

## Myriad Genetics, Inc.(MYGN)

**\$31.21** (As of 04/02/21)

Price Target (6-12 Months): **\$33.00**

Long Term: 6-12 Months

**Zacks Recommendation:**
**Neutral**

(Since: 01/09/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: D

### Summary

Myriad Genetics' sequential improvement in revenues during the second quarter of fiscal 2021 despite dismal overall performance is impressive. Improvements in testing revenues look encouraging. Potential of hereditary cancer testing and a strong product portfolio are other positives. A strong solvency is an added plus. Myriad Genetics' fiscal second-quarter revenues were better-than-expected. Over the past six months, Myriad Genetics has outperformed the industry it belongs to. Yet, dismal segmental results and fall in Hereditary Cancer, Vectra and GeneSight testing revenues, with a flat Other testing revenues, are worrying. Gross margin contraction and operating loss in the quarter do not bode well. The company not providing any guidance is deterring. Adverse impacts of new regulations and foreign exchange, and stiff competition persist.

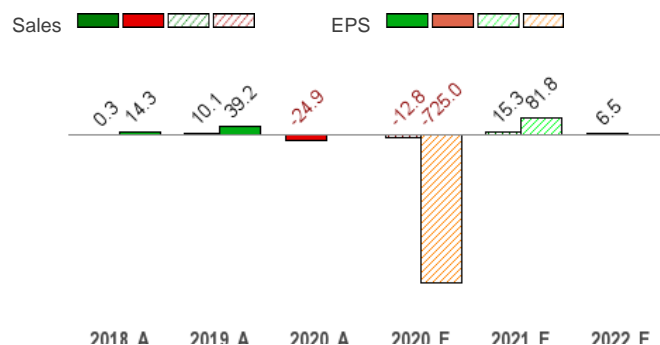
### Price, Consensus & Surprise



### Data Overview

52-Week High-Low	<b>\$32.54 - \$10.54</b>
20-Day Average Volume (Shares)	<b>678,853</b>
Market Cap	<b>\$2.3 B</b>
Year-To-Date Price Change	<b>57.8%</b>
Beta	<b>1.62</b>
Dividend / Dividend Yield	<b>\$0.00 / 0.0%</b>
Industry	<b>Medical - Biomedical and Genetics</b>
Zacks Industry Rank	<b>Bottom 21% (199 out of 253)</b>

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



Last EPS Surprise	<b>54.6%</b>
Last Sales Surprise	<b>4.1%</b>
EPS F1 Estimate 4-Week Change	<b>0.0%</b>
Expected Report Date	<b>05/04/2021</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>NA</b>
P/E F1	<b>NA</b>
PEG F1	<b>NA</b>
P/S TTM	<b>4.2</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	171 E	176 E	181 E	185 E	684 E
2021	155 E	161 E	165 E	171 E	642 E
2020	164 A	93 A	145 A	155 A	557 E

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.12 E	\$0.13 E	\$0.16 E	\$0.18 E	\$0.50 E
2021	-\$0.10 E	-\$0.05 E	\$0.01 E	\$0.08 E	-\$0.12 E
2020	-\$0.08 A	-\$0.31 A	-\$0.15 A	-\$0.12 A	-\$0.66 E

\*Quarterly figures may not add up to annual.

The data in the charts and tables, except sales and EPS estimates, is as of 04/02/2021. The report's text, and the analyst-provided sales estimates, EPS estimates and price target are as of 04/05/2021.

## Overview

Myriad Genetics, headquartered in Salt Lake City, UT, employs a number of proprietary technologies to target the genetic basis of human diseases and the role these genes might play in the onset, progression and treatment of the respective diseases. The company currently has 12 proprietary molecular diagnostic products in market.

Currently, Myriad Genetics has so far made significant progress with its five strategic imperatives that include transition and expand the hereditary cancer market, diversify revenues by commercializing its new products, increase the company's international contribution by investing in large countries, gaining reimbursement for new products, increasing international RNA kit revenue and enhancing profitability with Elevate 2020.

