Sep 18, 2020

Fluor Corporation (FLR)

$9.40 (As of 09/17/20)

Price Target (6-12 Months): **$11.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 06/30/20) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:C
	Value: A | Growth: D	Momentum: F

Summary

Fluor's shares have broadly underperformed its industry year to date. Fluor recently highlighted that it is unable to file its 10-Q report for second-quarter 2020 on time. Notably, it has still not filed its Form 10-K for 2019 and Form 10-Q for the first quarter of 2020. It is reviewing its prior reporting and related control environment. It has been subpoenaed by the U.S. Department of Justice for documents related to second-quarter 2019 charges and projects. Nonetheless, continuous contract wins, strong end-market prospects, solid backlog level and a good business portfolio mix are expected to benefit the company in the future. Also, its restructuring efforts, which include rationalization of resources, real estate and overhead across various geographies, and the sale of AMECO, to improve operational efficiency bode well.

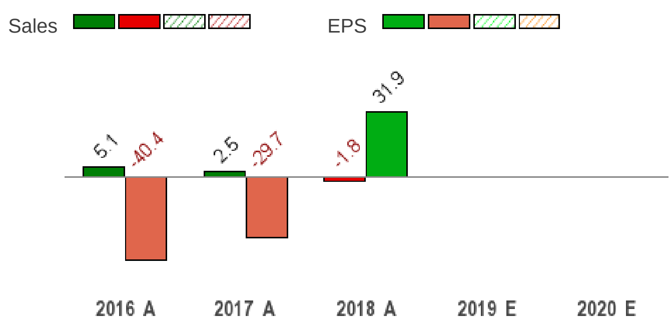
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$21.35 - $2.85**
20-Day Average Volume (Shares)	**2,253,251**
Market Cap	**$1.3 B**
Year-To-Date Price Change	**-50.2%**
Beta	**2.76**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Engineering - R and D Services**
Zacks Industry Rank	**Top 42% (105 out of 251)**
Last EPS Surprise	**86.8%**
Last Sales Surprise	**-16.1%**
EPS F1 Estimate 4-Week Change	**-0.4%**
Expected Report Date	**09/24/2020**
Earnings ESP	**0.0%**
P/E TTM	**5.6**
P/E F1	**7.6**
PEG F1	**1.5**
P/S TTM	**0.1**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	3,592 E	3,401 E	3,444 E	3,456 E	15,082 E
2020		3,714 E	3,775 E	3,753 E	15,946 E
2019	4,193 A	4,094 A	3,938 A		

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	$0.28 E	$0.26 E	$0.31 E	$0.29 E	$1.29 E
2020		$0.24 E	$0.29 E	$0.28 E	$1.23 E
2019	-$0.14 A	$0.33 A	$0.71 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 09/17/2020. The reports text is as of 09/18/2020.

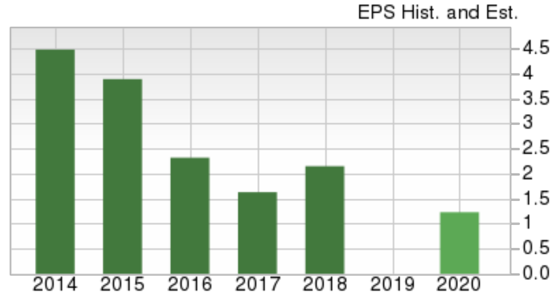
Overview

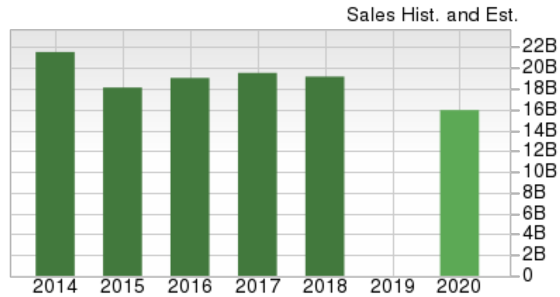
Headquartered in Irving, TX, **Fluor Corporation** provides engineering, procurement, construction and maintenance services (EPCM) through a number of subsidiaries. The company also provides its operations and maintenance services to major industrial clients. The company continues to develop and implement innovative solutions for complex project issues in diverse industries, including chemicals and petrochemicals, commercial and institutional (C&I), government services, life sciences and manufacturing.

