

Molina Healthcare (MOH)

\$248.49 (As of 06/23/21)

Price Target (6-12 Months): **\$261.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 10/22/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:A

Value: A

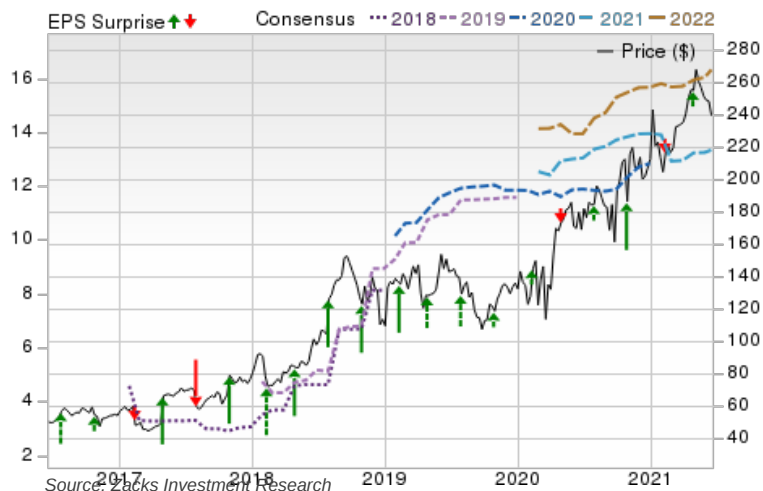
Growth: A

Momentum: D

Summary

Molina Healthcare's shares have outperformed the industry in a year. It is poised for growth on the back of its developmental strategies, improving top line and margin recovery. The company began an enterprise-wide restructuring program to streamline structure to improve operational efficiency. The company raised 2021 outlook concurrent with first-quarter 2021 results, which instills investors' confidence. The buyout of Magellan Health is likely to not only add to its capabilities but also enhance its geographic diversity. Various buyouts, such as that of YourCare led to membership growth for the company. Its first-quarter earnings beat estimates on growing revenues. However, its Marketplace business has witnessed slower membership attrition. Its solvency level bothers, which further indicates its inability to make interest payments.

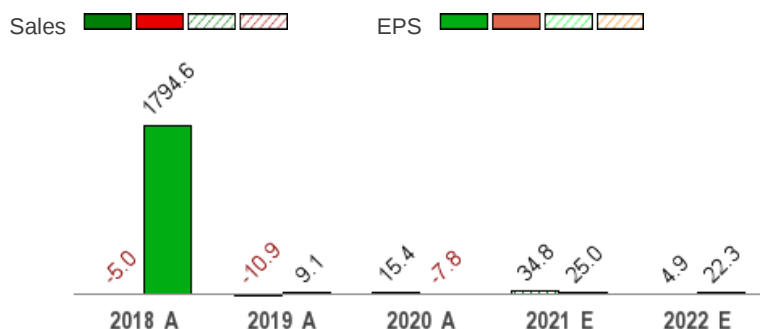
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$273.01 - \$151.40
20-Day Average Volume (Shares)	312,763
Market Cap	\$14.5 B
Year-To-Date Price Change	16.8%
Beta	0.74
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Medical - HMOs
Zacks Industry Rank	Top 11% (27 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	17.5%
Last Sales Surprise	5.2%
EPS F1 Estimate 4-Week Change	0.7%
Expected Report Date	07/28/2021
Earnings ESP	-4.8%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					27,465 E
2021	6,522 A	6,407 E	6,541 E	6,617 E	26,179 E
2020	4,549 A	4,618 A	5,021 A	5,235 A	19,423 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$5.35 E	\$4.63 E	\$3.73 E	\$3.21 E	\$16.32 E
2021	\$4.44 A	\$3.45 E	\$3.22 E	\$2.21 E	\$13.34 E
2020	\$3.02 A	\$4.79 A	\$3.36 A	-\$0.51 A	\$10.67 A

*Quarterly figures may not add up to annual.

P/E TTM	20.6
P/E F1	18.6
PEG F1	1.9
P/S TTM	0.7

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

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

Overview

Founded in 1980 and headquartered in Long Beach, CA, Molina Healthcare Inc. is a multi-state managed care organization participating exclusively in government-sponsored healthcare programs such as the Medicaid program and the State Children's Health Insurance Program (SCHIP), catering to low-income persons. It is a FORTUNE 500 company.

