

Carlisle Companies (CSL)

\$330.67 (Stock Price as of 12/18/2025)

Price Target (6-12 Months): **\$281.00**

Long Term: 6-12 Months

Zacks Recommendation: Underperform

(Since: 09/23/25)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

5-Strong Sell

Zacks Style Scores:

VGM: C

Value: D

Growth: B

Momentum: C

Summary

Carlisle is grappling with persistent weakness in the CWT segment, arising from lower volumes from a slowdown in the residential construction market. Slowdown in the CCM unit, with decline in new construction activities and disruption in the distribution channel, is also concerning. Increasing raw material and labor costs have been weighing on the company's bottom line. In the first nine months of 2025, Carlisle's cost of sales increased 3.4% year over year. High debt levels, if not controlled, may raise its financial obligations and hurt profitability. Foreign currency headwinds and exposure to troubled geographies are concerns as well. However, Carlisle is benefiting from strength in the non-residential market, driven by growing re-roof activity in the construction sector. Its measures to reward its shareholders are encouraging.

Data Overview

52 Week High-Low	\$435.92 - \$293.43
20 Day Average Volume (sh)	422,330
Market Cap	\$13.8 B
YTD Price Change	-10.4%
Beta	0.96
Dividend / Div Yld	\$4.40 / 1.3%
Industry	Diversified Operations
Zacks Industry Rank	Bottom 27% (177 out of 243)

Last EPS Surprise	2.6%
Last Sales Surprise	1.0%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/03/2026
Earnings ESP	0.1%

P/E TTM	16.6
P/E F1	17.3
PEG F1	5.6
P/S TTM	2.8

Price, Consensus & Surprise⁽¹⁾



Sales and EPS Growth Rates (Y/Y %)⁽²⁾



Sales Estimates (millions of \$)⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	1,071 E	1,424 E	1,389 E	1,168 E	5,052 E
2025	1,096 A	1,450 A	1,347 A	1,101 E	4,993 E
2024	1,097 A	1,451 A	1,334 A	1,123 A	5,004 A

EPS Estimates⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	3.62 E	6.44 E	6.49 E	4.90 E	21.46 E
2025	3.61 A	6.27 A	5.61 A	3.63 E	19.12 E
2024	3.72 A	6.24 A	5.78 A	4.47 A	20.20 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 12/18/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/15/2025.

Overview

Based in the Scottsdale, AZ, Carlisle Companies Incorporated is a diversified, global portfolio of innovative brands and businesses with highly engineered and high margin products. It engages in the design, manufacture and sale of a wide range of roofing and waterproofing products, engineered products and finishing equipment. On a geographical basis, the company has operations in the United States (90.5% of 2024 net sales) and international markets (9.5%). In international markets, it sells its products in Europe, Asia, Canada, Mexico, Latin America, the Middle East and Africa. Exiting 2024, the company had an employee base of 5,500 people.

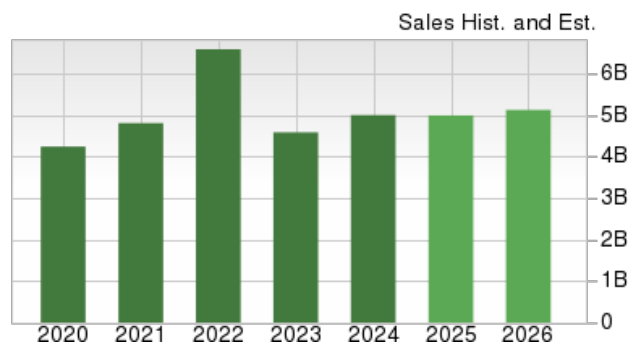
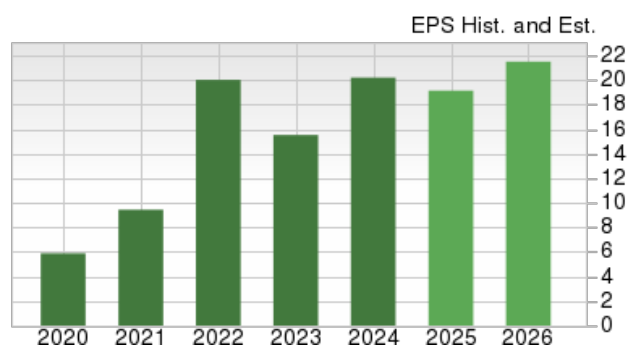
Carlisle operates under two segments, which are discussed below:

Carlisle Construction Materials (CCM: 74% of total revenues in 2024): The segment manufactures a comprehensive range of premium roofing products, warranted roof systems and related technologies for the commercial construction market. It provides high-performance, single-ply roofing solutions like EPDM, polyvinyl chloride, thermoplastic polyolefin, architectural metal and roof garden systems. It sells its products through some market-leading brands like Carlisle SynTec, WeatherBond Roofing, Versico Roofing, Hunter Panels, Resitrix and Hertalan.

