

## Zions Bancorporation (ZION)

**\$31.00** (As of 04/10/20)

Price Target (6-12 Months): **\$24.00**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 04/09/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**5-Strong Sell**

Zacks Style Scores:

VGM:D

Value: B

Growth: F

Momentum: C

### Summary

Shares of Zions have underperformed the industry over the past year. The bank does not have an impressive earnings surprise history. Its earnings have surpassed the Zacks Consensus Estimate in only two of the trailing four quarters. The decline in interest rates amid the Federal Reserve's accommodative policy stance is expected to hurt the company's margins and revenues, going forward. Moreover, continuously increasing expenses (mainly owing to higher compensation and marketing-related expenses) are likely to hamper bottom-line growth to an extent in the near term. Nevertheless, consistent rise in loan and deposit balances, removal of SIFI label, exemption from stringent regulations along with the company's business simplifying efforts and initiatives to improve operating efficiency are expected to support growth in the long run.

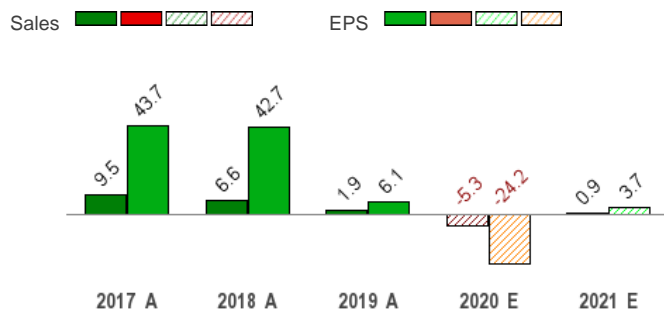
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$52.48 - \$23.58
20 Day Average Volume (sh)	5,153,867
Market Cap	\$5.1 B
YTD Price Change	-40.3%
Beta	1.71
Dividend / Div Yld	\$1.36 / 4.4%
Industry	<a href="#">Banks - West</a>
Zacks Industry Rank	Bottom 7% (236 out of 253)

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



Last EPS Surprise	5.6%
Last Sales Surprise	1.3%
EPS F1 Est- 4 week change	-23.4%
Expected Report Date	04/20/2020
Earnings ESP	-4.1%

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	652 E	665 E	682 E	686 E	2,706 E
2020	680 E	663 E	671 E	674 E	2,683 E
2019	708 A	701 A	713 A	711 A	2,834 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.80 E	\$0.89 E	\$0.98 E	\$1.00 E	\$3.40 E
2020	\$0.86 E	\$0.83 E	\$0.87 E	\$0.87 E	\$3.28 E
2019	\$1.04 A	\$0.99 A	\$1.17 A	\$1.14 A	\$4.33 A

\*Quarterly figures may not add up to annual.

P/E TTM	7.1
P/E F1	9.5
PEG F1	1.1
P/S TTM	1.6

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 04/10/2020. The reports text is as of 04/13/2020.

## Overview

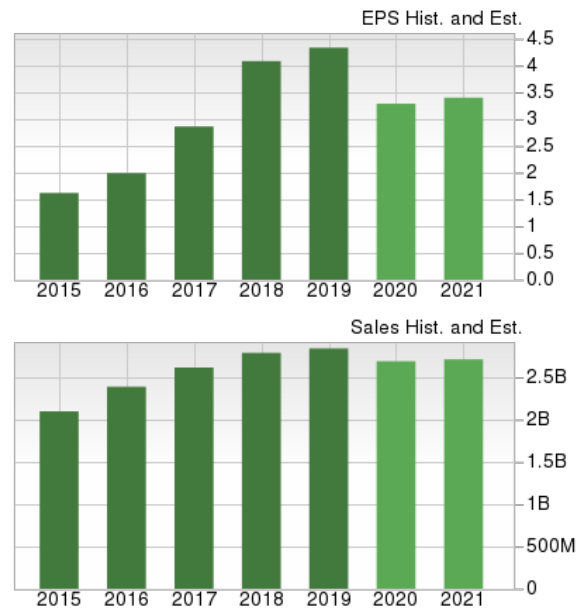
Headquartered in Salt Lake City, UT and founded in 1873, Zions Bancorporation, National Association is a diversified financial service provider, operating a widespread network of nearly 430 banking offices. The company's footprint spans 11 western and southwestern states, namely Utah, Idaho, California, Nevada, Arizona, Colorado, Texas, New Mexico, Washington, Oregon and Wyoming.

Effective October 2018, Zions Bancorporation, N.A. merged with its holding company, Zions Bancorporation. Earlier in 2015, the company had consolidated its seven subsidiary banks into a single national bank charter.

