



### COMPANY UPDATE / ESTIMATE CHANGE

#### Key Metrics

GOOGL - NASDAQ - as of 2/5/18	\$1,062.39
Price Target	\$1,100
52-Week Range	\$814.29 - \$1,198.00
Diluted Shares Outstanding (mil)	703.5
Market Cap. (\$mil)	\$747,394.6
1-Mo. Average Daily Volume	1,767,125
Institutional Ownership (%)	69.87
Debt/Total Capital (net) Q4'17	0%
ROE LTM	15.4%
Book Value / Share	\$209.60
Price / Book Value	5.1x
Dividend Yield	0.0%
LTM EBITDA Margin	33.0%

#### EPS FY 12/31 (GAAP figures)

	2016A	Prior 2017	Current 2017A	Prior 2018E	Current 2018E
1Q	\$6.02		\$7.73	\$8.82	\$ 9.05
2Q	\$7.00		\$5.01	\$9.35	\$ 8.98
3Q	\$7.25		\$9.57	\$9.69	\$ 9.75
4Q	\$7.56	*	\$9.70	\$11.59	\$ 11.80
Year	\$27.88	*	\$32.25	\$39.45	\$ 39.55
P/E	38.1x		32.9x		26.9x

\*Adjusted Earnings (Tax Act)

#### Revenue (\$bn)

	2016A	Prior 2017	Current 2017A	Prior 2018E	Current 2018E
1Q	\$20.25		\$24.75	\$29.20	\$ 30.09
2Q	\$21.50		\$26.01	\$30.66	\$ 31.10
3Q	\$22.45		\$27.77	\$32.27	\$ 32.96
4Q	\$26.06		\$32.32	\$36.69	\$ 37.44
Year	\$90.27		\$110.35	\$128.83	\$131.60

**Company Description:** Alphabet Inc. is the parent holding company of Google Inc. Google is the world's largest internet services company. The company maintains a vast index of websites and content made available through its online search engine. Google generates a majority of revenue from advertising, specifically AdWords-text based advertising and AdSense-display advertising, on company owned and Network sites. Also included under the Google umbrella is Android the industry's leading mobile operating system, Pixel, YouTube, Apps, and Maps. Other subsidiaries of Alphabet include Waymo, Nest, Fiber, Calico, Google X, Google Capital, and Ventures.

