

Welltower Inc. (WELL)

\$55.70 (As of 10/26/20)

Price Target (6-12 Months): **\$48.00**

Long Term: 6-12 Months

Zacks Recommendation: Underperform

(Since: 10/26/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

5-Strong Sell

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: D

Summary

Shares of Welltower have underperformed the industry in the past year. Notably, the company's seniors housing operating portfolio profitability is likely to remain challenged until proven treatment and vaccine are established. In fact, it is seeing a decline in occupancy as well as higher expenses due to increasing labor costs and required protective-equipment supplies. This is expected to continue to affect portfolio NOI and profitability. As part of its portfolio-repositioning and liquidity-enhancing efforts, Welltower is disposing of its assets. In fact, the company has been active on the disposition front, with \$1.3 billion of disposition of healthcare assets. While such measures are a strategic fit for the company over the long term, the dilutive impact on earnings in the near term from such asset dispositions cannot be bypassed.

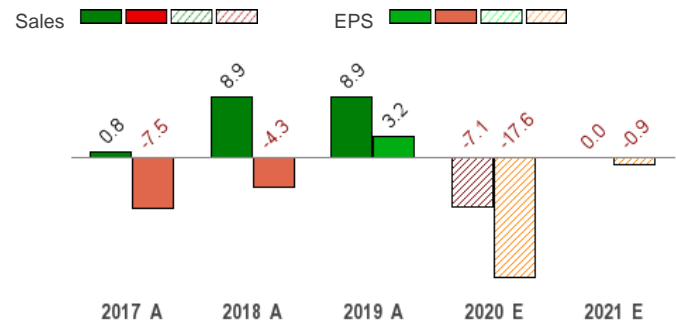
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$92.07 - \$24.27
20-Day Average Volume (Shares)	2,600,408
Market Cap	\$23.5 B
Year-To-Date Price Change	-31.2%
Beta	0.87
Dividend / Dividend Yield	\$2.44 / 4.3%
Industry	REIT and Equity Trust - Other
Zacks Industry Rank	Bottom 10% (222 out of 248)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	3.6%
Last Sales Surprise	-3.4%
EPS F1 Estimate 4-Week Change	-0.6%
Expected Report Date	10/28/2020
Earnings ESP	-0.6%
P/E TTM	14.1
P/E F1	16.2
PEG F1	3.4
P/S TTM	4.7

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	1,134 E	1,150 E	1,169 E	1,184 E	4,757 E
2020	1,259 A	1,188 A	1,153 E	1,134 E	4,756 E
2019	1,272 A	1,320 A	1,266 A	1,263 A	5,121 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.78 E	\$0.84 E	\$0.87 E	\$0.89 E	\$3.40 E
2020	\$1.02 A	\$0.86 A	\$0.81 E	\$0.79 E	\$3.43 E
2019	\$1.02 A	\$1.05 A	\$1.05 A	\$1.05 A	\$4.16 A

*Quarterly figures may not add up to annual.

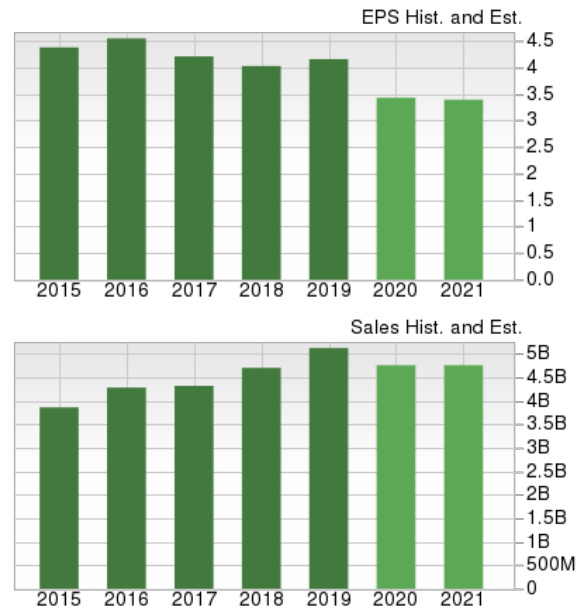
The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 10/26/2020. The reports text is as of 10/27/2020.