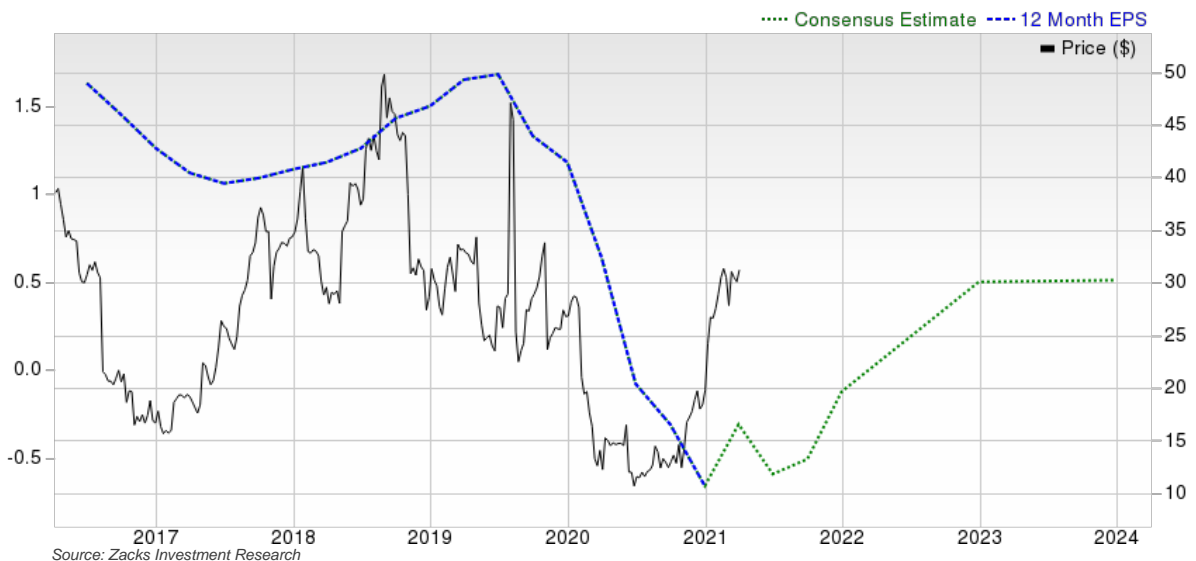
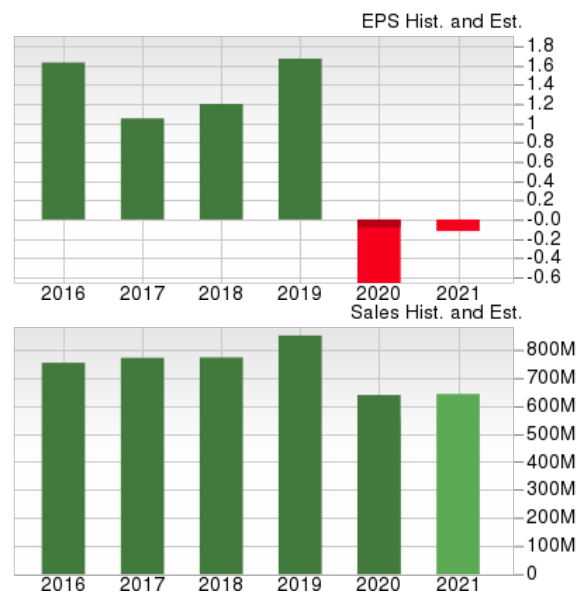
Myriad Genetics' flagship product – BRACAnalysis – offers a comprehensive analysis of BRCA1 and BRCA2 genes to assess a woman's risk of hereditary breast and ovarian cancers. In Sep 2013, Myriad launched its major pipeline product myRisk Hereditary Cancer.

