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May 12, 2021

Keurig Dr Pepper Inc. (KDP)

$35.75 (As of 05/11/21)

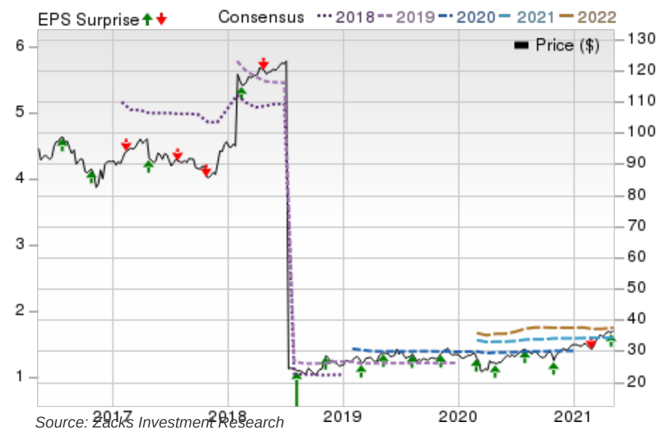
Price Target (6-12 Months): **$38.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 02/19/19) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:D
	Value: C | Growth: D | Momentum: F	

Summary

Shares of Keurig Dr Pepper outpaced the industry in the past three months. The stock got a boost from first-quarter 2021 results, wherein the top and bottom lines improved year on year and surpassed the Zacks Consensus Estimate. Results gained from solid in-market execution. The company witnessed growth across all segments. Strong market share gains and improved at-home penetration along with positive volume/mix, particularly in the Packaged Beverages segment, from the pandemic-led spike in at-home consumption also contributed to quarterly growth. Encouragingly, management raised its sales view backed by strong demand for brands across categories. Nonetheless, the company's fountain foodservice business remained soft. Moreover, sales in the Latin America segment were hurt by adverse foreign currency rates in the first quarter.

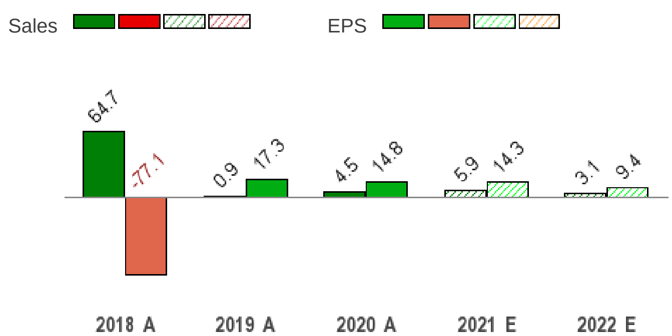
Price, Consensus & Surprise



Data Overview

52-Week High-Low	**$36.81 - $25.91**
20-Day Average Volume (Shares)	**4,106,841**
Market Cap	**$50.7 B**
Year-To-Date Price Change	**11.7%**
Beta	**0.70**
Dividend / Dividend Yield	**$0.60 / 1.7%**
Industry	**Beverages - Soft drinks**
Zacks Industry Rank	**Bottom 33% (168 out of 251)**
Last EPS Surprise	**6.5%**
Last Sales Surprise	**7.2%**
EPS F1 Estimate 4-Week Change	**-0.1%**
Expected Report Date	**07/29/2021**
Earnings ESP	**0.0%**
P/E TTM	**24.8**
P/E F1	**22.3**
PEG F1	**1.5**
P/S TTM	**4.3**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	2,924 E	3,120 E	3,195 E	3,380 E	12,685 E
2021	2,902 A	3,059 E	3,115 E	3,225 E	12,309 E
2020	2,613 A	2,864 A	3,020 A	3,121 A	11,618 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	$0.36 E	$0.40 E	$0.49 E	$0.50 E	$1.75 E
2021	$0.33 A	$0.37 E	$0.45 E	$0.46 E	$1.60 E
2020	$0.29 A	$0.33 A	$0.39 A	$0.39 A	$1.40 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 05/11/2021. The report's text and the analyst-provided price target are as of 05/12/2021.

