

Clovis Oncology, Inc. (CLVS)

\$5.91 (As of 06/16/21)

Price Target (6-12 Months): **\$6.25**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 04/01/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:C

Value: F

Growth: C

Momentum: A

Summary

Clovis reported mixed first-quarter 2021 results wherein earnings beat estimates while revenues missed the same. Sales of the company's sole marketed drug, Rubraca, received a boost following its approval in second-line maintenance setting for ovarian cancer irrespective of the BRCA-mutation in 2018. Label expansion of Rubraca in prostate cancer is bringing additional sales. Moreover, successful label expansion of Rubraca in other types of ovarian cancer patients and other oncology indications will likely boost its prospects. Progress of other pipeline candidates look promising. However, Rubraca faces strong competition from other PARP inhibitors in the market, Lynparza and Zejula. Meanwhile, fewer diagnosis and office visits due to coronavirus is adversely impacting Rubraca sales, hurting year-over-year growth.

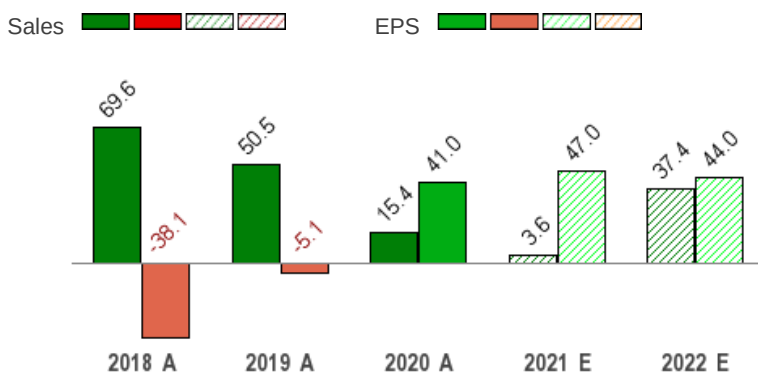
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$11.10 - \$4.08
20-Day Average Volume (Shares)	8,107,519
Market Cap	\$618.0 M
Year-To-Date Price Change	23.1%
Beta	1.68
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Medical - Biomedical and Genetics
Zacks Industry Rank	Bottom 15% (214 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	11.1%
Last Sales Surprise	-15.1%
EPS F1 Estimate 4-Week Change	0.1%
Expected Report Date	08/05/2021
Earnings ESP	0.0%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	47 E	51 E	55 E	55 E	235 E
2021	38 A	41 E	44 E	48 E	171 E
2020	43 A	40 A	39 A	43 A	165 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	-\$0.45 E	-\$0.43 E	-\$0.41 E	-\$0.42 E	-\$1.30 E
2021	-\$0.64 A	-\$0.57 E	-\$0.52 E	-\$0.56 E	-\$2.32 E
2020	-\$1.28 A	-\$1.11 A	-\$0.89 A	-\$0.74 A	-\$4.38 A

*Quarterly figures may not add up to annual.

P/E TTM	NA
P/E F1	NA
PEG F1	NA
P/S TTM	3.9

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/16/2021. The report's text and the

analyst-provided price target are as of 06/17/2021.

