

Danaher Corporation (DHR)

\$257.08 (As of 06/17/21)

Price Target (6-12 Months): **\$270.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 03/15/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:B

Value: D

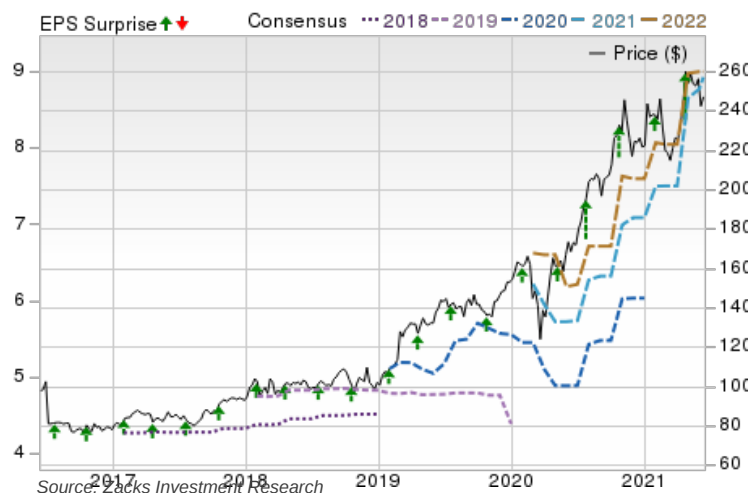
Growth: B

Momentum: A

Summary

In the past three months, Danaher's shares have outperformed the industry. The company is poised to gain from the Danaher Business System ("DBS"), the policy of rewarding shareholders, buyouts and investment in product innovation in the quarters ahead. Recently, it agreed to acquire Aldevron. For second-quarter 2021, the company anticipates core revenue growth, including Cytiva, of a mid-20 percent range. The pandemic-led tailwinds are expected to boost core sales by low-double digits in the quarter. However, a rise in costs and expenses can be concerning for the company. Also, high debts raise financial obligations and international businesses as well as international operations have associated risks. In the past 60 days, the company's earnings estimates have been revised upward for the second quarter and 2021.

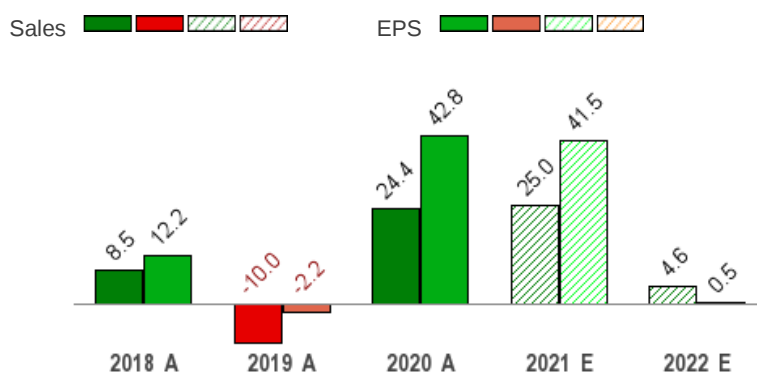
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$261.43 - \$168.59
20-Day Average Volume (Shares)	2,760,252
Market Cap	\$183.4 B
Year-To-Date Price Change	15.7%
Beta	0.69
Dividend / Dividend Yield	\$0.84 / 0.3%
Industry	Diversified Operations
Zacks Industry Rank	Top 17% (44 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	50.9%
Last Sales Surprise	0.6%
EPS F1 Estimate 4-Week Change	0.2%
Expected Report Date	07/22/2021
Earnings ESP	0.8%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	7,189 E	7,086 E	7,115 E	7,438 E	29,137 E
2021	6,858 A	6,704 E	6,854 E	7,442 E	27,865 E
2020	4,343 A	5,297 A	5,883 A	6,760 A	22,284 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$2.06 E	\$2.12 E	\$2.11 E	\$2.33 E	\$8.97 E
2021	\$2.52 A	\$2.04 E	\$2.03 E	\$2.26 E	\$8.93 E
2020	\$1.05 A	\$1.44 A	\$1.72 A	\$2.08 A	\$6.31 A

*Quarterly figures may not add up to annual.

P/E TTM	33.1
P/E F1	28.8
PEG F1	2.7
P/S TTM	7.4

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/17/2021. The report's text and the

analyst-provided price target are as of 06/18/2021.

