Dillards Inc. (DDS)

$32.45 (As of 09/04/20)

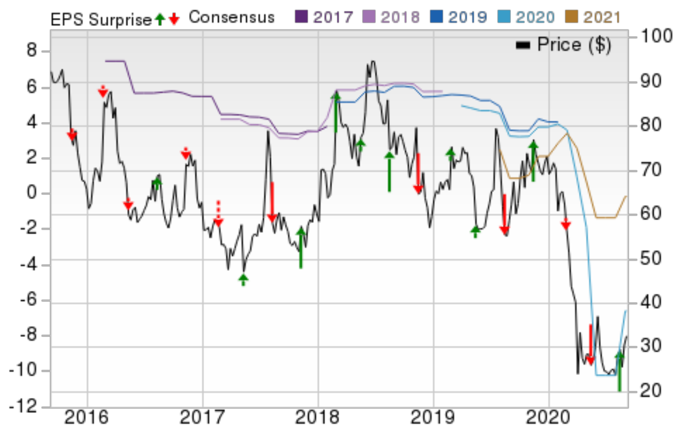
Price Target (6-12 Months): **$34.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 04/28/20) Prior Recommendation: Underperform	Neutral
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	3-Hold
	Zacks Style Scores:	VGM:D
	Value: C | Growth: D | Momentum: D	

Summary

Shares of Dillard's have outpaced the industry in the past three months. Its second-quarter fiscal 2020 results reflected a bounce back, with a narrower-than-expected loss per share. Results were driven by the reopening of all its stores as of Jun 2, except for one. Moreover, it has been witnessing improved sales trends at the reopened stores, generating about 72% of the prior-year quarter's sales between Jun 2 and Aug 1. Its bottom line gained from aggressive measures to lower excess inventory, which helped lower markdowns as well as gross margin. Gains from lower payroll expense and cost savings led to reduced operating expenses. However, soft sales trends and retail traffic have been hurting the company's top lines in the past few months due to the pandemic. It expects to be in an operating loss position for fiscal 2020.

Price, Consensus & Surprise

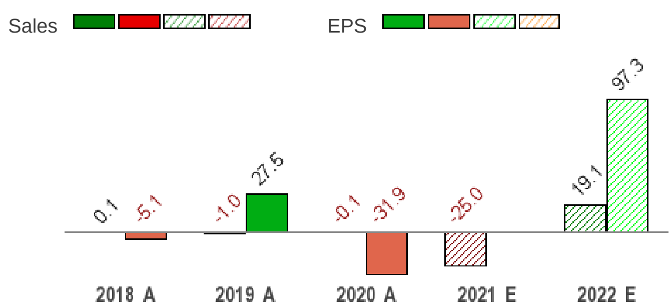


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$84.47 - $21.50**
20-Day Average Volume (Shares)	**674,509**
Market Cap	**$753.8 M**
Year-To-Date Price Change	**-55.8%**
Beta	**0.99**
Dividend / Dividend Yield	**$0.60 / 1.8%**
Industry	**Retail - Regional Department Stores**
Zacks Industry Rank	**Top 49% (123 out of 251)**
Last EPS Surprise	**91.9%**
Last Sales Surprise	**-4.8%**
EPS F1 Estimate 4-Week Change	**35.3%**
Expected Report Date	**NA**
Earnings ESP	**0.0%**
P/E TTM	**NA**
P/E F1	**NA**
PEG F1	**NA**
P/S TTM	**0.2**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	1,146 E	1,251 E	1,296 E	1,866 E	5,674 E
2021	787 A	919 A	1,214 E	1,843 E	4,763 E
2020	1,465 A	1,459 A	1,388 A	1,968 A	6,348 A

