Lowes Companies(LOW)

$146.74 (As of 11/18/20)

Price Target (6-12 Months): **$154.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 11/11/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:A
	Value: B | Growth: A | Momentum: A	

Summary

Shares of Lowe's outperformed the industry in the past six months, owing to the company's sturdy performance that continued in third-quarter fiscal 2020. In third quarter, earnings and sales outpaced the Zacks Consensus Estimate and grew year on year. Results gained from strong demand from the company's do-it-yourself and pro customers. Moreover, the company's online sales continued to grow, backed by strong demand and improved omni-channel offerings. However, the company's fourth-quarter earnings view came in below analysts' expectations. Higher operating expenses related to the pandemic and expansion of supply chain infrastructures is likely to put pressure on the company's performance in the fourth quarter. Also sales growth is expected to moderate in the said quarter, due to seasonal demand pattern.

Price, Consensus & Surprise

Source: Zacks Investment Research

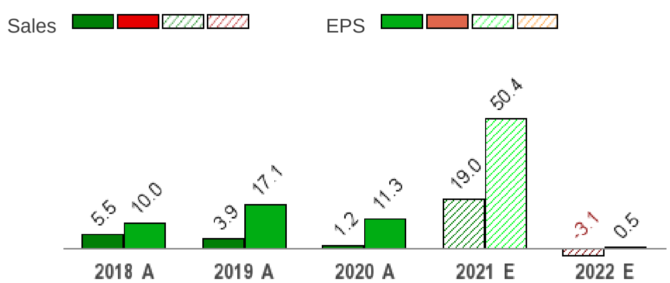
Data Overview

52-Week High-Low	**$180.67 - $60.00**
20-Day Average Volume (Shares)	**5,159,821**
Market Cap	**$110.9 B**
Year-To-Date Price Change	**22.5%**
Beta	**1.52**
Dividend / Dividend Yield	**$2.40 / 1.6%**
Industry	**Building Products - Retail**
Zacks Industry Rank	**Top 35% (89 out of 254)**

Last EPS Surprise	**0.5%**
Last Sales Surprise	**5.9%**
EPS F1 Estimate 4-Week Change	**1.4%**
Expected Report Date	**02/24/2021**
Earnings ESP	**8.9%**

P/E TTM	**17.4**
P/E F1	**17.1**
PEG F1	**1.2**
P/S TTM	**1.3**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	20,193 E	24,450 E	20,084 E	18,061 E	83,192 E
2021	19,675 A	27,302 A	22,309 A	18,916 E	85,872 E
2020	17,741 A	20,992 A	17,388 A	16,027 A	72,148 A

EPS Estimates

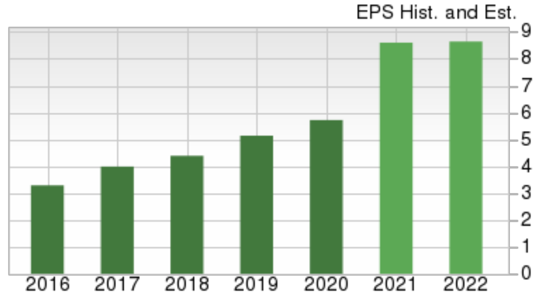
	Q1	Q2	Q3	Q4	Annual*
2022	$1.95 E	$3.27 E	$1.87 E	$1.29 E	$8.64 E
2021	$1.77 A	$3.75 A	$1.98 A	$1.17 E	$8.60 E
2020	$1.22 A	$2.15 A	$1.41 A	$0.94 A	$5.72 A

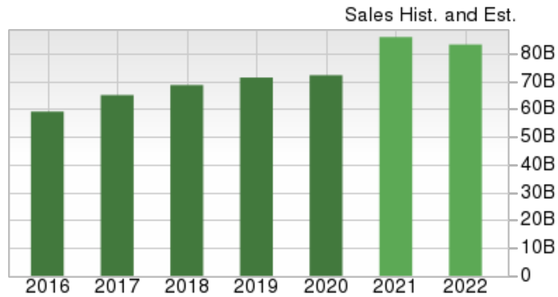
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 11/18/2020. The reports text is as of 11/19/2020.

Overview

Lowe's Companies, Inc. (LOW) has evolved as one of the world's leading home improvement retailer, offering services to homeowners, renters and commercial business customers. The company has been enhancing experience of its pro customers by upgrading pro-focused brands and revamping pro-service business website, LowesForPros.com.





