

Public Service(PEG)

\$54.66 (As of 03/04/21)

Price Target (6-12 Months): **\$58.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 01/22/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:D

Value: C

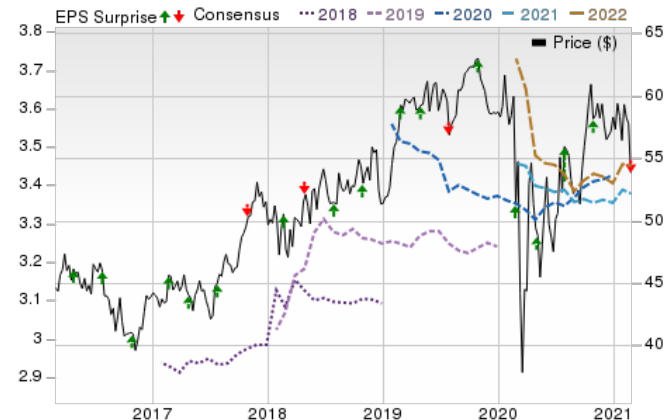
Growth: F

Momentum: B

Summary

Public Service Enterprise ended the fourth quarter of 2020 with both earnings and revenues missing their respective Zacks Consensus Estimate. Its significant investments in transmission infrastructure aims at maintaining and enhancing system integrity and grid reliability. For the 2021-2025 period, PSE&G expects to invest \$13-\$15 billion, resulting in an expected compound annual rate base growth of 6.5%-8%. Moreover, its shares have outperformed the industry in the past six months. However, the pandemic and its associated economic impacts might have an adverse impact on its operating results. Further, in 2020, PSEG Power has experienced a decrease in aggregate wholesale electric demand, as a result of the ongoing coronavirus pandemic. Consequently, the company's electric sales declined. Also, the stock holds a weak solvency position.

Price, Consensus & Surprise

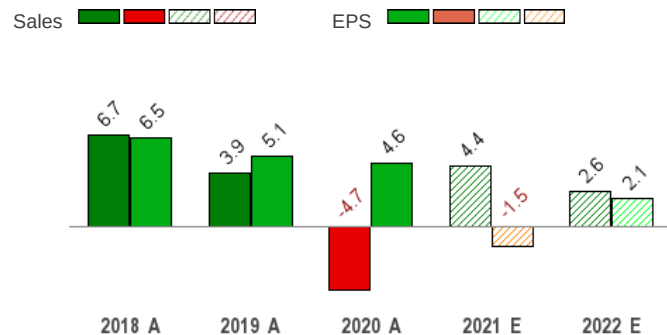


Source: Zacks Investment Research

Data Overview

52-Week High-Low	\$62.15 - \$34.75
20-Day Average Volume (Shares)	1,965,939
Market Cap	\$27.4 B
Year-To-Date Price Change	-7.0%
Beta	0.54
Dividend / Dividend Yield	\$2.04 / 3.6%
Industry	Utility - Electric Power
Zacks Industry Rank	Bottom 28% (184 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-1.5%
Last Sales Surprise	-10.9%
EPS F1 Estimate 4-Week Change	0.6%
Expected Report Date	05/03/2021
Earnings ESP	-3.7%

P/E TTM	15.8
P/E F1	16.2
PEG F1	2.7
P/S TTM	2.9

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					10,294 E
2021	2,881 E	2,186 E	2,522 E	2,700 E	10,029 E
2020	2,781 A	2,050 A	2,370 A	2,402 A	9,603 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022					\$3.45 E
2021	\$1.07 E	\$0.69 E	\$0.87 E	\$0.70 E	\$3.38 E
2020	\$1.03 A	\$0.79 A	\$0.96 A	\$0.65 A	\$3.43 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, except sales and EPS estimates, is as of 03/04/2021. The report's text, and the analyst-provided sales estimates, EPS estimates and price target are as of 03/04/2021.

Overview

Incorporated in 1985, Newark, NJ-based Public Service Enterprise Group Inc. (PEG) or PSEG is a diversified energy company. Its operations are mostly located in the Northeastern and Mid-Atlantic parts of the United States. The company principally operates through two key subsidiaries - PSEG Power LLC (Power) and Public Service Electric and Gas Company (PSE&G).

