CH Robinson(CHRW)

$95.79 (As of 06/25/21)

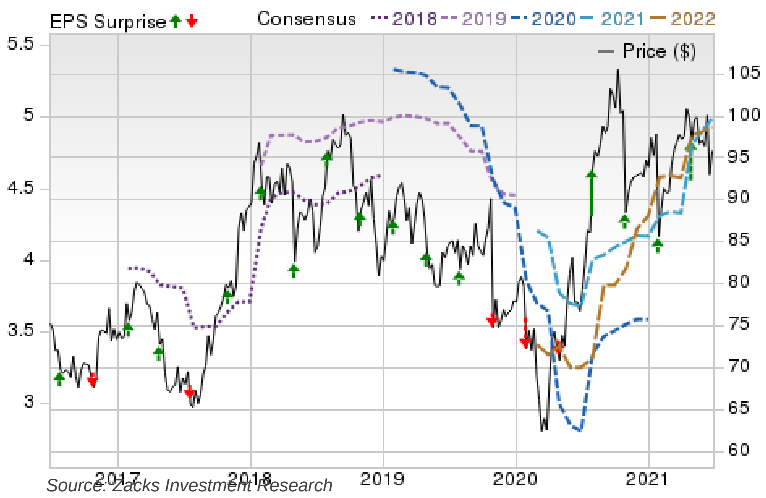
Price Target (6-12 Months): **$110.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 04/30/21) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**1-Strong Buy**
	Zacks Style Scores:	VGM:F
	Value: D | Growth: F | Momentum: C	

Summary

Improving freight market conditions are aiding C.H. Robinson. The company is benefiting from favorable market conditions, such as increased volumes and higher pricing, amid tight capacity. Its efforts to reward shareholders are impressive. In the first quarter, the company returned $221 million to shareholders via dividends and buybacks. Additionally, we are optimistic about the company's acquisition of freight forwarding company Combinex Holding to strengthen its European Surface Transportation business. Its cost-control measures are supporting its bottom line. The positivity surrounding the stock is evident from the Zacks Consensus Estimate for current-year earnings being revised upward in the last 60 days. However, with coronavirus concerns continuing and economic uncertainty lingering, the company's prospects remain cloudy.

Price, Consensus & Surprise



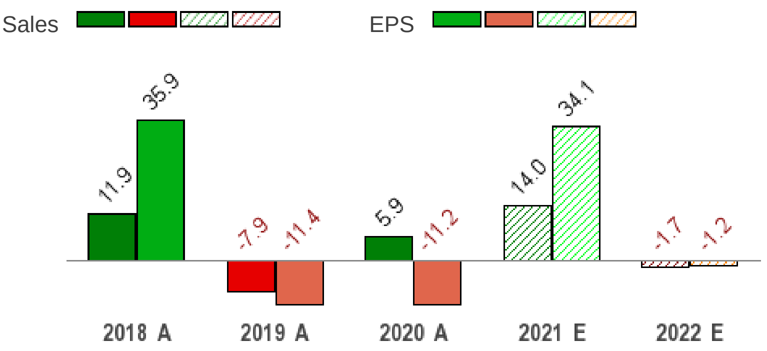
Data Overview

52-Week High-Low	**$106.75 - $75.95**
20-Day Average Volume (Shares)	**919,799**
Market Cap	**$12.7 B**
Year-To-Date Price Change	**2.1%**
Beta	**0.70**
Dividend / Dividend Yield	**$2.04 / 2.1%**
Industry	**Transportation - Services**
Zacks Industry Rank	**Top 21% (53 out of 252)**

Last EPS Surprise	**32.0%**
Last Sales Surprise	**10.1%**
EPS F1 Estimate 4-Week Change	**0.2%**
Expected Report Date	**07/27/2021**
Earnings ESP	**0.0%**

