

## Kennametal Inc. (KMT)

**\$32.09** (As of 09/15/20)

Price Target (6-12 Months): **\$34.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/26/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**4-Sell**

Zacks Style Scores:

VGM:D

Value: C

Growth: C

Momentum: D

### Summary

In the past three months, Kennametal's shares have outperformed the industry. The company is poised to benefit from its diversified business structure, solid product offerings and innovation capabilities. Its simplification/modernization activities are predicted to yield savings of \$65-\$75 million in fiscal 2021. Also, its policy of rewarding shareholders with dividends bodes well. Being wary of the adverse impacts of the pandemic, the company refrained from providing financial projections for fiscal 2021. Higher restructuring charges, pandemic-woes and other headwinds might be detrimental to margins. Further, forex woes might be concerning. Notably, the company's cost-saving measures might be of help in the quarters ahead. In the past 60 days, the company's earnings estimates decreased for fiscal 2021 and fiscal 2022.

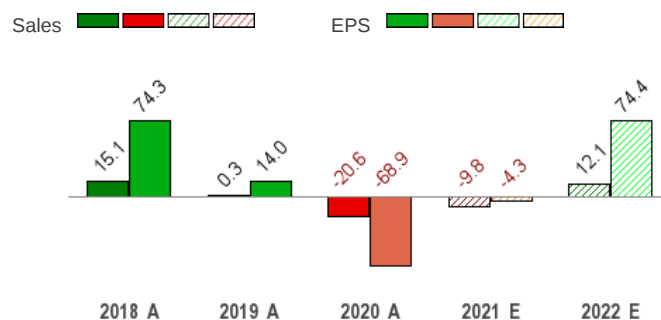
### Price, Consensus & Surprise



### Data Overview

|                                |                                                     |
|--------------------------------|-----------------------------------------------------|
| 52-Week High-Low               | <b>\$38.73 - \$14.45</b>                            |
| 20-Day Average Volume (Shares) | <b>602,283</b>                                      |
| Market Cap                     | <b>\$2.7 B</b>                                      |
| Year-To-Date Price Change      | <b>-13.0%</b>                                       |
| Beta                           | <b>2.36</b>                                         |
| Dividend / Dividend Yield      | <b>\$0.80 / 2.5%</b>                                |
| Industry                       | <b>Manufacturing - Tools &amp; Related Products</b> |
| Zacks Industry Rank            | <b>Bottom 10% (227 out of 251)</b>                  |

### Sales and EPS Growth Rates (Y/Y %)



|                               |                   |
|-------------------------------|-------------------|
| Last EPS Surprise             | <b>25.0%</b>      |
| Last Sales Surprise           | <b>-3.5%</b>      |
| EPS F1 Estimate 4-Week Change | <b>-2.3%</b>      |
| Expected Report Date          | <b>11/02/2020</b> |
| Earnings ESP                  | <b>-763.2%</b>    |
| P/E TTM                       | <b>33.8</b>       |
| P/E F1                        | <b>35.7</b>       |
| PEG F1                        | <b>7.1</b>        |
| P/S TTM                       | <b>1.4</b>        |

### Sales Estimates (millions of \$)

|      | Q1    | Q2    | Q3    | Q4    | Annual* |
|------|-------|-------|-------|-------|---------|
| 2022 | 459 E | 493 E | 529 E | 470 E | 1,906 E |
| 2021 | 384 E | 433 E | 482 E | 448 E | 1,701 E |
| 2020 | 518 A | 505 A | 483 A | 379 A | 1,885 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2022 | \$0.22 E | \$0.37 E | \$0.63 E | \$0.53 E | \$1.57 E |
| 2021 | \$0.03 E | \$0.18 E | \$0.39 E | \$0.36 E | \$0.90 E |
| 2020 | \$0.17 A | \$0.17 A | \$0.46 A | \$0.15 A | \$0.94 A |

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/15/2020. The reports text is as of 09/16/2020.

