

Leidos Holdings, Inc. (LDOS)

\$105.90 (As of 06/17/21)

Price Target (6-12 Months): **\$112.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 04/20/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:A

Value: A

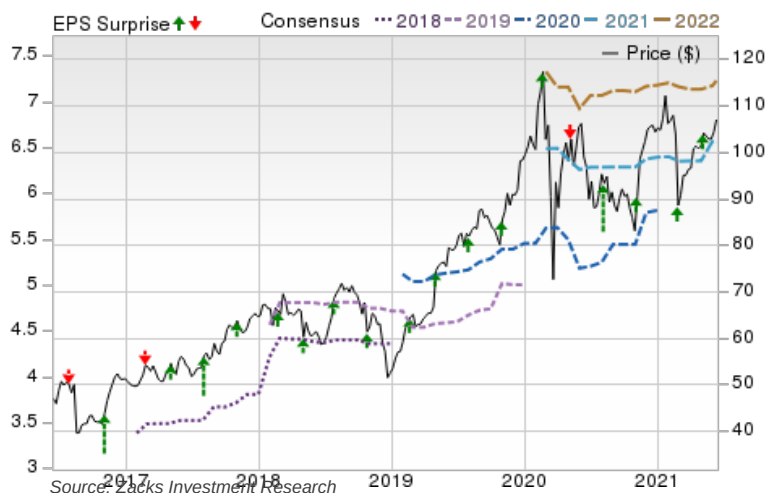
Growth: A

Momentum: D

Summary

Leidos Holding benefits a great deal from steady contract wins that boosts organic growth for Leidos Holdings. In fact, these contract wins bolster the company's bookings and consequently its backlog count. Also, notable acquisitions further bolster its operating results. In January 2021, it completed the acquisition of 1901 Group for a preliminary purchase consideration of \$214 million. In May, Leidos Holdings acquired Gibbs & Cox for approximately \$380 million in cash. However, the company has weak solvency position as is evident from its sequentially deteriorating financial ratios. Such impacts might continue to hurt the stock as the pandemic is still ongoing. Expansion of tariff on import of aluminum by the Trump administration has the potential to hurt this stock. It has underperformed its industry in the past year.

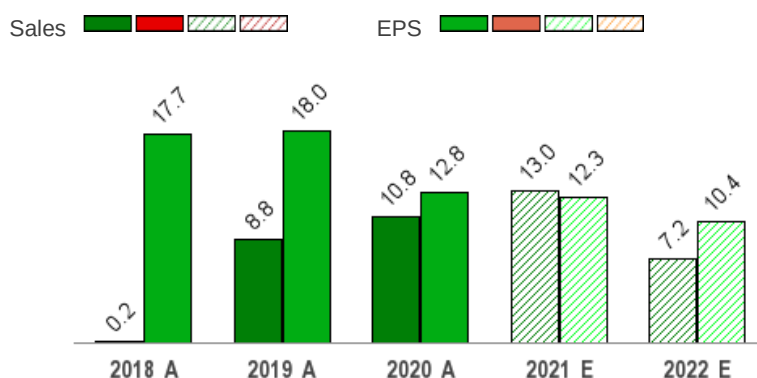
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$113.75 - \$79.15
20-Day Average Volume (Shares)	485,845
Market Cap	\$15.0 B
Year-To-Date Price Change	0.7%
Beta	0.90
Dividend / Dividend Yield	\$1.36 / 1.3%
Industry	Aerospace - Defense
Zacks Industry Rank	Bottom 17% (209 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	3,602 E	3,555 E	3,998 E	3,967 E	14,900 E
2021	3,315 A	3,318 E	3,618 E	3,668 E	13,901 E
2020	2,889 A	2,914 A	3,242 A	3,252 A	12,297 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.75 E	\$1.73 E	\$1.87 E	\$1.92 E	\$7.23 E
2021	\$1.73 A	\$1.57 E	\$1.63 E	\$1.70 E	\$6.55 E
2020	\$1.19 A	\$1.55 A	\$1.47 A	\$1.63 A	\$5.83 A

*Quarterly figures may not add up to annual.

Last EPS Surprise	16.1%
Last Sales Surprise	3.2%
EPS F1 Estimate 4-Week Change	-0.2%
Expected Report Date	08/03/2021
Earnings ESP	0.0%
P/E TTM	16.6
P/E F1	16.2
PEG F1	2.2
P/S TTM	1.2

The data in the charts and tables, except sales and EPS estimates, is as of 06/17/2021. The report's text, and the analyst-provided sales

estimates, EPS estimates and price target are as of 06/18/2021.

