

Capri Holdings (CPRI)

\$18.92 (As of 09/28/20)

Price Target (6-12 Months): **\$20.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 09/08/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:C

Value: C

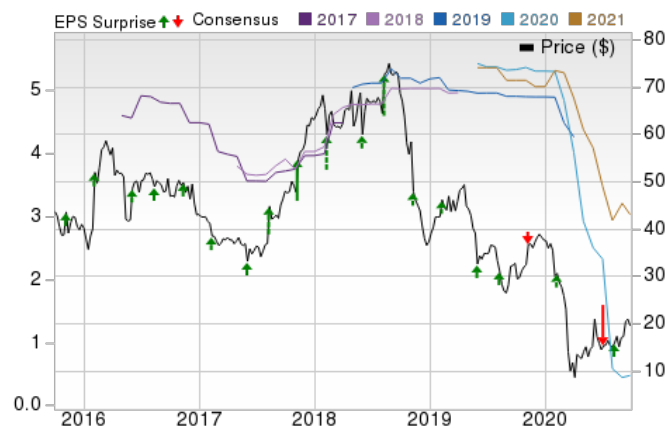
Growth: C

Momentum: A

Summary

Shares of Capri Holdings have slid and underperformed the industry year to date. Undeniably, the company is bearing the brunt of the pandemic that hurts its first-quarter fiscal 2021 performance as well. Although results came in better-than-expected, top and bottom line continued to decline year over year owing to stores being closed for an average of about 55% of the period. Management indicated that its department store partners placed limited replenishment orders. Nonetheless, with majority of stores now operational, sales trends are showing some green shoots. However, management still envisions a 40% year over year decline in second-quarter revenues. The company expects loss per share in the first half but anticipates to report earnings in the second half with gradual improvement in revenues trend across Americas, EMEA and Asia regions.

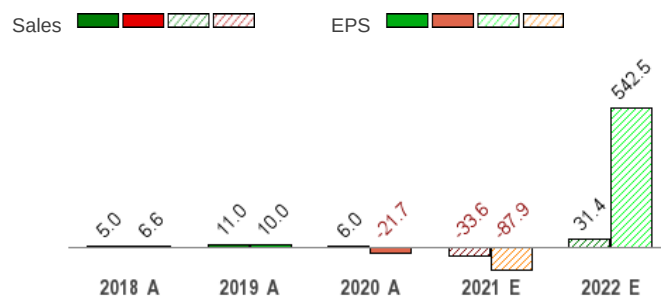
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$39.90 - \$5.42
20-Day Average Volume (Shares)	4,084,047
Market Cap	\$2.8 B
Year-To-Date Price Change	-50.4%
Beta	1.90
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Retail - Apparel and Shoes
Zacks Industry Rank	Top 49% (122 out of 250)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	5.5%
Last Sales Surprise	4.6%
EPS F1 Estimate 4-Week Change	7.1%
Expected Report Date	11/04/2020
Earnings ESP	-6,850.7%
P/E TTM	10.0
P/E F1	40.3
PEG F1	6.2
P/S TTM	0.6

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	1,219 E	1,407 E	1,443 E	1,148 E	4,843 E
2021	451 A	903 E	1,230 E	1,112 E	3,687 E
2020	1,346 A	1,442 A	1,571 A	1,192 A	5,551 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.44 E	\$0.64 E	\$1.12 E	\$0.53 E	\$3.02 E
2021	-\$1.04 A	\$0.00 E	\$0.93 E	\$0.57 E	\$0.47 E
2020	\$0.95 A	\$1.16 A	\$1.66 A	\$0.11 A	\$3.89 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 09/28/2020. The reports text is as of 09/29/2020.