Overview

Toledo, OH-based, Welltower, formerly known as Health Care REIT, Inc. is a real estate investment trust (REIT) that is engaged in investments of seniors housing operators, post-acute providers and health systems. Founded in 1970, this company was the first REIT to invest exclusively in healthcare facilities. Its portfolio is concentrated in major, high-growth markets in the United States, Canada and the U.K. In addition to this, the company also offers a vast range of property management and development services.

Welltower's consolidated portfolio can be categorized into three operating segments — triple-net, seniors housing operating or SHO (operated through RIDEA structures) and outpatient medical (OM) facilities. For the period ended Jun 30, 2020, 33.8% of the company's net operating income (NOI) came from SHO assets (526 properties), 41.7% from triple-net assets (653 properties) and 24.5% from OM facilities (347 properties).

The company's SHO properties include seniors apartments, independent living/continuing care retirement communities, assisted living, independent supportive living communities in Canada, and care homes, with and without nursing in the U.K. Moreover, triple-net properties include the property types mentioned earlier along with long-term/post-acute care facilities. Under the triple-net segment, properties are primarily leased under triple-net leases and the company is not involved in the management of the property. Welltower's OM properties are leased to multiple tenants.



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



Source: Zacks Investment Research

Reasons To Sell:

- ▼ The operating environment for senior housing properties remains challenging. To limit the spread of the virus to elderly who are more susceptible to it, many facilities were shut down on the onset of the pandemic. This impacted occupancy, move-in and move-outs. In fact, total SHO portfolio occupancy declined 150 basis points (bps) sequentially in the third quarter to 78.4%. Moreover, expenses are rising due to higher labor costs and required protective-equipment supplies. In fact, the company's total SHO portfolio incurred around \$37 million of pro-rata pandemic-related property level expenses in the second quarter. Expenses are anticipated to remain elevated during the pandemic. These expected occupancy loss and elevated expenses are likely to result in NOI erosions in the near term. Any rise in the coronavirus positive cases across the nation may result in a near-term increase in bans on admissions. Hence, SHO profitability is likely to remain challenged until proven treatment and vaccine are established.
- ▼ Apart from the coronavirus outbreak-led occupancy woes, the seniors housing market has been reeling with high-supply conditions in certain markets and rising labor costs. This is a concern for Welltower because elevated supply usually curtails landlords' pricing power and limits growth in occupancy level.
- ▼ Solid dividend payouts remain the biggest attraction for REIT investors and Welltower remained committed to that. However, in May, the company made a 30% sequential reduction in quarterly dividend to 61cents per share. The company paid out a quarterly cash dividend of 87 cents per share prior to the dividend cut.
- ▼ As part of its portfolio-repositioning and liquidity-enhancing efforts, Welltower is disposing of its assets. In fact, the company has been active on the disposition front, with \$3.1 billion in pro-rata dispositions completed year to date. This includes \$1.7 billion in pro-rata dispositions completed through second-quarter 2020. Moreover, in August, it completed the disposition of 27 medical office buildings (MOBs) across the nation and seven seniors housing communities situated in Florida to Kayne Anderson Real Estate for \$1 billion. Apart from this, recently, the company announced dispositions totaling \$1.3 billion in value. This indicates a strong demand for its high-quality assets despite the challenges raised by the pandemic. Moreover, in light of the prolonged weakness in the seniors housing business, such transactions enable the company to reduce exposure to such assets, while sale proceeds generated will help to de-lever its balance sheet. While such measures are a strategic fit for the company over the long term, the dilutive impact on earnings in the near term from such asset dispositions cannot be bypassed.
- ▼ Welltower operates in an intensely competitive market and competes with national and local healthcare operators regarding factors such as quality, price and range of services provided, and reputation, location and demographics of the population in the surrounding area, along with the financial condition of its tenants and operators. This limits the company's power to significantly raise its top line and ink deals at attractive rates.
- ▼ Shares of Welltower have lost 36% compared with the industry's decline of 9.5% over the past year. Moreover, the trend in estimate revisions of 2020 FFO per share does not indicate a favorable outlook for the company as estimates have been revised marginally downward over the past month. Hence, given the above-mentioned concerns and downward estimate revisions, the company is unlikely to perform well in the near term.

