Haemonetics (HAE)

$83.00 (Stock Price as of 01/07/2026)

Price Target (6-12 Months): **$87.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 01/31/25) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: B | Growth: B | Momentum: C	**3-Hold** VGM: A

Summary

Haemonetics' Plasma business is winning market shares from the ongoing conversion of NexSys customers to Express Plus and Persona. In the Hospital unit, the company is accelerating product adoption and expanding its market relevance to unlock new opportunities. The new hemostasis heparin neutralization cartridge has extended the capabilities of the TEG 6s platform to serve fully heparinized patients in adult cardiovascular procedures and liver transplants. We estimate a CAGR of 5.4% for it's revenues through fiscal 2026-2028. However, a weak financial position does not bode well for the stock. Additionally, ongoing macroeconomic volatility may hurt itsoperations. Adverse currency impacts adds to the worry.

Price, Consensus & Surprise[1]

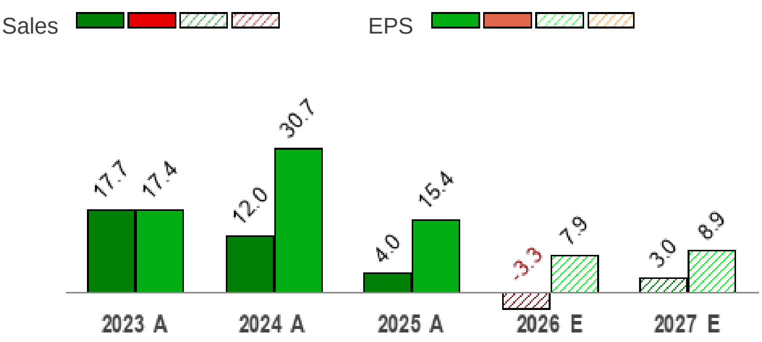
Data Overview

52 Week High-Low	$87.32 - $47.32
20 Day Average Volume (sh)	582,623
Market Cap	$3.9 B
YTD Price Change	3.6%
Beta	0.29
Dividend / Div Yld	$0.00 / 0.0%
Industry	Medical - Products
Zacks Industry Rank	Bottom 33% (163 out of 244)

Last EPS Surprise	13.4%
Last Sales Surprise	5.2%
EPS F1 Est- 4 week change	0.1%
Expected Report Date	02/05/2026
Earnings ESP	0.8%

P/E TTM	17.3
P/E F1	16.8
PEG F1	2.0
P/S TTM	2.9

Sales and EPS Growth Rates (Y/Y %)[2]



Sales Estimates (millions of $)[2]

	Q1	Q2	Q3	Q4	Annual*
2027	330 E	337 E	343 E	345 E	1,355 E
2026	321 A	327 A	333 E	334 E	1,316 E
2025	336 A	346 A	349 A	331 A	1,361 A

EPS Estimates[2]

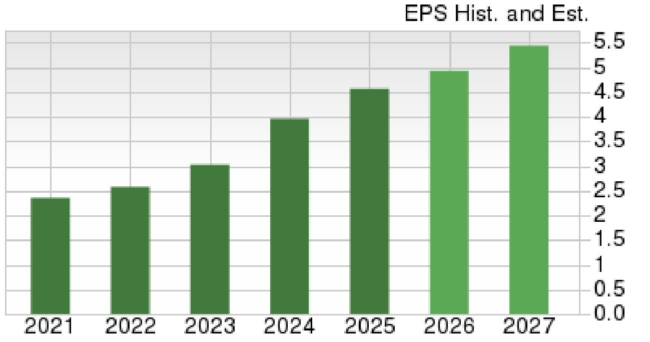
	Q1	Q2	Q3	Q4	Annual*
2027	1.19 E	1.35 E	1.41 E	1.41 E	5.37 E
2026	1.10 A	1.27 A	1.27 E	1.30 E	4.93 E
2025	1.02 A	1.12 A	1.19 A	1.24 A	4.57 A

