

Lamb Weston (LW)

\$78.94 (As of 06/23/21)

Price Target (6-12 Months): **\$84.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 06/01/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:C

Value: C

Growth: D

Momentum: A

Summary

Lamb Weston has lagged the industry in the past three months. The stock took a hit from third-quarter fiscal 2021 results, wherein the top and bottom lines fell year over year and sales missed the Zacks Consensus Estimate. Results were hurt by soft frozen potato products demand in the away-from-home channel due to curbs on restaurants and other non-commercial foodservice customers, wherein shipments are likely to remain low. Also, the company saw high COVID-19-related supply-chain costs, which are likely to stay. While Lamb Weston expects tough operating conditions, it anticipates global restaurant traffic to improve throughout 2021. In fact, shipment trends improved sequentially in the third quarter. Apart from these, the company has been benefiting from solid Retail unit sales, which are likely to keep gaining from elevated at-home consumption.

Price, Consensus & Surprise



Data Overview

52-Week High-Low **\$86.41 - \$58.68**

20-Day Average Volume (Shares) **850,611**

Market Cap **\$11.5 B**

Year-To-Date Price Change **0.3%**

Beta **0.78**

Dividend / Dividend Yield **\$0.94 / 1.2%**

Industry **Food - Miscellaneous**

Zacks Industry Rank **Bottom 31% (173 out of 252)**

Last EPS Surprise **-11.8%**

Last Sales Surprise **9.0%**

EPS F1 Estimate 4-Week Change **1.8%**

Expected Report Date **07/27/2021**

Earnings ESP **0.0%**

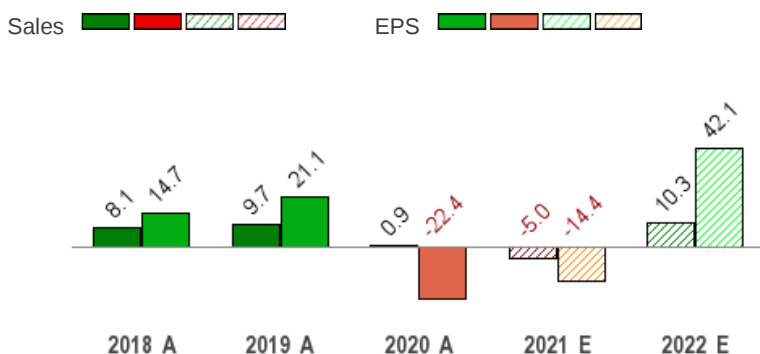
P/E TTM **46.2**

P/E F1 **26.0**

PEG F1 **2.4**

P/S TTM **3.3**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	978 E	993 E	967 E	1,007 E	3,976 E
2021	872 A	896 A	896 A	940 E	3,604 E
2020	989 A	1,019 A	937 A	847 A	3,792 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.72 E	\$0.90 E	\$0.80 E	\$0.72 E	\$3.04 E
2021	\$0.61 A	\$0.66 A	\$0.45 A	\$0.43 E	\$2.14 E
2020	\$0.79 A	\$0.95 A	\$0.77 A	-\$0.01 A	\$2.50 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/23/2021. The report's text and the

analyst-provided price target are as of 06/24/2021.

Overview

Based in Eagle, ID, Lamb Weston Holdings, Inc. is a leading global manufacturer, marketer and distributor of value-added frozen potato products, particularly French fries, and also provides a range of appetizers.

Lamb Weston was formed in July 2016 as a wholly owned subsidiary of Conagra Brands, while it was spun off from the latter in November 2016 when it began operating independently. Lamb Weston, along with its joint venture allies, is the top frozen potato products supplier in North America, while it also operates internationally, with a robust and growing presence in emerging markets. The company mainly serves retail and foodservices customers.

