

Graco Inc. (GGG)

\$60.00 (As of 09/02/20)

Price Target (6-12 Months): **\$63.00**

Long Term: 6-12 Months

Zacks Recommendation:
Neutral

(Since: 12/24/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:D

Value: D

Growth: C

Momentum: D

Summary

In the past three months, Graco's shares have outperformed the industry. The company seems well-placed to gain from its exposure in new markets, global expansion, buyouts and end-user conversion in the long term. In the near term, an efficient management team, product innovations, solid customer base and focus on capacity expansion might help in dealing with the pandemic-related stress. Rewarding shareholders and keeping adequate liquidity will likely aid too. However, it currently looks overvalued compared with the industry. For 2020, the company is wary of the uncertainties related to the pandemic and so refrained from providing any projections for the year. Also, high costs and expenses might be concerning. In addition, owing to international exposure, its overseas business is exposed to geopolitical issues and currency fluctuations.

Data Overview

52-Week High-Low	\$60.18 - \$38.43
20-Day Average Volume (Shares)	487,640
Market Cap	\$10.0 B
Year-To-Date Price Change	15.4%
Beta	0.62
Dividend / Dividend Yield	\$0.70 / 1.2%
Industry	Manufacturing - General Industrial
Zacks Industry Rank	Top 49% (122 out of 251)

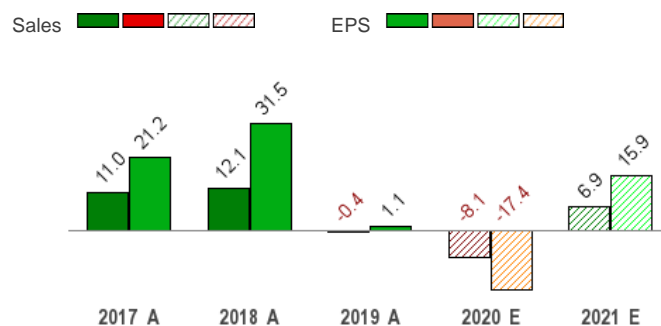
Last EPS Surprise	37.0%
Last Sales Surprise	12.5%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	10/28/2020
Earnings ESP	0.0%

P/E TTM	35.7
P/E F1	38.2
PEG F1	3.3
P/S TTM	6.4

Price, Consensus & Surprise



Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	389 E	433 E	403 E	411 E	1,617 E
2020	374 A	367 A	381 E	392 E	1,513 E
2019	405 A	428 A	401 A	412 A	1,646 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.45 E	\$0.51 E	\$0.44 E	\$0.46 E	\$1.82 E
2020	\$0.38 A	\$0.37 A	\$0.41 E	\$0.42 E	\$1.57 E
2019	\$0.47 A	\$0.50 A	\$0.45 A	\$0.48 A	\$1.90 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 09/02/2020. The reports text is as of 09/03/2020.

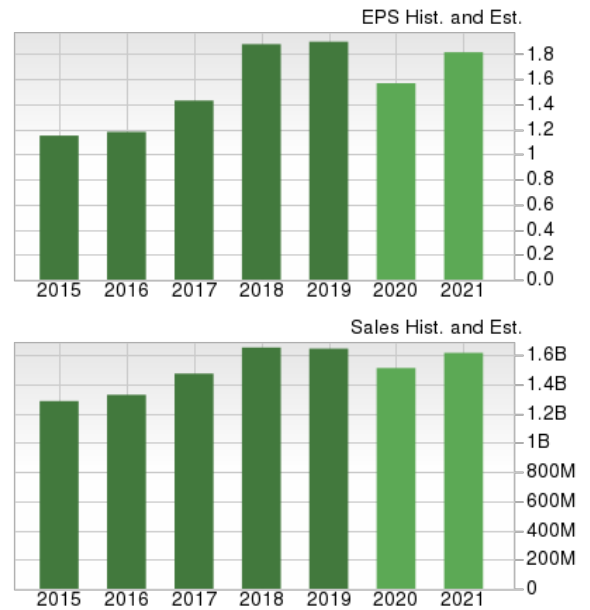
Overview

Graco Inc. manufactures, designs and sells equipment and systems used to measure, move, control, spray and dispense fluid as well as powder materials. This Minneapolis, MN-based company was founded in 1926.