EPS Estimates

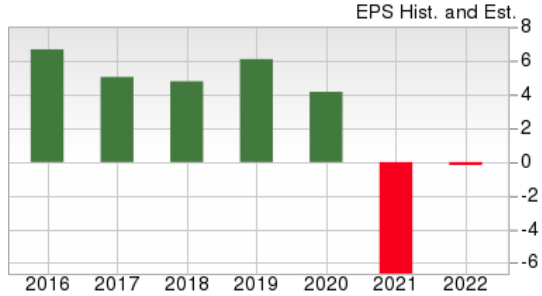
	Q1	Q2	Q3	Q4	Annual*
2022	-$1.09 E	-$0.89 E	-$0.18 E	$2.32 E	-$0.18 E
2021	-$6.94 A	-$0.37 A	-$0.86 E	$1.74 E	-$6.63 E
2020	$2.77 A	-$1.74 A	$0.23 A	$2.75 A	$4.17 A

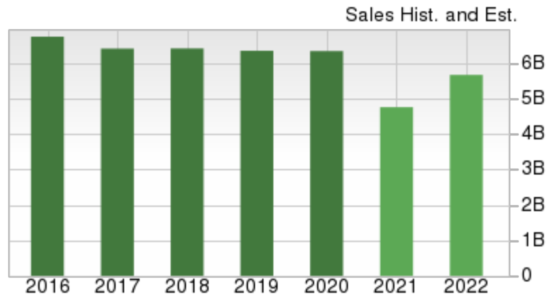
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/04/2020. The reports text is as of 09/07/2020.

Overview

Dillard's Inc. is a large departmental store chain featuring fashion apparel and home furnishings. As of Aug 1, 2020, Dillard's had about 251 namesake outlets and 31 clearance centers spanning in 29 states. The company also sells its merchandize through the Internet at www.dillards.com. Stores are mainly located in the Southwest, Southeast, and Midwest regions of the United States.





The company's primary product categories comprise women's and children's apparel, shoes, accessories and lingerie, men's clothing and accessories, cosmetics, home, and children's clothing. Its merchandise mix consists of both branded and private-label items. The company's strategy is to offer more fashion-forward and trendy products in order to attract customers.

Dillard's also owns a real estate investment trust (REIT), which helps it to enhance its liquidity position. Revenues of a REIT company mostly come from either rent or mortgage payments. The company has an obligation to distribute at least 90% of its taxable income to investors in the form of dividends. A REIT company does not have to pay taxes at the corporate level.

Moreover, Dillard's has a wholly owned captive insurance company, which enables it to manage its risks more efficiently and provide access to more reinsurance markets. A captive insurance company is an 'in-house' insurance company with limited purpose, which insures the risks of its parent company. The captive insurance company may reinsure some or all risks, or may retain such risks of its parent company. The primary goal of forming a captive insurance company is to retain the profit that would have been made by an outside third-party insurance company or in a situation where the coverage is not available for business risks.

Source: Zacks Investment Research

Reasons To Buy:

▲ **Store Re-openings Aid Q2 Performance:** Dillard's bounced back in second-quarter fiscal 2020, after a dismal performance in the first quarter. It reported narrower-than-expected loss per share in second-quarter fiscal 2020. Moreover, loss per share of 37 cents compared favorably with an adjusted loss per share of $1.74 in the year-ago quarter. Notably, all of the company's stores reopened and were operational as of Jun 2, except for one. All the reopened stores operated at reduced hours. Moreover, the company has been witnessing improved sales trends at the reopened stores, generating about 72% of the prior-year quarter's sales between Jun 2 and Aug 1. This primarily aided its results in the fiscal second quarter. Although shares of Dillard's lost 13.5% in the past three months, it fared better than the industry's decline of 21.1%.

Dillard's witnesses robust sales at the reopened stores, generating about 72% of the prior-year quarter's sales between Jun 2 and Aug 1. All stores, except one, were operational as of Jun 2.