## Alphabet Inc.

GOOGL - NASDAQ – Neutral -1

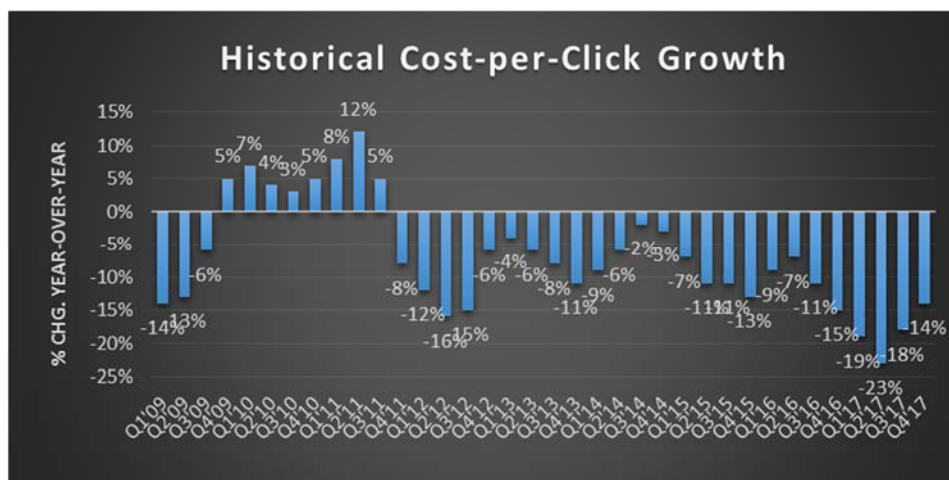
### Higher Costs Weigh on Profitability

- Results.** Alphabet reported Q4'17 adjusted EPS of \$9.70, missing our estimate of \$10.56. Revenue increased a healthy 24% y/y to \$32.32 billion vs. our view of \$31.78 billion and the consensus view of \$31.84 billion. Mobile search and YouTube continued to benefit top-line results but have higher associated costs. YouTube MAUs reached 1.5 billion, with average daily usage of 60 minutes. Other Bets revenue was \$409 million while segment operating losses were \$916 million. The Other Revenue segment, which includes mostly Google Play, Pixel, and cloud revenue, increased 38% y/y to \$4.69 billion, ahead of our \$4.6 billion view. Google sites paid-click-growth increased a healthy 43% y/y, boosted by YouTube ads, mobile search, and Shopping ads. Google Network sites paid click growth was up 13%. Traffic acquisition costs (TAC) of \$6.45 billion were much higher than our \$6.33 billion view, increasing 32% y/y, as mobile TAC rates and YouTube costs are above that of traditional TAC costs. Cost-per-clicks (ad prices) declined 14% y/y, due to higher mobile usage which is monetized at a lower rate and increased ad inventory. Operating cash flow was up 9% y/y while free cash flow declined again on higher capital spending. Net cash increased slightly to \$88.3 billion. The Board announced an increase to the share repurchase plan of \$8.6 billion. We believe the company can continue to buy back shares, pay any required regulatory fines, and/or pay a dividend at a future date.
- Opinion.** Revenue beat our view but was more than offset by higher TAC growth, a major concern, in our opinion. Google remains a core holding, in our view, and we expect the company to continue to grow top line results by double digits, however we expect costs to rise significantly in FY'18 due to TAC, the HTC acquisition, and Waymo/Other Bets which could ultimately weigh on shares in future quarters as shares trade near a decade high valuation. Outside of a tax reform year, our outlook would be severely impacted by these higher costs. Longer-term, we believe Alphabet remains one of the best positioned companies to benefit from cloud services, streaming video, A.I., autonomous driving, and the continued transition of ad dollars to digital/mobile. As a result, we expect Alphabet to gain total advertising dollars across its platforms. We maintain our Neutral rating and \$1,100 price target on shares of GOOGL.

**Note Important Disclosures on Pages 7-8**  
**Note Analyst Certification on Page 7**

**QUARTERLY RESULTS**

Google segment revenue totaled \$27.2 billion, growing at 23.7%, Core Google website ad revenue increased 23.7% y/y to \$22.2 billion, an improving growth rate on healthy desktop performance from Google Shopping. Google site paid clicks increased 48% y/y from another strong quarter of mobile search and YouTube. YouTube has over 1.5 billion monthly active users, with users watching an average of 60 minutes per day of content. Google site cost per click (CPC) rates declined 16% y/y, reflecting the lower monetizing/higher growth mobile channels. However, longer term, we expect CPC rates to rise as the transition to mobile search matures and higher engagement ads/functionality, and services are provided. We also believe CPCs continue to be negatively impacted by the higher growth of revenue from emerging markets vs. developed economies, which have lower ad rates. Network website revenue increased 12% to \$4.9 billion. Network segment revenue growth remains weaker due to Admob and programmatic advertising. The other revenue segment, which includes Google Play, cloud, and devices, increased 38% y/y to \$4.6 billion. On a geographic basis results were broadly strong. Traffic acquisition costs rose at its fastest pace on record, up 33% y/y due to higher channel costs from mobile and programmatic advertising. As a result of the higher traffic acquisition costs, gross profit margin decreased 320 bps y/y. Other costs increased 34% y/y due to higher content acquisition costs at YouTube and increased hardware sales. Operating expense grew 19% but was better than expected. Adjusted EPS of \$9.70 benefitted from a low tax rate of 15%, but still missed our view.



