

Genuine Parts Company (GPC)

\$125.46 (Stock Price as of 12/19/2025)

Price Target (6-12 Months): **\$136.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 01/13/25)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM: A

Value: B

Growth: C

Momentum: B

Summary

Genuine Parts is executing well, supported by steady growth in its North American and Asia-Pacific automotive businesses and improving trends in its industrial segment. Strategic acquisitions, ongoing restructuring, and cost discipline continue to strengthen its market position and profitability. The company's consistent dividend growth and strong return on equity also reflect solid shareholder value creation. However, persistent macro and cost pressures, weakness in Europe, and limited margin upside as acquisition benefits normalize could weigh on near-term performance. Additionally, noncash pension charges and higher interest costs are expected to constrain earnings growth in 2025. Thus, the stock warrants a cautious stance for the time being.

Price, Consensus & Surprise⁽¹⁾



Data Overview

52 Week High-Low	\$143.48 - \$104.01
20 Day Average Volume (sh)	1,176,101
Market Cap	\$17.5 B
YTD Price Change	7.5%
Beta	0.74
Dividend / Div Yld	\$4.12 / 3.3%
Industry	Automotive - Retail and Wholesale - Parts
Zacks Industry Rank	Bottom 29% (170 out of 243)

Sales and EPS Growth Rates (Y/Y %)⁽²⁾



Last EPS Surprise	-2.0%
Last Sales Surprise	2.0%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/17/2026
Earnings ESP	0.0%

Sales Estimates (millions of \$)⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	6,084 E	6,356 E	6,374 E	6,326 E	25,140 E
2025	5,866 A	6,164 A	6,260 A	6,039 E	24,329 E
2024	5,784 A	5,963 A	5,970 A	5,770 A	23,487 A

EPS Estimates⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	1.97 E	2.31 E	2.14 E	1.99 E	8.42 E
2025	1.75 A	2.10 A	1.98 A	1.79 E	7.62 E
2024	2.22 A	2.44 A	1.88 A	1.61 A	8.16 A

*Quarterly figures may not add up to annual.

P/E TTM	16.9
P/E F1	16.5
PEG F1	10.4
P/S TTM	0.7

(1) The data in the charts and tables, except the estimates, is as of 12/19/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 11/27/2025.

Overview

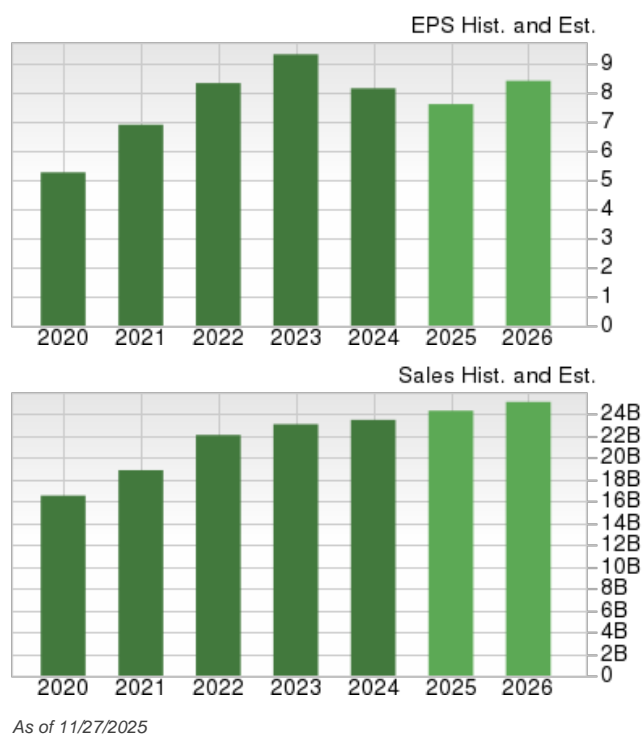
Atlanta-based Genuine Parts distributes automotive and industrial replacement parts and materials. As of Dec 31, 2024, the company had a network of more than 10,700 locations, primarily in North America, Europe and Australasia. Currently, Genuine Parts operates through two segments: Automotive Parts and Industrial.

