Aarons Holdings Co. (AAN)

$60.88 (As of 11/17/20)

Price Target (6-12 Months): **$70.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 07/13/20) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: A	Growth: A	**2-Buy** VGM:A Momentum: D

Summary

Shares of Aaron's outpaced the industry year to date, owing to solid earnings trend. Notably, its earnings surpassed the Zacks Consensus Estimate for the fourth straight quarter in third-quarter 2020. Solid performance at the company's Progressive Leasing and the Aaron's Business segments contributed to the quarterly performance. Strong invoice growth, operating cost management and sturdy customer payment activity remain tailwinds. It continued to witness robust e-commerce growth in the third quarter. Management issued an upbeat fourth-quarter view. Moreover, transformation initiatives, including store fleet optimization, omni-channel expansion and investment in loyalty program bode well. However, it continued to witness soft revenues in its franchisee stores. Also, stiff competition and changes in consumer behavior are concerns.

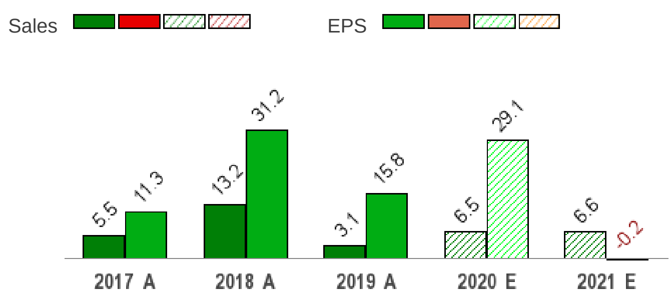
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$64.11 - $13.01**
20-Day Average Volume (Shares)	**483,858**
Market Cap	**$4.1 B**
Year-To-Date Price Change	**6.6%**
Beta	**1.99**
Dividend / Dividend Yield	**$0.18 / 0.3%**
Industry	**Financial - Leasing Companies**
Zacks Industry Rank	**Bottom 14% (219 out of 254)**
Last EPS Surprise	**25.9%**
Last Sales Surprise	**4.2%**
EPS F1 Estimate 4-Week Change	**7.5%**
Expected Report Date	**02/18/2021**
Earnings ESP	**-1.7%**
P/E TTM	**12.2**
P/E F1	**12.1**
PEG F1	**0.8**
P/S TTM	**1.0**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	1,147 E	1,120 E	1,112 E	1,119 E	4,483 E
2020	1,101 A	1,030 A	1,052 A	1,034 E	4,204 E
2019	1,012 A	968 A	964 A	1,004 A	3,948 A

EPS Estimates

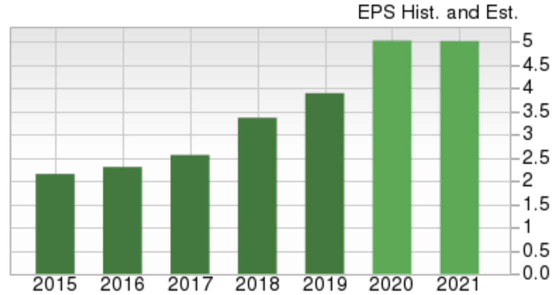
	Q1	Q2	Q3	Q4	Annual*
2021	$1.16 E	$1.31 E	$1.33 E	$1.30 E	$5.01 E
2020	$0.85 A	$1.18 A	$1.80 A	$1.29 E	$5.02 E
2019	$1.08 A	$0.93 A	$0.73 A	$1.15 A	$3.89 A

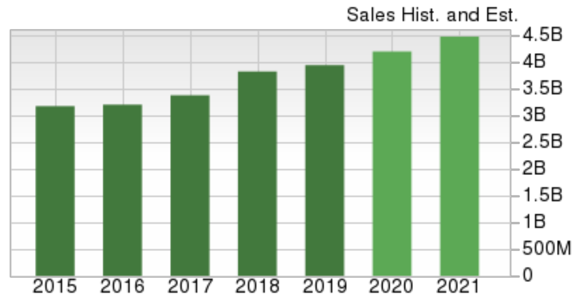
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 11/17/2020. The reports text is as of 11/18/2020.