Source: Company reports

**CASH MANAGEMENT**

Alphabet reported a record cash balance of \$101.8 billion and net cash of \$97.7 billion. Net cash per share totaled \$140.87. While operating cash flow increased by ~\$800 million, free cash flow of \$5.9 billion declined by 6% y/y on higher capital expenditures. We believe the company can continue to repurchase shares, pay any potential regulatory fines, spend heavily for future growth, and/or pay a dividend at a future date.

**OUTLOOK**

At first glance, our FY'18 estimates seem optically unchanged, however there are several significant modifications. First, we slightly increase our top line revenue growth forecast on continued strength from mobile and YouTube. However, TAC have significantly weighed on our outlook. Luckily, this higher expense is largely offset by a lower tax rate and operating expense kept in check. Our Q1'18 EPS estimate increases to \$9.05 from \$8.82 on revenue of \$30.09 billion. For the full year, we forecast revenue of \$131.6 billion and EPS of \$39.55, up slightly vs. our prior estimate. We expect continued strength in mobile search, YouTube, programmatic advertising, and from other revenue sources including Play store, hardware, and cloud. As we have noted for several years, we expect new sources of revenue growth to cost more than traditional search, which could weigh on profitability and the multiple investors are willing to pay for Alphabet's earnings growth going forward.

**VALUATION & OPINION**

**We maintain our Neutral-1 investment rating and \$1,100 price target on shares of GOOGL.** Longer term, we expect less operating expense cost containment to negatively weigh on GOOGL shares. Our 12 month price target of \$1,100 represents a forward multiple of 28x our 2018 EPS estimate of \$39.55. Our current forward multiple of 28x used in our share price calculation is below the current 32x multiple, but well above that of the technology sector and the S&P 500 Index. We believe our forward multiple is appropriate based on our earnings growth forecast. We note, while free cash flow was down in 2017, we expect FCF to rise 2018 despite continued heavy investment spending. Our Neutral rating remains based on our opinion of a lower long-term level of profitability and our questioning of Google's ability to continue to produce upper-teen revenue growth on a larger and larger base. While our lower profitability view has been based on higher TAC, marginal user dynamics, and new product mix, we also believe higher operating expense is probable. We note the company's high level of optionality in regards to the usage of its cash balance which could quicken the pace of growth through M&A or share repurchases. In our view, Google remains one of the best positioned companies to benefit from new services including streaming video, machine learning, cloud services, A.I., autonomous driving as well as the continued transition of advertising dollars to digital and mobile, and as a result we expect Google to gain total advertising dollars across platforms for many years. Our chief concern lies in our longer-term investment timeframe, when capital from Google's highly profitable ad business is reinvested in potentially lower rate of return projects that could meaningfully reduce the company's profitability, in our view. However, as we previously noted, we expect Alphabet's cash balance and other levers could be used to largely offset a slowdown in earnings growth at that time.

**SUITABILITY**

We assign shares of GOOGL a suitability rating of 1 on our scale of 1-4 (1 = most conservative, 4 = most aggressive). A 1 rating is given based on Alphabet's dominant global online advertising position with several products and services having an active user base of over 1 billion on a global basis. While we believe Alphabet's core platforms have significant growth potential remaining, we expect the company's new products and services to require significant investment, which could weigh on profitability. We consider the company to have a superior balance sheet and free cash flow generating ability. We believe a suitability rating of 1 incorporates these attributes. Shares of GOOGL are suitable for growth oriented investors seeking long-term capital appreciation, in our view.