The Automotive segment contributed 63% of net sales in 2024. The segment's distribution centers provide replacement parts, accessories and service items throughout North America, Europe and Australasia. In North America, most products bear the National Automotive Parts Association (NAPA) brand name. In Australasia and Europe, products carry various brand names, including national ones and NAPA. The company's automotive operations offer access to around 800,000 different parts and related supply items. Genuine Parts serves both the Retail (DIY) and Commercial (DIFM) automotive aftermarket sectors, offering products and services for a wide range of domestic and international vehicle models.

As of Dec 31, 2023, the company operated 3,146 company-owned stores, 6,659 independently-owned stores, and 172 distribution centers. Across North America, Europe and Australasia, the company had a total of 6,835, 2,577 and 565 automotive locations, respectively.

The Industrial Parts Group operates as Motion Industries, Inc. ("Motion") and accounted for 37% of net sales in 2024. The operations are spread across North America and Australasia. The segment provides industrial replacement parts and related supplies such as bearings, mechanical and electrical power transmission products, industrial automation, hoses, hydraulic and pneumatic components, industrial and safety supplies, and material handling products. In 2023, the Industrial segment catered to over 200,000 MRO and OEM customers across diverse industries, spanning more than 900,000 customer locations.

As of Dec 31, 2023, the industrial unit's branches, service centers and distribution centers totaled 653, 70 and 30, respectively. Across North America and Australasia, the company had a total of 588 and 165 industrial locations, respectively.



Reasons To Buy:

- ▲ Genuine Parts is actively expanding its market presence through **strategic acquisitions**. Notable deals include KDG in early 2022, which enhanced its industrial segment in North America, and Gaudi in 2023, which grew its European automotive footprint. In 2024, Genuine Parts acquired MPEC and Walker to bolster its NAPA network and Midwest reach. Since the beginning of the year through Q3 end, GPC has spent over \$180 million on acquisitions, strengthening its position in key priority markets. The recent deal to acquire Benson Auto Parts (785 stores in Canada) expands footprint and should raise returns in priority markets.
- ▲ **Motion is benefiting** from solid MRO demand and growing data center activity, while also gaining from onshoring trends driven by shifting trade policies. With a lean cost structure, Motion is well-positioned to capitalize on any industrial rebound, especially if OEM capital spending picks up, which could deliver strong operating leverage and margin gains.
- ▲ GPC **raised its 2025 outlook**, now expecting overall sales growth of 3–4%, up from 1–3% previously. Automotive sales are projected to rise 4–5%, versus the prior 1.5–3.5% range, driven by strong demand in North America and Asia-Pacific. Industrial sales growth guidance was also lifted to 2–3% from 1–3%, supported by improving trends in Motion's core MRO and data center end markets. The across-the-board upgrades reflect improving execution, solid pricing, and early signs of industrial recovery, helping offset lingering softness in Europe.
- ▲ GPC is executing a **global restructuring initiative** aimed at aligning its cost base and assets with current market conditions. The company expects to incur \$180-\$210 million in restructuring expenses in 2024, with efforts progressing as planned. When fully annualized in 2026, its 2024 and 2025 restructuring efforts, are expected to generate over \$200 million in cost savings, supporting long-term profitability and efficiency.
- ▲ GPC's **shareholder-friendly moves** instill confidence. A dividend aristocrat, it has paid dividends annually since 1948 and recently raised its 2025 payout by 3% to \$4.12 per share—its 69th consecutive annual increase. Through the first 9 months of 2025, Genuine Parts has returned \$421 million to shareholders through dividends. The company's 22.5% return on equity far exceeds the auto sector average of 8%, highlighting strong capital efficiency and management's commitment to rewarding shareholders.