Carlisle Weatherproofing Technologies (CWT: 26%): The segment offers building envelope solutions that help in driving energy efficiency in commercial and residential applications. Products offered by the segment include waterproofing and moisture protection products, sealants/primers and flashing systems, among others. It sells its products through some market-leading brands like the Henry Company, Carlisle Coatings & Waterproofing, Carlisle WIP Products and Carlisle Polyurethane Systems.

Both segments have significant exposure in the commercial construction industry, primarily the construction repair and replacement sectors. CWT has an added exposure to the residential construction industry.

In May 2024, the company divested its Carlisle Interconnect Technologies (CIT) segment to direct its focus and resources to the core construction materials businesses. It divested the Carlisle Fluid Technologies (CFT) segment in October 2023 & the Carlisle Brake & Friction (CBF) segment in August 2021 as part of its portfolio enhancement strategy.



As of 12/15/2025



As of 12/18/2025

Reasons To Sell:

- ▼ Lower volumes from a **slowdown in the residential and commercial construction markets** and project delays are adversely affecting Carlisle's CWT segment. The slowdown in the new housing, repair and remodel activities, due to high interest rates and affordability challenges, has been affecting the segment's performance. In the first nine months of 2025, organic revenues from the segment fell 10% on a year-over-year basis.

Carlisle is also experiencing a **slowdown in the CCM segment** due to a decline in new construction activities and disruption in the distribution channel. In the first nine months of 2025, organic revenues from the CCM segment decreased 0.6% year over year. However, solid demand for re-roofing products in the non-residential construction market, the acquisition of MTL and strong backlog levels are expected to support the segment's performance in the quarters ahead. Owing to these headwinds, the company expects the segment's revenues to decrease in the low single digits in 2025 from the year-ago period. The company also anticipates total revenues to decline in low single digits in 2025.

Softness in the residential and commercial construction markets, high debt levels and increasing operating costs are concerns for Carlisle.

- ▼ Carlisle has been dealing with the high raw material and labor costs. Not only is this **pushing up its direct expenses**, but it is also raising selling, administrative and R&D expenses. While current revenue growth rates are supporting the rising cost, they are largely driven by channel inventory filling. In the first nine months of 2025, Carlisle's cost of sales increased 3.4% year over year, while its selling and administrative expenses increased 3.8%. Also, in 2024, its selling and administrative expenses and cost of sales increased 15.6% and 5.5%, respectively, year over year. Consequently, any slowdown in non-residential construction activity will be a big red light for the company.
- ▼ Carlisle's **high debt levels** remain a concern. The company's long-term debt in the last five years (2020-2024) witnessed a CAGR of 7.1%. Its long-term debt balance at the end of the third quarter of 2025 remained high at \$2.88 billion, reflecting a surge of 52.4% on a sequential basis. In August 2025, Carlisle completed the offering of \$1 billion for its senior unsecured notes in aggregate. The offering comprises \$500 million of 5.55% senior notes due to expire on Sept. 15, 2040, and \$500 million of 5.25% senior notes due to expire on Sep 15, 2035. We believe that the offering of senior notes will increase its debts and, in turn, might inflate its financial obligations and hurt profitability. Also, considering its high debt level, its cash and cash equivalents of \$1.1 billion do not look impressive. High debt levels can increase its financial obligations and prove detrimental to profitability in the quarters ahead.
- ▼ Carlisle's financial performance is subject to various risks related to international exposure, including interest rate and **currency exchange rate fluctuations**, as well as the geopolitical and economic conditions of the places where it operates.
- ▼ Any **dip in consumer confidence** — a key determinant of the economy's health — may seriously affect spending. The company's customers, particularly from the housing, aerospace and industrial sectors, remain sensitive to macroeconomic factors, including inflation, interest rate hikes, credit availability and more, which may negatively impact their sentiment. This may adversely affect its growth and profitability.

