

DISH Network Corp. (DISH)

\$35.13 (As of 11/23/20)

Price Target (6-12 Months): **\$40.00**

Long Term: 6-12 Months

Zacks Recommendation:

Outperform

(Since: 10/16/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

Zacks Rank: (1-5)

1-Strong Buy

Zacks Style Scores:

VGM:B

Value: B

Growth: C

Momentum: B

Summary

DISH's third-quarter 2020 results reflected subscriber loss in both Pay-TV and Sling TV businesses. The coronavirus outbreak caused severe disruption in certain commercial segments served by DISH including the hospitality and airline industries. Further, a debt-ridden balance sheet is a lingering concern. Shares have underperformed the industry on a year-to-date basis. Nevertheless, DISH's focus on acquiring and retaining subscribers, who will be profitable over the long term, is expected to drive growth. Additionally, DISH entered the retail wireless market through the acquisition of Boost and Ting Mobile. The company also entered into partnerships with Fujitsu, AltioStar, VMware, Intel and Qualcomm for its standalone 5G network. These initiatives bode well for DISH's top line over the long haul.

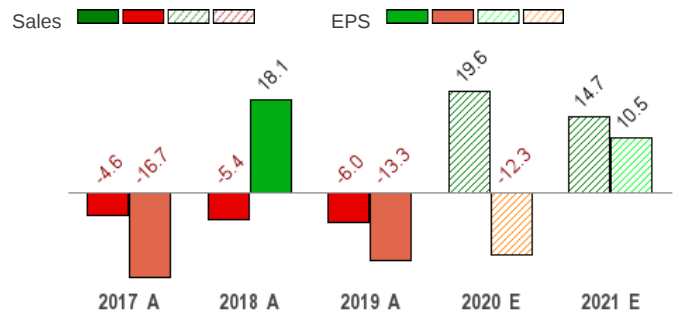
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$42.62 - \$17.09
20-Day Average Volume (Shares)	3,431,721
Market Cap	\$18.5 B
Year-To-Date Price Change	-1.0%
Beta	1.84
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Cable Television
Zacks Industry Rank	Top 39% (98 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	28.4%
Last Sales Surprise	12.9%
EPS F1 Estimate 4-Week Change	7.0%
Expected Report Date	02/17/2021
Earnings ESP	10.8%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	4,343 E	4,310 E	4,273 E	4,286 E	17,569 E
2020	3,217 A	3,187 A	4,532 A	4,472 E	15,320 E
2019	3,187 A	3,211 A	3,168 A	3,241 A	12,808 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.60 E	\$0.67 E	\$0.63 E	\$0.57 E	\$2.52 E
2020	\$0.13 A	\$0.78 A	\$0.86 A	\$0.73 E	\$2.28 E
2019	\$0.65 A	\$0.60 A	\$0.66 A	\$0.69 A	\$2.60 A

*Quarterly figures may not add up to annual.

P/E TTM	14.3
P/E F1	15.4
PEG F1	4.3
P/S TTM	1.3

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 11/23/2020. The reports text is as of 11/24/2020.

Overview

DISH Network Corporation offers pay-TV services under the DISH brand and Sling brand. As of Sep 30, 2020, DISH had 11.423 million Pay-TV subscribers in the United States, including 8.965 million DISH TV subscribers and 2.458 million Sling TV subscribers.

DISH offer a wide selection of video services under the DISH TV brand, with access to hundreds of local, regional and national broadcast network channels, depending on the level of subscription. The company's Latino and international programming packages allow subscribers to choose from over 270 channels in 28 languages.

DISH also offers products like DVRs (including Hopper whole-home HD DVR), multiple tuner receivers, 1080p video on demand, and external hard drives. Additionally, the company offers streaming access through DISH On Demand to thousands of movies and TV shows to DISH TV subscribers.

