

Jones Lang LaSalle (JLL)

\$103.22 (As of 09/18/20)

Price Target (6-12 Months): **\$109.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 07/06/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

4-Sell

Zacks Style Scores:

VGM:A

Value: A

Growth: A

Momentum: C

Summary

Jones Lang LaSalle, popularly known as JLL, is poised to gain from its diversified range of products and services. Strategic investments to gain from market consolidations are likely to boost long-term profitability, while rising trend of outsourcing of real estate needs will drive its multi-service outsourcing business. JLL achieved a reduction in net debt in the second quarter. Yet, its shares have underperformed the industry in the past year. Amid the pandemic, JLL's transaction-based service lines have been hit hard due to delays in leasing and capital market transactions, though property & facility management business, led by Corporate Solutions, offered support. In the near term, the pandemic's adverse impact on transactional-based service lines will likely continue, while potential delays in payments from clients remain woes.

Data Overview

52-Week High-Low	\$178.55 - \$78.29
20-Day Average Volume (Shares)	295,172
Market Cap	\$5.3 B
Year-To-Date Price Change	-40.7%
Beta	1.56
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Real Estate - Operations
Zacks Industry Rank	Bottom 21% (199 out of 251)

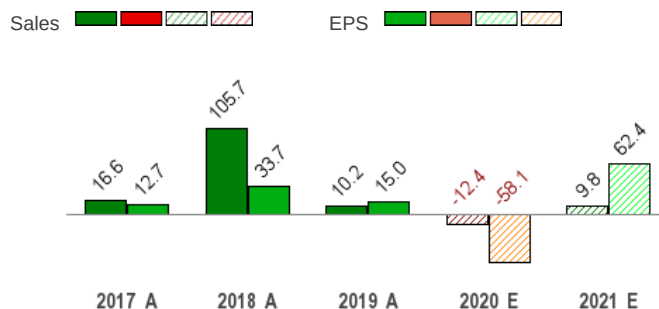
Last EPS Surprise	-9.1%
Last Sales Surprise	2.2%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	11/03/2020
Earnings ESP	0.0%

P/E TTM	9.3
P/E F1	17.5
PEG F1	2.0
P/S TTM	0.3

Price, Consensus & Surprise



Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	3,864 E	3,856 E	4,202 E	5,215 E	17,291 E
2020	4,096 A	3,670 A	3,739 E	4,671 E	15,748 E
2019	3,821 A	4,267 A	4,496 A	5,401 A	17,983 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.65 E	\$1.49 E	\$2.70 E	\$5.69 E	\$9.58 E
2020	\$0.49 A	\$0.70 A	\$1.41 E	\$3.99 E	\$5.90 E
2019	\$0.89 A	\$2.94 A	\$3.52 A	\$6.35 A	\$14.09 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/18/2020. The reports text is as of 09/21/2020.

Overview

Chicago-based Jones Lang LaSalle Incorporated is a leading full-service real estate firm that provides corporate, financial and investment management services to corporations and other real estate owners, users, and investors worldwide. The company divides its business into two primary segments: Real Estate Services (RES) and Investment Management (IM).

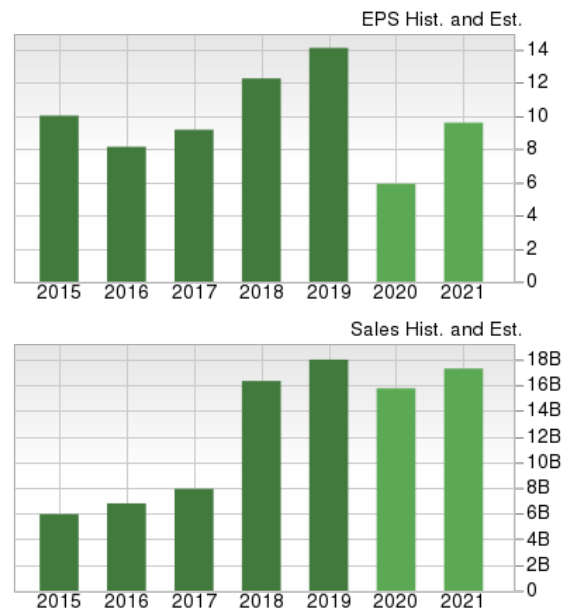
The RES segment is subdivided into three geographic regions – the Americas, EMEA (Europe, the Middle East, Africa) and the Asia Pacific. The company offers leasing, capital markets and hotels, property and facility management, project and development services and advisory, consulting and other services, both locally and globally under its Real Estate Services segment.

