

## Exelon Corporation (EXC)

**\$43.52** (Stock Price as of 12/24/2025)

Price Target (6-12 Months): **\$47.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 03/05/24)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM: B

Value: B

Growth: B

Momentum: B

### Summary

Exelon's third-quarter earnings and sales beat estimates. The company's investments will strengthen its transmission and distribution infrastructure. Exelon's grid modernization will assist it in providing reliable services. The company's revenue decoupling mitigates the impact of load fluctuation. Stable cash flow allows the company to pay dividends. The development of data centers is going to increase demand for their services. Our model projects total revenues to increase year over year in 2025-2027. Yet, in the past six months, Exelon's shares have underperformed its industry. Exelon's operations might be adversely impacted due to the failure of transmission and distribution facilities. The introduction of new technology can change the energy delivery industry and lower demand for the traditional delivery structure.

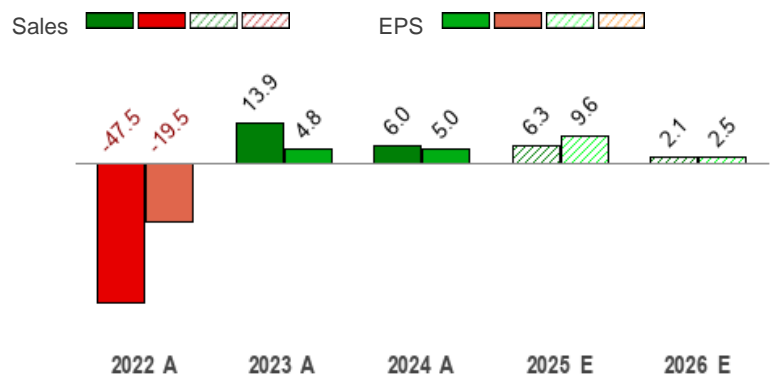
### Price, Consensus & Surprise<sup>(1)</sup>



### Data Overview

52 Week High-Low	\$48.51 - \$37.06
20 Day Average Volume (sh)	7,280,931
Market Cap	\$44.0 B
YTD Price Change	15.6%
Beta	0.45
Dividend / Div Yld	\$1.60 / 3.7%
Industry	<a href="#">Utility - Electric Power</a>
Zacks Industry Rank	Top 35% (84 out of 243)

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



Last EPS Surprise	13.2%
Last Sales Surprise	5.6%
EPS F1 Est- 4 week change	0.7%
Expected Report Date	02/11/2026
Earnings ESP	-5.0%

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

	Q1	Q2	Q3	Q4	Annual*
2026	6,931 E	5,709 E	6,511 E	5,849 E	25,001 E
2025	6,714 A	5,427 A	6,705 A	5,641 E	24,487 E
2024	6,043 A	5,361 A	6,154 A	5,471 A	23,028 A

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

	Q1	Q2	Q3	Q4	Annual*
2026	0.93 E	0.48 E	0.75 E	0.65 E	2.81 E
2025	0.92 A	0.39 A	0.86 A	0.57 E	2.74 E
2024	0.69 A	0.47 A	0.71 A	0.64 A	2.50 A

\*Quarterly figures may not add up to annual.

P/E TTM	15.5
P/E F1	15.9
PEG F1	2.6
P/S TTM	1.8

(1) The data in the charts and tables, except the estimates, is as of 12/24/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/04/2025.

## Overview

Chicago, IL-based Exelon Corporation completed the previously announced separation of the power generation and competitive energy business, namely Constellation Energy Corp., into a separate entity, which will trade under the symbol "CEG". Exelon retained the transmission and distribution utility business, which will continue to be called Exelon and trade under the symbol "EXC". The separation was completed on Feb 1, 2022.

Post separation, Exelon is focused on solely on transmission and distribution operations. Exelon will be serving more than 10 million customers through seven fully-regulated transmission and distribution utilities — Atlantic City Electric Company (ACE), Baltimore Gas and Electric Company (BGE), Commonwealth Edison Company (ComEd), Pepco Holdings LLC (PHI), Delmarva Power & Light Company (DPL), PECO Energy Company (PECO) and Potomac Electric Power Company (Pepco).