Risks⁽²⁾ (to the Underperform recommendation)

- Expansion of Carlisle's global footprint, product portfolio augmentation and enhancement in its ability to penetrate different markets through **acquisitions** are commendable. Buyouts had a positive impact of 3.3% on net sales growth in the first nine months of 2025. Over the past few years, the company has become one of the major European manufacturers and suppliers of EPDM roofing systems, with acquisitions in Germany and the Netherlands. In June 2025, Carlisle acquired Bonded Logic, a U.S. manufacturer of sustainable thermal and acoustical insulation products. The buyout will strengthen Carlisle's offering of building envelope products and enhance its position in the \$14 billion addressable insulation market. In February 2025, the company completed the acquisition of ThermaFoam, which enables Carlisle to incorporate ThermaFoam's vertically integrated polystyrene capabilities into its Insulfoam EPS business. The buyout expands Carlisle's customer offerings and enhances its presence in Texas and the South-Central United States market. The company's acquisition of Plasti-Fab (in December 2024) expanded its building envelope product portfolio and strengthened its position in the North American polystyrene insulation market. The Plasti-Fab acquisition is likely to be accretive by about 30 cents to its adjusted earnings in 2025. In May 2024, Carlisle completed the acquisition of MTL Holdings from the U.S. private equity firm, GreyLion Partners. The inclusion of MTL's solid pre-fabricated edge metal products portfolio, supported by its strong designing and manufacturing capabilities, will enable Carlisle to expand its customer offerings and boost its architectural metals business. Also, the acquisition of Polar Industries (November 2023) expanded its polystyrene and graphite polystyrene portfolio, thus boosting its CWT segment. Disposing of businesses also enables the company to unlock value for shareholders. In May 2024, Carlisle divested the CIT segment to Amphenol Corporation. Also, in October 2023, the company divested its CFT segment to an associate of Lone Star Funds. These divestments are in sync with Carlisle's Vision 2030 strategy and will allow the company to build a concentrated portfolio of construction materials businesses to accentuate its capital allocation approach to investments.
- Under the **Vision 2030 program**, Carlisle aims to unleash the full potential of its pure-play building products portfolio with best-in-class returns. Its product innovation investments form a major component of its Vision 2030 strategy, where it focuses on three key areas. These are evolutionary upgrades to existing products, transformational new solutions and business life cycle innovations. It anticipates to generate about 25% of revenues from new products by 2030. Keeping 2023 as the base year, the company expects a compound annual growth rate of more than 5% in adjusted earnings per share, which will be at least \$40 by 2030. Carlisle expects adjusted EBITDA margins to be at least 25% by 2030. At the center of this growth plan is the Carlisle Operating System (COS), which is an operating structure based on lean enterprise and Six Sigma principles, designed to drive efficiencies and operating leverage. COS is driving the company's production efficiency, product innovation & engineering capability, supply-chain management and product rationalization. The company expects adjusted EBITDA margins to expand approximately 50 basis points in 2025. Also, based on its Vision 2030 program, Carlisle expects to generate cumulative free cash flow in excess of \$6 billion through 2030. This provides the company with significant flexibility for share repurchases and accretive acquisitions, reflecting a combination of organic and inorganic paths to achieve its EPS goal.
- Carlisle remains highly committed to adding to its shareholders' wealth through **share repurchases and dividends**. In August 2025, the company hiked its dividend by 10% to \$1.10 per share. In 2024, Carlisle rewarded its shareholders with a dividend payout of \$172.4 million, up 7.7% year over year. The amount spent on share buyback totaled \$1.59 billion, up 76.2% year over year. Also, in the first nine months of 2025, it rewarded its shareholders with a dividend payment of \$135.3 million, up 6.2% year over year. In the same period, it bought back shares worth \$1 billion. In September 2025, Carlisle authorized a repurchase program of up to an additional 7.5 million shares. This share repurchase authorization comes on top of the company's existing buyback program, under which about 1.2 million shares remain available for repurchase (as of August-end 2025).

