

CSX Corporation (CSX)

\$95.28 (As of 06/22/21)

Price Target (6-12 Months): **\$100.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 02/18/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:D

Value: D

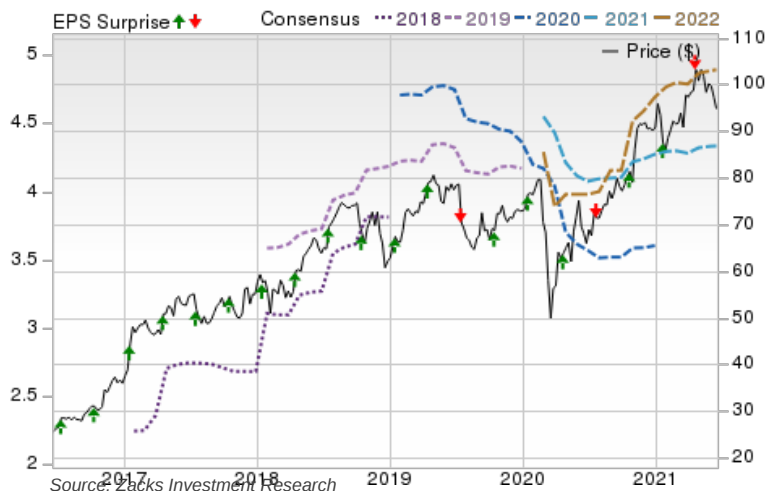
Growth: D

Momentum: B

Summary

CSX is benefiting from robust intermodal volumes, thanks to strong demand for transportation services due to inventory replenishment and higher volumes from East Coast ports. With freight volumes improving as the economy continues to recover, CSX hopes to achieve double-digit revenue growth in the current year. The company's measures to reward its shareholders are encouraging. CSX's sound liquidity position is an added positive. Shares of the company have outperformed its industry in a year's time owing to the abovementioned tailwinds. However, weakness in merchandise and coal volumes is a major cause for concern. With coronavirus concerns continuing, there remains uncertainty surrounding the company's prospects. CSX's elevated capital expenditures are also worrisome as it has the potential to hurt the bottom line.

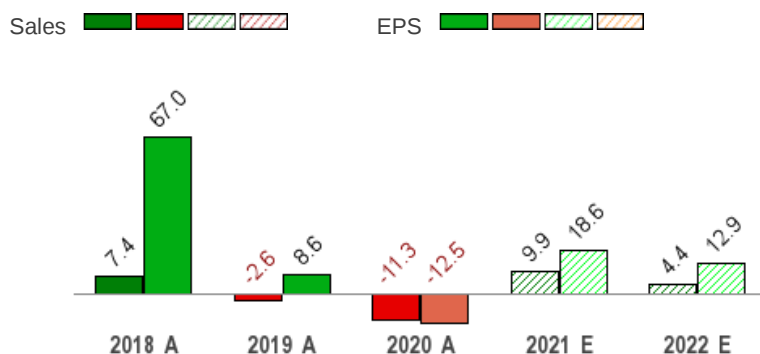
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$104.87 - \$65.37
20-Day Average Volume (Shares)	3,360,196
Market Cap	\$72.2 B
Year-To-Date Price Change	5.0%
Beta	1.17
Dividend / Dividend Yield	\$1.12 / 1.2%
Industry	Transportation - Rail
Zacks Industry Rank	Bottom 48% (130 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-2.1%
Last Sales Surprise	0.1%
EPS F1 Estimate 4-Week Change	0.1%
Expected Report Date	07/28/2021
Earnings ESP	0.0%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	2,986 E	3,134 E	3,005 E	3,085 E	12,142 E
2021	2,813 A	2,900 E	2,880 E	2,984 E	11,633 E
2020	2,855 A	2,255 A	2,648 A	2,825 A	10,583 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.10 E	\$1.22 E	\$1.24 E	\$1.24 E	\$4.89 E
2021	\$0.93 A	\$1.06 E	\$1.15 E	\$1.13 E	\$4.33 E
2020	\$1.00 A	\$0.65 A	\$0.96 A	\$1.04 A	\$3.65 A

*Quarterly figures may not add up to annual.

