FactSet Research (FDS)

$315.35 (As of 02/03/21)

Price Target (6-12 Months): **$334.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 09/24/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: D | Growth: B | Momentum: B	**3-Hold** VGM:B

Summary

FactSet's shares have outperformed the industry in the past year, partly due to consecutive earnings beat in the past six quarters. The company continues to benefit from high client retention, solid revenue growth and a competitive pricing strategy. The company looks strong on the back of higher organic revenues, increase in annual subscription value and robust global network. Acquisitions have helped FactSet broaden its product suite, thereby delivering innovative products and evolve as a global financial database company. Share buybacks and dividend payments boost investor confidence and positively impact earnings per share. On the flip side, pricing pressure remains a major concern for FactSet. Acquisitions-related integration risks and foreign currency exchange rate fluctuations act as major headwinds.

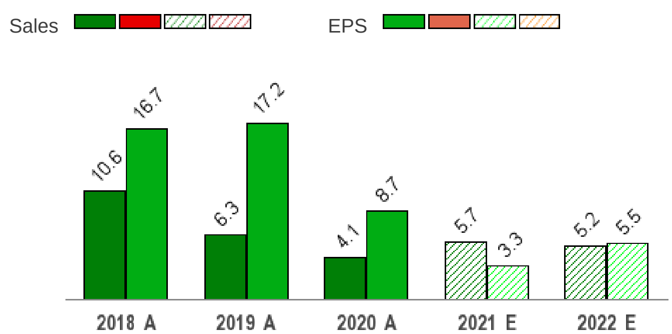
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$363.64 - $195.22**
20-Day Average Volume (Shares)	**212,484**
Market Cap	**$12.0 B**
Year-To-Date Price Change	**-5.2%**
Beta	**0.76**
Dividend / Dividend Yield	**$3.08 / 1.0%**
Industry	**Business - Information Services**
Zacks Industry Rank	**Bottom 28% (181 out of 253)**
Last EPS Surprise	**5.1%**
Last Sales Surprise	**0.1%**
EPS F1 Estimate 4-Week Change	**0.0%**
Expected Report Date	**03/25/2021**
Earnings ESP	**0.0%**
P/E TTM	**28.2**
P/E F1	**28.1**
PEG F1	**3.3**
P/S TTM	**7.9**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	408 E	412 E	416 E	425 E	1,661 E
2021	388 A	393 E	396 E	403 E	1,579 E
2020	367 A	370 A	374 A	384 A	1,494 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	$2.95 E	$2.93 E	$2.96 E	$3.01 E	$11.85 E
2021	$2.88 A	$2.75 E	$2.79 E	$2.79 E	$11.23 E
2020	$2.58 A	$2.55 A	$2.86 A	$2.88 A	$10.87 A

*Quarterly figures may not add up to annual.

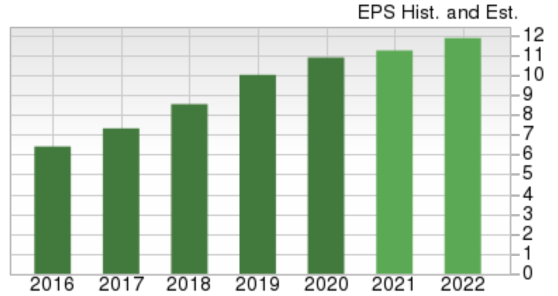
The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 02/03/2021. The report’s text and the analyst-provided price target are as of 02/04/2021.