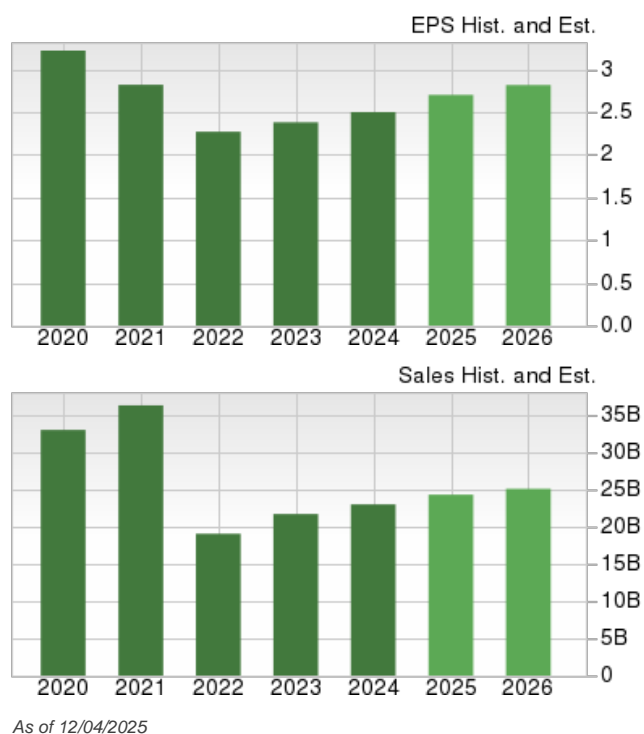
ComEd, BGE, Pepco, DPL Maryland and ACE have electric distribution decoupling mechanisms and BGE has a natural gas decoupling mechanism that eliminate favorable and unfavorable impacts of weather and customer usage patterns on electric distribution and natural gas delivery volumes. As a result, ComEd's, BGE's, Pepco's, DPL Maryland's and ACE's electric distribution revenues and BGE's natural gas distribution revenues are not materially impacted by a decrease in delivery volumes due to weather and customer usage

However, PECO's and DPL Delaware's electric distribution revenues and natural gas distribution revenues are impacted by delivery volumes as these companies do not have decoupling mechanisms.

Exelon seeks to utilize its scale and expertise across the utilities platform through enhanced standardization, sharing of resources and best practices to achieve improved operational and financial results.

In August 2021, Exelon announced a Path to Clean goal to collectively reduce its operations-driven GHG emissions 100% by 2050 against a 2015 baseline, while supporting customers in achieving their GHG reduction goals. Exelon continues to make systematic capital expenditures over the long term to further strengthen its Transmission & Distribution network.

Revenues of Exelon for 2024 were \$23.02B, up 5.9% year-over-year.



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## Reasons To Buy:

▲ Exelon is currently concentrating on the transmission and distribution of clean energy. Traditionally, demand for electricity gets adversely impacted by weather fluctuation and lower usage by customers, which affect operations and profitability of the utility company. To offset the loss of revenues due to lower customer usage, a major portion of Exelon's distribution revenues is decoupled, which insulates the top line from the impact of load fluctuations and leads to stable earnings. Exelon has a diversified rate base as it operates under seven different regulatory jurisdictions.

The company serves more than 10 million customers in its service territories. Utility customers across its service territories benefited from tax reforms, energy efficiency programs and cost-saving initiatives. Exelon's ongoing cost-saving initiatives will further benefit customers going forward. It continues to manage expenses efficiently and keeps costs below the rate of inflation, thereby benefiting customers. Exelon expects its high-density customers and data-center customers to accelerate load growth and boost the prospects. The company's large load pipeline now stands at over 19 gigawatts, indicating strong demand for the transmission and distribution lines.

▲ Exelon invests substantially in infrastructure projects and plans to invest nearly \$38 billion during 2025-2028 in regulated utility operations. The capital investment will be directed to support customer needs and grid reliability. The company is going to invest \$21.7 billion in electric distribution, \$12.6 billion in electric transmission and \$3.8 billion in gas delivery in the 2025-2028 period. In 2025, the company will invest \$9.1 billion to strengthen its operations. Beyond this plan, the company's management are looking forward for an additional investment of \$10-\$15 billion to strengthen its transmission lines. Courtesy of its ongoing hardening of infrastructure, Exelon will be able to maintain its high-quality services. Our model projects total revenues of the company to increase year over year by 6.3%, 2.1% and 2.8% in 2025, 2026 and 2027, respectively.

