

## Verisk Analytics, Inc. (VRSK)

**\$216.29** (Stock Price as of 12/11/2025)

Price Target (6-12 Months): **\$229.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 02/20/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM: C

Value: D

Growth: B

Momentum: C

## Summary

The bulk of Verisk's top-line is based on a subscription model, which lends stability and the company has adopted various measures, including price rise and strong renewals, to ensure growth. Rising direct premium growth post-pandemic solidifies our confidence in VRSK's future performance. Buyouts are a part of VRSK's growth strategy. A robust liquidity position adds to investors' confidence. Income-seeking investors will also find the stock appealing. Meanwhile, we need to keep in mind that good services require continued investment in a talent pool that is all the more difficult to retain in a competitive market. The susceptibility to security breaches and high debt can hurt the company's performance. The stock declined 23.8% in the past year and we have a neutral recommendation on it.

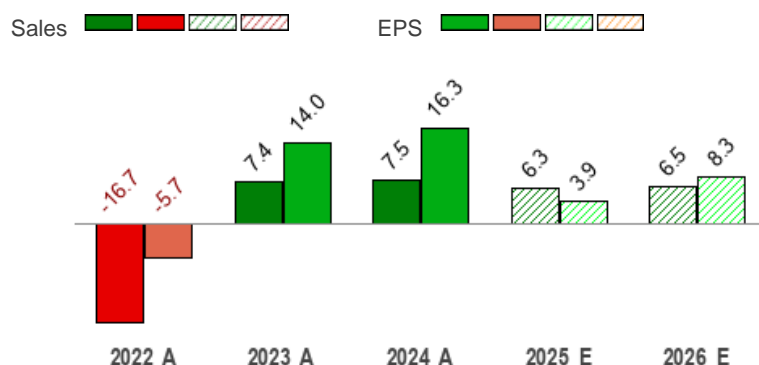
## Price, Consensus & Surprise<sup>(1)</sup>



## Data Overview

52 Week High-Low	\$322.92 - \$197.00
20 Day Average Volume (sh)	1,286,444
Market Cap	\$30.1 B
YTD Price Change	-21.5%
Beta	0.81
Dividend / Div Yld	\$1.80 / 0.8%
Industry	<a href="#">Business - Information Services</a>
Zacks Industry Rank	Top 32% (77 out of 243)

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



Last EPS Surprise	1.8%
Last Sales Surprise	-0.8%
EPS F1 Est- 4 week change	-0.3%
Expected Report Date	02/25/2026
Earnings ESP	-1.6%

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

	Q1	Q2	Q3	Q4	Annual*
2026	801 E	826 E	820 E	819 E	3,265 E
2025	753 A	773 A	768 A	771 E	3,065 E
2024	704 A	717 A	725 A	736 A	2,882 A

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

	Q1	Q2	Q3	Q4	Annual*
2026	1.77 E	1.92 E	1.92 E	1.86 E	7.47 E
2025	1.73 A	1.88 A	1.72 A	1.57 E	6.90 E
2024	1.63 A	1.74 A	1.67 A	1.61 A	6.64 A

\*Quarterly figures may not add up to annual.

P/E TTM	31.2
P/E F1	31.4
PEG F1	5.2
P/S TTM	10.0

(1) The data in the charts and tables, except the estimates, is as of 12/11/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/10/2025.

