Jun 15, 2021

Guidewire Software (GWRE)

$113.29 (As of 06/14/21)

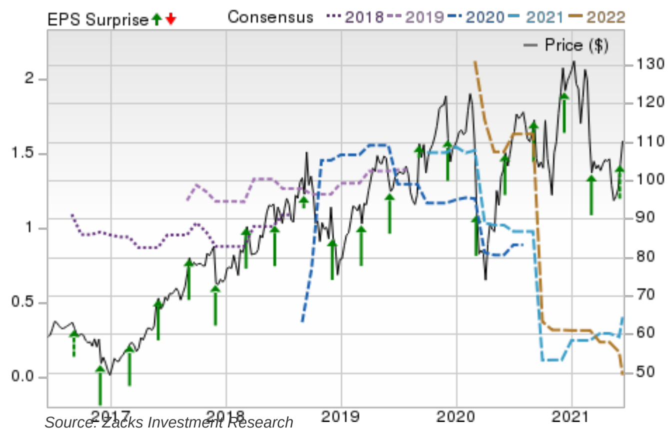
Price Target (6-12 Months): **$119.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 02/08/21) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:F
	Value: D | Growth: F | Momentum: B	

Summary

Guidewire's Q3 performance benefitted from higher subscription revenues. The company's subscription-based offerings are gaining from robust adoption of InsuranceSuite Cloud platform. Further, the company's focus on enhancing Guidewire Cloud platform with new capabilities including digital frameworks, automation, tooling and other cloud services is expected to boost sales of subscription-based solutions in the long haul. Strategic acquisitions and collaborations along with a less competitive market and strong liquidity position bode well. Nonetheless, reduction in demand for the company's software management services due to high cloud implementations is a headwind along with lengthening sales cycles and coronavirus outbreak-related uncertainty. Shares of the company have underperformed the industry in the year-to-date period.

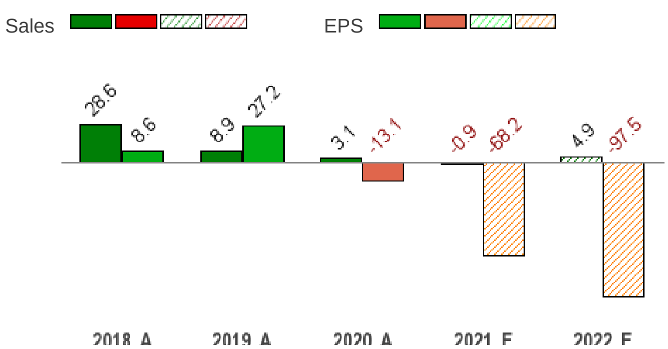
Price, Consensus & Surprise



Data Overview

52-Week High-Low	**$134.22 - $91.77**
20-Day Average Volume (Shares)	**655,352**
Market Cap	**$9.4 B**
Year-To-Date Price Change	**-12.0%**
Beta	**1.30**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Business - Software Services**
Zacks Industry Rank	**Top 41% (102 out of 251)**
Last EPS Surprise	**33.3%**
Last Sales Surprise	**3.8%**
EPS F1 Estimate 4-Week Change	**6.1%**
Expected Report Date	**09/01/2021**
Earnings ESP	**6.0%**
P/E TTM	**119.3**
P/E F1	**283.2**
PEG F1	**29.9**
P/S TTM	**12.4**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	172 E	188 E	177 E	236 E	771 E
2021	170 A	180 A	164 A	222 E	735 E
2020	157 A	173 A	168 A	244 A	742 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	-$0.05 E	$0.03 E	-$0.08 E	$0.23 E	$0.01 E
2021	$0.17 A	$0.11 A	-$0.16 A	$0.28 E	$0.40 E
2020	$0.13 A	$0.21 A	$0.09 A	$0.83 A	$1.26 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 06/14/2021. The report's text and the analyst-provided price target are as of 06/15/2021.

Overview

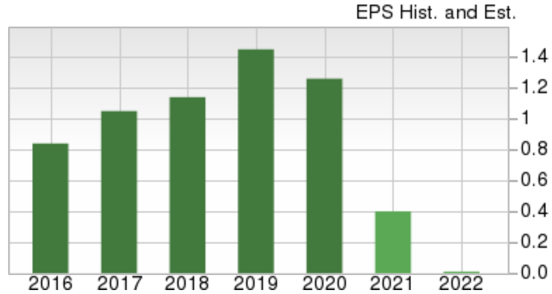
San Mateo, CA-based Guidewire Software, Inc. is a provider of software solutions for property and casualty (P&C) insurers.

