

## United Therapeutics (UTHR)

**\$503.69** (Stock Price as of 01/07/2026)

Price Target (6-12 Months): **\$528.00**

Long Term: 6-12 Months	<b>Zacks Recommendation:</b>	<b>Neutral</b>
	(Since: 08/27/24)	
	Prior Recommendation: Outperform	
Short Term: 1-3 Months	<b>Zacks Rank: (1-5)</b>	<b>2-Buy</b>
	Zacks Style Scores:	VGM: C
	Value: B	Growth: B
		Momentum: F

### Summary

Demand for United Therapeutics' treprostinil medicines remains strong despite generic concerns and competitive pressure. Potential approvals for expanded use of Orenitram and Tyvaso can drive long-term growth. The company aims to develop Tyvaso in idiopathic pulmonary fibrosis and progressive pulmonary fibrosis indications, as it believes that sales in PAH indications have peaked. United Therapeutics is also progressing well with the development of its organ manufacturing business. Though the company is a leader in PAH, the lack of product and pipeline diversification beyond PAH is a concern. Competition in the PAH market is increasing. Also, the potential impact of Remodulin and Tyvaso generics is a concern. The stock has outperformed the industry in the past year.

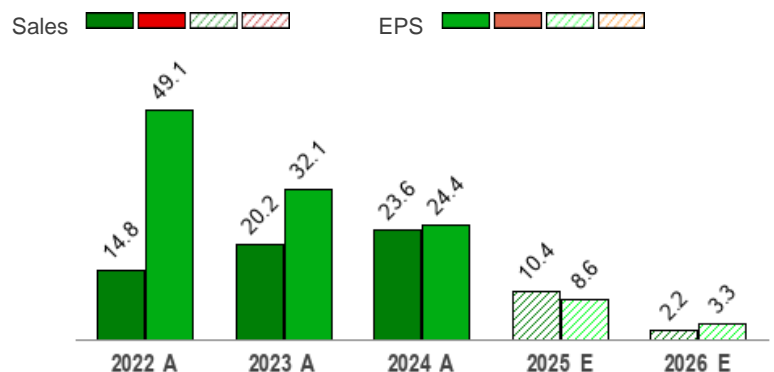
### Price, Consensus & Surprise<sup>(1)</sup>



### Data Overview

52 Week High-Low	\$519.99 - \$266.98
20 Day Average Volume (sh)	434,302
Market Cap	\$21.7 B
YTD Price Change	3.4%
Beta	0.84
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Medical - Drugs</a>
Zacks Industry Rank	Top 33% (81 out of 244)

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



Last EPS Surprise	3.9%
Last Sales Surprise	-2.2%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/25/2026
Earnings ESP	0.0%

### Sales Estimates (millions of \$)<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	812 E	817 E	817 E	799 E	3,245 E
2025	794 A	799 A	800 A	783 E	3,175 E
2024	678 A	715 A	749 A	736 A	2,877 A

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

	Q1	Q2	Q3	Q4	Annual*
2026	7.03 E	6.96 E	7.39 E	6.27 E	27.65 E
2025	6.63 A	6.41 A	7.16 A	6.57 E	26.77 E
2024	6.17 A	5.85 A	6.39 A	6.19 A	24.64 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 01/07/2026.

## Overview

Silver Spring, MD-based United Therapeutics Corporation markets four medicines in the United States to treat pulmonary arterial hypertension (PAH): Remodulin, an injectable formulation of treprostinil, Orenitram, an oral version of treprostinil, Tyvaso, an inhaled version of treprostinil, and Addirca (tadalafil; also sold by Eli Lilly as Cialis for erectile dysfunction) tablets. Remodulin is approved for both subcutaneous (SC) and intravenous (IV) use.

