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Jan 05, 2021

Equinix, Inc. (EQIX)

$692.56 (As of 01/04/21)

Price Target (6-12 Months): **$735.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 04/16/19) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:D
	Value: D | Growth: C | Momentum: F	

Summary

Equinix will expand its interconnection service, Equinix Fabric, to seven markets by 2021, increasing Equinix Fabric's footprint to 56 markets. Notably, the company's global data-center portfolio is well-poised to gain from interconnected data-center demand, stemming from a rise in remote working and a higher need for digital infrastructure. Further, it delivered 71 consecutive quarters of revenue growth. Also, buyouts backed by Equinix's decent balance sheet are strategic fits. Yet, its shares have underperformed the real estate market in the past three months. Also, expansion efforts involve significant capital outlays and given its significant debt obligations, such activities are likely to increase financial obligations and affect operating results. A global presence exposes Equinix to foreign currency exchange rate volatility.

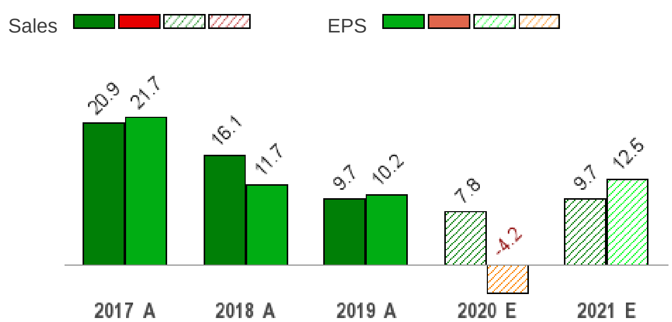
Data Overview

52-Week High-Low	**$839.77 - $477.87**
20-Day Average Volume (Shares)	**382,094**
Market Cap	**$61.7 B**
Year-To-Date Price Change	**-3.0%**
Beta	**0.31**
Dividend / Dividend Yield	**$10.64 / 1.5%**
Industry	**REIT and Equity Trust - Retail**
Zacks Industry Rank	**Bottom 15% (215 out of 254)**
Last EPS Surprise	**7.5%**
Last Sales Surprise	**1.1%**
EPS F1 Estimate 4-Week Change	**0.0%**
Expected Report Date	**02/10/2021**
Earnings ESP	**0.0%**
P/E TTM	**28.2**
P/E F1	**31.7**
PEG F1	**2.2**
P/S TTM	**10.6**

Price, Consensus & Surprise

Source: Zacks Investment Research

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	1,590 E	1,616 E	1,657 E	1,696 E	6,579 E
2020	1,445 A	1,470 A	1,520 A	1,561 E	5,995 E
2019	1,363 A	1,385 A	1,397 A	1,417 A	5,562 A

EPS Estimates

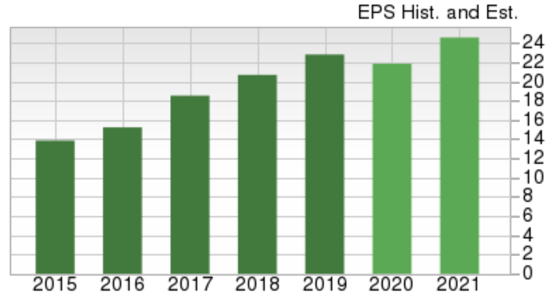
	Q1	Q2	Q3	Q4	Annual*
2021	$5.65 E	$6.56 E	$6.67 E	$6.77 E	$24.58 E
2020	$6.21 A	$6.35 A	$6.48 A	$6.02 E	$21.85 E
2019	$5.95 A	$5.87 A	$5.52 A	$5.51 A	$22.81 A

*Quarterly figures may not add up to annual.

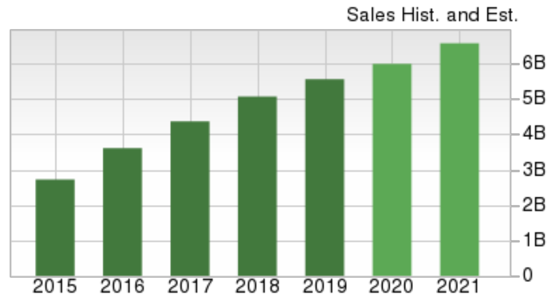
The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 01/04/2021. The reports text is as of 01/05/2021.