▲ **Inventory Management Aids Margins:** Citing the extended store closures and business disruptions, Dillard's has taken several steps to reduce costs starting the fiscal first-quarter which continued in the second quarter. Some of these are extension of vendor payment terms; cancellation, suspension and delaying of shipments; merchandise purchases reduction; reduction of discretionary and capital expenditures and payroll reduction. Additionally, the company adopted aggressive measures to lower excess inventory driven by the reduced demand in the fiscal second quarter, due to the coronavirus pandemic and store closures enforced by the government. Consequently, it continued to significantly reduce total merchandise purchases, resulting in a decline of 62% in the fiscal second quarter. This also helped the company to end the fiscal second quarter with inventory down 20% year over year. The reasonable ending inventory bodes well for the fiscal third quarter.

Moreover, inventory reductions resulted in lower markdowns during the fiscal second quarter, which boosted gross margin. Notably, retail gross margin improved 239 basis points (bps) compared with the year-ago quarter primarily due to lower markdowns. On a consolidated basis, gross margin expanded 271 bps year over year to 67.7%.

▲ **Cost Decline on Lower Payroll Expenses:** Dillard's retail SG&A expenses declined 34.8% year over year to $265.8 million in the fiscal second quarter. As a percentage of sales, however, retail SG&A expenses rose 20 bps. Moreover, consolidated operating expenses of $267.1 million declined 34.7% year over year, owing to a 41% decline in payroll expenses during the quarter as well as significant cost savings realized in all expense categories. Meanwhile, as a percentage of sales, it deleveraged 40 bps to 29.1%. Additionally, payroll expense declined 38% in the first half of fiscal 2020 mainly due to employee furloughs on the pandemic-related store closures.

▲ **Financial Flexibility:** Dillard's currently has a strong balance sheet and liquidity, which positions it well to weather the uncertainties arising out of the pandemic. Some highlights of its financial status include smaller rent obligations compared with the industry. This is because the company own 90% of its retail stores and 100% of its corporate headquarters, distribution and fulfillment facilities. Moreover, it has low long-term debt obligations with its next payment of $45 million due in January 2023. As of Aug 1, the company's long term debt and finance lease liabilities (including subordinate debentures) of $566.1 million was almost flat sequentially. Moreover, its debt-to-capitalization ratio of 0.29 remains unchanged on a sequential basis and compares favorably with the industry's ratio of 0.70.

Moreover, the amended $800-million credit facility provides for no financial covenants as long as availability exceeds $100 million and no event of default occurs and is continuing. Further, the company notes that its e-commerce site continues to provide cash flow, even though stores remain closed through the ship-from-store capability.

▲ **Sustained Shareholder Returns:** Dillard's remains committed to rewarding shareholders with share buybacks and dividend payouts. During the fiscal second quarter, the company bought back 0.6 million shares for $14.3 million under its $500-million repurchase program announced in March 2018. As of Aug 1, it had $192.6 million authorization remaining to be bought back under the aforementioned program. Further, it paid dividends of $3.5 million in the fiscal second quarter. On Aug 21, the company declared quarterly dividend of 15 cents per share, payable Nov 2. Notably, Dillard's has an annualized dividend yield of 2.4% and free cash flow yield of 20%.

Reasons To Sell:

Dillard's sales for Q2 were impacted by closure of a considerable number of its stores at the beginning of the quarter and generally slow retail traffic owing to the pandemic.

- **Soft Top Line:** Though the company's second-quarter fiscal 2020 results were favorable from the bottom line perspective, its top line reflected significant decline. Net sales plunged nearly 35.6% year over year, while retail sales were down 35.2%. The top line was impacted by closure of a considerable number of its stores at the beginning of the quarter and generally slow retail traffic owing to the pandemic. Moreover, the company did not report comparable store sales (comps) data for the reported quarter as most of its brick-and-mortar stores remained closed and in-store and online sales are interdependent due to the coronavirus pandemic. The company's positive commentary about the re-opening of stores, improving trends and strong liquidity position is likely to have aided stock performance. Looking at fiscal 2020, the company expects to witness a net operating loss.