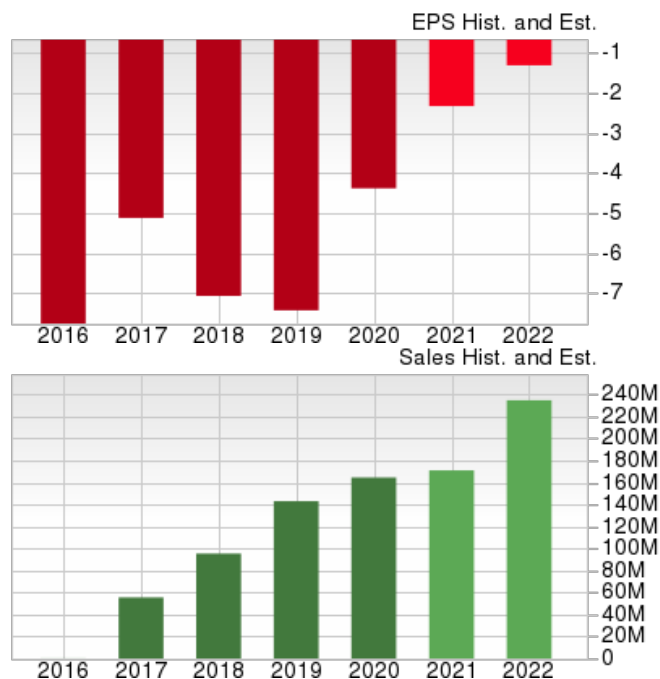
Overview

Boulder, CO-based Clovis Oncology, Inc. has only one marketed drug in its portfolio, Rubraca. Rubraca is approved as a maintenance treatment in recurrent ovarian cancer patients who have received one prior platinum-based chemotherapy (second-line setting), irrespective of BRCA-mutation. The drug is also approved as monotherapy for the treatment of deleterious BRCA mutation (germline and/or somatic)-associated advanced ovarian cancer in patients who have been treated with two or more chemotherapies (third or later line setting), and selected for therapy based on an FDA-approved companion diagnostic for Rubraca. The drug is also approved in the United States as monotherapy for treating BRCA-mutant metastatic castrate-resistant prostate cancer (mCRPC).

A broad development program on Rubraca is currently underway across a variety of solid tumors. Clovis is looking to expand Rubraca's label into additional cancer types like breast and gastroesophageal cancers, among others. Meanwhile, Clovis holds global development and commercialization rights to Rubraca. Clovis in-licensed Rubraca from Pfizer in 2011.

In addition, the company has another product candidate, lucitanib (FGFR, VEGFR and PDGFR inhibitor) in its pipeline. In 2019, the company terminated development of rociletinib (EGFR inhibitor). Currently, Clovis is seeking to license/acquire additional oncology assets for further development.

Clovis generated product revenues of \$164.5 million in 2020, reflecting growth of 12.4% from the year-ago period.



Reasons To Buy:

▲ **Rubraca Holds Potential in Ovarian Cancer:** Rubraca is the sole marketed product in Clovis' portfolio and has bright prospects, given the immense commercial potential in the target market and the tremendous demand for PARP inhibitors. Label expansion as second-line treatment for ovarian cancer in 2018 has improved its demand. Moreover, the company is conducting patient-focused awareness programs for Rubraca as well as PARP inhibitors. These programs helped the company to increase the penetration of PARP inhibitors and improve market share of the PARP inhibitor in ovarian cancer market, boosting Rubraca's sales.

Rubraca's approval for advanced ovarian cancer is a major boost for Clovis. Its prospects are pretty bright given the tremendous demand for PARP inhibitors.

Clovis is evaluating Rubraca in several label expansion studies in ovarian cancer. The company successfully completed the confirmatory phase III study — ARIEL4 — for Rubraca's BRCA-mutated ovarian cancer label last year. A phase III study — ATHENA — is evaluating Rubraca as monotherapy and in combination with Bristol-Myers' Opdivo in advanced ovarian cancer as first-line maintenance treatment. Top-line data from the monotherapy arm of the study is expected in the second half of 2021.

▲ **Rubraca's Label Expansion Studies:** Clovis is looking to expand Rubraca's label into additional cancer types like prostate, breast, pancreatic, bladder and gastroesophageal cancers, among others. In May 2020, the FDA approved Rubraca as monotherapy under accelerated pathway for BRCA-mutant recurrent mCRPC. A confirmatory phase III TRITON 3 study is evaluating Rubraca in mCRPC patients with tumor with BRCA mutations and ATM mutations. Data from this study will support continued approval of Rubraca in mCRPC. The company is also conducting a head-to-head phase III study — CASPAR — to compare efficacy of Rubraca plus Pfizer's Xtandi with Xtandi alone in mCRPC patients. The company is also evaluating different Rubraca regimens for gastric cancer patients as well as in solid tumors with deleterious mutations in homologous recombination repair (HRR) genes. Enrollment is ongoing in the phase II LODESTAR study evaluating Rubraca in HRR patients. The company may file for approval in 2021 based on the data from this study. The company may file regulatory filing by the end of 2021 or first half 2022 for the HRR indication.