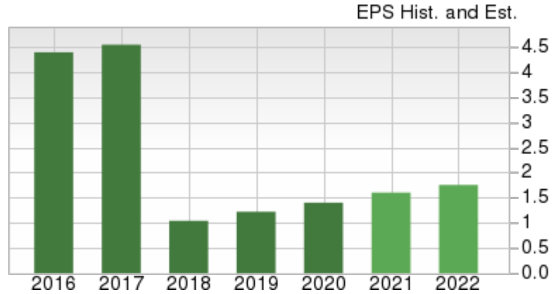
Overview

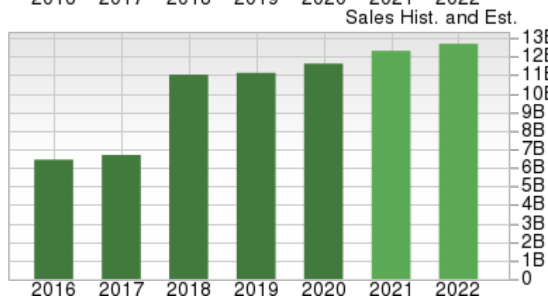
With dual headquarters in Burlington, MA, and Plano, TX, Keurig Dr Pepper Inc. was formed with the merger of Keurig Green Mountain and Dr Pepper Snapple Group Inc. on Jul 9, 2018.

Keurig Dr Pepper plans to upgrade to the Texas co-headquarters by relocating the Plano, TX office to a new facility at The Star in Frisco, TX. It will begin operating from the new Texas headquarters after its completion in 2021.

Keurig Dr Pepper is a beverage and coffee company in the United States and Canada, with annual revenues of more than $11 billion. It sells its products through at-home and away-from-home channels to retailers, including supermarkets, department stores, mass merchandisers, club stores and convenience stores; and restaurants, hospitality accounts, office coffee distributors and partner brand owners, as well as to consumers through its websites.

The company is also a leader in soft drinks, specialty coffee and tea, water, juice and juice drinks and mixers, and markets the No.1 single-serve coffee brewing system in the United States. It offers a wide range of hot and cold beverages, including Keurig, Dr Pepper, Green Mountain Coffee Roasters, Canada Dry, Snapple, Bai, Mott's and The Original Donut Shop.





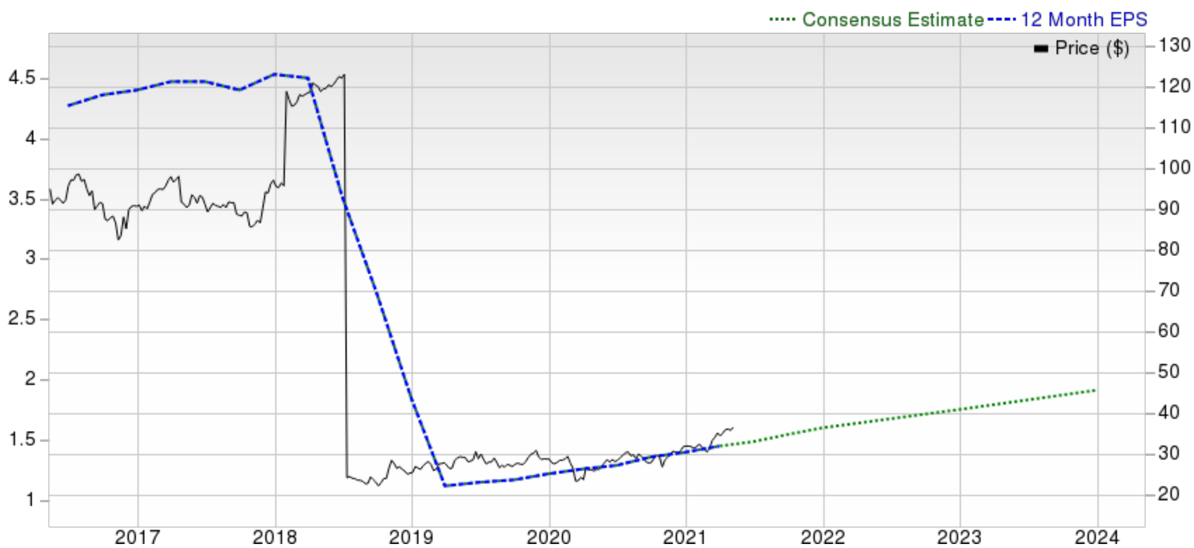
With over 25,000 employees, the company operates more than 120 offices, manufacturing plants, warehouses and distribution centers in North America. The company operates in four reportable segments:

Coffee Systems segment manufactures and distributes finished goods relating to its coffee system, pods and brewers, in the United States and Canada.

Packaged Beverages segment manufactures and distributes finished beverages and other products in the United States and Canada, through the Direct Store Delivery system and the Warehouse Direct system. Other products include the company's own brands and third-party brands.

Beverage Concentrates segment includes the sale of branded concentrates and syrup to third-party bottlers primarily in the United States and Canada. Most of the brands in this segment are carbonated soft drink brands.

Latin America Beverages segment manufactures and distributes concentrates, syrup and finished beverages in Mexico, the Caribbean, and other international markets.



Source: Zacks Investment Research

Reasons To Buy:

Keurig Dr Pepper's Q1 results reflected solid performance across all segments, backed by strong demand for brands across categories. As a result, management raised its sales view.

- **Robust Q1 Results Boost Stock**: Shares of Keurig Dr Pepper have gained 13.1% in the past three months, outperforming the industry's 5.4% growth. The stock's bullish run on the bourses can be attributable to first-quarter 2021 results, wherein the top and the bottom line increased year on year and surpassed the Zacks Consensus Estimate. Results gained from solid in-market execution and growth across all segments. Further, net sales increased 11.1% year over year to $2,902 million driven by growth across business segments, particularly in Coffee Systems. On a constant-currency (cc) basis, net sales increased 10.8% driven by a higher volume/mix of 10.3% and a favorable net price realization of 0.5%. Adjusted operating income advanced 8.3% year over year to $741 million, driven by strong net sales growth, productivity and merger synergies, as well as lower marketing spending. On a constant-currency basis, adjusted operating income increased 5.7%. Moreover, management raised its sales view backed by strong demand for brands across categories.

- **Coronavirus Aids Packaged Beverages Trend**: Keurig Dr Pepper witnessed robust top-line growth in the first quarter, particularly due to solid volume/mix benefits from the Packaged Beverages segment. The segment reported sales growth of 7.4% in the first quarter, driven by a favorable volume/mix of 6.8% and a higher net price realization of 0.4%. This growth can be attributable to strong performance at Dr Pepper, A&W, Canada Dry, 7UP, Sunkist, Snapple and Clamato among others. Also, strength in the company-owned DSD operations and warehouse direct businesses contributed to quarterly growth. Apart from this, the company's Packaged Beverage segment has been gaining from at-home consumption trends amid the COVID-19 pandemic as well as strong market share. Notably, it has been witnessing market share gains across several major categories — CSDs, teas, juice drinks, apple juice, vegetable juice, coconut water, mixers, and premium unflavored water.

- **Opportunity for the Coffee Business Amid the Pandemic**: The stay-at-home directives amid the coronavirus pandemic led to a change in consumers' behavior regarding what they are buying and where they are buying. The company believes these shifts may be lasting and may continue post-crisis. One such shift is the shift to in-home consumption, which is likely to persist after the crisis. The company notes that there has been strong growth in at-home coffee consumption due to the work from home trend and the inability to visit coffee shops. Consequently, the Coffee Systems segment's sales increased 17.4%, owing to a higher volume/mix of 19.5%. Growth in volume/mix stemmed from a 14% increase in pod volumes on rising at-home consumption, offset by a decline in away-from-home office. Meanwhile, brewer volumes surged 61% on higher consumer sales and gains from changes in shipment timing.

