Kraft Heinz(KHC)

$39.13 (As of 03/09/21)

Price Target (6-12 Months): **$41.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 08/31/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: B | Growth: B | Momentum: C	**3-Hold** VGM:A

Summary

Kraft Heinz has outpaced the industry in a year. The company is gaining from rising demand amid COVID-19-led higher at-home consumption. This was seen in its fourth-quarter 2020 results, with sales and earnings beating the consensus mark and rising year over year. Also, organic sales grew 6%. Moreover, the company continues to anticipate 2021 financial performance to be ahead of its strategic plan. Impressively, Kraft Heinz's efficient pricing strategy, robust product innovation and strategic investments are yielding. Apart from these, the company's operating model that focuses on five key elements bodes well. However, softness in Kraft Heinz's Canada segment in the fourth quarter was a drag on its performance. Also, escalated SG&A expense is a headwind. Apart from this, Kraft Heinz is incurring increased supply chain costs.

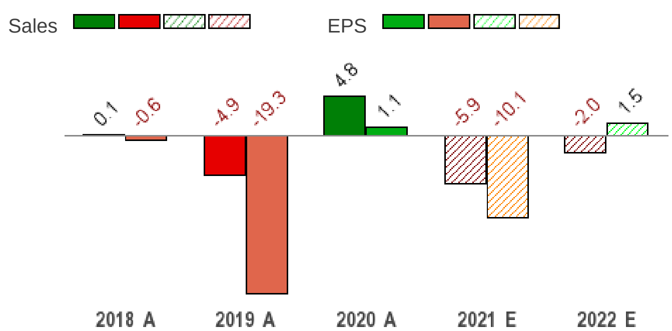
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$39.66 - $19.99**
20-Day Average Volume (Shares)	**8,988,537**
Market Cap	**$47.9 B**
Year-To-Date Price Change	**12.9%**
Beta	**1.09**
Dividend / Dividend Yield	**$1.60 / 4.1%**
Industry	**Food - Miscellaneous**
Zacks Industry Rank	**Bottom 28% (182 out of 254)**
Last EPS Surprise	**8.1%**
Last Sales Surprise	**0.8%**
EPS F1 Estimate 4-Week Change	**1.0%**
Expected Report Date	**04/29/2021**
Earnings ESP	**2.7%**
P/E TTM	**13.6**
P/E F1	**15.1**
PEG F1	**4.1**
P/S TTM	**1.8**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	5,926 E	6,191 E	6,007 E	6,562 E	24,146 E
2021	6,217 E	6,325 E	5,909 E	6,356 E	24,649 E
2020	6,157 A	6,648 A	6,441 A	6,939 A	26,185 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	$0.57 E	$0.69 E	$0.66 E	$0.71 E	$2.63 E
2021	$0.58 E	$0.69 E	$0.62 E	$0.67 E	$2.59 E
2020	$0.58 A	$0.80 A	$0.70 A	$0.80 A	$2.88 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 03/09/2021. The report's text and the analyst-provided price target are as of 03/10/2021.

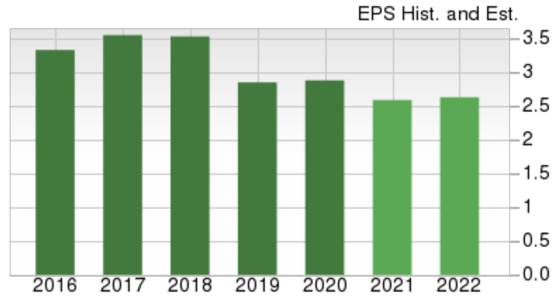
Overview

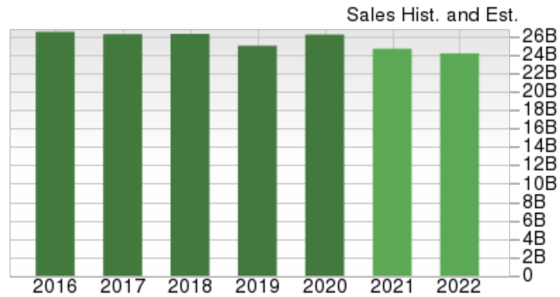
Headquartered in Pittsburgh, PA, The Kraft Heinz Company (KHC) is one of the largest consumer packaged food and beverage companies in North America. It manufactures and markets food and beverage products like condiments and sauces, cheese as well as dairy, meals, meats, refreshment beverages, coffee, and other grocery products.

