Five Below, Inc. (FIVE)

$175.73 (As of 01/29/21)

Price Target (6-12 Months): **$202.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 01/14/21) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**1-Strong Buy**
	Zacks Style Scores:	VGM:D
	Value: F | Growth: C | Momentum: B	

Summary

Shares of Five Below have risen and outpaced the industry in the past six months. The stock also got a boost following the company's sturdy holiday sales results that exceeded management's expectations. The company registered strongest comparable sales increase for the festive season since 2011. Markedly, comparable sales rose 10.1% in the holiday period. Undeniably, the company's focus on enhancing merchandise assortment, improving supply chain, strengthening digital capabilities and delivering better WOW products bode well. The company is effectively meeting customer demand for products relevant in this pandemic-hit environment. Impressive performance prompted this specialty value retailer to provide an upbeat view for the final quarter. Five Below envisions net sales of growth of 21.5-22.2% with comparable sales increase of 11%.

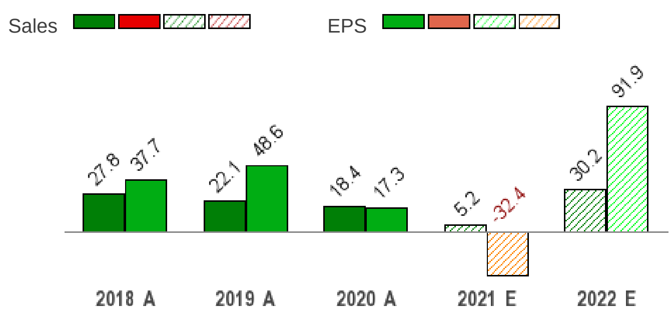
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$197.45 - $47.53**
20-Day Average Volume (Shares)	**738,738**
Market Cap	**$9.8 B**
Year-To-Date Price Change	**0.4%**
Beta	**1.19**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Retail - Miscellaneous**
Zacks Industry Rank	**Top 26% (66 out of 253)**
Last EPS Surprise	**89.5%**
Last Sales Surprise	**7.1%**
EPS F1 Estimate 4-Week Change	**3.1%**
Expected Report Date	**03/17/2021**
Earnings ESP	**-0.1%**
P/E TTM	**92.0**
P/E F1	**83.3**
PEG F1	**3.3**
P/S TTM	**5.5**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	423 E	570 E	543 E	987 E	2,530 E
2021	201 A	426 A	477 A	857 E	1,943 E
2020	365 A	417 A	377 A	687 A	1,847 A

EPS Estimates

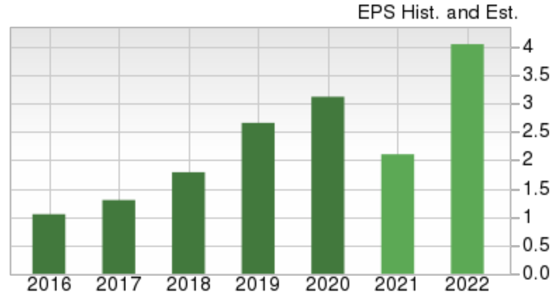
	Q1	Q2	Q3	Q4	Annual*
2022	$0.37 E	$0.71 E	$0.33 E	$2.63 E	$4.05 E
2021	-$0.91 A	$0.50 A	$0.36 A	$2.11 E	$2.11 E
2020	$0.35 A	$0.50 A	$0.18 A	$1.96 A	$3.12 A

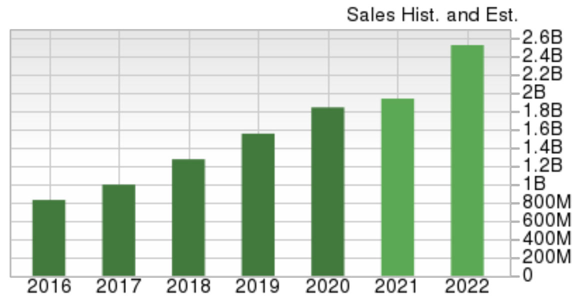
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 01/29/2021. The report's text and the analyst-provided price target are as of 02/01/2021.

Overview

Based in Pennsylvania, in January 2002, Five Below, Inc. is a specialty value chain retailer that provides a wide range of premium quality and trendy merchandise for $5 or below. The company mainly targets teenagers or pre-teen shoppers for its products which include certain brands and licensed merchandise. Notably, these products belong to categories such as Style, Room, Sports, Tech, Create, Party, Candy and Now.