Last Earnings Report

Carlisle Q3 Earnings Beat Estimates, Organic Revenues Decline Y/Y

Carlisle reported third-quarter 2025 adjusted earnings of \$5.61 per share, which beat the Zacks Consensus Estimate of \$5.47. However, the bottom line decreased 2.9% year over year.

Carlisle's total revenues of \$1.35 billion beat the consensus estimate of \$1.33 billion and increased 1% year over year. Organic revenues fell 2.1% year over year. Acquisitions boosted the top line by 2.9% while foreign-currency translation had a positive impact of 0.2%.

FY Quarter Ending **12/31/2024**

Earnings Reporting Date	Oct 29, 2025
Sales Surprise	1.01%
EPS Surprise	2.56%
Quarterly EPS	5.61
Annual EPS (TTM)	19.96

Segmental Discussion

Carlisle has divested its Carlisle Interconnect Technologies segment. The company now reports under the following two segments.

Revenues from the Carlisle Construction Materials segment increased 0.3% year over year to \$1.0 billion. Our estimate for segmental revenues was \$1.01 billion. Organic revenues were flat. Revenues were driven by solid re-roof activity, partially offset by the weakness in the new construction market. Adjusted EBITDA of \$303 million decreased 8% year over year.

Revenues from the Carlisle Weatherproofing Technologies segment increased 3% year over year to \$346 million, due to buyouts of Plasti-Fab and ThermaFoam, partially offset by continued softness in residential and commercial end markets. Our estimate for segmental revenues was \$354.9 million. Organic revenues slipped 8%. Adjusted EBITDA of \$60 million declined 13% year over year.

Margin Profile

Carlisle's cost of sales increased 5.2% year over year to \$861.7 million. Selling and administrative expenses decreased 7.2% to \$177.9 million. Research and development expenses totaled \$12.4 million, up 53.1% year over year.

Carlisle recorded an operating income of \$293.9 million, down 7.1% year over year. The operating margin decreased 190 basis points to 21.8% from the year-ago quarter. Our estimate for the operating margin was pegged at 22.6%.

Carlisle's Balance Sheet and Cash Flow

At the end of the third quarter, Carlisle had cash and cash equivalents of \$1.11 billion compared with \$753.5 million at the end of 2024. Long-term debt (including the current portion) was \$2.9 billion compared with \$1.89 billion reported at the end of 2024.

In the first nine months of 2025, it provided net cash of \$715.8 million for operating activities compared with \$659.7 million in the year-ago period.

In the same period, Carlisle rewarded its shareholders with a dividend payment of \$135.3 million, up 6.2% year over year. The company bought back shares worth \$1 billion, down 14.2% year over year.

Outlook

For the fourth quarter of 2025, Carlisle expects revenues from the Construction Materials segment to decrease in low single-digits, while the Weatherproofing Technologies segment is projected to increase in low single-digits year over year.

For 2025, the company expects revenues to be flat on a year-over-year basis. Adjusted EBITDA margin is expected to contract approximately 250 bps. The free cash flow margin is expected to be more than 15%.

Recent News

Dividend Update — Oct. 31, 2025

Carlisle's board of directors approved a quarterly cash dividend of \$1.10 per share, payable to shareholders on Dec. 1, 2025, of record as of Nov. 14.

Repurchase Program — Sep. 3, 2025

Carlisle authorized a repurchase program of up to an additional 7.5 million shares. This share repurchase authorization comes on top of the company's existing buyback program, under which about 1.2 million shares remain available for repurchase (as of August-end 2025). As noted by the company, the latest repurchase program has no expiration date.

Senior Notes Offering — Aug. 13, 2025

Carlisle priced an offering of \$1 billion for its senior notes in aggregate. The offering comprises \$500 million of 5.250% notes due to expire on Sept. 15, 2035, and \$500 million of 5.550% notes due to expire on Sept. 15, 2040.

As communicated by the company, notes due to expire in 2035 have been priced at 99.655% of the principal amount while notes that are set to expire in 2040 have been offered to the public at 99.299% of the principal amount. Interest rates on the notes set to expire in 2035 and 2040 will be paid semi-annually on March 15 and Sept. 15, starting from March 15, 2026.

Carlisle Acquires Bonded Logic — June 30, 2025

Carlisle acquired select assets of Bonded Logic, Inc. and Phoenix Fibers, LLC (referred to as "Bonded Logic") — a U.S. manufacturer of sustainable thermal and acoustical insulation products. The buyout will strengthen Carlisle's offering of building envelope products and enhance its position in the \$14 billion addressable insulation market.

