Oct 15, 2020

Invesco Ltd. (IVZ)

$14.03 (As of 10/14/20)

Price Target (6-12 Months): **$15.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 08/13/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: A | Growth: D	**3-Hold** VGM:B Momentum: A

Summary

Shares of Invesco have underperformed the industry so far this year. Its earnings have outpaced the Zacks Consensus Estimate in one and lagged in three of the trailing four quarters. Earnings estimates have been going up ahead of its third quarter 2020 results. Initiatives to capitalize on investors' demand for different investment strategies, a steady increase in inflows and synergies from opportunistic acquisitions are expected to continue supporting assets under management (AUM) growth in the upcoming quarters. Moreover, strong global presence and diversification efforts bode well for the future. Yet, substantially high debt level and curtailed capital deployments are near-term concerns. Continuously mounting costs, owing to its inorganic growth efforts and investments in franchise, are likely to hurt the company's bottom-line growth.

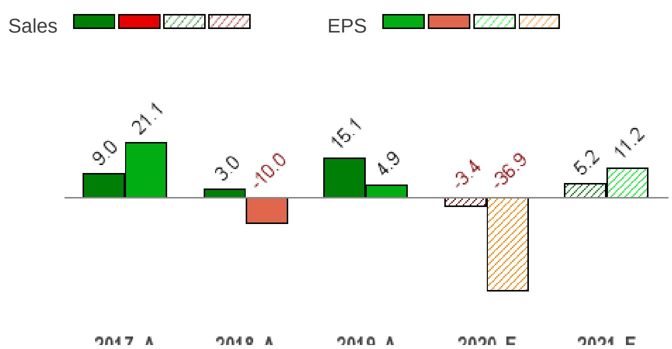
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$19.01 - $6.38**
20-Day Average Volume (Shares)	**9,040,990**
Market Cap	**$6.4 B**
Year-To-Date Price Change	**-23.1%**
Beta	**1.30**
Dividend / Dividend Yield	**$0.62 / 4.5%**
Industry	**Financial - Investment Management**
Zacks Industry Rank	**Top 26% (65 out of 254)**
Last EPS Surprise	**-16.7%**
Last Sales Surprise	**-4.6%**
EPS F1 Estimate 4-Week Change	**3.9%**
Expected Report Date	**10/27/2020**
Earnings ESP	**4.1%**
P/E TTM	**6.8**
P/E F1	**8.7**
PEG F1	**1.1**
P/S TTM	**1.0**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021					6,219 E
2020	1,599 A	1,419 A	1,542 E	1,560 E	5,909 E
2019	1,215 A	1,439 A	1,721 A	1,743 A	6,117 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	$0.42 E	$0.46 E	$0.47 E	$0.47 E	$1.79 E
2020	$0.34 A	$0.35 A	$0.47 E	$0.46 E	$1.61 E
2019	$0.56 A	$0.65 A	$0.70 A	$0.64 A	$2.55 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 10/14/2020. The reports text is as of 10/15/2020.

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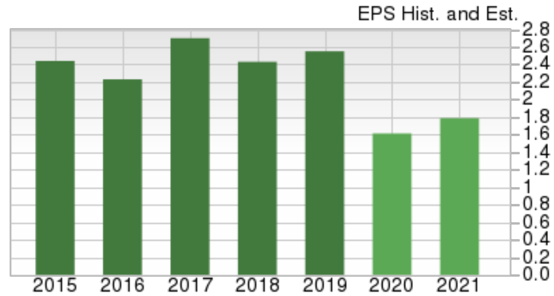
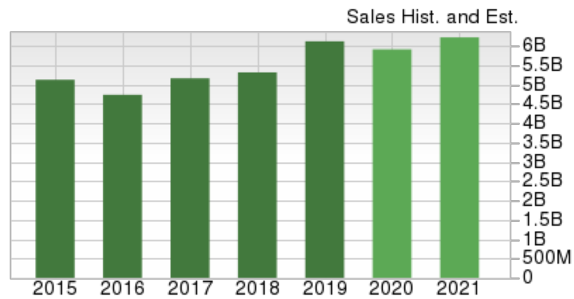
Overview

Headquartered in Atlanta, GA, Invesco Ltd., – formerly AMVESCAP PLC – operates as an independent investment manager and offers a wide range of investment products and services. The company was incepted in 1935. As of Jun 30, 2020, Invesco had offices in more than 20 countries and AUM worth $1,145.2 billion.



