

Mohawk Industries (MHK)

\$202.48 (As of 06/04/21)

Price Target (6-12 Months): **\$211.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 01/06/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:A

Value: A

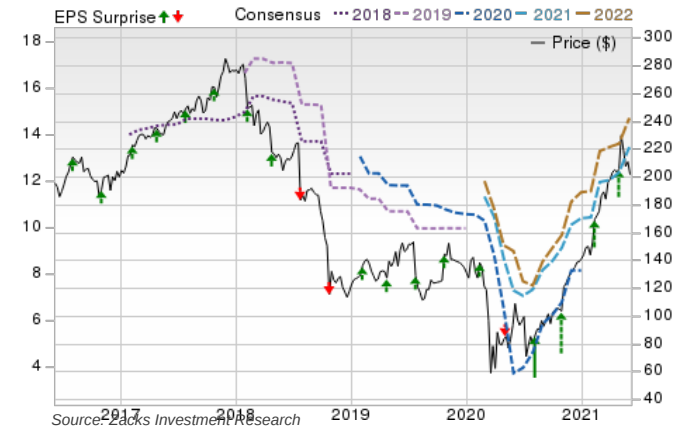
Growth: B

Momentum: C

Summary

Shares of Mohawk have outperformed the industry so far this year. The uptrend might continue attributable to the robust U.S. housing market fundamentals and repair & remodeling activities have been benefiting Mohawk. Its dominant market share in the highly fragmented and competitive industry, acquisition strategy, and strong international presence are expected to drive growth. It has been streamlining operations, merging facilities and removing higher-cost assets to combat cost woes. The company has been maintaining production rates, introducing new products and increasing promotions to address the ever-changing market needs. However, challenges in the commercial business and rising raw material costs are concerning. Notably, earnings estimates for 2021 have moved up over the past 60 days.

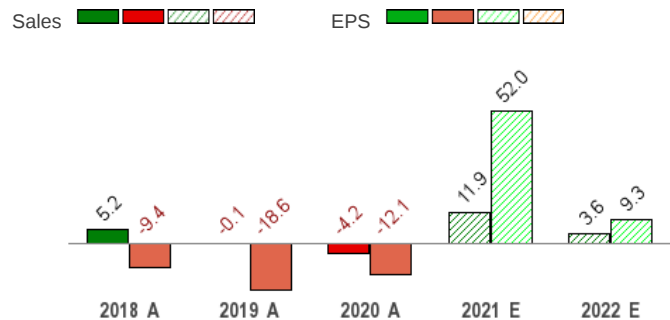
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$231.80 - \$67.79
20-Day Average Volume (Shares)	546,232
Market Cap	\$14.0 B
Year-To-Date Price Change	42.9%
Beta	1.57
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Textile - Home Furnishing
Zacks Industry Rank	Top 27% (67 out of 250)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	24.6%
Last Sales Surprise	2.6%
EPS F1 Estimate 4-Week Change	-0.4%
Expected Report Date	08/05/2021
Earnings ESP	1.2%
P/E TTM	18.9
P/E F1	15.1
PEG F1	3.0
P/S TTM	1.4

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	2,713 E	2,845 E	2,839 E	2,743 E	11,073 E
2021	2,669 A	2,722 E	2,715 E	2,601 E	10,689 E
2020	2,286 A	2,050 A	2,575 A	2,642 A	9,552 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$3.40 E	\$3.93 E	\$3.77 E	\$3.26 E	\$14.67 E
2021	\$3.49 A	\$3.63 E	\$3.43 E	\$3.00 E	\$13.42 E
2020	\$1.66 A	\$0.37 A	\$3.26 A	\$3.54 A	\$8.83 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 06/04/2021. The report's text and the analyst-provided price target are as of 06/07/2021.