Valuation

Carlisle's shares are down 10.2% in the year-to-date period and down 20.4% over the trailing 12-month period. Stocks in both the Zacks sub-industry and the Zacks Conglomerates sector are down 0.8% in the year-to-date period. Over the past year, both the Zacks sub-industry and the sector are down 5.1%.

The S&P 500 index is up 18.3% and 14.4% in the year-to-date period and over the past year respectively.

The stock is currently trading at 15.48X forward 12-month price-to-earnings, which compares to 13.99X for the Zacks sub-industry, 13.99X for the Zacks sector and 23.35X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 26.92X and as low as 9.66X, with a 5-year median of 16.71X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$281 price target reflects 13.15X forward 12-month earnings.

The table below shows summary valuation data for CSL

Valuation Multiples - CSL					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.48	13.99	13.99	23.35
	5-Year High	26.92	22.74	22.74	23.78
	5-Year Low	9.66	12.35	12.35	15.73
	5-Year Median	16.71	15.03	15.03	21.21
P/Sales F12M	Current	2.7	1.97	1.97	5.28
	5-Year High	4.17	2.9	2.9	5.5
	5-Year Low	1.6	1.68	1.68	3.83
	5-Year Median	2.25	2.09	2.09	5.05

As of 12/12/2025

Source: Zacks Investment Research

Industry Analysis⁽¹⁾ Zacks Industry Rank: Bottom 27% (177 out of 243)

Top Peers⁽¹⁾



Company (Ticker)	Rec	Rank
Crane Company (CR)	Neutral	3
Danaher Corporation (DHR)	Neutral	4
IAC Inc. (IAC)	Neutral	3
ITT Inc. (ITT)	Neutral	2
Koninklijke KPN NV (KKPNF)	Neutral	3
Griffon Corporation (GFF)	Underperform	5
Star Equity Holdings...(STRR)	Underperform	5
China Resources Ente...(CRHKY)	NA	

Industry Comparison⁽¹⁾ Industry: Diversified Operations

Industry Peers

	CSL	X Industry	S&P 500	IAC	ITT	KKPNF
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	5	-	-	3	2	3
VGM Score	C	-	-	C	D	A
Market Cap	13.81 B	462.77 M	38.74 B	2.80 B	14.81 B	17.79 B
# of Analysts	4	3.5	22	3	7	1
Dividend Yield	1.33%	0.00%	1.42%	0.00%	0.82%	0.00%
Value Score	D	-	-	D	D	B
Cash/Price	0.08	0.17	0.04	0.36	0.03	0.02
EV/EBITDA	11.56	4.48	14.56	-11.97	18.41	8.59
PEG Ratio	5.63	1.69	2.18	NA	2.05	NA
Price/Book (P/B)	6.93	0.69	3.30	0.60	5.02	4.56
Price/Cash Flow (P/CF)	13.41	10.14	15.17	NA	23.00	7.76
P/E (F1)	17.28	16.64	19.74	117.27	25.82	16.94
Price/Sales (P/S)	2.75	1.42	3.08	1.02	3.88	2.78
Earnings Yield	5.79%	5.88%	5.04%	0.84%	3.87%	5.91%
Debt/Equity	1.45	0.24	0.57	0.29	0.22	1.82
Cash Flow (\$/share)	24.83	0.45	8.99	-3.34	7.61	0.58
Growth Score	B	-	-	B	C	A
Hist. EPS Growth (3-5 yrs)	27.13%	13.78%	8.16%	NA	14.40%	NA
Proj. EPS Growth (F1/F0)	-5.35%	9.99%	8.60%	NA	13.65%	22.73%
Curr. Cash Flow Growth	13.80%	-9.49%	6.75%	-233.22%	14.70%	1.84%
Hist. Cash Flow Growth (3-5 yrs)	10.48%	4.18%	7.43%	NA	6.57%	-1.28%
Current Ratio	3.25	1.52	1.18	2.56	1.52	0.72
Debt/Capital	59.11%	20.49%	38.01%	22.91%	17.77%	64.49%
Net Margin	15.48%	6.76%	12.78%	-8.27%	12.67%	14.37%
Return on Equity	40.26%	11.49%	17.00%	-4.61%	18.96%	23.72%
Sales/Assets	0.86	0.69	0.53	0.35	0.78	0.46
Proj. Sales Growth (F1/F0)	-0.20%	0.00%	5.79%	-37.30%	6.90%	12.40%
Momentum Score	C	-	-	C	C	B
Daily Price Chg	0.33%	-0.05%	-1.16%	1.71%	0.57%	-2.80%
1 Week Price Chg	2.27%	0.72%	-2.40%	5.03%	-3.96%	0.96%
4 Week Price Chg	10.44%	1.17%	1.19%	18.25%	-3.82%	1.12%
12 Week Price Chg	-0.84%	-2.82%	1.26%	11.15%	-1.31%	-6.82%
52 Week Price Chg	-17.72%	1.32%	14.46%	-12.31%	17.44%	19.95%
20 Day Average Volume	419,188	47,601	2,751,030	1,014,857	1,133,328	111,603
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.06%	0.00%
(F1) EPS Est 4 week change	-0.03%	0.00%	0.00%	0.00%	-0.01%	0.00%
(F1) EPS Est 12 week change	-7.44%	0.92%	0.69%	104.08%	2.55%	0.00%
(Q1) EPS Est Mthly Chg	-5.72%	0.00%	0.00%	0.00%	1.08%	0.00%

