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Dec 30, 2020

Fortune Brands (FBHS)

$85.19 (As of 12/29/20)

Price Target (6-12 Months): **$89.00**

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

Summary

Fortune Brands is poised to benefit from solid product portfolio and strength in its operating segments in the quarters ahead. Also, solid momentum across the company's Fiberon business and investments in product innovation are likely to be beneficial. Further, its focus on operational efficiency and supply-chain optimization are expected to improve margins. The company's cost-control measures are likely to help it maintain a healthy margin performance. In the past six months its shares have outperformed the industry. However, uncertainties related to the coronavirus outbreak remains concerning. Also, the company is experiencing rising cost of sales over the past few quarters. Moreover, high debt levels can be detrimental in the quarters ahead. In addition, foreign exchange headwinds might adversely impact its performance.

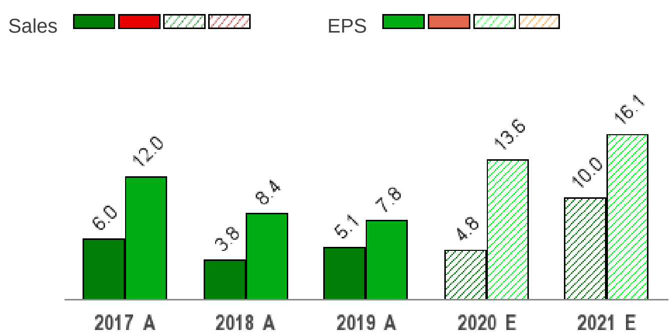
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$92.59 - $33.90**
20-Day Average Volume (Shares)	**1,047,061**
Market Cap	**$11.8 B**
Year-To-Date Price Change	**30.4%**
Beta	**1.65**
Dividend / Dividend Yield	**$1.04 / 1.1%**
Industry	**Security and Safety Services**
Zacks Industry Rank	**Bottom 31% (177 out of 255)**
Last EPS Surprise	**12.3%**
Last Sales Surprise	**8.1%**
EPS F1 Estimate 4-Week Change	**0.0%**
Expected Report Date	**02/03/2021**
Earnings ESP	**0.0%**
P/E TTM	**21.6**
P/E F1	**20.8**
PEG F1	**2.3**
P/S TTM	**2.0**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	1,531 E	1,629 E	1,763 E	1,740 E	6,649 E
2020	1,403 A	1,376 A	1,652 A	1,612 E	6,043 E
2019	1,328 A	1,507 A	1,459 A	1,471 A	5,765 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	$0.91 E	$1.20 E	$1.33 E	$1.31 E	$4.75 E
2020	$0.81 A	$0.94 A	$1.19 A	$1.16 E	$4.09 E
2019	$0.63 A	$1.03 A	$0.95 A	$1.00 A	$3.60 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 12/29/2020. The reports text is as of 12/30/2020.

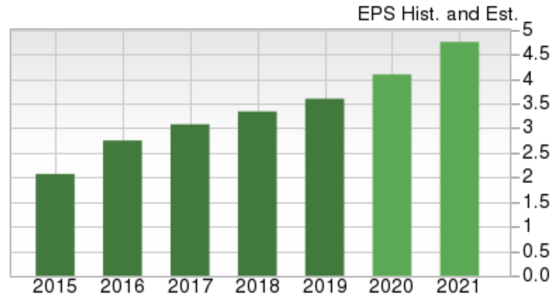
Overview

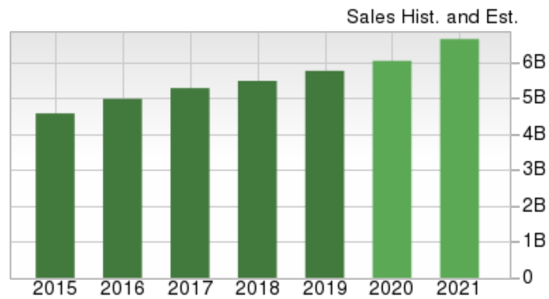
Headquartered in Deerfield, IL, Fortune Brands Home & Security, Inc. specializes in designing, manufacturing and selling home and security products, primarily used in the kitchen and bath cabinetry, plumbing and accessories, entry door systems, and security products applications.

It markets products through wholesalers, kitchen and bath dealers, locksmith distributors, industrial distributors, professional remodelers, retail outlets, and home centers.

In November 2020, Fortune Brands renamed its "Doors & Security" segment "Outdoors & Security" for better representation of its brands and further aligning the segment with its growth strategy. Currently, the company operates under three heads/segments — Cabinets, Plumbing, and Outdoors & Security.

