

Illinois Tool Works (ITW)

\$223.11 (As of 06/21/21)

Price Target (6-12 Months): **\$235.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 09/24/18)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:C

Value: D

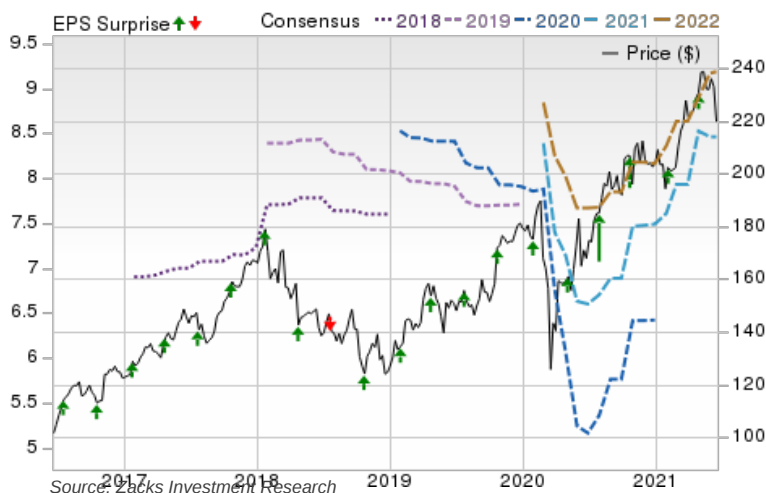
Growth: B

Momentum: A

Summary

In the past six months, Illinois Tool's shares have outperformed the industry. The company seems poised to gain from a diversified business structure, solid product offerings and the policy of rewarding shareholders. Also, its enterprise initiatives are expected to aid. For 2021, it anticipates earnings of \$8.20-\$8.60 per share, higher than \$7.60-\$8.00 stated previously. Total revenues are projected to increase 12-14% versus 9-12% mentioned earlier. However, the persistence of challenges in the food equipment end markets might be concerning. Also, the shortage of components for Automotive OEM is predicted to hurt the performance in the second quarter. In addition, high debt levels are likely to weigh on the company in the quarters ahead. In the past 60 days, the company's earnings estimates have increased for 2021 and 2022.

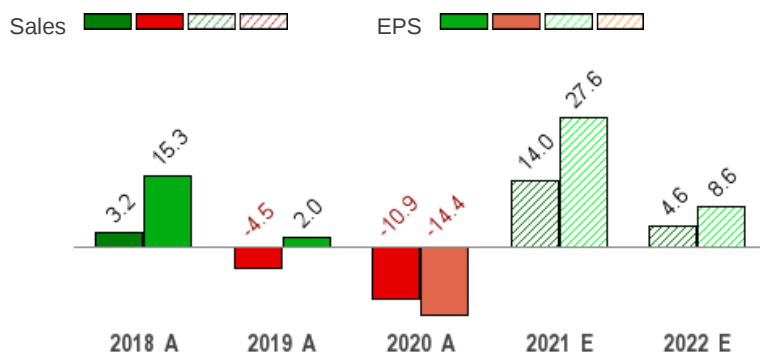
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$242.07 - \$166.42
20-Day Average Volume (Shares)	896,206
Market Cap	\$70.5 B
Year-To-Date Price Change	9.4%
Beta	1.10
Dividend / Dividend Yield	\$4.56 / 2.0%
Industry	Manufacturing - General Industrial
Zacks Industry Rank	Top 28% (71 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	3,670 E	3,625 E	3,749 E	3,788 E	15,000 E
2021	3,544 A	3,514 E	3,608 E	3,625 E	14,335 E
2020	3,228 A	2,564 A	3,307 A	3,475 A	12,574 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$2.24 E	\$2.14 E	\$2.26 E	\$2.35 E	\$9.19 E
2021	\$2.11 A	\$2.03 E	\$2.11 E	\$2.18 E	\$8.46 E
2020	\$1.77 A	\$1.09 A	\$1.83 A	\$2.11 A	\$6.63 A

*Quarterly figures may not add up to annual.

Last EPS Surprise	11.1%
Last Sales Surprise	3.3%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	07/30/2021
Earnings ESP	0.0%
P/E TTM	31.3
P/E F1	26.4
PEG F1	3.5
P/S TTM	5.5

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/21/2021. The report's text and the

analyst-provided price target are as of 06/22/2021.