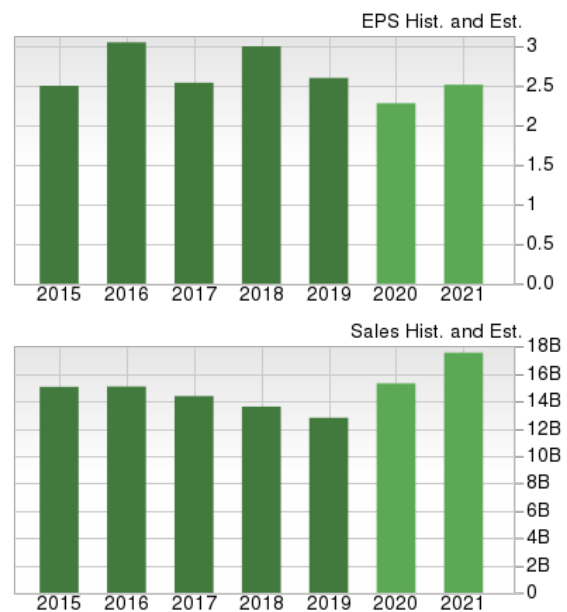
Sling TV services require an Internet connection and are available on multiple streaming-capable devices. DISH also offers add-on extras, pay-per-view events and a cloud-based DVR service.

DISH reported revenues of \$12.81 billion in 2019. The company reports operations through two reportable segments – Subscriber-Related revenues (98.5% of revenues in 2019) and Equipment Sales & Other revenues (1.5%).

The company's wireless business operates in two business units - Retail Wireless and 5G Network Deployment. Markedly, DISH entered retail wireless business through the acquisition of Boost Mobile (Jul 1, 2020) and Ting Mobile (Aug 1, 2020). As of Sep 30, 2020, DISH had 9.418 million retail wireless subscribers.

Notably, DISH has invested over \$11 billion to acquire certain wireless spectrum licenses and related assets since 2008. The company also has non-controlling investments in certain entities.

Boost Mobile faces significant competition from Metro PCS (owned by T-Mobile), Cricket Wireless (owned by AT&T) and Tracfone Wireless (acquired by Verizon).



Source: Zacks Investment Research

Reasons To Buy:

- ▲ DISH's Internet TV service – Sling TV allows subscribers to stream on up to three different devices (Sling Blue package). Moreover, Sling Orange and Sling Blue are two of the lowest priced live-linear online streaming services in the industry. In June 2018, DISH launched additional Sling TV services which include offering consumers a la carte channel subscriptions, access to pay-per-view events and movies, and access to free content. Notably, in 2019, the company added 175K subscribers. Sling's focus on attracting and retaining long-term, profitable and economically rational subscribers will continue to drive top-line growth in the long haul.
- ▲ Although DISH's Pay-TV business continues to lose subscribers, primarily due to matured DISH TV, the company's focus on acquiring and retaining subscribers that are profitable over the long term, is paying off. The company has been ranked #1 in Overall Customer Satisfaction for the second year in a row in the U.S. Television Service Provider Satisfaction Study by J.D. Power. This is a major factor behind improving retention rates and bodes well for the company's top-line growth.
- ▲ Moreover, DISH's focus on providing quality content to its users is expected to yield results in the long term. Additionally, resolution of carriage-related disputes with Fox and Univision Communications is a positive. The company's focus on offering live soccer games through DishLATINO is also noteworthy.
- ▲ DISH has created an extensive portfolio of spectrum, the most important component of wireless networks. The company has invested \$11 billion to acquire a portfolio of 700 MHz, 600 MHz, AWS-4 Licenses (40 MHz) and H Block licenses. DISH has committed to deploy a facilities-based 5G broadband network capable of serving 70% of the U.S. population by June 2023. The company has requested the Federal Communications Commission to modify its spectrum licenses to reflect the new commitments.

Increasing Sling TV subscriber base, focus on acquiring & retaining subscribers that are profitable over the long term and extensive portfolio of spectrum are key positives.

