Omnicell, Inc. (OMCL)

$145.29 (As of 06/17/21)

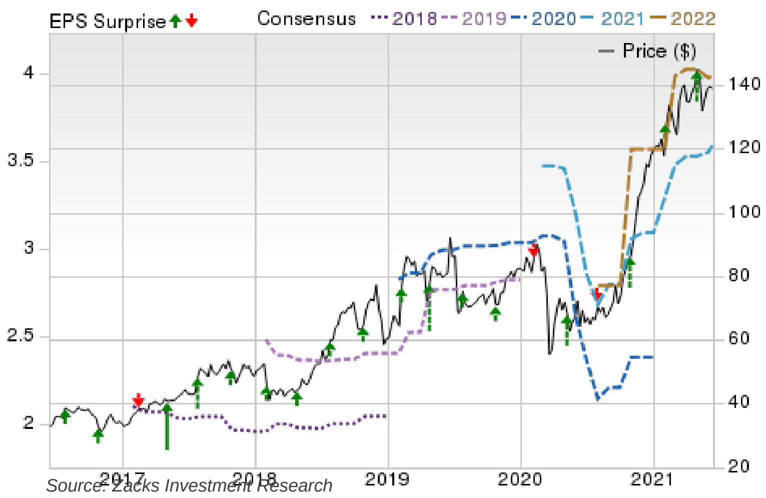
Price Target (6-12 Months): **$153.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 02/15/21) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:B
	Value: C | Growth: B | Momentum: B	

Summary

Over the past six months, Omnicell's shares have outperformed the industry it belongs to. The top line rose year-over-year on growth across both the operating segments in the last-reported first quarter. There has been record increase in the number of long-term sole-source contracts with the addition of top 300 U.S. health systems in the first quarter. The company's optimism about the gradual resumption of elective surgeries is encouraging. The company is progressing as it is advancing autonomous pharmacy by expanding portfolio and investing in digital cloud-based platform. The raised adjusted EPS view also buoys optimism. Notably, the company reported better-than-expected revenues and earnings performances in the first quarter. However, escalating costs and operating expenses in the quarter was discouraging.

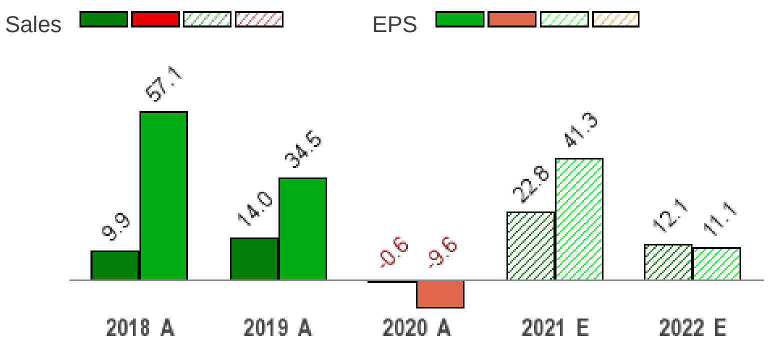
Price, Consensus & Surprise



Data Overview

52-Week High-Low	**$146.99 - $62.24**
20-Day Average Volume (Shares)	**220,052**
Market Cap	**$6.3 B**
Year-To-Date Price Change	**21.1%**
Beta	**1.06**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Medical Info Systems**
Zacks Industry Rank	**Bottom 8% (233 out of 252)**
Last EPS Surprise	**23.9%**
Last Sales Surprise	**2.7%**
EPS F1 Estimate 4-Week Change	**1.2%**
Expected Report Date	**07/27/2021**
Earnings ESP	**1.2%**
P/E TTM	**53.6**
P/E F1	**40.5**
PEG F1	**2.7**
P/S TTM	**6.9**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	281 E	299 E	311 E	332 E	1,227 E
2021	252 A	267 E	275 E	302 E	1,095 E
2020	230 A	200 A	214 A	249 A	892 A