The products offered by the company are produced in the United States, Italy, the U.K., Belgium, Switzerland, China and Romania. The products are mainly sold through the company's authorized distribution centers.

Graco reports its results in terms of three operating segments:

- **Industrial** (36.3% of total revenues in the second quarter of 2020) segment includes Applied Fluid Technologies and Industrial Products divisions. The company provides pre-engineered and equipment packages for paints, sealants, coatings, adhesives and other fluids under this segment.
- **Process** (21.2% of total revenues in the second quarter of 2020) segment includes Oil and Natural Gas, Process and Lubrication divisions. The company provides valves, pumps, accessories, and meters to dispense and move chemicals, wastewater, oil and natural gas, petroleum, lubricants, food and other fluids under this segment.
- **Contractor** (42.5% of total revenues in the second quarter of 2020) segment provides sprayers. These sprayers are used to paint structures like walls and other product models that can be used by professional painting contractors as well as homeowner.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Over the past three months, Graco's shares have gained 18.2% compared with the industry's growth of 10.3%. In second-quarter 2020, the company's earnings and sales surpassed estimates by 37% and 12.5%, respectively. Also, its cash flow from operations improved from \$54 million in the first quarter to \$89 million in the second quarter. Further, cash and cash equivalents of \$432.7 million at the end of the second quarter reflected an increase of 5.3% from the previous quarter. In the near term, the company seems well-equipped — with operations running globally, efficient management team, sound customer base and focus on keeping the production lines active — to handle the challenges related to the coronavirus outbreak. Also, the company noted that its available liquidity and operating cash flows are enough to run the operations effectively. In the past 60 days, the company's earnings estimates have increased 18.9% for 2020 and 10.3% for 2021.
- ▲ The company invests in product innovation and capacity expansion. It plans to invest \$80 million to roll out machinery and equipment in 2020, including \$50 million for the expansion of facilities. In June 2020, the company unveiled HydroShield Waterborne system, while also launched its E-Flo iQ adhesive and sealant dispense system. Also, it introduced three high-production GrindLazer drum scarifiers — DC1520 E, DC1525 P and DC1538 G — and the new line of SaniSpray HP airless sprayers in July. In the long term, the company anticipates gaining from the exposure in new markets, product development, global expansion, buyouts and end-user conversion.
- ▲ Graco tries to provide higher remuneration to shareholders. In the first half of 2020, the company distributed dividends worth \$58.5 million to its shareholders, suggesting an increase of 10.2% from the year-ago comparable period. Share repurchases during the period amounted to \$102.1 million, up from \$2.4 million bought back in the first half of 2019. It is worth mentioning here that the quarterly dividend rate was hiked 9.4% to 17.5 cents in December 2019.

Investments in capacity expansion and innovation as well as solid shareholder-friendly policies will likely aid Graco, going forward. Also, a healthy liquidity position places the company to honor its financial obligations.

Reasons To Sell:

- ▼ Graco's stock currently looks overvalued compared with the industry on a P/E (TTM) basis, with respective tallies of 35.71x and 26.02x. Also, the company's second-quarter earnings declined 26% year over year on top-line and margin weaknesses. Sales in the quarter decreased 14.3% year over year due mainly to a 15% fall in organic sales. Further, sales performance was weak in the Americas, EMEA and Asia regions. For 2020, the company remains wary of the uncertainties caused by the coronavirus outbreak and so refrained from providing any earnings or sales projections.
- ▼ In the second quarter, Graco's gross margin fell 320 basis points (bps) year over year due to forex woes, unfavorable product and channel mix, and weak factory volume. Operating margin in the quarter also decreased 450 bps year over year. We believe that the persistence of the headwinds in the quarters ahead might hurt the company's margin profile. In addition, rise in costs and expenses (corporate expenses are predicted to be \$30 million in 2020) might hurt margins.
- ▼ Geographical diversification is reflective of a flourishing business of the company. However, the diversity exposed it to headwinds arising from geopolitical issues and unfavorable movements in foreign currencies. In the second quarter of 2020, forex woes adversely impacted the company's sales growth by 1%. For 2020, it expects forex issues to have no impact on revenues, while hurt earnings by 1%.