GPC is benefitting from strategic acquisitions, global restructuring initiatives, and dedication to returning value to shareholders.

Reasons To Sell:

- ▼ GPC continues to face headwinds from a **soft macro environment and persistent cost inflation**, especially in wages and rent. Tariff and trade uncertainty add to demand risk, particularly among more cautious end customers. In the industrial segment, weakness in commodity-related markets such as metals and heavy manufacturing could limit growth. The automotive business also faces pressure as independent and small business customers manage inventory tightly amid high borrowing costs and an uncertain economic outlook.
- ▼ While GPC saw a 60-bps improvement in gross margin in Q3, driven by sourcing, pricing, and acquisitions (like MPEC and Walker), the company acknowledges that these acquisition-related benefits are now lapping their 1-year anniversaries. Since most synergies and margin gains from acquisitions are typically front-loaded, the impact will start to normalize, leading to **a lower rate of gross margin expansion in Q4'25 compared to Q3'25**.
- ▼ GPC expects to record a one-time, noncash charge of \$650–\$750 million in Q4 tied to the termination of its overfunded U.S. pension plan. The move reduces long-term risk but will weigh on 2025 GAAP EPS. Management also expects about \$1 per share of additional pressure next year from **lower pension income, higher depreciation, and increased interest costs**, which will limit near-term earnings despite solid operational progress.
- ▼ GPC's **European segment is under pressure**, with flat sales in local currency and a 2% decline in comparable sales in Q3. The region is dealing with weak demand, inflationary cost pressures, and geopolitical uncertainty. While key account wins and NAPA brand expansion are helping performance, near-term growth remains challenged. Management is focused on cost reductions and strategic initiatives, but ongoing headwinds may limit the company's ability to deliver strong growth or margin expansion in Europe in the near to mid-term.

Tariff troubles, cost inflation and European market weakness pose concerns.

Last Earnings Report

Genuine Parts Misses Q3 Earnings Estimates

Genuine Parts reported third-quarter 2025 adjusted earnings of \$1.98 per share, which missed the Zacks Consensus Estimate of \$2.02. The bottom line, however, increased from the year-ago quarter's earnings of \$1.88 per share.

The company reported net sales of \$6.26 billion, which surpassed the Zacks Consensus Estimate of \$6.13 billion and grew 5% year over year. The increase was driven by a 2.3% contribution from comparable sales, a 1.8% boost from acquisitions and a 0.8% favorable impact from forex transactions.

Segmental Performance

The Automotive segment's net sales totaled \$4 billion in the reported quarter, up 5% year over year, thanks to comps growth, acquisition benefits and favorable forex transactions. The sales also surpassed our estimate of \$3.87 billion. The segment's comparable sales grew 1.6% year over year. EBITDA from the unit increased 5.9% to \$335 million. EBITDA margin came in at 8.4%, up 110 basis points from the year-ago period.

The Industrial Parts segment's net sales rose 4.6% year over year to \$2.3 billion, courtesy of acquisition benefits and comps growth. The sales also beat our estimate of \$2.24 billion. The segment's comparable sales rose 3.7% in the reported quarter. EBITDA grew 6.6% to \$285 million, with a margin of 12.6%, up 30 basis points year over year.

Financial Performance

Genuine Parts had cash and cash equivalents worth \$431 million as of Sept. 30, 2025, down from \$480 million as of Dec. 31, 2024. Long-term debt was \$3.75 billion at the end of the third quarter.

2025 Guidance

For 2025, Genuine Parts expects overall sales growth of 3-4% versus the prior guided range of 1-3%. Automotive sales are now anticipated to increase 4-5%, compared with the previous forecast of 1.5-3.5% growth. Expectations for industrial sales growth were raised to 2-3% from 1-3% projected earlier.

