

## CNA Financial(CNA)

**\$32.11** (As of 11/04/20)

Price Target (6-12 Months): **\$34.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 08/28/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:B

Value: A

Growth: D

Momentum: B

## Summary

CNA Financial is one of the versatile property and casualty insurers maintaining combined ratio at favorable levels despite a tough operating environment that in turn leads to underwriting profitability. Compelling product portfolio, better retention, improving pricing, and new business growth should continue to fuel premium increase. Stable fixed income returns and higher limited partnership returns should continue to support investment results. Strong balance sheet and cash flows enable CNA Financial to engage in shareholder-friendly moves like dividend hikes and special dividends. Shares of the company have underperformed the industry year to date. However, exposure to catastrophe loss poses an inherent risk to the P&C business. Further, increasing expenses due to rising net incurred claims and benefits tend to weigh on margins.

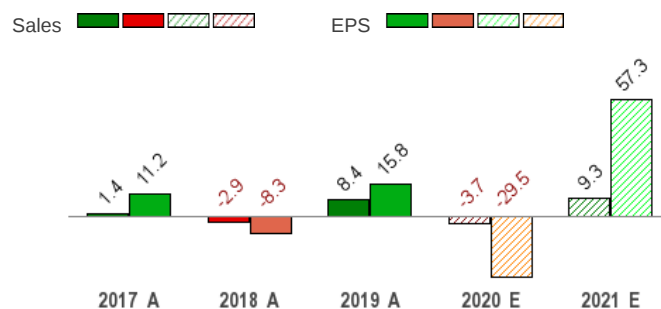
## Price, Consensus & Surprise



## Data Overview

|                                |                                          |
|--------------------------------|------------------------------------------|
| 52-Week High-Low               | <b>\$51.30 - \$25.18</b>                 |
| 20-Day Average Volume (Shares) | <b>226,992</b>                           |
| Market Cap                     | <b>\$8.7 B</b>                           |
| Year-To-Date Price Change      | <b>-28.3%</b>                            |
| Beta                           | <b>0.75</b>                              |
| Dividend / Dividend Yield      | <b>\$1.48 / 4.6%</b>                     |
| Industry                       | <b>Insurance - Property and Casualty</b> |
| Zacks Industry Rank            | <b>Bottom 7% (233 out of 250)</b>        |

## Sales and EPS Growth Rates (Y/Y %)



|                               |                   |
|-------------------------------|-------------------|
| Last EPS Surprise             | <b>14.5%</b>      |
| Last Sales Surprise           | <b>-0.6%</b>      |
| EPS F1 Estimate 4-Week Change | <b>9.8%</b>       |
| Expected Report Date          | <b>02/08/2021</b> |
| Earnings ESP                  | <b>0.0%</b>       |
| P/E TTM                       | <b>13.2</b>       |
| P/E F1                        | <b>12.7</b>       |
| PEG F1                        | <b>2.5</b>        |
| P/S TTM                       | <b>0.8</b>        |

## Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual*  |
|------|---------|---------|---------|---------|----------|
| 2021 |         |         |         |         | 10,465 E |
| 2020 | 2,206 A | 2,389 A | 2,476 A | 2,506 E | 9,577 E  |
| 2019 | 2,383 A | 2,343 A | 2,386 A | 2,465 A | 9,949 A  |

## EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 | \$0.95 E | \$0.96 E | \$0.99 E | \$1.00 E | \$3.98 E |
| 2020 | \$0.40 A | \$0.36 A | \$0.71 A | \$1.06 E | \$2.53 E |
| 2019 | \$1.17 A | \$1.08 A | \$1.16 A | \$0.97 A | \$3.59 A |

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 11/04/2020. The reports text is as of 11/05/2020.

## Overview

Headquartered in Chicago, IL, CNA Financial Corporation was established in 1853. It was incorporated in 1967. The company operates as a P&C insurer. It offers commercial P&C insurance products, mainly across the United States.

CNA's property and casualty and remaining life and group insurance operations are primarily conducted by Continental Casualty Company (CCC), The Continental Insurance Company, Western Surety Company, CNA Insurance Company Limited and Hardy Underwriting Bermuda Limited and its subsidiaries (Hardy). Loews Corporation acts as the parent company, with 89% stake in its subsidiary (as on Dec 31, 2018), CNA Financial. The company's P&C field structure consists of 49 underwriting locations across the United States.

