Sep 04, 2020

Flowers Foods, Inc.(FLO)

$24.09 (As of 09/03/20)

Price Target (6-12 Months): **$29.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 08/18/20) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: B | Growth: A	**2-Buy** VGM:A Momentum: B

Summary

Flowers Foods has outperformed the industry year to date. The company has been gaining from rising demand amid coronavirus-led increased at-home consumption. Also, favorable price/mix has been a driver. These factors along with continued strength in DKB, Nature's Own, Canyon Bakehouse and Wonder brands aided the company's second-quarter 2020 show and led to a raised view. During the quarter, earnings and sales grew year over year and beat the consensus mark, largely due to gains from branded retail sales. Notably, management has shifted focus on branded retail sales, which is also helping it boost margins. These upsides, along with focus on Project Centennial are likely to help Flowers Foods counter cost inflation. Meanwhile, social distancing trends remain a worry for the company's foodservice and other non-retail businesses.

Price, Consensus & Surprise

Source: Zacks Investment Research

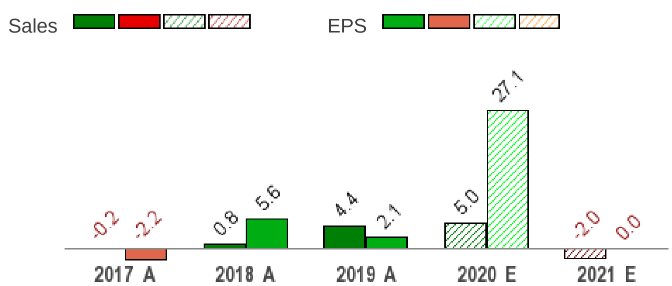
Data Overview

52-Week High-Low	**$25.18 - $17.42**
20-Day Average Volume (Shares)	**773,512**
Market Cap	**$5.1 B**
Year-To-Date Price Change	**10.8%**
Beta	**0.46**
Dividend / Dividend Yield	**$0.80 / 3.3%**
Industry	**Food - Miscellaneous**
Zacks Industry Rank	**Top 50% (125 out of 251)**

Last EPS Surprise	**6.5%**
Last Sales Surprise	**1.0%**
EPS F1 Estimate 4-Week Change	**6.6%**
Expected Report Date	**11/04/2020**
Earnings ESP	**0.0%**

P/E TTM	**21.1**
P/E F1	**19.8**
PEG F1	**NA**
P/S TTM	**1.2**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	1,318 E	1,002 E	985 E	937 E	4,243 E
2020	1,349 A	1,026 A	976 E	979 E	4,331 E
2019	1,264 A	976 A	967 A	918 A	4,124 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	$0.41 E	$0.31 E	$0.26 E	$0.24 E	$1.22 E
2020	$0.41 A	$0.33 A	$0.25 E	$0.23 E	$1.22 E
2019	$0.32 A	$0.25 A	$0.22 A	$0.18 A	$0.96 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 09/03/2020. The reports text is as of 09/04/2020.

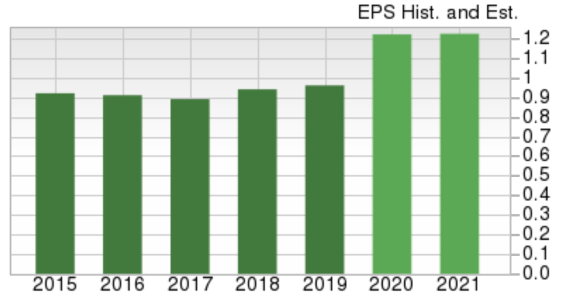
Overview

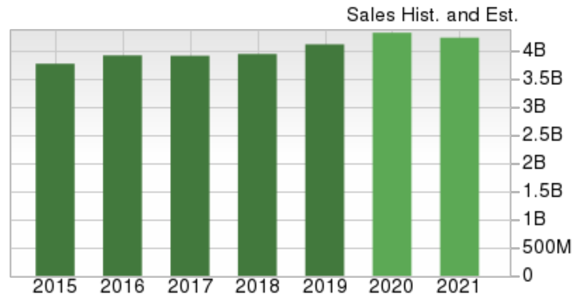
Headquartered in Thomasville, Georgia, Flowers Foods, Inc. (FLO) produces packaged bakery foods in the United States. The company specializes in baked food products as well as produces a wide range of breads, buns, rolls, snack cakes and tortillas

Flowers Foods emphasizes on providing high-quality baked items, developing strong brands, making innovations to improve capabilities and undertaking prudent acquisitions. Along with these, the company strives toward developing technology advanced bakeries.