Incorporated in 1952 and based in Mooresville, NC, Lowe's has its operations primarily in the U.S. and Canada. The company offers services to homeowners, renters and commercial business customers. Homeowners and renters principally include do-it-yourself (DIY) customers and do-it-for-me (DIFM) customers who utilize the company's installed sales programs. Commercial business customers consist of those who work in the construction, repair/remodel, commercial and residential property management, and business maintenance professions.

Lowe's offers a wide range of products and services for home decoration, maintenance, repair, remodeling and property maintenance. The company provides a line of home improvement products in diverse categories, such as appliances, lumber, paint, flooring, building materials, millwork, lawn and landscape products, fashion plumbing, hardware, lighting, tools, seasonal living, rough plumbing, outdoor power equipment, cabinets and countertops, nursery, rough electrical, home environment, home organization, and windows and walls.

The company's home improvement store stocks about 34,000 items, a number of which are available through the Special Order Sales system, and comprises a varied collection of branded merchandise such as Whirlpool, Stainmaster, Valspar, Pella and many more. The company also trades in brands that are exclusive to Lowe's, including Aquasource, Garden Treasures, Harbor Breeze, Kobalt, Reliabilt, Top-Choice and Utilitech.

Lowe's offers products through retail stores as well as online (Lowes.com). As of Oct 30, 2020, the company operated 1,969 home-improvement and hardware stores across the United States and Canada.

Source: Zacks Investment Research

Reasons To Buy:

▲ **Robust Q3 Performance:** Shares of Lowe's have increased 25.9% in the past six months and outperformed the industry's 21.4% gain. Much of the stock's momentum can be attributed to its sound business fundamentals and strategic growth efforts. During third-quarter fiscal 2020, the company's top and bottom line surpassed the Zacks Consensus Estimate and improved year over year. Notably, the company delivered the third-consecutive sales surprise and the sixth-straight earnings beat. Net sales during the quarter came in at $22,309 million, up 28.3% year over year. Moreover, comparable sales (comps) increased 30.1%, driven by transaction growth of 16.4% and comparable sales average ticket growth of 13.7%. Moreover, the company's performance during the third quarter benefited from its focus on the execution of its strategies to meet the strong demand across the board. Backed by the strong demand, the company recorded sales growth of more than 15% across all merchandise segments, more than 20% in all geographies and triple-digits in e-commerce. Notably, consumer focus on home improvements, core-repair and maintenance activities fueled growth. Additionally, gross margin expanded 28 basis points to 32.7%, driven by strong top-line growth.

Lowe's has been gaining from sturdy growth across all merchandise segments and geographies. Also improved omni-channel capabilities are boosting sales on lowes.com.

▲ **Strong Digital Presence:** We note that strong digital presence has been aiding the company's performance for a while. Management has been making investments in omni-channel capabilities to drive growth. Apparently, sales at lowes.com increased 106% in fiscal third quarter, following increases of 135% and 80% during the second and first quarters, respectively. Notably, online penetration was 7% of total sales in the reported quarter. Online sales benefitted from increased demand from both DIY and pro customer towards contactless shopping options. With the replatforming of lowes.com to the cloud, the company has been able to enhance customers' online shopping experience by improving services such as online delivery scheduling. Moreover, the company is focused on building other extensions of its omni-channel capabilities. It has been working to accelerate the front-end work and drive customer-facing capabilities. These capabilities include order tracking, a customized homepage, simplified search and navigation, and an enhanced online product offering to boost customer experience. The company is also planning to install Buy Online Pickup in Store self-service lockers across all U.S. stores by the end of March 2021. These self-service pickup lockers will be installed at more than 1,700 stores and will enable customers to collect their same-day orders safely and at their own convenience. Currently, the company is focusing on rolling out these lockers across major metro cities by Thanksgiving. For providing the retail locker solution, Lowe's is working with Parcel Pending – a leading package solutions provider in the United States. Going ahead, management believes that its online business model has tremendous potential to grow, backed by an efficient technology team, superior cloud-based platform and detailed roadmap for achieving growth in omni-channel. Such well-chalked efforts will continue to fuel the company's top line going forward.

