DXC Technology Company (DXC)

$18.11 (As of 11/06/20)

Price Target (6-12 Months): **$15.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 09/03/20) Prior Recommendation: Neutral	**Underperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**5-Strong Sell**
	Zacks Style Scores:	VGM:A
	Value: A | Growth: B | Momentum: B	

Summary

DXC's second-quarter fiscal 2021 results were unimpressive. Both earnings and revenues declined on a year-over-year basis. Termination of certain customer accounts and price concessions mainly affected the top line. DXC's growth prospects have been hurt by soft IT spending as organizations are postponing their investments in expensive technology products amid the ongoing coronavirus crisis. Moreover, a higher debt load and intensifying competition are hurting DXC's growth. Further, the company expects restructuring costs primarily related to the cost optimization programs, and separation and integration-related costs to increase in the third quarter, thereby keeping margins under pressure. The stock has underperformed the industry year to date. However, acquisitions are helping DXC grow cloud computing and cybersecurity revenues.

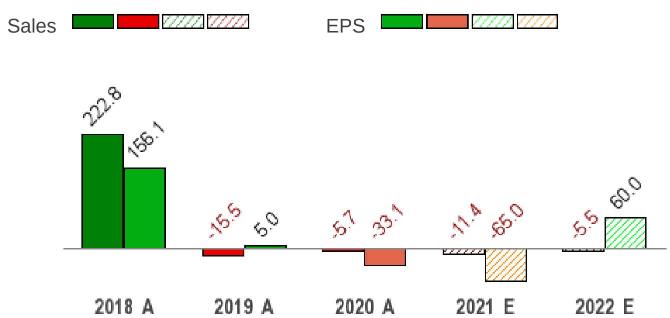
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	$38.37 - $7.90
20-Day Average Volume (Shares)	2,142,479
Market Cap	$4.6 B
Year-To-Date Price Change	-51.8%
Beta	2.46
Dividend / Dividend Yield	$0.00 / 0.0%
Industry	Computers - IT Services
Zacks Industry Rank	Top 47% (118 out of 249)
Last EPS Surprise	68.4%
Last Sales Surprise	1.5%
EPS F1 Estimate 4-Week Change	-10.1%
Expected Report Date	NA
Earnings ESP	0.0%
P/E TTM	5.5
P/E F1	9.3
PEG F1	2.2
P/S TTM	0.2

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	4,090 E	4,041 E	4,145 E	4,278 E	16,398 E
2021	4,502 A	4,554 A	4,230 E	4,276 E	17,345 E
2020	4,890 A	4,851 A	5,021 A	4,815 A	19,577 A

EPS Estimates

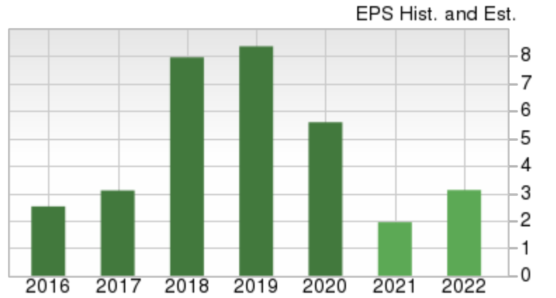
	Q1	Q2	Q3	Q4	Annual*
2022	$0.73 E	$0.75 E	$0.82 E	$0.88 E	$3.12 E
2021	$0.21 A	$0.64 A	$0.57 E	$0.75 E	$1.95 E
2020	$1.74 A	$1.38 A	$1.25 A	$1.20 A	$5.58 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 11/06/2020. The reports text is as of 11/09/2020.

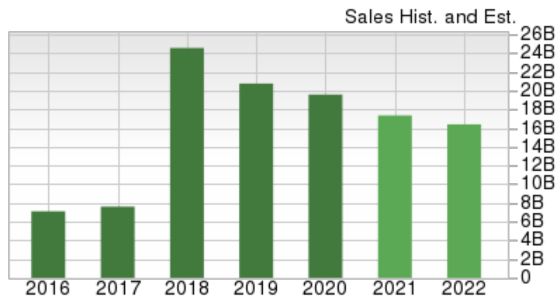
Overview

Tysons, VA-based DXC Technology Company was formed by the merger of Computer Sciences Corporation ("CSC") and Enterprise Services Division of Hewlett Packard Enterprise ("HPE") which completed on Apr 1, 2017. While CSC was founded in 1959, HPE came into existence after split of former Hewlett Packard Company in Nov 1, 2015.



Post-merger, the combined entity has become the world's second largest end-to-end IT services providing company after Accenture plc. The firm offers a broad array of professional services to clients in the global, commercial and government markets.

DXC Technology has nearly 6,000 private and public sector clients across 70 countries.



