

ProAssurance Corp. (PRA)

\$16.49 (As of 11/18/20)

Price Target (6-12 Months): **\$17.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 03/24/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:D

Value: B

Growth: D

Momentum: F

Summary

ProAssurance's has been benefiting from strategic acquisitions, which have been accretive to premiums, over the past few quarters. The buyouts and integrations of companies have helped it to enhance financial size and strength. It is also moving toward its joint marketing and shared risk programs. Following the NORCAL buyout, the combined entity is likely to create the nation's third largest specialty writer of liability insurance for healthcare professionals and facilities. Its shares have underperformed its industry in a year. Nevertheless, growing cash flows bode well. However, high expenses have been weighing on margins. Volatility in premium retention in its physician business remains a concern. A major risk is associated with its investment portfolio. Its third-quarter earnings missed estimates due to lower premiums.

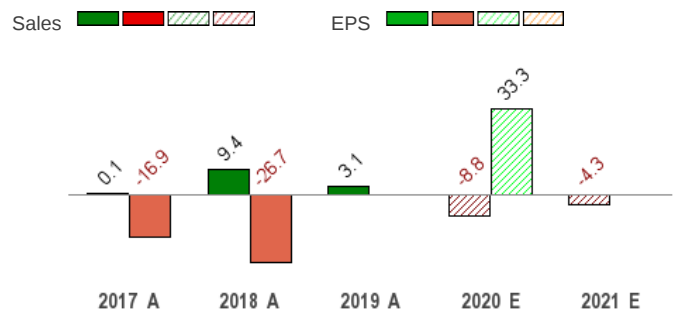
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$38.18 - \$12.67
20-Day Average Volume (Shares)	264,847
Market Cap	\$888.6 M
Year-To-Date Price Change	-54.4%
Beta	0.22
Dividend / Dividend Yield	\$0.20 / 1.2%
Industry	Insurance - Property and Casualty
Zacks Industry Rank	Bottom 9% (231 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-64.3%
Last Sales Surprise	-0.0%
EPS F1 Estimate 4-Week Change	-24.4%
Expected Report Date	02/18/2021
Earnings ESP	0.0%
P/E TTM	NA
P/E F1	NA
PEG F1	NA
P/S TTM	1.0

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	208 E	213 E	214 E	218 E	829 E
2020	227 A	227 A	213 A	210 E	866 E
2019	233 A	235 A	242 A	239 A	950 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.04 E	\$0.11 E	\$0.09 E	\$0.11 E	\$0.34 E
2020	-\$0.02 A	-\$0.60 A	\$0.05 A	\$0.04 E	-\$0.54 E
2019	\$0.08 A	\$0.08 A	\$0.30 A	-\$1.27 A	-\$0.81 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 11/18/2020. The reports text is as of 11/19/2020.

Overview

Headquartered in Birmingham, AL, ProAssurance Corporation operates as a holding company for many property and casualty insurance companies. With a single business segment principally in the Mid-Atlantic, Midwest and Southern U.S., the company provides professional liability insurance products primarily to physicians, dentists, other healthcare providers and healthcare facilities through its subsidiaries.

The company was incorporated in Delaware in 2001 as the successor to Medical Assurance, Inc. in conjunction with its merger with Professionals Group, Inc.

The company reports through four segments:

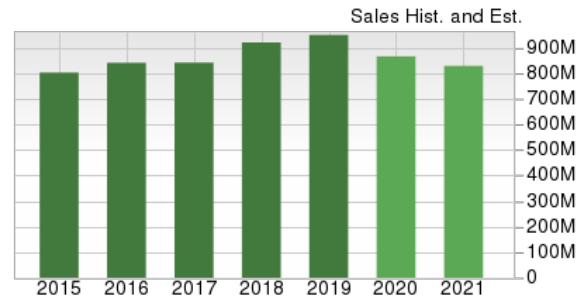
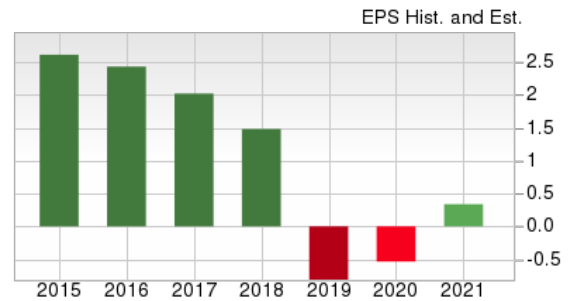
Specialty P&C Insurance Segment (accounted for 52.2% of the total revenues in 2019): The segment primarily focused on professional liability insurance and medical technology liability insurance. Medical technology liability insurance is offered to medical technology and life sciences companies that manufacture or distribute products including entities conducting human clinical trials.

Workers' Compensation Segment (19.8%): The segment provides workers' compensation products primarily to employers with 1,000 or fewer employees.

