment Research

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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 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	<b>B</b>
Growth Score	<b>C</b>
Momentum Score	<b>B</b>
VGM Score	<b>B</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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Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

## Glossary of Terms and Definitions

**52-Week High-Low:** The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

**20-Day Average Volume (Shares):** The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

**Daily Price Change:** This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

**1-Week Price Change:** This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

**4-Week Price Change:** This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a medium-term price change metric and an indication of the stock gaining momentum.

**12-Week Price Change:** This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

**52-Week Price Change:** This is the percentage change in a stock's closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

**Market Cap:** The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

**Year-To-Date Price Change:** Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

**# of Analysts:** Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

**Beta:** A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

**Dividend:** The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

**Dividend Yield:** The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the most recent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn't change frequently, dividend yield usually changes with a stock's price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

**S&P 500 Index:** The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock's weight in the index is proportionate to its market value.

**Industry:** One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

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**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.

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**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.