Zions offers its services through local banking identities using local management teams. The company provides a full range of traditional banking services and is a national leader in small business administration lending, public finance advisory and electronic bond trading.

The bank conducts its operations through seven separately managed and branded segments - Zions Bank, Amegy Bank, California Bank & Trust, National Bank of Arizona, Nevada State Bank, Vectra Bank Colorado and The Commerce Bank of Washington.

As of Dec 31, 2019, Zions had \$69.2 billion in total assets, \$48.2 billion in net loans held for investment, \$57.1 billion in total deposits and \$7.4 billion in stockholders' equity.



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## Reasons To Sell:

- ▼ Owing to the Federal Reserve's accommodative monetary policy stance, Zions is expected to witness pressure on net interest margin (NIM). After recording an improving trend over the last several years, NIM contracted to 3.54% in 2019 from 3.61% in 2018. The fall was mainly due to flattening/inversion of the yield curve and lower interest rates. Thus, despite decent loan growth, NIM is expected to be adversely impacted in the quarters ahead due to near-zero interest rates.
- ▼ Mounting non-interest expenses remain a concern for Zions. In fact, expenses recorded a CAGR of 2.6% over the last three years (2017-2019). Primarily, higher salaries and employee benefits, net occupancy and advertising costs were the reasons for elevated expenses. As the company continues to invest in franchise, operating expenses are expected to increase in the quarters ahead.
- ▼ High level of commercial real estate (CRE) assets (23.7% of net loans and leases as of Dec 31, 2019) and total commercial (52.1%) is likely to put Zions in a tight spot. Because of this, raising new capital and removing troubled loans are expected to take precedence over finding new growth opportunities.
- ▼ Zions' trailing 12-month ROE undercuts its growth potential. The company's ROE of 12.19% compares unfavorably with ROE of 16.74% for the S&P 500. This reflects that it is less efficient in using shareholders' funds.
- ▼ Zions' shares have underperformed the industry over the past year. Also, the company's 2020 earnings estimates have been revised 12.1% lower over the past seven days. Given the concerns and downward estimate revisions, the price performance is not expected to improve in the near term.

Lower interest rates will hurt Zions' net interest margin in the quarters ahead. Further, mounting costs, as the company continues to invest in franchises, are likely to hurt bottom-line growth.

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## Risks

- Zions has been witnessing consistent growth in loans, with net loans and leases recording a CAGR of 4.4% over the last five years (2015-2019). Additionally, the bank's non-interest-bearing deposits (41.2% of total deposits as of Dec 31, 2019) support its financials. The company's initiatives to efficiently deploy the capital generated from these deposits and rise in loan demand will support revenue growth in the quarters ahead.
  - Zions' exemption from the Federal Reserve's annual stress tests in accordance with the Economic Growth, Regulatory Relief and Consumer Protection Act of 2018 provides flexibility in announcing capital plans. Also, the removal of the SIFI label supports the company's financials. In January 2020, it announced a plan to repurchase shares worth up to \$75 million in the first quarter of 2020. Given the robust capital position as well as lower dividend payout ratio compared to its peers, the company is expected to sustain its capital deployment activities, thereby continuing to enhance shareholder value.
  - Further, Zions looks undervalued right now, as evident from its price/book and price/earnings (F1) ratios, which are below the respective industry averages. The stock has a Value Score of B.
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## Last Earnings Report

### Zions Q4 Earnings Beat Estimates Despite Higher Costs

Zions' fourth-quarter 2019 adjusted earnings per share of \$1.14 surpassed the Zacks Consensus Estimate of \$1.08.

Results benefited from an improvement in non-interest income and decline in provision for credit losses. Also, the company's balance sheet position remained strong. However, lower net interest income and higher expenses hurt results to some extent.

Net income attributable to common shareholders (GAAP basis) was \$174 million or 97 cents per share, down from \$217 million or \$1.08 per share recorded in the prior-year quarter.

In 2019, the company reported net income attributable to common shareholders of \$782 million or \$4.16 per share compared with \$850 million or \$4.08 per share recorded in 2018.

### Revenues Decline Marginally, Expenses Rise

Net revenues for the quarter under review were \$711 million, down marginally year over year. However, the top line surpassed the Zacks Consensus Estimate of \$702 million.

For 2019, net revenues were \$2.83 billion, up 1.9% year over year.

Net interest income was \$559 million for the quarter, down 3% from the prior-year quarter. The decline resulted from a fall in interest income along with higher interest expenses. Net interest margin contracted 21 basis points (bps) year over year to 3.46%.