Lamb Weston operates through the following segments:

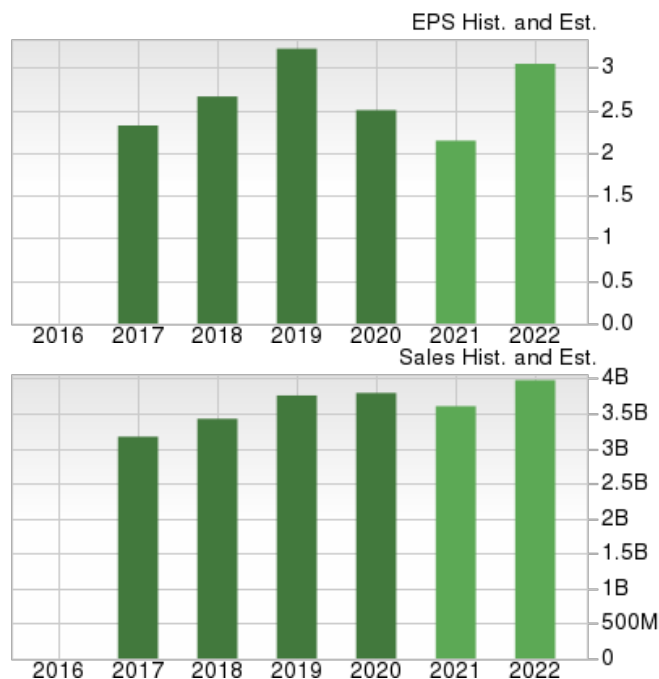
Global (50.7% of FY20 Sales): This includes the top 100 North American restaurant chains and international customers such as global and regional restaurant chains, foodservice distributors, and retailers. The segment also incorporates non-U.S. and non-Canadian retail and foodservice customers. Global segment products include frozen potatoes, sweet potatoes and appetizers sold under the Lamb Weston brand, alongside other customer labels.

Foodservice (20.8% of FY20 Sales): This includes products sold all over the United States and Canada, mainly to commercial distributors and restaurant chains, other than the top 100 North American restaurants. Foodservice, which also caters to non-commercial networks, sells frozen potatoes, sweet potatoes, commercial ingredients and appetizers.

Retail (23.8% of FY20 Sales): This includes customer-facing products sold mainly to grocery, mass merchants, clubs and specialty retailers. Main products of this segment include frozen potatoes and sweet potato items sold under the company's owned or licensed brands like Grown in Idaho and Alexia, among other selling channels.

Other (4.7% of FY20 Sales): This mainly includes the company's vegetable and dairy operations.

Also, Lamb Weston operates through two unconsolidated joint ventures ("JVs") and incorporates its share of earnings from these as equity method earnings. Lamb Weston has 50% stake in its JV with Meijer Frozen Foods and an equal stake in potato processing venture with RDO Frozen Co.



Source: Zacks Investment Research

Reasons To Buy:

▲ **Strength in Retail Business:** Though Lamb Weston's overall sales were marred by continued hurdles in the foodservice channel during third-quarter fiscal 2021, the company's retail business remained strong. We note that Lamb Weston boasts a solid Retail segment, which comprises of revenues of private label and branded items to mass merchant, grocery and club customers across North America. The company's Retail business sales grew 23% to \$162.5 million in the third quarter of fiscal 2021. Price/mix advanced 10%, thanks to better mix stemming from increased sales of branded products. Volumes grew 13% on the back of robust growth in shipments of mainstream and premium brand offerings.

Lamb Weston's third-quarter fiscal 2021 results benefited from robust price/mix and strength in the Retail segment.

Product contribution margin improved 15% to \$33.1 million on the back of better mix. Higher at-home consumption amid the pandemic is likely to keep aiding Lamb Weston's retail business in the near term. Incidentally, the company provided an update on the shipping trends for the first four weeks of the fourth quarter of fiscal 2021, until Mar 28, 2021. We note that management has offered a comparison with shipments during the fourth quarter of fiscal 2019, as it serves as a more meaningful base. In this regard, the company's shipments in the United States were nearly 90% of the fourth-quarter fiscal 2019 level, driven by shipments to QSR and large full-service chain restaurants, as well as to customers served by the Retail segment. Notably, shipments to customers served by the Retail segment were about 110% of the fourth-quarter fiscal 2019 level.