Some of the most popular brands of the company include — Nature's Own, Wonder, Dave's Killer Bread and Tastykake. The company supports brands through advertising and marketing across diverse social media platforms. It also provides store coupons. Additionally, the company focuses on providing exceptional customer services.

Earlier, Flowers Foods had two operating segments, namely, Direct-Store-Delivery Segment (the DSD Segment) and Warehouse Delivery Segment (the Warehouse Segment). DSD Segment consisted of fresh breads, buns, rolls, tortillas and snack cakes. Nature's Own, Wonder, Cobblestone Bread Company, Tastykake and Dave's Killer Bread were the top brands in this segment. The Warehouse Segment included fresh snack cakes and frozen breads and rolls. Mrs. Freshley's, Alpine Valley Bread, and European Bakers were the top brands in this segment.





Following Project Centennial's organizational restructuring, the company has consolidated all its operations under a single segment, which was reflected in the company's first-quarter 2019 results.

Additionally, the company identifies sales under three categories — branded retail sales, Store branded retail sales and Non-retail and other sales.

Source: Zacks Investment Research

Reasons To Buy:

▲ **Solid Q2 Results & Guidance Boosts Stock:** Flowers Foods' shares have increased 13.6% year to date compared with the industry's growth of 1.9%. The company has been gaining from burgeoning demand amid coronavirus-led pantry loading and increased at-home consumption. Also, favorable price/mix has been a driver. Adjusted EPS of 33 cents came ahead of the Zacks Consensus Estimate of 31 cents. Moreover, the bottom line increased 32% year over year. Sales increased 5.1% to $1,025.9 million, which beat the Zacks Consensus Estimate of $1,016 million. Notably, increased demand owing to the coronavirus pandemic contributed to this growth. Higher branded retail sales helped offset decline in store branded retail sales and non-retail and other sales. The increased mix of branded retail sales also boosted margins and the bottom line. Incidentally, branded retail sales rose 17.7% to $689.5 million. The upside can be attributed to the favorable impact of COVID-19 along with product introductions, lower promotional activity and a fall in product returns.

Flowers Foods is progressing well with Project Centennial and is focusing on acquisitions to strengthen its product portfolio. Also, the company is shifting focus on branded retail sales.

Nature's Own, DKB, Canyon Bakehouse and Wonder brands continued to deliver strong performances. Management now projects sales of roughly $4.290-$4.330 billion for 2020, suggesting growth of about 4-5% year over year. Earlier, it expected sales in the band of $4.206-$4.289 billion, which indicates 2-4% growth from the year-ago period's reported figure. Adjusted EPS is now envisioned to be $1.15-$1.25, indicating growth of about 19.8-30.2% from the year-ago period. This guidance is above the earlier-projected range of $1.00-$1.08 per share that suggested an improvement of 4.2-12.5% year over year.

▲ **Strategic Priorities & Long-Term Goals:** Management is on track with its core priorities, which include developing its team, concentrating on brands, prioritizing margins and looking out for prudent buyouts. To this end, the company intends to shift focus toward value-added branded retail products, which are anticipated to aid top-line growth and enhance margins. Also, the company expects its optimized portfolio to drive market share gains through innovation. Further, Flowers Foods remains focused on optimizing supply chain (which it had started under the Project Centennial program), while enhancing efficiency and reducing costs. Moving to margins, the company's brand-building efforts such as plans to shift a larger proportion of sales mix to branded retail are likely to aid margin performance. Finally, management intends to remain committed toward making marketing investments, undertaking innovation and go for smart M&A activities in line with its portfolio strategy.

Apart from this, the company expects cost-management efforts and improved efficiency to fuel margins. Flowers Foods expects business improvements from its supply chain and portfolio optimization plans to generate greater savings now. The company now expects savings in 2020 to surpass the upper end of its previously guided range of $10-20 million. In fact, it anticipates some savings from these initiatives to be realized in 2021 as well. Over the long term, the company anticipates organic sales growth of 1-2%, EBITDA growth of 4-6% and earnings per share increase of 7-9%.