A brief discussion on the company's business segments is given below:





- Cabinets (39.6% of third-quarter 2020 revenues): This segment deals with the production of custom, semi-custom and stock cabinetry and vanities for the kitchen, bath and other parts of the home. Operations are mainly carried out in North America. Key brands under the head are Aristokraft, Mid-Continent, Diamond, Kitchen Craft, Schrock, Omega, Homecrest, Decora, Kemper, StarMark and Ultracraft.
- Plumbing (35.7%): This segment produces and sells faucets, kitchen sinks, accessories and waste disposals. Operations are mainly carried out in the United States, Canada, China, South America, Mexico, Southeast Asia and Europe. Key brands include Moen, Riobel, ROHL, Perrin & Rowe, Victoria + Albert, and Shaws.
- Outdoors & Security (24.7%): This segment produces and sells fiberglass and steel entry door systems as well as urethane millwork products. Operations are principally carried out in the United States, Europe, Central America, Canada, Australia and Japan. Key brands include Therma-Tru and Fypon. Under the Security head, the segment also produces locks, safety and security devices, and electronic security products. It is also responsible for manufacturing fire resistant safes, security containers and commercial cabinets. Key brands include Master Lock, American Lock and SentrySafe.

Source: Zacks Investment Research

Reasons To Buy:

Fortune Brands is well positioned to benefit from strength in Plumbing and Outdoors & Security segments, Fiberon business, and the policy of rewarding shareholders.

▲ In the past six months, Fortune Brands' shares have gained 37.3% compared with the industry's growth of 26.7%. The company expects to benefit from strength in the U.S. housing market, supported by expected new construction growth and product launches. Also, strength across its plumbing business, driven by growing popularity of brands and success of its category and channel expansion strategies, along with its incremental investments in brands bodes well. Moreover, in the quarters ahead, strong demand for doors and decking products, along with strength in its security business, supported by the company's investments for product innovations, is likely to boost revenues of its Outdoors & Security segment. Further, growing popularity for the company's value price point cabinetry products might support results for the Cabinets segment. In addition, the company continues to invest in core competencies including innovation, business simplification and category management. These investments across all of its business operations are expected to drive its long-term growth.

▲ Fortune Brands' focus on supply-chain optimization, operational efficiency and other initiatives are likely to continue improving margins and its financial performance in 2020. Notably, in the third quarter, operating margin climbed 90 basis points on a year-over-year basis to 14.8%. Also, in response to the coronavirus crisis, the company continues to focus on cost-control measures like managing non-essential capital expenditure. In the quarters ahead, these measures along with its permanent cost reduction actions will continue to help it maintain a healthy margin performance amid the crisis. In the past 60 days, the company's earnings estimates have been raised, reflecting bullish sentiments for the stock. For 2020, estimates have been raised 0.7%, while that for 2021 has moved north by 3%. Also, the earnings estimates for the fourth quarter 2020 increased 0.9%.

▲ Fortune Brands follows a sound capital-deployment strategy. It acquires lucrative businesses, introduces share buyback programs and provides attractive dividends to shareholders. In the first nine months of 2020, the company repurchased shares worth $150 million (no repurchasing activities were made in the second and third quarter) and paid out dividends worth $99.9 million. Also, in September 2020, its board of directors approved a $500-million share repurchase plan for the next couple of years. Further, in December 2020, it announced an 8% hike in its quarterly dividend rate. In addition, the company has been benefiting from strength in its Fiberon business (acquired in September 2018), backed by strong demand for its products. Notably, the business complements the company' existing door brand — Therma-Tru — and enhances its growth opportunities in the outdoor living space. Also, the company invested in capacity and product line expansion in the security business, and the acquired Fiberon business. The company noted that its Fiberon decking brand grew more than 40% in the third quarter. Further, its distribution partnership with OrePac (inked in July 2019) enabled the Fiberon business to expand product offerings in the Western United States. In addition, the company's LARSON Manufacturing buyout (acquired in December 2020) is anticipated to solidify its foothold in the doors and decking space by expanding its offering for outdoor living.

Reasons To Sell:

Coronavirus-led market downturn, escalating costs and expenses, and high debts might continue to weigh over Fortune Brands' near-term competency.

- A highly leveraged balance sheet can inflate Fortune Brands' financial obligations, and subsequently hurt profitability. In the last five years (2015-2019), the company's long-term debt rose 8.8% (CAGR). Notably, at the end of third-quarter 2020, its long-term debt was high at $2,086.5 million. Moreover, the stock looks more leveraged than the industry. Its debt/capital ratio is currently pegged at 0.44, higher than 0.42 of the industry.

- Fortune Brands has significant operational presence for its Plumbing and Cabinet segments in Canada. However, this exposes it to forex woes. For instance, in the first nine months of 2020, currency translation had an adverse impact of $10 million on the company's overall revenues. A stronger U.S. dollar might further depress the company's overseas business results in the quarters ahead. In addition, market uncertainties and supply chain challenges caused by the coronavirus outbreak-led issues might continue to have an adverse impact on Fortune Brands' businesses in the fourth quarter of 2020.