## Overview

Based in Latrobe, PA, Kennametal Inc. is a manufacturer, marketer and distributor of high-speed metal cutting tools, tooling systems and wear-resistant parts. It has operations in various countries, including the Americas, the Asia Pacific, and Europe, Middle East and Africa. Exiting fiscal 2020 (ended June 2020), it had approximately 9,000 employees.

Its products are marketed through a number of channels to the end users, comprising manufacturers of machine tools, transportation vehicles and various components, airframe, aerospace components, machinery (light and heavy), components (energy-related), and others. Also, the company's products are used by manufacturers and suppliers in the oil and gas exploration, road construction, and other industries.

Kennametal reports results under three segments — including Industrial, WIDIA and Infrastructure. A brief discussion of the segments is provided below.

- **Industrial** (51.5% of revenues generated in fourth-quarter fiscal 2020) segment provides products and services in the industrial end markets such as general engineering, aerospace & defense, transportation, and energy.

The segment offerings — sold under Kennametal Brand — are, in turn, used for the production of automobiles, ships, aero engines, trucks, airframe and other equipment.

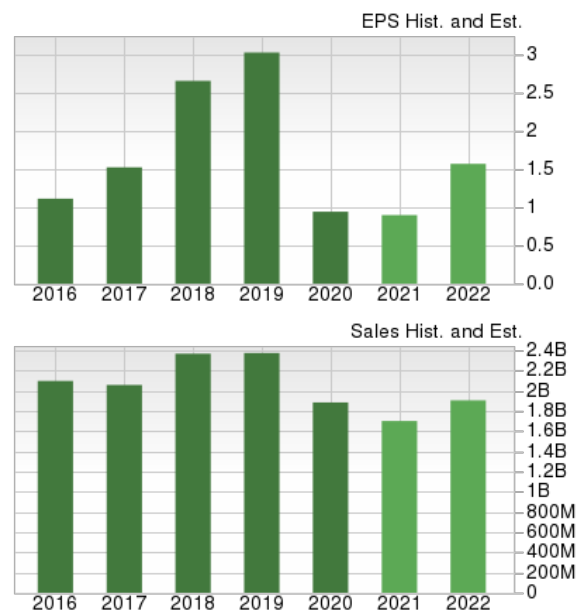
- **WIDIA** (8.4%) segment provides metal cutting solutions (both customized and standard) in the energy, general engineering, aerospace and transportation end markets.

The main product brands under the segment are WIDIA Hanita, WIDIA and WIDIA GTD.

- **Infrastructure** (40.1%) segment serves end users in the energy, general engineering and earthworks markets. These players, in turn, support mining, oil and gas, petrochemical, process, aerospace, packaging, and other industries.

The main product brand offered under the segment is Kennametal.

The company informed that it will combine the results of its Industrial and WIDIA segments into a new segment — Metal Cutting. The other segment, Infrastructure, retains its structure. This change is effective Jul 1, 2020.



Source: Zacks Investment Research

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## Reasons To Buy:

- ▲ In the past three months, Kennametal's shares have gained 10.7% compared with the industry's decline of 1.1%. In fourth-quarter fiscal 2020, the company's earnings surpassed estimates by 25%. In the quarters ahead, the company anticipates gaining from simplification/modernization activities (discussed below), innovation capabilities, and solid product offerings. Also, its ongoing cost-saving actions — including lowering of salaried employees' compensation by 10-20% and a 20% reduction in cash compensation for the board of directors — will likely help in effectively deal with the pandemic woes. These actions have been implemented from Jul 1, 2020. Also, actions like furloughs and others initiated earlier for salaried employees have been stopped. In addition, production reduction at manufacturing facilities and temporary shutdowns to deal with the difficult environment are other cost-saving measures.
- ▲ Kennametal's three initiatives — including growth, modernization and simplification — have been proving advantageous. The growth initiative is helping boost the company's sales through improvement in commercial execution. The simplification initiative is improving operational efficiency and reducing costs. The modernization initiative is in progress now and is contributing to strong operating leverage. Compared with the year-ago quarter, the initiatives boosted the company's bottom line by 14 cents per share in the fourth quarter. It stated that its simplification/modernization resulted in savings of \$33 million in fiscal 2020. For fiscal 2021, it expects savings of \$65-\$75 million from these initiatives, higher than \$25-\$30 million mentioned previously.
- ▲ Kennametal remains committed to rewarding its shareholders through dividend payments. In fiscal 2020, it distributed dividends totaling 80 cents per share or \$66 million to its shareholders. Also, the company's diversified customer base in various end markets enables it to avoid customer concentration risks. Prime end-markets served include aerospace, automotive, and machine tool and farm machinery industries as well as manufacturers and suppliers in the highway construction, coal mining, quarrying, and oil and gas exploration industries.

Kennametal is well-positioned to gain from simplification/modernization activities, diversified business structure, cost-saving measures and innovations capabilities. Its shareholder-friendly policies might also aid.

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## Reasons To Sell:

- ▼ In fourth-quarter fiscal 2020, Kennametal's earnings decreased 82.1% from the year-ago quarter on a 37% fall in sales and margin results. It is wary about the impacts of end-market challenges due to the coronavirus outbreak. It refrained from providing projections for fiscal 2021. In the past 60 days, the company's earnings estimates have declined 23.7% for fiscal 2021 and 13.7% for fiscal 2022.
- ▼ Weakness in gross and operating profits can be dragging for Kennametal. In fourth-quarter fiscal 2020, the company recorded a 52.5% year-over-year decline in gross profit, while gross margin was down 860 basis points (bps). Also, adjusted operating income dipped 64.9% year over year on a decline in organic sales, restructuring charges and lower absorption of costs (including fixed and volume-related labor costs). Notably, charges related to simplification/modernization initiatives (pre-tax) were \$18 million or 17 cents per share in the fiscal fourth quarter. For fiscal 2020, the company incurred pre-tax restructuring charges of \$54 million, while that for fiscal 2021 is likely to be \$90-\$100 million, higher than the previously mentioned \$55-\$60 million.
- ▼ Kennametal's business is exposed to risks related to foreign currency translation, given its strong presence in international markets. Though international diversity increases business scope, it also exposed the company to risks arising from unfavorable movements in foreign currencies and geopolitical issues. In this regard, foreign currency translation had an adverse impact of 2% on revenues and 3 cents per share on earnings in fourth-quarter fiscal 2020. Fluctuations in foreign exchange rates may continue to affect the company's top and bottom lines in the quarters ahead. At the end of fourth-quarter fiscal 2020, Kennametal's long-term debt stood at \$594.1 million, reflecting growth of 0.1% from the previous quarter. It is the company's ability to repay its financial obligations (not its debts) that are more concerning presently. Its times interest earned was 1.1x at the end of the fourth quarter, lower than 3.2x in the previous quarter. We believe that further rise in debts as well as worsening ability to repay debts might be dragging in the quarters ahead.

Challenging end-market conditions caused by the pandemic remain concerning for Kennametal. Also, restructuring charges and forex woes might be dragging in the quarters ahead.

## Last Earnings Report

### Kennametal Q4 Earnings Beat Estimates, Decline Y/Y

Kennametal reported mixed results for fourth-quarter fiscal 2020 (ended Jun 30, 2020). Its earnings in the quarter surpassed estimates by 25%, while sales lagged the same by 3.47%.

The machinery company's adjusted earnings in the reported quarter were 15 cents, surpassing the Zacks Consensus Estimate of 12 cents. However, the bottom line decreased 82.1% from the year-ago figure of 84 cents on weak sales and margin results.

