

PepsiCo Inc. (PEP)

\$145.79 (As of 05/03/21)

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

Long Term: 6-12 Months

Zacks Recommendation:
Neutral

(Since: 04/17/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM: C

Value: C

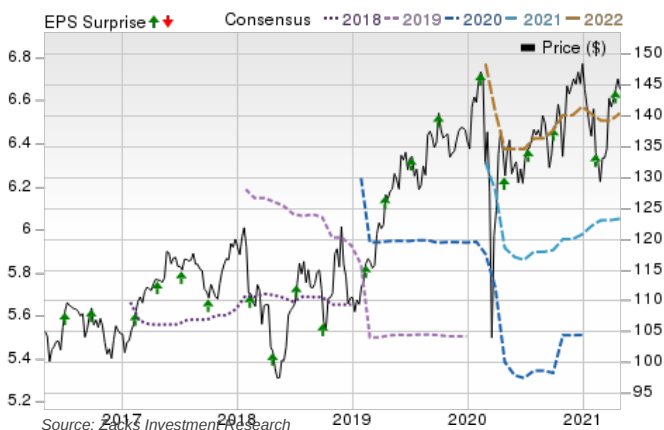
Growth: C

Momentum: C

Summary

Shares of PepsiCo have outpaced the industry year to date on a robust surprise trend. Its top and bottom-line surpassed estimates for the ninth straight quarter in the first-quarter 2021. The robust fourth quarter results were driven by resilience and strength in the global snacks/foods business, along with accelerated growth in the beverage category. The results reflected favorable year over year comparisons, the overcoming of headwinds related to uneven recoveries in many international markets and weather-related disturbances in the United States. The snacks/food business continued to capitalize on the rise in at-home breakfast and lite snacking trends. However, it witnessed soft margins on international acquisitions and unforeseen weather-related costs in the United States in February. Also, adverse currency rates remain a headwind.

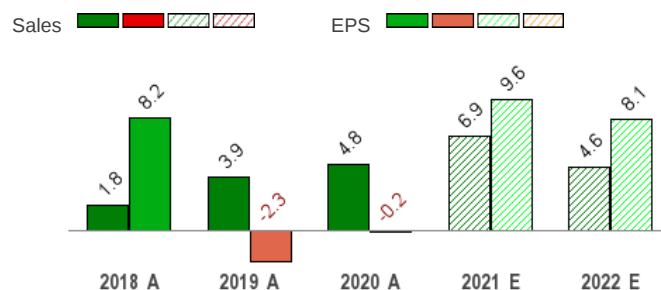
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$148.77 - \$127.44
20-Day Average Volume (Shares)	5,271,154
Market Cap	\$201.4 B
Year-To-Date Price Change	-1.7%
Beta	0.60
Dividend / Dividend Yield	\$4.09 / 2.8%
Industry	Beverages - Soft drinks
Zacks Industry Rank	Top 44% (112 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	8.0%
Last Sales Surprise	1.6%
EPS F1 Estimate 4-Week Change	0.1%
Expected Report Date	07/12/2021
Earnings ESP	0.4%
P/E TTM	25.8
P/E F1	24.1
PEG F1	3.5
P/S TTM	2.8

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	15,244 E	18,326 E	19,769 E	25,000 E	78,696 E
2021	14,820 A	17,762 E	19,108 E	23,477 E	75,221 E
2020	13,881 A	15,945 A	18,091 A	22,455 A	70,372 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.26 E	\$1.62 E	\$1.85 E	\$1.80 E	\$6.54 E
2021	\$1.21 A	\$1.53 E	\$1.70 E	\$2.37 E	\$6.05 E
2020	\$1.07 A	\$1.32 A	\$1.66 A	\$1.47 A	\$5.52 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 05/03/2021. The report's text and the analyst-provided price target are as of 05/04/2021.

Overview

Headquartered in Purchase, NY, PepsiCo, Inc. is one of the leading global food and beverage companies. Its complementary brands/businesses include Frito-Lay snacks, Pepsi-Cola beverages, Gatorade sports drinks, Tropicana juices and Quaker foods. The company serves customers in more than 200 countries and territories.

