

Republic Services (RSG)

\$210.93 (Stock Price as of 01/06/2026)

Price Target (6-12 Months): **\$226.00**

Long Term: 6-12 Months | **Zacks Recommendation:** **Neutral**
(Since: 01/28/21)
Prior Recommendation: Outperform

Short Term: 1-3 Months | **Zacks Rank:** (1-5) **4-Sell**
Zacks Style Scores: VGM: C
Value: C | Growth: B | Momentum: C

Summary

Republic Services is poised to grow on the back of an expanding North American solid waste management market. Its collection segment comprises the bulk of the top line and is anticipated to grow on the back of rising municipal solid waste. Shifting to electric vehicles can be a successful move as it reduces RSG's fleet emissions and positions it well in the market. Increasing dividends in the last three years and consistent share repurchases support prices, which is evident from the 5.5% increase in a year. We have a neutral recommendation on the stock in anticipation of a correction. Other concerns include operational risks associated with obtaining and maintaining permits, stiff competition, and a low current ratio.

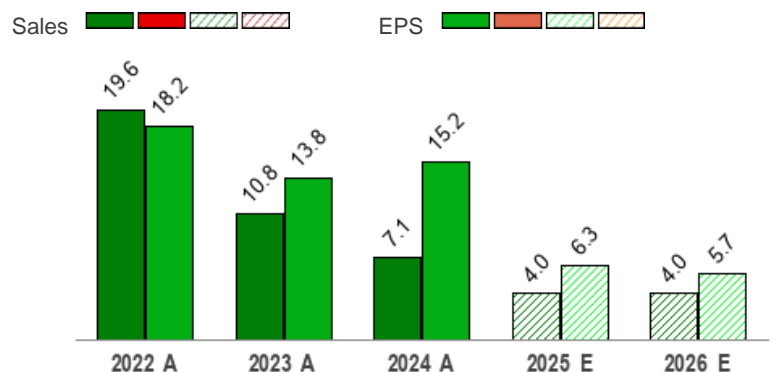
Price, Consensus & Surprise⁽¹⁾



Data Overview

52 Week High-Low	\$258.75 - \$200.24
20 Day Average Volume (sh)	1,360,495
Market Cap	\$65.9 B
YTD Price Change	0.4%
Beta	0.55
Dividend / Div Yld	\$2.50 / 1.2%
Industry	Waste Removal Services
Zacks Industry Rank	Bottom 32% (165 out of 244)

Sales and EPS Growth Rates (Y/Y %)⁽²⁾



Last EPS Surprise	7.3%
Last Sales Surprise	-1.0%
EPS F1 Est- 4 week change	-0.6%
Expected Report Date	02/12/2026
Earnings ESP	-0.2%

Sales Estimates (millions of \$)⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	4,157 E	4,373 E	4,385 E	4,422 E	17,338 E
2025	4,009 A	4,235 A	4,212 A	4,219 E	16,675 E
2024	3,862 A	4,048 A	4,076 A	4,046 A	16,032 A

EPS Estimates⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	1.69 E	1.83 E	1.87 E	1.87 E	7.26 E
2025	1.58 A	1.77 A	1.90 A	1.62 E	6.87 E
2024	1.45 A	1.61 A	1.81 A	1.58 A	6.46 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 01/06/2026.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/24/2025.

Overview

Republic Services is a leading provider of non-hazardous solid waste collection, transfer, disposal, recycling, and energy services. As of Dec 31, 2024, the company operated through 367 collection operations, 248 transfer stations, 208 active landfills, 75 recycling centers, two treatment, recovery and disposal facilities, 23 treatment, storage and disposal facilities, 14 deep injection wells, 1 polymer center and 5 saltwater disposal wells, across the United States and Canada.

The company generates revenues mainly from its solid waste collection operations. The remaining revenues come from other services, which include transfer stations, landfill disposal, recycling, and energy services.

