ZACKS | Our Research. Your Success.

Nov 26, 2020

HP Inc. (HPQ)

$22.25 (As of 11/25/20)

Price Target (6-12 Months): **$19.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 11/10/20) Prior Recommendation: Neutral	**Underperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:A
	Value: A | Growth: B | Momentum: A	

Summary

HP shares have underperformed the industry year to date. The company is suffering from depressed commercial demand for printers, which is likely to weigh on its near-term financial performance. Rising macro uncertainties and price sensitivity among customers are undermining the company's high-margin Printing business. Moreover, industry-wide supply constraint for CPUs and panels might impact PC sales in the near-term. Further, intensifying competition from the likes of Lenovo and Dell is a headwind. Nevertheless, solid demand for PCs amid the coronavirus pandemic-led remote-working and online-learning wave is a major growth driver. Furthermore, stringent cost control measures are expected to drive margin over the long run. Moreover, HP's expectation of returning at least $1 billion to shareholders every quarter is encouraging.

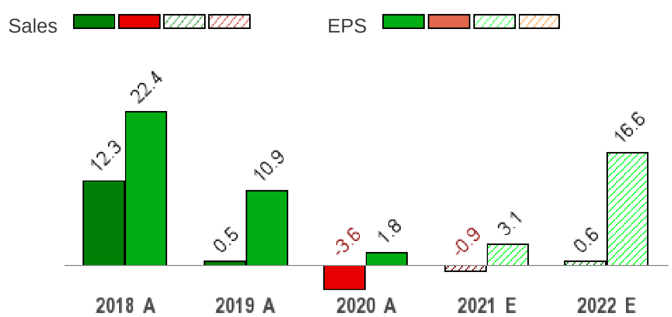
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$23.93 - $12.54**
20-Day Average Volume (Shares)	**9,723,252**
Market Cap	**$30.6 B**
Year-To-Date Price Change	**8.3%**
Beta	**0.98**
Dividend / Dividend Yield	**$0.70 / 3.2%**
Industry	**Computer - Mini computers**
Zacks Industry Rank	**Top 30% (76 out of 254)**
Last EPS Surprise	**19.2%**
Last Sales Surprise	**4.9%**
EPS F1 Estimate 4-Week Change	**2.4%**
Expected Report Date	**02/22/2021**
Earnings ESP	**2.4%**
P/E TTM	**9.8**
P/E F1	**9.5**
PEG F1	**3.1**
P/S TTM	**0.5**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	14,583 E	13,659 E	14,392 E	15,389 E	56,446 E
2021	14,363 E	13,245 E	14,237 E	15,170 E	56,101 E
2020	14,618 A	12,469 A	14,294 A	15,258 A	56,639 A

EPS Estimates

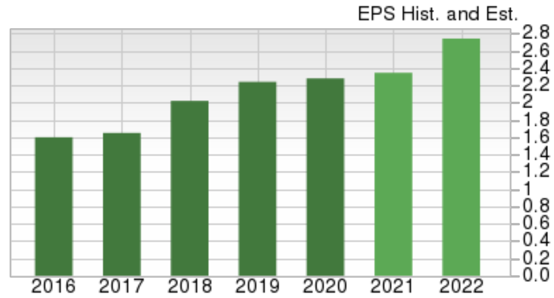
	Q1	Q2	Q3	Q4	Annual*
2022	$0.70 E	$0.68 E	$0.74 E	$0.86 E	$2.74 E
2021	$0.56 E	$0.56 E	$0.66 E	$0.71 E	$2.35 E
2020	$0.65 A	$0.51 A	$0.49 A	$0.62 A	$2.28 A

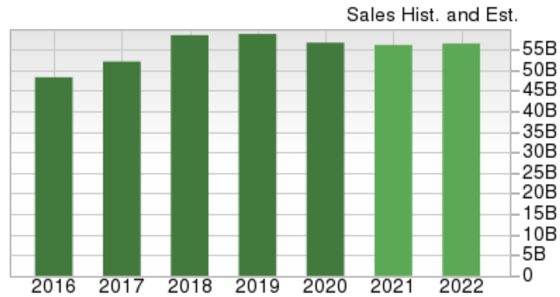
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 11/25/2020. The reports text is as of 11/26/2020.

Overview

HP Inc. is the surviving entity following the November 2015 split of Hewlett-Packard Company into publicly traded entities - Hewlett Packard Enterprise Company and HP Inc.