▲ **Robust Price/Mix:** Lamb Weston's top line has been benefiting from robust price/mix, as also witnessed during the third quarter of fiscal 2021. During the quarter, price/mix rose 2% on the back of improved pricing in the Retail and Foodservice segments, along with a better mix in the Retail unit. This somewhat aided sales, which were otherwise negatively impacted by lower volumes. Price/mix rose 10% and 2% in the Retail and Foodservice segments, respectively. Continuity of such trends is likely to augment sales.

▲ **Financial Status:** Lamb Weston's long-term debt and financing obligations (excluding current portion) of \$2,712.3 million as of Feb 28, 2021, declined from the preceding quarter's figure of \$2,719.4 million. Further, the company's total debt to capital ratio as of the end of the third quarter stood at 0.86, which is better than the preceding quarter's level of 0.94. Apart from these, the company ended the third quarter with cash and cash equivalents of almost \$715 million, and its revolver credit facility remained undrawn. Further, the company generated \$374.8 million as net cash from operating activities during the 39 weeks ended Feb 28, 2021.

Management paid out dividends worth \$33.7 million and bought back 164,678 shares for \$12.7 million during the third quarter. The company has a dividend payout of 54.4%, a dividend yield of 1.1% and a free cash flow yield of 3.1%. With an annual free cash flow return on investment of 11.9%, ahead of the industry's 7.9%, the dividend payment is likely to be sustainable.

▲ **Efforts to Boost Offerings & Expand Capacity:** Lamb Weston has been undertaking initiatives to boost offerings and operating capacity. These efforts enable the company to effectively meet rising demand conditions for snacks and fries. Markedly, it completed the acquisition of joint venture interests in Lamb Weston BSW sometime around mid-fiscal 2019. Among other moves, the company acquired Australia-based companies Ready Meals and Marvel Packers in 2019 and 2018, respectively. These buyouts have bolstered Lamb Weston's market share in Australia.

Speaking on capacity expansion endeavors, in March 2021, the company unveiled plans to build a new french fry processing facility in Ulanqab, Inner Mongolia, China. Construction of this facility is anticipated to be concluded in Lamb Weston's first half of fiscal 2024. Notably, this will be an addition to the company's existing production capacity in China, which is the one in Shangdu, Inner Mongolia. Earlier, the company completed the expansion of a facility located at Hermiston, Oregon on Jun 18, 2019. The expansion has facilitated the addition of a new processing line for increasing the production of frozen french fries. This is expected to cater to demand in North America and key export markets as well as support production needs emerging from, innovation and limited time offerings (LTOs).

Reasons To Sell:

▼ **Lower Demand in Foodservice Channel Dents Sales:** Shares of Lamb Weston slipped 0.7% in the past three months compared with the industry's rise of 2.4%. Lamb Weston has been bearing the brunt of the adverse impact of the pandemic on traffic at restaurants and other non-commercial foodservice customers such as lodging, hospitality, healthcare, schools and universities to name a few. This has been denting demand in the away-from-home lines. Such challenges were witnessed in the company's third-quarter fiscal 2021 results, wherein both top and bottom lines declined year over year. Net sales came in at \$895.8 million, which declined 4% year on year due to a decline in demand for frozen potato products in the away-from-home channel stemming from restrictions on restaurants and other foodservice operations to curb the coronavirus spread. Nonetheless, the rate of shipments improved on a sequential basis from a 14% drop witnessed in the first half of fiscal 2021.

Lamb Weston has been bearing the brunt of the adverse impact of the pandemic on traffic at restaurants and other foodservice channels. Also, COVID-19 costs are likely to remain high.

Foodservice segment sales declined 22% to \$219.5 million. Price/mix rose 2%, whereas volumes declined 24%. Volumes were marred by lower demand due to pandemic-led traffic declines at restaurants and non-commercial customers like lodging and hospitality, schools, sports and entertainment, healthcare and workplace environments. However, shipment and order trends witnessed improvements as the quarter progressed, backed by the impact of relaxation of governments' restrictions on restaurant traffic, together with gains from a relatively mild winter. However, management on its earnings call said that shipments to non-commercial foodservice customers in the United States are likely to remain weak throughout the fourth quarter.