P/E TTM	**21.7**
P/E F1	**19.2**
PEG F1	**2.1**
P/S TTM	**0.7**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	4,536 E	4,757 E	4,684 E	4,728 E	18,160 E
2021	4,804 A	4,742 E	4,541 E	4,535 E	18,478 E
2020	3,805 A	3,628 A	4,225 A	4,549 A	16,207 A

EPS Estimates

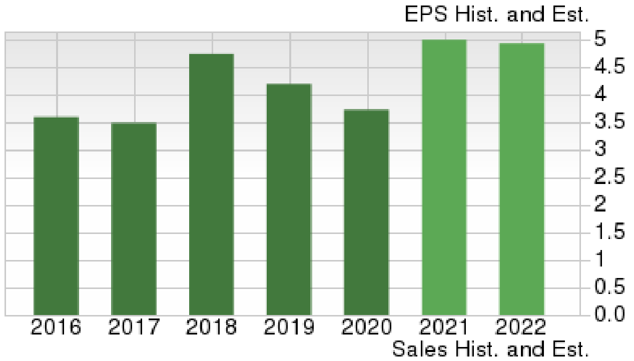
	Q1	Q2	Q3	Q4	Annual*
2022	$1.32 E	$1.41 E	$1.14 E	$1.19 E	$4.93 E
2021	$1.28 A	$1.30 E	$1.22 E	$1.15 E	$4.99 E
2020	$0.57 A	$1.06 A	$1.00 A	$1.08 A	$3.72 A

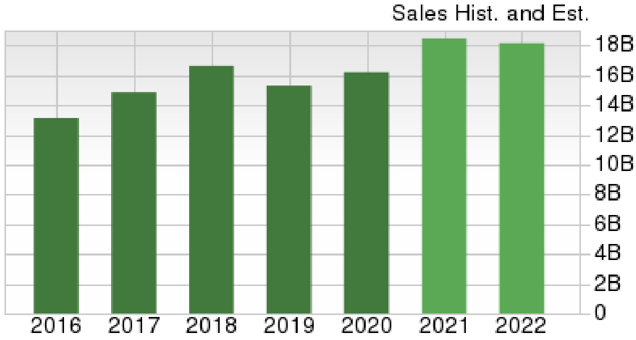
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/25/2021. The report's text and the analyst-provided price target are as of 06/28/2021.

Overview

Based in Minnesota, C.H. Robinson Worldwide Inc. is a third-party logistics company. As a non-asset based transportation provider, C.H. Robinson provides freight transportation services and logistic solutions to companies across a range of industries. The company's services range from commitments on a specific shipment to more comprehensive and integrated relationships.





During 2020, the company was responsible for handling approximately 19 million shipments and served more than 105,000 customers. C.H. Robinson operates through a network of offices in North America, Europe, Asia, Oceania, and South America.

In 2020, the company utilized approximately 73,000 contracted transportation companies, including motor carriers, railroads (mainly intermodal service providers), apart from air and ocean carriers. On the basis of the needs of its customers and their supply chain requirements, the company selects the mode of transportation for a shipment.

The company's major divisions are as follows:

NAST (North American Surface Transportation) offers freight transportation services across North America through a network of offices in the United States, Canada, and Mexico. In March 2020, C.H. Robinson acquired Prime Distribution Services. Previously, in 2019, the company acquired purchased Dema Service. From first-quarter 2019, NAST results include those of Robinson Fresh transportation, which were previously reported under a separate segment. Notably, Robinson Fresh offers sourcing services including the buying, selling, and marketing of fresh fruits, vegetables, and other perishable items.

The Global Forwarding unit is responsible for providing global logistics services through an international network of offices in North America, Asia, Europe, Australia, and South America. It also contracts with independent agents worldwide. In a bid to strengthen its Global Forwarding business, C.H. Robinson acquired The Space Cargo Group in March 2019.

In 2020, the NAST and Global Forwarding units contributed 69.8% and 19.1% respectively to total revenues of $16.2 billion. The All Other and Corporate unit, which comprises of the company's non-reportable segments, like Managed Services, generated the remaining portion of revenues.

