

## DICKS Sporting Goods (DKS)

**\$93.62** (As of 06/16/21)

Price Target (6-12 Months): **\$108.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Outperform**

(Since: 05/26/21)

Prior Recommendation: Neutral

Short Term: 1-3 Months

**Zacks Rank: (1-5)**

**1-Strong Buy**

Zacks Style Scores:

VGM:B

Value: B

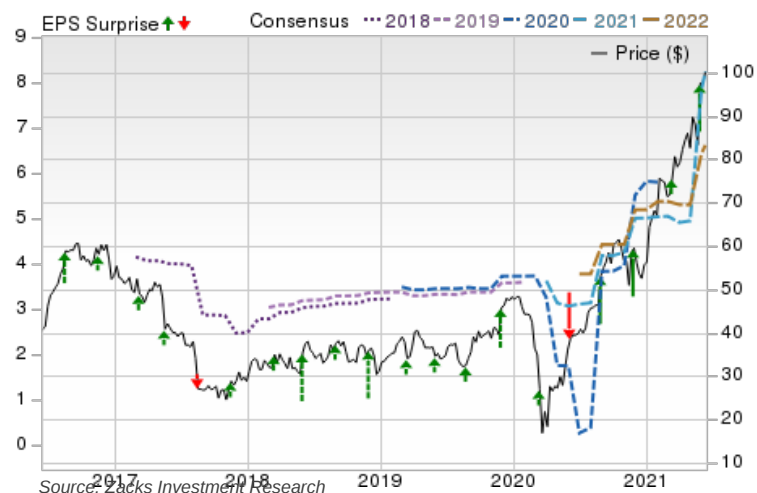
Growth: D

Momentum: A

### Summary

Shares of DICK'S Sporting have outpaced the industry in the past three months on solid first-quarter fiscal 2021 results, wherein the top and bottom lines beat estimates and improved year over year. Results gained from favorable customer demand, strong digital momentum, solid product portfolio, advanced technologies and omni-channel capabilities. Notably, same-store sales benefited from rise in average ticket and higher transactions. Also, strength in hardlines, apparel and footwear remained upsides. In addition to strong sales, the bottom line gained from gross margin rate expansion. As a result, management raised the fiscal 2021 guidance. Moreover, its store expansion initiatives bode well. However, it incurred COVID-19-related costs, including extra compensation and safety expenses, in the quarter under review.

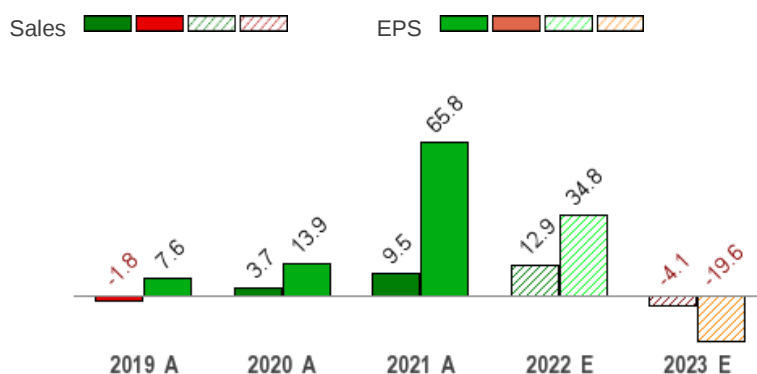
### Price, Consensus & Surprise



### Data Overview

|                                |                         |
|--------------------------------|-------------------------|
| 52-Week High-Low               | \$102.33 - \$37.68      |
| 20-Day Average Volume (Shares) | 2,420,426               |
| Market Cap                     | \$8.4 B                 |
| Year-To-Date Price Change      | 66.6%                   |
| Beta                           | 1.69                    |
| Dividend / Dividend Yield      | \$1.45 / 1.5%           |
| Industry                       | Retail - Miscellaneous  |
| Zacks Industry Rank            | Top 12% (31 out of 252) |