Style: Consists of novelty socks, sunglasses, jewelry, scarves, gloves, hair accessories, athletic tops and bottoms and "attitude" t-shirts.

Room: Consists of items such as glitter lamps, posters, frames, fleece blankets, plush items, pillows, candles, incense, lighting, novelty décor and related items.

Sports: Consists of sport balls, team sports merchandise and fitness accessories, including hand weights, jump ropes and gym balls. It also comprises games, including name brand board games, puzzles, collectibles and toys including remote control.

Tech: Consists of a selection of accessories for cell phones, tablets, audio and computers. The offering includes cases, chargers, headphones and other related items.

Create: Consists of craft activity kits, as well as arts and crafts supplies such as crayons, markers and stickers. It also includes items for school such as backpacks, fashion notebooks and journals, novelty pens and pencils and locker accessories.

Party: Consists of party goods, decorations, gag gifts and greeting cards, as well as every day and special occasion merchandise.

Candy: Consists of classic and novelty candy bars and movie-size box candy, seasonal-related candy as well as gum and snack food.

Now: Consists of seasonally-specific items used to celebrate and decorate for events such as Christmas, Easter, Halloween and St. Patrick's Day.

Ever since it opened its first store, Five Below has expanded its operations to Northeast, South and Midwest areas of the United States. Five Below launched its e-commerce site, fivebelow.com and began selling through same in August 2016. As of Oct 31, 2020, Five Below operated 1,018 stores.

Source: Zacks Investment Research

Reasons To Buy:

The company remains on track with its focus on merchandise assortment, enhancement of digital and e-commerce channels, pricing strategy, expanding store base, improving supply chain and delivering better WOW products.

- **Sturdy Holiday Sales, Upbeat View Lift the Stock:** Five Below posted sturdy holiday sales results that exceeded management's expectations. This extreme-value retailer for tweens and teens registered strongest comparable sales increase for the festive season since 2011. The company highlighted that net sales for the holiday period — from Nov 1, 2020 through Jan 2, 2021 — surged 21.1% to $722.3 million from $596.6 million reported in the comparable nine-week period from Nov 3, 2019 through Jan 4, 2020. Markedly, comparable sales for the holiday shopping season rose 10.1%. Impressive performance prompted management to provide an upbeat view. Management guides fourth-quarter fiscal 2020 net sales between $835 million and $840 million. This suggests an improvement of 21.5-22.2% from the year-ago period. The company forecast comparable sales increase of about 11%. The company anticipates earnings in the range of $2.08-$2.12 per share for the final quarter. Markedly, shares of Five Below have risen 62.8% in the past six months compared with the industry's rally of 16.1%.

- **Strategic Endeavors:** Five Below has been focusing on enhancing merchandise assortment, improving supply chain, strengthening digital capabilities, delivering better WOW products and reimagined front-end, which includes self-checkout and an expanded snack area. The company's commitment toward enhancing customer experience via refresh store format and remodel program is also commendable. The company has been working on digitizing vendor transactions, implementing core merchandizing platform and rolling out cloud-based data and analytics platform to analyze demand, and accordingly manage inventory. Five Below rolled out curbside pickup, launched the app and looks to accelerate buy online, pick up in-store (BOPUS) business model. Markedly, the company is now offering same-day delivery service in roughly 300 stores. E-commerce sales were robust in the third quarter of fiscal 2020 but represented a low single-digit percentage of total sales. Five Below announced new partnership with Instacart to offer expedited delivery services. This collaboration aids the retailer in providing same-day delivery and curbside pickup across select stores in Baltimore, Buffalo, Chicago, Cleveland, Detroit, and parts of Florida, California and Texas. Also, the company had earlier made an investment in a gaming company called Nerd Street Gamers in order to attract children and teenagers. The company has also teamed up with with Kyle Giersdorf aka "Bugha," 2019 Fortnite World Cup Champion and 2019 Esports PC Player of The Year for new line of gaming products.

- **Impressive Comps Performance:** Comparable sales during the holiday shopping period — from Nov 1, 2020 through Jan 2, 2021 — rose 10.1%. The company effectively met customer demand for products relevant in this pandemic-hit environment. This followed an increase of 12.8% in the metric during the third quarter of fiscal 2020. Management on its last earnings call informed that stores registered a double-digit comparable sales increase. Lack of traditional back-to-school season was a headwind but the company adjusted its purchasing strategy by shifting to more relevant product categories. The company has been adding more essential households and wellness products at compelling prices. In addition to the hand sanitizers, wipes and masks, the company also offers new home and personal care essentials, including kitchen and bath products. The company forecast comparable sales increase of about 11% for the fourth quarter.