With the support of a global operating platform, Invesco distributes a broad range of investment products and services. Invesco's asset classes include money market, fixed income, balanced income, equity and alternatives.

Invesco sells its products through two principal distribution channels:



- ***Retail***: Invesco offers retail products within all of the major asset classes in the form of mutual funds, separately managed accounts, variable annuities, collective trusts and exchange traded funds (ETFs). The retail product management teams collectively managed $788.4 billion in assets as of Jun 30, 2020.

- ***Institutional***: Invesco offers a broad range of domestic and global products to institutional investors, which include traditional equities, structured equities, fixed income, real estate, private equity, financial structures and absolute return strategies. AUM for the channel totaled $356.8 billion as of Jun 30, 2020.

In 2010, Invesco completed the Van Kampen/Morgan Stanley deal. In 2013, the company divested Atlantic Trust Private Wealth Management to Canadian Imperial Bank of Commerce.

In 2017, Invesco acquired Europe-based Source. In 2018, it acquired the ETF business of Guggenheim Partners LLC and the leading U.K.-based advisor-focused digital solutions firm, Intelliflo. In 2019, the company acquired OppenheimerFunds, Inc.

Source: Zacks Investment Research

Reasons To Buy:

- Invesco's top-line growth looks impressive. Net revenues witnessed a six-year (2014-2019) compound annual growth rate (CAGR) of 4.1%, with the momentum continuing in first-half 2020. The increase was mainly driven by solid AUM balance and OppenheimerFunds buyout. The company's diverse product offerings and alternative investment strategies will continue to attract investors, which are expected to support revenue growth. Given a robust institutional pipeline, solid retail channel, and synergies from opportunistic acquisitions, revenues will continue to improve in the quarters ahead.

Invesco's robust AUM balance, diverse product offerings and widening global presence are expected to support top-line growth. Also, synergies from acquisitions will continue to aid profitability.

- Invesco's AUM has been witnessing consistent improvement. Though total AUM declined in 2018 and the first six months of 2020 owing to significant market volatility, the same witnessed a CAGR of 9.1% over the last six years (2014-2019). The acquisition of OppenheimerFunds resulted in a rise in the company's AUM, making it one of the leading global asset managers. The company has been capitalizing on growing demand for passive products and alternate asset classes, which were 24.6% and 14.6%, respectively, of total AUM on Jun 30, 2020.

- Apart from a strong presence in the United States, Invesco maintains a solid foothold in Europe, Canada and the Asia-Pacific. As of Jun 30, 2020, the company's client AUM outside the United States constituted 27.5% of total AUM. Acquisitions of the leading U.K.-based advisor-focused digital solutions firm, Intelliflo and Europe-based Source, a leading, independent specialist provider of ETFs to improve market share globally continue to support the company's global presence. This, along with its broad diversification will help the company generate further momentum from business in these regions.

- Shares of Invesco have underperformed the industry so far this year. However, the company's earnings estimates for 2020 have moved 1.3% upward over the past seven days. Further, the stock seems undervalued than the broader industry. Its current price-to-book and price-to-earnings (F1) ratios are lower than the respective industry averages. Also, the stock has a Value Score of A. Hence, given the strong fundamentals and positive estimate revisions, the stock has decent upside potential.

Reasons To Sell:

Rising costs resulting from higher compensation expenses and acquisitions will likely impede bottom-line growth. Presence of high levels of debt and curtailment of capital deployments are concerns.