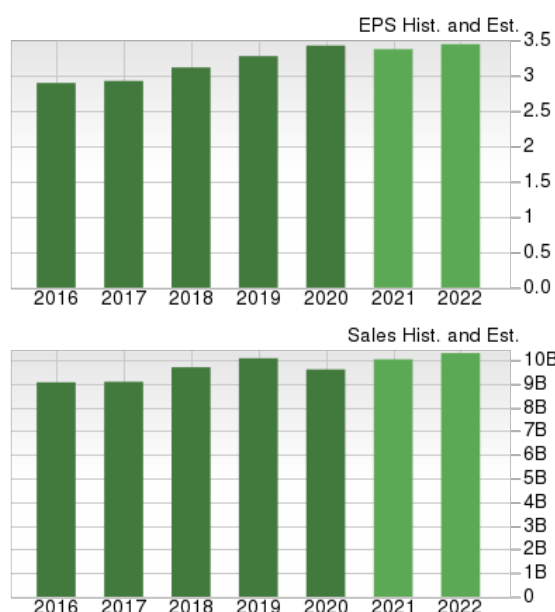
PSEG Power is a major electricity supplier in the Northeastern and Mid-Atlantic regions. The subsidiary integrates its generating operations and gas supply obligations, including wholesale energy, fuel supply and energy trading functions, through its wholly owned subsidiaries. Operating revenues for this segment in 2020 amounted to \$3,634 million.

PSE&G is a regulated public utility company primarily engaged in the transmission and distribution of electricity and natural gas in New Jersey. The unit also offers appliance services and repairs to customers across its service area. Operating revenues for this segment in 2020 amounted to \$6,608 million.

In addition, Public Service Enterprise has other subsidiaries – PSEG Energy Holdings L.L.C. (Energy Holdings), PSEG Long Island LLC (PSEG LI) and PSEG Services Corporation (Services), which are together known as **PSEG Enterprise/Other**. Operating revenues for this segment in 2020 amounted to \$595 million.

Energy Holdings owns domestic generation facilities outside the Mid-Atlantic region and also manages passive energy-related investments. The unit also manages a diversified portfolio of passive investments, primarily energy-related leveraged leases. PSEG LI, formed on Jan 1, 2014, operates the Long Island Power Authority's (LIPA) transmission and distribution (T&D) systems under a 12-year Amended and Restated Operations Services Agreement (OSA).

As of Dec 31, 2020, PSEG's fuel mix comprised 57% gas, 34% nuclear, 4% coal, 5% oil. Its total generating output in 2020 was approximately 52,900 gigawatt hours (GWh).



Source: Zacks Investment Research

Reasons To Buy:

- ▲ Public Service Enterprise has a solid portfolio of regulated and non-regulated utility assets that offer stable earnings and significant long-term growth potential. The company strives to optimize generation margins by improving cost structure and performance. At PSE&G, the company strongly focuses on enhancing reliability and resiliency of its transmission and distribution system, meeting customer expectations and supporting public policy objectives by investing capital in transmission and distribution infrastructure. For the 2021-2025 period, PSE&G expects to invest \$13-\$15 billion, resulting in an expected compound annual rate base growth of 6.5%-8%. The company's significant investment in transmission infrastructure aims at maintaining and enhancing system integrity, grid reliability, as well as grid security and safety. It continues to invest in transmission projects that are included for review in the FERC-approved PJM transmission expansion process. These projects focus on reliability improvements and replacement of aging infrastructure. The company's planned capital spending for transmission in 2021-2023 is \$2.5 billion.
- ▲ PSE&G continues to modernize its gas distribution system as part of its Gas System Modernization Program (GSMP). In 2019, PSE&G commenced its Board of Public Utilities (BPU) approved Gas System Modernization Program II (GSMP II), an expanded five-year program, to invest \$1.9 billion for replacing approximately 875 miles of cast iron and unprotected steel mains as well as 40,000 unprotected steel service lines to homes and businesses. As of Dec 31, 2020, the company had installed 528 miles of cast iron and unprotected steel mains at an investment of \$800 million. Also, in 2019, the BPU approved its Energy Strong (ES) II Program, worth \$842 million, to modernize and improve the resiliency of its electric and gas distribution systems. The company has invested \$3.6 billion over the past six years to promote clean energy in New Jersey. Such strategic investment programs are expected to help PSEG offer more reliable, resilient, cleaner and affordable energy to customers along with boosting the company's bottom line over the long term.
- ▲ Apart from focusing on transmission and distribution infrastructure, Public Service Enterprise is expanding its renewable assets. As of Dec 31, 2020, PSEG Power owned and operated 467 MW direct current (dc) of photovoltaic solar generation facilities across various states. PSE&G itself owned 158 MW dc of installed PV solar capacity throughout New Jersey at the end of 2020. The company is currently pursuing two solar initiatives - the Solar Loan program and the Solar 4 All programs - to support New Jersey's Energy Master Plan and the state's renewable energy goals. Such initiatives should boost the company's footprint in the global renewable market. Notably, Public Service Enterprise's share price has gained 3.3% in the past six months, outperforming the industry's 1.5% growth.
- ▲ Recently, in January 2021, the BPU approved two settlements with PSE&G and other parties in the clean energy future energy, cloud and electric vehicle proceedings. The energy cloud investment program is estimated to worth approximately \$707 million over the next four years, and is expected to result in the replacement of over 2 million electric meters with smart meters. The electric vehicle program will direct \$166 million into EV charging infrastructure over the next six years. With these recent settlements, the BPU has constructively addressed the vast majority of the clean energy future filings and has approved nearly \$2 billion of investment to help realize New Jersey's energy goals. As investments in energy efficiency programs and EV charging programs is the most cost-effective solution to reducing carbon emissions, this will enable the company in achieving net zero- carbon emission goal by 2050.