- **Solid Product Range & Compelling Pricing:** Five Below's primary focus on teens and pre-teens, helps the company enhance customer base by attracting shoppers. Further, the company is known for its impressive range of merchandise, as the company remains committed toward making innovations and refreshing its product range per the evolving consumer trends. With respect to merchandise, the company is focusing on essential goods, consumables and everyday items, such as healthcare and personal care that customers are looking for now days. On marketing front, the company is focusing on digital advertising. These factors combined with the company's pricing strategy of selling products for $5 or below enable it to cater to demographic shoppers, alongside resonating with value-seeking customers. Moreover, the company continued to build new prototype Five Beyond with vast majority of products priced between $6 and $10. We believe that Five Below's wide assortment of trend right merchandise, solid in-store and online experience along with favorable pricing strategy are likely to remain major growth drivers. Further, the company remains focused on achieving efficient cost structure, solid average net sales per store, supply-chain initiatives and economies of scale.

- **Store Update:** Five Below remains committed toward expanding its store base, as well as enhancing the in-store experience to draw traffic and enhance customer base. The company believes that expanding scale helps it gain access to renowned shopping centers, capitalize on the emerging market trends and increase brand value. During the third quarter of fiscal 2020, Five Below opened 36 net new stores. This took the total count to 1,018 stores as of Oct 31, 2020, in 38 states, reflecting an increase of 13.9% from the year-ago count. Management expects to open 120 net new stores in fiscal 2020. Incidentally, Five Below opened 150 new stores in fiscal 2019. Further, the company envisions of having a network of more than 2,500 stores in the United States in the long run. Notably, the company plans to invest roughly $200 million in fiscal 2020 in new stores and remodels, the new distribution centers, and systems and infrastructure.

- **Financial Stability:** Five Below ended the third quarter with a strong debt-free balance sheet. The company ended the quarter with cash and cash equivalents of $117 million and short-term investment securities of $96.7 million versus $160.3 million and $41.7 million, respectively, in the preceding quarter. The company has nothing outstanding under its $225 million line of credit.

Risks

- **Stock Appears Overvalued:** Considering Price-to-Earnings (P/E) ratio, Five Below looks significantly overvalued when compared with the industry and the S&P 500. The stock has a trailing 12-month P/E of 92.01X, compared with 26.47X for the industry and 27.30X for the S&P 500. The company's trailing 12-month P/E ratio is above the median level of 85.24X but below the high level of 101.85 scaled over a year.

- **Dip in Consumer Sentiment May Impact Sales:** Any dip in consumer confidence – a key determinant of the economy's health – may have serious bearing on spending. The company's customers remain sensitive to macroeconomic factors including interest rate hikes, increase in fuel and energy costs, credit availability, unemployment levels, and high household debt levels, which may negatively impact their sentiment. For now, the novel coronavirus has wreaked havoc. The retail sector, in particular, remains under pressure. Again, job losses as well as lower disposable income due to this catastrophe are making things worse. Consumers are avoiding discretionary spending and focus on necessities for the time being.

- **Seasonal Nature of Business Could Hamper Performance:** Five Below has stores in Northeast and Midwest areas of the United States, which are usually vulnerable to unpleasant weather conditions — including major storms. Also, the company generates a substantial part of revenues and gross margins in the final quarter of every fiscal, as it includes the holiday season. Thus, any unfavorable weather conditions or unusual holiday season are likely to impact the company's financial as well operating performance.

- **Competitive Pressure:** Five Below competes with many other industry players including mass merchandise, discount, grocery and convenience store retailers among others. The company competes with these retailers on grounds of advertising and marketing efforts, alongside financial and distribution resources. Moreover, responsiveness to the evolving trends remains a point of competition. Pressure from online retailers also remains a threat for Five Below.

Last Earnings Report

Five Below Q3 Earnings Beat Estimates, Comps Surge

Quarter Ending	10/2020
Report Date	Dec 02, 2020
Sales Surprise	7.14%
EPS Surprise	89.47%
Quarterly EPS	0.36
Annual EPS (TTM)	1.91

Five Below, Inc. maintained its stellar performance in third-quarter fiscal 2020, wherein the top and the bottom line not only surpassed the Zacks Consensus Estimate but also improved year over year. It marked the second straight quarter of sales and earnings beat. Notably, comparable sales improved significantly during the quarter under review.