The company is a leading global provider of personal computing and other access devices, imaging and printing products, and related technologies, solutions and services to individual consumers, SMBs and large enterprises, including customers in the government, health and education sectors.

Headquartered in Palo Alto, CA, HP Inc. was founded in 1939. In Europe, Middle East, Africa (EMEA), the company is headquartered in Geneva, Switzerland. In Asia Pacific, the company's headquarter is in Singapore.

HP reported net revenue of $56.6 billion in fiscal 2020. HP has three reportable segments: Personal Systems, Printing and Corporate Investments.

The Personal Systems segment (69% of FY20 Revenues) offers Commercial and Consumer desktop and notebook personal computers (PCs), Workstations, thin clients, Commercial mobility devices, retail point-of-sale (POS) systems, displays and other related accessories, software, support and services.

The Printing segment (31%) provides Consumer and Commercial printer hardware, Supplies, solutions and services, as well as scanning devices. Corporate Investments includes HP Labs and certain business incubation projects.

The Personal Systems Group competes with Lenovo, Dell, Acer, Apple, Toshiba and Samsung Electronics while the Printing segment shares space with the likes of Canon, Lexmark International, Xerox, Seiko Epson, The Ricoh Company and Brother Industries.

The company recognized 43% of its fiscal 2020 revenues from the United States while "Other countries" contributed to the rest of the revenues.

In the past three fiscal years, notebook PCs, printing supplies and the desktop PCs, each accounted for more than 10% of the company's consolidated net revenue stream.

As of Oct 31, 2019, the company's worldwide patent portfolio included more than 27,000 patents comprising the ones acquired from Samsung.

The company had approximately 56,000 employees worldwide as of Oct 31, 2019.

Source: Zacks Investment Research

Reasons To Sell:

Global trade environment, change in customer purchasing behavior and the industry component availability persistently pose key challenges to HP.

- Despite strong demand for PCs amid coronavirus-led remote-working and online learning wave, HP might not be able to fully capitalize on opportunity due to supply constraint of CPU panels and semiconductors. During its fourth-quarter fiscal 2020 results, the company had stated that the industry-wide CPU panel and semiconductor supply constraints might dampen its ability to meet demand.

- The near-term prospects for HP's PC division look gloomy due to the coronavirus outbreak. According to the latest data compiled by IDC, global PC shipments fell drastically year-over-year in the first quarter despite a demand surge due to the shift toward the work-and-learn from home trend amid coronavirus-led global lockdown. Lockdown measures to contain the spread of coronavirus in China, the world's largest supplier of PCs, have significantly delayed productions as well as created logistic and labor issues, resulting in a global PC shipment decline.

- Rising macro uncertainties and the price sensitivity among customers are undermining the company's high-margin Printing business. Change in customer purchasing behavior with more commercial customers buying items online, is negatively impacting HP's Supplies share. Management had earlier stated that the company has a lower market share in that space as compared to its share of traditional commercial resellers and in-store retailers. Further, given the high inventory and pricing issues, the company expects sales for the Printing segment to be weighed on.

- The company faces stiff competition for its PC and printer businesses. The PC segment competes with Lenovo, Dell, Acer, Apple, Toshiba Corporation and Samsung Electronics, while in the printing segment compete with the likes of Xerox Corporation and Seiko Epson Corporation. Moreover, even though HP has been operating in 3D printing for almost five years now, the company lags behind 3D Systems Corporation and Stratasys.

- Around 57% of the company's revenues come from businesses outside the United States. Thus, an economic condition which impacts the foreign currency exchange rates does result in transaction exposure, which leads to profit fluctuation.

- HP is an above-average leveraged company as its current total debt to total capital ratio of 1.71 is significantly higher than the industry average of 0.55. The company's outstanding debt (including current maturities) decreased to $5.54 billion as of Oct 31, 2020 from $6 billion as of Jul 31, 2020. However, its cash and equivalent balance of $4.9 billion is lower than the outstanding debt.

Risks

- HP is likely to continue benefiting from rising demand for PCs amid the COVID-19 pandemic-led remote-working and online learning wave. Notably, during fourth-quarter fiscal 2020, the company's total PC shipment increased 7% year-over-year to a record over 19 million units. Notebooks registered a 25% jump, while desktop units dropped 31%, year on year. As the work-and-learn from home trend is likely to continue for longer time, people and organizations will continue to spend more on improving at-home technology products, thereby driving demand for HP's products.