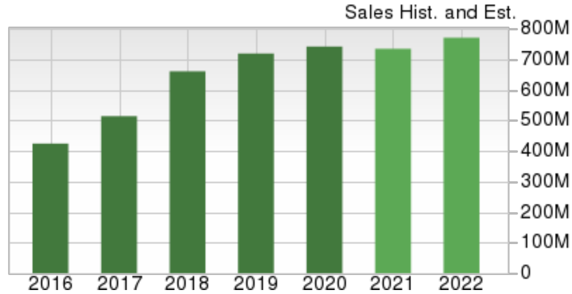
The company's solutions aid in reducing risk via increased productivity, bringing speed to market, digital engagement and simplifying IT infrastructure.

Guidewire InsurancePlatform is a P&C industry platform which is deployed through Guidewire Cloud joining software, services, and partner ecosystem to customer business.

Further, the company also offers Guidewire InsuranceSuite and Guidewire InsuranceNow, which provides solutions to support the entire insurance lifecycle, including product definition, distribution, underwriting, policy-holder services, and claims management.

The company has a wide range of customers that use multiple components of Guidewire InsurancePlatform which include InsuranceSuite, digital, data and analytics. The company exited fiscal 2020 with 340 customers.





Some of the major customers are Aviva, AXA, Zurich, Basler Versicherung (Switzerland), Direct Line Group (U.K.), Farmers Insurance (U.S.), IAG (Australia), MS&AD (Japan), Canadian Automobile Association Insurance Company (Ontario), Kentucky Farm Bureau (Kentucky), and Vermont Mutual Insurance Group (Vermont), to name few.

Fiscal 2020 revenues were $742.3 million. Beginning fourth-quarter fiscal 2020, the company has realigned reporting segments. Per the new reporting standard, the company has three main segments — Subscription and support, License and Services.

In fiscal 2020, Guidewire delivered Subscription and support revenues of $203.5 million (27.4% of total revenues). License revenues amounted to $331.5 million (44.7%). Services revenues came in at $207.3 million (27.9%).

The company faces competition in the software market that caters to the P&C insurance industry. Some of the key competitors are DXC Technology, NTT Data, Pegasystems and SAP.

Source: Zacks Investment Research

Reasons To Buy:

A less competitive market, regular customer additions, positive acquisition synergy and transition to a cloud-based model are key positives for the company.

- Guidewire is slowly shifting from the term license-based model to subscription base. This will be beneficial for the company in the long run as majority of the enterprises are expected to lean toward cloud based infrastructure going forward. A substantial portion of fiscal 2020 revenues were from subscription-based products, accounting for 70% of new sales. It is a significant improvement over 65% reported in fiscal 2019. Backed by strong performance of subscription products, management expects momentum in new sales from subscription offerings to sustain in fiscal 2021. Guidewire's cloud deployment partner, Amazon Web Services is also gaining momentum and this bodes well for it. According to a Technavio report, the global Software-as-a-Service (SaaS) market is expected to witness a CAGR of 11.35% between 2021 and 2025. This is expected to favor the company's growth prospects.

- Guidewire faces less competition due to its unique line of business. Though there are private players with similar offerings, among the listed entities, the company's software suite is not common, more so because it serves specifically the P&C insurance industry. This is a major tailwind for the company's top line, which will result in impressive earnings per share if the cost structure is stringent.

- Guidewire's acquisition strategy has aided growth. The cross-selling of the product suites has increased customer base and revenue generation. Notably, the company's acquisition of Cyence has been a tailwind. Cyence determines the economic impact of a cybercrime via a software platform, which is built on cyber-security related data science. The integration of Cyence has allowed the company to provide an entire life cycle to the insurance products starting from designing to transaction management. ISCS acquired in February 2017 (now called InsuranceNow), and FirstBest, (now called Guidewire Underwriting Management) and EagleEye Analytics, (now known as Guidewire Predictive Analytics), which were acquired in 2016 form a few prominent segments of the company. Guidewire's customer base has expanded consistently as evident from the addition of new customers selecting comprehensive InsuranceSuite Cloud in third quarter of fiscal 2021.

- Guidewire portrays a strong balance sheet. As of Apr 30, 2021, cash and cash equivalents and investments came in at $1.3 billion. In comparison, the company's long-term debt stood at $340.1 million as of Apr 30, 2021. The solid liquidity position reflects that the company is making investments in the right direction and the excess cash will be used for pursuing strategic acquisitions, investing in growth initiatives and carrying out distribution to shareholders.

