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Mar 26, 2021

# Deere & Company (DE)

**$366.80** (As of 03/25/21)

Price Target (6-12 Months): **$422.00**

| | | |
|---|---|---|
| Long Term: 6-12 Months | **Zacks Recommendation:** (Since: 02/24/21) Prior Recommendation: Neutral | **Outperform** |
| Short Term: 1-3 Months | **Zacks Rank:** (1-5) | **2-Buy** |
| | Zacks Style Scores: | VGM:C |
| | Value: D \| Growth: C \| Momentum: F | |

## Summary

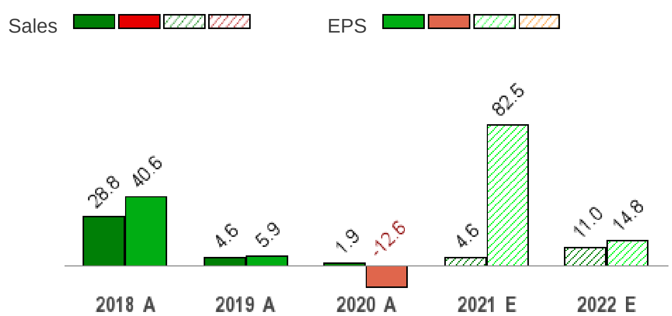

Deere expects net income for fiscal 2021 between $4.6 billion and $5 billion backed by improving conditions in the farm and construction sectors. The mid-point of the range suggests year-over-year improvement of 75%. Pick-up in commodity prices bodes well for agricultural equipment demand. Further, replacement demand triggered by the need to replace old equipment will continue to boost the company's revenues. The Construction and Forestry segment is expected to gain on strong demand from housing market. Earnings estimates for the ongoing quarter and year have undergone positive revision lately. Deere's focus on investing in new products with advanced technologies provides it a competitive edge. Additionally, the company's concerted efforts to expand in precision agriculture will drive growth in the long haul.


## Price, Consensus & Surprise


## Data Overview

| | |
|---|---|
| 52-Week High-Low | **$392.42 - $117.85** |
| 20-Day Average Volume (Shares) | **2,045,596** |
| Market Cap | **$115.0 B** |
| Year-To-Date Price Change | **36.3%** |
| Beta | **1.00** |
| Dividend / Dividend Yield | **$3.60 / 0.8%** |
| Industry | **Manufacturing - Farm Equipment** |
| Zacks Industry Rank | **Top 15% (38 out of 253)** |
| | |
| Last EPS Surprise | **80.0%** |
| Last Sales Surprise | **13.1%** |
| EPS F1 Estimate 4-Week Change | **0.3%** |
| Expected Report Date | **05/28/2021** |
| Earnings ESP | **10.4%** |
| | |
| P/E TTM | **33.5** |
| P/E F1 | **23.1** |
| PEG F1 | **3.3** |
| P/S TTM | **3.1** |

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




## Sales Estimates (millions of $)

| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2022 | 8,993 E | 11,324 E | 10,338 E | 10,845 E | 41,270 E |
| 2021 | 8,051 A | 10,310 E | 9,544 E | 9,942 E | 37,169 E |
| 2020 | 6,530 A | 8,224 A | 7,859 A | 8,659 A | 35,540 A |

## EPS Estimates

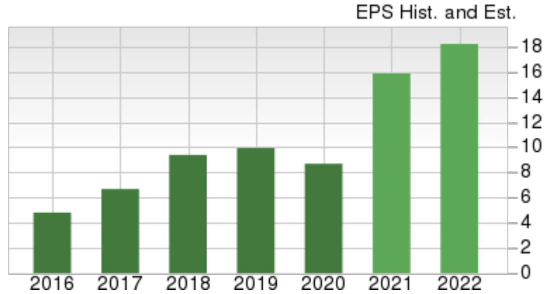
| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2022 | $4.18 E | $4.90 E | $4.96 E | $4.36 E | $18.20 E |
| 2021 | $3.87 A | $4.31 E | $4.04 E | $3.66 E | $15.86 E |
| 2020 | $1.63 A | $2.11 A | $2.57 A | $2.39 A | $8.69 A |

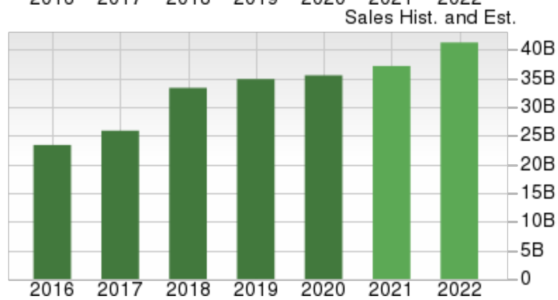
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 03/25/2021. The report's text and the analyst-provided price target are as of 03/26/2021.

