Nov 12, 2020

Expedia, Inc. (EXPE)

$117.50 (As of 11/12/20)

Price Target (6-12 Months): **$126.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 04/29/20) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:F
	Value: C | Growth: F | Momentum: F	

Summary

Expedia's third quarter results were negatively impacted by coronavirus-led negative impacts on the worldwide travel activities. Nevertheless, the company has now started witnessing moderation in the cancellation of bookings. Further, improving performance of Vrbo remains a positive. Growing bookings via Vrbo is benefiting the company. Additionally, cost-saving initiatives of the company remain tailwinds. Also, Expedia's strengthening global lodging portfolio is a major positive. Further, its strong supply acquisition efforts, strategic investments and product innovation endeavors remain key catalysts. However, headwinds in the global travel industry owing to the pandemic are primary concerns. Further, the company's sluggish trivago segment is an overhang. Notably, the stock has underperformed its industry on a year-to-date basis.

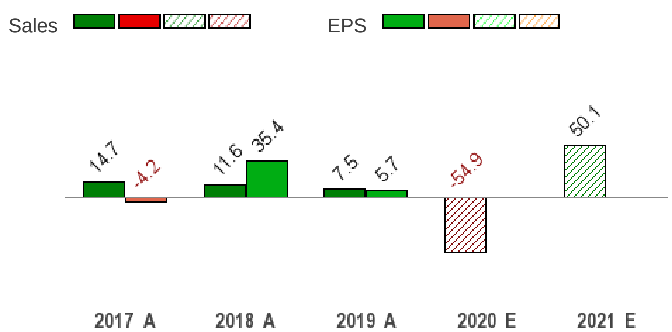
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$130.57 - $40.76**
20-Day Average Volume (Shares)	**3,747,878**
Market Cap	**$16.9 B**
Year-To-Date Price Change	**10.7%**
Beta	**1.59**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Internet - Commerce**
Zacks Industry Rank	**Bottom 25% (185 out of 248)**
Last EPS Surprise	**76.1%**
Last Sales Surprise	**9.9%**
EPS F1 Estimate 4-Week Change	**-9.5%**
Expected Report Date	**02/11/2021**
Earnings ESP	**-15.6%**
P/E TTM	**NA**
P/E F1	**NA**
PEG F1	**NA**
P/S TTM	**2.4**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	1,464 E	1,810 E	2,482 E	1,970 E	8,160 E
2020	2,209 A	566 A	1,504 A	1,192 E	5,438 E
2019	2,609 A	3,153 A	3,558 A	2,747 A	12,067 A

EPS Estimates

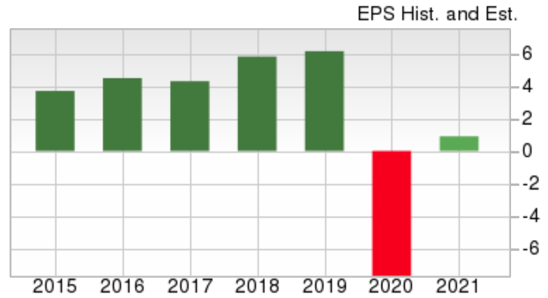
	Q1	Q2	Q3	Q4	Annual*
2021	-$1.30 E	-$0.17 E	$1.79 E	$0.32 E	$0.90 E
2020	-$1.83 A	-$4.09 A	-$0.22 A	-$1.38 E	-$7.69 E
2019	-$0.27 A	$1.77 A	$3.38 A	$1.24 A	$6.15 A

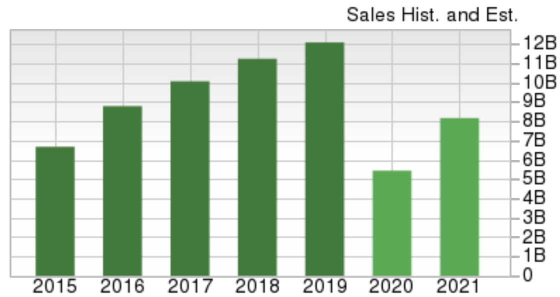
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 11/12/2020. The reports text is as of 11/12/2020.

Overview

Bellevue, Washington-based Expedia Group, Inc. is one of the largest online travel companies in the world. The company's web portals focus on travel planning, travel purchases and travel experience sharing thus bringing suppliers and consumers of travel-related services together.