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



|                               |            |
|-------------------------------|------------|
| Last EPS Surprise             | 264.4%     |
| Last Sales Surprise           | 31.8%      |
| EPS F1 Estimate 4-Week Change | 71.6%      |
| Expected Report Date          | 08/25/2021 |
| Earnings ESP                  | 3.6%       |

### Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual*  |
|------|---------|---------|---------|---------|----------|
| 2023 | 2,510 E | 2,832 E | 2,285 E | 2,974 E | 10,374 E |
| 2022 | 2,919 A | 2,807 E | 2,231 E | 2,887 E | 10,822 E |
| 2021 | 1,333 A | 2,713 A | 2,412 A | 3,125 A | 9,584 A  |

### EPS Estimates

|      | Q1        | Q2       | Q3       | Q4       | Annual*  |
|------|-----------|----------|----------|----------|----------|
| 2023 | \$1.68 E  | \$2.33 E | \$1.14 E | \$1.60 E | \$6.63 E |
| 2022 | \$3.79 A  | \$2.43 E | \$0.96 E | \$1.49 E | \$8.25 E |
| 2021 | -\$1.21 A | \$3.21 A | \$2.01 A | \$2.43 A | \$6.12 A |

\*Quarterly figures may not add up to annual.

|         |      |
|---------|------|
| P/E TTM | 8.2  |
| P/E F1  | 11.4 |
| PEG F1  | 2.0  |
| P/S TTM | 0.8  |

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/16/2021. The report's text and the

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analyst-provided price target are as of 06/17/2021.

## Overview

DICK'S Sporting Goods Inc. was founded in 1948 in New York under the labels Dick's Clothing and Sporting Goods, Inc. It was earlier reincorporated as a Delaware corporation and changed our name to Dick's Sporting Goods, Inc. in April 1999. The company's executive office is located in Coraopolis, Pennsylvania.