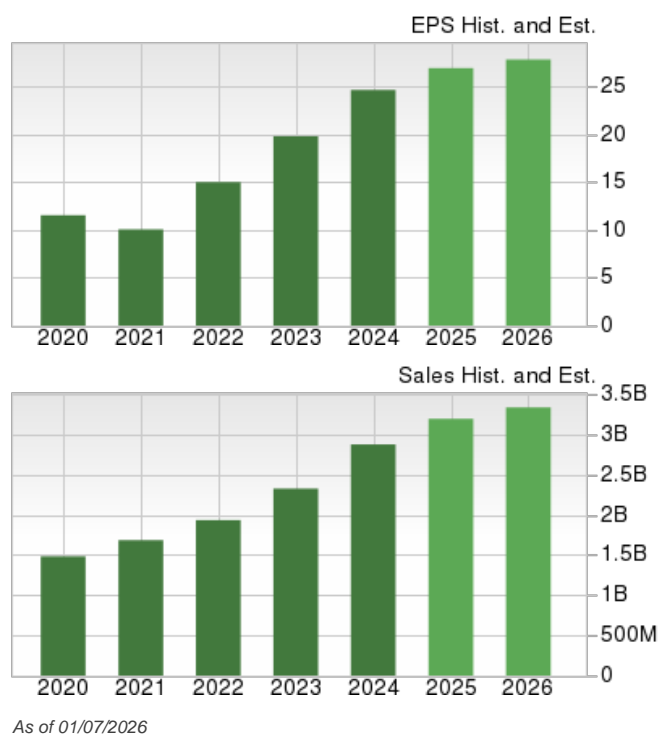
The company licensed certain exclusive rights to commercialize Addirca for the treatment of PAH in the United States from Lilly in November 2008. Addirca/Cialis lost exclusivity in 2018 and generic versions are available.

In 2015, the company gained approval for Unituxin for the treatment of pediatric patients with high-risk neuroblastoma. The antibody has been developed under an agreement with the National Cancer Institute (NCI) of the United States National Institutes of Health (NIH).

In 2019, United Therapeutics acquired the worldwide rights to manufacture and develop/commercialize Arena Pharmaceuticals' (now a part of Pfizer) oral, potent, once-daily IP receptor agonist, ralinepag. Ralinepag is being developed in late-stage studies for PAH.

United Therapeutics also has a robust pipeline that includes new indications, formulations, and delivery devices for its existing products, as well as new products to treat PAH, pulmonary fibrosis and other conditions. The company is also focused on research and development efforts to address the shortage of transplantable organs and tissues through regenerative medicine and organ manufacturing.

The company reported total revenues of \$2.9 billion in 2024, up 24% year over year.



## Reasons To Buy:

▲ **Treprostinil Products Driving Growth:** The company generates a majority of its revenue from the sale of its treprostinil products, which are approved in the PAH indication. A key driver of the company's top line is the company's Tyvaso products. United Therapeutics markets two versions of Tyvaso — the nebulized version and a dry powder inhalation (DPI) formulation.

Sales of Tyvaso products rose 41% in 2023, 31% in 2024 and 17% in the first nine months of 2025, driven by higher volumes and continued growth in commercialization utilization, especially following the label expansion in pulmonary hypertension associated with interstitial lung disease (PH-ILD) indication in 2021. Sales of the drug received another impetus in 2022 following the FDA's approval of Tyvaso DPI, a drug-device product that is less time-consuming to administer and more mobile and convenient than the nebulized one. Our model estimates that overall Tyvaso sales will register a CAGR of more than 11% over the next three years.

Sales of Remodulin have also shown recovery since the commercial launch of a patient-filled version of the Remunity pump, a semi-disposable pump system for subcutaneous delivery of the drug. As a result of this launch, the company now offers Remunity in pre-filled and patient-filled options, which have further broadened and accelerated the uptake of the Remunity pump.

▲ **Expanding Pipeline:** Multiple phase III studies are ongoing across various forms of pulmonary hypertension and pulmonary fibrosis.

Key phase III programs include Tyvaso in patients with various forms of chronic fibrosing interstitial lung disease (TETON studies) and oral ralinepag in the PAH indication (phase III ADVANCE OUTCOMES study – topline data expected in the first half of 2026).

In September 2025, United Therapeutics announced that the late-stage TETON-2 study evaluating nebulized Tyvaso in the idiopathic pulmonary fibrosis (IPF) indication met its primary and key secondary endpoints. It is one of the two late-stage studies initiated by the company for Tyvaso in IPF, the other being the phase III TETON-1 study. While both studies are parallel in design, the only difference is that the TETON-1 study is being conducted at sites located in the U.S. and Canada, while the TETON-2 study was conducted at sites outside these two countries.

A data readout from the TETON-1 study is expected in the first half of 2026. The company plans to meet with the FDA before the end of 2025 to potentially expedite the regulatory review process once the TETON-1 results are available. If the drug is approved in IPF indication, United Therapeutics expects Tyvaso sales in IPF indication to exceed the drug's sales in PAH indication. It is also enrolling patients in the phase III TETON PPF study evaluating the drug in patients with progressive pulmonary fibrosis (PPF).

Success in these studies may open up attractive market opportunities and address significant unmet clinical needs.

