

Flowers Foods, Inc.(FLO)

\$24.05 (As of 03/22/21)

Price Target (6-12 Months): **\$25.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 02/01/21)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

4-Sell

Zacks Style Scores:

VGM:A

Value: A

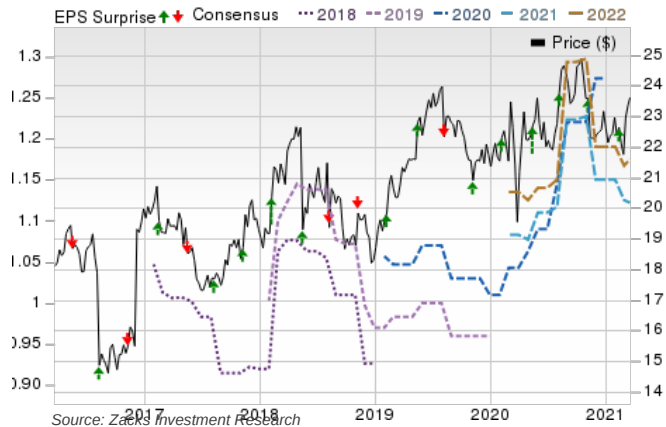
Growth: A

Momentum: C

Summary

Flowers Foods has lagged the industry in the past three months. The company's fiscal 2021 view reflects year-over-year declines in sales and earnings per share. We note that the company has been seeing higher costs for a while now. Further, its foodservice performance has been under pressure amid the pandemic. Incidentally, non-retail and other sales declined 6.8% in the fourth quarter of fiscal 2020, mainly due to the adverse impacts on foodservice customers. Nonetheless, rising demand stemming from higher at-home consumption has been aiding the company's branded retail sales. This along with positive price/mix aided results in the fourth quarter, wherein earnings and sales beat the Zacks Consensus Estimate and increased year over year. Notably, the company continued to gain on strength in Nature's Own and Dave's Killer Bread brands.

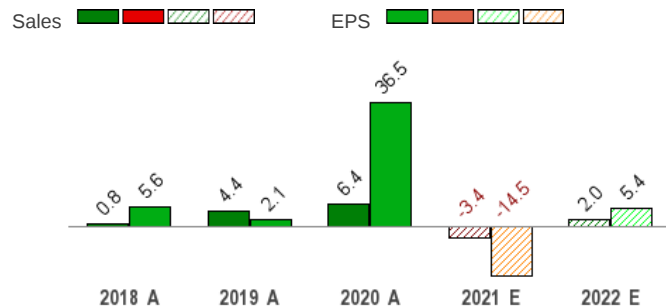
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$25.18 - \$17.42
20-Day Average Volume (Shares)	1,221,856
Market Cap	\$5.1 B
Year-To-Date Price Change	6.3%
Beta	0.29
Dividend / Dividend Yield	\$0.80 / 3.3%
Industry	Food - Miscellaneous
Zacks Industry Rank	Bottom 32% (172 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	16.7%
Last Sales Surprise	2.5%
EPS F1 Estimate 4-Week Change	-0.2%
Expected Report Date	05/12/2021
Earnings ESP	0.0%
P/E TTM	18.4
P/E F1	21.5
PEG F1	NA
P/S TTM	1.2

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	1,326 E	1,030 E	1,016 E	954 E	4,325 E
2021	1,308 E	1,004 E	995 E	935 E	4,241 E
2020	1,349 A	1,026 A	990 A	1,023 A	4,388 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.39 E	\$0.30 E	\$0.26 E	\$0.22 E	\$1.18 E
2021	\$0.39 E	\$0.30 E	\$0.24 E	\$0.21 E	\$1.12 E
2020	\$0.41 A	\$0.33 A	\$0.29 A	\$0.28 A	\$1.31 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 03/22/2021. The report's text and the analyst-provided price target are as of 03/23/2021.