Segregated Portfolio Cell Reinsurance (5.2%) – This unit reflects the operating results of SPCs at Eastern Re and Inova Re, its Cayman Islands SPC operations.

Lloyd's Syndicate Segment (8.8%): The segment includes operating results from ProAssurance's 58% participation in Lloyd's of London Syndicate 1729.

Corporate Segment (14%): The segment includes ProAssurance's investment operations, interest expense and U.S. income taxes, all of which are managed at the corporate level with the exception of investment assets solely allocated to Syndicate 1729.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ **Rising Premium Income:** ProAssurance's core business has been witnessing a substantial improvement over the past few quarters. The main growth drivers in this regard are the strategic acquisitions that have been accretive to premiums. The company is also moving toward its joint marketing and shared risk programs. Gross premiums written witnessed a 2015-2019 CAGR of 5.1%, mainly owing to strategic acquisitions, segmental contributions and strength in the new physician business. However, the metric declined 9.7% year over year in first nine months of 2020, primarily due to lower premiums across the Specialty P&C segment, Workers' Compensation Insurance segment and Segregated Portfolio Cell Reinsurance segments. Premiums are also expected to remain under pressure due to changes in payroll estimates. Nevertheless, we expect that the addition of profitable businesses to expand the company's key business lines will drive growth going forward.
- ▲ **Inorganic Growth:** ProAssurance has significantly achieved inorganic growth via successful acquisitions and integrations of companies. Its financial size and strength have helped it in this regard. The acquisitions of American Physicians Service Group, Medmarc, Eastern Insurance Holdings significantly strengthened its position in the workers' compensation market. The company is on course to acquire NORCAL (expected to close by the first quarter of next year). The buyout is expected to increase ProAssurance's concentration on Medical Professional Liability Insurance and enhance the company's size and scale in the MPLI space, making the combined entity the nation's third-largest specialty writer of liability insurance for healthcare professionals and facilities. With further penetration, we expect the company to generate more profitable business.
- ▲ **Solid Capital Position:** The company has been enjoying significant cash flow from operating activities over the last few quarters on the back of its strong balance sheet. The company has effectively lowered its debts over the last few years. As of Sep 30, 2020, it had cash and cash equivalents of \$231.9 million and a revolving credit facility of up to \$250 million (set to expire on November 2024), higher than its long-term debt obligation of \$285 million. The company's total debt to total capital of 17.7% is lower than the industry's average of 21.3%. Thus, the company's solvency level looks impressive.
- ▲ **Price Performance:** Shares of the company have underperformed its industry in a year's time. However, its solid fundamentals are likely to help it bounce back going forward.

Inorganic growth strategies such as acquisitions and integrations, and increasing premiums owing to buyouts and solid capital position are key catalysts.

Reasons To Sell:

- ▼ **Volatility in Premium Retention:** ProAssurance has been facing volatility in premium retention in its physician business for quite some time now, mainly due to increased competition. Retention rate (retained premium divided by all premiums subject to renewal) kept declining since 2011 to 2017. Although the same remained at 86% in 2019, retention rate was reported at 82% in first nine months of 2020. The volatility in premium retention continues to bother the company.
- ▼ **Deteriorating Investment Portfolio:** Another major risk is associated with ProAssurance's investment portfolio, which primarily consists of fixed income securities. The sustained soft interest rate environment in the recent past kept the investment income at a lower level since 2008. The net investment income declined on average of 7.4% from 2014 to 2018, primarily due to a fall in the fixed income portfolio, which is a major concern for the company. Although net investment income increased marginally 0.8% year over year in 2019, the metric slumped 20.2% in the first nine months. We expect the same to be persistently subdued in the coming quarters.
- ▼ **Rising Expenses:** ProAssurance has been constantly enduring higher underwriting, policy acquisition and operating expenses over the past many years. In the first nine months of 2020, expenses for the company increased 28.1% year over year, primarily on account of higher net loss and loss adjustment expenses. This persistently rising operating expenses could weigh on the bottom line, going ahead.
- ▼ **Exposure to Catastrophe Loss:** As a property and casualty insurer, the company is substantially exposed to catastrophic events, weighing on its underwriting results. Exposure to cat events and thus cat losses are likely to remain a potential threat to earnings.

Deteriorating investment portfolio, volatility in premium retention and growing expenses are some headwinds facing the stock. Exposure to cat loss is another concern.

Last Earnings Report

ProAssurance's Q3 Earnings Miss Mark, Decrease Y/Y

ProAssurance reported third-quarter 2020 operating earnings of 5 cents per share, missing the Zacks Consensus Estimate of 14 cents by 64.3%. The company's bottom line of 30 cents tumbled 83.3% year over year. This was mainly due to lower premiums and soaring expenses. Further, quarterly operating revenues of ProAssurance dropped 12% to \$213 million from the prior-year quarter's level, mainly due to lower premiums. Meanwhile, the top line met the Zacks Consensus Estimate.