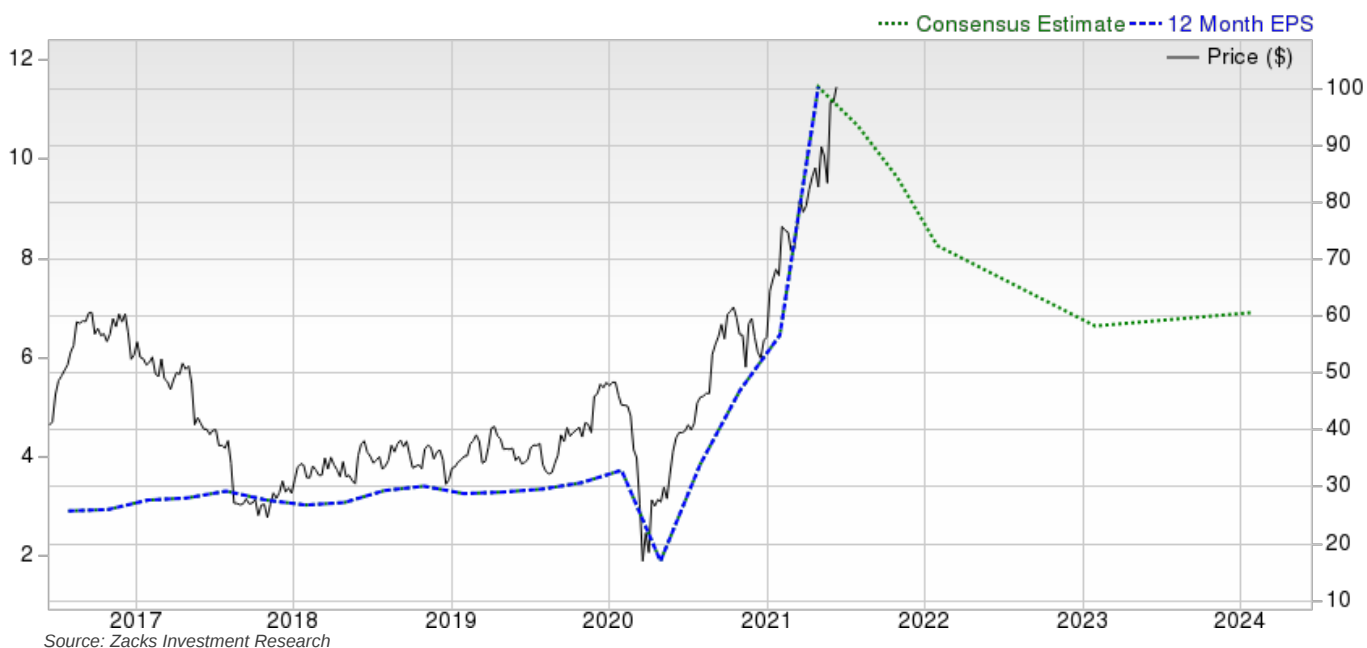
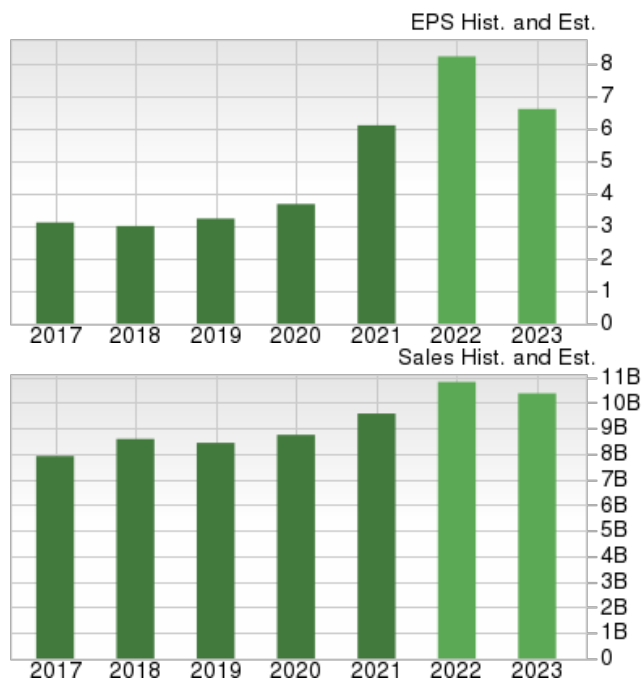
The company operates as a major omni-channel sporting goods retailer, offering athletic shoes, apparel, accessories and a broad selection of outdoor and athletic equipment for team sports, fitness, camping, fishing, tennis, golf, water sports, etc.

DICK'S Sporting offers these items through a blend of associates, in-store services and unique specialty shop-in-shops. DICK'S Sporting also owns operates Golf Galaxy and Field & Stream stores as well as Team Sports HQ. It also operates all-in-one youth sports digital platform, which offer scheduling, communications and live scorekeeping via the GameChanger mobile apps, free league management services, custom uniforms and fan wear.

The company also operates through its e-commerce websites and catalog operations. The company operates 4 kinds of stores – a) single-level DICK'S Sporting stores of approximately 50,000 square feet, b) two-level DICK'S Sporting store of approximately 80,000 square feet, c) DICK'S Sporting stores for smaller markets of about 35,000–40,000 square feet, and d) 13,000–18,000 square feet Golf Galaxy stores.

DICK's Sporting stocks nationally recognized brands such as Callaway Golf, adidas, TaylorMade-adidas Golf, The North Face, Asics, Under Armour, Nike, Columbia and Remington.

As of May 1, 2021, DICK'S Sporting operated 730 DICK'S Sporting Goods stores across 47 states.



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## Reasons To Buy:

▲ **Solid Q1 Results & Upbeat View Boost Stock:** Shares of DICK'S Sporting have gained 20.6% in the past three months against the industry's decline of 0.2%. The stock's bullish run on the bourses can be attributable to better-than-expected first-quarter fiscal 2021 results and an upbeat outlook for fiscal 2021. Moreover, both top and bottom lines improved year over year. Results gained from favorable customer demand, particularly in golf, outdoor activities, home fitness and active lifestyle categories. Also, a solid product portfolio, advanced technologies and omni-channel capabilities contributed to quarterly growth. Net sales of \$2,918.7 million skyrocketed 119% year over year driven by improved store sales and a robust online show. Notably, consolidated same-store sales (comps) surged 115% year over year on the back of a rise in average ticket and higher transactions. Also, strength in hardlines, apparel and footwear remained upsidest.