On July 31, 2018, the company completed the acquisition of Counsyl, Inc. for a total consideration of \$405.9 million. In Oct 2013, Myriad Genetics' launched its myPlan Lung Cancer and in Nov 2013, it launched its molecular diagnostic test – myPath Melanoma, which detects malignancy in skin biopsy.

In the global market that is worth \$18 billion, myChoice HRD/BRACAnalysis CDx/Tumor BRACAnalysis CDx holds an opportunity of 33.3%, myRisk of 27.8%, Vectra DA of 27.5%, Prolaris of 11.1% and both myPlan Lung Cancer and myPath Melanoma of 5.6% each.

The company currently reports through two operating segments: Molecular diagnostic (91.9% of revenues in fiscal 2020) and Pharmaceutical and clinical services (8.1%).

In fiscal 2020, Molecular diagnostic tests segment registered 25.7% decline and Pharmaceutical and clinical services segment registered 16.2% fall from fiscal 2019 figures.



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## Reasons To Buy:

▲ **Share Price Performance:** Over the past six months, Myriad Genetics has outperformed the industry it belongs to. The stock rose 134.8% against the industry's 0.8% fall. Myriad Genetics exited second-quarter fiscal 2021 with better-than-expected revenues. Although overall bottom- and top-line performances were dismal, the sequential improvement in revenues is impressive. The stupendous improvement in EndoPredict testing revenues, along with improvements in myChoice CDx, Prolaris and Prenatal testing revenues, looks encouraging. Sequential improvement in overall revenues and testing volumes amid the pandemic-led business disruptions bode well for the company. Potential of hereditary cancer testing, a strong product portfolio and regulatory approvals are other strengths of the company. A strong solvency is an added plus.

Myriad Genetics is making significant progress in its portfolio expansion. The company's impressive five-year plan also encourages us.

▲ **Progress in Five-Pronged Strategy:** Myriad Genetics has so far made significant progress with its five strategic imperatives that include transition and expansion of the hereditary cancer market, diversify revenues by commercializing its new products, increase the company's international contribution by investing in large countries, gaining reimbursement for new products, increasing international RNA kit revenue and enhancing profitability with Elevate 2020.

▲ **Huge Potential of Hereditary Cancer Testing:** The company is boding well to cash on the huge potential in the breast cancer screening market. Also, per a report by DPI Research on Medium, the breast cancer screening market in the United States is expected to reach a value of roughly \$5.8 billion by 2022.

Going ahead, Myriad Genetics expects to register an uptick in hereditary cancer volumes on account of its contract with UnitedHealthcare.

From a companion diagnostic (CDx) perspective, the company witnessed significant progress with both Prolaris and myRisk Hereditary Cancer.

Myriad Genetics, in February 2021, announced additional data which further validates the prognostic power of its Prolaris test to accurately predict which men with more aggressive prostate cancer will benefit from intensification of therapy. The previous data was published in January 2021, that incorporated men treated surgically or with radiation therapy.

The company presented a new study in December 2020 that demonstrated how its myRisk Hereditary Cancer and riskScore tests can better inform individualized clinical screening and prevention strategies for women at risk of developing breast cancer.

Myriad Genetics, during second-quarter fiscal 2021,, announced the receipt of acceptance for a new study publication in The Prostate which demonstrated high accuracy for Prolaris in predicting metastases and disease-specific mortality in men following radical prostatectomy.

These developments are expected to result in a clinical impetus for patients of these two cancer types which comprise approximately 90000 incident patients in the United States per year.

▲ **Product Volume Rebounds:** Myriad Genetics continues to record strong testing volumes from new products.

Although total testing volumes in fiscal second quarter was down 5%, it reflected a 7% improvement on a sequential basis with all major products registering growth on a volume basis from the last-reported quarter.

The fully functioning labs in Mason, OH and South San Francisco, CA along with the company's Salt Lake City, UT laboratory launching its service of receiving and testing COVID-19 samples since late July, buoy optimism. Another notable achievement of the company is the signing of its first telehealth collaboration in fiscal first-quarter 2021.