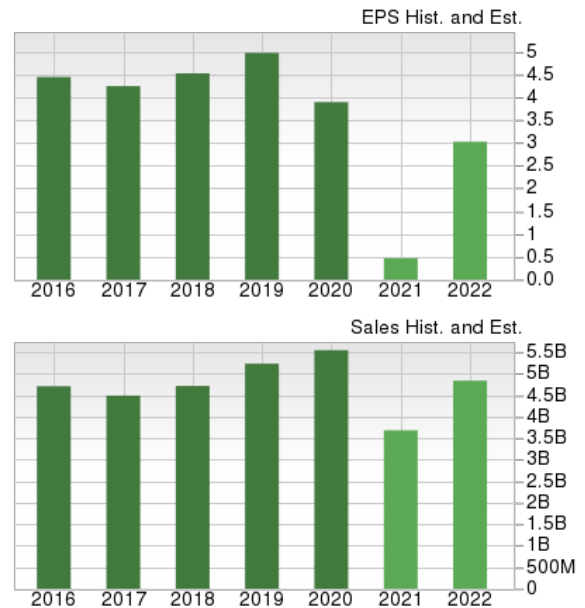
Overview

Capri Holdings Limited provides women's and men's accessories, footwear and ready-to-wear, as well as wearable technology, watches, jewelry, eyewear and a full line of fragrance products. The company operates in the global personal luxury goods industry, which has been severely impacted by the outbreak of the coronavirus. According to Bain-Altagamma, the personal luxury goods market is projected to contract between 20% and 35% in 2020 but is anticipated to improve at a rate of 10% from 2020 to 2025. Notably, Capri Holdings consists of the following iconic brands:

Versace (15% of total revenue in Fiscal 2020) is one of the leading international fashion design houses and offers ready-to-wear, accessories, footwear and home furnishings. Product categories, such as Versace Jeans, eyewear, fragrances, jewelry and watches are produced under product licensing agreements. As of Jun 27, 2020, the company operated 204 Versace retail stores.

Jimmy Choo (10% of total revenue in Fiscal 2020) is a leading global luxury accessories brand, whose core product offerings are women's luxury shoes, complemented by accessories, including handbags, smaller leather goods, scarves and belts, as well as a growing men's luxury shoes and accessories business. Product categories, such as Jimmy Choo fragrances and eyewear are produced under product licensing agreements. As of Jun 27, 2020, the company operated 228 Jimmy Choo stores.