Overview

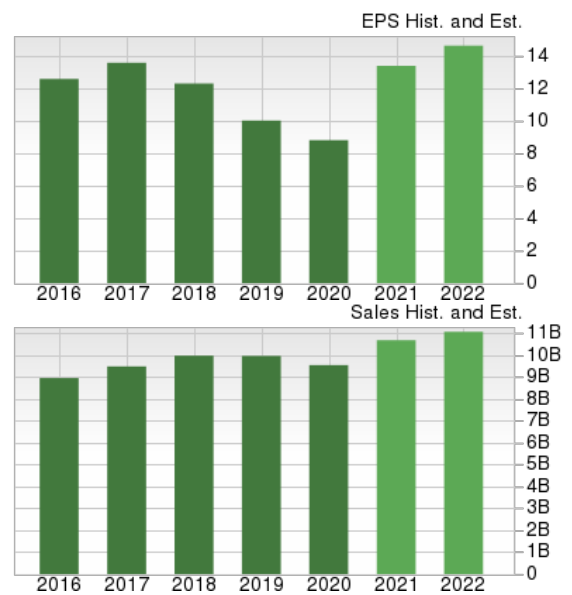
Mohawk Industries, Inc. is a leading global manufacturer of flooring products that enhance residential and commercial space. The company manufactures carpet, rugs, ceramic tile, laminate, wood, stone and vinyl flooring. It has a global presence with operations in Australia, Brazil, Canada, Europe, India, Malaysia, Mexico, New Zealand, Russia and the United States.

The company has reorganized its business into three segments — Global Ceramic, Flooring North America (Flooring NA) and Flooring Rest of the World (Flooring ROW).

Global Ceramic (accounting for 35.9% of 2020 net sales): The Global Ceramic segment includes ceramic tile, porcelain tile and natural stone operations. Some of the brands included in this segment are American Olean, Daltile, KAI, Kerama Marazzi, Marazzi and Ragno.

Flooring NA segment (37.6%): The Flooring NA segment includes North American operations of various product categories, including carpets, rugs, carpet pad, hardwood, laminate and vinyl products including LVT. The new segment combines the former Carpet segment, the North American operations of the former Laminate and Wood segment, and the North American operations of the newly acquired vinyl flooring businesses. Some of the brands in this segment include Aladdin, Bigelow, Columbia Flooring, Durkan, Horizon, IVC, Karastan, Lees, Mohawk, Pergo, Portico, QuickStep and SmartStrand.

The Flooring ROW segment (26.5%): The Flooring ROW segment includes laminate, hardwood flooring, roofing elements, insulation boards, medium-density fiberboard (MDF), chipboards, and vinyl flooring products, including LVT. The new segment combines the European and Rest of the World operations of the former Laminate and Wood segment and the European and Rest of the World operations of the vinyl flooring businesses acquired recently. Some of the brands in this segment include IVC, Moduleo, Pergo, Quick-Step and Unilin.



Reasons To Buy:

- ▲ **Increase in Repair & Remodeling Activity:** Amid the pandemic, consumers in the United States and abroad are more willing to invest in buying homes with more spaces to accommodate work and education. Furthermore, consumers are continuing to invest in their homes for repair & remodeling activities, and new flooring plays a major role in most remodeling projects. Mohawk and other home furnishing companies have been benefiting from this trend and will continue to do so in the near term, given solid backdrop of the U.S. housing market, massive vaccination drive and the U.S. government stimulus package. The combination of recovering economy and low interest rates is expected to support the strong housing market. Recent U.S. stimulus actions and proposed infrastructure spending should further expand economic growth as well as employment level, and in turn help Mohawk generate higher demand.

Mohawk enjoys a leading position in the home furnishings industry, and its strategic acquisitions & restructuring efforts are encouraging

Mohawk is also witnessing moderate improvement in commercial demand as global economies expand and businesses begin to invest in an anticipation of a return to normal. In most countries, construction is considered an essential business, so the company's sales have been less impacted by government restrictions.

- ▲ **Strategic/Restructuring Initiatives:** Over the last few quarters, Mohawk has been experiencing various headwinds like softness across the business, inflationary pressure, lower volumes and pricing concerns.

In order to combat these headwinds, it has undertaken various strategic initiatives to improve profitability. The most significant of these initiatives are aligning ceramic production with demand in the United States, realigning its North American carpet operations, optimizing LVT manufacturing and ramping up new plant. In addition, it has been focusing on new product categories, introducing innovative product extensions and optimizing the recent buyouts. Mohawk is also investing in more sales personnel and marketing to boost its penetration in new and existing products to address ever-changing market needs. In addition, the company is streamlining operations to enhance efficiencies and leveraging automation and process enhancements to lower costs.

