



## COMPANY UPDATE / ESTIMATE CHANGE

### Key Metrics

HI - NYSE - as of	5/3/17	\$36.40
Price Target		--
52-Week Range	\$27.89 -	\$39.00
Shares Outstanding (mm)		63.7
Market Cap. (\$mm)		\$2,318.4
1-Mo. Average Daily Volume		251,520
Institutional Ownership		79.0%
Net Debt/Total Capital	Q2'17	46.0%
ROE	TTM	19.2%
Book Value / Share	Q2'17	\$10.20
Price / Book Value		3.6x
Dividend Yield		2.3%
Adj EBITDA Margin	TTM	17.3%

### EPS Fiscal Year 9/30

	Prior 2016A	Current 2017E	Prior 2017E	Prior 2018E	Current 2018E
1Q	*0.41	--	*0.42	A --	--
2Q	*0.49	--	*0.53	A --	--
3Q	*0.53	\$0.48	\$0.52	--	--
4Q	*0.58	\$0.61	\$0.61	--	--
Year	\$2.00	\$2.01	\$2.08	\$2.26	\$2.25
P/E	18.2x		17.5x		16.2x

\* adjusted for special items

### Revenue (\$MM)

	Prior 2016A	Current 2017E	Prior 2017E	Prior 2018E	Current 2018E
1Q	\$352	--	\$356	A --	--
2Q	\$387	--	\$395	A --	--
3Q	\$371	\$390	\$394	--	--
4Q	\$429	\$426	\$431	--	--
Year	\$1,538	\$1,567	\$1,576	\$1,620	\$1,631

**Company Description:** *The Process Equipment Group makes precision material handling systems, bulk material handling systems, extrusion equipment, size reduction equipment, and screening systems. Through its Batesville Casket unit, Hillenbrand is the largest U.S. producer of burial caskets, both metal and wood, providing Batesville caskets and other products to funeral homes across the country.*

### Industrials

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May 4, 2017

## Hillenbrand, Inc.

HI – NYSE – Neutral – 2

### Strong Q2'17 Results from HI; Reiterating Neutral.

- HI reported Q2'17 (January-March) adjusted EPS of \$0.53 versus \$0.49 in Q2'16. Our estimate called for \$0.51, while consensus was at \$0.48. Revenue gains fell to the bottom line with stable adjusted operating margin.
- Revenue grew 2.1% in Q2, further distancing HI from a streak of five negative quarters that was broken in Q4'16. Sales of \$395.3MM were fractionally above estimate for \$394.6MM, which was comfortably above consensus at \$389.5MM. We expect flat yr/yr sales for Batesville in Q2 drove much of the upside to consensus; Process Equipment (PEG) grew 3.5%.
- We calculate adjusted gross margin of 37.7% in Q2'17, up 20bps yr/yr and attributable to PEG; adjusted Op Ex was 21.4% of sales, providing an equivalent and offsetting 20bps headwind to operating margin.
- Adjusted EBITDA grew 3.7%, the quickest rate since Q1'15; we calculate TTM Adj. EBITDA margin of 17.3%, -20bps from the prior year.
- Management noted the potential to see M&A in either the flow control or processed food industries on the conference call this morning; we support expanding exposure to either of these industries.
- Qualitatively exiting Q2, we are likely most pleased with commentary on the frac sand industry, where a pickup in orders could lead to deliveries in the latter stages of '17.
- PEG backlog exiting Q2 was \$558.0MM, up ~6% from the prior year and up ~7% sequentially. Plastics remains the most important component, but frac sand provided for a portion of the +\$28MM surprise versus our model.
- Management raised the low end of FY'17 adjusted EPS guidance by a nickel to a tightened range of \$2.00-\$2.10. Sales are still expected to increase 1%-3%. Reflecting the upside to Q2 and momentum in 2H, our 2017E EPS rises \$0.07 to \$2.08. Our 2018E EPS slips \$0.01 to \$2.25, on a more/less unchanged view of the out-year.
- We are reiterating our Neutral rating. We really like this quarter from Hillenbrand, but elect to be patient in selecting a re-entry point.