**RISKS & CONSIDERATIONS**

Risks to our valuation include but are not limited to:

- Increased expense growth and capex spending resulting from Other Bets (Waymo, Fiber, etc.)
- Negative rulings out of Europe, including Antitrust and tax related fines and/or penalties
- Macroeconomic issues including a substantial decline in ad budgets or consumer spending
- Changes in internet user behavior, including ways in which internet users seek information. Ad Blockers, Social Media, Applications “apps” or other sources garnering more user time
- Rapid technological advances, leading to a risk of excessive spending on R&D or lack of timely innovation. Alphabet must ensure a timely flow of competitive products and services to compete
- Increased competition from global competitors
- Increased adoption of voice assistants, leading to reduced ad monetization
- Continued legal disputes involving patent infringement lawsuits

*Additional information is available upon request.*

## Alphabet Inc. - Consolidated Statement of Operations (in millions except per share data and percentages)

	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	03/31/2018E	06/30/2018E	09/30/2018E	12/31/2018E	FY18E
Total revenue (gross)	16,594	21,796	23,651	29,321	37,905	51,379	59,825	66,001	74,989	90,272	110,855	30,096	31,103	32,966	37,443	131,607
Traffic Acquisition Costs (TAC)	4,934	5,939	6,169	7,317	8,816	10,960	12,250	13,493	14,343	16,793	21,672	5,935	6,573	6,911	7,948	27,367
Net Revenue	11,660	15,857	17,482	22,004	29,089	40,419	47,575	52,508	60,646	73,479	89,183	24,161	24,530	26,055	29,495	104,240
Other cost of revenue	1,715	2,683	2,675	3,100	4,383	6,216	9,743	12,198	13,821	18,345	23,978	6,565	6,527	6,889	7,753	27,733
Gross profit	9,945	13,174	14,807	18,904	24,706	29,810	33,967	40,310	46,825	55,134	65,205	17,596	18,003	19,166	21,743	76,507
Research and Development	2,120	2,793	2,843	3,762	5,162	6,970	7,952	9,832	12,282	13,948	16,625	4,550	4,750	4,975	5,500	19,775
Sales and Marketing	1,461	1,946	1,984	2,799	4,589	6,213	7,253	8,131	9,047	10,485	12,893	3,400	3,550	3,650	3,750	14,350
General and Administrative	1,280	1,803	1,668	1,962	2,724	3,905	4,796	5,851	6,136	6,985	6,872	2,150	2,300	2,450	2,700	9,600
Total expenses	4,861	6,542	6,495	8,523	12,975	17,088	20,001	23,814	27,465	31,418	39,126	10,100	10,600	11,075	11,950	43,725
Income from Operations	5,084	6,632	8,312	10,381	11,731	12,722	13,966	16,496	19,360	23,716	26,079	7,496	7,403	8,091	9,793	32,782
Interest and other income, net	590	(779)	69	415	584	625	530	763	291	434	1,047	275	285	285	325	1,170