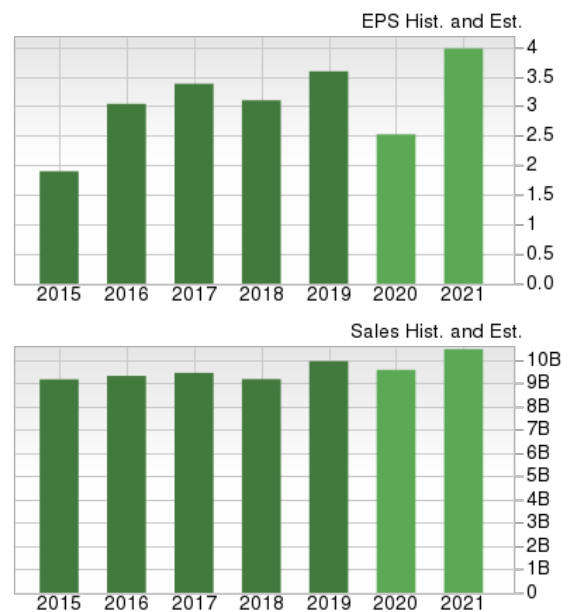
CNA Financial classifies its operations through three core and two non-core segments. The three core segments are Specialty, Commercial and International. The two non-core segments are Life & Group Non-Core and Corporate & Other Non-Core.

**Specialty (37.3% of 2019 Net Earned Premium)** – This segment offers management and professional liability and other coverage through P&C products and services. A network of brokers, independent agencies and managing general underwriters are utilized for this purpose.

**Commercial (42.6%)** – This segment has tied up with an independent agency distribution system and a network of brokers to market a wide range of P&C insurance products and services. These products and services will serve small, middle-market and large businesses and organizations.

**International (13.1%)** – This segment offers P&C insurance, and specialty coverage on a global basis. Such offerings are made available through its operations in Canada, the United Kingdom, Continental Europe and Singapore as well as through its presence at Lloyd's of London.

**Life & Group Non-Core (7%)** – This segment mainly comprises of the results of the individual and group long-term care businesses.



Source: Zacks Investment Research

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## Reasons To Buy:

- ▲ **Price Impact** – Shares of CNA Financial have lost 28.4% year to date, compared with the industry's decline of 10.4%. Improving premiums, favorable combined ratio and solid balance sheet should help shares bounce back.
- ▲ **Improving Premium:** CNA Financial has been witnessing improvement in gross premium written since 2015, which increased 7.3% over the last five years. The momentum continued through the first nine months of 2020 with the metric rising 7% and each of the segments delivering improved gross premium written. We expect the momentum to continue, given its compelling product portfolio, better retention, improving pricing, and new business growth. The company estimates rate increases to continue to run above long-run loss cost trends throughout 2020.
- ▲ **Combined Ratio** – CNA Financial has been witnessing substantial improvement in the combined ratio of its P&C business over the past few years. A company's combined ratio reflects its underwriting profitability. CNA Financial has been able to maintain underlying combined ratio below 95% for straight six quarters. The metric improved 200 basis points year over year to 92.6% in the third quarter of 2020 and marks the lowest underlying combined ratio for the company in the last 10 years. Through targeted portfolio management strategies, the company made significant progress in successfully repositioning the portfolio underwritten via Lloyd's syndicate in its effort to improve the overall underwriting results of its International operation.
- ▲ **Improving Net Investment Income** – After witnessing a declining net investment income owing to low interest rate environment, CNA Financial has been posting improved results from 2016 onward. However, net investment income slumped 12% year over year in the first nine months of 2020, primarily due to loss from limited partnership and common stock investments during the period. Nevertheless, the decline was partially offset by stable earnings from fixed-income and other investments. The company's fixed income investment strategy with highest allocations to diversified investment grade corporates as well as highly rated municipal securities should support investment results.
- ▲ **Solid Balance Sheet:** CNA Financial has a solid balance sheet with capital remaining above the target levels required for all ratings and exited the third quarter of 2020 with nearly \$10.3 billion in statutory surplus. The company enjoys solid ratings from credit rating agencies. Its debt at third quarter end increased 3.8% from 2019 end level. Though its debt to capital ratio of 18.7 deteriorated 70 bps from 2019 end, it was better than the industry average of 21.3. With a low debt-to-capital leverage, it has a well-balanced debt maturity profile.
- ▲ **Strong Dividend History** – Strong balance sheet and cash flows enable CNA Financial to engage in shareholder-friendly moves like dividend hikes. The company's quarterly dividend payment has witnessed five-year CAGR (2016-2020) of 13.1%. The current dividend yield of the company is 4.6%, better than the industry average of 0.5%. The special dividend of \$2 per share declared in early 2020 marks six straight year of such declaration. On the back of a disciplined execution, denoted by strong underwriting results and confidence in future earnings performances, the company hiked its dividend over the past couple of years. Thus, the company remains committed to returning more value to shareholders.