Quarter Ending 09/2020

Report Date	Nov 05, 2020
Sales Surprise	-0.02%
EPS Surprise	-64.29%
Quarterly EPS	0.05
Annual EPS (TTM)	-1.84

Quarterly Operational Update

Gross premiums written were down 7.7% year over year to \$245 million, primarily due to decreased participation in Syndicate 1729 along with re-underwriting efforts in Specialty business. Moreover, competitive conditions in the Workers Compensation Insurance and SPCR segments contributed to this downside. Moreover, net premiums earned were down 9.8% year over year to \$194.6 million.

Net investment income fell 28.5% year over year to \$16.9 million due to lower allocation to equity assets in the company's portfolio as well as declining yields from short-term investments and corporate debt securities.

Total expenses increased 62% year over year to \$374.7 million. This rise in costs mainly stemmed from higher goodwill impairment. Combined ratio expanded 170 basis points (bps) year over year to 105.3%.

Quarterly Segmental Results

Specialty P&C Insurance Segment

Total revenues of \$118 million declined 6.7% from the prior-year quarter's figure in the segment. Gross premiums written dipped 4.1% year over year to \$158 million, reflective of the company's strategy to boost rate levels in the Standard Physician business and re-underwriting efforts in the Specialty business along with timing differences. Combined ratio expanded 160 basis points year over year to 111.2%.

Workers' Compensation Segment

Total revenues of \$42 million decreased 14% year over year, mainly due to lower premiums earned. Gross premiums written were \$62.9 million, down 10.1% from the year-earlier period's number, mainly due to reduction in renewal pricing and lower new business written along with weak audit premiums. Combined ratio expanded 190 basis points year over year to 97.4%.

Lloyd's Syndicate Segment

Total revenues of \$20 million decreased 11.1% year over year on the back of reduced premiums. Gross premiums written were \$23.8 million, down 21.6% from the figure acquired in the comparable quarter last year due to less participation in the operating results of Syndicate 1729. Combined ratio contracted 1050 basis points year over year to 89.6%.

Segregated Portfolio Cell Reinsurance Segment

Gross premiums written were \$15.9 million, down 7.8% the year-earlier period's number, mainly due to the premium retention for worker's compensation business. Combined ratio contracted 540 basis points year over year to 74.1%.

Corporate Segment

Net investment income of \$15.7 million declined 29.1% year over year due to softened allocation to equities and lower yields on short-term investments and corporate debt securities. Operating expenses of \$5 million flared up 88.1% from the prior-year quarter's level. Interest expense of \$3.8 million fell 9.2% year over year.

Financial Position

As of Sep 30, 2020, ProAssurance's total investments were \$3.3 billion, down 0.7% from the number registered at 2019 end. At third-quarter end, the company's total assets were \$4.7 billion, down 2.4% from the figure at 2019 end. As of Sep 30, 2020, the insurer's shareholder equity dropped 12% to \$1.3 billion from the figure as of Dec 31, 2019. Return on equity was (8.8%) against the year-ago quarter's return on equity of 4.3%. Book value was \$24.68 per share as of Sep 30, 2020, down 12.2% from the figure as of Dec 31, 2019.

Share Repurchase & Dividend Update

The board of directors declared a regular dividend of 5 cents per share, which was paid out on Oct 9, 2020. The company did not repurchase any shares in 2019 and has not yet in 2020 either. As of Oct 30, 2020, it has \$110 million remaining under its board-authorized stock repurchase program.

Recent News

ProAssurance Declares Quarterly Dividend – Sep 2, 2020

The company's board of directors has announced a quarterly dividend of 5 cents per share, which will be paid on Oct 9, 2020 to shareholders of record as of Sep 24. This highlights the company's commitment of returning value to shareholders. The company's dividend policy expects an annual dividend of 72 cents per share for this year. The same policy further estimates annual dividends of 20 cents per share to be paid in equal quarterly instalments going forward. It has also stated that these decisions of paying future cash dividends will be purely based on management's approval.

Valuation

ProAssurance's shares are down 54.4% and 56.3% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 5% and 8% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 2% and 4.2%, respectively.

The S&P 500 index is up 13% in the year-to-date period and up 17% in the past year.

The stock is currently trading at 0.67x trailing 12-month tangible book value, which compares to 1.21x for the Zacks sub-industry, 2.92x for the Zacks sector and 6.13x for the S&P 500 index.

Over the past five years, the stock has traded as high as 1.91x and as low as 0.49x, with a 5-year median of 1.38x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$17 price target reflects 0.69x tangible book value.