The company's fiscal year coincides with the calendar year.

Source: Zacks Investment Research

Reasons To Buy:

Improving freight-market conditions are supporting C.H. Robinson's top line. Additionally, the company's measures to reward its shareholders are encouraging.

- After a temporary pause on share buybacks to address the coronavirus situation, C.H. Robinson resumed the same in the fourth quarter of 2020. During the fourth quarter, the company returned $110.3 million to shareholders through share repurchases. Although share buybacks were suspended in the second and third quarters of 2020, the company has consistently been paying dividends. It has paid dividends for more than 25 years now. During 2020, the company returned $209.9 million to shareholders in the form of dividends. In the first quarter of 2021, it returned approximately $221 million to shareholders through a combination of dividends ($70 million) and share buybacks ($151 million). This represents a 45% increase from the first quarter of 2020.

- We are impressed by the company's growth-by-acquisition policy. To this end, in May, the company acquired freight forwarding company Combinex Holding B.V. to strengthen its European Surface Transportation business. The acquisition not only broadens its customer base but also improves customer services by clubbing Combinex's expertise. Moreover, in March 2020 the company acquired Prime Distribution Services, a provider of consolidation services in North America, from Roadrunner Transportation. The company's NAST business is benefiting from the buyout through expanded capabilities. Moreover, it acquired Italian logistics company — Dema Service in May 2019. The buyout is a notable move, strengthening the company's presence in Italy, which is believed to be one of the largest road transportation markets in Europe. Other notable acquisitions by C.H. Robinson include the purchase of Space Cargo in 2019 and Milgram & Company in 2018. These transactions have been contributing significantly to the company's top line.

- Significant cost savings generated by C.H. Robinson in 2020 are encouraging. During the year, the company generated approximately two-thirds of $100 million per year of long-term or permanent cost savings. In the first quarter of 2021, the company generated $90 million of long-term cost savings and expects to achieve the remaining $10 million by the end of the second quarter. In the second half of 2021, the company hopes to continue delivering long-term cost savings through process redesign and automation across the enterprise.

- With the economy recovering and freight market conditions improving, C.H. Robinson's operations rebounded significantly in the fourth quarter of 2020. While the bottom line surged 47.9% year over year in the quarter, the top line increased 19.9% owing to higher pricing and increased volumes across most of the company's service lines. Revenues at the Global Forwarding segment soared 71.7% year over year, while the same rose 10.8% at the NAST segment. The buoyancy continued in the first quarter of 2021, with the bottom line surging more than 100% year over year and the top line increasing 26.3%. Revenues at the NAST segment rose 13.7% while the same ascended more than 100% at the Global Forwarding segment. Favorable market conditions, such as increased freight demand and higher pricing amid tight capacity, aided the first-quarter performance. The company anticipates tight market conditions to continue in the NAST business, which should foster growth of the segment.

Risks

- Although C.H. Robinson seems to have recovered from the coronavirus-induced slump, its prospects remain cloudy as economic uncertainty lingers over the persistent pandemic. The company's truckload segment remains weak. In 2020, adjusted gross profits at the unit dropped 20.5% year over year. In the first quarter of 2021, truckload volumes declined 6.5% year over year. Persistent weakness in the truckload segment might put pressure on the top line.

- With persistent tightness in capacity, the company's purchased transportation costs continue to be high. Its average truckload line haul cost per mile paid to contract carriers excluding fuel surcharges climbed 32.5% in the fourth quarter compared with the year-ago period. The same increased 33.5% year over year in the first quarter of 2021. Increased costs have the potential to hurt the bottom line.

- Despite the coronavirus-related headwinds, the company is focused on making investments in technology. Though aimed at long-term growth prospects, the large capital expenses might weigh on C.H. Robinson's bottom line in the near term. The company, which made capital expenditures worth $54 million in 2020, projects the same to be $55 million-$65 million in 2021. Majority of the amount will be spent on technology. Its decision to invest $1 billion in technology in the period between 2019 and 2023 will increase capex further.