## Overview

Illinois-based Deere is the world's largest producer of agricultural equipment, manufacturing agricultural machinery since 1837 under the iconic John Deere brand with its signature green and yellow color scheme. It is the 66th-largest company in the S&P 500 Index with a market capitalization of around $115 billion. It has an advantage in most farm machinery categories as its machines come with advanced features and are better constructed than its competitors. Deere is currently the world leader in precision agriculture and remains focused on revolutionizing agriculture with technology, in an effort to make farming automated, easier and more precise across the production process.



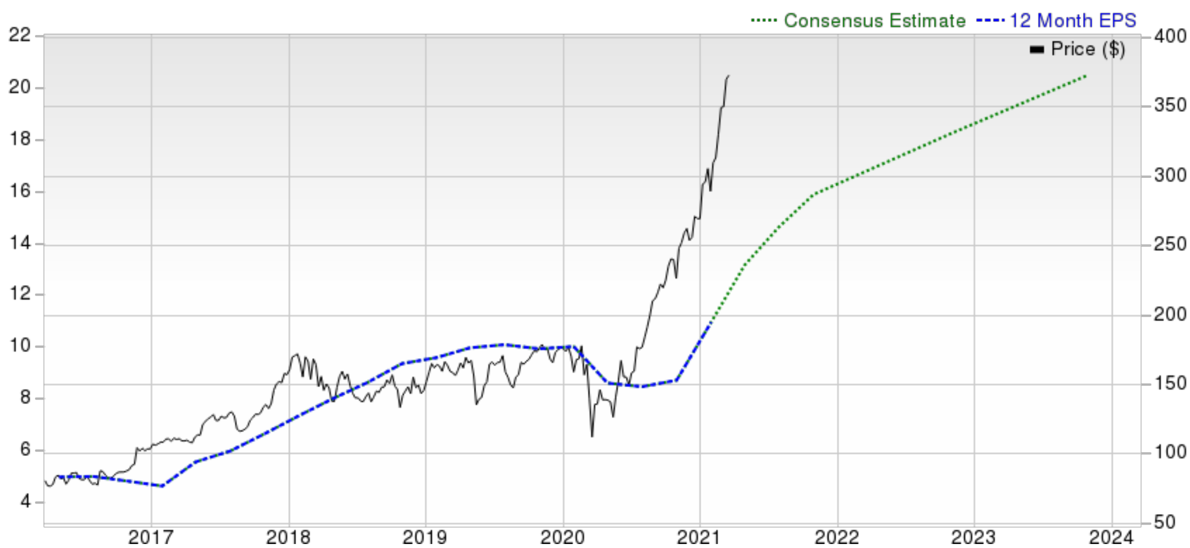

Beginning fiscal 2021, the company has four reportable segments. Agriculture and turf operations, which generated around 63% of Deere's revenues in fiscal 2020 has been divided into two new segments:

The **Production and Precision Agriculture** segment is responsible for defining, developing, and delivering global equipment and technology solutions that cater to production-scale growers of large grains, small grains, cotton, and sugar. Primary products include large and certain mid-size tractors, combines, cotton pickers, sugarcane harvesters and loaders, and soil preparation, seeding, application and crop care equipment.

The **Small Agriculture and Turf** segment will deliver products to support mid-size and small growers and producers globally, and turf customers. It will cater to production systems for dairy and livestock, high-value crops, and turf and utility operators. Products include certain mid-size and small tractors, and hay and forage equipment, riding and commercial lawn equipment, golf course equipment, and utility vehicles.

The **Construction and Forestry** (25% of revenues in fiscal 2020) segment manufactures machines and service parts used in construction, earthmoving, material handling and timber harvesting. Deere also manufactures and distributes road building equipment through its wholly-owned subsidiaries of the Wirtgen Group.

