

## Mondelez International (MDLZ)

**\$63.53** (As of 05/31/21)

Price Target (6-12 Months): **\$67.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 01/30/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:D

Value: C

Growth: D

Momentum: D

### Summary

Mondelez has outpaced the industry in the past three months. Efficient pricing strategies and higher volumes drove the company's organic revenues in the first quarter of 2021, wherein top and bottom lined beat the Zacks Consensus Estimate and grew year over year. Further, management expects momentum witnessed in the first quarter to continue through 2021. Notably, Mondelez is seeing continued demand for snacks amid elevated at-home consumption. Certainly, the company's focus on brand building through innovation and lucrative acquisitions along with cost savings bodes well. However, the Gum & Candy business is bearing the brunt of restricted mobility amid COVID-19. Incidentally, soft gum business and World Travel Retail hurt its mix during the first quarter. Also, Mondelez is seeing pandemic-led costs and higher raw material expenses.

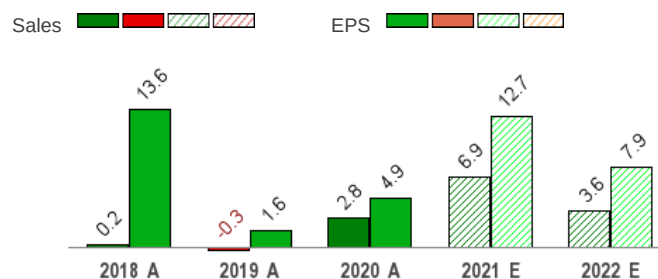
### Price, Consensus & Surprise



### Data Overview

|                                |                                    |
|--------------------------------|------------------------------------|
| 52-Week High-Low               | <b>\$64.02 - \$49.92</b>           |
| 20-Day Average Volume (Shares) | <b>6,906,943</b>                   |
| Market Cap                     | <b>\$89.2 B</b>                    |
| Year-To-Date Price Change      | <b>8.7%</b>                        |
| Beta                           | <b>0.66</b>                        |
| Dividend / Dividend Yield      | <b>\$1.26 / 2.0%</b>               |
| Industry                       | <b>Food - Miscellaneous</b>        |
| Zacks Industry Rank            | <b>Bottom 49% (126 out of 249)</b> |

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



|                               |                   |
|-------------------------------|-------------------|
| Last EPS Surprise             | <b>11.6%</b>      |
| Last Sales Surprise           | <b>2.8%</b>       |
| EPS F1 Estimate 4-Week Change | <b>0.1%</b>       |
| Expected Report Date          | <b>07/27/2021</b> |
| Earnings ESP                  | <b>-4.0%</b>      |
| P/E TTM                       | <b>23.5</b>       |
| P/E F1                        | <b>21.8</b>       |
| PEG F1                        | <b>2.6</b>        |
| P/S TTM                       | <b>3.3</b>        |

### Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual*  |
|------|---------|---------|---------|---------|----------|
| 2022 | 7,469 E | 6,628 E | 7,354 E | 8,030 E | 29,435 E |
| 2021 | 7,238 A | 6,410 E | 7,044 E | 7,716 E | 28,402 E |
| 2020 | 6,707 A | 5,911 A | 6,665 A | 7,298 A | 26,581 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2022 | \$0.80 E | \$0.71 E | \$0.81 E | \$0.85 E | \$3.15 E |
| 2021 | \$0.77 A | \$0.65 E | \$0.74 E | \$0.77 E | \$2.92 E |
| 2020 | \$0.69 A | \$0.63 A | \$0.63 A | \$0.67 A | \$2.59 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 05/31/2021. The report's text and the analyst-provided price target are as of 06/01/2021.

## Overview

Headquartered in Deerfield, IL, Mondelez International, Inc. (MDLZ) is one of the leading global snacks company. Mondelez was previously known as Kraft Foods, Inc. and changed its name to Mondelez following the spin-off of its North American grocery business into a separate independent company, Kraft Foods Group, Inc. in Oct 2012. Kraft has, however, merged with H.J. Heinz Company to form The Kraft Heinz Company.

