

Fastenal Company (FAST)

\$40.13 (Stock Price as of 12/31/2025)

Price Target (6-12 Months): **\$44.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 08/03/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

4-Sell

Zacks Style Scores:

VGM: C

Value: D

Growth: B

Momentum: A

Summary

Fastenal's shares have outperformed the industry in the past year. The company is benefiting from stronger customer contract signings and favorable foreign exchange movements. Moreover, the benefits realized from the fastener expansion project and improvements in customer and supplier incentives are aiding the bottom-line growth. The company continues to focus on strategic investments as well as boosting cash flow to ensure shareholder returns in the upcoming period. However, despite cost-control efforts, inflated freight costs and overhead costs are pressuring margin growth alongside other macro risks. For 2025, Fastenal expects a flat gross margin year over year. Earnings estimates for 2026 have remained unchanged in the past 30 days, limiting the upside potential of the stock.

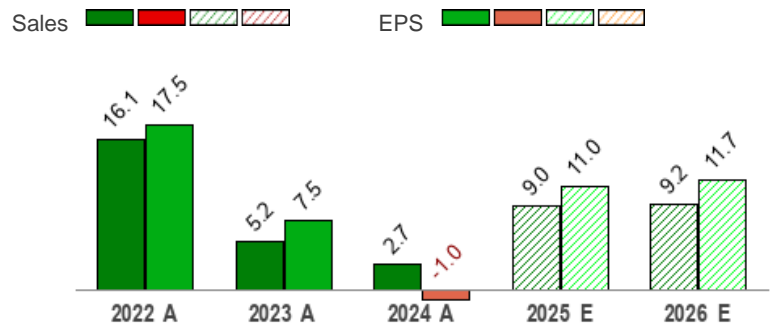
Price, Consensus & Surprise⁽¹⁾



Data Overview

52 Week High-Low	\$50.63 - \$35.31
20 Day Average Volume (sh)	6,910,659
Market Cap	\$46.9 B
YTD Price Change	13.7%
Beta	0.89
Dividend / Div Yld	\$0.88 / 2.2%
Industry	Industrial Services
Zacks Industry Rank	Bottom 9% (220 out of 243)

Sales and EPS Growth Rates (Y/Y %)⁽²⁾



Last EPS Surprise	-3.3%
Last Sales Surprise	-0.1%
EPS F1 Est- 4 week change	0.2%
Expected Report Date	01/19/2026
Earnings ESP	0.0%

Sales Estimates (millions of \$)⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	2,147 E	2,274 E	2,318 E	2,249 E	8,987 E
2025	1,959 A	2,080 A	2,133 A	2,054 E	8,227 E
2024	1,895 A	1,916 A	1,910 A	1,825 A	7,546 A

EPS Estimates⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	0.30 E	0.32 E	0.32 E	0.30 E	1.24 E
2025	0.26 A	0.29 A	0.29 A	0.27 E	1.11 E
2024	0.26 A	0.25 A	0.26 A	0.23 A	1.00 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 12/31/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/17/2025.

Overview

Based in Winona, MN, Fastenal Company is a national wholesale distributor of industrial and construction supplies. The company distributes its products through a network of about 1,600 branch locations in North America.