CNA Financial's improving combined ratio reflects prudent discipline amid tough operating environment. Solid capital and liquidity position continues to boost investors' confidence.

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## Reasons To Sell:

- ▼ **Exposure to Catastrophe Loss** – CNA Financial is a property and casualty (P&C) insurer and hence, remains exposed to catastrophe loss, stemming from natural disasters and weather-related events. Catastrophe losses pose an inherent risk to the P&C insurance business, inducing volatility to the company's results. Exposure to cat loss is a headwind as natural disasters are unpredictable and hamper results. Catastrophe losses of \$160 million in the third quarter of 2020 surged 400% from the year-ago quarter, driven by severe weather-related events, primarily Hurricanes Laura, Isaias and Sally, and the Midwest derecho. Combined ratio deteriorated 330 basis points year over year to 100.9%.  
  
Exposure to cat loss inducing underwriting volatility and rising expenses due to higher net incurred claims and benefits and amortization of deferred acquisition costs weighing on margin are concerns.
  - ▼ **Rising Expenses to Hurt Margin Expansion** – CNA Financial has been witnessing rising expenses over the past few years, primarily due to increasing net incurred claims and benefits and amortization of deferred acquisition costs. The company's net operating income has been affected by this increasing trend, which in turn, might hurt its overall profitability. Total claims, benefits and expenses decreased 6% year over year in the first nine months of 2020. Net margin contracted 350 bps year over year in the same time frame.
  - ▼ **Return on Equity:** Core return on equity of 4.5% in the first nine months of 2020 contracted 340 bps reflecting the company's efficiency in utilizing shareholders' fund.
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## Last Earnings Report

### CNA Financial Q3 Earnings Beat, Revenues Rise Y/Y

CNA Financial Corporation reported third-quarter 2020 core earnings of 71 cents per share, which beat the Zacks Consensus Estimate of 62 cents by 14.5%. However, the bottom line decreased 38.8% year over year.

The quarter witnessed higher premiums across most of its segments and increased net investment income, which were offset by elevated expenses.

Quarter Ending 09/2020

| Report Date      | Nov 02, 2020 |
|------------------|--------------|
| Sales Surprise   | -0.60%       |
| EPS Surprise     | 14.52%       |
| Quarterly EPS    | 0.71         |
| Annual EPS (TTM) | 2.44         |

### Behind Third-Quarter Headlines

Total operating revenues of CNA Financial were nearly \$2.5 billion, up about 3.8% year over year on the back of higher net investment income, premiums and non-insurance warranty revenues. However, the top line missed the Zacks Consensus Estimate by 0.6%.

Net written premiums at Property & Casualty Operations improved about 6.6% year over year to \$1.8 billion driven by strong rate and higher new business.

Pretax net investment income increased 6.2% year over year to \$517 million driven by limited partnership and common stock investments, partially offset by lower yields in fixed income portfolio.

Total claims, benefits and expenses increased 6% to \$2.1 billion, primarily due to higher insurance claims and policyholders' benefits, amortization of deferred acquisition costs and non-insurance warranty expense.

Catastrophe losses of \$160 million surged 400% from the year-ago quarter, driven by severe weather-related events, primarily Hurricanes Laura, Isaias and Sally, and the Midwest derecho.

Combined ratio deteriorated 330 basis points year over year to 100.9%.

Book value as of Sep 30, 2020 was \$44.30 per share, down 1.6% from Dec 31, 2019.

Core return on equity was 6.7%, up 330 basis points (bps).

### Segment Results

**Specialty's** net written premiums rose nearly 9% year over year to \$795 million, driven by strong rate and higher new business. Combined ratio improved 30 bps to 89.5%.

**Commercial's** net written premiums increased 4% year over year to \$804 million, driven by strong rate. Combined ratio deteriorated 990 bps to 111.5%.

**International's** net written premiums increased 10% year over year to \$222 million, driven by growth in Europe and Canada, partially offset by the continued impact of the strategic exit from certain Lloyd's business classes. Combined ratio improved 930 bps to 98.1%.