Its popular brands include Heinz, Kraft, Oscar Mayer, Planters, Philadelphia, Velveeta, Lunchables, Maxwell House, Capri Sun, and Ore-Ida. Notably, the company generates sales across roughly 190 countries and territories.

Well, the merger of Kraft Foods Group, Inc. ("Kraft") with and into a wholly-owned subsidiary of H.J. Heinz Holding Corporation ("Heinz") was concluded in July 2015. Upon the merger, Heinz was rechristened as The Kraft Heinz Company and H.J. Heinz Holding Corporation was renamed to Kraft Heinz Foods Company. Kraft and Heinz were both pioneers in the food space for more than 100 years.

We note that, in the first quarter of 2020, the company changed its internal reporting and reportable segments. Following this, the Puerto Rico business has moved from the Latin America zone to the United States zone. Also, it has combined its Europe, Middle East, and Africa ("EMEA"), Latin America, and Asia Pacific ("APAC") zones to create International zone.





Effective first-quarter 2020, Kraft Heinz has three reportable segments defined by geographic region:

United States (73.2% of the total revenues in Q420), Canada (6.4%) and International (20.4%).

On Jan 30, 2019, Kraft Heinz announces the completion of sales of Indian brands namely Glucon-D, Nycil, Complan and Sampriti to Zydus Wellness Limited.

Source: Zacks Investment Research

Reasons To Buy:

> Kraft Heinz is gaining from strong consumer demand in retail business stemming from the coronavirus pandemic.

▲ **Solid Q4 Results, Decent View**: Shares of Kraft Heinz have surged 65.4% in a year, compared with the industry's growth of 25.8%. Kraft Heinz reported robust fourth-quarter 2020 results, with the top and the bottom line surpassing the Zacks Consensus Estimate. Moreover, sales and earnings increased year over year. Results benefited from solid performance in the United States and the International business segments. Notably, adjusted earnings per share of 80 cents increased 11.1% mainly on the back of adjusted EBITDA growth. Net sales increased 6.2% including a 0.2 percentage point favorable impact from currency translations. Organic net sales rose 6% on the back of sustained growth momentum in retail business and favorable pricing, which were somewhat offset by softness in foodservice. Further, volume/mix improved 1.2 percentage points thanks to continued at-home consumption growth partly stemming from the pandemic.

Based on the to-date performance, Kraft Heinz expects organic net sales growth of flat-to-positive during first-quarter 2021. Further, the company anticipates low-single-digit constant-currency adjusted EBITDA growth during the quarter. The company further stated that this view takes into account comparison with a robust first-quarter 2020, which benefited from solid consumer demand due to the pandemic. Moreover, the company continues to anticipate 2021 financial performance to be ahead of its strategic plan.

▲ **Long-Term Growth Target & Operating Model**: In September 2020, Kraft Heinz unveiled certain long-term growth targets. In this regard, it expects organic net sales growth between 1-2%. Adjusted EBITDA growth is envisioned in the range of 2-3%. Further, management expects to see a 4-6% adjusted earnings per share growth in the long term. The outlook reflects the company's strategic review, business reorientation as well as strength in its ongoing turnaround. Additionally, Kraft Heinz laid out a new operating model which incorporates five key elements which includes People with Purpose, Consumer Platforms, Ops Center, Partner Program and Fuel Our Growth.