The systematic investments will support rate-based growth of nearly 7.4% through 2028 from the 2024 base. It is also targeting long-term EPS growth of 5-7% annually during the 2024-2028 period. The approved electric and natural gas distribution rates will boost the revenues and profitability of the company. The increasing demand from the data centers operating in Exelon's service territories is providing new opportunities for it.

▲ Exelon's stable performance and cash flows allow it to reward its shareholders through the continuous payment of dividends. Management declared a quarterly dividend of 40 cents per share for fourth-quarter 2025, resulting in an annualized dividend of \$1.60.

The company aims to increase dividend per share at the low end of its targeted 5-7% range annually through 2028, subject to the approval of the board of directors. Exelon is projecting a long-term dividend payout ratio of 60, which results in total annual return in the range of 9-11%. Its stable cash flow allows management to continue to distribute regular dividends.

▲ Exelon's times interest earned ratio has been steady over the years. The figure was 2.6 at the end of third-quarter 2025. The stable ratio indicates that the firm will be able to meet its interest obligations in the near future without any difficulties. The decline in interest rates will also allow the company to borrow funds at lower interest rates and fund its long-term capital projects.

Investments to strengthen its transmission and distribution infrastructure, rising demand from data centers, revenue decoupling and stable cash flow will boost operations.

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## Reasons To Sell:

- ▼ New emerging and advanced technologies could affect or transform the energy industry and energy delivery structure over time. Improvements in power generation technology, commercial and residential solar generation installations and commercial microturbine installations are improving the cost-effectiveness of customer self-supply of electricity.

Usage of energy efficiency of lighting, appliances, onsite generation of electricity through fuel cell technology and small modular reactors, equipment and building materials will also affect energy consumption by customers. These developments can lower demand for Exelon's transmission and distribution services, adversely impacting its profitability.

- ▼ Failure of the equipment or facilities used in the delivery systems could interrupt electric transmission and electric and natural gas delivery, which may result in a loss of revenues and an increase in maintenance and capital expenditures. Equipment or facilities failures, specifically if the smart grid or other technologies in the service territory fail to perform as intended, will hamper uninterrupted services to customers and as a consequence, financial results could be negatively impacted. In the past six months, Exelon's shares have gained 4% compared with the Zacks Utility Electric Power industry's 11.9% rally.

- ▼ Weather conditions directly influence the demand for electricity and natural gas, and affect the price of energy commodities. Historically, it has been observed that first and third-quarter financial results are substantially dependent on weather conditions. Moderate temperatures in the summer and winter months affect the usage of energy and resulting revenues at PECO, DPL Delaware and ACE.

However, due to revenue decoupling, BGE, Pepco and DPL Maryland recognize revenues at MDPSC and DCPSC-approved levels per customer, regardless of what actual distribution volumes are for a billing period and not affected by actual weather with the exception of major storms.

- ▼ Exelon's business is highly regulated and its electric and gas revenues and earnings could be negatively affected by legislative and regulatory actions. The company cannot always predict when or whether legislative or regulatory action will occur and may not be able to influence the outcome of legislative or regulatory initiatives, which can negatively impact earnings.

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New technology disrupting usage patterns, stringent regulations, failure of equipment or facilities, and fluctuating weather conditions are concerns.

## Last Earnings Report

### Exelon Beats Q3 Earnings & Sales Estimates, Serves More Customers

Exelon Corporation's third-quarter 2025 earnings of 86 cents per share surpassed the Zacks Consensus Estimate of 76 cents by 13.2%.

The bottom line improved 21.1% from the year-ago level of 71 cents. Higher utility earnings were due to distribution and transmission rates at ComEd and PHL, distribution rates at PECO and BGE, lower storm costs at PECO and BGE and some other factors.

On a GAAP basis, earnings were 86 cents per share, which increased 22.9% from the year-ago quarter's 70 cents.

### Total Revenues of Exelon

Exelon reported revenues of \$6.7 billion, which surpassed the Zacks Consensus Estimate of \$6.34 billion by 5.6%. The top line was 8.9% up from the year-ago figure of \$6.15 billion.

### Highlights of Exelon's Q3 Release

In the reported quarter, the company served more customers than in the year-ago quarter. Consequently, total electric deliveries touched 66,273 gigawatt hours in the first nine months of 2025, up 3% from the year-ago period, primarily due to higher volumes sold to the entire customer group.

Due to revenue decoupling, Exelon's distribution earnings were not affected by actual weather or customer usage patterns.