- **Competitive Threat:** Dillard's operates in the highly competitive retail merchandise industry. Although it is a large regional department store, the company has many rivals at the national level competing with its individual stores, including specialty, off-price, discount, Internet and mail-order retailers. On losing its competitive position, the company might face downward pressure on prices, lower demand for its products as well as reduced margins. Further, the company will not be able to capitalize on new business opportunities and lose much of its market share.

- **Industry Challenges:** The retail merchandise business is prone to changes in consumer preferences and spending patterns, demographic trends, consumer credit availability and location of competing stores. Like most of its department store peers, the company is facing troubles due to the growth of the e-commerce era. Despite the company's efforts, investors are likely to be skeptical on the department store industry and Dillard's until it fully adapts to the online business.

- **Volatility in Raw Material Prices:** Dillard's has faced fluctuations in raw material prices in the past and remains prone to this threat in the future too. Any increase in raw material prices or price of labor and fuel can prove to be detrimental to the company's profitability. On the other hand, efforts to pass on these price hikes to consumers may lead to reduced sales volumes. Consequently, raw material price volatility and its reduced availability remain concerns for the company.

Last Earnings Report

Dillard's Reports Narrower-Than-Expected Q2 Loss

Quarter Ending	07/2020
Report Date	Aug 13, 2020
Sales Surprise	-4.78%
EPS Surprise	91.85%
Quarterly EPS	-0.37
Annual EPS (TTM)	-4.33

Dillard's reported narrower-than-expected loss per share in second-quarter fiscal 2020. Notably, all of the company's stores reopened and were operational as of Jun 2, except for one. All the reopened stores operated at reduced hours. Moreover, the company has been witnessing improved sales trends at the reopened stores, generating about 72% of the prior-year quarter's sales between Jun 2 and Aug 1. This primarily aided its results in the fiscal second quarter.

Q2 Numbers

Dillard's reported a loss per share of 37 cents per share, narrower than the Zacks Consensus Estimate of a loss of $4.54. Moreover, the bottom line compared favorably with an adjusted loss per share of $1.74 in the year-ago quarter.

Net sales of $919 million declined 35.6% from the prior-year quarter. Excluding services and other income, sales fell 35.2% to $945.1 million. Total retail sales (excluding CDI Contractors, LLC) fell 35.2% to $893.2 million. The Zacks Consensus Estimate for sales was $965.1 million.

However, the company did not report comparable store sales (comps) data for the reported quarter as most of its brick-and-mortar stores remained closed and in-store and online sales are interdependent due to the coronavirus pandemic.

Driven by the reduced demand due to the coronavirus pandemic and store closures enforced by the government, the company adopted aggressive measures to lower excess inventory, which continued in the fiscal second quarter. Consequently, it continued to significantly reduce total merchandise purchases, resulting in a decline of 62% in the second quarter. This resulted in lower markdowns during the quarter, which boosted gross margin.

Notably, retail gross margin improved 239 basis points (bps) compared with the year-ago quarter primarily due to lower markdowns. On a consolidated basis, gross margin expanded 271 bps year over year to 67.7%.

Dillard's retail SG&A expenses (as a percentage of sales) rose 20 bps from the prior-year quarter to 29.8%. In dollar terms, however, SG&A expenses (operating expenses) declined 34.8% to $265.8 million.

Consolidated operating expenses of $267.1 million declined 34.7% year over year, owing to a 41% decline in payroll expenses during the quarter as well as significant cost savings realized in all expense categories. Meanwhile, as a percentage of sales, it deleveraged 40 bps to 29.1%.

Looking at fiscal 2020, the company expects to witness a net operating loss.

Store Update

In the fiscal second quarter, it permanently closed stores in Waterloo, IA; Clovis, NM; and Lawton, OK. Consequently, the company operated 251 Dillard's locations and 31 clearance centers, spanning 29 states, as of Aug 1, 2020.

Further, the company temporarily closed its store in El Centro, CA, due to government mandate.