Although mix and competitive pressure will offset the positive impact of the price rise in the near term, the above-mentioned initiatives are likely to help the company in the upcoming quarters.

Meanwhile, the company has been undertaking business restructuring measures to boost its performance that include reducing SG&A, headcount, and lower-performing products as well as SKUs. It has also been closing less efficient operations and investing in more productive equipment. The company expects these global actions to deliver annual savings of \$100-\$110 million. Through first-quarter 2021, it achieved about \$75 million of the projected goal. It will take almost the entire 2021 to complete these initiatives and capture the full benefit.

- ▲ **Diverse Acquisitions:** An opportunistic approach to acquisitions is an important part of Mohawk's growth strategy. These acquisitions broaden Mohawk's product portfolio, expand its geographic footprint and market share. During first-quarter 2021, the company made acquisitions in the Flooring Rest of the World segment. During 2019, Mohawk acquired two hard surface flooring distribution companies based in the Netherlands and Czech Republic.

Most of the benefits from these capital investments will be realized in 2021 and beyond, as it starts to achieve higher volume, mix and productivity.

While these acquisitions have already started contributing to the top line, Mohawk has initiated new investments to enhance its capability and introduce new products.

- ▲ **Well Positioned in the Sector & Strong International Presence:** Mohawk is one of the largest flooring manufacturers in the global market. The company holds a dominant market share in extremely fragmented and competitive industry. In addition, the company commands a competitive advantage in the laminate flooring channel backed by the Laminate and Wood segment's industry-leading design, patented technologies and brands.

Mohawk is making higher internal investments to boost capacity and enter new markets. Although higher inflation and slowing market conditions have been impacting Mohawk over the last few quarters, it selectively invested — primarily in new product categories and geographies — in greenfield projects and acquisitions, cost-saving initiatives, as well as share buyback to enhance long-term performance. The company is also adding unique capabilities to introduce differentiated products and anticipates higher productivity improvement in the days ahead.

Meanwhile, Mohawk enjoys strong international presence, with higher net sales being generated outside the United States. The company has presence in Australia, Brazil, Canada, Europe, India, Malaysia, Mexico, New Zealand, and Russia. The strong international presence allows the company to capitalize on high demand in the lucrative global market. The company is increasing utilization of new investments in the United States, Europe and Russia through more product offerings, expansion of customer base and increase in production.

- ▲ **Stable Balance Sheet:** As of Mar 31, 2021, the company had cash and short-term investments of \$1.3 billion, which sequentially remained unchanged. Moreover, for the first quarter, free cash flow was \$144.9 million, up from \$79.3 million a year ago. Overall balance sheet and cash flow remained very strong, with gross debt of \$2.7 billion. Total cash and short-term investments of more than \$1.3 billion gave the company a leverage of 0.9 times adjusted EBITDA.

Reasons To Sell:

- ▼ **Rising Input Costs:** Mohawk has been experiencing rising raw material costs in many of its product categories. Increasing labor and transportation costs add to the woes. Although the company's margins have been benefiting from stronger consumer demand, restructuring and productivity actions as well as leverage on SG&A costs, Mohawk has been registering increased inflation in raw materials, labor, energy and transportation.
- ▼ **Competitive Landscape:** The flooring industry is highly competitive with a number of players (large and small), including imports, offering products in the marketplace. The company needs to make significant investments in new products, distribution network and manufacturing facilities that could impact profitability.
- ▼ **Business Sensitive to General Economic Conditions:** Mohawk's business is dependent on general economic conditions like consumer confidence, income and spending, corporate and government spending, interest rate levels plus availability of credit and demand for housing. Hence, any prolonged downturns in the United States and global economies are expected to leave a negative impact on the floor covering industry and in turn, the company's business.

Increasing inflation and stiff competition mar growth prospects

Last Earnings Report

Mohawk (MHK) Q1 Earnings & Revenues Beat Estimates

Mohawk Industries, Inc. reported solid first-quarter 2021 results, wherein earnings and revenues surpassed the Zacks Consensus Estimate. Notably, both the top and bottom lines beat the consensus mark for the fourth straight quarter.

It reported adjusted earnings of \$3.49 per share, beating the consensus mark of \$2.80 by 24.6%. The metric also improved 110.2% year over year.