During third-quarter 2019, the company planned to sell all government and equipment ("AMECO") businesses. The company reviewed its business lines, markets and geographies, and realigned the reportable segments into five operating segments, namely **Energy & Chemicals** (accounting for 40.9% of third-quarter 2019 revenues); **Mining & Industrial** (34.9%); **Infrastructure & Power** (10%); **Diversified Services** (13.2%); and **Other** (1%).

However, on Feb 18, 2020, Fluor announced that it has withdrew the plan to sell the Government segment as it gained confidence in its solid liquidity position and viable options for generating cash flow. The said business will cease to report as discontinued operations from first-quarter 2020.

Meanwhile, the plan to divest the AMECO equipment business by the end of the second quarter remains unchanged.





Source: Zacks Investment Research

Reasons To Buy:

Strong end-market prospects, solid backlog level and a good business portfolio mix will drive growth

▲ **Strong End-Market Potential:** Fluor remains optimistic about its end markets, including mining. This is because leading indicators for future capital spending like industrial production and capacity utilization are improving in several regions and industries, which signal higher capital spending, going forward. Currently, the company believes to be at the start of the next commodity cycle, including commodities like copper, gold and replacement mines for iron ore. Of late, the company is experiencing a ramp up in mining activities. Its most important award was the $8.4-billion LNG Canada project, one of the largest in Fluor's history, which was booked by the company in the prior year. This award represents the company's largest project to fully utilize the investments in data analytics and comprehensive integrated solutions model. It has been tracking solid prospects in copper, bauxite, gold, diamond and lithium.

Within the Energy & Chemicals segment, relative stability in commodity prices is expected to boost investments in downstream as well as petrochemicals. Going forward, it anticipates an increase in front-end engineering awards, which have been at a low level since the past couple of years. Fluor is also tracking multiple large projects, including derivative and LNG plants in North America, upstream projects including pipelines and downstream projects in the Middle East. Fluor remains optimistic about investment projects, particularly on LNG projects in North America including the LNG Canada project for Shell, chemical facilities as well as pipeline projects in the United States. It also expects strong prospects for the refining and chemical projects in the Middle East and Asia. Also, robust pipeline of work in North America and Europe are expected to be conducive to Diversified Services business. Moreover, the company believes that its diversified service business will improve as clients have begun to increase their maintenance spend. Recently, Fluor has grown its maintenance, fabrication and construction capabilities and invested in its systems and processes that are expected to improve its project delivery. Finally, the company's investment in new data centric execution platform will enable it to more accurately analyze and predict project outcomes.

▲ **Strong Backlog Level:** Fluor has a solid track record of receiving awards, and management remains optimistic about continuation of this trend in future as well, which is expected to drive growth for the company. Per the company's preliminary 2019 results, consolidated backlog is likely to be $32.7 billion for the year. Fluor believes client optimism has improved over the past two quarters as mining clients move forward with development plans. The company continues to receive awards for FEED and pre-FEED work for gold, bauxite and copper projects.

In addition, Fluor, being an industry leader in nuclear remediation at government facilities throughout the United States, is expected to benefit from the rising demand for energy across the globe. With global electricity demand on a steady rise, nuclear energy is emerging as one of the best alternatives to the world's dependence on a finite oil supply and subsequent environmental degradation.

▲ **Diversity in Business:** Fluor's market diversity remains a key strength that helps it mitigate the cyclicality of markets in which it operates. The company's strategy of maintaining a good business portfolio mix permits it to focus on the more stable business markets and capitalize on developing the cyclical markets at suitable times. The long-term prospects of the company also remain strong with existing growth opportunities in renewable energy, gas-fired combined cycle generation and air emissions compliance projects for existing coal-fired power plants. Further, in a cut-throat competitive environment, Fluor continuously emphasizes on cost controls so that it delivers not only the performance requirements specified by its clients but also their budgetary needs.

Fluor is presently focusing on transforming its EPC model into the one integrated solution. The company believes that this will help in expanding its scope of work on a project, improve client satisfaction and provide an opportunity to generate greater returns. Going forward, Fluor has plans to implement data analytics to projects, minimizing risks and maximizing returns. These initiatives give Fluor the extra edge and a distinct competitive advantage.