Risks

- The internal dynamics of the U.S. pay-TV industry has been gradually shifting from cable TV operators to large telecom operators and low-cost over-the-top (OTT) service providers. DISH's Pay-TV growth is suffering due to matured video market in the United States, stiff competition and severe cord-cutting. Further, economic impact of the coronavirus outbreak that has resulted in a steep climb in unemployment is expected to hurt Pay-TV providers like DISH, at least in the near term.
 - DISH is a low-cost provider in the pay-TV industry. Further, Sling TV subscribers on average purchase lower priced programming services than DISH TV subscribers. Hence, an increase in Sling TV subscribers hurts DISH's Pay-TV average monthly revenue per subscriber (ARPU). Moreover, escalating programming and content expenses and retransmission fees are keeping company's margins under pressure. Moreover, blackout of HBO and Cinemax due to dispute over carriage agreements between DISH and AT&T (parent of HBO and Cinemax) is expected to increase churn rate, at least in the near term.
 - DISH has a leveraged balance sheet. Total debt as of Sep 30, 2020 was \$14.08 billion compared with \$13.06 billion as of Jun 30, 2020. In comparison, DISH's cash balance was \$2.80 billion.
 - Moreover, DISH estimates expenditures for wireless projects to be between \$250 million and \$500 million during 2020. Further, capital expenditures for its 5G network deployment are expected to be approximately \$10 billion. The huge debt load due to a coronavirus-led recessionary macro-environment is a headwind as the ongoing volatility in financial markets restricts DISH's capacity to raise further debt. This, in turn, might delay 5G network deployment, which is a major concern for the company's prospects in the long haul.
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Last Earnings Report

DISH Network Q3 Earnings & Revenues Beat Estimates

DISH Network's third-quarter 2020 earnings of 86 cents per share beat the Zacks Consensus Estimate by 32.3% while also surging 30.3% year over year.

Revenues jumped 43% year over year to \$4.53 billion and surpassed the consensus mark by 13.5%. Service revenues surged 35.4% year over year to \$4.22 billion. Equipment sales and other revenues were \$309.4 million compared with \$52.8 million in the year-ago quarter.

U.S. revenues jumped 43.1% year over year to \$4.52 billion. Canada and Mexico revenues increased 31.3% from the year-ago quarter to \$15.1 million.

DISH exited the reported quarter with 11.423 million DISH TV subscribers, down 5.6%, and 2.458 million Sling TV subscribers, down 8.5%. Total Pay-TV subscribers were 11.423 million, down 6.2% year over year.

It goes without saying that coronavirus adversely impacted DISH's quarterly results. The pandemic caused severe disruptions in certain commercial segments served by the company, including the hospitality and airline industries.

Markedly, DISH paused services or provided temporary rate relief for roughly 250,000 commercial accounts and removed the same from its ending Pay-TV subscriber count as of Mar 31, 2020. During the reported quarter, 35,000 of these subscribers resumed normal service and they were added to the DISH TV subscriber count as of Sep 30, 2020.

Moreover, as a result of the Boost Mobile and the Ting Mobile acquisitions, DISH entered retail wireless business in the reported quarter. The company acquired more than 9 million subscribers as a result of the Boost Mobile buyout. The Ting Mobile acquisition added more than 200,000 subscribers.

Top-Line Details

DISH currently operates two business segments - Pay-TV and Wireless.

Pay-TV revenues (70.4% of revenues) increased 0.7% from the year-ago quarter to \$3.19 billion.

Pay-TV video and related revenues climbed 0.7% to \$3.14 billion. However, Pay-TV equipment sales and other revenues declined 3.2% year over year to \$51.1 million.

The company added 116K net Pay-TV subscribers in the reported quarter compared with 148K it gained a year ago. Moreover, DISH gained 203K net Sling TV subscribers but lost 87K DISH TV subscribers.

However, Pay-TV ARPU increased 7.6% year over year to \$91.79. Additionally, the churn-out rate was 1.41% compared with the year-ago quarter's 1.69%.

Wireless revenues were \$1.34 billion in the reported quarter.