▲ **Acquisitions Fuel Market Share:** Flowers Foods has been focusing on acquisitions to strengthen its product portfolio and expand in untapped markets. Notably, the company has acquired more than 100 companies since 1968, and believes that there's still plenty of potential with respect to M&A activities. In 2015, the company bought Dave's Killer Bread (DKB) and Alpine Valley Bread company. With the acquisition of DKB, the company got access to the Pacific Northwest market. In December 2018, the company completed the acquisition of Canyon Bakehouse, which has helped Flowers Foods foray into the growing gluten-free bakery space. Well, Flowers Foods has successfully integrated Canyon Bakehouse, which is yielding positive results. Additionally, brands like DKB, Nature's Own and Wonder brands continue to perform well. Contributions from Sun-Maid breakfast bread have also been boosting performance. Notably, Nature's Own is the top soft variety brand in the United States, with estimated retail sales of nearly $1.2 billion in 2020. DKB, which is the top organic loaf brand is expected to deliver retail sales of roughly $760 million in 2020. Further, Canyon Bakehouse has emerged as the number one gluten-free brand. Wonder white loaf brand also enjoys an iconic status.

▲ **Project Centennial:** Flowers Foods is progressing well with Project Centennial, which has been yielding favorably. The company launched "Project Centennial" in 2017, which is an enterprise-wide multi-year initiative. The plan is aimed at streamlining operations, fueling efficiencies, improving margins by curtailing cost, optimizing supply chain and making prudent investments to solidify Flowers Foods' competitive position, aid revenue growth, and return value to stockholders. The project has propelled the company to become more brand and consumer-focused. In fact, based on the restructuring endeavors related to Project Centennial, the company has consolidated all operations under a single segment. In the second phase, the company expects the project to attain greater supply chain optimization. This will enable the company to achieve greater organizational efficiencies and profitability.

▲ **Financial Analysis:** Flowers Foods' long-term debt (including lease obligations) of about $1,334.1 million declined 5% sequentially as of the end of second-quarter 2020 (Jul 11, 2020). Further, the company's debt-to-capitalization ratio of 0.51 (as of the second-quarter end) has improved from 0.53 in the previous quarter.

Flowers Foods looks well placed on the dividend payout front. The company, which generated cash from operating activities of $275.8 million during the first half of 2020, paid out dividends of $82.6 million in the same time frame. Flowers Foods recently declared its 72nd straight quarterly dividend of 20 cents per share, which his payable on Sep 11. The annualized dividend of 79 cents per share compares favorably with 75 cents in the same period last year. Notably, the company has a dividend payout of 69.3%, dividend yield of 3.3% and free cash flow yield of 6.6%. With an annual free cash flow return on investment of 14.3%, ahead of the industry's 8.4%; the dividend payment is likely to be sustainable.

Risks

- **Stock Appears Stretched:** Flowers Foods stock looks quite stretched when compared to peers, which means the stock has limited room to run in the days ahead. A comparative analysis of the company's forward P/E ratio over the past year reflects a relatively gloomy picture that might be a concern for investors. The ratio currently stands at 21.13, which looks stretched when compared with the industry's 20.01.

- **Escalated Cost Concerns:** Flowers Foods' materials, supplies, labor and other production costs (exclusive of depreciation and amortization) have been seeing higher startup costs for the past few quarters now. The trend persisted in second-quarter 2020, wherein although materials, labor, supplies and other production expenses (net of depreciation and amortization) contracted year over year, they were somewhat offset by start-up expenses in relation to the ongoing conversion of its Lynchburg, VA, facility to an organic bakery.

  Also, adjusted selling, distribution and administrative expenses (as a percentage of sales) rose 110 bps, courtesy of increased distribution fees, escalated employee-incentive costs and consulting costs with respect to Project Centennial.

- **Softness in Foodservice Business:** While retail sales were strong in the second quarter, the company's foodservice performance has been under pressure due to social-distancing trends. Increased social distancing, stay-at-home trends and other government restrictions started to hurt foodservice results in mid-March. Incidentally, non-retail and other sales dropped 15.8% to $191.2 million in the second quarter mainly due to adverse impact of COVID-19 on foodservice customers. Apart from this, store-branded retail sales fell 10.9% to $145.2 million, thanks to the lost breakfast-bread business as well as reduced volumes in other store-branded products owing to consumers' shift to more branded retail products. We note that Flowers Foods has shifted focus from foodservice to branded-retail products, given the current situation.