**Note Important Disclosures on Pages 6-7.  
Note Analyst Certification on Page 6.**

**ADDITIONAL DISCUSSION—LEVERAGE SNAPSHOT**

After closing on the acquisitions of Red Valve Company and ABEL Pumps in fiscal 1H'16, Hillenbrand held gross debt at 2.7x of TTM adjusted EBITDA. Over the past year, the metric has dipped to 2.3x exiting Q2'17, and we believe the figure could challenge 2x in the absence of M&A across fiscal 2H. De-levering would likely have been even greater had the company not fully funded its defined benefit plan during Q1.

At March 31, HI had \$218.5MM drawn on its \$700MM revolver; taking covenants into account, HI held borrowing capacity of \$353.2MM. We believe HI is 'ready' both operationally and financially to execute a deal, but voiced on the conference call that recent asking prices have not been particularly attractive.

**SUITABILITY**

We assign HI a suitability rating of '2.' A complete description of our suitability scale can be found on page 6 in the Important Disclosures section of this report. HI's SMID-cap status, along with cyclicality and a relatively short history for the growth-oriented Process Equipment Group, push Hillenbrand below our most conservative '1' suitability rating. Resilient cash flows and a dominant market position for the casket business, manageable leverage, and a modestly diversified end-market mix for the consolidated entity keep Hillenbrand above our more aggressive '3' rating.

**CONSIDERATIONS AND RISKS**

Recent acquisitions have boosted industrial exposure and have increased the cyclicality of HI's results. These inherently more cyclical industries expose Hillenbrand to oscillations in the global economy, which can be beyond management's ability to influence and difficult to predict.

Particularly in developing the Process Equipment Group, HI has been an active recent acquirer, and we expect HI could remain active on this front in the future. Integration of large acquisitions and the merging of corporate cultures is not always successful, and varied pitfalls can inhibit the realization of expected synergies and undermine the value obtained from transactions, while simultaneously diverting managerial attention and energy away from existing businesses. Overpayment for assets could result in asset impairments/writedowns, weakening HI's capital position and potential ability to make further acquisitions.

HI has settled a couple of legal actions in the casket business in recent quarters, and similar to most sizeable companies, could be the target of litigation in the future. An unfavorable decision or large monetary award could adversely affect the company's perceived value, and in turn, pressure the company's market-assigned valuation. More ominously, unfavorable outcomes could impact the company's ability to compete in certain markets or geographies.

Competitive forces could be particularly problematic for Batesville, which holds a leading position in a flat, to slightly declining, business. Consumers may purchase caskets outside of Batesville channels, and lower priced and/or imported caskets, of presumed lower average quality, compete with Batesville's products on an on-going basis. Cremation has also increased its penetration of the funeral market.

Large funeral home operators have become more competitive recently in contract negotiations, particularly as consolidation has occurred in the space. This has been a recent issue with a large national customer, and in our view, has the potential to pressure margins from time to time in the future.

Our Suitability rating is 2 on a 1-to-4 scale (1 = most conservative, 4 = most aggressive).

*Additional information is available upon request.*

**Hillenbrand (HI)**

(\$'s in millions)