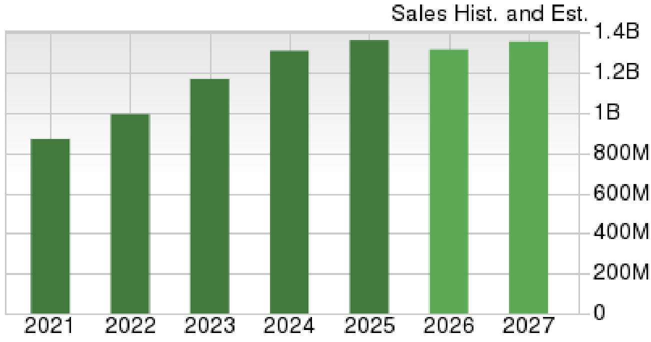
*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 01/07/2026.
(2) The report's text, the analyst-provided estimates, and the price target are as of 12/31/2025.

Overview

Haemonetics Corporation provides blood management solutions to customers encompassing blood and plasma collectors, hospitals and health care providers globally. The company's portfolio of integrated devices, information management, and consulting services offers blood management solutions for each facet of the blood supply chain, helping better clinical outcomes. Blood and its components (plasma, platelets, and red cells) have several vital and frequently life-saving clinical applications.





As of 12/31/2025

On Aug 1, 2012, Haemonetics acquired Pall Corporation's blood collection, filtration and processing product lines. Haemonetics entered into a long-term supply agreement with Pall in May 2018, under which Pall will continue to supply media to Haemonetics for use in leukoreduction filters. As a condition of the supply agreement, Haemonetics agreed to accept the HDC line and make a final payment of $9 million to Pall for the same.

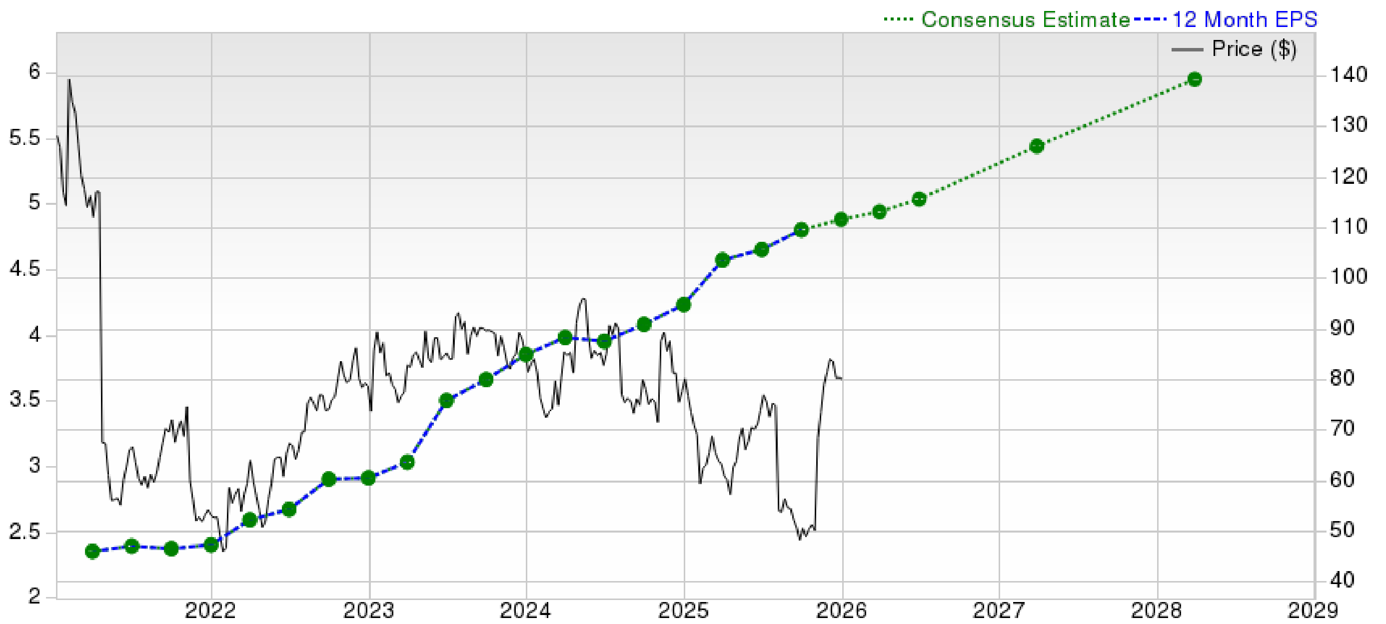
Further, in May 2013, the company acquired Hemerus Medical, a Minnesota-based company that develops innovative technologies for the collection of whole blood and processing and storage of blood components, including SOLX storage solutions.