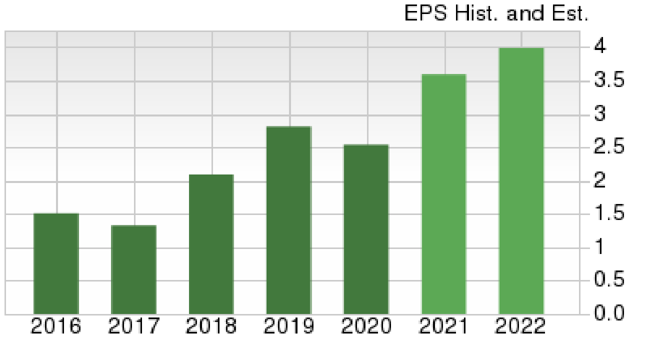
EPS Estimates

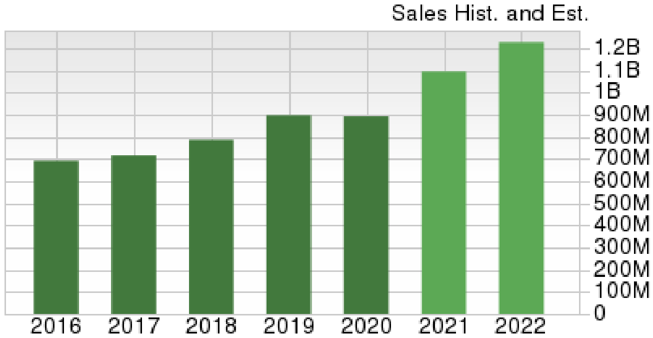
	Q1	Q2	Q3	Q4	Annual*
2022	$0.79 E	$0.86 E	$0.97 E	$1.07 E	$3.99 E
2021	$0.83 A	$0.82 E	$0.89 E	$1.03 E	$3.59 E
2020	$0.66 A	$0.37 A	$0.60 A	$0.91 A	$2.54 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/17/2021. The report's text and the analyst-provided price target are as of 06/18/2021.

Overview





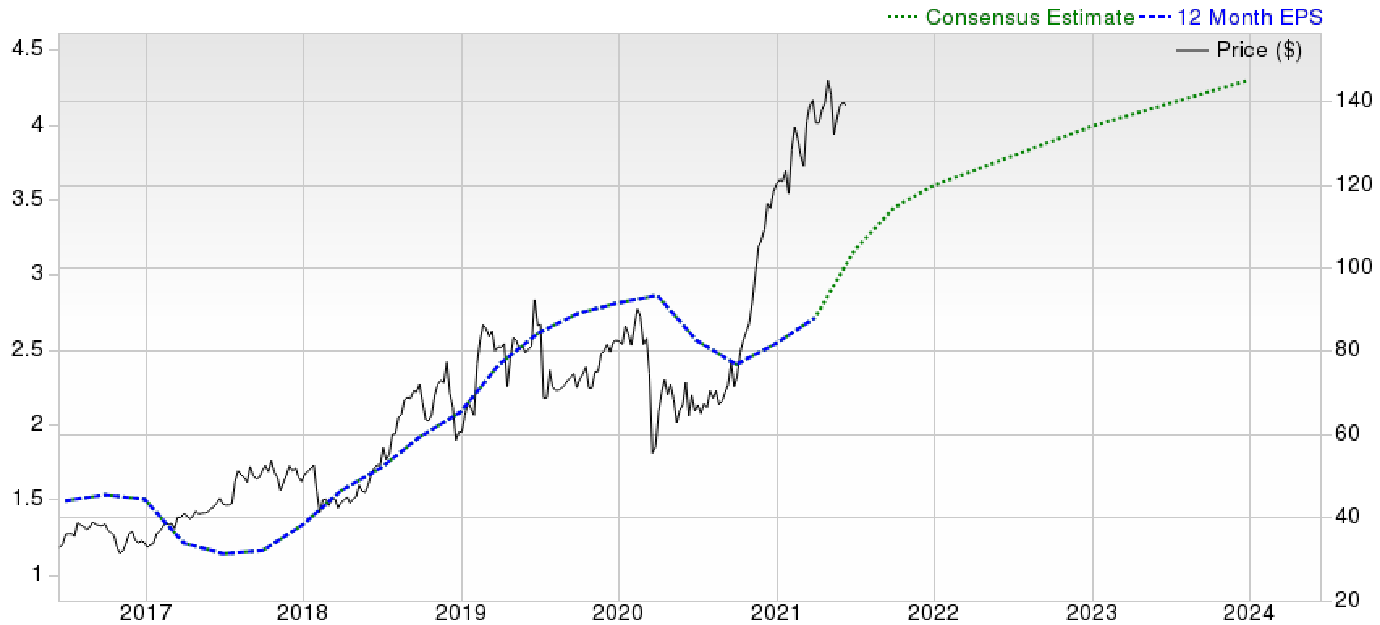
Headquartered in Mountain View, CA, Omnicell Inc., develops and markets end-to-end automation solutions for the medication-use process. These automation solutions contain medication and supply dispensing systems, central pharmacy storage, retrieval and packaging solutions, a bedside automation solution, a physician order management solution, a decision support application, and a Web-based procurement application.