Reasons To Sell:

- Guidewire's total addressable market (TAM) is limited only to the insurance sector. This industry-concentric feature is a headwind for the company. In fact, the market is limited due to the fact that the company's services are meant for property and casualty (P&C) insurers. Lack of product diversification is also a major headwind in our view.

- Guidewire's transition from a term license based to a cloud-based model will negatively impact the top line in the short haul, as term license revenues include advance payments whereas subscription-based revenues are a bit delayed. The transition related investments are also expected to squeeze margins. Moreover, the company received certain advance payments related to term licenses, which are anticipated to be headwinds for revenue generation.

Single industry centric offering, lower innovation, pressure on margins due to higher investments and an overstretched P/S ratio are negatives for the company.

- Guidewire frequently acquires companies, which exposes it to integration risks. This puts pressure on cash flow as well. Notably, the company acquired Cyence in 2018, ISCS in fiscal 2017, and both Firstbest and EagleEye Analytics in 2016. We believe the dependence on inorganic growth rather than on innovation is also a negative and may affect the company in the long run. We note that the buyouts negatively impacted the company's balance sheet in the form of high level of goodwill and net intangible assets, which comprised of 16.2% of total assets as of Apr 30, 2021.

- The company is trading at premium in terms of Price/Sales (P/S). Guidewire currently has a trailing 12-month P/S ratio of 11.15X. This level compares unfavorably with what S&P 500 Composite witnessed last year. Consequently, the valuation looks slightly stretched from P/S perspective.

Last Earnings Report

Guidewire Q3 Earnings & Revenues Top Estimates

Quarter Ending	04/2021
Report Date	Jun 02, 2021
Sales Surprise	3.83%
EPS Surprise	33.33%
Quarterly EPS	-0.16
Annual EPS (TTM)	0.95

Guidewire Software reported third-quarter fiscal 2021 non-GAAP loss of 16 cents per share against the Zacks Consensus Estimate of a loss per share of 24 cents. However, the company had reported earnings per share of 9 cents in the prior-year quarter.

The company reported revenues of $164 million, which beat the Zacks Consensus Estimate by 3.8%. The top line also came above the higher end of management's guidance of $155-$159 million.

However, revenues declined 2.5% on a year over year basis mainly due to fall in the License and Services segments' top line.

In the quarter under review, the company clinched eight cloud deals including five deals for InsuranceSuite Cloud offering and three deal for its InsuranceNow solution. Year to date, the company has bagged 11 deals for its InsuranceSuite Cloud solution.

The company also clinched six standalone deals for its data and analytics solutions.

Guidewire is well positioned to gain from transition to subscription-based services model. The company is enhancing Guidewire Cloud platform with additional capabilities including automation, digital frameworks, tooling and other cloud services.

Quarter in Detail

The company realigned reporting segments into Subscription and support as well as License and Services, beginning fourth-quarter fiscal 2020.

For fiscal third quarter, Subscription and support revenues (39.5% of total revenues) increased 28% from the year-ago quarter's level to $64.8 million, due to higher subscription revenue.

Subscription revenues in fiscal third quarter increased 48.1% year over year to $44.6 million, driven primarily by higher variable revenues from Cyence and InsuranceNow clients.

Support revenues were down 2% to $20.8 million in the quarter under review.

License revenues (31.1%) declined 19% year over year to $50.9 million while Services revenues (29.4%) fell 11% from the year-ago quarter's figure to $48.2 million.

Annual recurring revenues (or ARR) were $538 million as of Apr 30, 2021, compared with $520 million as of Jan 31, 2021.

Operating Details

Non-GAAP gross margin contracted 620 basis points (bps) on a year-over-year basis to 49.8%, mainly due to decline in gross margin from the Subscription and support as well as the Services segments.

Non-GAAP gross margin for Subscription and support contracted from 42.4% reported in the prior-year quarter to 52.5%. Non-GAAP gross margin for Services contracted 230 bps to 9.6%.

However, non-GAAP gross margin for License expanded 40 bps to 97.2%.

Total operating expenses increased 9.9% year over year to $118.7 million.

Non-GAAP operating loss came in at $16.3 million during the reported quarter against non-GAAP operating income of $5.78 million.

Balance Sheet

As of Apr 30, 2021, cash and cash equivalents and short-term investments came in at $1.3 billion compared with $1.15 billion as of Jan 31, 2021.

The company generated cash from operating activities of $5.6 million compared with cash generated from operations of $13.3 million reported in second-quarter fiscal 2021. During fiscal third quarter, adjusted free cash outflow came in at $4.02 million against adjusted free cash flow of $7.4 million in the previous quarter.

