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Zacks Report Date: November 25, 2025

Texas Instruments (TXN)

$161.77 (Stock Price as of 11/25/2025)

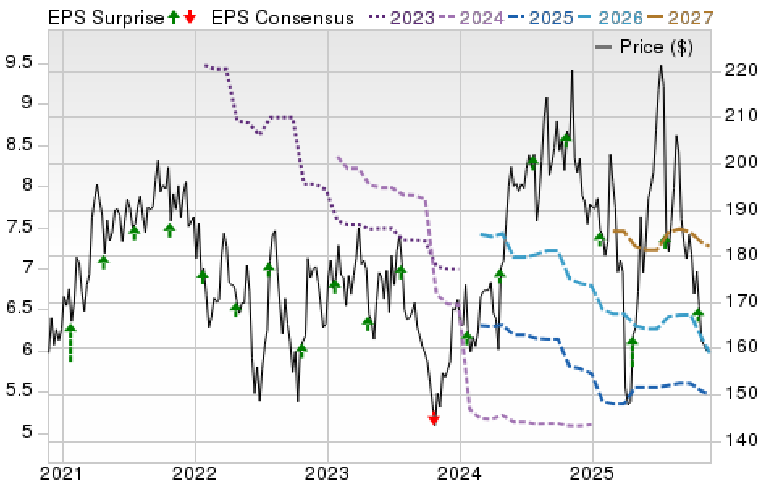
Price Target (6-12 Months): **$171.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 03/04/25) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: D | Growth: C	**4-Sell** VGM: D Momentum: D

Summary

Texas Instruments is benefiting from solid data center demand, which is boosting its prospects in the enterprise systems market. A sustained focus on expanding its product portfolio across the Analog and Embedded Processing segments helps capture market share. Its deepening focus on internal manufacturing and advanced technology infusion is another positive. Our model estimates indicate that revenues may witness a CAGR of 8.7% through 2025-2027. Its robust cash flows and aggressive shareholder return policies instill confidence in its long-term prospects. However, its overall growth might be impacted by a slow recovery in the industrial market as customers are cautiously spending amid ongoing macroeconomic uncertainties. Rising manufacturing costs and the growing tech war between the United States and China are other concerns.

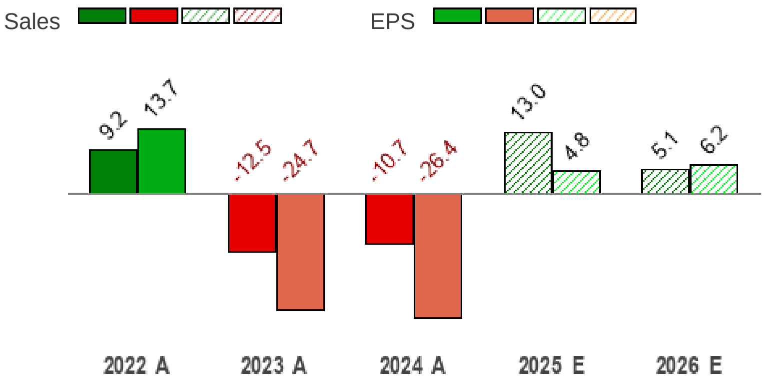
Price, Consensus & Surprise(1)



Data Overview

52 Week High-Low	$221.69 - $139.95
20 Day Average Volume (sh)	8,301,581
Market Cap	$146.5 B
YTD Price Change	-14.0%
Beta	1.02
Dividend / Div Yld	$5.68 / 3.5%
Industry	Semiconductor - General
Zacks Industry Rank	Top 28% (68 out of 243)
Last EPS Surprise	0.7%
Last Sales Surprise	2.1%
EPS F1 Est- 4 week change	-0.8%
Expected Report Date	01/22/2026
Earnings ESP	-0.2%
P/E TTM	29.5
P/E F1	29.7
PEG F1	5.4
P/S TTM	8.5

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



Sales Estimates (millions of $)(2)

	Q1	Q2	Q3	Q4	Annual*
2026	4,391 E	4,645 E	4,971 E	4,572 E	18,578 E
2025	4,069 A	4,448 A	4,742 A	4,422 E	17,681 E
2024	3,661 A	3,822 A	4,151 A	4,007 A	15,641 A

EPS Estimates(2)

	Q1	Q2	Q3	Q4	Annual*
2026	1.25 E	1.43 E	1.61 E	1.50 E	5.79 E
2025	1.28 A	1.41 A	1.48 A	1.28 E	5.45 E
2024	1.20 A	1.22 A	1.47 A	1.30 A	5.20 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 11/25/2025.
(2) The report's text, the analyst-provided estimates, and the price target are as of 11/13/2025.

Overview

Headquartered in Dallas, TX, Texas Instruments, Inc. is an original equipment manufacturer of analog, mixed signal and digital signal processing (DSP) integrated circuits.