Notably, the Consumer Platforms represents a portfolio of six consumer-driven platforms like Taste Elevation, Easy Meals Made Better as well as Real Food Snacking among others. In its fourth-quarter 2020 earnings call, management highlighted that within consumer platform, the company's top priority Grow portfolio increased 15% in retail channels along with acceleration of growth in emerging markets. Ops Center element will enable Kraft Heinz to establish an efficient, fast and integrated supply chain network. In fact, management earlier stated that it expects to achieve nearly $2 billion of gross productivity efficiencies through 2024. Notably, it achieved nearly $400 million of gross productivity efficiencies during 2020. Moreover, Partner Program element is designed to create solid customer partnerships and develop new strategic partnerships. Lastly, the Fuel Our Growth strategy is aimed at investing in growth opportunities, solidify its long-term market position as well as stay committed to shareholder returns. Also, this strategy will help the company manage its portfolio and accelerate its strategic plan, augment geographic presence, increase focus on growth areas as well as undertake sustainable pricing actions. Keeping this in mind, Kraft Heinz announced an agreement to offload its Natural, Grated, Cultured and Specialty cheese businesses to a U.S. affiliate of Groupe Lactalis in September 2020.

▲ **Pricing Strategies Bode Well**: Solid pricing initiatives have been aiding Kraft Heinz for a while now. In fourth-quarter 2020, pricing was up 4.8 percentage points, driven by favorable trade cost timing and reduced sales on promotion though the holiday event periods primarily in the United States compared with year-ago quarter's levels. Also, lower promotional activity in capacity-constrained areas was a reason. During the quarter, pricing in the United States moved up 5.2 percentage points. In Canada, pricing moved up 7.9 percentage points, while the metric increased 2 percentage points within International markets. We believe that Kraft Heinz's robust pricing actions are helping the company mitigate adverse impacts of cost inflation.

▲ **Efficiency Building Plans on Track**: In order to ramp up overall business, management laid down certain enterprise transformation strategies. In this context, the company is on track to improve efficiency across its supply chain, with particular emphasis on procurement, manufacturing and distribution. During third-quarter 2019, the company had implemented nine transformational projects to strengthen some of the core areas of the business. Among them, five projects are directed toward bolstering the top line, two for enhancing operational efficiencies and the remaining for increasing effectiveness. Another important focus-area of the company is its workforce. Management believes that strength in its people plays a key role in realizing the company's strategic goals. As a result, management has undertaken several moves to strengthen the company's leadership.

In terms of cost savings, the company has been increasing visibility and control of its cost components, especially in areas such as marketing and e-commerce. It is also keeping a close watch on investments made for enhancing sales and customer services. Further, the company is on track with examining its SKU's to remove complexities and boost mix. In this regard, the company's Ops Center platform drove efficiency gains via simplification and waste reduction. Notably, the company benefited from simplifying its assortment and improving capacity through a 16% reduction in SKUs during 2020. In fact, management is on track to reduce SKU further in 2021. Other productivity improvement initiatives include programs such as zero-based budgeting; modernization and capability building within the manufacturing footprint and building a performance driven culture in the company. A portion of the gains from such initiatives are re-invested in the business for innovation, brand building and advertising to stimulate top-line growth.

Reasons To Sell:

- **Rising SG&A a Concern**: Kraft Heinz is seeing a rise in selling, general and administrative expenses, excluding impairment losses for a while now. Notably, the metric increased from $973 million reported in the year-ago quarter to $837 million during the fourth quarter of 2020. Apart from this, Kraft Heinz is incurring increased supply chain costs, including pandemic-induced expenses, higher incentive compensation as well as significant investments in marketing and sales. In fact, these factors put pressure on its adjusted EBITDA during the fourth quarter. We believe that persistence of such trends is a threat to the company's performance in the future.

Adverse impacts related to rising costs and soft Canada business put pressure on Kraft Heinz's fourth-quarter 2020 performance.

- **Soft Canada Business**: Sales in Kraft Heinz's Canada segment has been declining year over year in the past few quarters. During fourth-quarter 2020, net sales of $447 million declined 2% in the segment. Volume/mix declined 11 percentage points. Prior to this, sales in the segment fell 2.2% in the third quarter. We believe that, persistence of the trend may continue exerting pressure on the company's top line.