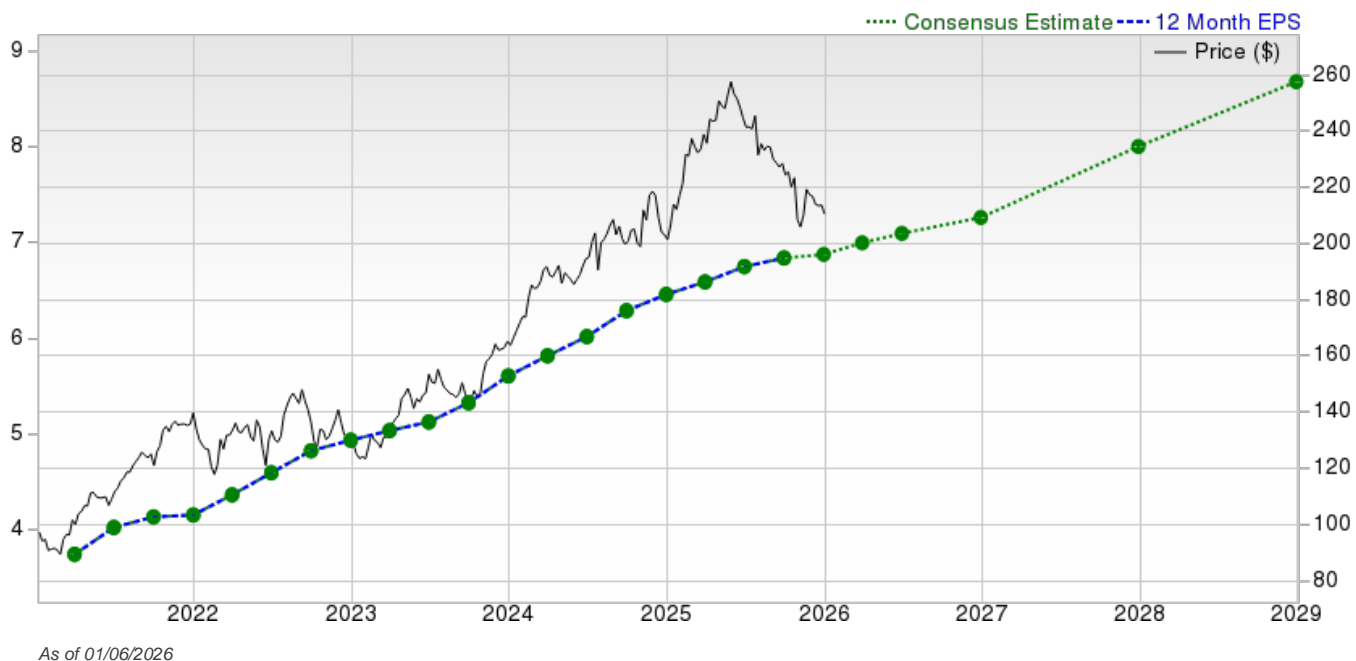
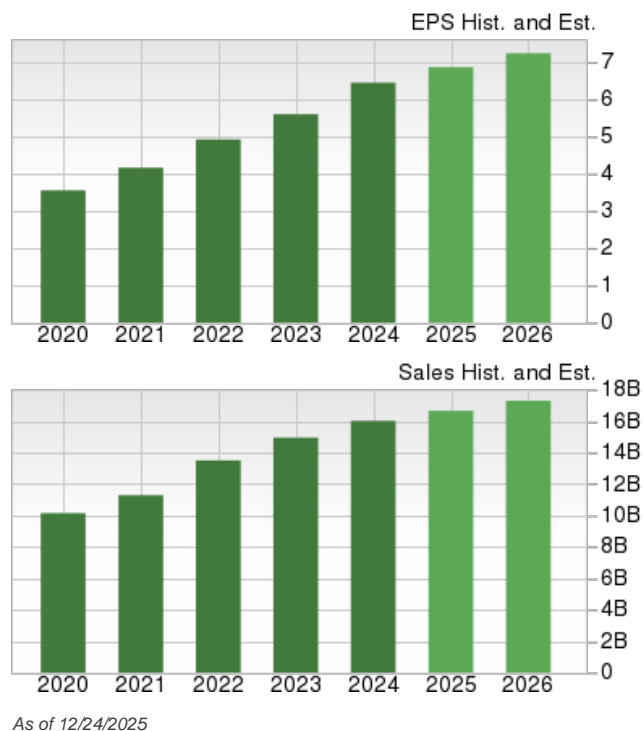
The Collection Services unit (68% of 2024 revenues) provides commercial, residential, industrial and other services. Residential collection operations are performed under contracts with municipalities and include collection of refuse from containers into collection vehicles and dumped to transfer stations or landfills.