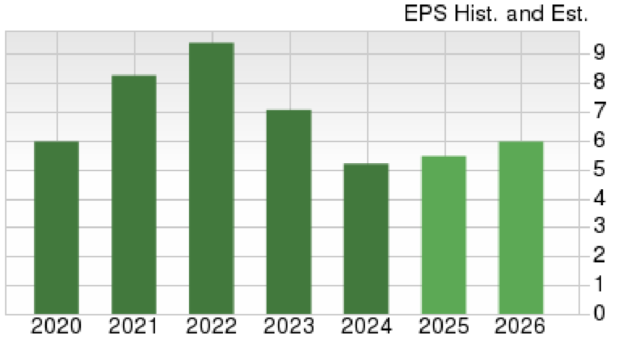
Texas Instruments has manufacturing and design facilities, including wafer fabrication and assembly/test operations in North America, Asia and Europe.

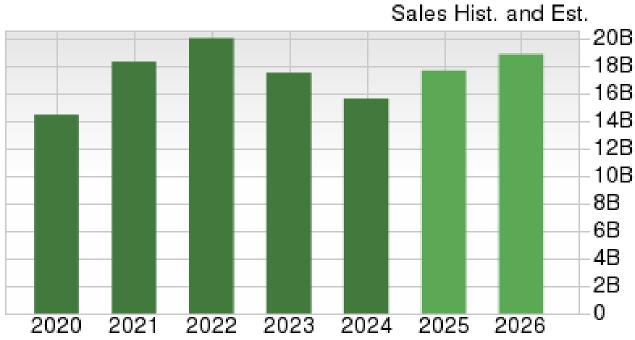
Management's strategy has been to build assets that would be fully utilized through their lifetimes and outsource any excess demand in peak situations to outside foundries.

In 2024, Texas Instruments generated total revenues of $15.64 billion, down 10.7% from 2023. The company has three reporting financial segments – Analog, Embedded Processing and Other.

Analog segment revenues declined 7% to $12.16 billion and accounted for 77.8% of total revenues in 2024. Analog products have been categorized into three categories — high-performance analog, high-volume analog and logic, and power management.

Revenues from the Embedded Processing segment plunged 25% to $2.53 billion and contributed 16.2% to 2024 total revenues. This segment includes Texas Instruments' OMAP, connectivity solutions, non-wireless DSPs and microprocessors.





As of 11/13/2025

The Other segment generated $947 million in revenues and accounted for the remaining 6% of 2024 total sales. The segment includes smaller semiconductor product lines, such as DLP products, RISC microprocessors and ASICs, calculators and other schoolroom tools, and royalties. Revenues from this segment plunged 15% in 2024.

The company's products are sold in industrial, personal electronics, automotive, communications, enterprise and other end markets.

As of 11/25/2025

Reasons To Buy:

> Presence across diverse end markets, compelling product portfolio, strong foothold in the automotive and industrial sectors, benefits from CHIPS Act funding, robust cash flow and impressive shareholder return policy are positives.

- Texas Instruments has a strong position in the foundational analog and embedded processing semiconductor markets, which are critical for long-term growth in key industries like industrial, automotive, personal electronics and data center. The analog and embedded processing semiconductor markets are expected to grow significantly. According to a report by Precedence Research, the global analog semiconductor market size is anticipated to reach $180.24 billion by 2034 from an expected $107.23 billion in 2025, indicating a CAGR of 5.94%. As per a report by Fortune Business Insights, the embedded systems market size is anticipated to reach $161.86 billion in 2030 from $100.04 billion in 2023, implying a CAGR of 7.1%. Considering Texas Instruments' expertise in these technologies and diverse presence across different industries, these projections bode well for sustainable growth over the long run.

- Texas Instruments serves diverse end markets that balance individual ups and downs in multiple ways. For instance, the seasonality in the personal electronics business is balanced out by the industrial, communications, automotive and data center segments. The company serves individuals and corporations (personal communications, calculators), industrial customers (industrial, which includes a large number of customers across many markets and automotive manufacturers) and also infrastructure providers (communications segment). Further, the emergence of 5G technology is aiding the performance of the company's analog products in the communication equipment market. All these are making its revenue stream relatively steady despite the dynamism in each of the markets served. This is very important for a company like Texas Instruments because it has huge facilities of its own that come along with high fixed costs.

- Texas Instruments is focusing more on making chips under its internal manufacturing facilities instead of relying on outside foundries. The company aims to manufacture more than 95% of its wafers internally by 2030, with a significant portion of those on 300-millimeter wafers. By building its internal manufacturing, the company will gain better control over production, quality and costs. This will also reduce risks from supply-chain issues and global trade tensions. It also makes Texas Instruments more flexible in responding to customer needs. Over time, this approach can improve profit margins and strengthen the company's position in the market as demand for reliable chip supply grows.