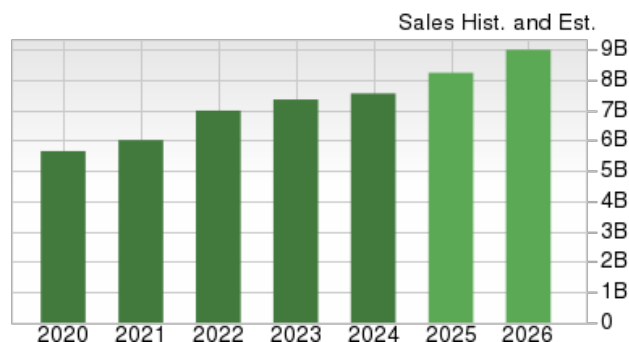
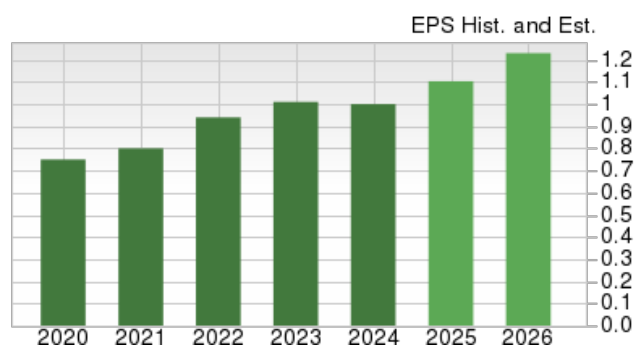
Fastenal derives sales from the fastener product line and the other product line. The fastener product line comprises two kinds of products, threaded fasteners and miscellaneous industrial and construction supplies and hardware. Threaded fasteners include products like bolts, nuts, screws, studs and related washers. Miscellaneous industrial and construction supplies and hardware include various pins and machinery keys, concrete anchors, metal framing systems, wire rope, strut, rivets and related accessories. Threaded fasteners are used in most manufactured products and building projects, and for the maintenance and repair of machines and structures.

The other product line includes tools, cutting tools, material handling, janitorial, electrical, safety and welding supplies and many more.

Fastenal mainly serves customers in the manufacturing and non-residential construction markets. In the manufacturing market, its customers include original equipment manufacturers (OEMs) and maintenance and repair operations (MROs). In the non-residential construction market, it serves general, electrical, plumbing, sheet metal and road contractors.

As of Sept. 30, 2025, Fastenal had cash and cash equivalents of \$288.1 million compared with \$255.8 million as of Dec. 31, 2024. The long-term debt at the third-quarter 2025 end was \$100 million, down from \$125 million at 2024-end. In the first nine months of 2025, the company returned \$751.6 million to its shareholders in the form of dividends.

On April 23, 2025, the company announced a two-for-one stock split and a proportionate increase in authorized common stock shares.



As of 12/17/2025



As of 12/31/2025

Reasons To Buy:

▲ **Focus on eBusiness & Digital Footprint:** Fastenal is focusing more on virtual platforms to boost customer engagement. In response to changes in customer dynamics, the company has slashed hundreds of branches since 2013 in favor of vending machines and online sales. The company's eBusiness solutions are designed to streamline business processes while leveraging local presence to provide the fastest possible service. The eBusiness section includes eProcurement activities, which are integrated transactions, including electronic data interchange (EDI), and eCommerce, which defines sales made through an electronic data interface with customers or through the web. During the first nine months of 2025, daily sales through eBusiness grew 11.4% year over year and contributed 29.9% to the company's total sales.

Fastenal's robust eBusiness solutions, aggressive investment to increase Onsite locations and cost-control efforts are expected to drive growth.

The Digital Footprint is collectively considered for Fastenal's digital products and services, comprising sales through FMI (FASTStock, FASTBin, and FASTVend), along with the proportion of its eBusiness sales that do not represent billings of FMI services. During the first nine months of 2025, Digital Footprint represented 61.1% of the company's total sales compared with 59.9% in last year's comparable period, indicating a 10.6% year-over-year growth. Given the ongoing trend, the company aims to reach its Digital Footprint goal between 61% and 62% in 2025.

▲ **Customer Sites:** From the second quarter of 2025 onward, Fastenal is focusing on the customer sites metric, categorizing them by monthly customer spend categories and end markets, and the sales and average sales per site. The company believes that this specialization will help the investors understand and gauge its business trends to make necessary decisions.

Manufacturing sales per customer site increased year over year by 16.3% in the third quarter of 2025 to \$12,668. Non-manufacturing per customer site also grew 24.8% year over year to \$3,015 during the third quarter. The increase in unit sales during the first nine months of 2025 was primarily attributable to the growth in the number of customer sites spending, alongside favorable product pricing and foreign exchange rate tailwinds.

