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Mar 11, 2021

AptarGroup, Inc. (ATR)

$139.38 (As of 03/11/21)

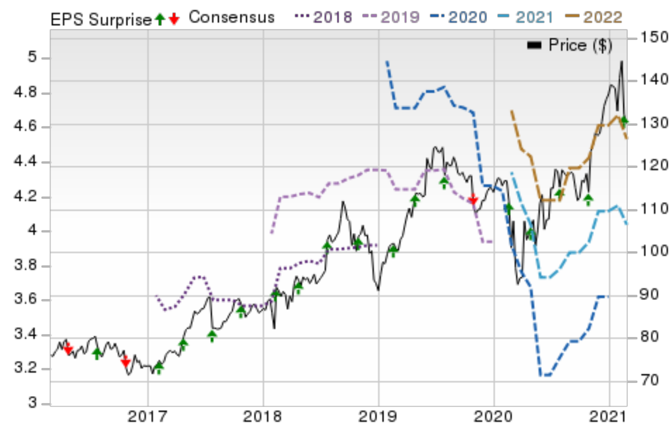
Price Target (6-12 Months): **$147.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 02/18/21) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: C | Growth: A	**3-Hold** VGM:C Momentum: F

Summary

AptarGroup anticipates first-quarter 2021 adjusted earnings per share between 86 cents and 94 cents. The mid-point of the range reflects year-over-year decline of 9%. Triggered by the COVID-19 pandemic, increasing demand for pharmaceutical products is likely to drive the Pharma segment. Demand in hand sanitizers, liquid soaps, cleaners and disinfectants will aid the Beauty + Home segment. However, weakness in beauty markets and food service markets will be a drag. The company remains committed to bringing innovative products and expansion through buyouts in a bid expand the scope of technologies, geographic presence and products. AptarGroup also continues to make strategic investments that will add critical capacity to key areas such as lotion pumps and components for injectable medicines.Cost control will also help sustain margins.

Price, Consensus & Surprise

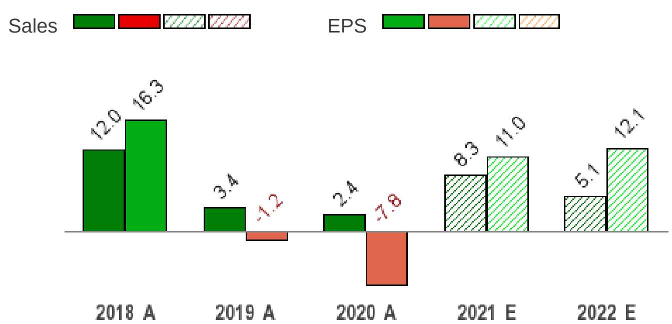


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$144.76 - $79.84**
20-Day Average Volume (Shares)	**270,211**
Market Cap	**$9.1 B**
Year-To-Date Price Change	**1.8%**
Beta	**0.65**
Dividend / Dividend Yield	**$1.44 / 1.0%**
Industry	**Containers - Paper and Packaging**
Zacks Industry Rank	**Bottom 30% (178 out of 253)**
Last EPS Surprise	**2.2%**
Last Sales Surprise	**1.8%**
EPS F1 Estimate 4-Week Change	**-2.7%**
Expected Report Date	**04/29/2021**
Earnings ESP	**0.0%**
P/E TTM	**38.2**
P/E F1	**34.6**
PEG F1	**3.4**
P/S TTM	**3.1**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	839 E	828 E	847 E	818 E	3,333 E
2021	785 E	785 E	816 E	796 E	3,171 E
2020	722 A	699 A	759 A	749 A	2,929 A

