

Danaher Corporation (DHR)

\$205.79 (As of 08/28/20)

Price Target (6-12 Months): **\$236.00**

Long Term: 6-12 Months

Zacks Recommendation: **Outperform**

(Since: 07/27/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:D

Value: D

Growth: C

Momentum: C

Summary

In the past three months, Danaher's shares have outperformed the industry. In the quarters ahead, the company is poised to benefit from Danaher Business System ("DBS"), policy of rewarding shareholders through dividend payments and inorganic activities (including acquisitions and divestments). Also, growth opportunities within the Life Sciences and Diagnostics segments — with third-quarter core sales likely to rise in low-double digits and high-single digits, respectively — will support top-line performance. For third-quarter 2020, the company expects core sales to grow in low- to mid-single digits. Cytiva is expected to boost core sales by 300-400 basis points (bps) in the quarter. In the past 60 days, the company's earnings estimates have been increased for the third quarter, 2020 and 2021.

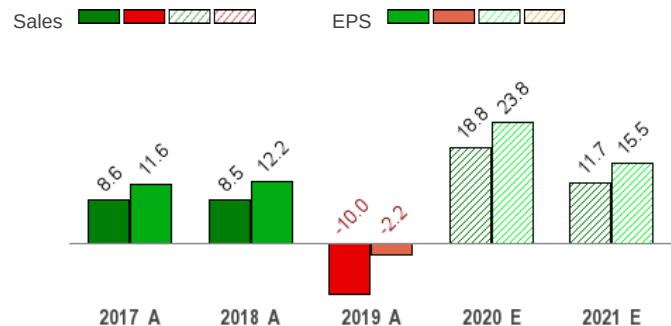
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$209.15 - \$119.60
20-Day Average Volume (Shares)	1,649,946
Market Cap	\$145.9 B
Year-To-Date Price Change	34.0%
Beta	0.95
Dividend / Dividend Yield	\$0.72 / 0.4%
Industry	Diversified Operations
Zacks Industry Rank	Top 45% (113 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	35.9%
Last Sales Surprise	6.7%
EPS F1 Estimate 4-Week Change	0.9%
Expected Report Date	10/22/2020
Earnings ESP	0.0%
P/E TTM	41.7
P/E F1	37.6
PEG F1	3.5
P/S TTM	7.5

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	5,451 E	5,609 E	5,784 E	6,448 E	23,765 E
2020	4,343 A	5,297 A	5,520 E	6,124 E	21,285 E
2019	4,880 A	5,157 A	5,037 A	4,868 A	17,911 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.45 E	\$1.50 E	\$1.55 E	\$1.75 E	\$6.32 E
2020	\$1.05 A	\$1.44 A	\$1.36 E	\$1.58 E	\$5.47 E
2019	\$1.07 A	\$1.19 A	\$1.16 A	\$1.28 A	\$4.42 A

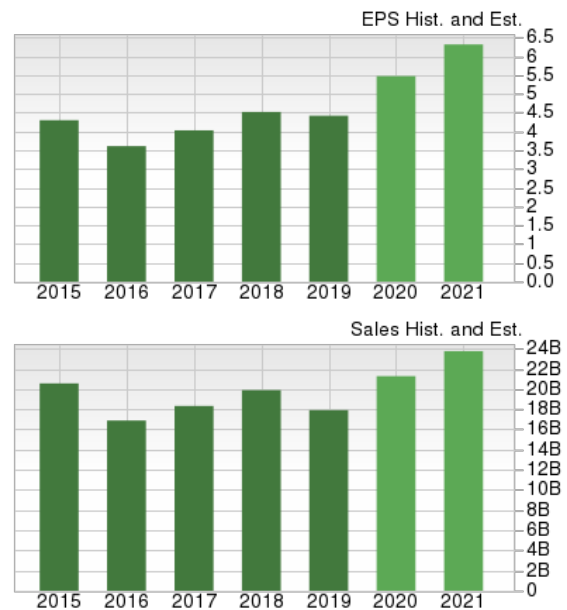
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 08/28/2020. The reports text is as of 08/31/2020.

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** (49.9% of revenues generated in second-quarter 2020) 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. It also provides filtration, separation and purification technologies to a range of industries, such as biopharmaceutical, food and beverage, medical, aerospace, microelectronics, and general industrial.
- **Diagnostics** (31.3%) segment offers analytical instruments, reagents, consumables, software and services that are deployed in hospitals, physicians' offices, reference laboratories and other critical care settings. It helps to diagnose diseases and take suitable treatment decisions.
- **Environmental & Applied Solutions** (18.8%) segment offers products and services to keep global food and water supplies safe. It offers instrumentation, consumables, services and disinfection systems to help 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.