Overview

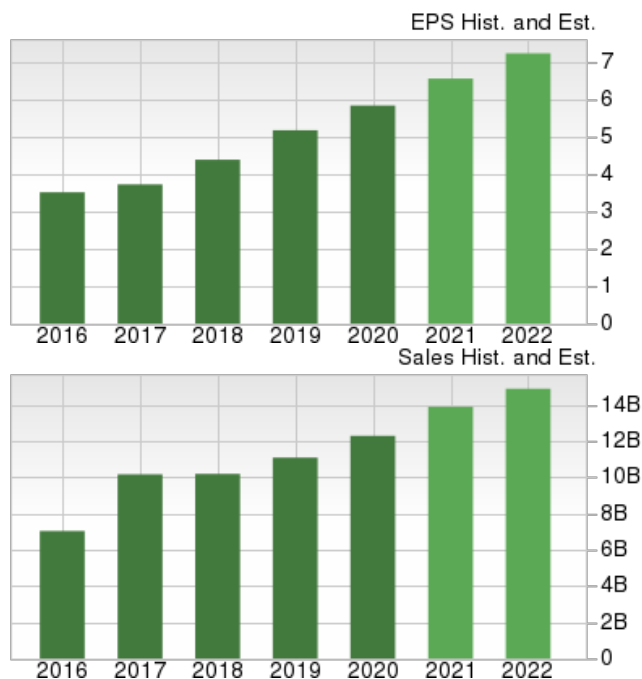
Founded in 1969, Delaware-based Leidos Holdings, Inc. is a global science and technology leader that serves the defense, intelligence, civil and health markets. Its core capabilities include providing solutions in the fields of cybersecurity; data analytics; enterprise IT modernization; operations and logistics; sensors, collection and phenomenology; software development; and systems engineering. Outside the United State, the company's international customers include foreign governments and their agencies, primarily located in the United Kingdom, the Middle East and Australia.

Leidos Holdings currently operates through three business segments namely — Defense Solutions, Civil and Health.

Defense Solutions: This business segment offers surveillance and reconnaissance, integrated systems solutions and global services for the U.S. Intelligence Community, military commands as well as other government and commercial customers. It provides multi-spectral, airborne, ground and maritime ISR collection as well as processing systems, advanced sensor design, command and control solutions, and training systems. In 2020, this division generated sales of \$7,341 million, contributing 59.7% to total business sales.

Civil: This segment provides aviation solutions, security products, enterprise IT services, federal environment and infrastructure solutions as well as logistics. While aviation solutions provide systems integration for Air Navigation Service Providers, including the FAA and airport operators, security products include Vehicle and Cargo Inspection System, explosive detection systems as well as radiation detection systems. The unit realized sales of \$2,994 million in 2020, accounting for 24.3% of total business sales.

Health: This unit offers affordable solutions to federal and commercial customers, which are responsible for the health and well-being of people worldwide comprising service members and veterans. Its primary capabilities include providing complex systems integration, managed health services, enterprise IT transformation and life sciences. Sales at this division totaled \$1,962 million in 2020, representing 16% of the entire business sales.



Reasons To Buy:

▲ Increased contract wins for its cost-effective defense solutions from the Pentagon as well as other U.S. allies have been serving as a primary growth driver for Leidos Holdings. In fact, these contract wins bolster the company's bookings and consequently its backlog count. During the first quarter of 2021, the company recorded net bookings worth \$3.8 billion that were strong across all segments, which in turn led to a total backlog of \$32.6 billion compared with \$31.9 billion at 2020-end. The backlog also represented a 15% year-over-year increase. Notably, large new business wins in the defense solutions segment primarily contributed to the record backlog in the reported quarter. Such solid backlog trends indicate impressive revenue growth prospects for the company in the quarters ahead.

Favorable Budgetary revisions, solid contract inflows and strategic buyouts should keep Leidos' momentum alive

▲ The macroeconomic environment in the nation has been boosting growth prospects of Leidos, given the widespread geopolitical uncertainty along with the current U.S. administration's inclination toward increased defense spending. The proposed fiscal 2022 budget includes \$753 billion as funding for the Pentagon, reflecting 1.7% growth over the approved fiscal 2021 President's budget. Such encouraging spending provisions by the U.S. administration, once approved, are expected to significantly boost growth prospects of defense primes like Leidos Holdings. This is expected to boost investors' confidence in this stock, going forward.

