

Kinder Morgan (KMI)

\$18.09 (As of 06/23/21)

Price Target (6-12 Months): **\$19.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 03/19/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:B

Value: B

Growth: A

Momentum: C

Summary

Kinder Morgan has the largest network of natural gas pipelines in North America that spreads almost 70,000 miles and provides it with stable fee-based revenues. Its midstream properties are linked to all the prospective U.S. plays that are rich in natural gas. Notably, with its diverse midstream infrastructure, Kinder Morgan is well-positioned to capitalize on growing clean energy needs. Also, the firm secures additional fee-based revenues from the Permian Highway Pipeline (PHP) project that has already commenced full commercial service. However, the firm's more levered balance sheet is concerning. Moreover, the company's project backlogs have dropped drastically to only \$1.4 billion – as of Mar 31, 2021 – from the high of \$22 billion in mid-2015. This is a matter of concern. As such, the stock warrants a cautious stance.

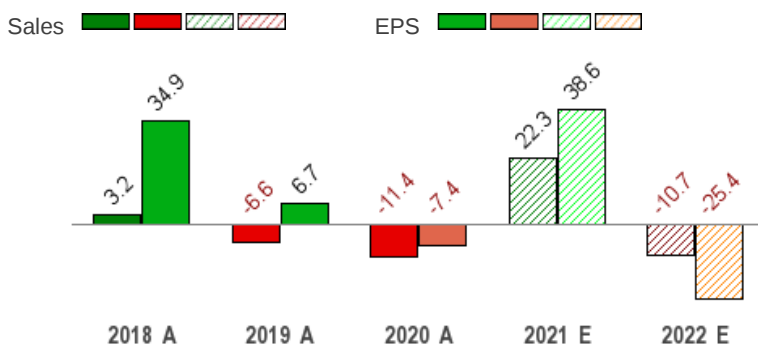
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$19.29 - \$11.45
20-Day Average Volume (Shares)	14,949,728
Market Cap	\$41.0 B
Year-To-Date Price Change	32.3%
Beta	1.14
Dividend / Dividend Yield	\$1.08 / 6.0%
Industry	Oil and Gas - Production and Pipelines
Zacks Industry Rank	Bottom 49% (128 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	3,197 E	3,225 E	3,338 E	3,489 E	12,771 E
2021	5,211 A	2,959 E	3,085 E	3,138 E	14,307 E
2020	3,106 A	2,560 A	2,919 A	3,115 A	11,700 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.22 E	\$0.23 E	\$0.22 E	\$0.25 E	\$0.91 E
2021	\$0.60 A	\$0.19 E	\$0.19 E	\$0.22 E	\$1.22 E
2020	\$0.24 A	\$0.17 A	\$0.21 A	\$0.27 A	\$0.88 A

*Quarterly figures may not add up to annual.

Last EPS Surprise	160.9%
Last Sales Surprise	72.1%
EPS F1 Estimate 4-Week Change	4.6%
Expected Report Date	07/28/2021
Earnings ESP	3.7%
P/E TTM	14.5
P/E F1	14.8
PEG F1	4.9
P/S TTM	3.0

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/23/2021. The report's text and the

analyst-provided price target are as of 06/24/2021.

Overview

Headquartered in Houston, TX, Kinder Morgan, Inc. is a leading midstream energy infrastructure provider in North America. The company operates pipelines that spread across 83,000 miles to transport natural gas, crude oil, condensate, refined petroleum products, CO2 and other products. Kinder Morgan also owns 144 terminals that are utilized for storing liquid commodities comprising ethanol & chemicals and petroleum products. The terminals also store and transload petroleum coke, metals and ores.

The company's business model is designed to earn stable fee-based revenues from key midstream assets that are being utilized by shippers and customers over a long period. Kinder Morgan enjoys economies of scale from key asset acquisitions and building new pipelines. The company is also strongly focused on returning capital to stockholders and maintains a strong balance sheet.