The company now envisions adjusted earnings per share between \$7.50 and \$7.75 compared with the prior guided range of \$7.5-\$8. Operating cash flow is expected in the band of \$1.1-\$1.3 billion, unchanged from the previous guidance. The FCF projection was maintained in the range of \$700-\$900 million.

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

Earnings Reporting Date	Oct 21, 2025
Sales Surprise	2.03%
EPS Surprise	-1.98%
Quarterly EPS	1.98
Annual EPS (TTM)	7.44

Valuation

Genuine Parts' shares are up 4.7% and 5.7% over the past six months and in the trailing 12-month period, respectively. Stocks in the Zacks Automotive - Retail and Wholesale Parts industry and the Zacks Auto-Tires-Trucks sector are up 5.7% and 15.4%, respectively, over the past six months. Over the past year, the Zacks sub industry and sector are up 14.1% and 18.4%, respectively. The S&P 500 index is up 18.6% and 17.4% over the past six months and in the past year, respectively.

The stock is currently trading at 15.56X forward 12-month earnings, which compares to 24.29X for the Zacks sub-industry, 30.27X for the Zacks sector and 23.36X for the S&P 500 index.

Over the past five years, the stock has traded as high as 21.76X and as low as 11.32X, with a 5-year median of 16.69X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$136 price target reflects 16.29X forward 12-month earnings per share.

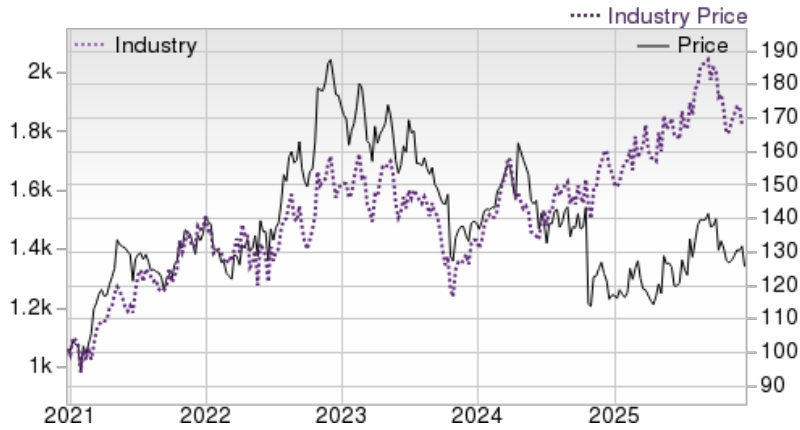
The table below shows summary valuation data for GPC:

Valuation Multiples - GPC					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.56	24.29	30.27	23.36
	5-Year High	21.76	26.06	32.26	23.81
	5-Year Low	11.32	16.24	12.49	15.73
	5-Year Median	16.69	19.41	19.73	21.21
EV/EBITDA TTM	Current	11.83	29.03	24.3	18.43
	5-Year High	15.26	32.7	28.39	22.4
	5-Year Low	8.4	22.15	8.95	13.87
	5-Year Median	11.91	26.17	17.03	17.95
P/S F12M	Current	0.72	4.21	1.48	5.28
	5-Year High	1.18	4.69	1.96	5.5
	5-Year Low	0.6	3.42	0.77	3.83
	5-Year Median	0.88	3.99	1.18	5.04

As of 11/26/2025

Source: Zacks Investment Research

Industry Analysis⁽¹⁾ Zacks Industry Rank: Bottom 29% (170 out of 243)



Top Peers⁽¹⁾

Company (Ticker)	Rec	Rank
Standard Motor Produ...(SMP)	Outperform	2
Advance Auto Parts, ...(AAP)	Neutral	3
CarGurus, Inc. (CARG)	Neutral	3
Dorman Products, Inc...(DORM)	Neutral	3
LKQ Corporation (LKQ)	Neutral	3
Douglas Dynamics, In...(PLOW)	Neutral	3
SPX Technologies, In...(SPXC)	Neutral	2
Motorcar Parts of Am...(MPAA)	Underperform	5