The company provides managed healthcare services under the Medicaid and Medicare programs, and through the state insurance marketplaces (the Marketplace).

Molina Healthcare was formerly known as American Family Care Inc. until it changed its name in Mar 2000. The company currently operates in two segments: Health Plans and Other.

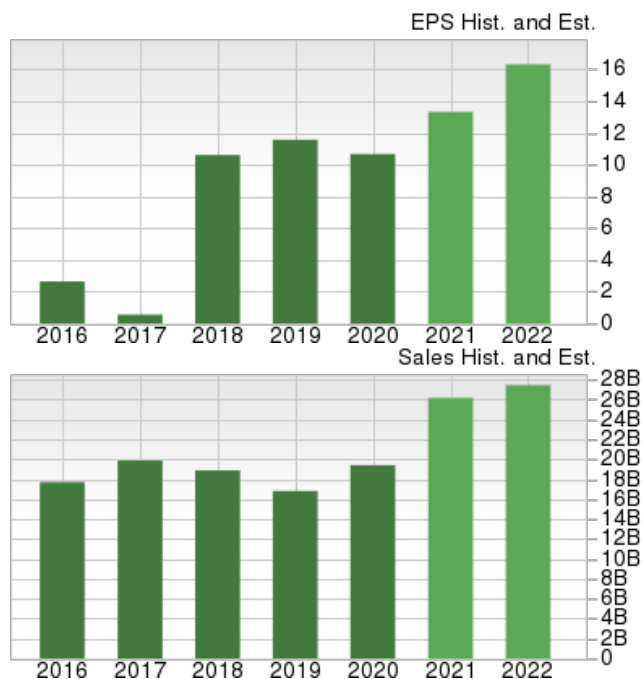
The company manages most of its operations through the Health Plans segment.

The Other segment mainly includes the results of the Pathways behavioral health unit, which Molina sold in the fourth quarter of 2018 apart from other corporate amounts not allocated to the segment.

As of Dec 31, 2020, the company served around 4 million members through its locally-operated health plans across several markets.

The health plans are locally operated by wholly owned subsidiaries of Molina, each of which is licensed as a health maintenance organization, or HMO. Molina Healthcare derives revenues primarily from premiums paid to its health plans by the relevant state Medicaid authority. The premium revenues are jointly financed by the federal government and the states.

The company also derives revenues from the federal Centers for Medicare and Medicaid Services (CMS) in connection with its Medicare services.



Source: Zacks Investment Research

Reasons To Buy:

▲ **Promising Top Line:** Molina Healthcare has seen consistent growth in its revenue base over the past several years. Total revenues witnessed a five-year CAGR (2012-17) of 27.4%. Although the metric declined almost 5% and 11% year over year in 2018 and 2019 each, the same increased 15.4% year over year in 2020. In first-quarter 2021, the metric surged 43.4% year over year, courtesy of increased membership in Medicaid and Marketplace. Total revenues for 2021 are anticipated to be more than \$25 billion versus more than \$24 billion earlier. We are hopeful that the company's top line will continue growing on the back of its strategic initiatives and higher memberships.

Molina Healthcare's ability to engage in inorganic growth initiatives and capital deployment reflect an improved financial position. Its solid 2021 guidance impresses.

▲ **Restructuring Initiative:** The company has been gaining from the restructuring and profitability improvement plan started back in 2017. The plan included streamlining of organizational structure to improve efficiency as well as the speed and quality of decision-making. This initiative led to a total expense decline by 13.2% and 11% in 2018 and 2019, respectively. We expect this initiative to help curb costs going forward. As a part of this initiative, the company sold its units, Pathways Health and Community Support, LLC and Molina Medicaid Solutions, which is expected to help it focus on core growth areas.

▲ **Membership to Rise:** Although the company's membership fell in 2018 and 2019, the same increased 21% in 2020. The first-quarter 2021 also witnessed membership rise of 35% year over year attributable to well-performing Medicare, Medicaid and Marketplace businesses. We expect the same to rise on the back of contract wins and strategic initiatives. Various buyouts, such as that of YourCare led to membership growth for the company.