- **Competition:** The bakery industry in the United States is intensely competitive. Flowers Foods competes with largely advertised branded products as well as with store branded products that are generally sold at lower prices. Flowers Foods competes with Bimbo Bakeries USA and Campbell Soup Company along with smaller independent regional bakers, local bakeries, and retailer-owned bakeries.

  Hence, the company undertakes aggressive pricing strategies and promotional activities to counter competition. The intense competitive pressure may result in loss of market share as well as decline in sales and operating margins.

Last Earnings Report

Flowers Foods Beats on Q2 Earnings, Raises 2020 View

Quarter Ending	06/2020
Report Date	**Aug 06, 2020**
Sales Surprise	**1.01%**
EPS Surprise	**6.45%**
Quarterly EPS	**0.33**
Annual EPS (TTM)	**1.14**

Flowers Foods posted sturdy second-quarter 2020 results and raised earnings per share and sales view for the year.

Adjusted EPS of 33 cents came ahead of the Zacks Consensus Estimate of 31 cents. Moreover, the bottom line increased 32% year over year.

Sales increased 5.1% to $1,025.9 million, which beat the Zacks Consensus Estimate of $1,016 million. Notably, increased demand owing to the coronavirus pandemic contributed to this growth. Higher branded retail sales helped offset decline in store branded retail sales and non-retail and other sales. While pricing/mix increased 8.4%, volume dipped 3.3%.

Costs & Margins

Materials, labor, supplies and other production expenses (net of depreciation and amortization), as a percentage of sales, contracted 280 basis points (bps) year over year to 49.3%. This can be attributed to favorable shifts in mix from non-retail and store-branded retail products to branded retail products, which were somewhat offset by start-up expenses in relation to the ongoing conversion of its Lynchburg, VA, facility to an organic bakery.

Adjusted selling, distribution and administrative expenses (as a percentage of sales) rose 110 bps, courtesy of increased distribution fees, escalated employee-incentive costs and consulting costs with respect to Project Centennial. These were partly offset by reduced logistics expenses.

Adjusted EBITDA rose 21.4% to $128.5 million, whereas adjusted EBITDA margin expanded 170 bps to 12.5%.

Category Performance

Branded retail sales rose 17.7% to $689.5 million. The upside can be attributed to the favorable impact of COVID-19 along with product introductions, lower promotional activity and a fall in product returns.

Store-branded retail sales fell 10.9% to $145.2 million, thanks to lost breakfast-bread business as well as reduced volumes in other store-branded products owing to consumer shift to more branded retail products.

Non-retail and other sales dropped 15.8% to $191.2 million mainly due to adverse impact of COVID-19 on food-service customers.

More Financial Aspects

The company ended the quarter with cash and cash equivalents of $299.6 million and long-term debt of $1,009.6 million. Further, stockholders' equity amounted to $1,336.5 million.

Year to date through the second quarter, the company's cash flow from operating activities amounted to $275.8 million, while it incurred capital expenditure of $46.6 million. Capital expenditure is now projected in the range of $85-$95 million for 2020. Flowers Foods paid out dividends worth $82.6 million in the first half of 2020 and has 6.2 million shares remaining under the ongoing repurchase program. To maintain financial liquidity amid the coronavirus crisis, total indebtedness rose $142.5 million through the second quarter.

Guidance

Notably, the company intends to stay committed toward enhancing its portfolio and supply chain. Management now projects sales of roughly $4.290-$4.330 billion for 2020, suggesting growth of about 4-5% year over year. Earlier, it expected sales in the band of $4.206 -$4.289 billion, which indicates 2-4% growth from the year-ago period's reported figure.

Adjusted EPS is now envisioned to be $1.15-$1.25, indicating growth of about 19.8-30.2% from the year-ago period. This guidance is above the earlier-projected range of $1.00-$1.08 that suggested an improvement of 4.2-12.5% year over year. Moreover, the Zacks Consensus Estimate for 2020 earnings is now pegged at the low end of the current guided range and is likely to witness upward revisions in the coming days.