Rising supply and stiff competition are pressing concerns. Also, occupancy declines and higher operating expenses at Welltower's senior housing portfolio amid the coronavirus pandemic are woes.

Risks

- Welltower has a diversified portfolio in the healthcare real estate industry that allows it to explore opportunities in different markets based on individual market dynamics. The company usually leases its healthcare facilities under "triple net" leases, where the tenant pays all taxes, insurance and maintenance for the properties in addition to rent. Moreover, the company establishes and is expanding business relationships with experienced healthcare management companies or operators who lease these properties on a long-term basis. These activities insulate the company from short-term market swings and drive steady top-line growth.
 - Welltower is focusing on strategic portfolio optimization and synergistic collaborations with health systems to invest in the next generation assets of health and wellness care delivery. In fact, the company has resorted to capital-recycling activities to finance near-term investment and development opportunities. Its pro-rata gross investments in the second quarter totaled \$124 million. This included \$6 million in acquisitions and \$115 million in development funding. Further, development spend in the second half of 2020 is likely to be \$346 million. Moreover, restructuring initiatives have enabled the company to attract top-class operators while dispositions have improved the quality of its cash flows.
 - The national healthcare expenditure is projected to increase in the coming years with senior citizens incurring higher medical expenses as against the average population. Therefore, in the wake of aging baby boomers, we expect Welltower to benefit from this trend. Also, the healthcare sector is relatively immune to the macroeconomic problems faced by office, retail and apartment companies and offers stability to the company amid market volatility. This is because, even during tough economic conditions, consumers prioritize the spending on healthcare services while curtailing discretionary purchases.
 - Historically, there has been a favorable outpatient visits trend compared with in-patient admissions. Banking on this, the company is optimizing its OM portfolio and growing relationships with strategic health system partners and deploying capital in strategic acquisitions. In fact, in 2019, the company completed \$2.4 billion of pro rata gross OM investments at a 5.6% yield and \$155 million in development funding with a 6.4% yield. The acquisition efforts continued in first-half 2020. The company is experiencing decent NOI margin growth in this segment. Given the favorable secular trends and growing need for value-based care, the company's efforts to strengthen its OM footprint will boost long-term growth. As of September end, outpatient medical portfolio occupancy stood 93.6%. Moreover, it collected or deferred 99% of cash rent due for the month. Further, tenant retention rate is around 87% in the year-to-date period and remains above historical averages.
 - Welltower remains focused on improving its SHO portfolio through addition of strategic properties and recycling of capital on the back of dispositions. Through these prudent capital-allocation measures, the company has improved its SHO portfolio operator diversification and expanded geographic footprint in high barrier-to-entry urban markets. Although revenue per occupied room (REVPOR) growth is expected to be flat in the third quarter, stronger demographics and increasing penetration rates have favorably positioned the portfolio for long-term growth. Further, by structuring management contracts as RIDEA 3.0 negotiations as compared to standard RIDEA ones, the company is enhancing its operating capabilities.
 - Welltower has a decent balance-sheet position and ample liquidity to meet near-term obligations and fund its development pipeline. Moreover, in light of the coronavirus pandemic, the company continues to undertake steps to delever its balance sheet and strengthen liquidity position. In fact, following the completion of the recent \$1.3-billion disposition of healthcare assets, it bolstered its near-term available liquidity to \$5.3 billion as of Oct 5, 2020. This consisted of cash and cash equivalents of \$2.2 billion, and \$3 billion of undrawn capacity in its revolving credit facility. Moreover, since Jul 1, it has retired \$860 million of debt in unsecured bonds, term loan and secured debt. Also, Welltower has no significant unsecured debt maturities until 2023. Hence, ready availability of significant liquidity, with no short-term debt maturities bodes well for the company in the testing times. Further, despite a decline in EBITDA, it improved net debt to adjusted EBITDA to 6.36X at the second-quarter end from 5.93X at the end of March quarter. Finally, as of the second-quarter end, the company enjoyed investment-grade credit rating of BBB+, BBB+ and Baa1 from S&P Global Ratings, Fitch and Moody's, respectively.
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Last Earnings Report

