

## AGCO Corporation (AGCO)

**\$107.51** (Stock Price as of 01/07/2026)

Price Target (6-12 Months): **\$110.00**

Long Term: 6-12 Months	<b>Zacks Recommendation:</b>	<b>Neutral</b>
	(Since: 09/19/25)	
	Prior Recommendation: Outperform	
Short Term: 1-3 Months	<b>Zacks Rank: (1-5)</b>	<b>3-Hold</b>
	Zacks Style Scores:	VGM: F
	Value: D	Growth: F   Momentum: F

### Summary

AGCO has been experiencing strong demand for its Precision Agriculture Business. This is expected to persist in the upcoming quarters. Even though lower sales volumes will weigh on AGCO's 2025 top line, it aims to mitigate its impact on earnings with cost controls and stable engineering expenses. AGCO will gain from investing in Fuse OEM Precision Agriculture solutions, as farmers are looking to capture increased yields and cover the expensive input costs of fertilizer and diesel. Backed by the tailwinds, AGCO expects a 14-15% adjusted operating margin at mid-cycle by 2029. However, it is facing lower industry retail sales in North America and Western Europe. Weak farmer spending amid low commodity prices remains another woe. Recent government regulations to cut prices might also impact the company in the near term.

### Data Overview

52 Week High-Low	<b>\$121.16 - \$73.79</b>
20 Day Average Volume (sh)	<b>666,796</b>
Market Cap	<b>\$8.2 B</b>
YTD Price Change	<b>5.3%</b>
Beta	<b>1.17</b>
Dividend / Div Yld	<b>\$1.16 / 1.1%</b>
Industry	<b><u>Manufacturing - Farm Equipment</u></b>
Zacks Industry Rank	<b>Bottom 14% (211 out of 244)</b>

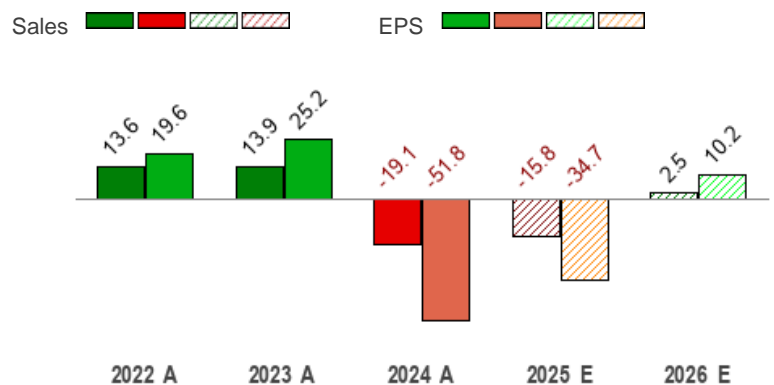
Last EPS Surprise	<b>7.1%</b>
Last Sales Surprise	<b>-0.3%</b>
EPS F1 Est- 4 week change	<b>-2.3%</b>
Expected Report Date	<b>02/05/2026</b>
Earnings ESP	<b>0.0%</b>

P/E TTM	<b>21.6</b>
P/E F1	<b>21.9</b>
PEG F1	<b>-1.5</b>
P/S TTM	<b>0.8</b>

### Price, Consensus & Surprise<sup>(1)</sup>



### Sales and EPS Growth Rates (Y/Y %)<sup>(2)</sup>



### Sales Estimates (millions of \$)<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	2,092 E	2,646 E	2,478 E	2,847 E	10,063 E
2025	2,051 A	2,635 A	2,476 A	2,656 E	9,818 E
2024	2,929 A	3,247 A	2,599 A	2,887 A	11,662 A

### EPS Estimates<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	0.59 E	1.44 E	1.41 E	1.96 E	5.40 E
2025	0.41 A	1.35 A	1.35 A	1.79 E	4.90 E
2024	2.32 A	2.53 A	0.68 A	1.97 A	7.50 A

\*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 01/07/2026.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/09/2025.