▲ **PAH Market Represents Significant Opportunity:** The PAH market is highly attractive given the low diagnosis rate, the low penetration of existing therapies, and the significant unmet medical need. The incidence of PAH is growing rapidly, especially in patients with associated diseases such as HIV, sickle cell anemia, systemic sclerosis, and COPD. However, many of the associated PAH cases develop from idiopathic origins. As PAH is a progressive disease without a cure, many patients continue to deteriorate on currently approved therapies. Although the majority of PAH patients start on oral endothelin receptor antagonist (ETRA) treatments like J&J's Tracleer (bosentan) or Gilead's Letairis (ambrisentan), PAH progression often moves fast and patients typically begin to fail oral first-line monotherapy within two years. The next progression is usually to SC/IV prostacyclin agents such as GSK's Flolan (epoprostenol) or Remodulin. Furthermore, the market should continue to expand as more patients are diagnosed with PAH each year. United Therapeutics is, therefore, well-positioned to gain additional share in the PAH market.

▲ **Progress in Organ Manufacturing Encouraging:** United Therapeutics has different kinds of organ manufacturing products across four different organs — hearts, kidneys, livers, and lungs — in clinical and preclinical development. These include xenotransplantation, 3-D organ bioprinting, bio-artificial organs, regenerative medicine and ex-vivo lung perfusion. The company has also been focused on developing manufactured liver and kidneys.

United Therapeutics views the organ manufacturing business as a complementary solution for a broad array of diseases that have proven incurable to date through more traditional therapies. The company holds achievements for completing the first successful xenotransplantation of a porcine heart and porcine kidney into living humans in 2022 and 2024, respectively, after receiving the FDA's authorization.

The company's xenotransplantation program includes three development-stage organ products, which are intended to be transplanted from gene-edited pigs into humans. These include UKidney (derived from a 10-gene-edited source pig), UHeart (derived from a pig with 10 gene edits) and UThymoKidney (derived from a pig with a single gene edit together with tissue from the pig's thymus). In November 2025, United Therapeutics announced that it completed the first clinical xenotransplantation in the phase I/II/III study evaluating UKidney in patients with end-stage renal disease (ESRD).

▲ **Favorable Debt Profile:** As of Sept. 30, 2025, United Therapeutics has no debt on its balance sheet. Cash, cash equivalents and marketable investments totaled \$4.33 billion. The company holds a sound cash position and it is more than capable of paying the debt in case of insolvency. A lower ratio indicates lower financial risk.

United Therapeutics is working on expanded indications for its marketed products like Orenitram and Tyvaso, which might drive long-term growth.

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## Reasons To Sell:

▼ **Intense Competition:** Even though United Therapeutics has four products for the treatment of PAH, competition in this market is intense. These drugs face generic erosion as well as competition from other marketed drugs like Letairis, Tracleer, Revatio and Uptravi. Moreover, the entry of generic versions of Revatio, Letairis and Tracleer has also increased competition in the market.

We believe competition will continue to increase with several companies working on bringing additional therapies to the market. In March 2024, the FDA approved Merck's Winrevair, the first activin signaling inhibitor therapy for PAH, which represents a new class of therapy when compared to the existing ones. Several investigational PAH therapies are in the later stages of development. Insmed is developing a prodrug formulation of treprostinil, which is phase III ready for PAH and PH-ILD indications.

▼ **Rising Generic Competition:** We are concerned about the company's dependence on Remodulin for revenues, which lost exclusivity in June 2018. Sandoz launched a generic version in March 2019. Teva launched its generic product in October 2019 and Par has also launched sales of generic treprostinil. A generic form of subcutaneous Remodulin was launched in May 2021 by Sandoz. More generics may be launched in Europe and the United States, which may reduce revenues from this product in future quarters. The patent of Orenitram has also been challenged.

Importantly, though United Therapeutics is a leader in PAH, a lack of product as well as pipeline diversification beyond PAH is a concern. The company lost exclusivity for Tyvaso in May 2025. Post this loss of exclusivity, the FDA approved Yutrepia, Liquidia's dry-powder formulation and the first inhaled competitor for both PAH and PH-ILD indications. United Therapeutics has long attempted to block its entry, filing lawsuits against both Liquidia and the FDA — litigation that remains ongoing.

▼ **Pipeline Setbacks:** In April 2020, United Therapeutics received a complete response letter (CRL) for its NDA for Trevyent, its drug-device pipeline product for PAH, indicating that some of the deficiencies previously raised by the FDA had not yet been addressed to its satisfaction. After a meeting with the FDA, the regulatory body suggested that the company would need to both redesign the product to improve pump accuracy in certain respects and conduct a clinical study of the redesigned product. As a result, United Therapeutics discontinued the development of the product.