P/E TTM	26.6
P/E F1	22.0
PEG F1	1.6
P/S TTM	6.9

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/22/2021. The report's text and the

analyst-provided price target are as of 06/23/2021.

Overview

CSX Corporation is one of United States' leading transportation companies. The company, based in Jacksonville, FL, offers rail-based freight transportation services like traditional rail service, transport of intermodal containers and trailers apart from rail-to-truck transfers.

CSX, incorporated in 1978 under Virginia law, offers customers access to a large and interconnected transportation network. The company's fiscal year coincides with the calendar year.

CSX Transportation is the company's primary operating subsidiary. Through the subsidiary, the company provides an important link to the transportation supply chain through its rail network, spanning across approximately 20,500 route miles. CSXT also offers service to multiple production and distribution facilities apart from managing activities like real estate sales.

Through this vast network, the company offers services to major population centers in 23 states east of the Mississippi River, the District of Columbia and Ontario and Quebec in Canada.

CSX owns multiple locomotives. Freight, switching and auxiliary units are present in the locomotive fleet. CSX also leases locomotives on a short-term basis.

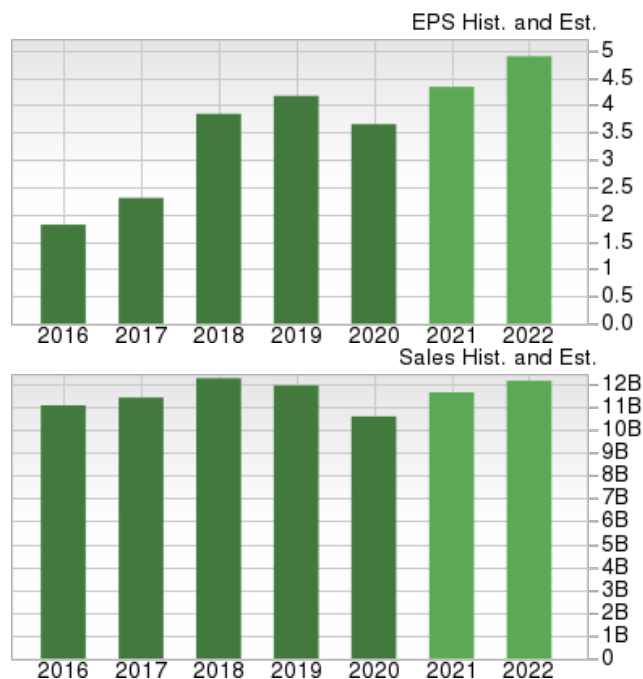
CSX conducts its operations primarily through four business lines:

Merchandise (accounted for 66.9% of total revenue in 2020): The merchandise business consists of one million carloads per year of aggregates, which include crushed stone, sand and gravel, metal, phosphate, fertilizer, food, consumer (manufactured goods and appliances), agricultural, paper and chemical products.

Coal (13.2%): The segment delivers carloads of coal, coke and iron ore to electricity generating power plants, ocean, river and lake piers and terminals, steel makers apart from industrial plants.

Intermodal (16.1%): Through its network of more than 50 terminals, Intermodal serves all the major markets east of the Mississippi River and transports, mainly manufactured consumer goods in containers, thereby providing customers truck-like service for longer shipments.

Other (3.8%): The segment, introduced in the second quarter of 2010, includes other revenues pertaining to Rail as well as Intermodal.