Deere also finances sales and leases for new and used equipment through its **Financial Services** segment, which generated 10% of the Deere's revenues in fiscal 2021.




*Source: Zacks Investment Research*

## Reasons To Buy:

> Demand in agricultural and construction sectors, acquisitions, focus on advanced technologies in products, expansion in precision agriculture and margin improvement plan will aid Deere's results.

▲ Global commodity prices have regained footing after declining significantly in the earlier part of 2020 amid the pandemic. This turnaround was aided by an improving demand environment. Higher commodity prices and improved market access have boosted sentiment in agricultural markets. This is evident from Deere's early order programs and order books. The company is also witnessing strong demand for compact utility tractors and turf equipment as consumers continue to focus on home and landscape projects. Further, replacement demand triggered by the need to replace old equipment will continue to fuel its top-line performance. Backed by improving conditions in the farm and construction sectors, Deere now anticipates net income for fiscal 2021 between $4.6 billion and $5 billion, up from the prior projection of $3.6 billion to $4 billion. The mid-point of the guided range indicates year-over-year improvement of 75%.

▲ The company expects to benefit from stabilization in the construction and forestry markets in fiscal 2021. The company's construction and forestry equipment sales for fiscal 2021 are anticipated to be up around $10.5-$11 billion. The mid-point of the guidance suggests year-over-year growth of 20%. Operating margins is projected to be 10.5-11.5% compared to 7% in fiscal 2020, reflecting gains from price and volume. In North America, construction equipment industry sales are now expected to be up about 5% and sales of compact construction equipment to be up about 10%. End markets for earth-moving and compact equipment have been gaining on strength in the housing market and a modest recovery from trough conditions in the oil and gas sector. In forestry, sales are expected to be up 5% to 10%, driven by recovery in lumber demand, particularly in North America.

▲ Deere anticipates Production and Precision Agriculture segment's sales between $15.5 billion and $16.5 billion in fiscal 2021. Operating margins for the segment is projected to be 19.5-20.5%. The Small Agriculture and Turf segment's sales are anticipated to be $10.5-$11.5 billion, while operating margin is expected to be 14.5-15.5%. Industry sales of large agricultural equipment in the United States and Canada are expected to be up 15-20% and up around 5% for small agricultural and turf equipment. This can be attributed to increase in recent order levels, which reflect improved fundamentals in the agricultural sector. Industry sales in Europe are forecast to be up 5% for fiscal 2021 as higher commodity prices will help offset some weakness in dairy and livestock.

Industry sales of tractors and combines in South America are projected to be up about 10%. Higher commodity prices, strong production and a favorable currency environment is expected to lead to higher income for farmers in South America, which in turn will fuel equipment demand. In Asia, industry sales of Agriculture and Turf equipment is expected to be slightly down year over year. Deere's key growth markets like India rebounded after significant impact of the countrywide lockdown. These markets are expected to resume growth in fiscal 2021.

▲ Deere is assessing cost structure by reviewing organization efficiency and footprint assessment, which in turn will help improve margins. The company is focused on driving capital-allocation decisions, intensifying investments in precision agriculture, as well as enhancing capabilities in aftermarket and retrofit business. Deere has implemented actions to strengthen its financial position and preserve liquidity. Given the strength of operating results and strong cash generation, Deere will restart its share-repurchase program.

Deere remains well poised for growth over the long term, backed by steady investments in new products and geographies. The company will benefit from concerted focus on launching products with advanced technologies and features, which provides it a competitive edge. The company remains focused on revolutionizing agriculture with technology in an effort to make farming automated, easy to use and more precise across the production process. Their growing reliance on advanced technology to run their complex operations smoothly will continue to fuel Deere's revenues. Deere has embarked upon an operating plan commencing 2021, which intensifies its focus on technology, speed and efficiency.