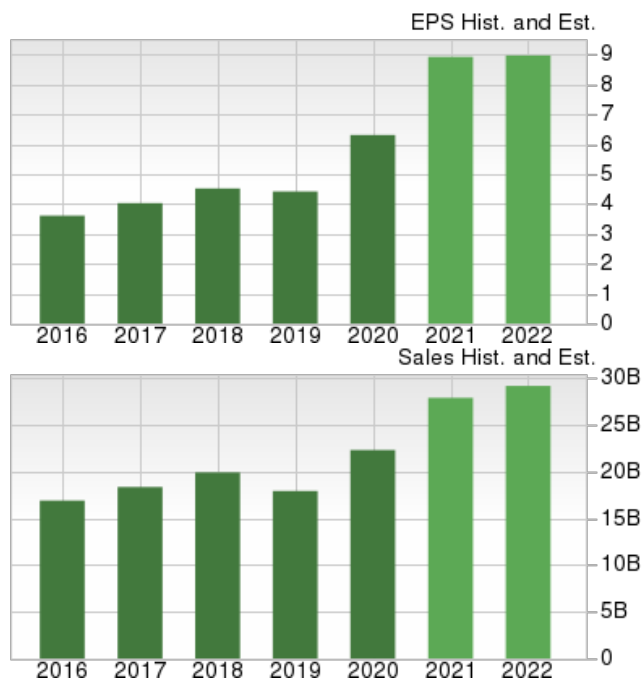
Overview

Danaher Corporation is a global conglomerate that designs, manufactures and markets diverse lines of professional, industrial, commercial and consumer products. It is headquartered in Washington, DC. The company's segmental details are provided below:

Life Sciences (51.7% of revenues generated in first-quarter 2021) segment offers a broad range of research tools used to analyze a range of critical areas — including genes, proteins, metabolites and cells — to understand the causes of diseases, identify new therapies, and test new drugs and vaccines. Range of industries served includes biopharmaceutical, food and beverage, medical, aerospace, microelectronics, and general industrial.

Diagnostics (31.8%) segment offers analytical instruments, reagents, consumables, software and services that are deployed in reference laboratories, hospitals, physicians' offices and other critical care settings. It helps to diagnose diseases and take suitable treatment decisions.

Environmental & Applied Solutions (16.5%) segment offers products and services that help keep food and water supplies safe globally. Its instrumentation, software, consumables, services and disinfection systems helps analyze, treat and manage the quality of ultra-pure, potable, waste, ground, source and ocean water. Moreover, the product identification businesses develop and manufacture equipment, consumables and software for various printing, marking, coding, packaging, design and color-management applications.



Reasons To Buy:

- ▲ In the past three months, Danaher's shares have gained 16.3% compared with the industry's growth of 5.3%. In first-quarter 2021, the company's earnings surpassed estimates by 50.9%, while sales exceeded the same by 0.6%. On a year-over-year basis, the bottom line increased 140% on growth in sales and expansion in operating margin. It is worth mentioning that the pandemic-induced demand for products increased quarterly sales by 20%. In the quarters ahead, the DBS initiatives — which enabled the company to focus more on product innovation, superior product quality, building an efficient workforce and enhancing shareholder value — might be beneficial. The COVID-related tailwinds are predicted to boost core sales by low-double digits in the second quarter and by high-single to low-double digits in 2021. In the past 60 days, earnings estimates for Danaher have moved 15.9% north for the second quarter of 2021 and 19.5% for 2021.
- ▲ Based on the market trends, Danaher expects healthy demand for bioprocessing products to be beneficial for the Life Sciences segment. To help the company tap benefits from the demand increase, owing to the pandemic, initiatives are being taken to expand production capacity at Cytiva and Pall Biotech. Also, activities at non-COVID bioprocessing business are expected to remain healthy. For 2021, the COVID-related tailwinds are anticipated to boost Pall Biotech and Cytiva revenues by \$2 billion. For the Diagnostics segment, the company believes that healthy demand for products related to molecular testing will be beneficial. It predicts shipping 45 million Cepheid tests in the current year, higher than 36 million tests mentioned earlier. In addition, healthy consumables business and a solid demand for equipment will likely be favorable for the Environmental & Applied Solutions segment. Danaher anticipates core revenues, including Cytiva, to grow in the mid-20 percent range in the second quarter of 2021 and expand in the high-teen range in 2021.
- ▲ Over time, Danaher has relied on inorganic activities to boost its competency. The company added General Electric's BioPharma business to its portfolio in March 2020. The BioPharma buyout complements Danaher's biologics workflow solutions of the Life Sciences segment. It works as an operating company (stand-alone) — Cytiva. Notably, Cytiva acquired Canada-based Vanrx Pharmsystems in February 2021. Also, IDT acquired Swift Biosciences in the first quarter of 2021. Recently, Danaher agreed to acquire Aldevron. This buyout is anticipated to strengthen the company's foothold in the genomic medicine field. Talking about divestments, Danaher completed the divestment of certain assets belonging to its Life Sciences segment to Sartorius AG in April 2020. In first-quarter 2021, acquisitions/divestments boosted the company's sales by 34.5%. Cytiva's contribution to sales growth was 10% in the quarter. In addition, the company remains committed to rewarding its shareholders handsomely through dividend payments. In first-quarter 2021, it used \$169 million of funds to pay out dividends, reflecting growth of 22.5% from the previous year. It is worth mentioning here that the company announced a hike of one cent per share in the quarterly dividend rate in February 2021. In addition, it provided its long-term targets this January. It anticipates core revenue growth in mid-single digits for the long run. Margin expansion is predicted to be 50-75 basis points (bps), while free cash flow conversion will likely be greater than 100% of net income. Also, investments in acquisitions will be given priority. Earnings growth in the long term is anticipated to be in double-digits.