For fiscal 2020, the company's adjusted earnings were 94 cents per share, below the previous year's \$3.02. However, the fiscal year's earnings surpassed the Zacks Consensus Estimate of 91 cents.

| Quarter Ending   | 06/2020      |
|------------------|--------------|
| Report Date      | Aug 03, 2020 |
| Sales Surprise   | -3.47%       |
| EPS Surprise     | 25.00%       |
| Quarterly EPS    | 0.15         |
| Annual EPS (TTM) | 0.95         |

### Revenue Details

Kennametal generated revenues of \$379.1 million, declining 37% year over year. While organic sales fell 33% in the quarter, forex woes had an impact of 2% and divestitures hurt results by 2%. The quarterly results suffered from the adverse impacts of the pandemic.

Kennametal's top line lagged the Zacks Consensus Estimate of \$393 million.

On a geographical basis, the company generated revenues of \$179.4 million from America operations, decreasing 41.8% year over year. Sales in Europe, the Middle East and Africa (EMEA) were down 36.6% to \$110.3 million, while the same from the Asia Pacific dropped 26.8% to \$89.4 million.

The company reports revenue results under three segments, including Industrial, WIDIA and Infrastructure. Its segmental performance for the fiscal fourth quarter is briefly discussed below:

**Industrial** revenues of \$195.1 million were down 39% year over year. The results were adversely impacted by a 36% decline in organic revenues, a 2% impact from forex woes and a 1% negative impact from business days.

**WIDIA** revenues were \$31.9 million, reflecting a decline of 35% year over year. The results were negatively impacted by an organic sales decline of 32%, forex woes of 2% and a negative impact of 1% from business days.

**Infrastructure** revenues totaled \$152.1 million, declining 36% year over year. The results were affected by 2% from forex woes, a 29% decline in organic sales and a 4% adverse impact of divestitures. Also, business days' impact was a negative 1%.

For fiscal 2020, the company's revenues were \$1,885.3 million, declining 21% year over year. While organic sales were down 18%, forex woes had an adverse impact of 2% and divestiture's impact was 1%.

### Margin Profile

Kennametal's cost of goods sold in the reported quarter dipped 28.9% year over year to \$277.6 million. It represented 73.2% of revenues compared with 64.6% in the year-ago quarter. Gross profit deteriorated 52.5% year over year to \$101.5 million, wherein margin contracted 860 basis points (bps) to 26.8%. Operating expenses summed \$68.2 million in the quarter under review, decreasing 41.3% year over year. As a percentage of revenues, operating expenses were 18% compared with 19.2% a year ago.

Adjusted operating income in the reported quarter slumped 64.9% year over year to \$33.5 million. Notably, the downside is caused by a decline in organic sales, lower absorption of costs (including fixed and volume-related labor costs) and restructuring charges. However, the adverse impacts were partly offset by the benefits of simplification/modernization actions, gains from cost-reduction actions, and a fall in variable compensation and raw material costs. Adjusted operating margin slipped 700 bps to 8.8%.

Adjusted effective tax rate was 51.2% in the quarter, up from 21% in the prior-year quarter.

### Balance Sheet and Cash Flow

Exiting the fiscal fourth quarter, Kennametal had cash and cash equivalents of \$606.7 million, increasing from \$85.2 million at the end of the last reported quarter. Long-term debt and capital leases inched up 0.1% sequentially to \$594.1 million.

In fiscal 2020, the company generated net cash of \$223.7 million from operating activities, declining 25.5% from the previous year. Capital invested in purchasing property, plant and equipment came in at \$244.2 million, above \$212.3 million reported in fiscal 2019. Free cash outflow was \$17.8 million against an inflow of \$11.2 million in fiscal 2019.

### Restructuring Actions

The company noted that it will cease operations in its Johnson City, TN-based manufacturing facility by the end of fiscal 2021 (ending June 2021). The action is part of the footprint rationalization initiative under its ongoing restructuring program for fiscal 2021.