Exelon's total operating expenses increased nearly 4.9% year over year to \$5.2 billion.

Operating income amounted to \$1.5 billion, up 25.4% year over year.

Interest expenses totaled \$538 million, up nearly 8.5% from the year-ago quarter's level.

In the reported quarter, adjusted net income was \$875 million compared with \$707 million in the year-ago quarter.

### Segmental Details of Exelon

**Commonwealth Edison Company (ComEd):** Adjusted earnings in the third quarter were \$373 million, up 3.6% from the year-ago quarter. The year-over-year increase was due to incremental investments to serve customers, higher return on regulatory assets, primarily attributed to an increase in asset balances and higher AFUDC.

**PECO Energy Company (PECO):** Adjusted operating earnings for the reported quarter increased 111.9% year over year to \$250 million, primarily due to higher electric and gas distribution rates associated with updated recovery of investments to serve customers, partially offset by an increase in storm costs.

**Baltimore Gas and Electric Company (BGE):** Adjusted earnings for the quarter improved 82.2% year over year to \$82 million due to higher distribution rates associated with updated recovery of investments to serve customers, lower storm costs and credit loss expense.

**Pepco Holdings LLC (PHI):** Adjusted operating earnings for the quarter increased 4.3% year over year to \$290 million due to higher distribution and transmission rates driven by updated recovery of investments to serve customers.

### Exelon's Financial Highlights

Cash and cash equivalents totaled \$1.5 billion as of Sept.30, 2025, compared with \$0.36 billion as of Dec. 31, 2024.

Long-term debt was \$46.28 billion as of Sept. 30, 2025, compared with \$42.94 billion as of Dec. 31, 2024.

Cash provided by operating activities in the first nine months of 2025 totaled \$5.01 billion compared with \$4.14 billion in the year-ago period.

### Guidance of Exelon

Exelon reaffirmed earnings in the range of \$2.64-\$2.74 per share for 2025. The Zacks Consensus Estimate for the same is pinned at \$2.68 per share, a tad lower than the midpoint of the company's guided range. The company also reaffirmed its adjusted (non-GAAP) operating EPS compounded annual growth target of 5-7% through 2028.

Exelon will be making \$38 billion of critical investments in its energy infrastructure in the 2025-2028 period.

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

Earnings Reporting Date	Nov 04, 2025
Sales Surprise	5.62%
EPS Surprise	13.16%
Quarterly EPS	0.86
Annual EPS (TTM)	2.81

## Valuation

Exelon Corporation shares are up 4% in the past six months period, and up 17.7% over the trailing 12-month period. Stocks in the Zacks sub-industry is up 11.9% and the Zacks Utility sector was up 10.1% in the past six months period. Over the past year, the Zacks sub-industry is up 18% and the Zacks Utility sector is up 13.4%.

The S&P 500 index is up 18.4% in the past six months period and up 15.6% in the past year.

The stock is currently trading at 15.86X forward 12-months earnings, which compares with 15.22X for the Zacks sub-industry, 15.87X for the Zacks sector and 23.53X for the S&P 500 index.

Over the past five years, the stock has traded as high as 21.8X and as low as 12.96X, with a 5-year median of 15.82X.

Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$47 price target reflects 16.74X forward 12-months earnings.

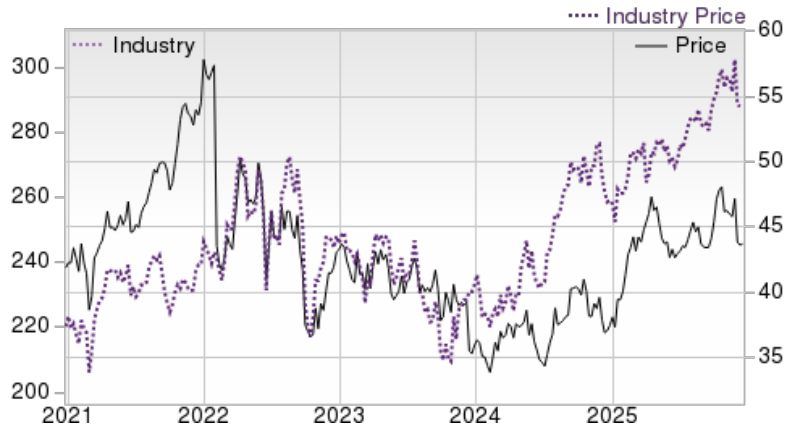
The table below shows summary valuation data for EXC.

