

# Zacks Small-Cap Research

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## Pressure Biosciences (PBIO-OTC)

**PBIO:** Enters huge food/drink market, significantly expanded sales and marketing capabilities, valuation very attractive

**PBIO:** relative valuation metrics indicates a fair value at \$12/share

Current Price (07/25/18) \$3.43  
Valuation \$12.00

### OUTLOOK

PBIO is a research products and services provider for the life science industry. We are impressed with and optimistic about the Company's novel, enabling platform technology PCT which has competitive advantages over existing technologies in the sample preparation market. PCT is increasingly gaining recognition by research labs.

PBIO recently significantly enhanced its sales/marketing capabilities, and we expect to see significant revenue growth in 2018 and beyond.

Our fair valuation is \$12.00 per share.

### SUMMARY DATA

52-Week High \$6.89  
52-Week Low \$0.70  
One-Year Return (%) -42.11  
Beta 0.63  
Average Daily Volume (sh) 986

Shares Outstanding (mil) 1.4  
Market Capitalization (\$mil) \$5.3  
Short Interest Ratio (days) N/A  
Institutional Ownership (%) N/A  
Insider Ownership (%) N/A

Annual Cash Dividend \$0.00  
Dividend Yield (%) 0.00

5-Yr. Historical Growth Rates  
Sales (%) 37.0  
Earnings Per Share (%) N/A  
Dividend (%) N/A

P/E using TTM EPS N/A  
P/E using 2011 Estimate N/A  
P/E using 2012 Estimate N/A

Zacks Rank N/A

Risk Level High,  
Type of Stock Small-Value  
Industry Med Instruments  
Zacks Rank in Industry N/A

### ZACKS ESTIMATES

#### Revenue

(in millions of \$)

|      | Q1     | Q2     | Q3     | Q4     | Year   |
|------|--------|--------|--------|--------|--------|
|      | (Mar)  | (Jun)  | (Sep)  | (Dec)  | (Dec)  |
| 2016 | 0.51 A | 0.51 A | 0.54 A | 0.42 A | 1.98 A |
| 2017 | 0.55 A | 0.54 A | 0.65 A | 0.50 A | 2.24 A |
| 2018 | 0.61 A | 0.78 E | 1.04 E | 1.30 E | 3.74 E |
| 2019 |        |        |        |        | 7.75 E |

#### Earnings per Share

(EPS is operating earnings before non-recurring items)

|      | Q1        | Q2        | Q3        | Q4        | Year      |
|------|-----------|-----------|-----------|-----------|-----------|
|      | (Mar)     | (Jun)     | (Sep)     | (Dec)     | (Dec)     |
| 2016 | -\$1.35 A | -\$1.23 A | -\$0.46 A | -\$1.14 A | -\$4.09 A |
| 2017 | -\$0.96 A | -\$1.12 A | -0.99 A   | -\$1.10 A | -\$4.17 A |
| 2018 | -\$0.81 A | -\$0.71 E | -\$0.62 E | -\$0.54 E | -\$2.63 E |
| 2019 |           |           |           |           | -\$1.14 E |

Zacks Projected EPS Growth Rate - Next 5 Years % N/A

## WHAT'S NEW

### ***PBIO Enters Huge Food and Drink Consumer Market***

Recently, the US Department of Agriculture (**USDA**) granted a US\$891,000 to PBIO and Ohio State University to study the potential of PBIO's **High-pressure Ultra Shear Technology** to play a significant role in preserving food and drinks without heat.

PBIO holds a few IPs for Ultra Shear Technology, which applies high-pressure levels greater than 20,000 pounds per square inch. The HP Ultra Shear technology can be used by food and beverage makers to offer healthier drinks and juices by reducing heat exposure in the preservation process through a combined application of elevated pressure, intense shear forces and controlled times and temperatures. This is a huge advantage over traditional food and drink preserving methods. Food and drinks preserved by HP Ultra Shear Technology can be kept at room temperature without any preservatives. This can save food and drink makers millions of dollars in storage and transportation.

The food and beverage market is huge and is in the multi-billion-dollar range. The USDA grant will fund the pilot study and will ultimately translate into big sales for PBIO in a few years.

