May 11, 2021

Las Vegas Sands Corp. (LVS)

$57.14 (As of 05/10/21)

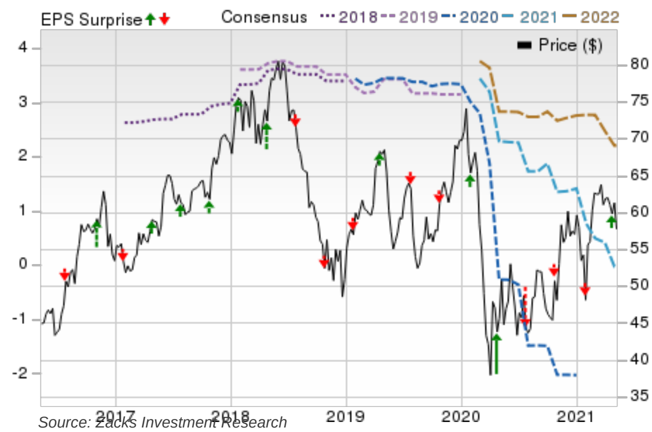
Price Target (6-12 Months): **$60.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 01/01/21) Prior Recommendation: Underperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**4-Sell**
	Zacks Style Scores:	VGM:F
	Value: D | Growth: F | Momentum: C	

Summary

Shares of Las Vegas Sands have underperformed the industry in the past six months. The company reported mixed first-quarter 2021 results, wherein earnings beat the Zacks Consensus Estimate but revenues missed the same. However, both the metrics declined sharply year over year. Nonetheless, increased focus on business model, extensive non-gaming revenue opportunities and planned investment in new projects in Macao are likely to drive growth in the days ahead. Visitation in Macao is also gradually improving. Management believes that investment will strengthen its position in Macao. However, coronavirus-related woes continue to hurt the company. Moreover, high debt remains a concern. Of late, earnings estimates for 2021 have witnessed downward revisions, reflecting analyst concern regarding the company's growth potential.

Price, Consensus & Surprise

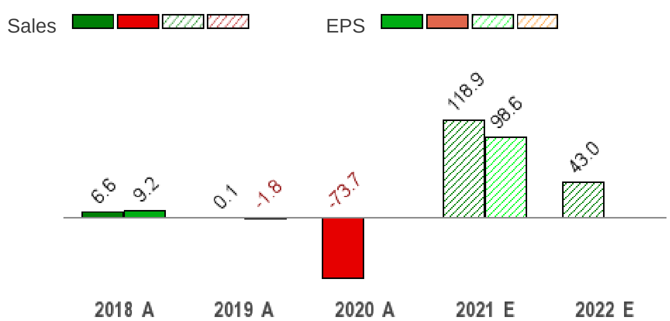


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$66.77 - $42.43**
20-Day Average Volume (Shares)	**4,968,510**
Market Cap	**$43.7 B**
Year-To-Date Price Change	**-4.1%**
Beta	**1.43**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Gaming**
Zacks Industry Rank	**Bottom 36% (163 out of 254)**
Last EPS Surprise	**7.4%**
Last Sales Surprise	**-6.6%**
EPS F1 Estimate 4-Week Change	**-106.3%**
Expected Report Date	**07/28/2021**
Earnings ESP	**0.7%**
P/E TTM	**NA**
P/E F1	**NA**
PEG F1	**NA**
P/S TTM	**14.4**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	2,437 E	2,587 E	2,729 E	2,870 E	11,308 E
2021	1,196 A	1,464 E	2,039 E	2,387 E	7,905 E
2020	1,782 A	98 A	586 A	1,146 A	3,612 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	$0.49 E	$0.53 E	$0.62 E	$0.71 E	$2.21 E
2021	-$0.25 A	-$0.15 E	$0.19 E	$0.37 E	-$0.03 E
2020	-$0.03 A	-$1.05 A	-$0.67 A	-$0.37 A	-$2.12 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 05/10/2021. The report's text and the analyst-provided price target are as of 05/11/2021.

