

## Ollie's Bargain Outlet (OLLI)

**\$84.16** (As of 12/29/20)

Price Target (6-12 Months): **\$89.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 10/27/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**4-Sell**

Zacks Style Scores:

VGM:B

Value: C

Growth: B

Momentum: B

### Summary

Shares of Ollie's Bargain have slid and underperformed the industry in the past three months. The stock came under pressure in spite of the company posting better-than-expected third-quarter fiscal 2020 results, wherein both the top and the bottom lines grew year over year. The company informed that comparable store sales moderated in the latter part of the third quarter and continued to do so in the fourth quarter. Management also cautioned about uncertainty related to the pandemic and said that it is hard to predict the impact of the health and financial crisis on consumer behavior. Evidently, these were not well perceived by investors. Nonetheless, the company's focus on value-driven merchandise assortment positioned it well to grab opportunities in the marketplace and effectively meet changes in consumer demand amid the pandemic.

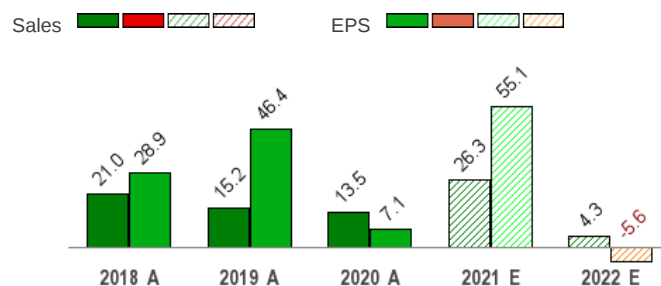
### Price, Consensus & Surprise



### Data Overview

|                                |                                    |
|--------------------------------|------------------------------------|
| 52-Week High-Low               | <b>\$112.58 - \$28.83</b>          |
| 20-Day Average Volume (Shares) | <b>1,462,648</b>                   |
| Market Cap                     | <b>\$5.5 B</b>                     |
| Year-To-Date Price Change      | <b>28.9%</b>                       |
| Beta                           | <b>1.17</b>                        |
| Dividend / Dividend Yield      | <b>\$0.00 / 0.0%</b>               |
| Industry                       | <b>Consumer Products - Staples</b> |
| Zacks Industry Rank            | <b>Bottom 21% (201 out of 255)</b> |

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



|                               |                   |
|-------------------------------|-------------------|
| Last EPS Surprise             | <b>12.1%</b>      |
| Last Sales Surprise           | <b>1.6%</b>       |
| EPS F1 Estimate 4-Week Change | <b>0.1%</b>       |
| Expected Report Date          | <b>03/18/2021</b> |
| Earnings ESP                  | <b>0.0%</b>       |
| P/E TTM                       | <b>28.8</b>       |
| P/E F1                        | <b>27.7</b>       |
| PEG F1                        | <b>1.2</b>        |
| P/S TTM                       | <b>3.2</b>        |

### Sales Estimates (millions of \$)

|      | Q1    | Q2    | Q3    | Q4    | Annual* |
|------|-------|-------|-------|-------|---------|
| 2022 | 407 E | 442 E | 443 E | 545 E | 1,854 E |
| 2021 | 349 A | 529 A | 414 A | 484 E | 1,778 E |
| 2020 | 325 A | 334 A | 327 A | 422 A | 1,408 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2022 | \$0.61 E | \$0.65 E | \$0.60 E | \$0.97 E | \$2.87 E |
| 2021 | \$0.49 A | \$1.04 A | \$0.65 A | \$0.85 E | \$3.04 E |
| 2020 | \$0.46 A | \$0.35 A | \$0.41 A | \$0.74 A | \$1.96 A |

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 12/29/2020. The reports text is as of 12/30/2020.