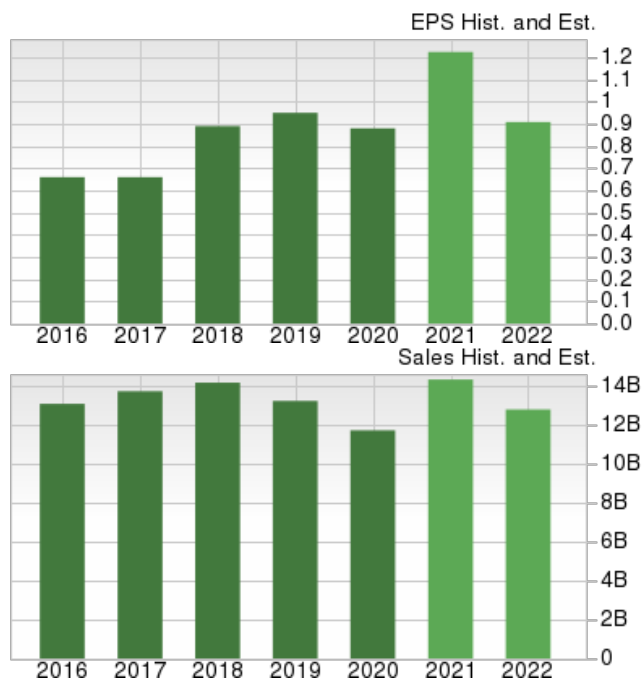
Kinder Morgan primarily conducts business through four operating segments: Natural Gas Pipelines, Products Pipelines, Terminals and CO2.

Natural Gas Pipelines: Through this business unit, the midstream energy player operates key interstate and intrastate natural gas pipelines. Kinder Morgan also operates gathering systems of oil and natural gas and is involved in the processing of natural gas. The unit contributed 62.6% to total segment EBDA (earnings before depreciation and amortization) in 2020.

Products Pipelines: The company transports refined petroleum products, NGL, crude and condensate to key markets. The products that are transported are diesel, gasoline, propane, jet fuel, ethane and others. This segment contributed 14.4%.

Terminals: Kinder Morgan has operatorship interests in terminals across the United States and parts of Canada. The terminals are being utilized for storing and transloading ethanol & chemicals, crude, refined petroleum products along with bulk products. The segment contributed 13.9%.

CO2: The company produces and transports CO2 that are being utilized for boosting recovery and production of oil from mature fields. CO2 accounted for 9.1% of total EBDA.



Reasons To Buy:

- ▲ Kinder Morgan has the largest network of natural gas pipelines in North America that spreads across almost 70,000 miles. Most importantly, the company's midstream properties are linked to all the prospective plays in the United States that are rich in natural gas. These extensive networks of natural gas pipelines, in which the company has invested more than \$32 billion to date, provide it with stable fee-based revenues. It also has 659 billion cubic feet of working storage capacity and operates 144 terminals. In fact, Kinder Morgan generates significant cash flow from fees charged for using its midstream properties.
- ▲ Kinder Morgan's Permian Highway Pipeline (PHP) project is viewed as a game-changer. The project — whose entire capacity is fully subscribed under long-term agreements — is offering additional transportation capacity of natural gas to the U.S. Gulf Coast. The \$2.2-billion pipeline project, which recently came online, will transport additional daily natural gas volumes of roughly 2.1 billion cubic feet, and fetch the company stable and incremental fees-based revenues.
- ▲ With its diverse midstream infrastructure, Kinder Morgan is well-positioned to capitalize on growing natural gas demand and rising liquified natural gas (LNG) export volumes on the back of strong clean energy demand. Moreover, it has brought the Movable Modular Liquefaction Unit 7 online under the Elba Liquefaction project. With this move, full commercial operations at the \$2-billion Elba facility have kickstarted. Also, the midstream firm signed a deal to acquire Stagecoach Gas Services, a natural gas pipeline and storage joint venture between Consolidated Edison and Crestwood Equity Partners. Notably, the acquisition placed the company in a position to capitalize on growing clean energy demand and is expected to broaden its scope of services.
- ▲ Kinder Morgan increased its annual dividend for 2021 to \$1.08 per share, as previously planned. This marks a hike of 3% from the 2020 dividend. The midstream energy giant added that its projection for distributable cash flow (DCF) is in the range of \$5.1-\$5.3 billion, reflecting an uptick from the 2020 level of \$4.6 billion. The company can allocate the excess for reducing the debt burden and repurchasing some shares, as a means of rewarding investors.