Earlier, the company reported its operating results in 4 business franchises: Plasma, Hemostasis Management, Cell Processing and Blood Center. However, as the annual report released in May 2019, the reporting segments for the company's products have been reduced to three, namely, Plasma, Blood Center, and Hospital.

Plasma (43.5% of revenues in fiscal 2024, up 13.9% from fiscal 2023) includes plasma collection devices and disposables, plasma donor management software, anticoagulant and saline sold to plasma customers.

Blood Center (21.6%, down 1.3%) includes blood collection and processing devices and disposables for red cells, platelets and whole blood as well as related donor management software.

Hospital (34.9%, up 19.5%) includes three product lines, namely, Hemostasis Management, Cell Salvage and Transfusion Management.



As of 01/07/2026

Reasons To Buy:

Haemonetics banks on its growth drivers like Plasma, TEG, Hemostasis Management and the Vascular Closure business.

▲ **Potential Upsides of Plasma Franchise**: Haemonetics' Plasma business unit focuses on the collection of source plasma for pharmaceutical manufacturers using apheresis devices that only collect plasma. The demand for source plasma has continued to grow due to an expanding end-user market for plasma-derived biopharmaceuticals. The business also offers software solutions to support the operations of these dedicated source plasma collection centers. The plasma collection market is poised for long-term growth due to the strong demand for Immunoglobulin (Ig) replacement therapies in the end market and the planned expansion of fractionation capacity across the industry.

In fiscal 2025, the company signed new long-term agreements with BioLife and Grifols, reinforcing continued close partnership and highlighting the ability to bring innovation to plasma collections. Meanwhile, Haemonetics achieved meaningful progress, transitioning both domestic and international customers to Persona and Express Plus. In line with this, it now has 40 million collections on Persona and over 1 million on Express Plus.

The ongoing enhancements in the NexSys platform are expanding its competitive advantage as the global industry standard for plasma collection. When integrated with NexLynk DMS (donor management system), Haemonetics' bidirectional connectivity software, the Express Plus technology is expected to significantly enhance plasma center efficiencies.

Haemonetics was also named the exclusive plasma collection partner for the Japanese Red Cross, later expanding to include Fresh Frozen Plasma. The Plasma segment is projected to witness a 4.7% CAGR through fiscal 2028.

▲ **NexSys PCS system Continues to Thrive**: Haemonetics' FDA-cleared, NexSys PCS (plasma collection system) is developed to enable higher plasma yield collections, improve productivity in customers' centers, enhance the overall donor experience, and provide safe and reliable collections that will become life-changing medicines for patients. The bi-directionally connected NexSys PCS with NexLynk DMS delivers a 16-minute reduction in donor door-to-door time, on average. The new, proprietary Persona Technology strengthens the NexSys PCS value proposition and reinforces the company's commitment to supporting its Plasma customers. The rollout of Persona, its proprietary technology proven to increase yield by 9% to 12% on average, continues to gain momentum with more than 40 million collections. In addition, the company's substantially completed transition from the PCS2 devices to the latest NexSys with Persona Technology will drive meaningful improvements in the upcoming quarters.

▲ **Hospital Business Recovery Continues**: The Hospital business remains well-positioned to maintain its strong growth, supported by dynamic market conditions. In 2023, Haemonetics acquired OpSens, which has further expanded the Hospital business with procedure-enabling technologies in high-growth areas. Haemonetics is focused on accelerating the products' adoption, expanding the reach and capitalizing on scale to unlock new opportunities and achieve operating leverage.

In the fiscal second quarter, the Hospital business achieved a 5% increase in revenues. Blood Management Technologies witnessed strong momentum with 12% sales growth, reflecting sustained strength in hemostasis management. The Vascular Closure business also contributed to the growth, largely driven by its VASCADE MVP and VASCADE MVP XL devices. Additionally, in October, the company reinforced its global leadership in viscoelastic testing by launching the heparinase neutralization (HN) cartridge in EMEA and Japan.