Overview

Based in Atlanta, GA, Aaron's Holdings Company, Inc., through its subsidiary Aaron's, Inc., operates as a major omni-channel provider of lease-purchase solutions, mainly to underserved and credit-challenged customers. Through its various business segments, the company primarily deals in sales and lease ownership, apart from specialty retailing in furniture, home appliances, consumer electronics, as well as accessories. The company has three operating segments: Progressive Leasing, Aaron's Business, and Vive.





- **Progressive Leasing (accounting for 53.9% of total revenues in 2019):** This segment includes the virtual lease-to-own business. It partners with various retailers, mainly in the furniture and bedding; electronics and accessories; mobile; jewelry; consumer electronics; automobile; as well as appliance industries to provide a lease-purchase option for credit-challenged customers. As of Sep 30, 2020, Progressive Leasing had nearly 20,000 retail and e-commerce partners across 46 states and the District of Columbia.

- **Aaron's Business (45.2%):** This segment centers on around the sales and lease ownership and specialty retailing of furniture, home appliances, consumer electronics and accessories. Additionally, this operating unit supports franchisees of its Aaron's stores. As of Sep 30, 2020, the Aaron's Business segment had 1,400 company-operated and franchised stores in 47 states, Puerto Rico ans Canada. It also operates through its e-commerce site, Aarons.com and includes the Woodhaven Furtniture Industries business.

- **Vive (0.9%):** Vive Financial partners with merchants to provide a variety of second-look credit products that are originated through federally-insured banks.

On Oct 16, 2020, Aaron's, Inc. finalized the formation of a new holding company structure in anticipation of the separation and distribution transaction announced on Jul 29. Under the holding company structure, Aaron's, Inc. became a direct, wholly owned subsidiary of a newly formed company, Aaron's Holdings Company, Inc.

Source: Zacks Investment Research

Reasons To Buy:

Aaron's Q3 results were driven by strong invoice growth, operating cost management and sturdy customer payment activity. Revenues grew 9.2% year over year in third-quarter 2020.

- **Solid Earnings Trend**: Shares of Aaron's gained 7.1% year to date against the industry's decline of 21.3% The stock is benefiting from its robust earnings trend, which continued in third-quarter 2020. Notably, the company's earnings surpassed the Zacks Consensus Estimate for the fourth straight quarter. Moreover, both the top and bottom lines grew year over year. Solid performance at the company's Progressive Leasing and the Aaron's Business segments contributed to the robust quarterly performance. Strong invoice growth, operating cost management and sturdy customer payment activity remain tailwinds. Going ahead, management issued a fourth-quarter view. It anticipates revenues of $1.025-$1.045 billion and adjusted earnings of $1.20-$1.30 per share.

- **Spin-off Plans**: On July 29, Aaron's announced plans to spin-off into two independent publicly traded companies, as part of its efforts to sharpen strategic focus and operational execution while delivering long-term shareholder value. The company will be split into two companies – the first comprising of Progressive Leasing and Vive businesses and the second comprising the Aaron's Business. The spin-off is likely to be a win-win for both businesses with improved strategic focus, market-leading positions, strong free cash flow generation and well-capitalized balance sheets, enabling each to unlock substantial value creation opportunities. The company expects to execute this as a tax-free spin-off to Aaron's business segment to the shareholders of the newly formed Aaron's Holdings Company Inc.

  On Nov 17, the company said it expects the distribution of the Aaron's Business segment to shareholders of Aaron's Holdings Company, Inc. to be completed on Nov 30, 2020. The company set a record date of Nov 27 for eligible shareholders. After the completion of the separation and distribution, Aaron's Holdings Co. Inc. will be renamed as PROG Holdings, Inc. and will trade on the NYSE under the new symbol "PRG". Meanwhile, the spun-off company, comprising of the Aaron's business segment, will be named as Aaron's Company Inc. and will trade on the NYSE under the symbol "AAN".