Along with destination and flight plan choices, the websites also provide details of the places to be visited, maps, local restaurants, things to do, cruises, special offers and consumer reviews so prospective customers can view their options, partake in offers, check reviews and book according to their preferences.

The company generated $12.1 billion of revenues in 2019, of which 78.1% was from the core business. trivago, Egencia and Vrbo accounted 7.8%, 5.1% and 11.1%, respectively. Further, the new segment called Corporate comprising Bodybuilding.com, which was acquired in 2019, accounted for 0.5% of total revenues.

Under the Merchant model (53.5% of revenues), the company takes over the marketing functions of its supplier and directly sells to customers. Under the Agency model (26.3%), the company acts as an agent accepting bookings from customers and transferring them to the relevant airline, hotel, car rental company or cruise line for a commission. The Advertising & Media (Trivago and the Media Solutions Group) segment contributed 9.1% of the revenues..

The most popular corporate brands include Expedia.com, Hotels.com, Hotwire.com, Venere, TripAdvisor.com, Classic Vacations, Expedia Local Expert, Egencia and Vrbo.

To support these brands, the company operates many technology platforms. Its Brand Expedia platform supports Orbitz, Travelocity, Wotif Group, CheapTickets, ebookers, Expedia Local Expert and certain parts of Hotwire.

The Hotels.com technology platform supports Hotels.com and EAN, the hotel-only offerings of the company.

Around 56.9% of total revenues were generated domestically, with the international locations contributing 43.1%. The largest peer companies are Priceline.com, as well as international players like MakeMyTrip, Ctrip and Qunar.

In March 2019, Expedia Group rebranded HomeAway as Vrbo.

Source: Zacks Investment Research

Reasons To Buy:

A solid travel booking platform, a stronger travel market, contribution from a series of acquisitions and management execution are positives.

- Expedia has an effective quantitative model which holds promise. It helps to study customer behavior and spending patterns, as well as the company's success rates. These success rates are used for winning suppliers which in turn strengthens the Expedia's offering to the customers. These offerings help in attracting more customers, which in turn generates revenue for the company. It is this platform that hotels and other travel providers are attracted to. Further, the company has a very strong position in the domestic market and continues to consolidate its strengths here, making it all the more important for hotels to share inventory with it.

- With trade and cultural barriers receding in many countries and increased outsourcing activity, the number of travelers moving across the world has risen significantly. The company is capitalizing on this opportunity by adding inventory, collaborating with local players and stepping up its own marketing efforts. All these factors are helping the company to make the most of travel opportunities worldwide, which in turn are strengthening its international footprints. Notably, Expedia holds a broad multi-product supply portfolio — with nearly 1.6 million properties, including over 765,000 of Vrbo's over 2.1 million online bookable alternative accommodations listings, in 200 countries and territories, over 500 airlines, packages, rental cars, cruises, and insurance.

- Expedia has been snapping up companies to increase its penetration in existing markets, expand in others. The buyouts of Wotif, Travelocity, Orbitz and Vrbo will continue to drive growth in the online travel space. Wotif continues to aid the company's presence in Australia and New Zealand. The Travelocity acquisition appears to have been brewing for some time now. Orbitz has added some important flights technology, particularly on the business side and helped the company consolidate its leading position in the domestic market. Notably, both Travelocity and Orbitz are full-service travel brands with websites in seven European nations. Further, the acquisition of Vrbo has added vacation rental apartments to the company's hotels portfolio. This is a completely new area with significant growth prospects. We believe Vrbo will continue to perform well and drive the gross bookings and stayed room nights. This will in turn, boost the top-line growth of the company.

- The SilverRail acquisition is a part of Expedia's prudent growth plan for both domestic and international markets. Expedia and SilverRail are in a rail distribution partnership in the latter has been powering Expedia's rail services. SilverRail platform connects rail carriers and suppliers to online and offline travel distributors. It is expanding Expedia's railway booking services to key markets. Expedia's success is largely backed its technology and diversity and expanding rail ticketing on a global scale.

Reasons To Sell:

> We think that increasing competition across geographies and litigation issues remain major concerns.