Overview

Equinix, Inc. is a global provider of network-neutral data centers and Internet exchange services for enterprises, content companies, systems integrators and network service providers. Incorporated on Jun 22, 1998, Equinix has its U.S. headquarters in Redwood City, CA. The company has two more regional headquarters in London and Singapore. Equinix has a direct sales force and a channel marketing program. It became a real estate investment trust (REIT) in taxable year 2015.



Through its 209 International Business Exchanges or IBX data centers across five continents, customers can directly interconnect critical traffic exchange requirements. While some Equinix customers build and operate their own data centers for their large infrastructure deployments, these customers rely on Equinix's IBX centers for their critical inter-connection relationships.



Equinix's business is based on a recurring revenue model comprising Colocation, Interconnection and Managed IT Infrastructure Services. These services are considered to be recurring, as customers are billed at fixed rates on a recurring basis through the life of the respective contracts, which generally run for one to three years. Approximately half of Equinix's existing customers order new services in any given quarter. Recurring revenues accounted for greater than 90% of total revenues for the last three years.

Non-Recurring Revenues comprise professional services, installation services related to initial deployment and customer settlements (fees paid for terminating contracts before expiry). These services are typically billed only upon completion of the installation or performance of services.

Note**: *All EPS numbers presented in this report represent funds from operations ("FFO") per share. FFO, a widely used metric to gauge the performance of REITs, is obtained after adding depreciation and amortization and other non-cash expenses to net income.*

Source: Zacks Investment Research

Reasons To Buy:

> The data center business is thriving across geographies and Equinix is well positioned to capitalize on this opportunity. Its recurring revenue model and current expansion plans are also encouraging.

- The growing demand for Big Data exchanges calls for greater usage of data centers. To meet this global need, Equinix is expanding its IBX data centers globally and is gaining traction among tech companies looking for data management. Industry experts believe demand for high performing data centers will escalate in the years to come with the exponential rise in data traffic. This will require enterprises to engage data-center service providers such as Equinix. Therefore, increasing total addressable market for data-center provides an immense growth opportunity for Equinix.

- Equinix has been achieving continued business momentum with its critical mass of customers and the resultant "network effect" within its IBX centers. Direct interconnection with its networks, connecting the majority of the world's Internet routes, enables customers to increase the efficiency of their IT infrastructure, remove complexities associated with infrastructure administration and management and reduce costs. Further, service offerings, such as Equinix Exchange and Equinix Internet Exchange, significantly reduce the cost of critical transit, peering and traffic exchange operations by eliminating the costs of private peering or local loops. The benefits provided by the Platform Equinix have led to a loyal and blue-chip customer base of over 6,300 firms. Moreover, the company's joint venture (JV) with GIC to develop and operate xScale data centers in Europe attracts additional partners and other hyperscale providers to Equinix's ecosystem, and also benefits the network effect.

- The demand for Equinix's interconnected ecosystem remains strong, driven by acceleration in enterprise cloud adoption and increasing cloud or Internet customers' demands for highly interconnected data center space. Amid the tailwinds, the company continues to strengthen its interconnection portfolio. In the third quarter, it added an incremental 8,500 interconnections, which were driven by video conferencing, work-from home aggregation and enterprise cloud connectivity. With this, Equinix has more than 378,000 interconnections. These efforts along with the company's global reach resulted in strong interconnection activities. The company's interconnection offering reflects a unique product line that is driving significant customer value. Moreover, going forward the xScale JV with GIC in Japan will fuel Equinix's interconnected ecosystem.

- The massive work-from-home environment due to the COVID-19 pandemic is driving a spike of near-term demand for highly interconnected data-center space from cloud and Internet customers. This sudden incremental network demand, stemming from an increase in remote working, is a positive for the data-center industry and is expected to benefit Equinix in some of its high-margin product lines. Moreover, the situation highlights the importance of real-time, on-demand scalability that the company provides through services like Cloud Exchange Fabric (ECX Fabric) and Network Edge.

- Equinix continues focusing on acquisitions and developments to expand data-center capacity in key markets and strengthen its competitive positioning and global reach. In fact, in October, the company closed the acquisition of a portfolio of 13 data centers for $750 million from BCE Inc. ("Bell") in Canada, expanding its footprint in the region. Moreover, following the success of a JV with GIC for xScale data centers in Europe, it has announced a similar JV in Japan with GIC in April. The xScale JV-approach is a strategic fit to pursue hyperscale deployments in desired markets and provide incremental cash flows without straining the company's balance sheet. During the third quarter, it completed three new phased-expansion openings in Boston, Muscat, and Zurich. Through such platform-enhancing expansions, acquisitions and an active construction pipeline of 41 projects currently underway, the company aims to achieve ending cabinet equivalent capacity of around 311,000 in 2020. Recently, Equinix also announced a development of a purpose-built data center in Singapore with an initial investment of $144 million, thereby, expanding its presence in the region.