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

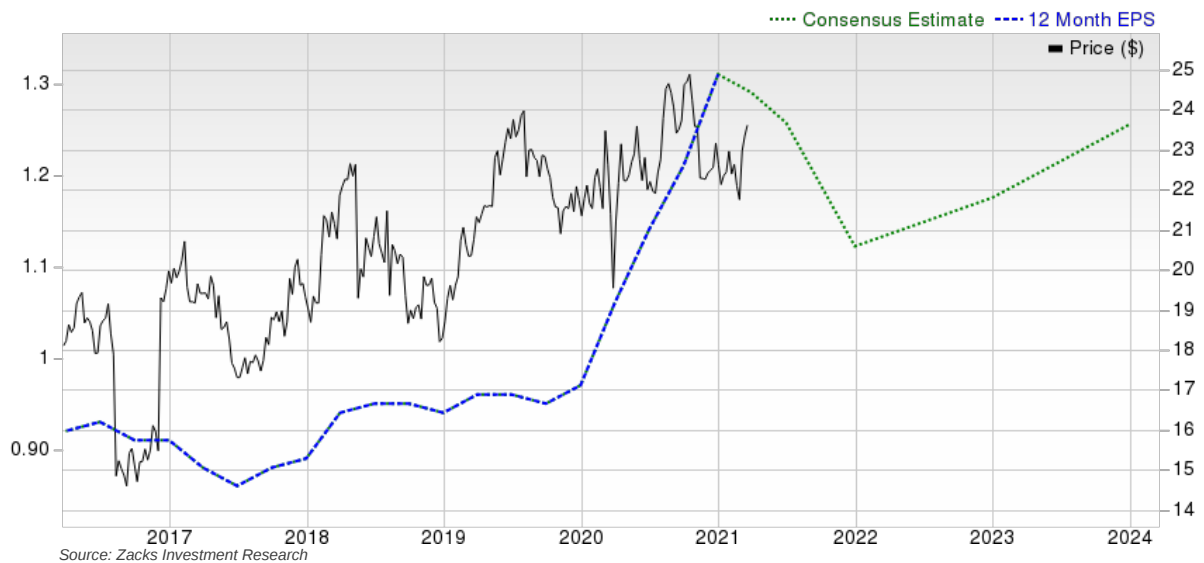
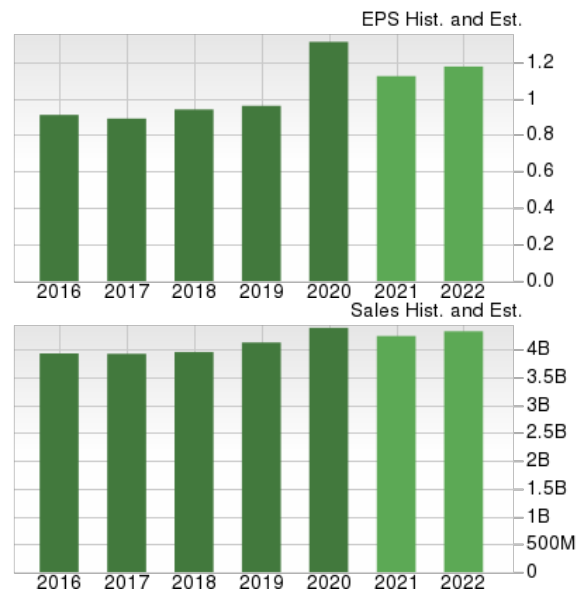
Flowers Foods emphasizes on providing high-quality baked items, developing strong brands, making innovations to improve capabilities and undertaking prudent acquisitions. Along with these, the company strives toward developing technology advanced bakeries.

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.



Reasons To Buy:

- ▲ **Solid Q4 Results:** The company has been gaining from burgeoning demand stemming from high at-home consumption amid the pandemic-led stay-at-home trends. Also, favorable price/mix has been a driver. These upsides also drove Flowers Foods' fourth-quarter fiscal 2020 results, wherein the top and bottom lines surpassed the Zacks Consensus Estimate and increased year over year. Notably, the company benefited from positive mix shift to branded retail products amid the pandemic-led higher demand in the retail channel.

Adjusted earnings per share of 28 cents came ahead of the Zacks Consensus Estimate of 24 cents. Further, the bottom line increased from 18 cents reported in the year-ago quarter. Also, an additional week contributed 2 cents to the metric. Sales increased 11.5% to \$1,023 million, which beat the Zacks Consensus Estimate of \$998.1 million. Notably, pricing/mix increased 7.7%. Also, sales include the impact of an additional week to the tune of 8.2%. During the quarter, higher branded retail sales offset the decline in store-branded retail sales as well as non-retail and other sales.

- ▲ **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 mergers and acquisitions. 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, 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. Incidentally, Flowers Foods' sales mix shifted to more profitable branded retail products in fiscal 2020, thanks to elevated at-home dining amid the pandemic. This, in turn, resulted in higher sales and operating income for the company, reflecting gains from an optimized portfolio. 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.

Over the long term, the company expects sales growth of 1-2% annually, EBITDA growth of 4-6% and earnings per share increase of 7-9%. Both sales and EBITDA outlook exclude impacts of any future buyouts.