In fiscal 2020, Myriad Genetics had entered into a collaboration with OptraHEALTH with the aim of implementing a cognitive ChatBOT, Gene. The AI-powered ChatBOT will provide genetic and financial assistance information to prospective patients of hereditary cancer.

▲ **myChoice CDx Progresses Well:** Myriad Genetics' progress across the globe with respect to myChoice CDx test seems impressive. The company recorded a strong revenue growth in the reported quarter from companion diagnostics, including significant revenue share from its proprietary myChoice CDx test. The company has also entered into a strategic collaboration with Illumina in January 2021, where the latter will create a kit-based version of the myChoice CDx test for select international markets.

The company had also received the FDA's approval for the test to be used as a CDx by healthcare professionals. The FDA clearance of the myChoice CDx test as a companion diagnostic in first-line maintenance therapy in a varying cancer with olaparib, buoys optimism.

▲ **Product Launches:** Myriad Genetics launched a slew of products in the recent months. The company, in February 2021, launched the new Vectra Cardiovascular Risk assessment that can predict the risk for cardiovascular events in patients with rheumatoid arthritis.

Myriad Genetics, in November 2020, expanded its myChoice tumor test — myChoice CDx — in various European markets and China.

Myriad Genetics rolled out its proprietary AMPLIFY technology in July 2020, which enhances the performance of its Prequel non-invasive prenatal screening (NIPS) test. In the same month, the company launched a new enhancement which is currently available on its Vectra test report. The new test report provides a customized estimate of a patient's one-year risk of rapid radiographic progression.

Further in July 2020, Myriad Genetics launched a patient home collection kit for the GeneSight Psychotropic test. The kit allows the DNA sample collection, which is typically administered in a clinician's office, to be completed at home.

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▲ **Regulatory Approvals:** Myriad Genetics has witnessed a series of regulatory clearances in the recent months.

In July 2020, the company had announced that Medicare expanded coverage for BRACAnalysis CDx for men with prostate cancer who are eligible or may become eligible for treatment with Lynparza (olaparib).

The company, in June 2020, received favorable coverage decisions for Prolaris from three new commercial health plans, which includes one of the top five national health insurance providers. Further, in the same month, Myriad Genetics announced the release of a final local coverage determination for pharmacogenomic testing by Palmetto GBA, which is one of the administrative contractors for the Centers for Medicare & Medicaid Services.

In May 2020, Myriad Genetics had received the FDA's clearance for its BRACAnalysis CDx test for use as a companion diagnostic by healthcare professionals to identify men with metastatic castration-resistant prostate cancer who are eligible for treatment with Lynparza (olaparib). The same month, the company's myChoice CDx test was approved by the FDA for use as a companion diagnostic by healthcare professionals to identify advanced ovarian cancer patients with positive homologous recombination deficiency status, who are eligible or may become eligible, for first-line maintenance treatment with Lynparza (olaparib) in combination with bevacizumab.

▲ **Impressive Reimbursement Update:** Myriad Genetics continues to witness progress with respect to commercial payers' ongoing GeneSight technical assessments. According to the company, its GeneSight test order volumes increased 13% sequentially. The company witnessed a robust increase in new orders with more than 2,100 physicians ordering GeneSight for the first time in the reported quarter.

Notably, an expansion in the GeneSight Medicare local coverage determination (LCD) for pharmacogenomic (PGx) testing by Palmetto GBA and CGS Administrators, LLC to primary care has been implemented since August 3. This is expected to add approximately \$30 million annually to the company's revenues.

During the reported quarter, Myriad Genetics received a new LCD for the Prolaris prostate cancer test from Palmetto GBA and CGS Administrators, LLC, which became effective since Dec 6, 2020.

Myriad Genetics, in January 2021, received its first reimbursement decision for its myChoice Diagnostic System. myChoice's reimbursement decision, which was approved by Japan's Ministry of Health, Labour and Welfare (MHLW) in September 2020 as a companion diagnostic for this indication, is now in effect.

