

## Kinsale Capital (KNSL)

**\$161.87** (As of 06/09/21)

Price Target (6-12 Months): **\$172.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 04/20/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:B

Value: D

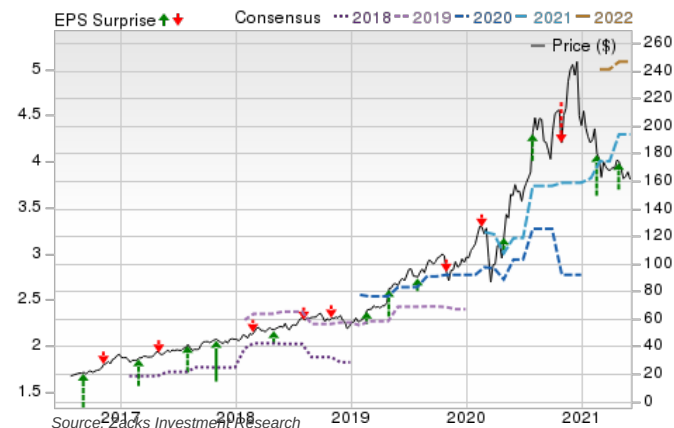
Growth: A

Momentum: D

## Summary

Kinsale Capital continues to benefit from dislocation within the broader property/casualty insurance industry, rate increases and premium growth. Across the E&S market, its products are exposed to those business lines, which have relatively lower risks. Kinsale Capital boasts the lowest combined ratio among its specialty insurer peers while achieving the highest growth and targets the same in mid-80s range over the long term. It has various reinsurance contracts to limit exposure to potential losses apart from arranging for additional capacity for growth. Technological advancements have also been lowering the expense ratios for quite some time. It also engages in effective deployment of capital. However, high costs put pressure on margin expansion. High debt levels pose financial risks. Shares have underperformed its industry in a year

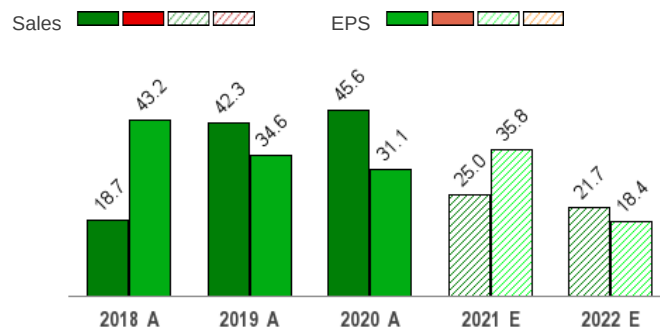
## Price, Consensus & Surprise



## Data Overview

|                                |                                   |
|--------------------------------|-----------------------------------|
| 52-Week High-Low               | \$252.70 - \$141.85               |
| 20-Day Average Volume (Shares) | 89,598                            |
| Market Cap                     | \$3.7 B                           |
| Year-To-Date Price Change      | -19.1%                            |
| Beta                           | 0.79                              |
| Dividend / Dividend Yield      | \$0.44 / 0.3%                     |
| Industry                       | Insurance - Property and Casualty |
| Zacks Industry Rank            | Bottom 33% (169 out of 251)       |

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



|                               |            |
|-------------------------------|------------|
| Last EPS Surprise             | 27.6%      |
| Last Sales Surprise           | 7.0%       |
| EPS F1 Estimate 4-Week Change | 0.0%       |
| Expected Report Date          | 07/29/2021 |
| Earnings ESP                  | 0.0%       |
| P/E TTM                       | 46.1       |
| P/E F1                        | 37.7       |
| PEG F1                        | NA         |
| P/S TTM                       | 7.1        |

## Sales Estimates (millions of \$)

|      | Q1    | Q2    | Q3    | Q4    | Annual* |
|------|-------|-------|-------|-------|---------|
| 2022 | 159 E | 165 E | 170 E | 176 E | 700 E   |
| 2021 | 138 A | 139 E | 147 E | 155 E | 575 E   |
| 2020 | 80 A  | 118 A | 123 A | 139 A | 460 A   |

## EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2022 | \$1.29 E | \$1.33 E | \$1.17 E | \$1.40 E | \$5.08 E |
| 2021 | \$1.11 A | \$1.08 E | \$0.96 E | \$1.16 E | \$4.29 E |
| 2020 | \$0.76 A | \$0.84 A | \$0.42 A | \$1.14 A | \$3.16 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 06/09/2021. The report's text and the analyst-provided price target are as of 06/10/2021.