EPS Estimates

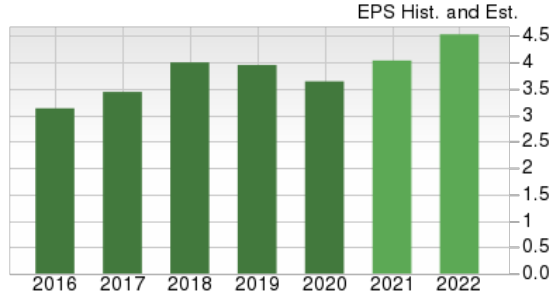
	Q1	Q2	Q3	Q4	Annual*
2022	$1.07 E	$1.08 E	$1.23 E	$1.15 E	$4.53 E
2021	$0.91 E	$0.99 E	$1.10 E	$1.06 E	$4.04 E
2020	$0.93 A	$0.80 A	$1.00 A	$0.92 A	$3.64 A

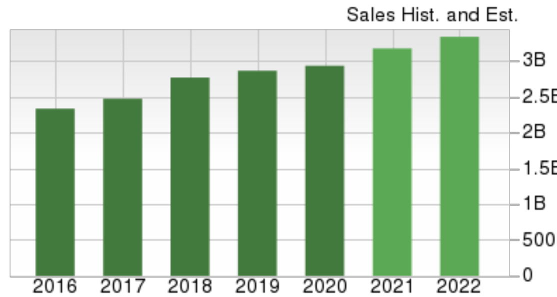
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 03/11/2021. The report's text and the analyst-provided price target are as of 03/11/2021.

Overview

Headquartered in Crystal Lake, IL, AptarGroup is a global supplier of a broad range of innovative dispensing, sealing and active packaging solutions for the beauty, personal care, home care, prescription drug, consumer health care, injectables, food and beverage markets. Its main products include dispensing pumps, closures, aerosol valves and elastomeric primary packaging components. The company has manufacturing facilities across the globe including North America, Europe, Asia and South America. The company's primary products are dispensing pumps, closures, aerosol valves and elastomeric primary packaging components.





AptarGroup operates through three market-focused business segments - Beauty + Home, Pharma, and Food + Beverage.

The **Beauty + Home** segment (44% of AptarGroup's sales in fiscal 2020) consists of operations that sell dispensing systems primarily to the beauty, personal care and home care markets. The segment sells pumps, closures, aerosol valves and accessories to the personal care and home care markets and pumps and decorative components to the beauty market. Sales to the beauty, the personal care and the home care market accounted for approximately 46%, 46% and 8%, respectively, of the segment's total net sales in 2020.

The **Pharma** segment (42%) sells dispensing systems or primary packaging components to the prescription drug, consumer health care and injectables markets. AptarGroup is the leading supplier of pumps and metered dose inhaler valves (MDIs) to the pharmaceutical market worldwide and is the number three supplier of elastomer primary packaging components worldwide. Sales to the prescription drug market generated around 46% of the segment's total net sales in 2020. The consumer health care market accounted for approximately 22% of the segment's total net sales in 2020, while the injectables market accounted for approximately 20%.

The **Food + Beverage** segment (14%) sells dispensing closures and as well as non-dispensing closures, spray pumps and aerosol valves to the food and beverage markets. Sales to the food market accounted for approximately 75% of the segment's total net sales in 2020, while the beverage market accounted for the balance 25%.

Source: Zacks Investment Research

Reasons To Buy:

> AptarGroup is poised to gain from business-transformation plan to drive top-line growth and improve organizational effectiveness. Innovative product launches and acquisitions will also fuel growth.

- AptarGroup is focused to grow on business-transformation plan to drive top-line growth, boost operational excellence, enhance its approach to innovation and improve organizational effectiveness. The company has primarily been focused on transforming its Beauty + Home segment by adding capabilities in Asia and capitalizing on fast growing application fields within the segment. In sync with the plan, AptarGroup has decided to close Stratford and Torrington, CT sites and consolidate this production capacity into AptarGroup's other existing North American facilities. This measure will support North American Beauty + Home customers more efficiently while focusing on long-term, profitable growth.

