

## **Molina Healthcare (MOH)**

\$166.50 (Stock Price as of 12/15/2025)

Price Target (6-12 Months): \$114.00

Long Term: 6-12 Months **Zacks Recommendation:** Underperform (Since: 07/16/25)

Prior Recommendation: Neutral

5-Strong Sell Short Term: 1-3 Months Zacks Rank: (1-5) Zacks Style Scores:

> Value: A Growth: C Momentum: D

VGM: B

## **Summary**

Molina Healthcare faces mounting operational and financial pressures that temper its outlook. Rising regulatory uncertainty tied to ACA subsidies, reimbursement frameworks and eligibility rules adds visibility challenges and coincides with weakening Medicaid enrollment trends. High cost remains a concern, with operating expenses increasing consistently over the past three years and squeezing margins across Medicaid, Medicare and Marketplace programs. Profitability pressure has intensified further as utilization rise, reflected in a steadily worsening MCR and reduced EPS guidance for 2025. Despite a discounted valuation, the stock's underperformance and declining investor sentiment suggest the market is pricing in these ongoing headwinds, limiting near-term upside potential. As such, MOH is perceived as a risky bet that investors should exit.

## **Data Overview**

Last EPS Surprise

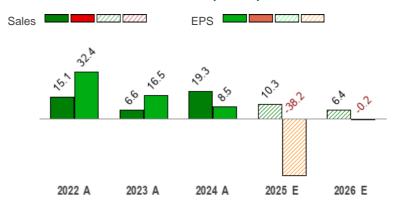
52 Week High-Low	\$359.97 - \$133.40
20 Day Average Volume (sh)	1,760,582
Market Cap	\$9.1 B
YTD Price Change	-42.1%
Beta	0.52
Dividend / Div Yld	\$0.00 / 0.0%
Industry	Medical - HMOs
Zacks Industry Rank	Bottom 12% (212 out of 243)

Last Sales Surprise	5.3%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/04/2026
Earnings ESP	38.2%
P/E TTM	9.1
P/E F1	11.9
PEG F1	-0.6
P/S TTM	0.2

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



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



## Sales Estimates (millions of \$)(2)

	Q1	Q2	Q3	Q4	Annual*
2026	11,842 E	12,126 E	11,990 E	11,787 E	47,745 E
2025	11,147 A	11,427 A	11,477 A	10,802 E	44,853 E
2024	9,931 A	9,880 A	10,340 A	10,499 A	40,650 A

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

	Q1	Q2	Q3	Q4	Annual*
2026	4.22 E	4.09 E	2.73 E	2.93 E	13.97 E
2025	6.08 A	5.48 A	1.84 A	0.60 E	14.00 E
2024	5.73 A	5.86 A	6.01 A	5.05 A	22.65 A

<sup>\*</sup>Quarterly figures may not add up to annual.

-53.7%

<sup>(1)</sup> The data in the charts and tables, except the estimates, is as of 12/15/2025.

<sup>(2)</sup> The report's text, the analyst-provided estimates, and the price target are as of 11/21/2025.

#### Overview

Founded in 1980 and headquartered in Long Beach, CA, Molina Healthcare Inc. is a multi-state managed care organization participating exclusively in government-sponsored healthcare programs such as the Medicaid program and the State Children's Health Insurance Program (SCHIP), catering to low-income persons. It is a FORTUNE 500 company.

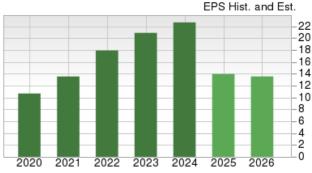
The company provides managed healthcare services under the Medicaid and Medicare programs, and through the state insurance marketplaces (the Marketplace). Strong Medicare and Medicaid performance will buoy results.

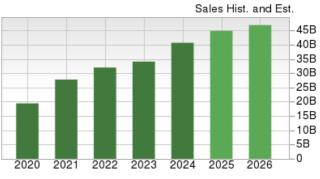
Molina Healthcare was formerly known as American Family Care Inc. until it changed its name in March 2000. The company currently operates in three segments: Medicaid, Medicare and Marketplace segments.