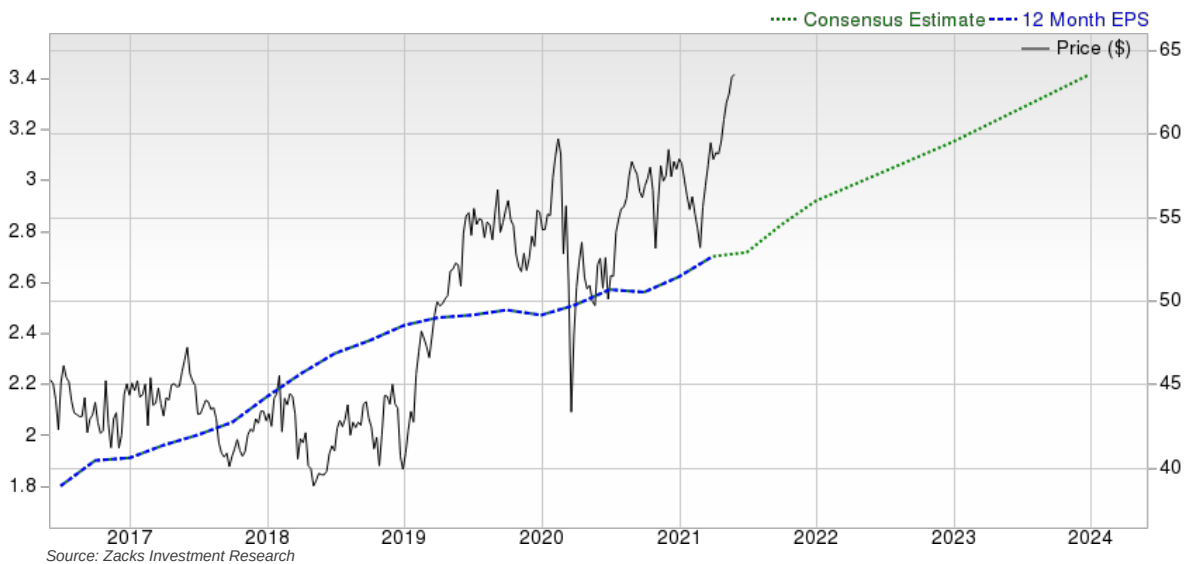
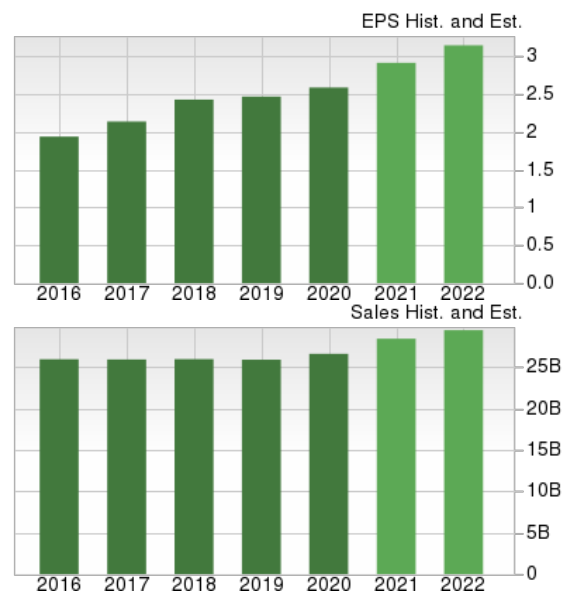
Mondelez makes snack food products. Its product categories include chocolates; biscuits (cookies, crackers and salted snacks); gum and candy, beverages and cheese & grocery products.

In July 2018, the company completed the acquisition of 13.8% ownership in the Keurig Dr Pepper business. Prior to this, in June 2018, Mondelez concluded the buyout of Tate's Bake Shop. Also, in January 2018, the company teamed up with Post Consumer Brands, a business unit of Post Holdings, to create two new cookie-inspired breakfast cereals. Additionally, Mondelez's two major acquisitions of the LU biscuit business in 2007 and Cadbury in 2010 significantly expanded its routes-to-market around the globe, especially in Europe and emerging markets.

On the other hand, In July 2017, the company completed the sale of a major part of its grocery business in Australia and New Zealand to Bega Cheese Limited. In April 2017, the company completed the sale of several manufacturing facilities in France and the sale of several local confectionery brands.

In Mar 2016, Mondelez exchanged of a portion of its investment in JDE for an interest in Keurig Green Mountain. As a result, the company holds a 26.5% equity interest in JDE. In Jul 2015, Mondelez contributed its global coffee businesses to a new company, Jacobs Douwe Egberts (JDE), in which it holds an equity interest.