- AptarGroup remains committed to expand its business through acquisitions to expand the scope of technologies, geographic presence and product offerings. In January 2020, AptarGroup completed strategic equity investments in BTY, a leading Chinese provider of decorative and complete color cosmetics packaging solutions. The acquisition will help to capitalize on the high-growth Asian color cosmetics market. In April 2020, the company acquired Fusion Packaging, a leader in high quality, prestige airless and color cosmetics packaging, and conception-to-launch turnkey solutions for the North American beauty market. Both acquisitions will be accretive to the Beauty and Home segment's margin. It has partnered with MIWA Technologies on smart powered, in-store reusable and refillable capsules for food and beverage products. AptarGroup advanced its portfolio of digital health offerings that enhance patient adherence by making a strategic investment in Sonmol and acquiring the assets of Cohero Health — both providers of digital healthcare solutions.

- As of Dec 31, 2020, AptarGroup had available cash and equivalents of approximately $300 million. Total debt to total capital ratio has gone down over the past few quarters and was 0.39 as of Dec 31, 2020. The company's times interest earned ratio has been improving over the past few years, and is currently at 10.1. This indicates that the company is in a position to fulfill its debt obligations. Further, the year 2020, marked the company's 27th consecutive year of increasing aggregate annual dividend amount. AptarGroup returned $93 million to shareholders in 2020. Amid the COVID-19 pandemic, the company has been focused on preserving liquidity and has temporarily suspended its share repurchase plan. In addition to being active on the acquisition front, the company has made strategic investments during the year that will add critical capacity to key areas such as lotion pumps and components for injectable medicines.

- The Pharma segment has been witnessing growth driven by demand for existing medicines during the pandemic, such as influenza vaccines, and allergy and asthma treatments, that are administered utilizing the company's drug delivery devices and components for injection systems. The Beauty + Home segment will continue to gain from high sales in the personal care market related to hand sanitizers and liquid soaps and increased sales to the home care market primarily related to cleaners and disinfectants. This is likely to continue amid the coronavirus pandemic. In the wake of the ongoing uncertainty related to the COVID-19, the company has undertaken several cost control measures, cutting down on discretionary spending and modifying production schedules. This will help sustain margins.

- AptarGroup is poised to gain from innovative product launches and continues to be the preferred choice for renowned brands worldwide. In the Pharma segment, the company's 3-Phase Activ-Film technology was chosen to protect the new SARS rapid antigen test for COVID-19 that recently received emergency use authorization from the FDA. In the injectables market, the company continues to supply for several of the leading COVID-19 vaccines in treatment in selected parts of the world. In the consumer healthcare market, Proctor & Gamble new Vapo Cool sinus congestion and pressure relief product features AptarGroup's nasal spray device that delivers an ultra fine mist.

- In the Beauty + Home segment, AptarGroup provided airless piston system and recyclable, reloadable capsule to Lightinderm in France to launch a home use skincare device. The company's airless technology is also featured on L'Oreal Kiehl's brand Hydro-plumping Hydrating Serum and was customized for an eye cream in China by the brand Infinitus. The FusionPKG team recently provided 13 packaging items for a new line of nourishing facial oil by the Indie brand Bad Habit. In Food and Beverage, the company's revolutionary SimpliSqueeze valve has become a popular choice for customers as it has helped products that have been historically been marketed in jars or tubs to be packaged in a pouch. It recently provided a new custom closure for Cappuccino powder in Latin America, utilizing its BAP technology, which stands for AptarGroup's bonded aluminum to plastic patented solution often used in the food and beverage markets, where secure seal is needed and opening feature is added for consumers.

Reasons To Sell:

AptarGroup will continue to bear the impact of the coronavirus pandemic on its end markets, particularly in the Beauty + Home and Food + Beverage segments, until the situation stabilizes.