- **Intense Competition**: Kraft Heinz operates in the highly competitive food industry. The company competes with other major players on grounds of pricing, product innovation, brand recognition and loyalty, product quality, effectiveness of marketing and promotional activity, and responsiveness to consumers' changing preferences. Such competitive pressures may compel the company to lower prices, which remains a threat to its profits.

- **Risks Related to International Exposure**: Kraft Heinz is exposed to the risks associated with operating internationally, including volatile currency movements, imposition of increased or new tariffs, quotas, trade barriers among other restrictions. Further, risks and costs associated with political and economic instability in the country of operation is a threat.

Last Earnings Report

Kraft Heinz Q4 Earnings Surpass Estimates, Sales Up

Quarter Ending	12/2020
Report Date	Feb 11, 2021
Sales Surprise	0.83%
EPS Surprise	8.11%
Quarterly EPS	0.80
Annual EPS (TTM)	2.88

Kraft Heinz reported robust fourth-quarter 2020 results, with the top and the bottom line surpassing the Zacks Consensus Estimate. Moreover, sales and earnings increased year over year. Results benefited from solid performance in the United States and the International business segments. Further, the company entered into a definitive agreement to sell its nuts business.

Q4 in Detail

Adjusted earnings per share of 80 cents surpassed the consensus mark of 74 cents. Moreover, the bottom line increased 11.1% year over year mainly on the back of adjusted EBITDA growth.

Net sales increased 6.2% year over year to $6,939 million. Also, the figure surpassed the Zacks Consensus Estimate of $6,882 million. Net sales growth included a 0.2 percentage point favorable impact from currency translations. Organic net sales rose 6% on the back of sustained growth momentum in retail business, which was somewhat offset by softness in foodservice. Also, a negative impact to the tune of 1.4 percentage point stemming from exiting the McCafe licensing agreement was a drag on the metric.

Pricing was up 4.8 percentage points, driven by favorable trade cost timing and reduced sales on promotion though the holiday event periods mainly in the United States compared with year-ago quarter's levels. Also, lower promotional activity in capacity-constrained areas was a reason. Further, volume/mix improved 1.2 percentage points thanks to continued at-home consumption growth partly stemming from the pandemic. However, declines in foodservice business, adverse impacts from exiting the McCafe licensing agreement and unfavorable changes in retail inventory levels put pressure on the metric.

Gross profit of $2,523 million increased 19.7% year over year in the reported quarter. Adjusted EBITDA was up 14.3% to $1,788 million, including a positive 0.2 percentage point impact from currency. On excluding the impact of currency, adjusted EBITDA growth was caused by gains from pricing, productivity efficiencies, favorable mix as well as growth in volume. However, these were somewhat negated by increased supply chain costs, including pandemic-induced expenses, higher incentive compensation as well as significant investments in marketing and sales.

Segment Discussion

United States: Net sales of $5,082 million increased 8% year over year. During the quarter, pricing moved up 5.2 percentage points, while volume/mix increased 2.8 percentage points. The segment's adjusted EBITDA increased 18.4% to $1,507 million.

Canada: Net sales of $447 million declined 2% year over year. During the quarter, pricing moved up 7.9 percentage points but volume/mix declined 11 percentage points. Segment adjusted EBITDA increased 3.5% to $121 million.

International: Net sales of $1,410 million were up 2.4% year over year. During the quarter, pricing moved up 2 percentage points, while volume/mix dropped 0.1 percentage points. Adjusted EBITDA increased 9.7% to $261 million.

Other Updates

Kraft Heinz ended the quarter with cash and cash equivalents of $3,417 million, long-term debt of $28,070 million as well as total shareholders' equity of $50,103 million. Further, the company generated $4,929 million as cash from operating activities for the year ended Dec 26, 2020.

In a separate press release, the company announced a quarterly dividend of 40 cents per share, which is payable on Mar 26, 2021 to shareholders of record as of Mar 12.