- Equinix's financial policy approach underlines a disciplined debt and equity funding strategy to support organic and acquisition-driven growth. The company's regular utilization of its at-the-market equity program as well as sale of senior notes, indicates the consistent capital sourcing policy. Other than external financing, the company generates significant recurring revenues, contributing to internally-generated cash from operating activities. Additionally, as of Sep 30, 2020, the company had $4.6 billion in available liquidity that is sufficient to meet operating requirements, fund acquisitions and pay dividends. Moreover, Equinix's increasing asset portfolio and impressive operating resilience are supportive of higher leverage tolerance. As of the third-quarter end, the company's net leverage was 3.3X. Moreover, investment-grade rating of Baa3 from Moody's and BBB- from S&P and Fitch helps to access the debt market at a favorable cost.

- Equinix could benefit from favorable operating leverage. Its business generates a substantial portion of recurring revenues (greater than 90% of total revenues for the last three years). As the majority of the cost structures are of a fixed nature, every unit growth in revenues would result in lower expenses as a percentage of total revenues. Given the growing demand for data exchanges across the world, Equinix is well poised to grow its revenue base. Higher revenues along with lower costs will expand margins and increase profitability in the long run.

Reasons To Sell:

Competition from carrier-neutral data centers, capital intensity of data center builds, growing debt, foreign-exchange fluctuations and consolidation in the telecommunication industry are concerning.

- Equinix competes with Internet data centers operated by established communications carriers, as well as REITs including Digital Realty Trust. In addition to competing with neutral colocation providers, the company competes with traditional colocation providers, Internet service providers and Web-hosting facilities. Considering the strong growth potential, competition is expected to increase from existing players and entry of new players into the space. The increased competition could prompt competitors to resort to aggressive pricing policies, making Equinix vulnerable to pricing pressure.

- Equinix operates across more than 50 metros and continues to rapidly expand its footprint in new markets. Although this provides revenue diversification across geographies, foreign currency exchange rate fluctuations may affect its top- and bottom-line growth.

- The telecommunications industry is currently undergoing consolidation. As customers combine businesses, they may require less colocation space, and there may be fewer networks available to choose from. In addition, increased utilization of existing colocation space could reduce the attractive expansion opportunities available to Equinix.

- Equinix's offerings have long sales cycles that may have a negative impact on the business, financial condition and results of operations. A customer's decision to license cabinet space in one of its IBX centers and to purchase additional services typically involves a significant commitment of resources. In addition, some customers are reluctant to relocate to IBX centers until they are confident that the IBX center has adequate carrier connections. The sales cycle of the company, therefore, gets stretched.

- Equinix plans to add more data centers in the coming quarters to satisfy the growing demand for colocation and interconnection services. Although such moves are a strategic fit, it requires huge capital outlays and given the company's significant debt obligations, these capital-intensive activities are concerning. Growing debt burden will likely adversely impact the operating results as interest expenses would go up. It should be noted that at the end of third-quarter 2020, Equinix had cash and cash equivalents of $2.6 billion, while total debt principal outstanding was $12.4 billion. Moreover, integration costs related to acquisitions will likely impede its bottom-line growth. The company anticipates incurring $20 million of integration costs in 2020.

- Over the past three months, shares of Equinix have underperformed the real estate market. The stock has declined 12.4% as against the real estate market's rally of 6.4% during the same period. Moreover, the Zacks Consensus Estimate for 2021 FFO per share has been unchanged over the past month. Given the above-mentioned concerns and a lack of positive estimate revision, the stock has limited upside potential.

Last Earnings Report

Equinix Tops Q3 FFO & Revenues Estimates, Ups '20 View

Quarter Ending	09/2020
Report Date	Oct 28, 2020
Sales Surprise	1.14%
EPS Surprise	7.46%
Quarterly EPS	6.48
Annual EPS (TTM)	24.55

Equinix posted strong results for third-quarter 2020, wherein adjusted AFFO per share and revenues surpassed the Zacks Consensus Estimate and improved year over year.