The same month, the company announced that it will receive reimbursement for its BRACAnalysis Diagnostic System. BRACAnalysis' reimbursement decision, which was approved by Japan's MHLW in October 2020 as a companion diagnostic for these indications, is now in effect.

The company, in October 2020, announced the German Federal Joint Committee's successful completion of the method evaluation assessment for the EndoPredict breast cancer prognostic test. This favorable decision enables the availability of EndoPredict to all patients having statutory health insurance in Germany as a benefit of the scheme.

▲ **Strong Solvency With Slight Leverage:** Myriad Genetics exited second quarter of fiscal 2021 with cash and cash equivalents, and marketable investment securities of \$151 million compared with \$160 million at the end of first quarter of fiscal 2021. Meanwhile, total debt rose to \$224.8 million for the period, up from \$224.6 million in the sequentially last reported quarter. The figure, however, is higher than the quarter-end cash and cash equivalent, and marketable investment securities. However, the company does not have any debt payable in the near term.

Debt comparison with the industry is, however, favorable as industry's total debt of \$7.63 billion, is much higher to the company's debt level.

The quarter's total debt-to-capital of 20.3% indicates a slightly leveraged balance sheet. This also represents a increase from 19.8% compared with the sequentially last-reported quarter. This compares favorably with the total debt-to-capital of the industry, which is at a higher level of 58.3%. The overall data concludes that in terms of solvency level of the company, the picture is encouraging. Further, with respect to the leverage level, the company's balance sheet looks promising and is positioned better than its industry average.

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## Reasons To Sell:

- ▼ **Pressure on Margin Continues:** Myriad Genetics has been continuing to witness pressure on margins for the past few quarters. In the reported quarter, the gross margin contracted 504 basis points (bps) to 69.5%. Further, Research and Development (R&D) expenses fell 3.2% year over year to \$18.2 million. Selling, general and administrative (SG&A) expenses declined 1% to \$132.9 million in the reported quarter. Adjusted operating loss was \$43.6 million compared with adjusted operating loss of \$7.6 million in the year-ago quarter.
- ▼ **Foreign Exchange Headwinds:** Myriad Genetics receives a considerable portion of its revenues and pays a portion of its expenses in foreign currencies. As a result, the company remains at risk of exchange rate fluctuations between foreign currencies and the U.S. dollar. If the dollar strengthens against foreign currencies, the translation of these foreign currency denominated transactions will result in decreased revenues, operating expenses and net income. Management fears this may not be significantly outweighed through increased revenues.

Moreover, management does not currently utilize hedging strategies to mitigate foreign currency risk. This is also worrying given that currently the dollar has strengthened, affecting many U.S. companies trading in foreign currencies in some of the previous quarters.

- ▼ **Increasing Competition:** With the entry of new players, imminent price competition is another cause of concern. Per management, Myriad Genetics is currently facing competition in its key BRACAnalysis market. The company expects competition to intensify in its current fields with recently observed advancements in technology. Further, Myriad Genetics anticipates that other companies may also launch their own molecular diagnostic tests which may compete with its testing products and services. In our opinion, competitive headwinds might push down prices for the high-priced tests provided by Myriad Genetics. This might deter margin improvement going forward.
- ▼ **Adverse Impact of New Regulations:** Centers for Medicare & Medicaid Services has lately adopted a new coding set for diagnoses, commonly known as ICD-10-CM, which significantly expands the current coding set. Myriad Genetics fears that the company may have to incur considerable expense in implementing ICD-10-CM, and, in failure of its adequate implementation, Myriad Genetics' business might suffer a setback. In addition, as a result of the new coding set, if physicians fail to provide appropriate codes for desired tests, Myriad Genetics may not be reimbursed for tests it performs; which in turn might drag down the demand for its tests.