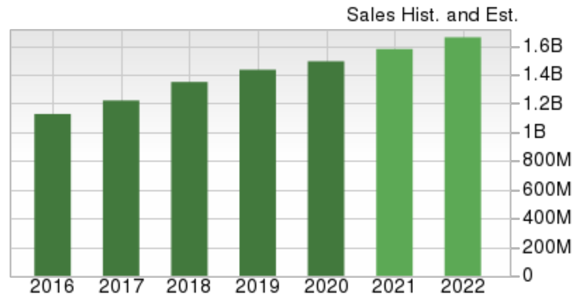
Overview

Headquartered in Norwalk, CT, FactSet Research Systems Inc. is a leading provider of integrated financial information, analytical applications and industry-leading service for the global investment community. Through its analytics, service, content, and technology, the company offers information to investment professionals like portfolio managers, wealth managers, research and performance analysts, risk managers, research professionals, investment research professionals, investment bankers, risk and performance analysts, wealth advisors and fixed income professionals. By integrating datasets and analytics across asset classes with client data, FactSet supports the workflow of both buy-side and sell-side clients. Through its wide application suite, FactSet offers tools and resources which includes company and industry analyses, full screening tools, portfolio analysis, risk profiles, alpha-testing, portfolio optimization and research management solutions. The company derives revenues from subscriptions to products and services such as workstations, analytics, enterprise data, research management, and trade execution.

Geographically, FactSet has three reportable segments – the U.S., Europe and Asia Pacific.

The U.S. segment (62% of total revenues in fiscal 2019) has offices in fourteen states throughout the United States, including our corporate headquarters in Norwalk, Connecticut as well as two additional offices located in Brazil and Canada.





The European segment (29%) maintains office locations in Bulgaria, Dubai, England, Finland, France, Germany, Italy, Latvia, the Netherlands, Spain, South Africa and Switzerland.

The Asia Pacific segment (9%) operates offices in Australia, China, India, Japan and Singapore.

In terms of services, FactSet has offerings – Research Solutions, Analytics Solutions, Wealth Solutions, and Content and Technology Solutions.

FactSet is part of the financial information services industry which is highly competitive. The company's big rivals are Bloomberg L.P., Thomson Reuters Inc. and S&P Global Market Intelligence. Other competitors and competitive products include online database suppliers and integrators and their applications such as MSCI Inc., Morningstar Inc., BlackRock Solutions and RIMES Technologies Corporation.

Source: Zacks Investment Research

Reasons To Buy:

FactSet looks strong on the back of higher organic revenues, increase in annual subscription value, strong global network and innovative portfolio.

▲ FactSet's growing customer base, **high client retention rate** (89%), solid revenue growth and a competitive pricing strategy, should positively impact results over the long term. In fiscal 2019, organic revenues improved 6.2% to $1.44 billion. The company added 432 clients in fiscal 2019, taking the total number to 5,574. The company's ASV of $1.46 billion increased 5% year over year on a reported basis as well as organically. Region wise, FactSet's ASV generated $909.7 million revenues from the United States, up 4.7% from the prior-year quarter. Internationally, it came in at $548.3 million revenues, up 4.6% on a reported basis and 6.3% organically.

▲ FactSet is strengthening its **global presence**, especially in the Asia Pacific region. The company has opened an office in Shanghai, China in May 2018 through which it offers data and analytic solutions to an increasing number of investors and investment managers. FactSet has been working with the Chinese investment community since 1996. The company is witnessing robust growth across its European operations that includes Asia pacific and Europe. Collectively, FactSet earned 37.7% of revenues from its international operations in fiscal 2019 that grew 6.4% year over year.

▲ FactSet is highly optimistic about the **integrated data-related products** and services within its analytical suite, which it offers to the investment community. With the market adapting a quantitative approach to save time, reduce operating expenses and increase work efficiency, FactSet's innovative analytical product suite should benefit. To this end, inclusion of Data Exploration (a cloud-based data platform) in July 2018 and launch of Open: FactSet Marketplace in May 2018 looks exciting. While FactSet Data Exploration is expected to help financial professionals evaluate financial datasets and generate investment applications with the help of Microsoft Azure, Open:FactSet Marketplace is a new online platform which offers core financial and alternative datasets to address the growing demand for integrated data. Such offerings raise optimism about the company's CTS suite.