Clovis has a collaboration agreement with Merck to develop Rubraca in combination with the latter's PD-L1 inhibitor, Keytruda, for treating several cancer indications. Separate phase II studies are evaluating the same combination in prostate and advanced gastric cancer.

▲ **Encouraging Pipeline Candidate:** Apart from Rubraca, the company is also developing lucitanib for treating breast and lung cancer. The company is currently evaluating lucitanib in early-stage clinical studies in combination with Rubraca in ovarian cancer or Bristol-Myers' PD-1 inhibitor, Opdivo, in advanced gynecologic cancers and other solid tumors. Initial data from these clinical studies are expected in 2021. The company plans to initiate a phase I/II study later in the second quarter of 2021 to evaluate its peptide-targeted radionuclide therapy and imaging agent candidate, FAP-2286, in multiple tumor types

▲ **Potential in the Target Market:** According to the American Cancer Society, ovarian cancer ranks fifth in cancer deaths among women, accounting for more deaths than any other cancer of the female reproductive system. It is estimated that more than 21,570 cases of ovarian cancer will be diagnosed in the United States in 2020. Per GLOBOCAN 2018, 68,000 women are diagnosed with ovarian cancer every year in Europe. With standard-of-care treatments for ovarian cancer including surgery, radiation, chemotherapy, targeted and hormone therapies, the five-year relative survival rate for all types of ovarian cancer is 45%. There is huge unmet need for new treatment options, given that one in four women with ovarian cancer have a germline or somatic BRCA mutation. Therefore, Rubraca has bright prospects given the immense commercial potential of the target market and the tremendous demand for PARP inhibitors. Moreover, there will be 191,930 and 80,470 newly diagnosed prostate and bladder cancer patients, respectively, in the United States in 2020, per the American Cancer Society. There will be 43,000 patients diagnosed with mCRPC in the United States in 2020. Per GLOBOCAN, 450,000 men in Europe were diagnosed with prostate cancer in 2018.

Reasons To Sell:

▼ **Rubraca Sales Disappoint:** Although the company is progressing well with label expansion of Rubraca, sales are not improving in tandem. Moreover, the adoption of drugs belonging to the PARP inhibitor class, to which Rubraca belongs, remained slow in the U.S. market. Rubraca sales growth in Europe was also weak in 2020. Hence, we prefer to keep a wait and see approach. Although Clovis is developing the drug for several indications beyond ovarian cancer, it will face competition upon successful development and launch in those indications too. Moreover, sales are getting adversely impacted by the COVID-19 pandemic, which have reduced new patient starts due to fewer diagnosis and office visits.

With just one approved product in the portfolio, Clovis is heavily dependent on Rubraca for growth.

▼ **Pipeline Setbacks:** In April 2019, Clovis discontinued phase II ATLAS study evaluating Rubraca monotherapy for metastatic bladder cancer as preliminary data suggested that it was unlikely to provide a meaningful clinical benefit to patients. In 2016, the company discontinued all developmental activities related to rociletinib following the issuance of a CRL by the FDA and the in-licensing deal with Celgene was terminated. Additionally, Clovis withdrew its regulatory application for rociletinib that was previously filed with European regulatory authorities.

▼ **Fierce Competition in Target Market:** While the ovarian cancer market provides immense commercial potential, we note that Rubraca is facing intense competition from currently marketed PARP inhibitors as well as other approved therapies. Approved PARP inhibitors for ovarian cancer include Merck/AstraZeneca's Lynparza and Glaxo's Zejula, which were approved in early 2017. Moreover, Lynparza and Pfizer's Talzenna have received approval for metastatic breast cancer. Lynparza is also approved for treating pancreatic cancer and prostate cancer. Moreover, these big pharma companies have strong cash resources to promote their drugs, which can push Clovis on the back foot.

Meanwhile, there are a number of PARP inhibitors in clinical development including AbbVie's veliparib. Meanwhile, the oncology market is attracting a lot of attention with several companies inking deals and working on bringing their candidates to this high-revenue potential market.