DICK'S Sporting Q1 results gained from solid online show and favorable customer demand. Also, strength in core categories including hardlines, apparel and footwear bode well.

Additionally, management raised the fiscal 2021 guidance. Fiscal 2021 sales are expected to be \$10,515-\$10,806 million, up from the prior view of \$9,544-\$9,935 million. Same store sales are likely to be up 8-11% as compared to the earlier guided view of down 2% to up 2%.

▲ **Better Margins & High Costs Aid:** In the fiscal first quarter, DICK'S Sporting's adjusted earnings came in at \$3.79 per share against the prior-year quarter's loss of \$1.71. The uptick can be attributable to solid sales and improved gross margins. Notably, gross margin expanded significantly to 37.3%, up from 16.5% reported in the last-year quarter driven by higher sales and strong merchandise margins stemming from reduced promotions. Also, SG&A expenses, as a percentage of sales, contracted 940 bps year over year to 20.8%. In fiscal 2021, management now envisions earnings of \$8-\$8.70 per share, which reflects a sharp improvement from \$4.4-\$5.2 per share guided earlier. Also, gross margin is expected to expand driven by reduced fixed costs.

▲ **Omni-channel Growth:** DICK'S Sporting has been gaining from continued focus on developing every possible avenue to generate greater sales. As part of its long-term plan, the company plans to make significant investments in e-commerce, technology, store payroll, Team Sports and private brands. It also remains on track to build the best omni-channel experience for athletes by strengthening store network and expanding e-commerce presence. Despite coronavirus woes, the company has been witnessing strong online show driven by strong online demand and improved omni-channel capabilities including curbside pickup services and BOPIS. Notably, e-commerce grew 14% in the fiscal first quarter representing nearly 20% of net sales. The upside can be attributed to increased consumer adoption of in-store pickup and curbside facilities. Also, its stores fulfilled more than 70% of online sales to meet customers' growing online demand.

▲ **Store Initiatives:** On the store-front, DICK'S Sporting earlier launched two types of concept stores namely OVERTIME by DICK'S Sporting Goods and DICK'S Sporting Goods Warehouse. This will bring the total number of outlet and clearance stores to 11 at nine different states. This move is in sync with its plans to expand outlet and clearance stores in a bid to offer popular athletic brands at discounted prices. Recently, the company opened one DICK'S Sporting Goods outlet, one Warehouse Sale store and two off-price store concept stores. Prior to this, it launched its first-ever DICK'S House of Sport at Victor, NY, along with two warehouse stores and soccer shops in April. Moreover, it opened three more DICK'S stores and a warehouse store in March. Also, the company earlier launched one DICK'S Sporting Goods store and four Warehouse locations. For fiscal 2021, management plans to open six new DICK'S Sporting Goods stores and specialty concept stores each. Further, the company is likely to open six newly redesigned Golf Galaxy stores and introduce improved technology capabilities in eight additional Golf Galaxy stores across select cities in the United States. It anticipates relocating 11 DICK'S Sporting Goods stores along with converting two Field & Stream stores into Public Lands stores. Further, it earlier announced plans to strengthen its footwear business by converting more than 100 stores to full-service footwear stores. Out of this, management converted more than 40 stores to premium footwear stores while the rest are likely to be converted by the end of fiscal 2021.

▲ **Financial Flexibility & Shareholder-Friendly Moves:** DICK'S Sporting ended fiscal first quarter with cash and cash equivalents of \$1,858.7 million and no borrowings under its \$1.9-billion revolving credit facility. It also boasts a good history of returning value to shareholders. The company recently announced to resume dividend payment after it had suspended dividend payments in wake of the ongoing pandemic. During the fiscal first quarter, the company approved a quarterly dividend of 36.25 cents per share on common stock and Class B common stock, payable on Jun 25 as of shareholders' record on Jun 11. Moreover, the company has a five-year annualized dividend growth rate of 20.4%, reflecting dividend increases for five consecutive years. It currently has a dividend yield of 1.5%, a dividend payout ratio is 12.7% and a free cash flow yield of 10.8%. Apart from these, it repurchased 1.03 million shares worth \$76.8 million in the said quarter. Following this, the company has roughly \$954 million under its existing authorization, which is valid till June 2024. Consequently, it projects share repurchase of at least \$200 million for fiscal 2021.