Graco is likely to face the adverse impacts of the coronavirus outbreak. Also, high costs and expenses, and forex woes remain concerning for the company in the quarter ahead.

Last Earnings Report

Graco Earnings Surpass Estimates in Q2, Decline Y/Y

Graco delivered better-than-expected results for the second quarter of 2020. Its earnings and sales surprise was 37% and 12.5%, respectively.

Adjusted earnings in the quarter under review were 37 cents per share, surpassing the Zacks Consensus Estimate of 27 cents. On a year-over-year basis, earnings decreased 26% due to weak revenue generation and a fall in margins.

The quarterly earnings exclude the impact of 20 cents per share of impairment charge (non-cash) incurred in connection with the valve business based in the U.K. Notably, Graco completed the divestment of the business in the ongoing third quarter of 2020.

Quarter Ending	06/2020
Report Date	Jul 22, 2020
Sales Surprise	12.50%
EPS Surprise	37.04%
Quarterly EPS	0.37
Annual EPS (TTM)	1.68

Revenue Details

In the reported quarter, the company's net sales were \$366.9 million, suggesting a 14.3% decline from the year-ago quarter. Volume and price adversely impacted sales by 15%, while forex woes had an adverse impact of 1%. However, acquisitions contributed 2%.

However, the company's net sales surpassed the Zacks Consensus Estimate of \$326.1 million.

On a geographical basis, quarterly sales generated from the Americas fell 10% to \$228 million. In EMEA, sales were \$71 million, decreasing 30% year over year (or slipped 28% at a constant-currency rate), while sales from the Asia Pacific were \$68 million, declining 7% year over year (or were down 5% at a constant-currency rate).

The company reports revenues under three segments. A brief discussion of the quarterly results is provided below:

The Industrial segment's revenues totaled \$133.3 million, reflecting a 29.3% decrease from the year-ago quarter. Volume and price had an adverse impact of 28% on sales, and forex woes too lowered sales by 1%. The segment's sales accounted for 36.3% of the company's net revenues in the quarter.

The Process segment's sales of \$77.8 million were down 8.6% from the year-ago quarter. Acquisitions contributed 8% to sales growth, while volume and price had an adverse impact of 16% in the quarter. Forex woes lowered sales by 1%. The segment's sales accounted for 21.2% of net revenues in the reported quarter.

The Contractor segment's revenues inched up 0.7% year over year at \$155.9 million. The improvement was driven by a 1% contribution from volume and price. The segment's sales accounted for 42.5% of net revenues in the reported quarter.

Margin Profile

In the reported quarter, Graco's cost of sales declined 8.4% year over year to \$184.4 million. It represented 50.3% of the quarter's net sales versus 47% in the year-ago quarter. Gross profit decreased 19.6% year over year to \$182.5 million, while margin was down 320 basis points (bps) to 49.8%. The fall in margin was triggered by unfavorable product and channel mix, forex woes and weak factory volume.

Operating expenses (including product development; selling, marketing and distribution; and general and administrative expenses) declined 10.3% year over year to \$102.8 million. It represented 28% of net sales in the reported quarter versus 26.8% in the year-ago quarter.

Adjusted operating profit decreased 29% year over year to \$79.8 million. The results suffered from unfavorable movements in foreign currencies and a fall in volumes. Operating margin, adjusted, decreased 450 bps year over year to 21.8%.

Interest expenses in the reported quarter decreased 5% year over year to \$3.3 million. Effective tax rate (adjusted) in the quarter was 19.1%, down 1.2 percentage points from the previous-year quarter.