The company is organized into six reportable segments:

Frito-Lay North America (FLNA - accounted for 25% of total revenues in 2019): The segment produces and sells snack foods in the United States, including some popular names like Cheetos cheese-flavored snacks, Doritos tortilla chips, Fritos corn chips, Lay's potato chips, Ruffles potato chips and Tostitos tortilla chips.

Quaker Foods North America (QFNA - 4%): The segment manufactures and sells cereals, rice, pasta, dairy and other branded products and includes some popular names like Quaker oatmeal and Aunt Jemima mixes and syrups, Quaker grits.

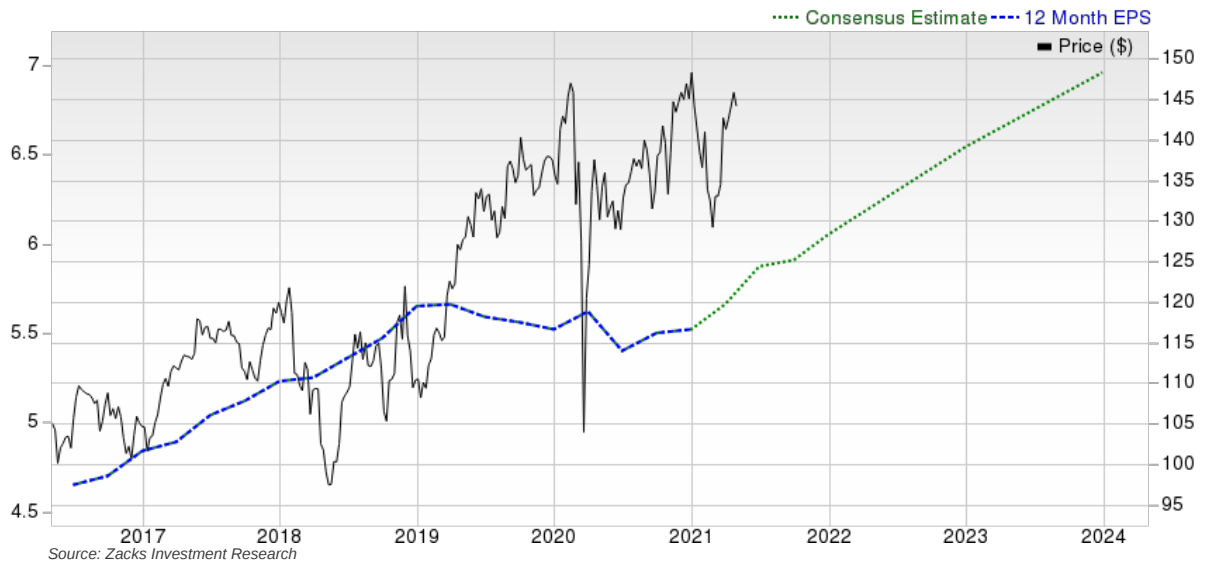
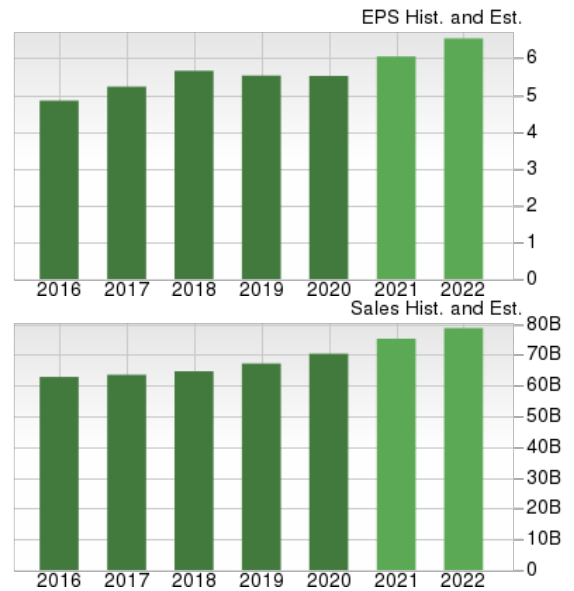
PepsiCo Beverages North America (PBNA - 33%): The segment includes all beverage businesses in the United States and Canada. The segment, formerly known as North America Beverages (NAB), manufactures and sells beverage concentrates, fountain syrups and many carbonated soft drinks (CSD) and non-carbonated beverages (NCB). It also sells ready-to-drink tea and coffee products through joint ventures (JV) with Unilever and Starbucks along with brands like Crush and Dr Pepper.

