

Penn National(PENN)

\$76.13 (As of 06/17/21)

Price Target (6-12 Months): **\$80.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 05/13/21)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:A

Value: B

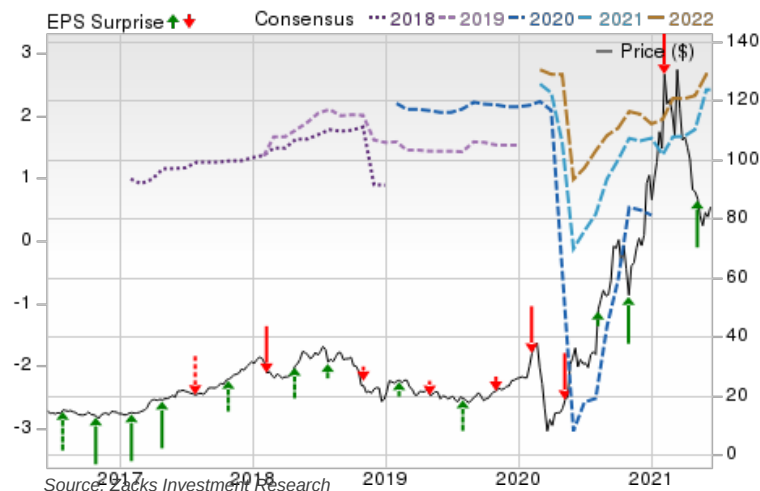
Growth: A

Momentum: A

Summary

Shares of Penn National have outperformed the industry in the past year. Going forward, the company is confident about its long-term prospects, which will be supported by differentiated omnichannel approach. Also, partnership with Barstool Sports is likely to drive revenues during the upcoming periods. Penn National continues to evolve toward the new generation of cordless, cashless and contactless technology, collectively known as 3C's. Meanwhile, earnings estimates for 2021 have moved up in the past 30 days. However, the pandemic has dramatically reduced travel and demand for casino gaming and related amenities. Moreover, complete closure of Zia Park in New Mexico and some severe winter weather in the South in February negatively impacted the company.

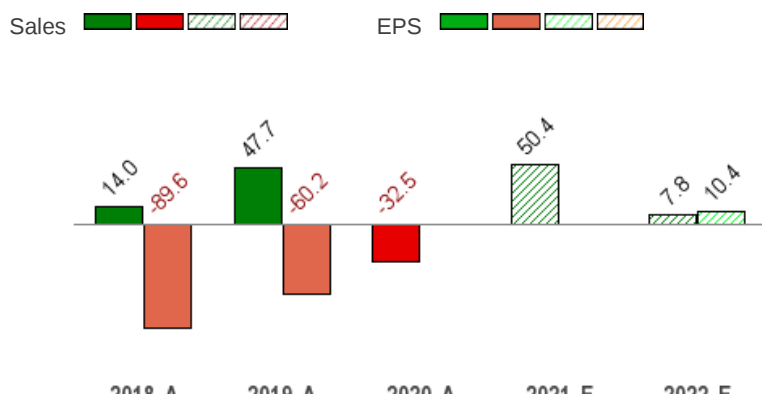
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$142.00 - \$26.96
20-Day Average Volume (Shares)	3,319,320
Market Cap	\$11.9 B
Year-To-Date Price Change	-11.9%
Beta	2.58
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Gaming
Zacks Industry Rank	Top 42% (106 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	1,383 E	1,427 E	1,426 E	1,430 E	5,801 E
2021	1,275 A	1,360 E	1,375 E	1,363 E	5,382 E
2020	1,116 A	306 A	1,130 A	1,027 A	3,579 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.57 E	\$0.69 E	\$0.63 E	\$0.58 E	\$2.66 E
2021	\$0.55 A	\$0.71 E	\$0.60 E	\$0.54 E	\$2.41 E
2020	\$0.06 A	-\$1.69 A	\$0.93 A	\$0.07 A	-\$5.00 A

*Quarterly figures may not add up to annual.