Reasons To Buy:

- ▲ With improvement in the freight environment, CSX's volumes recovered in the fourth quarter of 2020, thanks to strong intermodal volumes. Total volumes increased 4% year over year in the period, driven by 11% rise in intermodal volumes. Intermodal revenues climbed 6% in the quarter owing to strong demand for transportation services due to inventory replenishment and higher volumes from East Coast ports. In the first quarter of 2021, total volumes inched up 1% with 10% rise in intermodal volumes. Thanks to strong volumes, intermodal revenues climbed 11% year over year in the same period. The intermodal segment is expected to generate higher revenues in the second quarter as well.
- ▲ As the economy continues to recover with increased vaccinations, CSX anticipates its volumes to keep improving. To take advantage of this expected increase in volumes, the company is adding headcount in the second quarter. With freight volumes continually improving, CSX hopes to achieve double-digit revenue growth in 2021.
- ▲ Despite adversities, the company's commitment to reward shareholders is encouraging. This February, the company announced an 8% hike in its quarterly dividend to 28 cents per share. Previously, in October 2020, CSX's board approved a new share buyback program, worth \$5 billion. This is in addition to approximately \$1.1 billion already remaining under the existing share repurchase program. In 2020, it repurchased 13 million shares for \$867 million. During the first quarter of 2021, the company repurchased 6 million shares for \$551 million.
- ▲ CSX's cash and cash equivalents stood at \$2,957 million at the end of the first quarter of 2021, much higher than the current debt of \$41 million, implying that the company has sufficient cash to meet its current debt obligations. Moreover, the company's increasing current ratio is encouraging. At the end of the first quarter of 2021, CSX's current ratio was 2.39, higher than 2.2 at the end of the fourth quarter of 2020. Higher the current ratio, more capable the company is to repay its current obligations.

CSX is benefiting from strong intermodal volumes. The company's measures to reward its shareholders are impressive.

Reasons To Sell:

▼ Coronavirus-led woes significantly hurt CSX's 2020 performance. With 5% decline in volumes, total revenues decreased 11% year over year. While volumes recovered in the fourth quarter, thanks to improvement in the freight scene, the same was affected in the first quarter due to extreme winter weather conditions and spike in coronavirus cases. There remains uncertainty over the company's prospects as coronavirus concerns continue. Within the Merchandise unit, volumes are still weak at the Automotive, Chemicals, Minerals, and Agricultural and Food Products sub-segments.

Persistent weakness in the coal segment is a major cause for concern.

▼ Persistent weakness in coal revenues is concerning. Coal revenues declined 8% and 33% in 2019 and 2020, respectively, due to lower domestic and export coal volumes. Reduced electrical demand, lower industrial production and lower global benchmark prices affected domestic and export coal markets in the periods. In the first quarter of 2021, coal revenues slipped 5% year over year due to decline in export coal volumes as a result of reduced international shipments of thermal coal. The scenario pertaining to coal is unlikely to be any different in the second quarter.

▼ Despite coronavirus concerns, CSX did not cut back much on capital expenses. The company incurred capital expenses of \$1.63 billion in 2020, only slightly less than \$1.65 billion incurred in 2019. For 2021, the same is expected to be \$1.7 billion-\$1.8 billion, reflecting spending on its core infrastructure, as well as on technology, and sales and marketing initiatives. Such high capital expenditures have the potential to hamper bottom-line growth.

Last Earnings Report

Earnings Miss at CSX in Q1

CSX's first-quarter 2021 earnings of 93 cents per share missed the Zacks Consensus Estimate of 95 cents. Moreover, the bottom line declined 7% year over year due to operational disruption as a result of extreme winter weather conditions and lingering effects of the coronavirus pandemic on crew availability.

Total revenues of \$2,813 million surpassed the Zacks Consensus Estimate of \$2,810.4 million but dipped 1.5% year over year owing to lower merchandise, coal, and fuel surcharge revenues.

First-quarter operating income decreased 7% to \$1,101 million. Operating ratio (operating expenses as a percentage of revenues) deteriorated to 60.9% from 58.7% in the prior-year quarter, with operating expenses increasing 2% year over year due to rise in labor and fringe costs, as well as materials, supplies and other costs. With respect to operating ratio, lower the value, the better.

Segmental Performance

Merchandise revenues declined 6% year over year to \$1,818 million in the quarter under review. Merchandise volumes also decreased 6% from the year-ago period.

Coal revenues slipped 5% year over year to \$384 million in the reported quarter. Coal volumes contracted 5% due to 13% decline in export coal volumes.