Further, depreciation and amortization is estimated in the band of $145-$150 million. The company expects net interest expense of about $11 million and an effective tax rate of nearly 24-24.5% for the year.

Recent News

Flowers Foods Announces Dividend – Aug 14, 2020

Flowers Foods announced a quarterly dividend of 20 cents per share, which is payable on Sep 11, 2020, to shareholders of record as on Aug 28.

Flowers Foods Offers Preliminary Update on Q2 Show - Jul 20, 2020

Flowers Foods offered a preliminary update on its second-quarter 2020 performance. The company anticipates 4.5-5% year-over-year growth in net sales during the second quarter. Further, adjusted earnings are projected in the band of 30-33 cents per share. Notably, the company had posted adjusted earnings of 25 cents per share in the year-ago quarter.

To augment product innovation, growth of its brands as well as enhance cake business, management announced certain structural changes in the organization, which took effect from July 17. Among other moves, Flowers Foods has consolidated the Fresh Packaged Bread and Specialty/Snacking business units into one function which will include all brands. Also, the company formed a separate innovation function. Moreover, it eliminated nearly 250 job positions in various departments as well as levels to limit complexity in the business along with increasing margins for long-term growth.

Flowers Foods Temporarily Shuts Bakery as COVID-19 Cases Rise – Jul 10, 2020

Flowers Foods announced that it will temporarily cease production at its bakery located in Savannah, GA. Increase in coronavirus cases among the bakery's production employees as well as those who were in self quarantine compelled the company to make this decision. Although Flowers Foods has temporarily furloughed 115 production staff amid this crisis, it will continue to provide them compensation for this period.

The said bakery, which provides fresh baked items like bun and bread in Georgia and South Carolina regions, is expected to resume production by Jul 17. The decision to pause production at the bakery is not likely to have a major impact on the company's ability to cater to the aforementioned markets. This is because Flowers Foods' other bakeries are expected to compensate for the lost production for now. Moreover, the bakery's sales group as well as distribution channels still remains operational amid the temporary closure.

Valuation

Flowers Foods shares are up 13.6% in the year-to-date period and 8.3% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 1.9% in the year-to-date period, while the Zacks Consumer Staples sector is down 2%. Over the past year, the Zacks sub-industry is up 9.1%, while the sector gained 0.3%.

The S&P 500 index is up 8.2% in the year-to-date period and 18.1% in the past year.

The stock is currently trading at 19.71X forward 12-month earnings, which compares to 19.67X for the Zacks sub-industry, 20.69X for the Zacks sector and 24.47X for the S&P 500 index.

Over the past five years, the stock has traded as high as 24.69X and as low as 14.05X, with a 5-year median of 20.22X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $29 price target reflects 23.73X forward 12-month earnings.

The table below shows summary valuation data for FLO

Valuation Multiples - FLO

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	19.71	19.67	20.69	24.47
	5-Year High	24.69	22.9	22.37	24.47
	5-Year Low	14.05	14.82	16.63	16.06
	5-Year Median	20.22	18.54	19.62	18.91
P/S F12M	Current	1.19	1.77	9.84	3.84
	5-Year High	1.42	2.05	11.15	3.84
	5-Year Low	0.76	1.41	8.12	2.37
	5-Year Median	1.06	1.76	9.89	2.92
EV/EBITDA F12M	Current	11.92	13.79	35.62	13.9
	5-Year High	13.95	14.68	37.28	14.11
	5-Year Low	8.23	10.91	25.87	9.15
	5-Year Median	10.78	13.16	33.72	11.04

As of 09/03/2020

Industry Analysis **Zacks Industry Rank:** Top 50% (125 out of 251)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
TreeHouse Foods, Inc. **(THS)**	Outperform	1
Campbell Soup Company **(CPB)**	Neutral	3
Darling Ingredients Inc. **(DAR)**	Neutral	3
General Mills, Inc. **(GIS)**	Neutral	3
Lamb Weston Holdings Inc. **(LW)**	Neutral	4
McCormickCompany, Incorporated **(MKC)**	Neutral	3
Nomad Foods Limited **(NOMD)**	Neutral	2
TateLyle PLC **(TATYY)**	Neutral	3