## Overview

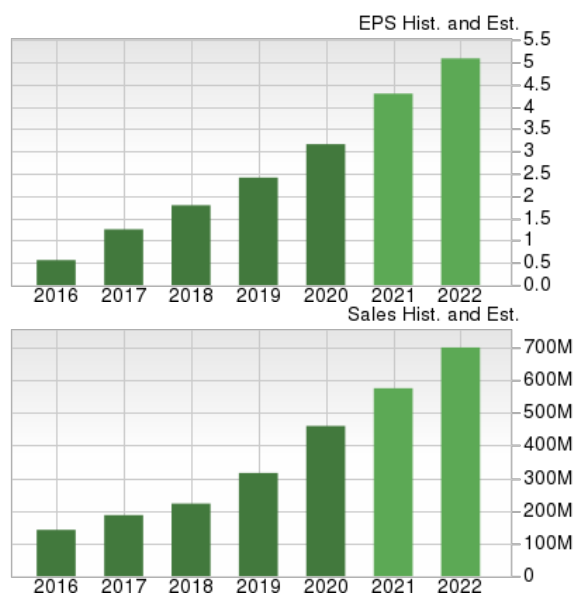
Headquartered in Richmond, VA, Kinsale Capital was established in 2009. It offers various insurance and reinsurance products across all 50 states of the United States, the District of Columbia, the Commonwealth of Puerto Rico and the U.S. Virgin Islands. It operates primarily through two markets – Commercial and Personal. While personal lines include homeowners insurance; commercial lines offerings cover construction, small business, excess casualty, commercial property, product liability, allied health, general casualty, management liability, inland marine, commercial insurance and public entity.

The company typically provides coverage for those risks, which are unique and difficult to find in the standard insurance market. With an extensive focus on clients with small and medium-sized accounts, it focuses only on the excess and surplus lines (E&S) market in the United States.

Kinsale Capital has developed a proprietary technology platform, which is likely to provide it a competitive edge over its competitors. This platform has enabled efficient handling of underwriting and claims operations. Moreover, the company markets insurance products through a network of independent insurance brokers, who have sound knowledge and indispensable experience about the diverse set of risks across the E&S market. Aspera Insurance Services, which is the company's broker insurance subsidiary, primarily underwrites personal lines risks for Kinsale Capital.

Furthermore, this P&C insurer reports only through one segment:

Excess and Surplus Lines Insurance segment: This segment distributes P&C insurance products across the E&S market, which has performed well due to improved margins and lower loss ratios. Total gross written premiums was \$389.7 million in 2019, of which casualty insurance operations accounted for 87.6%, while property insurance operations comprised the remaining 12.4%. The company also writes a small amount of homeowners insurance in the personal lines market that in aggregate represented 4.3% of gross written premiums in 2019 and is included with property division.