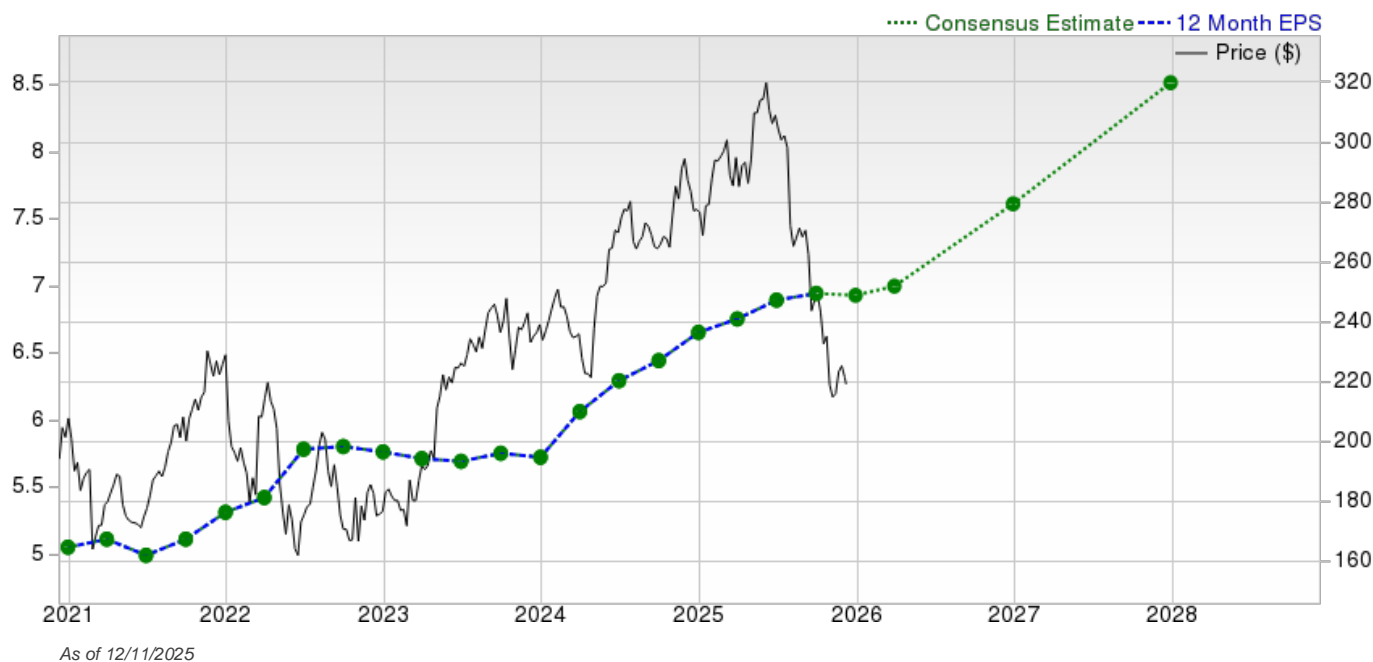
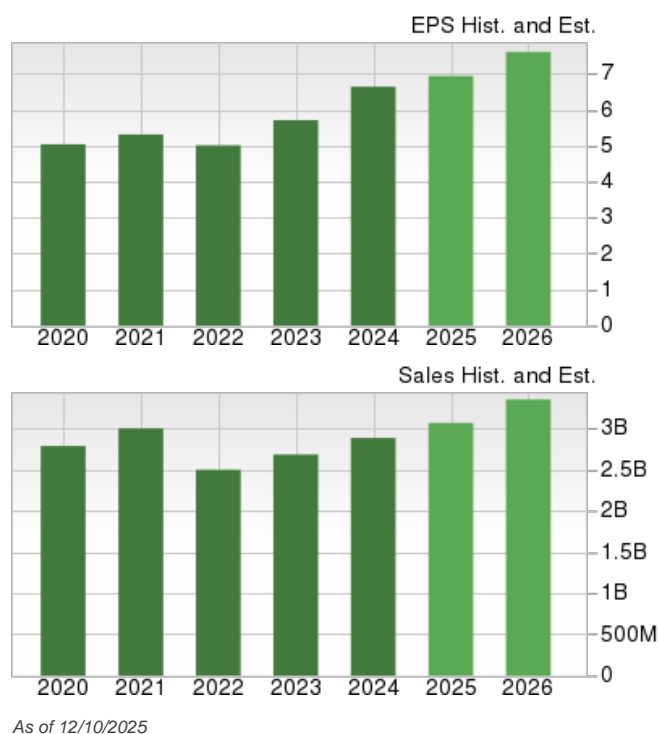
## Overview

Headquartered in Jersey City, N.J., Verisk Analytics is one of the leading data analytics providers serving customers in the insurance, energy, financial services and specialized markets. Using advanced technologies to collect and analyze data, Verisk draws on unique data assets and deep domain expertise to provide innovations that are integrated into customer workflows. The company offers predictive analytics and decision support solutions to customers in rating, underwriting, claims, catastrophe and weather risk, natural resources intelligence, economic forecasting and many other fields. The company operates in 30 countries.