Income before income taxes	5,674	5,853	8,381	10,796	12,315	13,347	14,496	17,259	19,651	24,150	27,126	7,771	7,688	8,376	10,118	33,952
Provision for income taxes	1,470	1,626	1,861	2,291	2,589	2,589	2,282	3,331	3,232	4,672	14,531	1,438	1,422	1,591	1,973	6,424
Net Income	\$ 4,204	\$ 4,227	\$ 6,520	\$ 8,505	\$ 9,726	\$ 10,758	\$ 12,214	\$ 13,928	\$ 16,419	\$ 19,478	\$ 12,595	\$ 6,333	\$ 6,266	\$ 6,785	\$ 8,145	\$ 27,528
<b>Earnings per common share GAAP:</b>																
Basic	6.76	6.73	10.31	13.34	15.07	16.44	18.35	20.61	23.97	28.12	18.19	9.14	9.05	9.83	11.84	39.85
Diluted	\$ 6.65	\$ 6.66	\$ 10.21	\$ 13.16	\$ 14.86	\$ 16.19	\$ 18.02	\$ 20.27	\$ 23.70	\$ 27.88	\$ 17.97	\$ 9.05	\$ 8.98	\$ 9.75	\$ 11.80	\$ 39.55
<b>Shares outstanding:</b>																
Diluted	632.420	635.028	638.832	646.502	654.428	664.610	677.619	687.070	692.930	698.705	700.965	700.000	698.000	696.000	690.000	696.000
<b>% Year Over Year Change:</b>																
Total gross revenue	56.5%	31.3%	8.5%	24.0%	29.3%	35.5%	16.4%	10.3%	13.6%	20.4%	22.8%	21.6%	19.6%	18.7%	15.8%	18.7%
Traffic acquisition costs (TAC)	49.1%	20.4%	3.9%	18.6%	20.5%	24.3%	11.8%	10.1%	6.3%	17.1%	29.1%	28.2%	29.1%	25.6%	23.2%	26.3%
Net revenue	59.8%	36.0%	10.2%	25.9%	32.2%	38.9%	17.7%	10.4%	15.5%	21.2%	21.4%	20.1%	17.3%	17.0%	14.0%	16.9%
Gross profit	55.9%	32.5%	12.4%	27.7%	30.7%	20.7%	13.9%	18.7%	16.2%	17.7%	18.3%	17.7%	15.1%	15.3%	20.4%	17.3%
Total operating expenses	71.8%	34.6%	-0.7%	31.2%	52.2%	31.7%	17.0%	19.1%	15.3%	14.4%	24.5%	20.4%	-7.9%	25.3%	15.0%	11.8%
Operating income	43.2%	30.4%	25.3%	24.9%	13.0%	8.4%	9.8%	18.1%	17.4%	22.5%	10.0%	14.1%	79.2%	4.0%	27.8%	25.7%
Net income	36.6%	0.5%	54.2%	30.4%	14.4%	10.6%	13.5%	14.0%	17.9%	18.6%	-35.3%	16.7%	77.8%	0.8%	-369.7%	118.6%
Earnings Per Share	33.7%	0.1%	53.3%	28.9%	13.0%	8.9%	11.4%	12.5%	16.9%	17.7%	-35.5%	17.1%	79.2%	1.9%	-371.5%	120.1%
Diluted Shares Outstanding	2.2%	0.4%	0.6%	1.2%	1.2%	1.6%	2.0%	1.4%	0.9%	0.8%	0.3%	-0.3%	-0.8%	-1.1%	-0.7%	-0.7%
<b>% of Revenue:</b>																
Traffic Acquisition Costs (TAC)/ Google rev	29.7%	27.2%	26.1%	25.0%	23.2%	23.8%	22.1%	20.5%	19.2%	18.8%	19.7%	20.0%	21.4%	21.3%	21.6%	21.1%
Gross Profit	59.9%	60.4%	62.6%	64.5%	65.2%	58.0%	56.8%	61.1%	62.4%	61.1%	58.8%	58.5%	57.9%	58.1%	58.1%	58.1%
Operating expenses	29.3%	30.0%	27.5%	29.1%	34.2%	33.3%	33.4%	36.1%	36.6%	34.8%	32.8%	33.6%	34.1%	33.6%	31.9%	33.2%
Operating Income	30.6%	30.4%	35.1%	35.4%	30.9%	24.8%	23.3%	25.0%	25.8%	26.3%	23.5%	24.9%	23.8%	24.5%	26.2%	24.9%
Net Income	25.3%	19.4%	27.6%	29.0%	25.7%	20.9%	20.4%	21.1%	21.9%	21.6%	11.4%	21.0%	20.1%	20.6%	21.8%	20.9%