## Reasons To Buy:

- ▲ **Share Price Performance:** Shares of Kinsale have gained 6.9% in the past year, underperforming the industry's increase of 45.4%. We believe that the company's strong fundamentals are likely to help drive shares.
- ▲ **Continued Focus on the E&S Market:** Kinsale Capital is completely focused on the excess and surplus lines (E&S) market across the United States. Evidently, this E&S market has been performing well due to improved margins and lower loss ratios. This has led to strong underwriting results for the P&C insurer. Also, the company basically targets clients with small to medium-sized accounts, which have better pricing and are less prone to competition. Despite the P&C industry facing operational challenges due to the COVID-19 pandemic, the company's overall results do not seem to be significantly impacted by the crisis. It expects to maintain its profitability and growth with its strategy of prudent underwriting, combined with technology driven low costs and a focus on the E&S market in the long term. The primary reason behind this is the company's exposure to those lines of business that have relatively lower risks.
- ▲ **Consistent Growth in Top Line:** Kinsale Capital has been driving revenue growth on the back of growing net premiums. Notably, the company's strong established presence across the E&S market of the United States and high retention rates arising from contract renewals have benefited premiums for the past few years. Evidently, net written premiums witnessed a CAGR of 41.6% in the last five years (2015-2020). The momentum continued through the first quarter of 2021, with the metric rising 33.5%. In fact, the top line witnessed a five-year (2015-2020) CAGR of 11.6% driven by higher premiums, improved net investment income and other income. The momentum continued through the first quarter of 2021, with the metric surging 72.1%. We expect revenue growth to continue in the days ahead, given the rate increase and constant efforts to expand the company's business lines.
- ▲ **Improvement in Investment Income:** Net investment income has been an important component of the company's top-line growth. Net investment income witnessed a CAGR of 35.8% in the last five years (2015-2020). The metric rose 16.5% in the first quarter of 2021. Despite the prevailing low interest rate environment, the metric improved due to continued growth in investment portfolio. Though low interest rates are likely to strain investment yields in the near term, we believe investment of the company's excess operating funds is likely to result in a robust investment portfolio in the days ahead.
- ▲ **Lower Expense Ratios Due to Technological Upgradations:** Kinsale Capital has developed a proprietary technology platform, which is likely to provide it a competitive edge over its competitors. This platform has enabled efficient handling of underwriting and claims operations. Such automation in processes also reflects the P&C insurer's cost-control initiatives and provides for improved customer interactions. Use of technology has also aided the company in lowering its expense ratio in the past few years. Notably, in the first quarter 2021, the expense ratio improved 110 basis points (bps) year over year. We believe the company's technological platform is likely to add to the scalability of business as well.
- ▲ **Favorable Combined Ratio Owing to Solid Underwriting:** Aspera Insurance Services, which is the company's broker insurance subsidiary, primarily underwrites personal lines risks for Kinsale Capital. Strong channel of independent insurance brokers and better pricing reflecting superior underwriting discipline have been driving improvement in the combined ratio of its P&C business over the past few years. It has been able to maintain underlying combined ratio below 95% since the last few years and aims to maintain the same in the mid-80s range in the long term. The company posted combined ratio of 80 in the first quarter of 2021, consistent with the guidance of a mid-80s combined ratio. The company also has various reinsurance contracts to limit its exposure to potential losses. With the Jun 1, 2020 renewal, it entered into a property catastrophe reinsurance treaty renewal. Including the reinstatement provision, the maximum aggregate loss recovery limit is \$90 million and is in addition to the per-occurrence coverage provided by its facultative and treaty coverages.
- ▲ **Increased Submissions Due to Favorable Conditions in the P&C Insurance Industry:** There has been persistent dislocation within the broader insurance industry in the United States, which was grappling with several operational challenges. Most companies have undertaken efforts to restructure their business operations and get rid of underperforming lines of business. This dislocation has resulted in improved submission flows and better pricing decisions. Though Submission growth was in the mid-teens in the first quarter, down from high-teens in the fourth quarter, the company remain optimistic for 2021. Despite the prevailing challenges in the P&C insurance industry, Kinsale Capital remains well poised to benefit due to continued market dislocation. It even expects the dislocation to stretch into 2021 as well, which will enable it to grow at an elevated rate. It expects the level of dislocation to reduce and the growth rate to become normal in the future.
- ▲ **Effective Capital Deployment by Virtue of Solid Cash Flows:** Strong cash flows enable Kinsale Capital to engage in shareholder-friendly moves like dividend hikes. Net cash provided by operating activities more than doubled over the last two years. It further increased 53% in the first quarter of 2021. Banking on solid cash flow, the company has increased dividend since 2017 at a four-year CAGR (2016-2020) of 15.8%.
- ▲ **Favorable Return on Equity:** Further, the company's trailing 12-month return on equity (ROE) reinforces its growth potential. Its operating ROE of 17.6% expanded 50 basis points year over year and remains above the industry's ROE of 5.7%, reflecting its tactical efficiency in using its shareholders' funds. For the long term, it even targets to maintain operating return on equity in the mid-teens range.

Kinsale Capital is poised for long-term growth given its continued focus on the E&S market, improved revenues, solid underwriting results and effective capital deployment measures.