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## Risks

- **COVID-19 Related Cost Remain a Drag:** During first-quarter fiscal 2021, DICK'S Sporting witnessed higher compensation and safety expenses associated with the COVID-19 crisis. Also, SG&A included \$13 million of COVID-related safety costs. Persistence of additional costs related to the ongoing COVID-19 are likely to weigh on the company's bottom line in the near term.
  - **Seasonality Affects Performance:** DICK'S Sporting's business is seasonal in nature and typically generated stronger sales during the fourth quarter, which is characterized by the holiday and winter sports selling seasons. As a result, the company is exposed to significant risks if the seasons fail to deliver the expected operating performance.
  - **Competitive Pressure:** DICK'S Sporting faces intense competition from other sporting goods retailers on grounds of size, availability of financial, distribution and marketing resources, pricing strategies and retail sales methods. The company's inability to stay afloat amid such competition may result in loss of market share and adversely impact its business.
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## Last Earnings Report

### DICK'S Sporting Beats Q1 Earnings & Sales Estimates

DICK'S Sporting posted better-than-expected first-quarter fiscal 2021 results. Further, both top and bottom lines improved year over year. Results gained from favorable customer demand, particularly in golf, outdoor activities, home fitness and active lifestyle categories. Also, a solid product portfolio, advanced technologies and omnichannel capabilities contributed to quarterly growth.

Going forward, the company remains optimistic about fiscal 2021. As a result, management raised fiscal 2021 guidance.

#### Q1 in Detail

In the fiscal first quarter, adjusted earnings came in at \$3.79 per share against the prior-year quarter's loss of \$1.71. The figure also surpassed the Zacks Consensus Estimate of \$1.04 per share. The uptick can be attributable to solid sales and improved gross margins in the reported quarter.

Net sales of \$2,918.7 million skyrocketed 119% year over year and exceeded the Zacks Consensus Estimate of \$2,215 million. This uptick can be attributable to improved store sales and a robust online show. Notably, consolidated same-store sales (comps) surged 115% year over year. E-commerce sales advanced 14% year over year, representing nearly 20% of net sales in the reported quarter compared with 39% in the prior-year quarter.

Gross margin expanded significantly to 37.3%, up from 16.5% reported in the last-year quarter. Meanwhile, SG&A expenses, as a percentage of sales, contracted 940 bps year over year to 20.8%. This is inclusive of \$13 million of safety expenses associated with COVID-19.

#### Financial Aspects

DICK'S Sporting ended the quarter with cash and cash equivalents of \$1,858.7 million, no borrowings under its \$1.9-billion revolving credit facility and total stockholders' equity of \$2,598.7 million. Further, total inventory declined 4% year over year as of May 1, 2021.

In the quarter under review, total capital expenditure amounted to \$71.1 million. The metric is now projected to be \$370-\$395 million for fiscal 2021.

Also, the company has approved a quarterly dividend of 36.25 cents per share on common stock and Class B common stock, which is likely to be paid out on Jun 25 as of shareholders' record on Jun 11. Moreover, it repurchased 1.03 million shares worth \$76.8 million. Following this, the company has roughly \$954 million under its existing authorization, which is valid till June 2024.

#### FY21 Guidance

Driven by the solid fiscal first-quarter results, management raised its fiscal 2021 view. Fiscal 2021 sales are expected to be \$10,515-\$10,806 million, up from the prior view of \$9,544-\$9,935 million. Same store sales are likely to be up 8-11% as compared to the earlier guided view of down 2% to up 2%. Moreover, adjusted earnings are now envisioned to be \$8-\$8.70 per share, which reflects a sharp improvement from \$4.4-\$5.2 per share guided earlier. Further, it still projects share repurchase of at least \$200 million. Also, it noted that COVID-related costs are expected to decline from the fiscal second quarter.