- Invesco's operating expenses have increased at a four-year (2016-2019) CAGR of 14%, with the trend continuing in first two quarters of 2020. Rise in compensation costs are the primary reasons for this increase. While the company realized net cost synergies of $501 million from the OppenheimerFunds acquisition (exceeding the target of $475 million), operating expenses are likely to flare up in the upcoming quarters, given inorganic growth efforts and investment in franchise.
- Invesco has been actively involved in capital deployment activities. Since 2009, the company has increased quarterly dividend annually, with the latest announcement in April 2019. Also, the company has a share repurchase plan in place. However, as the company is focused on improving financial strength and improving liquidity, it slashed quarterly dividend by 50% in April 2020 and doesn't foresee additional share buybacks this year on the assumption of continuation of the current unfavorable operating backdrop.
- As of Jun 30, 2020, Invesco had total debt of $8.7 billion, which was significantly higher than cash and cash equivalents balance of $1.3 billion. Further, its times-interest-earned ratio — which was 7.6 at second quarter-end — has been declining over the last few quarters. Such high debt levels can put the company in a relatively disadvantageous position if the economic situation worsens.
- The goodwill and intangible assets on Invesco's balance sheet are subject to annual impairment reviews. As of Jun 30, 2020, goodwill and net intangible assets remained at considerably high levels, totaling $15.9 billion (accounting for 44.8% of total assets). Several factors may initiate the impairment of the book value of such assets, due to which their value may have to be written down. This will adversely affect the company's financials.
- Invesco's trailing 12-month return on equity (ROE) undercuts its growth potential. The company's ROE of 9.93% compares unfavorably with ROE of 12.36% for the industry, reflecting that it is less efficient in using shareholder funds.

Last Earnings Report

Invesco Misses on Q2 Earnings as Revenues & AUM Fall

Quarter Ending	06/2020
Report Date	Jul 28, 2020
Sales Surprise	-4.64%
EPS Surprise	-16.67%
Quarterly EPS	0.35
Annual EPS (TTM)	2.03

Invesco reported second-quarter 2020 adjusted earnings of 35 cents per share, missing the Zacks Consensus Estimate of 42 cents. Also, the bottom line declined 46.2% from the prior-year quarter.

Increase in operating expenses, lower revenues and net outflows were the major undermining factors amid coronavirus scare. Yet, a strong liquidity position was a tailwind.

On a GAAP basis, net income attributable to common shareholders came in at $40.5 million or 9 cents per share compared with $40.1 million or 9 cents per share a year ago.

Revenues Down, Expenses Rise

GAAP operating revenues were $1.42 billion, which decreased 1.4% year over year. Also, the figure missed the Zacks Consensus Estimate of $1.49 billion.

Adjusted net revenues declined 9.7% from the prior-year quarter to $1.03 billion. The fall was mainly due to significant market volatility.

Adjusted operating expenses were $674.6 million, up nearly 1% from the prior-year quarter.

Adjusted operating margin was 34.8%, down from 35.2% a year ago.

As of Jun 30, 2020, cash and cash equivalents were $987.1 million, up 5% sequentially. Further, long-term debt amounted to $2.41 billion, including the credit facility balance of $325.6 million.

AUM Balance Declines

As of Jun 30, 2020, AUM was $1.15 billion, which decreased 4.4% year over year. Average AUM at second quarter-end totaled $1.12 billion, up 5.9% from the year-ago period.

The company witnessed long-term net outflows of $14.2 billion.

Outlook

Management expects revenues to remain under pressure in the near term as outflows continue to hurt AUM balance.

The company expects quarterly operating expenses to be around $675 million for the remainder of 2020. Marketing expenses are projected to modestly increase in the third quarter on a sequential basis.

Given the mix shift in AUM, including the impact of larger, lower fee institutional mandates, it expects a continued modest decline in net revenue yield (excluding performance fees) in the third quarter.

For the remaining quarters of 2020, effective tax rate is expected between 24% and 25%.

Recent News

Invesco September AUM Declines on Unfavorable Market Returns - Oct 12, 2020

Invesco has announced AUM for September 2020. The company's preliminary month-end AUM of $1,218.2 billion represents a 2.2% decrease from the previous month.

This was mainly due to unfavorable market returns, which affected the bank's AUM by $25 billion. Moreover, FX decreased the AUM by $3.1 billion.

Overall net long-term inflows were $1.4 billion. Further, non-management fee earning net inflows came in at $2.1 billion and money market net outflows were $4.2 billion.

Invesco's preliminary average total AUM for the quarter through Sep 30 was $1,206.2 billion and preliminary average active AUM summed $898.4 billion.

At the end of the reported month, the company's Equity AUM slid 3.3% from the prior month to $592.4 billion. Balanced AUM for September was $68.1 billion, down 1.4% sequentially.

