

Citrix Systems Inc. (CTXS)

\$115.96 (As of 06/25/21)

Price Target (6-12 Months): **\$99.00**

Long Term: 6-12 Months

Zacks Recommendation: Underperform

(Since: 05/04/21)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

5-Strong Sell

Zacks Style Scores:

VGM:C

Value: C

Growth: C

Momentum: A

Summary

Citrix is hit hard by decline in both Workspace and App Delivery and Security revenues. Also, shift toward software-based solutions from traditional hardware is likely to dent App Delivery and Security revenues in the days ahead. Further, decline in Professional Services revenues is an overhang. A highly leveraged balance sheet along with forex volatility and stiff competition are persistent headwinds. Shares of the company have underperformed the industry on a year-to-date basis. Nonetheless, Citrix is well-poised to benefit from robust uptake of unified digital workspace solutions driven by coronavirus crisis-induced demand for secure and reliable work-from-home solutions. The buyout of Wrike is also expected to boost the company's presence in the software as a service (SaaS)-based collaborative work management solutions' space.

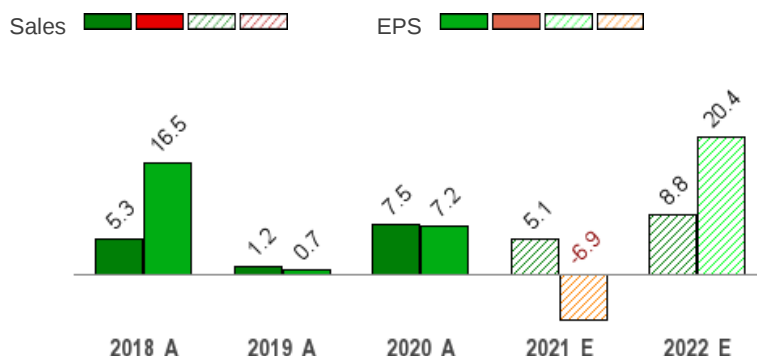
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$173.56 - \$111.26
20-Day Average Volume (Shares)	1,091,395
Market Cap	\$14.4 B
Year-To-Date Price Change	-10.9%
Beta	0.15
Dividend / Dividend Yield	\$1.48 / 1.3%
Industry	Computer - Software
Zacks Industry Rank	Bottom 29% (180 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	0.0%
Last Sales Surprise	-2.7%
EPS F1 Estimate 4-Week Change	0.5%
Expected Report Date	07/22/2021
Earnings ESP	0.0%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	826 E	868 E	868 E	930 E	3,704 E
2021	776 A	845 E	831 E	898 E	3,403 E
2020	861 A	799 A	767 A	810 A	3,237 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.50 E	\$1.57 E	\$1.65 E	\$1.96 E	\$6.84 E
2021	\$1.42 A	\$1.19 E	\$1.37 E	\$1.71 E	\$5.68 E
2020	\$1.73 A	\$1.53 A	\$1.38 A	\$1.46 A	\$6.10 A

*Quarterly figures may not add up to annual.

P/E TTM	20.0
P/E F1	20.4
PEG F1	2.5
P/S TTM	4.6

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/25/2021. The report's text and the

analyst-provided price target are as of 06/28/2021.

Overview

Founded in 1989 and headquartered in Fort Lauderdale, FL, Citrix Systems is a leading provider of virtualization, networking and cloud computing solutions to more than 400,000 organizations worldwide.

Citrix offers secure digital workspace technologies which are cloud-based and can be managed across both hybrid and multi-cloud infrastructures. The cloud-based approach enables customers to avail centralized control and SaaS-style updates in a cost-effective manner and reducing complexity.

Its offerings include XenApp, XenServer, XenApp, XenDesktop, XenMobile ShareFile service and NetScaler services.

The company's vision is to offer general purpose digital workspace that empowers all users with unified, secure, and reliable access to all apps and content required to be creative - anytime, anywhere.

The company is moving towards a subscription-based business model. The company helps to simplify its solutions naming to three categories: Digital Workspace, Networking, and Analytics.

Moreover, the company's partner community comprises thousands of value added resellers, or VARs known as Citrix Solution Advisors, value-added distributors (VADs), systems integrators, (Sis), independent software vendors (ISVs), original equipment manufacturers (OEMs), and Citrix Service Providers (CSPs).