- Product innovation and differentiations are the key drivers that have helped HP in maintaining its leading position in PC market. The company is also one of the largest sellers of printers. HP has been launching several new innovative models in the PC segment as well as in the Printing segment. We believe that the continuous product launches will help HP stay afloat in the current uncertain macroeconomic environment.

- The acquisition of Samsung Electronics' printer business (S-Print) is believed to be a strategic move by HP to turn around the printer business. The S-Print business has more than 6,500 printing patents, which will help HP expand in the domain. All these will support development and manufacturing of HP printers, going forward. Moreover, it will help HP gain market share from its Japanese rivals – Canon Inc. and Espon, and control prices. Apart from this, the acquisition will also give HP access to Samsung's partners and strengthen HP's position across various geographies.

- To give a further boost to its Printing business, HP is increasing investments on its A3 multifunction printers (MFPs). These printers are designed to disrupt the traditional $55 billion A3 copier category. HP's highly scalable and cost-optimized printers will meet the increasing demand of customers' printing needs. We believe that the successful deployment of the new A3 MFPs printers will boost revenue growth for the company, going forward. Additionally, HP expects its acquisition of Europe's largest independent provider of print and document services, Apogee Corporation, to drive growth in contractual office print market. Management believes that A3 is on track to achieve 12% market share by 2020.

- Apart from fortifying its traditional printing product portfolio, HP is focusing on enhancing its 3D printing business capabilities. Notably, the 3D printing market presents significant long-term investment opportunities as a large number of engineers, designers, architects and entrepreneurs are now turning to 3D solutions for primary designing and product modeling. Thus, in order to establish its base in this space, HP unveiled its Jet Fusion 3D printing solution last year. The company believes that its expanded product portfolio, materials and industrial partnerships will help it cater to the needs of a growing range of customers with a diverse range of manufacturing needs. We believe, growth in the 3D printing portfolio will help it establish a stronger footprint in this intensely competitive market, dominated by well-established players, namely Stratasys, 3D Systems and Voxeljet.

Last Earnings Report

HP's Q4 Earnings Beat Estimates on Record PC Sales

Quarter Ending	10/2020
Report Date	Nov 24, 2020
Sales Surprise	4.85%
EPS Surprise	19.23%
Quarterly EPS	0.62
Annual EPS (TTM)	2.27

HP reported better-than-expected fourth-quarter fiscal 2020 results on solid PC demand amid the COVID-19 pandemic-led remote-working and online-learning wave. However, weakness in commercial printer sales partially offset the benefits, resulting in a year-over-year revenue decline.

HP delivered fiscal fourth-quarter non-GAAP earnings from continuing operations of 62 cents per share, up from the year-ago quarter's 60 cents. Moreover, quarterly earnings surpassed the Zacks Consensus Estimate of 52 cents per share as well as management's guided range of 50-54 cents.

HP's net revenues of $15.3 billion beat the Zacks Consensus Estimate of $14.6 billion but declined 1% year on year. In constant currency (cc), revenues inched up 0.1%.

Quarter in Detail

Personal Systems revenues (68% of net revenues) were $10.4 billion, flat year over year (up 1% in cc). Further, consumer revenues grew 24%, while commercial sales declined 12%. The company reported shipping a record 19 million units during the fiscal fourth quarter.

HP's total units sold climbed 7% from the year-ago quarter. Notebooks registered a 25% jump, while desktop units dropped 31%, year on year. While notebook revenues increased 18% year over year, desktop and workstation sales were down 28% and 45%, respectively.

Printing business revenues (32% of net revenues) were down 3% year over year (down 2% in CC) to $4.8 billion. HP's total hardware units sold were up 14%. Commercial Hardware units and revenues slid 10% and 22%, respectively, on a year-over-year basis. Further, Consumer Hardware units and revenues grew 18% and 21%, respectively. Supplies revenues edged down 1%.

Region wise, at cc, revenues from Americas (46% of net revenues) increased 4%. Meanwhile, revenues from Asia-Pacific (21%), and the Middle East and Africa (33%) decreased 6% and 1%, respectively.

Operating Results

Segment wise, Personal Systems operating margin contracted 20 basis points (bps) to 5.1%. Moreover, printing operating margin shrunk 80 bps to 14.8% on lower revenues.

Meanwhile, the company's overall non-GAAP operating margin from continuing operations of 8% contracted 50 bps, year on year.