Emerging competitors and margin pressure may plague Myriad Genetics' stock in the near future. Additionally, adverse impacts of new regulations and foreign exchange fluctuations still remain a matter of concern.

## Last Earnings Report

### Myriad Genetics Beats on Q2 Revenues, Earnings in Line

Myriad Genetics reported adjusted loss per share of 12 cents for the second quarter of fiscal 2021 in contrast to earnings of 24 cents reported in the year-ago quarter. Adjusted loss per share was, however, in line with the Zacks Consensus Estimate.

The quarter's adjustments exclude one-time impairment charges from intangible assets and goodwill tied to company acquisitions, certain acquisition-amortization of intangible asset expenses and the impact of the Elevate 2020 program-related expenses, among others.

GAAP loss per share was 59 cents, wider than the prior-year quarter's loss of 11 cents per share.

#### Revenues

Total revenues plunged 20.8% year over year to \$154.6 million in the quarter under review. The figure, however, exceeded the Zacks Consensus Estimate by 4.1%. The company, despite facing a significant challenge from the global pandemic, witnessed recovery in its testing volume during the quarter.

Notably, Myriad Genetics registered a 6% improvement in revenues on a sequential basis.

Total test volumes in the quarter were 224,000, reflecting a plunge of 5% year over year. However, volumes improved 7% on a sequential basis.

#### Quarter in Detail

Segment-wise, Molecular Diagnostic tests recorded total revenues of \$143.9 million, down 20.5% year over year.

Within this segment, Hereditary Cancer testing revenues fell 33.1% year over year to \$78.7 million. Vectra testing revenues were \$8.9 million, down 13.6% year over year. Further, GeneSight testing revenues fell 20% year over year to \$18 million in the reported quarter.

Other testing revenues, however, remained unchanged at \$0.3 million year on year.

EndoPredict testing revenues were, however, up a stupendous 150% year over year to \$3.1 million. myChoice CDx testing revenues were up by 17.4% year over year to \$5.4 million. Prolaris tests raked in revenues of \$8.4 million, up 23.5% year over year. Prenatal testing revenues came in at \$21.1 million, up 28.7%.

Pharmaceutical and clinical service revenues in the quarter under review totaled \$10.7 million, down 23.6% on a year-over-year basis.

#### Margin Trends

Gross margin in the quarter under review contracted 504 bps to 69.5%.

R&D expenses fell 3.2% year over year to \$18.2 million. SG&A expenses declined 1% to \$132.9 million in the reported quarter.

Adjusted operating loss was \$43.6 million compared with adjusted operating loss of \$7.6 million in the year-ago quarter.

#### Financial Position

Myriad Genetics exited the second quarter of fiscal 2021 with cash and cash equivalents of \$117 million compared with \$118.3 million at the end of first quarter of fiscal 2021. Long-term debt at the end of the second quarter of fiscal 2021 was \$224.8 million, compared with \$224.6 million at the end of the first quarter of fiscal 2021.

Cumulative net cash used in operating activities at the end of the second quarter of fiscal 2021 was \$73 million compared with net operating cash inflow of \$13.9 million a year ago.

#### Guidance

Given the difficulty in predicting the future business trend, the company has not provided any financial guidance for either the fiscal 2021 third quarter ending March 31 or the full year.

Quarter Ending 12/2020

Report Date	Feb 23, 2021
Sales Surprise	4.08%
EPS Surprise	54.55%
Quarterly EPS	-0.12
Annual EPS (TTM)	-0.66

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## Recent News

### Myriad Genetics' (MYGN) myChoice Gets Additional Reimbursement: Mar 24, 2021

Myriad Genetics received additional reimbursement in Japan for its myChoice Diagnostic System. Notably, the test aids in identifying patients with advanced ovarian cancer who are eligible for first-line maintenance treatment with Lynparza (olaparib).