The IM division is referred to as LaSalle Investment Management and provides real estate investment-management services to institutional and retail investors, including high-net-worth individuals.

With annual revenues of \$18 billion, JLL is a Fortune 500 company, having operations in more than 80 countries, as well as global workforce of roughly 93,000 as of Jun 30, 2020. The company is an industry leader in property and corporate facility management services.

Moreover, on Jul 1, 2019, JLL announced the completion of its acquisition of HFF Inc. This cash-and-stock transaction, valued at about \$1.8 billion and first announced in March 2019, comes as part of JLL's effort to substantially boost its Capital Markets business.

Notably, HFF offered clients a fully-integrated capital market platform, including debt placement, investment advisory, equity placement, funds marketing, M&A and corporate advisory, loan sales and commercial loan servicing. The company has closed more than \$800 billion in excess of 27,000 transactions since 1998 and generated revenues of more than \$650 million in 2018. Therefore, following the acquisition, with a global team of more than 3,700 capital market professionals across 47 countries, JLL now has a superior ability to offer capital-market services and expertise to its clients.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ JLL has a broad range of real estate product and services as well as an extensive knowledge of domestic and international real estate markets, thus enabling it to operate as a single-source provider of real estate solutions. The company is focused on balanced revenue growth across profitable markets. Also, its superior client services and strategic investment in technology and innovation are expected to help grow market share and win relationships.
- ▲ JLL continues to invest strategically so as to capitalize on market consolidations. The company's superior operating platform and market share expansion have helped it achieve strong growth as well as a decent cash level. In fact, over the past years, the company completed several strategic acquisitions as part of its global growth strategy, thereby expanding its capabilities in certain service offerings. In July 2019, JLL announced about its completion of HFF Inc.'s acquisition. This transformative acquisition bolstered full-service Capital Markets business. The company has successfully integrated the HFF organization and realized \$28 million of synergies within the first 12 months, in-line with expectations at announcement. Moreover, it is on track to achieve the announced \$60 million run-rate synergies over 2-3 years. Also, incorporating HFF into JLL's full-service global platform paves way for significant cross sell opportunities. Earlier, the company completed two new strategic acquisitions — Latitude Real Estate Investors and Corporate Concierge Services. These acquisition efforts helped in expansion of the company's capabilities and increasing its presence in key regional markets.
- ▲ JLL's Corporate Solutions business, which is the company's multi-service outsourcing business, and includes integrated Facility Management and Corporate Solutions-related services from Leasing, Project & Development, as well as Advisory & Consulting, is well poised to capitalize on the favorable trends. In fact, amid rising trend of outsourcing of real estate needs by companies, new contract wins and expansion of services with existing clients are likely to aid JLL's performance in the upcoming period. Also, amid the pandemic, Corporate Solutions continued to show its resiliency as a scaled global platform and particularly, the facility management business reported a decent performance. Apart from delivering on the long-term contracts, the company is gaining attention of clients by offering newly-designed products to help clients alleviate the impacts from the pandemic on the usage of their real estate footprint.
- ▲ JLL is focused on maintaining balance-sheet strength and adequate liquidity to enjoy operational flexibility. The company's net debt amounted to \$1.1 billion as of Jun 30, 2020, marking a decline of \$450 million from March end and reflecting the operating cash-flow drivers. Further, as of June-end, leverage was 1.1x, down from 1.4x at March-end. Moreover, JLL exited the quarter with \$2.5 billion of liquidity, including roughly \$400 million of cash and 75% of capacity available on its \$2.75 billion revolver, while its earliest debt maturities are not until November 2022. Also, pause on dividends and share repurchases have helped to maintain that flexibility. The company also enjoys investment grade ratings — Moody's: Baa1 and S&P: BBB+ — which reflects the financial and balance-sheet strength. Hence, with a solid balance sheet and sufficient financial flexibility, JLL remains well poised to sail through the challenging times and capitalize on solid opportunities.