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

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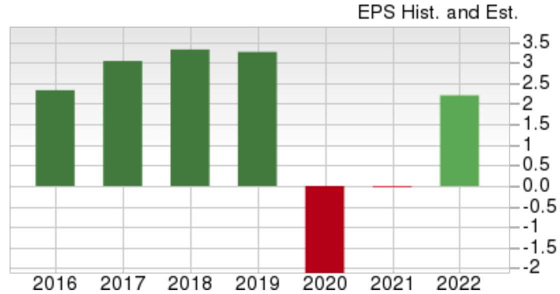
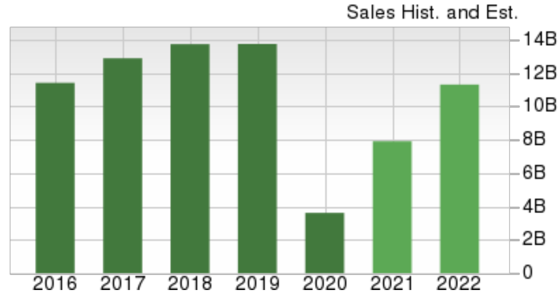
Overview

Based in Las Vegas, NV, Las Vegas Sands is a leading international developer of multi-use integrated resorts primarily operating in the U.S. and Asia.





U.S. Business: In the U.S., the company owns two resorts and casinos. These properties are:

Las Vegas Operations: The company has three properties in Las Vegas – The Venetian Casino, Las Vegas, The Palazzo, Las Vegas and an Expo and Convention Center.

Asia Business: In Asia, the company owns and operates several properties in Macao, China and one in Singapore. These properties are as follows:

Macao Operations: Las Vegas Sands' integrated resort properties and other assets in Macao are owned and operated by Sands China Ltd., which is a majority-owned subsidiary of the company. The company's Macao business comprises the following resorts: Sands Macao, The Venetian Macao, Four Seasons Macao, The Parisian Macao and Sands Cotai Central (under development).

Sands Cotai Centralis Las Vegas Sands' master-planned resort-casino project under development in the Cotai Strip, Macao. A part of the project has begun its operations while the other part is still under construction. Post completion, Sands Cotai Central will comprise an integrated resort complex featuring rooms, suites and apart-hotel units, approximately 800,000 square feet of retail, entertainment and dining space and more than 550,000 square feet of meeting facilities and a multipurpose theater.

Meanwhile, on Sep 13, 2016, the company opened The Parisian Macao, an integrated resort which includes a 253,000-square-foot casino, approximately 3,000 rooms and suites; roughly 340,000 square feet of retail and dining space; a meeting room complex of around 63,000 square feet; and a 1,200-seat theater.

Marina Bay Sands, Singapore: The resort was opened in Jun 2010.

Source: Zacks Investment Research

Reasons To Buy:

Revenue diversification efforts, planned investment in new capital projects in Macao and higher revenues from The Parisian Macao will drive growth

▲ **Macao Business to Spur Growth:** Las Vegas Sands generates significant portion of revenues from Macao. Las Vegas Sands has invested over $13 billion in Macao since 2004, consistently contributing to Macao's diversification and appeal as a business and leisure tourism destination. Despite the current scenario, the company announced that it will progress with its $2.2 billion investment in Macao. As of fourth-quarter 2020, total investment in Macao stands at more than $15 billion. Management is of the opinion that investment will strengthen its position in Macao. During the fourth quarter, the company opened the Grand Suite Four Seasons. Backed by these investments, the company aims to capitalize on the likely structural growth in Macao in coming years to stay ahead of the curve in terms of quality and scale of its product and amenities.

We also believe these new products along with The Parisian Macao would significantly bolster its strategic position and competitiveness across multiple segments. The company would be able to significantly grow its retail business and meetings, incentive, convention and exhibitions (MICE) space. Both these areas of business would aid non-gaming revenues, which would appeal to middle-class travelers. These projects thus demonstrate the company's commitment toward diversifying its business as these are not solely meant for gaming.

▲ **Visitation Gradually Increasing:** The coronavirus pandemic has negatively impacted the visitation. However, the company is optimistic about Macao recovery as visitation continues to increase in the region. The company informed that Macao March numbers are much better than January and February. However, the company has not been able to ascertain the timing of the full recovery. It announced recovery will continue in 2021. The company will benefit from robust spending in Macao at the premium mass level for both the gaming and a retail perspective. The company anticipates Macao to lead the recovery this year.

▲ **Singapore to Drive Growth:** Las Vegas Sands is quite confident about growth opportunity in Singapore, which is one of the top spots for gambling. Despite the coronavirus pandemic, the company announced it will continue to invest in the expansion of Marina Bay Sands, Singapore to strengthen its dominant position in the region. It anticipates demand in Singapore to be robust after travel and tourism spending return to normal. The company expects Asia business to generate more than $5 billion EBITDA once again in the days ahead.