- **Robust Progressive Business Performance**: Aaron's has been experiencing continued strength in its Progressive segment, which covers the virtual lease-to-own business. The segment has been performing exceedingly well for quite some time now, backed by robust growth in invoice volume and a solid customer base. In third-quarter 2020, the segment's revenues increased 13.7% year over year. Moreover, invoice volumes rose 3.4% due to a 3% rise in invoice volume per active door and a 0.4% jump in active doors to roughly 20,000. Further, the segment's adjusted EBITDA was $115.2 million, up 83.4% from the year-ago quarter. Moreover, adjusted EBITDA margin expanded 730 bps to 19.2%, mainly driven by solid portfolio performance and operating-expense control.

- **Financial Flexibility**: Aaron's boasts a healthy balance sheet, which enables it to invest in the business and reward shareholders. As of Sep 30, 2020, the company had cash and cash equivalents of $470.2 million compared with $57.8 million as of Dec 31, 2019. Aaron's total debt of $285.1 million as of Sep 30 inched down 0.2% on a sequential basis. Its debt-to-capitalization ratio of 0.15 represents a sequential decrease from 0.16. Moreover, the debt-to-capitalization ratio compares favorably with the industry's ratio of 0.74. Also, management boasts $956.3 million available liquidity as of Sep 30, which is likely to help it stay afloat amid this crisis.

- **Shareholder Returns**: Aaron's financial position helps it to make capital investments alongside returning excess cash to shareholders via dividends and share buybacks. During the first nine months of 2020, the company did not repurchase shares but paid out dividends worth nearly $8 million. This clearly underscores the company's commitment toward rewarding shareholders. Moreover, management earlier declared quarterly cash dividend of 4 cents, which has been paid on Oct 6. Notably, Aaron's has a dividend payout ratio of 3.2%, annualized dividend yield of 0.3% and free cash flow yield of 2.4%.

- **Aaron's Business Transformation on Track**: The Aaron's business is progressing well with its transformational initiatives over the past few years. These initiatives are likely to bring the segment back to sustainable long-term growth in revenue and earnings, through investments in activities to improve customer experience, operating efficiencies, compliance and employee engagement. Additionally, the company's e-commerce site (Aarons.com) has witnessed significant growth in the past few years and is attracting new and younger customers. In fact, e-commerce surged 44% year over year during the third quarter. The company continues to witness solid e-commerce traffic, as consumers are increasingly shifting to the online mode of shopping.

Risks

- **Stock Looks Overvalued**: Considering price-to-earnings (P/E) ratio, Aaron's looks pretty overvalued when compared with the industry. The stock has a trailing 12-month P/E ratio of 12.27x, which is above the median level of 11.9x and below the high level of 16.4x, scaled in the past year. On the contrary, the trailing 12-month P/E ratio is 7.55x for the industry. Given these factors, we believe that the stock is quite stretched from the P/E aspect.

- **Decline in Franchisee Revenues**: During third-quarter 2020, Aaron's franchisee revenues declined 2.2% to $101.2 million. While same-store revenues for franchised stores increased 5.8%, same-store customer counts dropped 5.8% in the reported quarter. Notably, the company's franchisees had a customer base of 210,000 at the end of the quarter.

- **Intense Competition**: Aaron's faces stiff competition from a diverse group of competitors including national, regional and local providers of lease-to-own stores, virtual lease-to-own operators, traditional and e-commerce players, as well as consumer finance companies. In addition, the company competes with retail stores for customers purchasing merchandise for cash or on credit. A challenging retail landscape, aggressive promotional strategies and waning store traffic might hurt Aaron's performance. This may adversely affect both top and bottom-line performances.