In the past, the company's operational divisions encompassed Insurance, Energy and Specialized Markets, and Financial Services. However, beginning in 2022, the company's M&A actions increased focus on insurance, while minimizing the other two segments. That year, Verisk divested its environmental health and safety business in the "Specialized Markets" of the Energy segment, as well as a portion of its Financial Services segment in 2022. Therefore, in 2023, VRSK was generating revenues from the insurance market only.

The revenues of the Insurance segment comprise two main components: Underwriting & Rating revenues and Claims revenues. Verisk is a recognized authority in the US for industry-standard insurance programs that help Property & Casualty (P&C) insurers define coverages and issue policies. They offer policy language, prospective loss costs, underwriting solutions for risk assessment, pricing and workflow optimization across 31 lines of insurance. Additionally, their claims solutions provide analytics for fraud detection, compliance reporting, subrogation, liability assessment, litigation and repair cost estimation, addressing emerging areas within these categories.

In 2024, Underwriting & Rating revenues accounted for 70% of total revenues, with Claims revenues making up the remaining 30%.



---

## Reasons To Buy:

- ▲ Verisk's subscription revenues represented approximately 83% of the top line for the nine months ended September 30, 2025. It has remained consistent with the preceding quarters. VRSK has been increasing prices during the renewal of contracts, which has led to **higher annualized recurring revenues**. Verisk's decision to transition its business model from transactions to subscriptions favors its recurring revenues. It is beneficial for the company since subscription fees are usually paid in advance of providing the services, either quarterly or in full upon commencement of the subscription period. Moreover, the market trends give a higher valuation to SaaS companies; there's also a direct benefit from this model to shareholders in the long run. Also, the introduction of Claims Coverage Identifier and Provider Scoring services can appeal to new customers and move existing customers to subscription-based solutions.
- ▲ VRSK thrives on recurring subscription revenues, enhanced by premium growth, buyouts, constant dividends and strong liquidity.
- ▲ Verisk's **profitability has benefited from direct premium growth**, just like any insurance company. Growth in P&C insurers' direct written premiums has been cyclical, with total industry premium growth falling from a peak of 14.8% in 2002 to a negative 3.1% in 2009. It did recover to 5.1% in 2019, although COVID moderated this growth to 2.3% in 2020. Despite the challenges faced during COVID, direct premium growth escalated to 9.5% in 2021 and then to 9.7% in 2022 and 10.1% in 2023. This impressive trajectory is continued in 2024, as the U.S. P&C insurance industry achieved a landmark figure, surpassing \$1 trillion in direct written premiums for the first time, fueled by 8% growth. This fantastic recovery paves a path for sustained growth for the industry.
- ▲ **Acquisitions play a vital role in Verisk's growth strategy**, as it consistently invests in global companies to enhance its data and analytical capabilities. Recently, the company signed a definitive agreement to acquire AccuLynx and SuranceBay. AccuLynx will improve and strengthen network capabilities across the insurance claims and restoration ecosystem. SuranceBay will improve the process of buying and selling insurance and support a robust life and annuity ecosystem with solutions that enhance workflow between carriers, general agencies, insurance agents and consumers. In April 2025, VRSK acquired Nasdaq subsidiary Simplitium Limited, which owns and operates Nasdaq Risk Modelling for Catastrophe. This buyout enables Verisk's clients with access to more than 300 third-party catastrophe models, offering diverse risk assessment views across the globe. In 2024, the company acquired Rocket Enterprise Solutions GmbH (Rocket) for a cash purchase price of \$10.1 million. The buyout will facilitate VRSK's expansion in Europe and the company's aim of helping insurers and claims service providers leverage more data and tools to improve claims experience. We expect these buyouts to boost the top line by 6.4% year over year in 2025.
- ▲ Verisk has a consistent record of **rewarding its shareholders through dividend payments and share repurchases**. In 2022, Verisk paid \$195.2 as dividends and repurchased shares worth 1.7 billion. In 2023, Verisk paid \$196.8 as dividends and repurchased shares worth \$2.8 billion. In 2024, the company paid \$221.3 million in dividends and repurchased shares worth \$1 billion. Steadily increasing shareholder returns have the effect of boosting share prices, as investors increasingly look for returns in unstable or uncertain markets.
- ▲ Verisk's current ratio (a measure of liquidity) at the end of the third quarter of 2025 was 1.19, significantly higher than the industry's 0.98. Also, the metric improved 45% from the year-ago quarter due to a significant decline in current debt. That being said, the **current ratio exceeds 1**, signaling that the company can effectively pay off its short-term obligations.