Operating Details

In the third quarter, DISH TV subscriber-acquisition costs increased 4.5% year over year to \$864.

Selling, general & administrative expenses increased 15.3% year over year to \$516.6 million.

EBITDA surged 62.2% year over year to \$968.8 million.

Operating income also surged 73% year over year to \$811.2 million. Pay-TV operating income surged 63.5% year over year to \$803.8 million. Wireless operating income was \$7.4 million against loss of \$22.8 million.

Balance Sheet

As of Sep 30, 2020, DISH Network had cash, cash equivalents and current marketable investment securities of \$2.80 billion compared with \$2.63 billion as of Jun 30, 2020.

Total debt as of Sep 30, 2020 was \$14.08 billion compared with \$13.06 billion as of Jun 30, 2020.

Quarter Ending	09/2020
Report Date	Nov 06, 2020
Sales Surprise	12.92%
EPS Surprise	28.36%
Quarterly EPS	0.86
Annual EPS (TTM)	2.46

Recent News

On Nov 11, DISH and Qualcomm announced their collaboration to test open and virtualized RAN 5G solutions containing the latter's 5G RAN Platforms to help fast track the former's rollout of the nation's first cloud-native, open Radio Access Network (O-RAN) 5G network deployment.

On Nov 2, DISH announced a partnership with Intel to integrate the latter's 5G infrastructure technology into the former's buildout of the nation's first virtualized, open Radio Access Network (O-RAN) 5G network deployment.

On Oct 29, DISH announced that it has selected DigitalRoute's cloud-native Usage Data Platform to monetize new 5G services.

On Oct 20, DISH Network announced that it has selected Hansen Technologies' catalog-driven software solutions to build a cloud-native, Open RAN-compliant 5G network.

Hansen's solutions consist of a product and service catalog, which is built from open Application Programming Interfaces (APIs). This will help integrate the solutions seamlessly with DISH's customer and network systems.

On Sep 24, DISH Network selected inventory and service-order-management software from Blue Planet, a division of Ciena, to automate its 5G wireless network.

On Sep 23, DISH Network division SLING TV launched a new feature in beta, SLING Watch Party, which enables customers to connect with friends and family in remote locations through video and chat while streaming their favorite programs together.

On Aug 18, DISH Network announced that it has selected MATRIXX Software as the cloud-native converged charging system for its standalone 5G network.

Valuation

DISH shares are down 0.9% in the year-to-date period and 14.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Consumer Discretionary sector are up 15.1% and 6.7% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are up 9.8% and 7.6%, respectively.

The S&P 500 index is up 11.3% in the year-to-date period and 16% in the past year.

The stock is currently trading at 14.1X forward 12-month earnings, which compares to 20.91X for the Zacks sub-industry, 33.12X for the Zacks sector and 22.35X for the S&P 500 index.

Over the past five years, the stock has traded as high as 25.34X and as low as 8.35X, with a 5-year median of 15.82X. Our Outperform recommendation indicates that the stock will perform better than the market. Our \$40 price target reflects 16.22X forward 12-month earnings.

The table below shows summary valuation data for DISH

Valuation Multiples - DISH					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	14.1	20.91	33.12	22.35
	5-Year High	25.34	24.17	35.4	23.47
	5-Year Low	8.35	15.32	16.21	15.27
	5-Year Median	15.82	20.91	19.72	17.52
P/S F12M	Current	1.07	2.43	2.57	4.18
	5-Year High	1.76	2.46	2.89	4.3
	5-Year Low	0.77	1.61	1.7	3.21
	5-Year Median	1.29	1.98	2.28	3.79
EV/Sales TTM	Current	1.95	3.68	3.52	4.16
	5-Year High	2.56	3.68	3.74	4.23
	5-Year Low	1.51	2.64	2.3	2.62
	5-Year Median	2.06	3.25	3.29	3.67