▲ **A Strong Portfolio Acts as a Safeguard Against Economic Fluctuations:** Las Vegas Sands, one of the leading companies in the gaming and lodging industry, has a solid business model, extensive non-gaming revenue opportunities, high-quality assets and attractive property locations. The strong portfolio has somewhat aided the company in withstanding the economic downturn in China. Meanwhile, with the economy recovering in the United States, the company's business should continue to grow. Moreover, some entertainment offerings in the pipeline are expected to boost profitability across the company's properties.

Reasons To Sell:

The coronavirus pandemic and stiff competition remain a concern for the company.

- **Top & Bottom Lines Decline Sharply in Q1:** Las Vegas Sands reported sharp decline in first-quarter 2021 earnings and revenues. During first-quarter 2020, the company recorded adjusted loss per share of 25 cents. In the prior-year quarter, the company had reported adjusted loss of 9 cents per share. Quarterly revenues of $1,196 million missed the consensus mark of $1,281 million. The figure also declined 15.6% from the year-ago quarter's figure. Notably, the top line was impacted by lower occupancy rates and RevPAR.

- **Coronavirus to Hurt Future Results:** The coronavirus pandemic is likely to hurt the company in second-quarter 2021. Earnings estimates for the current quarter and year have witnessed sharp downward revisions over the past seven days. Although casinos in Macau and Las Vegas are now open, it is still very low in comparison to the pre-pandemic level. Meanwhile, visitations in Singapore are unlikely to increase rapidly as resolution of air travel issues are likely to take time. Moreover, dismal performance of VIP segment continues to hurt the company.

  Previously, it had announced that demand in Asia is likely to rebound more rapidly than the United States as Asian countries have dealt with deadly diseases like SARS and swine flu in the past. Visitation in Asia is likely to rebound but in phased manner. Moreover, the company has suspended its dividend program due to the ongoing crisis.

- **High Debt A Concern:** Maintaining liquidity during the coronavirus pandemic has become a herculean task. As of Mar 31, 2021, the company had total debt of $14.4 billion, compared with $13.9 billion at the end of Dec 31, 2020. As of Dec 31, 2020, unrestricted cash balances amounted to $2.1 billion, almost flat sequentially, which may not be enough to manage the high debt level. At the end of first-quarter 2021, the company had debt-to-capital ratio of 0.82, compared with 0.79 at the end of fourth-quarter 2020.

- **Macao/China Regulatory Issues:** A tough operating environment in Macao weighed on casino stocks from June 2014 to most part of 2016. In fact, the crackdown on corruption in China compelled Macao officials to impose restrictions on high rollers to stop billions of dollars from being siphoned off illegally from mainland China to Macao. Consequently, this lowered footfall at the local casinos, leading to a constant decline in gaming revenues. A slowdown in China, tighter visa policies, political unrest and a smoking ban on mass market gaming floors compounded the woes.

  Nevertheless, Macao's gambling revenues marked a turnaround and have been rising since the second half of 2016 with new resorts attracting high rollers as well as leisure gamblers. Meanwhile, efforts undertaken by Macao operators to revive revenues by wooing tourists and recreational gamblers with family-friendly resorts and more non-gaming facilities have also started yielding results. However, the Macao government has joined hands with the mainland authorities to tackle money laundering and terrorism financing, and beefed up its anti-money laundering framework with a much wider scope and stringent compliance measures. In sync with this, new security measures including facial recognition at ATM machines are also being rolled out. Earlier, the government had put withdrawal limit on each ATM transaction to stem the recent increase in overseas ATM withdrawals. While these policies might be helpful in the long run, they are likely to restrict gaming revenues in the near term. Moreover, Macao's Gaming Inspection and Coordination Bureau ("DICJ") is increasing its audits of the junket industry owing to worries of money laundering. Markedly, junkets are responsible for about half the gaming revenue in Macao. Thus, this latest crackdown may hamper Macao's revenue growth. This, in turn, may weigh down on the company's performance in the region.

- **Heightened Competition:** Increased hotel openings and promotional activities have made Las Vegas and Macao markets highly competitive. Thus, excess supply, especially in the Macao market, might reduce the company's market share. The company's recently opened The Parisian Macao along with other upcoming resorts at the Cotai Strip faces extreme peer pressure from several Chinese casino operators and other U.S.-based companies. Wynn Resorts opened a full-scale integrated resort, Wynn Palace, on the Cotai Strip for over $4 billion in Aug 2016. Another U.S.-based casino giant, MGM Resorts International, has opened resort in Cotai in 2018. These openings might pose a huge threat to the company's business in the region.