			Dec	March	June	Sept		Dec	March	June	Sept		
Income Statement Analysis	FY'14	FY'15	Q1'16	Q2'16	Q3'16	Q4'16	FY'16	Q1'17	Q2'17	Q3'17E	Q4'17E	FY'17E	FY'18E
Revenues	\$ 1,667.2	\$ 1,596.8	\$ 351.7	\$ 387.0	\$ 371.0	\$ 428.7	\$ 1,538.4	\$ 356.1	\$ 395.3	\$ 393.8	\$ 431.2	\$ 1,576.4	\$ 1,630.6
Cost of Revenues	1,078.0	1,026.4	223.5	244.3	227.5	272.5	967.8	230.1	246.7	242.9	273.3	992.9	1,014.8
Gross Profit	589.2	570.4	128.2	142.7	143.5	156.2	570.6	126.0	148.6	150.9	158.0	583.5	615.8
%	35.3%	35.7%	36.5%	36.9%	38.7%	36.4%	37.1%	35.4%	37.6%	38.3%	36.6%	37.0%	37.8%
Operating Expenses	414.7	348.3	82.1	87.3	87.2	89.9	346.5	82.8	85.6	88.8	87.1	344.3	353.0
%	24.9%	21.8%	23.3%	22.6%	23.5%	21.0%	22.5%	23.3%	21.7%	22.6%	20.2%	21.8%	21.6%
Amortization Expense		28.1	9.8	8.6	7.2	7.4	33.0	7.2	7.2	7.2	7.4	29.0	29.0
Operating Inc.	174.5	194.0	36.3	46.8	49.1	58.9	191.1	36.0	55.8	54.9	63.5	210.2	233.8
%	10.5%	12.1%	10.3%	12.1%	13.2%	13.7%	12.4%	10.1%	14.1%	13.9%	14.7%	13.3%	14.3%
Interest (Expense)	(23.3)	(23.8)	(5.9)	(6.4)	(6.6)	(6.4)	(25.3)	(6.1)	(6.3)	(6.0)	(5.9)	(24.3)	(21.4)
Other Income (Expense)	8.7	(7.9)	(0.7)	(0.9)	(0.3)	0.2	(1.7)	(1.3)	(0.6)	(0.1)	(0.1)	(2.1)	(2.1)
Pre Tax Inc.	159.9	162.3	29.7	39.5	42.2	52.7	164.1	28.6	48.9	48.8	57.5	183.8	210.3
Income Tax (Expense)	(48.7)	(49.1)	(8.7)	(12.3)	(10.9)	(15.4)	(47.3)	(6.7)	(14.9)	(15.1)	(17.8)	(54.6)	(64.1)
Tax Rate	30.5%	30.3%	29.3%	31.1%	25.8%	29.2%	28.8%	23.4%	30.5%	31.0%	31.0%	29.7%	30.5%
Net Income--Cont'd Ops	111.2	113.2	21.0	27.2	31.3	37.3	116.8	21.9	34.0	33.7	39.7	129.2	146.2
Less: (NI)/Loss Attrib to non-CI	(1.5)	(1.8)	(1.0)	(1.1)	(0.6)	(1.3)	(4.0)	(0.2)	(0.6)	(0.4)	(0.4)	(1.6)	(1.6)