- Texas Instruments has been awarded up to $1.6 billion in CHIPS Act funding, with total benefits from the program expected to reach $7.5 billion to $9.5 billion over its lifetime. These incentives will support the construction of three advanced wafer fabs, bolstering its domestic manufacturing capabilities and reducing reliance on external foundries.

- Texas Instruments is one of the largest suppliers of analog and digital signal processing integrated circuits. The company's compelling product lineup and efficient manufacturing strategies are anticipated to drive long-term earnings. Also, Texas Instruments is nearing the completion of a six-year elevated capital expenditure cycle, investing in 300-millimeter wafer fabs to secure low-cost manufacturing capacity at scale. This initiative positions the company to meet customer demand while enhancing margins and free cash flow. Further, its focus on innovation of the product portfolio across both the Analog and Embedded Processing segments remains a major positive. Our model estimates indicate that revenues will witness a CAGR of 8.7% through 2025-2027.

- Texas Instruments is expanding rapidly in the high-growth data center market, a segment that has become a key long-term opportunity for the company. In 2025, Texas Instruments' data center business reached an annual run rate of about $1.2 billion, growing more than 50% year to date. The company supplies critical analog and power management chips used in servers, networking and power delivery systems. The company plans to report data center as a separate market starting in 2026, highlighting its strategic importance. As cloud and AI workloads continue to rise, Texas Instruments' strong portfolio and manufacturing scale position it well to benefit from sustained demand for efficient, high-performance power solutions in data center infrastructure.

- Texas Instruments continues to strengthen its dominance in the industrial and automotive sectors, which accounted for 70% of its 2024 revenues, up from 42% in 2013. This strategic focus is driven by secular growth trends, including the increasing adoption of analog and embedded technologies to enhance reliability, affordability and energy efficiency. These markets provide significant growth runway as chip content per application rises, especially in electric vehicles (EVs) and advanced industrial automation.

- Texas Instruments is focused on the Internet of Things (IoT). Much of the recent growth in the embedded business comes from microcontrollers, which are some of the enabling products. The scope of IoT is tremendous for semiconductor companies, since it connects every conceivable electronic device. Further, the company's partner program based on its IoT Cloud ecosystem remains encouraging. Notably, the IoT ecosystem is backed by Texas Instruments' partnership with companies like 2lemetry, ARM, Arrayent, Exosite, IBM, LogMeIn, Spark, and Thingsquare which helps it to provide software, hardware or cloud-based services to power platforms based on Texas Instruments technology.

- Texas Instruments' strong operating cash flow has helped it return cash through regular quarterly dividend payments and share repurchases. In 2024, the company generated approximately $6.32 billion of operating cash flow and distributed approximately $5.72 billion through dividend payments and share buybacks. Additionally, the 5% dividend increase in the fourth quarter of 2024 marked the 21st consecutive year of growth, reflecting management's confidence in the company's long-term prospects. In the first three quarters of 2025, the company generated an operating cash flow of $4.89 billion and returned approximately $4.78 billion through share repurchases and dividend payments. Share repurchases and dividend payments are a good way of returning cash to investors while boosting the company's earnings.

Reasons To Sell:

> We remain concerned about risks associated with continued challenges in the Embedded Processing segment, growing competition, intensifying US-China tech war, high exposure to the Chinese market and high debt level remain concerns.

- Texas Instruments faces risks from ongoing uncertainty around global trade policies and tariffs. During the third-quarter 2025 earnings call, CEO Haviv Ilan noted that many industrial customers are delaying new factory investments because they lack clarity on future trade and tariff rules. This hesitation has slowed the pace of recovery in Texas Instruments' key industrial market, which makes up a large share of its total revenues. In the third quarter of 2025, the industrial end market registered the lowest sequential revenue growth compared with other end markets. Customers are cautious and ordering only what they need, with little sign of inventory rebuilding. This slow pace is concerning, especially since the industrial end-market is a key long-term growth driver. If recovery remains weak, it could limit overall revenue growth in future quarters.

- Texas Instruments also has a leveraged balance sheet. As of Sept. 30, 2025, the cash and short-term investment balance was $5.19 billion, while it had a long-term debt of $13.55 billion. Further, the debt-to-capital ratio of the company is 0.44, significantly higher than the industry's 0.15. A high debt level does not bode well for investors.

- Texas Instruments faces significant exposure to geopolitical risks, particularly in China, which accounted for approximately 20% of its 2024 revenues. While the company's third-quarter 2025 revenues from China grew 40% year over year, it's the only geographical region that didn't register sequential growth. Moreover, management stated that the same level of year-over-year growth doesn't seem to repeat. Rising geopolitical tensions and trade restrictions by the U.S. government could impact future performance. If the tariff war between the United States and China escalates, it could disrupt customer buying patterns and lead to weaker demand in future quarters.