United Therapeutics has been collaborating with Medtronic since 2009 to develop an Implantable System for Remodulin (ISR), an implantable pump for delivering Remodulin intravenously. In June 2021, the companies discontinued the ISR program.

In September 2022, the phase III PERFECT study, evaluating Tyvaso in WHO Group 3 pulmonary hypertension (PH) patients with chronic obstructive pulmonary disease (COPD), was discontinued. This decision was based on a recommendation of an independent Data Safety Monitoring Committee after an efficacy analysis of the study.

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Competition in the PAH market is increasing. Lack of product as well as pipeline diversification beyond PAH is a concern

## Last Earnings Report

### Q3 Earnings Beat, Sales Miss Estimates

United Therapeutics reported third-quarter 2025 earnings of \$7.16 per share, which beat the Zacks Consensus Estimate of \$6.89. Earnings rose 12% year over year on the back of higher product sales.

Revenues in the third quarter came in at \$799.5 million, missing the Zacks Consensus Estimate of \$818 million. Yet, the figures rose 7% year over year.

**FY Quarter Ending** **12/31/2025**

Earnings Reporting Date	Oct 29, 2025
Sales Surprise	-2.24%
EPS Surprise	3.92%
Quarterly EPS	7.16
Annual EPS (TTM)	26.39

### Quarter in Detail

Overall, Tyvaso sales were \$478 million, up 10% year over year. Tyvaso sales, however, missed the Zacks Consensus Estimate of \$484 million.

Tyvaso DPI recorded sales of \$336.2 million, up 22% year over year, driven by higher volumes and price increases, which were partially offset by higher gross-to-net deductions. Continued growth in commercialization led to patient growth, which, in turn, benefited volumes.

Revenues from nebulized Tyvaso were \$141.8 million, down 11%, mainly due to higher gross-to-net revenue deductions and a lower volume.

Sales of Orenitram rose 16% year over year to \$131.1 million, primarily driven by higher volumes, partly due to increased commercialization following the implementation of the Part D redesign under the Inflation Reduction Act.

Remodulin (including Remunity Pump) sales declined 2% year over year to \$125.9 million.

Unituxin sales were down 22% year over year to \$47.9 million.

Adcirca sales were \$9.7 million, up 39% year over year.

Research and development expenses were \$127.5 million in the quarter, up 23% year over year due to higher costs incurred for ongoing clinical development activities and higher share-based compensation expenses.

Selling, general and administrative expenses declined 17% to \$182.6 million in the quarter, mainly due to an accrued liability of \$65.1 million recorded in the third quarter of 2024 related to ongoing litigation with Sandoz.

## Recent News

### Completes First Transplant of UKidney – Nov. 3

United Therapeutics announced that it completed the first clinical xenotransplantation in the phase I/II/III EXPAND study on UKidney in patients with end-stage renal disease (ESRD).

### TETON-2 Study Meets Goal – Sept. 2

United Therapeutics announced positive top-line results from the late-stage TETON-2 study evaluating the nebulized version of Tyvaso in adult patients with IPF.

The study met its primary endpoint — treatment with Tyvaso showed superiority over placebo for the change in absolute forced vital capacity (FVC) by 95.6 mL after 52 weeks. FVC refers to the total amount of air a person can forcibly exhale after taking the deepest breath possible.

Per United Therapeutics, the benefits of treatment with Tyvaso were observed across all subgroups, regardless of the use of background therapy, smoking status and supplemental oxygen. The safety profile of the drug was also consistent with previous studies on the drug.

The study also met several key secondary endpoints, including time to first clinical worsening event, changes from baseline to week 52 in percent predicted FVC and diffusion capacity of lungs for carbon monoxide.

### \$1B Share Purchase Program – Aug. 1

United Therapeutics announced that it has signed two accelerated share repurchase (ASR) agreements with Citibank to repurchase an aggregate \$1 billion of its common stock.

### Treats First Patient in a Clinical Study for Bioengineered Liver Transplant – June 24

United Therapeutics announced that it has treated the world's first patient in a clinical study of a bioengineered external liver assist product called miroliverELAP. This study is the first human clinical trial of a manufactured organ alternative.

miroliverELAP is an investigational-stage external liver assist product (ELAP) developed by United Therapeutics' subsidiary Miromatrix to provide liver support for acute liver failure (ALF) patients. This liver is manufactured by recellularizing a decellularized porcine liver with human endothelial cells and human liver cells obtained from donated human livers.