The company's quarterly AFFO per share was $6.48, beating the Zacks Consensus Estimate of $6.03. The figure also improved 17.4% from the year-ago quarter's $5.52.

The upside primarily stemmed from steady growth in interconnection revenues. In fact, during the third quarter, the company added an incremental 8,500 interconnections, which were driven by video conferencing, work-from-home aggregation and enterprise cloud connectivity.

Quarter in Detail

Total quarterly revenues were $1.52 billion, surpassing the Zacks Consensus Estimate of $1.50 billion. Also, the top-line figure improved 8.8% year over year, representing the 71st consecutive quarter of revenue growth.

Recurring revenues were $1.43 billion, up 8.5% from the year-ago quarter's figure. Non-recurring revenues improved 13.2% from the year-ago quarter to $87.7 million.

Revenues from the three geographic regions increased on a year-over-year basis as well. Revenues from the Americas, EMEA and the Asia Pacific jumped 4.2%, 13.1% and 12.3% to $672.3 million, $518 million and $329.3 million, respectively.

Cash gross margin was 67%, stable year over year. Total operating expenses were up 13.8% year over year to $463.4 million.

Adjusted EBITDA was $737 million, up 9.3% year over year. Adjusted EBITDA margin was 49%, up from 48% as of the prior year quarter. AFFO appreciated 22.6% year over year to $579.7 million in the September-end quarter.

Balance Sheet

Equinix exited the third quarter with cash and cash equivalents of $2.6 billion. The company's total debt principal outstanding was $12.4 billion as of Sep 30, 2020.

Guidance

The company improved its guidance for the ongoing year on foreign currency benefit and the acquisition of the Bell Canada data centers. For 2020, it estimates generating revenues of $5.983-$6.003 billion as compared with $5.919-$5.989 billion mentioned earlier. It predicts adjusted EBITDA of $2.827-$2.847 billion, higher than $2.781-$2.851 billion stated earlier.

Moreover, AFFO is expected to be $2.157-$2.177 billion as compared with $2.107-$2.177 billion mentioned previously. Further, AFFO per share is estimated to be $24.38-$24.61, up from $23.87-$24.67 stated earlier.

For fourth-quarter 2020, Equinix projects revenues of $1.549-$1.569 billion. Adjusted EBITDA is likely to be between $685 million and $705 million.

Recent News

Equinix to Expand Eqninix Fabric in Seven Markets by 2021 – Dec 8, 2020

Equinix unveiled its plans to expand the company's recently rebranded software-defined interconnection service — Equinix Fabric — to seven markets by 2021. These locations comprise Calgary, Kamloops, Montreal, Mumbai, Philadelphia, Vancouver and Winnipeg, and will increase Equinix Fabric's global footprint to 56 strategic markets.

Notably, Equinix Fabric, formerly known as Equinix Cloud Exchange Fabric, enables businesses to connect between their distributed infrastructure and to any other firms' infrastructure on Platform Equinix.

Given the increasing demand for ecosystem access, infrastructure performance and high-speed network; Equinix Fabric has become the interconnection standard for connecting digital infrastructure across the world. This is demonstrated by 32% year-over-year growth in customer connections to around 27,500 customers in this past year.

Leveraging on this, the company has expanded the presence of Equinix Fabric to seven new markets, making it available in 49 strategic metros across five continents.

Moreover, Equinix has announced a number of new transformative capabilities on Equinix Fabric and Network Edge in a bid to cater to the changing and growing needs of its customers.

Specifically, the company has also made the Silver Peak Unity EdgeConnect virtual SD-WAN appliance available on Network Edge. This enables the company's Network Edge to offer its enterprise customers a full set of industry-leading, vendor-neutral, SD-WAN services with built-in integration to Equinix Fabric.

Further, Network Edge is now available in Seattle and Toronto, facilitating an increasing number of companies to modernize their networks and connect their digital supply chains quickly through Equinix.

Such expansions of the company's virtual network function services ecosystem will likely aid enterprises to create and operate their network infrastructure at Equinix, eliminating a physical deployment. While Network Edge is presently available in 11 metros, the company anticipates expanding the footprint of the same in four additional markets, including Hong Kong, Madrid, São Paulo and Tokyo.