## Overview

Established in 1990, headquartered in Duluth, GA, AGCO Corporation is a leading manufacturer and distributor of agricultural equipment and related replacement parts. The company offers a full product line of farm equipment through a wide network of dealers and distributors across 140 countries. Its full range of agricultural equipment, include tractors (generated 57% of 2020 sales), combines (3%), application equipment including self-propelled sprayers (3%), hay tools and forage equipment, and implements and other equipment (12%). Sales of replacement parts generated around 14% of the company's sales in 2018.

The tractor business sells compact tractors (below 40 horsepower) typically used on small farms and specialty agricultural industries such as dairies, landscaping, and residential areas. In addition, the company provides utility tractors (40-100 horsepower) and high horsepower tractors (100-650 horsepower) used on large acreage farms.

AGCO manufactures and sells combines with a variety of threshing technologies and complemented by a variety of crop-harvesting heads; which are utilized in harvesting grain crops such as corn, wheat, soybeans and rice.

Under the application equipment/sprayers group, AGCO provides self-propelled three-and-four-wheeled vehicles and related equipment for use in the application of liquid and dry fertilizers, and crop-protection chemicals.

Under hay tools and forage equipment, implements and other equipment, the company sells round and rectangular balers and other equipment utilized for the harvesting and packaging of vegetative feeds used in the cattle, dairy, horse and renewable fuel industries. It also includes planting equipment as well as loaders for lifting and transporting hay crops. The replacement parts business supplies replacement parts for all the products AGCO sells.

On Nov. 1 2024, the company sold the majority of its Grain & Protein business to American Industrial Partners.



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## Reasons To Buy:

- ▲ The company has been experiencing strong demand for its Precision Agriculture Business, technology-rich Fendt full lineup of equipment and replacement parts. This is expected to persist in the upcoming quarters. AGCO will further benefit from growth in the Precision Planting business and the Fuse suite of products as farmers see the benefit of these high-tech solutions. The company expects to deliver precision agriculture net sales of \$2 billion by 2029 and outgrow the industry by 4-5% annually. It expects a 14-15% adjusted operating margin at mid-cycle by 2029. The company expects to negate tariff impacts with planned mitigation actions. It plans to mitigate lower sales volumes with cost controls and stable engineering expenses.
- ▲ AGCO continues to invest in products, premium technology and sustainable smart farming solutions to improve distribution, enhance digital capabilities, expand product lines and improve factory productivity in order to drive margins and strengthen product offerings. These improvements will support AGCO's investments in precision agriculture and digital initiatives, driving higher sales growth and margin.
- ▲ AGCO is focused on investing in Fuse OEM Precision Agriculture solutions as farmers are looking to capture increased yields and cover the expensive input costs of fertilizer and diesel. The company is poised to benefit from the Precision Planting business, growth scopes from a new product pipeline, as well as its retrofit approach.
- ▲ AGCO is focusing on strategic transformation. It intends to streamline and focus its portfolio of agricultural machinery and precision ag technology solutions. In line with this, on Apr 1, 2024, the company formed a joint venture with Trimble to form PTx Trimble. PTx Trimble is now a new company with an 85% stake in AGCO and a 15% stake in Trimble. AGCO further announced the launch of a brand representing its precision ag portfolio, PTx. PTx integrates the precision agriculture technology from AGCO's tech stack's pillars, Precision Planting and its most recent joint venture, PTx Trimble. This move will facilitate AGCO's rapid growth in technology transformation and provide seamlessly compatible, powerfully simple precision ag solutions. On Nov. 1, the company announced that it closed its previously announced deal to sell the majority of its Grain & Protein business to American Industrial Partners. The sale was priced at \$700 million. AGCO intends to use the net proceeds from the transaction per its capital allocation goals, which include debt repayment, disciplined investment in technology and organic growth initiatives, and capital return to shareholders. AGCO completed the sale of its ownership interest in Tractors and Farm Equipment Limited (TAFE) for \$260 million on Sept. 30, 2025. The company aims to focus and unlock long-term potential with these strategic shifts.

AGCO's results will benefit from higher sales owing to strong demand. Moreover, recent acquisitions and strategic investments will drive growth.