Kinder Morgan has the largest network of natural gas pipelines in North America.

Reasons To Sell:

- ▼ As of Mar 31, 2021, the midstream company had only \$1,377 million in cash and cash equivalents and a significantly high long-term debt of \$30,007 million. Notably, its cash balance is not sufficient to pay off the short-term debt of \$2,173 million. Moreover, Standard & Poor's has provided a credit rating of BBB- to the company, reflecting a lower medium grade rating.
- ▼ The decline in transported volumes of crude & condensate along with refined products affected the performance of the Products Pipelines unit in the few quarters. A plunge in demand for the refined products, owing to the coronavirus pandemic, was responsible for the underperformance. Considering the current market volatility, things are not yet expected to make a speedy recovery.
- ▼ The midstream energy firm's asset base is expected to witness lower volumes due to the volatile energy markets. Notably, recovery in Haynesville and Eagle Ford is progressing at a slower rate than expected, which will keep Kinder Morgan's midstream business' profits under pressure. Notably, the company's project backlogs have dropped drastically to only \$1.4 billion – as of Mar 31, 2021 – from the high of \$22 billion in mid-2015. The significant drop in project backlog is hurting the firm's bottom-line.
- ▼ The company produces and transports CO2 that is being utilized for boosting the recovery and production of oil from mature fields. Notably, lower crude volumes and NGL prices have been hurting the company's CO2 sales volume. Even though the return of power back to the grid during the February winter storm, aided the segment in the first quarter, the positives might not occur again for the rest of 2021.

The firm's significant debt exposure is concerning.

Last Earnings Report

Kinder Morgan Beats Q1 Earnings & Revenues Estimates

Kinder Morgan reported first-quarter 2020 adjusted earnings per share of 60 cents, significantly beating the Zacks Consensus Estimate of 23 cents. The bottom line also increased from the year-ago profit of 24 cents per share.

Total revenues surged to \$5,211 million from \$3,106 million in the prior-year quarter and beat the Zacks Consensus Estimate of \$3,029 million.

The strong quarterly results were aided by higher contribution from Texas intrastate systems and the Tennessee Gas Pipeline during the winter storm in February. Moreover, favorable conditions in the CO2 segment boosted the results. This was partially offset by lower demand for terminal assets and refined products.

Dividend Hike

The company announced a hike of 3% in first-quarter 2021 dividend from the fourth-quarter 2020 level, as previously planned. The latest dividend of 27 cents per share translates to \$1.08 on an annualized basis. The dividend is expected to be paid on May 17 to Kinder Morgan's shareholders of record as of Apr 30.

Segment Analysis

Natural Gas Pipelines: For the March quarter of 2021, adjusted earnings before depreciation, depletion and amortization expenses — including amortization of excess cost of equity investments (EBDA) — were up to \$2,103 million from \$1,196 million a year ago. The figure beat the Zacks Consensus Estimate of \$1,137 million. Higher contribution from Texas intrastate systems and the Tennessee Gas Pipeline during the winter storm in February aided the segment. However, natural gas transport volumes decreased from the year-ago period by 3%.

Products Pipelines: The segment's EBDA for the first quarter was \$248 million, reflecting a decline from \$269 million a year ago. The figure missed the Zacks Consensus Estimate of \$260 million. Reduced demand volumes of refined product, and crude & condensate affected the unit.

Terminals: Through this segment, Kinder Morgan generated quarterly EBDA of \$227 million, down from the year-ago period's \$257 million. The figure missed the Zacks Consensus Estimate of \$258 million. Lower demand for terminal assets owing to refinery outages caused by the winter storm and the coronavirus pandemic resulted in the underperformance.

CO2: The segment's EBDA was recorded at \$286 million versus a loss of \$755 million a year ago. The figure beat the Zacks Consensus Estimate of \$131 million. The return of power back to the grid, caused by decreased oil production during the winter storm, aided the segment. This was partially offset by lower realized crude prices and carbon dioxide sales volumes.