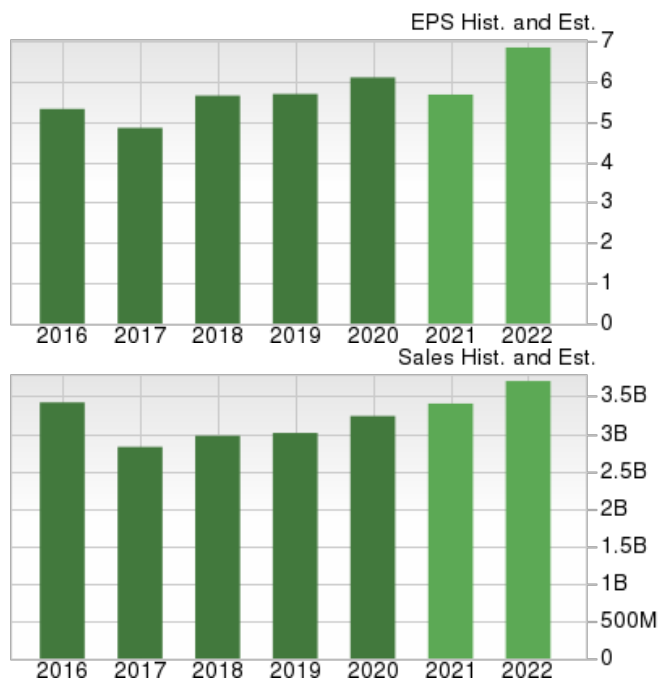
Citrix reported revenues of \$3.24 billion in 2020. The company has three reportable groupings:

Product and License (14% of the total revenues in 2020) comprise revenues from perpetual product offerings primarily from the sale of software solutions.

Subscription (34%) account for revenues from ratable cloud services solutions, on-premise subscriptions and Citrix Service Providers (CSPs) offerings.

Support and Services (52%) comprise revenues from perpetual product and license offerings.

Citrix is facing increased competition from with VMware's Horizon, Workspace ONE, and AirWatch offerings and Amazon Web Service's ("AWS") Amazon WorkSpaces, Microsoft (particularly post the acquisition of FSLogix), among others.



Source: Zacks Investment Research

Reasons To Sell:

- ▼ Citrix is facing increased competition from all product group segments. Citrix Workspace solutions compete with VMware's Horizon, Workspace ONE, and AirWatch offerings and Amazon Web Service's ("AWS") Amazon WorkSpaces, Microsoft (particularly post the acquisition of FSLogix), among others. Considering networking solutions, the company faces competition from companies including the likes of F5 Networks, Fortinet, and AWS. Citrix's content collaboration offering, ShareFile directly competes with Box, Dropbox, Alphabet's Google and Microsoft, among other companies. Intensifying competition negatively impacts pricing power, which is likely to keep margins under pressure.
- ▼ High costs have hurt the bottom line for quite some time. Moreover, Citrix results are liable to be affected by foreign exchange movements as it continues to foray into non-U.S. markets. Notably, International revenues (sales outside Americas) contributed approximately 45.4% to net revenues in 2020.
- ▼ Citrix has a leveraged balance sheet, which adds to the risk of investing in the company. As of Mar 31, 2021, the company's cash and cash equivalents and investments stood at \$510 million, while long-term debt at the end of the quarter was \$3.473 billion. In the first quarter 2021, Citrix entered in to a \$1-billion unsecured term loan agreement to finance the buyout of Wrike. It also issued \$750 million worth of senior notes (slated to mature in 2026). Moreover, total debt to total capital stands at 93.3% compared with industry's figure of 36.4%. Although the company generates significant cash flow, the high debt level can not only jeopardize its ability to sustain dividend payout and buyback shares, but also pursue accretive acquisitions.

Stiff competition, high costs and significant exposure to foreign markets are major headwinds.