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## Reasons To Sell:

- ▼ The U.S. Department of Agriculture (USDA) slightly lowered its projection for net farm income for 2025 to \$179.8 billion from earlier estimates of \$180.1 billion. The updated figure indicates an increase of 40.7% from that reported in 2024. However, much of this growth reflects a \$30.4 billion increase in direct government farm payments to \$40.5 billion for 2025. Meanwhile, crop receipts are anticipated to decline 2.5% (previous expectation was 2.3%) from the prior year due to lower revenues for soybeans, corn and wheat. This will be offset by an 11.2% increase in animal and animal products receipts. Production expenses are also expected to move up 2.6%, leading to more pressure on farmers.
- ▼ AGCO has been facing challenges due to weak farmer spending amid low commodity prices. This has weighed on its earnings performance. Even though net farm income is expected to grow in 2025, USDA projects a decline of 2.3% in total crop receipts in 2025 due to lower receipts for corn and soybeans. Lower prices due to an increase in supply were expected to negate gains from higher sales volumes. This scenario is expected to get reflected in AGCO's upcoming quarter's results. President Trump recently announced a \$12-billion farm aid package aimed to provide temporary financial relief to U.S. farmers. The package is aimed at helping farmers cover losses caused by low crop prices. The President has also asked agricultural equipment manufacturers to reduce their prices and remove environmental regulations. This might further impact AGCO's profitability.
- ▼ In North America, industry retail sales in 2024 were down from the previous year. The decline was due to lower sales of smaller equipment. This remained challenging in the first nine months of 2025 as well. In Western Europe, industry retail sales declined in 2023 after peaking in 2022. The same has also moved down in 2024. In Western Europe, industry retail tractor sales declined 8% year over year in the first nine quarters of 2025. Moreover, the company expects 2025 production to decline 15% year over year. Increased interest rates and overall economic conditions hampered the demand. If it persists, lower industry sales will put a dent in the company's top line in 2025. AGCO expects net sales of \$9.8 billion, indicating a decline of 15.5% from the 2024 reported figure.
- ▼ AGCO continues to experience significant component shortages due to supply-chain tightness, which is impacting production levels and unit shipments. Material cost inflation and higher engineering expenses are other woes.

AGCO's performance will be affected by low commodity prices in the upcoming quarters. Higher expenses, as well as supply-chain constraints, might hurt the company's results.

## Last Earnings Report

### AGCO Corp Q3 Earnings Surpass Estimates, Sales Dip Y/Y

AGCO delivered an adjusted EPS of \$1.35 in third-quarter 2025 compared with the prior-year quarter's 68 cents. The reported figure topped the Zacks Consensus Estimate of \$1.26.

Including one-time items, AGCO posted an EPS of \$4.10 compared with the year-ago quarter's 40 cents.

Net sales decreased 4.7% year over year to \$2.476 billion in the September-end quarter. The top line missed the Zacks Consensus Estimate of \$2.482 billion. Excluding the favorable currency-translation impacts of 3.7%, net sales fell 8.4% year over year.

### Margins Up Y/Y

Cost of sales decreased 8.3% year over year to \$1.83 billion in the third quarter. Gross profit increased 7.2% year over year to \$647 million in the reported quarter. The gross margin was 26.1% compared with the prior-year quarter's 23.2%.

Selling, general and administrative expenses were \$341 million compared with the year-ago quarter's \$344 million. Adjusted income from operations rose 28.7% year over year to \$185 million. The operating margin was 7.5% compared with the year-earlier quarter's 5.5%.

### Q3 Segmental Performance

Sales in the North America segment moved down 32.1% year over year to \$383 million in the third quarter. The segment reported an operating loss of \$40 million against the prior-year quarter's operating profit of \$16 million.

Sales in the South America segment decreased 8.1% year over year to \$322 million. The segment reported an operating income of \$18.5 million compared with the prior-year quarter's \$41 million.

The EME (Europe/Middle East) segment's sales were \$1.62 billion compared with \$1.27 billion in the year-ago period. EME's operating income was \$252 million compared with the year-ago quarter's \$89 million.