Analyst Earnings Model⁽²⁾

Carlisle Companies Incorporated (CSL)

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														
Total Revenue	\$5,449.4	\$4,586.9	\$5,003.6	\$1,095.8	\$1,449.5	\$1,346.9	\$1,101.0	\$4,993.2	\$1,071.3	\$1,424.1	\$1,388.6	\$1,168.1	\$5,052.1	\$5,815.1
Organic Revenue Growth	28.7%	(15.8%)	6.8%	(4.4%)	(2.9%)	(2.1%)	(4.7%)	(3.4%)	(4.3%)	(3.4%)	0.4%	6.1%	(0.5%)	15.1%
FX	(0.9%)	0.0%	0.0%	(0.3%)	0.1%	0.2%	0.2%	0.1%	0.2%	0.2%	0.2%	0.0%	0.2%	0.0%
M&A	9.2%	0.0%	2.3%	4.6%	2.7%	2.9%	2.6%	3.1%	1.9%	1.4%	2.5%	0.0%	1.5%	0.0%
Cost of Goods Sold	\$3,583.4	\$2,952.7	\$3,115.9	\$710.1	\$908.4	\$861.7	\$755.7	\$3,235.9	\$714.8	\$875.8	\$849.9	\$741.9	\$3,182.5	\$3,460.1
Gross Profit	\$1,866.0	\$1,634.2	\$1,887.7	\$385.7	\$541.1	\$485.2	\$345.3	\$1,757.3	\$356.5	\$548.3	\$538.7	\$426.2	\$1,869.6	\$2,355.0
Selling and Administrative Expenses	\$623.5	\$625.2	\$722.8	\$194.0	\$196.9	\$177.9	\$164.2	\$733.0	\$172.5	\$197.3	\$185.7	\$170.1	\$725.6	\$839.0
Research and Development Expenses	\$19.0	\$28.7	\$35.4	\$10.7	\$11.1	\$12.4	\$9.5	\$43.7	\$9.4	\$12.2	\$12.2	\$10.2	\$44.0	\$50.7
Other Operating Expense (Income), net	\$18.7	(\$2.5)	(\$13.6)	(\$2.6)	(\$1.9)	\$1.0	(\$1.3)	(\$4.8)	(\$1.1)	(\$1.0)	(\$0.8)	(\$1.0)	(\$3.9)	(\$4.4)
Depreciation	\$66.5	\$66.3	\$70.2	\$17.7	\$18.4	\$19.2	\$17.5	\$72.8	\$15.8	\$20.5	\$20.6	\$17.5	\$74.4	\$85.9
Amortization	\$92.1	\$84.8	\$102.4	\$30.1	\$30.5	\$30.6	\$31.1	\$122.3	\$26.7	\$34.5	\$34.8	\$29.9	\$125.8	\$145.6
Total Depreciation & Amortization	\$158.6	\$151.1	\$172.6	\$47.8	\$48.9	\$49.8	\$48.6	\$195.1	\$42.5	\$55.0	\$55.3	\$47.4	\$200.2	\$231.5
Adjusted EBITDA	\$1,391.7	\$1,152.8	\$1,332.7	\$238.4	\$389.3	\$348.7	\$228.1	\$1,204.5	\$224.7	\$401.4	\$403.0	\$300.8	\$1,329.9	\$1,726.8
EBIT, Adjusted	\$1,233.1	\$1,001.7	\$1,160.1	\$190.6	\$340.4	\$298.9	\$179.4	\$1,009.3	\$182.2	\$346.4	\$347.7	\$253.4	\$1,129.7	\$1,495.3
Operating Income	\$1,204.8	\$982.8	\$1,143.1	\$183.6	\$335.0	\$293.9	\$173.0	\$985.5	\$175.7	\$339.8	\$341.6	\$246.9	\$1,104.0	\$1,469.8
Interest Expense, net	\$85.9	\$75.6	\$73.3	\$14.8	\$14.7	\$21.3	\$4.1	\$54.9	\$11.6	\$14.4	\$14.0	\$10.1	\$50.2	\$56.3