It specializes in information technology (IT) systems consulting – designing, developing, implementing, and integrating information systems. The company also provides business process outsourcing (BPO) and manages key functions for clients, such as procurement and supply chain, call centers and customer relationship management, credit services, claims processing and logistics.

Apart from this, Computer Sciences' IT and management consulting services advise clients on acquisitions, IT security, strategy and business process re-engineering. The company also licenses sophisticated software systems for the financial services markets and provides a broad array of e-business solutions that cater to the needs of large commercial and government clients.

From the starting of fiscal 2019, the company reports results under two operating segments: Global Business Services (GBS) and Global Infrastructure Services (GIS).

Revenues generated in fiscal 2020 came in at $19.58 billion, down from $20.75 billion a year ago.

In the IT and professional services market, DXC Technology competes with major companies like IBM, Amazon and Google.

Source: Zacks Investment Research

Reasons To Sell:

> DXC's growth prospects is likely to hurt by soft IT spending as organizations are pushing back their investments in big and expensive technology products amid the ongoing coronavirus crisis.

- DXC's growth prospects is likely to hurt by soft IT spending as organizations are pushing back their investments in big and expensive technology products due to global economic slowdown concerns amid the ongoing coronavirus crisis. Per the latest forecast by Gartner, the worldwide IT spending is anticipated to be $3.6 trillion in 2020, indicating a decrease of 5.4% from 2019. The research firm expects worldwide spending on IT services to decline 4.6% year over year in 2020. Gartner pointed out that companies are prioritizing technology spending that are mission-critical instead of on growth and transformation initiatives amid the ongoing coronavirus crisis and effects of the global economic recession.

- CSC, prior to the completion of the merger with HPE's Enterprise Services business, took additional debt. This has amplified DXC's total long-term liability, thereby increasing its interest cost burden. Any rise in interest costs will have a negative impact on the company's bottom line. As of Sep 30, 2020, the company's long-term debt (net of current maturities) was $8.05 billion. Moreover, the company's cash and equivalents of $3.08 billion as of Sep 30, 2020, was significantly lower than its outstanding debt.

- A substantial portion of the company's sales is derived from outside the United States. This exposes the company to exchange rate fluctuations and counterparty default risk. Although the risk is reduced to a certain extent by a netting strategy based on a given currency, some of the fluctuation is likely to persist as more and more services offered by the company are shifted to lower-cost regions.

- The company operates in the IT and professional services markets, which are dominated by a large number of companies offering similar services. Some of the major competitors are Accenture plc and IBM Global Services. DXC Technology competes with Amazon Web Services in the cloud computing market. Apart from this, cloud computing service is a growing business where the company faces competition from several small and large players.

- The company has a large service contract with the U.S. government. Such contracts are subject to extensive and stringent legal and regulatory hurdles, which are changed from time to time. Also, the time taken to secure a government contract is substantial due to the time-consuming decision-making process. Apart from this, the U.S. government investigates operations at intervals to ensure that the terms and conditions have been properly adhered to. Any deviation may result in huge penalties or contract termination.

- The company is experiencing continued decline in its traditional infrastructure business for several quarters. This is keeping the top line under pressure.

Risks

- DXC Technology is focusing on the cyber business, cloud computing market and Big Data business. A significant portion of the company's cyber business is contributed by the federal government and, to an extent, the commercial sector. Clients increasingly prefer to rely on cloud-based services as it makes the IT system more agile and productive, which leads to considerable cost savings. The segment is still underpenetrated. Therefore, DXC Technology, being a major player in the space, is expected to benefit from this untapped opportunity.

- DXC Technology spun-off of its USPS business, subsequently merging it with Vencore Holdings and KeyPoint Government Solutions. Upon completion of the deal, shareholders of DXC Technology received 86% of the combined company's shares, and the company received $1.05 billion of cash from USPS. The IT services market for both commercial and the U.S. public sectors has been evolving at an accelerating pace. Therefore, DXC Technology's spin-merger move is believed to provide it a customized approach toward handling two different types of clients. The new company has now become one of the top five IT services providers for the U.S. government.

- DXC Technology is vying on partnerships to enhance its offerings. Notably, the company is looking to expand existing networking-based infrastructure with the benefits of the VMware's hybrid cloud offerings. The move has helped DXC Technology in strengthening its position in the virtualization server market. The partnership enabled the company to offer an efficient and improved hybrid IT environment to drive performance. It has also entered into a partnership with Amazon to develop cloud-based solutions for enterprise and public sector clients. We believe the company's focus on entering into strategic partnerships will help it expand in the cloud computing space and garner additional revenues.