In the quarter under review, Guidewire repurchased 0.8 million shares worth $79.9 million.

Guidance

For fourth-quarter fiscal 2021, revenues are expected in the range of $218-$224 million.

Operating loss is expected between $5 million and $11 million for fiscal fourth quarter, while non-GAAP operating income is projected in the range of $20-$26 million.

For fiscal 2021, the company expects total revenues between $732 million and $738 million.

Non-GAAP operating income for fiscal 2021 is projected in the range of $14-$20 million.

Subscription revenues are expected to be approximately $167 million compared with revenues of $162 million projected earlier. ARR is projected between $562 million and $569 million.

However, Services segment's revenues are now anticipated to be approximately $185 million compared with revenues of $183 million projected earlier.

For fiscal 2021, cash flow from operations is projected in the range of $60-$70 million.

For fiscal 2022, the company expects subscription revenue growth in the range of 42-48% over fiscal 2021 expectations. Total revenue growth is projected in the range of 3-5% over fiscal 2021 expectations.

Recent News

On May 11, Guidewire rolled out latest release — Cortina — for its cloud platform. Cortina will be generally available starting from May 14, 2021.

On May 5, Guidewire announced that its latest offering — Usage-Based Insurance Solution was now available. The latest solution can be deployed within a time frame of 12 weeks and offers support for end-to-end insurance lifecycle.

On Apr 29, Guidewire disclosed that Citizens United Reciprocal Exchange (CURE) was leveraging Guidewire's Predictive Analytics offering and InsuranceNow platform to bolster speed-to-market as well as foster business growth.

On Apr 15, Guidewire announced that Commerce Bank enlisted on Guidewire's PartnerConnect platform as a Solution partner.

On Apr 6, Guidewire disclosed that Talem Health Analytics' Ready for Guidewire validated accelerator was now accessible on the Guidewire Marketplace.

On Apr 1, Guidewire announced that VPay's Ready for Guidewire validated accelerator was now available on the Guidewire Marketplace.

On Mar 25, Guidewire revealed that AutoClaims Direct, Inc., which is a well-known auto claims technology and services company, joined on its PartnerConnect platform as a Solution partner.

On Mar 18, Guidewire announced that Split Limit Studios (SLS), which is engaged in offering "pay-as-you-go workers' compensation billing solutions" enlisted on its PartnerConnect platform as a Solution partner.

On Mar 10, Guidewire announced that Medallia, a well-known customer and employee experience management company, enlisted on its PartnerConnect platform as a Solution partner.

On Mar 9, Guidewire disclosed that Society Insurance was leveraging Guidewire to speed up digital transformation.

On Mar 8, Guidewire announced that The Portage la Prairie Mutual Insurance Company was leveraging Guidewire ClaimCenter as the new claims management system under its Legacy System Replacement strategy.

On Feb 11, Guidewire announced that Kube Partners' add-on for Fraud Detection is available on the Guidewire Marketplace after completing the Ready for Guidewire validation process.

Valuation

Guidewire shares are down 12% in the year-to-date period but up 6.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector are up 8.3% and 16.2% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 52.5% and 49%, respectively.

The S&P 500 index is up 14.1% in the year-to-date period and 38.3% in the past year.

The stock is currently trading at 12.29X forward 12-month sales compared with 11.64X for the Zacks sub-industry, 4.89X for the Zacks sector and 4.73X for the S&P 500 index.

Over the past five years, the stock has traded as high as 14.66X and as low as 7.05X, with a five-year median of 9.52X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $119 price target reflects 12.90X forward 12-month sales.

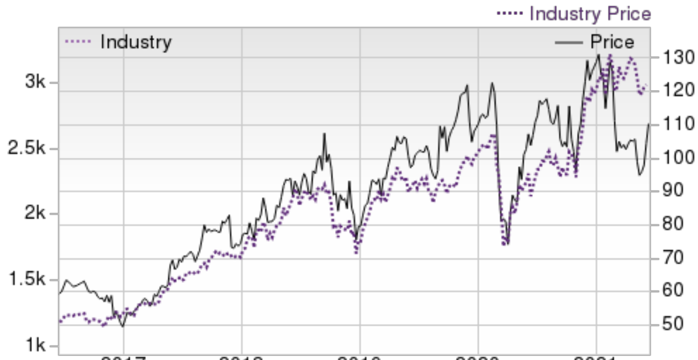
The table below shows summary valuation data for GWRE