It is worth noting here that Danaher completed the divestment of its dental assets and transferred those to Envista Holdings Corporation in September 2019. Further, Danaher completed the divestiture of its stake in Envista Holdings in December 2019. Envista trades on the NYSE under the ticker symbol "NVST".

Also, in March, Danaher acquired the BioPharma business of General Electric Company.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ In the past three months, Danaher's shares have gained 24.3% compared with the industry's growth of 12.6%. In second-quarter 2020, the company's earnings surpassed estimates by 35.8%, while sales exceeded the same by 6.7%. On a year-over-year basis, earnings expanded 32.1% on sales growth of 19.2%. Going forward, 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. For third-quarter 2020, the company anticipates core revenues growth in low to mid-single digits. Including Cytiva, core sales growth in the quarter will be in mid- to high-single digits. In the past 60 days, earnings estimates for Danaher have increased 7.1% for the third quarter of 2020, 12.1% for 2020 and 10.3% for 2021.
- ▲ For its Life Sciences segment, the company expects growth in core sales of bioprocessing genomic and automation products. Demand is anticipated to be healthy for Pall Biotech and Cytiva businesses. Investment in product development remains a priority for the segment, as evident from the launch of the Triple Quad 7500 mass spectrometer and other products in July 2020. Similarly, for the Diagnostics segment, the company believes that healthy demand for products related to acute care diagnostics and molecular diagnostics — especially for Cepheid — will favor results. It is worth noting here that the company launched Beckman Coulter Diagnostics serology test in second-quarter 2020. This product might play an important role in the fight against the pandemic. In the third quarter of 2020, Danaher anticipates core sales to grow in low-double digits for the Life Sciences segment and increase in high-single digits for the Diagnostics segment.
- ▲ Over time, Danaher has relied on inorganic activities to boost its competency. In this regard, the buyouts of Integrated DNA Technologies (in April 2018), Blue Software (in July 2018) and Labcyte Corporation (in January 2019) are worth mentioning. Further, Danaher completed the acquisition of General Electric's BioPharma business in March 2020. The buyout complements its biologics workflow solutions of the Life Sciences segment. It works as an operating company (stand-alone) — called Cytiva. Talking about divestments, Danaher divested its dental business to Envista in September 2019 and closed the disposition of its stake in Envista in December. Also, in April 2020, the company completed the divestment of certain assets belonging to its Life Sciences segment to Sartorius AG. In second-quarter 2020, acquisitions/divestments boosted the company's sales by 21.5%. Cytiva's contribution to sales growth was 4% in the quarter. For third-quarter 2020, Danaher anticipates Cytiva to boost core sales by 300-400 bps.
- ▲ Danaher remains committed to rewarding its shareholders handsomely through dividend payments. In the first half of 2020, the company used \$283.1 million of funds to pay out dividends, which is higher than \$233.9 million distributed in the year-ago comparable period. It is worth mentioning here that the company announced a hike of one cent per share in the quarterly dividend rate in February 2020.

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 boons.

Risks

- On a P/E (TTM) basis, Danaher's stock looks overvalued compared with the industry, with respective tallies of 41.71X and 27.98X. Also, the company's current multiple are higher than the industry's three-month highest level of 27.98X. Though the company provided impressive view for the third quarter of 2020, it still refrained from providing projections for 2020 due to the uncertainties caused by the pandemic. In addition, rising cost of sales has been a major cause of concern for the company. Its cost of sales increased on a year-over-year basis for the four quarters of 2019. Notably, the metric expanded 1.9% year over year in first-quarter 2020 and 24.7% in second-quarter 2020. Also, operating expenses (including selling, general and administrative, and research and development expenses) increased 6.7% year over year in the first quarter and 20.1% in the second quarter. Talking about margins, the company's first- and second-quarter 2020 operating margin decreased by 100 bps and 240 bps year over year, respectively. 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. To fund the acquisition of the BioPharma business, the company raised funds through the issuance of common and preferred shares. In March 2020, it offered €1.75 billion senior notes in March 2020 and €750 million in April 2020, and offered 9.5 million common shares and 1.6 million of 5.00% Series B mandatory convertible preferred stocks in May. It is worth mentioning here that Danaher's long-term debt at the end of the second quarter of 2020 stood at \$22.4 billion. During the first half of 2020, the company raised \$7,691.3 million through borrowings, with maturity of more than 90 days, and its repayments amounted to \$3,750 million. Its total-debt to total capital stood at 38.1% at the second-quarter end. Times interest earned — suggesting the company's ability to fund financial obligations — weakened from 25.3X at the end of first-quarter 2020 to 20.0X at the end of second-quarter 2020.
 - International operations exposed Danaher to risks arising from unfavorable movements in foreign currencies and geopolitical issues. Sales in the second quarter dipped 2% due to forex woes. Persistence of the headwind might be detrimental to Danaher in the quarters ahead. 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.
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Last Earnings Report

Danaher Beats on Q2 Earnings, Gives Impressive View

Danaher has kept its earnings streak alive in the second quarter of 2020. Its earnings surpassed estimates by 35.8% and sales exceeded the same by 6.7%.