JLL's wide range of product & services and spate of strategic investment activities to capitalize on market consolidations augur well. Also, its robust balance sheet, with a manageable debt position, is impressive.

Reasons To Sell:

- ▼ The pandemic has resulted in uncertainty, interruption of business activities and substantial impact on global markets as well as on consumer and business sentiment. In fact, global economic growth for 2020 is expected to decline roughly 5%. Particularly, in second-quarter 2020, global commercial real estate investment volumes plunged 55% year over year to \$107 billion, which equates to a 29% decline in the first half of the current year. JLL too has not been spared and the company's second quarter results reflect the adverse impact of the coronavirus pandemic on its top line, with transaction-based service lines being hit hard due to delays in leasing and capital market transactions. Currently, the length of lockdowns, mainly in major economies remains uncertain while the risk of a second wave looms. Therefore, the pandemic's impact on transactional-based service lines and potential delays in payments from clients are key concerns.
- ▼ JLL has been focused on consistently raising dividend since 2011 and aimed at enhancing shareholders' value. However, concurrent with the first-quarter 2020 earnings, the company noted that its board will not announce a semi-annual dividend, usually paid in June. Though the suspension of dividend helps save cash for reinvestment in business to drive long-term growth, the move leads to negative perceptions of investors. In first-quarter 2020, the company repurchased nearly 188 thousand shares for \$25 million under its \$200-million plan approved in October 2019. However, in light of the coronavirus pandemic and associated economic uncertainties worldwide, the company has suspended its share-repurchase activity.
- ▼ Intense competition from international, regional and local players in the market is a concern. In addition, given its international presence, JLL often faces unfavorable foreign currency movements, impacting its top-line growth. Moreover, the Real Estate Services business segment is also cyclical in nature and experiences fluctuations in revenues and operating margins. This, in turn, could negatively affect the long-term earnings expectations of the company.
- ▼ Shares of JLL have lost 24.8% over the past 12 months compared with its industry's decline of 3.1%. Moreover, the recent trend in earnings estimates revisions for the current year does not indicate a favorable outlook for JLL, as estimates have been revised 15.4% downward over the past two months. Therefore, given the above-mentioned concerns and downward estimate revisions, the stock is unlikely to perform well in the near term.

Macroeconomic uncertainty due to the pandemic and adverse impact on commercial real estate transactions are key concerns. There is stiff competition from regional and local players as well.

Last Earnings Report

Jones Lang LaSalle Q2 Earnings Miss on Coronavirus Crisis

JLL's second-quarter 2020 adjusted earnings missed the Zacks Consensus Estimate of 77 cents. The bottom-line figure also compared unfavorably with the year-ago quarter adjusted earnings of \$2.94 per share.

The quarterly results reflect the adverse impact of the coronavirus pandemic on the company's top line, with transaction-based service lines being hit hard due to delays in leasing and capital market transactions. However, the property & facility management business, led by Corporate Solutions, provided support.

Revenues for the second quarter came in at \$3.67 billion, marking a 14% decline year over year. However, the reported figure surpassed the Zacks Consensus Estimate of \$3.59 billion. Fee revenues were down 24% year over year to \$1.2 billion.

Moreover, adjusted EBITDA margin, calculated on a fee-revenue basis, was 8.3% compared with the prior-year quarter's 13.9%. The contraction reflects decline in fee revenues, particularly within transaction-based service lines. This was, nonetheless, partly mitigated by the cost-reduction measures and government relief programs.