▲ **Revolutionary FAST Solutions:** Fastenal has adopted FAST Solutions, an industrial vending process that has the potential to revolutionize the industrial distribution system and increase profitability. The company installs vending machines at the customers' locations and keeps them filled with products they need. These vending machines inform customers what they are using and how they are using these products, which subsequently results in controlling the customer's inventory and administrative costs while reducing product consumption. Particularly, the non-fastener product line has benefited significantly from initiatives about industrial vending. At the start of 2021, Fastenal disclosed a weighted FMI or Fastenal Managed Inventory measure that combines the signings, installations, and sales of FASTStock (scanned stocking locations), FASTBin (infrared, RFID, and scaled bins), and FASTVend (vending devices) into a standardized machine equivalent unit (MEU) based on the expected output of each type of device. In the first nine months of 2025, Fastenal signed 19,925 weighted FASTBin and FASTVend devices. The company ended the third quarter of 2025 with 133,910 weighted FASTBin and FASTVend device installations, up 8.7% year over year. FMI sales made up 44.3% of total sales for the first nine months of 2025, increasing 14% year over year. The company expects total device signings for 2025 to reach between 25,000 and 26,000 MEUs. Fastenal believes this share can rise to about 65% as customer use grows.

The company has gradually expanded from a fastener distributor to a full-line industrial supplier. It has expanded its product lines to include an internal manufacturing division, government sales, Internet sales, metalworking and industrial vending. Fastenal has also built a national accounts team, which is dedicated to servicing corporate customers. These initiatives are gaining traction and will help to achieve future profitability. Fastenal should continue to maintain the growth trend, given vending, on-site, mobility tools and commercialization of Fast Bin.

▲ **Cost-Control Efforts:** Fastenal is actively seeking to control costs to offset cost inflation, especially container and transportation costs. The strategies for the same include automating warehouses, increasing delivery efficiency through its trucking network, and selling more private-label products with higher margins. This will aid the company in improving its efficiency level, thereby increasing returns. During the first nine months of 2025, selling, general and administrative expenses — as a percentage of net sales — improved to 24.6% from 24.8% a year ago. Fastenal achieved better leverage in SG&A expenses due to its efforts in controlling expenses. The company continues to invest in key areas to support growth while keeping other spending tight.

▲ **Driving Investors' Value Through Dividends:** Fastenal has been driving investors' value by providing regular dividends. The company began paying annual dividends in 1991 and then expanded to quarterly dividends in 2011. In the first nine months of 2025, the company returned \$751.6 million to its shareholders through dividends compared with \$669.9 million returned in the year-ago period. On Oct. 11, 2025, the company's board of directors declared a quarterly dividend of 22 cents per share, payable in the fourth quarter of 2025. Fastenal remains optimistic about generating strong cash flow and returning more than \$1 billion in dividends to its shareholders in 2025.

Reasons To Sell:

▼ **Higher Costs & Expenses:** Fastenal has been witnessing higher operating and administrative expenses. During the first nine months of 2025, the gross margin remained flat year over year at 45.2%. The fastener expansion project, supplier-focused initiatives, favorable price-cost and improvements in customer and supplier incentives aided the margins. However, these positive aspects were partially offset by higher freight costs, unfavorable customer and product mix and higher organizational or overhead costs.

Higher SG&A expenses, supplier concentration, seasonality, competitive pressures and stretched valuation are concerns.

For 2025, the company expects gross margin to remain flat year over year. This will depend on how well Fastenal manages pricing and cost mix, along with the improvements across broader macro conditions.

▼ **Seasonal Sales Trends:** Sales of industrial and construction supplies have historically been seasonal. Fastenal's profitability will be impacted favorably or unfavorably based on the severity or mildness of weather patterns during the summer or winter selling seasons. The company's first and fourth quarters are typically the lowest volume periods. During the winter months in North America, its direct and indirect sales to customers in the non-residential construction market typically slow down due to inclement weather.

