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Feb 09, 2021

Avery Dennison Corp (AVY)

$174.89 (As of 02/08/21)

Price Target (6-12 Months): **$185.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 12/23/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**2-Buy**
	Zacks Style Scores:	VGM:A
	Value: C | Growth: A | Momentum: B	

Summary

Avery Dennison's fourth-quarter 2020 earnings and sales beat the Zacks Consensus Estimates and increased year over year. It expects earnings per share between $7.65 and $8.05 for the current year. The mid-point of the range reflects year-over-year growth of 11%. Avery Dennison's Label and Packaging Materials segment serves essential categories that are witnessing higher demand amid the coronavirus pandemic. However, the Retail Branding and Information Solutions business continues to be hurt by decline in demand owing to retail store and apparel manufacturing closures. The company expects incremental savings from restructuring actions of $70 million during 2021. Its strong liquidity position will also drive growth. The company is poised to gain from investment in high-value product categories, acquisitions and productivity improvement.

Price, Consensus & Surprise

Source: Zacks Investment Research

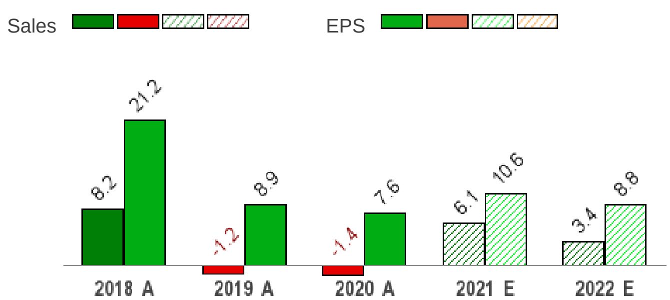
Data Overview

52-Week High-Low	**$175.58 - $76.96**
20-Day Average Volume (Shares)	**450,979**
Market Cap	**$14.4 B**
Year-To-Date Price Change	**11.6%**
Beta	**0.96**
Dividend / Dividend Yield	**$2.48 / 1.4%**
Industry	**Office Supplies**
Zacks Industry Rank	**Top 49% (123 out of 251)**

Last EPS Surprise	**4.6%**
Last Sales Surprise	**3.1%**
EPS F1 Estimate 4-Week Change	**6.8%**
Expected Report Date	**05/05/2021**
Earnings ESP	**1.0%**

P/E TTM	**24.3**
P/E F1	**22.7**
PEG F1	**2.8**
P/S TTM	**2.1**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022					7,650 E
2021	1,874 E	1,773 E	1,787 E	1,933 E	7,397 E
2020	1,723 A	1,529 A	1,729 A	1,991 A	6,972 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022					$8.54 E
2021	$1.95 E	$1.81 E	$1.96 E	$2.14 E	$7.85 E
2020	$1.66 A	$1.27 A	$1.91 A	$2.27 A	$7.10 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 02/08/2021. The report's text and the analyst-provided price target are as of 02/09/2021.

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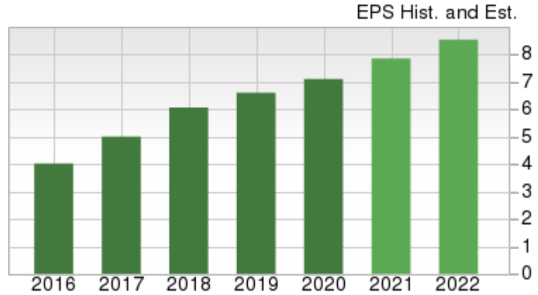
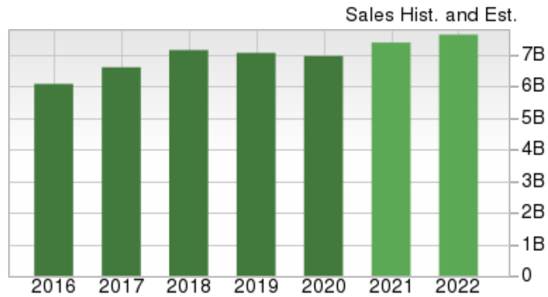
Overview

Headquartered in Pasadena, CA, Avery Dennison Corporation produces pressure-sensitive materials, and a variety of tickets, tags, labels and other converted products. Its clientele is spread across the United States, Europe, Asia, Latin America and other regions. Avery Dennison reports under the following segments.





