

Euronet Worldwide (EFT)

\$130.74 (As of 01/28/21)

Price Target (6-12 Months): **\$150.00**

Long Term: 6-12 Months

Zacks Recommendation: **Outperform**

(Since: 01/15/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

1-Strong Buy

Zacks Style Scores:

VGM:B

Value: D

Growth: B

Momentum: B

Summary

Shares of Euronet have outperformed its industry in the past six months. The company's strong position is backed by constant expansions through strategic acquisitions. Several initiatives, such as the ATM network participation agreements poise it well for growth. While the EFT segment has been driven by the company's steady focus on deploying more technology products across extended markets, the Money Transfer Segment has been benefiting from favorable growth of the physical and digital distribution channels. Rise in digital transactions have been buoying the company's growth. A strong balance sheet backed by a solid cash balance bodes well. However, the company's high expenses are likely to weigh on margins. Its expenses are likely to remain elevated as it consistently invests in technology and other expansion initiatives.

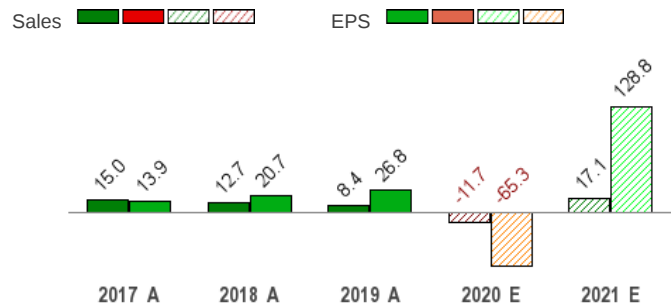
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$163.49 - \$61.27
20-Day Average Volume (Shares)	259,747
Market Cap	\$6.5 B
Year-To-Date Price Change	-14.9%
Beta	1.60
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Financial - Miscellaneous Services
Zacks Industry Rank	Bottom 29% (180 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	115.4%
Last Sales Surprise	8.7%
EPS F1 Estimate 4-Week Change	5.1%
Expected Report Date	02/10/2021
Earnings ESP	-0.9%
P/E TTM	36.9
P/E F1	23.5
PEG F1	1.8
P/S TTM	2.6

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	617 E	683 E	804 E	780 E	2,845 E
2020	584 A	528 A	664 A	652 E	2,429 E
2019	578 A	692 A	787 A	694 A	2,750 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.60 E	\$1.12 E	\$2.34 E	\$1.50 E	\$5.56 E
2020	\$0.55 A	\$0.04 A	\$1.12 A	\$0.72 E	\$2.43 E
2019	\$0.85 A	\$1.69 A	\$2.84 A	\$1.63 A	\$7.01 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 01/28/2021. The reports text is as of 01/29/2021.

Overview

Founded in 1994 and headquartered at Leawood, KS, Euronet Worldwide is a leading electronics payments provider. The company offers payment and transaction processing and distribution solutions to financial institutions, retailers, consumers and service providers.

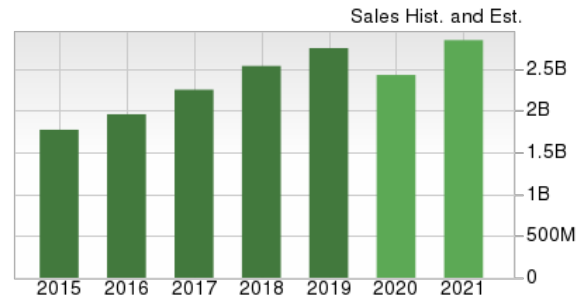
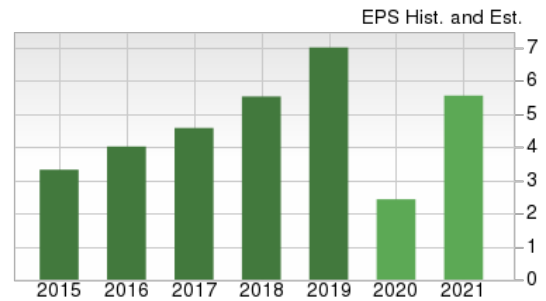
The primary products include comprehensive automated teller machine (ATM), point-of-sale (POS), card outsourcing, card issuing and merchant acquiring services; software solutions; electronic distribution of prepaid mobile airtime and other electronic payment products; foreign exchange services and global money transfer services.

The company reports through the following segments:

The Money Transfer Segment (reporting 40% of total revenues in 2019) provides global consumer-to-consumer money transfer services and global account-to-account money transfer services. Additionally, the segment offers customers bill payment services, payment alternatives such as money orders, check cashing services for a variety of issued checks along with competitive foreign currency exchange services and mobile top-up.

The epay Segment (28%) offers distribution and processing of prepaid mobile airtime and other electronic content and payment processing services for various prepaid products, cards and services throughout its worldwide distribution network.