Additionally, the company also unveiled that it signed a definitive agreement to sell its nuts business to Hormel Foods Corporation. This cash transaction, worth $3.35 billion, is expected to be concluded in the first half of 2021. Notably, the deal includes most items sold under the Planters brand like single variety and mixed nuts, trail mix, Nut-rition products and Cheez Balls among others. Further, the transaction includes worldwide intellectual property rights to the Planters brand.

Outlook

Based on the to-date performance, Kraft Heinz expects organic net sales of flat-to-positive growth during first-quarter 2021. Further, the company anticipates low-single-digit constant currency adjusted EBITDA growth during the quarter. The company further stated that this view takes into account comparison with a robust first-quarter 2020, which benefited from solid consumer demand due to the pandemic. Moreover, the company continues to anticipate 2021 financial performance to be ahead of its strategic plan.

Recent News

Kraft Heinz Declares Dividend - Feb 11, 2021

The company announced a quarterly dividend of 40 cents per share, which is payable on Mar 26, 2021 to shareholders of record as of Mar 12.

Kraft Heinz to Offload Nuts Business to Hormel Foods – Feb 11, 2021

The company unveiled that it signed a definitive agreement to sell its nuts business to Hormel Foods Corporation. This cash transaction, worth $3.35 billion, is expected to be concluded in the first half of 2021. Notably, the deal includes most items sold under the Planters brand like single variety and mixed nuts, trail mix, Nut-rition products and Cheez Balls among others. Further, the transaction includes worldwide intellectual property rights to the Planters brand.

Valuation

Kraft Heinz shares are up 12.9% in the year-to-date period and 65.4% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 2.7% in the year-to-date period, while the Zacks Consumer Staples sector declined 2.5%. Over the past year, the Zacks sub-industry is up 25.8%, while the sector gained 15.7%.

The S&P 500 index is up 2.1% in the year-to-date period and 41.8% in the past year.

The stock is currently trading at 15.07X forward 12-month earnings, which compares to 19.49X for the Zacks sub-industry, 19.64X for the Zacks sector and 21.96X for the S&P 500 index.

Over the past five years, the stock has traded as high as 26.56X and as low as 8.58X, with a 5-year median of 14.74X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $41 price target reflects 15.79X forward 12-month earnings.

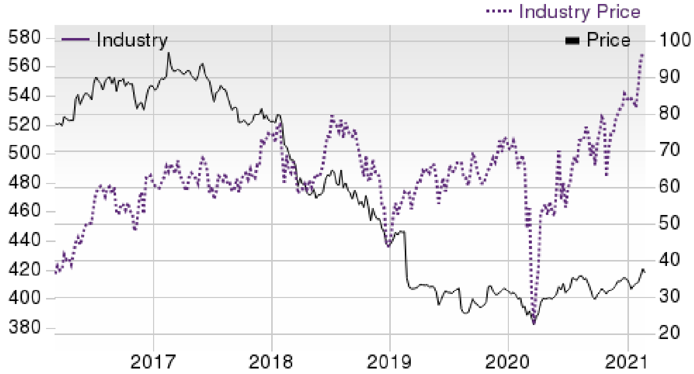
The table below shows summary valuation data for KHC

Valuation Multiples - KHC

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.07	19.49	19.64	21.96
	5-Year High	26.56	22.91	22.4	23.8
	5-Year Low	8.58	14.75	16.5	15.3
	5-Year Median	14.74	18.53	19.48	17.9
P/S F12M	Current	1.95	1.72	10.4	4.45
	5-Year High	4.41	2.03	11.95	4.45
	5-Year Low	1	1.38	8.58	3.21
	5-Year Median	2.62	1.69	10.4	3.69
EV/EBITDA F12M	Current	11.66	12.7	35.53	17.22
	5-Year High	17.12	13.75	38.18	18.82
	5-Year Low	9.68	10.61	25.79	13.03
	5-Year Median	12.66	12.77	34.07	15.77