- AptarGroup projects adjusted earnings per share for first-quarter 2021 between 86 cents and 94 cents. The mid-point of the guided range reflects a decline of 9% from adjusted earnings per share of 99 cents in the prior-year quarter. The company expects results in the ongoing quarter to be impacted by the COVID-19 pandemic. Demand in the beauty fragrance and on-the-go beverage markets is anticipated to remain under pressure. The company is also experiencing a drawdown of inventories by certain prescription drug and consumer health care customers in response to fewer cold and flu illnesses resulting from pandemic-related confinements and social distancing, and fewer non-critical doctor visits. The company, however, expects continued solid growth in injectables components, active material solutions and dispensing systems for sanitizers, cleaners and food products.

- The Beauty + Home segment will continue to be negatively impacted by reduced orders from customers providing prestige beauty products. Beauty products are sold via duty free travel and retail stores. Consequently, the restrictions on air travel has impacted the beauty market. Also, many beauty retailers have shut down in response to government mandates to stem the spread of the coronavirus. Notably beauty products account for 24% of the company's revenues.

- The Food + Beverage segment will continue to be negatively impacted by decrease in food service and on-the-go beverage closure sales due to the COVID-19 crisis. Further, the recent spike in COVID-19 cases across several regions of the world has led to economic uncertainty in some of the company's markets.

- The allergy category, which is a significant part of the pharma business, has been delivering above-average performance over the last 12 to 18 months. This can be attributed to the huge success of the branded treatments being now sold over-the-counter in significant quantities. The company expects growth to normalize in the near term.

- AptarGroup expects to incur implementation costs of approximately $125 million related to business-transformation plan in the Beauty + Home segment. These costs remain a drag for earnings in the near term. In the segment, the disruption caused by the pandemic, including higher operating costs, have more than offset any expected growth in earnings from the company's transformation efforts. Also, the company had to delay several initiatives that were expected to be completed by the end of 2020 due to the pandemic. However, the company remains committed to complete the remaining transformation initiatives and expect to return to growth to be gradual and non-linear.

Last Earnings Report

AptarGroup Q4 Earnings & Sales Beat Estimates, Up Y/Y

Quarter Ending	12/2020
Report Date	Feb 18, 2021
Sales Surprise	1.80%
EPS Surprise	2.22%
Quarterly EPS	0.92
Annual EPS (TTM)	3.65

AptarGroup's adjusted earnings per share was 92 cents in fourth-quarter 2020, surpassing the Zacks Consensus Estimate of 90 cents. The bottom line also improved 8% year over year.

On a reported basis, earnings came in at 79 cents per share compared with the year-ago quarter's 73 cents per share.

Total revenues increased 12% year over year to $749 million during the reported quarter. The top line also beat the Zacks Consensus Estimate of $736 million. Core sales, excluding currency and acquisition effects, increased 5% year over year. Solid underlying demand for medicines drove sale growth in the Pharma segment. Demand for active packaging solutions used with healthcare applications also increased. Further, the company witnessed continued strong demand from personal care and home care markets. This was offset by weakness in beauty markets and lower custom tooling sales.

Operational Update

Cost of sales climbed 8% year over year to $470 million. Gross profit increased 18% year over year to $279 million. Gross margin surged 37.3% during the fourth quarter compared with the prior-year quarter's 35.1%.

Selling, research, development and administrative expenses flared up 19% year over year to $129 million. Adjusted operating income advanced 15% year over year to $84 million. Operating margin came in at 11.2% in the reported quarter, up from the year-ago quarter's 10.9%. Adjusted EBITDA increased 14% year on year to $149 million in the October-December quarter.

Segmental Performance

Total revenues in the Beauty + Homes segment grew 7% year over year to $337 million. Adjusted operating income in the third quarter plunged 38% year over year to $10.6 million.

Total revenues in the Pharma segment rose 17% year over year to $312 million. Adjusted operating income amounted to $84 million for the December-end quarter compared with the year-earlier quarter's $76 million.