## Overview

Founded in 1982 and headquartered in Harrisburg, PA, Ollie's Bargain Outlet Holdings, Inc. is a value retailer of brand name merchandise at drastically reduced prices. The company offers products principally under Ollie's, Ollie's Bargain Outlet, Good Stuff Cheap, Ollie's Army, Real Brands Real Cheap!, Real Brands! Real Bargains!, Sarasota Breeze, Steelton Tools, American Way and Commonwealth Classics. As of Oct 31, 2020, the company operated 385 outlets in 25 states.

The company, which came out with its IPO in July 2015, offers products under the following merchandise category —

**Housewares** (15% of 2019 Net Sales): cooking utensils, dishes, appliances, plastic containers, cutlery, storage and garbage bags, detergents and cleaning supplies, cookware and glassware, fans and space heaters, candles, frames and giftware.

**Food** (10.8%): packaged food including coffee, bottled non-carbonated beverages, salty snacks, condiments, sauces, spices, dry pasta, canned goods, cereal and cookies.

**Bed and bath** (10.5%): household goods including bedding, towels, curtains and associated hardware.

**Books and stationery** (8.6%): novels, children's, how-to, business, cooking, inspirational and coffee table books along with DVDs, greeting cards and various office supplies and party goods.

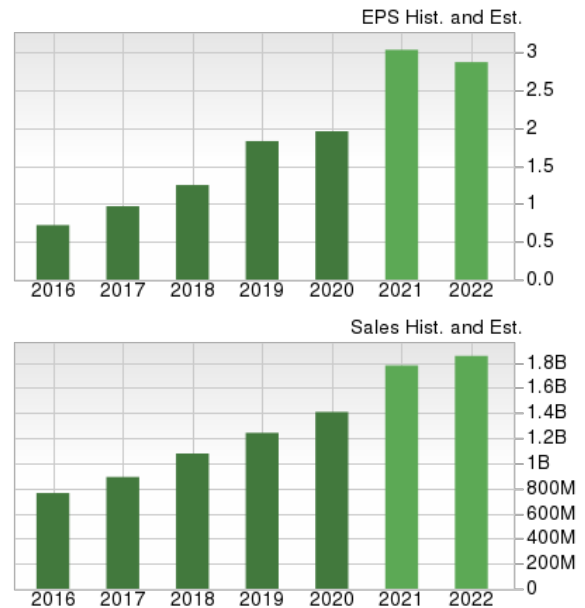
**Floor coverings** (8.4%): laminate flooring, commercial and residential carpeting, area rugs and floor mats.

**Electronics** (6.6%): air conditioners, home electronics, cellular accessories and as seen on television.

**Toys** (6.5%): dolls, action figures, puzzles, educational toys, board games and other related items.

**Health and beauty aids** (5.7%): personal care, hair care, oral care, health and wellness, over-the-counter medicine, first aid, sun care, and personal grooming.

**Other** (27.9%): hardware, candy, clothing, sporting goods, pet products, luggage, automotive, seasonal, furniture, summer furniture and lawn & garden.



Source: Zacks Investment Research

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## Reasons To Buy:

- ▲ **Positive Sales & Earnings Surprise Continues:** Ollie's Bargain maintained stellar performance in third-quarter fiscal 2020, wherein the top and the bottom line not only surpassed the Zacks Consensus Estimate but also improved year over year. It was the third straight quarter of sales and earnings beat. Management stated that shift in consumer spending from COVID-19 impacted categories, such as travel, dining and experiences, to retail, and the stimulus related to the Coronavirus Aid, Relief, and Economic Security (Cares) Act in the early part of the quarter benefited the company. Notably, the company witnessed decent comparable store sales growth. Ollie's Army continued to be a major sales driver, and membership just kept increasing. The company ended the period with 11.4 million active members, reflecting an increase of 13.9% from the year-ago period. Ollie's Bargain delivered adjusted earnings of 65 cents a share that beat the Zacks Consensus Estimate of 58 cents and surged from 41 cents reported in the year-ago quarter. The improvement can be attributed to higher net sales and better expense management.
- ▲ **Decent Q3 Comps Performance:** Ollie's Bargain witnessed decent comparable store sales growth during the third quarter of fiscal 2020. Comparable store sales increased 15.3% during the quarter driven by higher transactions and a significantly larger average basket. The company's top-performing categories were housewares, bed and bath, health and beauty aids, flooring and food. This followed an increase of 43.3% in the preceding quarter. Management highlighted that comparable store sales for the fourth quarter through Dec 4 are tracking in the low single-digits. Undeniably, the company has been efficiently responding to changing consumer demand amid the pandemic.
- ▲ **Strategic Initiatives on Track:** Ollie's Bargain's business model of "buying cheap and selling cheap", cost-containment efforts, focus on store productivity and expansion of customer reward program, Ollie's Army, reinforce its position. For fiscal 2019, roughly 70% of sales were from Ollie's Army members, and the base of loyal members grew by 13.3% during the fiscal year. Also, the company has made concerted efforts to be debt free and now consist solely of capital lease obligations. Cumulatively, these have positioned the stock to augment both top and bottom-line performance in the long run. Net sales have surged at a CAGR of 16.5% from \$762 million in fiscal 2015 to \$1,408 million in fiscal 2019, while net income has soared from \$35.8 million to \$141.1 million during the aforementioned period.
- ▲ **"Good Stuff Cheap":** The company offers brand name merchandise across a broad range of categories at significantly low prices. The company's results are highly dependent on the availability of brand name and closeout merchandise at compelling prices, as the same represented roughly 70% of goods purchased and non-closeout goods and private label products collectively represented approximately 30% of 2019 merchandise purchases. Moreover, the company sells merchandise at prices up to 70% lower than the department and fancy stores, and up to 20-50% lower than mass-market retailers.
- ▲ **Impressive Top-Line Performance:** During the third quarter of fiscal 2020, net sales improved 26.7% year over year to \$414.4 million and surpassed the consensus mark of \$407.8 million. The increase in the top line can be attributed to comparable store sales growth and robust new store performance. This followed an increase of 58.5% and 7.5% in net sales in the preceding two quarters. Net sales have surged at a CAGR of 16.5% from \$762 million in fiscal 2015 to \$1,408 million in fiscal 2019.
- ▲ **Store Growth Opportunity:** Management had earlier indicated that as per internal estimates and third-party research conducted by Hoffman Strategy Group there is potential for more than 1,050 national locations. The company's new store real estate model is flexible and focuses on second generation sites ranging in size from 25,000-35,000 square feet. The company has increased its store base at a CAGR of 14.1% from 203 stores in fiscal 2015 to 345 stores in fiscal 2019. We note that the company has opened 28, 31, 34, 37 and 42 stores in fiscals 2015, 2016, 2017, 2018 and 2019, respectively. Markedly, the company has opened 46 new store locations during fiscal 2020. During the third quarter of fiscal 2020, Ollie's Bargain opened 19 stores, including one relocation, thereby taking the total count to 385 stores in 25 states. The company remains committed to open 50-55 stores per year. Management intends to open 50 stores, including up to four relocations, in fiscal 2021.
- ▲ **Financial Flexibility:** Ollie's Bargain ended third-quarter fiscal 2020 with cash and cash equivalents of \$325.5 million, reflecting increase from \$305.1 million at the end of the second quarter of fiscal 2020 and \$10.1 million at the end of the third quarter of fiscal 2019. The company's liquidity position remained strong, with no borrowings under its \$100-million revolving credit facility and \$95.3 million of availability under the facility, as of the end of the third quarter of fiscal 2020. As of Oct 31, 2020, its total borrowings (comprising solely of finance lease obligations) were \$1 million.

Ollie's Bargain's business model of "buying cheap and selling cheap", cost-containment efforts and customer reward program fortify its position.