Risks

- The desktop virtualization market is expected to accelerate in the near future. Per Mordor Intelligence, the desktop virtualization market is projected to witness a CAGR of 10.6% from 2021 to 2026. Centralized management of employee desktops will provide greater security, control and cost savings. This augurs well for Citrix's XenDesktop solution. Moreover, rise in remote work trend due to the ongoing pandemic has bolstered the adoption of its desktop virtualization solutions. Besides, Citrix is well poised to have gain from the COVID-19 induced digital transformation across all industries, as more companies transition from on-premise to the cloud to improve their efficiency. Notably, the company has extended its Remote PC Access solution to the cloud to capitalize on this demand. Also, the company's efforts to enhance the security capabilities of its offerings amid increasing threat of cyber-attacks hold promise.
 - Citrix has expanded its business through partnerships with established sector players. Citrix, in collaboration with Microsoft, provides services enabling enterprises to deploy Windows 10 desktop systems and other apps, and tools directly on Azure cloud platform, consequently simplifying the implementation of new workspaces. The company has also extended the application of ShareFile workflows and connectors to Google Drive and G-Suite, as part of its ongoing alliance with Google. Moreover, the company has deployed its Cloud services including XenDesktop and XenApp on Oracle Cloud Marketplace. This is likely to lead to new customer additions, consequently generating incremental revenues. Markedly, Citrix partnered with Check Point Software Technologies to roll out additional next-gen firewalls within Citrix SD-WAN. The introduction of burst capacity licenses to attract more small and medium businesses is expected to boost the top line in the quarters ahead. We believe the extended collaborations augur well for the company in the long haul amid the digital transformation era, wherein enterprises seek to find a common ground between on-premise and cloud infrastructures.
 - The company has been active on the acquisition front of late. Buyouts have aided growth by expanding its product portfolio and adding competence. Recently, Citrix concluded the buyout of Wrike, for \$2.25 billion, to boost its presence in the SaaS-based collaborative work management solutions' space. Per Citrix, Wrike is expected to witness 30% growth in SaaS annualized recurring revenues (ARR) to \$180-\$190 million in 2021. The buyout will be neutral to the company's non-GAAP earnings and free cash flow for 2022 but will become accretive to financials afterwards. Prior to that, in a customer-friendly move, the company had purchased Cedexis — a web monitoring company. Citrix completed the spin-off and merger of its GoTo business with LogMeIn in 2017 aimed at improving its efficiencies. Moreover, in February 2019, the company acquired Sapho in a bid to empower the company's comprehensive Citrix Workspace suite with guided work capabilities. We believe acquisition of Sapho will enable the company to fortify its competitive position in the rapidly growing desktop virtualization market.
 - We believe efforts to reward shareholders through dividend payments deserve a special mention. The company hiked its quarterly dividend to 37 cents, up 5.7% in the fourth quarter of 2020. The company paid out quarterly dividend of 37 cents worth \$46 million in the first quarter of 2021. Cash flow from operations was reported at \$213 million. The ability to generate cash flows reflects that the company is making investments in the right direction and is expected to help it sustain current dividend payout (0.40) level at least in the near term. Moreover, strong cash flows are expected to help Citrix to continue with shareholder friendly initiatives of share repurchase.
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Last Earnings Report

Citrix Q1 Earnings Decline Year Over Year

Citrix reported first-quarter 2021 non-GAAP earnings of \$1.42 per share, which declined 17.9% year over year.

Citrix reported revenues (including contribution from Wrike) of \$775.77 million for the first quarter of 2021, down 10% on a year-over-year basis.

Decline in Workspace revenues (due to discontinuation of Workspace perpetual license offering) as well as App Delivery and Security revenues negatively impacted the company's top-line performance. Transition to subscription-based model is exerting pressure on Product and License revenues as well as Support and Services revenues.

Quarter in Details

Product and license revenues (6% of total revenues) declined 74% year over year to \$44 million.

Support and services revenues (50%) declined 7% on a year-over-year basis to \$389 million.

Subscription revenues (44%) surged 28% from the year-ago quarter's figure to \$342 million.

During the quarter under review, SaaS revenues were \$171 million (50% of total subscription revenues), up 40% year over year. Notably, SaaS revenues account for significant part of subscription transition. Other subscription revenues in the reported quarter totaled \$171 million, rising 17% year over year.

Total ARR (annualized recurring revenues) came in at \$2.94 billion, indicating year-over-year growth of 22%. Total ARR, excluding Wrike, increased 15% year over year in the quarter under review.