Net Income att to HI (ctd ops)	109.7	111.4	20.0	26.1	30.7	36.0	112.8	21.7	33.4	33.3	39.3	127.6	144.6
%	6.6%	7.0%	5.7%	6.7%	8.3%	8.4%	7.3%	6.1%	8.4%	8.5%	9.1%	8.1%	8.9%
Shares Out.	63.8	63.9	63.8	63.8	63.9	64.0	63.8	64.2	64.4	64.3	64.3	64.3	64.2
Diluted EPS (cont'd ops)	\$ 1.72	\$ 1.74	\$ 0.31	\$ 0.41	\$ 0.48	\$ 0.56	\$ 1.77	\$ 0.34	\$ 0.52	\$ 0.52	\$ 0.61	\$ 1.98	\$ 2.25
Adjusted EPS (cont'd ops)	\$ 1.94	\$ 2.05	\$ 0.41	\$ 0.49	\$ 0.53	\$ 0.58	\$ 2.00	\$ 0.42	\$ 0.53	\$ 0.52	\$ 0.61	\$ 2.08	\$ 2.25
EPS from disc ops													
Dividends Paid	\$ 0.790	\$ 0.800	\$ 0.2025	\$ 0.2025	\$ 0.2025	\$ 0.2025	\$ 0.810	\$ 0.2050	\$ 0.2050	\$ 0.2050	\$ 0.2050	\$ 0.820	\$ 0.820
Rate of Change Analysis													
Sales	7.3%	-4.2%	-12.4%	-4.3%	-6.9%	9.4%	-3.7%	1.3%	2.1%	6.1%	0.6%	2.5%	3.4%
Operating Income	47.8%	11.2%	-23.1%	-17.8%	-7.9%	60.9%	-1.5%	-0.8%	19.2%	11.8%	7.8%	10.0%	11.3%
EPS--Adj if necessary	3.8%	5.5%	-15.8%	-0.2%	1.8%	4.2%	-2.2%	1.6%	9.9%	-1.6%	5.6%	3.9%	8.1%
Adjusted EBITDA	11.3%	-2.5%	-8.8%	3.5%	1.4%	1.1%	-0.6%	-2.4%	3.7%	12.1%	12.4%	9.9%	5.1%
Working Cap.	-26.6%	55.3%	-4.8%	3.8%	-21.4%	-20.2%	-20.2%	-17.6%	-25.5%	-2.0%	5.1%	5.1%	4.4%
Inventory	-5.1%	-8.8%	-6.2%	-7.3%	-4.3%	-0.3%	-0.3%	-7.3%	-7.3%	12.3%	7.1%	7.1%	3.6%
**Adjustments not mentioned are likely minor Restructuring charges or Acquisition/Integration costs			*ABEL pumps Acq closed 10/2/2015	*Red Valve Acq closed 2/2/2016	*Mostly restructuring & Acq chgs; \$0.03 trade name impairment			*About \$0.08 net Restructure Chgs	*Raising low end of EPS guide by \$0.05			*Adjusted EPS Guide \$2.00-\$2.10	**Total Rev Guide +1% to +3%