Behind the Headline Numbers

During the June-end quarter, JLL's Real Estate Services (RES) revenues slipped 14% year over year to \$3.57 billion. Notably, RES revenues declined across all three geographic segments and in all service lines except Property & Facility Management that was supported by Corporate Solutions.

In the Americas, revenues and fee revenues came in at \$2.2 billion and \$683.1 million, respectively, reflecting 10% and 21% year-over-year decline. Notably, the Americas transaction-based service lines were affected by the pandemic. Also, soft investment sales and debt placement activity hurt Capital Markets revenues, though it included incremental revenue contributions from HFF. However, new client wins, Corporate Solutions client expansions and pandemic-response facility management projects helped Property & Facility Management register significant fee revenue growth.

Revenues and fee revenues of the EMEA segment came in at \$626.2 million and \$268.0 million, down 23% and 29%, respectively, from the year-ago period, with pandemic-related mandatory country lockdowns affecting performance. Transaction-based revenues were substantially lower, particularly in the U.K. and France.

For the Asia-Pacific segment, revenues and fee revenues came in at \$715.3 million and \$198.8 million, respectively, marking a year-over-year fall of 16% and 24%. Transaction-based revenues bore the brunt and in particular, office leasing revenues were substantially lower, most notably in India, Australia and Greater China. Pause on deal activity, especially large transactions, affected Capital Markets revenues. Nevertheless, new client wins and expansion of existing mandates for Corporate Solutions boosted Property & Facility Management fee revenues.

Revenues in the LaSalle segment decreased 23% year over year to \$99.9 million. Solid advisory fees indicated strong private equity capital raising over the trailing 12 months, though it was offset by recent valuation declines in assets under management. However, an overall decline in revenues chiefly reflects lower incentive fees.

At the end of second-quarter 2020, assets under management were \$65 billion, down 6% from the last quarter end.

Liquidity

JLL exited the second quarter with cash and cash equivalents of \$413.5 million, down from \$451.9 million as of Dec 31, 2019. Moreover, as of Jun 30, 2020, the company's net debt amounted to \$1.1 billion, marking a decline of \$450 million from March end and reflecting the operating cash flow drivers.

Quarter Ending	06/2020
Report Date	Aug 06, 2020
Sales Surprise	2.16%
EPS Surprise	-9.09%
Quarterly EPS	0.70
Annual EPS (TTM)	11.06

Recent News

Dividend Update

On Nov 5, 2019, JLL announced a common stock dividend of 43 cents per share. The dividend was paid on Dec 13, to shareholders of record on Nov 15, 2019. Notably, total 2019 dividends of 86 cents per share increased 5% from 2018. However, concurrent with the first-quarter 2020 earnings, the company stated that its board will not announce a semi-annual dividend, historically paid in June.

Valuation

JLL's shares have been down 24.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector have declined 3.1% and 12.2% over the past year, respectively.

The S&P 500 Index has been up 11.4% over the trailing 12-month period.

The stock is currently trading at 12.06X forward 12-month earnings, which compares to 19.94X for the Zacks sub-industry, 16.04X for the Zacks sector and 21.85X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 18.39X and as low as 5.99X, with a 5-year median of 12.59X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$109 price target reflects 12.74X earnings.

The table below shows summary valuation data for JLL.

Valuation Multiples - JLL					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	12.06	19.94	16.04	21.85
	5-Year High	18.39	20.26	16.72	23.44
	5-Year Low	5.99	11.80	11.6	15.26
	5-Year Median	12.59	16.42	14.27	17.63
P/S F12M	Current	0.32	3.22	6.44	4.04
	5-Year High	1.34	4.71	6.67	4.29
	5-Year Low	0.23	2.20	4.97	3.11
	5-Year Median	0.64	3.16	6.07	3.66
P/B TTM	Current	1.04	0.48	2.5	5.72
	5-Year High	3.01	0.90	2.91	6.17
	5-Year Low	0.81	0.30	1.72	3.75
	5-Year Median	1.81	0.64	2.54	4.84