▲ Over the years, FactSet has made several **acquisitions** to expedite growth. The most noticeable acquisitions include the buyout of BISAM, IDMS, Portware LLC, Code Red, Revere Data LLC, StreetAccount, etc. These acquisitions are aimed at helping FactSet broaden its product suite, thereby delivering innovative products and evolve as a global financial database company. It will also help FactSet to maximize value for its partners and provide customers with exclusive content sets. Notably, the acquisitions of BISAM and IDMS have increased the company's international footprint, particularly in Europe. We believe the buyouts have been boosting international ASV contribution to the company's total ASV which came in at 37.6% in fiscal 2019, in line with that of fiscal 2018 and higher than 37.3% in fiscal 2017 and 34.4% in fiscal 2016.

▲ FactSet's debt-to-capital ratio of 0.39 was lower than the previous quarter's 0.42 and the industry's 0.57. Lower debt to capitalization ratio indicates that the proportion of debt to finance the company's assets is declining and so is the risk of insolvency. Further, cash and cash equivalent balance of $605 million at the end of fourth-quarter fiscal 2020 was above the long-term debt level of $547 million underscoring that the company **has enough cash to meet its debt burden**. A strong cash position allows the company to pursue strategic acquisitions, invest in growth initiatives and return cash through regular quarterly dividend payment and share repurchases. The company has no short-term debt to clear off.

▲ We are impressed with FactSet's consistent efforts of **rewarding its shareholders** in the form of share repurchases and dividend payments. During fiscal 2020, the company repurchased shares worth $199.6 million and paid dividend of $110.4 million. During fiscal 2019, the company repurchased shares worth $220.4 million and paid dividend of $100.1 million. During fiscal 2018, the company repurchased shares worth $303.9 million and paid dividend of $89.4 million. Such moves indicate the company's commitment to create value for shareholders and underline its confidence in its business. These initiatives not only instill investors' confidence but also positively impact the company's earnings.

▲ FactSet's shares have gained 8.7% in the past year against the industry's loss of 6.3%. The **outperformance** partly reflects better-than-expected earnings performance in the last six quarters.

Reasons To Sell:

- FactSet continues to face **stiff competition** from other players in the market providing financial market data, analytics and related services. These competitors may be able to expand their offerings and data content more effectively, price their products more aggressively or respond more rapidly to situations developing in the marketplace, to attract new clients and retain the existing ones. Despite enjoying a technological advantage, pricing pressure continues to act as a major headwind for FactSet, resulting in reduction in revenues and loss of market share.

Stiff competition, foreign currency risks and high debt weigh on FactSet's prospects

- FactSet's international presence makes it vulnerable to **foreign currency exchange rate fluctuations**. The company generated 37.7% of revenues from operations outside the United States in fiscal 2019, 37.6% in fiscal 2018 and 35.8% in fiscal 2017. The increase in the proportion of revenues coming from international operations reflect the company's growing dependence in them. Internationally, FactSet's businesses transact in several currencies such as the British pound sterling, euro, Indian rupee, Japanese yen and Philippine peso. Thus, appreciation or depreciation of the dollar versus these foreign currencies impacts the company's financial results. In fiscal 2019, foreign currency exchange rate fluctuations decreased the company's European revenue growth rate by 30 basis points year over year.

- While it is true that FactSet has grown through acquisitions, combined performance has often been below expectations due to underestimation of inter-company revenues. Apart from this, integrating newly acquired businesses is a distraction for management and also consumes financial and other resources. Since the company continues to pursue acquisitions as one of its growth strategies, it is likely to face **integration issues** in the future as well.

Last Earnings Report

FactSet Q1 Earnings Beat Estimates

Quarter Ending	11/2020
Report Date	Dec 21, 2020
Sales Surprise	0.08%
EPS Surprise	5.11%
Quarterly EPS	2.88
Annual EPS (TTM)	11.17

FactSet Research Systems reported solid first-quarter fiscal 2021 results, with earnings and revenues topping the Zacks Consensus Estimate.

The company reported adjusted earnings per share of $2.88, which surpassed the Zacks Consensus Estimate by 5.1% and increased 11.6% on a year-over-year basis, driven by improvement in operating results.

FactSet's revenues of $388.2 million surpassed the Zacks Consensus Estimate marginally and increased 5.8% year over year. The uptick was driven by higher sales of analytics, content and technology solutions.