Mondelez has operations in more than 80 countries outside the United States and offers its products in 165 countries. Mondelez's operating segments include — Latin America; Asia, Middle East & Africa or AMEA; Europe and North America.



## Reasons To Buy:

- ▲ **Robust Q1 Results, 2021 Outlook Bright:** Shares of Mondelez are up 19% in the past three months, outpacing the industry's growth of 11.4%. The company reported impressive first-quarter 2021 results, with the top and the bottom line increasing year over year. Also, revenues and earnings surpassed the Zacks Consensus Estimate. The company witnessed robust demand in developed markets, while performance in the emerging markets continued to improve during the quarter. Notably, adjusted earnings came in at 77 cents per share, up 16.7%. On a constant-currency (cc) basis, adjusted earnings increased 10.6% on the back of operating gains and share repurchases. Further, net revenues increased 7.9% driven by strong organic net revenue growth of 3.8% as well as increased sales from the Give & Go (concluded in April 2020) and Hu (concluded in January 2021) buyouts. Also, positive impacts from currency translations contributed to growth. Moreover, favorable volumes and pricing drove organic net revenues, which were somewhat offset by unfavorable mix. The company expects momentum witnessed in the first quarter to continue through the year. Notably, it is seeing continued demand for snacks amid elevated at-home consumption. For 2021, Mondelez projects organic net revenues to increase more than 3%. Further, management anticipates adjusted earnings per share (EPS) to grow high single-digits at cc. Favorable currency rates are expected to increase net revenue growth by nearly 2 percentage points, while adjusted EPS are likely to have a positive impact of 10 cents by the same.
- ▲ **Accretive Acquisitions and Partnerships:** Mondelez has always been keen on expanding its business through acquisitions. Recently, the company announced a deal to buy Chipita S.A., which is a major producer of sweet and salty snacks in Central and Eastern Europe. Markedly, Mondelez anticipates the acquisition to boost its earnings per share immediately from the closing date. Prior to this, in 2021, Mondelez took over a renowned sports performance and active nutrition brand — Grenade. Certainly, Grenade's on-trend and tasty products position Mondelez to grow in the U.K. as well as other markets. Further, the company acquired Australia-based food company — Gourmet Food Holdings — which operates in the premium biscuit and cracker category. Further, Mondelez completed the acquisition of Hu Master Holdings, the parent company of Hu Products on Jan 4, 2021. Notably, the acquisition of Hu will provide further growth opportunities in chocolate and cross-category potential in crackers for Mondelez. Also, the company acquired majority interest in Give & Go (in April 2020), which is a pioneer in fully-finished sweet baked goods. In previous developments, the company made initial investments in Uplift Foods (in March 2019) as part of the SnackFutures platform. In July 2019, it acquired minority stakes in Perfect Snacks. Also, in January 2018, the company teamed up with Post Consumer Brands, a business unit of Post Holdings, to create two new cookie-inspired breakfast cereals. These investments indicate management's efforts to boost offerings. Some notable buyouts of the company include acquisition of Tate's Bake Shop (June 2018), LU biscuit business in 2007 and Cadbury in 2010. These buyouts significantly expanded Mondelez's routes-to-market around the globe, especially in emerging markets. The company's focus on undertaking acquisitions to gain scale in its categories and distribution capabilities bode well.
- ▲ **Savings & Restructuring Plans On-Track:** Mondelez has been undertaking some major steps to enhance savings, which aid fueling margins and cash flow. Moreover, such savings are being invested in brand-building endeavors. Management is on track with savings initiatives such as zero-based budgeting. It is also on track with eliminating other unnecessary costs from supply chain. Earlier, management highlighted that it is on track to simplify operations by reducing the number of low turn SKUs from the portfolio. In fact, the company expects to keep working in this area during 2021. Further, the company is on track with its restructuring program, called the Simplify to Grow Program. This program is aimed at reducing Mondelez's operating costs that includes supply chain and overhead costs. We believe that, Mondelez has been gaining from such well-chalked saving plans. During first-quarter 2021, the company's adjusted operating income increased \$142 million at cc. Further, adjusted operating income margin expanded 140 basis points to 17.9% on the back of reduced overhead costs.
- ▲ **Financial Status:** Mondelez's long-term debt of \$16,961 at the end of first-quarter 2021 (as of Mar 31, 2021) fell 1.8% on a quarter-on-quarter basis. Further, the company's current portion of long-term debt stood at \$1,895 million as of Mar 31, while its cash and cash equivalents was \$2,028 million. Moreover, its debt-to-capitalization ratio of 0.41 stands better than the preceding quarter's figure of 0.42. Further, the company's times interest earned ratio is at 7, higher than the last quarter's ratio of 6.6. The times-interest-earned ratio is very important for some companies, as it measures a company's ability to meet its debt obligations based on its current income.
- ▲ **Focus on Innovation and Brand Building:** The company is refreshing its brand portfolio through product innovation and extending its brands to newer geographies and platforms. In 2018, the company introduced an innovation platform — Joy Fills. This platform, which was launched in Europe, is designed to meet growth across brands such as Oreo, Cadbury and Milka. Notably, the company achieved double-digit growth in Cadbury Dairy Milk and high single growth in Oreo during the first quarter of 2021. Further, the company's continued product innovation under the SnackFutures platform bodes well. In fact, management plans to focus on enhancing the snacking portfolio, an area which growing rapidly across the globe.