### ***Update on First Quarter 2018 Financials***

Total revenue for the first quarter ended March 31, 2018 was \$610,774 compared to \$551,357 for the same period in 2017, an 10.8% increase.

PBIO's total revenue consisted of products and services revenue plus grant revenue. This increase in total revenue for the 1Q18 was primarily due to the double-digit growth in products and services in the first quarter of 2018.

For the first quarter ended March 31, 2018, products and services revenue was \$585,244, as compared to \$525,998 for the same quarter of 2017, a 11.3% increase.

Sales of instruments increased to \$420,089 in 1Q18 compared to \$396,095 in 1Q17, an increase of 8%. Sales of consumables were \$74,698 for the first quarter of 2018 compared to \$63,264 for the same period in 2017, an 18% increase.

Grant revenue in 1Q18 was \$25,530 compared to \$25,359 in 1Q17.

Operating loss for 1Q18 was \$1.1 million, compared to \$1.0 million for the same period in 2017. According to management, the increase was due primarily to headcount increases in sales and marketing and to research collaboration costs.

As of March 31, 2018, the company held \$81,162 in cash and cash equivalents.

In June 2018, PBIO announced the conversion of an additional \$7.24 million of its debt into equity, bringing the total amount of debt that has converted into equity over the past four weeks to over \$13.6M.

The company has been working diligently to meet the requirements necessary to up-list PBIO to a national exchange. One such requirement is that the company must show strong, positive stockholders equity. The Company made tremendous strides in this regard when they announced the conversion of over \$13.6 million of debt into equity over the past 30 days.

## ***We Have Reasons to Believe Revenue to Continue to Grow in the Coming Quarters***

In Feb 2017, PBIO achieved **CE Marking** for the Barocycler **2320EXTREME**, the Company's recently released, next-generation PCT-based sample preparation instrument. PBIO is now permitted to begin sales of the Barocycler 2320EXT to all 31 countries in the European Economic Area.

When the CE Mark is affixed to a product, it signifies the manufacturer's declaration that the product meets all applicable EU safety, health, or environmental requirements. Achieving CE Marking requires substantial cost, time, and effort from the manufacturer, but allows the product to be marketed and move freely throughout all 31 countries in the EEA that require the CE Mark.

The Barocycler 2320EXT is the most recent addition to, and the next generation of, PBIO's Barocycler family. It is a compact, bench top instrument offering many features and benefits not found in PBIO's earlier Barocycler models, such as data logging options, user-level security, computer-operated control with touch screen programming, and the ability to customize multiple pressure cycling parameters. These and other features have already positioned the Barocycler 2320EXT as an instrument of choice for life science key opinion leaders worldwide, when preparing protein samples for analysis.

Achievement of CE Marking for the Barocycler 2320EXT is an important next step in the company's commercialization plans for this powerful and enabling sample preparation instrument, especially since CE Marking is required prior to selling the Barocycler 2320EXT to the large and potentially lucrative biopharmaceutical market in Europe. The company recently signed agreements with several strong distribution partners in Europe, the SCIEX co-marketing agreement is entering its second year (SCIEX is a global provider of laboratory instrumentation to the life sciences area, with a large presence in Europe).

In March 2017, PBIO significantly bolstered its marketing and sales capabilities by contracting with well-known and highly regarded **EKG Sales Associates**, and by hiring two of its planned four additional field sales directors.

Ms. **Rajni Kareer** will serve as the Company's Sales Director covering all of the west coast of the U.S. The other Sales Director Mr. **Nicholas Cobb** will cover upstate New York, northern New England, and all of eastern Canada. He will also have responsibility for field service throughout the U.S. and Canada. Both hires have a strong background in selling capital equipment to research laboratories, including spectrometers and HPLC equipment, as well as laboratory consumables.

The company also has completed the staffing of its new 5-person field sales team and filled Director of Sales North America position.

In early November 2017, PBIO announced that Professor Tiannan Guo's laboratory at Westlake Institute for Advanced Study (WIAS) has been named the Company's first Center of Excellence in China, which is expected to significantly impact PBI's expansion into China.