Balance Sheet & Cash Flow

Exiting the second quarter, Graco had cash and cash equivalents of \$432.7 million, suggesting a 5.3% increase from \$456.7 million recorded in the last reported quarter. Long-term debt remained stable sequentially at \$400 million.

In the first half of 2020, the company generated net cash of \$142.6 million from operating activities, reflecting a decline of 13% from the year-ago comparable period. Capital spent on the addition of property, plant and equipment totaled \$32.6 million versus \$70.2 million in the first half of 2019.

The company distributed dividends worth \$58.5 million and repurchased 2.3 million shares for \$102.1 million during the first half of 2020.

Outlook

In the near term, Graco seems well-equipped — with operations running globally, efficient management team, sound customer base and focus on keeping the production lines active — to handle the challenges related to the coronavirus outbreak.

However, the company — being wary of the uncertainties caused by the pandemic — did not provide any sales or earnings projections for 2020. On the contrary, it did mention that capital expenditure for the year is now expected to be \$80 million (including \$50 million for the expansion of facilities), up from \$70 million mentioned earlier.

Corporate expenses (unallocated) are estimated to be \$30 million (maintained). Unfavorable movements in foreign currencies are estimated to adversely impact earnings by 1% in 2020, while are not expected to hurt sales.

Effective tax rate for the third quarter of 2020 is predicted to be 20-21%.

Recent News

On **Aug 5, 2020**, Graco paid a quarterly cash dividend of 17.5 cents per share to shareholders of record as of Jul 20.

On **Jul 8, 2020**, Graco unveiled the new line of SaniSpray HP airless sprayers. Dubbed as user-friendly, the SaniSpray HP products help in improving the speed and efficiency of cleaning, disinfecting and deodorization tasks.

On **Jul 1, 2020**, Graco introduced three new high-production GrindLazer drum scarifiers. The newly added products under the company's scarifiers product portfolio are DC1520 E, DC1525 P and DC1538 G. The self-propelled GrindLazer DC15 DCS drum scarifiers facilitate performing heavy-duty tasks like grooving, leveling, inlay, scarifying and stripping coatings.

On **Jun 24, 2020**, Graco launched its E-Flo iQ adhesive and sealant dispense system. Developed to boost efficiency in manufacturing processes across several industries, the single-component system also enables manufacturers in reducing costs of operations.

On **Jun 9, 2020**, Graco unveiled HydroShield Waterborne system. As noted, the system eases out the use of electrostatics for spraying waterborne materials.

Valuation

Graco shares are up 15.4% in the year-to-date period and 34.4% in the trailing 12-month period. Stocks in the Zacks sub-industry are down 2.1%, while the Zacks Industrial Products sector is up 0.8% in the year-to-date period. Over the past year, the Zacks sub-industry and the sector are up 12.1% and 16.5%, respectively.

The S&P 500 index has moved up 3.8% year to date and 14% in the past year.

The stock is currently trading at 34.58x forward 12-month earnings per share, which compares to 28x for the Zacks sub-industry, 22.17x for the Zacks sector and 23.18x for the S&P 500 index.

Over the past five years, the stock has traded as high as 36.19x and as low as 17.27x, with a 5-year median of 23.89x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$63 price target reflects 36.3x forward 12-month earnings per share.

The table below shows summary valuation data for GGG.