- The frequent management changes at C.H. Robinson do not bode well as far as investors' confidence in the stock is concerned. In February 2019, C.H. Robinson promoted its current chief operating officer, Robert Biesterfeld, to the position of chief executive officer. Additionally, Andrew Clarke quit as chief financial officer in 2019. Mike Zechmeister has replaced him as the new chief financial officer. Additionally, C.H. Robinson's liquidity position is weak. The company's cash and cash equivalents stood at $217.61 million at the end of the first quarter of 2021, lower than the current portion of debt of $250 million. This implies that the company does not have sufficient cash to meet its current debt obligations.

Last Earnings Report

Earnings Beat at C.H. Robinson in Q1

Quarter Ending	03/2021
Report Date	Apr 27, 2021
Sales Surprise	10.05%
EPS Surprise	31.96%
Quarterly EPS	1.28
Annual EPS (TTM)	4.42

C.H. Robinson's first-quarter 2021 earnings of $1.28 per share surpassed the Zacks Consensus Estimate of 97 cents. Moreover, the bottom line surged more than 100% year over year.

Total revenues of $4,803.9 million not only outperformed the Zacks Consensus Estimate of $4365.4 million but also increased 26.3% year over year owing to higher pricing and increased volumes across most of the company's service lines, thanks to improvement in freight environment.

Total operating expenses increased 4.5% year over year to $479.1 million due to higher personnel expenses. Adjusted gross profit climbed 23.7% year over year to $702.38 million, primarily owing to higher pricing at the truckload, ocean and air service lines, increased volumes in ocean, less than truckload ("LTL") and air service lines, as well as contributions from the Prime Distribution Services acquisition.

The company returned $220.9 million to its shareholders in the first quarter through a combination of cash dividends ($70 million) and share repurchases ($150.9 million). Capital expenditure totaled $13.5 million in the quarter under review. The company continues to expect capital expenditure in the band of $55 million-$65 million for 2021. Majority of the amount will be used on technology spends.

Segmental Results

At North American Surface Transportation ("NAST"), total revenues were $3.21 billion (up 13.7%) in the first quarter. Segmental revenues increased due to higher truckload pricing and increase in LTL shipments. Adjusted gross profit at the segment ascended 13% with a three-percentage-point benefit from the Prime acquisition in March 2020. NAST results include Robinson Fresh transportation, which was previously reported under a separate segment.

Total revenues at Global Forwarding were $1.16 billion, up more than 100% year over year. Higher pricing and volumes at ocean and air service lines, owing to increased freight demand, boosted results. Adjusted gross profit at the segment surged 67% year over year.

A historical presentation of the results on an enterprise basis is given below:

Transportation: The unit (comprising Truckload, Intermodal, LTL, Ocean, Air, Customs and Other logistics services) delivered adjusted gross profit of $678.94 million in the quarter under consideration, up 25.3% from the prior-year figure.

Adjusted gross profit at the Truckload segment climbed 13.2% year over year to $300.02 million. Volumes declined 6.5% year over year. LTL adjusted gross profit increased 6.7% year over year to $121.55 million with volumes increasing 15% in the quarter.

Adjusted gross profit at the Ocean transportation segment jumped 93.9% year over year to $135.51 million. The same at the air transportation segment surged 62% to $45.89 million. Meanwhile, customs-adjusted gross profit augmented 14.3% to $24.22 million.

Other logistics services' adjusted gross profit rose 18.3% to $51.74 million.

Sourcing: Adjusted gross profit at the segment declined 9.7% to $23.44 million.

Liquidity

This company exited the first quarter with cash and cash equivalents of $217.61 million compared with $243.80 million at the end of December 2020. Long-term debt was $1.09 billion, flat compared with December 2020.