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## Reasons To Sell:

- ▼ **Stock Falls, Underperforms Industry:** Shares of Ollie's Bargain have declined 4.7% in the past three months, against the industry's gain of 7.2%. The stock came under pressure in spite of the company reporting better-than-expected third-quarter fiscal 2020 results, wherein both the top and the bottom lines improved year over year. The company informed that comparable store sales moderated in the latter part of the third quarter and continued to do so in the fourth quarter. It added that quarter to date (as of Dec 4, 2020), comparable store sales are tracking in the low single-digits. Management also cautioned about uncertainty related to the pandemic and said that it is hard to predict the impact of the health and financial crisis on consumer behavior. These were not well perceived by investors.
- ▼ **COVID-19 Related Headwinds:** We expect continued volatility given the uncertainty regarding consumer demand, the impacts of economic stimulus, the reopening of other retail stores, and potential for large scale liquidation sales to have a bearing on sales results, going forward. Management highlighted that the COVID-19 pandemic could further impact the company's operations and the operations of its suppliers and vendors as a result of continued or renewed restrictions and limitations on travel, shelter-in-place orders, limitations on store or facility operations up to and including closures, and other governmental, business or consumer actions. We also note that the company has been incurring higher payroll expenses at stores and distribution facilities and incremental cleaning and safety costs at all its facilities.
- ▼ **SG&A Expenses Continue to Increase:** Selling, general and administrative expenses have been increasing for quite some time now. In the third quarter of fiscal 2020, the same climbed 17% to \$105.8 million from the prior-year period on account of increased number of stores and higher store payroll and variable selling expenses. This followed an increase of 25% and 7.7% in the preceding two quarters. Certainly, any deleverage in SG&A expenses is likely to show on the company's operating income, unless fully offset by substantial increase in net sales.
- ▼ **Stock Looks Stretched:** Considering price-to-earnings (P/E) ratio, the stock looks pretty overvalued when compared with the industry as well as the S&P 500. The stock has a forward 12-month P/E ratio of 29.15, which is below the median level of 29.94 and the high level of 43.87 scaled in the past one year. On the contrary, the forward 12-month P/E ratios for the industry and the S&P 500 are 23.26 and 20.57, respectively.
- ▼ **Stiff Competition:** Ollie's Bargain faces stiff competition from discount, closeout, mass merchant, department, grocery, drug, convenience, hardware, variety, online and other specialty stores. This may result in loss of market share as well as fall in sales and operating margins. Competitors with larger number of stores, greater market presence and better financial resources will continue to weigh on the company's results.
- ▼ **Dip in Consumer Sentiment May Impact Sales:** Any dip in consumer confidence – a key determinant of the economy's health – may have serious bearing on spending. The company's customers remain sensitive to macroeconomic factors including interest rate hikes, increase in fuel and energy costs, credit availability, unemployment levels, and high household debt levels, which may negatively impact their sentiment. This may adversely impact its growth and profitability.

Management cautioned about uncertainty related to the pandemic and said that it is hard to predict the impact of the health and financial crisis on consumer behavior.

## Last Earnings Report

### Ollie's Bargain Q3 Earnings Top Estimates, Comps Up

Ollie's Bargain Outlet Holdings, Inc. maintained stellar performance in third-quarter fiscal 2020, wherein the top and the bottom line not only surpassed the Zacks Consensus Estimate but also improved year over year. It was the third straight quarter of sales and earnings beat. Notably, the company witnessed decent comparable store sales growth.

However, this Harrisburg, PA-based company highlighted that comparable store sales moderated in the latter part of the third quarter and continued to do so in the fourth quarter. It added that quarter to date, comparable store sales are tracking in the low single-digits. Management also cautioned about uncertainty related to the pandemic and said that it is hard to predict the impact of the health and financial crisis on consumer behavior.