▼ **Unfavorable Debt Profile:** Clovis has an unfavorable debt profile. The company's debt to capital ratio of 1.54 as of March end was higher compared to 1.35 as of December end. Meanwhile, it was significantly higher than the industry average of nearly 0.55. A higher ratio indicates higher financial risk. As of Mar 31, 2021, the company's total debt (current and long-term debt) was approximately \$628 million. The company's cash, cash equivalents, and marketable securities were approximately \$191 million, as of the end of December 2020. Moreover, the company's total debt is more than its total assets, which is a concern.

Last Earnings Report

Clovis Q1 Earnings Beat Estimates, Revenues Miss

Clovis incurred loss of 64 cents per share for the first quarter of 2021, narrower than the Zacks Consensus Estimate of a loss of 72 and the year-ago loss of \$1.39 per share.

Net revenues, entirely from Clovis' only marketed drug, Rubraca, were down 10.6% year over year to \$38.1 million in the quarter, missing the Zacks Consensus Estimate of \$44.8 million.

Quarter in Details

Sales of Rubracain the United States were \$31.7 million, down 19.3% year over year. Product sales were down due to lower new patient starts amid the pandemic. However, the company expects sales to normalize starting from the second quarter and improve in the second half of 2021.

Ex-U.S. market sales were \$6.4 million in the first quarter compared with \$3.3 million in the year-ago quarter.

In the first quarter, research & development expenses decreased 23% year over year to \$52.8 million, primarily due to lower spending on Rubraca clinical studies. Selling, general and administrative expenses declined 29.8% year over year to \$22.9 million, driven by cost-saving initiatives and savings due to the COVID-19 situation globally.

Clovis ended the quarter with \$190.9 million of cash equivalents and available-for-sale securities compared with \$240.2 million as of Dec 31, 2020.

The company expects its cash resources, along with anticipated revenues and available financing sources, to be enough to support its operations till early 2023.

Quarter Ending	03/2021
Report Date	May 05, 2021
Sales Surprise	-15.14%
EPS Surprise	11.11%
Quarterly EPS	-0.64
Annual EPS (TTM)	-3.38

Recent News

Files IND Application for FAP-2286 – Dec 29

Clovis announced submission of two investigational new drug ("IND") applications to the FDA for initiating clinical study on its lead compound in its peptide-targeted radionuclide therapy (PTRT) development program, FAP-2286. The company is developing the novel candidate as PTRT — lutetium-177 labeled FAP-2286 — and imaging agent — gallium-68 labeled FAP-2286 — targeting fibroblast activation protein.

The company plans to initiate a phase I/II study to evaluate FAP-2286 therapeutic agent in the first half of 2021, following a potential FDA clearance to the IND application. The phase I portion of the study will determine the dose and tolerability of the candidate. The phase II portion will consist of expansion cohorts planned in multiple tumor types.

The company will develop the FAP-2286 imaging agent as a diagnostic to identify patients with FAP-positive tumors appropriate for treatment with the FAP-2286 therapeutic agent.

ARIEL 4 Study Meets Endpoint – Dec 21

Clovis announced that the phase III confirmatory study — ARIEL 4 — evaluating Rubraca met its primary endpoint of improved investigator-assessed PFS.

Valuation

Clovis' shares are up 23.1% in the year-to-date period and down 18.1% over the trailing 12-month period. Stocks in the Zacks sub-industry and sector are down 1.5% and up 0.6%, respectively, in the year-to-date period. Over the past year, Zacks sub-industry and sector are down 4.7% and up 4.3%, respectively

The S&P 500 Index is up 13.8% in the year-to-date period and 38.4% in the past year.

The stock is currently trading at 3.35X trailing 12-month sales per share which compares to 2.77X for the Zacks sub-industry, 3.14X for the Zacks sector and 5.25X for the S&P 500 Index.

Over the past five years, the stock has traded as low as 1.22X, with a 5-year median of 10.14X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$6.25 price target reflects 3.54X trailing 12-month sales per share.