Subscription ARR came in at 1.51 billion, surging 81% year over year. Software as a service (SaaS) ARR stood at 943 million, up 70% year over year.

The company introduced total ARR metric in the first quarter of 2021 to provide visibility into Citrix's operations performance amid business model transition.

In the first quarter, Citrix cloud paid subscribers stood at 10.3 million, up 34% year over year.

Future committed revenues (deferred plus unbilled) were \$3.04 billion, up 20% year over year.

Citrix closed the acquisition of Wrike for \$2.25 billion in February 2021. Wrike is engaged in offering SaaS -based collaborative work management solutions to enterprises.

The acquisition added \$7 million to SaaS revenue (after purchasing accounting adjustments) in the first quarter and contributed \$150 million SaaS ARR. On a non-GAAP basis, expenses directly related to the acquisition including professional fees, integration costs and other expenses came in at \$19 million. This impacted non-GAAP earnings per share for the quarter by 15 cents.

Revenues per Product Group

Workspace revenues (75% of total revenues) declined 11% year over year to \$581 million, courtesy of discontinuation of Workspace perpetual license offering and tougher year-over-year comparison.

Workspace subscription revenues increased 34% year over year and contributed 48% to the figure. Approximately 53% of Workspace SaaS bookings were subscription based.

App Delivery and Security revenues (22%) declined 6% from the year-ago quarter's level to \$170 million. App Delivery and Security subscription revenues soared 29% from the prior-year quarter's figure. App Delivery and Security software revenues contributed 48% to App Delivery and Security revenues.

Approximately 89% of App Delivery and Security product bookings were subscription based. The company anticipates shift toward software-based solutions from traditional hardware to exert pressure on App Delivery and Security revenues in the days ahead. The company changed Networking product grouping to App Delivery and Security beginning fourth-quarter 2020.

Professional Services revenues (3%) declined 9% on a year-over-year basis to \$25 million. As business shifts toward subscription solutions, Professional services revenues are anticipated to decline over time due to transition to subscription-based model.

Quarter Ending	03/2021
Report Date	Apr 29, 2021
Sales Surprise	-2.67%
EPS Surprise	0.00%
Quarterly EPS	1.42
Annual EPS (TTM)	5.79

Geographic Revenues

Revenues in the Americas (55% of total revenues) were \$427 million, down 12% on a year-over-year basis. Meanwhile, revenues in Europe, Middle East and Africa or EMEA (36% of total revenues) declined 5% from the year-ago quarter's figure to \$278 million. Revenues in Asia-Pacific and Japan or APJ (9% of total revenues) declined 14% year over year to \$71 million.

Margin Details

Total operating expenses dropped 0.7% year over year to \$540 million. As a percentage of revenues, the figure expanded 640 basis points (bps) to 69.6%.

Non-GAAP operating margin was reported at 27%, which contracted 400 bps year over year.

Balance Sheet & Cash Flow

As of Mar 31, 2021, Citrix had cash and cash equivalents and investments of \$510 million compared with \$891 million as of Dec 31, 2020.

As of Mar 31, 2021, long-term debt at the end of the quarter came in at \$3.473 billion. In the quarter under review, Citrix entered in to a \$1-billion unsecured term loan agreement to finance the buyout of Wrike. It also issued \$750 million worth of senior note (slated to mature in 2026).

Cash flow from operations was reported at \$213 million compared with \$120 million in the prior quarter.

The company paid out dividends worth \$46 million in the first quarter. Notably, Citrix's board of directors announced quarterly dividend of 37 cents per share, payable on Jun 25, to shareholders as on Jun 11.

Q2 Guidance

For second-quarter 2021, Citrix anticipates revenues between \$840 million and \$850 million.

Moreover, non-GAAP earnings are expected in the range of \$1.15-\$1.20 per share.

2021 Outlook

For 2021, Citrix now expects revenues between \$3.38 and \$3.42 billion compared with the earlier guidance of \$3.33-\$3.36 billion.

Moreover, non-GAAP earnings are now expected to be between \$5.60 and \$5.80 per share. Earlier, the company had guided non-GAAP earning to be between \$6.20 and \$6.40 per share. The lowering of guidance is due to impact of Wrike acquisition.