---

## Reasons To Sell:

- ▼ Verisk's **personnel expenses are a major component** of both cost of revenues and selling, general, and administrative expenses. Personnel expenses represented nearly 56% and 57% of the total operating expenses for 2023 and 2024, respectively. It includes salaries, benefits, incentive compensation, equity compensation costs, sales commissions, employment taxes, recruiting costs, and outsourced temporary agency costs. Given that VRSK continues to grow, the number of employees will increase as well. Furthermore, hiring will increase to tackle a higher attrition rate. Although personnel expenses are higher for companies operating in the information industry, rising employee salaries and wage expenses will significantly pressure VRSK's bottom line. Partly due to this negative, shares have dipped 21.2% in the year-to-date period.
- ▼ Verisk's business model revolves around a huge amount of data, making it **susceptible to operational risks** related to security breaches in its facilities, computer networks and databases, resulting in the loss of its credibility and at times, customers. Dependence on external sources for data supply can lead to contractual and pricing issues with data suppliers, some of whom are also rivals. Data theft and misuse by third-party contractors could also lead to the loss of business and jeopardize the fundamental existence of the company.
- ▼ Verisk has a debt-to-equity ratio of 12.49, which is way higher than the industry average of 7.4. It suggests that the company has **accumulated significant debt** due to past buyouts and efforts to expand its business. Despite the debt having a positive impact on the company's growth, it has added to operational costs and affected VRSK's capacity to pursue other opportunities. It has also added to the risk of investing in these shares.

VRSK's bottom line performance is threatened by rising personnel expenses. Operational risks and high debt are headwinds as well.

Last Earnings Report

Verisk Q3 Earnings Surpass Estimates

Verisk has reported impressive third-quarter fiscal 2025 results, wherein earnings and revenues beat the Zacks Consensus Estimate.

VRSK's adjusted earnings were \$1.72 per share, surpassing the Zacks Consensus Estimate by 1.8% and increasing 3% from the year-ago quarter. Total revenues of \$768.3 million missed the consensus estimate marginally but increased 5.9% on a year-over-year basis.

FY Quarter Ending 12/31/2024

Earnings Reporting Date	Oct 29, 2025
Sales Surprise	-0.82%
EPS Surprise	1.78%
Quarterly EPS	1.72
Annual EPS (TTM)	6.94

Quarterly Details of Verisk

Underwriting and Rating revenues witnessed a year-over-year increase of 6.9% on a reported basis and 5.8% at organic constant currency (OCC) to \$542 million, surpassing our estimate of \$536 million. Claim revenues gained 3.6% on a reported basis and 5% at OCC to \$226 million, and beat our estimate of \$237.5 million.