▲ **Growth in Home Improvements & Other Areas:** Lowe's believes that the home improvement market has robust growth potency, with consumers becoming increasingly motivated to invest in homes. Additionally, the company is keenly focused on home-improvement projects given the expectations that people are likely to stay closer to home this holiday season. It remains focused to cater to consumers' requirements for fall-preparation projects, remodel activity, space-conversion projects, holiday decorating as well as core repair and maintenance activity. During third-quarter fiscal 2020, comparable sales for the U.S. home-improvement business grew 30.4%, following an increase of 35.1% in the preceding quarter. In the third quarter, the company's home improvements business was fueled by broad-based growth across all merchandising departments, DIY and pro customers as well as growth in store and online. In fact, all 15 merchandising departments delivered positive comps, exceeding 15%. Growth in lumber was the strongest, backed by demand from pro and DIY customers. Moreover the company also witnessed growth in areas such as home decor, lawn and garden as well as seasonal and outdoor living. Moreover, consumers were seen to shop for products that support home office and remote schooling needs. In seasonal and outdoor projects, increased projects related to fire pits and patio heaters were an upside. Apart from these, an improving job scenario and housing market have been acting as tailwinds. Management is pleased with the progress of its retail-fundamentals and merchandising initiatives. Such factors have been driving the company to exit from less-profitable businesses and allocate more resources in the booming home improvements arena.

▲ **Focus on Pro Customers:** Pro customers have been a significant driver in Lowe's business growth. Moreover, in a bid to continue augmenting sales from pro customers, the company has been augmenting pro-focused brands. Earlier on, Lowe's had refurbished its pro-service business website, LowesForPros.com, in order to give special attention to the needs of its Pro-customers. The company has also teamed up with HomeAdvisor for its Pro loyalty consumers. Moreover, prudent partnerships are helping the company provide pro customers with a broad range of assortments that suit their specific home improvement and maintenance needs. Markedly, pro sales were solid with comps exceeding 20% during the third quarter of fiscal 2020. The company's smooth progress with retail fundamentals such as job-lot quantities, improved assortments and enhanced service levels aided pro performance.

In addition, management has remained committed to cater to pro customers amid these trying times. To this end, management has undertaken a major move toward the expansion of products and services offered to the pro. Lowe's kicked off a multi-year national rollout of its tool-rental program, with the first location opened at Charlotte in August. This is an opportunity for the company to strengthen its relationship with the customer segment. As of now, more than 70% of pros are using tool-rental programs. Management also remains excited with its Pro-loyalty CRM program. This allows the company to deploy more strategic marketing to the Pro and expand market share. Management is also encouraged by its partnership with Salesforce.com, thus enabling the company to develop the best platform to efficiently serve Pros.

▲ **Financial Status:** Lowe's ended third-quarter fiscal 2020 with total long-term debt (including operating lease liabilities) of $25,092 million, reflecting a rise of 4.3% on a sequential basis. Moreover, its revolving credit facility had $3 billion of undrawn capacity at the end of the fiscal third quarter. This provides the company with adequate liquidity to meet future contingencies. In the fiscal third quarter, it further strengthened its balance sheet by lowering its annual interest expenses through a cash tender offer for $3 billion of higher-coupon bonds and issuance of $4 billion of senior unsecured notes, with a weighted average interest rate of 2.17%. Moreover, the company's cash and cash equivalents of $8,249 million as of Oct 30, 2020, shows a substantial increase from the year-ago quarter.

In addition, Lowe's looks well placed on the dividend-payout front. During fiscal third quarter, the company paid dividends worth $416 million. Also, management announced a 9% hike in its quarterly dividend rate to 60 cents per share. The raised dividend will be paid in the fourth quarter. Notably, the company has a dividend payout of 27.3%, dividend yield of 1.6% and free cash flow yield of 9.9%. Additionally, during the third quarter, Lowe's restored its previously suspended share repurchase program and bought back 3.6 million shares for $621 million. In the first nine months of fiscal 2020, which includes share repurchases made before suspension and in the reported quarter, the company repurchased shares worth $1,528 million. Moreover, it distributed $1,252 million as dividends in the first nine months of fiscal 2020. For fourth-quarter fiscal 2020, the company expects to buy back shares worth $3 billion.

Reasons To Sell:

> The company is concerned regarding higher operating expenses, which is likely to pressurize adjusted operating margin in fourth-quarter fiscal 2020.

- **Growth Likely to Moderate:** Owing to the ongoing coronavirus pandemic and the associated economic uncertainties, Lowe's had previously withdrawn its guidance for fiscal 2020. However, alongside third-quarter results, the company outlined the outlook for fourth-quarter fiscal 2020. For the fiscal fourth quarter, the company expects total sales and comparable sales (comps) growth in the range of 15-20%. The company expects top-line growth to moderate from the third-quarter's level. The sequential softening is consistent with seasonal demand patterns in the home improvements space.