▲ **Solid 2021 Guidance:** Following first-quarter results, the company raised its outlook for the current year with respect to certain metrics. Adjusted EPS is now estimated to be at least \$13, (versus prior guidance of \$12.50-\$13 per share). Premium revenue is expected to grow 31% year over year (versus earlier expected growth rate of more than 25%). Total revenues for 2021 are anticipated to be more than \$25 billion (versus more than \$24 billion earlier) and translates into year over year growth of 28.9%. Membership of the company is projected to be 3.9 million, which indicates a rise of 2.6% from the 2020 figure. In its Marketplace business, 500,000 members are expected by the end of 2021 (versus more than 400,000 earlier).

A solid outlook should instill investors' confidence in the stock.

▲ **Strong ROE:** Its return on equity — a profitability measure — is 33.9%, better than the industry average of 22.9%. The metric reflects the company's effectiveness in utilizing its shareholders' money, which impresses investors.

▲ **Inorganic Growth:** The company completed the buyout of Magellan Complete Care (MCC) line of business of Magellan Health in 2020. The transaction will serve more than 3.6 million members under government-sponsored healthcare programs across 18 states. With this addition, the company is expected to build a better portfolio and gain an enhanced geographic diversity, etc. The company also inked a deal to buy substantially all the assets of Affinity Health Plan, Inc. in September 2020, which is expected to close as early as the second quarter. The acquisition could provide up to \$600 million of revenues for 2021. In April 2021, Molina Healthcare inked a deal to purchase Texas Medicaid and Medicare-Medicaid Plan (MMP) contracts and specific operating assets of Cigna for \$60 million in cash. The transaction is likely to close during the second half of this year. The company also closed other buyouts, such as YourCare and Passport during 2020, which led to membership increase. All these initiatives poise the company well for growth.

▲ **Share Price Movement:** Shares of Molina Healthcare have outperformed its industry in a year's time. The stock has seen the Zacks Consensus Estimate being revised 1.2% upward over the past 30 days for 2021 earnings. Moreover, its solid fundamentals such as the growing top line and the restructuring plan are likely to help the stock in sustaining its momentum in the days ahead.

Reasons To Sell:

▼ **Weak Marketplace Performance:** Due to disappointing performance of the Marketplace business, the company exited certain unprofitable exchanges. This, in turn, caused a membership decline of 14.2% and 24.3% from the business line in 2018 and 2019, respectively. Nevertheless, in the first quarter, membership from the business improved 35.3% year over year attributable to robust membership pickup across the Marketplace open enrolment. However, the same quarter witnessed slower membership attrition in its Marketplace business, which remains a woe.

High medical care costs, poor solvency level and a weak Marketplace platform are major headwinds to the company.

▼ **Overvalued:** The company's valuation looks expensive at the moment. Its current price to book ratio stands at 6.7X, higher than the industry's average of 3.9X.

▼ **Weak Capital Position:** The company's solvency position remains a concern. Its total debt to capital stands 49.6%, higher than the industry's average of 36.4%. Its times interest earned at 10.1X is lower than the industry's average of 12.7X. Its weak balance sheet position is still a woe.

Last Earnings Report

Molina Healthcare's Q1 Earnings Top Estimates, Rise Y/Y

Molina Healthcare's first-quarter 2021 adjusted earnings of \$4.44 per share beat the Zacks Consensus Estimate by 17.5%. Moreover, the bottom line improved 47% year over year on the back of higher revenues.

Total revenues of \$6.5 billion also beat the consensus mark by 5.2%. Moreover, the top line rose 43.4% year over year on increased membership in Medicaid and Marketplace. It also includes the positive impact of buyouts that closed in the second half of last year.

Quarter Ending

03/2021

Report Date	Apr 28, 2021
Sales Surprise	5.18%
EPS Surprise	17.46%
Quarterly EPS	4.44
Annual EPS (TTM)	12.08

Quarterly Operational Update

The company's net income totaled \$228 million, up 28.1% year over year.