- **The Label and Graphic Materials segment** (65% of 2020 revenues) includes Label and Packaging Materials, Graphics Solutions, and Reflective Solutions. Pressure-sensitive materials include papers, plastic films, metal foils and fabrics, which are coated with internally-developed and purchased adhesives, and then laminated with specially-coated backing papers and films. Label and packaging materials are sold to label converters for labeling, decorating, and specialty applications in the home and personal care, beer and beverage, durables, pharmaceutical, wine and spirits, and food market segments. The graphics and reflective products include a variety of films and products that are sold to the architectural, commercial sign, digital printing, and other related market segments. The segment also sells durable cast and reflective films to the construction, automotive and fleet transportation market segments and reflective films for traffic and safety applications.

- **The Industrial and Healthcare Materials segment** (25%) includes Performance Tapes, Fasteners Solutions, and Vancive Medical Technologies. The tape products include coated tapes and adhesive transfer tapes that are sold for use in non-mechanical fastening, bonding and sealing systems. The segment also manufactures and sells Yongle brand tapes for wire harnessing and cable wrapping in automotive, electrical, and general industrial applications. The Vancive-brand products include an array of PSA materials and products to meet the needs of medical device manufacturers, converters, clinicians, and patients for surgical, wound and skin care, ostomy, diagnostic, electromedical and wearable device applications.

- **Retail Branding and Information Solutions** (10%) includes tickets, tags, and labels for apparel and radio-frequency identification to retailers, brand owners, apparel manufacturers, distributors and industrial customers.

Source: Zacks Investment Research

Reasons To Buy:

> Avery Dennison will gain on restructuring activities and disciplined capital-allocation strategy. Focus on expanding in high-value product categories and profitability in base business will aid growth.

- Avery Dennison continuous to focus on five overarching priorities comprising driving outsized growth in high-value product categories, growing profitability in base businesses, relentlessly pursuing productivity improvement, disciplined capital-management approach and leading with environmentally- and socially-responsible practices and solutions. The company is executing long-term strategic restructuring initiatives to enhance competitive position in base business, freeing up resources to invest in high value categories while supporting margins.For the current year, Avery Dennison expects earnings per share between $7.65 and $8.05. The mid-point of the range reflects year-over-year growth of 11%. Given the continued recovery in end markets across the segments, the company expects organic sales growth to be approximately 3-7% for the current year.

  Around 40% of the company's revenues stem from labelling of non-durable consumer goods like food, beverage, home and personal care products. Demand for these products has been strong amid the pandemic. In the long term, growing demand from emerging markets on the back of rising middle class, and the consequent surge in demand for packaged goods and shift in labelling technology to pressure-sensitive materials will drive growth for the company. Also, around 15% of the company's revenues is tied to logistics and shipping, which will be sustained by growth in e-commerce activities.

- Along with strategic restructuring efforts to position the company for long-term growth, Avery Dennison has undertaken temporary actions to reduce costs to negate the impact of weak demand in some of its business due to the COVID-19 pandemic. These measures include lower spending on travel and discretionary spending, reduced usage of overtime and temporary employees, delaying salary hikes and furloughs. Avery Dennison realized $18 million in pre-tax savings from restructuring in the fourth quarter, bringing the total for the year to $65 million. On top of this, the company realized net temporary savings of approximately $135 million in 2020. Avery Dennison anticipates incremental savings from restructuring actions, net of transition costs of roughly $70 million in the current year.

- The company's Label and Packaging Materials segment serves essential categories that are experiencing higher demand during coronavirus pandemic. The segment is well poised for profitable growth in the current year, driven by solid top-line growth and continued margin expansion, volume improvement, focus on high-value categories led by specialty labels, as well as contributions from productivity initiatives. Moreover, in the December-end quarter, the company closed ACPO acquisition, which fortified its position in North American label and graphics materials business. Further, Avery Dennison's completion of restructuring actions associated with the consolidation of the European footprint of its LGM segment will drive higher returns for the segment and improve its competitiveness.

- The company will benefit from its faster growing high-value product categories, such as specialty labels and Radio-frequency identification (RFID). Continued strength in RFID and external embellishments will drive Retail Branding and Information Solutions (RBIS) segment. The company is also recording growth in new applications within food and logistics. The company continues to increase investments to drive growth both organically and through acquisitions with higher spending for business development and R&D. In February, Avery Dennison acquired Smartrac's Transponder (RFID Inlay) Division, which is a leader in the development and manufacture of RFID products. Along with augmenting its product lines, the acquisition also enhances Avery Dennison's research and development capabilities and adds to its manufacturing capacity. Notably, the deal will generate greater revenues with RFID business anticipated to grow 15-20% annually over the long term.