Consistent investments in infrastructure projects and focus on expanding renewable assets, will likely boost Public Service Enterprise's future performance

Reasons To Sell:

- ▼ PSE&G is working with the New Jersey Department of Environmental Protection (NJDEP) to assess, investigate and remediate environmental conditions at its former manufactured gas plant (MGP) sites. As of Dec 31, 2020, 38 sites requiring some level of remedial action have been identified. Based on its current studies, PSE&G has determined that the estimated cost to remediate all MGP sites to completion could range between \$320 million and \$358 million on an undiscounted basis through 2023, including its \$52-million share in the Passaic River. Such expenses may weigh heavily on the company's bottom-line performance.
- ▼ In 2020, PSEG Power has experienced a decrease in aggregate wholesale electric demand, as a result of the ongoing coronavirus pandemic. Consequently, a decline in annual electric sales was witnessed. Looking ahead, a prolonged coronavirus pandemic and the associated economic impacts, which could extend even after the virus spread stops, might have an adverse impact on Public Service Enterprise's cash from operations, accounts receivable and bad debt expenses.
- ▼ Public Service Enterprise has a long-term debt of \$14,496 million as of Dec 31, 2020. Meanwhile, its cash and cash equivalents worth \$543 million as of Dec 31, 2020, was down sequentially from \$966 million and remained much lower compared to its long-term debt levels. Also, its current debt worth \$1,684 million as of Dec 31, 2020, remains much higher than the cash reserve. This indicates that the company's solvency position is weak and thus may spook investors, given the prevailing uncertainty in the COVID-19-affected market scenario.
- ▼ A comparative analysis of its historical P/S ratio reflects a relatively gloomy picture that might be a cause of investors' concern. The stock currently has a trailing 12-month P/S ratio of 2.87. This level compares unfavorably with what the stock saw in the past 12 months. The ratio is higher than the industry's average of 2.21.

Unfavorable financial ratios and costs to remediate all MGP sites could deter growth of Public Service Enterprise

Last Earnings Report

Public Service Enterprise Q4 Earnings Miss Estimates

Public Service Enterprise Group Inc., or PSEG, reported fourth-quarter 2020 adjusted operating earnings of 65 cents per share, which missed the Zacks Consensus Estimate of 66 cents by 1.5%. The bottom line however improved 1.6% on a year-over-year basis.

Including one-time adjustments, the company reported quarterly earnings of 85 cents per share compared with 86 cents in fourth-quarter 2019.

For 2020, the company reported adjusted operating earnings of \$3.43 per share, which missed the Zacks Consensus Estimate of \$3.44 by 0.3%. The full-year bottom line however improved 4.6% from a year ago.

Quarter Ending 12/2020

Report Date	Feb 26, 2021
Sales Surprise	-10.91%
EPS Surprise	-1.52%
Quarterly EPS	0.65
Annual EPS (TTM)	3.43

Total Revenues

Revenues of \$2,402 million in the quarter missed the Zacks Consensus Estimate of \$2,696 million by 10.9%. Moreover, the figure declined 3.1% from the year-ago quarter's \$2,478 million.

For 2020, the company recorded revenues of \$9.6 billion, which missed the Zacks Consensus Estimate of \$9.69 billion by 0.9%. Moreover, the full-year top line declined 4.8% from the year-ago quarter figure of \$10.08 billion.