As of 03/09/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 28% (182 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Aramark **(ARMK)**	Neutral	3
Associated British Foods PLC **(ASBFY)**	Neutral	3
Danone **(DANOY)**	Neutral	3
General Mills, Inc. **(GIS)**	Neutral	3
Mondelez International, Inc. **(MDLZ)**	Neutral	3
San Miguel Corp. **(SMGBY)**	Neutral	NA
United Natural Foods, Inc. **(UNFI)**	Neutral	3
US Foods Holding Corp. **(USFD)**	Neutral	4

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

Industry Comparison Industry: Food - Miscellaneous

Industry Peers

	KHC	X Industry	S&P 500	MDLZ	UNFI	USFD
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	4
VGM Score	A	-	-	B	A	B
Market Cap	47.86 B	4.34 B	27.82 B	78.54 B	1.71 B	8.56 B
# of Analysts	9	3	13	9	5	3
Dividend Yield	4.09%	0.00%	1.39%	2.27%	0.00%	0.00%
Value Score	B	-	-	B	A	A
Cash/Price	0.07	0.06	0.06	0.05	0.03	0.10
EV/EBITDA	22.17	14.37	15.63	18.05	7.98	36.29
PEG F1	4.14	3.52	2.32	2.34	NA	NA
P/B	0.95	3.52	3.88	2.84	1.49	2.42
P/CF	10.91	13.00	15.92	16.22	1.92	17.59
P/E F1	15.20	21.41	20.94	19.37	9.51	26.15
P/S TTM	1.83	1.47	3.26	2.95	0.07	0.37
Earnings Yield	6.62%	3.91%	4.72%	5.16%	10.52%	3.82%
Debt/Equity	0.56	0.48	0.67	0.62	2.40	1.59
Cash Flow ($/share)	3.59	2.55	6.78	3.43	15.91	2.20
Growth Score	B	-	-	C	B	C
Historical EPS Growth (3-5 Years)	-2.10%	1.77%	9.34%	8.67%	-2.84%	-12.63%
Projected EPS Growth (F1/F0)	-10.11%	13.89%	14.41%	10.85%	18.01%	1,544.44%
Current Cash Flow Growth	4.94%	4.01%	0.74%	4.22%	31.69%	-45.52%
Historical Cash Flow Growth (3-5 Years)	10.20%	6.70%	7.37%	5.16%	32.71%	-2.54%
Current Ratio	1.34	1.78	1.39	0.66	1.66	1.75
Debt/Capital	35.84%	33.38%	41.42%	38.45%	70.61%	58.11%
Net Margin	1.36%	4.15%	10.59%	13.44%	0.41%	-0.99%
Return on Equity	7.05%	10.84%	14.75%	14.20%	15.85%	0.96%
Sales/Assets	0.26	0.93	0.51	0.41	3.41	1.80
Projected Sales Growth (F1/F0)	-5.87%	3.05%	6.93%	6.47%	6.40%	15.88%
Momentum Score	C	-	-	B	D	C
Daily Price Change	1.19%	0.59%	-0.04%	0.85%	-4.12%	0.91%
1-Week Price Change	4.04%	1.85%	2.46%	4.55%	19.09%	4.22%
4-Week Price Change	16.08%	3.27%	2.26%	0.22%	8.81%	6.14%
12-Week Price Change	13.98%	10.16%	6.56%	-3.19%	101.99%	16.15%
52-Week Price Change	59.71%	23.88%	34.46%	1.29%	350.15%	27.89%
20-Day Average Volume (Shares)	8,988,537	266,797	2,194,985	8,737,046	963,486	2,025,186
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.95%	0.00%	0.00%	0.04%	-0.54%	-4.10%
EPS F1 Estimate 12-Week Change	1.79%	0.20%	2.02%	2.32%	-2.23%	-7.11%
EPS Q1 Estimate Monthly Change	2.05%	0.00%	0.00%	0.00%	1.27%	-3.03%

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

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

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.

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

Disclosures

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

Additional Disclosure

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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