Mondelez's strategic pricing efforts have been fueling organic sales. Also, its prudent acquisitions are yielding results.

Speaking of brand building efforts, Mondelez has been increasing investments in in-store execution and advertising to support the Power Brands and innovation funded by cost savings. Such investments are helping the company to witness growth in key brands. Management, in its first-quarter 2021, earnings call highlighted that it is on track to invest in brands as well as sales and marketing capabilities. Also, Mondelez increased working media by double digits to support further share gains. The company focuses on boosting brand popularity through advertising campaigns across different media platforms. Additionally, to strengthen its brand presence across digital media, Mondelez had earlier formed a global strategic partnership with Facebook, Google and Amazon in the United States. Also, the company is proving its presence in high-growth channels like e-commerce, discounters, convenience stores and traditional trade. Notably, consumer shift to online shopping has accelerated e-commerce channel's growth, with impressive market share gains in the United States, China and the U.K. during the first quarter. Well, e-commerce contributed approximately 6% to the company's revenues in the quarter.

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## Reasons To Sell:

- ▼ **Weakness in Gum & Candy Business:** Mondelez has been witnessing declines in its Gum & Candy business for a while now. The category is bearing the brunt of restricted mobility amid the coronavirus outbreak. During its first-quarter 2021 earnings call, management notified that the business declined nearly 16% during the quarter and 8% on a two year basis. Further, the company informed that softness in gum business and World Travel Retail put pressure on the company's mix during the first quarter. We believe that persistent weakness across this business is a concern for the company.
- ▼ **Cost Woes:** During the first quarter of 2021, Mondelez incurred pandemic-induced costs to the tune of \$25 million. Further, the company incurred almost \$250 million in pandemic-led costs for 2020. These costs are related to lockdowns, supply chain disruptions and need for increased PPE among others. Apart from this, the company's adjusted gross profit margin in the first quarter remained unchanged at 39.6%, reflecting escalated raw material costs and unfavorable product mix. We believe that persistence of such trends could be a concern for the company.
- ▼ **Macroeconomic Headwinds:** Mondelez is dependent on consumer discretionary spending environment which is affected by the general macroeconomic conditions, consumer confidence, employment levels and other macro factors. Despite improvement in economic growth, consumers are increasing their spending only modestly. High healthcare costs and tightened credit availability remain concerns for consumer discretionary spending in the United States.
- ▼ **Stiff Competition:** The food and snacking industry is highly competitive. Mondelez's principal competitors are major international food, snack and beverage companies that operate in multiple geographic areas and numerous local and regional companies. Competitor and customer pressures restrict the company to increase prices in response to commodity and other cost hikes. Moreover, the rapid emergence of new distribution channels, such as e-commerce, may create consumer price deflation and affect retail customer relationships.

Strained adjusted gross margin coupled with weakness across Gum & Candy business hurt Mondelez's first-quarter 2021 performance.