Alternatives AUM declined 2.2% from the prior month to $172 billion. Moreover, Money Market AUM decreased 3.4% from the previous month to $109.3 billion. However, Fixed Income AUM of $276.4 billion rose marginally from August.

Invesco August AUM Up on Favorable Markets, Net Inflows – Sep 10, 2020

Invesco announced AUM for August 2020. The company's preliminary month-end AUM of $1,245.8 billion represents a 4.2% increase from the previous month.

This upswing was driven by favorable market returns, which boosted AUM by $40 billion. Moreover, FX increased AUM by $3.5 billion.

Overall net long-term inflows were $2.4 billion. Further, non-management fee earning net inflows came in at $3.8 billion and money market net inflows were $0.7 billion.

Invesco's preliminary average total AUM for the quarter through Aug 31 was $1,199.4 billion and preliminary average active AUM summed $895.2 billion.

At the end of the reported month, the company's Equity AUM was up 6.5% from the prior month to $612.5 billion. Balanced AUM for August was $69.1 billion, up 7% sequentially.

Alternatives AUM inched up 1.5% from the prior month to $175.9 billion. Fixed Income AUM of $275.2 billion rose 1.8% from the previous month. Moreover, Money Market AUM increased 1.1% from the previous month to $113.1 billion.

Invesco July AUM Up on Favorable Markets, Net Inflows - Aug 11, 2020

Invesco announced AUM for July 2020. The company's preliminary month-end AUM of $1,195.3 billion represents a 4.4% increase from the previous month.

The rise was driven by favorable market returns, which boosted AUM by $38 billion. Moreover, FX increased AUM by $7.3 billion.

Overall net long-term inflows were $4 billion. Further, non-management fee earning net inflows were $1.1 billion.

Invesco's preliminary average total AUM for the quarter through Jul 31 was $1,176.6 billion and preliminary average active AUM totaled $883.5 billion.

At the end of the reported month, the company's Equity AUM was up 5.5% from the prior month to $575.1 billion. Balanced AUM for July was $64.6 billion, up 6.1% sequentially.

Alternatives AUM increased 3.6% from the prior month to $173.3 billion. Fixed Income AUM of $270.4 billion rose 3.7% from the previous month. Moreover, Money Market AUM increased marginally from the previous month to $111.9 billion.

Dividend Update

On Jul 28, Invesco declared a quarterly dividend of 15.5 cents per share. The dividend was paid out on Sep 1 to shareholders of record as of Aug 14.

Valuation

Invesco's shares are down 23% in the year-to-date period and 12.4% over the trailing 12-month period. Stocks in the Zacks sub-industry is up 2.5% down 4.6% while and the Zacks Finance sector is down 13.7% in the year-to-date period. Over the past year, the Zacks sub-industry is up 14.5% while the sector is down 6.9%.

The S&P 500 index is up 9.9% in the year-to-date period and 19.4% in the past year.

The stock is currently trading at 8.09X forward 12 months earnings, which compares to 13.23X for the Zacks sub-industry, 16.46X for the Zacks sector and 22.95X for the S&P 500 index.

Over the past five years, the stock has traded as high as 14.15X and as low as 3.24X, with a 5-year median of 9.83X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $15 price target reflects 8.77X forward earnings.

The table below shows summary valuation data for IVZ

Valuation Multiples - IVZ

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	8.09	13.23	16.46	22.95
	5-Year High	14.15	14.38	16.74	23.47
	5-Year Low	3.24	9.73	11.6	15.27
	5-Year Median	9.83	12.49	14.41	17.68
P/B	Current	0.64	2.08	2.6	6.14
	5-Year High	1.84	2.23	2.9	6.2
	5-Year Low	0.31	0.97	1.72	3.75
	5-Year Median	1.28	1.8	2.54	4.89
P/S F12M	Current	1.03	3.51	6.14	4.23
	5-Year High	2.88	3.8	6.66	4.31
	5-Year Low	0.5	2.35	4.96	3.18
	5-Year Median	2.05	3.06	6.06	3.67