Ollie's Bargain delivered adjusted earnings of 65 cents a share that beat the Zacks Consensus Estimate of 58 cents and surged from 41 cents reported in the year-ago quarter. The improvement can be attributed to higher net sales and better expense management.

Net sales improved 26.7% year over year to \$414.4 million and surpassed the consensus mark of \$407.8 million. The increase in the top line can be attributed to comparable store sales growth and robust new store performance.

Comparable store sales increased 15.3% during the quarter driven by higher transactions and a significantly larger average basket. The company's top-performing categories were housewares, bed and bath, health and beauty aids, flooring and food.

The company's business operating model of "buying cheap and selling cheap" and focus on value-driven merchandise assortment positioned it well to grab opportunities in the marketplace and effectively meet changes in consumer demand amid the pandemic.

Management stated that shift in consumer spending from COVID-19 impacted categories, such as travel, dining and experiences, to retail, and the stimulus related to the Coronavirus Aid, Relief, and Economic Security (Cares) Act in the early part of the quarter benefited the company.

### Sneak Peek Into Margins

Gross profit surged 28.7% year over year to \$171.5 million during the quarter under review, while gross margin expanded 60 basis points to 41.4%. This expansion can be attributed to improvement in the merchandise margin, driven by higher markup and lower markdowns, partly offset by increased supply chain costs, as a percentage of net sales.

SG&A expenses climbed 17% to \$105.8 million from the prior-year period on account of increased number of stores and higher store payroll and variable selling expenses. However, as a percentage of net sales, SG&A expenses shrunk 220 basis points to 25.5%. The decrease was owing to significant leverage in occupancy and other costs owing to comparable store sales growth and cost-containment efforts. This was partly offset by certain increased expenses, such as premium pay, associated with operating in pandemic-hit environment.

Operating income soared 61.7% to \$57.8 million, while operating margin expanded 300 basis points to 13.9% owing to higher gross margin and the leveraging of all expense components due to the increase in comparable store sales.

Adjusted EBITDA rose to \$65.3 million during the quarter under review from \$42.6 million in the year-ago period, while adjusted EBITDA margin expanded 280 basis points to 15.8%.

### Store Update

During the third quarter, Ollie's Bargain opened 19 stores, including one relocation, thereby taking the total count to 385 stores in 25 states. Since the end of the quarter, the company has opened four more stores, resulting in 46 new stores for the year. Management intends to open 50 stores, including up to four relocations, in fiscal 2021.

### Financial Aspects

Ollie's Bargain ended the third quarter of fiscal 2020 with cash and cash equivalents of \$325.5 million, reflecting significant growth from \$10.1 million at the end of the third quarter of fiscal 2019. The company's liquidity position remained strong, with no borrowings under its \$100-million revolving credit facility and \$95.3 million of availability under the facility, as of the end of the third quarter of fiscal 2020.

As of Oct 31, 2020, its total borrowings (comprising solely of finance lease obligations) were \$1 million and stockholders' equity was \$1,267.5 million. Inventories, as of the end of the third quarter, grew 2.5% to \$394.9 million. Management incurred capital expenditures of \$7.8 million in the third quarter.

| Quarter Ending   | 10/2020      |
|------------------|--------------|
| Report Date      | Dec 03, 2020 |
| Sales Surprise   | 1.62%        |
| EPS Surprise     | 12.07%       |
| Quarterly EPS    | 0.65         |
| Annual EPS (TTM) | 2.92         |

## Valuation

Ollie's Bargain shares are up 28.8% over the trailing 12-month period. Over the past year, the Zacks sub-industry and the sector are up 3.4% and 0.8%, respectively. The S&P 500 index is up 18% in the past year.

The stock is currently trading at 29.15X forward 12-month earnings, which compares to 23.26X for the Zacks sub-industry, 20.57X for the Zacks sector and 23.06X for the S&P 500 index.