Latin America (LatAm - 11%): The segment includes all beverage, food and snack businesses in Latin America.

Europe (18%): The segment includes all beverage, food and snack businesses in Europe. It also sells ready-to-drink tea products through an international JV with Unilever (under the Lipton brand name) and some leading dairy products.

Africa, Middle East and South Asia (AMESA - 5%): The segment includes all beverage, food and snack businesses in Africa, Middle East and South Asia.

Asia Pacific, Australia and New Zealand and China (APAC - 4%): The segment includes all beverage, food and snack businesses in Asia Pacific, Australia and New Zealand and China.



Reasons To Buy:

- ▲ **Robust Surprise Trend, Upbeat View:** Although shares of PepsiCo have declined 1.7% in the year to date period, it fared better than the industry's decline of 2.4%. PepsiCo reported first-quarter 2021 results, wherein earnings and revenues beat the Zacks Consensus Estimate and improved year over year. This marked the continuation of its robust surprise trend. Notably, this was the company's ninth straight quarter of earnings and sales beat. The company's results reflected favorable year over year comparisons as well as the overcoming of headwinds related to uneven recoveries across many international markets and weather-related disturbances in the United States. The company also gained from resilience and strength in its global snacks and foods business as well as growth in the beverage category. It also gained from its strong portfolio of brands, a responsive supply chain and flexible go-to-market systems. On an organic basis, revenues grew 2.4% year over year. Revenues also reflected gains from volume growth and robust pricing in the quarter. Notably, unit volume improved 1% for the snacks/food business and 2% for the beverage business. Moreover, net pricing was up 4% in the first quarter, driven by pricing gains across almost all segments, except for Europe, and Africa, Middle East and South Asia (AMESA). PepsiCo reiterated guidance for 2021. It expects organic revenue growth in mid-single digits, with core constant currency EPS growth in high-single digits. It expects core effective tax rate of 21%.