The EFT Processing Segment (32%) offers comprehensive electronic payment solutions, consisting of TM cash withdrawal and deposit services, ATM network participation, outsourced ATM and POS management solutions, credit and debit card outsourcing plus card issuing and merchant acquiring services. Furthermore, the segment provides a wide array of value added services.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ **Consistent Revenue Growth:** The company's top-line improvement has been impressive, witnessing a CAGR of 11.6% during the 2015-2019 period on the back of solid segmental results and its diversity across products and geographies. In the first nine months of 2020, revenues declined 13.6% due to lower transactions following the COVID-19 pandemic. We are hopeful that the company's top line will bounce back owing to a slew of products and service launches as well as new and exciting geographic options.
- ▲ **Expansion and Inorganic Growth:** The company's strong inorganic growth strategy worked in its favor. Several initiatives, such as the ATM network participation agreements and launch of card issuing products poise the company well for growth.. All these initiatives poise the company well for growth.
- ▲ **Strong Performance of the EFT Segment:** This segment has been witnessing solid growth driven by the company's steady focus on deploying more devices across extended markets and its ability to develop an advanced technology for new products on both ATMs and POS terminals for optimizing and enriching the customer experience. This segment contributed 30% and 32% to 2018's and 2019's total revenues owing to higher transactions in Europe and the Asia Pacific. However, in the first nine months of 2020, the segmental performance was dented by the travel restrictions due to coronavirus. These results were offset to some extent by several cost-cutting measures taken in this segment. The segment witnessed immediate increase in EFT transactions as travel restrictions were lifted in Europe.
- ▲ **Strong Performance of the Money Transfer Segment:** This segment is consistently delivering growth of the physical and digital distribution channels, acquisitions, etc., evident from its 2015-2019's CAGR of 13%. In the first nine months, the same rose 4.7% year over year amid the COVID-19 pandemic. The segment delivered solid growth in the third quarter on the back of progress in the U.S. International outbound remittances as well as higher International cross-border remittances. It expanded its mobile app and online capabilities to reach 21 countries. Ria Money (Money Transfer) is consistently partnering with post offices around the world. Kroger has selected Ria Money as a second provider of money transfer services inside approximately 2000 Kroger locations here in the U.S.
- ▲ **Cost Savings:** The company took several initiatives to cut down on expenses. It continued to curtail costs in the third quarter of 2020. This, in turn, is expected to boost margins going forward.
- ▲ **Strong Performance of the epay Segment:** The segment has also been performing well for the last many quarters. In 2018 and 2019, the segment contributed 29% and 28% to the company's total revenues, respectively, on the back of higher transactions, expansion of digital media products and SaaS solutions. Revenues from the segment rose 1.5% in the first nine months of 2020. As of Sep 30, 2020, the segment operated through a network of 717,000 POS terminals, providing electronic processing of prepaid mobile airtime top-up services and other electronic content in Europe, the Middle East, the Asia Pacific, the United States and South America. In epay, some of the most significant product distribution expansions were enabled by mobile wallets. We expect this segment to continue performing well on the back of robust online and in-app sales of digital media products and the surging retail sales of digital media products.
- ▲ **Capital Position:** The company's balance sheet position remains impressive. Its total debt is 86.8% of its total equity (almost in line sequentially), which is significantly lower than the industry average of 142.1%. Its cash and cash equivalents have been increasing from the past several years, skyrocketing nearly 104.2% year over year in 2019. As of Sep 30, 2020, it had more than \$1 billion in cash and a credit facility of \$1 billion. Taken together, its cash and credit facility is higher than its long-term debt of \$1.1 billion. The company doesn't have any significant debt service obligations for the next five years. Thus, its solvency position looks encouraging.
- ▲ **Rise in Digital Transactions:** Digital transactions of the company have been performing well over the past few months. The company took a few initiatives, such as expanding its digital media content in Australia that includes Uber, Netflix and Spotify. In the third quarter, it achieved a triple-digit expansion in digital transactions at Epay and Money Transfer segments. Digital growth in the third quarter skyrocketed 126% year over year.
- ▲ **Price Performance:** Shares of Euronet have outperformed its industry in the past six months. Moreover, the company's solid fundamentals are likely to help it in sustaining its momentum going forward.