Operational Highlights

Expenses related to operations and maintenance totaled \$514 million, down from \$620 million a year ago. However, total operating costs increased to \$3,325 million for the first quarter from \$3,063 million in the corresponding period of 2020, primarily due to higher cost of sales.

Quarterly operating income amounted to \$1,886 million, jumping from \$43 million a year ago.

DCF

The company's first-quarter distributable cash flow (DCF) was \$2,329 million compared with \$1,261 million a year ago.

Balance Sheet

As of Mar 31, 2021, Kinder Morgan reported \$1,377 million in cash and cash equivalents, up from the fourth-quarter 2020 level of \$1,184 million. The company's long-term debt amounted to \$30,007 million at quarter-end, down from the fourth-quarter level of \$30,838 million. Long-term debt to capitalization at first quarter-end was 47.9%. Short-term debt was \$2,173 million as of Mar 31.

At first quarter-end, it had more than \$3.9 billion of borrowing capacity left under the credit facility.

2021 Guidance

Notably, Kinder Morgan significantly raised 2021 net income expectation to the range of \$2.7-\$2.9 billion. The company projects DCF for this year within \$5.1-\$5.3 billion. In 2021, the leading North American energy infrastructure company expects \$900 million to be used in sustaining capital expenditures.

Kinder Morgan's Louisiana Pipeline's Acadiana expansion plan is expected to come online by first-quarter 2022.

Quarter Ending	03/2021
Report Date	Apr 21, 2021
Sales Surprise	72.06%
EPS Surprise	160.87%
Quarterly EPS	0.60
Annual EPS (TTM)	1.25

Recent News

Kinder Morgan Creates Group to Pursue Green Opportunities – Mar 12, 2021

Kinder Morgan announced that it created an Energy Transition Ventures group, which will focus on low-carbon opportunities. The group is expected to pursue commercial opportunities from low-carbon initiatives, while it maintains an attractive portfolio.

The company intends to be part of the larger energy transition movement, which gathered pace amid the coronavirus pandemic. The energy demand destruction caused by the pandemic lowered oil and gas consumption all across the globe. It created an environment to boost investments toward green projects as investors have been pushing for a greater alliance with the Paris Agreement for long now. President Jesse Arenivas and vice president Anthony Ashley will lead the new group in energy transition.

Kinder Morgan, one of the largest energy infrastructure companies in North America, is eyeing services like carbon capture, renewable natural gas capture and sequestration as part of the business development opportunities. Moreover, electric transmission, hydrogen production, renewable diesel production and power generation will be on the list. The move comes at a time when public policies, government incentives and tax structures are creating a platform for a jump toward a sustainable future.

Valuation

Kinder Morgan shares are up 32.4% in the year-to-date period and 20.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Oil-Energy sector are up 29.9% and 27.4% in the year-to-date period respectively. Over the past year, the Zacks sub-industry and the sector are up 36.2% and 38.4% respectively.

The S&P 500 index is up 13.8% in the year-to-date period and 39.6% in the past year.

The stock is currently trading at 16.87X forward 12-month earnings, which compares to 15.83X for the Zacks sub-industry, 12.06X for the Zacks sector and 21.66X for the S&P 500 index.

Over the past five years, the stock has traded as high as 34.61X and as low as 9.73X, with a 5-year median of 19.95X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$19.00 price target reflects 17.76X F12M earnings.

The table below shows summary valuation data for KMI.

Valuation Multiples - KMI					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	16.87	15.83	12.06	21.66
	5-Year High	34.61	28.13	55.86	23.83
	5-Year Low	9.73	10.78	11.25	15.31
	5-Year Median	19.95	18.41	16.62	18.05
EV/EBITDA TTM	Current	10.99	12.92	5.78	17.42
	5-Year High	13.78	18.71	10.58	17.74
	5-Year Low	7.66	8.52	3.1	9.63
	5-Year Median	11.45	13.45	5.76	13.47
P/S F12M	Current	3.05	1.96	0.87	4.71
	5-Year High	3.92	2.96	1.46	4.74
	5-Year Low	1.67	1.38	0.6	3.21
	5-Year Median	2.97	1.84	0.94	3.72