▼ **Suppliers Concentrated in a Single Geographic Area:** The company's fasteners and private-label non-fastener products have a large number of suppliers. These suppliers are highly concentrated in Asia. Suppliers in China are a significant source of products. Any untoward situation in Asia, specifically in China, may hamper the company's productivity. Due to this, Fastenal incurs huge costs related to shipping charges, duties, harbor fees, and sundry other expenses involved in the movement of products for sale in North America and other locations.

▼ **Cutthroat Competition:** The industrial, construction, and maintenance supply industries are highly competitive. Fastenal competes with other large national distributors in many of the smaller markets. Market strategies in the industrial distribution industry vary from product to product. Many of the larger distributors have trended toward a broad-line offering over time. They are often closely associated with a specific product that can influence their ability to capture market share. Competitive pressures could result in price erosion or a reduction in market acceptance, which would hurt its operations, cash flows, and liquidity.

▼ **Valuation Trend:** Fastenal is currently trading at a premium. The stock's forward 12-month price-to-earnings (P/E) ratio is currently 35.53, higher than the industry's average of 27.43 and above its five-year median of 31.42. This implies that the stock is overvalued than its peers.

Last Earnings Report

Fastenal's Q3 Earnings & Sales Miss, Margins Up Y/Y

Fastenal reported lower-than-expected third-quarter 2025 results, wherein earnings per share (EPS) and net sales missed the Zacks Consensus Estimate. However, on a year-over-year basis, both metrics grew.

The year-over-year growth in the performance was attributable to improved customer contract signings despite sluggish industrial production activity, alongside favorable foreign exchange rates.

Moreover, the benefits realized from the fastener expansion project and other supplier-focused initiatives, accompanied by improvements in customer and supplier incentives, aided the bottom-line growth and margin expansion.

Fastenal's Q3 Earnings & Sales in Detail

The company reported EPS of 29 cents, which missed the Zacks Consensus Estimate by 3.3%. In the year-ago quarter, FAST reported an EPS of 26 cents.

Net sales totaled \$2.13 billion, slightly missing the consensus mark of \$2.14 billion by 0.5%, but increasing 11.7% from the year-ago level.

Daily sales of \$33.3 million increased 11.7% year over year in the quarter. Foreign exchange rates positively impacted sales by 10 basis points (bps) against a 10-bps negative impact in the year-ago quarter.

Unit sales growth in the quarter was driven by an increase in the number of customer sites spending \$10K or more per month with Fastenal and, to a lesser degree, by growth in average monthly sales per customer site across all customer spend categories.

Daily sales of **Fasteners** (mainly used for industrial production and accounting for approximately 31% of net sales) increased 14.4% year over year. Sales of **Safety Supplies** (22.1%) grew 9.8% daily. Sales of the **Other Product Lines** (46.9%) also increased 10.7% year over year.

On an end-market basis, the daily sales rate of **Heavy Manufacturing** (which accounted for approximately 43.1% of net sales) rose 12.4% year over year. The daily sales rate of **Other Manufacturing** (32.8%) grew 12.9% compared with the prior year.

Furthermore, the daily sales of **Non-Residential Construction** grew 7.5% compared with the prior-year quarter, while the same for **Other End-Markets** grew 8.9% in the same time frame.

Daily sales through weighted **FMI** devices grew 17.7% for the third quarter, representing 45.3% of net sales. Daily sales through **eBusiness** were up 8%, accounting for 29.1% of total net sales.

The company's sales through **Digital Footprint** increased to 61.3% of net sales from 61.1% in the year-ago period.

Margin Discussion of FAST

The gross margin was 45.3% in the reported quarter, up 40 bps year over year. This upside was due to improvements in customer and supplier incentives and benefits from the fastener expansion project.

Selling, general and administrative expenses – as a percentage of net sales – remained flat year over year at 24.6%. During the quarter, Fastenal witnessed an increase in employee-related and occupancy-related expenses. Operating margin was 20.7%, up from 20.3% a year ago.