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### Reasons To Sell:

- ▼ Escalating Costs to Dent Margins: Kinsale Capital has been witnessing increase in expenses, which surged 50.2% in the past five years (2015-2020). The increase was due to higher losses and loss adjustment expenses, underwriting, acquisition and insurance expenses and other expenses. A hike in expenses can cause margin contraction. Net margin contracted 80 bps year over year in 2020. The company should strive to generate higher revenue growth rate compared with the rise in expenses, otherwise margin will be impacted.
- ▼ Poor Leverage Ratio: The company's debt levels have been increasing for straight three quarters inducing deterioration in debt to capital ratio. As of Mar 31, 2021, total debt to total capital was 6.8%, down 110 bps year over year. Given the difficult operating conditions in the market, high level of debt is likely to induce financial risks.
- ▼ Stretched Valuation: The company's valuation remains stretched at the current level. Looking at its price-to-book ratio, which is the best multiple for valuing insurers, investors might not want to pay any further premium. Kinsale Capital currently has a trailing 12-month P/B of 6.29x, higher than the industry average of 1.39x.

Increase in expenses weighing on margin expansion and high debt level inducing deterioration in debt capital ratio remains a concern for Kinsale Capital.

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## Last Earnings Report

### Kinsale Capital Q1 Earnings Beat, Revenues Up Y/Y

Kinsale Capital delivered first-quarter 2021 net operating earnings of \$1.11 per share, which outpaced the Zacks Consensus Estimate by 27.6%. Further, the bottom line improved 46.1% year over year.

The company's results gained momentum on the back of growing premiums and strong underwriting results. However, the upside was partly offset due to escalating expenses in the quarter.

Quarter Ending 03/2021

|                  |              |
|------------------|--------------|
| Report Date      | Apr 29, 2021 |
| Sales Surprise   | 6.95%        |
| EPS Surprise     | 27.59%       |
| Quarterly EPS    | 1.11         |
| Annual EPS (TTM) | 3.51         |

### Operational Update

Total revenues in the first quarter surged 72.1% year over year to \$138.3 million. The growth can primarily be attributed to rise in premiums and higher net investment income. Also, the top line surpassed the Zacks Consensus Estimate by 7%.

Gross written premiums of \$168.9 million rose 36.2% year over year attributable to rate increases and rise in submission activity from brokers. Net written premiums climbed 33.5% year over year to \$144.3 million in the quarter.

Net investment income advanced 16.5% year over year to \$6.9 million in the quarter. The upside came on the back of proceeds stemming from the company's equity offering in third-quarter 2020 coupled with operating funds being invested since Mar 31, 2020 resulting in higher investment portfolio balance.

In the first quarter, the company's total expenses increased 31.2% year over year to \$98.8 million due to rise in losses and loss adjustment expenses, underwriting, acquisition and insurance expenses, and other expenses.

Kinsale Capital reported underwriting income of \$24.6 million, which soared 70.8% year over year courtesy of higher premiums stemming from a favorable underwriting environment, persistent rate improvements and rise in net favorable development of loss reserves compared to prior accident years. Combined ratio improved 390 basis points (bps) to 80% in the quarter under review.

While expense ratio improved 110 bps to 22.9% in the first quarter, loss ratio improved 280 bps to 57.1%.

### Financial Update

Kinsale Capital exited the first quarter with cash and cash equivalents of \$132.5 million, which surged 71.9% from the 2020-end level. As of Mar 31, 2021, credit facility of \$42.6 million inched up 0.1% from the level at 2020 end.

As of Mar 31, 2021, stockholders' equity grew 2% to \$587.6 million from 2020-end level.

Annualized operating return on equity expanded 50 bps year over year to 17.6% in the quarter under review.

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## Recent News

### Kinsale Capital Declares Quarterly Dividend — May 6, 2021

The board of directors of Kinsale Capital declared a quarterly dividend of 11 cents per share. The dividend will be paid on Jun 11 to shareholders of record as of May 27.

## Valuation

Kinsale Capital shares are down 19.1% in the year-to-date period but up 6.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 19.3% and 20.1% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 45.4% and 50.5%, respectively.

The S&P 500 index are up 13.1% in the year-to-date period and 42.6% in the past year.

The stock is currently trading at 6.29x trailing 12-month book value, which compares to 1.39x for the Zacks sub-industry, 3.39x for the Zacks sector and 7.02x for the S&P 500 index.

Over the past five years, the stock has traded as high as 10.6x and as low as 2.09x, with a 5-year median of 5.04x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$172 price target reflects 6.67x trailing 12-month book value.