▲ While steady contract wins boost organic growth for Leidos Holdings, notable acquisitions also bolster this defense major's operating results. Evidently, the company's first-quarter Defense Solutions revenues witnessed 14.8% year-over-year growth, primarily driven by the acquisition of Dynetics. In January 2021, Leidos Holdings completed its earlier announced acquisition of 1901 Group for a preliminary purchase consideration of \$214 million. In May, Leidos Holdings completed the acquisition of Gibbs & Cox for approximately \$380 million in cash.

While the acquisition of 1901 Group is set to expand Leidos Holdings' share in the addressable cloud and digital modernization service market, the acquisition of Gibbs & Cox will extend its existing Maritime business and add specific capabilities and services, such as naval architecture and marine engineering, 3d modelling and design. No doubt these recent buyouts will further add impetus to the company's top line performance in the coming days.

Reasons To Sell:

- ▼ Leidos Holdings' cash and cash equivalents were \$377 million at the end of first-quarter 2021, compared with \$524 million as of Dec 31, 2020. Its long-term debt was \$4,663 million as of Mar 31, 2021, which marginally increased sequentially and was much above its cash reserve. This reflects that the company does not have a very strong solvency position over the long run. Its deteriorating financial ratios further disappoint us about its financial position. Evidently, the company's first-quarter 2021 interest coverage ratio of 6.2 is one of the lowest in the last eight quarters. Such an unfavorable financial position might have hurt investors' sentiments regarding this stock. Evidently, the company's shares have gained 8.8% in the past year, underperforming its industry's rise of 15.7%.
- ▼ During the first quarter of 2021, COVID-19 impacts caused Leidos Holdings to experience delays and it expects to continue experiencing delays on certain contracts, as a result of standby leave absences, which have caused a portion of its contracts to be less profitable. We expect the company to continue witnessing adverse impacts of the pandemic on its results over the near term.
- ▼ In January 2020, the Donald Trump administration revealed plans to expand its existing tariffs on imports of steel and aluminum from Feb 8. Steel and aluminum derivatives now come under the tariff mandate. This tariff expansion is expected to deal a heavy blow to the U.S. aerospace and defense industry, which relies heavily on imported aluminum. In 2018, when the initial tariff was imposed, the Aerospace Industries Association (AIA) had expressed concern by saying that such a tariff will raise cost and disrupt the supply chain. Now that tariffs are being imposed on derivatives as well, input costs are expected to rise even more, thereby hurting the growth prospects of aerospace and defense manufacturing stocks like Leidos Holdings, unless the present administration under President Biden makes any policy change.

Unfavorable financial position and COVID-19 pandemic led impacts pose threat to this stock's growth

Last Earnings Report

Leidos Holdings Q1 Earnings Beat, Revenues Rise Y/Y

Leidos Holdings, Inc.'s first-quarter 2021 adjusted earnings of \$1.73 per share beat the Zacks Consensus Estimate of \$1.49 by 16.1%. Moreover, the bottom line grew 45.4% from \$1.19 per share registered a year ago.

The company's GAAP earnings of \$1.42 per share improved from the year-ago quarter's 80 cents.

Quarter Ending 03/2021

Report Date	May 04, 2021
Sales Surprise	3.17%
EPS Surprise	16.11%
Quarterly EPS	1.73
Annual EPS (TTM)	6.38

Total Revenues

Leidos Holdings generated total revenues of \$3,315 million in the quarter under consideration, which exceeded the Zacks Consensus Estimate of \$3,213 million by 3.2%. The top line also improved 14.7% year over year. This increase in revenues is primarily attributable to program wins and a net increase in volumes on certain programs.

Backlog

At the end of the reported quarter, the company's total backlog was \$32.6 billion compared with \$31.9 billion at 2020-end. Of this, \$7 billion was funded.

Operational Statistics

Total cost of revenues in the quarter increased 14.2% to \$2,848 million. Operating income totaled \$308 million compared with the year-ago quarter's income of \$192 million.

Non-GAAP operating income margin for the quarter was 11.1% compared with 8.5% in the prior-year quarter, primarily attributable to a net increase in higher-margin program volumes and program wins.