FAST's Financials

As of Sept. 30, 2025, Fastenal had cash and cash equivalents of \$288.1 million, up from \$255.8 million as of Dec. 31, 2024. The long-term debt as of the third quarter was \$100 million, down from \$125 million as of 2024-end.

During the first nine months of 2025, Fastenal returned \$751.6 million to its shareholders in the form of dividends.

In the first nine months of 2025, net cash provided by operating activities totaled \$927.8 million, up from the year-ago period's reported value of \$890.5 million.

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

Earnings Reporting Date	Oct 13, 2025
Sales Surprise	-0.11%
EPS Surprise	-3.33%
Quarterly EPS	0.29
Annual EPS (TTM)	1.07

Valuation

Fastenal's shares are up 2.1% in the past six months and 13.4% over the trailing 12 months. Stocks in the Zacks sub-industry are up 1.5% and the Zacks Industrial Products sector is up 8% in the past six months. Over the past year, the Zacks sub-industry has been down 1.3%, but the sector is up 6.7%.

The S&P 500 index is up 16.6% in the past six months and 18.1% in the past year.

The stock is currently trading at 34.56X forward 12-month earnings, which compares with 27.94X for the Zacks sub-industry, 20.81X for the Zacks sector, and 23.3X for the S&P 500 index.

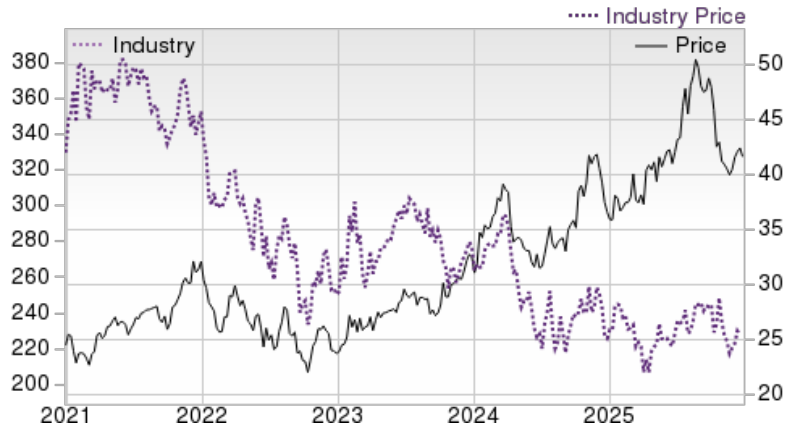
Over the past five years, the stock has traded as high as 42.56X and as low as 23.05X, with a 5-year median of 31.6X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$44 price target reflects 35.91X forward 12-month earnings.

The table below shows the summary valuation data for FAST.

Valuation Multiples - FAST					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	34.56	27.94	20.81	23.3
	5-Year High	42.56	31.66	23.01	23.78
	5-Year Low	23.05	18.95	13.32	15.73
	5-Year Median	31.6	25.94	18.22	21.22
P/S F12M	Current	5.42	6.44	4.24	5.25
	5-Year High	6.65	8.14	4.24	5.5
	5-Year Low	3.54	5.11	2.33	3.83
	5-Year Median	4.86	6.69	3.18	5.05
EV/EBITDA TTM	Current	27.02	36.29	25.68	18.55
	5-Year High	33.2	40.96	28.59	22.41
	5-Year Low	15.94	24.47	14.14	13.88
	5-Year Median	22.66	34.17	18.26	17.97

As of 12/16/2025 Source: Zacks Investment Research

Industry Analysis⁽¹⁾ Zacks Industry Rank: Bottom 8% (222 out of 243)



Top Peers⁽¹⁾

Company (Ticker)	Rec	Rank
Applied Industrial T...(AIT)	Neutral	2
Amazon.com, Inc. (AMZN)	Neutral	3
W.W. Grainger, Inc. (GWW)	Neutral	3
Hillenbrand Inc (HI)	Neutral	3
MSC Industrial Direc...(MSM)	Neutral	3
ScanSource, Inc. (SCSC)	Neutral	2
SiteOne Landscape Su...(SITE)	Neutral	4
WESCO International,...(WCC)	Neutral	3