▼ **Weakness in Global Unit:** Lamb Weston's Global segment has been seeing soft sales and product contribution margin for five quarters now. Sales in the segment dropped 2% to \$478.5 million. Volumes fell 2%, hurt by lower demand for frozen potato products in the away-from-home category due to the adverse impact of coronavirus on restaurants and other foodservice-related traffic in the core international markets. Product contribution margin in the segment declined 27% to \$79.3 million due to escalated manufacturing expenses and distribution costs, along with adverse mix.

For the first four weeks of the fourth quarter of fiscal 2021, until Mar 28, 2021, shipments in Europe (by the company's joint venture, Lamb-Weston/Meije) were nearly 85% of the fourth-quarter fiscal 2019 level. The company said that this rate may decline in the remaining parts of the quarter, given the increased government restrictions in Europe, due to the resurgence of coronavirus cases.

▼ **Escalated Costs Hurt Margins:** High COVID-19-related costs have been weighing on Lamb Weston's gross margin for a while now. In the third quarter of fiscal 2021, gross profit decreased 21.4% to \$196.7 million due to soft sales and escalated manufacturing costs, which in turn stemmed from input cost inflation, as well as additional costs and inefficiencies associated with the impact of COVID-19 on Lamb Weston's production, warehousing and transportation operations. Clearly, the impact of the pandemic on Lamb Weston's supply-chain operations escalated its cost burden. Apart from these, the company saw escalated costs associated with capital, repair and maintenance activities, which were delayed at the time of the coronavirus outbreak.

We note that SG&A expenses escalated \$8.2 million in the third quarter due to investments to enhance the company's manufacturing, supply-chain structure and IT infrastructure, partly compensated by its cost management initiatives. EBITDA (including unconsolidated joint ventures) declined 27% to \$167.1 million in the third quarter due to lower income from operations, which in turn was a result of soft sales and a reduced gross margin. Management expects the operating environment to remain tough due to the pandemic, and it anticipates to continue incurring elevated supply-chain costs in the near term. The company anticipates continued incremental pandemic-led costs at its manufacturing, commercial, functional and distribution operations. These include costs related to ensuring sanitization, improved health and safety for employees, increased transportation and warehousing expenses, and reduced overall factory utilization and shutdown-related costs, among others. However, it is taking strong measures to curtail the cost structure and expand efficiencies in manufacturing as well as commercial operations.

▼ **Intense Market Competition:** The company remains exposed to stiff competition in the frozen potato product space in North America, Europe and other global markets. The company competes with large frozen potato product players that operate globally, and also with local and regional firms on the basis of customer service, innovation, product quality, price and loyalty among other attributes.

Last Earnings Report

Lamb Weston Q3 Earnings Lag Estimates, Fall Year Over Year

Lamb Weston posted third-quarter fiscal 2021 results, wherein adjusted earnings of 45 cents per share tumbled 42% year over year and missed the Zacks Consensus Estimate of 51 cents per share. Net sales came in at \$895.8 million, which declined 4% year on year, though it beat the consensus mark of \$822 million. Volumes fell 6% year over year due to a decline in demand for frozen potato products in the away-from-home channel stemming from restrictions on restaurants and other foodservice operations to curb the coronavirus spread. Nonetheless, the rate of shipments improved on a sequential basis, from a 14% drop witnessed in the first half of fiscal 2021. This reflects solid demand recovery, mainly in the Global segment. Notably, the price/mix rose 2% on the back of improved pricing in the Retail and Foodservice segments, along with a better mix in the Retail unit.