Apart from these, the company plans to open six new DICK'S Sporting Goods stores and eight specialty concept stores this year. Also, it anticipates relocating 11 DICK'S Sporting Goods stores along with converting two Field & Stream stores into Public Lands stores.

| Quarter Ending   | 04/2021      |
|------------------|--------------|
| Report Date      | May 26, 2021 |
| Sales Surprise   | 31.76%       |
| EPS Surprise     | 264.42%      |
| Quarterly EPS    | 3.79         |
| Annual EPS (TTM) | 11.44        |

## Recent News

### DICK'S Sporting Opens Four New Stores, Expands Golf Offerings – May 4, 2021

DICK'S Sporting announced the opening of one DICK'S Sporting Goods location, one Warehouse Sale location and two locations of a new off-price store concept -- Going, Going, Gone! -- in May. These store openings are in sync with its store expansion initiatives. Furthermore, the company plans to roll out new experiential "Soccer Shops", located inside its existing DICK'S Sporting Goods stores. It is also on track to launch six redesigned Golf Galaxy locations, along with expanded technology offerings in eight additional Golf Galaxy stores in select cities across the country. These new actions are expected to collectively create about 110 new jobs in the places where the stores operate.

### DICK'S Sporting Unveils Concept Store, Expands Footing - Apr 5, 2021

In sync with its plans to expand the base, DICK'S Sporting is set to launch its first-ever DICK'S House of Sport at Victor, NY, along with two warehouse stores and soccer shops in April. Further, the company is likely to open newly redesigned Golf Galaxy stores and introduce improved technology capabilities in 62 additional Golf Galaxy stores across select cities in the United States. To commemorate the events, there will be a ribbon-cutting ceremony and opportunities for customers to win exciting prizes. These efforts are expected to create roughly 260 jobs including full-time, part-time and temporary store associates. Also, these store openings will bring the total store count to 730 in 47 states.

## Valuation

DICK'S Sporting shares are up 66.6% in the year to date period and nearly 128.3% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 0.7% but the Zacks Retail-Wholesale sector is down 1.5% in the year to date period. Over the past year, the Zacks sub-industry and the sector are up 19.5% and 18.2%, respectively.

The S&P 500 index is up 13.9% in the year to date period and 38.5% in the past year.

The stock is currently trading at 12.26X forward 12-month earnings, which compares to 18.85X for the Zacks sub-industry, 27.88X for the Zacks sector and 21.82X for the S&P 500 index.

Over the past five years, the stock has traded as high as 24.78X and as low as 4.34X, with a 5-year median of 11.74X. Our Outperform recommendation indicates that the stock will perform better than the market. Our \$108 price target reflects 14.14X forward 12-month earnings.

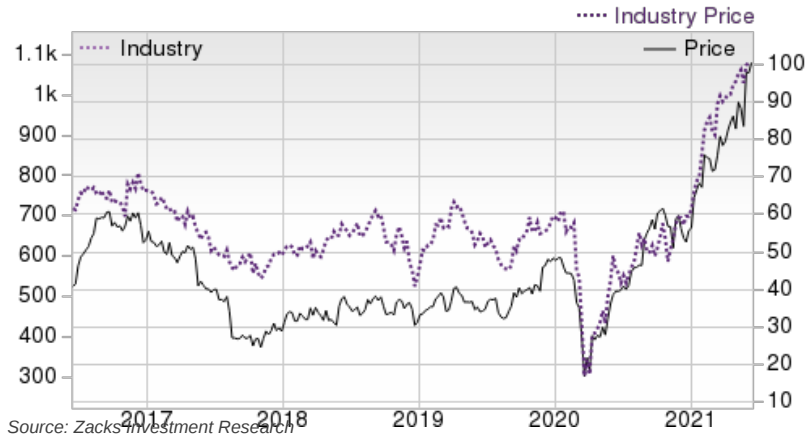
The table below shows summary valuation data for DKS