▲ **Restructuring Initiatives:** Fluor maintains a strong focus on enhancing its competitive position in the market through prudent leadership initiatives and strategic alliances. In this regard, the company has undertaken a restructuring initiative under its construction and fabrication operations to improve control and delivery of projects, thereby enhancing client satisfaction. Earlier, the company implemented a change in the reporting segments in order to better reflect the diverse end markets the company serves. Since the beginning of 2019, the company initiated certain restructuring plans to optimize costs and improve operational efficiency. These initiatives include rationalization of resources, real estate and overhead across various geographies, along with the liquidation of AMECO.

During third-quarter 2019, it planned to sell all government and equipment businesses, and treated these as discontinued operations. Also, it realigned the four reportable segments into five, namely Energy & Chemicals, Mining & Industrial, Infrastructure & Power, Diversified Services, and Other.

Reasons To Sell:

Lower contribution from Energy & Chemicals, Government and Diversified Services, volatility of commodity prices, along with intense competition pose significant challenges

- **Lower Contribution From Segments**: Fluor has been posting dismal results over the last few quarters due to lower segmental performance. Within the Energy & Chemicals unit, revenues decreased 23% from the corresponding period of 2018 in the first nine months of 2019, primarily due to reduced volume of project execution activities along with lower volume of broad-based new awards in 2018 & 2019. The segment's margins impacted significantly, owing to charges of $240 million related to forecast revisions for estimated cost growth on an offshore project. Resolution of certain close-out matters with a customer and lower volume of project execution activities added to the woes.

  In the Infrastructure & Power business, revenues declined 24% year over year in the same period. The decline was mainly due to completion of certain large power projects during 2019. Also, the segment's margin deteriorated significantly from the prior-year quarter. The fall was mainly due to forecast revisions for late engineering changes, cost growth and ongoing assessments of certain unapproved change orders related to a fixed-price project.

  In the Diversified Services segment, revenues dropped 11% from the year-ago quarter, primarily due to lower contribution from the power services business, completion of certain large projects in the equipment business, a lower maintenance project in Australia, and the cancellation of a large operations and maintenance project in North America. Segment profit margin also fell 150 basis points year over year due to the above-mentioned headwinds.

- **Risk of Cost Overruns**: Fluor bears significant cost overruns risk as the price of several of its contracts is fixed. It may experience reduced profits, or in some cases, losses under these contracts, if costs increase above its estimates. It also depends on third parties to complete many of its contracts. Moreover, the company has no control over the uncertain timing of project awards, which continues to pose a major threat to revenues. Because of the nature of its contracts, Fluor sometimes commits resources to projects prior to receiving payments from client, which is sufficient to cover the day-to-day expenditure.

  In the first nine months of 2019, the company incurred $98 million restructuring charges associated with forecast revisions for Energy & Chemicals, Mining & Industrial, and Infrastructure & Power segments. Earnings in the said period were also impacted by the above-mentioned headwinds.

- **Commodity Price Volatility**: Volatility in commodity prices, and the cyclical nature of the company's commodity-based business lines, poses significant challenges for Fluor in the forthcoming quarters. Going forward, the company believes that clients of Energy & Chemicals segment will maintain a cautious approach while taking investment decisions which will add to the company's woes. Presently, Fluor is facing a dearth of engineering and new awards which has hurt its growth prospects significantly. Currently, the company's margins are under pressure as it is transitioning from higher margin engineering to lower margin construction activities, particularly related to Energy & Chemicals segment. This migration is a result of the natural maturing of EPC projects, as well as the low level of new awards over the last several quarters. This is also the most prominent reason which causes year-over-year variance in results. This apart, sluggish economic growth worldwide and softness in key geographic regions is also posing challenges. These conditions are hurting the company's non-oil and gas end markets. The volatility in commodity prices is expected to impact Fluor's multiple segments. Moreover, certain contracts of the company are subject to foreign currency risk, especially when project contract revenue is denominated in a currency different than the contract costs. For instance, the company's results reported by foreign subsidiaries with non-U.S. dollar functional currencies are particularly affected by foreign currency volatility.