**Life & Group's** total operating revenues were \$335 million, down 0.3% year over year. Core loss of \$35 million was narrower than loss of \$122 million in the year-earlier quarter.

**Corporate & Other's** core loss of \$19 million was wider than loss of \$17 million in the year-earlier quarter.

### Dividend Update

CNA Financial's board of directors approved a quarterly dividend of 37 cents to be paid out on Dec 3, 2020 to stockholders of record as of Nov 16.

## Valuation

CNA Financial shares are down 28.4% in the year-to-date period and 28.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 10.4% and 15.6% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 9.1% and 13.3%, respectively.

The S&P 500 index are up 7.5% in the year-to-date period and 12.7% in the past year.

The stock is currently trading at 0.75x trailing 12-month book value, which compares to 1.26x for the Zacks sub-industry, 2.54x for the Zacks sector and 5.72x for the S&P 500 index.

Over the past five years, the stock has traded as high as 1.23x and as low as 0.6x, with a 5-year median of 1.03x. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$34 price target reflects 0.8x trailing 12-month book value.

The table below shows summary valuation data for CNA

| Valuation Multiples -CNA |               |       |              |        |         |
|--------------------------|---------------|-------|--------------|--------|---------|
|                          |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/B TTM                  | Current       | 0.75  | 1.26         | 2.54   | 5.72    |
|                          | 5-Year High   | 1.23  | 1.67         | 2.9    | 6.17    |
|                          | 5-Year Low    | 0.6   | 0.93         | 1.72   | 3.74    |
|                          | 5-Year Median | 1.03  | 1.45         | 2.54   | 4.9     |
| P/S F12M                 | Current       | 0.85  | 1.69         | 6.1    | 4.06    |
|                          | 5-Year High   | 1.58  | 11.3         | 6.66   | 4.3     |
|                          | 5-Year Low    | 0.73  | 1.4          | 4.96   | 3.17    |
|                          | 5-Year Median | 1.18  | 1.81         | 6.05   | 3.67    |
| P/E F12M                 | Current       | 8.74  | 24.18        | 15.54  | 21.89   |
|                          | 5-Year High   | 17.56 | 31.56        | 16.73  | 23.47   |
|                          | 5-Year Low    | 6.95  | 21.02        | 11.59  | 15.27   |
|                          | 5-Year Median | 11.22 | 25.81        | 14.43  | 17.7    |

As of 11/04/2020

Source: Zacks Investment Research

## Industry Analysis Zacks Industry Rank: Bottom 7% (233 out of 250)



Source: Zacks Investment Research

## Top Peers

| Company (Ticker)                           | Rec          | Rank |
|--------------------------------------------|--------------|------|
| American Financial Group, Inc. (AFG)       | Neutral      | 2    |
| Chubb Limited (CB)                         | Neutral      | 3    |
| Cincinnati Financial Corporation (CINF)    | Neutral      | 3    |
| First American Financial Corporation (FAF) | Neutral      | 2    |
| Market Corporation (MKL)                   | Neutral      | 3    |
| W.R. Berkley Corporation (WRB)             | Neutral      | 3    |
| Everest Re Group, Ltd. (RE)                | Underperform | 3    |
| Alleghany Corporation (Y)                  | Underperform | 4    |