Welltower Q2 FFO Surpass Estimates, Revenues Miss

Welltower reported normalized FFO per share of 86 cents in second-quarter 2020, which surpassed the Zacks Consensus Estimate of 83 cents. However, the reported figure compared unfavorably with the year-ago quarter's figure of \$1.05.

The company's SHO portfolio was severely impacted by the coronavirus pandemic. In fact, the segment witnessed \$37 million of property-level expenses in the second quarter related to the virus outbreak. This impacted the company's normalized FFO per share.

Moreover, the company generated revenues of \$1.19 billion, which missed the Zacks Consensus Estimate of \$1.23 billion. The top line also compared unfavorably with the year-earlier quarter's reported figure of \$1.32 billion.

Quarter in Detail

Welltower's pro-rata gross investments in the second quarter totaled \$124 million. This included \$6 million in acquisitions and \$115 million in development funding.

Apart from this, the company completed property dispositions of \$949 million.

It exited the quarter with \$1.7 billion of cash and cash equivalents, up from \$268.7 million recorded at 2019 end. In addition, as of Jun 30, 2020, it had \$3 billion of available borrowing capacity under its unsecured credit facility.

Share Repurchase

In May, the company's board of directors authorized a share repurchase program of up to \$1 billion of common stock through Dec 31, 2021. During the six months ended Jun 30, 2020, the company repurchased 201,947 shares at an average price of \$37.89 per share.

COVID-19 Update

During the second quarter, move-out activity surpassed move-ins at the company's SHO portfolio, resulting in spot occupancy declines throughout the quarter. This continued in July, with spot occupancy witnessing a sequential decline of 70 bps to 79.4%. In the third quarter, occupancy is expected to decline 125-175 bps.

Moreover, Welltower collected 98% and 97% of second-quarter and July rents, respectively, from its triple-net lease operators.

In its OM segment, the company either collected or approved short-term deferrals for more than 99% of second-quarter rents. This consists of 87% cash collections and 12% of short-term deferrals. For July, cash collections improved to more than 95%, with a total of 98% of OM rent due in July either collected or approved for short-term deferral.

Quarter Ending 06/2020

Report Date	Aug 05, 2020
Sales Surprise	-3.35%
EPS Surprise	3.61%
Quarterly EPS	0.86
Annual EPS (TTM)	3.98

Recent News

Welltower Continues Dispositions, Announces \$1.3B of Sales – Oct 5, 2020

Welltower announced a series of transactions for the sale of three portfolios of healthcare assets, with a combined valuation of \$1.3 billion. Nonetheless, the company retained the ownership in some assets by disposing them into existing joint ventures and consequently retaining a minority position. Through the deals, it has strengthened relationships with institutional real estate investors and aims to bolstered liquidity.

These dispositions include two portfolios of seniors housing operating assets and an outpatient medical building portfolio.

The first portfolio of seniors housing operating portfolio consists of 11 properties in California, Washington and Nevada, and was sold for \$702 million. Welltower had an 80% stake in the JV that owned the portfolio and managed it under a legacy RIDEA contract. The sale was closed in mid-September and the company received \$584 million in pro-rata proceeds from the sale.

The assets generated REVPOR of \$5,200 and had an average age of 12 years. While the disposition of the assets illustrates the revival of the senior housing transaction market, the pandemic has affected the valuation of the portfolio. In fact, the transaction price represents a 5% decline in valuation as compared to the pre-COVID levels as of the company's fourth-quarter 2019 earnings release.

The second portfolio of \$200-million worth seniors housing assets consists of six properties in Massachusetts. The company will reduce its stake from 95% to 20% in the JV that held the assets in a RIDEA structure. The transaction is expected to close this month, with the company receiving \$157 million of pro-rata proceeds. The assets generated REVPOR of around \$7,519 and had an average age of 19 years.