Industry Comparison⁽¹⁾ Industry: Industrial Services

	FAST	X Industry	S&P 500	MSM	SITE	WCC
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	3	4	2
VGM Score	C	-	-	B	B	A
Market Cap	46.92 B	1.15 B	39.51 B	4.81 B	5.64 B	12.15 B
# of Analysts	6	2	22	10	3	4
Dividend Yield	2.15%	0.00%	1.42%	4.04%	0.00%	0.73%
Value Score	D	-	-	B	C	B
Cash/Price	0.01	0.07	0.04	0.01	0.02	0.05
EV/EBITDA	27.64	8.76	14.63	12.95	18.12	11.42
PEG Ratio	3.18	2.24	2.21	NA	1.69	1.88
Price/Book (P/B)	12.05	2.40	3.34	3.44	3.32	2.51
Price/Cash Flow (P/CF)	35.35	14.74	15.24	15.90	21.66	13.93
P/E (F1)	36.15	20.36	20.05	20.12	37.70	18.77
Price/Sales (P/S)	5.87	1.24	3.14	1.28	1.21	0.53
Earnings Yield	2.69%	4.50%	4.94%	4.97%	2.65%	5.33%
Debt/Equity	0.03	0.19	0.57	0.12	0.29	1.18
Cash Flow (\$/share)	1.16	1.32	8.98	5.42	5.85	17.93
Growth Score	C	-	-	C	B	B
Hist. EPS Growth (3-5 yrs)	7.90%	9.11%	8.21%	-3.32%	-9.79%	14.72%
Proj. EPS Growth (F1/F0)	11.00%	8.20%	0.00%	13.83%	23.99%	8.83%
Curr. Cash Flow Growth	-0.47%	1.44%	7.00%	-14.61%	-12.70%	-13.99%
Hist. Cash Flow Growth (3-5 yrs)	7.13%	10.31%	7.48%	-1.91%	13.65%	24.58%
Current Ratio	4.26	1.63	1.18	1.68	2.49	2.09
Debt/Capital	2.50%	22.40%	38.15%	10.79%	22.40%	54.17%
Net Margin	15.34%	2.73%	12.77%	5.29%	2.98%	2.81%
Return on Equity	32.69%	10.35%	17.03%	15.21%	8.62%	13.12%
Sales/Assets	1.62	0.92	0.53	1.53	1.45	1.45
Proj. Sales Growth (F1/F0)	9.00%	2.49%	5.85%	5.50%	3.80%	7.60%
Momentum Score	A	-	-	C	B	C
Daily Price Chg	-1.02%	0.00%	-0.74%	-0.58%	0.13%	-0.83%
1 Week Price Chg	-1.87%	-0.07%	-0.20%	1.20%	-1.06%	1.02%
4 Week Price Chg	0.99%	0.43%	0.98%	0.43%	-4.86%	-6.21%
12 Week Price Chg	-13.87%	-7.78%	2.71%	-4.49%	2.85%	16.74%
52 Week Price Chg	13.67%	14.53%	17.25%	15.40%	-3.86%	38.04%
20 Day Average Volume	6,910,659	162,295	2,520,743	542,539	452,224	447,430
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.15%	0.00%	0.00%	0.00%	0.45%	0.00%
(F1) EPS Est 12 week change	-0.94%	-1.53%	0.69%	3.26%	-3.26%	2.49%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	0.00%	-1.19%	0.00%

Analyst Earnings Model⁽²⁾

Fastenal Company (FAST)