Recent News

Acquisition of Combinex — May 13, 2021

C.H. Robinson announced that it has acquired freight forwarding company, Combinex Holding B.V. Per Jeroen Eijsink, president of C.H. Robinson's European operations, "The acquisition is a great opportunity for C.H. Robinson and will strengthen our existing footprint in Europe, particularly our presence in Western Europe". Eijsinkalso justified the acquisition by stating that "Combinex will also offer us additional haul capabilities with a dedicated fleet, expanding our reach in the short-medium haul market". The acquisition is a prudent move to expand its European road transportation operations as it not only will broaden its customer base but should also improve customer services by clubbing Combinex's expertise.

Dividend Update — May 7, 2021

C.H. Robinson's board approved a quarterly cash dividend of 51 cents per share, payable to shareholders on Jul 1, of record as of Jun 4. The company has paid dividends for more than 25 years.

Valuation

C.H. Robinson shares are up 2.1% and 23.2% in the year-to-date period and over the trailing 12-month period respectively. Stocks in the Zacks sub-industry and the Zacks Transportation sector are up 17.7% and 9.8% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are up 36.5% and 46% respectively.

The S&P 500 index is up 14.8% and 42.4% in the year-to-date period and in the past year respectively.

The stock is currently trading at 19.32X forward 12-month price to earnings, which compares to 21.8X for the Zacks sub-industry, 23.4X for the Zacks sector and 21.82X for the S&P 500 index.

Over the past five years, the stock has traded as high as 28.97X and as low as 15.53X, with a 5-year median of 19.73X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $110 price target reflects 22.18X forward 12-month earnings.

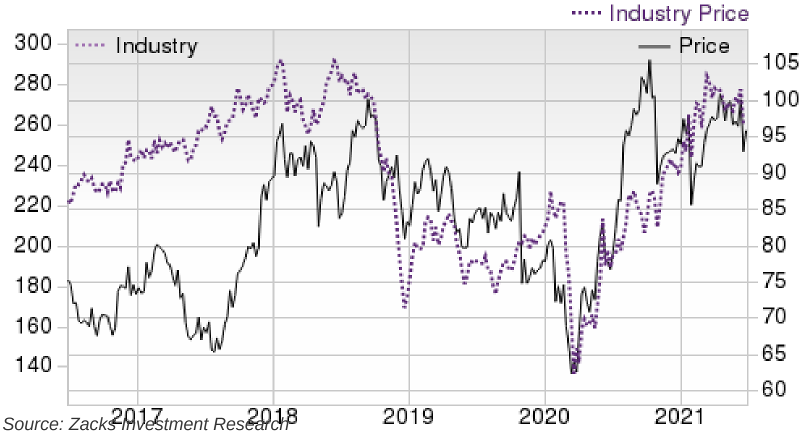
The table below shows summary valuation data for CHRW

Valuation Multiples - CHRW

		Stock	Sub-Industry	Sector	S&P 500
P/E F 12M	Current	19.32	21.8	23.4	21.82
	5-Year High	28.97	26.86	32.24	23.83
	5-Year Low	15.53	9.17	11.17	15.31
	5-Year Median	19.73	20.46	14.68	18.05
EV/EBITDA TTM	Current	15.62	22.74	20.38	17.59
	5-Year High	21.73	30.14	21.19	17.74
	5-Year Low	10.02	9.65	5.32	9.63
	5-Year Median	13.44	16.73	7.79	13.48
P/S F 12M	Current	0.7	2.5	1.59	4.75
	5-Year High	0.91	2.52	1.67	4.75
	5-Year Low	0.2	0.7	0.91	3.21
	5-Year Median	0.72	1.72	1.36	3.72