- **Intense Competition**: Fluor faces intense competition in the global engineering, procurement and construction industry, which can pressurize its contract prices and profit margins. Further, the increasing competition, coupled with the inclination toward globalization, has triggered a trend of consolidation across all industries especially in the engineering and construction sector. The power market is extremely competitive and Fluor continues to face a series of challenges in this market. Amid the prevailing uncertainty, the companies are coming together via mergers and acquisitions to thrive in the global economy. Fluor's business can be negatively impacted if its competitors consolidate their businesses. In addition, demand for Fluor's services is highly cyclical and depends on engineering, procurement, construction, fabrication and management needs. Also, being a multinational company, Fluor is subject to compliance risks such as failure to comply with importing and exporting laws pertaining to the United States, as well as foreign nations. The company's projects also sometimes involve handling of hazardous and other highly regulated materials, including nuclear and other radioactive materials, failure to comply with environmental laws and health & safety regulations can pose risks before Fluor's future performance.

Last Earnings Report

Fluor's Q3 Earnings Beat Estimates, Revenues Miss

Quarter Ending	09/2019
Report Date	Oct 31, 2019
Sales Surprise	-16.08%
EPS Surprise	86.84%
Quarterly EPS	NA
Annual EPS (TTM)	1.67

Fluor Corporation reported better-than-expected earnings in third-quarter 2019. The company's adjusted earnings of 71 cents per share surpassed the Zacks Consensus Estimate of 38 cents by 86.8%. The reported figure also increased 29.1% from the year-ago earnings of 55 cents per share.

Revenues during the quarter totaled $3.94 billion, which missed the consensus mark of $4.69 billion by 16.1%. However, the top line rose 2.5% on a year-over-year basis. Lower contributions from the Energy & Chemicals, Infrastructure & Power as well as Diversified Services businesses were offset by solid performance by Mining & Industrial segment.

New Awards & Backlog

In the reported quarter, Fluor's total new awards of $2.63 billion dropped 58.6% on a year-over-year basis. Nonetheless, consolidated backlog during the quarter came in at $30.3 billion, up from $30 billion in the year-ago quarter.

Segment Discussion

Energy & Chemicals segment's revenues fell 15.3% year over year to $1,611.6 million. During the quarter, the segment's profit came in at $84.9 million compared with $50.2 million in the year-ago quarter. Segmental margin was 5.3%, up 270 basis points (bps) from 2.6% in the prior-year quarter.

New awards came in at $256.3 million, down from $644.1 million in the year-ago quarter. Backlog at the end of the quarter was $13.7 billion compared with $11.4 billion in the year-ago period.

Revenues in the **Mining & Industrial** segment totaled $1,374 million, up 41.2% on a year-over-year basis. The segment's margin was 4.1% during the quarter, up 200 bps from 2.1% in the year-ago quarter. The uptick was led by increased project execution for several mining projects and successful resolution of a customer dispute.

New awards came in at $118.8 million, down from $4,286.8 million in the prior-year quarter. Backlog at the end of the quarter was $6.2 billion compared with $9.8 billion in the year-ago period.

Revenues in the **Infrastructure & Power** segment totaled $392.5 million, down 4.8% on a year-over-year basis. The segment's margin was 0.3% compared with 24.8% in the year-ago quarter on continuous execution of lower margin projects that were revised in the second quarter.

The segment booked new awards worth $1,992.7 million, up from $1,076.9 million in the year-ago quarter. Backlog at the end of the quarter amounted to $7.7 billion compared with $6.7 billion in the year-ago quarter.

Diversified Services revenues dipped 0.9% on a year-over-year basis to $521.7 million. Segment margin contracted 220 bps to 2.1% in the quarter. The downside was caused by lower volumes in the operations and maintenance business as well as divesture of equipment business in Mexico.

New awards totaled $259.8 million, down from $336 million in the year-ago quarter. Nevertheless, quarter-end backlog increased to $2.4 billion from nearly $2 billion in the prior-year quarter.

The **Other** segment, which now includes NuScale and the Radford and Warren government projects, reported revenues of $37.9 million. The segment booked new awards worth $0.5 million. Backlog at the end of the quarter amounted to $265.1 million compared with $156.4 million in the prior-year quarter.

Liquidity & Share Repurchases

As of Sep 30, 2019, Fluor had cash and marketable securities of $1,853.0 million, down from $1,979.6 million at the end of 2018. Long-term debt at the end of the third quarter declined to $1,636.9 million from $1,661.6 million on Dec 31, 2018. Cash provided by operating activities was $66.9 million during the first nine months of 2019 versus cash used in operations of $11.3 million in the year-ago period.