Industry Comparison⁽¹⁾ Industry: Automotive - Retail And Wholesale - Parts

	GPC	X Industry	S&P 500	CARG	DORM	LKQ
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	A	-	-	A	C	A
Market Cap	17.45 B	11.55 B	38.78 B	3.69 B	3.87 B	7.61 B
# of Analysts	4	10	22	4	3	5
Dividend Yield	3.28%	0.00%	1.39%	0.00%	0.00%	4.03%
Value Score	B	-	-	C	B	A
Cash/Price	0.02	0.05	0.04	0.05	0.01	0.04
EV/EBITDA	12.36	17.65	14.61	16.79	12.00	6.73
PEG Ratio	10.36	1.35	2.19	1.47	NA	NA
Price/Book (P/B)	3.63	2.09	3.32	9.89	2.61	1.16
Price/Cash Flow (P/CF)	11.27	10.03	15.20	12.62	13.92	5.84
P/E (F1)	16.36	19.26	19.70	17.59	14.35	9.55
Price/Sales (P/S)	0.73	0.93	3.10	3.98	1.82	0.55
Earnings Yield	6.07%	5.30%	5.07%	5.67%	6.97%	10.46%
Debt/Equity	0.78	1.17	0.56	0.00	0.28	0.55
Cash Flow (\$/share)	11.13	4.91	8.99	3.06	9.09	5.09
Growth Score	C	-	-	A	D	C
Hist. EPS Growth (3-5 yrs)	6.98%	4.31%	8.16%	5.72%	16.19%	0.78%
Proj. EPS Growth (F1/F0)	-6.62%	5.64%	8.50%	27.91%	23.70%	-10.63%
Curr. Cash Flow Growth	-7.15%	-4.20%	6.86%	183.58%	40.17%	-1.63%
Hist. Cash Flow Growth (3-5 yrs)	7.26%	7.55%	7.43%	39.81%	19.74%	4.74%
Current Ratio	1.14	1.02	1.19	2.87	2.94	1.60
Debt/Capital	43.81%	65.89%	38.01%	0.00%	22.12%	35.46%
Net Margin	3.36%	2.57%	12.78%	16.41%	11.62%	4.99%
Return on Equity	22.57%	4.18%	17.00%	41.31%	19.85%	13.45%
Sales/Assets	1.20	0.99	0.53	1.28	0.86	0.90
Proj. Sales Growth (F1/F0)	3.60%	0.47%	5.81%	4.70%	8.00%	-4.30%
Momentum Score	B	-	-	B	D	A
Daily Price Chg	-0.37%	-1.00%	0.88%	0.42%	-0.13%	0.13%
1 Week Price Chg	-4.63%	-3.31%	0.10%	0.31%	-1.16%	-4.03%
4 Week Price Chg	-2.41%	-5.90%	3.51%	11.62%	-3.66%	0.61%
12 Week Price Chg	-8.88%	-14.24%	2.87%	2.99%	-18.53%	-1.85%
52 Week Price Chg	8.41%	4.27%	15.24%	7.19%	-3.68%	-19.36%
20 Day Average Volume	1,176,101	1,608,492	3,013,825	912,419	189,624	6,116,573
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.00%	-0.27%	0.00%	0.00%	-0.38%	0.21%
(F1) EPS Est 12 week change	-0.63%	-0.26%	0.69%	1.64%	0.76%	0.24%
(Q1) EPS Est Mthly Chg	0.00%	-1.76%	0.00%	0.00%	0.00%	-0.68%

Analyst Earnings Model⁽²⁾

Genuine Parts Company (GPC)