Source: Company reports and Hilliard Lyons estimates

## Alphabet Inc. - Consolidated Balance Sheet (in millions except per share data and percentages)

	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	3/31/2017	6/30/2017	9/30/2017	12/31/2017	FY17
<b>Current assets:</b>																
Cash and Cash Equivalents	\$ 3,545	\$ 6,082	\$ 8,657	\$ 10,198	\$ 13,630	\$ 9,983	\$ 14,778	\$ 18,898	\$ 18,347	\$ 16,549	\$ 12,918	\$ 18,132	\$ 15,711	\$ 10,581	\$ 10,715	\$ 10,715
Short-Term Marketable Securities	7,699	8,137	7,189	14,287	21,345	34,643	33,310	39,819	46,048	56,517	73,415	74,307	79,002	89,562	91,156	91,156
Total Cash, cash equivalents and marketable sec.	11,244	14,219	15,846	24,485	34,975	44,626	48,088	58,717	64,395	73,066	86,333	92,439	94,713	100,143	101,871	101,871
Accounts receivables	1,322	2,163	2,642	3,178	4,252	5,427	7,885	8,882	9,383	11,556	14,137	12,913	14,003	15,295	18,336	18,336
Inventories							505	426	-	-	268	280	398	765	749	749
Receivable under reverse repurchase agreements					750	745	700	100	875	450	-	-	-	-	-	-
Deferred income taxes, net	30	69	286	644	259	215	1,144	1,526	1,322	-	-	-	-	-	-	-
Income taxes receivable	-	145	-	23	-	-	-	408	1,298	1,903	95	56	874	282	369	369
Prepaid revenue share, expenses and other asset	444	694	1,404	836	1,326	1,745	2,132	2,827	3,412	3,139	4,575	3,106	2,398	2,860	2,983	2,983
Assets held for sale																
Total current assets	13,040	17,289	20,178	29,167	41,562	52,758	60,454	72,886	80,685	90,114	105,408	108,794	112,386	119,345	124,308	124,308
Prepaid revenue share, expenses and other assets	114	169	434	416	442	499	2,011	1,976	3,280	3,181	1,819	1,846	2,004	2,683	2,692	2,692
Deferred income taxes, net	-	33	-	263	265	-	-	-	-	251	383	365	376	505	680	680
Non-marketable equity securities	1,032	1,060	85	129	523	790	1,469	1,976	3,079	5,183	5,878	6,131	6,642	7,269	7,813	7,813
Property and equipment, net	2,395	4,039	5,234	4,845	7,759	9,603	11,854	16,524	23,883	29,016	34,234	35,936	37,676	40,120	42,383	42,383
Intangible assets, net	347	447	997	775	1,044	1,578	7,473	6,066	4,607	3,847	3,307	3,137	2,933	2,883	2,692	2,672
Goodwill	1,545	2,299	4,840	4,903	6,256	7,346	10,537	11,492	15,599	15,869	16,468	16,547	16,604	16,731	16,747	16,747
Total assets	18,473	25,336	31,768	40,497	57,851	72,574	93,798	110,920	131,133	147,461	167,497	172,756	178,621	189,536	197,315	197,295
<b>Current liabilities:</b>																
Accounts payable	211	282	178	216	483	588	2,012	2,453	1,715	1,931	2,041	2,306	2,488	2,674	3,137	3,137
Short-term debt					3,465	1,218	2,549	3,009	2,009	3,225	-	-	-	-	-	-
Accrued compensation and benefits	352	588	812	982	1,410	1,818	2,239	2,502	3,069	3,539	3,976	2,673	3,271	4,022	4,581	4,581
Accrued expenses	266	465	480	570	961	1,370	3,258	3,755	4,434	4,768	6,144	5,438	8,560	9,307	10,177	10,177
Accrued revenue share	370	522	533	694	885	1,168	1,471	1,729	1,952	2,329	2,942	2,888	3,007	3,200	3,975	3,975
Securities lending payable					2,361	2,007	1,673	1,374	2,778	2,428	-	-	-	-	-	-
Deferred revenue	105	178	218	285	394	547	895	1,062	752	788	1,099	1,148	1,226	1,269	1,432	1,432
Liabilities held for sale																
Income taxes payable, net	-	-	82	-	37	197	240	24	96	302	554	803	133	221	881	881
Total current liabilities	1,305	2,036	2,302	2,747	9,996	8,913	14,337	15,908	16,805	19,310	16,756	15,256	18,685	20,693	24,183	24,183
Long-term debt						2,986	2,988	2,236	3,228	1,995	3,935	3,937	3,955	3,964	3,969	3,969
Deferred revenue-non-current	20	30	30	42	35	44	100	139	104	151	202	323	345	346	340	340
Deferred income taxes, net	40	-	13	-	-	1,693	2,046	1,947	1,971	189	226	604	369	151	430	430
Income taxes payable, long term	-	478	890	1,392	1,200	287	1,872	2,638	3,407	3,663	4,677	4,924	4,128	4,358	12,812	12,812
Other non-current liabilities	68	102	294	311	379	506	740	743	1,118	1,822	2,665	2,763	2,853	2,924	3,059	3,059
Commitments and contingencies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total long term liabilities	129	611	1,227	1,745	1,614	5,516	7,746	7,703	9,828	7,820	11,705	12,551	11,650	11,743	20,610	20,610
Total liabilities	1,434	2,646	3,529	4,493	11,610	14,429	22,083	23,611	26,633	27,130	28,461	27,807	30,335	32,436	44,793	44,793
<b>Shareholders' Equity:</b>																
Common Stock and Additional paid-in capital	11,883	13,241	14,450	15,817	18,235	20,264	22,835	25,922	28,767	32,982	36,307	37,698	38,509	39,609	40,247	40,247
Accumulated other comprehensive income	23	113	227	105	138	276	538	125	27	(1,874)	(2,402)	(2,169)	(1,728)	(746)	(992)	(992)
Retained earnings	5,133	9,335	13,562	20,082	27,868	37,605	48,342	61,262	75,706	89,223	105,131	109,420	111,505	118,237	113,247	113,247
Total shareholders equity	17,040	22,690	28,239	36,004	46,241	58,145	71,715	87,309	104,500	120,331	139,036	144,949	148,286	157,100	152,502	152,502
Total liabilities and shareholders equity	18,473	25,336	31,768	40,497	57,851	72,574	93,798	110,920	131,133	147,461	167,497	172,756	178,621	189,536	197,295	197,295