- Texas Instruments is cutting wafer production to manage inventory levels, signaling uncertainty about near-term demand. During the last earnings call, management confirmed that the company reduced wafer loadings in the third quarter of 2025 and plans further cuts in the fourth quarter to keep inventory flat. While this helps control costs, it also shows that Texas Instruments expects limited order growth in the coming months. Lower utilization means higher fixed-cost absorption, which could pressure gross margins and profits. With revenues already projected to fall about 7% sequentially in the fourth quarter, these utilization cuts suggest that customer demand remains fragile. Sustained weakness in orders could delay margin recovery and weigh on earnings into 2026.

- Texas Instruments operates in an intensely competitive industry. First, there are many competitors of all sizes, such as Broadcom, NXP, Analog Devices and Intel. Second, the fragmented nature of the industry allows firms to find niches where they can concentrate their efforts. Third, the pace of technological change is rapid; therefore, product life cycles in some target markets are shorter than in most industries. So as one of the largest semiconductor firms in the world, Texas Instruments faces the challenge of maintaining enough flexibility to respond swiftly to new market opportunities and at the same time protecting the existing customer base. TI is reducing focus on some of the very short life cycle products, which we think is the correct strategy.

- Texas Instruments' business segments experience seasonality. It experiences stronger demand in the second and third quarters and weaker demand in the first and fourth quarters. The seasonality causes considerable fluctuations in revenues and profits.

Last Earnings Report

Texas Instruments Q3 Earnings Beat Estimates, Revenues Rise Y/Y

FY Quarter Ending	12/31/2024
Earnings Reporting Date	**Oct 21, 2025**
Sales Surprise	**2.06%**
EPS Surprise	**0.68%**
Quarterly EPS	**1.48**
Annual EPS (TTM)	**5.47**

Texas Instruments reported better-than-expected third-quarter 2025 results. The company reported third-quarter earnings per share of $1.48, which beat the Zacks Consensus Estimate by 0.7% and came at the midpoint of management's guidance of $1.36 to $1.60. The quarterly earnings increased 1% year over year.

Texas Instruments reported revenues of $4.74 billion, which beat the Zacks Consensus Estimate by 2.1%. The figure came above the midpoint of management's guidance of $4.45-$4.80 billion. The top line rose 14% year over year.

Texas Instruments' Q3 Top-Line Details

Segment-wise, Texas Instruments operates under three business divisions: Analog, Embedded Processing and Other.

Analog: Revenues of $3.73 billion were generated from the segment (78.6% of total revenues), up 16% from the year-ago quarter's level. The figure came above our model estimate of $3.63 billion.

Embedded Processing: Revenues amounted to $709 million (15% of total revenues), up 9% year over year. The figure surpassed our model estimate of $706.1 million.

Other: Revenues totalled $304 million (6.4% of total revenues), up 11% from the prior-year quarter's level. The figure surpassed our model estimate of $301.6 million.

Texas Instruments' Operating Details

Texas Instruments' gross profit increased 10% year over year to $2.72 billion. Gross margin of 57.4% contracted 220 bps year over year.

Selling, general and administrative (SG&A) expenses grew 6.8% year over year to $457 million. As a percentage of revenues, SG&A expenses contracted 70 bps year over year to 9.6%.

Research and development (R&D) expenses grew 5.3% to $518 million. As a percentage of revenues, it decreased 160 basis points to 10.9%.

Operating profit rose 7% year over year to $1.66 billion. The operating margin was 35.1%, which contracted 240 bps from the prior-year quarter's number.

TXN's Balance Sheet & Cash Flow

As of Sept. 30, 2025, the cash and short-term investment balance was $5.19 billion, down from $5.36 billion as of June 30, 2025.

At the end of the reported quarter, TXN's long-term debt was $13.55 billion, down from $14.04 billion in the previous quarter.

Texas Instruments generated an operating cash flow of approximately $2.19 billion in the third quarter. During the third quarter, it repurchased stocks worth $119 million and paid $1.24 billion in dividends.

In the first three quarters of 2025, the company generated an operating cash flow of $4.89 billion and returned approximately $4.78 billion through share repurchases and dividend payments.

TXN Initiates Guidance for Q4 2025

For the fourth quarter of 2025, TXN expects revenues between $4.22 billion and $4.58 billion.

The company expects earnings per share between $1.13 and $1.39.

The company expects the effective tax rate to be approximately 13-14%.

Recent News

On Sept. 18, Texas Instruments announced a 4% increase in its quarterly dividend to $1.42 per share, marking 22 consecutive years of dividend growth, with payment scheduled for Nov. 12, 2025, pending board approval.

On Sept. 16, Texas Instruments expanded its C2000 portfolio with its lowest-cost real-time MCUs, the F28E120SC and F28E120SB, delivering 30% faster computing power and advanced motor control features for appliances and power tools.

On Sept. 9, Texas Instruments introduced the TMAG5134, the industry's most sensitive in-plane Hall-effect switch.

On Aug. 21, Texas Instruments announced that its semiconductors are powering ISRO's NISAR satellite, the first to use dual-band synthetic aperture radar for Earth observation.