The company's adjusted earnings were \$1.44 per share in the reported quarter, which outpaced the Zacks Consensus Estimate of \$1.06. The same also grew 32.1% from the year-ago quarter's figure of \$1.09 mainly on sales growth.

Quarter Ending	06/2020
Report Date	Jul 23, 2020
Sales Surprise	6.74%
EPS Surprise	35.85%
Quarterly EPS	1.44
Annual EPS (TTM)	4.93

Revenue Details

In the quarter under review, the company's net sales were \$5,297.4 million, reflecting year-over-year growth of 19.2%. Organic sales in the quarter declined 0.5% and foreign-currency translations had an adverse impact of 2%. On the other hand, acquisitions/divestments had a positive impact of 21.5% on sales.

As noted, Cytiva had a 4% positive contribution on sales growth in the quarter. Organic sales, including the impact of Cytiva, increased 3.5% year over year.

It is worth noting here that Danaher completed the acquisition of General Electric's BioPharma business in first-quarter 2020. The acquired BioPharma business is included in Danaher's Life Sciences segment and is called Cytiva.

Also, the company's top line surpassed the Zacks Consensus Estimate of \$4,963 million.

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

Revenues for the **Life Sciences** segment totaled \$2,642.4 million, rising 54.5% year over year. Acquisitions/divestments had a positive contribution of 55.5% to sales growth, while forex woes had an adverse impact of 1%. Core sales were flat year over year.

However, Cytiva had a positive impact of 8% and including this, organic sales in the quarter increased 8% year over year.

Revenues in the **Diagnostics** segment grossed \$1,660.2 million, increasing 2.5% year over year. The improvement came on the back of a 5% rise in core sales, which was partially offset by a 2.5% negative impact of foreign-currency translations.

Revenues in the **Environmental & Applied Solutions** segment totaled \$994.8 million, decreasing 10.5% year over year. The decline was due to an 8.5% fall in core sales and a 2% adverse impact of foreign-currency translations.

Margin Profile

In the quarter under review, Danaher's cost of sales increased 24.7% year over year to \$2,444.8 million. It represented 46.2% of net sales compared with 44.1% in the year-ago quarter. Gross profit increased 14.8% year over year to \$2,852.6 million, while margin decreased 210 basis points (bps) year over year to 53.8%.

Selling, general and administrative expenses of \$1,685.4 million reflect a year-over-year increase of 21.3%. As a percentage of net sales, it represented 31.8% versus 31.3% in the year-ago quarter. Research and development expenses were \$322.6 million, which rose 14.4% year over year. It represented 6.1% of net sales versus 6.3% in the year-ago quarter.

Operating income in the quarter under review increased 4.1% year over year to \$844.6 million. Operating margin decreased 240 bps to 15.9% in the quarter. The results were adversely impacted by 80-bps adverse impact of core business and 400-bps impact of miscellaneous sources, partially offset by 240-bps contribution from acquisitions.

Interest expenses in the quarter totaled \$78.6 million, higher than \$19.7 million reported in the year-ago quarter.

Balance Sheet and Cash Flow

Exiting the second quarter, Danaher had cash and cash equivalents of \$5,539.3 million, up 26.8% from \$4,367.7 million at the end of the last reported quarter. Long-term debt balance decreased 1.6% sequentially to \$22,370 million.

During the first half of 2020, the company raised \$7,691.3 million through borrowings, with a maturity of more than 90 days. It also repaid \$3,750 million borrowings, with a maturity of more than 90 days.

In the quarter, the company generated net cash of \$1,445 million from operating activities, reflecting a year-over-year increase of 37%. Capital used for purchasing property, plant and equipment totaled \$155.4 million versus \$154.3 million in the year-ago quarter.

Free cash flow (non-GAAP) in the quarter improved 41% year over year to \$1,289.9 million.

In the first half of 2020, the company paid out dividends worth \$283.1 million to its shareholders.

Outlook

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

sheet.

For the third quarter of 2020, the company expects core revenues growth in low-to mid-single digits. In addition, it believes that Cytiva's impact on core sales will be 300-400 bps and including this contribution, core sales growth in the quarter will be in mid to high-single digits.

Recent News

Dividend

On **Jul 31, 2020**, Danaher paid a quarterly cash dividend of 18 cents per share to shareholders of record as of Jun 26.

Valuation

Danaher shares are up 34% and 44.7% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in both the Zacks sub-industry and the Zacks Conglomerates sector have moved down 6% in the year-to-date period. Over the past year, both the Zacks sub-industry and sector have increased 5.8%.