- **Market Share Gains Reflect Strength**: Keurig Dr Pepper witnessed a strong in-market performance in the first quarter. The company witnessed dollar consumption growth, with market share gains across several major categories including CSDs, teas, juice drinks, apple juice, vegetable juice, coconut water, mixers, and premium unflavored water. Moreover, the company has been seeing slow recovery in restaurant traffic, which is supporting the Beverage Concentrate segment. The company expects increased household penetration across both hot and cold beverages portfolio to continue in the future. Moreover, the company's market share growth is being supported by efficient marketing and product innovation strategies. Apart from this, Keurig Dr Pepper is investing toward boosting distribution platforms and e-commerce operations. Further, in coffee, retail consumption for single-serve pods manufactured by Keurig Dr Pepper advanced more than 3.9% in channels tracked by IRI (Information Resources, Inc.). The dollar market share for Keurig Dr Pepper manufactured pods was a robust 83% in the first quarter, with improved share trends in its owned and licensed brand portfolio. Within the untracked channels, e-commerce growth for K-Cup pods continued during the quarter, which more than offset declines in the away-from-home office and hospitality businesses.

- **Raised 2021 View Bodes Well**: Driven by impressive first-quarter results, Keurig Dr Pepper raised its sales view for 2021. The company now expects net sales growth in the range of 4-6% compared with the prior guidance of growth of 3-4%. The top line view is based on the assumption that the company will be able to offset growing inflationary pressures. Additionally, the company reaffirmed the bottom-line view. Management continues to expect adjusted earnings growth of 13-15%, backed by improved sales. Adjusted interest expenses are estimated to be $505-$515 million, with adjusted effective tax rate of 23.5-24%. Moreover, the company expects a management leverage ratio at or below 3.0X at the end of 2021. Apart from these, management is on track with prudent cost management actions. Moreover, investments in marketing, product innovation and technology upgrades are likely to yield results.

- **Financial Stability**: Keurig Dr Pepper is displaying strength, with robust cash flow generation, which enables it to significantly pay down debt and offer shareholder value. In first-quarter 2021, it generated free cash flows of $458 million, resulting in an impressive adjusted free cash flow conversion rate of more than 100%. Driven by the strong cash flow, it reduced bank debt by $25 million in the said quarter. Consequently, the company ended the quarter with $335 million of cash and cash equivalents at the end of first-quarter 2021, reflecting a substantial growth of nearly 40%. Lowered debt and adjusted EBITDA growth resulted in a debt-to-adjusted EBITDA ratio (management leverage ratio) of 3.5x as compared with 4.2x in the year-ago quarter. Going ahead, the company now expects a management leverage ratio at or below 3.0X at the end of 2021. As of Mar 31, 2021, the company's long-term debt of $11,143 million rose 5.1% sequentially. Although its debt-to-capitalization ratio of 0.33 represents a marginal improvement from 0.32 reported in the prior quarter, the company's times interest earned ratio of 4.3 has improved sharply on a sequential basis from 3.9 in the prior quarter.

Reasons To Sell:

Keurig Dr Pepper's fountain foodservice, and office coffee businesses remained dismal due to the COVID-19 pandemic in the first quarter. Also, unfavorable currency act as woes.

- **Impacts of Coronavirus**: While Keurig Dr Pepper reported a strong quarter overall, the impacts of the coronavirus outbreak were felt across some segments during the first quarter. Although all segments reported sales growth, the company witnessed soft trends in its fountain foodservice business as well as lower consumption at office coffee and hospitality channels. In the fourth quarter, the away-from-home coffee channel was significantly impacted due to office closures caused by the pandemic. Further, volume/mix was mainly affected by a steep decline in the fountain foodservice business, which includes the restaurant and hospitality sectors, due to coronavirus-related stay-at-home practices and change in consumer behavior.

- **Currency Headwinds**: Keurig Dr Pepper's cross-border presence exposes it to unfavorable currency movements due to a strong U.S. dollar. Unfavorable foreign currency movement weighed on adjusted operating income for the Latin America Beverages segment in first-quarter 2021. Any further adverse changes in foreign currency is likely to have a significant impact on Latin America Beverages segment's reported net sales in the near term.