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	\$22,096.0	\$23,090.6	\$23,486.6	\$5,866.1	\$6,164.4	\$6,260.2	\$6,038.7	\$24,329.4	\$6,084.0	\$6,355.8	\$6,373.6	\$6,326.1	\$25,139.5	\$26,068.9
Comparable Sales (%)	11.8%	3.1%	(0.8%)	(0.8%)	0.2%	2.3%	2.7%	1.1%	1.2%	1.3%	(1.0%)	1.0%	0.6%	0.5%
Acquisition Growth (%)	8.6%	2.0%	2.6%	3.0%	2.6%	1.8%	3.1%	2.6%	2.8%	2.8%	1.1%	2.5%	2.3%	3.1%
FX Growth (%)	(3.3%)	(0.4%)	0.0%	(1.5%)	0.4%	0.7%	(0.1%)	(0.2%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other (%)	0.0%	(0.2%)	(0.1%)	0.7%	0.2%	0.1%	0.3%	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%	0.2%
Reported Growth (%YoY % Chng)	17.1%	4.5%	1.7%	1.4%	3.4%	4.9%	4.7%	3.6%	3.7%	3.1%	1.8%	4.8%	3.3%	3.7%
Cost of Goods Sold	\$14,355.9	\$14,799.9	\$14,963.0	\$3,692.4	\$3,840.0	\$3,918.8	\$3,876.2	\$15,327.5	\$3,790.7	\$3,943.6	\$3,971.7	\$3,967.4	\$15,673.5	\$16,211.1
YoY % Chng	17.3%	3.1%	1.1%	(0.4%)	1.5%	3.9%	4.8%	2.4%	2.7%	2.7%	1.4%	2.4%	2.3%	3.4%
Gross Profit	\$7,740.1	\$8,290.7	\$8,523.6	\$2,173.7	\$2,324.4	\$2,341.4	\$2,162.5	\$9,001.9	\$2,293.3	\$2,412.2	\$2,401.8	\$2,358.7	\$9,466.0	\$9,857.8
YoY % Chng	16.7%	7.1%	2.8%	4.8%	6.6%	6.5%	4.5%	5.6%	5.5%	3.8%	2.6%	9.1%	5.2%	4.1%
Selling, Administrative and Other Expenses	\$5,758.3	\$6,167.1	\$6,642.9	\$1,709.7	\$1,771.2	\$1,805.9	\$1,632.8	\$6,919.6	\$1,709.1	\$1,759.1	\$1,779.1	\$1,770.1	\$7,017.3	\$7,249.9
YoY % Chng	11.5%	7.1%	7.7%	8.6%	7.5%	4.8%	(3.8%)	4.2%	(0.0%)	(0.7%)	(1.5%)	8.4%	1.4%	3.3%
Depreciation & Amortization	\$347.8	\$350.5	\$408.0	\$115.4	\$123.0	\$127.5	\$119.9	\$485.8	\$121.5	\$127.3	\$127.8	\$126.4	\$503.0	\$521.7
YoY % Chng	19.5%	0.8%	16.4%	27.4%	24.0%	20.2%	6.9%	19.1%	5.2%	3.5%	0.3%	5.4%	3.5%	3.7%
Provision for Doubtful Accounts	\$19.8	\$25.9	\$30.0	\$5.9	\$7.6	\$6.9	\$4.9	\$25.2	\$6.3	\$6.6	\$6.4	\$6.1	\$25.4	\$26.1
YoY % Chng	11.6%	31.1%	15.6%	(5.7%)	34.3%	(3.5%)	(55.5%)	(15.9%)	7.6%	(12.9%)	(7.5%)	25.8%	0.8%	2.8%
Restructuring and Other Costs		\$0.0	\$213.5	\$54.8	\$45.7	\$66.8	\$51.0	\$218.3	\$60.6	\$58.0	\$60.9	\$58.7	\$238.2	\$245.3