Frito-Lay's gained market share in both macro-snack and salty snack category. Its revenues reflect gains from continuous efforts to refresh the flavors and introduce consumer-centric innovations.
- ▲ **Strong Snacks/Food Business Results:** PepsiCo has the competitive advantage of selling both snacks and beverages, which are complementary food categories. The company's Frito-Lay and Quaker food businesses continue to capitalize on opportunities from the post-pandemic rise in at-home breakfast and lite snacking trends, which has helped improve household penetration. Notably, unit volume for global snacks/food business improved 1% in the first quarter, with mid-single digit organic revenue growth. Consequently, organic revenues increased 3% at FLNA and 1% at QFNA segments in the first quarter. Organic revenue growth across both FLNA and QFNA business was driven by strong category growth and market share gains. Notably, Frito-Lay's gained market share in both macro-snack and salty snack category. Frito-Lay's revenues reflect gains from continuous efforts to refresh the flavors and introduce consumer-centric innovations like Doritos 3D Crunch and Cheetos Crunch Pop Mix. Further, revenues were aided by growth across all major brands including high-single digit growth for Ruffles, mid-single digit growth for Tostitos and Doritos, and low-single digit growth for Lay's. Meanwhile, the Quaker business continues to capitalize on elevated demand for at-home breakfast occasions. It also looks to capture additional demand opportunities for growth in lite snacks and side dishes.
- ▲ **Accelerated Growth in Beverages Category:** PepsiCo reported unit volume growth of 2% for the beverage business in the first quarter, with growth of 16% in APAC and 4% each in Europe and AMESA segments. The global beverages business delivered low-single-digit organic revenue growth. Notably, organic revenue was up 2% for PBNA, 3% for Latin America and 18% for APAC segments, while it declined 1% for AMESA and were flat for Europe. The PBNA segment continued to benefit from elevated at-home consumption trends in North America. Notably, it delivered strong double-digit revenue growth for energy portfolio, including acquisitions, and low-single digit growth for Gatorade sports drink. Additionally, brands like bubbly, Starbucks, Mountain Dew, Gatorade and Pepsi reported strong growth in first-quarter 2021. Moreover, market share trend for the liquid refreshment beverage category improved, with share gains in the carbonated soft drinks, Teas, juices and sparkling water categories. Further, the company is witnessing robust trends in the energy drinks category, with the launch of Mtn Dew Rise Energy and efforts to revitalize the Rockstar products.
- ▲ **Productivity Improvement and Cost Savings Program:** PepsiCo has been continually focused on driving greater efficiency and effectiveness, by driving down costs and plowing back these savings to develop scale and core capabilities. In 2019, the company delivered in excess of \$1 billion in productivity savings, keeping it on track with its goal of generating productivity savings of at least \$1 billion annually through 2023. The company expects to achieve this productivity goal through savings generated from restructuring actions. These actions are likely to position the company to further simplify, synchronize and automate processes; re-engineer the go-to-market and information systems; simplify the organization and optimize its manufacturing and supply chain footprint. As part of these restructuring actions, the company estimates incurring pre-tax charges of nearly \$2.5 billion through 2023 (with cash portion of nearly \$1.6 billion). Savings from the productivity and restructuring plans should go a long way in driving top line and margins.
- ▲ **Financial Flexibility:** Despite the coronavirus crisis, PepsiCo remains financially sound to run its business and meet obligations. As of Mar 20, 2021, the company's long-term debt declined 3.4% sequentially to \$38,991 million. While the company's cash and short-term investments at the end of the first-quarter declined 30.6% sequentially to \$6,625 million, its cash position remains sufficient to fund its short-term debt obligations of about \$4,764 million as of Mar 20, 2021. Moreover, the company's debt-to-capitalization ratio of 0.74 has declined sequentially from 0.75 at the end of the prior-quarter. Also, its times interest earned ratio of 9.7 has improved from 9 in the prior-quarter. The times-interest-earned ratio is very important for some companies, as it measures a company's ability to meet its debt obligations based on its current income. Further, it expects to maintain a strong balance sheet, increased cash generation and ample liquidity to invest in its business and reward its shareholders.
- ▲ **Shareholder Returns:** PepsiCo regularly returns value through higher dividends and share buybacks and reinvests greatly in its business. PepsiCo has been increasing dividend for 49 consecutive years, including increases of 7.1% in 2020, 3% in 2019, 15% in 2018, 7% in 2017, 7.1% in 2016, 7.3% in 2015, 15% for 2014 and 5.6% for 2013. The company raised its annualized dividend by 5% to \$4.30 per share from the prior dividend rate of \$4.09 per share. The hiked dividend will come into force and is expected to be paid out in June 2021. Also, it bought back shares worth \$3.2 billion in 2012, \$3 billion in 2013, \$5 billion each in 2014 and 2015, \$3 billion in 2016, and \$2 billion in both 2017 and 2018. In 2021, it anticipates total cash returns to shareholders of \$5.9 million, including \$5.8 million of cash dividends and \$106 million of share repurchases. The company recently completed its share-repurchase authorization and expects no more share repurchases through the rest of 2021. Notably, PepsiCo has a dividend payout ratio of 72.3%, dividend yield of 2.81% and free cash flow yield of 3.2%.

Reasons To Sell:

- ▼ **Valuation Looks Stretched:** Considering forward 12-month price-to-earnings (P/E) ratio, PepsiCo looks overvalued compared with the industry and the S&P 500 index. The stock has a trailing 12-month P/E ratio of 23.45, which is below the median level of 23.66x and the high level of 25.07x scaled in the past year. On the contrary, the trailing 12-month P/E ratio is higher than 22.68x for the industry and 22.39x for S&P 500. Given these factors, we believe that the stock is quite stretched from the P/E aspect.
- ▼ **Higher Costs Weigh on Margins:** In first-quarter 2021, reported gross margin contracted 88 basis points (bps) while core gross margin declined 139 bps. The year-over-year decline was attributed to the recent international acquisitions as well as unanticipated costs due to weather-related business disruptions in the United States in February. Reported operating margin rose 174 bps, while core operating margin was down 2 bps. Despite effective net pricing and productivity savings, core operating margin was impacted by higher commodity costs and lower organic volume. Also, increase in certain operating costs, including incremental transportation and information technology costs weighed on core operating margin.
- ▼ **Unfavorable Foreign Currency:** PepsiCo's significant international presence exposes it to foreign currency risks. Foreign currency impacted revenues by 0.5% in the first quarter. Additionally, PepsiCo's sales across some segments continued to be hurt by adverse currency rates in first-quarter 2021. Currency had negative impacts of 0.5% on QFNA and 8% on APAC segments. Although management expects currency tailwinds to aid its revenues and core EPS by 1 percentage point in 2021, currency rates may still be volatile.
- ▼ **Stiff Competition:** Aggressive competition is a major threat against the company. Though the company has an advantage of diversified snacks and beverage portfolio, competing with the leading soft-drinks maker Coca-Cola is crucial for the company's business growth. Additionally, the company is facing headwinds due to the growing healthy lifestyle trend, which is driving lower consumer preference for sugary sodas and salty snacks.
- ▼ **Macro Challenges:** The beverage industry presents substantial challenges for PepsiCo, primarily related to dynamic retail and consumer landscape, a very competitive environment, as well as operating and commodity cost inflation. The company's profits and margins are particularly pressured due to higher transportation cost, product mix costs and stepped-up advertising expense.

PepsiCo witnessed soft margins in the first quarter owing to the recent international acquisitions and unanticipated costs due to weather-related business disruptions in the United States in February.

Last Earnings Report

PepsiCo Surpasses Q1 Earnings & Revenue Estimates

PepsiCo reported first-quarter 2021 results, wherein earnings and revenues beat the Zacks Consensus Estimate and improved year over year. The company's results reflected favorable year over year comparisons as well as the overcoming of headwinds related to uneven recoveries across many international markets and weather-related disturbances in the United States. The company also gained from resilience and strength in its global snacks and foods business as well as growth in the beverage category.

PepsiCo also gained from its strong portfolio of brands, a responsive supply chain and flexible go-to-market systems, which helped maintain continued supplies amid the coronavirus pandemic.

Quarter Ending 03/2021

Report Date	Apr 15, 2021
Sales Surprise	1.56%
EPS Surprise	8.04%
Quarterly EPS	1.21
Annual EPS (TTM)	5.66

Quarter in Detail

PepsiCo's first-quarter core earnings per share (EPS) of \$1.21 beat the Zacks Consensus Estimate of \$1.12 and increased 13.1% year over year. In constant currency, core earnings were up 14% from the year-ago period. The company's reported EPS of \$1.24 improved 29% year over year.

Net revenues of \$14,820 million improved 6.8% year over year and surpassed the Zacks Consensus Estimate of \$14,592 million. On an organic basis, revenues grew 2.4% year over year. Foreign currency impacted revenues by 0.5% in the first quarter. Revenues benefited from the continued momentum in the snacking category as well as gains in the beverage business.

Revenues also reflected gains from volume growth and robust pricing in the quarter. Notably, unit volume improved 1% for the snacks/food business and 2% for the beverage business. However, organic volume declined 1%. Moreover, net pricing was up 4% in the first quarter, driven by pricing gains across almost all segments, except for Europe, and Africa, Middle East and South Asia (AMESA).

On a consolidated basis, reported gross margin contracted 88 basis points (bps), while core gross margin declined 139 bps. Reported operating margin rose 174 bps, while core operating margin was down 2 bps.

Segment Details

On a segmental basis, the company witnessed revenue growth across all segments, except for Latin America and Europe. Meanwhile, organic revenues also ascended for all segments, except for AMESA.

Reported revenues improved 4% in FLNA, 2% in QFNA, 5% in PBNA, 40% in AMESA and 70% in APAC segments, whereas the metric declined 5% in Latin America and 2% in Europe. Organic revenues increased 3% each at the FLNA and Latin America segments, while the same was up 2% for PBNA, 1% QFNA and 18% for APAC segments. Further, organic revenues declined 1% for AMESA and were flat for Europe.