Interest Income	\$6.8	\$20.1	\$60.3	\$6.4	\$1.4	\$6.8	\$7.2	\$21.8	\$4.9	\$6.1	\$7.1	\$6.0	\$24.1	\$28.4
Other Non-Operating Expense, net	\$2.0	(\$3.1)	\$19.2	\$0.2	(\$1.9)	\$1.6	\$0.1	\$0.0	\$0.0	\$0.0	\$0.5	\$0.2	\$0.7	\$0.9
Pre-Tax Income	\$1,123.7	\$930.4	\$1,110.9	\$175.0	\$323.6	\$277.8	\$175.9	\$952.3	\$169.0	\$331.5	\$334.1	\$242.6	\$1,077.2	\$1,441.0
Income Tax	\$265.7	\$211.5	\$245.8	\$34.9	\$68.1	\$64.3	\$52.8	\$220.1	\$50.7	\$99.4	\$100.2	\$72.8	\$323.2	\$432.3
Tax Rate	23.6%	22.7%	22.1%	19.9%	21.0%	23.1%	30.0%	23.1%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Net Income from Continuing Operations, Adjusted	\$940.8	\$784.3	\$952.9	\$161.5	\$273.2	\$241.2	\$150.8	\$826.7	\$146.0	\$259.7	\$261.6	\$197.5	\$864.9	\$1,119.5
Net Income from Continuing Operations, GAAP	\$858.0	\$718.9	\$865.1	\$140.1	\$255.5	\$213.5	\$123.1	\$732.2	\$118.3	\$232.0	\$233.9	\$169.8	\$754.1	\$1,008.7
Income (Loss) from Discontinued Operations	\$66.0	\$48.5	\$446.7	\$3.2	\$0.3	\$0.7	\$0.0	\$4.2	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income, GAAP	\$924.0	\$767.4	\$1,311.8	\$143.3	\$255.8	\$214.2	\$123.1	\$736.4	\$118.3	\$232.0	\$233.9	\$169.8	\$754.1	\$1,008.7
Diluted Shares Outstanding	52.5	50.4	47.1	44.7	43.4	42.9	41.6	43.2	40.3	40.3	40.3	40.3	40.3	40.3
Diluted EPS from Continuing Operation, Adjusted	\$17.87	\$15.52	\$20.20	\$3.61	\$6.27	\$5.61	\$3.63	\$19.12	\$3.62	\$6.44	\$6.49	\$4.90	\$21.46	\$27.78
Diluted EPS from Continuing Operation, GAAP	\$16.30	\$14.22	\$18.34	\$3.13	\$5.87	\$4.97	\$2.96	\$16.93	\$2.94	\$5.76	\$5.80	\$4.21	\$18.71	\$25.03
Diluted EPS, GAAP	\$17.56	\$15.18	\$27.82	\$3.20	\$5.88	\$4.98	\$2.96	\$17.02	\$2.94	\$5.76	\$5.80	\$4.21	\$18.71	\$25.03
Dividend per Share	\$2.58	\$3.20	\$3.70	\$1.00	\$1.00	\$1.10	\$1.10	\$4.20	\$1.10	\$1.10	\$1.39	\$1.39	\$4.98	\$5.84

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.

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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	B
Momentum Score	C
VGM Score	C

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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