MOH generated premium revenues of \$38.6 billion in 2024, out of which 79.2% was derived from the Medicaid unit, 14.3% from the Medicare unit and 6.5% from the Marketplace unit.

As of Dec 31, 2024, the company served around 5.5 million members through its locally-operated health plans across several markets, indicating a 10.8% year-over-year increase. This is reflective of an improving business scenario.

The health plans are locally operated by wholly owned subsidiaries of Molina, each of which is licensed as a health maintenance organization, or HMO. Molina Healthcare derives revenues primarily from premiums

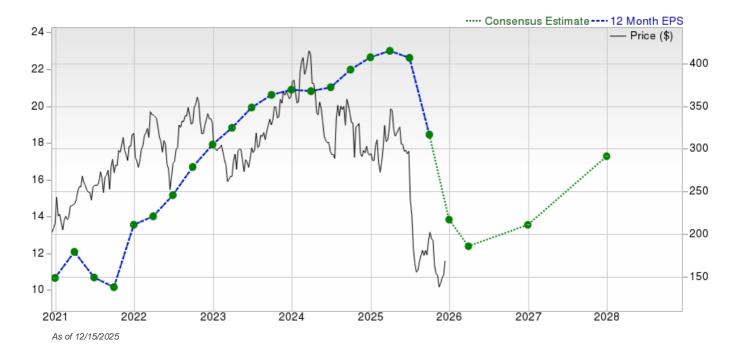




As of 11/21/2025

paid to its health plans by the relevant state Medicaid authority. The premium revenues are jointly financed by the federal government and the states.

MOH also derives revenues from the federal Centers for Medicare and Medicaid Services (CMS) in connection with its Medicare services. Its primary competitors in the Medicaid managed care industry are Centene, CVS Health, Elevance Health, and UnitedHealth Group.



#### **Reasons To Sell:**

▼ Regulatory Challenges: Molina faces rising regulatory uncertainty tied to ACA subsidies, reimbursement shifts and eligibility rules, which weakens visibility. Medicaid membership declined 5.2% in the first nine months of 2025, signaling pressure on enrollment growth. With subsidy reliance high and government support potentially tightening, long-term stability remains unclear.

Uncertainty in government funding, rising costs, deteriorating MCR and weak valuation are major headwinds to the company.

- ▼ Rising Costs and Margin Pressure: Operating expenses continue to rise despite cost-control efforts, increasing 15.1% in 2022, 5.5% in 2023, 19.8% in 2024 and 14.9% through the first nine months of 2025. Margins across Medicaid, Medicare and Marketplace programs remain under pressure. Management cut the 2025 EPS outlook to around \$14, sharply lower than
  - remain under pressure. Management cut the 2025 EPS outlook to around \$14, sharply lower than the prior at least \$19 forecast and below 2024's \$22.65.
- ▼ Deteriorating MCR: Molina's medical care ratio (MCR) worsened from 88.1% in 2023 to 89.1% in 2024 and further to 92.6% in the third quarter of 2025. Rising utilization and unpredictable medical trends continue to elevate medical costs, and management expects the overall MCR to finish 2025 at 91.3%, signaling persistent margin compression across its Medicaid, Medicare and Marketplace programs. A higher ratio means a smaller share of premiums retained after paying claims.
- ▼ Weak Valuation Sentiment: Shares trade at 9.80X forward earnings, well below the five-year median of 14.98X and the industry's 14.62X average. This discount reflects increasing investor caution rather than a clear value case. The stock has underperformed the broader industry over the past year, indicating weakening sentiment.