- **Dropping Consumer Sentiment May Impact Sales**: Any dropping consumer confidence – a key determinant of the economy's health – may have serious bearing on spending. The company's customers remain sensitive to macroeconomic factors, including unemployment levels and high household debt levels, which may negatively impact their sentiments. For now, the novel coronavirus has wreaked havoc. The retail sector, in particular, remains under pressure. Again, job losses as well as lower disposable income due to this catastrophe are making things worse. Consumers are avoiding discretionary spending and focusing on necessities for the time being.

Last Earnings Report

Aaron's Q3 Earnings and Revenues Surpass Estimates

Quarter Ending	09/2020
Report Date	Oct 29, 2020
Sales Surprise	4.24%
EPS Surprise	25.87%
Quarterly EPS	1.80
Annual EPS (TTM)	4.98

Aaron's reported sturdy third-quarter 2020 results. Both top and bottom lines outpaced the Zacks Consensus Estimate and grew year over year. Solid performance at the company's Progressive Leasing and the Aaron's Business segments contributed to the quarterly performance. Strong invoice growth, operating cost management and sturdy customer payment activity remain tailwinds. With respect to the earlier-announced separation, management is on track to conclude the transaction in the fourth quarter.

Q3 Highlights

Aaron's delivered adjusted earnings of $1.80 per share, which surpassed the Zacks Consensus Estimate of $1.43. Further, the metric advanced nearly 147% from 73 cents earned in the prior-year quarter.

The company recorded earnings per share of $1.60 on a GAAP basis, up from 58 cents reported in the year-ago quarter.

Consolidated revenues rose 9.2% to $1,052.3 million and surpassed the Zacks Consensus Estimate of $1,010 million. Revenue growth was mainly backed by strength in customer payment activity at its businesses, partly reflecting the various government stimulus programs with respect to the pandemic.

Aaron's franchisee revenues dipped 2.2% to $101.2 million. Same-store revenues for franchised stores grew 5.8% and same-store customer counts dropped 5.8% in the reported quarter. Notably, the company's franchisees had a customer base of 210,000 at the end of the quarter.

Adjusted EBITDA grew significantly year over year to $178.3 million from $87.1 million reported in the year-ago quarter. Also, adjusted EBITDA margin expanded 790 basis points (bps) to 16.9% in the reported quarter.

Segment Details

Progressive Leasing

Revenues at the segment grew 13.7% to $601.1 million in the reported quarter. Moreover, invoice volumes rose 3.4% due to a 3% rise in invoice volume per active door and a 0.4% jump in active doors to roughly 20,000. As of Sep 30, 2020, the division had 892,000 customers, reflecting a 1.9% decline year over year.

The segment's adjusted EBITDA was $115.2 million, up 83.4% from the year-ago quarter. Moreover, adjusted EBITDA margin expanded 730 bps to 19.2%, mainly driven by solid portfolio performance and operating-expense control.

Aaron's Business

Total revenues at Aaron's Business segment grew 3.4% to $441 million, mainly due to robust customer payment activity and increased merchandise sales to franchisees, partly offset by a reduction of 134 outlets in the 15 months ended Sep 30, 2020. Moreover, same-store revenues rose 7.3%, while customer count on a same-store basis dropped 3.7%.

Non-retail sales, which mainly includes merchandise sales to franchisees, climbed 12% year over year. Lease revenues and fees for the three months ended Sep 30 improved 1.7% from the year-ago quarter. Further, retail sales surged 53.1% in the reported quarter. At the quarter-end, the company-operated Aaron's stores had 902,000 customers, reflecting an 8.3% year-over-year drop.

The segment's adjusted EBITDA was $65.1 million, up 153.1% year over year. Also, adjusted EBITDA margin expanded 880 bps to 14.8% owing to sturdy customer payment activity and lower merchandise write-offs.

As of Sep 30, 2020, Aaron's Business had 1,086 company-operated stores and 308 franchised stores.