As of 05/23/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 49% (128 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Cheniere Energy Partners, LP (CQP)	Neutral	3
DCP Midstream Partners, LP (DCP)	Neutral	3
Enterprise Products Partners L.P. (EPD)	Neutral	3
MPLX LP (MPLX)	Neutral	3
Pembina Pipeline Corp. (PBA)	Neutral	2
Phillips 66 (PSX)	Neutral	4
Transportadora De Gas Sa Ord B (TGS)	Neutral	2
Williams Companies, Inc. The (WMB)	Neutral	3

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

Industry Comparison Industry: Oil And Gas - Production And Pipelines				Industry Peers		
	KMI	X Industry	S&P 500	DCP	MPLX	WMB
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	B	-	-	B	A	B
Market Cap	40.97 B	6.04 B	29.87 B	6.04 B	30.40 B	32.47 B
# of Analysts	7	2.5	12	3	3	5
Dividend Yield	5.97%	5.68%	1.35%	5.38%	9.31%	6.14%
Value Score	B	-	-	A	B	C
Cash/Price	0.04	0.04	0.06	0.00	0.00	0.04
EV/EBITDA	15.48	15.39	17.12	31.84	32.26	15.39
PEG F1	4.96	3.17	2.05	NA	NA	4.46
P/B	1.26	1.84	4.07	1.19	2.49	2.25
P/CF	9.49	9.49	17.35	8.13	7.44	9.85
P/E F1	14.89	15.64	20.98	15.31	10.73	22.31
P/S TTM	2.97	2.97	3.36	0.87	3.41	3.86
Earnings Yield	6.74%	6.33%	4.69%	6.52%	9.31%	4.49%
Debt/Equity	0.95	1.02	0.66	1.02	1.64	1.46
Cash Flow (\$/share)	1.91	2.91	6.83	3.57	3.97	2.71
Growth Score	A	-	-	C	B	C
Historical EPS Growth (3-5 Years)	11.00%	17.19%	9.59%	0.19%	73.49%	20.35%
Projected EPS Growth (F1/F0)	39.13%	13.54%	21.62%	27.93%	444.16%	8.91%
Current Cash Flow Growth	-7.30%	-1.05%	0.99%	0.28%	16.79%	10.84%
Historical Cash Flow Growth (3-5 Years)	-3.20%	14.19%	7.28%	-2.14%	70.00%	0.32%
Current Ratio	0.81	1.15	1.39	0.71	1.15	0.71
Debt/Capital	49.35%	49.35%	41.51%	47.03%	62.06%	59.31%
Net Margin	13.28%	13.28%	11.95%	4.27%	30.76%	13.70%
Return on Equity	8.85%	8.78%	16.48%	5.82%	22.03%	9.84%
Sales/Assets	0.19	0.24	0.51	0.54	0.24	0.19
Projected Sales Growth (F1/F0)	22.28%	22.28%	9.54%	83.67%	18.21%	26.18%
Momentum Score	C	-	-	F	A	A
Daily Price Change	-0.60%	0.00%	-0.11%	-1.99%	-0.81%	0.00%
1-Week Price Change	-7.73%	-2.61%	0.43%	-6.08%	-3.46%	-6.23%
4-Week Price Change	-1.42%	2.98%	1.09%	13.02%	2.36%	2.73%
12-Week Price Change	8.65%	11.14%	6.77%	33.84%	15.22%	12.83%
52-Week Price Change	22.15%	37.60%	39.06%	143.21%	66.37%	41.88%
20-Day Average Volume (Shares)	14,949,728	965,048	1,889,295	682,260	2,027,639	6,822,105
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	-9.84%	0.24%	0.34%
EPS F1 Estimate 4-Week Change	4.64%	0.84%	0.01%	-4.26%	0.85%	0.50%
EPS F1 Estimate 12-Week Change	33.08%	0.25%	3.54%	-12.04%	7.13%	5.09%

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

EPS Q1 Estimate Monthly Change	-4.26%	:	0.00%	0.00%	:	-2.18%	0.38%	-0.74%
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	B
Growth Score	A
Momentum Score	C
VGM Score	B

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

Disclosures

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

proportionate to its market value.

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-

term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital

intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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