Last Earnings Report

Las Vegas Sands Q1 Earnings Beat Estimates, Fall Y/Y

Quarter Ending	03/2021
Report Date	Apr 21, 2021
Sales Surprise	-6.62%
EPS Surprise	7.41%
Quarterly EPS	-0.25
Annual EPS (TTM)	-2.34

Las Vegas Sands reported mixed first-quarter 2021 results, wherein earnings beat the Zacks Consensus Estimate but revenues missed the same. While the bottom line surpassed the consensus mark after missing in the trailing three quarters, the top line lagged the estimate after beating in the preceding two quarters. Following the results, the company's shares declined 1.3% in after-hour trading session on Apr 21.

Earnings & Revenue Discussion

During first-quarter 2020, the company recorded adjusted loss per share of 25 cents, narrower than the Zacks Consensus Estimate of a loss of 27 cents. In the prior-year quarter, the company had reported adjusted loss of 9 cents per share. During the quarter under review, interest expenses (net of amounts capitalized) amounted to $154 million compared with $128 million in the prior-year quarter.

Quarterly revenues of $1,196 million missed the consensus mark of $1,281 million. The figure also declined 15.6% from the year-ago quarter's figure. Notably, the top line was impacted by lower occupancy rates and RevPAR.

Asian Operations

Las Vegas Sands' Asia business includes the following resorts:

The Venetian Macao

During the first quarter, net revenues declined 7.9% year over year to $340 million. Casino and mall revenues amounted to $266 million and $46 million, up 6% and 58.6%, respectively. Food and beverage revenues rose 20% year over year to $6 million. Convention, Retail and Other and rooms revenues contracted 66.7% and 9.5%, year over year to $3 million and $19 million, respectively.

Adjusted property EBITDA during the first quarter totaled $82 million compared with $49 million in the prior-year quarter.

Non-rolling chip drop increased 11.1% and rolling chip volumes fell 45.8% on a year-over-year basis.

During the quarter, the segment's hotel RevPAR declined 20.4% year over year to $74 million, while occupancy rates came in at 47.2% compared with 39.2% in the prior-year quarter.

The Londoner Macao

During the first quarter, net revenues slumped 19.4% year over year to $137 million due to declines of 26%, 29.6% and 12.5% in casino, rooms and food and beverage revenues, respectively. However, mall as well as convention, retail and other revenues increased 55.6% and 100% year over year, respectively.

Adjusted property EBITDA came in at ($23) million.

Non-rolling chip drop fell 26.6%, while rolling chip volume soared 213.2% year over year.

During the quarter, the segment's hotel RevPAR decreased 9% year over year to $61 million, while occupancy rates came in at 35.5% compared with 38.1% in the prior-year quarter.

The Parisian Macao

During the first quarter, revenues amounted to $87 million, down 38.3% year over year. The downside was due to a slump of 48.7% in casino revenues. It was further aggravated by declines of 7.7%, 66.7% and 50% in rooms, mall, convention and other retail revenues, respectively.

Adjusted property EBITDA came in at ($8) million, compared with ($3) million in the prior year quarter.

Both non-rolling chip drop and rolling chip volumes plunged 23.1% and 94% year over year, respectively.

During the quarter, the segment's hotel RevPAR declined 19.1% year over year to $55 million. Occupancy rates came in at 46.7% compared with 40.3% in the prior-year quarter.

The Plaza Macao and Four Seasons Hotel Macao

During the first quarter, net revenues were up 58.9% to $170 million owing to increase of 175%, 33.3%, 139.4%, in casino, food and beverage and mall revenues, respectively.

Adjusted property EBITDA in the reported quarter totaled $70 million, up 150% on a year-over-year basis.

Non-rolling chip drop rose 21.9%, while rolling chip volume declined 11.7% year over year.

During the quarter, the segment's hotel RevPAR increased 18.9% year over year to $189 million, while occupancy rates came in at 43.7% compared with 48.4% in the prior-year quarter.

Sands Macao

During the first quarter, revenues were down 49.3% year over year to $35 million on account of declines of 51.6%, 50% and 100% in casino, food and beverage as well as convention, retail and other revenues, respectively.