- **Rising Expenses are a Concern:** Higher expenses associated with the pandemic are likely to pressurize the company's performance in the near term. We note that the company has spent more than $800 million for pandemic-related support to hourly associates so far this year. Additionally, it invested more than $1.1 billion for pandemic-related support for associates, store safety and community relief efforts in the first nine months of fiscal 2020. It has also provided three bonuses so far this year. For the fourth quarter, management expects to incur COVID-related operating expenses of nearly $75 million to support safety and cleanliness in stores. Markedly, Lowe's expects adjusted operating margin in the fourth quarter to be almost flat with prior-year quarter's levels, owing to the pandemic-related operating expenses, cost of $150 million related to store layout resets in the United States, and investments to expand the supply chain network. Moreover, the company expects earnings per share, both on GAAP and adjusted basis, of $1.10-$1.20, which came below the analysts' expectations.

- **Currency Headwind:** Lowe's remains prone to unfavorable foreign currency translations, owing to its exposure in the international markets. The weakening of foreign currencies against the U.S. dollar may require the company to either raise prices or contract profit margins in locations outside the country. Any fluctuation in foreign currency may act as a deterrent in the near term.

- **Stiff Competition:** In the home improvement retailing business, Lowe's faces stiff competition from The Home Depot and other home supply retailers on attributes such as location, price and quality of merchandise, in-stock consistency, merchandise assortments and customer service. Such factors may weigh upon the company's margins from a mix and rate perspective.

- **Macroeconomic Headwinds:** The company's customers remain sensitive to macroeconomic factors including interest rate hikes, increase in fuel and energy costs, credit availability, unemployment levels, and high household debt levels, which may negatively impact their discretionary spending, and in turn the company's growth and profitability. An unfavorable economy might delay home improvement projects, which in turn could hamper sales of product categories and services provided by the company.

Last Earnings Report

Lowe's Q3 Earnings & Sales Beat, Soft Q4 View

Quarter Ending	10/2020
Report Date	Nov 18, 2020
Sales Surprise	5.85%
EPS Surprise	0.51%
Quarterly EPS	1.98
Annual EPS (TTM)	8.44

Lowe's reported robust third-quarter fiscal 2020 results, wherein both earnings and sales have outpaced the Zacks Consensus Estimate and have grown year over year. Notably, the company delivered the sixth-straight earnings beat and the third-consecutive sales surprise.

Results benefited from its focus on the execution of its strategies to meet the strong demand across the board. Backed by the strong demand, the company recorded sales growth of more than 15% across all merchandise segments, more than 20% in all geographies and triple-digits in e-commerce. Apparently, sales at lowes.com increased 106% in the fiscal third quarter.

On May 20, management withdrew the guidance for fiscal 2020 due to the lack of visibility about future trends, owing to the coronavirus outbreak. However, it outlined the outlook for fourth-quarter fiscal 2020, wherein earnings guidance appeared to be below analysts' expectations.

For the fiscal fourth quarter, the company expects total sales and comparable sales growth of 15-20%. Top line view reflects a sequential decline, owing to seasonal demand changes. It expects adjusted operating margin to be almost flat with the prior-year quarter, owing to the pandemic-related operating expenses, cost of $150 million related to store layout resets in the United States, and investments to expand the supply chain network. Effective tax rate is anticipated to be 27%. Moreover, the company estimates earnings per share, both on GAAP and adjusted basis, of $1.10-$1.20.

Q3 in Detail

Adjusted earnings of $1.98 per share surpassed the Zacks Consensus Estimate of $1.97 and rose 40.4% year over year.

Net sales of $22,309 million rose 28.3% year over year and surpassed the Zacks Consensus Estimate of $21,076.3 million. Notably, comparable sales increased 30.1% during the quarter under review. Comparable sales for the U.S. home-improvement business reflected a robust rise of 30.4% in the quarter.

Gross profit improved 29.4% year over year to $7,300 million, while gross margin expanded 28 basis points to 32.7%, driven by strong top-line growth.

Other Financial Aspects

Management has been making investments in omni-channel capabilities, including Lowes.com and its supply chain, to drive growth. In the fiscal third quarter, the company also invested $100 million toward its efforts to reset the layout of stores in the United States to ease shopping with improved product adjacencies, particularly for Pro customers.