- DXC Technology, following the footsteps of CSC, is focusing on acquisitions to expedite growth, which is helping it gain access to newer markets and technologies. We believe the acquisitions will further strengthen DXC Technology's position as one of the leading IT services provider in the world. Moreover, acquisitions have helped the company boost revenues amid intensifying competition in the cloud computing and cyber security market.

Last Earnings Report

DXC Technology Tops Q2 Earnings & Revenue Estimates

Quarter Ending	09/2020
Report Date	**Nov 05, 2020**
Sales Surprise	**1.50%**
EPS Surprise	**68.42%**
Quarterly EPS	**0.64**
Annual EPS (TTM)	**3.30**

DXC Technology delivered better-than-anticipated results for second-quarter fiscal 2021. The company reported non-GAAP earnings of 64 cents per share, which beat the Zacks Consensus Estimate by 68.4%. The figure, however, declined from the prior-year quarter's $1.38.

Revenues of $4.55 billion surpassed the consensus mark of $4.49 billion. However, quarterly revenues fell 6.1% year over year. Termination of certain customer accounts and price concessions mainly affected the top line.

Quarter in Detail

Segment wise, revenues from Global Business Services ("GBS") edged down 1.9% on a year-over-year basis to $2.24 billion, reflecting negative impact of price declines and termination of certain customer accounts. Also, the resolution of customer disputes took a toll on the segment's top line.

During the reported quarter, the company won $2.4 billion worth of new business awards for the GBS segment.

Global Infrastructure Services ("GIS") revenues during the fiscal second quarter came in at $2.31 billion, down 9.9% year over year, reflecting the termination of certain customer accounts and price downs.

During the fiscal second quarter, the company won $2.5 billion worth of new business awards for the GIS segment.

Within the company's enterprise technology stack business, ITO layer revenues declined 14% year over year on account terminations, price concessions and customer settlements. Cloud and security revenues fell 3.4% year over year.

Application layer revenues decreased 9.4%.

Adjusted EBIT margin was 6.2%, contracting 470 basis points year over year. Non-GAAP income from continuing operations was $212 million compared with the year-earlier quarter's $492 million.

Balance Sheet and Other Financial Metrics

The company exited the fiscal second quarter with $3.08 billion in cash and cash equivalents compared with the $5.51 billion witnessed in the previous quarter. Long-term debt balance (net of current maturities) decreased to $8.05 billion as of Sep 30 from $10.33 billion as of Jun 30.

During the reported quarter, the company generated operating and adjusted free cash flows of $472 million and $237 million, respectively. In the first six months of fiscal 2021, the company generated operating and adjusted free cash flows of $591 million and $209 million, respectively.

Outlook

For the fiscal third quarter, the company anticipates revenues between $4.15 billion and $4.20 billion. Adjusted operating margin is expected in the range of 6% to 6.5%. DXC projects adjusted EPS in the band of 50-55 cents.

Recent News

On Oct 1, DXC Technology announced the completion of sale of its U.S. State and Local Health and Human Services Business to Veritas Capital for $5 billion in cash.

On Aug 5, DXC Technology revealed that Sabre has extended business relations to accelerate IT transformation across the Enterprise Technology Stack.

On Jul 28, DXC Technology announced that Western & Southern Financial Group has adopted its DXC Assure for Life and Wealth to add new worksite and retail life insurance products to its array of offerings.

On Jul 24, DXC Technology revealed that ENGIE IT has chosen it for the implementation and launch of a certified global ServiceNow Center of Excellence.

On Jul 21, DXC Technology announced entering a definitive agreement to sell its healthcare software provider business to Dedalus Group for $525 million.

On Jul 14, DXC Technology revealed that Goodville Mutual Casualty Company has chosen its DXC Assure Claims which will optimize Goodville's claims operations and improve agent and customer experiences.

On Jul 5, DXC Technology revealed that certain systems of its subsidiary, Xchanging, have received a ransomware attack.

On Jun 8, DXC Technology announced that Luz G. Mauch has been appointed as the company's executive vice president of Automotive division.

Valuation

DXC Technology's shares have lost 51.8% year-to-date (YTD) and 38.4% over the trailing 12 months. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector have increased 33.7% and 32.3% YTD, respectively. Over the past year, while the Zacks sub-industry increased 42.8%, the sector gained 38.8%.

The S&P 500 Index has increased 9.5% YTD and 14.4% in the past year.

The stock is currently trading at 6.81X forward 12-month earnings, which compares with 33.54X for the Zacks sub-industry, 27.63X for the Zacks sector and 22.27X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 26.71X and as low as 1.73X, with a 5-year median of 10.56X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our $15 price target reflects 5.79X forward 12-months earnings.