Valuation Multiples - GWRE

		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	12.29	11.64	4.89	4.73
	5-Year High	14.66	12.48	4.89	4.74
	5-Year Low	7.05	6.78	2.81	3.21
	5-Year Median	9.52	8.72	3.53	3.72
P/B TTM	Current	6.05	16.45	9.92	7.07
	5-Year High	6.7	16.63	9.92	7.07
	5-Year Low	3.85	8.08	4.44	3.84
	5-Year Median	5.5	10.50	5.87	5.02
EV/Sales TTM	Current	11.45	13.57	5.63	4.87
	5-Year High	13.63	13.57	5.79	4.87
	5-Year Low	7.1	6.44	3.08	2.65
	5-Year Median	10.06	8.66	4	3.64

As of 06/14/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 41% (102 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
DXC Technology Company. **(DXC)**	Neutral	3
International Business Machines Corporation **(IBM)**	Neutral	3
Paycom Software, Inc. **(PAYC)**	Neutral	3
Paychex, Inc. **(PAYX)**	Neutral	3
Pegasystems Inc. **(PEGA)**	Neutral	3
Anaplan, Inc. **(PLAN)**	Neutral	4
SAP SE **(SAP)**	Neutral	2
Synopsys, Inc. **(SNPS)**	Neutral	2

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

Industry Comparison Industry: Business - Software Services

	GWRE	X Industry	S&P 500	DXC	PEGA	SAP
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	2
VGM Score	F	-	-	B	C	C
Market Cap	9.42 B	8.04 B	30.26 B	10.46 B	10.97 B	179.17 B
# of Analysts	4	4	12	6	2	5
Dividend Yield	0.00%	0.00%	1.29%	0.00%	0.09%	1.12%
Value Score	D	-	-	A	D	D
Cash/Price	0.12	0.10	0.05	0.28	0.04	0.08
EV/EBITDA	183.51	15.04	17.28	3.94	-317.57	16.16
PEG F1	29.65	1.71	2.12	0.43	NA	4.12
P/B	6.05	5.09	4.16	1.97	22.90	4.27
P/CF	133.73	25.33	17.62	4.00	NA	21.97
P/E F1	280.83	40.68	21.40	11.61	482.00	22.69
P/S TTM	12.44	5.36	3.49	0.59	10.29	5.65
Earnings Yield	0.35%	2.64%	4.58%	8.63%	0.21%	4.41%
Debt/Equity	0.22	0.09	0.66	0.82	1.23	0.36
Cash Flow ($/share)	0.85	1.70	6.83	10.27	-0.49	6.64
Growth Score	F	-	-	F	A	A
Historical EPS Growth (3-5 Years)	-14.52%	8.29%	9.44%	2.68%	NA	10.71%
Projected EPS Growth (F1/F0)	-68.25%	10.35%	21.49%	45.47%	175.68%	4.01%
Current Cash Flow Growth	-26.56%	11.53%	0.86%	-74.37%	-17.63%	18.25%
Historical Cash Flow Growth (3-5 Years)	23.63%	13.51%	7.28%	18.42%	NA	6.84%
Current Ratio	6.10	2.02	1.39	1.01	2.28	1.20
Debt/Capital	17.94%	13.01%	41.51%	45.01%	55.13%	26.20%
Net Margin	-3.52%	6.92%	11.95%	-0.84%	-4.00%	19.87%
Return on Equity	-0.65%	11.73%	16.36%	11.89%	-18.54%	19.27%
Sales/Assets	0.33	0.83	0.51	0.71	0.70	0.45
Projected Sales Growth (F1/F0)	-1.00%	7.93%	9.48%	-5.86%	20.52%	5.42%
Momentum Score	B	-	-	B	F	F
Daily Price Change	2.84%	0.25%	0.18%	-0.92%	2.80%	1.62%
1-Week Price Change	5.64%	2.82%	0.68%	3.84%	9.55%	2.60%
4-Week Price Change	23.07%	7.67%	2.21%	11.64%	15.58%	6.17%
12-Week Price Change	9.95%	3.89%	7.98%	48.05%	14.61%	18.62%
52-Week Price Change	8.59%	29.49%	38.76%	150.40%	43.97%	11.82%
20-Day Average Volume (Shares)	655,352	268,025	1,769,004	2,411,461	326,147	466,253
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	6.11%	0.00%	0.02%	6.85%	-2.63%	0.00%
EPS F1 Estimate 12-Week Change	6.11%	2.63%	3.44%	7.39%	0.00%	8.72%
EPS Q1 Estimate Monthly Change	4.00%	0.09%	0.00%	-0.67%	-6.52%	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	D
Growth Score	F
Momentum Score	B
VGM Score	F

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

Disclosures

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ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

Additional Disclosure

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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