Moreover, the company has been investing in providing pandemic-related support to frontline hourly associates through bonuses and incentives. In the fiscal third quarter, the company invested $245 million for providing support to associates. With this, the company has spent more than $800 million for pandemic-related support to hourly associates so far this year. Additionally, it invested more than $1.1 billion for pandemic-related support for associates, store safety and community relief efforts in the first nine months of fiscal 2020. Moreover, it provided a "Winning Together" profit-sharing bonus worth $104 million to all hourly associates in all stores in the reported quarter, which marked the third straight quarter of distribution of such bonus.

The company ended the fiscal third quarter with cash and cash equivalents of $8,249 million, long-term debt (excluding current maturities) of $21,185 million, and shareholders' equity of $4,073 million. Moreover, its revolving credit facility had $3 billion of undrawn capacity at the end of the fiscal third quarter. This provides the company with adequate liquidity to meet future contingencies.

In the fiscal third quarter, it further strengthened its balance sheet by lowering its annual interest expenses through a cash tender offer for $3 billion of higher-coupon bonds and issuance of $4 billion of senior unsecured notes, with a weighted average interest rate of 2.17%.

Lowe's generated cash flow from operations of $11,485 million as of Oct 30, 2020. Moreover, it spent $1,172 million toward capital expenditure in the first nine months of fiscal 2020.

During the fiscal third quarter, Lowe's restored its previously suspended share repurchase program and bought back 3.6 million shares for $621 million. Additionally, it paid out dividends of $416 million in the reported quarter. In the first nine months of fiscal 2020, which includes share repurchases made before suspension and in the reported quarter, the company repurchased shares worth $1,528 million. Moreover, it distributed $1,252 million as dividends in the first nine months of fiscal 2020.

For fourth-quarter fiscal 2020, the company expects to buy back shares worth $3 billion. It plans to incur capital expenditure of $1.7 billion for fiscal 2020.

Recent News

Lowe's Declares Quarterly Dividend – Nov 14, 2020

Lowe's announced quarterly cash dividend of 60 cents per share, which is payable on Feb 3, 2021, to shareholders held in record as on Jan 20, 2021.

Lowe's to Add Pickup Lockers, Boost Contactless Deliveries – Sep 22, 2020

Lowe's announced plans to add Buy Online Pickup in Store self-service lockers across all U.S. stores by the end of March 2021. These self-service pickup lockers will be installed at more than 1,700 stores and will enable customers to collect their same-day orders safely and at their own convenience. It expects to install these innovative lockers in most metro cities by Thanksgiving. For providing the retail locker solution, Lowe's is working with Parcel Pending by Quadient. Notably, Parcel Pending is a leading package solutions provider in the United States.

Lowe's Hikes Quarterly Dividend – Aug 22, 2020

Lowe's recently announced a dividend hike of about 9% from its prior payout of 55 cents a share. The hiked dividend rate of 60 cents a share, which is payable Nov 4, 2020 to shareholders of record as on Oct 21, brings the third-quarter payout to roughly $455 million. The new dividend comes to an annualized dividend of $2.40 per share versus the prior rate of $2.20 per share.

Lowe's Rolls Out Tool Rental Program – Aug 19, 2020

Lowe's has started rolling out tool rental departments nationwide, with a one-stop shop for the entire tools and equipment Pros and DIY consumers requiring to complete home-improvement projects. The company's first location opened in Charlotte, N.C. on Aug 20.

Valuation

Lowe's shares are up 27.1% in the year-to-date period and 26.8% in the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Retail-Wholesale sector are up 27.1% and 34.1%, respectively, in the year-to-date period. Over the past year, the sub-industry and the sector are up 26.8% and 40.8%, respectively.

The S&P 500 index is up 12.5% in the year-to-date period and 16.7% in the past year.

The stock is currently trading at 17X forward 12-month earnings, which compares to 21.34X for the Zacks sub-industry, 30.75X for the Zacks sector and 22.68X for the S&P 500 index.

Over the past five years, the stock has traded as high as 22.95X and as low as 9.7X, with a 5-year median of 17.28X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $154 price target reflects 17.84X forward 12-month earnings.