Highlights of the Release

During the fourth quarter of 2020, the company reported operating income of \$433 million, down from \$507 million in the year-ago quarter. Total operating expenses were \$1,969 million, down 0.21% from the year-ago quarter.

Interest expenses in the reported quarter were \$147 million, compared to \$152 million in the prior year's quarter.

Segment Performance

PSE&G: Segment earnings were \$291 million, up from \$276 million in the prior-year quarter.

PSEG Power: Segment adjusted earnings were \$55 million compared with \$52 million in the prior-year quarter.

PSEG Enterprise/Other: Segment adjusted losses were \$17 million against the adjusted earnings of \$2 million in the prior-year quarter.

Financials

Cash, Cash Equivalents and Restricted Cash as of Dec 31, 2020 were \$572 million compared with \$176 million as of Dec 31, 2019.

Long-term debt was \$16,180 million as of Dec 31, 2020, compared with \$15,108 million at 2019 end.

At the end of 2020, cash from operating activities amounted to \$3,102 million compared with \$3,379 in the prior year.

2021 Guidance

The company issued its 2021 guidance. Adjusted earnings are projected to be \$3.35-\$3.55 per share. The Zacks Consensus Estimate for earnings is currently pegged at \$3.38, lower than the mid-point of the company's guided range.

PSE&G's operating earnings are anticipated to be \$1,700-\$1,800 million. The company expects PSEG Power operating earnings to be \$280-\$370 million.

Recent News

On **Jan 7, 2021**, PSEG Long Island announced that it has completed construction of a new 7.3-mile underground transmission line that increases the reliability and resiliency of the electric system in western Nassau County. The line, known as the Western Nassau Transmission Project, was put into service in December 2020, meeting regulatory deadlines and coming in significantly under budget.

On **Dec 4, 2020**, PSEG today announced it has entered into a definitive agreement with Ørsted North America (Ørsted) to acquire a 25% interest in the 1,100-megawatt Ocean Wind project. This alliance, combining Ørsted's global expertise in offshore wind with PSEG's state and regional experience executing complex energy infrastructure projects and power market knowledge, will benefit New Jersey's development of an offshore wind supply chain, job creation efforts and environmental stewardship.

Valuation

Public Service Enterprise's shares are up 3.3% in the past six months period and 0.5% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Utilities sector are up 1.5% and 4.8% in the past six months period, respectively. Over the past year, the Zacks sub-industry is down 15.1% whereas the sector is down 11%.

The S&P 500 index is up 13.8% in the past six months period and 30.5% in the past year.

The stock is currently trading at 16X of forward 12-month earnings, which compares to 14.3X for the Zacks sub-industry, 12.9X for the Zacks sector and 22.3X for the S&P 500 index.

Over the past five years, the stock has traded as high as 18.9X and as low as 10.9X, with a 5-year median of 16.2X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$58 price target reflects 17.1X forward 12-month earnings.

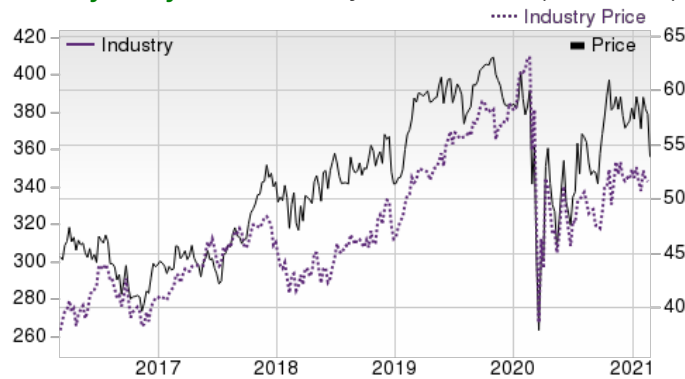
The table below shows summary valuation data for PEG

Valuation Multiples - PEG					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	16	14.25	12.91	22.31
	5-Year High	18.89	15.4	15.39	23.8
	5-Year Low	10.92	11.83	11.39	15.3
	5-Year Median	16.15	13.52	13.91	17.87
P/S F12M	Current	2.72	2.13	2.62	4.51
	5-Year High	3.16	2.56	3.2	4.51
	5-Year Low	1.89	1.79	1.79	3.21
	5-Year Median	2.61	2.09	2.16	3.68
EV/EBITDA F12M	Current	10.3	9.87	9.49	17.25
	5-Year High	11.04	11.23	14.82	18.85
	5-Year Low	6.84	8.56	7.19	13.05
	5-Year Median	9.81	10.04	8.89	15.79