This transplant was performed on a patient experiencing liver failure who was not eligible for a liver transplant. The procedure was performed by the team at Intermountain Medical Center in Murray, Utah.

### Completes Enrolment in ADVANCE OUTCOMES Study – June 23

United Therapeutics announced full enrolment in the phase III ADVANCE OUTCOMES study evaluating ralinepag for the treatment of PAH.

The study is now enrolled with a total of 728 patients. While the study will continue to accrue clinical worsening events through the end of 2025, top-line data is expected in the first half of 2026.

## Valuation

United Therapeutics' shares are up 70.8% in the past six months and 37.1% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 2.2% while those in the sector are up 12.3% in the past six-month period. Over the past year, Zacks' sub-industry and sector have risen 1.7% and 5.5%, respectively.

The S&P 500 Index is up 14.4% in the past six months and 19.5% in the past year.

The stock is currently trading at 7.60X trailing 12-month sales per share, which compares to 2.26X for the Zacks sub-industry, 2.66X for the Zacks sector, and 6.06X for the S&P 500 index.

Over the past five years, the stock has traded as high as 7.82X and as low as 4.31X, with a 5-year median of 5.64X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$528.00 price target reflects 7.98X trailing 12-month sales per share.

The table below shows the summary valuation data for UTHR.

Valuation Multiples - UTHR					
		Stock	Sub-Industry	Sector	S&P 500
P/S TTM	Current	7.60	2.26	2.66	6.06
	5-Year High	7.82	3.59	4.05	6.16
	5-Year Low	4.31	2.00	2.33	3.99
	5-Year Median	5.64	2.43	2.96	5.35
	Current	3.28	1.61	4.06	8.62
	5-Year High	3.38	2.56	6.11	9.13

P/B TTM	5-Year High	3.33	2.00	3.11	3.15
	5-Year Low	1.66	1.26	3.59	6.57
	5-Year Median	2.27	1.63	4.54	8.04

As of 01/06/2026

Source: Zacks Investment Research



## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Top 33% (81 out of 244)



## Top Peers<sup>(1)</sup>

Company (Ticker)	Rec	Rank
AMNEAL PHARMACEUTICA...(AMRX)	Neutral	3
Structure Therapeuti...(GPCR)	Neutral	3
Insmed, Inc. (INSM)	Neutral	3
Liquidia Corporation (LQDA)	Neutral	3
Merck & Co., Inc. (MRK)	Neutral	3
Neurocrine Bioscienc...(NBIX)	Neutral	3
BeOne Medicines Ltd...(ONC)	Neutral	4
Shionogi & Co., Ltd...(SGIOY)	Neutral	3