Sales in the Asia/Pacific segment were down 5.9% year over year to \$157 million. The segment reported an operating profit of \$7.7 million compared with the prior-year quarter's operating profit of \$6.8 million.

### Cash Flow Update

AGCO Corp reported cash and cash equivalents of \$884 million as of September 30, 2025, up from \$613 million as of Dec. 31, 2024. Net cash used in operating activities totaled \$71 million in the quarter compared with \$26.5 million in the year-ago quarter.

### AGCO's 2025 Guidance

AGCO expects net sales of \$9.8 billion for 2025. The company anticipates lower production volumes for 2025. However, this is to be partially offset by cost controls and stable engineering expenses. It expects to negate tariff impacts with planned mitigation actions. Considering these, management projects an EPS of \$5.00 for 2025.

**FY Quarter Ending** **12/31/2025**

Earnings Reporting Date	Oct 31, 2025
Sales Surprise	-0.25%
EPS Surprise	7.14%
Quarterly EPS	1.35
Annual EPS (TTM)	5.08

## Valuation

AGCO's shares are up 2.1% in the trailing six-month period and up 5.8% over the trailing 12-month period. Over the past six months, stocks in the Manufacturing - Farm Equipment industry and Industrial Products sector are down 10.6% and up 6.1%, respectively. Over the past year, the Zacks sub-industry are up 1.7% while the sector are down 0.9%.

The S&P 500 index is up 16.7% in the trailing six-month period and up 17.2% in the past year.

The stock is currently trading at 17.85X forward 12-month earnings, which compares with 22.71X for the Zacks sub-industry, 20.61X for the Zacks sector and 23.46X for the S&P 500 index.

Over the past five years, the stock has traded as high as 24.67X and as low as 6.88X, with a 5-year median of 11.14X.

Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$110 price target reflects 18.84X forward 12-month earnings.

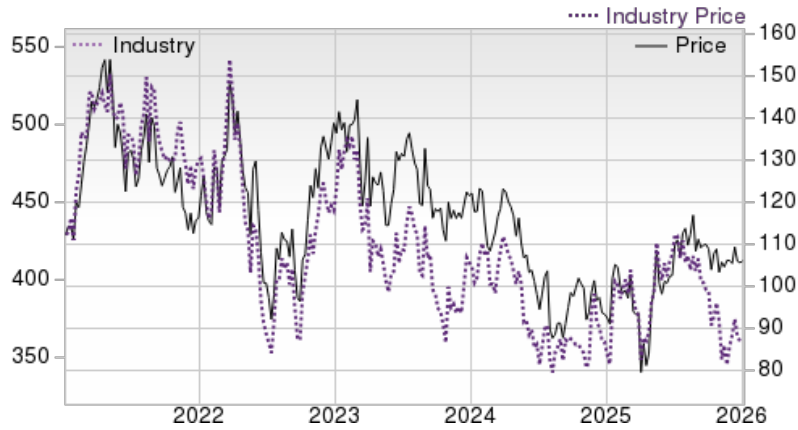
The table below shows summary valuation data for AGCO.

Valuation Multiples - AGCO					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.85	22.71	20.61	23.46
	5-Year High	24.67	23.14	23.07	23.78
	5-Year Low	6.88	9.97	13.38	15.73
	5-Year Median	11.14	14.29	18.27	21.20
P/S F12M	Current	0.77	4.21	4.16	5.31
	5-Year High	1.13	5.07	4.21	5.51
	5-Year Low	0.52	2.31	2.32	3.63
	5-Year Median	0.72	3.21	3.17	5.05
EV/EBITDA TTM	Current	18.31	24.61	25.24	18.64
	5-Year High	19.27	28.39	28.43	22.41
	5-Year Low	4.28	14.08	14.11	13.67
	5-Year Median	7.54	19.74	18.22	17.96

As of 12/08/2025

Source: Zacks Investment Research

## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Bottom 14% (211 out of 244)



## Top Peers <sup>(1)</sup>

Company (Ticker)	Rec	Rank
CNH Industrial N.V. (CNH)	Neutral	3
Deere & Company (DE)	Neutral	3
Kubota Corp. (KUBTY)	Neutral	4
Lindsay Corporation (LNN)	Neutral	2
Alamo Group, Inc. (ALG)	Underperform	5
Art's-Way Manufactur... (ARTW)	NA	
NaturalShrimp Incorp... (SHMP)	NA	
urban-gro, Inc. (UGRO)	NA	