Valuation Multiples - EXC					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.86	15.22	15.87	23.53
	5-Year High	21.8	16.15	17.86	23.82
	5-Year Low	12.96	12	13.13	15.73
	5-Year Median	15.82	14.68	15.86	21.19
P/S F12M	Current	1.8	3.24	3.05	5.33
	5-Year High	2.75	3.44	3.24	5.5
	5-Year Low	1.25	2.43	2.28	3.83
	5-Year Median	1.78	2.94	2.72	5.04
P/B TTM	Current	1.6	2.56	3.11	8.53
	5-Year High	2.1	2.86	3.28	9.16
	5-Year Low	1.08	2.02	2.38	6.6
	5-Year Median	1.54	2.44	2.87	8.04

As of 12/03/2025

Source: Zacks Investment Research

## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Top 35% (84 out of 243)



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

Company (Ticker)	Rec	Rank
American Electric Po... (AEP)	Neutral	3
Dominion Energy Inc. (D)	Neutral	3
DTE Energy Company (DTE)	Neutral	3
Duke Energy Corporat... (DUK)	Neutral	4
FirstEnergy Corporat... (FE)	Neutral	3
Pacific Gas & Electr... (PCG)	Neutral	2
Southern Company (Th... (SO)	Neutral	3
Xcel Energy Inc. (XEL)	Neutral	3

## Industry Comparison<sup>(1)</sup> Industry: Utility - Electric Power

	EXC	X Industry	S&P 500	AEP	D	DUK
<b>Zacks Recommendation (Long Term)</b>	Neutral	-	-	Neutral	Neutral	Neutral
<b>Zacks Rank (Short Term)</b>	3	-	-	3	3	4
<b>VGM Score</b>	B	-	-	C	C	C
Market Cap	43.97 B	18.40 B	39.21 B	61.59 B	50.39 B	91.36 B
# of Analysts	7	3	22	8	6	9
Dividend Yield	3.68%	2.84%	1.39%	3.30%	4.52%	3.63%
<b>Value Score</b>	B	-	-	C	C	C
Cash/Price	0.05	0.02	0.04	0.02	0.02	0.01
EV/EBITDA	10.83	11.27	14.70	12.90	13.98	11.40
PEG Ratio	2.64	2.68	2.22	3.01	1.69	2.71
Price/Book (P/B)	1.56	1.62	3.33	1.96	1.64	1.77
Price/Cash Flow (P/CF)	7.17	8.59	15.40	9.63	9.99	8.18
P/E (F1)	15.88	18.55	19.84	19.51	17.35	18.60
Price/Sales (P/S)	1.81	2.26	3.13	2.90	3.19	2.89
Earnings Yield	6.20%	5.34%	5.03%	5.13%	5.76%	5.38%
Debt/Equity	1.66	1.27	0.56	1.41	1.41	1.54
Cash Flow (\$/share)	6.07	5.83	8.98	11.97	5.91	14.36
<b>Growth Score</b>	B	-	-	C	C	C
Hist. EPS Growth (3-5 yrs)	-2.27%	4.47%	8.16%	6.37%	-8.86%	4.47%
Proj. EPS Growth (F1/F0)	9.60%	6.88%	8.50%	5.16%	22.74%	7.12%
Curr. Cash Flow Growth	3.74%	6.29%	6.86%	7.77%	-1.39%	6.96%
Hist. Cash Flow Growth (3-5 yrs)	-7.31%	5.67%	7.48%	5.67%	-5.03%	4.44%
Current Ratio	0.94	0.91	1.18	0.69	0.84	0.63
Debt/Capital	62.41%	55.51%	38.01%	58.43%	57.71%	60.11%
Net Margin	11.60%	11.29%	12.78%	17.23%	16.17%	15.76%
Return on Equity	10.28%	9.60%	17.00%	11.00%	9.60%	9.98%
Sales/Assets	0.22	0.23	0.53	0.20	0.15	0.17
Proj. Sales Growth (F1/F0)	6.30%	4.85%	5.83%	9.20%	8.40%	4.90%
<b>Momentum Score</b>	B	-	-	B	B	D
Daily Price Chg	0.14%	0.37%	0.32%	0.14%	1.50%	0.59%
1 Week Price Chg	0.21%	-0.63%	1.61%	0.32%	0.17%	0.23%
4 Week Price Chg	-6.55%	-3.28%	2.13%	-6.04%	-5.64%	-4.82%
12 Week Price Chg	-3.42%	0.08%	3.31%	2.27%	-3.10%	-4.01%
52 Week Price Chg	15.99%	13.33%	14.40%	24.83%	9.75%	7.81%
20 Day Average Volume	7,412,426	1,070,083	2,745,060	3,155,844	7,215,162	3,470,787
(F1) EPS Est 1 week change	0.04%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.73%	0.02%	0.00%	0.00%	0.10%	-0.18%
(F1) EPS Est 12 week change	0.57%	0.25%	0.66%	0.56%	0.27%	-0.08%
(Q1) EPS Est Mthly Chg	-13.12%	-1.34%	0.00%	0.35%	-11.44%	-1.79%