Overview

Headquartered in Glenview, IL, Illinois Tool Works Inc. is a worldwide manufacturer of highly engineered products and specialty systems. The company's diversified range of industrial products and equipment are sold in 52 countries (as of 2020 end). The company operates through seven operating business segments. A brief discussion is given below:

Test & Measurement and Electronics: This segment deals with the production of equipment, consumables and related software for testing and measuring materials and structures, and equipment and consumables used in the production of electronic subassemblies and microelectronics. Products are mainly used in automotive original equipment manufacturers and tiers, general industrial, consumer durables and other markets.

Automotive OEM: This segment produces fasteners and components for automotive-related applications. Products are mainly used by original equipment manufacturers in the automotive industry.

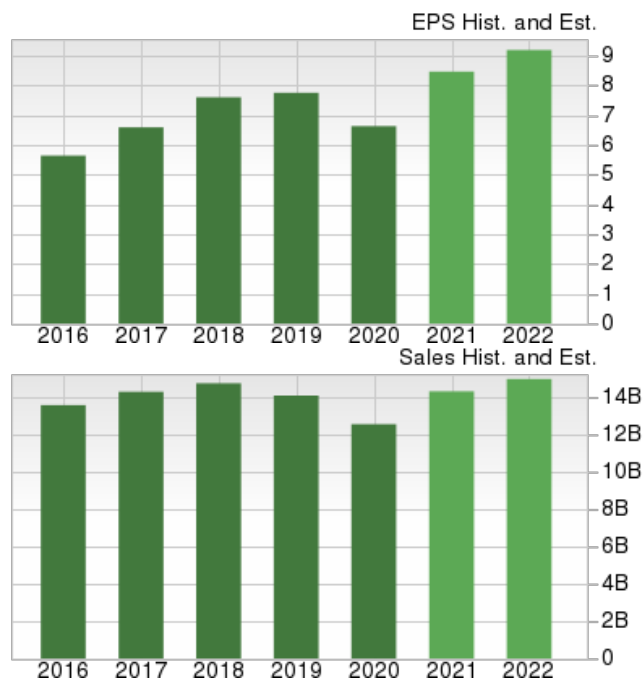
Polymers & Fluids: This segment produces lubrication and cutting fluids, sealants, janitorial and hygiene products, adhesives, and fluids and polymers. It serves customers in general industrial, automotive aftermarket and other markets.

Food Equipment: This segment is responsible for production and offering of commercial food equipment and related services. Customers mainly belong to restaurant, food retail and food service markets.

Welding: This segment manufactures arc welding equipment, consumables and accessories. Products are mainly used in general industrial, fabrication, energy, construction, industrial capital goods, and other markets.

Construction Products: This segment produces construction-fastening systems and truss products for commercial construction, residential construction and renovation markets.

Specialty Products: This segment produces product coding and marking equipment and consumables, beverage packaging equipment and consumables, and appliance components and fasteners.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ In the past six months, Illinois Tool's shares have gained 10.4% as compared with the industry's growth of 8.7%. In first-quarter 2021, the company's earnings surpassed estimates by 11.1%, whereas the same grew 19.2% year over year on the back of healthy sales generation and improvement in operating margin. In the quarters ahead, the company is poised to benefit from diversified businesses, solid product offerings and healthy liquidity position. Also, its enterprise strategy — including Business Structure Simplification, Portfolio Management and Strategic Sourcing — might be beneficial. In first-quarter 2021, enterprise initiatives contributed 120 basis points (bps) to the operating margin. For 2021, the company now anticipates earnings of \$8.20-\$8.60 per share, higher than \$7.60-\$8.00 mentioned previously. The revised projection suggests an increase of 27% (at the mid-point) year over year. Operating margin is expected to be 25-26%, while enterprise initiatives are likely to contribute 100 bps to operating margin. In the past 60 days, the company's earnings estimates have increased 6.4% for 2021 and 5.6% for 2022.
- ▲ Illinois Tool's first-quarter revenues surpassed estimates by 3.3%, whereas the same increased 9.8% year over year. Organic sales in the quarter expanded 6.1% year over year as businesses in all segments flourished on healthy demand, with the exception of Food Equipment (sales were down 6.5% year over year). For 2021, the company anticipates organic revenue growth of 10-12% as compared with an increase of 7-10% mentioned previously. Total revenues are projected to increase 12-14% versus 9-12% mentioned earlier. Notably, movements in foreign currencies are projected to boost sales by 2% on a year-over-year basis.
- ▲ Illinois Tool remains committed to rewarding its shareholders substantially through dividend payments and share buybacks. In the first quarter of 2021, the company paid out dividends of \$1.14 per share to its shareholders, while its diluted shares outstanding decreased 0.6% from the year-ago quarter. Notably, the quarterly dividend rate was hiked 6.5% in August 2020. The company noted that dividend payments remained a priority, while it plans to buy back \$1 billion worth of shares in 2021. Exiting the first quarter of 2021, the company's left-over authorization from the \$3-billion program (approved in August 2018) was \$1 billion. In May 2021, the company's board of directors approved a share buyback program worth \$3 billion. This buyback program is in addition to the company's existing August 2018 program. Healthy cash position will enable it to reward shareholders handsomely. Notably, the company's cash and cash equivalents were \$2.5 billion at the end of the first quarter of 2021. Its cash flow from operating activities totaled \$609 million and free cash flow was \$541 million. For 2021, the company anticipates free cash in excess of 100% of net income.