Total revenues in the Food + Beverage segment increased 13% year over year to $101 million. Operating income was $8.7 million in fourth-quarter 2020, reflecting a substantial improvement from $2.2 million in the year-ago quarter.

Financial Performance

AptarGroup reported cash and cash equivalents of $300 million as of Dec 31, 2020, up from $242 million as of Dec 31, 2019. The company generated $570 million of cash flow from operations in the 2020 compared with the $514 million witnessed last year. As of Dec 31, 2020, long-term debt was approximately $1,055 million, down from $1,085 million as of Dec 31, 2019.

2020 Results

AptarGroup's adjusted earnings per share in 2020 was $3.65, down 19% from the prior-year's figure of $4.01. However, the bottom line beat the Zacks Consensus Estimate of $3.63. Including one-time items, the company delivered an earnings per share of $3.21 in 2020 compared with $3.66 in 2019. Sales increased 2% year over year to $2,929 million from the prior-year figure of $2,860 million. The top line surpassed the Zacks Consensus Estimate of $2,920 million.

Outlook

AptarGroup estimates first-quarter 2021 adjusted earnings per share in the range of 86 cents to 94 cents.

Valuation

AptarGroup's shares have gone up 17.0% in the last six-month period and up 47.6% over the trailing 12-month period. Stocks in the Zacks Containers – Paper and Packaging industry and the Zacks Industrial Products sector are up 20.1% and 32.7 in the last six-month period, respectively. Over the past year, the Zacks sub-industry and the sector are up 77.7% and 87.1%, respectively.

The S&P 500 index is up 16.2% in the last six-month period and up 59.8% in the past year.

The stock is currently trading at 33.75X forward 12-month earnings, which compares with 17.014X for the Zacks sub-industry, 23.81X for the Zacks sector and 22.36X for the S&P 500 index.

Over the past five years, the stock has traded as high as 34.37X and as low as 20.64X, with a 5-year median of 24.31X.

Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $147 price target reflects 35.59X forward 12-month earnings.

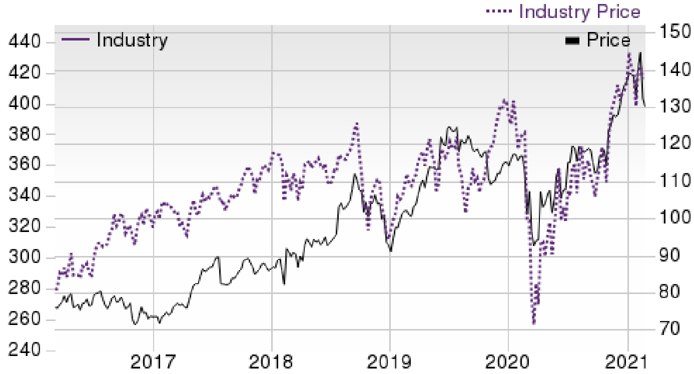
The table below shows summary valuation data for ATR:

Valuation Multiples - ATR

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	33.75	17.014	23.81	22.36
	5-Year High	34.37	18.98	23.81	23.8
	5-Year Low	20.64	7.2	12.66	15.3
	5-Year Median	24.31	16.04	18.03	17.9
P/S F12M	Current	2.84	2.89	3.7	4.53
	5-Year High	2.97	5.08	3.7	4.53
	5-Year Low	1.8	1.49	1.62	3.21
	5-Year Median	2.2	1.94	2.13	3.69
EV/EBITDA TTM	Current	16.72	22.55	23.95	17.37
	5-Year High	17.3	28.59	23.95	17.55
	5-Year Low	10.3	13.28	11.09	9.62
	5-Year Median	12.99	16.14	15.31	13.32