Over the past five years, the stock has traded as high as 49.07X and as low as 14.43X, with a 5-year median of 32.74X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$89 price target reflects 30.9X forward 12-month earnings.

The table below shows summary valuation data for OLLI

| Valuation Multiples - OLLI |               |       |              |        |         |
|----------------------------|---------------|-------|--------------|--------|---------|
|                            |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                   | Current       | 29.15 | 23.26        | 20.57  | 23.06   |
|                            | 5-Year High   | 49.07 | 23.26        | 22.42  | 23.79   |
|                            | 5-Year Low    | 14.43 | 13.32        | 16.5   | 15.3    |
|                            | 5-Year Median | 32.74 | 18.11        | 19.58  | 17.81   |
| P/S F12M                   | Current       | 2.98  | 0.86         | 10.79  | 4.38    |
|                            | 5-Year High   | 4.43  | 2.06         | 11.97  | 4.38    |
|                            | 5-Year Low    | 1.17  | 0.69         | 8.6    | 3.17    |
|                            | 5-Year Median | 2.58  | 1.8          | 10.51  | 3.67    |
| EV/EBITDA TTM              | Current       | 21.26 | 11.03        | 39.96  | 16.96   |
|                            | 5-Year High   | 52.68 | 19.17        | 45.76  | 16.96   |
|                            | 5-Year Low    | 11.77 | 3.38         | 27.39  | 9.56    |
|                            | 5-Year Median | 23.67 | 12.35        | 38.97  | 13.18   |

As of 12/29/2020

Source: Zacks Investment Research

## Industry Analysis Zacks Industry Rank: Bottom 21% (201 out of 255)



## Top Peers

| Company (Ticker)                    | Rec        | Rank |
|-------------------------------------|------------|------|
| Target Corporation (TGT)            | Outperform | 2    |
| Big Lots, Inc. (BIG)                | Neutral    | 3    |
| Burlington Stores, Inc. (BURL)      | Neutral    | 4    |
| Costco Wholesale Corporation (COST) | Neutral    | 3    |
| Dollar General Corporation (DG)     | Neutral    | 3    |
| Dollar Tree, Inc. (DLTR)            | Neutral    | 3    |
| Grocery Outlet Holding Corp. (GO)   | Neutral    | 3    |
| Ross Stores, Inc. (ROST)            | Neutral    | 3    |