▲ Deere acquired the world's leading road-construction equipment maker, Wirtgen, for $5.2 billion which significantly enhanced the company's exposure to global transportation infrastructure. Before the deal, Deere did not manufacture any road building equipment such as pavers and compaction equipment. John Deere becomes the first manufacturer to have crushing and screening, and mobile equipment. The buyout is in sync with

Deere's long-term strategy to expand in both agriculture and construction. The company is focused on realization of synergies. Deere had acquired PLA, which will assist the company in providing innovative, cost-effective equipment, technology, and services to customers. Deere acquired Unimil in September 2020 in a bid to expand its sugarcane business in Brazil and help customers reduce their production costs for sugarcane.

## Risks

- Per USDA (U.S Department of Agriculture), net farm income is anticipated to decrease 8.1% to $111.4 billion in 2021. In inflation-adjusted 2021 dollars, net farm income is projected to drop 9.7% in 2021. Notably, farm income had surged 44.2% in 2020 to its highest level since 2013. Notwithstanding the decline projected this year, net farm income would still be 21% above its 2000-19 average of $92.1 billion.

- Prices for key raw materials such as steel have risen significantly recently. Freight and logistics costs have also experienced upward pressure. The company anticipates rising input costs and freight costs to result in a headwind of $500 million in fiscal 2021. The company expects Selling, administrative and general expenses costs to be 4% higher in fiscal 2021, while Research and Development to be up 2% for the fiscal. These factors will impact the company's margins in fiscal 2021.

- The company has stated that uncertainties regarding the impact of the COVID-19 pandemic might negatively impact its operations. Additional factory closures and production constraints due to government mandates and supply-chain disruptions might significantly hurt the company's top and bottom-line results. Moreover, the prevailing uncertainty regarding industry demand and other macroeconomic impacts of the pandemic might mar the company's performance. Further, in response to the pandemic, it remains to be seen whether or not China will be able to honor its terms of the Phase 1 trade agreement. This will remain an overhang on the company.

- Over the last three years, Deere's total debt has gone up at a CAGR of 5%. Its total debt to total capital remains high at 0.77 as of first-quarter fiscal 2021 end, which is concerning. The company's times interest earned ratio is currently at 5.1.

## Last Earnings Report

### Deere Earnings & Revenues Top Estimates in Q1, Up Y/Y

| Quarter Ending | 01/2021 |
|---|---|
| Report Date | Feb 19, 2021 |
| Sales Surprise | 13.12% |
| EPS Surprise | 80.00% |
| Quarterly EPS | 3.87 |
| Annual EPS (TTM) | 10.94 |

Deere posted first-quarter fiscal 2021 earnings of $3.87 per share, beating the Zacks Consensus Estimate of $2.12. The reported figure also surged 137.4% from the prior-year quarter.

Net sales of equipment operations (which comprise Agriculture and Turf, Construction and Forestry) came in at $8.05 billion, increasing 23% year over year. Revenues also surpassed the Zacks Consensus Estimate of $7.08 billion. Total net sales (including financial services and others) came in at $9.11 billion, up 19% year over year.

**Operational Update**

Cost of sales in the reported quarter was up 14.3% year over year to $5.8 billion. Total gross profit for the reported quarter increased 54.5% year over year to $2.2 billion. Selling, administrative and general expenses slid 4.9% to $769 million from the prior-year quarter.

Equipment operations reported an operating profit of $1,380 million in the quarter compared with the $466 million witnessed in the prior-year quarter. Total operating profit (including financial services) soared 154% year over year to $1,638 million in the fiscal first quarter.

**Segment Performance**

The Production and Precision Agriculture segment's sales increased 22% year-over-year to $3.07 billion on higher shipment volumes and price realization, partially offset by the unfavorable effects of currency translation. The segment's operating profit soared 195% year-over-year to $643 million in the reported quarter.

The Small Agriculture & Turf segment's sales were up 27% year on year to $2.51 billion, primarily driven by higher shipment volumes, price realization and the favorable effects of currency translation. Operating profit in the segment skyrocketed 203% year over year to $469 million.

Construction & Forestry sales increased 21% to $2.46 billion from the year-earlier quarter on higher shipment volumes, price realization and the favorable impact of currency translation. This segment's operating profit jumped a whopping 188% year over year to $268 million.

Net revenues in Deere's Financial Services division came in at $204 million in the reported quarter, up 49% year on year. The segment's operating profit came in at $258 million, up 44% year over year.