As of 09/18/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 21% (199 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
FirstService Corporation (FSV)	Outperform	1
CBRE Group, Inc. (CBRE)	Neutral	4
The RMR Group Inc. (RMR)	Neutral	3
WalkerDunlop, Inc. (WD)	Neutral	2
Colliers International Group Inc. (CIGI)	Underperform	5
CushmanWakefield PLC (CWK)	Underperform	5
MarcusMillichap, Inc. (MMI)	Underperform	5
Newmark Group, Inc. (NMRK)	Underperform	5

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

Industry Comparison Industry: Real Estate - Operations				Industry Peers		
	JLL	X Industry	S&P 500	CBRE	CIGI	CWK
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Underperform
Zacks Rank (Short Term)	4	-	-	4	5	5
VGM Score	A	-	-	A	B	D
Market Cap	5.34 B	605.34 M	23.70 B	16.25 B	2.60 B	2.55 B
# of Analysts	4	2	13	4	2	3
Dividend Yield	0.00%	0.00%	1.63%	0.00%	0.15%	0.00%
Value Score	A	-	-	B	C	C
Cash/Price	0.08	0.17	0.07	0.08	0.06	0.37
EV/EBITDA	6.10	8.02	13.12	8.42	11.14	8.02
PEG F1	1.82	1.88	2.93	1.88	NA	1.42
P/B	1.04	1.14	3.26	2.59	5.04	2.47
P/CF	5.48	9.13	12.78	9.01	13.10	6.03
P/E F1	16.34	18.49	21.44	20.67	18.49	14.19
P/S TTM	0.30	2.30	2.49	0.67	0.91	0.30
Earnings Yield	5.71%	5.18%	4.44%	4.85%	5.42%	7.02%
Debt/Equity	0.27	0.25	0.70	0.28	2.15	3.15
Cash Flow (\$/share)	18.82	0.99	6.94	5.38	4.96	1.91
Growth Score	A	-	-	B	A	B
Historical EPS Growth (3-5 Years)	9.38%	14.24%	10.42%	15.27%	5.97%	NA
Projected EPS Growth (F1/F0)	-58.16%	-22.67%	-4.74%	-36.79%	-24.73%	-50.41%
Current Cash Flow Growth	25.02%	8.13%	5.29%	11.78%	12.01%	259.21%
Historical Cash Flow Growth (3-5 Years)	13.41%	7.34%	8.50%	16.49%	7.34%	NA
Current Ratio	2.16	1.78	1.35	1.23	0.99	1.41
Debt/Capital	21.06%	20.39%	42.92%	21.91%	74.38%	75.90%
Net Margin	2.40%	3.87%	10.26%	4.72%	2.53%	-1.69%
Return on Equity	11.47%	3.39%	14.69%	17.96%	14.61%	-12.14%
Sales/Assets	1.32	0.22	0.51	1.55	1.05	1.22
Projected Sales Growth (F1/F0)	-12.43%	0.00%	-1.42%	-1.56%	-11.26%	-9.96%
Momentum Score	C	-	-	B	C	F
Daily Price Change	-2.69%	0.00%	-1.15%	-2.20%	-1.87%	-6.63%
1-Week Price Change	-2.21%	0.00%	-1.90%	-2.72%	-1.33%	-6.11%
4-Week Price Change	9.31%	0.71%	0.06%	9.98%	2.56%	4.81%
12-Week Price Change	2.17%	5.66%	7.27%	11.40%	13.21%	-7.68%
52-Week Price Change	-24.87%	-16.01%	0.33%	-9.97%	-8.39%	-37.62%
20-Day Average Volume (Shares)	295,172	14,750	1,916,343	1,341,934	72,354	704,326
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.00%	2.51%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	-19.76%	-0.29%	4.12%	-12.61%	-6.90%	-439.13%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-1.68%	0.00%	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	A
Growth Score	A
Momentum Score	C
VGM Score	A

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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