In May 2018, PBIO signed an agreement with an international biopharmaceutical company to assess the potential of the Company's recently acquired PreEMT™ platform to develop a unique manufacturing process and improve the quality of a key protein-based drug currently under development.

With the significantly expanded sales and marketing capabilities, as well as the newly established multi-national co-marketing partner SCIEX, we continue to believe revenue will grow significantly in fiscal 2018 and beyond.

These increases will be driven by sales from both existing and new products (instruments and consumables), from the Company's expanding distribution network, and from the additional sales and marketing personnel the company has hired.

## ***Valuation is Attractive***

We continue to be optimistic about the prospect of PBIO and raise our fair value for PBIO shares to \$12.00/share from previous \$10.00/share based on the achievements the company has made recently.

In terms of valuation, we think PBIO shares are undervalued based on the Company's fundamentals. Currently, the Company trades around \$3.85 per share with a market cap of \$5.3 million based on 1.4 million outstanding shares. We believe this deeply undervalues the Company based on the current fundamentals we discussed above. We understand that market discounts the value of the Company because the Company has only limited revenue base and has been losing money since its inception. We also understand that the Company has a relatively weak balance sheet, and further financing will be needed. However, when we look at the Company and the industry in which it operates in detail, we realize that PBIO is a company with huge opportunity and one that can grow its revenue and earnings at a tremendous rate in the next few years.

PBIO operates in the rather large, but underserved research services market. The Company has developed a unique and superior pressure cycling technology (PCT) for the preparation of biological laboratory samples. The Company's PCT platform holds competitive advantages over incumbent technologies in many important aspects related to sample preparation.

Currently, the Company is in the early stage of commercialization of its platform technology. We have realized that sales have not been stellar so far, but this is understandable. Pressure cycling technology is quite new to most customers in the sample preparation market, and the costs for PCT are also higher than those for most existing technologies. Therefore, rollout of the PCT platform will take time. However, once customers become familiar with the new PCT platform, and realize its advantages over existing technologies, uptake of PCT and its consumable products by the industry will increase dramatically in our view.

Recently, the company has entered the huge food and drink consumer market using its HP Ultra Shear Technology.

With a rapidly growing market worldwide, combined with its unique technology and broad range of product offering, the Company is well positioned to boost its top line and bottom line in the coming years. According to our long term financial model, the company's products and services revenue will grow at a compound annual growth rate (CAGR) of 76% in the next five fiscal years from 2018 to 2022. PBIO will become profitable in fiscal 2021 with an EPS of \$0.44.

We think PBIO is more like a development stage biotech company. We use a 30x P/E ratio, multiplied by the EPS of \$0.97 in 2022, and discount at 25% for 4 years. Then we come up with our price target of \$12.00 per share.

Our price target values the company at \$16.8 million in market cap. This valuation is still very conservative in our view. As long as the Company can execute on its growth strategy correctly, we believe this goal is achievable. Patient investors will get rewarded.