## Industry Comparison<sup>(1)</sup> Industry: Manufacturing - Farm Equipment

	AGCO	X Industry	S&P 500	ALG	CNH	KUBTY
Zacks Recommendation (Long Term)	Neutral	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	5	3	4
VGM Score	F	-	-	A	C	A
Market Cap	8.20 B	1.77 B	40.27 B	2.22 B	12.51 B	16.66 B
# of Analysts	6	4.5	22	3	8	1
Dividend Yield	1.06%	0.00%	1.35%	0.66%	0.00%	1.72%
Value Score	D	-	-	C	A	B
Cash/Price	0.11	0.12	0.04	0.12	0.25	0.16
EV/EBITDA	-1,196.07	9.88	14.84	9.67	9.99	NA
PEG Ratio	-1.43	1.86	2.06	1.02	NA	NA
Price/Book (P/B)	1.83	1.72	3.44	1.96	1.61	0.91
Price/Cash Flow (P/CF)	9.19	12.56	15.60	12.56	6.49	7.18
P/E (F1)	21.73	19.15	18.94	16.34	19.23	15.22
Price/Sales (P/S)	0.82	1.03	3.12	1.37	0.70	0.84
Earnings Yield	5.24%	5.21%	5.28%	6.12%	5.18%	6.57%
Debt/Equity	0.61	0.51	0.57	0.17	3.49	0.51
Cash Flow (\$/share)	11.95	5.14	8.98	14.57	1.55	10.04
Growth Score	F	-	-	A	D	C
Hist. EPS Growth (3-5 yrs)	-3.62%	6.64%	8.24%	16.42%	2.62%	-0.10%
Proj. EPS Growth (F1/F0)	-34.67%	12.72%	9.18%	-5.34%	-55.24%	-35.83%
Curr. Cash Flow Growth	-38.62%	-26.94%	7.00%	-4.94%	-32.60%	-5.81%
Hist. Cash Flow Growth (3-5 yrs)	7.76%	6.98%	7.49%	11.91%	-4.20%	3.59%
Current Ratio	1.58	2.54	1.19	4.43	13.01	1.68
Debt/Capital	40.33%	33.83%	38.14%	14.65%	77.76%	33.83%
Net Margin	3.73%	7.20%	12.77%	7.20%	3.35%	5.95%
Return on Equity	9.36%	9.36%	17.03%	11.11%	8.32%	6.50%
Sales/Assets	0.85	0.83	0.53	1.06	0.41	0.50
Proj. Sales Growth (F1/F0)	-15.80%	1.55%	5.29%	0.10%	-9.50%	NA
Momentum Score	F	-	-	A	F	A
Daily Price Chg	3.24%	1.54%	0.62%	0.46%	4.04%	1.54%
1 Week Price Chg	0.37%	-0.45%	0.70%	-2.25%	-0.95%	-0.68%
4 Week Price Chg	5.61%	4.54%	1.52%	12.63%	7.26%	-1.36%
12 Week Price Chg	2.51%	1.17%	4.52%	-0.17%	-2.14%	14.25%
52 Week Price Chg	19.87%	3.72%	17.53%	3.72%	-11.78%	25.45%
20 Day Average Volume	666,796	666,796	2,426,458	112,762	9,595,436	76,980
(F1) EPS Est 1 week change	-0.47%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-2.28%	-0.11%	0.00%	0.22%	-0.21%	0.00%
(F1) EPS Est 12 week change	-9.35%	-8.92%	0.44%	-8.50%	-28.90%	-2.57%
(Q1) EPS Est Mthly Chg	-4.74%	0.00%	0.00%	0.00%	0.00%	NA