Quarter Ending

02/2021

Report Date	Apr 07, 2021
Sales Surprise	8.99%
EPS Surprise	-11.76%
Quarterly EPS	0.45
Annual EPS (TTM)	1.71

Gross profit decreased 21.4% to \$196.7 million due to soft sales and escalated manufacturing costs, which in turn stemmed from input cost inflation, as well as additional costs and inefficiencies associated with the impact of COVID-19 on Lamb Weston's production, warehousing and transportation operations. Apart from these, the company saw escalated costs associated with capital, repair and maintenance activities, which were delayed at the time of the coronavirus outbreak. These were partly offset by a favorable change in unrealized mark-to-market adjustments related to commodity hedging contracts. SG&A expenses escalated \$8.2 million due to investments to enhance the company's manufacturing, supply-chain structure and IT infrastructure, partly compensated by its cost management initiatives. EBITDA (including unconsolidated joint ventures) declined 27% to \$167.1 million due to lower income from operations, which in turn was a result of soft sales and a reduced gross margin.

Sales in the Global segment dropped 2% to \$478.5 million. Volumes fell 2%, hurt by lower demand for frozen potato products in the away-from-home category due to the adverse impact of coronavirus on restaurants and other foodservice-related traffic in the core international markets. Shipments to chain restaurant customers in North America grew nominally year over year, including gains from higher sales volumes of limited-time-offering products. Price/mix remained flat as better price was negated by adverse mix. Product contribution margin in the segment declined 27% to \$79.3 million.

Foodservice sales declined 22% to \$219.5 million. Price/mix rose 2%, whereas volumes declined 24%. Volumes were marred by lower demand due to pandemic-led traffic declines at restaurants and non-commercial customers like lodging and hospitality, schools, sports and entertainment, healthcare, and workplace environments. However, shipment and order trends witnessed improvements as the quarter progressed. This was backed by the impact of relaxation of governments' restrictions on restaurant traffic, together with gains from a relatively mild winter. Product contribution margin fell 30% to reach \$70.2 million.

In the Retail segment, sales grew 23% to \$162.5 million. Price/mix advanced 10%, thanks to better mix stemming from increased sales of branded products. Volumes grew 13% as robust growth in shipments of mainstream and premium brand offerings was countered by reduced shipments of private-label products. Product contribution margin improved 15% to \$33.1 million.

Other Details & View

The company provided an update on the shipping trends for the first four weeks of the fourth quarter of fiscal 2021, until Mar 28, 2021. We note that management has offered a comparison with shipments during the fourth quarter of fiscal 2019, as it serves as a more meaningful base. This is because the fourth quarter of fiscal 2020 was largely affected by pandemic-led restrictions. The company's shipments in the United States were nearly 90% of the fourth-quarter fiscal 2019 level. Shipments to QSR and large full-service chain restaurants formed more than 85% of the abovementioned base period and this rate is likely to continue for the remainder of the fourth quarter of fiscal 2021. Shipments to customers by the Foodservice segment were about 90% of the base level, with the rate expected to continue through the fourth quarter. Further, shipments to non-commercial foodservice customers are expected to remain weak. Finally, shipments to customers served by the Retail segment were about 110% of the fourth-quarter fiscal 2019 level, though the rate may go down for the rest of fourth-quarter fiscal 2021.

Shipments in Europe were nearly 85% of the base period. The company said that this rate may decline in the remaining parts of the quarter, given the increased government restrictions in Europe, due to the resurgence of coronavirus cases. Shipments to other core markets in Asia, Latin America and Oceania were nearly 75% of the base period. Management expects shipment rates to increase slowly in the remainder of the fourth quarter, in markets where social restrictions are being eased by governments.

Management believes that the scope of the wide availability of a government-approved vaccine by mid-2021 may help relax social restrictions and, in turn, lead to improved restaurant traffic. Though Lamb Weston expects to continue battling tough and volatile operating conditions till the coronavirus spread is entirely contained, management expects global restaurant traffic to improve throughout calendar 2021. In fact, this may help overall frozen potato demand to reach the pre-pandemic level (on a run-rate basis) by the end of 2021. On the cost front, the company is focused on taking steps to curtail the cost structure and expand efficiencies in manufacturing as well as commercial operations. However, the company anticipates continued incremental pandemic-led costs at its manufacturing, commercial, functional and distribution operations. These include costs related to ensuring sanitization, improved health and safety for employees, increased transportation and warehousing expenses, and reduced overall factory utilization and shutdown-related costs, among others.