## PROJECTED INCOME STATEMENT

| \$ in million except per share data | Q1              | Q2              | Q3              | Q4              | 12/17A           | Q1              | Q2              | Q3              | Q4              | 12/18E          | 12/19E          | 12/20E          | 12/21E         | 12/22E         |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|
| <i>Product/Service Revenue</i>      | \$0.53          | \$0.48          | \$0.60          | \$0.46          | \$2.07           | \$0.59          | \$0.75          | \$1.00          | \$1.25          | \$3.59          | \$7.50          | \$15.00         | \$25.00        | \$35.00        |
| <i>YOY Growth</i>                   | 15.8%           | 1.3%            | 20.5%           | 24.8%           | 15.1%            | 11.3%           | 56.1%           | 65.6%           | 174.3%          | 73.5%           | 109.2%          | 100.0%          | 66.7%          | 40.0%          |
| <i>Grant Revenue</i>                | \$0.03          | \$0.06          | \$0.04          | \$0.05          | \$0.17           | \$0.03          | \$0.03          | \$0.04          | \$0.05          | \$0.16          | \$0.25          | \$0.25          | \$0.25         | \$0.25         |
| <b>Total Revenues</b>               | <b>\$0.55</b>   | <b>\$0.54</b>   | <b>\$0.65</b>   | <b>\$0.50</b>   | <b>\$2.24</b>    | <b>\$0.61</b>   | <b>\$0.78</b>   | <b>\$1.04</b>   | <b>\$1.30</b>   | <b>\$3.74</b>   | <b>\$7.75</b>   | <b>\$15.25</b>  | <b>\$25.25</b> | <b>\$35.25</b> |
| <i>YOY Growth</i>                   | 8.0%            | 5.8%            | 20.7%           | 19.8%           | 13.4%            | 10.8%           | 44.8%           | 61.5%           | 159.5%          | 67.0%           | 107.1%          | 96.8%           | 65.6%          | 39.6%          |
| CoGS                                | \$0.2           | \$0.3           | \$0.3           | \$0.4           | \$1.3            | \$0.3           | \$0.4           | \$0.6           | \$0.7           | \$2.0           | \$4.2           | \$8.3           | \$13.9         | \$19.4         |
| <b>Gross Income</b>                 | <b>\$0.32</b>   | <b>\$0.25</b>   | <b>\$0.32</b>   | <b>\$0.08</b>   | <b>\$0.97</b>    | <b>\$0.29</b>   | <b>\$0.37</b>   | <b>\$0.49</b>   | <b>\$0.61</b>   | <b>\$1.75</b>   | <b>\$3.59</b>   | <b>\$6.93</b>   | <b>\$11.38</b> | <b>\$15.83</b> |
| <i>Gross Margin</i>                 | 57.2%           | 46.8%           | 49.1%           | 16.2%           | 43.2%            | 46.8%           | 46.8%           | 46.8%           | 46.8%           | 46.8%           | 46.3%           | 45.4%           | 45.1%          | 44.9%          |
| <i>Gross Margin for PCT revenue</i> | 55.1%           | 40.2%           | 45.5%           | 7.6%            | 38.4%            | 44.5%           | 44.5%           | 44.5%           | 44.5%           | 44.5%           | 44.5%           | 44.5%           | 44.5%          | 44.5%          |
| R&D                                 | \$0.3           | \$0.2           | \$0.2           | \$0.2           | \$1.0            | \$0.3           | \$0.3           | \$0.3           | \$0.3           | \$1.2           | \$1.5           | \$1.8           | \$2.2          | \$2.5          |
| <i>% R&amp;D</i>                    | 47.8%           | 44.7%           | 37.0%           | 48.5%           | 44.1%            | 53.2%           | 38.3%           | 28.7%           | 23.0%           | 32.7%           | 19.4%           | 11.8%           | 8.7%           | 7.1%           |
| SG&A                                | \$1.1           | \$1.2           | \$1.2           | \$1.2           | \$4.6            | \$1.1           | \$1.2           | \$1.3           | \$1.4           | \$5.0           | \$5.5           | \$6.0           | \$7.0          | \$7.5          |
| <i>% SG&amp;A</i>                   | 190.6%          | 225.0%          | 186.2%          | 229.9%          | 206.5%           | 175.0%          | 153.3%          | 124.6%          | 107.3%          | 132.8%          | 71.0%           | 39.3%           | 27.7%          | 21.3%          |
| Other                               | \$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          |
| <i>% Other</i>                      | 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%           |
| <b>Operating Income</b>             | <b>(\$1.0)</b>  | <b>(\$1.2)</b>  | <b>(\$1.1)</b>  | <b>(\$1.3)</b>  | <b>(\$4.6)</b>   | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$4.4)</b>  | <b>(\$3.4)</b>  | <b>(\$0.9)</b>  | <b>\$2.2</b>   | <b>\$5.8</b>   |