Danaher is expected to benefit from its DBS initiatives, inorganic moves and shareholder-friendly policies. Also, strength across Life Sciences and Diagnostics segments might be growth drivers.

Reasons To Sell:

- ▼ Rising cost of sales has been a major concern for the company. Its cost of sales increased 29.7% year over year in fourth-quarter 2020 and 37.1% in first-quarter 2021. Also, operating expenses (including selling, general and administrative, and research and development expenses) flared up 35% year over year in the fourth quarter of 2020 and 29.3% in the first quarter of 2021. Escalating costs, if unchecked, might have adverse impacts on the company's margins and profitability in the quarters ahead.
- ▼ In order to finance buyout activities and working capital needs, sometimes Danaher generates funds through the issuance of long-term debt instruments and equities. This, in turn, could affect its cost of funds, liquidity and access to capital markets in case of a downgrade in investment grade ratings. It is worth mentioning here that Danaher's long-term debt at the end of the first quarter of 2021 stood at \$20.3 billion. In the first quarter of 2021, the company repaid \$279 million borrowings (with maturity of more than 90 days). Notably, its interest expenses increased 23.4% year over year in the first quarter of 2021. High debts, if unchecked, might further inflate the company's financial obligations and hurt profitability.
- ▼ The company has operations in multiple nations and such business diversifications have exposed it to risks arising from unfavorable movements in foreign currencies, geopolitical issues and other headwinds. Though foreign currency translation had positive impacts on the first-quarter 2021 results, any adverse movement in foreign currencies in the future might adversely influence results. Also, the company's business is overseen by a number of U.S. and non-U.S. governmental and self-regulatory entities. The entities ensure Danaher's compliance with multiple regulations related to import laws, export control and economic sanctions laws, restricting its scope. Further, any change in governmental regulations may curb the demand for the company's product or service portfolio and elevate expenses.

High costs and expenses as well as huge debt balances can be concerning for Danaher in the quarters ahead. Also, headwinds related to international businesses might ail.

Last Earnings Report

Danaher Q1 Earnings & Revenues Surpass Estimates

Danaher reported impressive results for the first quarter of 2021, with earnings surpassing estimates by 50.9%. Also, the company's sales surpassed the Zacks Consensus Estimate by 0.6%.

Danaher's adjusted earnings were \$2.52 per share, which surpassed the Zacks Consensus Estimate of \$1.67. Also, the bottom line increased 140% from the year-ago quarter's figure of \$1.05 mainly on sales growth.

Quarter Ending 03/2021

Report Date	Apr 22, 2021
Sales Surprise	0.57%
EPS Surprise	50.90%
Quarterly EPS	2.52
Annual EPS (TTM)	7.76

Revenue Details

In the quarter under review, the company's net sales were \$6,858 million, reflecting year-over-year growth of 57.9%. The results were driven by solid segmental performances. Organic sales in the quarter increased 20% and foreign-currency translations had a positive impact of 3.5%. Also, acquisitions/divestments boosted sales by 34.5%.

As noted, Cytiva had a 10% positive contribution to sales growth in the quarter. Organic sales, including the impact of Cytiva, increased 30% year over year. Also, the pandemic-induced demand for products boosted sales by 20%.

Further, the company's top line surpassed the Zacks Consensus Estimate of \$6,819 million.

It reports net sales under three segments — Life Sciences, Diagnostics, and Environmental & Applied Solutions. The segmental information is briefly discussed below:

Revenues from **Life Sciences** totaled \$3,546 million, rising 114.9% year over year. Foreign-currency translations boosted sales by 4%. Core sales including the impact of Cytiva grew 41.5% year over year.