Recent News

Fluor Sells AMECO Business in Jamaica, Focuses on Core Areas - Aug 17, 2020

Fluor Corporation announced that the company has divested all the assets of AMECO Caribbean, Inc. to Stewart's Automotive Group in Jamaica, which marks its initial breakthrough of accomplishing the ongoing strategy to focus on the company's core markets. It sold the business for $22 million.

This engineering, construction and maintenance company initially announced the plan in September 2019 to offload construction equipment rental company AMECO and the government business, as part of efforts to revamp its flagging performance. It also intends to monetize surplus real estate and non-core investments, as part of the strategic review that began in second-quarter 2019.

Fluor Files to Delay 10-Q Filing - Aug 11, 2020

Fluor highlighted that it is unable to file its 10-Q report on time. Notably, it has still not filed its Form 10-K and Form 10-Q for the prior quarter. The company is reviewing its prior reporting and related control environment. It has been subpoenaed by the U.S. Department of Justice for documents related to Q2 2019 charges and projects.

Fluor Wins FEED Contract for CRC's Carbon Capture Project - Jul 21, 2020

Fluor announced that it has received a front-end engineering and design ("FEED") contract from California's largest oil and natural gas exploration and production company — California Resources Corporation (CRC) — to use its proprietary Econamine FG Plus (EFG+) technology for the latter's carbon capture and sequestration project, Cal Capture. Fluor's Energy & Chemicals business will work as a licensor of the 550-megawatt, natural gas-powered Elk Hills Power Plant's licensed process unit and required utility systems situated in Tupman. Moreover, the work will include Fluor's advanced solvent formulation, together with a number of patented energy-saving features.

Fluor Wins Position in Multiple Award IDIQ Contract - Jul 7, 2020

Fluor has been selected for a position on an Indefinite Delivery/Indefinite Quantity (IDIQ) contract by the U.S. Department of Energy ("DOE") Office of Environmental Management to offer support services for nationwide Deactivation, Decommissioning and Removal of facilities, waste management and program assistance. The company's shares gained 4.6% in the after-hours trading session, following the news. Fluor is one of the nine companies that are selected for firm-fixed price and cost reimbursement task orders with a maximum ceiling of $3 billion over a 10-year ordering period.

Valuation

Fluor shares are down 50.2% in the year-to-date period and 55% in the trailing 12-month period. Stocks in the Zacks sub-industry are down 19.3% but up 6.9% for the Zacks Construction sector in the year-to-date period. Over the past year, the Zacks sub-industry is down 13% but sector is up 13.7%.

The S&P 500 index is up 4.2% in the year-to-date period and 12.1% in the past year.

The stock is currently trading at 7.39X forward 12-month earnings, which compares to 17.43X for the Zacks sub-industry, 17.65X for the Zacks sector and 22.15X for the S&P 500 index.

Over the past five years, the stock has traded as high as 33.93X and as low as 2.04X, with a 5-year median of 14.79X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $11 price target reflects 8.65X forward 12-month earnings.

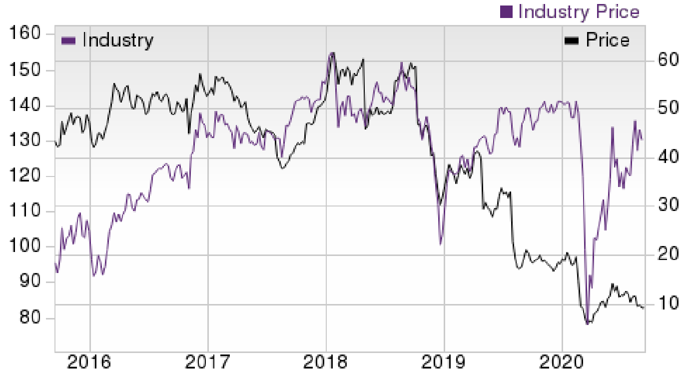
The table below shows summary valuation data for FLR.