Quarter Ending 03/2021

Report Date	Apr 29, 2021
Sales Surprise	2.64%
EPS Surprise	24.64%
Quarterly EPS	3.49
Annual EPS (TTM)	10.66

Net sales of \$2.67 billion outpaced the consensus estimate of \$2.6 billion by 2.6% and increased 16.8% from the year-ago figure. On a constant-currency and days basis, net sales were up 9.1% year over year. Markedly, the quarterly sales figure is the highest in the company's history. Investment in new projects continues to drive the commercial business sequentially. The company witnessed solid residential purchases, with laminate and LVT outperforming other flooring categories.

Operating Highlights

Adjusted gross profit of \$802.3 million grew 27.8% year over year. Adjusted selling, general and administrative expenses rose 2% from the prior-year level. Adjusted operating income totaled \$329 million, which improved 101.9% year over year.

Segment Details

Global Ceramic: Sales in the segment totaled \$929.9 million, up 9.6% year over year. Also, the metric improved 5.4% on a constant currency basis. Adjusted operating income increased to \$89.1 million from \$47.9 million a year ago. Moreover, the segment's operating margin expanded 370 basis points (bps) to 9.4% owing to favorable price and mix, increase in volumes as well as rise in productivity. The gain was marginally offset by inflation.

Flooring North America: Net sales at the segment amounted to \$969.3 million, up 14.3% year over year. The metric was up 9% on a constant currency basis. Moreover, the segment registered adjusted operating income of \$90.2 million for the quarter compared with \$44.3 million in the prior-year period. Improvement in productivity and increased volume were negated by inflation.

Flooring Rest of the World: Net sales in the segment increased 30.7% year over year to \$769.9 million. On a constant-currency basis, sales were up 14.6% from the year-ago level. Adjusted operating income was \$160.7 million, up 101.4% from a year ago. The segment's operating margin expanded 780 bps to 20.7%. The upside can be attributed to strengthening volume and productivity, favorable price and product mix along with a beneficial exchange rate.

Financial Highlights

As of Apr 3, 2021, cash and cash equivalents were \$557.3 million compared with \$263.1 million on Mar 28, 2020. Long-term debt, less current portion, at first quarter-end was \$1.7 billion compared with \$1.5 billion at Mar 28, 2020.

For the first quarter, the company generated free cash flow of \$144.9 million, up from \$79.3 million a year ago.

Second-Quarter 2021 View

The company announced that it anticipates to gain from low interest rates, government actions and lesser pandemic restrictions. It will ramp up manufacturing to increase volumes. Mohawk has been experiencing increased inflation in most of the product categories. Hence, the company has been raising prices in response. Given the current situation, it expects second-quarter adjusted EPS within \$3.57-\$3.67, excluding restructuring charges.

Valuation

Mohawk shares are up 42.9% in the year-to-date period and up 74.1% over the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Consumer Discretionary sector are up by 41.1% and 0.4% in the year-to-date period. Over the past year, the Zacks sub-industry is up 72.2% and the sector is up 23.9%.

The S&P 500 index is up 14% in the year-to-date period and 35.2% in the past year.

The stock is currently trading at 14.43X forward 12-month earnings, which compares to 12.83X for the Zacks sub-industry, 30.07X for the Zacks sector and 21.85X for the S&P 500 index.

Over the past five years, the stock has traded as high as 21.06X and as low as 5.67X, with a 5-year median of 13.85X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$211 price target reflects 15.15X forward 12-month earnings.

The table below shows summary valuation data for MHK.

Valuation Multiples - MHK					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	14.43	12.83	30.07	21.85
	5-Year High	21.06	19.41	35.4	23.83
	5-Year Low	5.67	6.86	16.24	15.31
	5-Year Median	13.85	12.62	20.33	18.05
P/S F12M	Current	1.29	0.79	2.71	4.72
	5-Year High	2.16	1.58	2.94	4.74
	5-Year Low	0.42	0.33	1.73	3.21
	5-Year Median	1.28	0.79	2.52	3.72
EV/EBITDA TTM	Current	10.05	7.55	14.41	17.35
	5-Year High	13.32	10.73	18.08	17.74
	5-Year Low	4.57	3.8	8.34	9.63
	5-Year Median	9.69	7.14	12.37	13.45