## Industry Comparison<sup>(1)</sup> Industry: Medical - Drugs

	UTHR	X Industry	S&P 500	AMRX	LQDA	SGIOY
<b>Zacks Recommendation (Long Term)</b>	Neutral	-	-	Neutral	Neutral	Neutral
<b>Zacks Rank (Short Term)</b>	2	-	-	3	3	3
<b>VGM Score</b>	C	-	-	A	C	B
Market Cap	21.69 B	77.63 M	40.07 B	4.17 B	2.70 B	15.35 B
# of Analysts	7	2	22	3	5	1
Dividend Yield	0.00%	0.00%	1.38%	0.00%	0.00%	1.40%
<b>Value Score</b>	B	-	-	A	D	B
Cash/Price	0.13	0.26	0.04	0.06	0.06	0.26
EV/EBITDA	11.44	-1.24	14.89	13.86	-23.12	7.51
PEG Ratio	3.17	1.24	2.04	NA	1.03	1.88
Price/Book (P/B)	3.29	2.16	3.41	NA	122.26	1.54
Price/Cash Flow (P/CF)	17.74	17.28	15.44	9.55	NA	12.20
P/E (F1)	18.82	18.10	18.58	14.11	37.43	12.53
Price/Sales (P/S)	6.93	4.36	3.06	1.42	38.95	5.51
Earnings Yield	5.53%	-12.03%	5.38%	7.09%	2.68%	7.98%
Debt/Equity	0.00	0.00	0.57	-23.34	6.19	0.01
Cash Flow (\$/share)	28.39	-0.76	8.98	1.39	-1.47	0.74
<b>Growth Score</b>	B	-	-	A	C	D
Hist. EPS Growth (3-5 yrs)	26.00%	-0.41%	8.24%	-0.79%	NA	NA
Proj. EPS Growth (F1/F0)	8.64%	18.60%	9.21%	36.21%	46.39%	9.09%
Curr. Cash Flow Growth	22.12%	3.25%	7.00%	3.14%	63.55%	0.69%
Hist. Cash Flow Growth (3-5 yrs)	88.23%	7.33%	7.49%	5.04%	NA	0.06%
Current Ratio	6.40	2.69	1.19	2.13	2.20	6.44
Debt/Capital	0.00%	0.00%	38.14%	NA	86.09%	1.25%
Net Margin	40.65%	-21.15%	12.77%	0.20%	-176.04%	39.53%
Return on Equity	18.83%	-55.34%	17.03%	-185.61%	-296.78%	11.90%
Sales/Assets	0.41	0.49	0.53	0.85	0.28	0.27
Proj. Sales Growth (F1/F0)	10.40%	7.97%	5.29%	8.10%	850.00%	NA
<b>Momentum Score</b>	F	-	-	D	A	B
Daily Price Chg	0.19%	0.59%	-0.34%	2.08%	0.88%	-0.22%
1 Week Price Chg	-2.06%	-0.58%	1.10%	-2.24%	-8.75%	-0.33%
4 Week Price Chg	3.88%	-0.45%	0.50%	8.60%	-5.17%	5.74%
12 Week Price Chg	16.54%	-5.72%	3.75%	35.58%	33.81%	13.03%
52 Week Price Chg	37.39%	-10.92%	16.94%	64.52%	148.72%	30.16%
20 Day Average Volume	434,302	236,732	2,431,070	1,597,913	1,062,363	77,045
(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%	0.00%	0.00%	0.00%	0.00%	2.86%
(F1) EPS Est 12 week change	0.23%	1.74%	0.44%	5.74%	352.82%	-1.37%
(Q1) EPS Est Mthly Chg	-1.00%	0.00%	0.00%	0.00%	0.00%	NA