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	\$6,980.6	\$7,346.7	\$7,546.0	\$1,959.4	\$2,080.3	\$2,133.3	\$2,053.6	\$8,226.6	\$2,147.0	\$2,273.6	\$2,317.9	\$2,249.0	\$8,987.4	\$9,731.8
YoY % Chng	16.1%	5.2%	2.7%	3.4%	8.6%	11.7%	12.6%	9.0%	9.6%	9.3%	8.7%	9.5%	9.2%	8.3%
Cost of Sales	\$3,764.8	\$3,992.2	\$4,144.1	\$1,075.5	\$1,137.5	\$1,167.5	\$1,132.2	\$4,512.7	\$1,175.6	\$1,248.7	\$1,274.5	\$1,240.3	\$4,939.2	\$5,348.2
YoY % Chng	16.4%	6.0%	3.8%	4.1%	8.1%	11.0%	12.5%	8.9%	9.3%	9.8%	9.2%	9.5%	9.4%	8.3%
Gross Profit	\$3,215.8	\$3,354.5	\$3,401.9	\$883.9	\$942.8	\$965.8	\$921.4	\$3,713.9	\$971.3	\$1,024.8	\$1,043.4	\$1,008.7	\$4,048.2	\$4,383.6
YoY % Chng	15.8%	4.3%	1.4%	2.6%	9.2%	12.5%	12.6%	9.2%	9.9%	8.7%	8.0%	9.5%	9.0%	8.3%
Selling, General, and Administrative Expenses	\$1,762.2	\$1,825.8	\$1,891.9	\$490.0	\$506.7	\$524.3	\$514.2	\$2,035.2	\$522.6	\$536.9	\$551.7	\$559.8	\$2,171.1	\$2,320.1
YoY % Chng	13.0%	3.6%	3.6%	3.9%	6.3%	11.4%	8.6%	7.6%	6.7%	6.0%	5.2%	8.9%	6.7%	6.9%
Loss/(Gain) on Sale of P roperty and Equipment	\$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														
Total Operating Expenses	\$1,762.2	\$1,825.8	\$1,891.9	\$490.0	\$506.7	\$524.3	\$514.2	\$2,035.2	\$522.6	\$536.9	\$551.7	\$559.8	\$2,171.1	\$2,320.1
YoY % Chng	13.0%	3.6%	3.6%	3.9%	6.3%	11.4%	8.6%	7.6%	6.7%	6.0%	5.2%	8.9%	6.7%	6.9%
EBITDA	\$1,630.2	\$1,706.0	\$1,685.4	\$438.6	\$481.2	\$486.5	\$453.4	\$1,859.7	\$496.0	\$537.5	\$542.3	\$498.4	\$2,074.2	\$2,277.0
YoY % Chng	17.4%	4.6%	(1.2%)	1.3%	11.8%	12.5%	16.5%	10.3%	13.1%	11.7%	11.5%	9.9%	11.5%	9.8%
Depreciation	\$165.9	\$166.6	\$164.7	\$42.0	\$42.4	\$42.3	\$43.4	\$170.1	\$44.4	\$46.6	\$47.6	\$46.6	\$185.2	\$200.6
YoY % Chng	3.8%	0.4%	(1.1%)	4.5%	3.4%	1.2%	4.0%	3.3%	5.8%	10.0%	12.5%	7.4%	8.9%	8.3%
Amortization of Intangibles	\$10.7	\$10.7	\$10.7	\$2.7	\$2.7	\$2.7	\$2.8	\$10.9	\$2.8	\$3.0	\$3.0	\$3.0	\$11.9	\$12.8
YoY % Chng	(0.9%)	0.0%	0.0%	0.0%	0.0%	3.8%	3.1%	1.7%	5.3%	10.4%	12.8%	7.1%	8.9%	8.3%
Operating Income	\$1,453.6	\$1,528.7	\$1,510.0	\$393.9	\$436.1	\$441.5	\$407.2	\$1,678.7	\$448.8	\$487.9	\$491.6	\$448.8	\$1,877.1	\$2,063.5
YoY % Chng	19.4%	5.2%	(1.2%)	0.9%	12.7%	13.8%	18.1%	11.2%	13.9%	11.9%	11.4%	10.2%	11.8%	9.9%
Interest Expense	\$14.3	\$10.8	\$7.3	\$1.7	\$2.2	\$1.6	\$1.9	\$7.4	\$1.9	\$2.0	\$2.0	\$2.0	\$8.0	\$8.6