Michael Kors (75% of total revenue in Fiscal 2020) has three main collections that offer accessories, footwear and apparel: Michael Kors Collection, MICHAEL Michael Kors and Michael Kors Mens. The three primary collections and licensed products are offered through Michael Kors retail stores and e-commerce businesses, in department stores around the world and by exclusive licensees to wholesale customers in addition to select retailers. Product categories, including watches, jewelry, eyewear, and fragrance and beauty are produced under product licensing agreements. As of Jun 27, 2020, the company operated 822 Michael Kors stores.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ **Strategic Endeavors:** Capri Holdings has been constantly deploying resources to expand product offerings and upgrade distribution infrastructure. This along with cost containment efforts, focus on e-commerce platform and accretive buyouts bode well. Certainly, the company has been firming its position in the luxury fashion space, as evident from the acquisitions of Jimmy Choo and Versace brands. These brands along with Michael Kors will help augment revenues. Notably, the company is expanding its product mix beyond handbags, into men's, footwear and women's ready to wear categories. As far as Michael Kors brand is concerned, the company is focusing on product innovation, delivering fashion and newness across all categories. It intends to expand men's business, which remains one of the high growth categories. Management sees tremendous growth opportunity for Michael Kors in Asia, primarily in China, where it believes can double revenues over time. Management believes that Capri Holdings is well-positioned to drive strong revenue and earnings growth in fiscal 2022, as the company gradually emerges from the pandemic.
- ▲ **Positive Highlights of Q1:** Capri Holdings reported better-than-expected first-quarter fiscal 2021 results. The company posted narrower-than-expected loss. Further, the company's total revenues surpassed the Zacks Consensus Estimate. We note that adjusted gross margin expanded 480 basis points to 67.2%. This primarily reflects gross margin expansion across Michael Kors brand driven by higher AURs and favorable channel mix. Management expect to drive gross margin expansion through higher full price sell-throughs, strategic increase in prices and lower manufacturing expenses. The company envisions gross margin expansion of about 150 basis points for the fiscal year with improvements across all quarters.
- ▲ **Steps to Mitigate COVID-19 Impact:** To address the challenges tied to the pandemic, Capri Holdings has been focusing on maintaining strong liquidity position in fiscal 2021. Notably, the company is cutting operating expenses by approximately \$500 million, lowering capital expenditures by about \$150 million and suspended the remaining \$400 million share buyback plan. The company through efficient inventory management, expects to realize a cash flow benefit of approximately \$400 million. The company is focusing on reducing all non-essential discretionary spending, including lowering of marketing spending, delaying or canceling select new store openings and reducing external third-party services. It also implemented compensation reductions for Board and employees. The company has also trimmed headcount to better align expense base with anticipated revenues. Moreover, as a part of fleet optimization strategy, the company intends to close up to 170 stores over the next two years, of which majority would be of Michael Kors. During first-quarter fiscal 2021, adjusted operating expenses decreased \$200 million from the year-ago period.
- ▲ **Hopes Hinge on 2H Recovery:** With majority of stores being reopened, Capri Holdings is witnessing improving sales trends. We note that the company anticipates to report earnings per share in the second half with gradual improvement in revenues trend across Americas, EMEA and Asia regions. The company expects all of its stores to be operational by the end of the second quarter of fiscal 2021. In the third and fourth quarters, the company anticipates gradual recovery across all regions with improvement in consumer confidence and revival in the economy. It anticipates performance in the fourth quarter to be better than the third quarter. The company anticipates company owned retail sales trends to be better with soft recovery in wholesale shipments.
- ▲ **Accretive Buyouts:** Acquisitions have played a vital role in the expansion of Capri Holdings' business. Some of the notable buyouts include that of Alberto Gozzi S.r.L., an Italian atelier and shoe manufacturer in Pistoia, Tuscany; Versace, known for its innovative designs having symbolic flashy prints and bright colors; and Jimmy Choo that provided additional avenues for international growth and a strong base in the luxury footwear category. Capri Holdings acquired the iconic Italian fashion brand, Versace, for an enterprise value of \$2.12 billion. Management intends to raise Versace's revenues to \$2 billion with mid-teens operating margin over time. Additionally, it plans to increase the store count to 300 and enhance e-commerce and omni-channel capabilities. It also aims to increase the contribution from men's and women's accessories and footwear to 60% of Versace's revenues.
- With respect to Jimmy Choo, which the company acquired for \$1.2 billion, management sees opportunity to boost sales to \$1 billion and attain a mid-teens operating margin over time in the long term. The company targets to expand retail footprint to 300 stores globally, with more emphasis in Asia. Jimmy Choo has a strong presence in Europe, the Middle East, the Americas and Asia. The company's goal is to increase the contribution from accessories to approximately 50% of Jimmy Choo's revenue overtime. The strategy to increase the penetration of accessories remains on track with the successful launch of new Madeline and VARENNE handbag collection in fiscal 2020.
- ▲ **E-commerce Doing Well:** E-commerce business continues to witness sturdy performance, thanks to increasing number of shoppers shifting to online channel owing to the pandemic. Capri Holdings is investing heavily in upgrading the company's e-commerce platform. In the first, second and third quarters of fiscal 2020, e-commerce benefited Michael Kors comparable store sales by 130, 220 and 180 basis points, respectively. The company has also rolled out Kors Connect tool in the U.S. and Europe, which allows its associates to better engage with customers. In the fourth quarter, when most of the company's stores were closed, thanks to the pandemic, e-commerce played a vital role to reach out to customers. Capri Holdings stated that e-commerce revenues rose during the final quarter of fiscal 2020, and registered double-digit growth in first-quarter fiscal 2021 compared with the prior year. In the last reported quarter, e-commerce revenues were up approximately 30% year over year.
- ▲ **Debt Analysis:** Capri Holdings ended first-quarter fiscal 2021 with long-term debt (including operating lease liabilities) of \$3,328 million, which reflects a decline of 11% on a sequential basis. Although, the company's debt-to-capitalization ratio of 0.65 stood higher than the industry's ratio of 0.74, the metric reflects a sequential improvement from 0.67.

Capri Holdings has been constantly deploying resources to expand its product offerings, build shop-in-shops, and upgrade its information system and distribution infrastructure.

Reasons To Sell:

- ▼ **Dismal Q1 Performance:** Capri Holdings had earlier pointed that fiscal 2021 is likely to be meaningfully impacted by the coronavirus pandemic. The company informed that in first-quarter fiscal 2021, stores were closed for an average of about 55% of the period compared with 10% in the preceding quarter. As a result, both the top and the bottom lines continued to decline sharply from the year-ago period. We note that revenues fell across the company's three brands. The company reported adjusted quarterly loss of \$1.04 per share against earnings of 95 cents in the year-ago period. We note that the company's bottom line has been declining for quite some time now. The bottom line was adversely impacted by lower revenues and higher interest expense.