- Avery Dennison's balance sheet remains strong and has ample capacity to continue funding acquisitions, executing disciplined capital-allocation strategy, investing in organic growth as well as returning cash to shareholders. At the end of the fourth quarter, Avery Dennison had $500 million available under its revolving credit facility and approximately $252 million in cash and cash equivalents on hand. Net debt to adjusted EBITDA ratio stood at 1.7 as of the end of the fourth quarter, below its long-term target of 2.3-2.6.

  The company's capital-allocation priorities support its primary objectives of delivering faster growth in high value categories with profitable growth of its base businesses. Avery Dennison continues to invest in high value categories, particularly RFID. Total capital spending for 2020 was $219 million. In 2020, Avery Dennison returned $301 million in cash to shareholders through a combination of share repurchases and dividends. The company expects to generate free cash flow of more than $600 million in the ongoing year.

Reasons To Sell:

- Avery Dennison expects uncertainty related to the pandemic will continue to impact its performance until the situation stabilizes. Moreover, currency translation is likely to hurt its sales performance in 2021. The graphic portion of the Label and Graphic Materials segment is expected to bear the brunt of the pandemic this year as well.

- The company's RBIS business, which primarily serves apparel markets, is seeing a significant decline in demand, reflecting widespread retail store and apparel manufacturing closures. Consequently, it has started witnessing a significant decline in demand for RBIS tickets, tags, and labels for apparel as well as a decline in demand for graphics and products serving durable and industrial end markets. Strong volumes in essential label categories will be offset by decline demand in apparel and industrial end markets. These trends are expected to have a significant impact on the segment's performance.

Impact of the coronavirus outbreak on global demand for the company's products, weak apparel and industrial-end market as well as currency translation will hurt Avery Dennison.

- Avery Dennison's LGM segment has successfully navigated through a significant inflationary cycle and made subsequent transition to the modestly deflationary cycle. Given the sequential deflation in the third and fourth quarters, the company expects pricing to be headwind to LGM segment's organic growth in the current year.

Last Earnings Report

Avery Dennison Q4 Earnings & Revenues Beat Estimates

Quarter Ending	12/2020
Report Date	Feb 03, 2021
Sales Surprise	3.13%
EPS Surprise	4.61%
Quarterly EPS	2.27
Annual EPS (TTM)	7.11

Avery Dennison reported fourth-quarter 2020 adjusted earnings of $2.27 per share, surpassing the Zacks Consensus Estimate of $2.17 by a margin of 5%. The bottom line also improved 31% year over year driven by enhanced demand in Label and Packaging Materials and industrial categories, growth in high value categories and its cost saving actions.

Including one-time items, the company reported earnings per share of $2.28 compared with $1.92 in the year-ago quarter.

Total revenues increased 12% year over year to $1.99 billion and beat the Zacks Consensus Estimate of $1.93 billion. Sales were up 3.2% on an organic basis.

Cost of sales in the quarter increased 10% year over year to $1,420 million. Gross profit climbed 18% year over year to $571 million. Gross margin expanded 135 basis points year over year to 28.7% in the fourth quarter.

Marketing, general and administrative expenses were around $302 million compared with $273 million incurred in the year-ago quarter. Adjusted operating profit amounted to around $269 million, up 27% from the $212 million in the prior-year quarter. Adjusted operating margin was 13.5% in the quarter, up 160 basis points from the prior-year quarter.

Segment Highlights

Revenues in the Label and Graphic Materials (LGM) segment increased 10% year over year to $1,295 million in the reported quarter. On an organic basis, sales were up 3.6%. Adjusted operating profit increased 28% year on year to $200 million.

Revenues in the Retail Branding and Information Solutions (RBIS) segment advanced 19% year over year to $508 million. On an organic basis, sales were up 3.1% as strong organic growth in high value categories were offset by a low-to-mid-single digit decline in the base business, due to overall lower apparel demand. The segment’s adjusted operating income surged 37% year over year to $80 million.

Net sales in the Industrial and Healthcare Materials (IHM) segment totaled $188 million, up 11% from $170 million in the prior-year quarter. On an organic basis, sales increased 0.7% as a high-single digit increase in industrial categories was offset by a mid-single digit decline in healthcare categories. The segment reported adjusted operating income of $23 million compared with the prior-year quarter’s $17 million.