- Escalating cost of sales has been a major cause of concern for Fortune Brands over the past few quarters. In the first nine months of 2020, the metric increased 3.6%, on a year-over-year basis, despite its cost-reduction initiatives. Notably, in the third quarter, the company's cost of sales and its selling, general and administrative expenses jumped 14.6% and 5.5%, respectively, on a year-over-year basis. Further, escalation in costs might weigh on Fortune Brands' margins in the quarters ahead.

Last Earnings Report

Fortune Brands Q3 Earnings & Revenues Beat Estimates

Quarter Ending	09/2020
Report Date	**Oct 28, 2020**
Sales Surprise	**8.14%**
EPS Surprise	**12.26%**
Quarterly EPS	**1.19**
Annual EPS (TTM)	**3.94**

Fortune Brands reported third-quarter 2020 earnings before charges/gains of $1.19 per share, surpassing the Zacks Consensus Estimate of $1.06 by 12.3%. On a year-over-year basis, the bottom line increased 25.3% due to sales growth.

Fortune Brands' net sales were $1,652.1 million, increasing 13% from the year-ago figure. The improvement was driven by solid performance across all of its segments. The top line beat the consensus estimate of $1,528 million by 8.1%.

Segmental Details

Cabinets' net sales grew 11% year over year to $654.8 million. Results were driven by continued solid demand for value products.

Plumbing net sales increased 15% year over year to $590.6 million. Results were driven by impressive sales performance in the United States and China.

Outdoors & Security's net sales increased 14% to $406.7 million, on the back of higher sales of doors, decking and security products.

Costs & Expenses

In the third quarter, Fortune Brands' cost of sales increased 14.6% year over year to $1,071.5 million. It represented 64.9% of net sales compared with 64.1% in the year-ago quarter. Selling, general and administrative expenses increased 5.5% to $328.3 million, and represented 19.9% of the net sales compared with 21.3% a year ago.

Operating income before charges/gains increased 20% to $244.2 million. Operating margin before charges/gains climbed 90 basis points to 14.8%. Interest expenses decreased 15% to $20.1 million.

Balance Sheet

Exiting the third quarter, Fortune Brands' cash and cash equivalents were $464.5 million, up 19.7% from $387.9 million at the end of 2019. Its long-term debt declined 7.1% to $2,086.5 million sequentially.

In the first nine months of 2020, net cash generated by operating activities was $506.8 million compared with $353.8 million in the year-ago period. Capital expenditure amounted to $66.2 million, down from $82.4 million.

Outlook

For 2020, Fortune Brands anticipates net sales to increase 4-5% over the previous year. Earnings before charges/gains are estimated to be $4.03-$4.11 per share. Also, it anticipates to generate free cash flow of $590-$620 million.

Recent News

Fortune Brands Acquires LARSON

On **Dec 14, 2020**, Fortune Brands completed the acquisition of Brookings, SD-based LARSON Manufacturing. The acquisition was valued at $660 million, net of tax benefits. LARSON is a well-known name in the storm door market of the United States.

The buyout is anticipated to solidify Fortune Brands' footholds in the doors and decking space by expanding its offering for outdoor living. To be precise, LARSON will complement the company's existing door brand — Therma-Tru.

In financial terms, Fortune Brands anticipates the LARSON buyout to boost its earnings immediately, while adding as much as 14-20 cents per share to the bottom line in 2021. The expected accretion to earnings is net of purchase price amortization and interest expenses.

LASON is a part of Fortune Brands' Outdoors & Security segment.

Fortune Brands Hikes Quarterly Dividend

On **Dec 8, 2020**, Fortune Brands announced that it is rewarding shareholders with hike in quarterly dividend rate. This marks its eighth consecutive year of dividend rate increase.

Fortune Brands' board of directors approved an 8% or 2 cents per share hike in the quarterly dividend rate, which jumped to 26 cents from 24 cents. On an annualized basis, the dividend increased to $1.04 from 96 cents per share.

The company will pay out the revised amount on Mar 17, 2021, to shareholders on record as of Feb 26.

Fortune Brands Renames Operating Segment

On **Nov 17, 2020**, Fortune Brands renamed its "Doors & Security" segment "Outdoors & Security" for better representation of its brands and further aligning the segment with the company's growth strategy.

Valuation

Fortune Brands Home & Security shares are up 32.1% over the trailing 12-month period. Over the past year, the Zacks sub-industry increased 21%, while the Zacks Industrial Products sector increased 20.1%.

The S&P 500 index has increased 19.9% in the past year.

The stock is currently trading at 17.93x forward 12-month earnings per share, which compares to 19.16x for the Zacks sub-industry, 22.8x for the Zacks sector and 23x for the S&P 500 Index.