Balance Sheet and Cash Flow

HP ended the fiscal fourth quarter with cash and cash equivalents of $4.86 billion compared with the $4.68 billion recorded in the prior quarter.

During the reported quarter, the company generated operating cash flows of $1.9 billion and $1.8 billion in free cash flow. During fiscal 2020, the company generated operating and free cash flows of $4.3 billion and $3.9 billion, respectively.

During the fiscal third quarter, the company raised $3 billion through issuing senior unsecured notes and redeemed $1.6 billion of old notes maturing in 2020 and 2021.

HP returned $1.6 billion to its shareholders in the form of stock repurchases ($1.34billion) and cash dividends ($238 million) during the fiscal fourth quarter. In fiscal 2020, the company returned $4.1 billion to its shareholders, including $3.11 billion in stock repurchases and $997 million in dividend. During the fourth quarter and fiscal 2020, HP returned 88% and 105% of respective free cash flows.

Additionally, HP announced that its board of directors raised the quarterly cash dividend by 10% to $0.1938 per share. The newly approved dividend will be payable on Jan 6, 2021.

Guidance

For first-quarter fiscal 2021, HP estimates non-GAAP earnings between 64 cents and 70 cents.

HP anticipates solid demand for personal systems during the fiscal first quarter on the rising working-and-learning-from-home wave. Nevertheless, the company expects that the industry-wide CPU panel and semiconductor supply constraints might dampen its ability to meet demand.

For the printing segment, HP projects solid demand for home printers, and pricing to be strained due to competition.

During the fourth-quarter fiscal 2020 earnings conference call, HP noted it expects to return approximately $1 billion per quarter at minimum to shareholders in the near term.

Recent News

On Nov 24, HP announced that its board of directors has raised the quarterly cash dividend by 10% to $0.1938 per share. The newly declared dividend will be payable on Jan 6, 2021 to the shareholders of record date as of Dec 9, 2020.

On Oct 28, HP unveiled a new 3D printing solution, the HP Universal Build Manager Powered by Dyndrite, which will enhance productivity and efficiency, and bring automation to additive build management for leading 3D printing processes.

On Oct 21, HP announced the expansion of its Planet Partners supplies return and recycling program to 68 countries, including Argentina, Chile, and Papua New Guinea.

On Oct 14, HP launches industry's first sterilizable printing solution, HP Healthcare Print Solutions, for the healthcare industry.

On Sep 9, HP announced the appointment of Marie Myers as acting Chief Financial Officer (CFO) effective October 1, 2020.

On Sep 9, HP unveiled HP DesignJet series printers – the world's smallest plotters and more sustainable than ever printers for construction ecosystem professionals (architects, engineers, constructors and subcontractors).

On Sep 1, HP unveiled new additions to the Z by HP workstation portfolio, built for professional creators and power users who need performance, reliability, broad hardware expandability, and the versatility to get the job done in any work environment.

On Jul 22, HP print services and solutions to enable companies to expedite their shift to flexible, cloud-based environments.

On Jul 15, HP announced that it has enhanced its product portfolio with the launch of the firm's latest family printer — HP ENVY 6000. The company stated that the ENVY 6000 printers, along with the HP Smart app, would provide effortless user experience.

Valuation

HP shares have increased 11.4% in the year-to-date (YTD) period while gained 16.6% over the trailing 12-month period. Stocks in the Zacks sub-industry have increased 57.5% while the Zacks Computer & Technology sector grew 33.3%, YTD. Over the past year, the Zacks sub-industry and the sector have gained 72.3% and 37%, respectively.

The S&P 500 Index has increased 15% YTD and 17.7% in the past year.

The stock is currently trading at 9.60X forward 12-month earnings, compared with 27.67X for the Zacks sub-industry, 23.88X for the Zacks sector and 22.69X for the S&P 500 index.

Over the past five years, the stock has traded as high as 13.1X and as low as 5.1X with a 5-year median of 9.32X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our $19 price target reflects 8.16X forward 12-month earnings.