- ▲ **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. Importantly, Nature's Own is the best-selling loaf bread in the United States, with retail sales of \$1.3 billion in fiscal 2020. Additionally, DKB, which is the top-selling organic brand in the United States and Flowers Foods' second top brand, delivered retail sales of \$807 million in the fiscal. Further, Canyon Bakehouse has emerged as the number one gluten-free brand, with sales of \$121 million in fiscal 2020. Finally, Wonder white loaf brand also enjoys an iconic status and saw retail sales of \$469 million in the fiscal.

- ▲ **Project Centennial:** Flowers Foods is progressing well with Project Centennial, which has been yielding favorably. The company launched "Project Centennial" in fiscal 2016, 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 evolve from sales and operations focused to a brand-focused packaged foods company. In fact, based on the restructuring endeavors related to Project Centennial, the company has consolidated all operations under a single segment. Project Centennial's key priorities include curtailing costs, developing leading capabilities, reinvigorating core businesses and utilizing product adjacencies.

- ▲ **Financial Analysis:** Flowers Foods' long-term debt of \$960.1 million as of the end of fourth-quarter fiscal 2020 (Jan2, 2021) declined 3.9% from \$1,009.8 million as of the end of the third quarter. Moreover, its debt-to-capitalization ratio of 0.41 stands better than the industry's figure of 0.44. Further, the company's times interest earned ratio stands at 6.2, higher than the preceding quarter's level of 4.4 and the industry's ratio of 3.4. The times interest earned ratio is very important for some companies, as it measures a company's ability to meet debt obligations based on its current income.

Flowers Foods looks well placed on the dividend payout front. The company, which generated cash from operating activities of \$454.5 million during fiscal 2020, paid out dividends of \$167.3 million in the same time frame. Flowers Foods recently declared its 74th straight quarterly dividend of 20 cents per share. Notably, the company has a dividend payout of 61.1%, dividend yield of 3.7% and free cash flow yield of 7.8%. With an annual free cash flow return on investment of 15.4%, ahead of the industry's 11.3%; the dividend payment is likely to be sustainable. Apart from this, the company had 6.2 million shares remaining under the ongoing repurchase program, as of the fourth-quarter earnings release.

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.

Reasons To Sell:

▼ **Soft View, Stock Underperforms:** Shares of Flowers Foods have gained 3.8% in the past three months, though it has lagged the industry's rise of 5.5%. The company's guidance for fiscal 2021 reflects year-over-year declines in sales and earnings per share. Incidentally, management projects sales in the range of \$4.21-\$4.30 billion for fiscal 2021, suggesting a decline of about 4-2% year over year. This includes a 1.8% sales reduction owing to one less week in fiscal 2021. Further, EPS are envisioned in the range of \$1.07-\$1.17 that includes an effect of nearly 2 cents from one fewer week in fiscal 2021. The company's adjusted earnings per share came in at \$1.31 in fiscal 2020.

The company's performance is being challenged by the soft foodservice business. Also, escalated cost concerns continue.

▼ **Escalated Cost Concerns:** Flowers Foods' has been seeing higher costs for a while now. During fourth-quarter fiscal 2020, adjusted selling, distribution and administrative expenses (as a percentage of sales) rose 10 basis points (bps) to 37.9%, owing to increased distribution fees, escalated employee-incentive costs and higher marketing expenses. Prior to this, the metric expanded 50 bps and 110 bps in the third and second quarters of fiscal 2021, respectively. We believe that persistence of such trends is a threat to the company's performance in the future. Apart from this, the company expects its digital strategy to entail considerable capital investment as well as expenses over the next several years.

▼ **Softness in Foodservice Business:** While branded retail sales were strong in the fiscal fourth 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 declined 6.8% to \$210.5 million in the fourth quarter mainly due to adverse impacts on foodservice customers amid COVID-19. The company's non-retail and other category includes foodservice, institutional, vending, thrift stores, restaurant and contract manufacturing. Apart from this, store-branded retail sales fell 2.6% to \$137 million mainly due to a decline in volumes as consumer purchasing shifted to 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.

▼ **Dependency on Few Customers:** Flowers Foods' top ten customers contributed 53.6% of sales in fiscal 2020. Notably, the company's largest customer Walmart/Sam's Club contributed 21.2% of the company's sales in the time period. We note that the company's performance could be affected due to loss in sales to any one of its key customers.