YoY % Chng				(34.0%)	53.6%	62.9%	(14.6%)	2.2%	10.7%	26.9%	(8.9%)	15.0%	9.1%	3.0%
Total Operating Expenses	\$6,125.9	\$6,543.6	\$7,294.4	\$1,885.7	\$1,947.6	\$2,007.1	\$1,808.6	\$7,649.0	\$1,897.5	\$1,951.1	\$1,974.2	\$1,961.2	\$7,784.0	\$8,043.0
YoY % Chng	12.0%	6.8%	11.5%	7.5%	9.3%	7.0%	(3.8%)	4.9%	0.6%	0.2%	(1.6%)	8.4%	1.8%	3.3%
Adjusted EBITDA	\$1,999.3	\$2,157.3	\$1,996.5	\$473.1	\$547.5	\$526.3	\$554.7	\$2,101.7	\$587.8	\$659.9	\$627.6	\$597.8	\$2,473.1	\$2,626.9
YoY % Chng	18.9%	7.9%	(7.5%)	(8.4%)	(3.8%)	10.4%	27.9%	5.3%	24.2%	20.5%	19.2%	7.8%	17.7%	6.2%
EBITDA	\$1,994.3	\$2,157.3	\$1,680.8	\$404.3	\$501.8	\$459.5	\$487.9	\$1,853.5	\$521.0	\$593.0	\$560.8	\$530.9	\$2,205.7	\$2,359.5
YoY % Chng	28.4%	8.2%	(22.1%)	(6.7%)	(1.1%)	6.5%	58.1%	10.3%	28.9%	18.2%	22.0%	8.8%	19.0%	7.0%
EBIT	\$1,646.5	\$1,806.8	\$1,272.8	\$288.9	\$378.8	\$332.0	\$368.0	\$1,367.7	\$399.5	\$465.7	\$433.0	\$404.6	\$1,702.7	\$1,837.9
YoY % Chng	30.4%	9.7%	(29.6%)	(15.8%)	(7.2%)	2.0%	87.4%	7.5%	38.3%	23.0%	30.4%	9.9%	24.5%	7.9%
Interest Expense, Net	\$73.9	\$64.5	\$96.8	\$37.2	\$40.2	\$40.3	\$42.3	\$160.0	\$40.0	\$42.2	\$42.5	\$42.5	\$167.2	\$173.8
YoY % Chng	18.9%	(12.7%)	50.2%	110.4%	83.4%	45.0%	43.8%	65.3%	7.5%	4.9%	5.3%	0.6%	4.5%	4.0%
Other	\$32.3	\$59.8	\$43.6	\$0.9	\$1.9	\$(2.3)	\$14.1	\$14.7	\$3.7	\$4.6	\$5.3	\$7.1	\$20.7	\$23.1
YoY % Chng	(67.6%)	85.1%	(27.1%)	(96.1%)	(80.5%)	(163.6%)	98.3%	(66.3%)	309.1%	138.6%	333.5%	(49.6%)	41.0%	11.5%
Total Non-Operating Expense (Income)	\$41.6	\$4.7	\$53.2	\$36.3	\$38.3	\$42.6	\$28.2	\$145.4	\$36.3	\$37.6	\$37.2	\$35.4	\$146.5	\$150.7
YoY % Chng	211.1%	(88.7%)	1,031.7%	783.0%	218.8%	75.5%	26.4%	173.0%	(0.0%)	(1.8%)	(12.7%)	25.6%	0.8%	2.9%
Pre-Tax Income	\$1,572.6	\$1,742.3	\$1,176.0	\$251.6	\$338.6	\$291.7	\$325.7	\$1,207.6	\$359.5	\$423.5	\$390.5	\$362.1	\$1,535.5	\$1,664.0
YoY % Chng	31.0%	10.8%	(32.5%)	(22.6%)	(12.3%)	(2.0%)	95.0%	2.7%	42.9%	25.1%	33.9%	11.2%	27.2%	8.4%
Income Tax	\$389.9	\$425.8	\$271.9	\$57.2	\$83.7	\$65.5	\$84.7	\$291.1	\$93.5	\$110.1	\$101.5	\$94.1	\$399.2	\$432.6
YoY % Chng	29.3%	9.2%	(36.1%)	(25.0%)	(7.7%)	(7.7%)	149.5%	7.1%	63.3%	31.6%	54.9%	11.2%	37.1%	8.4%