Constant expansions across the globe, strong results of the Electronic Funds Transfer and Money Transfer segments should poise EEFT for growth

Risks

- **Overvalued:** Euronet's valuation looks expensive at the current level. Looking at the company's price-to-earnings (P/E) ratio, investors might not want to pay any further premiums. The company has a trailing 12-month P/E ratio of 43.3, significantly higher than the industry average of 13.5.
 - **Rising Expenses:** The company has been witnessing rising operating expenses over the years inducing margin contraction. This also caused erosion of earnings per share. During 2018 and 2019, expenses again rose 9.7% and 6.6% year over year, respectively. In the first nine months of 2020, the same increased around 5.4% year over year. Its expenses should remain elevated going ahead as the company consistently invests in technology and other expansion initiatives.
 - **Weak ROE:** Its weak return on equity reflects the company's inefficiency in utilizing its shareholders' funds. Its current ROE stands at 13.6x, lower than the industry's average of 18.5x.
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Last Earnings Report

Euronet Q3 Earnings Surpass Estimates, Decline Y/Y

Euronet reported third-quarter 2020 earnings of \$1.12 per share, beating the Zacks Consensus Estimate by 115.4% on the back of epay and Money Transfer segments. However, the bottom line fell 61% year over year due to reduced revenues.

The company's net income of 76 cents per share in the third quarter compared unfavorably with the net income of \$2.46 in the prior-year quarter.

Total revenues of \$664.4 million were down 16% from the year-ago quarter.

However, the top line beat the Zacks Consensus Estimate by 8.7%.

Operating income of \$66.1 million in the third quarter plunged 66% year over year.

Total operating expenses of \$598.3 million were up 0.9% year over year due to higher direct operating costs.

Segmental Results

EFT Processing Segment's total revenues slumped 54% (down 55% in constant currency) year over year due to lower high-value cross-border transactions in Europe and the Asia Pacific related to the coronavirus pandemic. Adjusted EBITDA of (\$27.7) million dropped 84% (down 84% at cc) from the year-ago period. Operating income of \$6.2 million tanked 96% year over year.

The **epay Segment's** total revenues inched up 4% year over year to \$198.9 million (up 3% on constant currency basis) on the back of digital media and mobile growth. Adjusted EBITDA amounted to \$24.3 million, increasing 12% from the year-earlier figure (up 11% on constant currency basis). Operating income of \$22.2 million improved 10% year over year (up 9% on constant currency basis). Reported transactions were 661 million, up 66% year over year owing to better numbers across Europe and Brazil as well as robust contributions from India.

The **Money Transfer Segment's** total revenues increased 15% (up 13% at cc) year over year to \$323.1 million. Adjusted EBITDA amounted to \$57.8 million, reflecting a 32% increase (30% rise at cc) from the prior-year quarter. Operating income of \$47.6 million rose 34% year over year (31% at cc). This segment's total transactions of 30.9 million were up 5% year over year.

Corporate and Other Segment reported an expense of \$9.9 million for the quarter, down 21.4% year over year.

Financial Update

Total assets at the third-quarter end were \$4 billion, down 12.1% from the level at 2019 end.

Cash and cash equivalents increased 28.3% to \$1 billion from the figure at 2019 end.

Debt obligations, net of current portion, were up 3.9% year over year to \$1.1 billion from the level at 2019 end.

Quarter Ending 09/2020

Report Date	Oct 28, 2020
Sales Surprise	8.73%
EPS Surprise	115.38%
Quarterly EPS	1.12
Annual EPS (TTM)	3.34

Recent News

Euronet Purchases Bank of Ireland's Non-Branch ATMs — Dec 23, 2020

Euronet acquired Bank of Ireland's entire fleet of non-branch ATMs in the Republic of Ireland. Per the deal, the leading company will acquire 700 non-branch ATMs. The bank will still retain ownership of 750 ATMs located across its wide network. The transfer of ownership is expected on Feb 28, 2021.

Euronet's Unit Boosts Payments System for Cosmos Bank — Dec 17, 2020

Euronet's arm Euronet India Services Pvt. Ltd has recently migrated Cosmos Bank in India to the modern processing technologies of Euronet's REN Ecosystem.

Euronet Unit Ties Up With Pos Indonesia to Expand Reach — Dec 17, 2020

Euronet's subsidiary Ria Money Transfer recently inked a deal with Pos Indonesia to offer feasible cash payouts across Indonesia. The deal will help enhance the company's nationwide reach, through which the Indonesian expat community will be able to transfer international remittances to family and friends most conveniently and securely.

Valuation

Euronet's shares are up 33.9% but down 19.8% in the past six months and over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 8.3% but up 18.3% in the past six months, respectively. Over the past year, the Zacks sub-industry and sector are down 23.6% and 1.9%, respectively.

The S&P 500 index is up 16.6% in the past six months and up 16.7% in the past year.

The stock is currently trading at 22.72x forward 12-month earnings, which compares to 13.79x for the Zacks sub-industry, 16.15x for the Zacks sector and 22.46x for the S&P 500 index.

Over the past five years, the stock has traded as high as 48.52x and as low as 8.87x, with a 5-year median of 19.23x. Our Outperform recommendation indicates that the stock will perform better than the market. Our \$150 price target reflects 26.09x forward earnings.