Total operating expenses increased 44.7% year over year to \$6.2 billion. This rise was due to higher medical care costs, general and administrative expenses, premium tax expenses, etc. Molina Healthcare's interest expenses climbed 42.9% year over year to \$30 million.

Total membership at the end of the first quarter stands at 4.6 million members, up 35% year over year.

Financial Update

As of Mar 31, 2021, Molina Healthcare's cash and cash equivalents increased 6.7% to \$4.4 billion from the level at 2020 end. Total assets rose 4.4% from the level at 2020 end to \$9.9 billion.

The company's shareholder equity improved 3.2% from the figure at 2020 end to \$2.2 billion.

As of Mar 31, 2021, net cash flow provided by operating activities stands at \$568 million, up 297.2% year over year.

2021 Guidance

Following first-quarter results, the company reaffirmed its outlook for the current year.

It now expects earnings per share to be no less than \$13, up from the prior-projected range of \$12.50-\$13 per share. However, it raised its 2020 total revenue outlook to more than \$25 billion, higher than the prior guidance of above \$24 billion. The company now estimates 2021 premium revenues to be in excess of \$24 billion.

Recent News

Molina Inks Deal to Buy Cigna's Medicare & MMP Contracts in Texas – Apr 22, 2021

Molina Healthcare inked a deal to purchase Cigna's Texas Medicaid and Medicare-Medicaid Plan (MMP) contracts and specific operating assets for \$60 million in cash. Subject to customary closing conditions, the transaction is likely to close during the second half of this year. The deal is expected to boost Molina Healthcare's membership through serving numerous Medicaid and MMP members. The same is also likely to strengthen the company's presence in Texas.

Molina to Aid Medicaid Members in Ohio Via Contract Wins – Apr 13, 2021

Molina Healthcare announced that its Ohio health plan unit has been chosen as an awardee in all three regions across the state to the Medicaid managed care RFA. The contract was granted by the Ohio Department of Medicaid or ODM on Sep 30, 2020.

Scheduled to start in early 2022, the new contract for Molina's Ohio health plan will provide medical care coverage to Medicaid beneficiaries through Ohio's Covered Family and Children, Expansion, and Aged, Blind or Disabled programs. Notably, these plans cover around 3 million members.

Valuation

Molina Healthcare shares are up 16.9% in the year-to-date period and 42.2% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 13.7% and 0.7% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 32.1% and 4.1%, respectively.

The S&P 500 index is up 13.8% in the year-to-date period and 39.6% in the past year.

The stock is currently trading at 6.71x trailing 12-month tangible book value, which compares to 3.93x for the Zacks sub-industry, 4.46x for the Zacks sector and 7.06x for the S&P 500 index.

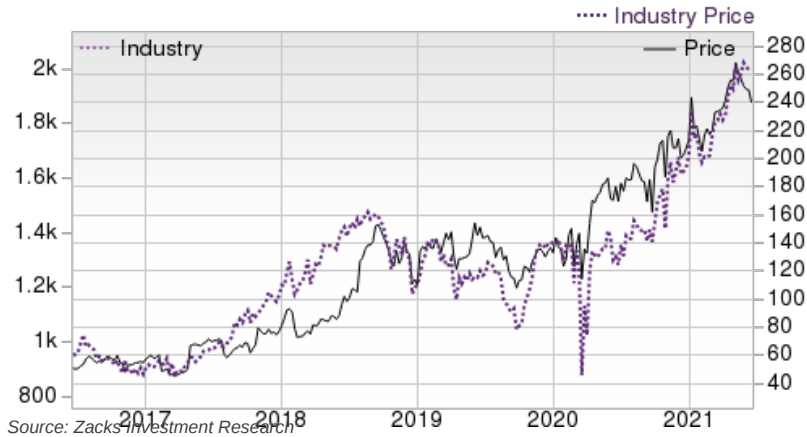
Over the past five years, the stock has traded as high as 7.25x and as low as 1.47x, with a 5-year median of 4.37x. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$261 price target reflects 7.05x tangible book value.