- Expedia continues to see a significant amount of litigation. This is mainly because there seems to be a doubt about whether its revenue is taxable under the tax ordinances applicable to hotels. It has been argued that had the hotels charged customers directly, they would have charged higher rates than the online travel companies who acquire inventory at wholesale prices. Therefore, a higher amount would have come under the ambit of occupancy tax. Additionally, it appears that the online travel companies have been collecting cash from customers in the name of occupancy taxes on the retail value of rooms sold, but remitting taxes on wholesale prices to hotels. Online travel companies have been winning some cases and losing some, but they have paid significant amount of taxes in some states.

- Since the proliferation of smartphones and app usage to search for travel information have reduced dependence on search engines, Expedia's relationship with Google has turned problematic. Google's venture into the online travel market has increased competition and costs for Expedia. Google allows users to compare airline tickets across various travel sites on its search platform, thus putting online travel agencies, such as Expedia at risk. Google Travel, which combines Google Flights, Google Hotels, vacation packages and a variety of trip-planning tools and recommendations under one umbrella, remains a major headwind for Expedia.

- A more recent concern is Google reserving more of the search results page to serve ads, meaning that if Expedia wants to get results at the top of the page it has to pay more than the usual CPC for a regular search. Moreover, changes in the Google search algorithm is a major negative. Further, Google is installing new modules into Google search results that are directing consumers to Google Hotel Ads or Google Flights. This is causing traffic shift from Expedia to Google. This is likely to continue impacting Expedia, due to Google's increasing search initiatives.

- Expedia Group also has a leveraged balance sheet. As of Sep 30, 2020, the company's net debt was $3.8 billion compared with $2.2 billion as of Jun 30, 2020. Moreover, debt-to-capital stands at 72.4% as of Sep 30, 2020 which is up from 70.5% as of Jun 30, 2020. Accumulating high debt levels might restrict sufficient cash flow generation which is needed to meet future debt obligations. Moreover, this may keep the company away from accessing the debt market and refinancing at suitable rates.

Last Earnings Report

Expedia Reports Loss in Q3

Quarter Ending	09/2020
Report Date	Nov 04, 2020
Sales Surprise	9.93%
EPS Surprise	76.09%
Quarterly EPS	-0.22
Annual EPS (TTM)	-4.90

Expedia Group reported third-quarter 2020 adjusted loss of 22 cents per share, narrower than the Zacks Consensus Estimate of a loss of 92 cents. Notably, the bottom line improved from the prior-quarter's reported loss of $4.09 per share. However, the loss came against the year-ago quarter's earnings of $3.38 per share.

Revenues of $1.504 billion surpassed the Zacks Consensus Estimate of $1.368 billion. Further, the top line improved 165.7% sequentially but declined 58% from the prior-year quarter.

Year-over-year decline in the top line was attributed to coronavirus-led negative impacts on the worldwide travel activities.

Nevertheless, stabilizing travel trends throughout the reported quarter led to sequential improvement in the revenues.

Further, proper execution of the company's cost-saving strategies remained a tailwind. Also, the company witnessed better performance of Vrbo in the third quarter, which was a positive.

Expedia's gross bookings came in at $8.6 billion, which soared 218.1% from the previous quarter but plunged 68% year over year. Further, the figure missed the Zacks Consensus Estimate of $13.2 billion.

Notably, a spike in the number of COVID-19 cases during the September quarter was a major headwind.

Headwinds in the global travel industry due to coronavirus persist as major concerns for the company in the days ahead.

Nevertheless, moderations in the cancellation of bookings and a strengthening momentum across Vrbo remaintailwinds.

Notably, the company sold Bodybuilding.com in the second quarter. Hence, beginning the third quarter, Expedia disposed the Corporate segment from its operations.

Revenues by Segment

Retail: The company generated $1.25 billion revenues (82.8% of total revenues) from this segment, which tanked 52% year over year. Although the segment witnessed a year-over-year decline in the top line, growth at Vrbo slowed down the reduction rate.

B2B:This segment yielded revenues of $203 million (13.5% of total revenues), which fell 72% from the year-ago quarter. Weak recovery in the corporate travel trend remained a headwind.

trivago: Revenues from this segment totaled $70 million (4.6% of revenues), down 75% year over year.

Revenues by Business Model

Merchant model generated revenues of $1.03 billion (68.6% of revenues), down 48% year over year. Merchant gross bookings came in at $5.1 billion, down 59% from the prior-year quarter.

Agency division generated revenues of $329 million (21.9% of revenues), slumping 72% from the prior-year quarter. Agency gross bookings were $3.5 billion, down 76% year over year.