Last EPS Surprise	83.3%
Last Sales Surprise	11.5%
EPS F1 Estimate 4-Week Change	0.2%
Expected Report Date	08/05/2021
Earnings ESP	0.0%
P/E TTM	NA
P/E F1	31.6
PEG F1	3.2
P/S TTM	3.2

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

Penn National Gaming was incorporated in Pennsylvania in 1982 as PNRC Corp. The company's current name was formulated in 1994 when it became a publicly-traded company. Penn National is a leading, multi-jurisdictional owner and manager of gaming and racing facilities with video gaming terminal operations, and a focus on slot machine entertainment. The company is geographically widespread with a vast portfolio.

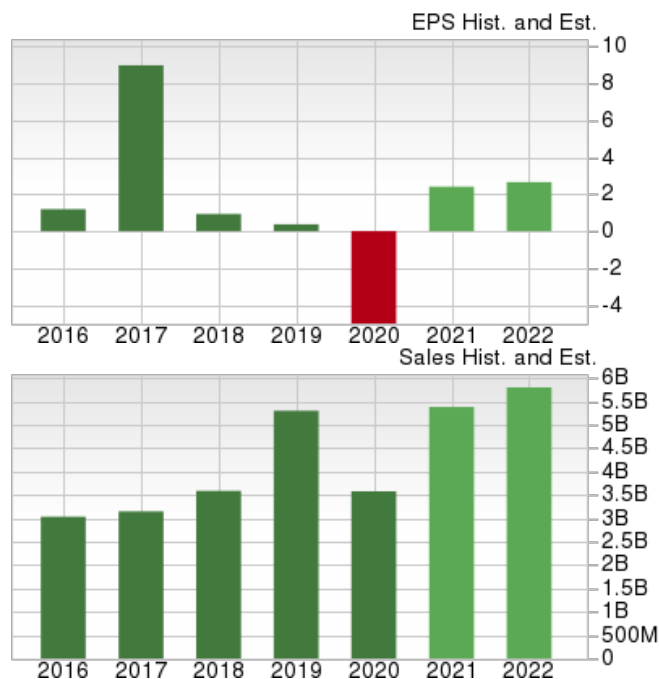
With the acquisition of Charles Town property in 1997 and introduction of video lottery terminals in West Virginia, Penn National began its transition from a pari-mutuel to a diversified gaming company. Ever since then, the company expanded its gaming portfolio through strategic acquisitions, greenfield projects and property expansions.

As of Dec 31, 2020, the company operated 41 facilities in 19 jurisdictions.

In 2017, the company entered an agreement to acquire Pinnacle Entertainment, Inc., a leading regional gaming operator. This transaction closed on Oct 15.

During the fourth quarter of 2018, the company made revisions to its reportable segments upon the consummation of the Pinnacle acquisition. Apart from the addition of the properties, the most significant change was dividing the South/West segment into two separate reportable segments.

In February 2020, Penn National entered into a strategic partnership with Barstool Sports, whereby Barstool will exclusively promote the company's land-based and online casinos and sports betting products, including the Barstool Sportsbook mobile app. The company's omni-channel approach is bolstered by the mychoice loyalty program, which rewards and recognizes more than 20 million members for their loyalty to both retail and online gaming and sports betting products.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ **Leveraging the Power of Strong Brand:** Being a leading gaming company in the United States, Penn National is known for its consistent business strategies and strong brand recognition. Through various acquisition and divestitures, the company's presence became largely widespread. Even then, Penn National is still continuing to expand and leverage its brand power.

A strong brand presence favors the top-line growth of the company, while margin-improvement initiatives and acquisitions are the key growth drivers.

Most of the gaming companies are now banking on sports betting following its legalization outside Nevada. Penn National has announced historic strategic partnerships with DraftKings, PointsBet, theScore and The Stars Group. These partnerships will help the company to maximize sport betting and iGaming across 19 states. DraftKings will cover Florida, Missouri, Ohio, Pennsylvania and West Virginia for ten years. The company also stated that sports betting has been gaining popularity in Ameristar Casino Council Bluffs, courtesy of the opening of a retail sports book at Ameristar Casino Council Bluffs in Iowa and two retail sports books in Indiana during the third quarter 2019. Going forward, the company is focused on enabling legislation for sports betting laws in Louisiana and Maryland. Also, the company is open for growth opportunities in Ohio, New York, Texas, Massachusetts and Missouri.