Adjusted property EBITDA in the reported quarter totaled ($18) million, compared with ($1) million in the prior-year quarter.

Both non-rolling chip drop and rolling chip volume fell 51.2% and 4.5% year over year, respectively.

During the quarter under review, the segment's hotel RevPAR declined 7.5% year over year to $99 million, while occupancy rates came in at 71.5% compared with 59.8% in the prior-year quarter.

Marina Bay Sands, Singapore

During the first quarter, net revenues plunged 30.4% year over year to $426 million due to declines of 31%, 56.8%, 19.5% and 31.3% in casino, rooms, food and beverage, and convention, retail and other revenues, respectively.

Adjusted property EBITDA in the reported quarter totaled $144 million, reflecting a slump of 68.5% on a year-over-year basis.

Both non-rolling chip drop and rolling chip volumes declined 54.8% and 48.9% year over year, respectively.

During the quarter, the segment's hotel RevPAR fell 57.7% year over year to $143 million, while occupancy rates came in at 63% compared with 81% in the prior-year quarter.

Domestic Operations

Las Vegas

During the first quarter, net revenues from Las Vegas operations dropped 61.9% year over year to $139 million due to declines of 48% and 68% in casino as well as food and beverage revenues, respectively. Rooms revenues also slumped 64.6% year over year. Moreover, convention, retail and other revenues plunged 72.1% year over year.

Adjusted property EBITDA in the reported quarter totaled ($47) million, down 153.4% on a year-over-year basis.

Table games drop were down 24.9%, while slot handle rose 3.6% on a year-over-year basis.

During the reported quarter, RevPAR declined 65.9% year over year to $79 million, while occupancy rates came in at 42.6% compared with 87.2% in the prior-year quarter.

Operating Results

On a consolidated basis, adjusted property EBITDA totaled $244 million in the first quarter compared with $349 million reported in the prior-year quarter.

Balance Sheet

As of Mar 31, 2021, unrestricted cash balances amounted to $2.07 billion. Total debt outstanding (excluding finance leases) was $14.42 billion.

In the reported quarter, capital expenditures totaled $291 million, thanks to construction, development and maintenance activities of $268 million in Macao and $23 million at Marina Bay Sands.

Valuation

Las Vegas Sands' shares are down 4.1% in the year-to-date period and up by 24.3% over the trailing 12-month period. Stocks in the Zacks sub-industry is up by 11.2%, and the Zacks Consumer Discretionary sector is up by 1.2% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry is up by 74.6% and the sector is up by 46.8%.

The S&P 500 index is up 13.3% in the year-to-date period and 49.6% in the past year.

The stock is currently trading at 4.78x forward 12-month sales, which compares to 4.67x for the Zacks sub-industry, 2.78x for the Zacks sector and 4.77x for the S&P 500 index.

Over the past five years, the stock has traded as high as 5.36x and as low as 2.21x, with a 5-year median of 3.77x. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $60 price target reflects 5.01x forward 12-month sales.

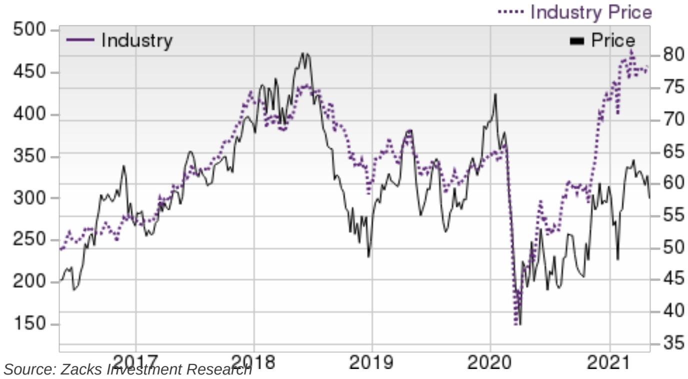
The table below shows summary valuation data for LVS.