**Financial Update**

Deere reported cash and cash equivalents of $6.9 billion at the end of fiscal first quarter 2021 compared with the $3.6 billion recorded in the prior-year quarter. Cash generated from operating activities were $143 million as of Jan 31, 2021 compared with cash utilization of $508 million as of Feb 2, 2020. At the end of the fiscal first quarter, long-term borrowing was roughly $33 billion, up from the $30 billion witnessed at the end of year-ago quarter.

**Outlook**

The company now expects net income for fiscal 2021 to lie between $4.6 billion and $5 billion, up from the prior projection of $3.6 billion and $4 billion.

## Valuation

Deere's shares are up 65.3% in the trailing six-month period and 171.5% in the trailing 12-month period. Over the past six months, stocks in the Manufacturing - Farm Equipment industry and Industrial Products sector are up 67.0% and 55.7%, respectively. Over the past year, the Zacks sub-industry and sector are up 169.8% and 114.8%, respectively.

The S&P 500 index is up 17.4% in the trailing six-month period and 56.0% in the past year.

The stock is currently trading at 21.84X forward 12-month earnings, which compares with 21.53X for the Zacks sub-industry, 22.58X for the Zacks sector and 22.1X for the S&P 500 index.

Over the past five years, the stock has traded as high as 32.36X and as low as 11.13X, with a 5-year median of 18.77X.

Our Outperform recommendation indicates that the stock will perform better than the market. Our $422 price target reflects 25.13X forward 12-month earnings.

The table below shows summary valuation data for DE:

**Valuation Multiples - DE**

| | | Stock | Sub-Industry | Sector | S&P 500 |
|---|---|---|---|---|---|
| P/E F12M | Current | 21.84 | 21.53 | 22.58 | 22.1 |
| | 5-Year High | 32.36 | 23.45 | 23.02 | 23.8 |
| | 5-Year Low | 11.13 | 11.9 | 12.69 | 15.3 |
| | 5-Year Median | 18.77 | 18.95 | 18.02 | 17.9 |
| P/S F12M | Current | 2.96 | 1.88 | 4.55 | 4.52 |
| | 5-Year High | 3.08 | 1.88 | 4.55 | 4.52 |
| | 5-Year Low | 1.05 | 0.87 | 1.89 | 3.21 |
| | 5-Year Median | 1.45 | 1.11 | 2.47 | 3.69 |
| EV/EBITDA TTM | Current | 18.93 | 17.73 | 32.76 | 17.37 |
| | 5-Year High | 19.46 | 18.21 | 33.91 | 17.68 |
| | 5-Year Low | 10.18 | 9 | 12.85 | 9.62 |
| | 5-Year Median | 12.81 | 11.62 | 18.64 | 13.34 |

*As of 03/25/2021* *Source: Zacks Investment Research*

## Industry Analysis **Zacks Industry Rank:** Top 15% (38 out of 253)


*Source: Zacks Investment Research*

## Top Peers

| Company (Ticker) | Rec | Rank |
|---|---|---|
| AGCO Corporation **(AGCO)** | Outperform | 2 |
| Alamo Group, Inc. **(ALG)** | Neutral | 3 |
| CNH Industrial N.V. **(CNHI)** | Neutral | 3 |
| Eaton Corporation, PLC **(ETN)** | Neutral | 2 |
| Lindsay Corporation **(LNN)** | Neutral | 3 |
| Terex Corporation **(TEX)** | Neutral | 3 |
| Toro Company The **(TTC)** | Neutral | 3 |
| Titan International, Inc. **(TWI)** | Neutral | 2 |