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

| Industry Comparison Industry: Consumer Products - Staples |           |            |           | Industry Peers |           |            |
|-----------------------------------------------------------|-----------|------------|-----------|----------------|-----------|------------|
|                                                           | OLLI      | X Industry | S&P 500   | COST           | DG        | TGT        |
| Zacks Recommendation (Long Term)                          | Neutral   | -          | -         | Neutral        | Neutral   | Outperform |
| Zacks Rank (Short Term)                                   | 4         | -          | -         | 3              | 3         | 2          |
| VGM Score                                                 | B         | -          | -         | A              | A         | A          |
| Market Cap                                                | 5.51 B    | 3.71 B     | 25.66 B   | 165.10 B       | 51.78 B   | 87.66 B    |
| # of Analysts                                             | 7         | 4          | 13        | 11             | 26        | 11         |
| Dividend Yield                                            | 0.00%     | 0.00%      | 1.49%     | 0.75%          | 0.68%     | 1.55%      |
| Value Score                                               | C         | -          | -         | B              | B         | B          |
| Cash/Price                                                | 0.06      | 0.09       | 0.06      | 0.09           | 0.04      | 0.07       |
| EV/EBITDA                                                 | 27.31     | 11.78      | 14.52     | 22.06          | 19.13     | 12.95      |
| PEG F1                                                    | 1.17      | 1.91       | 2.80      | 4.30           | 1.45      | 2.35       |
| P/B                                                       | 4.34      | 3.96       | 3.63      | 10.78          | 7.41      | 6.58       |
| P/CF                                                      | 36.46     | 18.79      | 13.81     | 29.52          | 23.75     | 15.04      |
| P/E F1                                                    | 27.99     | 19.86      | 22.02     | 37.53          | 19.84     | 19.94      |
| P/S TTM                                                   | 3.21      | 2.09       | 2.82      | 0.95           | 1.59      | 0.99       |
| Earnings Yield                                            | 3.61%     | 3.64%      | 4.40%     | 2.66%          | 5.04%     | 5.02%      |
| Debt/Equity                                               | 0.00      | 0.46       | 0.70      | 0.49           | 0.59      | 0.94       |
| Cash Flow (\$/share)                                      | 2.31      | 1.15       | 6.93      | 12.62          | 8.90      | 11.64      |
| Growth Score                                              | B         | -          | -         | A              | A         | A          |
| Historical EPS Growth (3-5 Years)                         | 31.82%    | 1.60%      | 9.71%     | 14.35%         | 18.80%    | 8.77%      |
| Projected EPS Growth (F1/F0)                              | 54.88%    | 19.52%     | 1.26%     | 12.22%         | 58.32%    | 37.39%     |
| Current Cash Flow Growth                                  | 8.58%     | 8.58%      | 5.23%     | 8.77%          | 9.68%     | 10.26%     |
| Historical Cash Flow Growth (3-5 Years)                   | 30.96%    | 5.94%      | 8.33%     | 10.07%         | 9.69%     | 3.95%      |
| Current Ratio                                             | 2.65      | 1.53       | 1.38      | 0.98           | 1.28      | 1.05       |
| Debt/Capital                                              | 0.05%     | 36.56%     | 41.97%    | 32.97%         | 37.16%    | 48.39%     |
| Net Margin                                                | 13.31%    | 1.90%      | 10.40%    | 2.50%          | 7.84%     | 4.31%      |
| Return on Equity                                          | 16.64%    | 15.05%     | 14.99%    | 24.50%         | 36.07%    | 34.94%     |
| Sales/Assets                                              | 0.98      | 1.11       | 0.50      | 3.20           | 1.30      | 1.90       |
| Projected Sales Growth (F1/F0)                            | 26.27%    | 5.11%      | 0.35%     | 10.35%         | 20.92%    | 16.55%     |
| Momentum Score                                            | B         | -          | -         | C              | A         | D          |
| Daily Price Change                                        | 0.32%     | -0.84%     | -0.53%    | 0.45%          | 0.45%     | -0.77%     |
| 1-Week Price Change                                       | 0.81%     | 0.82%      | -0.44%    | -0.66%         | 0.38%     | 2.80%      |
| 4-Week Price Change                                       | -4.72%    | 1.21%      | 0.57%     | -3.83%         | -3.87%    | -2.24%     |
| 12-Week Price Change                                      | -7.00%    | 11.39%     | 13.26%    | 4.01%          | -0.45%    | 10.50%     |
| 52-Week Price Change                                      | 28.86%    | 24.59%     | 6.23%     | 26.81%         | 35.49%    | 36.53%     |
| 20-Day Average Volume (Shares)                            | 1,462,648 | 886,503    | 1,797,784 | 2,455,268      | 1,834,281 | 3,156,759  |
| EPS F1 Estimate 1-Week Change                             | 0.00%     | 0.00%      | 0.00%     | 0.00%          | 0.10%     | 0.00%      |
| EPS F1 Estimate 4-Week Change                             | 0.14%     | 0.00%      | 0.00%     | 2.50%          | 4.74%     | 1.38%      |
| EPS F1 Estimate 12-Week Change                            | 0.05%     | 1.58%      | 3.71%     | 3.97%          | 5.57%     | 22.73%     |
| EPS Q1 Estimate Monthly Change                            | -4.84%    | 0.00%      | 0.00%     | 0.87%          | 6.34%     | 1.18%      |

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.

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### Zacks Style Scores

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

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

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

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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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.