Non-interest income amounted to \$152 million, up 8.6% from the year-ago quarter. The increase was driven by rise in total customer-related fees, and dividends and other income.

Adjusted non-interest expenses were \$435 million, up 4.1% from the prior-year quarter.

Efficiency ratio was 61.3%, up from 57.8% reported a year ago. A rise in efficiency ratio indicates a decline in profitability.

### Balance Sheet Strong

As of Dec 31, 2019, net loans held for investment were \$48.2 billion, marginally down from \$48.3 billion recorded at the end of the prior quarter. Total deposits were \$57.1 billion, up from \$56.1 billion recorded at the end of the third quarter.

### Credit Quality: A Mixed Bag

The ratio of non-performing assets to loans and leases as well as other real estate owned shrunk 4 bps year over year to 0.51%. Further, provision for credit losses was \$4 million, down 33.3% from the year-earlier quarter.

However, net loan and lease charge-offs were \$22 million at the end of the reported quarter against recoveries of \$8 million in the prior-year quarter.

### Capital & Profitability Ratios Deteriorate

Tier 1 leverage ratio was 9.2% as of Dec 31, 2019, compared with 10.3% at the end of the prior-year quarter. Tier 1 risk-based capital ratio was 11.2%, down from 12.7% in the year-ago quarter.

At the end of the fourth quarter, return on average assets was 1.04%, down from 1.34% as of Dec 31, 2018. Also, return on average tangible common equity was 11.8%, down from 14.5% reported in the year-ago quarter.

### Share Repurchases

During the quarter, Zions repurchased \$275 million worth of shares.

### Outlook

Net interest income is expected to decrease marginally in the next 12 months on assumption of benchmark rates generally consistent with the forward curve.

Further, NIM is expected to decline over the next couple of quarters owing to lower interest rates.

Customer-related fees (excluding securities gains and dividends) are expected to rise slightly.

Loan balance is anticipated to moderately rise over the next 12 months. This is likely to be driven by moderate to robust growth in 1-4 family, municipal, C&I and low-single digits rate growth in CRE loans.

Further, deposit growth is expected to be moderate. Deposit costs are expected to decline slightly.

Driven by streamlining efforts that include branch closures, adjusted non-interest expenses for 2020 are expected to be flat or down year over year despite investment in technology upgrades. Additionally, the company is expected to incur one-time charge in mid-2020 related to

Quarter Ending **12/2019**

Report Date	Jan 21, 2020
Sales Surprise	1.28%
EPS Surprise	5.56%
Quarterly EPS	1.14
Annual EPS (TTM)	4.34

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elimination of its defined benefit pension plan.

Increase in loan loss provisions is projected to be modest in the next 12 months.

Management expects capital return to shareholders in 2020 to be significantly lower than 2019 level, assuming no material change in the macroeconomic environment.

The company believes that positive operating leverage will likely be difficult to achieve in 2020.

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## Recent News

### Dividend Update

On Jan 31, Zions announced a quarterly cash dividend of 34 cents per share. The dividend was paid on Feb 20 to shareholders of record as of Feb 13.

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## Valuation

Zions' shares are down 40.3% in the year-to-date period and 35% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 28.4% and 23.3% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are down 22.9% and 17.5%, respectively.

The S&P 500 index is down 13.4% in the year-to-date period and 4.3% in the past year.

The stock is currently trading at 7.15X forward 12 months earnings, which compares to 11.80X for the Zacks sub-industry, 13.30X for the Zacks sector and 18.16X for the S&P 500 index.

Over the past five years, the stock has traded as high as 22.81X and as low as 6.14X, with a 5-year median of 13.98X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$24 price target reflects 5.53X forward earnings.

The table below shows summary valuation data for ZION

Valuation Multiples - ZION					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	7.15	11.8	13.3	18.16
	5-Year High	22.81	18.23	16.19	19.34
	5-Year Low	6.14	9.78	11.23	15.19
	5-Year Median	13.98	14.49	13.95	17.45
P/TB TTM	Current	0.96	1.41	2.5	10.5
	5-Year High	2.03	2.65	3.97	12.78
	5-Year Low	0.72	1.09	1.97	6.02
	5-Year Median	1.45	1.97	3.45	9.15
P/S F12M	Current	1.84	3.14	4.93	3.08
	5-Year High	4.06	4.75	6.65	3.44
	5-Year Low	1.58	2.71	4.93	2.54
	5-Year Median	3.05	3.97	6.03	3.01

As of 04/09/2020

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## Industry Analysis Zacks Industry Rank: Bottom 7% (236 out of 253)