## Risks<sup>(2)</sup> (to the Underperform recommendation)

- Molina Healthcare has seen consistent growth in its revenue base over the past several years. In 2022, the metric climbed 15.1% year over year to \$32 billion. The top line improved 6.6% year over year in 2023 and 19.3% in 2024. It rose 12.9% year over year in the first nine months of 2025. The metric benefited from new Medicaid contract wins, expanding footprint, and acquisitions. Premium revenues for 2025 are projected to be roughly \$42.5 billion, which implies a 10% rise from the 2024 figure.
- The company's inorganic growth trend is impressive. It closed the My Choice Wisconsin acquisition in September 2023 and Bright Healthcare's California Medicare business in January 2024. The company acquired ConnectiCare in February 2025. These buyouts boost the company's portfolio and diversify income and geographic footprint.
- The company's cash and cash equivalents of \$4.2 billion at the third quarter-end were much higher than the long-term debt of \$3.7 billion. Its strong balance sheet provides robust financial flexibility. During 2023, net cash provided by operating activities more than doubled year over year. The company generated operating cash flows of \$644 million in 2024. Although, net cash used in operating activities was \$237 million in the first nine months of 2025.

## **Last Earnings Report**

#### Molina Healthcare Q3 Earnings Miss Estimates on Rising Expenses

Molina Healthcare reported third-quarter 2025 adjusted earnings per share (EPS) of \$1.84, which missed the Zacks Consensus Estimate of \$3.97. Also, the bottom line fell 69.4% from the year-ago period.

Total revenues amounted to \$11.5 billion, which improved 11% year over year. The top line also beat the consensus mark by 5.3%.

The quarterly earnings were affected by higher medical care costs and general and administrative expenses. However, rising premiums and rate hikes partially offset the negatives.

## FY Quarter Ending 12/31/2024

Earnings Reporting Date	Oct 22, 2025
Sales Surprise	5.28%
EPS Surprise	-53.65%
Quarterly EPS	1.84
Annual EPS (TTM)	18.45

#### MOH's Q3 Operational Update

Premium revenues of \$10.8 billion increased 11.8% year over year in the quarter under review and beat the Zacks Consensus Estimate of \$10.3 billion. The improvement stemmed from buyouts, rate hikes and an expanding nationwide footprint.

As of Sept. 30, 2025, total membership improved 0.5% year over year to around 5.6 million but missed the Zacks Consensus Estimate by 2%. The health insurer witnessed year-over-year increases in customers within its Medicare and Marketplace businesses.

Investment income declined 8.5% year over year to \$108 million but beat the consensus mark of \$99.9 million.

Total operating expenses of \$11.3 billion increased 14.9% year over year and were higher than our model estimate of \$10.5 billion due to a rise in medical care costs, coupled with higher general and administrative expenses. The adjusted general and administrative expense ratio decreased to 6.3% in the third quarter from 6.4% a year ago. Interest expenses of \$49 million rose from \$29 million in the prior year.

The consolidated medical care ratio (medical costs as a percentage of premium revenues), or MCR, was 92.6% in the quarter under review. The metric rose from 89.2% a year ago and was higher than the consensus mark of 90.3%. Also, the figure was higher than our estimate of 89.8%.

Molina Healthcare's adjusted net income plunged 72% year over year to \$97 million.

#### MOH's Financial Update (As of Sept. 30, 2025)

Molina Healthcare exited the third quarter with cash and cash equivalents of \$4.2 billion, which declined from the 2024-end level of \$4.7 billion. Total assets of \$15.7 billion rose from \$15.6 billion at 2024-end.

Long-term debt of \$3.7 billion rose from \$2.9 billion at 2024-end.

Total stockholders' equity of \$4.2 billion decreased from the \$4.5 billion figure at 2024-end.

Net cash used in operating activities amounted to \$237 million in the first nine months of 2025, against the \$868 million cash generated in the first nine months of 2024.

#### MOH's 2025 Guidance

Management now expects premium revenues to be around \$42.5 billion, up from the previously projected figure of \$42 billion, which indicates an improvement of around 10% from the 2024 reported figure. Adjusted EPS is now forecasted to be around \$14 this year, which implies a reduction from its prior forecast figure of at least \$19.

Adjusted net income is now projected to be \$742 million, while GAAP net income is expected to be \$630 million for 2025. Consolidated MCR is likely to stay at 91.3%. It is also expected that the effective tax rate would be 21.7% in 2025.