Adjusted EBITDA gained 7.2% from the year-ago quarter on a reported basis and 8.8% an OCC basis to \$429 million, surpassing our estimate of \$426.9 million. The adjusted EBITDA margin was 55.8%, increasing from the year-ago quarter's 55.2%.

Verisk exited the reported quarter with cash and cash equivalents of \$2.1 billion compared with \$628.7 million at the end of the second quarter of fiscal 2025. The long-term debt was \$3.2 billion, flat with the preceding quarter.

Net cash utilized from operating activities was \$404 million. The free cash flow used during the quarter was \$336 million. The company repurchased shares worth \$100 million in the quarter and returned \$62.6 million as dividends to shareholders.

VRSK's 2025 Guidance

For fiscal 2025, Verisk lowered the revenue view to \$3.05-\$3.08 billion from the \$3.09-\$3.12 billion provided in the preceding quarter. The adjusted EBITDA forecast is decreased to \$1.69-\$1.72 billion from the preceding quarter's view of \$1.70-\$1.74. The adjusted EBITDA margin is anticipated to be 55-55.8%. The adjusted earnings per share growth view is kept at \$6.80-\$7.00.

## Recent News

On **Oct 14, 2025**, Verisk announced the launch of a pet health insurance program under its Core Lines business, a first-of-its-kind initiative providing U.S. insurers with standardized tools and insights to tap into the fast-growing pet insurance market.

On **Oct 15, 2025**, Verisk introduced Commercial Rebuild, an advanced underwriting solution designed for U.K. insurers to accurately assess rebuild values of small- to mid-market commercial properties with a customized, flexible model.

On **Oct 07, 2025**, it was announced that Verisk and Jopari Solutions have teamed up to streamline insurance medical record reviews using GenAI- and AI-powered technologies, enabling faster, more accurate, and consistent decision-making for payers and claims handlers across Jopari's nationwide healthcare network.

## Valuation

Verisk shares have dipped 21.2% in the year-to-date period and 23.8% in the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Business Services sector decreased 23.3% and 9.9% in the year-to-date period, respectively. In the past year, the Zacks sub-industry and the Zacks Business Services sector declined 29.2% and 13.7%, respectively.

The S&P 500 index is up 20.1% in the year-to-date period and 16% over the past year.

The stock is currently trading at 28.54X forward 12-month price-to-earnings, which compares to 19.87X for the Zacks sub-industry, 20.18X for the Zacks sector and 23.46X for the S&P 500 index.

Over the past five years, the stock has traded as high as 43.54X and as low as 26.75X, with a 5-year median of 35.79X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$229.00 price target reflects 30.29X price-to-earnings.

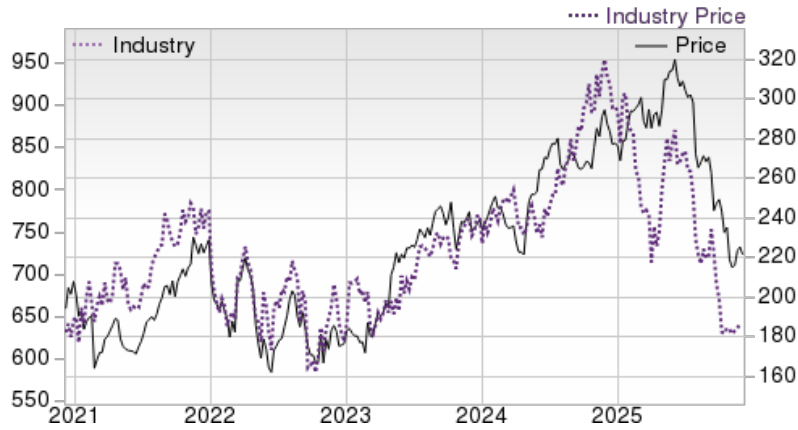
The table below shows summary valuation data for VRSK