Last Earnings Report

Flowers Foods Q4 Earnings Surpass Estimates, Sales Up

Flowers Foods reported robust fourth-quarter fiscal 2020 results, with the top and the bottom line surpassing the Zacks Consensus Estimate as well as increasing year over year. Notably, the company benefited from positive mix shift to branded retail products thanks to the pandemic while foodservice business remained soft.

Adjusted earnings per share (EPS) of 28 cents came ahead of the Zacks Consensus Estimate of 24 cents. Further, the bottom line increased from 18 cents reported in the year-ago quarter. Also, additional week contributed 2 cents to the metric.

Sales increased 11.5% to \$1,023 million, which beat the Zacks Consensus Estimate of \$998.1 million. While pricing/mix increased 7.7%, volumes dropped 4.4%. Also, sales include the impact of additional week to the tune of 8.2%. Notably, higher branded retail sales offset the decline in store-branded retail sales as well as non-retail and other sales.

Materials, labor, supplies and other production expenses (exclusive of depreciation and amortization), as a percentage of sales, contracted 200 basis points (bps) year over year to 51%. This can be attributed to favorable shifts in mix from non-retail and store-branded retail products to branded retail products.

Adjusted selling, distribution and administrative expenses (as a percentage of sales) expanded 10 bps to 37.9%, courtesy of increased distribution fees, escalated employee-incentive costs and higher marketing expenses. These were partly offset by reduced logistics expenses among others. Adjusted EBITDA rose 34.3% to \$113.5 million, whereas adjusted EBITDA margin expanded 190 bps to 11.1%.

Category Performance

Branded retail sales rose 22.6% to \$675.6 million driven by positive mix shift to branded retail products thanks to the pandemic, new product launches, greater promotional efficiency as well as reduced product returns.

Store-branded retail sales fell 2.6% to \$137 million mainly due to decline in volumes as consumer purchasing shifted to branded retail products. Also, lost business stemming from price increases implemented to increase profitability was a reason.

Non-retail and other sales declined 6.8% to \$210.5 million mainly due to adverse impacts on foodservice customers amid COVID-19.

More Financial Aspects

The company ended the quarter with cash and cash equivalents of \$307.5 million and long-term debt of \$960.1 million. Further, stockholders' equity amounted to \$1,373 million. For fiscal 2020, the company's cash flow from operating activities amounted to \$454.5 million, while it incurred capital expenditures of \$97.9 million. Capital expenditures are projected in the range of \$140-\$150 million for fiscal 2021. Flowers Foods paid out dividends worth \$167.3 million in the aforementioned period and has 6.2 million shares remaining under the ongoing repurchase program.

Fiscal 2021 Guidance

Management projects sales in the range of \$4.21-\$4.30 billion for fiscal 2021, suggesting decline of about 4-2% year over year. This includes a 1.8% sales reduction owing to one less week in fiscal 2021. Further, EPS are envisioned in the range of \$1.07-\$1.17 that includes an effect of nearly 2 cents from one fewer week in fiscal 2021. The company expects net interest expenses of about \$12 million and an effective tax rate of nearly 24-24.5% for the fiscal year.

Quarter Ending	12/2020
Report Date	Feb 11, 2021
Sales Surprise	2.50%
EPS Surprise	16.67%
Quarterly EPS	0.28
Annual EPS (TTM)	1.31

Recent News

Flowers Foods Announces Dividend – Feb 19, 2021

Flowers Foods announced a quarterly dividend of 20 cents per share, which was paid on Mar 19, 2021 to shareholders of record as on Mar 5.

Valuation

Flowers Foods shares are up 6.3% in the year-to-date period and 26.2% over the trailing 12-month period. Stocks in the Zacks sub-industry gained 4.8% in the year-to-date period, while the Zacks Consumer Staples sector fell 0.1%. Over the past year, the Zacks sub-industry is up 46.2%, while the sector gained 36.9%.

The S&P 500 index is up 4.5% in the year-to-date period and 61.7% in the past year.

The stock is currently trading at 21.2X forward 12-month earnings, which compares to 19.57X for the Zacks sub-industry, 20.02X for the Zacks sector and 22.16X for the S&P 500 index.