## Top Peers

Bank of Hawaii Corporation (BOH)	Neutral
First Hawaiian, Inc. (FHB)	Neutral
First Republic Bank (FRC)	Neutral
SVB Financial Group (SIVB)	Neutral
Umpqua Holdings Corporation (UMPQ)	Neutral
Western Alliance Bancorporation (WAL)	Neutral
East West Bancorp, Inc. (EWBC)	Underperform
PacWest Bancorp (PACW)	Underperform

Industry Comparison Industry: Banks - West				Industry Peers		
	ZION Underperform	X Industry	S&P 500	EWBC Underperform	FRC Neutral	SIVB Neutral
<b>VGM Score</b>	<b>D</b>	-	-	<b>D</b>	<b>F</b>	<b>C</b>
Market Cap	5.08 B	284.83 M	19.66 B	4.53 B	16.76 B	9.57 B
# of Analysts	13	4	13	6	10	11
Dividend Yield	4.39%	2.70%	2.18%	3.54%	0.76%	0.00%
<b>Value Score</b>	<b>B</b>	-	-	<b>A</b>	<b>F</b>	<b>C</b>
Cash/Price	0.52	0.50	0.06	1.30	0.12	0.94
EV/EBITDA	5.23	5.02	11.72	1.11	18.72	2.10
PEG Ratio	1.03	1.25	2.04	0.90	2.83	1.58
Price/Book (P/B)	0.78	0.90	2.66	0.90	1.93	1.52
Price/Cash Flow (P/CF)	5.11	7.72	10.44	5.46	15.69	8.35
P/E (F1)	9.16	10.50	17.51	9.04	21.00	12.60
Price/Sales (P/S)	1.57	2.17	2.12	2.17	4.03	2.71
Earnings Yield	10.58%	9.47%	5.65%	11.06%	4.76%	7.93%
Debt/Equity	0.56	0.13	0.70	0.18	1.55	0.06
Cash Flow (\$/share)	6.07	2.79	7.01	5.70	6.34	22.23
<b>Growth Score</b>	<b>F</b>	-	-	<b>D</b>	<b>F</b>	<b>C</b>
Hist. EPS Growth (3-5 yrs)	30.32%	15.58%	10.92%	17.10%	13.27%	38.74%
Proj. EPS Growth (F1/F0)	-24.14%	-16.14%	-1.14%	-25.38%	-8.90%	-32.20%
Curr. Cash Flow Growth	-3.96%	5.43%	5.93%	3.66%	10.31%	19.94%
Hist. Cash Flow Growth (3-5 yrs)	17.66%	14.60%	8.55%	24.66%	17.90%	34.83%
Current Ratio	0.88	0.91	1.24	1.01	1.01	0.67
Debt/Capital	33.93%	11.54%	42.36%	15.18%	57.77%	4.99%
Net Margin	25.15%	26.46%	11.64%	32.22%	22.38%	32.20%
Return on Equity	12.19%	11.08%	16.74%	14.73%	11.08%	19.33%
Sales/Assets	0.05	0.05	0.54	0.05	0.04	0.05
Proj. Sales Growth (F1/F0)	-5.30%	0.00%	0.45%	-9.39%	6.80%	-9.58%
<b>Momentum Score</b>	<b>C</b>	-	-	<b>F</b>	<b>F</b>	<b>F</b>
Daily Price Chg	5.28%	6.51%	2.48%	12.92%	6.53%	10.15%
1 Week Price Chg	-10.51%	-6.98%	-4.40%	-19.13%	-0.68%	-12.55%
4 Week Price Chg	12.30%	0.89%	11.26%	4.47%	13.81%	35.58%
12 Week Price Chg	-38.91%	-31.62%	-20.02%	-34.09%	-16.44%	-26.40%
52 Week Price Chg	-34.75%	-25.92%	-11.31%	-38.74%	-2.98%	-22.12%
20 Day Average Volume	5,153,867	35,299	3,931,994	2,686,989	2,053,764	828,296
(F1) EPS Est 1 week change	-11.92%	0.00%	-0.12%	-4.36%	-4.32%	-6.05%
(F1) EPS Est 4 week change	-23.38%	-12.82%	-5.78%	-24.37%	-10.40%	-21.63%
(F1) EPS Est 12 week change	-25.86%	-14.05%	-7.64%	-27.03%	-10.85%	-24.64%
(Q1) EPS Est Mthly Chg	-19.59%	-10.89%	-10.13%	-21.02%	-10.89%	-19.64%



## 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>F</b>
Momentum Score	<b>C</b>
VGM Score	<b>D</b>

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

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