The products offered by the company enable care providers to improve patient safety and increase efficiency by lowering costs. The company also adheres to regulatory compliances and addresses issues related to population health.

Omnicell previously had two reporting segments, namely Automation and Analytics, and Medication Adherence. In an effort to deliver on the vision of the autonomous pharmacy and address industry changes (including the ongoing consolidation of healthcare systems, rising pharmaceutical costs and increased scrutiny on controlled substances), Omnicell initiated a company-wide organizational realignment in 2018. It was done to centrally manage business operations, including the development and marketing of all of its products, sales and distribution, supply chain and inventory management, and regulatory and quality functions. As a result of the organizational realignment, all significant operating decisions are based upon an analysis of Omnicell as one operating segment. Thus, effective Jan 1, 2019, Omnicell reports as only one operating segment, which is the same as the reporting segment.

In 2016, Omnicell acquired Aesynt Holding, a leading player in enterprise medication management with specific products in IV compounding, Central Pharmacy automation, point of care solutions and enterprise software products.

In April 2017, Omnicell acquired InPharmics, which is an advanced pharmacy informatics solutions provider to hospital pharmacies. The buyout added clinical and compliance analytics to Omnicell’s Performance Center offering.



Source: Zacks Investment Research

Reasons To Buy:

> Omnicell's strategic acquisitions and partnerships support each of the three legs of the company's strategy.

▲ **Share Price Movement**: Over the past six months, Omnicell's shares have outperformed the industry it belongs to. The stock has gained 26.4% against the industry's 18% fall. Omnicell exited the first quarter with better-than-expected revenues and earnings. The top line rose year over year on growth across both the operating segments. In the quarter, there has been record increase in the number of long-term sole-source contracts with the addition of top 300 U.S. health systems. One of the new wins is the largest single sole-source agreement in Omnicell's history. A top 10 U.S. health system has chosen Omnicell to help them design and implement complex pharmacy workload. Overall, the company's optimism about the gradual resumption of elective surgeries is encouraging. The company is progressing as it is advancing autonomous pharmacy by expanding portfolio and investing in the digital cloud-based platform. The raised adjusted EPS guidance also buoys optimism.

▲ **Strategic Imperatives to Drive Growth**: Omnicell is progressing well with its 3-legged strategy that covers market expansion through delivery of differentiated, innovative solutions; expansion into new markets, primarily outside the United States; and expansion through strategic partnerships and acquisition of new technologies.

In this line, in 2020, the company expanded its autonomous pharmacy portfolio with the strategic and accretive acquisition of PSG's 340B Link business now called Omnicell 340B. The company has also accelerated a shift to cloud-based solutions and tech-enabled services through the launches of Omnicell One and Central Pharmacy Dispensing Services. In 2020, the company has seen rapid growth in SaaS, subscription software and tech-enabled services bookings. Further, with a a robust portfolio of tech-enabled services that complement and enhance core hardware products, Omnicell is currently targeting to drive recurring revenue growth in advanced services. The company is currently forecasting 50% CAGR in advanced services from 2020 through 2025.