Recent News

Lamb Weston's China Investment to Fuel Production Capacity - Mar 25, 2021

Lamb Weston unveiled plans to expand the french fry processing capacity in China, which is a crucial market for the company. This investment, which is likely to be worth nearly \$250 million, reflects Lamb Weston's focus on its strategic customers. Apart from this, the company declared a quarterly dividend of 23.5 cents per share, which is payable on Jun 4, 2021, to shareholders of record as of May 7.

Lamb Weston unveiled plans to build a new french fry processing facility in Ulanqab, Inner Mongolia, China, which is likely to generate nearly 280 full-time job positions. Construction of this facility, with a capacity to produce more than 250 million pounds of frozen french fries as well as other potato products per year, is anticipated to be concluded in Lamb Weston's first half of fiscal 2024. This will be an addition to the company's existing production capacity in China, which is the facility in Shangdu, Inner Mongolia.

Lamb Weston Introduces Fresh Fries in Mercosur, Aids Growth - Mar 10, 2021

Lamb Weston is focused on undertaking initiatives to boost offerings and enhance market presence. Progressing along these lines, the company announced that its branded french fries are now available in Mercosur. Notably, the company's joint venture with Sociedad Comercial del Plata in Argentina, called Lamb Weston Alimentos Modernos S.A. (AMSA), will bring the Lamb Weston brand to Foodservice across the region.

We note that Alimentos Modernos has been manufacturing good quality french fries for more than 30 years in Argentina. Incidentally, it has an in-depth understanding of the potato category as well as consumers' preferences in Mercosur. Markedly, the company runs almost 70,000 MT production facility in Munro, Buenos Aires, Argentina.

Well, the partnership will help Lamb Weston provide local items along with export specialties from across the globe to the almost 900,000 MT Latin American market. Notably, Lamb Weston boasts a strong global presence as it serves many quick service restaurants. Also, it is recognized as one of the largest frozen french fry manufacturers worldwide. The company along with its joint ventures runs 27 production plants globally. Incidentally, four Lamb Weston branded traditional straight cut items were rolled out from the AMSA production plant on Feb 8, 2021, locally. Specialty cuts including wedges and CrissCut are going to be imported from Europe to meet customers' preference. Morixe brand will focus in Retail channel, while Lamb Weston will take over the Foodservice space. Rapipap brand will be available for purchase in both the aforementioned channels.

Valuation

Lamb Weston's shares are up 0.9% in the year-to-date period and 25.2% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 7.6% and the Zacks Consumer Staples sector gained 6.4% in the year-to-date period. Over the past year, the Zacks sub-industry went up 24.4% while the sector gained 25.5%.

The S&P 500 index is up 14.7% in the year-to-date period and 42.1% in the past year.

The stock is currently trading at 25.56X forward 12-month earnings, which compares to 19.18X for the Zacks sub-industry, 20.37X for the Zacks sector and 21.69X for the S&P 500 index.

Over the past five years, the stock has traded as high as 38.65X and as low as 12.26X, with a 5-year median of 21.98X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$84 price target reflects 27.09X forward 12-month earnings.

The table below shows summary valuation data for LW

Valuation Multiples - LW					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	25.56	19.18	20.37	21.69
	5-Year High	38.65	22.92	22.4	23.83
	5-Year Low	12.26	14.67	16.52	15.31
	5-Year Median	21.98	18.34	19.51	18.05
P/S F12M	Current	2.89	1.71	10.22	4.71
	5-Year High	3.42	2.02	11.95	4.74
	5-Year Low	1.53	1.35	8.58	3.21
	5-Year Median	2.62	1.66	10.32	3.72
EV/EBITDA F12M	Current	15.04	12.43	35.51	17.23
	5-Year High	16.39	13.64	37.87	18.83
	5-Year Low	9.51	10.41	25.78	13.04
	5-Year Median	14.06	12.54	33.96	15.91