Intermodal revenues climbed 11% year over year to \$468 million. Volumes increased 10%, with both domestic and international shipments increasing as a result of tightening truck capacity among other factors.

Other revenues jumped 42% to \$143 million in the reported quarter.

Liquidity & Share Buyback

The company exited the first quarter with cash and cash equivalents of \$2,955 million compared with \$3,129 million at the end of December 2020. Long-term debt totaled \$16,306 million compared with \$16,304 million at 2020-end. As of Mar 31, 2021, net cash provided by operating activities was \$1,232 million compared with \$1,178 million in the year-earlier period.

As of Mar 31, 2021, CSX repurchased 6 million shares for \$551 million.

Quarter Ending

03/2021

Report Date	Apr 20, 2021
Sales Surprise	0.09%
EPS Surprise	-2.11%
Quarterly EPS	0.93
Annual EPS (TTM)	3.58

Recent News

Stock Split — Jun 4, 2021

CSX's board approved a three-for-one common stock split in the form of a stock dividend. Per the company, each stockholder of record at the close of trading on Jun 18, 2021 will get two additional shares of CSX common stock for each share held as of this record date. The new shares will be distributed among the company's shareholders on Jun 28. Management further stated that the regular quarterly dividend of 28 cents per share, which is payable Jun 15, will remain unaffected by this stock split. Going by the current dividend rate, the quarterly dividend (after the split) on the company's common stock will be \$9.3 cents per share.

CSX to Buy Quality Carriers — May 13, 2021

CSX has signed a definitive agreement to acquire Quality Carriers from Quality Distribution. Terms of the agreement were not disclosed. Quality Carriers is a provider of bulk liquid chemicals transportation, operating an extensive bulk tank trucking fleet in North America with the help of about 2,500 drivers. The company has a network of more than 100 company-owned and affiliate terminals and facilities across the United States, Canada and Mexico.

The transaction is expected to expand the reach of both the companies by creating a unique multimodal chemicals transportation solution. Post acquisition, Quality Carriers' current president, Randy Strutz, is expected to continue to lead the business as part of CSX. The deal is expected to close in the third quarter of 2021, subject to regulatory and customary closing conditions.

Dividend Update — May 8, 2021

CSX's board approved a quarterly dividend of 28 cents per share, payable to shareholders on Jun 15, of record as of May 31.

Valuation

CSX shares are up 5% and 41.2% in the year-to-date period and over the trailing 12-month period respectively. Stocks in the Zacks sub-industry and the Zacks Transportation sector are up 5.6% and 9.4% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are up 39.4% and 47.2% respectively.

The S&P 500 index is up 13.3% and 40.5% in the year-to-date period and in the past year respectively.

The stock is currently trading at 20.71X forward 12-month price to earnings which compares to 21.42X for the Zacks sub-industry, 23.51X for the Zacks sector and 21.61X for the S&P 500 index.

Over the past five years, the stock has traded as high as 25.72X and as low as 11.33X, with a 5-year median of 18.42X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$100 price target reflects 21.74X forward 12-month earnings.

The table below shows summary valuation data for CSX

Valuation Multiples - CSX					
		Stock	Sub-Industry	Sector	S&P 500
P/E F 12M	Current	20.71	21.42	23.51	21.61
	5-Year High	25.72	22.98	32.24	23.83
	5-Year Low	11.33	15.09	11.17	15.31
	5-Year Median	18.42	18.16	14.68	18.05
EV/EBITDA TTM	Current	14.99	17.96	20.3	17.35
	5-Year High	38.74	28.71	21.19	17.74
	5-Year Low	7.03	8.93	5.32	9.63
	5-Year Median	11.81	13.56	7.79	13.47
P/S F 12M	Current	6.08	6.92	1.56	4.69
	5-Year High	6.73	7.31	1.67	4.74
	5-Year Low	2.11	3.58	0.91	3.21
	5-Year Median	4.56	5.06	1.36	3.72