Valuation Multiples - LVS

		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	4.78	4.67	2.78	4.77
	5-Year High	5.36	4.96	2.94	4.77
	5-Year Low	2.21	1.63	1.73	3.21
	5-Year Median	3.77	2.76	2.52	3.71
P/B TTM	Current	13.74	7.85	3.99	6.93
	5-Year High	15.3	9.29	4.88	6.93
	5-Year Low	4.15	1.92	2.25	3.83
	5-Year Median	7.07	4.19	4.1	5
EV/EBITDA TTM	Current	N/A	146.58	13.88	17.06
	5-Year High	679.1	170.09	18.07	17.71
	5-Year Low	N/A	7.24	8.33	9.61
	5-Year Median	14.55	13.88	12.41	13.39

As of 05/10/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 36% (163 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Boyd Gaming Corporation **(BYD)**	Outperform	1
Churchill Downs, Incorporated **(CHDN)**	Neutral	3
Century Casinos, Inc. **(CNTY)**	Neutral	3
Caesars Entertainment, Inc. **(CZR)**	Neutral	3
MGM Resorts International **(MGM)**	Neutral	3
Melco Resorts & Entertainment Limited **(MLCO)**	Neutral	3
Wynn Resorts, Limited **(WYNN)**	Neutral	3
Penn National Gaming, Inc. **(PENN)**	Underperform	3

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

Industry Comparison Industry: Gaming

	LVS	X Industry	S&P 500	MGM	PENN	WYNN
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Neutral
Zacks Rank (Short Term)	4	-	-	3	3	3
VGM Score	F	-	-	D	A	D
Market Cap	43.65 B	2.52 B	30.88 B	19.36 B	12.68 B	14.54 B
# of Analysts	5	2.5	12	8	7	5
Dividend Yield	0.00%	0.00%	1.26%	0.03%	0.00%	0.00%
Value Score	D	-	-	D	B	D
Cash/Price	0.05	0.10	0.06	0.32	0.15	0.24
EV/EBITDA	-142.70	19.55	17.72	64.49	184.94	-52.12
PEG F1	NA	1.34	2.26	NA	NA	NA
P/B	13.74	5.81	4.21	1.72	4.65	NA
P/CF	NA	24.65	17.83	NA	38.20	NA
P/E F1	NA	26.61	22.19	NA	36.64	NA
P/S TTM	14.43	3.69	3.62	4.25	3.39	7.78
Earnings Yield	-0.05%	0.13%	4.44%	-4.36%	2.73%	-3.05%
Debt/Equity	4.52	0.44	0.66	1.18	2.33	-16.91
Cash Flow ($/share)	-0.48	0.18	6.78	-1.49	2.12	-11.99
Growth Score	F	-	-	F	A	F
Historical EPS Growth (3-5 Years)	-6.51%	-8.16%	9.39%	-19.18%	-33.64%	8.35%
Projected EPS Growth (F1/F0)	98.77%	79.76%	19.19%	15.04%	144.26%	80.03%
Current Cash Flow Growth	-109.66%	-26.62%	0.61%	-142.05%	-29.24%	-238.52%
Historical Cash Flow Growth (3-5 Years)	NA%	0.63%	7.37%	NA	4.32%	NA
Current Ratio	2.28	1.59	1.39	3.86	2.48	2.03
Debt/Capital	81.90%	37.63%	41.55%	54.24%	69.82%	NA
Net Margin	-64.84%	-9.15%	11.70%	-47.65%	0.81%	-104.19%
Return on Equity	-47.40%	-2.01%	15.91%	-17.93%	1.27%	-327.32%
Sales/Assets	0.14	0.38	0.50	0.12	0.25	0.13
Projected Sales Growth (F1/F0)	118.86%	15.52%	8.81%	68.96%	44.00%	100.48%
Momentum Score	C	-	-	A	A	A
Daily Price Change	-0.97%	-2.99%	-0.12%	-1.15%	-6.41%	-0.44%
1-Week Price Change	-5.81%	-2.88%	2.47%	-1.96%	-2.81%	-1.64%
4-Week Price Change	-7.26%	-3.60%	4.69%	-4.13%	-20.38%	-3.24%
12-Week Price Change	2.00%	-1.74%	12.66%	9.82%	-31.77%	6.69%
52-Week Price Change	17.81%	89.93%	52.09%	169.35%	334.46%	52.09%
20-Day Average Volume (Shares)	4,968,510	277,215	1,884,747	7,566,445	4,591,545	2,174,795
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.07%	24.58%	2.67%
EPS F1 Estimate 4-Week Change	-106.27%	0.00%	1.54%	20.96%	32.81%	4.96%
EPS F1 Estimate 12-Week Change	-105.26%	-4.87%	2.64%	4.59%	33.48%	6.62%
EPS Q1 Estimate Monthly Change	-141.67%	1.47%	0.87%	25.96%	79.20%	0.00%

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	D
Growth Score	F
Momentum Score	C
VGM Score	F

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.