On July 29, Texas Instruments introduced new battery fuel gauges with Dynamic Z-Track technology, enabling up to 30% longer run time and 1% accuracy in state-of-charge and state-of-health monitoring for devices such as laptops and e-bikes.

On July 17, Texas Instruments revealed that the board of directors has declared a quarterly cash dividend of $1.36 per share of common stock, payable on Aug. 12 to its stockholders of record as of July 31.

On June 18, Texas Instruments announced plans to invest over $60 billion across seven U.S. semiconductor fabs in Texas and Utah, marking the largest investment in foundational chip manufacturing in U.S. history.

Valuation

Texas Instruments shares have lost 13.1% in the year-to-date period and 20.9% in the trailing 12 months. Stocks in the Zacks sub-industry are up 41.5%, while the Zacks Computer & Technology sector has returned 27% in the year-to-date period. Over the past year, the Zacks sub-industry and the sector have been up 29% and 28.4%, respectively.

The S&P 500 Index is up 18.4% in the year-to-date period and 17.6% over the past year.

The stock is currently trading at 26.99x forward 12-month earnings, compared to 35.20x for the Zacks sub-industry, 29.20x for the Zacks sector, and 23.74x for the S&P 500 Index.

Over the past five years, the stock has traded as high as 38.80x and as low as 16.76x, with a five-year median of 24.64x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $171 price target reflects 28.34x forward 12-month earnings.

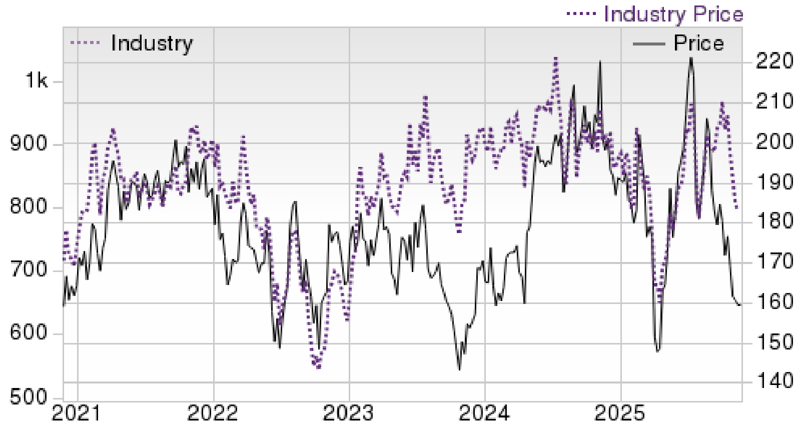
The table below shows summary valuation data for TXN:

Valuation Multiples - TXN

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	26.99	35.20	29.20	23.74
	5-Year High	38.80	46.56	30.04	23.81
	5-Year Low	16.76	18.68	18.70	15.73
	5-Year Median	24.64	31.16	26.61	21.20
P/S F12M	Current	7.92	15.14	6.88	5.41
	5-Year High	11.87	23.26	7.40	5.52
	5-Year Low	6.73	10.96	4.25	3.84
	5-Year Median	9.22	16.73	6.30	5.06
EV/EBITDA TTM	Current	20.12	42.12	20.12	18.60
	5-Year High	29.02	143.74	23.14	22.36
	5-Year Low	11.73	24.38	12.06	13.97
	5-Year Median	19.51	52.33	18.39	18.08

As of 11/12/2025 *Source: Zacks Investment Research*

Industry Analysis[1] Zacks Industry Rank: Top 28% (68 out of 243)



Top Peers [1]

Company (Ticker)	Rec	Rank
Cirrus Logic, Inc. **(CRUS)**	Outperform	2
NVIDIA Corporation **(NVDA)**	Outperform	1
Amtech Systems, Inc. **(ASYS)**	Neutral	3
Intel Corporation **(INTC)**	Neutral	3
NXP Semiconductors N...**(NXPI)**	Neutral	3
STMicroelectronics N...**(STM)**	Neutral	3
SUMCO **(SUOPY)**	Neutral	3
Vishay Intertechnolo...**(VSH)**	Neutral	3