Enterprise policies, rewards to shareholders and a diversified business portfolio are likely to work in favor of Illinois Tool. Strong recovery in demand levels in end markets is likely to be a tailwind.

Reasons To Sell:

- ▼ In first-quarter 2021, Illinois Tool's sales declined only in the Food Equipment segment. The segment's sales at \$451 million represented a year-over-year decline of 6.5% or a fall of 10% organically. The segment's sales from equipment were down 4% and that from services expanded 19%. Businesses were weak in both North America and internationally. Notably, Food Equipment sales decreased 17.3% year over year in the fourth quarter of 2020. Persistence of the weakness in the segment might be concerning for Illinois Tool. Also, the company predicted that shortage of certain components in Automotive OEM will adversely impact sales by \$50 million in the second quarter and \$50 million in the second half of 2021. In addition to this, the company predicts an adverse impact of 50 bps from product line simplification initiatives on sales growth in 2021.
- ▼ Illinois Tool generates a substantial portion of revenues from international operations. Although international businesses provide geographical diversity, these expose it to unfavorable movements in foreign currencies and geopolitical issues. Also, higher contribution from international operations is detrimental to operating margin expansion as foreign sales usually carry lower margins compared with domestic sales. A stronger U.S. dollar might further depress the company's overseas business results in the quarters ahead. In first-quarter 2021, the company's Automotive OEM segment organic revenues decreased 2% year over year in North America, while that for Food Equipment declined 6% in North America and 15% internationally.
- ▼ A highly leveraged balance sheet can inflate Illinois Tool's financial obligations and subsequently hurt profitability. In the last five years (2016-2020), the company's long-term debt increased 1.6% (CAGR). Long-term debt balance at the end of the first quarter of 2021 remained high at \$7,599 million. Also, interest expenses in the quarter increased 2% year over year. Further, the company seems to be highly leverage compared with the industry. Its long-term debt to capital of 69.9% is above the industry's 44.1%.

Persistence of weakness in Food Equipment as well as component shortages in Automotive OEM might be concerning for Illinois Tool in the quarters ahead. Also, product line simplification initiatives might ail.

Last Earnings Report

Illinois Tool Tops on Q1 Earnings, Increases 2021 View

Illinois Tool has delivered impressive results for the first quarter of 2021. Its earnings surpassed estimates by 11.1%, whereas sales beat the same by 3.3%.

The industrial tool maker's earnings in the reported quarter were \$2.11 per share, surpassing the Zacks Consensus Estimate of \$1.90. Also, the bottom line increased 19.2% from the year-ago reported number of \$1.77 on the back of sales generation and operating margin improvement.

Quarter Ending

03/2021

Report Date	Apr 30, 2021
Sales Surprise	3.34%
EPS Surprise	11.05%
Quarterly EPS	2.11
Annual EPS (TTM)	7.14

Revenue Details

Illinois Tool generated revenues of \$3,544 million in the reported quarter, reflecting growth of 9.8% from the year-ago figure. Top-line results benefitted from a 6.1% increase in organic sales and a 3.7% contribution from movements in foreign currencies.

Also, the top line surpassed the Zacks Consensus Estimate of \$3,430 million.

Illinois Tool reports revenues under the segments discussed below:

Test & Measurement and Electronics' revenues in the first quarter increased 14% year over year to \$552 million. Revenues from Automotive OEM (Original Equipment Manufacturer) grew 12.6% to \$783 million. Food Equipment generated revenues of \$451 million, decreasing 6.5% year over year.

Welding revenues were \$401 million, growing 7.5% year over year. Construction Products' revenues were up 20.2% to \$469 million. Further, revenues of \$457 million from Specialty Products reflected an increase of 10.4%. Polymers & Fluids' revenues of \$435 million grew 10.7% year over year.