Financial Updates

Free cash flow in 2020 was $547.5 million, up from $512.3 million in the prior year. Total capital spending for the year was $219 million. Through 2020, the company returned $301 million in cash to shareholders through a combination of share repurchases and dividends. It also closed two strategic acquisitions during the year, ACPO and Smartrac. Avery Dennison ended 2020 with cash and cash equivalents of $252 million compared with $254 million at the end of 2019. As of the end of fourth-quarter 2020, Avery Dennison’s net debt to adjusted EBITDA ratio was 1.7, below the company’s long-term target of 2.3-2.6.

Cost-Reduction Activities

In the wake of weak demand decline in some businesses, the company has undertaken temporary actions to reduce costs, which is also in sync with its focus on long-term strategic restructuring. This includes curtailment in travel and other discretionary spending, reduced usage of overtime and temporary employees, delays of merit increases, and furloughs.

Avery Dennison realized $18 million in pre-tax savings from restructuring in the fourth quarter, bringing the total for the year to $65 million. On top of this, the company realized net temporary savings of approximately $135 million in 2020.

2020 Results

Avery Dennison’s adjusted earnings per share improved 8% year over year to $7.10 in 2020. Earnings beat the Zacks Consensus Estimate of $6.94. Including one-time items, the bottom line was $6.61, up 85% from the $3.57 in 2019.

Sales declined 1.4% year over year to $6.97 billion from the prior year’s $7.07 billion. The top-line figure beat the Zacks Consensus Estimate of $6.88 billion.

Guidance

For 2021, Avery Dennison expects earnings per share between $7.65 and $8.05. The mid-point of the guidance range reflects year-over-year growth of 11%.

Recent News

Avery Dennison Announces Quarterly Dividend

On **Feb 3, 2021**, Avery Dennison's board has declared a quarterly cash dividend of 62 cents per share. The dividend is payable on Mar 17, to shareholders of record on Mar 3, 2021.

Avery Dennison Buys ACPO, Expands Product Portfolio

On **Jan 4**, Avery Dennison announed that it has acquired majority assets of Ohio-based ACPO Ltd. for $87.6 million. The buyout includes coating, finishing and distribution operations at ACPO's Ohio headquarters, along with three finishing and distribution sites in Atlanta, GA; Oak Creek, WI; and Vancouver, WA.

ACPO is a leading manufacturer of pressure-sensitive overlaminate products for label and flexible packaging markets. The latest buyout will fortify Avery Dennison's leading position in core label material segments. Also, ACPO's complementary overlaminate product will aid the company to expand its product portfolio. ACPO will now become part of Avery Dennison's Label and Graphic Materials segment.

Valuation

Avery Dennison's shares are up 50.5% in the trailing six-month period and up 27.9% over the trailing 12-month period. Over the past six moths, stocks in the Zacks Office Supplies industry and the Zacks Industrial Products are up 47.1% and 25.8%, respectively. Over the past year, the Zacks sub-industry and sector are up 4% and 24.4%, respectively.

The S&P 500 index is up 17.2% in the the trailing six-month period and 18.1% in the past year.

The stock is currently trading at 22.05X forward 12-month earnings, which compares with 16.08X for the Zacks sub-industry, 23.22X for the Zacks sector and 22.80X for the S&P 500 index.

Over the past five years, the stock has traded as high as 23.65X and as low as 11.19X, with a 5-year median of 17.88X.

Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $185 price target reflects 23.32X forward 12-month earnings.

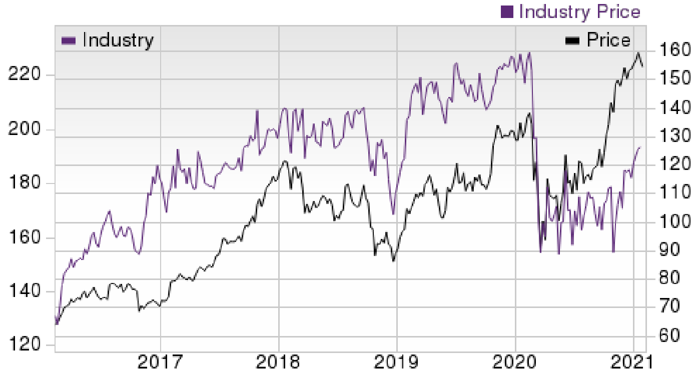
The table below shows summary valuation data for AVY:

Valuation Multiples - AVY

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	22.05	16.08	23.22	22.8
	5-Year High	23.65	16.08	23.22	23.8
	5-Year Low	11.19	8.07	12.64	15.3
	5-Year Median	17.88	11.36	17.94	17.85
P/S F12M	Current	1.99	1.22	3.51	4.54
	5-Year High	1.99	1.22	3.51	4.54
	5-Year Low	0.89	0.56	1.62	3.2
	5-Year Median	1.28	0.91	2.12	3.68
EV/ EBITDA TTM	Current	15.58	11.78	23.52	16.64
	5-Year High	15.73	11.78	23.8	16.96
	5-Year Low	6.5	3.94	11.08	9.55
	5-Year Median	10.17	6.4	15.22	13.24

As of 02/08/2021 *Source: Zacks Investment Research*

Industry Analysis Zacks Industry Rank: Top 49% (123 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Berry Global Group, Inc. **(BERY)**	Neutral	3
Ball Corporation **(BLL)**	Neutral	3
Crown Holdings, Inc. **(CCK)**	Neutral	2
Greif, Inc. **(GEF)**	Neutral	3
Graphic Packaging Holding Company **(GPK)**	Neutral	3
3M Company **(MMM)**	Neutral	3
Silgan Holdings Inc. **(SLGN)**	Neutral	3
Sonoco Products Company **(SON)**	Neutral	3

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

Industry Comparison Industry: Office Supplies

	AVY	X Industry	S&P 500	BLL	SLGN	SON
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	3
VGM Score	A	-	-	A	A	A
Market Cap	14.44 B	696.24 M	27.64 B	29.24 B	4.17 B	6.01 B
# of Analysts	6	4	13	9	7	5
Dividend Yield	1.43%	2.79%	1.41%	0.67%	1.27%	2.88%
Value Score	C	-	-	C	A	B
Cash/Price	0.02	0.18	0.06	0.05	0.10	0.13
EV/EBITDA	16.18	5.95	15.06	21.40	9.53	10.07
PEG F1	2.75	2.30	2.41	5.28	2.22	3.42
P/B	9.63	1.15	3.71	8.76	3.33	3.19
P/CF	18.18	9.10	15.62	17.73	7.52	10.15
P/E F1	22.65	11.58	20.33	26.40	11.11	17.09
P/S TTM	2.07	1.33	3.02	2.48	0.85	1.16
Earnings Yield	4.46%	8.64%	4.83%	3.79%	8.99%	5.85%
Debt/Equity	1.37	0.72	0.68	2.33	2.52	0.86
Cash Flow ($/share)	9.62	2.17	6.76	5.06	5.11	5.96
Growth Score	A	-	-	A	A	B
Historical EPS Growth (3-5 Years)	15.62%	7.26%	9.27%	12.41%	17.43%	8.44%
Projected EPS Growth (F1/F0)	8.76%	41.46%	13.66%	13.99%	10.83%	4.17%
Current Cash Flow Growth	8.45%	4.96%	4.21%	7.54%	25.31%	3.38%
Historical Cash Flow Growth (3-5 Years)	9.58%	4.68%	7.74%	16.35%	11.44%	5.30%
Current Ratio	1.25	2.33	1.38	1.05	0.41	1.52
Debt/Capital	57.77%	41.08%	41.31%	69.99%	72.19%	46.38%
Net Margin	7.97%	7.35%	10.59%	4.97%	6.27%	5.11%
Return on Equity	45.71%	9.35%	14.81%	33.40%	29.78%	18.67%
Sales/Assets	1.17	0.63	0.51	0.69	0.79	0.96
Projected Sales Growth (F1/F0)	5.01%	3.83%	6.23%	6.75%	8.23%	-1.55%
Momentum Score	B	-	-	A	A	C
Daily Price Change	1.04%	2.09%	0.91%	0.37%	1.88%	1.10%
1-Week Price Change	14.73%	7.29%	4.58%	1.56%	3.46%	3.28%
4-Week Price Change	8.40%	6.18%	1.10%	-0.93%	3.50%	-1.23%
12-Week Price Change	14.61%	15.78%	7.16%	-7.28%	7.90%	6.14%
52-Week Price Change	27.99%	-9.34%	9.44%	16.94%	20.81%	6.14%
20-Day Average Volume (Shares)	450,979	217,143	2,082,825	1,690,024	511,064	365,313
EPS F1 Estimate 1-Week Change	6.28%	0.00%	0.00%	2.73%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	6.83%	0.00%	0.49%	3.01%	10.89%	0.40%
EPS F1 Estimate 12-Week Change	7.69%	0.34%	1.50%	3.88%	11.50%	1.20%
EPS Q1 Estimate Monthly Change	3.17%	0.00%	0.00%	-0.91%	8.44%	4.99%

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	C
Growth Score	A
Momentum Score	B
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

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock.The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

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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.