### Myriad Genetics Collaborates to Advance Oncology Care: Mar 2, 2021

Myriad Genetics entered into a new strategic collaboration in the precision oncology space with Intermountain Precision Genomics, a service of Intermountain Healthcare. This partnership will bring together Myriad Genetics' hereditary cancer and companion diagnostic tests with Intermountain Precision Genomics' laboratory services, utilizing the TheraMap test.

### Myriad Genetics' Prolaris Test Validated by New Study: Feb 12, 2021

Myriad Genetics announced additional data which further validates the prognostic power of its Prolaris test and its ability to help accurately predict which patients with more aggressive prostate cancer will benefit from intensification of therapy and who may safely avoid such treatments.

### New Study Favors Myriad Genetics' GeneSight Test: Feb 8, 2021

Myriad Genetics announced the publication of a new analysis regarding its GeneSight Psychotropic test in the peer-reviewed journal Psychiatry Research. The analysis demonstrates that the combinatorial approach available in the GeneSight test is better than single-gene testing for predicting patient outcomes and medication blood levels.

### Myriad Genetics Launches Vectra for Patients With RA: Feb 2, 2021

Myriad Genetics launched the new Vectra Cardiovascular Risk assessment that can predict the risk for cardiovascular events in patients with rheumatoid arthritis (RA).

### Myriad Genetics' BRACAnalysis Receives Reimbursement in Japan: Jan 19, 2021

Myriad Genetics announced the receipt of reimbursement for its BRACAnalysis Diagnostic System in Japan.

### Myraid Genetics Collaborates with Illumina: Jan 11, 2021

Myraid Genetics announced a strategic partnership with Illumina to create a kit-based version of the myChoice companion diagnostic test for international market.

### Myriad Genetics myChoice Gets Approved For Reimbursement in Japan: Jan 8, 2021

Myraid Genetics announced the receipt of first reimbursement decision for myChoice diagnostic system in Japan. This decision will ensure that more Japanese women have access to advanced therapies in their fight against ovarian cancer.

### Myraid Genetics Announces Transformational Update: Jan 5, 2021

Myraid Genetics has announced the completion of its strategic business unit. The company noted that as part of its transformation and growth plan, it is currently pursuing strategic alternatives for its Autoimmune business and also realigning its International business unit to streamline operations, reduce cost and work on growth opportunities.

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## Valuation

Myriad Genetics shares are up 57.8% in the year-to-date period and up 103.7% in the trailing 12-month periods. Stocks in the Zacks sub-industry are down 4.1% while the Zacks Medical sector fell 3% in the year-to-date period. Over the past year, the Zacks sub-industry is up 8.2% and sector is up 13.4%.

The S&P 500 index is up 7.4% in the year-to-date period and up 53.6% in the past year.

The stock is currently trading at 3.6X Forward 12-months sales, which compares to 2.3X for the Zacks sub-industry, 2.6X for the Zacks sector and 4.6X for the S&P 500 index.

Over the past five years, the stock has traded as high as 4.1X, as low as 0.9X, with a 5-year median 2.4X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$33 price target reflects 3.8X forward 12-months sales.

The table below shows summary valuation data for MYGN.

Valuation Multiples - MYGN					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	3.59	2.34	2.63	4.64
	5-Year High	4.06	3.01	3.18	4.64
	5-Year Low	0.99	1.83	2.27	3.21
	5-Year Median	2.36	2.34	2.81	3.71
P/B TTM	Current	2.67	3.04	3.85	6.79
	5-Year High	3.69	5.09	5.12	6.79

EV/S F12M	5-Year Low	0.68	2.01	3.03	3.83
	5-Year Median	2.04	3.74	4.36	4.98
	5-Year Median	3.71	2.82	3.13	4.37
	5-Year Median	3.74	3.56	3.69	4.37
	5-Year Median	1.19	1.72	2.53	2.71
	5-Year Median	2.37	2.58	3.19	3.56