- **Stiff Competition**: Aggressive competition is a major threat against the company. Though the company has an advantage of diversified snacks and beverage portfolio, competing with the leading soft-drinks makers is crucial for the company's business growth. Additionally, the company is facing headwinds due to the growing healthy lifestyle trend, which is driving lower consumer preference for sugary sodas and salty snacks.

- **Macro Challenges**: The beverage industry presents substantial challenges for Keurig, primarily related to dynamic retail and consumer landscape, a very competitive environment, as well as operating and commodity cost inflation. The company's profits and margins are particularly pressured due to higher transportation cost, product mix costs and stepped-up advertising expense.

Last Earnings Report

Keurig Dr Pepper Q1 Earnings Beat Estimates, Sales Up

Quarter Ending	03/2021
Report Date	Apr 29, 2021
Sales Surprise	7.22%
EPS Surprise	6.45%
Quarterly EPS	0.33
Annual EPS (TTM)	1.44

Keurig Dr Pepper reported first-quarter 2021 results, with the top and the bottom line increasing year on year as well as surpassing the Zacks Consensus Estimate. Results gained from solid in-market execution. The company witnessed growth across all segments. Moreover, management raised its sales view backed by strong demand for brands across categories.

Q1 in Detail

Adjusted earnings of 33 cents per share increased nearly 14% year over year from 29 cents reported in the year-ago quarter. Also, the bottom line surpassed the Zacks Consensus Estimate of 31 cents.

Net sales of $2,902 million surpassed the Zacks Consensus Estimate of $2,706 million and increased 11.1% from $2,613 million reported in the year-ago quarter. The upside was driven by growth across business segments, particularly in Coffee Systems. On a constant-currency (cc) basis, net sales increased 10.8% driven by higher volume/mix of 10.3% and favorable net price realization of 0.5%.

In the first quarter, the company benefited from strong in-market performance, with dollar consumption increasing 9.4% across the cold beverage retail base, including growth in categories such as CSDs, teas, juice drinks, apple juice, vegetable juice, coconut water, mixers, and premium unflavored water.

In coffee, retail consumption for single-serve pods manufactured by KDP advanced more than 3.9% in channels tracked by IRi. The market share for pods manufactured by KDP was a robust 83% in the first quarter. Within the untracked channels, e-commerce growth for K-Cup pods continued during the quarter, which more than offset declines in the away-from-home office and hospitality businesses.

Adjusted operating income advanced 8.3% year over year to $741 million, driven by strong net sales growth, productivity and merger synergies, as well as lower marketing spending. On a constant-currency basis, adjusted operating income increased 5.7%. Meanwhile, adjusted operating margin contracted 70 basis points (bps) to 25.5%.

Segmental Details

Sales in the **Coffee Systems** segment advanced 17.4% year over year to $1,142 million. At cc, net sales advanced 16.9%, owing to higher volume/mix of 19.5% and partially offset by lower net price realization of 2.6%. Volumes/mix gained from pod volume and brewer volume growth.

Sales in the **Packaged Beverages** segment totaled $1,307 million, up 7.4% year on year. Segment sales rose 7.2% at cc, gaining from favorable volume/mix of 6.8% and higher net price realization of 0.4%. The category benefitted from growth in Dr Pepper, A&W, 7UP, Sunkist, Snapple and Clamato among others.

Sales in the **Beverage Concentrates** segment rose 7.2% year over year to $328 million. At cc, the segment's net sales increased 6.5%, gaining from favorable net price realization of 7.2%, partially offset by lower volume/mix of 0.7%.

The **Latin America Beverages** segment's sales advanced 6.8% to $125 million. At cc, net sales increased 7.7%, owing to strong net price realization of 10.3% and partially offset by unfavorable volume/mix of 2.6%.