Valuation Multiples - FLR

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	7.39	17.43	17.65	22.15
	5-Year High	33.93	18.94	18.97	23.44
	5-Year Low	2.04	10.36	10.74	15.26
	5-Year Median	14.79	14.26	15.86	17.63
P/B TTM	Current	0.78	2.1	3.56	5.77
	5-Year High	2.76	2.83	6.76	6.17
	5-Year Low	0.28	0.82	1.71	3.75
	5-Year Median	1.96	1.92	3.31	4.84
EV/EBITDA TTM	Current	1.14	7.12	19.2	14.51
	5-Year High	10.77	10.5	21.28	15.61
	5-Year Low	0.27	5.23	12.4	9.51
	5-Year Median	6.49	7.62	17.89	13.01

As of 09/17/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 42% (105 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
AECOM **(ACM)**	Neutral	3
Alfa Laval AB Unsponsored ADR **(ALFVY)**	Neutral	3
Gates Industrial Corporation PLC **(GTES)**	Neutral	2
Howmet Aerospace Inc. **(HWM)**	Neutral	2
Jacobs Engineering Group Inc. **(J)**	Neutral	3
KBR, Inc. **(KBR)**	Neutral	3
Quanta Services, Inc. **(PWR)**	Neutral	3
Babcock International Group PLC **(BCKIY)**	Underperform	4

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

Industry Comparison Industry: Engineering - R And D Services

Industry Peers

	FLR	X Industry	S&P 500	ACM	HWM	J
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	2	3
VGM Score	C	-	-	B	C	B
Market Cap	1.32 B	2.47 B	23.91 B	6.44 B	8.06 B	12.29 B
# of Analysts	3	2	13.5	3	1	8
Dividend Yield	0.00%	0.00%	1.62%	0.00%	0.00%	0.81%
Value Score	A	-	-	B	C	C
Cash/Price	NA	0.09	0.07	0.22	0.17	0.08
EV/EBITDA	NA	10.26	13.24	23.61	7.96	22.21
PEG F1	1.58	1.96	2.97	1.57	NA	2.34
P/B	0.78	2.04	3.29	1.65	2.38	2.09
P/CF	2.35	8.61	12.82	9.04	5.31	14.65
P/E F1	7.88	19.19	21.49	19.36	26.41	18.20
P/S TTM	0.08	0.61	2.52	0.44	0.71	0.91
Earnings Yield	13.09%	4.97%	4.40%	5.16%	3.79%	5.50%
Debt/Equity	NA	0.60	0.70	0.53	1.38	0.37
Cash Flow ($/share)	4.01	1.90	6.93	4.44	3.48	6.44
Growth Score	D	-	-	B	C	A
Historical EPS Growth (3-5 Years)	NA%	13.22%	10.41%	-4.43%	8.49%	14.45%
Projected EPS Growth (F1/F0)	111.94%	-23.06%	-4.73%	-24.61%	-66.82%	2.70%
Current Cash Flow Growth	14.03%	3.89%	5.26%	-0.31%	20.37%	6.22%
Historical Cash Flow Growth (3-5 Years)	-9.29%	8.80%	8.49%	15.22%	-9.54%	9.65%
Current Ratio	NA	1.58	1.35	1.27	2.23	1.69
Debt/Capital	NA%	39.39%	42.95%	34.51%	57.65%	26.81%
Net Margin	NA%	0.23%	10.25%	-2.91%	4.58%	4.11%
Return on Equity	NA%	8.27%	14.66%	9.85%	21.09%	12.25%
Sales/Assets	NA	1.07	0.50	1.06	0.70	1.09
Projected Sales Growth (F1/F0)	-1.87%	-4.24%	-1.43%	-35.53%	-63.52%	5.21%
Momentum Score	F	-	-	D	D	F
Daily Price Change	1.62%	0.00%	-0.48%	1.39%	-1.54%	-0.27%
1-Week Price Change	0.55%	-0.39%	-1.87%	-0.21%	0.56%	0.91%
4-Week Price Change	-7.48%	-0.12%	0.96%	3.75%	9.15%	6.01%
12-Week Price Change	-27.80%	7.87%	8.69%	11.56%	21.65%	12.84%
52-Week Price Change	-55.05%	-5.91%	1.36%	6.02%	-31.87%	2.32%
20-Day Average Volume (Shares)	2,253,251	21,926	1,917,443	1,146,348	2,676,296	699,142
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	6.06%	0.00%
EPS F1 Estimate 4-Week Change	-0.40%	0.00%	0.00%	0.00%	6.06%	0.00%
EPS F1 Estimate 12-Week Change	-0.61%	3.34%	4.14%	0.32%	-53.33%	3.88%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	0.00%	-20.00%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	A
Growth Score	D
Momentum Score	F
VGM Score	C

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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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.