As of 06/23/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 31% (173 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Darling Ingredients Inc. (DAR)	Outperform	1
Flowers Foods, Inc. (FLO)	Neutral	3
General Mills, Inc. (GIS)	Neutral	3
The Hain Celestial Group, Inc. (HAIN)	Neutral	2
McCormick & Company, Incorporated (MKC)	Neutral	4
Nomad Foods Limited (NOMD)	Neutral	2
TreeHouse Foods, Inc. (THS)	Neutral	4
Tate & Lyle PLC (TATYY)	Underperform	5

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

Industry Comparison Industry: Food - Miscellaneous				Industry Peers		
	LW	X Industry	S&P 500	DAR	GIS	TATYY
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	1	3	5
VGM Score	C	-	-	C	B	A
Market Cap	11.55 B	4.35 B	29.87 B	10.53 B	36.12 B	5.03 B
# of Analysts	4	3	12	5	8	1
Dividend Yield	1.19%	0.00%	1.35%	0.00%	3.45%	2.06%
Value Score	C	-	-	D	A	A
Cash/Price	0.06	0.05	0.06	0.01	0.08	0.11
EV/EBITDA	18.28	13.61	17.12	15.19	11.78	NA
PEG F1	2.43	3.23	2.05	NA	2.16	NA
P/B	25.58	3.29	4.07	3.47	3.93	2.63
P/CF	20.89	12.90	17.35	15.33	12.90	8.33
P/E F1	26.18	21.27	20.98	21.18	16.19	15.13
P/S TTM	3.29	1.44	3.36	2.80	1.94	NA
Earnings Yield	3.85%	4.04%	4.69%	4.73%	6.18%	6.61%
Debt/Equity	6.00	0.44	0.66	0.47	1.06	0.51
Cash Flow (\$/share)	3.78	2.52	6.83	4.21	4.59	5.16
Growth Score	D	-	-	C	D	A
Historical EPS Growth (3-5 Years)	-3.66%	2.14%	9.59%	34.14%	6.31%	NA
Projected EPS Growth (F1/F0)	42.01%	3.61%	21.62%	55.41%	-1.42%	-11.53%
Current Cash Flow Growth	-13.39%	4.01%	0.99%	22.53%	9.11%	6.59%
Historical Cash Flow Growth (3-5 Years)	8.09%	5.21%	7.28%	10.26%	3.48%	7.74%
Current Ratio	2.98	1.74	1.39	1.48	0.69	2.34
Debt/Capital	85.72%	32.68%	41.51%	31.87%	51.53%	33.82%
Net Margin	7.14%	5.55%	11.95%	9.64%	13.68%	NA
Return on Equity	70.00%	12.26%	16.48%	13.67%	27.90%	NA
Sales/Assets	0.81	0.96	0.51	0.69	0.59	NA
Projected Sales Growth (F1/F0)	10.32%	1.84%	9.54%	15.80%	-1.42%	5.15%
Momentum Score	A	-	-	A	A	C
Daily Price Change	-1.09%	-0.27%	-0.11%	1.86%	-1.66%	0.01%
1-Week Price Change	-6.88%	-3.67%	0.43%	-13.34%	-4.41%	-5.10%
4-Week Price Change	-2.16%	-2.30%	1.09%	-6.11%	-5.76%	-6.77%
12-Week Price Change	1.88%	0.24%	6.77%	-12.30%	-3.44%	-0.23%
52-Week Price Change	25.20%	28.53%	39.06%	178.87%	-1.79%	28.53%
20-Day Average Volume (Shares)	850,611	172,316	1,889,295	1,793,471	3,519,510	1,817
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	6.95%	0.03%	0.00%
EPS F1 Estimate 4-Week Change	1.84%	0.00%	0.01%	12.23%	0.03%	-3.73%
EPS F1 Estimate 12-Week Change	3.05%	0.79%	3.54%	29.40%	-0.37%	-8.39%

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

EPS Q1 Estimate Monthly Change	-2.05%	0.00%	0.00%	16.75%	0.22%	NA
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Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

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

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 medium-term price change metric and an indication of the stock gaining momentum.

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

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

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

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

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

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

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

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

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

proportionate to its market value.

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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