## Last Earnings Report

### Mondelez Q1 Earnings Beat Estimates, Sales Up Y/Y

Mondelez reported first-quarter 2021 results, with the top and the bottom line increasing year over year. Also, revenues and earnings surpassed the Zacks Consensus Estimate. The company witnessed robust demand in developed markets, while performance in the emerging markets continued to improve during the quarter. Also, management reaffirmed its 2021 view.

#### Q1 Performance

Adjusted earnings came in at 77 cents per share, up 16.7% year over year. The metric surpassed the Zacks Consensus Estimate of 69 cents per share. On a constant-currency (cc) basis, adjusted earnings increased 10.6% on the back of operating gains and share repurchases. These were somewhat offset by reduced equity method investment earnings and increased taxes.

Net revenues increased 7.9% year over year to \$7,238 million. The metric also surpassed the Zacks Consensus Estimate of \$7,040.8 million. The upside was driven by strong organic net revenue growth of 3.8% as well as increased sales from the Give & Go (concluded in April 2020) and Hu (concluded in January 2021) buyouts. Also, positive impacts from currency translations contributed to growth. Moreover, favorable volumes and pricing drove organic net revenues, which were somewhat offset by unfavorable mix.

Revenues from emerging markets increased 6% to \$2,563 million, while the same increased 9.9% on an organic basis. The company noted that it witnessed a major rebound in emerging markets in the first quarter, following disruptions caused by the pandemic. During the quarter, it saw double-digit growth in India, Brazil and China as well as high single-digit improvement in Russia. Further, revenues from developed markets rallied 9% to \$4,675 million, while the same inched up 0.4% on an organic basis.

Regional-wise, revenues in Asia, Middle East & Africa, Europe and North America increased 16.2%, 10.2% and 4.3% year over year, respectively. However, the same declined 7.9% in Latin America. On an organic basis, revenues increased 7.2%, 10.8% and 3.3%, in Latin America, Asia, Middle East & Africa and Europe, respectively. However, the same declined 2.3% in North America.

Adjusted gross profit increased \$134 million at cc. Adjusted gross profit margin remained unchanged at 39.6%, reflecting escalated raw material costs and unfavorable product mix. These were offset by increased pricing and manufacturing productivity.

The company's adjusted operating income rose \$142 million at cc. Further, adjusted operating income margin expanded 140 basis points to 17.9% on the back of reduced overhead costs. This was somewhat offset by higher advertising and consumer promotions spend.

#### Other Financials

Mondelez ended the quarter with cash and cash equivalents of \$2,028 million, long-term debt of \$16,961 million and total equity of \$27,149 million.

The company generated cash from operating activities of \$915 million during three months ended Mar 31, 2021. Free cash flow was \$699 million during the same time period. Notably, increase in earnings, reduced restructuring as well as solid working capital management contributed to the upside. During the quarter, the company distributed \$1.5 billion to shareholders through cash dividends and share buybacks.

#### 2021 Outlook

The company expects momentum witnessed in the first quarter to continue through the year. Notably, it is seeing continued demand for snacks amid elevated at-home consumption. That said, pandemic-led uncertainties and volatility are still a matter of concern for the company.

We note that management reaffirmed its 2021 outlook. For 2021, Mondelez projects organic net revenues to increase more than 3%. Further, management anticipates adjusted earnings per share (EPS) to grow high single-digits at cc. The earnings outlook takes into account the top-line projections as well as incremental commodity and transportation inflation to some extent.

Favorable currency rates are expected to increase net revenue growth by nearly 2 percentage points, while adjusted EPS are likely to have a positive impact of 10 cents by the same. Also, free cash flow is envisioned to be more than \$3 billion.

| Quarter Ending   | 03/2021      |
|------------------|--------------|
| Report Date      | Apr 27, 2021 |
| Sales Surprise   | 2.80%        |
| EPS Surprise     | 11.59%       |
| Quarterly EPS    | 0.77         |
| Annual EPS (TTM) | 2.70         |

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## Recent News

### Mondelez's Chipita Buyout to Boost Presence in Europe - May 26, 2021

Mondelez International announced a deal to buy Chipita S.A., which is a major producer of sweet and salty snacks in Central and Eastern Europe. The deal, worth nearly \$2 billion, is likely to be funded through cash and new debt issuance. Markedly, Mondelez anticipates the acquisition to boost its earnings per share immediately from the closing date. The addition of Chipita, which generated revenues of nearly \$580 million in 2020, is likely to introduce a new category to Mondelez's portfolio, alongside strengthening its presence considerably in the fast-growing markets of Central and Eastern Europe. Incidentally, Mondelez is likely to benefit from Chipita's distribution network capacities in the abovementioned regions. Also, this buyout will provide co-branding and innovation opportunities, as it will get Mondelez's renowned chocolate brands to additional categories.