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

### United Therapeutics Corporation (UTHR)

In \$MM, except per share data

	2022A	2023A	2024A	2025E				2026E				2027E		
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends December 31st	Dec-22	Dec-23	Dec-24	31-Mar-25	30-Jun-25	30-Sep-25	31-Dec-25	Dec-25	31-Mar-26	30-Jun-26	30-Sep-26	31-Dec-26	Dec-26	Dec-27
Income Statement														
Net Product Sales	\$1,922.5	\$2,315.7	\$2,855.3	\$789.4	\$793.1	\$792.6	\$775.6	\$3,150.7	\$805.5	\$810.1	\$810.3	\$791.7	\$3,217.6	\$3,312.2
YoY % Chng	14.1%	20.5%	23.3%	17.6%	11.7%	6.6%	6.2%	10.3%	2.0%	2.1%	2.2%	2.1%	2.1%	2.9%
Other	\$13.8	\$11.8	\$22.1	\$5.0	\$5.5	\$6.9	\$6.9	\$24.3	\$6.9	\$6.9	\$6.9	\$6.9	\$27.6	\$27.6
YoY % Chng		(14.5%)	87.3%	(19.4%)	12.2%	25.5%	25.5%	10.0%	38.0%	25.5%	0.0%	0.0%	13.6%	0.0%
Total Revenues	\$1,936.3	\$2,327.5	\$2,877.4	\$794.4	\$798.6	\$799.5	\$782.5	\$3,175.0	\$812.4	\$817.0	\$817.2	\$798.6	\$3,245.2	\$3,339.8
YoY % Chng	14.9%	20.2%	23.6%	17.2%	11.7%	6.8%	6.3%	10.3%	2.3%	2.3%	2.2%	2.1%	2.2%	2.9%
Cost of Product Sales	\$151.6	\$257.5	\$309.7	\$92.5	\$87.6	\$100.9	\$100.8	\$381.8	\$105.9	\$101.1	\$115.5	\$116.6	\$439.1	\$466.0
YoY % Chng	23.8%	69.9%	20.3%	26.9%	12.6%	21.4%	32.9%	23.3%	14.4%	15.4%	14.4%	15.7%	15.0%	6.1%
Gross Profit	\$1,784.7	\$2,070.0	\$2,567.7	\$701.9	\$711.0	\$698.6	\$681.7	\$2,793.2	\$706.5	\$715.9	\$701.7	\$682.0	\$2,806.1	\$2,873.8
YoY % Chng	14.2%	16.0%	24.0%	16.1%	11.6%	4.9%	3.3%	8.8%	0.7%	0.7%	0.4%	0.0%	0.5%	2.4%
Research & Development	\$322.9	\$408.0	\$481.0	\$149.0	\$134.0	\$127.5	\$150.4	\$560.9	\$168.0	\$152.4	\$148.1	\$177.0	\$645.5	\$690.9
YoY % Chng	(40.2%)	26.4%	17.9%	43.1%	(4.0%)	23.2%	12.4%	16.6%	12.7%	13.7%	16.2%	17.7%	15.1%	7.0%
Selling, General & Administrative	\$482.1	\$477.1	\$709.7	\$170.1	\$212.5	\$182.6	\$194.4	\$759.6	\$187.9	\$239.8	\$208.7	\$215.7	\$852.1	\$922.5
YoY % Chng	3.2%	(1.0%)	48.8%	17.8%	19.7%	(16.7%)	15.4%	7.0%	10.4%	12.9%	14.3%	11.0%	12.2%	8.3%
Total Operating Expenses	\$956.6	\$1,142.6	\$1,500.4	\$411.6	\$434.1	\$411.0	\$445.6	\$1,702.3	\$461.7	\$493.3	\$472.2	\$509.4	\$1,936.7	\$2,079.4
YoY % Chng	(15.3%)	19.4%	31.3%	28.1%	9.9%	1.3%	17.8%	13.5%	12.2%	13.6%	14.9%	14.3%	13.8%	7.4%
EBITDA	\$1,031.0	\$1,238.1	\$1,449.5	\$402.6	\$385.6	\$410.4	\$357.6	\$1,556.2	\$372.1	\$345.4	\$366.7	\$310.4	\$1,394.5	\$1,349.1
YoY % Chng	70.2%	20.1%	17.1%	8.4%	13.9%	13.3%	(5.3%)	7.4%	(7.6%)	(10.4%)	(10.6%)	(13.2%)	(10.4%)	(3.3%)
Depreciation & Amortization	\$51.3	\$53.2	\$72.5	\$19.8	\$21.1	\$21.9	\$20.6	\$83.4	\$21.3	\$21.7	\$21.8	\$21.2	\$86.0	\$88.6
YoY % Chng	2.8%	3.7%	36.3%	32.0%	12.8%	4.7%	4.8%	15.1%	7.8%	3.1%	(0.5%)	2.5%	3.1%	3.0%
Operating Income (Loss)	\$979.7	\$1,184.9	\$1,377.0	\$382.8	\$364.5	\$388.5	\$336.9	\$1,472.7	\$350.7	\$323.7	\$344.9	\$289.2	\$1,308.5	\$1,260.4
YoY % Chng	76.2%	20.9%	16.2%	7.4%	13.9%	13.2%	(5.8%)	7.0%	(8.4%)	(11.2%)	(11.2%)	(14.2%)	(11.2%)	(3.7%)
Interest Income	\$45.2	\$162.7	\$199.1	\$51.1	\$51.3	\$46.4	\$43.4	\$192.2	\$43.5	\$42.3	\$43.0	\$41.0	\$169.8	\$157.6
YoY % Chng	170.7%	260.0%	22.4%	(5.0%)	11.0%	(6.8%)	(12.1%)	(3.5%)	(14.9%)	(17.5%)	(7.2%)	(5.4%)	(11.6%)	(7.2%)
Interest Expense	\$32.4	\$59.3	\$42.9	\$6.1	\$7.3	\$3.0	\$5.3	\$21.7	\$5.6	\$5.4	\$4.9	\$5.3	\$21.2	\$19.0