Industry Comparison[1] Industry: Semiconductor - General

Industry Peers

	TXN	X Industry	S&P 500	CRUS	NXPI	STM
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	2	3	3
VGM Score	D	-	-	B	D	C
Market Cap	146.52 B	14.04 B	37.59 B	5.96 B	48.21 B	19.83 B
# of Analysts	10	10	22	3	12	2
Dividend Yield	3.52%	0.62%	1.52%	0.00%	2.12%	1.39%
Value Score	D	-	-	B	C	B
Cash/Price	0.04	0.17	0.04	0.11	0.08	0.24
EV/EBITDA	20.54	8.15	14.28	10.70	13.72	4.66
PEG Ratio	5.36	3.92	2.19	NA	2.47	4.97
Price/Book (P/B)	8.81	1.73	3.28	2.93	4.80	1.10
Price/Cash Flow (P/CF)	23.01	17.09	14.62	15.89	12.47	5.98
P/E (F1)	29.59	38.80	19.79	15.40	16.28	38.07
Price/Sales (P/S)	8.49	1.83	3.01	3.06	4.00	1.68
Earnings Yield	3.39%	2.53%	5.03%	6.49%	6.14%	2.63%
Debt/Equity	0.81	0.16	0.57	0.00	1.09	0.11
Cash Flow ($/share)	7.01	3.38	8.99	7.35	15.36	3.69
Growth Score	C	-	-	C	D	F
Hist. EPS Growth (3-5 yrs)	-8.10%	-6.89%	8.17%	9.18%	9.38%	-5.07%
Proj. EPS Growth (F1/F0)	4.81%	7.54%	8.30%	0.53%	-10.08%	-65.06%
Curr. Cash Flow Growth	-17.18%	-18.85%	7.00%	16.24%	-11.73%	-42.53%
Hist. Cash Flow Growth (3-5 yrs)	1.01%	0.63%	7.32%	11.39%	-2.12%	11.47%
Current Ratio	4.45	3.03	1.18	6.50	2.37	3.22
Debt/Capital	44.89%	13.59%	38.16%	0.00%	53.06%	9.54%
Net Margin	29.21%	3.20%	12.77%	19.48%	17.11%	4.55%
Return on Equity	30.41%	2.98%	17.03%	19.59%	26.92%	4.06%
Sales/Assets	0.50	0.58	0.53	0.83	0.48	0.47
Proj. Sales Growth (F1/F0)	13.00%	2.03%	5.53%	-2.40%	-3.10%	-11.40%
Momentum Score	D	-	-	B	A	B
Daily Price Chg	1.17%	0.83%	1.55%	-1.13%	0.11%	0.50%
1 Week Price Chg	0.04%	-2.74%	0.49%	-1.00%	-2.92%	-5.87%
4 Week Price Chg	-4.81%	-10.72%	-2.47%	-12.08%	-13.54%	-13.31%
12 Week Price Chg	-20.36%	-1.99%	3.79%	2.27%	-18.43%	-18.19%
52 Week Price Chg	-20.53%	14.01%	11.99%	7.31%	-18.08%	-14.25%
20 Day Average Volume	8,301,581	2,700,662	3,114,983	655,408	2,871,651	5,264,181
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.79%	0.00%	0.23%	8.15%	0.36%	5.64%
(F1) EPS Est 12 week change	-2.47%	0.00%	0.58%	9.49%	0.46%	5.80%
(Q1) EPS Est Mthly Chg	-0.85%	0.00%	-0.10%	8.90%	2.15%	1.25%

Analyst Earnings Model[2]

Texas Instruments Incorporated (TXN)