| Valuation Multiples - DKS |               |       |              |        |         |
|---------------------------|---------------|-------|--------------|--------|---------|
|                           |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                  | Current       | 12.26 | 18.85        | 27.88  | 21.82   |
|                           | 5-Year High   | 24.78 | 24.86        | 34.07  | 23.83   |
|                           | 5-Year Low    | 4.34  | 12.32        | 19.13  | 15.31   |
|                           | 5-Year Median | 11.74 | 17.18        | 23.96  | 18.05   |
| P/S F12M                  | Current       | 0.78  | 1.19         | 1.32   | 4.72    |
|                           | 5-Year High   | 0.91  | 1.24         | 1.41   | 4.74    |
|                           | 5-Year Low    | 0.16  | 0.53         | 0.84   | 3.21    |
|                           | 5-Year Median | 0.43  | 0.87         | 1.02   | 3.72    |
| EV/EBITDA TTM             | Current       | 3.67  | 14.58        | 19.18  | 17.44   |
|                           | 5-Year High   | 9.68  | 15.17        | 20.82  | 17.74   |
|                           | 5-Year Low    | 2.3   | 4.88         | 11.18  | 9.63    |
|                           | 5-Year Median | 5.16  | 9.34         | 13.47  | 13.47   |

As of 06/16/2021

Source: Zacks Investment Research

## Industry Analysis Zacks Industry Rank: Top 12% (31 out of 252)



## Top Peers

| Company (Ticker)                    | Rec        | Rank |
|-------------------------------------|------------|------|
| Amazon.com, Inc. (AMZN)             | Outperform | 3    |
| Foot Locker, Inc. (FL)              | Outperform | 1    |
| Hibbett Sports, Inc. (HIBB)         | Outperform | 1    |
| Zumiez Inc. (ZUMZ)                  | Outperform | 1    |
| Costco Wholesale Corporation (COST) | Neutral    | 2    |
| Deckers Outdoor Corporation (DECK)  | Neutral    | 3    |
| Five Below, Inc. (FIVE)             | Neutral    | 2    |
| Walmart Inc. (WMT)                  | Neutral    | 2    |