## Analyst Earnings Model<sup>(2)</sup>

### AGCO Corporation (AGCO)

In \$MM, except per share data

	2022A	2023A	2024A	2025E				2026E				2027E		
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends December 31st	Dec-22	Dec-23	Dec-24	31-Mar-25	30-Jun-25	30-Sep-25	31-Dec-25	Dec-25	31-Mar-26	30-Jun-26	30-Sep-26	31-Dec-26	Dec-26	Dec-27
Income Statement														
Net Sales	\$12,651.4	\$14,412.4	\$11,661.9	\$2,050.5	\$2,635.0	\$2,476.3	\$2,655.7	\$9,817.5	\$2,092.0	\$2,646.3	\$2,477.7	\$2,846.6	\$10,062.6	\$10,693.1
Constant Currency	22.1%	13.8%	(19.7%)	(29.6%)	(22.3%)	(8.4%)	(8.5%)	(11.3%)	2.0%	0.4%	0.1%	7.2%	2.5%	6.3%
FX	(8.5%)	0.1%	(0.6%)	(2.4%)	3.5%	3.7%	3.1%	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Acquisition			1.2%	2.0%	0.0%	0.0%	0.0%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Cost of Goods Sold	\$9,650.1	\$10,635.0	\$8,762.8	\$1,529.9	\$1,976.4	\$1,829.8	\$1,896.5	\$7,232.6	\$1,569.7	\$1,949.9	\$1,799.0	\$2,029.2	\$7,347.7	\$7,551.5
Gross Profit	\$3,001.3	\$3,777.4	\$2,899.1	\$520.6	\$658.6	\$646.5	\$759.2	\$2,584.9	\$522.4	\$696.3	\$678.8	\$817.4	\$2,714.9	\$3,141.7
Selling, General and Administrative Expenses	\$1,189.5	\$1,454.5	\$1,397.7	\$325.8	\$326.4	\$340.8	\$376.0	\$1,369.0	\$329.5	\$370.8	\$364.7	\$417.3	\$1,482.4	\$1,573.2
Engineering Expenses	\$444.2	\$548.8	\$493.0	\$116.0	\$117.8	\$123.0	\$136.4	\$493.2	\$103.7	\$134.2	\$127.2	\$141.6	\$506.7	\$621.5
Amortization of Intangible Assets	\$60.1	\$57.7	\$81.0	\$15.3	\$15.7	\$23.0	\$0.0	\$54.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Impairment Charges	\$36.0	\$4.1	\$369.5	\$1.1	\$6.8	(\$0.6)	\$0.0	\$7.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Restructuring Expenses	\$6.1	\$11.9	\$172.7	\$13.0	\$15.6	\$8.7	\$6.1	\$43.4	\$7.4	\$8.8	\$7.8	\$8.7	\$32.7	\$32.0
Loss on Business Held for Sale		\$0.0	\$507.3	\$0.0	\$12.3	\$0.0	\$0.0	\$12.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Adjusted EBITDA	\$1,577.1	\$2,020.4	\$1,375.5	\$159.2	\$297.3	\$270.7	\$313.6	\$1,040.8	\$147.9	\$259.3	\$251.4	\$333.2	\$991.8	\$1,237.8
Depreciation	\$209.5	\$230.4	\$251.2	\$60.5	\$64.1	\$62.7	\$66.8	\$254.1	\$58.7	\$68.0	\$64.6	\$74.7	\$266.1	\$290.9
Depreciation and Amortization	\$269.6	\$288.1	\$332.2	\$75.8	\$79.8	\$85.7	\$66.8	\$308.1	\$58.7	\$68.0	\$64.6	\$74.7	\$266.1	\$290.9
Operating Income, Adjusted	\$1,307.5	\$1,732.3	\$1,043.3	\$83.4	\$217.5	\$185.0	\$246.8	\$732.7	\$89.2	\$191.3	\$186.8	\$258.5	\$725.8	\$946.9
Transaction-Related Costs		\$16.0	\$67.7	\$7.1	\$5.8	\$4.8	\$0.0	\$17.7	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Amortization of PTxTrimble Acquired Intangibles			\$48.2	\$12.8	\$13.0	\$20.5	\$0.0	\$46.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Operating Income, GAAP	\$1,265.4	\$1,700.4	(\$122.1)	\$49.4	\$164.0	\$151.6	\$240.7	\$605.7	\$81.8	\$182.5	\$179.0	\$249.8	\$693.1	\$915.0