We note that Chipita has been constantly gaining from its robust portfolio of croissant and baked snack brands such as 7Days, Chipicao and Fineti. Established in Greece, the company has been driving growth on the back of solid innovation and manufacturing capacities. Chipita's products are delivered across more than 50 countries and produced in 13 manufacturing plants. This buyout will broaden Mondelez's bakery portfolio, which will now include pastry, along with biscuits and cake, which in turn will help it cater to consumers' burgeoning demand for this category.

### Mondelez Declares Dividend – May 20, 2021

Mondelez has declared quarterly dividend of 31.5 cents per share of Class A common stock. This will be payable on Jul 14, 2021 to shareholders of record as on Jun 30.

### Mondelez Teams up With Olam Food Ingredients – Apr 21, 2021

Mondelez is committed toward its sustainable sourcing program, Cocoa Life — which aims to create a sustainable future for cocoa. Progressing along these lines, the company announced its partnership with — Olam Food Ingredients (OFI) — a leading supplier of cocoa beans and cocoa ingredients. Per the deal, both parties will come together to create the world's largest sustainable commercial cocoa farm in Indonesia.

This 2,000-hectare cocoa farm on Seram Island will use advanced climate smart and plant science technology. The farm will operate keeping in mind best practices for cocoa farming, optimal land usage as well as farming community planning. Notably, the farm will result in the creation of a seedling nursery that can grow up to million high-yielding cocoa seedlings annually. Also, the partnership aims at generating 700 local jobs with almost half of these opportunities opening up for women.

### Mondelez's Grenade Buyout to Boost Snacking Portfolio – Mar 22, 2021

Mondelez entered into an agreement to acquire majority interest in a renowned sports performance and active nutrition brand — Grenade. Management anticipates concluding the deal by the end of March 2021. We note that Grenade is one of the leading companies in high-protein bars categories. Certainly, its on-trend and tasty products position Mondelez to grow in the U.K. as well as other markets. Mondelez expects to run Grenade separately to maintain brand authenticity. Notably, Grenade's existing senior leadership will keep operating the business and retain a minority equity interest in the company. That said, Mondelez will provide support, resources and international scale to accelerate growth.

### Mondelez's Gourmet Food Buyout to Aid Snacks Platform – Mar 9, 2021

Mondelez unveiled that it has signed an agreement to acquire a renowned Australia-based food company — Gourmet Food Holdings Pty Ltd. Management expects to conclude the deal in April 2021. Notably, Gourmet Food holds a firm position in premium crackers and biscuits segments across Australia and New Zealand (ANZ) with impressive brands like Olina's Bakehouse, OB finest and Crispbic. Moreover, the deal will include Gourmet Food's pre-packaged seafood business that includes the Ocean Blue brand. Well, Gourmet Food's on-trend innovations like focus on health and well-being offerings have been driving growth. Meanwhile, Mondelez's robust manufacturing, research and development capabilities will sustain Gourmet Food's growth trajectory.

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## Valuation

Mondelez shares are up 9.2% in the year-to-date period and 24.4% over the trailing 12-month period. Stocks in the Zacks sub-industry are up

11.3% in the year-to-date period, and the Zacks Consumer Staples sector gained 7.6%. Over the past year, the Zacks sub-industry is up 25.7% and the sector gained 25.2%.

The S&P 500 index is up 13.2% in the year-to-date period and 40.6% in the past year.

The stock is currently trading at 21.08X forward 12-month earnings, which compares to 19.91X for the Zacks sub-industry, 20.8X for the Zacks sector and 21.84X for the S&P 500 index.

Over the past five years, the stock has traded as high as 23.38X and as low as 14.8X, with a 5-year median of 19.92X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$67 price target reflects 22.13X forward 12-month earnings.