Additionally, Haemonetics is making progress across its Sensor Guided Technologies portfolio. The company is driving meaningful performance improvements, including steady growth in the SavvyWire (a sensor-guided three-in-one guidewire for Transcatheter Aortic Valve Implantation procedures) account openings in the United States and nearly double the account penetration rate. Our model predicts Hospital sales to increase 6.8% in the fiscal third quarter of 2026, followed by a 5.9% year-over-year improvement in fiscal 2026.

▲ **Huge Potential of Hemostasis Management Franchise**: One of the principal product lines in the company's Hospital business, the portfolio of hemostasis diagnostic systems enables clinicians to holistically assess a patient's coagulation status at the point-of-care or laboratory setting. The company markets four viscoelastic testing systems to hospitals and laboratories as an alternative to routine blood tests — the TEG 5000 hemostasis analyzer system, the TEG 6s hemostasis analyzer system, the ClotPro hemostasis analyzer system, and the HAS-100 hemostasis analyzer system.

In the fiscal second quarter, the business achieved 12% revenue growth in the United States, primarily driven by higher TEG disposable utilization and the ongoing rapid adoption of the global HN cartridge. Transfusion Management also achieved double-digit growth, supported by heightened demand for transfusion safety and efficiency.

Haemonetics is now taking regulatory steps to expand patient access to this product globally. Meanwhile, the company expects to sustain its growth momentum as it capitalizes on its significantly expanded R&D and clinical capabilities to develop new and existing products and commercial infrastructure. This is poised to cover the majority of its strategic accounts in the $700 million underpenetrated total addressable market.

Reasons To Sell:

The weakness in the Blood center franchise significantly affected Haemonetics' results in the reported quarter. Moreover, tough competitive environment also weighed on the stock.

- **Weak Solvency**: Haemonetics exited the fiscal second quarter with cash and cash equivalents of $296 million and $304 million in near-term payable debt on its balance sheet. Meanwhile, the long-term debt at the end of fiscal second quarter was $920 million. This resulted in a debt-to-capital ratio of 52%. In addition, the current ratio was 1.64% in the fiscal second quarter.

- **Economic Uncertainty a Concern**: The ongoing geopolitical constraints in China, Taiwan, Russia, Ukraine, the Middle East and other foreign jurisdictions where the company operates are materially affecting its operational results. Despite implementing cost containment measures, selective price increases, and other actions to offset these inflationary pressures in its global supply chain, the company some time is unable to offset all the increases in its operational costs completely. Added to this, climate change (including laws or regulations passed in response thereto) could increase supply costs, including energy and transportation/freight-related expenses, or reduce the availability of raw materials. Our model project the company's adjusted COGS and SG&A expenses to experience CAGR of 7.7% and 5.5%, respectively through fiscal 2028.

- **Foreign Exchange Translation Impacts Sales**: Nearly 26.6% of the company's fiscal second-quarter sales were generated outside the United States. International sales are primarily conducted in local currencies, mainly the Japanese Yen, Euro, and Chinese Yuan. Hence, Haemonetics' operational results are impacted by changes in foreign exchange rates, particularly in the value of the Yen and Euro relative to the U.S. dollar. Moreover, a stronger dollar, causing significant currency fluctuations, has been affecting the company's outcome over the past few quarters and no respite is expected in the near term.

- **Competitive Landscape**: Haemonetics operates in a very competitive environment, both for manual and automated systems, which includes companies like MAK Systems, ROTEM analyzers, Medtronic, e Fresenius, MacoPharma and Terumo, among others. Slower-than-expected product adoption by customers, especially the American Red Cross, might reduce the company's revenues and profit.

Last Earnings Report

Haemonetics Q2 Earnings & Revenues Beat Estimates

FY Quarter Ending	3/31/2025
Earnings Reporting Date	**Nov 06, 2025**
Sales Surprise	**5.22%**
EPS Surprise	**13.39%**
Quarterly EPS	**1.27**
Annual EPS (TTM)	**4.80**

Haemonetics Corporation (HAE) delivered second-quarter fiscal 2026 adjusted earnings per share (EPS) of $1.27, which rose 13.4% year over year. The bottom line topped the Zacks Consensus Estimate by 13.4%.