The S&P 500 index has increased 9% year to date and increased 20.3% in the past year.

The stock is currently trading at 34.07x forward 12-month earnings, which compares to 26.44x for both the Zacks sub-industry and the Zacks sector, and 23.49x for the S&P 500 index.

Over the past five years, the stock has traded as high as 37.15x and as low as 15.64x, with a 5-year median of 21.64x. Our Outperform recommendation indicates the stock to perform better than the market. Our \$236 price target reflects 39.18x 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	34.07	26.44	26.44	23.49
	5-Year High	37.15	26.44	26.44	23.49
	5-Year Low	15.64	15.76	15.76	15.25
	5-Year Median	21.64	18.47	18.47	17.58
P/S F12M	Current	6.36	3.92	3.92	3.84
	5-Year High	6.46	3.92	3.92	3.84
	5-Year Low	2.36	2.29	2.29	2.53
	5-Year Median	3.44	3.03	3.03	3.05

As of 08/28/2020

Industry Analysis Zacks Industry Rank: Top 45% (113 out of 252)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Thermo Fisher Scientific Inc. (TMO)	Outperform	2
Abbott Laboratories (ABT)	Neutral	3
3M Company (MMM)	Neutral	3
ParkerHannifin Corporation (PH)	Neutral	3
Stryker Corporation (SYK)	Neutral	3
Xylem Inc. (XYL)	Neutral	3
Ecolab Inc. (ECL)	Underperform	5
General Electric Company (GE)	Underperform	5

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)	Outperform	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	5	3	3
VGM Score	D	-	-	D	A	A
Market Cap	145.88 B	5.73 B	23.71 B	57.86 B	95.42 B	27.06 B
# of Analysts	8	4	14	8	7	8
Dividend Yield	0.35%	1.60%	1.63%	0.61%	3.55%	1.67%
Value Score	D	-	-	B	B	C
Cash/Price	0.04	0.27	0.07	1.60	0.05	0.03
EV/EBITDA	36.06	8.98	13.37	3.80	15.09	14.40
PEG F1	3.46	2.65	3.08	NA	2.12	1.68
P/B	4.42	1.09	3.22	1.64	8.74	4.42
P/CF	33.09	7.01	12.90	5.12	13.78	13.92
P/E F1	37.62	19.57	21.82	NA	20.13	19.81
P/S TTM	7.46	1.09	2.52	0.66	3.04	1.98
Earnings Yield	2.66%	4.81%	4.41%	-0.91%	4.97%	5.05%
Debt/Equity	0.68	0.80	0.74	2.05	1.77	1.25
Cash Flow (\$/share)	6.21	2.35	6.94	1.29	12.02	15.12
Growth Score	C	-	-	F	B	A
Historical EPS Growth (3-5 Years)	2.68%	10.77%	10.41%	-25.64%	4.06%	17.12%
Projected EPS Growth (F1/F0)	23.84%	-20.56%	-4.94%	-108.46%	-9.58%	-1.54%
Current Cash Flow Growth	1.84%	9.67%	5.22%	-8.00%	-11.15%	-2.94%
Historical Cash Flow Growth (3-5 Years)	5.87%	7.02%	8.50%	-12.27%	1.67%	7.19%
Current Ratio	2.20	1.64	1.35	2.21	1.94	1.55
Debt/Capital	38.15%	44.29%	43.86%	67.26%	63.85%	55.53%
Net Margin	17.73%	2.97%	10.25%	-5.10%	16.38%	8.81%
Return on Equity	11.88%	10.37%	14.66%	7.94%	46.86%	22.54%
Sales/Assets	0.30	0.73	0.50	0.34	0.70	0.68
Projected Sales Growth (F1/F0)	6.73%	-0.72%	-1.43%	-24.73%	-1.43%	-7.54%
Momentum Score	C	-	-	D	B	B
Daily Price Change	0.61%	0.31%	0.71%	2.01%	0.96%	1.29%
1-Week Price Change	1.44%	-1.13%	-1.45%	-5.26%	-2.64%	-1.57%
4-Week Price Change	1.73%	4.08%	4.59%	5.59%	8.90%	16.59%
12-Week Price Change	21.83%	0.75%	4.86%	-14.60%	1.91%	6.91%
52-Week Price Change	45.14%	-14.54%	3.09%	-18.50%	3.31%	28.23%
20-Day Average Volume (Shares)	1,649,946	46,765	1,887,168	75,354,064	2,337,566	896,042
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.92%	0.92%	0.79%	-2,100.00%	2.00%	10.78%
EPS F1 Estimate 12-Week Change	12.14%	3.90%	3.43%	-233.33%	3.90%	13.84%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-117.95%	1.58%	13.40%

Source: Zacks Investment Research

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	C
VGM Score	D

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

Disclosures

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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