The table below shows summary valuation data for MDLZ

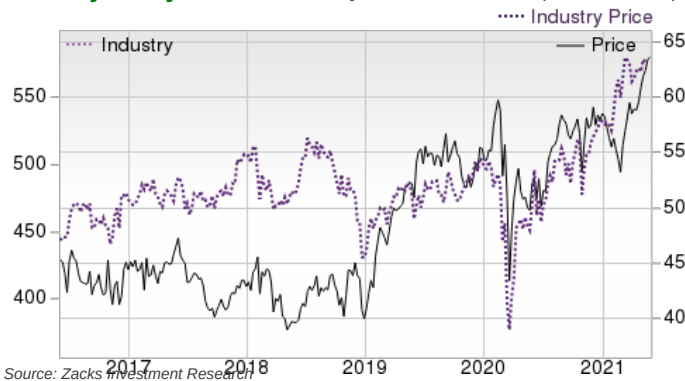
| Valuation Multiples - MDLZ |               |       |              |        |         |
|----------------------------|---------------|-------|--------------|--------|---------|
|                            |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                   | Current       | 21.08 | 19.91        | 20.8   | 21.84   |
|                            | 5-Year High   | 23.38 | 22.92        | 22.4   | 23.83   |
|                            | 5-Year Low    | 14.8  | 14.67        | 16.51  | 15.3    |
|                            | 5-Year Median | 19.92 | 18.26        | 19.51  | 18.03   |
| P/S F12M                   | Current       | 3.1   | 1.76         | 10.43  | 4.7     |
|                            | 5-Year High   | 3.21  | 2.02         | 11.94  | 4.74    |
|                            | 5-Year Low    | 2.04  | 1.35         | 8.58   | 3.21    |
|                            | 5-Year Median | 2.62  | 1.66         | 10.32  | 3.71    |
| EV/EBITDA F12M             | Current       | 17.18 | 12.46        | 35.51  | 17.21   |
|                            | 5-Year High   | 17.9  | 13.64        | 37.84  | 18.81   |
|                            | 5-Year Low    | 12.22 | 10.43        | 25.77  | 13.02   |
|                            | 5-Year Median | 15.62 | 12.57        | 33.99  | 15.86   |

As of 05/28/2021

Source: Zacks Investment Research



## Industry Analysis Zacks Industry Rank: Bottom 49% (126 out of 249)



## Top Peers

| Company (Ticker)                     | Rec        | Rank |
|--------------------------------------|------------|------|
| US Foods Holding Corp. (USFD)        | Outperform | 1    |
| Associated British Foods PLC (ASBFY) | Neutral    | 3    |
| Danone (DANOY)                       | Neutral    | 3    |
| Flowers Foods, Inc. (FLO)            | Neutral    | 3    |
| General Mills, Inc. (GIS)            | Neutral    | 3    |
| The Kraft Heinz Company (KHC)        | Neutral    | 3    |
| The J. M. Smucker Company (SJM)      | Neutral    | 3    |
| United Natural Foods, Inc. (UNFI)    | Neutral    | 2    |