Environmental Services (11%) provides collection, treatment, consolidation, disposal and recycling of hazardous and non-hazardous waste; field and industrial services; equipment rental; emergency response and standby services; and in-plant services.

Landfill Services revenues (11%) are generated from tipping fees charged to third parties. The Landfill unit uses highly engineered systems with several layers of environmental protection to boost the overall energy output. The company owns or operates 190 active landfills.

The Transfer Services unit (5%) deposits waste at its transfer stations which cost-effectively provide collection operations to consolidate waste and reduce transportation costs. Revenues are generated by charging extras or disposal fees. RSG operates 207 transfer stations.

Recycling Services and other non-core revenues (5%) are generated via the processing and sale of old corrugated containers, old newsprint, aluminum, glass and other materials. The company owns or operates 75 recycling processing centers. Other non-core revenues consist of revenues from National Accounts.



Reasons To Buy:

- ▲ Per Mordor Intelligence, the **North America Solid Waste Management market** is projected to increase from \$76.3 billion in 2025 to \$89 billion by 2030, at a CAGR of 3.1% from 2025-2030. Rapid urbanization in North America has increased waste generation. The surge in urban population across the U.S. and Canada is anticipated to amplify solid waste production. Furthermore, the rising adoption of zero-waste initiatives and industrial growth across the region are contributing to a rise in commercial and industrial waste. Leveraging the favorable market forces, RSG's top line increased 7.1% year over year in 2024 and is expected to grow 4% in 2025.
- ▲ Nearly 68% of RSG's top line is generated from its **collection segment** over the past three quarters. Per the United Nations Environment Programme, municipal solid waste generation is anticipated to grow from 2.1 billion tons in 2023 to 3.8 billion tons by 2050. We believe that the surge in solid waste will necessitate an increase in collection frequency, with the increased demand making people willing to pay more for disposal. This would pave the way for Republic Services to charge higher subscription fees and, thereby, boost its top line.
- ▲ RSG's strategy to adopt electric vehicles (EVs) significantly lowers the company's environmental impact through a **reduction in fleet emissions**. Management anticipates an improvement in the total cost of ownership, creating a strong competitive edge in key communities. Partnerships for electric trucks, alongside the company's existing 52 EVs and 22 charging facilities as of 2024, portray its commitment to scaling electrification. Republic Services is poised to deploy EVs across its fleet, capitalizing on the potential to expand and enhance its market position as the technology advances.
- ▲ Republic Services consistently rewards its shareholders through **dividend payments and share repurchases**. The consistency has persisted despite the fluctuations in RSG's cash position, underscoring its dedication to returning value to investors. In 2022, 2023 and 2024, the company paid \$592.9 million, \$650 million and \$687 million in dividends and repurchased shares worth \$203.5 million, \$261.8 million and \$482 million, respectively. These initiatives not only instill investors' confidence but also positively impact earnings per share. Such consistent returns to shareholders, coupled with a positive impact on the bottom line, have contributed to the 5.5% growth in RSG's share price in a year.

RSG's top line increases as the market expands and the collection segment grows while shifting to EVs reduces cost. Shareholder-friendly policies are an added advantage.