The table below shows summary valuation data for LOW

Valuation Multiples - LOW

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17	21.34	30.75	22.68
	5-Year High	22.95	23.64	34.05	23.47
	5-Year Low	9.7	16.02	19.09	15.27
	5-Year Median	17.28	19	23.6	17.72
P/S F12M	Current	1.33	1.56	1.27	4.18
	5-Year High	1.61	1.71	1.33	4.3
	5-Year Low	0.67	1.06	0.84	3.17
	5-Year Median	1.08	1.3	1.01	3.67
EV/EBITDA TTM	Current	10.97	12.15	18.56	15.91
	5-Year High	14.91	14.91	20.77	16.17
	5-Year Low	8.63	8.09	11.17	9.54
	5-Year Median	11.39	10.82	13.06	13.11

As of 11/18/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 35% (89 out of 254)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Beacon Roofing Supply, Inc. **(BECN)**	Outperform	2
RH **(RH)**	Outperform	2
Target Corporation **(TGT)**	Outperform	2
Amazon.com, Inc. **(AMZN)**	Neutral	3
Costco Wholesale Corporation **(COST)**	Neutral	3
The Home Depot, Inc. **(HD)**	Neutral	3
Lumber Liquidators Holdings, Inc **(LL)**	Neutral	3
Walmart Inc. **(WMT)**	Neutral	3

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

Industry Comparison Industry: Building Products - Retail

Industry Peers

	LOW	X Industry	S&P 500	BECN	HD	LL
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	2	3	3
VGM Score	A	-	-	A	A	A
Market Cap	110.90 B	2.56 B	26.21 B	2.56 B	290.46 B	774.13 M
# of Analysts	14	5	14	7	14	3
Dividend Yield	1.64%	0.00%	1.5%	0.00%	2.22%	0.00%
Value Score	B	-	-	A	B	B
Cash/Price	0.11	0.11	0.06	0.40	0.05	0.26
EV/EBITDA	15.45	12.82	14.53	12.35	16.98	22.22
PEG F1	1.21	1.05	2.80	NA	2.01	0.51
P/B	27.23	2.34	3.60	1.52	189.23	3.99
P/CF	19.16	9.45	13.74	5.57	21.74	22.60
P/E F1	17.06	16.19	22.02	15.07	22.92	15.32
P/S TTM	1.30	0.72	2.85	0.37	2.31	0.73
Earnings Yield	5.86%	6.19%	4.32%	6.63%	4.36%	6.53%
Debt/Equity	5.20	1.46	0.70	1.98	21.39	0.52
Cash Flow ($/share)	7.66	2.91	6.92	6.66	12.41	1.19
Growth Score	A	-	-	A	A	A
Historical EPS Growth (3-5 Years)	16.24%	16.24%	9.79%	5.47%	17.96%	107.99%
Projected EPS Growth (F1/F0)	50.36%	17.35%	0.36%	17.89%	14.87%	201.72%
Current Cash Flow Growth	-12.64%	3.00%	5.39%	11.78%	0.60%	-2.19%
Historical Cash Flow Growth (3-5 Years)	6.65%	11.55%	8.31%	40.23%	11.22%	-15.29%
Current Ratio	1.38	1.99	1.38	2.25	1.36	1.61
Debt/Capital	83.87%	59.27%	41.97%	61.58%	95.53%	34.24%
Net Margin	6.29%	3.88%	10.41%	-1.80%	9.94%	4.38%
Return on Equity	211.33%	17.04%	15.05%	9.45%	-910.85%	29.29%
Sales/Assets	1.82	1.74	0.50	1.02	2.09	1.67
Projected Sales Growth (F1/F0)	19.02%	0.00%	0.16%	3.42%	17.59%	-0.26%
Momentum Score	A	-	-	B	A	A
Daily Price Change	-8.21%	-0.09%	-0.35%	-0.91%	-0.97%	1.13%
1-Week Price Change	-5.51%	0.28%	4.23%	8.02%	-2.49%	-1.74%
4-Week Price Change	-15.91%	8.41%	6.91%	6.30%	-5.16%	8.41%
12-Week Price Change	-13.88%	16.82%	9.73%	14.21%	-7.57%	-0.26%
52-Week Price Change	24.53%	24.53%	6.44%	7.84%	22.15%	211.74%
20-Day Average Volume (Shares)	5,159,821	488,686	2,205,801	488,686	3,889,503	694,999
EPS F1 Estimate 1-Week Change	0.32%	0.00%	0.00%	0.00%	2.40%	0.00%
EPS F1 Estimate 4-Week Change	1.36%	7.19%	1.73%	1.86%	3.62%	62.54%
EPS F1 Estimate 12-Week Change	3.96%	11.77%	3.56%	12.77%	4.32%	62.54%
EPS Q1 Estimate Monthly Change	3.29%	13.55%	0.58%	13.55%	8.05%	127.14%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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