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

| Industry Comparison Industry: Food - Miscellaneous |           |            |           | Industry Peers |           |            |
|----------------------------------------------------|-----------|------------|-----------|----------------|-----------|------------|
|                                                    | MDLZ      | X Industry | S&P 500   | KHC            | UNFI      | USFD       |
| Zacks Recommendation (Long Term)                   | Neutral   | -          | -         | Neutral        | Neutral   | Outperform |
| Zacks Rank (Short Term)                            | 3         | -          | -         | 3              | 2         | 1          |
| VGM Score                                          | D         | -          | -         | C              | A         | F          |
| Market Cap                                         | 89.24 B   | 4.16 B     | 30.52 B   | 53.32 B        | 2.14 B    | 8.64 B     |
| # of Analysts                                      | 11        | 3          | 12        | 8              | 5         | 3          |
| Dividend Yield                                     | 1.98%     | 0.00%      | 1.29%     | 3.67%          | 0.00%     | 0.00%      |
| Value Score                                        | C         | -          | -         | B              | A         | D          |
| Cash/Price                                         | 0.02      | 0.05       | 0.06      | 0.04           | 0.02      | 0.11       |
| EV/EBITDA                                          | 20.40     | 14.71      | 17.26     | 23.86          | 8.31      | 36.33      |
| PEG F1                                             | 2.64      | 3.48       | 2.18      | 3.27           | NA        | NA         |
| P/B                                                | 3.29      | 3.42       | 4.18      | 1.06           | 1.73      | 2.46       |
| P/CF                                               | 18.53     | 13.83      | 17.54     | 12.16          | 2.39      | 17.69      |
| P/E F1                                             | 21.80     | 22.94      | 21.80     | 16.37          | 10.81     | 24.39      |
| P/S TTM                                            | 3.29      | 1.58       | 3.49      | 2.02           | 0.08      | 0.38       |
| Earnings Yield                                     | 4.60%     | 4.10%      | 4.50%     | 6.10%          | 9.25%     | 4.11%      |
| Debt/Equity                                        | 0.62      | 0.48       | 0.66      | 0.54           | 2.04      | 1.60       |
| Cash Flow (\$/share)                               | 3.43      | 2.55       | 6.82      | 3.59           | 15.91     | 2.20       |
| Growth Score                                       | D         | -          | -         | D              | A         | F          |
| Historical EPS Growth (3-5 Years)                  | 8.45%     | 1.85%      | 9.49%     | -3.16%         | 0.28%     | -26.81%    |
| Projected EPS Growth (F1/F0)                       | 12.64%    | 6.74%      | 21.44%    | -7.55%         | 29.12%    | 1,674.11%  |
| Current Cash Flow Growth                           | 4.22%     | 1.10%      | 0.74%     | 4.94%          | 31.69%    | -45.52%    |
| Historical Cash Flow Growth (3-5 Years)            | 5.16%     | 5.85%      | 7.32%     | 10.20%         | 32.71%    | -2.54%     |
| Current Ratio                                      | 0.61      | 1.74       | 1.39      | 1.74           | 1.59      | 1.59       |
| Debt/Capital                                       | 38.45%    | 34.21%     | 41.55%    | 34.93%         | 67.12%    | 58.20%     |
| Net Margin                                         | 13.94%    | 5.58%      | 11.79%    | 2.05%          | 0.74%     | -0.52%     |
| Return on Equity                                   | 14.37%    | 12.33%     | 16.10%    | 7.43%          | 20.33%    | 1.45%      |
| Sales/Assets                                       | 0.41      | 0.96       | 0.51      | 0.27           | 3.53      | 1.77       |
| Projected Sales Growth (F1/F0)                     | 6.85%     | 1.66%      | 9.23%     | -3.59%         | 6.96%     | 19.93%     |
| Momentum Score                                     | D         | -          | -         | C              | F         | F          |
| Daily Price Change                                 | 0.35%     | 0.20%      | 0.11%     | 0.37%          | 1.17%     | 2.61%      |
| 1-Week Price Change                                | 0.27%     | 0.37%      | 1.01%     | -1.22%         | 3.18%     | 2.50%      |
| 4-Week Price Change                                | 4.47%     | 1.84%      | 1.74%     | 5.57%          | 2.98%     | -6.08%     |
| 12-Week Price Change                               | 14.30%    | 5.13%      | 10.80%    | 15.16%         | 20.51%    | 2.47%      |
| 52-Week Price Change                               | 21.89%    | 32.38%     | 43.34%    | 43.06%         | 93.67%    | 103.45%    |
| 20-Day Average Volume (Shares)                     | 6,906,943 | 168,470    | 1,955,929 | 4,615,767      | 1,034,772 | 2,123,883  |
| EPS F1 Estimate 1-Week Change                      | 0.00%     | 0.00%      | 0.00%     | 0.00%          | 0.00%     | 0.00%      |
| EPS F1 Estimate 4-Week Change                      | 0.12%     | 0.02%      | 0.71%     | 3.25%          | 0.00%     | 3.46%      |
| EPS F1 Estimate 12-Week Change                     | 1.04%     | 0.89%      | 3.16%     | 2.35%          | 9.41%     | 4.50%      |
| EPS Q1 Estimate Monthly Change                     | -0.15%    | -2.26%     | 0.16%     | 6.05%          | 0.00%     | -1.47%     |

Source: Zacks Investment Research



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## Zacks Stock Rating System

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

### Zacks Recommendation

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

### Zacks Rank

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

### Zacks Style Scores

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

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

|                |   |
|----------------|---|
| Value Score    | C |
| Growth Score   | D |
| Momentum Score | D |
| VGM Score      | D |

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

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## Disclosures

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## Additional Disclosure

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

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

## Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**Periods:**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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