Tax Rate	24.8%	24.4%	23.1%	22.7%	24.7%	22.5%	26.0%	24.1%	26.0%	26.0%	26.0%	26.0%	26.0%	26.0%
Net Income, Adjusted	\$1,187.6	\$1,316.5	\$1,139.8	\$243.1	\$291.8	\$275.6	\$248.4	\$1,058.9	\$273.4	\$320.8	\$296.3	\$275.3	\$1,165.9	\$1,261.0
YoY % Chng	19.1%	10.9%	(13.4%)	(21.8%)	(14.6%)	4.8%	10.7%	(7.1%)	12.5%	9.9%	7.5%	10.8%	10.1%	8.2%
Net Income, GAAP	\$1,182.7	\$1,316.5	\$904.1	\$194.4	\$254.9	\$226.2	\$241.0	\$916.5	\$266.0	\$313.4	\$288.9	\$267.9	\$1,136.3	\$1,231.4
YoY % Chng	31.6%	11.3%	(31.3%)	(21.9%)	(13.8%)	(0.2%)	81.1%	1.4%	36.8%	23.0%	27.8%	11.2%	24.0%	8.4%
Basic Shares Outstanding	141.5	140.4	139.2	138.8	139.0	139.1	138.8	138.9	138.6	138.3	138.1	137.8	138.2	137.2
YoY % Chng	(1.4%)	(0.8%)	(0.8%)	(0.5%)	(0.3%)	(0.1%)	(0.0%)	(0.2%)	(0.1%)	(0.5%)	(0.7%)	(0.5%)	(0.7%)	(0.7%)
Diluted Shares Outstanding	142.3	141.0	139.7	139.2	139.2	139.4	139.2	139.3	138.9	138.7	138.4	138.2	138.5	137.5
YoY % Chng	(1.3%)	(0.9%)	(1.0%)	(0.6%)	(0.4%)	(0.1%)	(0.3%)	(0.2%)	(0.2%)	(0.4%)	(0.7%)	(0.7%)	(0.5%)	(0.7%)
Basic EPS	\$8.36	\$9.38	\$6.49	\$1.40	\$1.83	\$1.63	\$1.74	\$6.60	\$1.92	\$2.27	\$2.09	\$1.94	\$8.22	\$8.97
YoY % Chng	33.3%	12.2%	(30.8%)	(21.8%)	(13.7%)	0.0%	80.8%	1.6%	37.1%	23.8%	28.4%	12.0%	24.6%	9.2%
Diluted EPS, Adjusted	\$8.34	\$9.33	\$8.16	\$1.75	\$2.10	\$1.98	\$1.79	\$7.62	\$1.97	\$2.31	\$2.14	\$1.99	\$8.42	\$9.17
YoY % Chng	20.7%	11.9%	(12.5%)	(21.2%)	(13.9%)	5.3%	10.9%	(6.7%)	12.5%	10.2%	8.1%	11.6%	10.5%	8.9%
Diluted EPS, GAAP	\$8.31	\$9.33	\$6.47	\$1.40	\$1.83	\$1.62	\$1.73	\$6.58	\$1.92	\$2.26	\$2.09	\$1.94	\$8.20	\$8.95
YoY % Chng	33.4%	12.3%	(30.7%)	(21.3%)	(13.3%)	0.0%	80.4%	1.7%	36.8%	23.5%	28.9%	12.0%	24.6%	9.2%

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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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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Value Score	B
Growth Score	C
Momentum Score	B
VGM Score	A

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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