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

| Industry Comparison Industry: Insurance - Property And Casualty |         |            |           | Industry Peers |         |         |
|-----------------------------------------------------------------|---------|------------|-----------|----------------|---------|---------|
|                                                                 | CNA     | X Industry | S&P 500   | CB             | CINF    | WRB     |
| Zacks Recommendation (Long Term)                                | Neutral | -          | -         | Neutral        | Neutral | Neutral |
| Zacks Rank (Short Term)                                         | 3       | -          | -         | 3              | 3       | 3       |
| VGM Score                                                       | B       | -          | -         | D              | C       | C       |
| Market Cap                                                      | 8.71 B  | 1.29 B     | 23.31 B   | 60.01 B        | 11.63 B | 11.10 B |
| # of Analysts                                                   | 2       | 2          | 13        | 7              | 2       | 4       |
| Dividend Yield                                                  | 4.61%   | 1.21%      | 1.61%     | 2.35%          | 3.32%   | 0.77%   |
| Value Score                                                     | A       | -          | -         | B              | B       | B       |
| Cash/Price                                                      | 0.25    | 0.30       | 0.07      | 0.03           | 0.08    | 0.28    |
| EV/EBITDA                                                       | 7.09    | 5.64       | 13.55     | 11.25          | 4.50    | 9.84    |
| PEG F1                                                          | 2.56    | 2.03       | 2.68      | 1.90           | NA      | 3.20    |
| P/B                                                             | 0.72    | 0.97       | 3.32      | 1.06           | 1.19    | 1.90    |
| P/CF                                                            | 9.10    | 10.08      | 13.11     | 11.28          | 15.42   | 16.36   |
| P/E F1                                                          | 12.79   | 14.22      | 20.69     | 19.00          | 25.73   | 28.80   |
| P/S TTM                                                         | 0.82    | 0.78       | 2.55      | 1.64           | 1.47    | 1.43    |
| Earnings Yield                                                  | 7.88%   | 5.27%      | 4.64%     | 5.27%          | 3.89%   | 3.46%   |
| Debt/Equity                                                     | 0.23    | 0.23       | 0.70      | 0.26           | 0.10    | 0.50    |
| Cash Flow (\$/share)                                            | 3.53    | 3.12       | 6.92      | 11.78          | 4.69    | 3.81    |
| Growth Score                                                    | D       | -          | -         | D              | C       | C       |
| Historical EPS Growth (3-5 Years)                               | 11.43%  | 4.61%      | 10.07%    | -3.46%         | 2.55%   | 6.43%   |
| Projected EPS Growth (F1/F0)                                    | -29.67% | -13.42%    | 0.02%     | -30.80%        | -33.10% | -28.55% |
| Current Cash Flow Growth                                        | 12.18%  | 3.81%      | 5.34%     | 0.06%          | 25.16%  | 8.47%   |
| Historical Cash Flow Growth (3-5 Years)                         | 0.21%   | 4.75%      | 8.38%     | 8.77%          | 9.30%   | 4.12%   |
| Current Ratio                                                   | 0.23    | 0.45       | 1.39      | 0.32           | 0.28    | 0.45    |
| Debt/Capital                                                    | 18.76%  | 19.25%     | 41.80%    | 21.16%         | 9.03%   | 33.35%  |
| Net Margin                                                      | 5.41%   | 4.92%      | 10.44%    | 6.24%          | NA      | 4.35%   |
| Return on Equity                                                | 5.75%   | 5.86%      | 14.94%    | 5.33%          | 5.14%   | 6.90%   |
| Sales/Assets                                                    | 0.17    | 0.32       | 0.51      | 0.20           | NA      | 0.29    |
| Projected Sales Growth (F1/F0)                                  | 0.00%   | 0.00%      | -0.00%    | -0.78%         | 2.32%   | 4.20%   |
| Momentum Score                                                  | B       | -          | -         | F              | D       | D       |
| Daily Price Change                                              | -0.99%  | -0.66%     | -0.17%    | -1.72%         | -1.90%  | -1.86%  |
| 1-Week Price Change                                             | -3.06%  | -5.01%     | -5.63%    | 0.69%          | -8.60%  | -8.52%  |
| 4-Week Price Change                                             | 4.52%   | 0.60%      | -0.20%    | 11.62%         | -9.00%  | 0.89%   |
| 12-Week Price Change                                            | -6.49%  | -3.24%     | 1.06%     | 2.05%          | -10.76% | -1.14%  |
| 52-Week Price Change                                            | -28.83% | -15.85%    | -0.04%    | -12.64%        | -34.81% | -9.35%  |
| 20-Day Average Volume (Shares)                                  | 226,992 | 95,676     | 1,910,976 | 2,147,563      | 817,328 | 736,927 |
| EPS F1 Estimate 1-Week Change                                   | 9.78%   | 0.00%      | 0.00%     | -0.79%         | 0.00%   | 0.00%   |
| EPS F1 Estimate 4-Week Change                                   | 9.78%   | -0.49%     | 1.11%     | -1.53%         | -7.57%  | -5.25%  |
| EPS F1 Estimate 12-Week Change                                  | 9.78%   | -2.17%     | 2.96%     | -2.80%         | -10.22% | -5.25%  |
| EPS Q1 Estimate Monthly Change                                  | 14.67%  | 0.00%      | 0.43%     | 2.90%          | 0.44%   | 6.54%   |

Source: Zacks Investment Research

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## 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.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

|                |   |
|----------------|---|
| Value Score    | A |
| Growth Score   | D |
| Momentum Score | B |
| VGM Score      | B |

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.

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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.

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**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.

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**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.

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**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.