The company predicts annualized savings of \$65-\$75 million from its restructuring actions in fiscal 2021, higher than \$25-\$30 million mentioned previously. Pre-tax charges in the year will be \$90-\$100 million, higher than \$55-\$60 million stated earlier.

In addition, restructuring actions for fiscal 2020 resulted in savings of \$33 million and pre-tax expenses of \$54 million.

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## Outlook

In the quarters ahead, Kennametal anticipates gaining from simplification/modernization activities, solid product offerings and cost-reduction actions. However, end-market challenges will likely persist due to the coronavirus outbreak.

The company noted that it will combine the results of its Industrial and WIDIA segments into a new segment — Metal Cutting. The other segment, Infrastructure, retains its structure. This change is effective Jul 1, 2020.

The company refrained from issuing financial projections for fiscal 2021 due to the uncertainties related to the pandemic. However, it did mention that capital spending will be \$110-\$130 million in fiscal 2021.

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## Recent News

### Dividend

On **Aug 25, 2020**, Kennametal paid a quarterly cash dividend of 20 cents per share to its shareholders of record as of Aug 11, 2020.

### Restructuring Plans & Cost Actions

On **Jun 9, 2020**, Kennametal provided an update on its simplification/modernization initiatives meant for simplifying the business structure, improving efficiency and boosting shareholder value. Also, the company revealed its cost-saving actions to deal with the pandemic-induced financial crisis.

As noted, structural cost-reduction actions — part of Kennametal's simplification/modernization initiatives — have been accelerated. With the move, the company expects to be done with the restructuring of 10% employees (salaried) in the first half of fiscal 2021 (ending December 2020).

The suggested restructuring actions are anticipated to boost the company's savings in fiscal 2021 (ending June 2021) — with annualized savings now predicted to be \$65-\$75 million versus \$25-\$30 million mentioned earlier. Pre-tax charges are now expected to be \$90-\$100 million in the year.

Additionally, the company's cost-saving actions to combat some of the adverse impacts of the pandemic include a 20% reduction in cash compensation for the board of directors and lowering of salaried employees' compensation by 10-20%. Notably, actions initiated earlier (furloughs and others) for salaried employees will be stopped. The actions will be implemented from Jul 1, 2020, and will hold good through the first half of fiscal 2021.

Production reduction at manufacturing facilities and temporary shutdowns are other actions, which will be considered by the company to deal with the difficult environment.

## Valuation

Kennametal shares are down 13.1% and up 2.6% year to date and over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry and the Zacks Industrial Products sector are down 18.9% and 0.5% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry is down 7.8%, while the sector increased 8.2%, respectively.

The S&P 500 Index has moved up 5.7% in the year-to-date period and 13.7% in the past year.

The stock is currently trading at 30.89x forward 12-month earnings per share, which compares to 16.75x for the Zacks sub-industry, 21.87x for the Zacks sector and 22.51x for the S&P 500 index.

Over the past five years, the stock has traded as high as 31.07x and as low as 8.68x, with a 5-year median of 16.78x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$34 price target reflects 32.73x forward 12-month earnings per share.

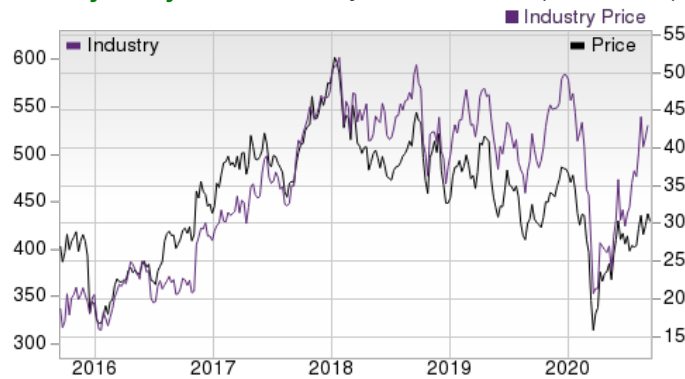
The table below shows summary valuation data for KMT.