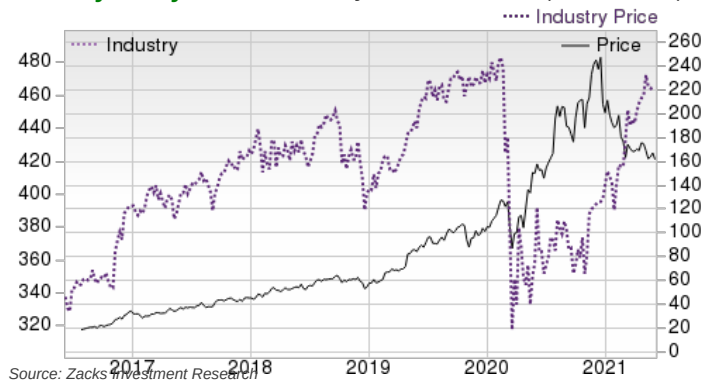
The table below shows summary valuation data for KNSL

| Valuation Multiples - KNSL |               |       |              |        |         |
|----------------------------|---------------|-------|--------------|--------|---------|
|                            |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/B TTM                    | Current       | 6.29  | 1.39         | 3.39   | 7.02    |
|                            | 5-Year High   | 10.6  | 1.71         | 3.41   | 7.03    |
|                            | 5-Year Low    | 2.09  | 0.97         | 1.77   | 3.84    |
|                            | 5-Year Median | 5.04  | 1.49         | 2.64   | 5.02    |
| P/S F12M                   | Current       | 5.86  | 2.01         | 8.55   | 4.7     |
|                            | 5-Year High   | 10.33 | 11.41        | 8.55   | 4.74    |
|                            | 5-Year Low    | 2.4   | 1.5          | 5.08   | 3.21    |
|                            | 5-Year Median | 5.21  | 1.84         | 6.21   | 3.72    |
| P/E F12M                   | Current       | 34.87 | 29.21        | 16.62  | 21.75   |
|                            | 5-Year High   | 66.94 | 31.77        | 17.24  | 23.83   |
|                            | 5-Year Low    | 16.1  | 21.52        | 11.6   | 15.31   |
|                            | 5-Year Median | 28.69 | 26.80        | 14.94  | 18.05   |

As of 6/9/2021

Source: Zacks Investment Research

## Industry Analysis Zacks Industry Rank: Bottom 33% (169 out of 251)



## Top Peers

| Company (Ticker)                        | Rec          | Rank |
|-----------------------------------------|--------------|------|
| HCI Group, Inc. (HCI)                   | Outperform   | 2    |
| W.R. Berkley Corporation (WRB)          | Outperform   | 2    |
| The Allstate Corporation (ALL)          | Neutral      | 3    |
| Markel Corporation (MKL)                | Neutral      | 3    |
| ProAssurance Corporation (PRA)          | Neutral      | 3    |
| RLI Corp. (RLI)                         | Neutral      | 3    |
| The Travelers Companies, Inc. (TRV)     | Neutral      | 3    |
| James River Group Holdings, Ltd. (JRVV) | Underperform | 5    |