On a GAAP basis, EPS was 81 cents compared with 66 cents in the prior-year quarter.

HAE's Q2 Revenues

Revenues decreased 5.3% to $327.3 million, which surpassed the Zacks Consensus Estimate by 5.2%.

HAE's Updated 2026 Guidance

The company expects fiscal 2026 GAAP revenues to decline in the range of 1-4%. Organic revenues are anticipated to be in the range of negative 1% to positive 2% compared to the fiscal 2025 figure. The Zacks Consensus Estimate for fiscal 2025 revenues is pegged at $1.32 billion.

HAE expects full-year 2026 adjusted EPS to be in the band of $4.80-$5.00. The Zacks Consensus Estimate for the same is pegged at $4.93.

Valuation

Haemonetics shares are up 6.1% in the past six-months period and up 3.8% in the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Medical sector are down 5.4% and up 11.6% in the past six-months period, respectively. Over the past year, the Zacks sub-industry and sector are up and up 1.7% and up 7.9%, respectively.

The S&P 500 index is up 14.3% in the past six-months period and up 19.8% in the past year.

The stock is currently trading at 15.3X Forward 12-months earnings, which compares to 20.0X for the Zacks sub-industry, 21.2X for the Zacks sector and 23.4X for the S&P 500 index.

Over the past five years, the stock has traded as high as 43.3X and as low as 9.4X, with a 5-year median 20.5X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $87 price target reflects 16.4X forward 12-months earnings.

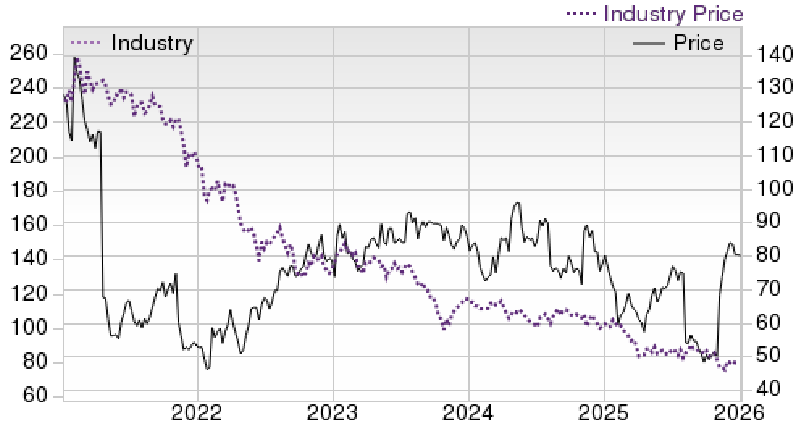
The table below shows summary valuation data for HAE.

Valuation Multiples - HAE

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.25	19.99	21.21	23.35
	5-Year High	43.25	27.44	23.59	23.80
	5-Year Low	9.40	17.84	17.84	15.74
	5-Year Median	20.46	21.95	20.63	21.21
P/S F12M	Current	2.77	2.86	2.16	5.29
	5-Year High	7.17	4.51	3.41	5.49
	5-Year Low	1.72	2.58	2.03	3.82
	5-Year Median	3.11	3.24	2.65	5.04
P/B TTM	Current	4.59	2.88	4.07	8.57
	5-Year High	9.86	4.51	6.10	9.13
	5-Year Low	2.60	2.45	3.59	6.57
	5-Year Median	4.56	3.15	4.54	8.04

As of 12/30/2025 *Source: Zacks Investment Research*

Industry Analysis[1] Zacks Industry Rank: Bottom 33% (163 out of 244)



Top Peers [1]

Company (Ticker)	Rec	Rank
Phibro Animal Health...(PAHC)	Outperform	2
Green Thumb Industri...(GTBIF)	Neutral	3
Medtronic PLC (MDT)	Neutral	2
Merit Medical System...(MMSI)	Neutral	3
Prestige Consumer He...(PBH)	Neutral	2
Insulet Corporation (PODD)	Neutral	3
Lantheus Holdings, I...(LNTH)	NA	
DiaSorin S.p.A. (DSRLF)	NA	