| Valuation Multiples - KMT |               |       |              |        |         |
|---------------------------|---------------|-------|--------------|--------|---------|
|                           |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                  | Current       | 30.89 | 16.75        | 21.87  | 22.51   |
|                           | 5-Year High   | 31.07 | 21.45        | 21.87  | 23.44   |
|                           | 5-Year Low    | 8.68  | 12.49        | 12.55  | 15.26   |
|                           | 5-Year Median | 16.78 | 16.77        | 17.51  | 17.63   |
| P/Sales F12M              | Current       | 1.53  | 1.09         | 2.98   | 4.16    |
|                           | 5-Year High   | 1.82  | 1.52         | 2.98   | 4.29    |
|                           | 5-Year Low    | 0.59  | 0.84         | 1.52   | 3.11    |
|                           | 5-Year Median | 1.23  | 1.19         | 2.05   | 3.66    |

As of 09/15/2020

Source: Zacks Investment Research

## Industry Analysis Zacks Industry Rank: Bottom 10% (227 out of 251)



Source: Zacks Investment Research

## Top Peers

| Company (Ticker)                       | Rec        | Rank |
|----------------------------------------|------------|------|
| Energys (ENS)                          | Outperform | 1    |
| ABB Ltd (ABB)                          | Neutral    | 2    |
| Emerson Electric Co. (EMR)             | Neutral    | 3    |
| Energypac Tool Group Corp. (EPAC)      | Neutral    | 3    |
| Lincoln Electric Holdings, Inc. (LECO) | Neutral    | 3    |
| Sandvik AB (SDV KY)                    | Neutral    | 3    |
| Stanley BlackDecker, Inc. (SWK)        | Neutral    | 3    |
| Tetra Tech, Inc. (TTEK)                | Neutral    | 2    |