Interest expenses summed \$45 million compared with \$48 million in the prior-year quarter.

Segmental Performance

Defense Solutions: Net revenues at this segment improved 14.8% to \$1,958 million from the prior-year quarter's \$1,705 million. This upside can be primarily attributed to program wins, a net increase in volumes on certain programs and a benefit in exchange rate movements.

The segment's operating income escalated to \$152 million from the year-ago quarter's \$95 million, with the operating margin expanding 220 basis points (bps) to 7.8%.

Health: The segment recorded revenues of \$591 million in the first quarter, up 11.5% year over year. The revenue increase was primarily attributable to a net increase in volumes on certain programs and program wins.

Operating income surged 39.7% to \$102 million, while operating margin expanded 350 bps to 173%.

Civil: Revenues at this segment amounted to \$766 million, up 17.1%. This uptick was primarily attributable to the acquisition of the SD&A businesses in the second quarter of fiscal 2020 and a net increase in program volumes.

While operating income rose 25.4% to \$74 million, operating margin contracted 70 bps to 9.7%.

Financials

Cash and cash equivalents as of Apr 2, 2021, were \$377 million compared with \$524 million as of Jan 1, 2021.

Long-term debt, net of current portion, amounted to \$4,663 million as of Apr 2, 2021, compared with \$4,644 million as of Jan 1, 2021.

Net cash provided by operating activities in the first quarter of 2021 was \$237 million compared with \$372 million a year ago.

2021 Guidance

Leidos Holdings revised its view for 2021. The company currently expects adjusted earnings in the \$6.35-\$6.65 range, up from \$6.15-\$6.45 per share anticipated earlier. The Zacks Consensus Estimate for 2021 earnings, pegged at \$6.35 per share, is below the midpoint of the company's projected view.

Leidos Holdings expects revenues of \$13.7-\$14.1 billion this year, unchanged from the previous guidance. The Zacks Consensus Estimate for 2021 revenues, pegged at \$13.87 billion, is below the midpoint of the company-guided range.

The company's cash flow from operating activities is anticipated to be at or above \$875 million.

Valuation

Leidos Holdings' shares are up 0.1% in the year to date period and 8.8% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 13.5% in the year to date period, while the Zacks Aerospace sector are up 13.5%. Over the past year, the Zacks sub-industry is up 15.7% while the sector is up 15.4%.

The S&P 500 index is up 13.2% in the year to date period and 38.4% in the past year.

The stock is currently trading at 15.4X of forward 12-month earnings, which compares to 21.2X for the Zacks sub-industry, 22.7X for the Zacks sector and 21.7X for the S&P 500 index.

Over the past five years, the stock has traded as high as 22.4X and as low as 10.7X, with a 5-year median of 15.6X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$112 price target reflects 16.4X earnings value.

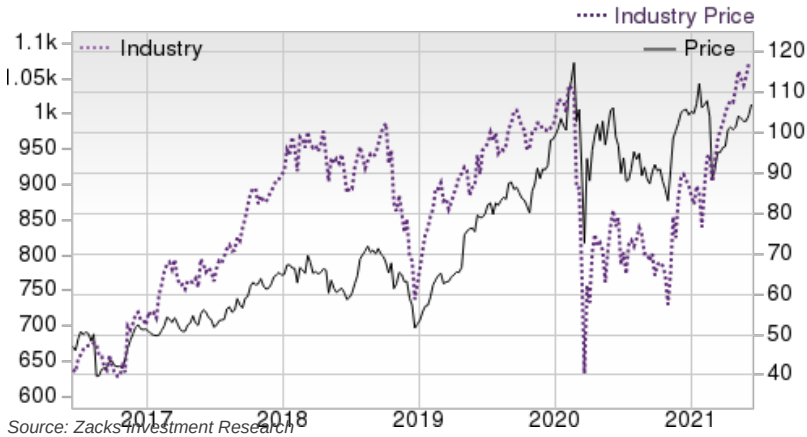
The table below shows summary valuation data for LDOS