Source: Company reports

### Analyst Certification

I, Stephen Turner, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject company(ies) and its (their) securities. I also certify that I have not been, am not, and will not be receiving direct or indirect compensation in exchange for expressing the specific recommendation(s) in this report.

### Important Disclosures

Hilliard Lyons' analysts receive bonus compensation based on Hilliard Lyons' profitability. They do not receive direct payments from investment banking activity.

### Suitability Ratings

**1** - A large cap, core holding with a solid history

**2** - A historically secure company which could be cyclical, has a shorter history than a "1" or is subject to event driven setbacks

**3** - An above average risk/reward ratio could be due to small size, lack of product diversity, sporadic earnings or high leverage

**4** - Speculative, due to small size, inconsistent profitability, erratic revenues, volatility, low trading volume or a narrow customer or product base

### Investment Ratings

**Buy** - We believe the stock has significant total return potential in the coming 12 months.

**Long-term Buy** - We believe the stock is an above average holding in its sector, and expect solid returns to be realized over a longer time frame than our Buy rated issues, typically 2-3 years.

**Neutral** - We believe the stock is an average holding in its sector, is currently fully valued, and may be used as a source of funds if better opportunities arise.

**Underperform** - We believe the stock is vulnerable to a price setback in the next 12 months.



	Hilliard Lyons Recommended Issues		Investment Banking Provided in Past 12 Mo.	
	# of Stocks Covered	% of Stocks Covered	Banking	No Banking
<b>Rating</b>				
<b>Buy</b>	31	28%	10%	90%
<b>Hold/Neutral</b>	75	67%	9%	91%
<b>Sell</b>	6	5%	0%	100%

*As of 8 January 2018*

#### Other Disclosures

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