Advertising & Media and other generated $143 million of revenues (9.5% of the top line), plummeting 64% from the year-ago quarter. This can primarily be attributed to sluggishness in Expedia Group Media Solutions and trivago.

Revenues by Geography

Expedia generated $1.03 billion revenues (68.7% of total revenues) from domestic regions, down 48% from the prior-year quarter.

Further, revenues generated from international regions totalled $471 million (31.3% of revenues), down 70% on a year-over-year basis.

Revenues by Product Line

Lodging revenues, which accounted for 82% of total revenues, declined 52% from the prior-year quarter. Although the company witnessed a 14% rise in revenues per room night, stayed room nights declined 58%.

Air revenues accounted for 2% of revenues. The metric was down 87% year over year. Notably, air tickets soldand revenue per ticket plunged 74%and 48% year over year, respectively.

Operating Details

Adjusted EBITDA was $304 million in the reported quarter, down 67% from the prior-year quarter.

Further, adjusted selling and marketing expenses were $490 million, down 68% year over year. As a percentage of revenues, these expenses contracted to 33.8% from 44.2% in the year-ago quarter.

Additionally, general and administrative expenses were $124 million, down 36% year over year. As a percentage of revenues, the figure came in at 7.6%, which expanded 250 bps year over year.

Technology and content expenses were $197 million, down 27% from the year-ago quarter. The figure expanded 560 bps from the year-ago quarter to 13.6% in the reported quarter as a percentage of revenues.

The company reported third-quarter operating loss of $113 million against the operating income of $609 million in the year-ago quarter.

Balance Sheet & Cash Flow

As of Sep 30, 2020, cash and cash equivalents were $4.3 billion, down from $5.1 billion as of Jun 30, 2020. Short-term investments totaled $23 million, downfrom $422 million in the previous quarter.

Additionally, long-term debt was $8.2 billion at the end of the third quarter compared with $6.9 billion at the end of the second quarter.

Further, Expedia utilized $819 million of cash in operations during the reported quarter compared with$1.8 billion in the sequential quarter. Moreover, free cash flow was ($995) million in the third quarter.

Recent News

On **May 6, 2020**, Expedia Group's business travel unit Egencia pledged support to healthcare providers worldwide travelling to COVID-19 impacted areas by offering three months of free travel management services. These include access to special healthcare hotel rates with an average saving of up to 30% per night, waived transaction and onboarding fees and 24-hour customer service via its new program called Helping Healthcare travel program.

On **May 5, 2020**, Expedia Group's Orbitz announced a reward program that will provide $100 to the travelers who have stayed at home and helped in curbing the spread of COVID-19. Notably, travelers will be allowed to use this reward on their first post-quarantine trip.

On **Mar 13, 2020**, Expedia Group withdrew its full year 2020 guidance due to worsening travel trends across the world as a result of coronavirus (COVID-19) pandemic. Further, the company expects COVID-19 headwinds to have exceeded the previously guided range of $30-$40 million duirng the first-quarter 2020.

Valuation

Expedia Group shares are up 8.8% in the year-to-date period and 23.1% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Retail And Wholesale sector are up 57% and 33.5% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are up 70.7% and 39%, respectively.

The S&P 500 index is up 11.2% in the year-to-date period and 16% in the past year.

The stock is currently trading at 2.15X forward 12-month sales, which compares to 4.49X for the Zacks sub-industry, 1.26X for the Zacks sector and 4.15X for the S&P 500 index.

Over the past five years, the stock has traded as high as 2.36X and as low as 0.5X, with a 5-year median of 1.63X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $126 price target reflects 2.26X forward 12-month sales.

The table below shows summary valuation data for EXPE

Valuation Multiples - EXPE

		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	2.15	4.49	1.26	4.15
	5-Year High	2.36	6	1.32	4.3
	5-Year Low	0.5	3.21	0.84	3.17
	5-Year Median	1.63	4.73	1.01	3.67
P/B TTM	Current	5.43	9.16	4.53	6.26
	5-Year High	6.8	11.22	6.48	6.28
	5-Year Low	1.18	4.9	3.7	3.74
	5-Year Median	3.33	8.09	5.06	4.9
EV/Sales TTM	Current	3.08	6.91	1.46	4.15
	5-Year High	3.26	8.53	1.6	4.15
	5-Year Low	0.5	3.95	0.9	2.61
	5-Year Median	1.77	6.27	1.17	3.56