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

### Exelon Corporation (EXC)

In \$MM, except per share data

	2022A FY FY Ends December 31st Dec-22	2023A FY Dec-23	2024A FY Dec-24	1Q4 31-Mar-25	2Q4 30-Jun-25	2025E 3Q4 30-Sep-25	4Q4 31-Dec-25	FY Dec-25	1Q4 31-Mar-26	2Q4 30-Jun-26	2026E 3Q4 30-Sep-26	4Q4 31-Dec-26	FY Dec-26	2027E FY Dec-27
<b>Income Statement</b>														
Total Revenue	\$19,078.0	\$21,727.0	\$23,028.0	\$6,714.0	\$5,427.0	\$6,705.0	\$5,640.8	\$24,486.8	\$6,931.0	\$5,709.4	\$6,510.9	\$5,849.3	\$25,000.6	\$25,702.3
YoY % Chng	6.4%	13.9%	6.0%	11.1%	1.2%	9.0%	3.1%	6.3%	3.2%	5.2%	(2.9%)	3.7%	2.1%	2.8%
Costs of Revenue	\$6,373.0	\$8,241.0	\$8,683.0	\$2,522.0	\$1,896.0	\$2,692.0	\$1,974.2	\$9,084.2	\$2,589.0	\$1,999.2	\$2,485.2	\$1,979.3	\$9,052.8	\$9,270.1
YoY % Chng	(0.2%)	29.3%	5.4%	4.6%	(4.8%)	13.0%	4.0%	4.6%	2.7%	5.4%	(7.7%)	0.3%	(0.3%)	2.4%
Gross Profit	\$12,705.0	\$13,486.0	\$14,345.0	\$4,192.0	\$3,531.0	\$4,013.0	\$3,666.7	\$15,402.7	\$4,341.9	\$3,710.2	\$4,025.7	\$3,870.0	\$15,947.8	\$16,432.2
YoY % Chng	10.0%	6.1%	6.4%	15.4%	4.8%	6.4%	2.6%	7.4%	3.6%	5.1%	0.3%	5.5%	3.5%	3.0%
Operating and Maintenance	\$4,673.0	\$4,559.0	\$4,940.0	\$1,347.0	\$1,321.0	\$1,172.0	\$1,236.8	\$5,076.8	\$1,365.1	\$1,322.0	\$1,278.6	\$1,236.9	\$5,202.6	\$5,279.6
YoY % Chng	2.8%	(2.4%)	8.4%	6.0%	9.3%	(8.1%)	4.5%	2.8%	1.3%	0.1%	9.1%	0.0%	2.5%	1.5%
Depreciation and Amortization	\$3,325.0	\$3,506.0	\$3,594.0	\$903.0	\$902.0	\$912.0	\$919.3	\$3,636.3	\$904.0	\$902.9	\$913.4	\$920.8	\$3,641.1	\$3,668.5
YoY % Chng	9.6%	5.4%	2.5%	2.7%	0.9%	0.4%	0.7%	1.2%	0.1%	0.1%	0.1%	0.2%	0.1%	0.8%
Taxes Other than Income Taxes	\$1,390.0	\$1,408.0	\$1,504.0	\$405.0	\$383.0	\$429.0	\$379.4	\$1,596.4	\$431.5	\$388.2	\$429.9	\$400.8	\$1,650.5	\$1,730.2
YoY % Chng	7.7%	1.3%	6.8%	9.2%	6.4%	8.6%	0.6%	6.1%	6.5%	1.4%	0.2%	5.6%	3.4%	4.8%
Gain on Sales of Assets and Businesses	\$2.0	(\$10.0)	(\$12.0)	\$1.0	(\$2.0)	\$0.0	\$0.0	(\$1.0)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
YoY % Chng		(600.0%)	(20.0%)	150.0%	71.4%			91.7%						
Total Operating Expenses	\$15,761.0	\$17,714.0	\$18,721.0	\$5,177.0	\$4,502.0	\$5,205.0	\$4,509.6	\$19,393.6	\$5,289.7	\$4,612.4	\$5,107.1	\$4,537.8	\$19,546.9	\$19,948.5
YoY % Chng	3.3%	12.4%	5.7%	5.0%	1.1%	4.9%	3.1%	3.6%	2.2%	2.5%	(1.9%)	0.6%	0.8%	2.1%