Revenues in Detail

Organic revenues increased 5.1% year over year to $386.7 million. Region-wise, U.S. revenues increased to $244.3 million from $231.3 million in the year-ago quarter. EMEA revenues were $105.8 million compared with $100.8 million in the year-ago quarter. Asia Pacific revenues were $38.1 million compared with $34.5 million in the year-ago quarter.

ASV Plus Professional Services

FactSet's Annual Subscription Value ("ASV") plus professional services was $1.56 billion, up 5% organically. Buy-side and sell-side ASV growth rates were 5.1% and 4.4%, respectively. Nearly 84% of organic ASV was generated by buy-side and the rest by sell-side firms performing functions like mergers and acquisitions-advisory work, equity research as well as capital-markets services.

ASV generated from the United States was $958.5 million, up 5.6% from the prior-year quarter's levels. ASV from EMEA and Asia Pacific regions were $422 million and 156.5 million, up 4.7% and 9.5% year over year, respectively. FactSet added 64 clients in the reported quarter primarily driven by an increase in corporate and wealth management clients, taking the total to 5,939. Annual client retention was 90%. At the end of the quarter, total employee count was 10,622, up 7.7% year over year.

Operating Results

Adjusted operating income came in at $133 million, up 6.6% from the year-ago quarter's figure. Adjusted operating margin increased to 34.3% from 33.9% in the year-ago quarter. Selling, general and administration expenses increased 10.6% to $79.1 million. Total operating expenses increased 5.5% to $267 million.

Balance Sheet and Cash Flow

FactSet exited first-quarter fiscal 2021 with cash and cash equivalents of $560.1 million compared with $585.6 million in the previous quarter. Long-term debt of $575.5 million compared with $574.3 million at the end of the prior quarter. In the quarter, the company generated $89.3 million of cash from operating activities, while capital expenditures were $18.3 million. Free cash flow was $70.9 million.

Fiscal 2021 Outlook

The company reiterated its fiscal 2021 outlook. It continues to anticipate adjusted earnings per share (EPS in the range of $10.75-$11.15).

The company expects revenues between $1.57 billion and $1.585 billion.
Organic ASV plus professional services for fiscal 2021 is projected to increase in the range of $55-$85 million over fiscal 2020.

Adjusted operating margin is projected in the range of 32%-33%. The annual effective tax rate is expected between 15% and 16.5%.

Recent News

On **Nov 6, 2020**, FactSet announced that its board of directors has declared a quarterly cash dividend of 77 cents per share, payable on Dec 17, 2020, to holders of record at the close of business on Nov 30, 2020.

Valuation

FactSet shares are down 5.2% in the year-to-date period but up 8.7% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Business Services sector are down 2.6% and 1.2% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector have declined 6.3% and 9%, respectively.

The S&P 500 index is up 2.5% in the year-to-date period and 17.2% in the past year.

The stock is currently trading at 27.43X forward 12-month price-to-earnings, which compares to 29.01X for the Zacks sub-industry, 29.23X for the Zacks sector and 22.49X for the S&P 500 index.

Over the past five years, the stock has traded as high as 33.66X and as low as 19.09X, with a 5-year median of 23.41X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $334.00 price target reflects 29.04X price-to-earnings.

The table below shows summary valuation data for FDS

Valuation Multiples - FDS

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	27.43	29.01	29.23	22.49
	5-Year High	33.66	30.61	30.67	23.8
	5-Year Low	19.09	19.56	18.71	15.3
	5-Year Median	23.41	22.79	21.59	17.83
P/S F12M	Current	7.42	7.72	5.48	4.46
	5-Year High	9.03	7.72	5.48	4.46
	5-Year Low	4.54	3.52	2.9	3.2
	5-Year Median	5.8	5	3.45	3.68
P/B TTM	Current	12.58	8.85	6.35	6.56
	5-Year High	18.1	11.33	6.5	6.58
	5-Year Low	10.12	4.29	3.23	3.73
	5-Year Median	13.85	6.6	4.96	4.95