Financials

Keurig Dr Pepper ended the first quarter with cash and cash equivalents of $335 million. As of Mar 31, 2021, it had long-term obligations of $11,715 million and total stockholders' equity of $24,070 million (excluding non-controlling interest). Net cash provided by operating activities totaled $546 million at the end of the first quarter.

The company generated a free cash flow of $458 million in the first quarter. The strong cash flow enabled the company to reduce total financial obligations by $125 million.

Outlook

Keurig Dr Pepper raised its sales view for 2021. The company now expects net sales growth in the range of 4-6% compared with the prior guidance of growth of 3-4%. The top line view is based on the assumption that the company will be able to offset growing inflationary pressures. Additionally, the company reaffirmed the bottom line view. Management continues to expect adjusted earnings growth of 13-15%, backed by improved sales.

Other assumptions related to the guidance include delivering merger synergies of $200 million in 2021, bringing the three-year total to $600 million, which is in line with the company's merger target. Adjusted interest expenses are estimated to be $505-$515 million, with adjusted effective tax rate of 23.5-24%. Moreover, the company expects management leverage ratio at or below 3.0X at the end of 2021.

Recent News

Keurig Dr Pepper Hikes Annual Dividend by 25% - Feb 25, 2021

Keurig Dr Pepper raised its annual dividend to 75 cents, which is payable on Apr 15, 2021, as of shareholders' record on Apr 1. This reflects a rise of 25% from the previous dividend of 56 cents per share. Also, it is likely to be effective from second quarter of 2021.

Valuation

Keurig Dr Pepper shares are up 12.7% in the year to date period and nearly 37.9% in the trailing 12-month period. The Zacks sub-industry are down 0.7% but the Zacks Consumer Staples sector is up 7.3% in the year to date period. Over the past year, the sub-industry and the sector are up 24.9% and 34%, respectively.

The S&P 500 index is up 12.6% in the year to date period and 52.8% in the past year.

The stock is currently trading at 21.59X forward 12-month earnings, which compares to 22.9X for the Zacks sub-industry, 20.97X for the Zacks sector and 22X for the S&P 500 index.

Over the past five years, the stock has traded as high as 24.56X and as low as 4.18X, with a 5-year median of 20.22X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $38 price target reflects 22.95X forward 12-month earnings.

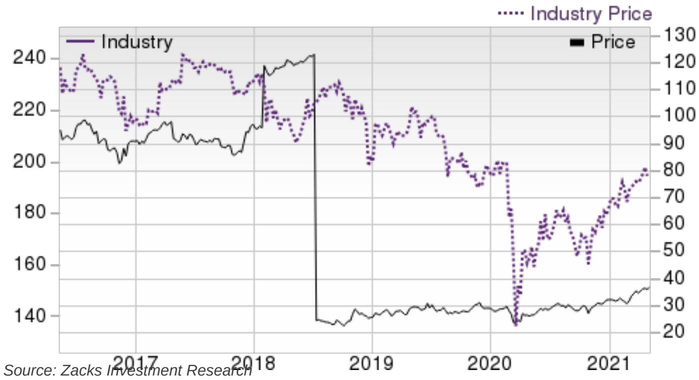
The table below shows summary valuation data for KDP

Valuation Multiples - KDP

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	21.59	22.9	20.97	22
	5-Year High	24.56	24.65	22.4	23.83
	5-Year Low	4.18	18.48	16.52	15.3
	5-Year Median	20.22	21.83	19.53	18.02
P/S F12M	Current	4.07	4.8	10.52	4.71
	5-Year High	24.43	5.32	11.96	4.74
	5-Year Low	2.2	3.9	8.59	3.21
	5-Year Median	3.11	4.61	10.34	3.71
EV/EBITDA TTM	Current	12.96	22.22	44.87	16.86
	5-Year High	30.27	22.52	46.58	17.71
	5-Year Low	6.08	12.25	28.11	9.61
	5-Year Median	14.36	18.24	40	13.39