The table below shows summary valuation data for MOH

Valuation Multiples - MOH					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	6.71	3.93	4.46	7.06
	5-Year High	7.25	4.15	5.05	7.08
	5-Year Low	1.47	2.3	3.03	3.84
	5-Year Median	4.37	3.36	4.35	5.02
P/S F12M	Current	0.54	0.9	2.67	4.71
	5-Year High	0.63	0.94	3.17	4.74
	5-Year Low	0.12	0.52	2.27	3.21
	5-Year Median	0.44	0.74	2.78	3.72

As of 06/23/2021 Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 11% (27 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Magellan Health, Inc. (MGLN)	Outperform	1
Anthem, Inc. (ANTM)	Neutral	3
Centene Corporation (CNC)	Neutral	3
Humana Inc. (HUM)	Neutral	3
The Joint Corp. (JYNT)	Neutral	2
Select Medical Holdings Corporation (SEM)	Neutral	2
Teladoc Health, Inc. (TDOC)	Neutral	3
UnitedHealth Group Incorporated (UNH)	Neutral	2

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

Industry Comparison Industry: Medical - Hmos				Industry Peers		
	MOH	X Industry	S&P 500	MGLN	SEM	UNH
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	1	2	2
VGM Score	A	-	-	C	A	B
Market Cap	14.51 B	4.00 B	29.87 B	2.46 B	5.53 B	373.29 B
# of Analysts	6	3.5	12	3	2	10
Dividend Yield	0.00%	0.00%	1.35%	0.00%	1.22%	1.47%
Value Score	A	-	-	C	A	B
Cash/Price	0.46	0.24	0.06	0.44	0.14	0.06
EV/EBITDA	9.12	9.74	17.12	16.81	9.99	15.33
PEG F1	1.87	1.21	2.05	NA	1.07	1.61
P/B	6.71	4.04	4.07	1.29	4.09	5.39
P/CF	20.24	16.90	17.35	16.90	11.96	19.57
P/E F1	18.63	18.63	20.98	26.77	16.02	21.26
P/S TTM	0.68	0.72	3.36	0.53	0.98	1.42
Earnings Yield	5.37%	5.16%	4.69%	3.74%	6.24%	4.70%
Debt/Equity	1.09	0.48	0.66	0.28	2.51	0.54
Cash Flow (\$/share)	12.28	6.37	6.83	5.57	3.43	20.22
Growth Score	A	-	-	D	C	B
Historical EPS Growth (3-5 Years)	52.92%	23.76%	9.59%	-11.15%	23.44%	23.23%
Projected EPS Growth (F1/F0)	24.98%	13.90%	21.62%	356.71%	35.45%	10.23%
Current Cash Flow Growth	-12.50%	10.67%	0.99%	-35.98%	19.88%	10.38%
Historical Cash Flow Growth (3-5 Years)	17.22%	13.73%	7.28%	0.18%	13.50%	19.24%
Current Ratio	1.56	1.44	1.39	3.06	1.19	0.74
Debt/Capital	52.07%	32.88%	41.51%	22.68%	73.94%	35.82%
Net Margin	3.38%	4.72%	11.95%	8.49%	5.59%	6.42%
Return on Equity	33.87%	18.09%	16.48%	2.84%	25.24%	26.04%
Sales/Assets	2.43	1.39	0.51	1.39	0.74	1.34
Projected Sales Growth (F1/F0)	34.78%	10.05%	9.54%	-11.82%	10.37%	9.73%
Momentum Score	D	-	-	C	B	C
Daily Price Change	0.89%	-0.04%	-0.11%	-0.07%	-1.70%	-0.79%
1-Week Price Change	-3.56%	-1.02%	0.43%	0.13%	-2.04%	-2.14%
4-Week Price Change	-1.24%	-0.04%	1.09%	-0.20%	2.32%	-4.27%
12-Week Price Change	6.30%	6.31%	6.77%	0.97%	20.26%	6.31%
52-Week Price Change	43.74%	45.32%	39.06%	33.44%	201.10%	36.79%
20-Day Average Volume (Shares)	312,763	318,013	1,889,295	211,205	869,689	2,911,267
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.72%	0.00%	0.01%	9.33%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	3.03%	2.72%	3.54%	7.32%	15.06%	2.42%

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

EPS Q1 Estimate Monthly Change	-1.48%	0.00%	0.00%	0.00%	0.00%	-0.03%
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Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	A
Growth Score	A
Momentum Score	D
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 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.