As of 06/04/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 27% (67 out of 250)



Top Peers

Company (Ticker)	Rec	Rank
Fortune Brands Home & Security, Inc. (FBHS)	Outperform	2
Beacon Roofing Supply, Inc. (BECN)	Neutral	3
Builders FirstSource, Inc. (BLDR)	Neutral	3
Culp, Inc. (CULP)	Neutral	3
Floor & Decor Holdings, Inc. (FND)	Neutral	2
Select Interior Concepts, Inc. (SIC)	Neutral	3
Interface, Inc. (TILE)	Neutral	2
American Woodmark Corporation (AMWD)	Underperform	5

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

Industry Comparison Industry: Textile - Home Furnishing				Industry Peers		
	MHK	X Industry	S&P 500	BECN	FND	TILE
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	2	2
VGM Score	A	-	-	B	B	B
Market Cap	14.04 B	278.37 M	30.49 B	3.98 B	10.19 B	981.98 M
# of Analysts	6	2	12	10	10	2
Dividend Yield	0.00%	0.24%	1.29%	0.00%	0.00%	0.24%
Value Score	A	-	-	B	D	A
Cash/Price	0.10	0.06	0.06	0.16	0.03	0.11
EV/EBITDA	11.59	13.59	17.32	14.19	32.65	11.66
PEG F1	2.96	1.43	2.16	NA	1.60	NA
P/B	1.65	1.81	4.24	2.55	9.40	3.12
P/CF	11.58	11.58	17.90	6.75	40.40	4.08
P/E F1	15.09	21.20	21.66	15.66	42.83	16.72
P/S TTM	1.41	0.83	3.52	0.59	3.84	0.92
Earnings Yield	6.66%	4.72%	4.47%	6.39%	2.34%	6.01%
Debt/Equity	0.20	0.96	0.66	1.34	0.18	1.74
Cash Flow (\$/share)	17.39	0.90	6.83	8.44	2.40	4.08
Growth Score	B	-	-	C	A	D
Historical EPS Growth (3-5 Years)	-9.39%	-4.55%	9.44%	4.20%	24.14%	5.83%
Projected EPS Growth (F1/F0)	51.96%	64.24%	21.30%	50.33%	51.20%	-13.48%
Current Cash Flow Growth	-9.07%	5.30%	0.98%	27.37%	29.14%	56.45%
Historical Cash Flow Growth (3-5 Years)	2.05%	2.05%	7.34%	41.05%	41.47%	15.36%
Current Ratio	1.85	2.22	1.39	2.04	1.58	2.38
Debt/Capital	16.82%	48.87%	41.53%	51.57%	15.32%	63.49%
Net Margin	6.46%	1.06%	11.95%	-2.41%	8.81%	3.48%
Return on Equity	9.14%	4.57%	16.36%	16.33%	20.28%	19.68%
Sales/Assets	0.71	1.29	0.51	1.02	0.96	0.82
Projected Sales Growth (F1/F0)	11.90%	6.91%	9.30%	-5.02%	34.51%	3.51%
Momentum Score	C	-	-	B	A	B
Daily Price Change	-0.26%	0.00%	0.34%	0.44%	-0.07%	0.48%
1-Week Price Change	-4.40%	-0.86%	0.58%	0.60%	-1.19%	1.84%
4-Week Price Change	-12.33%	1.79%	0.29%	-5.42%	-14.40%	19.37%
12-Week Price Change	6.54%	0.00%	8.01%	4.92%	3.21%	17.93%
52-Week Price Change	85.38%	85.38%	33.62%	98.19%	73.46%	58.03%
20-Day Average Volume (Shares)	546,232	61,723	1,797,059	304,617	751,124	451,181
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	1.02%	0.00%
EPS F1 Estimate 4-Week Change	-0.40%	2.31%	0.07%	14.15%	15.77%	26.75%
EPS F1 Estimate 12-Week Change	12.23%	11.43%	3.32%	13.38%	16.01%	26.75%
EPS Q1 Estimate Monthly Change	-0.04%	-7.16%	0.00%	20.90%	24.87%	48.65%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	A
Growth Score	B
Momentum Score	C
VGM Score	A

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

Disclosures

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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