Undeniably, the company is bearing the brunt of the pandemic that hurts its first-quarter fiscal 2021 performance as well. Although results came in better-than-expected, top and bottom line continued to decline year over year.

- Total revenues of \$451 million decreased 66.5% from the prior-year period. While retail sales declined approximately 60%, wholesale sales decreased roughly 85%. Management indicated that its department store partners have placed limited replenishment orders during the quarter, and as a result, it has not had a significant level of wholesale shipments. During the quarter revenues in Asia fell 41%, while wholesale shipments in the region declined 80%. In EMEA, revenues decreased 66%, wholesale shipments fell 70%. In the Americas, revenues plunged 76%, while wholesale shipments dropped approximately 90%. Shares of Capri Holdings have fallen 50.4% year to date compared with the industry's decline of 13.8%.
- ▼ **Revenues Decline Across all Three Brands:** Michael Kors, which accounts for a major portion of the company's revenues, has been struggling for a while now. During first-quarter fiscal 2021, revenue contribution from Michael Kors brand fell 68.7% on a reported and 68.5% on a constant currency basis. Revenues from Jimmy Choo decreased 67.7% compared to the prior year on a reported and constant currency basis. Again, revenues from Versace plunged 55.1% on a reported and 54.1% on a constant currency basis.
- ▼ **Sales to Plunge in Q2:** Capri Holdings expects second-quarter revenues to decline approximately 40% compared with the prior-year period. Although management expects a gradual improvement in consumer shopping trends, it still projects 35% decline in revenues for fiscal 2021. Management expects slower recovery in wholesale shipments. Further, travel retail, which is part of the wholesale channel, is bearing the brunt of decline in tourism. Industry experts believe that demand for high-end fashion clothing and accessories is likely to remain soft, as consumers will be cautious on making any discretionary purchases. We note that the company expects loss per share in the first half of fiscal 2021, given the reduction in revenues and resulting deleverage.
- ▼ **Operating Margin Remain Under Pressure:** Costs associated with investments in e-commerce expansion, technological advancements and global infrastructure (including new store openings, refurbishment and international expansions) remain a threat to margins. The company reported adjusted operating loss of \$147 million against adjusted operating income of \$190 million in the year-ago period. In the preceding quarter, adjusted operating income declined 20.8% to \$99 million, while adjusted operating margin shrunk 100 basis points to 8.3%. Versace reported operating loss of \$41 million and operating margin was (44.1)% compared with adjusted operating income of \$3 million and adjusted operating margin was 1.4% in the year-ago period. Jimmy Choo operating loss was \$29 million and operating margin was (56.9)% compared with operating income of \$11 million and operating margin of 7% in the prior year. Michael Kors operating loss was \$48 million and operating margin was (15.6)% compared with operating income of \$201 million and operating margin of 20.5% in the prior year.
- ▼ **Prone to Currency Fluctuations:** Capri Holdings generates a portion of net sales outside the U.S. Due to exposure to international markets the company remains prone to currency fluctuations. The weakening of foreign currencies against the U.S. dollar may require the company to either raise prices or contract profit margins in locations outside of the U.S. An increase in price may have an adverse impact on the demand for the products.
- ▼ **Dip in Consumer Sentiment May Impact Sales:** Any dip in consumer confidence – a key determinant of the economy's health – may have serious bearing on spending. The company's customers remain sensitive to macroeconomic factors including interest rate hikes, increase in fuel and energy costs, credit availability, unemployment levels, and high household debt levels, which may negatively impact their sentiment. For now, the novel coronavirus has wreaked havoc. The retail sector, in particular, remains under pressure. Again, job losses as well as lower disposable income due to this catastrophe are making things worse. Consumers are avoiding discretionary spending and focusing on necessities for the time being.

Last Earnings Report

Capri Holdings Posts Narrower-Than-Expected Q1 Loss

Capri Holdings Limited reported better-than-expected first-quarter fiscal 2021 results. The global fashion luxury group posted narrower-than-expected loss. Further, the company's total revenues surpassed the Zacks Consensus Estimate. However, both the top and the bottom lines declined sharply from the year-ago period thanks to the impact of the coronavirus pandemic. We note that revenues fell across the company's three brands.