Financial Details & Liquidity

It ended second-quarter fiscal 2020 with cash and cash equivalents of $82.9 million, long-term debt and finance leases of $366.1 million, and total shareholders' equity of $1,371.3 million.

In the first six months of fiscal 2020, the company's cash used for operating activities was $299.7 million. However, it remained committed to rewarding shareholders with share buybacks.

During the fiscal second quarter, the company bought back 0.6 million shares for $14.3 million under its $500-million repurchase program announced in March 2018. As of Aug 1, it had $192.6 million authorization remaining to be bought back under the aforementioned program.

The company believes that it has a strong balance sheet and liquidity, which positions it well to weather the uncertainties arising out of the pandemic. Some highlights of its financial status include smaller rent obligations compared with the industry. This is because the company owns 90% of its retail store square footage, and 100% of its corporate headquarters, distribution and fulfillment facilities.

Moreover, it has low long-term debt obligations, with its next payment of $45 million due in January 2023. The amended $800-million credit facility provides for no financial covenants as long as availability exceeds $100 million and no event of default occurs and is continuing. Further, the company notes that its e-commerce site continues to provide cash flow, even though stores remain closed through the ship-from-store capability.

Recent News

Dillard’s Declares Quarterly Dividend – Aug 21, 2020

Dillard’s declared a quarterly cash dividend of 15 cents per share on Class A and Class B shares, payable on Nov 2, 2020, to shareholders of record as of Sep 30.

Valuation

Dillard's shares are down 55.9% in the year-to-date period and 47.2% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 56% but the Zacks Retail-Wholesale sector is up 32.8% in the year-to-date period. Over the past year, the Zacks sub-industry is down 55% but the sector is up 37.5%.

The S&P 500 index is up 2.1% in the year-to-date period and 10.7% in the past year.

The stock is currently trading at 0.14X forward 12-month sales, which compares to 0.19X for the Zacks sub-industry, 1.28X for the Zacks sector and 4.19X for the S&P 500 index.

Over the past five years, the stock has traded as high as 0.53X and as low as 0.1X, with a 5-year median of 0.29X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $34 price target reflects 0.15X forward 12-month sales.

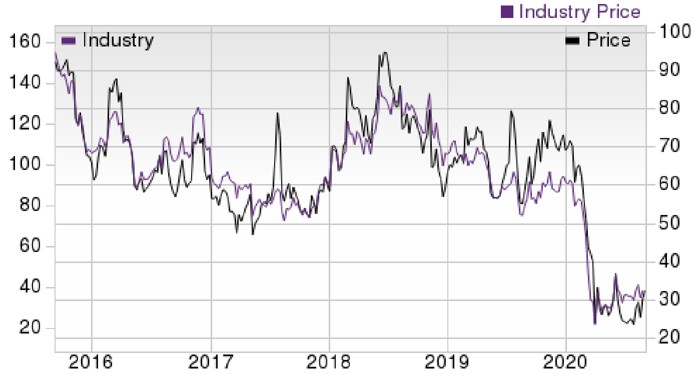
The table below shows summary valuation data for DDS

Valuation Multiples - DDS

		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	0.14	0.19	1.28	4.19
	5-Year High	0.53	0.6	1.32	4.19
	5-Year Low	0.1	0.11	0.82	2.53
	5-Year Median	0.29	0.43	1.01	3.07
P/B TTM	Current	0.54	1.01	6.1	5.9
	5-Year High	1.92	3.01	6.43	6.17
	5-Year Low	0.34	0.34	3.7	3.75
	5-Year Median	1.12	1.98	5.04	4.83
EV/EBITDA TTM	Current	12.18	8.33	19.69	14.87
	5-Year High	21.31	8.33	20.72	15.6
	5-Year Low	2.21	2.99	11.15	9.51
	5-Year Median	4.86	5.27	12.95	12.99