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

| Industry Comparison Industry: Insurance - Property And Casualty |         |            |           | Industry Peers |         |            |
|-----------------------------------------------------------------|---------|------------|-----------|----------------|---------|------------|
|                                                                 | KNSL    | X Industry | S&P 500   | MKL            | RLI     | WRB        |
| Zacks Recommendation (Long Term)                                | Neutral | -          | -         | Neutral        | Neutral | Outperform |
| Zacks Rank (Short Term)                                         | 3       | -          | -         | 3              | 3       | 2          |
| VGM Score                                                       | B       | -          | -         | B              | D       | C          |
| Market Cap                                                      | 3.69 B  | 1.73 B     | 30.22 B   | 16.47 B        | 4.65 B  | 13.38 B    |
| # of Analysts                                                   | 3       | 2          | 12        | 4              | 2       | 4          |
| Dividend Yield                                                  | 0.27%   | 0.99%      | 1.29%     | 0.00%          | 0.97%   | 0.64%      |
| Value Score                                                     | D       | -          | -         | A              | D       | B          |
| Cash/Price                                                      | 0.04    | 0.26       | 0.06      | 0.43           | 0.02    | 0.29       |
| EV/EBITDA                                                       | 35.32   | 8.24       | 17.40     | 9.02           | 22.97   | 12.83      |
| PEG F1                                                          | NA      | 2.16       | 2.13      | NA             | NA      | 2.11       |
| P/B                                                             | 6.28    | 1.19       | 4.17      | 1.31           | 4.03    | 2.08       |
| P/CF                                                            | 49.86   | 15.26      | 17.80     | 23.01          | 37.09   | 23.43      |
| P/E F1                                                          | 37.67   | 15.76      | 21.56     | 21.14          | 34.60   | 18.96      |
| P/S TTM                                                         | 7.13    | 0.98       | 3.51      | 1.34           | 4.04    | 1.58       |
| Earnings Yield                                                  | 2.65%   | 6.24%      | 4.55%     | 4.73%          | 2.89%   | 5.28%      |
| Debt/Equity                                                     | 0.07    | 0.22       | 0.66      | 0.28           | 0.13    | 0.51       |
| Cash Flow (\$/share)                                            | 3.25    | 2.68       | 6.83      | 52.02          | 2.78    | 3.22       |
| Growth Score                                                    | A       | -          | -         | C              | D       | C          |
| Historical EPS Growth (3-5 Years)                               | 31.95%  | 8.11%      | 9.44%     | 17.54%         | 7.52%   | 6.75%      |
| Projected EPS Growth (F1/F0)                                    | 35.86%  | 54.79%     | 21.30%    | 115.81%        | 14.86%  | 71.55%     |
| Current Cash Flow Growth                                        | 37.01%  | -6.04%     | 0.98%     | -11.44%        | 0.61%   | -18.09%    |
| Historical Cash Flow Growth (3-5 Years)                         | 26.39%  | 3.40%      | 7.28%     | -1.77%         | 1.33%   | 1.63%      |
| Current Ratio                                                   | 0.20    | 0.44       | 1.39      | 0.68           | 0.39    | 0.49       |
| Debt/Capital                                                    | 6.76%   | 18.31%     | 41.53%    | 22.37%         | 11.47%  | 33.99%     |
| Net Margin                                                      | 22.29%  | 9.05%      | 11.95%    | 22.62%         | 25.27%  | 9.05%      |
| Return on Equity                                                | 14.97%  | 5.97%      | 16.36%    | 5.69%          | 11.48%  | 8.24%      |
| Sales/Assets                                                    | 0.35    | 0.31       | 0.51      | 0.30           | 0.30    | 0.30       |
| Projected Sales Growth (F1/F0)                                  | 25.12%  | 1.73%      | 9.37%     | 12.81%         | 9.87%   | 5.05%      |
| Momentum Score                                                  | D       | -          | -         | D              | B       | F          |
| Daily Price Change                                              | -1.37%  | -0.22%     | -0.44%    | -1.00%         | -1.15%  | -0.58%     |
| 1-Week Price Change                                             | -3.29%  | 0.00%      | 0.58%     | 0.22%          | -1.49%  | -0.88%     |
| 4-Week Price Change                                             | 5.08%   | 0.68%      | 2.80%     | 1.81%          | -2.52%  | -3.01%     |
| 12-Week Price Change                                            | -7.63%  | 2.26%      | 7.24%     | 4.22%          | -12.25% | -0.76%     |
| 52-Week Price Change                                            | 2.37%   | 26.33%     | 36.87%    | 21.82%         | 23.04%  | 25.52%     |
| 20-Day Average Volume (Shares)                                  | 89,598  | 101,950    | 1,770,532 | 62,448         | 106,999 | 537,210    |
| EPS F1 Estimate 1-Week Change                                   | 0.00%   | 0.00%      | 0.00%     | 0.00%          | 0.00%   | 0.00%      |
| EPS F1 Estimate 4-Week Change                                   | 0.00%   | 0.00%      | 0.03%     | -0.29%         | 3.48%   | -0.06%     |
| EPS F1 Estimate 12-Week Change                                  | 7.33%   | 0.00%      | 3.39%     | -2.46%         | 5.31%   | 6.61%      |
| EPS Q1 Estimate Monthly Change                                  | 0.00%   | 0.00%      | 0.00%     | -0.16%         | 0.00%   | -0.79%     |

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.

### 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    | D |
| Growth Score   | A |
| Momentum Score | D |
| 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.

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

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

## Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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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 a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

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

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

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

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

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

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

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

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

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

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

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

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

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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.