Source: Company reports and Hilliard Lyons estimates

**Hillenbrand (HI)**

Summary Cash Flow	FY'14	FY'15	Q1'16	Q2'16	Q3'16	Q4'16	FY'16	Q1'17	Q2'17	Q3'17E	Q4'17E	FY'17E	FY'18E
Net Income--C'd Ops to HI	109.7	111.4	20.0	26.1	30.7	36.0	112.8	21.7	33.4	33.3	39.3	127.6	144.6
D & A	58.4	54.3	16.0	15.9	14.3	14.2	60.4	15.0	13.6	13.1	12.7	54.4	45.8
Deferred Income Tax	(8.2)	(0.5)	0.5	(1.3)	(6.3)	2.4	(4.7)	11.4	5.9			17.3	0.0
Share-base Compensation	7.5	12.0	0.6	3.1	2.5	2.3	8.5	2.6	3.1			5.7	0.0
Forethought, net // special Pension								(82.9)	(2.4)			(85.3)	
(Increase) Decrease in Wrkg. Cap.	37.5	(57.3)	(14.7)	(3.0)	52.2	(1.9)	32.6	(16.4)	11.7	9.1	(11.0)	(6.6)	(6.0)
Operating CF	204.9	119.9	22.4	40.8	93.4	53.0	209.6	(48.6)	65.3	55.5	41.0	113.2	184.4
Cap Ex	(23.6)	(31.0)	(6.5)	(2.6)	(6.5)	(5.6)	(21.2)	(4.6)	(4.5)	(6.0)	(6.0)	(21.1)	(24.0)
Acquisitions, net of cash acq	-	-	(105.7)	(131.3)	-	1.6	(235.4)	-	-			0.0	0.0
Forethought Note Repay	-	-	-	-	-	-	0.0	-	-			0.0	0.0
Dispositions (PP&E, Investmt's)	15.3	1.5	0.1	0.8	0.1	0.1	1.1	-	2.2	1.0		3.2	2.0
Dividends	(49.7)	(50.4)	(12.7)	(12.7)	(12.9)	(12.8)	(51.1)	(13.0)	(13.0)	(13.2)	(13.2)	(52.4)	(52.7)
Free Cash Flow	146.9	40.0	(102.4)	(105.0)	74.1	36.3	(97.0)	(66.2)	50.0	37.3	21.8	42.9	109.7
FCF / Share	\$ 2.30	\$ 0.63	\$ (1.61)	\$ (1.65)	\$ 1.16	\$ 0.57	\$ (1.52)	\$ (1.03)	\$ 0.78	\$ 0.58	\$ 0.34	\$ 0.67	\$ 1.71
FCF as % of NI	133.9%	35.9%					-86.0%					33.2%	75.1%
FCF Yield	7.5%	2.4%					-4.8%					1.8%	4.7%
FCF Conversion (Margin)	8.81%	2.51%					-6.31%					2.72%	6.73%
Term Loan Proceeds (Pmts)	(10.0)	(9.0)	(3.4)	(1.1)	(2.3)	(2.2)	(9.0)	(3.4)	(3.3)	(2.5)	(2.5)	(11.7)	(10.0)
Revolver Proceeds (Pmts)	(94.1)	(116.8)	100.8	87.6	(71.6)	(24.2)	92.6	56.2	(29.3)	(25.0)	0.0	1.9	(55.0)
Sr. Unsecured Notes	-	99.6	-	-	-	-	-	-	-	0.0	0.0	0.0	0.0
Stock (Repurchases)	(16.5)	(11.2)	(3.0)	(1.0)	(12.6)	(4.6)	(21.2)	-	(17.0)	(2.0)	(2.0)	(21.0)	(8.0)
Stock Plan Proceeds (Pmts)	14.6	3.4	(0.8)	0.3	8.1	3.5	11.1	8.6	1.6	0.0	0.0	10.2	4.0
Net C.F.	40.9	6.0	(8.8)	(19.2)	(4.3)	8.8	(23.5)	(4.8)	2.0	7.8	17.3	22.3	40.7
Net CF--Disc Ops													
Reported I/S EBITDA	232.9	248.3	52.3	62.7	63.4	73.1	251.5	51.0	69.4	68.0	76.2	264.6	279.6
Adj Batesville	150.8	145.5	31.8	43.0	34.6	34.1	143.5	31.0	42.7				
Adj Process Group	150.4	160.5	33.0	35.0	41.8	51.1	160.9	32.7	37.3				
Adj Corporate	(25.7)	(37.3)	(7.0)	(10.2)	(9.3)	(10.8)	(37.3)	(7.3)	(9.7)				
Adjusted EBITDA	275.5	268.7	57.8	67.8	67.1	74.4	267.1	56.4	70.3	75.2	83.6	293.6	308.6
TTM Adj EBITDA Margin	16.5%	16.8%	17.0%	17.4%	17.7%	17.4%	17.4%	17.2%	17.3%	17.6%	18.1%	18.1%	18.9%