Operating profit (on a reported basis) grew 3% for FLNA, 23% for PBNA, 47% for APAC and 4% for AMESA. However, it declined 6% for Latin America and 10% for Europe segments, while the same was flat QFNA.

Financials

The company ended the first quarter with cash and cash equivalents of \$5,661 million, long-term debt of \$38,991 million, and shareholders' equity (excluding non-controlling interest) of \$13,947 million.

Net cash used in operating activities was \$719 million as of Mar 20, 2021, compared with \$749 million used as of Mar 21, 2020.

Outlook

The company provided guidance for 2021. It expects organic revenue growth in mid-single digits, with core constant currency EPS growth in high-single digits.

It expects core effective tax rate of 21%. Additionally, the company expects currency tailwinds to aid its revenues and core EPS by 1 percentage point in 2021 based on the current rates.

Further, it remains committed to rewarding its shareholders through dividends and share buybacks. The company anticipates total cash returns to shareholders of \$5.9 million, including \$5.8 million of cash dividends and \$106 million of share repurchases. The company has completed its share-repurchase authorization and expects no more share repurchase through the rest of 2021.

Recent News

PepsiCo Launches Neon Zebra in the Cocktail Mixer Category – Feb 25, 2021

PepsiCo has launched a new product line of non-alcoholic cocktail mixers, with its Neon Zebra. The Neon Zebra is made with real juice and no artificial sweeteners. It is available in four flavors including Margarita Mix, Strawberry Daiquiri Mix, Mojito Mix and Whiskey Sour Mix.

With this, PepsiCo is marking its entry in the cocktail mixers category, which has gained popularity lately as consumers are looking for easy-to-make cocktails options at home due to the pandemic-led closure of bars and restaurants.

Valuation

PepsiCo shares are down 1.7% in the year-to-date period but up nearly 10.7% for the trailing 12-month period. Stocks in the Zacks sub-industry are down 2.4% but the Zacks Consumer Staples sector is up 4.3% in the year-to-date period. Over the past year, the Zacks sub-industry and sector are up 19.4% and 26.6%, respectively.

The S&P 500 index is up 12.2% in the year-to-date period and 48.4% in the past year.

The stock is currently trading at 23.45X forward 12-month earnings, which compares to 22.68X for the Zacks sub-industry, 20.65X for the Zacks sector and 22.39X for the S&P 500 index.

Over the past five years, the stock has traded as high as 25.07X and as low as 16.44X, with a 5-year median of 21.49X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$153 price target reflects 24.61X forward 12-month earnings.

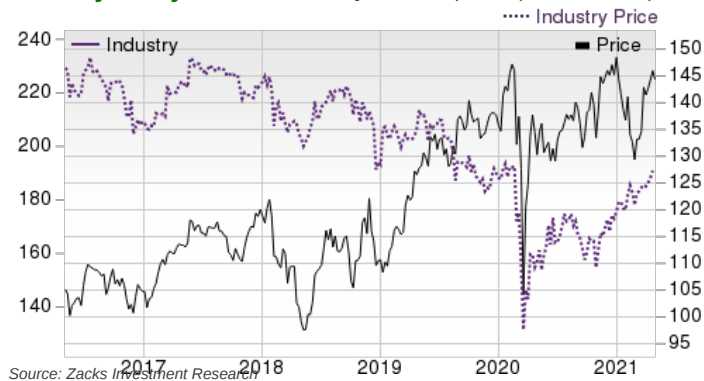
The table below shows summary valuation data for PEP

Valuation Multiples - PEP					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	23.45	22.68	20.65	22.39
	5-Year High	25.07	24.65	22.4	23.83
	5-Year Low	16.44	18.48	16.52	15.3
	5-Year Median	21.49	21.81	19.5	18.01
P/S F12M	Current	2.64	4.54	10.41	4.74
	5-Year High	2.91	5.32	11.96	4.74
	5-Year Low	2.04	3.9	8.59	3.21
	5-Year Median	2.52	4.61	10.37	3.71
EV/EBITDA TTM	Current	17.49	22.02	42.69	16.42
	5-Year High	30.18	22.52	45.77	17.7
	5-Year Low	9.7	12.25	27.23	9.61
	5-Year Median	14.21	18.24	39.25	13.38