Vive

Sales at the Vive segment, formerly known as Dent-A-Med, Inc., amounted to $10.2 million in the quarter under review.

Financial Position

The company ended the quarter with cash and cash equivalents of $470.2 million, debt of $285.1 million and shareholders' equity of $1,638.7 million. As of Sep 30, 2020, the company generated cash from operations of $551.8 million. Moreover, the company paid out dividends of nearly $8 million in the first nine months of 2020. Also, the company had roughly $956.3 million available liquidity as of Sep 30.

Outlook

Going ahead, management issued a fourth-quarter view. Notably, it anticipates revenues of $1.025-$1.045 billion and adjusted earnings of $1.20-$1.30 per share.

Recent News

Aaron’s Sets Completion Date for Spin-off – Nov 17, 2020

Aaron’s established that the distribution of the Aaron’s Business segment to shareholders of Aaron's Holdings Company, Inc. under the proposed spin-off transaction will be completed on Nov 30, 2020. The company set a record date of Nov 27 for eligible shareholders. After the completion of the separation and distribution, Aaron's Holdings Co. Inc. will be renamed as PROG Holdings, Inc. and will trade on the NYSE under the new symbol "PRG". Meanwhile, the spun-off company, comprising of the Aaron’s business segment, will be named as Aaron’s Company Inc. and will trade on the NYSE under the symbol “AAN”.

Aaron's Raises Quarterly Dividend – Nov 5, 2020

Aaron's approved a quarterly cash dividend of 4.5 cents per share, which reflects an increase of 125% from the prior dividend rate of 4 cents. This marked the 18th consecutive year of dividend increase for the company. The raised dividend is payable on Nov 20, 2020 to shareholders with record on Nov 16.

Valuation

Aaron's shares are up 7.1% in the year-to-date period and nearly 5% for the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 21.3% and 7.3% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are down 19.6% and 4.4%, respectively.

The S&P 500 index is up 12.9% in the year-to-date period and 16.7% in the past year.

The stock is currently trading at 12.19X forward 12-month earnings, which compares to 8.85X for the Zacks sub-industry, 17.46X for the Zacks sector and 22.78X for the S&P 500 index.

Over the past five years, the stock has traded as high as 18.17X and as low as 3.79X, with a 5-year median of 12.74X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $70 price target reflects 14.01X forward 12-month earnings.

The table below shows summary valuation data for AAN

Valuation Multiples - AAN

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	12.19	8.85	17.46	22.78
	5-Year High	18.17	10.51	17.46	23.47
	5-Year Low	3.79	4.83	11.6	15.27
	5-Year Median	12.74	8.7	14.45	17.72
P/S F12M	Current	0.93	1.23	6.12	4.25
	5-Year High	1.21	1.53	6.72	4.3
	5-Year Low	0.23	0.65	5.01	3.17
	5-Year Median	0.77	1.34	6.1	3.67
EV/EBITDA TTM	Current	1.53	6.55	4.81	16.17
	5-Year High	2.32	7.83	7.05	16.17
	5-Year Low	0.53	5.65	NA	9.54
	5-Year Median	1.66	7.24	2.09	13.11

As of 11/17/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 14% (219 out of 254)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Conns, Inc. **(CONN)**	Outperform	2
RentACenter, Inc. **(RCII)**	Outperform	2
RH **(RH)**	Outperform	2
Systemax Inc. **(SYX)**	Outperform	2
Bed Bath & Beyond Inc. **(BBBY)**	Neutral	3
GameStop Corp. **(GME)**	Neutral	4
Vivint Smart Home, Inc. **(VVNT)**	Neutral	4
Walmart Inc. **(WMT)**	Neutral	3

The positions listed should not be deemed a recommendation to buy, hold or sell.