As of 06/22/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 48% (130 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Berkshire Hathaway Inc. (BRK.B)	Neutral	3
Canadian National Railway Company (CNI)	Neutral	3
Canadian Pacific Railway Limited (CP)	Neutral	3
FedEx Corporation (FDX)	Neutral	2
Kansas City Southern (KSU)	Neutral	3
Norfolk Southern Corporation (NSC)	Neutral	3
Union Pacific Corporation (UNP)	Neutral	3
WEST JAPAN RAIL (WJRY)	Neutral	3

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

Industry Comparison Industry: Transportation - Rail				Industry Peers		
	CSX	X Industry	S&P 500	CNI	NSC	UNP
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	3
VGM Score	D	-	-	C	B	C
Market Cap	72.17 B	29.46 B	30.14 B	74.85 B	66.08 B	145.48 B
# of Analysts	9	5.5	12	10	9	9
Dividend Yield	1.18%	0.76%	1.35%	0.84%	1.50%	1.95%
Value Score	D	-	-	C	C	C
Cash/Price	0.04	0.04	0.06	0.01	0.02	0.01
EV/EBITDA	14.84	16.99	17.08	16.77	17.92	16.39
PEG F1	1.59	2.29	2.05	2.46	2.01	2.29
P/B	5.48	4.64	4.08	4.76	4.51	8.95
P/CF	17.41	18.88	17.37	18.73	20.53	18.88
P/E F1	21.97	22.96	20.93	22.03	23.33	22.88
P/S TTM	6.85	6.80	3.37	7.15	6.74	7.54
Earnings Yield	4.54%	4.34%	4.67%	4.54%	4.29%	4.37%
Debt/Equity	1.24	0.83	0.66	0.62	0.83	1.55
Cash Flow (\$/share)	5.47	3.56	6.83	5.64	12.86	11.60
Growth Score	D	-	-	B	B	C
Historical EPS Growth (3-5 Years)	21.38%	11.67%	9.59%	4.16%	15.83%	13.59%
Projected EPS Growth (F1/F0)	18.75%	24.54%	21.62%	21.01%	22.39%	16.89%
Current Cash Flow Growth	-10.55%	-7.81%	0.99%	-7.81%	-9.35%	-4.51%
Historical Cash Flow Growth (3-5 Years)	5.68%	5.56%	7.28%	1.56%	6.18%	2.75%
Current Ratio	2.39	1.02	1.39	1.19	1.02	0.76
Debt/Capital	55.34%	45.28%	41.51%	38.12%	45.28%	60.71%
Net Margin	25.62%	23.61%	11.95%	25.64%	23.51%	27.02%
Return on Equity	21.42%	17.85%	16.48%	19.63%	16.07%	32.45%
Sales/Assets	0.27	0.29	0.51	0.31	0.26	0.31
Projected Sales Growth (F1/F0)	9.92%	10.38%	9.48%	16.89%	10.38%	8.39%
Momentum Score	B	-	-	B	B	B
Daily Price Change	-0.55%	0.19%	0.51%	0.50%	-0.26%	0.68%
1-Week Price Change	-2.55%	-4.00%	0.00%	-5.11%	-3.71%	-2.95%
4-Week Price Change	-3.82%	-2.40%	1.39%	0.17%	-4.99%	-1.33%
12-Week Price Change	-1.13%	2.66%	7.27%	-8.98%	-2.30%	-0.97%
52-Week Price Change	37.23%	29.30%	35.61%	20.44%	51.34%	29.30%
20-Day Average Volume (Shares)	3,360,196	566,847	1,876,146	2,296,667	1,063,136	2,554,451
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	-0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.05%	0.05%	0.03%	0.62%	1.17%	0.15%
EPS F1 Estimate 12-Week Change	1.25%	1.02%	3.59%	2.48%	2.31%	1.02%

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

EPS Q1 Estimate Monthly Change	0.00%	:	0.66%	0.00%	:	1.41%	1.31%	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	D
Growth Score	D
Momentum Score	B
VGM Score	D

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

Disclosures

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Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a medium-term price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock's closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the most recent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn't change frequently, dividend yield usually changes with a stock's price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock's weight in the index is

proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every \$1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-

term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

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

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

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

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

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

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

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

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

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

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

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

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital

intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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