## **Valuation**

Molina Healthcare shares are down 53.8% in the year-to-date period and 53.7% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 33.1%, while the Zacks Medical sector is up 4.7%, in the year-to-date period. Over the past year, the Zacks sub-industry is down 42.4% while the sector is down 1.9%, respectively.

The S&P 500 index is up 14.2% in the year-to-date period and 13.2% in the past year.

The stock is currently trading at 9.80X forward 12-month earnings, which compares to 14.62X for the Zacks sub-industry, 20.59X for the Zacks sector and 22.89X for the S&P 500 index.

Over the past five years, the stock has traded as high as 23.62X and as low as 6.48X with a 5-year median of 14.98X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$114.00 price target reflects 8.31X forward earnings.

The table below shows summary valuation data for MOH.

Valuation Multiples - MOH										
		Stock	Sub-Industry	Sector	S&P 500					
	Current	9.8	14.62	20.59	22.89					
P/E F12M	5-Year High	23.62	19.57	23.63	23.81					
	5-Year Low	6.48	11.58	17.88	15.73					
	5-Year Mediar	14.98	16.2	20.59	21.2					
	Current	0.16	0.4	2.11	5.19					
P/S F12M	5-Year High	0.67	0.99	3.39	5.52					
	5-Year Low	0.16	0.34	2.01	3.84					
	5-Year Mediar	0.53	0.8	2.63	5.06					
	Current	1.74	2.06	3.73	8.19					
P/B TTM	5-Year High	7.63	4.56	6.04	9.19					
	5-Year Low	1.74	1.69	3.46	6.62					
	5-Year Mediar	5.39	3.64	4.51	8.05					

As of 11/20/2025

Source: Zacks Investment Research

## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Bottom 22% (189 out of 243)

#### ····· Industry Price — Price ····· Industry 500\_ 2021

## Top Peers (1)

Company (Ticker)	Rec	Rank
Centene Corporation (CNC)	Neutral	3
Humana Inc. (HUM)	Neutral	3
The Joint Corp. (JYNT)	Neutral	3
Select Medical Holdi(SEM)	Neutral	2
UnitedHealth Group I(UNH)	Neutral	3
Cigna Group (CI)	Underperform	4
Aethlon Medical, Inc(AEMD)	NA	
American Caresource(GNOW)	NA	