The company also announced a \$402-million sale transaction for 20 outpatient medical buildings, spanning 1 million square feet across five states. Specifically, the properties, which were previously wholly-owned by Welltower, will now be held in a JV between the company and Invesco Real Estate. Welltower will have a 15% interest in the portfolio as well as leasing and property management responsibilities. The properties have an average age of 16 years and indicate a valuation of \$400 per square foot.

The transaction will close in two tranches, with the first one closed in late September. This concluded the sale of 13 outpatient medical assets for \$221 million pro-rata proceeds to Welltower. The second tranche for the remaining seven properties is anticipated to close in the ongoing quarter for \$120 million in pro-rata proceeds to the company.

In addition to the 20 outpatient medical assets, the company will receive \$25 million of proceeds from the exercise of the right of first refusal on two assets in the ongoing quarter.

Welltower Sells Portfolio of 27 MOBs & Seven Seniors Housing Communities – Aug 5, 2020

Welltower completed the disposition of a large healthcare portfolio consisting of MOBs and seniors housing assets for a gross price of nearly \$1 billion to Kayne Anderson Real Estate — the real estate private equity arm of Kayne Anderson Capital Advisors, L.P.

The portfolio of 34 properties comprises of 27 MOBS across the nation and seven seniors housing communities situated in Florida.

Notably, the sale was made in a time when the ability of senior housing properties to withstand the havoc caused by the pandemic was questionable. Per management, the transaction demonstrates the robust demand for high-quality healthcare assets.

Moreover, the sale enabled the company to improve its liquidity profile. This will likely provide it with higher financial flexibility to navigate the ongoing challenges and allow prospects to consider opportunistic capital deployment.

Dividend Update

On Aug 5, Welltower announced a cash dividend of 61 cents per share for the second quarter. The dividend was paid out on Aug 27 to stockholders of record as of Aug 18. This marks the company's 197th consecutive quarterly cash dividend payout.

Valuation

Welltower's shares have been down 36% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance have

declined 9.5% and 12% in the past year, respectively.

The S&P 500 Index is up 14.4% in the past year.

The stock is currently trading at 16.38X forward 12-month FFO, which compares to 18.82X for the Zacks sub-industry, 16.01X for the Zacks sector and 22.28X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 21.51X and as low as 7.82X, with a 5-year median of 15.79X. Our underperform recommendation indicates that the stock will perform worse than the market. Our \$48 price target reflects 14.12X FFO.

The table below shows summary valuation data for WELL.

Valuation Multiples - WELL					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	16.38	18.82	16.01	22.28
	5-Year High	21.51	19.33	16.73	23.47
	5-Year Low	7.82	14.32	11.59	15.27
	5-Year Median	15.79	16.14	14.4	17.68
P/S F12M	Current	4.89	8.15	6.14	4.14
	5-Year High	7.08	8.38	6.66	4.31
	5-Year Low	2.64	5.97	4.96	3.18
	5-Year Median	5.69	7.10	6.05	3.67
P/B TTM	Current	1.37	2.40	2.58	6.03
	5-Year High	2.35	3.03	2.9	6.2
	5-Year Low	0.82	1.81	1.72	3.75
	5-Year Median	1.75	2.51	2.54	4.91

As of 10/26/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 10% (222 out of 248)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Healthcare Realty Trust Incorporated (HR)	Neutral	3
Healthcare Trust of America, Inc. (HTA)	Neutral	3
LTC Properties, Inc. (LTC)	Neutral	3
Medical Properties Trust, Inc. (MPW)	Neutral	3
Omega Healthcare Investors, Inc. (OHI)	Neutral	3
Healthpeak Properties, Inc. (PEAK)	Neutral	3
Sabra Healthcare REIT, Inc. (SBRA)	Neutral	3
Ventas, Inc. (VTR)	Neutral	3