The table below shows summary valuation data for HP

Valuation Multiples - HPQ

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	9.60	27.67	23.88	22.69
	5-Year High	13.10	32.32	23.88	23.47
	5-Year Low	5.10	10.12	12.59	15.27
	5-Year Median	9.32	14.85	17.72	17.72
EV/Sales TTM	Current	0.55	6.63	5.07	4.23
	5-Year High	0.77	7.72	5.23	4.23
	5-Year Low	0.25	2.12	2.85	2.62
	5-Year Median	0.54	3.44	3.86	3.58
EV/EBITDA TTM	Current	6.63	23.99	15.33	16.20
	5-Year High	16.98	27.44	15.80	16.20
	5-Year Low	1.45	6.23	8.25	9.54
	5-Year Median	7.39	11.65	11.93	13.12

As of 11/25/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 30% (76 out of 254)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Apple Inc. **(AAPL)**	Neutral	3
3D Systems Corporation **(DDD)**	Neutral	2
International Business Machines Corporation **(IBM)**	Neutral	4
Lenovo Group Ltd. **(LNVGY)**	Neutral	3
Microsoft Corporation **(MSFT)**	Neutral	2
Sony Corporation **(SNE)**	Neutral	3
Stratasys, Ltd. **(SSYS)**	Neutral	3
Xerox Corporation **(XRX)**	Underperform	5

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

Industry Comparison Industry: Computer - Mini Computers

	HPQ	X Industry	S&P 500	AAPL	DDD	LNVGY
				Industry Peers		
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	2	3
VGM Score	A	-	-	C	F	A
Market Cap	30.56 B	19.63 B	26.28 B	1,972.72 B	1.07 B	8.69 B
# of Analysts	6	3.5	14	12	4	2
Dividend Yield	3.17%	1.39%	1.48%	0.71%	0.00%	2.08%
Value Score	A	-	-	D	F	A
Cash/Price	0.17	0.12	0.07	0.05	0.08	0.42
EV/EBITDA	6.80	5.32	14.65	25.34	-151.63	3.85
PEG F1	3.09	2.51	2.76	2.51	NA	0.49
P/B	NA	2.44	3.57	30.19	2.44	2.05
P/CF	7.60	18.20	13.72	28.81	167.32	5.33
P/E F1	9.47	9.49	21.80	28.91	NA	7.99
P/S TTM	0.54	1.25	2.83	7.19	1.96	0.17
Earnings Yield	10.56%	7.01%	4.40%	3.46%	-1.50%	12.51%
Debt/Equity	-2.49	0.32	0.70	1.51	0.05	0.60
Cash Flow ($/share)	2.93	2.82	6.93	4.03	0.05	2.72
Growth Score	B	-	-	B	D	A
Historical EPS Growth (3-5 Years)	-1.60%	11.10%	9.72%	11.10%	NA	12.30%
Projected EPS Growth (F1/F0)	2.85%	20.16%	0.45%	22.36%	-62.50%	66.06%
Current Cash Flow Growth	-3.13%	-1.08%	5.23%	0.98%	-64.21%	17.18%
Historical Cash Flow Growth (3-5 Years)	-18.40%	-8.62%	8.33%	1.15%	-43.37%	4.06%
Current Ratio	0.79	1.11	1.38	1.36	2.09	0.86
Debt/Capital	NA%	37.49%	41.99%	60.16%	4.42%	37.49%
Net Margin	5.02%	3.30%	10.44%	20.91%	-24.61%	1.57%
Return on Equity	-196.27%	4.14%	14.99%	75.15%	-11.38%	19.65%
Sales/Assets	1.69	1.20	0.50	0.84	0.72	1.57
Projected Sales Growth (F1/F0)	-0.95%	2.85%	0.23%	16.53%	-17.06%	6.64%
Momentum Score	A	-	-	C	C	A
Daily Price Change	2.30%	1.52%	-0.56%	0.75%	2.86%	-1.16%
1-Week Price Change	4.28%	3.67%	0.21%	-1.61%	3.06%	7.37%
4-Week Price Change	28.24%	21.89%	14.04%	4.34%	44.48%	15.53%
12-Week Price Change	12.15%	9.99%	8.89%	-11.70%	54.56%	7.82%
52-Week Price Change	12.43%	9.22%	5.87%	73.28%	2.37%	6.01%
20-Day Average Volume (Shares)	9,723,252	6,610,138	2,256,422	112,183,088	3,497,025	37,533
EPS F1 Estimate 1-Week Change	2.40%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	2.40%	11.53%	1.00%	-0.31%	26.88%	20.67%
EPS F1 Estimate 12-Week Change	3.61%	12.14%	3.64%	0.35%	26.88%	20.67%
EPS Q1 Estimate Monthly Change	15.84%	23.23%	0.00%	-1.58%	100.00%	30.61%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

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

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

Disclosures

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock.The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment.This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time.ZIR is not a broker-dealer.ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients.Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

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.