In the first quarter of 2021, the company has increased the number of long-term sole-source contracts. A top 10 US health system has chosen Omnicell to help them design and implement complex pharmacy workload, and support their journey toward the autonomous pharmacy. The company currently has long-term sole-source agreements with 147 of the top 300 U.S. health systems. In the second quarter 2021 so far, the company already has 148 long-term sole-source agreements. Through this new partnership, Omnicell will be implementing automated dispensing systems for patient care areas and operating rooms, cloud-based intelligent solutions and tech-enabled services.

The company also noted that the pandemic has highlighted the need for increased digitization and virtualization of processes throughout the healthcare system. Currently, there is growing demand for sophisticated automation and digitization capabilities needed to focus more on patient care and reduce costly errors. This underscored the strategic relevance of Omnicell Solutions.

▲ **2025 Roadmap Looks Impressive**: In terms of its 2025 financial roadmap, Omnicell is targeting a 14% to 15% compounded total annual revenue growth rate from 2021 to 2025. Over the same period of time, it is also targeting an expansion of non-GAAP EBITDA margin from 21% in 2021 to 25% by 2025, representing a margin expansion of approximately 400 bps. According to the company, its strong position in the market, growing customer base and strategic focus on innovation will help it to achieve these goals.

▲ **Autonomous Pharmacy Model Holds Potential:** Omnicell has an elaborate vision for the Autonomous Pharmacy. Per management, the Autonomous Pharmacy vision integrates a comprehensive set of solutions across three key segments — automation solutions (designed to digitize and streamline workflows), intelligence (provides actionable insights to better understand medication usage and improve pharmacy supply chain management) and automation of medication dispensing workflows (includes expert services as an extension of pharmacy operations).

As a major milestone in this niche, Omnicell recently introduced fully Autonomous Pharmacy, Omnicell One, which will be available from August. Leveraging cloud-based data and predictive prescriptive analytics, Omnicell One provides real-time visibility with actionable insights and workflow optimization recommendations that will help improve clinical, financial and operational outcomes across the pharmacy supply chain. As a result of COVID-19, many of Omnicell customers have prioritized supply chain optimization in order to provide critical care to patients. Omnicell One represents a significant step toward leveraging analytics that enable these customers to meet demand in an efficient manner.

▲ **Planned Geographic Expansion Another Upside:** Outside the United States, the healthcare providers are becoming increasingly aware of the benefits of automation. Additionally, there is a substantial demand for adherence packaging equipment outside the domestic market. Many government and private entities are aware of the progress made over the last several years in the United States and are investing significantly in information technology and automation. Given the fact that the international market is less than 1% penetrated with very few hospitals adopting medication control systems, Omnicell has specified its second leg of strategies of expanding into new markets.

Internationally, at present Omnicell is continuing to gain momentum in Asia with recent medication management, automation, customer increments in Singapore and Japan. In Europe, the company in late 2020, collaborated to launch a European-based technology-enabled intelligence center to deliver advanced analytics, manage supplies and medications.

▲ **Strong Liquidity, Solvency and Capital Structure**: Omnicell exited the first quarter of 2021 with cash and cash equivalents of $548 million compared with $486 million at the end of the fourth quarter. Meanwhile, the company finished the quarter with total debt of $472 million debt on its balance sheet. This is lower than the current cash balance of the company indicating strong solvency position.

Debt comparison with the industry is favorable as industry's total debt of $771 million is higher to the company's debt level.

The company's cash flow trend also remains robust. Cumulative cash flow from operating activities at the end of the first quarter was $57.4 million compared with $25.2 million a year ago.