In $MM, except per share data

	2021A	2022A	2023A	2024A			2025E					2026E			2027E
	FY	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends December 31st	Dec-21	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	**$18,344.0**	**$20,028.0**	**$17,519.0**	**$15,641.0**	**$4,069.0**	**$4,448.0**	**$4,742.0**	**$4,422.1**	**$17,681.1**	**$4,390.6**	**$4,644.5**	**$4,971.1**	**$4,571.8**	**$18,578.1**	**$20,086.9**
YoY % Chng	26.9%	9.2%	(12.5%)	(10.7%)	11.1%	16.4%	14.2%	10.4%	13.0%	7.9%	4.4%	4.8%	3.4%	5.1%	8.1%
Cost of Revenue	$5,968.0	$6,257.0	$6,500.0	$6,547.0	$1,756.0	$1,873.0	$2,019.0	$2,114.8	$7,762.8	$2,007.2	$2,046.2	$2,164.6	$2,001.8	$8,219.8	$8,113.7
YoY % Chng	14.9%	4.8%	3.9%	0.7%	12.1%	16.3%	20.4%	24.9%	18.6%	14.3%	9.2%	7.2%	(5.3%)	5.9%	(1.3%)
Gross Profit	**$12,376.0**	**$13,771.0**	**$11,019.0**	**$9,094.0**	**$2,313.0**	**$2,575.0**	**$2,723.0**	**$2,307.3**	**$9,918.3**	**$2,383.4**	**$2,598.3**	**$2,806.6**	**$2,570.1**	**$10,358.4**	**$11,973.2**
YoY % Chng	33.5%	11.3%	(20.0%)	(17.5%)	10.4%	16.5%	10.1%	(0.3%)	9.1%	3.0%	0.9%	3.1%	11.4%	4.4%	15.6%
Research and Development	$1,554.0	$1,670.0	$1,863.0	$1,959.0	$517.0	$527.0	$518.0	$483.5	$2,045.5	$509.4	$526.1	$531.7	$491.0	$2,058.2	$2,149.1
YoY % Chng	1.6%	7.5%	11.6%	5.2%	8.2%	5.8%	5.3%	(1.5%)	4.4%	(1.5%)	(0.2%)	2.7%	1.6%	0.6%	4.4%
Sales and Marketing	$1,666.0	$1,704.0	$1,825.0	$1,794.0	$472.0	$485.0	$457.0	$434.2	$1,848.2	$482.5	$489.4	$499.4	$427.4	$1,898.7	$2,013.9
YoY % Chng	2.6%	2.3%	7.1%	(1.7%)	3.7%	4.3%	6.8%	(2.7%)	3.0%	2.2%	0.9%	9.3%	(1.6%)	2.7%	6.1%
Acquisition Charges	$142.0	$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	$0.0
YoY % Chng	(28.3%)														
Restructuring Charges/Other	$54.0	$257.0	$0.0	($124.0)	$0.0	$0.0	$85.0	$0.0	$85.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
YoY % Chng	125.0%	375.9%							168.5%						
Total Operating Expenses	**$3,416.0**	**$3,631.0**	**$3,688.0**	**$3,629.0**	**$989.0**	**$1,012.0**	**$1,060.0**	**$917.6**	**$3,978.6**	**$991.9**	**$1,015.5**	**$1,031.1**	**$918.4**	**$3,956.9**	**$4,163.0**
YoY % Chng	1.2%	6.3%	1.6%	(1.6%)	22.2%	5.1%	15.2%	(2.1%)	9.6%	0.3%	0.3%	(2.7%)	0.1%	(0.5%)	5.2%
EBITDA	**$9,857.0**	**$11,065.0**	**$8,506.0**	**$6,973.0**	**$1,748.0**	**$2,023.0**	**$2,160.0**	**$1,894.1**	**$7,825.1**	**$1,859.6**	**$2,080.9**	**$2,313.2**	**$2,150.2**	**$8,403.8**	**$9,981.3**
YoY % Chng	44.4%	12.3%	(23.1%)	(18.0%)	7.1%	25.6%	11.5%	5.6%	12.2%	6.4%	2.9%	7.1%	13.5%	7.4%	18.8%
Depreciation	$755.0	$925.0	$1,175.0	$1,508.0	$424.0	$460.0	$497.0	$504.4	$1,885.4	$468.1	$498.0	$537.8	$498.4	$2,002.4	$2,171.2
YoY % Chng	3.0%	22.5%	27.0%	28.3%	22.5%	26.7%	29.8%	21.2%	25.0%	10.4%	8.3%	8.2%	(1.2%)	6.2%	8.4%
Amortization of Acquisition-Related Intangibles	$142.0	$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	$0.0
YoY % Chng	(28.3%)	16,300.0%													
Stock Compensation	$230.0	$289.0	$362.0	$387.0	$116.0	$129.0	$93.0	$106.8	$444.8	$111.2	$113.9	$116.3	$111.3	$452.7	$486.4
YoY % Chng	2.7%	25.7%	25.3%	6.9%	9.4%	11.2%	6.9%	36.9%	14.9%	(4.2%)	(11.7%)	25.1%	4.2%	1.8%	7.5%
Operating Income	**$8,960.0**	**$10,140.0**	**$7,331.0**	**$5,465.0**	**$1,324.0**	**$1,563.0**	**$1,663.0**	**$1,389.7**	**$5,939.7**	**$1,391.5**	**$1,582.8**	**$1,775.4**	**$1,651.7**	**$6,401.5**	**$7,810.1**
YoY % Chng	52.0%	13.2%	(27.7%)	(25.5%)	3.0%	25.2%	7.0%	0.9%	8.7%	5.1%	1.3%	6.8%	18.9%	7.8%	22.0%