Revenues from **Diagnostics** grossed \$2,178 million, increasing 34% year over year. The improvement came on the back of a 31% rise in core sales and a 3% gain from foreign-currency translations.

Revenues from **Environmental & Applied Solutions** totaled \$1,134 million, increasing 6.5% year over year. Core sales expanded 3.5%, while acquisitions and foreign currency translation had positive impacts of 0.5% and 2.5%, respectively.

Margin Profile

In the quarter under review, Danaher's cost of sales increased 37.1% year over year to \$2,605 million. It represented 38% of net sales compared with 43.7% in the year-ago quarter. Gross profit increased 74.1% to \$4,253 million, while margin increased 570 basis points (bps) to 62%.

Selling, general and administrative expenses of \$1,876 million witnessed a year-over-year increase of 28.7%. As a percentage of net sales, it represented 27.4% versus 33.6% in the year-ago quarter. Research and development expenses were \$380 million, which rose 32.4%. It represented 5.5% of net sales versus 6.6% in the year-ago quarter.

Operating income in the quarter increased 186.1% year over year to \$1,997 million. Operating margin increased 1300 bps to 29.1%. Interest expenses in the quarter totaled \$58 million, higher than \$47 million reported in the year-ago quarter.

Balance Sheet and Cash Flow

Exiting the first quarter, Danaher had cash and cash equivalents of \$6,330 million, up from \$6,035 million at the end of the last reported quarter. Long-term debt balance decreased 4.4% sequentially to \$20,267 million. In the first three months of 2021, the company repaid \$279 million borrowings, with a maturity of more than 90 days.

In the first three months of 2021, Danaher generated net cash of \$1,871 million from operating activities (continuing operations), reflecting a year-over-year increase of 126.5%. Capital used for purchasing property, plant and equipment totaled \$251 million versus \$133 million in the comparable period of the previous year. Free cash flow in the quarter improved 135% to \$1,632 million.

The company paid out dividends worth \$169 million to its shareholders in the quarter, reflecting an increase of 22.5% from the previous year.

Outlook

In the quarters ahead, Danaher expects to benefit from a solid product portfolio, dedicated workforce and a strong balance sheet.

For the second quarter of 2021, the company expects core revenues, including Cytiva, to grow in the mid-20 percent range. The same is predicted to increase in high-teens percent range in 2021, whereas it recorded 9.5% in 2020.

Recent News

Danaher's Aldevron Buyout to Aid Genomic Medicine

On **Jun 17, 2021**, Danaher announced that it agreed to acquire Fargo, ND-based Aldevron. The purchase transaction has been valued at \$9.6 billion and will help the company expand its medicine business.

Aldevron specializes in manufacturing mRNA, proteins and plasmid DNA. The products are mainly used by pharmaceutical and biotechnology customers for commercial, research and clinical purposes. This privately-held company has founded in 1998 and employees 600 people.

As noted, Danaher intends on paying the purchase price of \$9.6 billion with cash on hand and funds raised through commercial paper. The completion of the transaction is subject to the receipt of regulatory approvals and satisfaction of other customary closing conditions. When accomplished, Aldevron will be integrated with Danaher's Life Sciences segment. It will work as an operating company (stand-alone).

Danaher anticipates the buyout to strengthen its foothold in the genomic medicine field. Through Aldevron, introducing vaccines and life-saving therapies will be a lot easier for Danaher's customers.

Dividend

On **May 5, 2021**, Danaher's board of directors approved the pay out of a quarterly cash dividend of 21 cents per share to shareholders of record as of Jun 25. Notably, the payment will be made on Jul 30, 2021.

Valuation

Danaher shares are up 15.7% in the year-to-date period and increased 48.6% over the trailing 12-month period. Year-to-date, both the Zacks sub-industry and the Zacks Conglomerates sector increased 11.7%. On the other hand, the stocks in both the Zacks sub-industry and the Zacks Conglomerates sector have moved up 47.3% over the past year.

The S&P 500 index has increased 13.2% in the year-to-date period and grew 38.4% in the past year.

The stock is currently trading at 28.7x forward 12-month earnings, which compares to 25.21x for both the Zacks sub-industry and the Zacks sector, and 21.69x for the S&P 500 index.

Over the past five years, the stock has traded as high as 37.87x and as low as 15.64x, with a 5-year median of 22.76x. Our Neutral recommendation indicates the stock to perform in line with the market. Our \$270 price target reflects 30.14x forward 12-month earnings per share.

The table below shows summary valuation data for DHR.