As of 06/25/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 21% (53 out of 252)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
DSV AS UNS ADR **(DSDVY)**	Outperform	1
Expeditors International of Washington, Inc. **(EXPD)**	Outperform	1
Kuehne & Nagel International Ag **(KHNGY)**	Outperform	2
REV Group, Inc. **(REVG)**	Outperform	2
XPO Logistics, Inc. **(XPO)**	Outperform	2
Grupo Aeroportuario del Sureste, S.A. de C.V. **(ASR)**	Neutral	1
BEST, Inc. Sponsored ADR **(BEST)**	Neutral	3
Royal Mail Plc **(ROYMY)**	Neutral	2

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

Industry Comparison Industry: Transportation - Services

	CHRW	X Industry	S&P 500	DSDVY	ROYMY	XPO
				Industry Peers		
Zacks Recommendation (Long Term)	Outperform	-	-	Outperform	Neutral	Outperform
Zacks Rank (Short Term)	1	-	-	1	2	2
VGM Score	F	-	-	D	C	B
Market Cap	12.74 B	1.05 B	30.37 B	53.65 B	NA	16.77 B
# of Analysts	11	2	12	1	2	11
Dividend Yield	2.13%	0.00%	1.33%	0.17%	0.00%	0.00%
Value Score	D	-	-	F	C	C
Cash/Price	0.02	0.09	0.06	0.01	NA	0.04
EV/EBITDA	17.57	7.65	17.25	46.49	NA	17.19
PEG F1	2.13	1.67	2.09	NA	NA	1.98
P/B	6.82	3.20	4.15	7.60	1.30	5.76
P/CF	21.41	12.04	17.53	58.50	9.15	13.70
P/E F1	19.20	19.68	21.20	38.02	10.44	23.81
P/S TTM	0.74	1.04	3.42	3.02	NA	0.98
Earnings Yield	5.21%	4.16%	4.61%	2.63%	9.57%	4.20%
Debt/Equity	0.59	0.31	0.66	0.16	0.39	1.77
Cash Flow ($/share)	4.47	2.05	6.86	2.05	1.77	10.96
Growth Score	F	-	-	B	C	A
Historical EPS Growth (3-5 Years)	2.86%	3.40%	9.59%	NA	NA	26.26%
Projected EPS Growth (F1/F0)	34.07%	43.59%	21.79%	55.17%	8.39%	213.75%
Current Cash Flow Growth	-10.23%	-8.06%	1.02%	40.97%	65.88%	-16.98%
Historical Cash Flow Growth (3-5 Years)	1.09%	8.31%	7.28%	NA	7.28%	24.81%
Current Ratio	1.48	1.27	1.39	1.05	1.19	1.02
Debt/Capital	36.92%	27.84%	41.51%	13.99%	27.84%	63.92%
Net Margin	3.50%	2.17%	12.06%	3.69%	NA	1.17%
Return on Equity	32.85%	9.55%	16.59%	13.24%	NA	12.79%
Sales/Assets	3.33	1.23	0.51	1.23	NA	1.09
Projected Sales Growth (F1/F0)	14.01%	14.01%	9.56%	25.23%	0.19%	19.45%
Momentum Score	C	-	-	F	B	B
Daily Price Change	1.53%	0.00%	0.33%	-0.19%	-1.04%	-0.13%
1-Week Price Change	3.12%	2.68%	2.74%	4.51%	1.95%	7.62%
4-Week Price Change	-1.27%	0.05%	1.82%	-1.98%	-1.40%	2.17%
12-Week Price Change	-1.40%	-2.45%	6.49%	20.69%	20.55%	17.76%
52-Week Price Change	24.95%	89.60%	42.26%	101.33%	304.75%	105.76%
20-Day Average Volume (Shares)	919,799	234,282	1,881,795	35,335	2,560	1,125,516
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.18%	0.00%	0.02%	0.00%	0.00%	1.36%

EPS F1 Estimate 12-Week Change	15.59%	7.01%	3.59%	7.14%	20.16%	17.40%
EPS Q1 Estimate Monthly Change	2.37%	0.00%	0.00%	NA	NA	6.07%

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	D
Growth Score	F
Momentum Score	C
VGM Score	F

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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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.