During fourth-quarter 2020, the company implemented MyChoice reward program across all of its properties and online channels. Notably, the initiative covers more than 20 million members across its land-based casinos and online platforms, thereby offering players a wide range of incentives. Also, the company joined hands with Choice Hotels to offer reciprocal earning and redemption benefits for Choice Privileges members and members of Penn's MyChoice loyalty program.

- ▲ **Partnership with Barstool Sports:** In February 2020, Penn National has reached an agreement to acquire 36% interest in Barstool Sports for nearly \$163 million. Per the agreement, Penn National will be Barstool Sports, a leading digital sports media company's gaming partner. The company will launch Barstool Sportsbooks across the United States in the coming quarters and mobile sports betting app Barstool Sportsbook. Notably, the partnership provides access to a database of 66 million sports enthusiasts (or Barstool loyalist), out of which 60% are into sports betting while the remaining are avid betters.

On Jan 22, 2021, the company unveiled Barstool Sports online sports betting app in Michigan. Notably, the company witnessed solid demand and acquired a significant number of new customers on the back of Barstool media partnership tools. The company's Barstool Sportsbooks and iCasino offerings in Michigan and Pennsylvania continues to drive the company's performance. On Mar 11, 2021, the company launched the Barstool Sportsbook app in Illinois, where the company performed better than expected in the first 30 days of launch. During the period, 54,700 new customers were registered.

Despite the coronavirus pandemic, the company announced that it will continue to invest in projects, which will generate EBITDA in the short term. The company remains confident about its long-term growth, which will be supported by differentiated omnichannel approach. Going forward, the company plans to launch standalone Barstool branded entertainment destinations, thereby acting as a virtual sports books, where sports betting is allowed.

- ▲ **Increased Focus On 3C's:** Penn National continues to evolve toward the new generation of cordless, cashless and contactless technology, collectively known as 3C's. Amid the ongoing pandemic, such initiatives are likely to improve efficiency and customer service, thereby boosting the top line. Going forward, the company plans to launch the 3C's across its casinos in Pennsylvania. It also plans to roll-out in other regions, subject to regulatory approvals.
- ▲ **Continual Acquisition:** Penn National is known for its acquisition strategies that help the company expand its presence as well as improve revenue yields. During third-quarter 2020, the company exercised the option to acquire the operating assets of Hollywood Casino Perryville in Maryland from GLPI that is slated to be completed by mid-2021.

The company's other notable buyouts have been Margaritaville Resort Casino in Bossier City, LA, in January 2018 and Pinnacle Entertainment, Inc. on October 2018. Pinnacle is a leading regional gaming operator. With the Pinnacle acquisition, the company added 12 new properties to its portfolio. Meanwhile, in the first quarter 2019, the company acquired two category 4 licenses in the bidding process in Pennsylvania. Each license can have up to 750 slot machines and 40 table games.

Reasons To Sell:

▼ **Impact of Coronavirus Outbreak:** The coronavirus pandemic has negatively impacted the casino operators and Penn National is no exception. Notably, the pandemic has dramatically reduced travel and demand for casino gaming and related amenities. In January, the company's Midwest and Northeast properties were closed. Moreover, complete closure of Zia Park in New Mexico and some severe winter weather in the South in February negatively impacted the company.

Stiff competition and weather-related events are pressing concerns for the company.

▼ **Intense Competition Hurts:** Penn National is continuously facing intense competition from various casinos, video lottery, gaming at taverns and other internet wagering services. Not only gaming services, but any form of leisure and entertainment activities including shopping, athletic events, television and movies, concerts, and travel put the company under competitive pressure. The company's operations, therefore, are facing heightened competition with new entries in the already high-supply market.

▼ **Weather-Related Woes:** Since the company's operations are widespread, weather-related downturns affect its revenues and profitability. Having most of its properties located by waterbodies, the company is vulnerable to floods and other natural disasters. In fact, the company's operating results somewhat came in a lower-than-expected range due to weather-related nuisances.

Last Earnings Report

Penn National Q1 Earnings & Revenues Beat Estimates

Penn National Gaming reported strong first-quarter 2021 results, wherein both earnings and revenues surpassed the Zacks Consensus Estimate. Notably, both the metrics beat the consensus mark after missing the same in the preceding two quarters.

Despite the pandemic, the company is confident about its long-term growth strategy and Barstool profit. The company launched Barstool Sportsbook app in Michigan and Illinois in first-quarter 2021 and is confident about expanding it to at least 10 states by the end of 2021.