Let's Delve Deep

This designer, marketer, distributor and retailer of branded apparel and accessories reported adjusted quarterly loss of \$1.04 per share narrower than the Zacks Consensus Estimate of a loss of \$1.10. The company had posted earnings of 95 cents in the year-ago period. The bottom line was adversely impacted by lower revenues.

Total revenues of \$451 million decreased 66.5% from the prior-year period on account of stores being closed for an average of about 55% of the quarter. On a constant currency basis, total revenues were down 66.2%. However, the top line surpassed the Zacks Consensus Estimate of \$431.3 million.

While retail sales declined approximately 60%, wholesale sales decreased roughly 85%. The company's wholesale partners placed limited orders during the quarter owing to the store closures.

Top line includes revenue contribution of \$307 million from Michael Kors, down 68.7% and \$51 million from Jimmy Choo, down 67.7% year over year. Revenues from Versace were \$93 million, down 55.1% from the prior year period.

Adjusted gross profit fell 63.9% year over year to \$303 million, however, adjusted gross margin expanded 480 basis points to 67.2%. This primarily reflects gross margin expansion across Michael Kors brand driven by higher AURs and favorable channel mix. Management focuses on gross margin expansion through higher full price sell-throughs, strategic price increases and lower manufacturing costs. The company envisions gross profit margin expansion of approximately 150 basis points for the fiscal year.

The company reported adjusted operating loss of \$147 million against adjusted operating income of \$190 million in the year-ago period.

Management, on its last earnings call on Jul 1, had cautioned that the first-quarter fiscal 2021 will mark a low point in terms of revenues and earnings. John D. Idol, the CEO of the company, said, "Looking at our progress in the fiscal first quarter, we were encouraged by trends across all three of our luxury houses, with sales and margin performance ahead of our initial expectations. We were particularly pleased with the strong growth of our eCommerce business, as well the sequential improvement in overall revenue trends through the first quarter and into July."

Other Details

Capri Holdings ended first-quarter fiscal 2021 with cash and cash equivalents of \$207 million, net receivables of \$183 million, total debt of \$1,768 million and shareholders' equity of \$2,006 million, excluding non-controlling interest of \$1 million. Total inventory at the end of the quarter under review was \$948 million, reflecting a decline of 6.7% year over year.

As of Jun 27, 2020, there were 1,254 stores — 822 Michael Kors stores, 228 Jimmy Choo stores and 204 Versace stores.

Quarter Ending	06/2020
Report Date	Aug 05, 2020
Sales Surprise	4.56%
EPS Surprise	5.45%
Quarterly EPS	-1.04
Annual EPS (TTM)	1.89

Valuation

Capri Holdings shares are down 50.4% in the year-to-date period and 42.9% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 13.8% but the Zacks Retail-Wholesale sector is up 30.3%, in the year-to-date period. Over the past year, the sub-industry is down 11.5% but the sector is up 38.7%.

The S&P 500 index is up 4.1% in the year-to-date period and 12.8% in the past year.

The stock is currently trading at 10.85X forward 12-month earnings, which compares to 30.15X for the Zacks sub-industry, 31.57X for the Zacks sector and 21.94X for the S&P 500 index.

Over the past five years, the stock has traded as high as 16.83X and as low as 1.58X, with a 5-year median of 9.72X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$20 price target reflects 13.91X forward 12-month earnings.

The table below shows summary valuation data for CPRI

Valuation Multiples - CPRI					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	10.85	30.15	31.57	21.94
	5-Year High	16.83	88.45	34	23.46
	5-Year Low	1.58	8.27	19.09	15.26
	5-Year Median	9.72	14.37	23.55	17.63
P/S F12M	Current	0.67	0.66	1.27	4.09
	5-Year High	2.18	1.1	1.32	4.3
	5-Year Low	0.19	0.33	0.82	3.11
	5-Year Median	1.47	0.82	1.01	3.66
EV/EBITDA TTM	Current	7.36	9.7	19.32	14.52
	5-Year High	10.83	9.7	20.71	15.65
	5-Year Low	2.01	3.24	11.15	9.53
	5-Year Median	6.33	6.36	12.96	13.06