Industry Comparison[1] Industry: Medical - Products

Industry Peers

	HAE	X Industry	S&P 500	GTBIF	PBH	PODD
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	2	3
VGM Score	A	-	-	A	C	B
Market Cap	3.89 B	236.58 M	40.07 B	1.70 B	3.02 B	21.05 B
# of Analysts	6	3	22	5	3	9
Dividend Yield	0.00%	0.00%	1.38%	0.00%	0.00%	0.00%
Value Score	B	-	-	A	B	D
Cash/Price	0.08	0.17	0.04	0.14	0.04	0.04
EV/EBITDA	12.80	4.30	14.89	4.34	10.75	50.09
PEG Ratio	2.06	1.76	2.04	NA	1.97	1.67
Price/Book (P/B)	4.71	1.73	3.41	0.93	1.69	15.20
Price/Cash Flow (P/CF)	11.52	9.78	15.44	9.29	12.03	67.43
P/E (F1)	17.33	19.95	18.58	75.67	13.79	48.42
Price/Sales (P/S)	2.93	1.47	3.06	1.47	2.72	8.35
Earnings Yield	5.94%	2.62%	5.38%	1.34%	7.25%	2.07%
Debt/Equity	1.08	0.17	0.57	0.00	0.55	0.68
Cash Flow ($/share)	7.21	0.05	8.98	0.88	5.21	4.44
Growth Score	B	-	-	B	D	A
Hist. EPS Growth (3-5 yrs)	18.10%	-0.52%	8.24%	-21.59%	5.76%	161.18%
Proj. EPS Growth (F1/F0)	7.88%	22.78%	9.21%	-50.00%	0.66%	50.93%
Curr. Cash Flow Growth	19.02%	4.06%	7.00%	35.92%	4.46%	17.43%
Hist. Cash Flow Growth (3-5 yrs)	5.11%	8.49%	7.49%	53.92%	7.00%	51.11%
Current Ratio	1.64	2.40	1.19	1.98	3.70	2.87
Debt/Capital	52.01%	21.24%	38.14%	0.00%	35.68%	40.31%
Net Margin	12.67%	-7.30%	12.77%	3.77%	18.09%	9.76%
Return on Equity	27.22%	-2.54%	17.03%	1.66%	12.43%	24.36%
Sales/Assets	0.54	0.57	0.53	0.45	0.33	0.77
Proj. Sales Growth (F1/F0)	-3.30%	6.98%	5.29%	2.20%	-2.80%	29.90%
Momentum Score	C	-	-	A	D	D
Daily Price Chg	0.28%	0.00%	-0.34%	2.46%	-0.05%	1.64%
1 Week Price Chg	-0.37%	-0.49%	1.10%	1.28%	-2.56%	-1.98%
4 Week Price Chg	-4.77%	1.31%	0.50%	32.00%	2.23%	1.35%
12 Week Price Chg	70.85%	-6.75%	3.75%	-4.13%	2.95%	-4.25%
52 Week Price Chg	6.27%	-8.23%	16.94%	9.15%	-15.66%	10.66%
20 Day Average Volume	582,623	235,725	2,431,070	1,111,842	355,118	558,750
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.08%	0.00%	0.00%	1.11%	0.00%	0.00%
(F1) EPS Est 12 week change	2.71%	0.00%	0.44%	-11.82%	0.66%	7.78%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	0.00%	0.17%	0.00%

Analyst Earnings Model(2)

Haemonetics Corporation (HAE)