Valuation Multiples - VRSK					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	28.54	19.87	20.18	23.46
	5-Year High	43.54	32.54	32.08	23.78
	5-Year Low	26.75	19.87	17.06	15.73
	5-Year Median	35.79	26.14	20.81	21.21
P/S F12M	Current	9.04	4.49	3.42	5.3
	5-Year High	14.19	7.65	5.79	5.5
	5-Year Low	8.14	4.49	2.74	3.83
	5-Year Median	11.11	5.87	3.7	5.05
P/B TTM	Current	79.76	19.64	5.34	8.51
	5-Year High	414.75	26.55	6.89	9.16
	5-Year Low	9.34	9.99	3.94	6.6
	5-Year Median	85.77	15.57	5.49	8.05

As of 12/09/2025

Source: Zacks Investment Research

## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Top 32% (77 out of 243)



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

Company (Ticker)	Rec	Rank
Advantage Solutions ... (ADV)	Neutral	3
Broadridge Financial... (BR)	Neutral	3
Experian PLC (EXPGY)	Neutral	2
FactSet Research Sys... (FDS)	Neutral	3
Fair Isaac Corporati... (FICO)	Neutral	3
INTERTEK GP (IKTSY)	Neutral	3
TransUnion (TRU)	Neutral	3
uCloudlink Group Inc... (UCL)	Neutral	3

## Industry Comparison<sup>(1)</sup> Industry: Business - Information Services

	VRSK	X Industry	S&P 500	ADV	FDS	TRU
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	C	-	-	A	C	B
Market Cap	30.14 B	9.99 B	39.70 B	314.76 M	10.91 B	16.65 B
# of Analysts	7	6.5	22	2	6	15
Dividend Yield	0.83%	0.54%	1.4%	0.00%	1.51%	0.54%
Value Score	D	-	-	A	B	C
Cash/Price	0.07	0.05	0.04	0.76	0.03	0.05
EV/EBITDA	18.82	17.38	14.74	9.13	12.34	17.39
PEG Ratio	5.21	2.15	2.21	NA	2.50	1.63
Price/Book (P/B)	79.85	5.87	3.43	0.44	5.04	3.64
Price/Cash Flow (P/CF)	24.29	17.28	15.24	2.89	13.12	13.77
P/E (F1)	31.62	20.18	19.79	3.38	16.84	20.18
Price/Sales (P/S)	9.95	3.75	3.06	0.09	4.70	3.75
Earnings Yield	3.21%	4.96%	4.98%	29.17%	5.94%	4.96%
Debt/Equity	8.55	0.75	0.57	2.35	0.63	1.10
Cash Flow (\$/share)	8.90	4.69	8.99	0.33	22.23	6.23
Growth Score	B	-	-	A	C	C
Hist. EPS Growth (3-5 yrs)	7.10%	7.10%	8.13%	NA	10.55%	2.66%
Proj. EPS Growth (F1/F0)	3.92%	7.40%	8.50%	107.14%	1.94%	8.70%
Curr. Cash Flow Growth	11.84%	6.28%	6.86%	-46.79%	6.28%	-19.49%
Hist. Cash Flow Growth (3-5 yrs)	3.54%	7.92%	7.31%	-12.85%	10.04%	7.92%
Current Ratio	1.19	1.19	1.18	2.20	1.40	2.01
Debt/Capital	89.53%	46.44%	38.15%	70.11%	38.49%	52.38%
Net Margin	30.42%	12.26%	12.78%	-6.97%	25.72%	9.47%
Return on Equity	425.42%	27.53%	17.00%	-34.40%	31.06%	16.05%
Sales/Assets	0.59	0.59	0.53	1.15	0.55	0.40
Proj. Sales Growth (F1/F0)	6.30%	4.90%	5.75%	-1.70%	5.00%	8.50%
Momentum Score	C	-	-	B	D	B
Daily Price Chg	0.85%	1.00%	0.21%	7.43%	1.16%	1.82%
1 Week Price Chg	-1.70%	0.16%	0.64%	-9.39%	4.82%	-0.68%
4 Week Price Chg	-0.64%	-0.05%	2.43%	-19.61%	4.90%	4.75%
12 Week Price Chg	-11.84%	-8.29%	4.06%	-48.96%	-3.21%	-7.25%
52 Week Price Chg	-24.19%	-9.75%	14.04%	-72.20%	-40.33%	-13.82%
20 Day Average Volume	1,286,444	299,045	2,755,288	575,192	849,071	1,587,640
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.29%	0.03%	0.00%	0.00%	0.03%	0.29%
(F1) EPS Est 12 week change	-0.68%	-0.68%	0.68%	-36.51%	-6.50%	2.32%
(Q1) EPS Est Mthly Chg	-0.71%	-0.01%	0.00%	0.00%	-0.11%	0.09%