YoY % Chng	47.4%	(24.5%)	(32.4%)	(15.0%)	22.2%	(11.1%)	8.9%	0.7%	12.9%	(6.9%)	24.8%	8.0%	8.4%	8.0%
Interest Income	\$0.7	\$4.1	\$5.4	\$0.9	\$2.7	\$0.7	\$1.4	\$5.7	\$1.5	\$1.7	\$1.4	\$1.5	\$6.2	\$6.6
YoY % Chng	600.0%	485.7%	31.7%	(43.8%)	107.7%	(46.2%)	17.4%	5.7%	65.3%	(36.7%)	103.5%	9.6%	8.0%	7.3%
Total Interest Expense (Income), Net	\$13.6	\$6.7	\$1.9	\$0.8	(\$0.5)	\$0.9	\$0.4	\$1.6	\$0.4	\$0.3	\$0.6	\$0.5	\$1.8	\$2.0
YoY % Chng	41.7%	(50.7%)	(71.6%)	100.0%	(200.0%)	80.0%	(11.3%)	(13.5%)	(45.9%)	168.1%	(36.3%)	3.2%	9.8%	10.4%
Pre-Tax Income	\$1,440.0	\$1,522.0	\$1,508.1	\$393.1	\$436.6	\$440.6	\$406.7	\$1,677.0	\$448.3	\$487.6	\$491.1	\$448.4	\$1,875.3	\$2,061.5
YoY % Chng	19.2%	5.7%	(0.9%)	0.8%	13.0%	13.7%	18.1%	11.2%	14.0%	11.7%	11.5%	10.2%	11.8%	9.9%
Income Tax	\$353.1	\$367.0	\$357.5	\$94.4	\$106.3	\$105.1	\$97.2	\$403.0	\$107.6	\$117.0	\$117.9	\$107.6	\$450.1	\$505.1
YoY % Chng	24.9%	3.9%	(2.6%)	2.5%	13.4%	17.4%	18.3%	12.7%	14.0%	10.1%	12.1%	10.7%	11.7%	12.2%
Tax Rate	24.5%	24.1%	23.7%	24.0%	24.4%	23.9%	23.9%	24.0%	24.0%	24.0%	24.0%	24.0%	24.0%	24.5%
Net Income	\$1,086.9	\$1,155.0	\$1,150.6	\$298.7	\$330.3	\$335.5	\$309.5	\$1,274.0	\$340.7	\$370.6	\$373.2	\$340.8	\$1,425.3	\$1,556.5
YoY % Chng	17.5%	6.3%	(0.4%)	0.3%	12.8%	12.5%	18.1%	10.7%	14.1%	12.2%	11.2%	10.1%	11.9%	9.2%
Diluted Shares Outstanding	1,151.2	1,146.0	1,148.6	1,149.6	1,150.1	1,151.0	1,151.0	1,150.4	1,151.0	1,151.0	1,151.0	1,151.0	1,151.0	1,151.0
YoY % Chng	(0.3%)	(0.5%)	0.2%	0.1%	0.2%	0.2%	0.1%	0.2%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%
Diluted EPS	\$0.95	\$1.01	\$1.00	\$0.26	\$0.29	\$0.29	\$0.27	\$1.11	\$0.30	\$0.32	\$0.32	\$0.30	\$1.24	\$1.35
YoY % Chng	18.1%	6.9%	(1.0%)	0.0%	16.0%	11.5%	16.9%	10.9%	13.9%	11.0%	11.8%	10.1%	11.7%	9.2%
Dividend per Share	\$0.62	\$0.89	\$0.78	\$0.22	\$0.22	\$0.22	\$0.22	\$0.88	\$0.24	\$0.24	\$0.24	\$0.24	\$0.94	\$1.02
YoY % Chng	10.7%	43.5%	(12.4%)	10.3%	12.8%	12.8%	12.8%	12.2%	9.3%	6.8%	6.8%	6.8%	7.4%	8.5%

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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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	C
Momentum Score	A
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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