Jay Snowden, president and CEO said "We remain focused on garnering top-three gaming revenue market share for the Barstool Sportsbook and driving best in class profitability. Since launching our product just over seven months ago, we have registered more than 400,000 customers and generated over \$660 million and \$61 million in handle and gaming revenue, respectively."

Earnings & Revenues Discussion

Adjusted earnings of 55 cents per share outpaced the Zacks Consensus Estimate of 30 cents. In the year-ago period, the company had reported a loss of \$5.26 per share. Net revenues totaled \$1,274.9 million, which beat the consensus mark of \$1,144 million. The top line improved 14.2% from the year-ago quarter.

The Northeast segment reported revenues of \$570.9 million, up 9.62% year over year. The South, Midwest, and Other segments' revenues were \$295.9 million, \$234.7 million and \$87.9 million, up 32.5%, 2.9% and 333% year over year, respectively. Meanwhile, the West segment reported revenues of \$96.6million, down 23.7% year over year.

Inside the Headlines

Penn National's income from operations rose to \$216.5 million in the first quarter against (\$560.6) million in the prior-year quarter. Adjusted EBITDAR jumped 77.2% from the year-ago quarter to \$447 million. Moreover, adjusted EBITDAR margin expanded to 35.1% from 22.6% a year ago.

Other Financial Information

At first quarter-end, cash and cash equivalents increased to \$2,062.2 million from \$1,853.8 million as of Dec 31, 2020. Bank debt as of Mar 31, 2021 was \$1,612 million, down from \$1,628.1 million on Dec 31, 2020.

Quarter Ending	03/2021
Report Date	May 06, 2021
Sales Surprise	11.45%
EPS Surprise	83.33%
Quarterly EPS	0.55
Annual EPS (TTM)	-0.14

Valuation

Penn National's shares are down 11.9% in the year-to-date period and 136.9% in the trailing 12-month period. Stocks in the Zacks sub-industry is up by 12.4%, but Zacks Consumer Discretionary sector is down by 1.5% in the year-to-date period. Over the past year, the Zacks sub-industry is up by 54.7%, while the sector was up by 28.9%.

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

The stock is currently trading at 2.14X forward 12-month sales, which compares to 4.77X for the Zacks sub-industry, 2.66X 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 4.19X and as low as 0.1X, with a 5-year median of 0.6X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$80 price target reflects 2.24X forward 12-month sales.

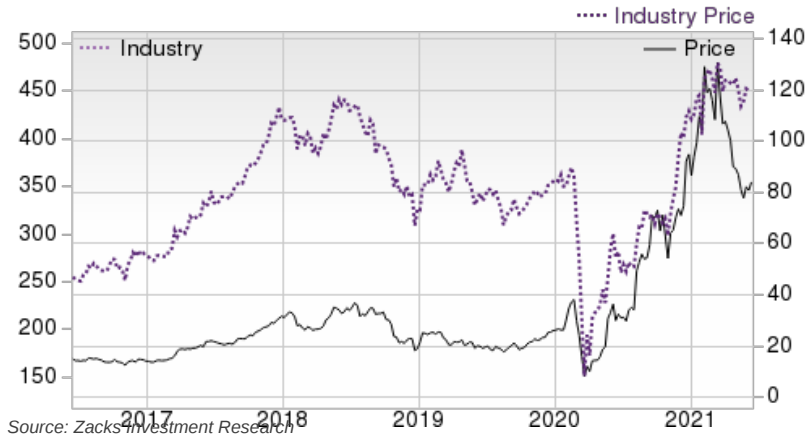
The table below shows summary valuation data for PENN.