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

### Verisk Analytics, Inc. (VRSK)

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	\$2,497.0	\$2,681.4	\$2,881.7	\$753.0	\$772.6	\$768.3	\$770.9	\$3,064.8	\$800.9	\$826.2	\$819.8	\$818.5	\$3,265.4	\$3,476.1
Organic Constant Currency Growth	6.5%	8.7%	7.1%	7.9%	7.9%	5.5%	7.5%	7.2%	8.2%	8.3%	8.1%	9.0%	8.4%	9.8%
Cost of Revenue	\$824.6	\$876.5	\$901.1	\$230.8	\$229.5	\$229.5	\$238.9	\$928.7	\$242.7	\$241.4	\$230.3	\$239.4	\$953.9	\$993.7
Gross Profit	\$1,672.4	\$1,804.9	\$1,980.6	\$522.2	\$543.1	\$538.8	\$532.0	\$2,136.1	\$558.2	\$584.8	\$589.5	\$579.0	\$2,311.5	\$2,482.4
Selling, General and Administrative	\$381.5	\$391.8	\$408.7	\$108.9	\$106.5	\$110.6	\$114.6	\$440.6	\$119.2	\$115.5	\$119.1	\$119.2	\$473.0	\$483.4
Depreciation and Amortization of Fixed Assets	\$164.2	\$206.8	\$233.6	\$67.4	\$66.0	\$64.0	\$65.3	\$262.7	\$68.7	\$70.0	\$69.4	\$69.5	\$277.6	\$295.1
Amortization of Intangible Assets	\$74.4	\$74.6	\$72.3	\$15.8	\$16.3	\$18.3	\$14.6	\$65.0	\$17.0	\$17.6	\$17.5	\$16.9	\$69.0	\$73.2
Other Operating Loss (Income), Net	(\$354.2)	\$0.0	\$12.1	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Total Operating Expenses	\$1,090.5	\$1,549.7	\$1,627.8	\$422.9	\$418.3	\$422.4	\$433.4	\$1,697.0	\$447.5	\$444.5	\$436.3	\$445.1	\$1,773.4	\$1,845.5
Adjusted EBITDA	\$1,284.5	\$1,433.5	\$1,576.0	\$416.6	\$444.8	\$429.1	\$420.6	\$1,711.1	\$444.4	\$474.7	\$474.1	\$464.3	\$1,857.5	\$2,017.7
EBITDA	\$1,639.8	\$1,424.1	\$1,659.1	\$415.9	\$445.7	\$426.6	\$418.1	\$1,706.3	\$441.9	\$472.2	\$471.6	\$461.8	\$1,847.5	\$2,007.7
Operating Income	\$1,406.5	\$1,131.7	\$1,253.9	\$330.1	\$354.3	\$345.9	\$337.5	\$1,367.8	\$353.4	\$381.7	\$383.5	\$373.4	\$1,492.0	\$1,630.6
Net Gain on Early Extinguishment of Debt		\$0.0	\$3.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Investment (Loss) Income and Others	(\$5.3)	\$11.0	\$95.7	\$2.6	\$9.1	(\$1.6)	\$0.8	\$10.9	\$2.8	\$2.9	\$1.2	\$2.0	\$9.0	\$8.8
Interest Expense	\$138.8	\$115.5	\$124.6	\$36.3	\$35.5	\$42.2	\$60.9	\$174.9	\$45.7	\$48.9	\$51.3	\$52.7	\$198.6	\$214.9
Total Other Expense, Net	\$144.1	\$104.5	\$25.3	\$33.7	\$26.4	\$43.8	\$60.1	\$164.0	\$42.8	\$46.0	\$50.0	\$50.8	\$189.6	\$206.1