Source: Company reports and Hilliard Lyons estimates

**Hillenbrand (HI)**

Summary Balance Sheet	FY'14	FY'15	Q1'16	Q2'16	Q3'16	Q4'16	FY'16	Q1'17	Q2'17	Q3'17E	Q4'17E	FY'17E	FY'18E
Cash and Equivalents	58.0	48.3	55.1	43.2	47.6	52.0	52.0	46.6	51.4	59.2	76.5	76.5	117.2
Trade Receivables, net	191.0	187.9	173.4	196.0	175.4	205.0	205.0	178.9	193.2	165.4	202.7	202.7	207.5
Unbilled Receivables, net	149.3	144.9	120.3	122.4	107.6	125.8	125.8	138.2	139.1	114.2	126.5	126.5	129.5
Inventory	168.5	153.6	166.1	162.1	163.3	153.1	153.1	153.9	150.2	183.3	164.0	164.0	169.9
Other Current Assets	71.0	69.4	60.8	63.7	68.9	64.4	64.4	42.6	43.5	70.3	65.7	65.7	67.0
Total Current Assets	637.8	604.1	575.7	587.4	562.8	600.3	600.3	560.2	577.4	592.4	635.4	635.4	691.1
Net PP&E	159.5	158.3	158.0	158.5	154.4	152.5	152.5	146.0	145.4	138.3	131.6	131.6	109.8
Intangible Assets	510.5	459.6	499.8	563.9	548.4	541.5	541.5	519.9	516.2	516.2	516.2	516.2	516.2
Goodwill	570.7	544.0	569.2	642.6	635.8	634.3	634.3	616.3	620.0	620.0	620.0	620.0	620.0
Other Non-Current Assets	40.0	42.1	40.1	38.6	38.3	32.3	32.3	35.3	34.2	34.9	35.6	35.6	38.5
Total Assets	1,918.5	1,808.1	1,842.8	1,991.0	1,939.7	1,960.9	1,960.9	1,877.7	1,893.2	1,901.8	1,938.8	1,938.8	1,975.6
Trade A/P	192.6	104.3	101.7	105.6	112.7	135.7	135.7	120.3	132.3	122.1	129.4	129.4	132.4
LT Ctrs and Advances	76.1	79.7	70.2	71.9	75.6	78.6	78.6	77.5	90.6	91.5	92.4	92.4	96.2
CP of LT Debt	15.0	9.4	10.1	12.0	12.4	13.8	13.8	16.4	16.2	16.2	16.2	16.2	16.2
Accrued Comp & Othr	207.4	210.8	173.0	188.0	200.4	205.6	205.6	171.0	170.0	204.4	209.7	209.7	213.9
Total Current Liabilities	491.1	404.2	355.0	377.5	401.1	433.7	433.7	385.2	409.1	434.2	447.7	447.7	458.7
Long-Term Debt	543.5	518.7	612.9	700.0	624.6	596.3	596.3	637.9	606.4	579.1	576.6	576.6	511.6
Accrued Pension and Retirement	200.9	218.7	215.1	218.8	215.9	232.7	232.7	139.6	132.9	133.6	134.2	134.2	136.9
Deferred Income Tax	55.4	29.4	19.7	32.7	31.9	22.6	22.6	36.8	45.4	45.4	45.4	45.4	45.4
Other LT Liabilities	33.8	31.3	42.5	28.8	30.2	29.4	29.4	27.7	27.6	30.8	30.0	30.0	30.6
Total Liabilities	1,324.7	1,202.3	1,245.2	1,357.8	1,303.7	1,314.7	1,314.7	1,227.2	1,221.4	1,223.1	1,233.9	1,233.9	1,183.2
Stockholders' Equity	583.3	594.1	585.0	620.6	623.1	632.3	632.3	636.5	656.9	663.8	690.0	690.0	777.4
Noncontrolling Interest	10.5	11.7	12.6	12.6	12.9	13.9	13.9	14.0	14.9	14.9	14.9	14.9	14.9
Book Value	\$ 9.14	\$ 9.31	\$ 9.17	\$ 9.73	\$ 9.75	\$ 9.88	\$ 9.88	\$ 9.91	\$ 10.20	\$ 10.32	\$ 10.73	\$ 10.73	\$ 12.11
Tangible Book Value	\$ (7.80)	\$ (6.42)	\$ (7.59)	\$ (9.18)	\$ (8.78)	\$ (8.49)	\$ (8.49)	\$ (7.78)	\$ (7.44)	\$ (7.34)	\$ (6.94)	\$ (6.94)	\$ (5.59)
Current Ratio	1.3x	1.5x	1.6x	1.6x	1.4x	1.4x	1.4x	1.5x	1.4x	1.4x	1.4x	1.4x	1.5x
Net LT Debt / Total Cap	45.0%	43.7%	48.3%	50.9%	47.6%	45.7%	45.7%	47.6%	45.2%	43.4%	41.5%	41.5%	33.2%
Net Total Debt / Total Cap	45.7%	44.2%	48.7%	51.4%	48.1%	46.3%	46.3%	48.3%	46.0%	44.1%	42.3%	42.3%	34.1%
Gross Debt / TTM Adj EBITDA	2.0x	2.0x	2.4x	2.7x	2.4x	2.3x	2.3x	2.5x	2.3x	2.2x	2.1x	2.1x	1.7x
TTM ROE--unadjusted	18.4%	19.0%	17.4%	16.4%	15.8%	18.5%	18.5%	18.5%	19.2%	19.4%	19.5%	19.5%	19.9%