Margin Profile

In the reported quarter, Illinois Tool's cost of sales increased 9% year over year to \$2,039 million. It represented 57.5% of the quarter's revenues versus 58% in the year-ago quarter. Selling, administrative, and research and development expenses expanded 1.1% year over year to \$566 million. It represented 16% of first-quarter revenues versus 17.4% in the year-ago quarter.

Operating margin was 25.5% in the quarter, up 190 basis points from the year-ago quarter. Enterprise initiatives contributed 120 bps to operating margin.

Interest expenses in the quarter increased 2% year over year to \$52 million. Effective tax rate in the quarter was 22.4%.

Balance Sheet and Cash Flow

Exiting the first quarter, Illinois Tool had cash and cash equivalents of \$2,484 million, down 3.1% from \$2,564 million recorded at the end of the last reported quarter. Long-term debt decreased 2.2% sequentially to \$7,599 million.

In the first quarter, the company generated net cash of \$609 million from operating activities, reflecting a decline of 0.8% from the year-ago quarter. Capital spending on the purchase of plant and equipment was \$68 million, up 13.3% year over year. Free cash flow was \$541 million, reflecting a year-over-year decline of 2.3%.

Outlook

For 2021, Illinois Tool increased its financial projections. It now expects organic revenue growth of 10-12% as compared with an increase of 7-10% mentioned previously. Total revenues are projected to increase 12-14% versus 9-12% mentioned earlier.

Foreign currency translation is expected to positively impact sales by 2%.

Earnings (GAAP) are expected to be \$8.20-\$8.60 per share, up from \$7.60-\$8.00 mentioned previously. The revised projection suggests an increase of 27% (at the mid-point) from the year-ago .quarter.

Operating margin is expected to be 25-26% and enterprise initiatives are likely to contribute 100 bps. Free cash is anticipated to be in excess of 100% of net income. In the year, the company intends to buy back \$1 billion worth of shares.

Recent News

Dividend

On **May 7, 2021**, Illinois Tool announced rewards for its shareholders in the forms of quarterly dividends and a hike in its share buyback program.

As revealed, the company's board of directors approved the payment of a quarterly dividend of \$1.14 per share to shareholders of record as of Jun 30. The disbursement will be done on Jul 15.

Also, the company's board of directors approved a share buyback program worth \$3 billion. The program equips it to repurchase roughly 13 million of its shares (calculated using the company's share closing price on May 6).

It is worth noting here that the aforementioned buyback program is in addition to Illinois Tool's existing \$3-billion program (approved in August 2018). Exiting the first quarter of 2021, the company's left-over authorization from the August program was worth \$1 billion.

Valuation

Illinois Tool's shares increased 9.4% in the year-to-date period, while increased 29.3% in the trailing 12-month period. Stocks in the Zacks sub-industry are up 7.4%, while the Zacks Industrial Products sector increased 8.3% in the year-to-date period. Over the past year, the Zacks sub-industry increased 41.5%, while the sector grew 44.8%.

The S&P 500 Index has increased 11.8% in the year-to-date period and 35.1% in the past year.

The stock is currently trading at 25.34x forward 12-month earnings per share, which compares to 24.35x for the Zacks sub-industry, 20.51x for the Zacks sector and 21.35x for the S&P 500 index.

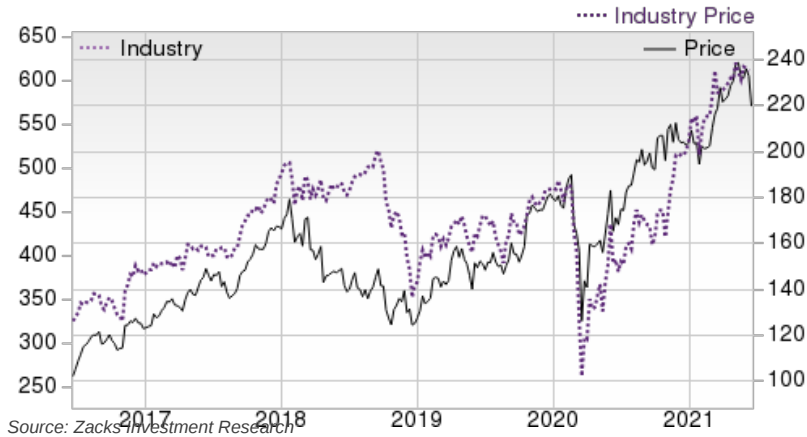
Over the past five years, the stock has traded as high as 31.35x and as low as 14.73x, with a 5-year median of 20.73x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$235 price target reflects 26.69x forward 12-month earnings per share.