EBITDA	\$6,640.0	\$7,529.0	\$7,913.0	\$2,439.0	\$1,829.0	\$2,412.0	\$2,050.5	\$8,730.5	\$2,545.4	\$1,999.9	\$2,317.1	\$2,232.3	\$9,094.8	\$9,422.3
YoY % Chng	16.2%	13.4%	5.1%	22.4%	1.2%	14.6%	2.0%	10.3%	4.4%	9.3%	(3.9%)	8.9%	4.2%	3.6%
Operating Income	\$3,315.0	\$4,023.0	\$4,319.0	\$1,536.0	\$927.0	\$1,600.0	\$1,131.2	\$5,094.2	\$1,641.3	\$1,097.0	\$1,403.8	\$1,311.5	\$5,453.7	\$5,753.8
YoY % Chng	23.6%	21.4%	7.4%	37.9%	1.5%	25.4%	3.1%	17.9%	6.9%	18.3%	(6.4%)	15.9%	7.1%	5.5%
Interest Expense, Net	\$1,422.0	\$1,704.0	\$1,889.0	\$504.0	\$524.0	\$531.0	\$515.1	\$2,074.1	\$521.7	\$547.3	\$506.0	\$542.2	\$2,117.1	\$2,212.6
YoY % Chng	12.5%	19.8%	10.9%	9.1%	10.1%	8.4%	11.7%	9.8%	4.4%	(4.7%)	5.3%	2.1%	4.5%	4.5%
Interest Expense to Affiliates	\$25.0	\$25.0	\$25.0	\$6.0	\$7.0	\$7.0	\$6.1	\$26.1	\$7.5	\$9.0	\$7.8	\$7.2	\$31.4	\$35.2
YoY % Chng	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.6%	4.4%	24.4%	28.2%	11.0%	18.1%	20.4%	12.2%
Other, Net	\$535.0	\$408.0	\$262.0	\$52.0	\$65.0	\$68.0	\$71.0	\$256.0	\$73.5	\$71.1	\$74.5	\$71.6	\$290.8	\$306.7
YoY % Chng	105.0%	(23.7%)	(35.8%)	(30.7%)	1.6%	19.3%	7.5%	(2.3%)	41.4%	9.4%	9.6%	0.9%	13.6%	5.5%
Pre-Tax Income	\$2,403.0	\$2,702.0	\$2,667.0	\$1,078.0	\$461.0	\$1,030.0	\$681.0	\$3,250.0	\$1,185.7	\$612.0	\$964.5	\$833.8	\$3,596.0	\$3,812.7
YoY % Chng	45.3%	12.4%	(1.3%)	49.5%	(6.7%)	36.1%	(2.2%)	21.9%	10.0%	32.7%	(6.4%)	22.4%	10.6%	6.0%
Income Tax	\$349.0	\$374.0	\$207.0	\$170.0	\$70.0	\$155.0	\$102.1	\$497.1	\$238.3	\$123.0	\$193.9	\$167.6	\$722.8	\$766.4
YoY % Chng	818.4%	7.2%	(44.7%)	169.8%	52.2%	210.0%	108.5%	140.2%	40.2%	75.7%	25.1%	64.1%	45.4%	6.0%
Tax Rate	14.5%	13.8%	7.8%	15.8%	15.2%	15.0%	15.0%	15.3%	20.1%	20.1%	20.1%	20.1%	20.1%	20.1%
Equity in Losses of Unconsolidated Affiliates	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
YoY % Chng														
Net Income, Continuing Operation	\$2,054.0	\$2,328.0	\$2,460.0	\$908.0	\$391.0	\$875.0	\$578.8	\$2,752.8	\$947.4	\$488.9	\$770.6	\$666.2	\$2,873.2	\$3,046.4
YoY % Chng	27.1%	13.3%	5.7%	38.0%	(12.7%)	23.8%	(10.5%)	11.9%	4.3%	25.1%	(11.9%)	15.1%	4.4%	6.0%
Net Income, Adjusted	\$2,239.0	\$2,377.0	\$2,507.0	\$932.0	\$392.0	\$874.0	\$578.8	\$2,776.8	\$947.4	\$488.9	\$770.6	\$666.2	\$2,873.2	\$3,046.4