Over the past five years, the stock has traded as high as 23.26X and as low as 14.05X, with a 5-year median of 20.11X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$25 price target reflects 22.26X 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	21.2	19.57	20.02	22.16
	5-Year High	23.26	22.91	22.4	23.8
	5-Year Low	14.05	14.75	16.52	15.3
	5-Year Median	20.11	18.53	19.53	17.9
P/S F12M	Current	1.2	1.75	10.62	4.52
	5-Year High	1.24	2.03	11.96	4.52
	5-Year Low	0.76	1.38	8.6	3.21
	5-Year Median	1.07	1.69	10.47	3.69
EV/EBITDA F12M	Current	12.23	12.99	38.23	15.58
	5-Year High	13.45	13.88	38.87	16.19
	5-Year Low	8.23	10.71	26.68	10.79
	5-Year Median	10.99	12.9	35.07	13.47

As of 03/22/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 32% (172 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
Darling Ingredients Inc. (DAR)	Neutral	3
Lamb Weston Holdings Inc. (LW)	Neutral	3
McCormick & Company, Incorporated (MKC)	Neutral	3
Nomad Foods Limited (NOMD)	Neutral	3
Tate & Lyle PLC (TATYY)	Neutral	3
TreeHouse Foods, Inc. (THS)	Neutral	3
Want Want China Holdings Ltd. (WWNTY)	Neutral	3
B&G Foods, Inc. (BGS)	Underperform	5

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

Industry Comparison Industry: Food - Miscellaneous				Industry Peers		
	FLO	X Industry	S&P 500	LW	TATYY	THS
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	4	-	-	3	3	3
VGM Score	A	-	-	C	A	B
Market Cap	5.09 B	4.33 B	28.72 B	11.60 B	5.02 B	3.01 B
# of Analysts	4	3	13	4	1	6
Dividend Yield	3.33%	0.00%	1.39%	1.19%	2.06%	0.00%
Value Score	A	-	-	C	A	A
Cash/Price	0.06	0.06	0.06	0.07	0.14	0.12
EV/EBITDA	15.09	14.68	15.94	18.29	NA	14.89
PEG F1	NA	3.57	2.35	3.41	NA	3.25
P/B	3.71	3.40	3.89	28.36	2.72	1.61
P/CF	12.14	13.23	15.85	20.97	8.84	8.40
P/E F1	21.46	21.42	21.46	33.79	13.14	17.98
P/S TTM	1.16	1.54	3.28	3.27	NA	0.69
Earnings Yield	4.66%	4.24%	4.58%	2.97%	7.61%	5.56%
Debt/Equity	0.70	0.50	0.67	6.65	0.56	1.18
Cash Flow (\$/share)	1.98	2.58	6.78	3.78	4.84	6.40
Growth Score	A	-	-	D	A	B
Historical EPS Growth (3-5 Years)	6.04%	1.77%	9.32%	1.19%	NA	-5.18%
Projected EPS Growth (F1/F0)	-14.31%	13.26%	14.75%	-6.20%	10.14%	9.64%
Current Cash Flow Growth	20.32%	1.83%	0.61%	-13.39%	9.08%	3.80%
Historical Cash Flow Growth (3-5 Years)	5.05%	6.70%	7.32%	8.09%	4.27%	6.44%
Current Ratio	1.66	1.75	1.39	2.91	2.72	1.44
Debt/Capital	41.24%	34.52%	41.42%	86.93%	35.89%	54.11%
Net Margin	3.47%	4.15%	10.59%	8.33%	NA	0.32%
Return on Equity	20.58%	10.61%	14.75%	95.26%	NA	8.51%
Sales/Assets	1.30	0.93	0.51	0.86	NA	0.81
Projected Sales Growth (F1/F0)	-3.35%	2.99%	7.15%	-7.14%	4.42%	3.94%
Momentum Score	C	-	-	B	A	F
Daily Price Change	1.86%	-0.21%	0.23%	-1.23%	1.18%	-0.24%
1-Week Price Change	1.16%	0.05%	-0.30%	-0.59%	-0.40%	2.35%
4-Week Price Change	8.92%	1.97%	3.47%	-1.86%	2.10%	9.02%
12-Week Price Change	4.66%	11.15%	8.23%	2.34%	17.02%	26.32%
52-Week Price Change	23.52%	56.64%	87.53%	66.11%	78.09%	40.35%
20-Day Average Volume (Shares)	1,221,856	269,074	2,475,557	1,126,824	2,280	617,505
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	-0.22%	0.00%	0.00%	0.00%	0.00%	-0.06%
EPS F1 Estimate 12-Week Change	-2.39%	0.27%	2.10%	1.74%	18.12%	-0.77%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.00%	NA	-12.86%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	A
Growth Score	A
Momentum Score	C
VGM Score	A

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.

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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 medium-term 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 most recent 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.