Industry Comparison <sup>(1)</sup>	Industry: Medical - Hr	Industry Peers				
	МОН	X Industry	S&P 500	AEMD	JYNT	SEN
Zacks Recommendation (Long Term)	Underperform	-	-	NA	Neutral	Neutra
Zacks Rank (Short Term)	5	-	-	0 0 0 0	4	2
VGM Score	В	-	-	•	D	А
Market Cap	9.13 B	9.13 B	39.38 B	2.59 M	129.49 M	1.91 E
# of Analysts	7	6.5	22	1	1	(
Dividend Yield	0.00%	0.00%	1.41%	0.00%	0.00%	1.62%
Value Score	Α	-	-		D	Α
Cash/Price	0.92	0.46	0.04	2.26	0.24	0.03
EV/EBITDA	2.40	6.92	14.60	0.25	31.73	7.04
PEG Ratio	-0.56	1.36	2.23	NA	NA	0.57
Price/Book (P/B)	2.18	1.75	3.35	0.15	5.88	0.95
Price/Cash Flow (P/CF)	6.45	7.27	15.20	NA	13.33	6.16
P/E (F1)	12.04	14.11	19.78	NA	NA	12.50
Price/Sales (P/S)	0.20	0.27	3.06	NA	2.39	0.36
Earnings Yield	8.28%	5.63%	4.99%	-276.76%	-0.69%	7.98%
Debt/Equity	0.92	0.72	0.57	0.00	0.00	0.87
Cash Flow (\$/share)	26.12	16.88	8.99	-42.08	0.65	2.50
Growth Score	С	-	-	NA	С	D
Hist. EPS Growth (3-5 yrs)	18.27%	4.77%	8.16%	NA	-50.83%	-9.11%
Proj. EPS Growth (F1/F0)	-38.19%	-38.92%	8.57%	83.29%	40.00%	30.85%
Curr. Cash Flow Growth	7.95%	-4.12%	6.75%	-28.70%	-8.56%	-30.27%
Hist. Cash Flow Growth (3-5 yrs)	12.42%	6.11%	7.43%	-7.90%	13.39%	-3.40%
Current Ratio	1.68	1.39	1.19	4.45	1.83	1.09
Debt/Capital	47.89%	42.71%	38.01%	0.00%	0.00%	46.56%
Net Margin	1.98%	1.98%	12.78%	NA	-1.78%	2.05%
Return on Equity	22.95%	10.34%	17.00%	-241.77%	-0.98%	7.41%
Sales/Assets	2.79	1.74	0.53	NA	0.71	0.94
Proj. Sales Growth (F1/F0)	10.30%	9.97%	5.77%	NA	1.90%	4.40%
Momentum Score	D	-	-		D	C
Daily Price Chg	0.96%	0.37%	-1.07%	0.00%	-3.01%	-0.13%
1 Week Price Chg	10.96%	3.36%	-0.63%	-8.11%	2.83%	3.42%
4 Week Price Chg	22.51%	6.08%	1.39%	-31.31%	5.96%	17.71%
12 Week Price Chg	-3.79%	-1.90%	2.45%	-53.30%	-12.55%	24.86%
52 Week Price Chg	-44.39%	-20.96%	12.83%	-88.15%	-20.96%	-20.84%
20 Day Average Volume	1,760,582	1,322,178	2,728,366	262,999	129,873	1,132,958
(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%	-0.01%	0.00%	0.53%	0.00%	0.74%
(F1) EPS Est 12 week change	-24.83%	1.12%	0.69%	52.35%	-300.00%	5.22%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	18.95%	0.00%	-3.40%

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

Molina Healthcare, Inc. (MOH)