Equinix Announces Data-Center Development in Singapore – Dec 1, 2020

Equinix announced the development of a purpose-built data center in Singapore with an initial investment of $144 million, expanding its Platform Equinix. The new facility will be named SG5 and is scheduled to open in the first half of 2021.

The new IBX facility will span nine floors and will be located at the Tanjong Kling data center park. With four of the company's data centers already present across the island, the new development will strengthen its cross-island presence and location diversity.

The first phase of SG5 is anticipated to offer an initial capacity of 1,300 cabinets and colocation space, spanning 18,400 square feet. At full build-out, the facility will provide 5,000 cabinets and 129,000 square feet of colocation space. This will help the company to cater to the increasing needs for cloud connectivity for enterprises stemming from accelerations in their digital transformations.

Notably, Singapore's Smart Nation initiative supports accelerations in cloud adoption and digital transformations. This, in turn, is increasing reliance on hybrid and multi-cloud ecosystems. Hence, with Singapore becoming a center for digital connectivity, Equinix's efforts to expand in the region is a strategic fit.

Equinix Expands in Osaka With $55M Data Center Development – Nov 25, 2020

Equinix announced that it will develop an IBX data center in Osaka, Japan, with an initial investment of $55 million. The new facility will be named OS3 and is scheduled to open in fourth-quarter 2021.

The first phase of OS3 is anticipated to offer an initial capacity of 900 cabinets and colocation space, spanning more than 33,000 square feet. At full buildout, the facility will provide 2,500 cabinets and 89,340 square feet of colocation space.

This marks the company's third facility in Osaka. Currently, it offers roughly 64,500 square feet of colocation space in the region through two IBX data centers. Notably, Osaka has emerged as a key data-center hub in Japan, the second-largest following Tokyo. Hence, Equinix's effort to further bolster presence in the region will add scale and strengthen its position in the market, while helping it to capitalize on the robust demand for digital infrastructure.

OS3 will be located in close proximity to important internet and peering exchanges, and will offer direct and speedy connections to the large Kansai region. Moreover, a wide range of interconnection solutions, including Equinix Fabric, will be available through the O3 facility. This will permit businesses to connect between their distributed infrastructure and any other company's distributed infrastructure on Platform Equinix.

Equinix Triples Commitment to Community Infrastructure Lab – Nov 18, 2020

Equinix tripled its investment in the cloud-native community by expanding its commitment to the Community Infrastructure Lab ("CIL") of Cloud Native Computing Foundation ("CNCF").

This will enable innovators across the CNCF community to get access to up to $1 million of on-demand bare metal infrastructure resources annually anywhere across Equinix's global portfolio.

The CIL was established by Packet that was acquired by Equinix this March to provide commitment and free bare-metal infrastructure resources for open source and community projects. Markedly, amid growth of the cloud-native community, CIL has been gaining immense popularity. Hence, the increased commitment by Equinix will further drive open-source innovations.

Equinix Expands in Washington, D.C. Area With IBX Data Center – Nov 17, 2020

Equinix announced the opening of an IBX data center — DC21 — in sync with its expansion efforts in the Washington, D.C. area. This facility also marks the company's 16th IBX data center in the region and in total, these data centers house more than 200 network service providers.

Particularly, with the Washington, D.C. metro representing the largest colocation market in the United States, Equinix has been making investments in this region to bank on favorable trends. The company has invested more than $200 million in 2020, with this latest addition of DC21 and the unveiling of the DC15 data center earlier this year.

The latest two-story data center DC21 is capable of delivering both small- and large-capacity deployments. The $95-million first phase of the facility will offer more than 41,000 square feet of colocation space, providing an initial capacity of 925 cabinets. At full built, more than 124,000 square feet of colocation space will be provided, delivering a total capacity of 3,100 cabinet equivalents.

Moreover, the $111-million first phase of the other facility, DC15, which opened in the second quarter this year, provides colocation space of roughly 23,000 square feet and an initial capacity of 1,600 cabinet equivalents.

These latest data centers in the Washington, D.C. area are part of Equinix's data-center campus in Ashburn, VA. This campus is home to the largest internet peering point in North America, besides being a strategic communication hub for the Eastern United States and a major gateway to Europe.

Equinix Launches Oman Facility, Unveils Bare Metal Service – Oct 6, 2020

Equinix along with its JV partner Oman Telecommunications Company has launched an IBX data center in Barka, near Muscat, the capital city of Oman.