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

Industry Analysis **Zacks Industry Rank:** Bottom 25% (185 out of 248)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Amazon.com, Inc. **(AMZN)**	Neutral	3
Alibaba Group Holding Limited **(BABA)**	Neutral	3
Booking Holdings Inc. **(BKNG)**	Neutral	4
Alphabet Inc. **(GOOGL)**	Neutral	2
MakeMyTrip Limited **(MMYT)**	Neutral	3
Carnival Corporation **(CCL)**	Underperform	4
eBay Inc. **(EBAY)**	Underperform	4
TripAdvisor, Inc. **(TRIP)**	Underperform	4

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

Industry Comparison Industry: Internet - Commerce

	EXPE	X Industry	S&P 500	AMZN	BKNG	TRIP
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	3	4	4
VGM Score	F	-	-	B	F	F
Market Cap	16.90 B	3.57 B	24.85 B	1,574.19 B	81.91 B	3.38 B
# of Analysts	7	3	14	17	11	7
Dividend Yield	0.00%	0.00%	1.52%	0.00%	0.00%	0.00%
Value Score	C	-	-	D	D	D
Cash/Price	0.35	0.10	0.07	0.04	0.15	0.17
EV/EBITDA	10.32	10.48	14.28	41.18	12.22	10.48
PEG F1	NA	2.44	2.75	3.22	33.75	NA
P/B	5.43	6.10	3.54	19.02	16.67	3.73
P/CF	8.98	20.47	13.53	46.79	16.78	12.38
P/E F1	NA	47.76	21.77	92.91	382.48	NA
P/S TTM	2.41	2.69	2.82	4.52	9.21	4.11
Earnings Yield	-6.42%	0.92%	4.44%	1.08%	0.26%	-4.29%
Debt/Equity	2.84	0.14	0.70	0.40	2.39	0.54
Cash Flow ($/share)	13.34	0.47	6.92	67.05	119.22	2.03
Growth Score	F	-	-	A	D	F
Historical EPS Growth (3-5 Years)	15.87%	6.24%	9.77%	85.35%	4.35%	-9.76%
Projected EPS Growth (F1/F0)	-225.04%	20.93%	0.37%	46.76%	-94.90%	-161.18%
Current Cash Flow Growth	-6.21%	1.48%	5.29%	31.33%	1.20%	6.29%
Historical Cash Flow Growth (3-5 Years)	15.70%	11.28%	8.33%	49.26%	11.28%	-1.67%
Current Ratio	1.20	1.68	1.38	1.11	3.17	2.65
Debt/Capital	68.10%	17.46%	42.01%	28.46%	70.52%	35.05%
Net Margin	-30.64%	0.31%	10.44%	4.99%	15.68%	-24.54%
Return on Equity	-21.33%	6.83%	15.07%	24.49%	25.72%	-15.76%
Sales/Assets	0.34	0.91	0.50	1.41	0.43	0.38
Projected Sales Growth (F1/F0)	-54.94%	0.00%	0.23%	34.97%	-53.83%	-62.19%
Momentum Score	F	-	-	C	F	D
Daily Price Change	-2.48%	0.53%	-0.12%	3.37%	-0.37%	-6.26%
1-Week Price Change	9.69%	6.55%	5.72%	9.06%	9.94%	4.55%
4-Week Price Change	29.55%	-1.05%	5.01%	-6.73%	15.44%	26.43%
12-Week Price Change	36.52%	0.00%	8.82%	-3.78%	13.16%	14.78%
52-Week Price Change	25.21%	38.75%	5.93%	78.96%	7.58%	-18.42%
20-Day Average Volume (Shares)	3,747,878	376,519	2,124,074	5,602,499	445,769	2,438,345
EPS F1 Estimate 1-Week Change	-3.64%	0.00%	0.00%	0.00%	-71.77%	-0.62%
EPS F1 Estimate 4-Week Change	-9.46%	2.00%	1.87%	6.82%	-75.36%	-0.62%
EPS F1 Estimate 12-Week Change	-16.99%	6.78%	4.07%	6.00%	-76.17%	0.37%
EPS Q1 Estimate Monthly Change	-119.43%	-0.22%	0.86%	-19.89%	-110.83%	-25.86%

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	C
Growth Score	F
Momentum Score	F
VGM Score	F

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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ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

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.