Valuation Multiples - PENN					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	2.14	4.77	2.66	4.7
	5-Year High	4.19	5.08	2.94	4.74
	5-Year Low	0.1	1.63	1.73	3.21
	5-Year Median	0.6	2.76	2.52	3.72
EV/EBITDA TTM	Current	22.18	693.7	14.24	17.34
	5-Year High	106.6	743.18	18.05	17.74
	5-Year Low	5.34	7.24	8.34	9.63
	5-Year Median	10.33	13.97	12.38	13.47
P/CF	Current	23.81	N/A	17.48	26.09
	5-Year High	63.68	124.99	19.75	26.29
	5-Year Low	0.74	N/A	9.4	12.87
	5-Year Median	5.41	12.18	13.71	18.98

As of 06/17/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 42% (106 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Boyd Gaming Corporation (BYD)	Outperform	1
International Game Technology (IGT)	Outperform	1
Caesars Entertainment, Inc. (CZR)	Neutral	3
MGM Resorts International (MGM)	Neutral	3
Flutter Entertainment PLC Unsponsored ADR (PDYPY)	Neutral	3
Ubisoft Entertainment Inc. (UBSFY)	Neutral	4
Wynn Macau Ltd. (WYMMF)	Neutral	3
Wynn Resorts, Limited (WYNN)	Neutral	3

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

Industry Comparison Industry: Gaming				Industry Peers		
	PENN	X Industry	S&P 500	BYD	IGT	WYMMF
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Outperform	Neutral
Zacks Rank (Short Term)	3	-	-	1	1	3
VGM Score	A	-	-	B	C	B
Market Cap	11.90 B	2.38 B	29.66 B	6.71 B	4.85 B	8.83 B
# of Analysts	7	3	12	8	1	1
Dividend Yield	0.00%	0.00%	1.35%	0.00%	0.00%	0.00%
Value Score	B	-	-	C	B	B
Cash/Price	0.16	0.12	0.05	0.11	0.18	NA
EV/EBITDA	176.54	18.72	16.95	27.86	32.62	NA
PEG F1	3.04	1.46	2.09	0.93	NA	NA
P/B	4.36	4.62	4.06	5.45	3.13	NA
P/CF	35.88	24.55	17.27	24.20	7.74	8.93
P/E F1	30.44	25.56	20.99	18.42	22.32	NA
P/S TTM	3.18	3.91	3.39	2.98	1.38	NA
Earnings Yield	3.17%	0.43%	4.65%	5.43%	4.48%	-2.94%
Debt/Equity	2.33	0.41	0.66	3.14	4.81	NA
Cash Flow (\$/share)	2.12	0.19	6.83	2.47	3.06	0.19
Growth Score	A	-	-	A	B	A
Historical EPS Growth (3-5 Years)	-33.64%	-9.28%	9.44%	8.90%	-50.33%	NA
Projected EPS Growth (F1/F0)	148.20%	75.89%	21.49%	2,267.53%	221.84%	70.59%
Current Cash Flow Growth	-29.24%	-14.69%	0.99%	-43.69%	-41.29%	-12.68%
Historical Cash Flow Growth (3-5 Years)	4.32%	2.49%	7.28%	-2.83%	-13.52%	0.63%
Current Ratio	2.48	2.39	1.39	1.59	1.30	NA
Debt/Capital	69.82%	35.19%	41.51%	75.82%	82.78%	NA
Net Margin	0.81%	-9.15%	11.95%	5.11%	-15.85%	NA
Return on Equity	1.27%	-3.89%	16.48%	8.22%	-5.10%	NA
Sales/Assets	0.25	0.37	0.51	0.33	0.27	NA
Projected Sales Growth (F1/F0)	50.39%	28.29%	9.41%	39.68%	10.81%	105.33%
Momentum Score	A	-	-	D	D	F
Daily Price Change	-2.15%	-0.06%	-0.04%	-2.82%	-2.79%	6.25%
1-Week Price Change	4.10%	1.07%	-0.41%	0.64%	-0.98%	-3.51%
4-Week Price Change	-2.50%	0.53%	1.51%	0.37%	-0.42%	-0.58%
12-Week Price Change	-30.00%	-2.19%	7.99%	-0.60%	39.18%	-14.14%
52-Week Price Change	139.93%	62.57%	35.52%	176.07%	156.90%	-5.56%
20-Day Average Volume (Shares)	3,319,320	241,892	1,771,802	1,086,716	1,531,564	3,407
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.24%	0.00%	0.03%	0.39%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	44.64%	4.46%	3.37%	61.96%	178.95%	-66.67%

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

EPS Q1 Estimate Monthly Change	0.00%	:	0.00%	:	0.00%	:	0.60%	:	0.00%	:	NA
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Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	B
Growth Score	A
Momentum Score	A
VGM Score	A

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

Disclosures

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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 forward-looking 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 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.