As of 10/13/2020 *Source: Zacks Investment Research*

Industry Analysis Zacks Industry Rank: Top 26% (65 out of 254)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
AllianceBernstein Holding L.P. **(AB)**	Neutral	2
Apollo Global Management, LLC **(APO)**	Neutral	3
Grupo Aval Acciones y Valores S.A. **(AVAL)**	Neutral	3
Franklin Resources, Inc. **(BEN)**	Neutral	3
Blackstone Group IncThe **(BX)**	Neutral	3
KKRCo. Inc. **(KKR)**	Neutral	3
SCHRODERS PLC **(SHNWF)**	Neutral	2
T. Rowe Price Group, Inc. **(TROW)**	Neutral	3

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

Industry Comparison Industry: Financial - Investment Management

	IVZ	X Industry	S&P 500	BEN	BX	TROW
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	B	-	-	C	D	B
Market Cap	6.35 B	818.76 M	23.57 B	11.47 B	37.15 B	32.73 B
# of Analysts	7	3	14	4	7	7
Dividend Yield	4.48%	1.81%	1.62%	4.66%	2.67%	2.50%
Value Score	A	-	-	B	D	C
Cash/Price	0.21	0.18	0.07	0.62	0.06	0.06
EV/EBITDA	13.80	6.81	13.59	3.17	11.19	9.84
PEG F1	1.09	1.36	2.90	NA	NA	1.63
P/B	0.64	1.76	3.55	1.04	2.98	4.85
P/CF	4.40	8.75	13.31	7.99	22.34	15.55
P/E F1	8.71	11.23	22.26	8.96	27.52	16.26
P/S TTM	0.98	2.12	2.66	2.13	5.06	5.67
Earnings Yield	11.64%	8.62%	4.36%	11.18%	3.63%	6.15%
Debt/Equity	0.87	0.09	0.70	0.13	0.88	0.00
Cash Flow ($/share)	3.14	1.75	6.93	2.90	2.48	9.27
Growth Score	D	-	-	D	D	B
Historical EPS Growth (3-5 Years)	-0.30%	8.05%	10.41%	-2.98%	8.46%	16.44%
Projected EPS Growth (F1/F0)	-36.75%	-4.01%	-2.99%	-3.96%	-12.93%	9.90%
Current Cash Flow Growth	24.49%	-1.40%	5.49%	-22.73%	2.05%	10.14%
Historical Cash Flow Growth (3-5 Years)	3.83%	3.83%	8.51%	-10.94%	-18.15%	10.60%
Current Ratio	1.76	2.09	1.35	4.20	1.10	3.24
Debt/Capital	38.81%	19.14%	42.91%	16.00%	46.93%	13.90%
Net Margin	8.15%	7.99%	10.28%	19.04%	NA	35.05%
Return on Equity	9.93%	12.36%	14.80%	12.39%	14.38%	29.65%
Sales/Assets	0.17	0.35	0.51	0.36	NA	0.63
Projected Sales Growth (F1/F0)	-3.41%	0.00%	-0.58%	11.98%	-8.07%	8.06%
Momentum Score	A	-	-	C	B	A
Daily Price Change	3.21%	0.00%	-0.99%	0.83%	0.71%	0.76%
1-Week Price Change	10.63%	2.99%	4.06%	10.09%	1.94%	10.16%
4-Week Price Change	31.34%	0.52%	2.70%	13.59%	4.06%	13.76%
12-Week Price Change	28.77%	1.82%	6.67%	8.94%	-3.92%	6.84%
52-Week Price Change	-12.41%	-11.63%	5.15%	-15.07%	17.56%	29.45%
20-Day Average Volume (Shares)	9,040,990	70,596	2,058,127	3,384,046	2,755,158	1,197,174
EPS F1 Estimate 1-Week Change	2.73%	0.06%	0.00%	12.05%	0.14%	2.24%
EPS F1 Estimate 4-Week Change	3.86%	0.30%	0.00%	17.81%	0.14%	3.31%
EPS F1 Estimate 12-Week Change	0.89%	6.65%	3.53%	24.63%	-0.91%	13.55%
EPS Q1 Estimate Monthly Change	7.51%	0.28%	0.00%	0.58%	-0.52%	6.05%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

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

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

Disclosures

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

Additional Disclosure

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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