Valuation Multiples - DHR					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	28.7	25.21	25.21	21.69
	5-Year High	37.87	27.43	27.43	23.83
	5-Year Low	15.64	15.67	15.67	15.31
	5-Year Median	22.76	18.77	18.77	18.05
P/S F12M	Current	6.44	5.24	5.24	4.7
	5-Year High	7.3	5.24	5.24	4.74
	5-Year Low	2.36	2.26	2.26	3.21
	5-Year Median	3.66	3.04	3.04	3.72

As of 06/17/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 17% (44 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Abbott Laboratories (ABT)	Neutral	4
Ecolab Inc. (ECL)	Neutral	3
General Electric Company (GE)	Neutral	3
3M Company (MMM)	Neutral	3
ParkerHannifin Corporation (PH)	Neutral	2
Stryker Corporation (SYK)	Neutral	3
Thermo Fisher Scientific Inc. (TMO)	Neutral	3
Xylem Inc. (XYL)	Neutral	2

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

Industry Comparison Industry: Diversified Operations				Industry Peers		
	DHR	X Industry	S&P 500	GE	MMM	PH
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	2
VGM Score	B	-	-	D	A	B
Market Cap	183.37 B	2.40 B	29.66 B	114.12 B	113.12 B	36.81 B
# of Analysts	8	3	12	8	7	10
Dividend Yield	0.33%	0.00%	1.35%	0.31%	3.03%	1.44%
Value Score	D	-	-	C	B	C
Cash/Price	0.04	0.16	0.05	0.32	0.04	0.01
EV/EBITDA	28.65	9.42	16.95	9.84	14.47	18.17
PEG F1	2.65	1.60	2.09	11.88	2.10	1.63
P/B	4.93	1.49	4.06	3.25	8.18	4.97
P/CF	26.47	11.17	17.27	18.60	16.08	18.87
P/E F1	28.79	19.96	20.99	50.49	19.95	19.19
P/S TTM	7.39	1.30	3.39	1.50	3.43	2.72
Earnings Yield	3.47%	4.88%	4.65%	2.00%	5.01%	5.21%
Debt/Equity	0.55	0.55	0.66	1.90	1.22	0.89
Cash Flow (\$/share)	9.71	2.01	6.83	0.70	12.13	15.12
Growth Score	B	-	-	F	A	C
Historical EPS Growth (3-5 Years)	8.77%	8.73%	9.44%	-48.68%	1.59%	14.66%
Projected EPS Growth (F1/F0)	41.46%	29.68%	21.49%	2,475.00%	11.92%	37.78%
Current Cash Flow Growth	54.58%	-0.64%	0.99%	-45.62%	1.21%	-2.94%
Historical Cash Flow Growth (3-5 Years)	11.93%	8.40%	7.28%	-19.35%	1.95%	7.19%
Current Ratio	2.05	1.74	1.39	1.96	1.83	1.66
Debt/Capital	33.39%	40.13%	41.51%	65.55%	54.88%	47.01%
Net Margin	19.17%	2.94%	11.95%	-4.33%	17.34%	11.34%
Return on Equity	16.34%	11.17%	16.48%	1.53%	44.00%	25.33%
Sales/Assets	0.34	0.73	0.51	0.30	0.71	0.68
Projected Sales Growth (F1/F0)	25.05%	0.00%	9.41%	-2.26%	8.71%	4.12%
Momentum Score	A	-	-	B	B	A
Daily Price Change	5.04%	-0.90%	-0.04%	-3.27%	-0.90%	-3.62%
1-Week Price Change	1.96%	0.00%	-0.41%	-1.93%	-1.57%	-2.28%
4-Week Price Change	0.85%	0.00%	1.51%	-0.46%	-3.23%	-6.52%
12-Week Price Change	17.56%	1.13%	7.99%	1.17%	1.06%	-9.23%
52-Week Price Change	46.07%	32.01%	35.52%	78.57%	22.57%	53.92%
20-Day Average Volume (Shares)	2,760,252	59,595	1,771,802	56,729,036	1,734,872	732,045
EPS F1 Estimate 1-Week Change	0.15%	0.00%	0.00%	0.00%	0.00%	0.64%
EPS F1 Estimate 4-Week Change	0.15%	0.00%	0.03%	0.00%	0.51%	0.06%
EPS F1 Estimate 12-Week Change	19.02%	9.83%	3.37%	9.57%	2.38%	5.79%

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

EPS Q1 Estimate Monthly Change	0.21%	:	0.00%	0.00%	:	0.00%	0.00%	0.92%
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	B
Momentum Score	A
VGM Score	B

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

Disclosures

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

proportionate to its market value.

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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