Industry Comparison Industry: Financial - Leasing Companies

				Industry Peers		
	AAN	**X Industry**	**S&P 500**	**BBBY**	**RCII**	**SYX**
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Outperform	Outperform
Zacks Rank (Short Term)	2	-	-	3	2	2
VGM Score	A	-	-	A	A	A
Market Cap	4.11 B	2.83 B	26.21 B	2.54 B	1.85 B	1.12 B
# of Analysts	6	3	14	9	5	1
Dividend Yield	0.30%	0.00%	1.5%	0.00%	3.40%	1.88%
Value Score	A	-	-	A	A	B
Cash/Price	0.12	0.43	0.06	0.57	0.13	0.07
EV/EBITDA	1.80	4.24	14.53	15.06	1.93	14.78
PEG F1	0.76	1.21	2.80	NA	NA	NA
P/B	2.51	2.33	3.60	1.49	3.40	6.64
P/CF	1.73	1.88	13.74	2.81	2.31	20.69
P/E F1	12.13	12.12	22.02	NA	9.99	17.54
P/S TTM	0.98	1.06	2.85	0.26	0.67	1.14
Earnings Yield	8.24%	6.07%	4.32%	-3.03%	10.01%	5.70%
Debt/Equity	0.17	0.09	0.70	0.70	0.35	0.00
Cash Flow ($/share)	35.14	14.56	6.92	7.16	14.77	1.44
Growth Score	A	-	-	A	A	A
Historical EPS Growth (3-5 Years)	18.48%	18.48%	9.79%	-33.91%	14.49%	36.63%
Projected EPS Growth (F1/F0)	29.13%	3.73%	0.36%	-232.61%	52.32%	22.30%
Current Cash Flow Growth	13.84%	10.60%	5.39%	-19.13%	7.99%	5.05%
Historical Cash Flow Growth (3-5 Years)	15.48%	8.11%	8.31%	-5.23%	-1.53%	49.91%
Current Ratio	3.01	0.68	1.38	1.50	2.40	1.75
Debt/Capital	14.82%	7.41%	41.97%	41.22%	26.00%	0.00%
Net Margin	-5.00%	-2.69%	10.41%	-1.91%	6.95%	6.21%
Return on Equity	21.39%	12.84%	15.05%	-10.67%	35.08%	37.46%
Sales/Assets	1.39	0.28	0.50	1.28	1.72	2.45
Projected Sales Growth (F1/F0)	6.48%	-0.15%	0.16%	-12.26%	5.63%	6.45%
Momentum Score	D	-	-	C	F	A
Daily Price Change	-0.38%	-0.65%	-0.35%	-2.04%	-1.82%	3.01%
1-Week Price Change	5.04%	5.33%	4.23%	-5.64%	7.70%	-2.06%
4-Week Price Change	4.10%	2.44%	6.91%	-19.49%	3.24%	24.61%
12-Week Price Change	6.92%	0.33%	9.73%	63.31%	7.34%	35.85%
52-Week Price Change	4.55%	-23.18%	6.44%	54.89%	37.75%	34.75%
20-Day Average Volume (Shares)	483,858	307,987	2,205,801	7,646,589	555,325	95,136
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	7.53%	7.46%	1.73%	2.98%	1.91%	26.87%
EPS F1 Estimate 12-Week Change	26.75%	7.46%	3.56%	75.24%	24.89%	26.87%
EPS Q1 Estimate Monthly Change	4.18%	4.18%	0.58%	60.47%	8.19%	23.53%

Source: Zacks Investment Research

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 maintain a 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	A
Growth Score	A
Momentum Score	D
VGM Score	A

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

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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.

Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a mediumterm price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock's closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

# of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the mostrecent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn't change frequently, dividend yield usually changes with a stock's price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock's weight in the index is proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every $1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at $35 and expected to earn $3 per share in the current fiscal year (F1), would be 0.0857 (3/35 = 0.0857) or 8.57%. In other words, for $1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow ($/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every $1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every $1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated $2.50 in sales for every $1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is $1.10 now versus $1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from $1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.