Valuation Multiples - LDOS					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.43	21.22	22.65	21.69
	5-Year High	22.35	22.54	23.02	23.83
	5-Year Low	10.67	14.52	14.31	15.31
	5-Year Median	15.62	18.9	18.1	18.05
P/S F12M	Current	1.04	1.4	2.01	4.73
	5-Year High	1.48	1.64	2.01	4.74
	5-Year Low	0.32	0.99	0.97	3.21
	5-Year Median	0.93	1.32	1.29	3.72
EV/SALES TTM	Current	1.51	2.18	2.84	4.87
	5-Year High	2.02	2.19	3	4.87
	5-Year Low	0.67	1.04	1.16	2.65
	5-Year Median	1.33	1.6	1.75	3.64

As of 06/17/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 17% (209 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Teledyne Technologies Incorporated (TDY)	Outperform	1
Air Industries Group (AIRI)	Neutral	3
Bae Systems PLC (BAESY)	Neutral	3
CurtissWright Corporation (CW)	Neutral	3
Heico Corporation (HEI)	Neutral	3
L3Harris Technologies Inc (LHX)	Neutral	3
Lockheed Martin Corporation (LMT)	Neutral	3
Transdigm Group Incorporated (TDG)	Neutral	3

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

Industry Comparison Industry: Aerospace - Defense				Industry Peers		
	LDOS	X Industry	S&P 500	AIRI	CW	LHX
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	A	-	-	B	C	A
Market Cap	14.98 B	14.15 B	29.66 B	39.41 M	4.99 B	45.17 B
# of Analysts	9	6	12	1	4	9
Dividend Yield	1.28%	0.06%	1.35%	0.00%	0.59%	1.85%
Value Score	A	-	-	B	B	B
Cash/Price	0.02	0.07	0.05	0.04	0.03	0.02
EV/EBITDA	15.51	10.74	16.95	10.11	14.00	15.12
PEG F1	2.14	1.88	2.09	NA	NA	1.88
P/B	3.76	3.61	4.06	2.60	2.72	2.21
P/CF	13.43	13.15	17.27	8.24	12.52	10.76
P/E F1	16.09	16.86	20.99	24.60	16.81	16.96
P/S TTM	1.18	1.32	3.39	0.78	2.09	2.49
Earnings Yield	6.19%	4.79%	4.65%	4.07%	5.95%	5.90%
Debt/Equity	1.17	0.69	0.66	0.73	0.52	0.34
Cash Flow (\$/share)	7.88	1.42	6.83	0.15	9.74	20.48
Growth Score	A	-	-	A	F	B
Historical EPS Growth (3-5 Years)	15.19%	15.19%	9.44%	NA	14.96%	20.50%
Projected EPS Growth (F1/F0)	12.37%	12.73%	21.49%	350.00%	5.60%	12.03%
Current Cash Flow Growth	14.02%	-11.78%	0.99%	242.27%	-2.59%	NA
Historical Cash Flow Growth (3-5 Years)	34.49%	3.26%	7.28%	3.14%	7.00%	40.17%
Current Ratio	1.12	1.36	1.39	1.63	1.75	1.78
Debt/Capital	53.95%	42.04%	41.51%	42.04%	34.26%	25.65%
Net Margin	5.64%	2.98%	11.95%	-0.23%	8.76%	7.55%
Return on Equity	24.30%	9.37%	16.48%	0.87%	16.44%	12.01%
Sales/Assets	1.03	0.76	0.51	0.88	0.61	0.49
Projected Sales Growth (F1/F0)	13.05%	4.41%	9.41%	21.18%	3.89%	3.07%
Momentum Score	D	-	-	D	B	B
Daily Price Change	0.01%	-0.18%	-0.04%	4.24%	-3.19%	-0.72%
1-Week Price Change	2.51%	0.39%	-0.41%	2.42%	2.21%	0.25%
4-Week Price Change	3.08%	2.19%	1.51%	0.00%	-2.28%	1.99%
12-Week Price Change	10.02%	9.30%	7.99%	-13.99%	3.96%	10.96%
52-Week Price Change	6.61%	18.51%	35.52%	5.13%	32.69%	17.07%
20-Day Average Volume (Shares)	485,845	485,845	1,771,802	135,717	151,743	1,079,173
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	-0.21%	0.00%	0.03%	0.00%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	3.15%	1.26%	3.37%	-37.50%	1.50%	0.71%

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

EPS Q1 Estimate Monthly Change	0.00%	0.06%	0.00%	0.00%	0.00%	0.13%
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Source: Zacks Investment Research

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

Zacks Style Scores

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

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

Value Score	A
Growth Score	A
Momentum Score	D
VGM Score	A

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

Disclosures

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a 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.

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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