Notably, in July 2018, the companies entered a JV to build a data center and offer interconnection services to customers in the Middle East. Known as MC1, the facility is Equinix's first data center in the country and the fourth in the Middle East and North Africa region.

The facility is managed by Equinix and spans more than 23,600 square feet of colocation space. It is built with 725 cabinets, with the capacity to expand to more than 2,150 cabinets.

The facility will serve as a regional interconnection hub, given its location between Asia, Africa and Europe. Moreover, connections to cable landing stations and submarine cable systems, which terminate directly inside the facility, offer higher security, better performance and cost savings.

Given the decent utilization of interconnection aimed at increasing the flexibility of connectivity and higher demand for digital transformations in the region, the new IBX data center will provide a comprehensive colocation and interconnection services platform. This will likely enable the company to enjoy a decent demand and leasing at its new facility.

It also announced the availability of a fully automated and interconnected bare-metal service — Equinix Metal. This will allow digital businesses to deploy physical infrastructure at software speed and benefit from the global footprint, interconnected ecosystems offered by Platform Equinix.

Presently, Equinix Metal is available in the company's IBX data centers in Amsterdam, New York, Silicon Valley and Washington, D.C. The company aims to make it available in 14 global metros by early 2021.

Moreover, it provides users a variety of physical and virtual deployment choices to place infrastructure anywhere and be well-connected. It will enable customers to deploy hybrid multi-cloud architectures, and will provide seamless access to numerous networks, enterprises and clouds on Platform Equinix.

Notably, Equinix has been focusing on bare-metal services. In fact, other than Equinix Metal, through the acquisition of Packet this March and technologies developed at Equinix, the company can provide a strong infrastructure building block, which can be advantageous for digital leaders.

Equinix Completes 13 Data Center Buyouts, Expands in Canada – Oct 1, 2020

Equinix announced the completion of the previously-announced acquisition of a portfolio of 13 data centers across Canada from Bell for $780 million.

The all-cash transaction is immediately accretive to the company's AFFO per share (excluding integration costs). Moreover, the assets are anticipated to generate $112 million in annualized revenues.

The data centers will add 1.2 million gross square feet of space and more than 600 customers, of which 500 are new ones.

Other than strengthening relationships with customers, the acquisition solidifies Equinix's position as a preeminent digital infrastructure provider in Canada. In fact, with the newest capacity addition through the buyout, the company's expanded portfolio consists of 15 high-quality IBX data centers throughout Canada.

Additionally, under the terms of the agreement, Equinix and Bell will start a partnership, leveraging on the combined ecosystem of both parties.

The joint offering will bring together Bell's telecommunications services and technology expertise with Equinix's global, interconnected data-centers platform and rich business ecosystems. This offers global expansion opportunities to local businesses and the scope for multinational corporations to pursue growth and innovation in the Canada market.

Moreover, it will accelerate enterprises to shift from traditional to digital businesses, providing rapid scaling of infrastructure as well as the seamless adoption of hybrid multi-cloud architectures. The spending on digital transformation in Canada is projected to grow in the near term, thereby, increasing the reliance on data centers. Hence, the buyout is a strategic fit.

Dividend Update

Concurrent with its third-quarter 2020 earnings release on Oct 28, Equinix's board of directors approved a quarterly cash dividend of $2.66 per share. The dividend was paid out on Dec 9 to shareholders of record as of Nov 18.

Valuation

Equinix's shares have gained 18.5% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector have declined 12.6% and 2.7% over the past year, respectively.

The S&P 500 Index has moved up 17.7% over the trailing 12-month period.

The stock is currently trading at 28.29X forward 12-month FFO, which compares with the 15.94X for the Zacks sub-industry, 17.09X for the Zacks sector and 23.10X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 35.15X and as low as 16.48X, with a 5-year median of 23.85X. Our neutral recommendation indicates that the stock will perform in line with the market. Our $735 price target reflects 30.02X FFO.

The table below shows summary valuation data for EQIX.