Valuation Multiples - GGG					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	34.58	28	22.17	23.18
	5-Year High	36.19	28	22.17	23.18
	5-Year Low	17.27	15.6	12.55	15.25
	5-Year Median	23.89	19.79	17.5	17.6
P/Sales F12M	Current	6.32	3.55	3	3.95
	5-Year High	6.32	3.55	3	3.95
	5-Year Low	2.63	1.58	1.52	2.53
	5-Year Median	4.41	2.26	2.05	3.07

As of 09/02/2020

Industry Analysis Zacks Industry Rank: Top 49% (122 out of 251)



Top Peers

Company (Ticker)	Rec	Rank
Colfax Corporation (CFX)	Neutral	3
The Carlyle Group L.P. (CG)	Neutral	3
Flowserve Corporation (FLS)	Neutral	3
IDEX Corporation (IEX)	Neutral	3
ITT Inc. (ITT)	Neutral	3
MUELLER WATER PRODUCTS (MWA)	Neutral	3
Nordson Corporation (NDSN)	Neutral	3
Ingersoll Rand Inc. (IR)	Underperform	5

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

Industry Comparison Industry: Manufacturing - General Industrial				Industry Peers		
	GGG	X Industry	S&P 500	CFX	IEX	NDSN
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	3
VGM Score	D	-	-	C	D	D
Market Cap	10.00 B	1.34 B	24.30 B	4.01 B	13.91 B	11.37 B
# of Analysts	6	3	14	10	6	6
Dividend Yield	1.17%	0.00%	1.6%	0.00%	1.09%	0.79%
Value Score	D	-	-	C	D	D
Cash/Price	0.04	0.11	0.07	0.02	0.05	0.02
EV/EBITDA	21.31	12.71	13.46	15.19	21.67	21.02
PEG F1	3.32	3.39	3.09	4.85	3.93	2.80
P/B	9.74	2.04	3.25	1.18	6.15	6.42
P/CF	26.73	11.31	13.12	7.31	26.81	25.07
P/E F1	38.22	27.19	22.15	25.08	39.28	36.41
P/S TTM	6.44	1.25	2.57	1.27	5.83	5.29
Earnings Yield	2.62%	3.40%	4.29%	3.98%	2.55%	2.74%
Debt/Equity	0.39	0.50	0.70	0.65	0.46	0.69
Cash Flow (\$/share)	2.24	2.49	6.93	4.64	6.87	7.86
Growth Score	C	-	-	D	B	C
Historical EPS Growth (3-5 Years)	13.64%	10.00%	10.41%	8.33%	13.05%	NA
Projected EPS Growth (F1/F0)	-17.46%	-25.19%	-4.75%	-41.97%	-19.17%	-7.78%
Current Cash Flow Growth	0.13%	-0.29%	5.22%	27.59%	4.80%	-1.46%
Historical Cash Flow Growth (3-5 Years)	7.47%	5.59%	8.49%	3.20%	7.29%	7.90%
Current Ratio	3.35	2.06	1.35	1.62	3.48	3.11
Debt/Capital	28.03%	34.31%	42.92%	39.54%	31.60%	40.83%
Net Margin	17.42%	4.34%	10.25%	-0.33%	15.71%	15.54%
Return on Equity	28.29%	9.59%	14.66%	6.54%	18.15%	19.95%
Sales/Assets	0.86	0.73	0.50	0.40	0.61	0.59
Projected Sales Growth (F1/F0)	-8.10%	-7.84%	-1.42%	-17.27%	-9.11%	-3.43%
Momentum Score	D	-	-	B	F	F
Daily Price Change	2.11%	0.65%	1.82%	1.41%	1.15%	3.86%
1-Week Price Change	1.64%	1.54%	2.59%	1.08%	1.14%	-0.59%
4-Week Price Change	10.48%	3.70%	4.80%	8.76%	10.85%	-0.29%
12-Week Price Change	13.77%	4.91%	6.31%	14.14%	14.98%	0.26%
52-Week Price Change	34.32%	0.00%	5.43%	26.67%	13.02%	47.68%
20-Day Average Volume (Shares)	487,640	52,128	1,788,967	758,586	362,807	257,247
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.00%	15.65%	-2.18%	0.68%
EPS F1 Estimate 12-Week Change	16.46%	4.42%	3.89%	11.74%	0.58%	1.85%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	19.56%	-3.28%	-3.55%

Source: Zacks Investment Research

Zacks Style Scores

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

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

Value Score	D
Growth Score	C
Momentum Score	D
VGM Score	D

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

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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.