As of 05/11/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 33% (168 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Campbell Soup Company **(CPB)**	Neutral	3
The Kraft Heinz Company **(KHC)**	Neutral	3
CocaCola Company The **(KO)**	Neutral	3
Monster Beverage Corporation **(MNST)**	Neutral	4
Nestle SA **(NSRGY)**	Neutral	3
PepsiCo, Inc. **(PEP)**	Neutral	3
Starbucks Corporation **(SBUX)**	Neutral	2
The J. M. Smucker Company **(SJM)**	Neutral	3

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

Industry Comparison Industry: Beverages - Soft Drinks

Industry Peers

	KDP	X Industry	S&P 500	KO	MNST	PEP
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	4	3
VGM Score	D	-	-	C	C	C
Market Cap	50.67 B	96.62 M	30.46 B	234.21 B	48.38 B	201.23 B
# of Analysts	8	1	12	8	8	9
Dividend Yield	1.68%	0.00%	1.29%	3.09%	0.00%	2.81%
Value Score	C	-	-	C	C	C
Cash/Price	0.01	0.04	0.06	0.05	0.04	0.03
EV/EBITDA	20.61	8.07	17.55	20.58	27.40	18.33
PEG F1	1.46	2.64	2.23	3.28	2.64	3.01
P/B	2.11	5.40	4.14	10.49	8.86	14.32
P/CF	19.05	15.38	17.48	23.41	36.44	19.66
P/E F1	22.34	24.06	21.89	24.93	35.16	24.07
P/S TTM	4.26	3.02	3.56	7.01	10.12	2.82
Earnings Yield	4.48%	4.15%	4.49%	4.01%	2.84%	4.15%
Debt/Equity	0.49	0.49	0.66	1.80	0.00	2.77
Cash Flow ($/share)	1.88	1.17	6.78	2.32	2.51	7.41
Growth Score	D	-	-	C	C	D
Historical EPS Growth (3-5 Years)	-30.13%	3.83%	9.39%	1.46%	17.28%	3.83%
Projected EPS Growth (F1/F0)	14.38%	17.63%	19.32%	11.73%	9.86%	9.60%
Current Cash Flow Growth	10.73%	-13.50%	0.72%	-4.76%	13.09%	0.28%
Historical Cash Flow Growth (3-5 Years)	23.05%	13.94%	7.37%	-1.52%	16.95%	2.15%
Current Ratio	0.37	1.46	1.39	1.33	4.35	0.93
Debt/Capital	32.74%	37.23%	41.55%	64.27%	0.00%	73.51%
Net Margin	12.55%	4.94%	11.70%	21.59%	30.25%	10.51%
Return on Equity	8.74%	6.31%	15.91%	41.48%	26.31%	58.55%
Sales/Assets	0.24	0.78	0.50	0.36	0.81	0.78
Projected Sales Growth (F1/F0)	5.95%	3.09%	8.83%	12.15%	16.25%	6.89%
Momentum Score	F	-	-	B	B	C
Daily Price Change	-1.73%	-0.65%	-1.16%	-1.07%	-0.07%	-0.73%
1-Week Price Change	2.09%	0.00%	2.47%	0.98%	-5.98%	0.97%
4-Week Price Change	1.05%	-0.18%	3.30%	2.32%	-4.54%	1.82%
12-Week Price Change	13.78%	-6.78%	11.66%	8.06%	-0.69%	8.39%
52-Week Price Change	34.45%	34.97%	55.04%	21.20%	38.30%	9.56%
20-Day Average Volume (Shares)	4,106,841	166,755	1,900,972	12,729,368	2,081,707	5,278,734
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	-2.98%	0.00%
EPS F1 Estimate 4-Week Change	-0.08%	0.00%	1.73%	2.85%	-3.12%	0.29%
EPS F1 Estimate 12-Week Change	0.23%	1.59%	2.65%	3.69%	-0.86%	0.28%
EPS Q1 Estimate Monthly Change	-7.75%	-2.27%	1.10%	-1.53%	-3.01%	1.04%

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	C
Growth Score	D
Momentum Score	F
VGM Score	D

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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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.