As of 09/04/2020

Industry Analysis **Zacks Industry Rank:** Top 49% (123 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
J. C. Penney Company, Inc. **(JCPNQ)**	Neutral	3
Kohls Corporation **(KSS)**	Neutral	3
Macys, Inc. **(M)**	Neutral	3
The BonTon Stores, Inc. **(BONTQ)**	NA	NA
Marui Group Co. **(MAURY)**	NA	NA

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

Industry Comparison Industry: Retail - Regional Department Stores

Industry Peers

	DDS	X Industry	S&P 500	JWN	KSS	M
Zacks Recommendation (Long Term)	Neutral	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	4	3	3
VGM Score	D	-	-	A	B	A
Market Cap	753.78 M	2.37 B	23.38 B	2.55 B	3.51 B	2.37 B
# of Analysts	5	6	14	5	9	7
Dividend Yield	1.85%	0.00%	1.62%	0.00%	0.00%	0.00%
Value Score	C	-	-	A	A	A
Cash/Price	0.10	0.71	0.07	0.40	0.71	0.71
EV/EBITDA	3.09	3.00	13.13	2.94	2.91	4.68
PEG F1	NA	NA	2.96	NA	NA	NA
P/B	0.57	0.65	3.22	14.63	0.73	1.02
P/CF	2.43	2.07	12.65	1.83	2.07	1.25
P/E F1	NA	NA	21.59	NA	NA	NA
P/S TTM	0.15	0.14	2.44	0.21	0.20	0.12
Earnings Yield	-20.43%	-37.27%	4.42%	-26.60%	-15.06%	-54.12%
Debt/Equity	0.41	2.06	0.70	18.77	0.99	3.49
Cash Flow ($/share)	13.37	6.12	6.93	8.88	10.77	6.12
Growth Score	D	-	-	B	C	B
Historical EPS Growth (3-5 Years)	-6.35%	-6.35%	10.41%	-5.85%	-1.11%	-11.95%
Projected EPS Growth (F1/F0)	-259.04%	-216.52%	-4.75%	-228.37%	-168.86%	-242.12%
Current Cash Flow Growth	-16.01%	-10.84%	5.22%	15.20%	-10.84%	-15.88%
Historical Cash Flow Growth (3-5 Years)	-10.66%	-3.55%	8.49%	3.66%	-0.78%	-6.32%
Current Ratio	1.66	1.41	1.35	0.93	2.22	1.16
Debt/Capital	28.85%	62.79%	42.95%	94.94%	49.84%	77.75%
Net Margin	-1.92%	-4.33%	10.25%	-3.78%	-0.61%	-18.27%
Return on Equity	-6.30%	-5.43%	14.59%	-42.65%	-2.15%	-4.56%
Sales/Assets	1.44	1.15	0.50	1.23	1.13	1.01
Projected Sales Growth (F1/F0)	-24.15%	-18.70%	-1.42%	-27.81%	-18.70%	-30.96%
Momentum Score	D	-	-	F	F	A
Daily Price Change	2.89%	1.57%	-0.30%	2.78%	2.44%	0.53%
1-Week Price Change	19.65%	12.79%	2.59%	8.29%	14.55%	11.02%
4-Week Price Change	24.04%	11.51%	2.00%	6.54%	7.38%	22.60%
12-Week Price Change	18.73%	8.91%	10.57%	-5.07%	4.66%	13.17%
52-Week Price Change	-47.27%	-48.65%	1.69%	-47.60%	-53.89%	-50.03%
20-Day Average Volume (Shares)	674,509	3,414,051	1,827,096	9,753,507	10,611,022	30,515,914
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	-0.43%	2.45%
EPS F1 Estimate 4-Week Change	35.28%	5.26%	0.00%	-55.38%	6.98%	3.54%
EPS F1 Estimate 12-Week Change	35.36%	5.83%	3.89%	-72.69%	11.67%	-17.45%
EPS Q1 Estimate Monthly Change	-57.09%	-21.93%	0.00%	-109.28%	-21.93%	-1.43%

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

Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

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

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

Glossary of Terms and Definitions

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

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

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

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

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

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a 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 a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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