Source: Company reports and Hilliard Lyons estimates

### **Analyst Certification**

I, Spencer E. Joyce, CFA, 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.

### **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 set back in the next 12 months.

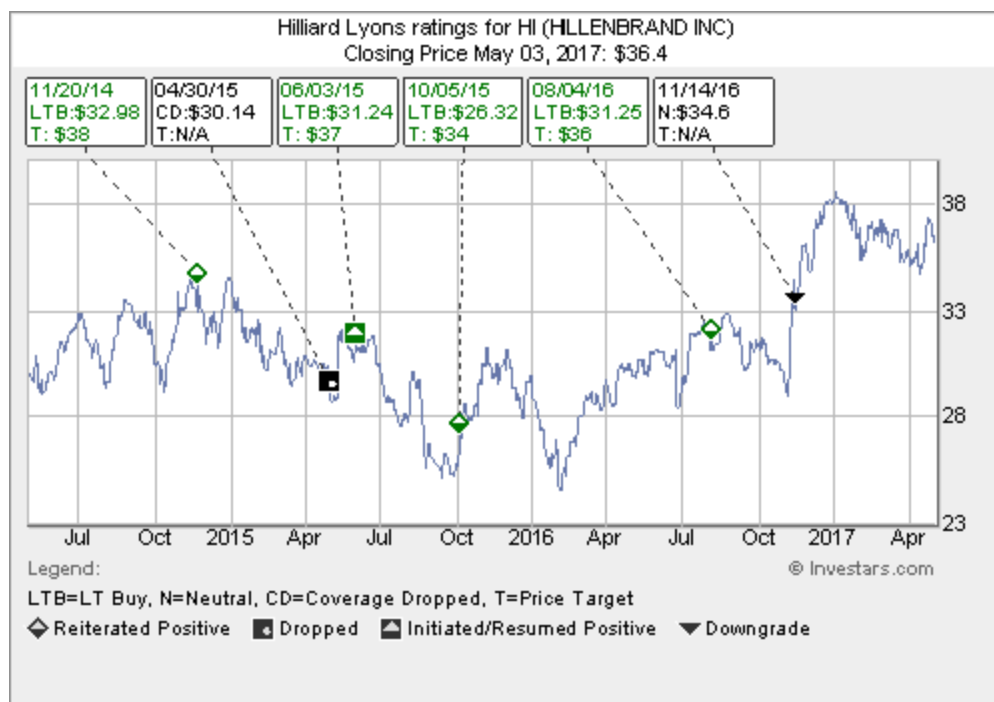
### **Suitability Ratings**

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 revenue, volatility, low trading volume or a narrow customer or product base



Note: Price targets accompanying Buy ratings reflect a one year time period while price targets accompanying Long-term Buy ratings reflect a two to three year time period.

Rating	Hilliard Lyons Recommended Issues		Investment Banking Provided in Past 12 Mo.	
	# of Stocks Covered	% of Stocks Covered	Banking	No Banking
Buy	36	30%	14%	86%
Hold/Neutral	71	58%	6%	94%
Sell	15	12%	7%	93%

As of 5 April 2017

### Other Disclosures

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