Reasons To Sell:

- ▼ There is always a certain amount of uncertainty about Republic Services' ability to **obtain or maintain permits**, required for its landfill operation, waste processing, hazardous waste handling and many more, due to the associated difficulty and expense. Permits often take years to obtain and are often subjected to resistance from citizens or other groups and political pressures. These actors could challenge permits, accuse violations, or seek legal action for environmental damage, hurting RSG's reputation. Responding to these challenges might increase costs and limit its ability to conduct business.
- ▼ Republic Services operates in a highly competitive solid waste industry. Large national waste management companies, multiple municipalities, and several other regional and smaller companies give tough competition to the company. Municipalities are particularly a threat to the company's market share as they maintain their own waste collection and disposal activities and benefit from the availability of tax revenues and tax-exempt financing. Competition as such results in pressure on RSG to continually innovate and differentiate its offerings while maintaining cost efficiency. Therefore, the importance of investing in technology and talent to stay ahead in the game increases the **difficulty in balancing growth and profitability**.
- ▼ Republic Services' current ratio (a measure of liquidity) at the end of the third quarter of 2025 was 0.58, declining 12% from the preceding quarter due to a fall in cash reserves. The metric is lower than the industry average of 0.98. A **current ratio of less than 1** implies that the company might face trouble in covering its short-term obligations.

The difficulty and expense involved in obtaining and maintaining permits is a long-term concern. Fierce competition and low liquidity affect profitability.

Last Earnings Report

Republic Services Beats Q3 Earnings Estimates

Republic Services reported mixed third-quarter 2025 results. Earnings surpassed the Zacks Consensus Estimate, while revenues missed the same.

RSG's earnings per share (EPS) of \$1.90 beat the Zacks Consensus Estimate by 7.3% and gained 5% from the year-ago quarter. Revenues of \$4.2 billion missed the consensus mark by 1% but gained 3.3% year over year.

FY Quarter Ending 12/31/2025

Earnings Reporting Date	Oct 30, 2025
Sales Surprise	-0.99%
EPS Surprise	7.34%
Quarterly EPS	1.90
Annual EPS (TTM)	6.83

Republic Services' Segmental Revenues

Revenues from Collection totaled \$2.8 billion, rising 3.4% from the year-ago quarter, missing our estimate of \$2.9 billion. Environmental Solutions' revenues (net) of \$433 million declined 6.9% year over year, missing our projection of \$483.9 million.

Revenues (net) in the Transfer and Landfill segments were \$224 million and \$516 million, increasing 5.7% and 13.9% on a year-over-year basis, respectively. Revenues of the Transfer and Landfill segments surpassed our estimations of \$214.3 million and \$476.7 million, respectively.

The Other segment's revenues of \$204 million were in line with the year-ago quarter and missed our estimate of \$212.8 million.

Operating Results of RSG

Adjusted EBITDA for the quarter was \$1.4 billion, up 6.1% from the year-ago quarter, meeting our estimate. The adjusted EBITDA margin was 32.8%, up 80 basis points from the year-ago quarter, surpassing our projection of 31.7%.

Balance Sheet & Cash Flow of RSG

Republic Services exited the third quarter of 2025 with cash and cash equivalents of \$84 million compared with \$122 million at the end of the second quarter of 2025. The long-term debt (net of current maturities) was \$12.4 billion compared with \$12.5 billion at the end of the preceding quarter.

RSG generated \$1.2 billion in cash from operating activities in the third quarter of 2025. The adjusted free cash flow was \$771 million. Capital expenditure was \$456 million.

RSG's 2025 Guidance

For 2025, RSG expects revenues of \$16.68 billion. The company expects an adjusted EPS of \$6.82-\$6.90. The adjusted EBITDA view is \$5.28-\$5.33 billion.

Valuation

Republic Services shares have declined 12.2% over the past six months but gained 5.5% in the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Business Services sector declined 7.1% and 6.5% over the past six months, respectively. In the past year, the Zacks sub-industry gained 1% while the sector declined 8.2%.

The S&P 500 index is up 16.4% and 17.5% in the year-to-date period and the past year, respectively.

The stock is currently trading at a trailing 12-month EV/EBITDA of 14.9X, which compares to 12.65X for the Zacks sub-industry, 11.04X for the Zacks sector and 18.69X for the S&P 500 index.

Over the past five years, the stock has traded as high as 18.42X and as low as 12.19X, with a 5-year median of 14.83X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$226.00 price target reflects 31.09X forward 12-month earnings.