Other Income (Expense), Net	$143.0	$106.0	$440.0	$496.0	$80.0	$48.0	$62.0	$79.0	$269.0	$67.4	$66.3	$75.3	$71.6	$280.5	$304.6
YoY % Chng	(54.3%)	(25.9%)	315.1%	12.7%	(35.0%)	(63.1%)	(52.7%)	(29.4%)	(45.8%)	(15.8%)	38.1%	21.4%	(9.4%)	4.3%	8.6%
Interest and Debt Expense	$184.0	$214.0	$353.0	$508.0	$128.0	$133.0	$141.0	$136.6	$538.6	$133.9	$140.5	$150.8	$139.4	$564.6	$610.5
YoY % Chng	(3.2%)	16.3%	65.0%	43.9%	10.3%	1.5%	7.6%	5.1%	6.0%	4.6%	5.6%	7.0%	2.1%	4.8%	8.1%
Pre-Tax Income	**$8,919.0**	**$10,032.0**	**$7,418.0**	**$5,453.0**	**$1,276.0**	**$1,478.0**	**$1,584.0**	**$1,332.1**	**$5,670.1**	**$1,325.0**	**$1,508.6**	**$1,699.9**	**$1,583.9**	**$6,117.4**	**$7,504.2**
YoY % Chng	48.2%	12.5%	(26.1%)	(26.5%)	(1.3%)	18.5%	1.9%	(2.0%)	4.0%	3.8%	2.1%	7.3%	18.9%	7.9%	22.7%
Income Tax	$1,150.0	$1,283.0	$908.0	$654.0	$97.0	$183.0	$220.0	$154.0	$654.0	$172.2	$196.1	$221.0	$205.9	$795.3	$975.5
YoY % Chng	172.5%	11.6%	(29.2%)	(28.0%)	(48.4%)	52.5%	14.6%	0.0%	0.0%	77.6%	7.2%	0.4%	33.7%	21.6%	22.7%
Tax Rate	12.9%	12.8%	12.2%	12.0%	8.0%	12.0%	14.0%	13.0%	11.5%	13.0%	13.0%	13.0%	13.0%	13.0%	13.0%
Net Income	**$7,769.0**	**$8,749.0**	**$6,510.0**	**$4,799.0**	**$1,179.0**	**$1,295.0**	**$1,364.0**	**$1,178.1**	**$5,016.1**	**$1,152.7**	**$1,312.5**	**$1,478.9**	**$1,378.0**	**$5,322.1**	**$6,528.6**
YoY % Chng	38.9%	12.6%	(25.6%)	(26.3%)	6.7%	14.9%	0.1%	(2.2%)	4.5%	(2.2%)	1.4%	8.4%	17.0%	6.1%	22.7%
Income Allocated to RSUs	$33.0	$39.0	$33.0	$24.0	$6.0	$7.0	$8.0	$8.0	$29.0	$8.0	$8.0	$8.0	$8.0	$32.0	$32.0
YoY % Chng	22.2%	18.2%	(15.4%)	(27.3%)	20.0%	16.7%	14.3%	14.3%	20.8%	33.3%	14.3%	0.0%	0.0%	10.3%	0.0%
Net Income Allocated to Common Stock	**$7,736.0**	**$8,710.0**	**$6,477.0**	**$4,775.0**	**$1,173.0**	**$1,288.0**	**$1,356.0**	**$1,170.1**	**$4,987.1**	**$1,144.7**	**$1,304.5**	**$1,470.9**	**$1,370.0**	**$5,290.1**	**$6,496.6**
YoY % Chng	38.9%	12.6%	(25.6%)	(26.3%)	6.6%	14.9%	0.1%	(2.3%)	4.4%	(2.4%)	1.3%	8.5%	17.1%	6.1%	22.8%
Basic Shares Outstanding	923.0	916.0	908.0	912.0	910.0	908.0	909.0	908.4	908.8	908.2	908.0	907.8	907.6	907.9	907.1
YoY % Chng	0.2%	(0.8%)	(0.9%)	0.4%	0.0%	(0.4%)	(0.4%)	(0.4%)	(0.3%)	(0.2%)	(0.0%)	(0.1%)	(0.1%)	(0.1%)	(0.1%)
Diluted Shares Outstanding	936.0	926.0	916.0	919.0	916.0	912.0	914.0	913.4	913.8	913.2	913.0	912.8	912.6	912.9	912.1
YoY % Chng	0.3%	(1.1%)	(1.1%)	0.3%	(0.1%)	(0.8%)	(0.7%)	(0.6%)	(0.6%)	(0.3%)	0.1%	(0.1%)	(0.1%)	(0.1%)	(0.1%)
Basic EPS	**$8.38**	**$9.51**	**$7.13**	**$1.48**	**$1.29**	**$1.42**	**$1.49**	**$1.29**	**$5.49**	**$1.26**	**$1.44**	**$1.62**	**$1.51**	**$5.83**	**$7.16**
YoY % Chng	38.5%	13.5%	(25.0%)	(79.2%)	6.6%	15.4%	0.7%	(13.0%)	270.8%	(2.2%)	1.2%	8.7%	17.2%	6.2%	22.9%
Diluted EPS	**$8.26**	**$9.41**	**$7.07**	**$5.20**	**$1.28**	**$1.41**	**$1.48**	**$1.28**	**$5.45**	**$1.25**	**$1.43**	**$1.61**	**$1.50**	**$5.79**	**$7.12**
YoY % Chng	38.4%	13.9%	(24.9%)	(26.4%)	6.7%	15.6%	0.7%	(1.5%)	4.8%	(2.1%)	1.3%	8.9%	17.2%	6.3%	22.9%
Dividend per Share	$4.21	$4.69	$5.02	$5.26	$1.36	$1.36	$1.36	$1.42	$5.50	$1.42	$1.42	$1.42	$1.49	$5.74	$6.02
YoY % Chng	13.2%	11.4%	7.0%	4.8%	4.6%	4.6%	4.6%	4.3%	4.5%	4.3%	4.3%	4.3%	4.8%	4.4%	4.8%

Zacks Stock Rating System

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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	D
Growth Score	C
Momentum Score	D
VGM Score	D

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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