As of 04/01/2021

Source: Zacks Investment Research



## Industry Analysis Zacks Industry Rank: Bottom 21% (199 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Abbott Laboratories (ABT)	Neutral	3
Becton, Dickinson and Company (BDX)	Neutral	3
Danaher Corporation (DHR)	Neutral	2
Hologic, Inc. (HOLX)	Neutral	3
Illumina, Inc. (ILMN)	Neutral	3
Laboratory Corporation of America Holdings (LH)	Neutral	3
QIAGEN N.V. (QGEN)	Neutral	3
Thermo Fisher Scientific Inc. (TMO)	Neutral	3

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

Industry Comparison Industry: Medical - Biomedical And Genetics				Industry Peers		
	MYGN	X Industry	S&P 500	ILMN	LH	TMO
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	F	-	-	C	A	B
Market Cap	2.35 B	387.55 M	29.69 B	56.18 B	24.66 B	179.69 B
# of Analysts	5	3	13	5	9	10
Dividend Yield	0.00%	0.00%	1.34%	0.00%	0.00%	0.23%
Value Score	D	-	-	D	A	B
Cash/Price	0.07	0.22	0.06	0.06	0.05	0.06
EV/EBITDA	-17.23	-6.11	16.59	47.15	8.21	18.65
PEG F1	-4.06	1.54	2.35	10.24	1.12	1.08
P/B	2.67	4.33	3.95	11.98	2.63	5.24
P/CF	242.19	22.25	16.66	63.09	7.17	17.84
P/E F1	-47.11	25.46	21.87	71.65	11.83	21.00
P/S TTM	4.21	24.24	3.39	17.34	1.76	5.58
Earnings Yield	-0.38%	-10.72%	4.49%	1.39%	8.45%	4.76%
Debt/Equity	0.26	0.00	0.66	0.14	0.59	0.55
Cash Flow (\$/share)	0.13	-1.01	6.78	6.10	35.24	25.57
Growth Score	D	-	-	C	A	A
Historical EPS Growth (3-5 Years)	-18.53%	18.91%	9.39%	16.64%	14.25%	17.40%
Projected EPS Growth (F1/F0)	-55.00%	6.45%	15.29%	19.42%	-10.80%	11.14%
Current Cash Flow Growth	-94.32%	14.42%	0.44%	-26.36%	102.69%	39.75%
Historical Cash Flow Growth (3-5 Years)	-19.17%	5.74%	7.37%	6.15%	22.28%	16.81%
Current Ratio	2.67	6.35	1.39	3.60	1.66	2.13
Debt/Capital	20.35%	0.00%	41.26%	12.54%	37.12%	35.64%
Net Margin	-41.29%	-176.51%	10.59%	20.25%	11.13%	19.79%
Return on Equity	-7.19%	-57.26%	14.86%	14.29%	29.36%	25.04%
Sales/Assets	0.39	0.18	0.51	0.44	0.76	0.51
Projected Sales Growth (F1/F0)	0.60%	13.52%	7.36%	20.12%	2.08%	9.11%
Momentum Score	D	-	-	B	D	F
Daily Price Change	2.50%	0.72%	0.97%	0.26%	-0.91%	-0.02%
1-Week Price Change	-1.31%	-7.92%	2.12%	-3.47%	5.26%	3.38%
4-Week Price Change	9.78%	0.62%	6.95%	-3.65%	7.58%	3.36%
12-Week Price Change	30.69%	0.00%	8.07%	0.69%	15.76%	-8.80%
52-Week Price Change	134.49%	61.69%	67.38%	41.04%	117.83%	58.69%
20-Day Average Volume (Shares)	678,853	394,555	2,332,946	1,245,131	680,951	1,921,965
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.00%	0.00%	0.10%	-0.02%
EPS F1 Estimate 12-Week Change	NA%	-1.87%	2.24%	-16.92%	15.57%	9.74%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-2.24%	3.34%	-0.19%

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	D
Growth Score	D
Momentum Score	D
VGM Score	F

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

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## 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.

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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.