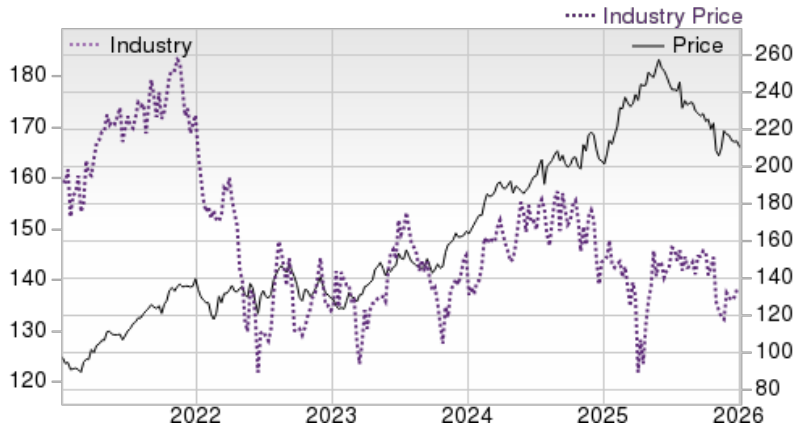
The table below shows summary valuation data for RSG.

Valuation Multiples - RSG					
		Stock	Sub-Industry	Sector	S&P 500
EV/EBITDA TTM	Current	14.9	12.65	11.04	18.69
	5-Year High	18.42	14.35	16.72	22.37
	5-Year Low	12.19	10.8	9.48	13.85
	5-Year Median	14.83	12.84	11.49	17.94
P/E F12M	Current	29.28	25.27	21.09	23.3
	5-Year High	35.92	33.5	32.24	23.78
	5-Year Low	23.51	23.48	17.13	15.73
	5-Year Median	28.21	28.04	20.84	21.22
P/S F12M	Current	3.81	2.66	3.45	5.27
	5-Year High	4.68	3.16	5.84	5.5
	5-Year Low	2.61	2.21	2.76	3.82
	5-Year Median	3.36	2.64	3.72	5.04

As of 12/23/2025

Source: Zacks Investment Research

Industry Analysis⁽¹⁾ Zacks Industry Rank: Bottom 32% (165 out of 244)



Top Peers⁽¹⁾

Company (Ticker)	Rec	Rank
Core & Main, Inc. (CNM)	Outperform	1
GFL Environmental In...(GFL)	Neutral	4
Montrose Environmen...(MEG)	Neutral	2
Quest Resource Holdi...(QRHC)	Neutral	3
Waste Connections, I...(WCN)	Neutral	3
Waste Management, In...(WM)	Neutral	3
Clean Harbors, Inc. (CLH)	Underperform	4
Aqua Metals, Inc. (AQMS)	NA	