As of 03/03/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 28% (184 out of 254)



Top Peers

Company (Ticker)	Rec	Rank
Ameren Corporation (AEE)	Neutral	3
DTE Energy Company (DTE)	Neutral	3
Edison International (EIX)	Neutral	3
Eversource Energy (ES)	Neutral	3
FirstEnergy Corporation (FE)	Neutral	3
PPL Corporation (PPL)	Neutral	3
Xcel Energy Inc. (XEL)	Neutral	4
Consolidated Edison Inc (ED)	Underperform	5

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

Industry Comparison Industry: Utility - Electric Power				Industry Peers		
	PEG	X Industry	S&P 500	DTE	ED	XEL
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Neutral
Zacks Rank (Short Term)	3	-	-	3	5	4
VGM Score	D	-	-	C	D	C
Market Cap	27.40 B	9.47 B	27.40 B	22.69 B	23.09 B	31.20 B
# of Analysts	4	2	13	5	3	5
Dividend Yield	3.61%	3.36%	1.43%	3.68%	4.60%	2.96%
Value Score	C	-	-	B	C	B
Cash/Price	0.04	0.05	0.06	0.02	0.06	0.00
EV/EBITDA	10.10	10.62	15.43	11.02	10.07	11.56
PEG F1	2.73	2.93	2.30	2.92	7.92	3.21
P/B	1.72	1.55	3.79	1.80	1.18	2.09
P/CF	8.16	7.48	15.48	7.91	6.80	8.58
P/E F1	16.17	16.47	20.65	16.54	15.85	19.53
P/S TTM	2.85	1.86	3.18	1.86	1.89	2.71
Earnings Yield	6.23%	6.04%	4.77%	6.04%	6.32%	5.12%
Debt/Equity	0.91	1.08	0.67	1.51	1.07	1.35
Cash Flow (\$/share)	6.64	4.33	6.77	14.90	9.91	6.77
Growth Score	F	-	-	C	D	F
Historical EPS Growth (3-5 Years)	4.61%	4.78%	9.32%	7.00%	1.55%	5.83%
Projected EPS Growth (F1/F0)	-1.52%	6.01%	14.54%	-0.95%	1.79%	6.52%
Current Cash Flow Growth	5.03%	5.59%	0.74%	15.31%	6.31%	8.52%
Historical Cash Flow Growth (3-5 Years)	0.13%	6.81%	7.37%	10.26%	7.37%	9.03%
Current Ratio	0.66	0.81	1.39	1.30	0.72	0.77
Debt/Capital	47.56%	52.08%	41.42%	60.15%	51.67%	57.41%
Net Margin	19.84%	7.81%	10.59%	11.23%	8.99%	12.78%
Return on Equity	11.13%	9.61%	14.75%	11.36%	7.50%	10.70%
Sales/Assets	0.20	0.21	0.51	0.28	0.20	0.22
Projected Sales Growth (F1/F0)	4.43%	3.71%	7.02%	2.82%	4.46%	7.28%
Momentum Score	B	-	-	C	D	A
Daily Price Change	-0.66%	-0.40%	-0.42%	-0.14%	0.52%	-1.61%
1-Week Price Change	-6.79%	-3.75%	-1.51%	-2.05%	-3.71%	-5.61%
4-Week Price Change	-6.63%	-4.22%	2.34%	-0.52%	-4.37%	-8.15%
12-Week Price Change	-4.64%	-4.57%	5.72%	-5.74%	-9.17%	-11.49%
52-Week Price Change	-2.41%	-16.82%	19.32%	-1.27%	-23.38%	-16.14%
20-Day Average Volume (Shares)	1,965,939	413,235	2,030,734	1,010,442	2,450,434	2,590,525
EPS F1 Estimate 1-Week Change	0.95%	0.00%	0.00%	-0.02%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.65%	0.00%	0.12%	-0.18%	-4.82%	0.00%
EPS F1 Estimate 12-Week Change	1.43%	0.00%	2.13%	1.79%	-5.99%	0.07%
EPS Q1 Estimate Monthly Change	-6.14%	0.00%	0.00%	-5.30%	1.03%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	C
Growth Score	F
Momentum Score	B
VGM Score	D

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

Disclosures

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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