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

## Industry Comparison Industry: Manufacturing - Farm Equipment

Industry Peers

| | DE | X Industry | S&P 500 | AGCO | CAT | TWI |
|---|---|---|---|---|---|---|
| **Zacks Recommendation (Long Term)** | Outperform | - | - | Outperform | Neutral | Neutral |
| **Zacks Rank (Short Term)** | 2 | - | - | 2 | 2 | 2 |
| **VGM Score** | C | - | - | A | C | A |
| Market Cap | 114.97 B | 560.52 M | 28.95 B | 10.61 B | 122.28 B | 560.52 M |
| # of Analysts | 11 | 2 | 13 | 8 | 12 | 2 |
| Dividend Yield | 0.83% | 0.00% | 1.39% | 0.45% | 1.84% | 0.00% |
| **Value Score** | D | - | - | A | D | B |
| Cash/Price | 0.07 | 0.07 | 0.06 | 0.10 | 0.08 | 0.19 |
| EV/EBITDA | 19.33 | 13.44 | 15.96 | 12.36 | 18.45 | 32.38 |
| PEG F1 | 3.31 | 1.69 | 2.34 | 1.30 | 2.33 | NA |
| P/B | 8.16 | 2.86 | 3.89 | 3.50 | 7.95 | 3.18 |
| P/CF | 23.61 | 15.58 | 16.21 | 14.73 | 20.27 | 26.13 |
| P/E F1 | 23.14 | 21.92 | 21.41 | 19.32 | 27.92 | 165.82 |
| P/S TTM | 3.11 | 1.54 | 3.27 | 1.16 | 2.93 | 0.45 |
| Earnings Yield | 4.32% | 4.58% | 4.59% | 5.18% | 3.58% | 0.55% |
| Debt/Equity | 2.33 | 0.40 | 0.67 | 0.42 | 1.69 | 2.46 |
| Cash Flow ($/share) | 15.54 | 3.29 | 6.78 | 9.56 | 11.06 | 0.35 |
| **Growth Score** | C | - | - | A | C | A |
| Historical EPS Growth (3-5 Years) | 18.72% | 10.58% | 9.32% | 18.35% | 26.01% | NA |
| Projected EPS Growth (F1/F0) | 82.45% | 36.57% | 14.86% | 29.97% | 22.45% | 105.56% |
| Current Cash Flow Growth | -6.44% | 4.59% | 0.61% | -9.40% | -31.90% | 147.80% |
| Historical Cash Flow Growth (3-5 Years) | 7.94% | 3.52% | 7.32% | 5.63% | 0.67% | -19.28% |
| Current Ratio | 2.34 | 1.84 | 1.39 | 1.30 | 1.53 | 2.00 |
| Debt/Capital | 69.94% | 28.48% | 41.42% | 29.40% | 62.83% | 72.24% |
| Net Margin | 9.34% | 4.77% | 10.59% | 4.67% | 7.18% | -4.80% |
| Return on Equity | 26.71% | 9.34% | 14.75% | 15.04% | 22.91% | -18.96% |
| Sales/Assets | 0.49 | 0.92 | 0.51 | 1.15 | 0.54 | 1.22 |
| Projected Sales Growth (F1/F0) | 18.86% | 11.99% | 7.02% | 11.99% | 10.22% | 19.94% |
| **Momentum Score** | F | - | - | C | C | A |
| Daily Price Change | 1.63% | 2.24% | 1.19% | 3.31% | 1.37% | 3.52% |
| 1-Week Price Change | 0.81% | 0.40% | -0.30% | 3.94% | -1.62% | 18.99% |
| 4-Week Price Change | 5.39% | -0.31% | 3.48% | 9.06% | 1.10% | 11.22% |
| 12-Week Price Change | 36.33% | 36.33% | 6.97% | 36.64% | 23.20% | 87.65% |
| 52-Week Price Change | 163.71% | 101.68% | 53.41% | 197.05% | 102.94% | 365.31% |
| 20-Day Average Volume (Shares) | 2,045,596 | 208,961 | 2,415,072 | 673,653 | 3,630,517 | 647,016 |
| EPS F1 Estimate 1-Week Change | 0.00% | 0.00% | 0.00% | 0.00% | 0.52% | 466.67% |
| EPS F1 Estimate 4-Week Change | 0.26% | 0.04% | 0.00% | 0.09% | 0.94% | 375.00% |
| EPS F1 Estimate 12-Week Change | 22.90% | 12.45% | 2.09% | 18.41% | 6.74% | 203.13% |
| EPS Q1 Estimate Monthly Change | -0.02% | 0.00% | 0.00% | 0.00% | -0.39% | 340.00% |

*Source: Zacks Investment Research*

## Zacks Stock Rating System

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

## Zacks Recommendation

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

## Zacks Rank

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

## Zacks Style Scores

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

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

| | |
|---|---|
| Value Score | D |
| Growth Score | C |
| Momentum Score | F |
| 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

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock.The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

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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.