YoY % Chng	74.2%	83.0%	(27.7%)	(54.1%)	(37.1%)	(70.3%)	(32.4%)	(49.3%)	(8.8%)	(25.7%)	63.9%	(1.6%)	(2.6%)	(10.5%)
Other (Expense) Income, Net	(\$40.2)	(\$14.0)	\$5.8	(\$4.3)	(\$0.1)	\$6.1	\$6.1	\$7.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$4.0
YoY % Chng	(195.3%)	65.2%	141.4%	(338.9%)	(112.5%)	5.2%	334.6%	34.5%						
Impairments of Investments in Privately-Held Companies	\$1.7	\$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	(26.1%)													
Total Other (Expense) Income, Net	(\$29.1)	\$89.4	\$162.0	\$40.7	\$43.9	\$49.5	\$44.1	\$178.2	\$37.9	\$36.9	\$38.1	\$35.7	\$148.7	\$142.7
YoY % Chng	(176.6%)	407.2%	81.2%	(3.8%)	24.0%	8.8%	13.7%	10.0%	(6.9%)	(16.0%)	(23.0%)	(19.0%)	(16.6%)	(4.0%)
Pre-Tax Income	\$950.6	\$1,274.3	\$1,539.0	\$423.5	\$408.4	\$438.0	\$381.0	\$1,650.9	\$388.6	\$360.5	\$383.1	\$324.9	\$1,457.1	\$1,403.1
YoY % Chng	60.1%	34.1%	20.8%	6.2%	14.9%	12.7%	(3.9%)	7.3%	(8.2%)	(11.7%)	(12.5%)	(14.7%)	(11.7%)	(3.7%)
Income Tax	\$223.3	\$289.5	\$343.9	\$101.3	\$98.9	\$99.3	\$87.6	\$387.1	\$93.3	\$86.5	\$91.9	\$78.0	\$349.7	\$336.7
YoY % Chng	89.1%	29.6%	18.8%	10.1%	28.1%	24.9%	(7.9%)	12.6%	(7.9%)	(12.5%)	(7.4%)	(11.0%)	(9.7%)	(3.7%)
Tax Rate	23.0%	23.0%	22.0%	24.0%	24.0%	23.0%	23.0%	23.4%	24.0%	24.0%	24.0%	24.0%	24.0%	24.0%
Net Income, Non-GAAP	\$727.3	\$984.8	\$1,195.1	\$322.2	\$309.5	\$338.7	\$293.4	\$1,263.8	\$295.3	\$274.0	\$291.1	\$247.0	\$1,107.4	\$1,066.4
YoY % Chng	0.8%	35.4%	21.4%	5.1%	11.3%	9.6%	(2.6%)	5.7%	(8.3%)	(11.5%)	(14.0%)	(15.8%)	(12.4%)	(3.7%)
Net Income, GAAP	\$727.3	\$984.8	\$1,195.1	\$322.2	\$309.5	\$338.7	\$293.4	\$1,263.8	\$295.3	\$274.0	\$291.1	\$247.0	\$1,107.4	\$1,066.4
YoY % Chng	52.9%	35.4%	21.4%	5.1%	11.3%	9.6%	(2.6%)	5.7%	(8.3%)	(11.5%)	(14.0%)	(15.8%)	(12.4%)	(3.7%)
Basic Shares Outstanding	45.5	46.8	45.2	44.9	45.1	43.8	41.2	43.7	38.5	35.9	35.9	35.9	36.5	35.9
YoY % Chng	1.3%	2.9%	(3.4%)	(4.5%)	1.6%	(1.8%)	(7.9%)	(3.2%)	(14.2%)	(20.4%)	(18.1%)	(12.8%)	(16.5%)	(1.8%)
Diluted Shares Outstanding	48.5	49.7	48.5	48.6	48.3	47.3	44.7	47.2	42.0	39.4	39.4	39.4	40.0	39.4
YoY % Chng	2.5%	2.5%	(2.4%)	(2.2%)	1.7%	(2.3%)	(8.3%)	(2.6%)	(13.5%)	(18.5%)	(16.7%)	(11.8%)	(15.2%)	(1.6%)
Basic EPS	\$15.98	\$21.04	\$26.44	\$7.18	\$6.86	\$7.73	\$7.13	\$28.90	\$7.67	\$7.64	\$8.11	\$6.88	\$30.30	\$29.72
YoY % Chng	50.8%	31.7%	25.7%	10.1%	9.6%	11.5%	5.8%	9.3%	6.8%	11.3%	5.0%	(3.5%)	4.8%	(1.9%)
Diluted EPS, Non-GAAP	\$15.00	\$19.81	\$24.64	\$6.63	\$6.41	\$7.16	\$6.57	\$26.77	\$7.03	\$6.96	\$7.39	\$6.27	\$27.65	\$27.08
YoY % Chng	(1.7%)	32.1%	24.4%	7.5%	9.6%	12.1%	6.1%	8.6%	6.0%	8.5%	3.2%	(4.6%)	3.3%	(2.1%)
Diluted EPS, GAAP	\$15.00	\$19.81	\$24.64	\$6.63	\$6.41	\$7.16	\$6.57	\$26.77	\$7.03	\$6.96	\$7.39	\$6.27	\$27.65	\$27.08
YoY % Chng	(1.7%)	32.1%	24.4%	7.5%	9.6%	12.1%	6.1%	8.6%	6.0%	8.5%	3.2%	(4.6%)	3.3%	(2.1%)

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## 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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### 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.

Value Score	<b>B</b>
Growth Score	<b>B</b>
Momentum Score	<b>F</b>
VGM Score	<b>C</b>

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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