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

Industry Comparison Industry: Food - Miscellaneous

	FLO	X Industry	S&P 500	GIS	LW	MKC
				Industry Peers		
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	4	3
VGM Score	A	-	-	A	B	B
Market Cap	5.10 B	3.80 B	23.52 B	38.47 B	9.24 B	27.18 B
# of Analysts	3	3	14	8	4	6
Dividend Yield	3.32%	0.00%	1.62%	3.11%	1.45%	1.22%
Value Score	B	-	-	C	D	D
Cash/Price	0.06	0.08	0.07	0.04	0.15	0.01
EV/EBITDA	14.74	13.04	13.12	13.03	14.67	27.21
PEG F1	NA	4.23	2.97	2.38	8.44	6.13
P/B	3.81	2.38	3.20	4.60	38.51	7.42
P/CF	14.62	12.58	12.72	13.71	16.75	30.95
P/E F1	19.75	18.43	21.67	17.86	30.39	35.40
P/S TTM	1.20	1.37	2.49	2.18	2.44	5.01
Earnings Yield	5.06%	5.07%	4.40%	5.61%	3.29%	2.82%
Debt/Equity	0.77	0.56	0.70	1.31	12.47	1.12
Cash Flow ($/share)	1.65	2.81	6.93	4.59	3.78	6.59
Growth Score	A	-	-	A	B	B
Historical EPS Growth (3-5 Years)	2.64%	5.17%	10.41%	3.19%	11.76%	12.19%
Projected EPS Growth (F1/F0)	27.08%	3.71%	-4.75%	-2.32%	-16.70%	7.73%
Current Cash Flow Growth	1.85%	3.40%	5.22%	9.11%	-13.39%	7.80%
Historical Cash Flow Growth (3-5 Years)	1.66%	6.08%	8.49%	3.48%	8.09%	9.99%
Current Ratio	1.58	1.62	1.35	0.68	2.25	1.02
Debt/Capital	43.44%	36.13%	42.95%	56.69%	92.58%	52.90%
Net Margin	2.29%	2.97%	10.25%	12.37%	9.65%	13.74%
Return on Equity	18.50%	9.81%	14.59%	27.66%	183.08%	21.34%
Sales/Assets	1.29	1.02	0.50	0.58	1.02	0.52
Projected Sales Growth (F1/F0)	5.02%	0.00%	-1.42%	-2.81%	-2.29%	3.38%
Momentum Score	B	-	-	A	B	A
Daily Price Change	-1.71%	-1.17%	-2.14%	-2.37%	0.81%	-2.75%
1-Week Price Change	-0.93%	0.86%	2.59%	-0.98%	4.41%	0.71%
4-Week Price Change	2.95%	1.16%	2.25%	-1.89%	-0.35%	2.49%
12-Week Price Change	7.88%	11.27%	11.04%	3.95%	0.03%	21.55%
52-Week Price Change	4.65%	1.67%	2.01%	16.27%	-11.85%	24.59%
20-Day Average Volume (Shares)	773,512	187,880	1,827,096	2,209,773	840,791	387,629
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	6.55%	0.00%	0.00%	0.07%	-0.95%	0.00%
EPS F1 Estimate 12-Week Change	11.93%	3.10%	3.89%	1.15%	-6.72%	10.83%
EPS Q1 Estimate Monthly Change	13.43%	0.00%	0.00%	0.00%	-0.50%	0.00%

Source: Zacks Investment Research

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.

Value Score	B
Growth Score	A
Momentum Score	B
VGM Score	A

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.

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

Disclosures

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Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a mediumterm price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock's closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

# of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the mostrecent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn't change frequently, dividend yield usually changes with a stock's price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock's weight in the index is proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every $1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at $35 and expected to earn $3 per share in the current fiscal year (F1), would be 0.0857 (3/35 = 0.0857) or 8.57%. In other words, for $1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow ($/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every $1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company’s assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every $1 shareholder equity, which is basically the company’s assets minus debt. A company’s ROE deemed good or bad depends on what’s normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated $2.50 in sales for every $1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company’s sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more ‘cash’ is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it’s better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is $1.10 now versus $1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from $1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it’s more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it’s usually a negative sign, whereas an increase is a positive sign.