As of 2/03/2021 *Source: Zacks Investment Research*

Industry Analysis Zacks Industry Rank: Bottom 28% (181 out of 253)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Black Knight Financial Services, Inc. **(BKI)**	Outperform	2
Dun & Bradstreet Holdings, Inc. **(DNB)**	Neutral	3
Experian PLC **(EXPGY)**	Neutral	3
INTERTEK GP PLC **(IKTSY)**	Neutral	3
S&P Global Inc. **(SPGI)**	Neutral	3
TransUnion **(TRU)**	Neutral	3
Verisk Analytics, Inc. **(VRSK)**	Neutral	2
Nielsen Holdings Plc **(NLSN)**	Underperform	5

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

Industry Comparison Industry: Business - Information Services

	FDS	X Industry	S&P 500	BKI	TRU	VRSK
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	2	3	2
VGM Score	B	-	-	F	C	D
Market Cap	11.98 B	11.28 B	26.72 B	13.63 B	17.55 B	30.38 B
# of Analysts	9	7	13	8	11	11
Dividend Yield	0.98%	0.00%	1.47%	0.00%	0.33%	0.58%
Value Score	D	-	-	F	C	F
Cash/Price	0.05	0.04	0.06	0.00	0.03	0.01
EV/EBITDA	22.27	23.48	14.76	30.00	20.93	32.13
PEG F1	3.31	3.17	2.38	4.02	1.79	3.17
P/B	12.58	7.52	3.66	5.28	7.31	12.55
P/CF	23.00	24.76	15.11	26.31	20.23	28.98
P/E F1	28.11	28.35	20.08	36.34	27.55	34.10
P/S TTM	7.90	7.80	2.94	11.39	6.49	11.06
Earnings Yield	3.56%	3.53%	4.89%	2.75%	3.63%	2.93%
Debt/Equity	0.60	0.60	0.68	0.86	1.48	1.11
Cash Flow ($/share)	13.71	3.82	6.78	3.30	4.56	6.45
Growth Score	B	-	-	F	B	C
Historical EPS Growth (3-5 Years)	14.74%	15.26%	9.46%	15.78%	24.37%	11.30%
Projected EPS Growth (F1/F0)	3.28%	8.63%	13.31%	15.63%	11.67%	7.70%
Current Cash Flow Growth	15.94%	6.86%	4.57%	6.76%	14.29%	6.53%
Historical Cash Flow Growth (3-5 Years)	14.20%	13.86%	8.19%	43.76%	19.23%	13.86%
Current Ratio	3.53	1.15	1.38	1.14	1.97	0.56
Debt/Capital	37.66%	37.66%	41.49%	52.06%	59.71%	52.71%
Net Margin	25.08%	12.56%	10.47%	19.21%	12.00%	24.33%
Return on Equity	51.42%	17.10%	14.92%	12.45%	23.03%	36.40%
Sales/Assets	0.76	0.50	0.51	0.26	0.38	0.39
Projected Sales Growth (F1/F0)	5.71%	5.24%	6.17%	12.95%	7.34%	6.62%
Momentum Score	B	-	-	C	D	C
Daily Price Change	-0.74%	0.00%	0.04%	0.41%	-0.58%	-0.97%
1-Week Price Change	-5.59%	-2.60%	-4.02%	-0.74%	-5.30%	-4.80%
4-Week Price Change	-5.08%	-1.40%	-0.72%	-0.92%	-1.52%	-6.59%
12-Week Price Change	-5.91%	0.90%	6.66%	-7.53%	1.92%	-6.49%
52-Week Price Change	8.70%	8.70%	6.16%	27.15%	-2.73%	10.86%
20-Day Average Volume (Shares)	212,484	212,484	2,065,421	783,166	1,019,471	714,481
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.20%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.05%	0.38%	0.53%	0.16%	0.10%
EPS F1 Estimate 12-Week Change	1.90%	0.23%	1.33%	7.93%	0.16%	0.23%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.08%	1.37%	0.34%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

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

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

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.