As of 11/23/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 39% (98 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Cable One, Inc. (CABO)	Neutral	3
Charter Communications, Inc. (CHTR)	Neutral	3
Comcast Corporation (CMCSA)	Neutral	3
Liberty Global PLC (LBTYA)	Neutral	4
Netflix, Inc. (NFLX)	Neutral	3
Rogers Communication, Inc. (RCI)	Neutral	2
Shaw Communications Inc. (SJR)	Neutral	3
AT&T Inc. (T)	Neutral	3

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

Industry Comparison Industry: Cable Television				Industry Peers		
	DISH	X Industry	S&P 500	CHTR	LBTYA	RCI
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	1	-	-	3	4	2
VGM Score	B	-	-	A	B	B
Market Cap	18.48 B	12.53 B	25.83 B	128.93 B	13.25 B	18.54 B
# of Analysts	5	4.5	14	10	2	6
Dividend Yield	0.00%	0.00%	1.49%	0.00%	0.00%	3.35%
Value Score	B	-	-	B	A	A
Cash/Price	0.16	0.09	0.07	0.01	0.48	0.09
EV/EBITDA	10.65	10.65	14.64	12.73	4.34	6.43
PEG F1	4.29	3.80	2.76	1.07	NA	3.80
P/B	1.46	2.46	3.55	3.82	1.04	2.46
P/CF	9.05	9.05	13.80	11.66	6.60	6.53
P/E F1	15.41	42.71	21.67	47.46	90.92	18.17
P/S TTM	1.30	2.19	2.79	2.73	1.15	1.75
Earnings Yield	6.49%	2.34%	4.40%	2.11%	1.10%	5.50%
Debt/Equity	0.94	0.85	0.70	2.31	0.80	1.72
Cash Flow (\$/share)	3.88	2.91	6.92	55.31	3.45	7.01
Growth Score	C	-	-	B	D	D
Historical EPS Growth (3-5 Years)	-3.02%	13.14%	9.72%	112.11%	NA	9.43%
Projected EPS Growth (F1/F0)	-12.31%	30.59%	0.42%	80.24%	111.57%	-19.49%
Current Cash Flow Growth	-11.24%	-2.00%	5.29%	0.57%	-8.34%	1.79%
Historical Cash Flow Growth (3-5 Years)	0.07%	1.70%	8.33%	43.34%	-15.92%	2.34%
Current Ratio	0.77	1.45	1.38	0.40	1.83	1.07
Debt/Capital	49.87%	47.58%	41.99%	69.81%	44.33%	63.28%
Net Margin	10.01%	7.80%	10.40%	5.70%	-17.20%	11.38%
Return on Equity	11.81%	9.26%	14.99%	7.50%	-15.47%	17.61%
Sales/Assets	0.42	0.35	0.50	0.32	0.24	0.37
Projected Sales Growth (F1/F0)	19.62%	0.00%	0.23%	4.90%	-0.74%	-5.63%
Momentum Score	B	-	-	A	A	A
Daily Price Change	3.35%	0.00%	1.06%	-1.58%	0.44%	0.20%
1-Week Price Change	7.77%	2.99%	0.21%	1.27%	4.67%	0.20%
4-Week Price Change	33.83%	10.63%	8.26%	10.81%	10.45%	6.74%
12-Week Price Change	-1.10%	11.75%	9.20%	4.78%	-2.74%	10.02%
52-Week Price Change	-0.99%	5.09%	5.26%	38.40%	3.93%	-4.16%
20-Day Average Volume (Shares)	3,431,721	255,372	2,312,054	1,197,894	1,609,503	396,442
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	3.28%
EPS F1 Estimate 4-Week Change	7.04%	5.45%	0.96%	5.60%	8.26%	8.23%
EPS F1 Estimate 12-Week Change	7.34%	7.34%	3.72%	9.27%	17.35%	18.07%
EPS Q1 Estimate Monthly Change	19.26%	6.06%	0.00%	6.01%	0.00%	15.90%

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	B
Growth Score	C
Momentum Score	B
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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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.