Industry Comparison⁽¹⁾ Industry: Waste Removal Services

	RSG	X Industry	S&P 500	CLH	WCN	WM
Zacks Recommendation (Long Term)	Neutral	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	4	3	3
VGM Score	C	-	-	C	D	B
Market Cap	65.89 B	910.30 M	39.40 B	13.04 B	44.48 B	88.41 B
# of Analysts	11	4	22	5	12	12
Dividend Yield	1.17%	0.00%	1.39%	0.00%	0.80%	1.50%
Value Score	C	-	-	C	D	C
Cash/Price	0.00	0.03	0.04	0.07	0.00	0.00
EV/EBITDA	16.44	14.88	14.79	13.73	23.42	17.15
PEG Ratio	5.15	2.24	2.04	NA	3.14	2.46
Price/Book (P/B)	5.55	3.02	3.38	4.70	5.50	9.29
Price/Cash Flow (P/CF)	17.47	15.92	15.41	15.99	18.60	16.57
P/E (F1)	30.98	26.48	18.79	31.00	30.77	26.48
Price/Sales (P/S)	3.99	2.85	3.12	2.19	4.76	3.57
Earnings Yield	3.41%	3.48%	5.32%	3.23%	3.25%	3.78%
Debt/Equity	1.04	0.69	0.57	1.00	1.07	2.36
Cash Flow (\$/share)	12.19	1.53	8.98	15.27	9.35	13.24
Growth Score	B	-	-	B	C	B
Hist. EPS Growth (3-5 yrs)	14.69%	13.46%	8.24%	26.26%	14.48%	13.64%
Proj. EPS Growth (F1/F0)	6.35%	11.19%	9.18%	-2.29%	7.52%	3.87%
Curr. Cash Flow Growth	13.10%	9.95%	7.00%	7.63%	15.41%	8.76%
Hist. Cash Flow Growth (3-5 yrs)	11.67%	11.57%	7.49%	14.37%	10.44%	8.39%
Current Ratio	0.58	1.51	1.19	2.44	0.67	0.84
Debt/Capital	50.99%	41.28%	38.14%	49.90%	51.64%	70.25%
Net Margin	12.77%	2.65%	12.77%	6.51%	6.65%	10.35%
Return on Equity	18.24%	2.66%	17.03%	14.61%	16.07%	33.00%
Sales/Assets	0.50	0.62	0.53	0.81	0.46	0.55
Proj. Sales Growth (F1/F0)	4.00%	4.48%	5.29%	1.60%	6.20%	14.50%
Momentum Score	C	-	-	D	F	A
Daily Price Chg	1.26%	0.98%	0.64%	0.29%	-0.10%	0.48%
1 Week Price Chg	-1.49%	-0.67%	-0.05%	1.08%	-2.26%	-1.22%
4 Week Price Chg	0.66%	0.25%	0.81%	2.15%	2.08%	4.38%
12 Week Price Chg	-4.57%	-2.22%	3.72%	3.03%	1.13%	1.08%
52 Week Price Chg	5.92%	2.18%	15.51%	6.18%	1.19%	8.76%
20 Day Average Volume	1,360,495	103,495	2,399,304	315,252	912,706	1,548,594
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	-0.29%	0.00%
(F1) EPS Est 4 week change	-0.57%	0.00%	0.00%	-0.56%	-0.64%	0.10%
(F1) EPS Est 12 week change	-3.00%	-2.11%	0.44%	-9.08%	-1.78%	-2.68%
(Q1) EPS Est Mthly Chg	-0.07%	0.00%	0.00%	0.00%	-0.50%	-0.06%

Analyst Earnings Model⁽²⁾

Republic Services, Inc. (RSG)