Wrike is expected to report SaaS ARR of \$180-\$190 million in 2021, noted Citrix.

The buyout will be neutral to Citrix's non-GAAP earnings and free cash flow for 2022 but will become accretive to financials afterwards.

Management now anticipates non-GAAP operating margin in the range of 27-28% compared with approximately 30% guided earlier.

Recent News

On Jun 15, Citrix disclosed that that Denmark-based Albertslund Municipality is leveraging Citrix Workspace solutions including Citrix Analytics for Performance to deliver a seamless work-from-home experience for employees amid the ongoing COVID-19 crisis.

On May 18, Citrix revealed that IT solutions provider — iOCO — was deploying Citrix Virtual Apps and Desktops, Citrix Analytics for Security, Citrix SD-WAN and Citrix Cloud to provide employees with a seamless work experience.

On May 4, Citrix revealed that Ottawa Hospital leveraged Citrix's digital workspace solutions that include Citrix Virtual Apps and Desktops, Citrix Workspace and Citrix ADC offerings to create a Digital Health Network.

On May 4, Citrix revealed that Australasia-based e-commerce giant Grays was leveraging Citrix SD-WAN solution to offer uninterrupted connectivity across all its branches.

On Apr 29, Citrix announced its quarterly dividend of 37 cents per share, payable on Jun 25 to shareholders as on Jun 11.

On Apr 26, Citrix disclosed that OneMain Financial was leveraging its digital workspace solutions that include Citrix Virtual Apps and Desktops and Citrix ADC offerings.

On Apr 19, Citrix announced a new distribution agreement with SYNEX Corporation. As a part of the agreement, SYNEX will make available Citrix digital workspace solutions to its partner ecosystem.

On Apr 6, Citrix disclosed that that Netherlands-based Vitens is leveraging its Citrix Virtual Apps and desktop service as a part of its transition to cloud. Vitens is one of the largest utility companies in Netherlands and is engaged in providing potable water.

On Mar 23, Citrix revealed that Teleperformance was leveraging its digital workspace solutions that include Citrix Virtual Apps and Desktops and Citrix application delivery controller (ADC) offerings. This will enable Teleperformance facilitate a seamless remote work experience for its employees amid the ongoing pandemic.

On Mar 16, Citrix and Major League Baseball (MLB) announced a new multi-year alliance that will help evolve MLB's business operations. The league will leverage Citrix's digital workspace solutions to aid employees to develop and deliver the future of baseball in a more agile manner.

On Mar 1, Citrix announced closure of Wrike acquisition. On Jan 19, Citrix had announced its intent to acquire Wrike for \$2.25 billion. Wrike is engaged in offering SaaS-based collaborative work management solutions to enterprises.

Valuation

Citrix Systems' shares are down 10.9% in the year-to-date period and 19.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector are up 16.3% and 17.6% in the year-to-date period, respectively. In the past year, the Zacks sub-industry and sector are up 33.3% and 51.1%, respectively.

The S&P 500 index is up 14.7% in the year-to-date period, and 42.4% in the past year.

The stock is currently trading at 18.56X forward 12-month earnings compared with 33.23X for the Zacks sub-industry, 27.89X for the Zacks sector and 21.82X for the S&P 500 index.

In the past five years, the stock has traded as high as 40.13X and as low as 18.13X, with a five-year median of 22.99X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$99 price target reflects 15.78X forward 12-month earnings.

The table below shows summary valuation data for CTXS

Valuation Multiples - CTXS					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	18.56	33.23	27.89	21.82
	5-Year High	40.13	35.41	28.33	23.83
	5-Year Low	18.13	20.07	16.98	15.31
	5-Year Median	22.99	26.3	20.23	18.05
P/S F12M	Current	4.07	8.7	4.97	4.75
	5-Year High	6.43	8.7	4.97	4.75
	5-Year Low	3.6	4.26	2.8	3.21
	5-Year Median	4.53	6.21	3.53	3.72
EV/Sales TTM	Current	5.51	9.42	5.74	4.91
	5-Year High	6.74	9.45	5.79	4.91
	5-Year Low	3.49	3.81	3.13	2.65
	5-Year Median	4.86	6.43	4.01	3.64