This specialty value retailer effectively met customer demand for products relevant in this pandemic-hit environment. Moreover, to make shopping convenient, it expanded checkout capabilities. Markedly, the company is now offering same-day delivery service in roughly 300 stores and has seen a strong start to the holiday selling season.

Let's Introspect

Five Below delivered third-quarter earnings of 36 cents a share that comfortably surpassed the Zacks Consensus Estimate of 19 cents and increased from 18 cents in the year-ago period. The bottom line gained from higher net sales and lower effective tax rate.

Net sales of $476.6 million increased 26.3% year over year and topped the Zacks Consensus Estimate of $444.9 million. We note that comparable sales rose 12.8% compared with a 2.9% jump recorded in the year-ago quarter. Management informed that stores registered a double-digit comparable sales increase. Again, e-commerce sales were robust in the quarter but represented a low single-digit percentage of total sales.

Gross profit surged 27.3% year over year to $151.1 million, while gross margin expanded 30 basis points to 31.7%. Management now envisions gross margin in the range of 39-40% for the fourth quarter.

We note that SG&A expenses climbed 19.7% to $126.9 million during quarter under review, while as a percentage of net sales, the same shrunk 150 basis points to 26.6% owing to fixed cost leverage and savings from lower store operating hours when compared with last year. However, management forecasts approximately 50 basis points of SG&A deleverage for the final quarter.

Operating income came in at $24.2 million, significantly up from $12.7 million in the prior-year quarter. Also, operating margin increased 170 basis points to 5.1%.

Financials

Five Below ended the quarter with cash and cash equivalents of $117 million and short-term investment securities of $96.7 million. Total shareholders' equity was $749.5 million at the end of the reported quarter. The company has nothing outstanding under its $225 million line of credit.

Management expects to incur capital expenditures of approximately $200 million in fiscal 2020. The company plans to invest in new stores and remodels, the new Texas and West distribution centers, and systems and infrastructure.

Store Updates

During the quarter, Five Below opened 36 net new stores. This took the total count to 1,018 stores as of Oct 31, 2020, in 38 states, reflecting an increase of 13.9% from the year-ago count. Management expects to open 120 net new stores in fiscal 2020.

Recent News

Five Below Posts Sturdy Holiday Sales – Jan 12, 2020

Five Below highlighted that net sales for the holiday period — from Nov 1, 2020 through Jan 2, 2021 — surged 21.1% to $722.3 million from $596.6 million reported in the comparable nine-week period from Nov 3, 2019 through Jan 4, 2020. Markedly, comparable sales for the holiday shopping season rose 10.1%.

Management guides fourth-quarter fiscal 2020 net sales between $835 million and $840 million. This suggests an improvement of 21.5-22.2% from the year-ago period. The company forecast comparable sales increase of about 11%. For fiscal 2020, Five Below envisions net sales in the band of $1.939-$1.944 billion. This indicates year-over-year growth of 5-5.2%. However, it expects approximately 6.5% decline in comparable sales.

Coming to the bottom line, the company anticipates earnings in the range of $2.08-$2.12 per share for the final quarter and between $2.07 and $2.11 per share for the fiscal year.

Valuation

Five Below shares are up 0.4% in the year-to-date period and nearly 54.6% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 2.2% but the Zacks Retail-Wholesale sector is up 0.3%, in the year-to-date period. Over the past year, the Zacks sub-industry and the sector are up 15.2% and 35.4%, respectively.

The S&P 500 index is down 0.8% in the year-to-date period and 18.1% in the past year.

The stock is currently trading at 83.21X forward 12-month earnings, which compares to 17.19X for the Zacks sub-industry, 30.77X for the Zacks sector and 22.02X for the S&P 500 index.

Over the past five years, the stock has traded as high as 83.21X and as low as 14.12X, with a 5-year median of 32.43X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $202 price target reflects 95.69X forward 12-month earnings.