In \$MM, except per share data

	2022A	2023A	2024A			2025E					2026E			2027E
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends December 31st	Dec-22	Dec-23	Dec-24	31-Mar-25	30-Jun-25	30- Sep-25	31-Dec-25	Dec-25	31-Mar-26	30-Jun-26	30- Sep-26	31-Dec-26	Dec-26	Dec-27
Income Statement														
Total Revenue	\$31,974.0	\$34,072.0	\$40,650.0	\$11,147.0	\$11,427.0	\$11,477.0	\$10,801.6	\$44,852.6	\$11,841.8	\$12,125.9	\$11,989.5	\$11,787.3	\$47,744.5	\$52,536.7
YoY % Chng	15.1%	6.6%	19.3%	12.2%	15.7%	11.0%	2.9%	10.3%	6.2%	6.1%	4.5%	9.1%	6.4%	10.0%
Medical Care Costs	\$27,175.0	\$28,669.0	\$34,428.0	\$9,479.0	\$9,829.0	\$10,044.0	\$9,481.5	\$38,833.5	\$10,229.7	\$10,565.7	\$10,407.3	\$10,266.2	\$41,469.0	\$45,825.2
YoY % Chng	14.6%	5.5%	20.1%	12.7%	17.5%	16.2%	5.3%	12.8%	7.9%	7.5%	3.6%	8.3%	6.8%	10.5%
General and Administrative Expenses	\$2,311.0	\$2,462.0	\$2,743.0	\$774.0	\$711.0	\$729.0	\$689.4	\$2,903.4	\$861.5	\$794.0	\$820.0	\$766.3	\$3,241.8	\$3,609.6
YoY % Chng	11.8%	6.5%	11.4%	8.9%	2.9%	7.8%	3.7%	5.8%	11.3%	11.7%	12.5%	11.2%	11.7%	11.3%
Premium Tax Expenses	\$873.0	\$1,069.0	\$1,486.0	\$388.0	\$431.0	\$506.0	\$491.9	\$1,816.9	\$371.7	\$404.1	\$496.1	\$466.8	\$1,738.7	\$1,454.2
YoY % Chng	10.9%	22.5%	39.0%	30.6%	44.6%	(0.4%)	28.4%	22.3%	(4.2%)	(6.2%)	(2.0%)	(5.1%)	(4.3%)	(16.4%)
Depreciation & Amortization	\$176.0	\$171.0	\$186.0	\$48.0	\$58.0	\$45.0	\$52.6	\$203.6	\$52.6	\$61.6	\$48.9	\$53.2	\$216.3	\$231.8
YoY % Chng	34.4%	(2.8%)	8.8%	6.7%	26.1%	(4.3%)	9.6%	9.5%	9.6%	6.1%	8.6%	1.2%	6.2%	7.2%
Impairment	\$208.0	\$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														
Other Operating Expenses	\$58.0	\$128.0	\$100.0	\$25.0	\$25.0	\$16.0	\$22.0	\$88.0	\$25.6	\$26.0	\$16.0	\$23.8	\$91.4	\$99.4
YoY % Chng	(4.9%)	120.7%	(21.9%)	(34.2%)	(41.9%)	1,700.0%	9.8%	(12.0%)	2.5%	4.0%	(0.0%)	8.4%	3.9%	8.7%
Total Operating Expenses	\$30,801.0	\$32,499.0	\$38,943.0	\$10,714.0	\$11,054.0	\$11,340.0	\$10,737.4	\$43,845.4	\$11,541.2	\$11,851.4	\$11,788.3	\$11,576.4	\$46,757.3	\$51,220.1
YoY % Chng	15.1%	5.5%	19.8%	12.7%	17.0%	14.9%	6.1%	12.6%	7.7%	7.2%	4.0%	7.8%	6.6%	9.5%
EBITDA	<b>\$1</b> ,349.0	\$1,744.0	\$1,893.0	\$481.0	\$431.0	\$182.0	\$116.8	\$1,210.8	\$353.2	\$336.0	\$250.1	\$264.1	\$1,203.5	\$1,548.4
YoY % Chng	17.2%	29.3%	8.5%	2.1%	(10.2%)	(64.6%)	(72.7%)	(36.0%)	(26.6%)	(22.0%)	37.4%	126.2%	(0.6%)	28.7%
Operating Income	\$1,173.0	\$1,573.0	\$1,707.0	\$433.0	\$373.0	\$137.0	\$64.2	\$1,007.2	\$300.6	\$274.5	\$201.2	\$210.9	\$987.2	\$1,316.5
YoY % Chng	15.0%	34.1%	8.5%	1.6%	(14.1%)	(70.7%)	(83.1%)	(41.0%)	(30.6%)	(26.4%)	46.9%	228.6%	(2.0%)	33.4%
Interest Expense	\$110.0	\$109.0	\$118.0	\$43.0	\$48.0	\$49.0	\$47.4	\$187.4	\$43.6	\$48.9	\$49.2	\$48.9	\$190.7	\$206.0
YoY % Chng	(8.3%)	(0.9%)	8.3%	59.3%	71.4%	69.0%	39.5%	58.8%	1.3%	1.9%	0.4%	3.2%	1.7%	8.1%