| <i>Operating Margin</i>             | -181.2%         | -222.9%         | -174.2%         | -262.3%         | -207.4%          | -181.4%         | -144.8%         | -106.5%         | -83.5%          | -118.7%         | -44.0%          | -5.7%           | 8.6%           | 16.5%          |
| Other Net                           | (\$4.60)        | \$0.62          | (\$1.22)        | (\$1.53)        | (\$6.73)         | (\$1.12)        | \$0.00          | \$0.00          | \$0.00          | (\$1.12)        | \$0.00          | \$0.00          | \$0.00         | \$0.00         |
| <b>Pre-Tax Income</b>               | <b>(\$5.6)</b>  | <b>(\$0.6)</b>  | <b>(\$2.3)</b>  | <b>(\$2.9)</b>  | <b>(\$11.4)</b>  | <b>(\$2.2)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$5.6)</b>  | <b>(\$3.4)</b>  | <b>(\$0.9)</b>  | <b>\$2.2</b>   | <b>\$5.8</b>   |
| Pref. stk Div                       | \$0.00          | \$0.00          | \$0.00          | \$0.00          | \$0.00           | \$0.00          | \$0.00          | \$0.00          | \$0.00          | \$0.00          | \$0.00          | \$0.00          | \$0.00         | \$0.00         |
| Taxes (Benefit)                     | \$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          |
| <i>Tax Rate</i>                     | 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%           |
| <b>Reported Net Income</b>          | <b>(\$5.6)</b>  | <b>(\$0.6)</b>  | <b>(\$2.3)</b>  | <b>(\$2.9)</b>  | <b>(\$11.4)</b>  | <b>(\$2.2)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$5.6)</b>  | <b>(\$3.4)</b>  | <b>(\$0.9)</b>  | <b>\$2.2</b>   | <b>\$5.8</b>   |
| <i>YOY Growth</i>                   | -               | -               | -               | -               | -                | -               | -               | -               | -               | -               | -               | -74.4%          | -348.8%        | 167.8%         |
| <i>Net Margin</i>                   | 1014.7%         | -108.0%         | -362.7%         | -567.3%         | -507.6%          | -365.5%         | -144.8%         | -106.5%         | -83.5%          | -148.8%         | -44.0%          | -5.7%           | 8.6%           | 16.5%          |
| <i>Shares Out</i>                   | 1.0             | 1.1             | 1.1             | 1.2             | 1.1              | 1.4             | 1.6             | 1.8             | 2.0             | 1.7             | 3.0             | 4.0             | 5.0            | 6.0            |
| <b>Reported EPS</b>                 | <b>(\$5.38)</b> | <b>(\$0.54)</b> | <b>(\$2.07)</b> | <b>(\$2.37)</b> | <b>(\$10.21)</b> | <b>(\$1.64)</b> | <b>(\$0.71)</b> | <b>(\$0.62)</b> | <b>(\$0.54)</b> | <b>(\$3.29)</b> | <b>(\$1.14)</b> | <b>(\$0.22)</b> | <b>\$0.44</b>  | <b>\$0.97</b>  |
| <i>YOY Growth</i>                   | -               | -               | -               | -               | -                | -               | -               | -               | -               | -               | -               | -               | -              | -              |
| One time charge                     | \$4.60          | (\$0.62)        | \$1.22          | \$1.53          | \$6.73           | \$1.12          | \$0.00          | \$0.00          | \$0.00          | \$1.12          | \$0.00          | \$0.00          | \$0.00         | \$0.00         |
| <b>Non GAAP Net Income</b>          | <b>(\$1.0)</b>  | <b>(\$1.2)</b>  | <b>(\$1.1)</b>  | <b>(\$1.3)</b>  | <b>(\$4.6)</b>   | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$1.1)</b>  | <b>(\$4.4)</b>  | <b>(\$3.4)</b>  | <b>(\$0.9)</b>  | <b>\$2.2</b>   | <b>\$5.8</b>   |
| <b>Non GAAP EPS</b>                 | <b>(\$0.96)</b> | <b>(\$1.12)</b> | <b>(\$0.99)</b> | <b>(\$1.10)</b> | <b>(\$4.17)</b>  | <b>(\$0.81)</b> | <b>(\$0.71)</b> | <b>(\$0.62)</b> | <b>(\$0.54)</b> | <b>(\$2.63)</b> | <b>(\$1.14)</b> | <b>(\$0.22)</b> | <b>\$0.44</b>  | <b>\$0.97</b>  |

Source: Company filings and Zacks Investment Research Inc. estimates

## HISTORICAL STOCK PRICE



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Hold/Neutral: The analyst expects that the company will perform in line with the broader U.S. equity market over the next one to two quarters.

Sell/Underperform: The analyst expects the company will underperform the broader U.S. Equity market over the next one to two quarters.

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