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	\$13,511.3	\$14,964.5	\$16,032.0	\$4,009.0	\$4,235.0	\$4,212.0	\$4,219.2	\$16,675.2	\$4,157.1	\$4,373.4	\$4,385.2	\$4,422.3	\$17,338.0	\$18,132.6
Labor & Related Benefits	\$2,702.9	\$2,993.9	\$3,213.0	\$818.0	\$844.0	\$812.0	\$884.3	\$3,358.3	\$858.1	\$883.5	\$867.0	\$888.6	\$3,497.2	\$3,600.7
Transfer & Disposal Costs	\$992.9	\$1,056.3	\$1,101.0	\$253.0	\$279.0	\$275.0	\$275.3	\$1,082.3	\$269.7	\$285.7	\$285.9	\$279.3	\$1,120.6	\$1,195.3
Maintenance & Repairs	\$1,228.4	\$1,388.3	\$1,468.0	\$359.0	\$379.0	\$384.0	\$379.6	\$1,501.6	\$374.3	\$394.4	\$396.2	\$389.8	\$1,554.6	\$1,622.3
Transportation & Subcontract Costs	\$1,086.5	\$1,171.0	\$1,212.0	\$292.0	\$302.0	\$302.0	\$313.2	\$1,209.2	\$301.5	\$316.8	\$318.9	\$331.6	\$1,268.7	\$1,353.9
Fuel	\$631.1	\$541.6	\$470.0	\$114.0	\$116.0	\$120.0	\$123.7	\$473.7	\$118.1	\$124.2	\$125.6	\$126.9	\$494.8	\$518.3
Disposal Fees & Taxes	\$342.3	\$347.9	\$351.0	\$83.0	\$96.0	\$95.0	\$92.2	\$366.2	\$91.2	\$97.3	\$97.1	\$97.5	\$383.2	\$401.0
Landfill Operating Costs	\$283.2	\$333.0	\$367.0	\$90.0	\$104.0	\$99.0	\$98.1	\$391.1	\$97.4	\$103.6	\$102.9	\$103.8	\$407.7	\$426.3
Risk Management	\$321.4	\$385.2	\$401.0	\$104.0	\$109.0	\$109.0	\$108.1	\$430.1	\$107.2	\$112.7	\$113.0	\$113.8	\$446.7	\$467.1
Other	\$616.0	\$725.0	\$796.0	\$201.0	\$220.0	\$227.0	\$216.1	\$864.1	\$215.3	\$228.4	\$229.3	\$229.4	\$902.4	\$944.1
US Ecology Inc. Acquisition, Integration & Deal Costs	\$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	\$0.0
Gain on Certain Divestitures and Impairments, net			(\$29.0)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Total Cost of Operations	\$8,205.0	\$8,942.2	\$9,350.0	\$2,314.0	\$2,449.0	\$2,423.0	\$2,490.7	\$9,676.7	\$2,433.0	\$2,546.6	\$2,535.9	\$2,560.7	\$10,076.2	\$10,529.1
Gross Profit	\$5,306.3	\$6,022.3	\$6,682.0	\$1,695.0	\$1,786.0	\$1,789.0	\$1,728.4	\$6,998.4	\$1,724.1	\$1,826.8	\$1,849.3	\$1,861.6	\$7,261.8	\$7,603.5
Depreciation, Amortization, Depletion	\$1,351.6	\$1,501.4	\$1,677.0	\$434.0	\$463.0	\$459.0	\$455.7	\$1,811.7	\$451.6	\$475.6	\$476.2	\$479.8	\$1,883.2	\$1,969.1
Accretion	\$89.6	\$97.9	\$107.0	\$28.0	\$28.0	\$29.0	\$28.6	\$113.6	\$28.3	\$29.6	\$29.9	\$30.1	\$117.9	\$123.3
Selling, General and Administrative	\$1,454.3	\$1,608.7	\$1,674.0	\$427.0	\$425.0	\$422.0	\$440.4	\$1,714.4	\$417.2	\$432.2	\$431.7	\$433.4	\$1,714.5	\$1,722.1
Withdrawal Costs - Multiemployer Pension Funds	(\$1.6)	\$4.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Gain on Business Divestitures & Impairments, Net	(\$6.3)	(\$3.6)	(\$1.0)	(\$2.0)	\$3.0	\$0.0	\$0.0	\$1.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Restructuring Charges	\$27.0	\$33.2	\$29.0	\$4.0	\$6.0	\$3.0	\$2.0	\$15.0	\$3.7	\$3.8	\$3.3	\$3.3	\$14.2	\$14.4
Adjusted EBITDA	\$3,929.3	\$4,447.1	\$4,979.0	\$1,268.0	\$1,361.0	\$1,383.0	\$1,288.0	\$5,300.0	\$1,306.9	\$1,394.7	\$1,417.6	\$1,428.2	\$5,547.3	\$5,881.4
EBITDA	\$3,667.3	\$4,285.0	\$4,723.0	\$1,254.0	\$1,350.0	\$1,267.0	\$1,187.0	\$5,058.0	\$1,261.1	\$1,338.8	\$1,349.7	\$1,358.3	\$5,307.8	\$5,618.9