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

| Industry Comparison Industry: Manufacturing - Tools & Related Products |         |            |           | Industry Peers |         |         |
|------------------------------------------------------------------------|---------|------------|-----------|----------------|---------|---------|
|                                                                        | KMT     | X Industry | S&P 500   | EPAC           | LECO    | SWK     |
| Zacks Recommendation (Long Term)                                       | Neutral | -          | -         | Neutral        | Neutral | Neutral |
| Zacks Rank (Short Term)                                                | 4       | -          | -         | 3              | 3       | 3       |
| VGM Score                                                              | D       | -          | -         | D              | B       | B       |
| Market Cap                                                             | 2.66 B  | 3.08 B     | 23.70 B   | 1.26 B         | 5.56 B  | 26.00 B |
| # of Analysts                                                          | 7       | 7          | 13.5      | 5              | 8       | 9       |
| Dividend Yield                                                         | 2.49%   | 1.34%      | 1.61%     | 0.19%          | 2.09%   | 1.72%   |
| Value Score                                                            | C       | -          | -         | D              | B       | C       |
| Cash/Price                                                             | 0.24    | 0.10       | 0.07      | 0.13           | 0.03    | 0.03    |
| EV/EBITDA                                                              | 16.87   | 15.79      | 13.22     | 20.30          | 12.95   | 15.79   |
| PEG F1                                                                 | 7.24    | 3.65       | 2.98      | 2.65           | 2.60    | 3.65    |
| P/B                                                                    | 2.10    | 3.07       | 3.26      | 3.76           | 8.42    | 3.07    |
| P/CF                                                                   | 13.39   | 13.45      | 12.81     | 19.61          | 15.22   | 13.51   |
| P/E F1                                                                 | 36.19   | 26.01      | 21.70     | 32.34          | 26.01   | 21.22   |
| P/S TTM                                                                | 1.41    | 1.96       | 2.45      | 2.34           | 2.01    | 1.91    |
| Earnings Yield                                                         | 2.80%   | 3.85%      | 4.39%     | 3.07%          | 3.85%   | 4.72%   |
| Debt/Equity                                                            | 0.47    | 0.44       | 0.70      | 0.85           | 1.08    | 0.55    |
| Cash Flow (\$/share)                                                   | 2.40    | 2.40       | 6.93      | 1.08           | 6.15    | 12.06   |
| Growth Score                                                           | C       | -          | -         | C              | A       | B       |
| Historical EPS Growth (3-5 Years)                                      | 14.29%  | 8.18%      | 10.41%    | -12.38%        | 9.09%   | 7.27%   |
| Projected EPS Growth (F1/F0)                                           | -4.71%  | -3.24%     | -4.75%    | 184.35%        | -23.43% | -8.62%  |
| Current Cash Flow Growth                                               | -45.40% | -3.32%     | 5.26%     | -25.97%        | -3.32%  | 4.61%   |
| Historical Cash Flow Growth (3-5 Years)                                | -7.39%  | 4.54%      | 8.49%     | -19.91%        | 0.03%   | 6.22%   |
| Current Ratio                                                          | 1.60    | 1.99       | 1.35      | 3.10           | 1.77    | 1.26    |
| Debt/Capital                                                           | 31.89%  | 30.48%     | 42.95%    | 46.00%         | 52.02%  | 31.86%  |
| Net Margin                                                             | -0.30%  | 5.46%      | 10.25%    | -49.53%        | 7.93%   | 5.88%   |
| Return on Equity                                                       | 6.01%   | 6.65%      | 14.66%    | 6.53%          | 33.45%  | 13.97%  |
| Sales/Assets                                                           | 0.70    | 0.62       | 0.50      | 0.57           | 1.20    | 0.62    |
| Projected Sales Growth (F1/F0)                                         | -9.76%  | -2.53%     | -1.40%    | 5.27%          | -14.08% | -5.06%  |
| Momentum Score                                                         | D       | -          | -         | D              | C       | C       |
| Daily Price Change                                                     | 2.82%   | 0.30%      | 0.14%     | 0.43%          | -0.32%  | 0.30%   |
| 1-Week Price Change                                                    | -3.27%  | 0.56%      | -1.87%    | -0.53%         | -2.09%  | -0.70%  |
| 4-Week Price Change                                                    | 8.23%   | 6.19%      | 0.12%     | 3.07%          | -3.19%  | 1.83%   |
| 12-Week Price Change                                                   | 9.86%   | 16.15%     | 7.05%     | 16.15%         | 13.84%  | 20.02%  |
| 52-Week Price Change                                                   | 2.59%   | 4.68%      | 1.26%     | -16.80%        | 4.68%   | 12.79%  |
| 20-Day Average Volume (Shares)                                         | 602,283 | 156,944    | 1,845,558 | 211,251        | 244,373 | 781,631 |
| EPS F1 Estimate 1-Week Change                                          | 0.00%   | 0.00%      | 0.00%     | 0.00%          | 0.00%   | 0.00%   |
| EPS F1 Estimate 4-Week Change                                          | -2.34%  | 0.00%      | 0.00%     | 0.00%          | 0.00%   | 8.36%   |
| EPS F1 Estimate 12-Week Change                                         | -25.25% | 0.94%      | 4.10%     | -11.14%        | 22.17%  | 41.41%  |
| EPS Q1 Estimate Monthly Change                                         | -55.99% | 0.00%      | 0.00%     | 0.00%          | 0.00%   | 17.95%  |

Source: Zacks Investment Research

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## 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.

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### Zacks Style Scores

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

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

|                |   |
|----------------|---|
| Value Score    | C |
| Growth Score   | C |
| Momentum Score | D |
| VGM Score      | D |

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

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## Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

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

## Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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**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.

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**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.

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**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.