Interest Expense (Income), net	\$13.0	\$4.6	\$93.0	\$18.5	\$17.8	\$15.5	\$28.9	\$80.7	\$17.0	\$20.7	\$25.4	\$25.8	\$88.9	\$98.1
Other Expense, net	\$145.2	\$362.3	\$218.5	\$32.3	\$48.9	(\$208.4)	\$34.7	(\$92.5)	\$22.6	\$25.6	\$18.2	\$29.1	\$95.5	\$97.4
Pre-Tax Income	\$1,107.2	\$1,333.5	(\$433.6)	(\$1.4)	\$97.3	\$344.5	\$177.1	\$617.5	\$42.2	\$136.3	\$135.4	\$194.9	\$508.7	\$719.5
Income Tax	\$296.6	\$230.4	\$98.4	\$2.0	(\$205.5)	\$48.8	\$58.5	(\$96.2)	\$14.8	\$47.7	\$47.4	\$68.2	\$178.0	\$251.8
Tax Rate	26.8%	17.3%	(22.7%)	(142.9%)	(211.2%)	14.2%	33.0%	(15.6%)	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%
Equity in Net Earnings of Affiliates	\$64.1	\$68.2	\$46.4	\$12.1	\$11.6	\$7.0	\$10.6	\$41.3	\$9.0	\$10.3	\$9.3	\$11.3	\$39.9	\$42.0
Net Income before Non-Controlling Interests	\$874.7	\$1,171.3	(\$485.6)	\$8.7	\$314.4	\$302.7	\$129.3	\$755.1	\$36.4	\$98.8	\$97.3	\$138.0	\$370.5	\$509.6
Non-Controlling Interests	\$14.9	\$0.1	\$60.8	\$1.8	\$0.4	\$3.0	\$3.0	\$8.2	\$3.0	\$3.0	\$3.0	\$3.0	\$12.0	\$12.0
Net Income, Adjusted	\$930.9	\$1,164.9	\$559.7	\$30.9	\$100.2	\$101.4	\$133.6	\$366.1	\$44.3	\$107.2	\$104.8	\$145.7	\$402.0	\$540.2
Net Income, GAAP	\$889.6	\$1,171.4	(\$424.8)	\$10.5	\$314.8	\$305.7	\$132.3	\$763.3	\$39.4	\$101.8	\$100.3	\$141.0	\$382.5	\$521.6
Basic Shares Outstanding	74.6	74.8	74.6	74.6	74.6	74.6	74.5	74.6	74.6	74.5	74.6	74.4	74.5	74.4
Diluted Shares Outstanding	74.9	74.9	74.7	74.7	74.6	74.7	74.6	74.7	74.6	74.5	74.5	74.5	74.5	74.5
Basic EPS	\$11.92	\$15.66	(\$5.69)	\$0.14	\$4.22	\$4.10	\$1.78	\$10.24	\$0.53	\$1.37	\$1.34	\$1.89	\$5.13	\$7.01
Diluted EPS, Adjusted	\$12.42	\$15.55	\$7.50	\$0.41	\$1.35	\$1.35	\$1.79	\$4.90	\$0.59	\$1.44	\$1.41	\$1.96	\$5.40	\$7.25
Diluted EPS, GAAP	\$11.87	\$15.63	(\$5.69)	\$0.14	\$4.22	\$4.09	\$1.77	\$10.22	\$0.53	\$1.37	\$1.35	\$1.89	\$5.14	\$7.00
Dividend per Share	\$5.40	\$6.10	\$3.66	\$0.29	\$0.29	\$0.29	\$0.29	\$1.16	\$0.29	\$0.29	\$0.35	\$0.35	\$1.28	\$1.53



## Zacks Stock Rating System

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

## Zacks Recommendation

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

## Zacks Rank

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

## Zacks Style Scores

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

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

Value Score	<b>D</b>
Growth Score	<b>F</b>
Momentum Score	<b>F</b>
VGM Score	<b>F</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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