Industry Analysis Zacks Industry Rank: Bottom 15% (214 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
AbbVie Inc. (ABBV)	Neutral	3
AstraZeneca PLC (AZN)	Neutral	3
BeiGene, Ltd. (BGNE)	Neutral	3
Constellation Pharmaceuticals, Inc. (CNST)	Neutral	4
GlaxoSmithKline plc (GSK)	Neutral	3
Johnson & Johnson (JNJ)	Neutral	3
Pfizer Inc. (PFE)	Neutral	3
Roche Holding AG (RHHBY)	Neutral	3

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

Industry Comparison Industry: Medical - Biomedical And Genetics				Industry Peers		
	CLVS	X Industry	S&P 500	AZN	GSK	PFE
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	C	-	-	B	C	A
Market Cap	617.98 M	393.04 M	29.96 B	153.30 B	109.48 B	219.99 B
# of Analysts	5	3	12	4	6	8
Dividend Yield	0.00%	0.00%	1.3%	3.18%	5.11%	3.97%
Value Score	F	-	-	B	A	A
Cash/Price	0.32	0.25	0.05	0.05	0.06	0.06
EV/EBITDA	-3.02	-5.75	17.13	19.46	10.24	19.69
PEG F1	NA	1.39	2.12	1.19	4.27	1.42
P/B	NA	3.72	4.17	10.61	3.78	3.18
P/CF	NA	19.29	17.46	18.21	10.50	12.64
P/E F1	NA	23.56	21.27	22.34	14.98	10.77
P/S TTM	3.86	20.90	3.46	5.56	2.58	4.38
Earnings Yield	-39.26%	-12.04%	4.62%	4.49%	6.67%	9.29%
Debt/Equity	-2.55	0.00	0.66	1.21	1.10	0.51
Cash Flow (\$/share)	-3.63	-0.94	6.83	3.21	3.87	3.11
Growth Score	C	-	-	B	D	B
Historical EPS Growth (3-5 Years)	NA%	20.82%	9.44%	-0.78%	3.08%	4.56%
Projected EPS Growth (F1/F0)	46.94%	6.59%	21.49%	30.10%	-8.89%	64.36%
Current Cash Flow Growth	-20.03%	16.23%	0.86%	1.31%	-3.54%	-23.28%
Historical Cash Flow Growth (3-5 Years)	-10.25%	6.73%	7.28%	0.43%	5.21%	-1.79%
Current Ratio	1.46	7.47	1.39	0.87	0.91	1.48
Debt/Capital	NA%	0.00%	41.51%	54.65%	52.31%	33.92%
Net Margin	-210.08%	-205.15%	11.95%	14.42%	16.01%	22.09%
Return on Equity	NA%	-52.12%	16.48%	41.94%	24.57%	24.55%
Sales/Assets	0.27	0.16	0.51	0.43	0.40	0.30
Projected Sales Growth (F1/F0)	3.96%	10.23%	9.41%	19.78%	3.63%	49.67%
Momentum Score	A	-	-	D	D	A
Daily Price Change	2.43%	0.00%	-0.54%	-0.73%	0.22%	-0.73%
1-Week Price Change	7.84%	4.19%	0.10%	3.47%	3.21%	2.55%
4-Week Price Change	12.14%	5.18%	2.62%	3.67%	3.59%	-1.33%
12-Week Price Change	-8.66%	-5.18%	8.60%	19.72%	13.35%	10.36%
52-Week Price Change	-15.15%	5.95%	35.66%	8.37%	-2.80%	17.10%
20-Day Average Volume (Shares)	8,107,519	297,375	1,734,994	6,401,632	3,640,017	22,245,234
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.12%	0.66%
EPS F1 Estimate 4-Week Change	0.09%	0.00%	0.05%	0.00%	-1.21%	0.48%
EPS F1 Estimate 12-Week Change	13.67%	0.00%	3.39%	-2.18%	-2.34%	14.24%

Past performance is no guarantee of future results. Please see important disclosures and definitions at the end of this report.

EPS Q1 Estimate Monthly Change	0.00%	:	0.00%	0.00%	:	0.00%	-3.51%	-0.21%
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	F
Growth Score	C
Momentum Score	A
VGM Score	C

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.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

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.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.

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 forward-looking 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 medium-term 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 most recent 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 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.