In $MM, except per share data

	2023A	2024A	2025A			2026E					2027E			2028E
	FY	FY	FY	1QA	2QA	3QE	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends March 31st	Mar-23	Mar-24	Mar-25	30-Jun-25	30-Sep-25	31-Dec-25	31-Mar-26	Mar-26	30-Jun-26	30-Sep-26	31-Dec-26	31-Mar-27	Mar-27	Mar-28
Income Statement														
Net Revenues	**$1,168.7**	**$1,309.1**	**$1,360.8**	**$321.4**	**$327.3**	**$333.2**	**$333.9**	**$1,315.8**	**$329.6**	**$337.3**	**$342.8**	**$345.3**	**$1,355.0**	**$1,461.9**
Currency Effect	(2.6%)	(0.7%)	(0.3%)	0.5%	0.7%	1.1%	1.6%	1.0%	1.1%	0.0%	0.0%	0.5%	0.4%	1.6%
Other Inorganic Adjustments	(0.3%)	1.0%	2.9%	(5.4%)	(4.2%)	(4.9%)	(2.1%)	(4.1%)	(0.1%)	0.0%	(0.1%)	(0.1%)	(0.1%)	(0.1%)
Organic Growth	20.6%	11.7%	1.4%	0.5%	(1.8%)	(0.7%)	1.5%	(0.2%)	1.6%	3.0%	3.0%	3.1%	2.7%	6.4%
Cost of Goods Sold, Adjusted	$546.7	$596.8	$579.1	$126.1	$129.3	$133.9	$133.4	$522.7	$135.5	$138.1	$140.0	$137.1	$550.8	$606.3
Cost of Goods Sold, GAAP	$553.6	$617.5	$611.9	$129.2	$132.6	$138.8	$137.8	$538.3	$139.4	$142.3	$144.4	$141.5	$567.7	$624.7
Restructuring, Restructuring Related Costs, Amortization and Integration and Transaction Costs	$7.8	$20.4	$32.8	$3.1	$3.3	$4.9	$4.4	$15.7	$3.9	$4.2	$4.5	$4.4	$16.9	$18.4
Impairment of Assets and PCS2 Related Charges	($1.0)	$0.3	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
MDR and IVDR Costs	$0.1	$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
Gross Profit, Adjusted	**$622.0**	**$712.3**	**$781.8**	**$195.3**	**$198.0**	**$199.2**	**$200.6**	**$793.2**	**$194.1**	**$199.1**	**$202.8**	**$208.2**	**$804.2**	**$855.6**
Gross Profit, GAAP	**$615.1**	**$691.5**	**$749.0**	**$192.2**	**$194.7**	**$194.3**	**$196.2**	**$777.5**	**$190.2**	**$194.9**	**$198.3**	**$203.9**	**$787.3**	**$837.2**
Research and Development	$50.1	$54.4	$62.7	$16.3	$14.9	$16.5	$16.3	$64.0	$14.5	$13.7	$15.1	$16.8	$60.1	$65.4
Selling, General and Administrative	$376.7	$431.8	$436.8	$110.7	$101.6	$104.8	$114.5	$431.7	$108.7	$108.9	$108.2	$118.0	$443.8	$480.7
Amortization of Intangible Assets	$32.6	$32.0	$48.3	$11.4	$11.2	$11.6	$11.6	$45.7	$11.4	$11.7	$11.9	$12.0	$46.9	$50.6
Remeasurement of Contingent Consideration			($23.0)	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
Impairment of Intangible Assets	$0.0	$10.4	$2.4	$0.0	$8.6	$0.0	$0.0	$8.6	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
Gains on Divestitures and Sale of Assets	($0.4)	($2.0)	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
Total Operating Expenses, Adjusted	**$403.6**	**$435.7**	**$455.5**	**$117.8**	**$110.8**	**$110.2**	**$115.9**	**$454.6**	**$115.8**	**$111.4**	**$112.9**	**$120.2**	**$460.4**	**$494.1**
Total Operating Expenses, GAAP	**$459.1**	**$526.7**	**$527.1**	**$138.4**	**$136.3**	**$132.9**	**$142.4**	**$549.9**	**$134.7**	**$134.3**	**$135.1**	**$146.7**	**$550.8**	**$596.8**