As of 03/10/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 30% (178 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Amcor PLC **(AMCR)**	Neutral	3
Greif, Inc. **(GEF)**	Neutral	3
Graphic Packaging Holding Company **(GPK)**	Neutral	3
Packaging Corporation of America **(PKG)**	Neutral	3
Sealed Air Corporation **(SEE)**	Neutral	3
Silgan Holdings Inc. **(SLGN)**	Neutral	3
Sonoco Products Company **(SON)**	Neutral	3
UFP Technologies, Inc. **(UFPT)**	Neutral	3

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

Industry Comparison Industry: Containers - Paper And Packaging

	ATR	X Industry	S&P 500	CCK	GEF	GPK
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	2	3	3
VGM Score	C	-	-	A	A	A
Market Cap	9.08 B	6.78 B	28.02 B	13.23 B	2.77 B	4.65 B
# of Analysts	8	5	13	8	3	8
Dividend Yield	1.03%	2.38%	1.38%	0.82%	3.08%	1.73%
Value Score	C	-	-	B	A	A
Cash/Price	0.03	0.06	0.06	0.09	0.04	0.04
EV/EBITDA	17.73	10.69	15.89	11.76	9.24	8.92
PEG F1	3.35	1.83	2.34	2.85	1.58	0.55
P/B	4.87	3.58	3.87	5.07	2.20	2.55
P/CF	19.48	10.64	16.08	10.34	6.39	5.92
P/E F1	34.59	17.72	20.92	14.24	15.83	13.74
P/S TTM	3.10	1.34	3.28	1.14	0.61	0.71
Earnings Yield	2.89%	5.65%	4.64%	7.02%	6.32%	7.26%
Debt/Equity	0.57	1.05	0.67	3.08	1.87	1.71
Cash Flow ($/share)	7.15	4.15	6.78	9.48	8.95	2.93
Growth Score	A	-	-	A	C	A
Historical EPS Growth (3-5 Years)	5.03%	10.15%	9.34%	9.76%	11.10%	9.49%
Projected EPS Growth (F1/F0)	10.85%	14.92%	14.41%	16.28%	12.11%	12.84%
Current Cash Flow Growth	1.57%	4.27%	0.74%	6.15%	-1.52%	12.14%
Historical Cash Flow Growth (3-5 Years)	6.85%	10.44%	7.37%	11.67%	10.57%	8.34%
Current Ratio	1.75	1.37	1.39	1.15	1.36	1.09
Debt/Capital	36.31%	50.23%	41.42%	75.50%	65.41%	63.10%
Net Margin	7.31%	6.02%	10.59%	5.00%	2.20%	2.55%
Return on Equity	14.19%	15.97%	14.75%	34.67%	15.78%	16.16%
Sales/Assets	0.76	0.83	0.51	0.73	0.82	0.86
Projected Sales Growth (F1/F0)	8.25%	5.82%	6.93%	9.69%	5.82%	3.91%
Momentum Score	F	-	-	B	B	F
Daily Price Change	1.23%	0.67%	1.04%	0.34%	2.25%	0.17%
1-Week Price Change	3.09%	4.45%	2.46%	1.34%	13.33%	5.23%
4-Week Price Change	-2.70%	3.71%	3.55%	-0.03%	16.09%	3.21%
12-Week Price Change	6.32%	6.05%	7.58%	0.75%	20.27%	6.05%
52-Week Price Change	40.67%	69.98%	45.24%	59.46%	106.21%	32.72%
20-Day Average Volume (Shares)	270,211	409,437	2,199,326	1,023,927	185,030	3,160,298
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	-0.79%
EPS F1 Estimate 4-Week Change	-2.68%	0.00%	0.00%	7.73%	4.34%	-2.22%
EPS F1 Estimate 12-Week Change	-1.88%	1.57%	2.02%	8.26%	4.79%	5.22%
EPS Q1 Estimate Monthly Change	-12.62%	-0.41%	0.00%	3.80%	-0.83%	-12.26%

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

Value Score	C
Growth Score	A
Momentum Score	F
VGM Score	C

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.

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.