The table below shows summary valuation data for ITW.

Valuation Multiples - ITW					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	25.34	24.35	20.51	21.35
	5-Year High	31.35	27.15	23.58	23.83
	5-Year Low	14.73	15.45	12.67	15.31
	5-Year Median	20.73	20.72	18.3	18.05
P/Sales F12M	Current	4.82	3.2	3.35	4.63
	5-Year High	5.27	3.38	3.58	4.74
	5-Year Low	2.6	1.48	1.61	3.21
	5-Year Median	3.42	1.94	2.12	3.72

As of 06/21/2021 Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 28% (71 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
The Middleby Corporation (MIDD)	Outperform	2
Atlas Copco AB (ATLKY)	Neutral	3
Dover Corporation (DOV)	Neutral	3
IHI CORP (IHICY)	Neutral	4
ParkerHannifin Corporation (PH)	Neutral	2
Roper Technologies, Inc. (ROP)	Neutral	3
SUMITOMO HEAVY (SOHVV)	Neutral	2
Tetra Tech, Inc. (TTEK)	Neutral	3

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

Industry Comparison Industry: Manufacturing - General Industrial				Industry Peers		
	ITW	X Industry	S&P 500	IHICY	PH	ROP
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	4	2	3
VGM Score	C	-	-	A	B	C
Market Cap	70.48 B	2.23 B	29.97 B	NA	37.17 B	48.23 B
# of Analysts	9	3	12	2	10	5
Dividend Yield	2.04%	0.00%	1.35%	0.00%	1.43%	0.49%
Value Score	D	-	-	B	C	D
Cash/Price	0.04	0.07	0.06	NA	0.01	0.01
EV/EBITDA	22.65	17.04	17.02	NA	18.33	28.81
PEG F1	3.48	2.24	2.08	NA	1.64	2.91
P/B	21.51	2.92	4.11	1.20	5.02	4.48
P/CF	26.61	15.96	17.39	4.21	19.05	25.58
P/E F1	26.37	25.87	20.94	14.77	19.38	30.57
P/S TTM	5.47	2.15	3.39	NA	2.74	8.45
Earnings Yield	3.79%	3.83%	4.67%	6.86%	5.16%	3.27%
Debt/Equity	2.32	0.43	0.66	1.31	0.89	0.80
Cash Flow (\$/share)	8.38	2.50	6.83	1.42	15.12	17.92
Growth Score	B	-	-	B	C	B
Historical EPS Growth (3-5 Years)	5.93%	5.93%	9.59%	-43.06%	14.66%	18.04%
Projected EPS Growth (F1/F0)	27.62%	36.78%	21.57%	92.86%	37.78%	17.69%
Current Cash Flow Growth	-10.05%	-4.04%	0.99%	33.48%	-2.94%	4.66%
Historical Cash Flow Growth (3-5 Years)	2.24%	6.96%	7.28%	6.81%	7.19%	16.19%
Current Ratio	2.50	2.06	1.39	1.24	1.66	0.71
Debt/Capital	69.88%	30.61%	41.51%	56.74%	47.01%	44.33%
Net Margin	17.18%	3.93%	11.95%	1.18%	11.34%	17.50%
Return on Equity	78.80%	9.38%	16.48%	-0.70%	25.33%	13.61%
Sales/Assets	0.85	0.70	0.51	0.65	0.68	0.25
Projected Sales Growth (F1/F0)	13.58%	5.59%	9.41%	15.47%	4.12%	14.61%
Momentum Score	A	-	-	A	A	D
Daily Price Change	1.62%	1.98%	1.40%	0.00%	2.51%	1.98%
1-Week Price Change	-5.67%	-4.01%	-0.71%	-10.61%	-6.95%	-2.14%
4-Week Price Change	-3.86%	-1.57%	0.66%	8.73%	-5.83%	3.12%
12-Week Price Change	-1.62%	2.72%	6.39%	17.25%	-9.18%	12.23%
52-Week Price Change	29.95%	50.70%	35.50%	57.78%	57.78%	14.56%
20-Day Average Volume (Shares)	896,206	55,928	1,885,424	325	793,983	359,741
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.64%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.01%	0.00%	0.06%	0.13%
EPS F1 Estimate 12-Week Change	6.68%	6.60%	3.59%	0.00%	5.72%	2.70%

Past performance is no guarantee of future results. Please see important disclosures and definitions at the end of this report.

EPS Q1 Estimate Monthly Change	0.00%	:	0.00%	0.00%	:	NA	0.92%	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	B
Momentum Score	A
VGM Score	C

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

Disclosures

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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 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.