Operating Income	\$2,391.7	\$2,780.2	\$3,196.0	\$804.0	\$861.0	\$836.0	\$801.6	\$3,302.6	\$823.2	\$885.6	\$908.3	\$915.0	\$3,532.1	\$3,774.5
Interest Expense	\$395.6	\$508.2	\$539.0	\$140.0	\$145.0	\$143.0	\$150.0	\$578.0	\$144.1	\$151.3	\$152.1	\$154.3	\$601.8	\$629.9
Loss on Extinguishment of Debt	\$0.0	\$0.2	\$2.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Interest Income	\$3.3	\$6.5	\$9.0	\$2.0	\$2.0	\$2.0	\$2.0	\$8.0	\$2.0	\$2.1	\$2.1	\$2.1	\$8.3	\$8.7
Interest Expense, Net	\$392.3	\$501.7	\$530.0	\$138.0	\$143.0	\$141.0	\$148.0	\$570.0	\$142.1	\$149.2	\$150.0	\$152.1	\$593.5	\$621.2
Other (Income) Expense, Net	\$2.3	(\$7.5)	(\$23.0)	(\$11.0)	(\$4.0)	(\$7.0)	\$7.0	(\$15.0)	(\$3.8)	(\$10.8)	(\$12.5)	(\$7.3)	(\$34.4)	(\$38.0)
Loss(Gain) from Unconsolidated Equity Method Investments	\$165.6	\$94.3	\$255.0	\$12.0	\$2.0	\$57.0	\$99.0	\$170.0	\$42.1	\$52.0	\$64.7	\$66.6	\$225.4	\$248.1
Pre-Tax Income, Adjusted	\$1,927.9	\$2,259.3	\$2,417.0	\$667.0	\$729.0	\$704.0	\$549.7	\$2,649.7	\$646.6	\$699.0	\$709.3	\$706.9	\$2,761.7	\$2,957.7
Pre-Tax Income, GAAP	\$1,831.5	\$2,191.5	\$2,432.0	\$665.0	\$720.0	\$645.0	\$547.6	\$2,577.6	\$642.8	\$695.1	\$706.0	\$703.6	\$2,747.5	\$2,943.3
Income Tax, Adjusted	\$365.1	\$484.2	\$385.0	\$171.0	\$173.0	\$110.0	\$47.4	\$501.4	\$122.4	\$132.3	\$134.2	\$133.8	\$522.6	\$559.7
Income Tax, GAAP	\$343.9	\$460.1	\$388.0	\$170.0	\$170.0	\$95.0	\$50.3	\$485.3	\$120.7	\$130.5	\$132.6	\$132.1	\$516.0	\$552.7
Tax Rate, Adjusted	18.9%	21.4%	15.9%	25.6%	23.7%	15.6%	8.6%	18.9%	18.9%	18.9%	18.9%	18.9%	18.9%	18.9%
Tax Rate, GAAP	18.8%	21.0%	16.0%	25.6%	23.6%	14.7%	9.2%	18.8%	18.8%	18.8%	18.8%	18.8%	18.8%	18.8%
Non-Controlling Interest	\$0.0	\$0.4	\$1.0	\$0.0	\$0.0	\$0.0	(\$8.0)	(\$8.0)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income, Adjusted	\$1,562.8	\$1,775.1	\$2,032.0	\$496.0	\$556.0	\$594.0	\$502.3	\$2,148.3	\$524.2	\$566.7	\$575.0	\$573.1	\$2,239.0	\$2,397.9
Net Income, GAAP	\$1,487.6	\$1,731.0	\$2,043.2	\$495.0	\$550.0	\$550.0	\$505.4	\$2,100.4	\$522.1	\$564.6	\$573.4	\$571.4	\$2,231.6	\$2,390.6
Basic Shares Outstanding	316.5	316.2	314.4	313.0	313.1	311.7	310.7	312.1	309.7	308.7	307.6	306.6	308.1	304.1
Diluted Shares Outstanding	317.1	316.7	314.8	313.3	313.4	312.0	311.0	312.4	310.0	309.0	307.9	306.9	308.4	304.4
Basic EPS	\$4.70	\$5.47	\$6.50	\$1.58	\$1.76	\$1.76	\$1.63	\$6.73	\$1.69	\$1.83	\$1.86	\$1.86	\$7.24	\$7.86
Diluted EPS, Adjusted	\$4.93	\$5.61	\$6.46	\$1.58	\$1.77	\$1.90	\$1.62	\$6.87	\$1.69	\$1.83	\$1.87	\$1.87	\$7.26	\$7.88
Diluted EPS, GAAP	\$4.69	\$5.47	\$6.49	\$1.58	\$1.75	\$1.76	\$1.63	\$6.72	\$1.68	\$1.83	\$1.86	\$1.86	\$7.24	\$7.85
Dividend per Share	\$1.91	\$2.06	\$2.23	\$0.58	\$0.58	\$0.63	\$0.63	\$2.42	\$0.63	\$0.63	\$0.67	\$0.67	\$2.60	\$2.76

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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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.

Value Score	C
Growth Score	B
Momentum Score	C
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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