Pre-Tax Income	\$1,262.4	\$1,027.2	\$1,228.6	\$296.4	\$327.9	\$302.1	\$277.4	\$1,203.8	\$310.6	\$335.7	\$333.5	\$322.6	\$1,302.3	\$1,424.5
Income Tax	\$220.3	\$258.8	\$277.9	\$64.1	\$74.6	\$76.6	\$69.3	\$284.6	\$77.6	\$83.9	\$83.4	\$80.7	\$325.6	\$356.1
Tax Rate	17.5%	25.2%	22.6%	21.6%	22.8%	25.3%	25.0%	23.6%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Net Income from Continuing Operations, Adjusted	\$795.7	\$841.4	\$948.9	\$244.5	\$264.4	\$240.9	\$219.0	\$968.8	\$245.7	\$264.9	\$263.2	\$254.7	\$1,028.5	\$1,123.3
Net Income from Continuing Operations, GAAP	\$1,042.1	\$768.4	\$950.7	\$232.3	\$253.3	\$225.5	\$208.0	\$919.1	\$232.9	\$251.8	\$250.1	\$242.0	\$976.7	\$1,068.3
(Loss) Income from Discontinued Operations	(\$87.8)	(\$154.0)	\$6.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income, GAAP	\$954.3	\$614.4	\$957.5	\$232.3	\$253.3	\$225.5	\$208.0	\$919.1	\$232.9	\$251.8	\$250.1	\$242.0	\$976.7	\$1,068.3
Non-Controlling Interests	\$0.4	(\$0.2)	(\$0.7)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income Attributable to Verisk	\$953.9	\$614.6	\$958.2	\$232.3	\$253.3	\$225.5	\$208.0	\$919.1	\$232.9	\$251.8	\$250.1	\$242.0	\$976.7	\$1,068.3
Basic Shares Outstanding	157.9	146.6	142.2	140.3	139.8	139.5	138.9	139.6	138.2	137.6	136.9	136.3	137.3	134.7
Diluted Shares Outstanding	158.9	147.3	142.8	140.9	140.3	139.9	139.3	140.1	138.7	138.0	137.4	136.7	137.7	135.1
Basic EPS	\$6.04	\$4.19	\$6.74	\$1.66	\$1.81	\$1.62	\$1.50	\$6.59	\$1.69	\$1.83	\$1.83	\$1.78	\$7.12	\$7.93
Diluted EPS from Continuing Operations, Adjusted	\$5.01	\$5.71	\$6.64	\$1.73	\$1.88	\$1.72	\$1.57	\$6.90	\$1.77	\$1.92	\$1.92	\$1.86	\$7.47	\$8.31
Diluted EPS from Continuing Operations, GAAP	\$6.55	\$5.22	\$6.66	\$1.65	\$1.81	\$1.61	\$1.49	\$6.56	\$1.68	\$1.82	\$1.82	\$1.77	\$7.09	\$7.91
Diluted EPS, GAAP	\$6.00	\$4.17	\$6.71	\$1.65	\$1.81	\$1.61	\$1.49	\$6.56	\$1.68	\$1.82	\$1.82	\$1.77	\$7.09	\$7.91
Dividend per Share	\$1.24	\$1.36	\$1.56	\$0.45	\$0.45	\$0.45	\$0.45	\$1.80	\$0.45	\$0.45	\$0.45	\$0.45	\$1.80	\$1.80



## 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.

Value Score	<b>D</b>
Growth Score	<b>B</b>
Momentum Score	<b>C</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.

## 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.