As of 09/28/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 49% (122 out of 250)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Hanesbrands Inc. (HBI)	Outperform	1
Tapestry, Inc. (TPR)	Outperform	1
Columbia Sportswear Company (COLM)	Neutral	3
Carters, Inc. (CRI)	Neutral	3
GIII Apparel Group, LTD. (GIII)	Neutral	3
Canada Goose Holdings Inc. (GOOS)	Neutral	3
Ralph Lauren Corporation (RL)	Neutral	3
Under Armour, Inc. (UAA)	Underperform	4

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

Industry Comparison Industry: Retail - Apparel And Shoes				Industry Peers		
	CPRI	X Industry	S&P 500	COLM	GIII	LEVI
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	C	-	-	D	A	F
Market Cap	2.84 B	546.09 M	23.11 B	5.90 B	684.28 M	5.39 B
# of Analysts	9	4	14	6	7	4
Dividend Yield	0.00%	0.00%	1.66%	0.00%	0.00%	0.00%
Value Score	C	-	-	D	A	C
Cash/Price	0.07	0.35	0.08	0.08	0.37	0.30
EV/EBITDA	70.24	4.15	13.15	10.29	3.15	7.91
PEG F1	5.89	2.13	2.88	15.28	43.71	NA
P/B	1.42	1.63	3.29	3.57	0.55	4.62
P/CF	3.33	4.94	12.83	13.54	3.47	10.12
P/E F1	38.55	29.75	21.32	44.15	45.02	NA
P/S TTM	0.61	0.41	2.49	2.15	0.26	1.07
Earnings Yield	2.48%	0.60%	4.44%	2.26%	2.19%	-1.77%
Debt/Equity	0.79	0.34	0.70	0.00	0.33	1.29
Cash Flow (\$/share)	5.68	1.88	6.92	6.59	4.08	1.34
Growth Score	C	-	-	F	A	F
Historical EPS Growth (3-5 Years)	-3.98%	-3.56%	10.43%	13.85%	7.45%	NA
Projected EPS Growth (F1/F0)	-87.89%	-70.95%	-4.22%	-58.18%	-90.15%	-124.23%
Current Cash Flow Growth	-13.65%	-4.18%	5.47%	30.70%	6.85%	29.04%
Historical Cash Flow Growth (3-5 Years)	-3.72%	1.64%	8.52%	17.53%	9.97%	NA
Current Ratio	0.94	1.50	1.35	2.99	2.48	1.92
Debt/Capital	44.00%	31.55%	42.91%	0.00%	24.65%	56.26%
Net Margin	-9.62%	-5.04%	10.28%	6.66%	2.57%	0.19%
Return on Equity	12.62%	-0.22%	14.73%	10.53%	6.50%	13.47%
Sales/Assets	0.58	1.06	0.50	0.99	0.98	1.06
Projected Sales Growth (F1/F0)	-33.59%	-9.51%	-1.38%	-16.98%	-36.01%	-29.57%
Momentum Score	A	-	-	A	A	F
Daily Price Change	-2.77%	2.06%	1.85%	-1.01%	0.86%	5.19%
1-Week Price Change	-6.62%	-5.59%	-2.32%	0.95%	-6.34%	3.19%
4-Week Price Change	19.44%	1.13%	-2.53%	4.23%	27.94%	10.31%
12-Week Price Change	20.43%	6.84%	4.17%	11.91%	9.44%	-5.69%
52-Week Price Change	-42.94%	-28.62%	0.12%	-7.95%	-45.09%	-28.62%
20-Day Average Volume (Shares)	4,084,047	390,500	2,098,704	323,273	1,224,273	1,300,332
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	7.53%	0.00%
EPS F1 Estimate 4-Week Change	7.07%	0.23%	0.00%	3.36%	537.50%	0.00%
EPS F1 Estimate 12-Week Change	-79.66%	5.63%	4.22%	-0.25%	380.58%	-161.84%
EPS Q1 Estimate Monthly Change	-99.04%	0.00%	0.00%	5.63%	-27.24%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

Zacks Style Scores

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

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

Value Score	C
Growth Score	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.

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ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

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Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are 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 a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at \$35 and expected to earn \$3 per share in the current fiscal year (F1), would be 0.0857 ($3/35 = 0.0857$) or 8.57%. In other words, for \$1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow (\$/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every \$1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every \$1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated \$2.50 in sales for every \$1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is \$1.10 now versus \$1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from \$1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.