Other Expenses, net	\$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 Other Expenses	\$110.0	\$109.0	\$118.0	\$43.0	\$48.0	\$49.0	\$47.4	\$187.4	\$43.6	\$48.9	\$49.2	\$48.9	\$190.7	\$206.0
YoY % Chng	(24.1%)	(0.9%)	8.3%	59.3%	71.4%	69.0%	39.5%	58.8%	1.3%	1.9%	0.4%	3.2%	1.7%	8.1%
Pre-Tax Income	\$1,063.0	\$1,464.0	\$1,589.0	\$390.0	\$325.0	\$88.0	\$16.7	\$819.7	\$257.1	\$225.5	\$152.0	\$161.9	\$796.5	\$1,110.5
YoY % Chng	21.5%	37.7%	8.5%	(2.3%)	(20.0%)	(79.9%)	(95.2%)	(48.4%)	(34.1%)	(30.6%)	72.7%	866.9%	(2.8%)	39.4%
Income Tax	\$271.0	\$373.0	\$410.0	\$92.0	\$70.0	\$9.0	\$4.7	\$175.7	\$66.1	\$58.0	\$39.1	\$41.6	\$204.7	\$285.4
YoY % Chng	25.5% 25.5%	37.6%	9.9%	(6.1%)	(33.3%)	(92.0%)	(95.1%)	(57.1%)	(28.2%)	(17.2%)	334.1%	787.5%	16.5%	39.4%
Tax Rate		25.5%	25.8%	23.7%	21.5% <b>\$294.0</b>	10.2%	28.0%	21.4%	25.7%	25.7%	25.7% \$135.1	25.7%	25.7%	25.7%
Net Income, Adjusted	\$1,048.0	\$1,213.0	\$1,308.0	\$333.0		\$97.0	\$30.8	\$754.8	\$208.8	\$202.2		\$144.7	\$690.8	\$933.4
YoY % Chng Net Income, GAAP	32.2% \$792.0	15.7% \$1,091.0	7.8% \$1,179.0	(0.3%) \$298.0	(13.8%) \$255.0	(72.0%) \$79.0	(89.2%) <b>\$12.1</b>	(42.3%) \$644.1	(37.3%) \$191.0	(31.2%) \$167.6	39.2% \$112.9	370.7% \$120.3	(8.5%) \$591.8	35.1% \$825.1
*	I I	- *											-	
YoY % Chng Diluted Shares Outstanding	20.2% 58.5	37.8% 58.1	8.1% 57.7	(1.0%) 54.8	(15.3%) 53.7	(75.8%) 52.5	(95.2%) 50.9	(45.4%) 53.0	(35.9%) 49.4	(34.3%) 49.4	43.0% 49.4	897.8% 49.4	(8.1%) 49.4	39.4% 49.4
YoY % Chng	(0.2%)	(0.7%)	(0.7%)	(6.0%)	(7.7%)	(9.0%)	(9.9%)	(8.2%)	(9.8%)	(7.9%)	(5.8%)	(2.9%)	(6.7%)	0.0%
Diluted EPS, Adjusted	\$17.92	\$20.88	\$22.65	\$6.08	\$5.48	\$1.84	\$0.60	(8.2%) \$14.00	(9.8%) \$4.22	\$4.09	(5.8%) \$2.73	\$2.93	\$13.97	\$18.88
YoY % Chnq	\$17.9Z 32.3%	<b>\$20.00</b> 16.5%	\$22.05 8.5%	\$0.00 6.1%	(6.5%)	(69.4%)	(88.0%)		(30.5%)	(25.4%)	48.5%	384.6%		\$10.00 35.1%
Diluted EPS, GAAP	\$13.55	\$18.77	\$20.42	\$5.45	(6.5%) \$4.75	(69.4%) \$1.51	(88.0%) \$0.24	(38.2%) \$11.95	(30.5%) \$3.86	(25.4%) \$3,39	\$2.28	\$2.43	(0.2%) \$11.97	\$16.69
*	\$13.55 20.4%	\$18.77 38.5%	\$20.42 8.8%	\$5.45 5.4%	(8.1%)	(73.3%)	(94.7%)	\$11.95 (41.5%)	(29.1%)	(28.6%)	\$2.28 51.3%	<b>\$2.43</b> 927.3%	\$11.97 0.2%	\$16.69 39.4%
YoY % Chnq	20.4%	38.5%	8.8%	5.4%	(8.1%)	(/3.3%)	(34.7%)	(41.5%)	(29.1%)	(28.6%)	51.3%	927.3%	0.2%	39.4%

## **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.

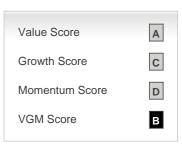
#### **Zacks Rank**

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.

### **Zacks Style Scores**

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.



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.

## **Disclosures**

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless otherwise indicated in the report's first-page footnote. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts' personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts' compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.