Reasons To Sell:

- **Escalating Costs and Expenses**: Omnicell has adopted several strategies to drive its top line including portfolio expansion, acquisitions and further penetration in the medication adherence market. Thus, the company continues to battle escalating costs. Also, the company continues to expect higher costs in the upcoming quarters stemming from integration of new acquisitions and the expenses related to the XT series and IV workflow.

  In the first quarter, total cost of revenues increased 7.9% year over year. Selling, general, and administrative expenses too rose 9.9% in the reported quarter.

Increasing cost of production continues to hamper the company’s margin performance. Weak Hospital Spending Trends and tough competition also pose threats.

- **Competitive Landscape:** Omnicell faces intense competition in the medication management and supply chain solutions market. Even though the company continues to gain market share from other traditional providers of medication management and supply chain solutions, major players such as Becton Dickinson Corporation, ARxIUM, Cerner Corporation, Talyst, Inc., Emerson Electronic Co., WaveMark Inc.

  Major direct competitors in the medication packaging solutions market like Drug Package, Inc., AutoMed Technologies, Inc. (a subsidiary of ARxIUM), Manchac Technologies, LLC (through its Dosis product line) and RX Systems, Inc. still pose threats as they spearhead several expansion programs. This increased competition could result in pricing pressure and a reduced margin, which would have an adverse impact on the company’s performance.

- **Tough Hospital Spending Trends:** Hospital purchases continue to remain a challenge for the small community hospitals compared with the bigger ones owing to financial constraints. This is reflected in the data provided by the company, which suggests that 70% of small hospitals in the United States deploy automated dispensing cabinets versus 96% and 99% for medium and large hospitals, respectively.

  The hospitals continue to remain cautious with respect to capital spending in the current economic environment. Thus, a resilient hospital capital expenditure environment might adversely affect the adoption of Omnicell’s solutions. Moreover, the reimbursement mix has also affected the endowments income, further affecting hospital spending capabilities. While the company has won some new deals in larger hospitals, the market is still susceptible to the economy and credit conditions.

Last Earnings Report

Omnicell Q1 Earnings Top, Margins Expand

Quarter Ending	03/2021
Report Date	Apr 29, 2021
Sales Surprise	2.65%
EPS Surprise	23.88%
Quarterly EPS	0.83
Annual EPS (TTM)	2.71

Omnicell reported first-quarter 2021 adjusted earnings per share of 83 cents, up 25.8% year over year. The metric also exceeded the Zacks Consensus Estimate by 23.8%.

The adjustments include one-time expenses like share-based compensation, amortization expenses, severance and other.

On a GAAP basis, earnings per share were 30 cents for the quarter under review, up 15.4% from the year-ago quarter.

Revenues in Detail

First-quarter revenues of $251.8 million rose 9.6% year over year on a reported basis. The figure beat the Zacks Consensus Estimate by 2.8%.

Segmental Details

On a segmental basis, Product revenues rose 4.7% year over year to $178.1 million in the reported quarter.

Service and other revenues climbed 23.7% year over year to $73.7 million.

Operational Update

In the quarter under review, company-adjusted gross profit rose 12.3% to $127.5 million. Company-adjusted gross margin expanded 120 basis points (bps) to 50.6%.

Adjusted operating profit totaled $40.6 million, reflecting an 29.6% rise from the prior-year quarter. Company-adjusted operating margin in the first quarter expanded 250 bps to 16.1%.

Financial Update

Omnicell exited the first quarter with cash and cash equivalents of $548.1 million compared with $485.9 million at the end of fourth-quarter 2020.

Cumulative cash flow from operating activities at the end of the reported quarter was $57.4 million compared with $25.2 million a year ago.

Q2 and 2021 Guidance

For the second quarter of 2021, Omnicell expects revenues between $265 million and $270 million. The Zacks Consensus Estimate for the metric is pegged at $245.4 million.

Product revenues are forecast between $192 million and $195 million while service revenues are projected within $73-$75 million for the quarter. Second-quarter adjusted EPS is envisioned in the band of 80-85 cents. The Zacks Consensus Estimate for the same is pegged at 67 cents.