The table below shows summary valuation data for DXC

Valuation Multiples - DXC

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	6.81	33.54	27.63	22.27
	5-Year High	26.71	33.54	27.99	23.47
	5-Year Low	1.73	15.29	16.95	15.27
	5-Year Median	10.56	22.45	19.94	17.70
EV/EBITDA TTM	Current	1.06	36.73	15.64	14.79
	5-Year High	15.02	37.50	15.78	15.63
	5-Year Low	0.57	19.85	8.25	9.52
	5-Year Median	5.02	27.45	11.90	13.11
EV/Sales TTM	Current	0.51	6.67	5.17	3.85
	5-Year High	2.43	7.90	5.22	4.11
	5-Year Low	0.35	3.59	2.85	2.59
	5-Year Median	0.99	5.75	3.84	3.54

As of 11/06/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 47% (118 out of 249)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
CDW Corporation **(CDW)**	Outperform	2
ASGN Incorporated **(ASGN)**	Neutral	3
Amdocs Limited **(DOX)**	Neutral	3
Infosys Limited **(INFY)**	Neutral	3
Remark Holdings, Inc. **(MARK)**	Neutral	3
ServiceNow, Inc. **(NOW)**	Neutral	3
Science Applications International Corporation **(SAIC)**	Neutral	3
Perspecta Inc. **(PRSP)**	Underperform	4

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

Industry Comparison Industry: Computers - It Services

	DXC	X Industry	S&P 500	CDW	INFY	SAIC
Zacks Recommendation (Long Term)	Underperform	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	5	-	-	2	3	3
VGM Score	A	-	-	A	A	A
Market Cap	4.60 B	3.05 B	23.64 B	19.74 B	63.34 B	4.81 B
# of Analysts	6	5	13	7	9	7
Dividend Yield	0.00%	0.00%	1.56%	1.10%	1.82%	1.79%
Value Score	A	-	-	B	B	A
Cash/Price	1.18	0.07	0.07	0.05	0.06	0.04
EV/EBITDA	2.41	9.20	13.75	16.45	17.08	14.15
PEG F1	2.33	1.85	2.71	1.68	2.52	NA
P/B	0.93	3.97	3.33	15.94	6.54	3.32
P/CF	0.45	12.20	13.32	17.14	23.12	10.12
P/E F1	10.04	29.33	21.18	21.97	25.21	13.64
P/S TTM	0.24	2.13	2.63	1.09	4.92	0.72
Earnings Yield	10.77%	2.33%	4.53%	4.55%	3.95%	7.34%
Debt/Equity	2.09	0.19	0.70	3.12	0.00	1.83
Cash Flow ($/share)	40.21	1.07	6.92	8.05	0.65	8.18
Growth Score	B	-	-	B	B	A
Historical EPS Growth (3-5 Years)	17.98%	18.04%	10.07%	22.51%	5.25%	18.11%
Projected EPS Growth (F1/F0)	-65.14%	6.88%	0.26%	4.37%	119.68%	7.22%
Current Cash Flow Growth	133.97%	13.18%	5.29%	10.39%	4.82%	74.09%
Historical Cash Flow Growth (3-5 Years)	44.41%	15.72%	8.38%	13.51%	4.59%	23.85%
Current Ratio	1.29	1.52	1.38	1.50	2.77	1.03
Debt/Capital	67.65%	27.07%	41.97%	75.70%	0.00%	64.69%
Net Margin	-20.44%	3.41%	10.44%	4.08%	18.85%	3.00%
Return on Equity	13.18%	10.20%	14.96%	88.43%	27.14%	25.96%
Sales/Assets	0.68	0.74	0.50	2.11	1.01	1.25
Projected Sales Growth (F1/F0)	-11.40%	0.36%	0.00%	-0.77%	3.38%	12.11%
Momentum Score	B	-	-	C	B	F
Daily Price Change	-7.51%	-0.31%	-0.23%	-0.09%	-0.53%	-2.50%
1-Week Price Change	-7.16%	-6.40%	-5.63%	-5.69%	-6.24%	-1.80%
4-Week Price Change	-9.40%	-0.37%	0.00%	9.39%	0.88%	3.12%
12-Week Price Change	-7.79%	-2.10%	2.80%	20.48%	16.82%	-2.62%
52-Week Price Change	-38.69%	5.65%	2.05%	3.85%	49.00%	0.27%
20-Day Average Volume (Shares)	2,142,479	374,934	1,955,785	661,471	12,006,440	339,537
EPS F1 Estimate 1-Week Change	-9.54%	0.00%	0.00%	8.29%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	-10.09%	0.00%	1.27%	8.97%	7.03%	-0.28%
EPS F1 Estimate 12-Week Change	-12.09%	0.81%	3.13%	8.97%	10.18%	0.50%
EPS Q1 Estimate Monthly Change	-21.43%	0.00%	0.51%	10.96%	10.50%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	A
Growth Score	B
Momentum Score	B
VGM Score	A

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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Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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