The table below shows summary valuation data for EEFT

Valuation Multiples - EEFT					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	22.72	13.79	16.15	22.46
	5-Year High	48.52	14.57	17.13	23.8
	5-Year Low	8.87	8.79	11.59	15.3
	5-Year Median	19.23	11.54	14.52	17.82
P/S F12M	Current	2.38	3.55	7.13	4.44
	5-Year High	3.1	3.74	7.13	4.44
	5-Year Low	1.21	1.05	5.02	3.2
	5-Year Median	2.01	1.31	6.12	3.67
P/B TTM	Current	5.24	4.42	2.84	6.46
	5-Year High	6.79	5.18	2.98	6.64
	5-Year Low	2.35	1.27	1.74	3.73
	5-Year Median	4.66	2.05	2.59	4.95

As of 01/28/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 29% (180 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Square, Inc. (SQ)	Outperform	3
Global Payments Inc. (GPN)	Neutral	3
Houlihan Lokey, Inc. (HLI)	Neutral	2
MoneyGram International Inc. (MGI)	Neutral	3
PRA Group, Inc. (PRAA)	Neutral	3
Visa Inc. (V)	Neutral	4
Virtu Financial, Inc. (VIRT)	Neutral	3
WEX Inc. (WEX)	Neutral	2

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

Industry Comparison Industry: Financial - Miscellaneous Services				Industry Peers		
	EEFT	X Industry	S&P 500	CIT	SLFPY	VIRT
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Outperform	Neutral
Zacks Rank (Short Term)	1	-	-	4	2	3
VGM Score	B	-	-	C	D	C
Market Cap	6.45 B	443.97 M	26.41 B	3.60 B	NA	5.31 B
# of Analysts	3	2	13	2	2	4
Dividend Yield	0.00%	0.00%	1.45%	3.83%	%	3.50%
Value Score	D	-	-	A	D	B
Cash/Price	0.20	0.30	0.06	1.71	0.24	0.42
EV/EBITDA	10.92	7.12	14.73	2.68	NA	20.95
PEG F1	1.74	2.56	2.43	NA	NA	NA
P/B	4.94	1.22	3.66	0.69	NA	2.94
P/CF	14.07	10.30	14.44	4.81	17.36	15.39
P/E F1	23.20	12.56	19.77	12.90	NA	11.23
P/S TTM	2.61	2.03	2.84	1.23	NA	1.79
Earnings Yield	4.51%	7.77%	4.98%	7.77%	NA%	8.89%
Debt/Equity	0.87	0.51	0.69	1.12	0.14	0.91
Cash Flow (\$/share)	9.29	0.62	6.85	7.86	0.98	1.75
Growth Score	B	-	-	D	D	D
Historical EPS Growth (3-5 Years)	12.06%	8.27%	9.69%	7.50%	NA	36.11%
Projected EPS Growth (F1/F0)	128.98%	12.20%	12.80%	505.00%	14.58%	-54.52%
Current Cash Flow Growth	22.38%	5.56%	4.88%	-10.21%	-153.48%	-30.73%
Historical Cash Flow Growth (3-5 Years)	20.41%	11.18%	8.07%	-11.97%	NA	8.56%
Current Ratio	1.85	1.29	1.38	0.91	1.68	0.75
Debt/Capital	46.45%	39.99%	41.57%	50.49%	12.08%	47.53%
Net Margin	1.33%	9.01%	10.44%	-20.92%	NA	17.49%
Return on Equity	12.31%	8.22%	15.37%	-0.94%	NA	52.12%
Sales/Assets	0.58	0.17	0.51	0.05	NA	0.29
Projected Sales Growth (F1/F0)	17.16%	2.48%	5.98%	25.00%	1.08%	-37.33%
Momentum Score	B	-	-	C	D	B
Daily Price Change	6.03%	0.26%	1.38%	3.45%	0.00%	-1.79%
1-Week Price Change	0.49%	0.00%	-0.02%	0.03%	-4.04%	1.55%
4-Week Price Change	-9.78%	2.38%	0.04%	5.35%	9.65%	7.07%
12-Week Price Change	32.78%	18.10%	8.96%	18.00%	31.66%	22.83%
52-Week Price Change	-19.24%	1.04%	7.48%	-19.46%	3.27%	67.39%
20-Day Average Volume (Shares)	259,747	110,007	1,962,643	801,822	378	1,005,749
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	5.15%	0.00%	0.26%	-3.90%	4.43%	1.35%
EPS F1 Estimate 12-Week Change	5.15%	5.15%	1.63%	15.13%	7.14%	9.90%
EPS Q1 Estimate Monthly Change	2.61%	0.00%	0.05%	NA	NA	3.08%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	D
Growth Score	B
Momentum Score	B
VGM Score	B

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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