Valuation Multiples - EQIX

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	28.29	15.94	17.09	23.10
	5-Year High	35.15	19.41	17.09	23.79
	5-Year Low	16.48	9.68	11.58	16.51
	5-Year Median	23.85	14.68	15.98	22.32
P/S F12M	Current	9.37	8.42	7.10	4.49
	5-Year High	11.53	14.44	7.10	4.49
	5-Year Low	4.75	5.54	5.02	3.21
	5-Year Median	6.87	8.40	6.12	3.92
P/B TTM	Current	5.85	2.88	2.85	6.46
	5-Year High	7.18	5.69	2.92	6.46
	5-Year Low	3.77	1.76	1.74	3.83
	5-Year Median	5.27	3.31	2.51	5.63

As of 01/04/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 15% (215 out of 254)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
American Tower Corporation **(AMT)**	Neutral	3
Crown Castle International Corporation **(CCI)**	Neutral	3
CorEnergy Infrastructure Trust, Inc. **(CORR)**	Neutral	4
Digital Realty Trust, Inc. **(DLR)**	Neutral	3
Iron Mountain Incorporated **(IRM)**	Neutral	3
QTS Realty Trust, Inc. **(QTS)**	Neutral	4
SBA Communications Corporation **(SBAC)**	Neutral	4
CyrusOne Inc **(CONE)**	Underperform	5

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

Industry Comparison Industry: Reit And Equity Trust - Retail

Industry Peers

	EQIX	X Industry	S&P 500	CONE	CORR	DLR
Zacks Recommendation (Long Term)	Neutral	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	5	4	3
VGM Score	D	-	-	C	D	F
Market Cap	61.71 B	1.72 B	25.84 B	8.40 B	90.92 M	37.90 B
# of Analysts	7	5	13	9	2	10
Dividend Yield	1.54%	2.88%	1.48%	2.92%	3.00%	3.31%
Value Score	D	-	-	D	B	D
Cash/Price	0.04	0.07	0.06	0.02	1.11	0.02
EV/EBITDA	27.99	12.46	14.72	21.15	5.86	23.12
PEG F1	2.23	3.51	2.84	0.79	NA	3.05
P/B	5.85	1.27	3.65	3.23	3.05	2.09
P/CF	31.02	8.41	14.00	18.71	3.23	15.58
P/E F1	31.70	12.03	22.36	17.35	NA	20.75
P/S TTM	10.55	4.47	2.86	8.25	1.06	10.45
Earnings Yield	3.88%	8.29%	4.34%	5.76%	-7.81%	4.82%
Debt/Equity	0.96	0.97	0.70	1.24	3.85	0.74
Cash Flow ($/share)	22.33	2.25	6.93	3.73	2.06	8.68
Growth Score	C	-	-	B	D	F
Historical EPS Growth (3-5 Years)	14.77%	-1.38%	9.71%	11.97%	NA	4.80%
Projected EPS Growth (F1/F0)	9.40%	4.88%	0.00%	3.96%	-215.73%	6.30%
Current Cash Flow Growth	12.38%	0.37%	5.22%	24.40%	-60.20%	14.13%
Historical Cash Flow Growth (3-5 Years)	22.24%	5.86%	8.33%	30.81%	5.54%	19.36%
Current Ratio	1.07	1.96	1.38	1.48	24.26	0.71
Debt/Capital	48.85%	49.26%	41.97%	55.34%	42.55%	41.25%
Net Margin	7.58%	12.55%	10.40%	-2.91%	NA	17.50%
Return on Equity	4.62%	3.86%	15.07%	1.23%	-197.41%	5.31%
Sales/Assets	0.23	0.11	0.50	0.16	NA	0.12
Projected Sales Growth (F1/F0)	9.74%	2.57%	0.00%	9.32%	137.95%	12.40%
Momentum Score	F	-	-	B	F	F
Daily Price Change	-3.03%	-2.79%	0.87%	-4.62%	-2.77%	-3.02%
1-Week Price Change	1.17%	0.39%	-0.44%	0.55%	-5.78%	1.51%
4-Week Price Change	-0.72%	-5.04%	1.88%	1.69%	-7.37%	0.04%
12-Week Price Change	-17.06%	20.62%	11.31%	-12.85%	10.63%	-14.94%
52-Week Price Change	18.49%	-32.65%	6.87%	5.58%	-85.19%	13.82%
20-Day Average Volume (Shares)	382,094	760,379	1,719,058	999,536	471,288	1,759,834
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	-0.14%	0.00%	0.00%	0.00%	-0.28%
EPS F1 Estimate 12-Week Change	0.60%	-2.55%	3.68%	-1.66%	-233.77%	-0.18%
EPS Q1 Estimate Monthly Change	0.00%	-0.08%	0.00%	0.00%	NA	-0.10%

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	C
Momentum Score	F
VGM Score	D

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

Disclosures

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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.