As of 05/03/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 44% (112 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
CONAGRA BRANDS (CAG)	Neutral	3
Campbell Soup Company (CPB)	Neutral	3
Fomento Economico Mexicano S.A.B. de C.V. (FMX)	Neutral	2
Kellogg Company (K)	Neutral	4
CocaCola Company The (KO)	Neutral	3
Coca Cola Femsa S.A.B. de C.V. (KOF)	Neutral	2
Mondelez International, Inc. (MDLZ)	Neutral	3
Monster Beverage Corporation (MNST)	Neutral	3

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

Industry Comparison Industry: Beverages - Soft Drinks				Industry Peers		
	PEP	X Industry	S&P 500	FMX	KO	MNST
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	2	3	3
VGM Score	C	-	-	D	C	D
Market Cap	201.43 B	94.22 M	30.45 B	NA	234.90 B	51.59 B
# of Analysts	9	1	12	3	8	8
Dividend Yield	2.81%	0.00%	1.28%	1.89%	3.08%	0.00%
Value Score	C	-	-	D	C	D
Cash/Price	0.03	0.04	0.06	NA	0.05	0.04
EV/EBITDA	18.34	8.18	17.44	NA	20.63	29.36
PEG F1	3.45	2.73	2.29	2.95	3.29	2.73
P/B	14.33	6.06	4.10	1.91	10.52	9.98
P/CF	19.68	15.54	17.49	19.34	23.48	38.86
P/E F1	24.10	24.10	22.03	27.25	25.00	36.37
P/S TTM	2.82	3.37	3.47	NA	7.03	11.22
Earnings Yield	4.15%	4.00%	4.46%	3.67%	4.00%	2.75%
Debt/Equity	2.77	0.49	0.66	0.59	1.80	0.00
Cash Flow (\$/share)	7.41	1.17	6.78	4.08	2.32	2.51
Growth Score	C	-	-	D	C	C
Historical EPS Growth (3-5 Years)	3.83%	3.83%	9.70%	-17.43%	1.46%	17.94%
Projected EPS Growth (F1/F0)	9.60%	17.63%	18.42%	2,311.08%	11.73%	13.24%
Current Cash Flow Growth	0.28%	-13.50%	0.72%	-40.35%	-4.76%	13.09%
Historical Cash Flow Growth (3-5 Years)	2.15%	14.17%	7.37%	-2.86%	-1.52%	16.95%
Current Ratio	0.93	1.46	1.39	1.61	1.33	4.19
Debt/Capital	73.51%	37.23%	41.53%	37.23%	64.27%	0.00%
Net Margin	10.51%	4.94%	11.55%	-0.83%	21.59%	30.65%
Return on Equity	58.55%	6.31%	15.47%	-0.36%	41.48%	27.84%
Sales/Assets	0.78	0.78	0.51	0.69	0.36	0.84
Projected Sales Growth (F1/F0)	6.89%	3.09%	8.42%	10.56%	12.15%	14.67%
Momentum Score	C	-	-	C	C	F
Daily Price Change	1.13%	0.51%	0.61%	1.73%	0.93%	0.58%
1-Week Price Change	-1.15%	-1.12%	0.07%	-4.13%	-0.90%	-1.65%
4-Week Price Change	1.84%	0.00%	3.53%	0.33%	3.16%	4.46%
12-Week Price Change	3.84%	1.52%	11.85%	14.26%	9.13%	7.41%
52-Week Price Change	11.36%	40.03%	56.89%	25.24%	20.69%	64.85%
20-Day Average Volume (Shares)	5,271,154	142,361	1,797,906	312,887	12,451,261	1,698,544
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	-0.05%
EPS F1 Estimate 4-Week Change	0.11%	0.00%	0.59%	11.93%	2.85%	-0.14%
EPS F1 Estimate 12-Week Change	0.54%	2.19%	2.24%	7.96%	4.31%	2.19%
EPS Q1 Estimate Monthly Change	0.82%	-0.96%	0.39%	NA	-1.53%	-0.96%

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	C
Momentum Score	C
VGM Score	C

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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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.