YoY % Chng	25.0%	6.2%	5.5%	36.1%	(16.9%)	23.4%	(9.8%)	10.8%	1.7%	24.7%	(11.8%)	15.1%	3.5%	6.0%
Net Income, GAAP	\$2,170.0	\$2,328.0	\$2,460.0	\$908.0	\$391.0	\$875.0	\$578.8	\$2,752.8	\$947.4	\$488.9	\$770.6	\$666.2	\$2,873.2	\$3,046.4
YoY % Chng	27.2%	7.3%	5.7%	38.0%	(12.7%)	23.8%	(10.5%)	11.9%	4.3%	25.1%	(11.9%)	15.1%	4.4%	6.0%
Basic Shares Outstanding	986.0	996.0	1,003.0	1,008.0	1,010.0	1,011.0	1,015.0	1,011.0	1,019.0	1,019.0	1,019.0	1,019.0	1,019.0	1,023.0
YoY % Chng	0.7%	1.0%	0.7%	0.8%	0.9%	0.8%	0.7%	0.8%	1.1%	0.9%	0.8%	0.4%	0.8%	0.4%
Diluted Shares Outstanding	987.0	997.0	1,003.0	1,009.0	1,012.0	1,013.0	1,017.0	1,012.8	1,021.0	1,021.0	1,021.0	1,021.0	1,021.0	1,025.0
YoY % Chng	0.7%	1.0%	0.6%	0.8%	1.1%	0.9%	1.1%	1.0%	1.2%	0.9%	0.8%	0.4%	0.8%	0.4%
Basic EPS	\$2.20	\$2.33	\$2.45	\$0.90	\$0.39	\$0.87	\$0.57	\$2.73	\$0.93	\$0.48	\$0.76	\$0.65	\$2.82	\$2.98
YoY % Chng	26.4%	5.8%	5.2%	36.4%	(13.3%)	24.3%	(10.9%)	11.4%	3.3%	23.0%	(13.1%)	14.6%	3.3%	5.6%
Diluted EPS, Adjusted	\$2.27	\$2.38	\$2.50	\$0.92	\$0.39	\$0.86	\$0.57	\$2.74	\$0.93	\$0.48	\$0.75	\$0.65	\$2.81	\$2.97
YoY % Chng	24.0%	4.8%	5.0%	33.3%	(17.0%)	21.1%	(11.1%)	9.6%	0.9%	22.8%	(12.2%)	14.6%	2.7%	5.6%
Diluted EPS, Continuing Operation	\$2.08	\$2.34	\$2.45	\$0.90	\$0.39	\$0.86	\$0.57	\$2.72	\$0.93	\$0.48	\$0.75	\$0.65	\$2.81	\$2.97
YoY % Chng	26.1%	12.5%	4.7%	36.4%	(13.3%)	22.9%	(11.1%)	11.0%	3.1%	22.8%	(12.2%)	14.6%	3.5%	5.6%
Diluted EPS, GAAP	\$2.20	\$2.34	\$2.45	\$0.90	\$0.39	\$0.86	\$0.57	\$2.72	\$0.93	\$0.48	\$0.75	\$0.65	\$2.81	\$2.97
YoY % Chng	26.4%	6.4%	4.7%	36.4%	(13.3%)	22.9%	(11.1%)	11.0%	3.1%	22.8%	(12.2%)	14.6%	3.5%	5.6%
Dividend per Share	\$1.35	\$1.44	\$1.52	\$0.40	\$0.40	\$0.40	\$0.40	\$1.60	\$0.40	\$0.40	\$0.40	\$0.40	\$1.60	\$1.60
YoY % Chng	(11.8%)	6.7%	5.6%	5.3%	5.3%	5.3%	5.3%	5.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%



## 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.

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## 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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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
Growth Score	B
Momentum Score	B
VGM Score	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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