Over the past five years, the stock has traded as high as 22.95x and as low as 8.67x, with a 5-year median of 18.12x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $89 price target reflects 18.73x forward 12-month earnings per share.

The table below shows summary valuation data for FBHS.

Valuation Multiples - FBHS

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.93	19.16	22.8	23
	5-Year High	22.95	20.18	23.09	23.79
	5-Year Low	8.67	10.95	12.61	15.3
	5-Year Median	18.12	16.83	17.76	17.81
P/Sales F12M	Current	1.78	2.01	3.34	4.37
	5-Year High	2.05	2.92	3.34	4.37
	5-Year Low	0.8	1.04	1.6	3.17
	5-Year Median	1.59	1.55	2.11	3.67

As of 12/29/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 31% (177 out of 255)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Mohawk Industries, Inc. **(MHK)**	Outperform	2
RPM International Inc. **(RPM)**	Outperform	2
Stanley Black & Decker, Inc. **(SWK)**	Outperform	2
Armstrong World Industries, Inc. **(AWI)**	Neutral	2
Brady Corporation **(BRC)**	Neutral	2
BorgWarner Inc. **(BWA)**	Neutral	2
Dover Corporation **(DOV)**	Neutral	2
Masco Corporation **(MAS)**	Neutral	4

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

Industry Comparison Industry: Security And Safety Services

	FBHS	X Industry	S&P 500	AWI	BWA	MHK
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Outperform
Zacks Rank (Short Term)	3	-	-	2	2	2
VGM Score	B	-	-	C	B	B
Market Cap	11.84 B	248.85 M	25.66 B	3.57 B	9.43 B	9.93 B
# of Analysts	7	2	13	3	8	8
Dividend Yield	1.13%	0.00%	1.49%	1.13%	1.76%	0.00%
Value Score	B	-	-	D	A	B
Cash/Price	0.04	0.08	0.06	0.04	0.22	0.12
EV/EBITDA	16.30	10.78	14.52	9.95	5.74	7.72
PEG F1	2.28	2.49	2.80	12.48	1.66	3.32
P/B	4.50	3.79	3.63	8.07	1.92	1.22
P/CF	17.84	18.62	13.81	11.60	6.16	7.34
P/E F1	21.06	20.81	22.02	20.59	16.23	17.12
P/S TTM	2.01	2.49	2.82	3.78	1.07	1.06
Earnings Yield	4.80%	3.46%	4.40%	4.85%	6.17%	5.84%
Debt/Equity	0.79	0.09	0.70	1.53	0.57	0.28
Cash Flow ($/share)	4.78	0.46	6.93	6.43	6.26	19.01
Growth Score	B	-	-	C	B	B
Historical EPS Growth (3-5 Years)	12.55%	8.98%	9.71%	21.43%	3.25%	-6.96%
Projected EPS Growth (F1/F0)	13.73%	0.97%	1.26%	-24.20%	-42.49%	-18.85%
Current Cash Flow Growth	3.76%	1.04%	5.23%	15.31%	-5.66%	-5.69%
Historical Cash Flow Growth (3-5 Years)	11.37%	6.64%	8.33%	3.83%	3.79%	7.62%
Current Ratio	1.88	2.66	1.38	2.44	2.35	2.16
Debt/Capital	44.25%	19.61%	41.97%	60.41%	36.17%	21.84%
Net Margin	8.36%	0.56%	10.40%	-7.85%	4.11%	5.70%
Return on Equity	22.37%	11.12%	14.99%	49.60%	11.48%	6.74%
Sales/Assets	0.93	0.62	0.50	0.60	0.87	0.69
Projected Sales Growth (F1/F0)	4.83%	0.00%	0.35%	-10.45%	-4.17%	-5.74%
Momentum Score	C	-	-	C	D	F
Daily Price Change	-1.40%	0.00%	-0.53%	0.81%	-1.76%	-0.73%
1-Week Price Change	-0.62%	0.00%	-0.44%	-3.37%	0.88%	0.21%
4-Week Price Change	2.77%	2.02%	0.57%	-4.10%	-0.41%	10.05%
12-Week Price Change	-2.28%	17.12%	13.26%	6.19%	-3.48%	32.94%
52-Week Price Change	30.38%	12.75%	6.23%	-20.60%	-11.13%	2.27%
20-Day Average Volume (Shares)	1,047,061	197,708	1,797,784	415,578	2,192,664	633,708
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%	0.00%	0.00%	0.00%	0.00%	-0.02%
EPS F1 Estimate 12-Week Change	7.06%	6.03%	3.71%	1.14%	12.36%	31.25%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.00%	0.00%	-0.04%

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	B
Growth Score	B
Momentum Score	C
VGM Score	B

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

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.