Adjusted EBITDA	**$311.7**	**$373.8**	**$441.9**	**$106.3**	**$115.5**	**$116.1**	**$112.8**	**$450.7**	**$106.0**	**$114.8**	**$116.5**	**$116.3**	**$453.7**	**$480.5**
EBITDA, GAAP	**$249.3**	**$262.1**	**$337.4**	**$82.6**	**$86.7**	**$88.4**	**$82.0**	**$339.8**	**$83.2**	**$87.8**	**$89.9**	**$85.5**	**$346.3**	**$359.4**
Depreciation and Amortization	$93.3	$97.2	$115.6	$28.8	$28.3	$27.0	$28.2	$112.2	$27.7	$27.1	$26.7	$28.4	$109.9	$119.0
Operating Income, Adjusted	**$218.4**	**$276.5**	**$326.3**	**$77.6**	**$87.3**	**$89.0**	**$84.6**	**$338.5**	**$78.3**	**$87.7**	**$89.8**	**$88.0**	**$343.8**	**$361.5**
Operating Income, GAAP	**$156.0**	**$164.9**	**$221.8**	**$53.9**	**$58.5**	**$61.4**	**$53.8**	**$227.6**	**$55.5**	**$60.6**	**$63.2**	**$57.1**	**$236.4**	**$240.4**
Interest and Other Expense, net, Adjusted	$14.6	$13.0	$24.8	$6.7	$7.2	$9.6	$4.3	$27.8	$5.3	$5.8	$5.5	$4.3	$21.0	$23.6
Interest and Other Expense, net, GAAP	$14.6	$13.0	$9.7	$8.7	$7.2	$9.6	$4.3	$29.9	$5.4	$5.8	$5.5	$4.4	$21.1	$23.7
Pre-Tax Income, Adjusted	**$203.8**	**$263.5**	**$301.5**	**$70.9**	**$80.1**	**$79.4**	**$80.3**	**$310.7**	**$73.0**	**$81.9**	**$84.3**	**$83.6**	**$322.8**	**$337.9**
Pre-Tax Income, GAAP	**$141.4**	**$151.9**	**$212.1**	**$45.2**	**$51.3**	**$51.8**	**$49.4**	**$197.7**	**$50.1**	**$54.8**	**$57.7**	**$52.8**	**$215.4**	**$216.6**
Income Tax, Adjusted	$48.1	$59.9	$70.0	$17.6	$19.8	$19.7	$19.9	$77.0	$18.1	$20.3	$20.9	$20.7	$80.0	$83.8
Income Tax, GAAP	$26.0	$34.3	$44.4	$11.1	$12.6	$12.7	$12.2	$48.6	$12.3	$13.5	$14.2	$13.0	$53.0	$53.3
Tax Rate, Adjusted	23.6%	22.7%	23.2%	24.9%	24.7%	24.8%	24.8%	24.8%	24.8%	24.8%	24.8%	24.8%	24.8%	24.8%
Tax Rate, GAAP	18.4%	22.6%	20.9%	24.7%	24.6%	24.6%	24.6%	24.6%	24.6%	24.6%	24.6%	24.6%	24.6%	24.6%
Net Income, Adjusted	**$155.7**	**$203.6**	**$231.5**	**$53.2**	**$60.3**	**$59.7**	**$60.4**	**$233.7**	**$54.9**	**$61.6**	**$63.4**	**$62.9**	**$242.8**	**$254.1**
Net Income, GAAP	**$115.4**	**$117.6**	**$167.7**	**$34.0**	**$38.7**	**$39.1**	**$37.3**	**$149.0**	**$37.8**	**$41.3**	**$43.5**	**$39.8**	**$162.4**	**$163.4**
Basic Shares Outstanding	50.8	50.7	50.3	48.1	47.6	47.1	46.5	47.3	46.0	45.5	44.9	44.4	45.2	43.1
Diluted Shares Outstanding	51.4	51.4	50.7	48.4	47.7	47.1	46.6	47.4	46.1	45.5	45.0	44.5	45.3	43.2
Basic EPS	**$2.24**	**$2.32**	**$3.33**	**$0.71**	**$0.81**	**$0.83**	**$0.80**	**$3.15**	**$0.82**	**$0.91**	**$0.97**	**$0.90**	**$3.59**	**$3.79**
Diluted EPS, Adjusted	**$3.03**	**$3.96**	**$4.57**	**$1.10**	**$1.27**	**$1.27**	**$1.30**	**$4.93**	**$1.19**	**$1.35**	**$1.41**	**$1.41**	**$5.37**	**$5.89**
Diluted EPS, GAAP	**$2.24**	**$2.29**	**$3.31**	**$0.70**	**$0.81**	**$0.83**	**$0.80**	**$3.14**	**$0.82**	**$0.91**	**$0.97**	**$0.89**	**$3.59**	**$3.78**

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	B
Momentum Score	C
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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