For the full year, the company expects product bookings between $1.09 billion and $1.15 billion (unchanged). Revenues are once again estimated between $1.08 billion and $1.10 billion. The Zacks Consensus Estimate stands at $1.05 billion.

For 2021, the anticipated ranges for product and service revenues are $770-$785 million and $315-$320 million, respectively (unchanged).

Full-year adjusted earnings per share is expected between $3.50 and $3.70 (an improvement from the earlier-provided view of $3.40 and $3.60). The Zacks Consensus Estimate for the metric stands at $3.53.

Recent News

Omnicell's Medication Management Platform Selected by Scripps Health: Apr 29, 2021

Omnicell's medication management platform has been selected by Scripps Health to enhance pharmacy supply chain management across Scripps Health's San Diego-based network.

Omnicell's Automated Dispensing Service Adopted by Aultman: Apr 07, 2021

Omnicell's cloud-based solutions and technology-enabled services have been adopted by its long-term sole source partner, Aultman Health Foundation.

Valuation

Omnicell shares are up 21.1% over the year-to-date period and up 109.7% in the trailing 12-month periods. Stocks in the Zacks sub-industry are down 17.5% while the Zacks Medical sector rose 1.1% over the year-to-date period. Over the past year, the Zacks sub-industry is up 7% and sector is up 3.6%.

The S&P 500 index is up 13.2% over the year-to-date period and up 38.4% in the past year.

The stock is currently trading at 5.4X Forward 12-months sales, which compares to 4.7X for the Zacks sub-industry, 2.7X for the Zacks sector and 4.7X for the S&P 500 index.

Over the past five years, the stock has traded as high as 5.7X and as low as 1.5X, with a 5-year median 2.9X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $153 price target reflects 5.7X forward 12-months sales.

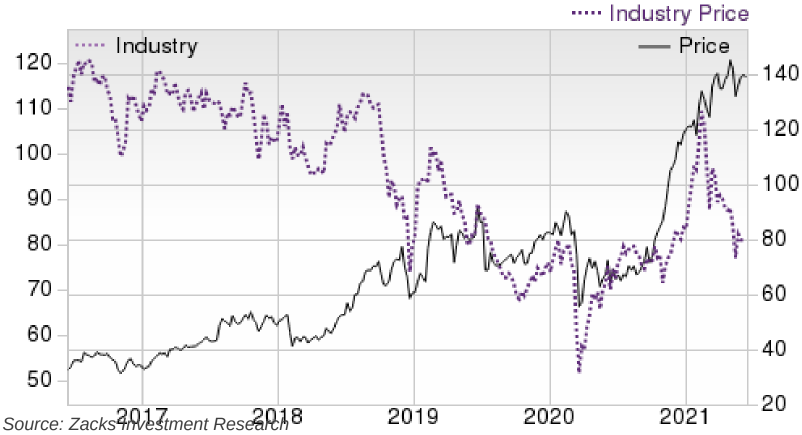
The table below shows summary valuation data for OMCL.

Valuation Multiples - OMCL

		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	5.43	4.67	2.70	4.70
	5-Year High	5.74	4.80	3.17	4.74
	5-Year Low	1.48	1.48	2.27	3.21
	5-Year Median	2.92	2.00	2.78	3.72
P/B TTM	Current	6.21	5.27	4.47	7.03
	5-Year High	6.29	5.46	5.05	7.08
	5-Year Low	2.64	2.06	3.03	3.84
	5-Year Median	3.80	2.93	4.35	5.02
EV/EBITDA F12M	Current	21.24	12.45	10.07	17.23
	5-Year High	22.98	12.45	11.56	18.83
	5-Year Low	10.14	6.42	8.53	13.04
	5-Year Median	16.21	8.14	10.47	15.91