The table below shows summary valuation data for FIVE

Valuation Multiples - FIVE

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	83.21	17.19	30.77	22.02
	5-Year High	83.21	24.2	34.1	23.8
	5-Year Low	14.12	11.54	19.1	15.3
	5-Year Median	32.43	15.98	23.71	17.83
P/S F12M	Current	5.05	1.17	1.33	4.34
	5-Year High	5.05	1.17	1.33	4.34
	5-Year Low	1.27	0.51	0.84	3.2
	5-Year Median	2.6	0.87	1.02	3.68
EV/EBITDA TTM	Current	49.72	14.15	18.65	16.86
	5-Year High	55.16	15.86	20.79	17.54
	5-Year Low	9.99	4.74	11.17	9.53
	5-Year Median	22.47	9.56	13.14	13.24

As of 01/29/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 26% (66 out of 253)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
DICKS Sporting Goods, Inc. **(DKS)**	Outperform	2
Foot Locker, Inc. **(FL)**	Outperform	2
Hibbett Sports, Inc. **(HIBB)**	Outperform	2
The Michaels Companies, Inc. **(MIK)**	Outperform	1
Zumiez Inc. **(ZUMZ)**	Outperform	2
Bed Bath & Beyond Inc. **(BBBY)**	Neutral	3
Burlington Stores, Inc. **(BURL)**	Neutral	3
Sportsmans Warehouse Holdings, Inc. **(SPWH)**	Neutral	3

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

Industry Comparison Industry: Retail - Miscellaneous

	FIVE	X Industry	S&P 500	HIBB	MIK	ZUMZ
				Industry Peers		
Zacks Recommendation (Long Term)	Outperform	-	-	Outperform	Outperform	Outperform
Zacks Rank (Short Term)	1	-	-	2	1	2
VGM Score	D	-	-	A	A	A
Market Cap	9.82 B	2.29 B	26.06 B	936.96 M	2.29 B	1.10 B
# of Analysts	9	6	13	2	4	5
Dividend Yield	0.00%	0.00%	1.48%	0.00%	0.00%	0.00%
Value Score	F	-	-	A	A	B
Cash/Price	0.02	0.20	0.06	0.20	0.38	0.28
EV/EBITDA	34.73	7.28	14.72	11.26	6.15	6.71
PEG F1	3.27	1.68	2.42	0.57	NA	NA
P/B	13.09	2.83	3.60	2.50	NA	2.20
P/CF	44.03	8.17	14.66	13.56	5.07	12.04
P/E F1	83.28	10.96	19.64	9.70	6.97	14.66
P/S TTM	5.48	0.63	2.86	0.69	0.45	1.11
Earnings Yield	1.20%	6.48%	4.98%	10.31%	14.32%	6.82%
Debt/Equity	0.00	0.20	0.69	0.01	-1.79	0.00
Cash Flow ($/share)	3.99	3.53	6.85	4.16	3.06	3.58
Growth Score	C	-	-	A	A	C
Historical EPS Growth (3-5 Years)	19.16%	4.84%	9.69%	-1.31%	1.91%	29.38%
Projected EPS Growth (F1/F0)	-32.48%	5.13%	12.80%	149.79%	5.33%	12.14%
Current Cash Flow Growth	19.42%	7.95%	4.88%	15.81%	-14.92%	27.31%
Historical Cash Flow Growth (3-5 Years)	27.57%	2.23%	8.07%	-4.23%	1.68%	3.02%
Current Ratio	1.43	1.45	1.38	1.94	1.22	2.34
Debt/Capital	0.00%	19.01%	41.57%	0.62%	NA	0.00%
Net Margin	6.13%	3.63%	10.56%	4.16%	4.36%	7.22%
Return on Equity	14.72%	10.74%	15.23%	26.38%	-20.17%	15.61%
Sales/Assets	0.89	1.24	0.51	1.77	1.24	1.07
Projected Sales Growth (F1/F0)	5.22%	0.00%	5.92%	0.00%	2.10%	-4.65%
Momentum Score	B	-	-	D	D	B
Daily Price Change	-1.66%	-1.09%	-1.88%	1.13%	0.32%	0.14%
1-Week Price Change	-0.07%	1.21%	-0.02%	-0.06%	-6.80%	-2.13%
4-Week Price Change	0.43%	8.57%	-1.48%	22.24%	19.14%	17.13%
12-Week Price Change	23.90%	30.57%	6.91%	42.98%	83.76%	41.20%
52-Week Price Change	49.80%	48.65%	5.65%	119.99%	200.97%	31.86%
20-Day Average Volume (Shares)	738,738	753,421	1,962,643	442,496	5,329,353	249,546
EPS F1 Estimate 1-Week Change	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	3.10%	0.07%	0.26%	0.52%	0.00%	1.84%
EPS F1 Estimate 12-Week Change	12.99%	6.07%	1.63%	34.26%	27.73%	16.81%
EPS Q1 Estimate Monthly Change	3.31%	0.00%	0.05%	2.37%	0.00%	3.61%

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	F
Growth Score	C
Momentum Score	B
VGM Score	D

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

Disclosures

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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.