Industry Analysis Zacks Industry Rank: Bottom 29% (180 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Amazon.com, Inc. (AMZN)	Outperform	3
Akamai Technologies, Inc. (AKAM)	Neutral	3
Broadcom Inc. (AVGO)	Neutral	2
Box, Inc. (BOX)	Neutral	4
Dropbox, Inc. (DBX)	Neutral	3
F5 Networks, Inc. (FFIV)	Neutral	3
Fortinet, Inc. (FTNT)	Neutral	3
VMware, Inc. (VMW)	Neutral	3

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

Industry Comparison Industry: Computer - Software				Industry Peers		
	CTXS	X Industry	S&P 500	BOX	DBX	VMW
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	5	-	-	4	3	3
VGM Score	C	-	-	A	B	B
Market Cap	14.40 B	2.54 B	30.37 B	4.10 B	12.12 B	65.82 B
# of Analysts	4	3	12	5	4	9
Dividend Yield	1.28%	0.00%	1.33%	0.00%	0.00%	0.00%
Value Score	C	-	-	B	C	B
Cash/Price	0.03	0.08	0.06	0.15	0.16	0.09
EV/EBITDA	20.92	26.25	17.25	51.21	-176.50	18.03
PEG F1	2.56	2.58	2.09	NA	0.54	0.91
P/B	57.67	7.28	4.15	32.88	NA	6.96
P/CF	19.37	34.81	17.53	56.81	39.13	22.42
P/E F1	20.80	37.82	21.20	33.35	22.17	22.64
P/S TTM	4.57	5.46	3.42	5.20	6.15	5.47
Earnings Yield	4.90%	2.40%	4.61%	3.01%	4.50%	4.42%
Debt/Equity	13.91	0.19	0.66	3.33	-18.47	0.53
Cash Flow (\$/share)	5.99	1.41	6.86	0.44	0.77	7.01
Growth Score	C	-	-	A	A	A
Historical EPS Growth (3-5 Years)	-0.75%	12.23%	9.59%	NA	NA	11.43%
Projected EPS Growth (F1/F0)	-6.97%	12.43%	21.79%	8.00%	46.51%	-3.60%
Current Cash Flow Growth	-7.75%	8.82%	1.02%	-226.23%	63.47%	5.30%
Historical Cash Flow Growth (3-5 Years)	-5.00%	11.21%	7.28%	20.19%	30.49%	12.23%
Current Ratio	0.69	1.70	1.39	1.43	1.89	1.09
Debt/Capital	93.29%	16.96%	41.51%	76.92%	33.95%	34.54%
Net Margin	13.11%	7.33%	12.06%	-4.11%	-12.59%	17.44%
Return on Equity	547.90%	14.74%	16.59%	-26.18%	43.70%	24.89%
Sales/Assets	0.61	0.51	0.51	0.69	0.70	0.42
Projected Sales Growth (F1/F0)	4.57%	7.41%	9.56%	10.26%	10.99%	9.11%
Momentum Score	A	-	-	C	D	D
Daily Price Change	1.26%	0.00%	0.33%	-0.12%	1.24%	0.83%
1-Week Price Change	0.13%	1.79%	2.74%	0.88%	3.67%	1.68%
4-Week Price Change	0.87%	3.06%	1.82%	8.15%	10.46%	-0.49%
12-Week Price Change	-17.36%	3.59%	6.49%	5.09%	10.30%	3.10%
52-Week Price Change	-18.78%	41.25%	42.26%	17.36%	40.71%	7.25%
20-Day Average Volume (Shares)	1,091,395	153,195	1,881,795	2,554,209	5,919,912	1,042,317
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.48%	0.00%	0.02%	-70.27%	0.00%	-2.65%
EPS F1 Estimate 12-Week Change	-24.58%	2.21%	3.59%	-69.62%	4.42%	5.59%

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	1.50%	:	0.00%	0.00%	:	-64.52%	0.00%	-4.84%
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.

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 mediumterm price change metric and an indication of the stock gaining momentum.

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

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

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

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

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

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

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

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

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

proportionate to its market value.

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

P/TB Ratio: The price-to-tangible-book value ratio is calculated as 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.