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

Industry Comparison Industry: Reit And Equity Trust - Other				Industry Peers		
	WELL	X Industry	S&P 500	OHI	PEAK	VTR
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	5	-	-	3	3	3
VGM Score	F	-	-	D	F	D
Market Cap	23.48 B	2.12 B	24.22 B	7.02 B	15.49 B	15.76 B
# of Analysts	10	4	14	6	9	8
Dividend Yield	4.34%	3.76%	1.61%	8.66%	5.14%	4.26%
Value Score	D	-	-	C	D	C
Cash/Price	0.08	0.06	0.07	0.01	0.06	0.06
EV/EBITDA	16.85	13.82	13.53	14.23	22.13	14.56
PEG F1	3.35	3.58	2.78	3.03	6.25	4.43
P/B	1.39	1.28	3.51	1.68	2.02	1.52
P/CF	10.02	10.50	13.40	10.45	19.39	10.54
P/E F1	16.24	15.00	21.48	9.64	17.57	13.30
P/S TTM	4.72	4.70	2.64	7.10	6.90	4.01
Earnings Yield	6.10%	5.70%	4.42%	10.38%	5.70%	7.50%
Debt/Equity	0.85	0.93	0.70	1.25	0.88	1.20
Cash Flow (\$/share)	5.62	2.05	6.93	2.96	1.48	4.01
Growth Score	D	-	-	C	D	D
Historical EPS Growth (3-5 Years)	-2.32%	0.72%	10.39%	-1.29%	-13.98%	-3.35%
Projected EPS Growth (F1/F0)	-17.50%	-3.06%	-2.06%	4.56%	-6.94%	-17.53%
Current Cash Flow Growth	28.20%	3.36%	5.49%	15.21%	-55.20%	13.38%
Historical Cash Flow Growth (3-5 Years)	9.39%	12.74%	8.50%	13.24%	-12.01%	3.38%
Current Ratio	3.32	1.64	1.37	3.35	1.37	1.53
Debt/Capital	46.57%	48.26%	42.22%	55.63%	46.74%	54.65%
Net Margin	26.20%	12.42%	10.35%	39.17%	14.60%	10.49%
Return on Equity	8.64%	3.50%	14.80%	9.22%	4.57%	3.88%
Sales/Assets	0.15	0.13	0.50	0.10	0.15	0.16
Projected Sales Growth (F1/F0)	-7.13%	0.00%	-0.53%	5.69%	18.77%	-1.88%
Momentum Score	D	-	-	F	F	D
Daily Price Change	1.83%	0.47%	0.57%	2.01%	1.05%	-1.45%
1-Week Price Change	-3.61%	-3.41%	0.02%	-1.64%	-5.59%	-4.41%
4-Week Price Change	8.46%	4.99%	7.98%	3.10%	10.74%	3.89%
12-Week Price Change	3.19%	-2.55%	6.01%	-4.48%	3.56%	9.63%
52-Week Price Change	-38.07%	-26.53%	4.67%	-30.32%	-23.46%	-41.71%
20-Day Average Volume (Shares)	2,600,408	567,252	1,824,341	1,187,350	3,110,914	2,353,732
EPS F1 Estimate 1-Week Change	-0.29%	0.00%	0.00%	-0.13%	0.07%	0.12%
EPS F1 Estimate 4-Week Change	-0.64%	0.00%	0.17%	-0.13%	0.27%	-0.41%
EPS F1 Estimate 12-Week Change	0.09%	-0.24%	3.36%	2.41%	-1.26%	-0.42%
EPS Q1 Estimate Monthly Change	-3.15%	0.00%	0.00%	-0.77%	0.36%	-1.37%

Source: Zacks Investment Research

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	D
Growth Score	D
Momentum Score	D
VGM Score	F

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

Disclosures

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Additional Disclosure

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Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every \$1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at \$35 and expected to earn \$3 per share in the current fiscal year (F1), would be 0.0857 ($3/35 = 0.0857$) or 8.57%. In other words, for \$1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow (\$/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every \$1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every \$1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated \$2.50 in sales for every \$1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is \$1.10 now versus \$1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from \$1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.