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

| Industry Comparison Industry: Retail - Miscellaneous |            |            |           | Industry Peers |            |            |
|------------------------------------------------------|------------|------------|-----------|----------------|------------|------------|
|                                                      | DKS        | X Industry | S&P 500   | FIVE           | HIBB       | HZO        |
| Zacks Recommendation (Long Term)                     | Outperform | -          | -         | Neutral        | Outperform | Outperform |
| Zacks Rank (Short Term)                              | 1          | -          | -         | 2              | 1          | 1          |
| VGM Score                                            | B          | -          | -         | B              | A          | A          |
| Market Cap                                           | 8.36 B     | 2.19 B     | 29.96 B   | 10.35 B        | 1.20 B     | 1.04 B     |
| # of Analysts                                        | 12         | 4.5        | 12        | 9              | 1          | 5          |
| Dividend Yield                                       | 1.55%      | 0.00%      | 1.3%      | 0.00%          | 0.00%      | 0.00%      |
| Value Score                                          | B          | -          | -         | F              | A          | A          |
| Cash/Price                                           | 0.21       | 0.14       | 0.05      | 0.04           | 0.20       | 0.13       |
| EV/EBITDA                                            | 6.25       | 7.13       | 17.13     | 44.48          | 7.27       | 7.93       |
| PEG F1                                               | 2.02       | 1.23       | 2.12      | 1.23           | 1.03       | NA         |
| P/B                                                  | 3.22       | 3.39       | 4.17      | 11.12          | 2.76       | 1.99       |
| P/CF                                                 | 8.90       | 9.05       | 17.46     | 54.88          | 9.29       | 11.46      |
| P/E F1                                               | 11.35      | 14.71      | 21.27     | 40.06          | 8.81       | 8.20       |
| P/S TTM                                              | 0.75       | 0.84       | 3.46      | 4.39           | 0.72       | 0.57       |
| Earnings Yield                                       | 8.81%      | 5.41%      | 4.62%     | 2.50%          | 11.35%     | 12.19%     |
| Debt/Equity                                          | 0.16       | 0.18       | 0.66      | 0.00           | 0.01       | 0.09       |
| Cash Flow (\$/share)                                 | 10.52      | 3.16       | 6.83      | 3.37           | 8.07       | 4.10       |
| Growth Score                                         | D          | -          | -         | B              | C          | A          |
| Historical EPS Growth (3-5 Years)                    | 15.11%     | 12.87%     | 9.44%     | 18.19%         | 17.10%     | 38.61%     |
| Projected EPS Growth (F1/F0)                         | 34.74%     | 39.34%     | 21.49%    | 117.72%        | 38.89%     | 67.60%     |
| Current Cash Flow Growth                             | 34.44%     | -2.97%     | 0.86%     | -15.28%        | 85.54%     | 81.22%     |
| Historical Cash Flow Growth (3-5 Years)              | 11.07%     | 8.86%      | 7.28%     | 18.69%         | 8.86%      | 26.76%     |
| Current Ratio                                        | 1.56       | 1.47       | 1.39      | 1.65           | 2.26       | 2.14       |
| Debt/Capital                                         | 14.08%     | 19.80%     | 41.51%    | 0.00%          | 0.54%      | 8.63%      |
| Net Margin                                           | 9.27%      | 5.38%      | 11.95%    | 9.48%          | 10.52%     | 6.72%      |
| Return on Equity                                     | 46.98%     | 26.41%     | 16.48%    | 27.01%         | 47.46%     | 26.41%     |
| Sales/Assets                                         | 1.46       | 1.30       | 0.51      | 1.06           | 2.06       | 2.15       |
| Projected Sales Growth (F1/F0)                       | 12.92%     | 2.71%      | 9.41%     | 41.52%         | 0.00%      | 35.73%     |
| Momentum Score                                       | A          | -          | -         | A              | A          | D          |
| Daily Price Change                                   | -1.65%     | -0.89%     | -0.54%    | -1.04%         | -4.26%     | 2.13%      |
| 1-Week Price Change                                  | 2.76%      | 1.20%      | 0.10%     | -0.30%         | -1.36%     | 1.37%      |
| 4-Week Price Change                                  | 8.92%      | 0.67%      | 2.62%     | 1.93%          | -2.63%     | -15.61%    |
| 12-Week Price Change                                 | 26.72%     | 6.92%      | 8.60%     | -2.91%         | 11.78%     | -3.63%     |
| 52-Week Price Change                                 | 128.29%    | 64.39%     | 35.66%    | 64.39%         | 266.75%    | 113.30%    |
| 20-Day Average Volume (Shares)                       | 2,420,426  | 486,473    | 1,734,994 | 624,051        | 430,709    | 542,236    |
| EPS F1 Estimate 1-Week Change                        | 0.00%      | 0.00%      | 0.00%     | 0.00%          | 0.00%      | 0.00%      |
| EPS F1 Estimate 4-Week Change                        | 71.63%     | 0.73%      | 0.05%     | 9.29%          | 68.32%     | 0.00%      |
| EPS F1 Estimate 12-Week Change                       | 71.91%     | 15.85%     | 3.39%     | 10.55%         | 68.32%     | 32.69%     |

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

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|                                   |        |   |       |       |   |        |        |       |
|-----------------------------------|--------|---|-------|-------|---|--------|--------|-------|
| EPS Q1 Estimate Monthly Change    | 45.84% | : | 0.00% | 0.00% | : | 59.37% | 96.08% | 0.00% |
| Source: Zacks Investment Research |        |   |       |       |   |        |        |       |

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## 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.

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.

|                |          |
|----------------|----------|
| Value Score    | <b>B</b> |
| Growth Score   | <b>D</b> |
| Momentum Score | <b>A</b> |
| VGM Score      | <b>B</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

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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.

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**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-

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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.

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**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

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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.

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**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.