As of 06/17/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Bottom 8% (233 out of 252)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Baxter International Inc. **(BAX)**	Neutral	3
Becton, Dickinson and Company **(BDX)**	Neutral	3
Cardinal Health, Inc. **(CAH)**	Neutral	3
Cerner Corporation **(CERN)**	Neutral	3
International Business Machines Corporation **(IBM)**	Neutral	3
McKesson Corporation **(MCK)**	Neutral	3
Allscripts Healthcare Solutions, Inc. **(MDRX)**	Neutral	3
Oracle Corporation **(ORCL)**	Neutral	3

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

Industry Comparison Industry: Medical Info Systems

Industry Peers

	OMCL	X Industry	S&P 500	BDX	IBM	MDRX
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	B	-	-	B	A	C
Market Cap	6.28 B	624.32 M	29.66 B	69.87 B	130.10 B	2.50 B
# of Analysts	5	4	12	11	7	11
Dividend Yield	0.00%	0.00%	1.35%	1.38%	4.51%	0.00%
Value Score	C	-	-	B	A	C
Cash/Price	0.09	0.11	0.05	0.06	0.08	0.20
EV/EBITDA	57.77	-9.93	16.95	22.82	13.47	22.04
PEG F1	2.69	2.44	2.09	2.13	1.66	2.62
P/B	6.21	4.84	4.06	2.81	6.05	1.49
P/CF	39.94	16.80	17.27	13.54	8.97	9.23
P/E F1	40.28	21.86	20.99	18.75	13.40	23.86
P/S TTM	6.86	4.28	3.39	3.70	1.76	1.60
Earnings Yield	2.47%	-2.44%	4.65%	5.33%	7.46%	4.18%
Debt/Equity	0.47	0.00	0.66	0.71	2.38	0.10
Cash Flow ($/share)	3.64	-0.28	6.83	17.74	16.24	1.92
Growth Score	B	-	-	C	A	D
Historical EPS Growth (3-5 Years)	48.91%	3.10%	9.44%	7.53%	-6.77%	5.19%
Projected EPS Growth (F1/F0)	41.42%	5.78%	21.49%	25.62%	25.31%	-2.27%
Current Cash Flow Growth	-3.90%	-6.04%	0.99%	-8.29%	-17.30%	-6.47%
Historical Cash Flow Growth (3-5 Years)	18.96%	7.92%	7.28%	16.70%	-4.81%	6.13%
Current Ratio	3.09	2.33	1.39	1.86	0.93	1.29
Debt/Capital	31.84%	3.42%	41.51%	41.65%	70.42%	9.17%
Net Margin	3.83%	-26.12%	11.95%	8.98%	7.28%	46.70%
Return on Equity	8.84%	-21.10%	16.48%	15.53%	36.67%	7.17%
Sales/Assets	0.55	0.49	0.51	0.35	0.48	0.52
Projected Sales Growth (F1/F0)	22.77%	15.01%	9.41%	13.63%	0.82%	-8.43%
Momentum Score	B	-	-	A	C	A
Daily Price Change	0.75%	0.00%	-0.04%	-0.01%	-1.51%	0.06%
1-Week Price Change	-0.38%	2.72%	-0.41%	0.82%	2.62%	0.00%
4-Week Price Change	6.63%	1.93%	1.51%	-1.85%	1.20%	3.20%
12-Week Price Change	5.50%	-3.65%	7.99%	-0.61%	9.42%	17.04%
52-Week Price Change	107.91%	49.82%	35.52%	1.70%	17.27%	157.56%
20-Day Average Volume (Shares)	220,052	437,639	1,771,802	1,457,016	3,555,893	1,580,255
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.49%
EPS F1 Estimate 4-Week Change	1.18%	0.00%	0.03%	0.06%	0.00%	7.67%

EPS F1 Estimate 12-Week Change	1.18%	-6.43%	3.37%	-0.01%	-2.72%	6.08%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-0.44%	0.00%	12.99%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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.

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

Disclosures

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock.The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment.This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time.ZIR is not a broker-dealer.ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients.Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.

Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

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 mediumterm 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 mostrecent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn’t change frequently, dividend yield usually changes with a stock’s price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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