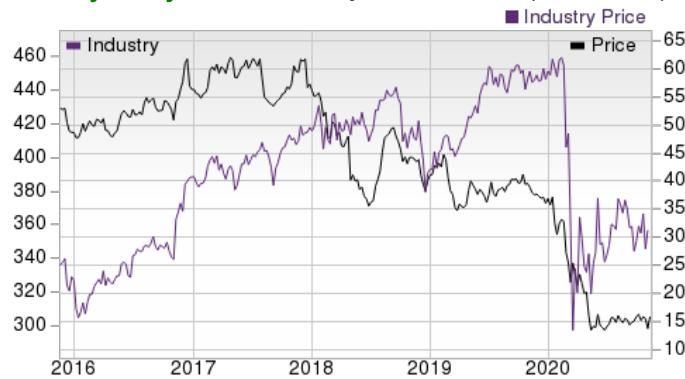
The table below shows summary valuation data for PRA

Valuation Multiples - PRA					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	0.67	1.21	2.92	6.13
	5-Year High	1.91	1.67	2.93	6.17
	5-Year Low	0.49	0.93	1.72	3.75
	5-Year Median	1.38	1.46	2.57	4.89
P/S F12M	Current	1.05	1.68	6.12	4.18
	5-Year High	4.11	11.3	6.72	4.31
	5-Year Low	0.75	1.4	5.01	3.18
	5-Year Median	2.86	1.81	6.1	3.66

As of 11/18/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 9% (231 out of 254)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
American Financial Group, Inc. (AFG)	Neutral	2
The Allstate Corporation (ALL)	Neutral	3
Kinsale Capital Group, Inc. (KNSL)	Neutral	3
The Progressive Corporation (PGR)	Neutral	3
Donegal Group, Inc. (DGICA)	Underperform	4
ProSight Global, Inc. (PROS)	Underperform	5
RLI Corp. (RLI)	Underperform	5
United Insurance Holdings Corp. (UIHC)	Underperform	5

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

Industry Comparison Industry: Insurance - Property And Casualty				Industry Peers		
	PRA	X Industry	S&P 500	ALL	PGR	RLI
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	3	3	5
VGM Score	D	-	-	A	B	D
Market Cap	888.64 M	1.45 B	25.46 B	30.43 B	55.31 B	4.60 B
# of Analysts	4	2	14	8	9	2
Dividend Yield	1.21%	0.98%	1.51%	2.16%	0.42%	0.94%
Value Score	B	-	-	A	B	F
Cash/Price	0.87	0.27	0.06	0.17	0.08	0.02
EV/EBITDA	66.92	6.11	14.42	4.76	9.92	18.82
PEG F1	NA	2.17	2.76	1.07	2.05	NA
P/B	0.67	1.00	3.55	1.20	3.14	4.18
P/CF	NA	11.29	13.64	7.37	12.89	36.81
P/E F1	NA	15.73	21.83	8.05	13.03	41.65
P/S TTM	0.99	0.90	2.79	0.69	1.32	4.87
Earnings Yield	-3.27%	5.53%	4.41%	12.43%	7.68%	2.40%
Debt/Equity	0.21	0.23	0.70	0.26	0.31	0.14
Cash Flow (\$/share)	-0.47	3.12	6.92	13.58	7.33	2.77
Growth Score	D	-	-	C	C	C
Historical EPS Growth (3-5 Years)	-26.85%	5.87%	9.79%	23.17%	42.69%	2.58%
Projected EPS Growth (F1/F0)	33.95%	-12.98%	0.36%	19.22%	7.87%	-4.67%
Current Cash Flow Growth	-124.92%	3.81%	5.39%	30.84%	48.16%	25.36%
Historical Cash Flow Growth (3-5 Years)	NA%	4.75%	8.31%	9.17%	24.96%	0.86%
Current Ratio	0.48	0.45	1.38	0.28	0.45	0.38
Debt/Capital	17.65%	18.73%	41.97%	19.57%	22.98%	11.97%
Net Margin	-27.87%	5.24%	10.41%	10.68%	12.13%	13.42%
Return on Equity	-6.92%	5.25%	15.05%	16.70%	28.89%	11.05%
Sales/Assets	0.19	0.31	0.50	0.37	0.72	0.26
Projected Sales Growth (F1/F0)	-8.80%	0.00%	0.16%	0.35%	10.06%	2.70%
Momentum Score	F	-	-	B	C	A
Daily Price Change	-0.18%	-0.50%	-1.09%	0.70%	-0.51%	-2.27%
1-Week Price Change	15.79%	6.01%	4.23%	6.10%	-2.30%	6.39%
4-Week Price Change	7.08%	7.29%	5.95%	10.26%	0.91%	16.49%
12-Week Price Change	11.57%	8.03%	8.63%	7.59%	2.47%	8.81%
52-Week Price Change	-56.14%	-8.64%	5.46%	-9.36%	33.92%	3.58%
20-Day Average Volume (Shares)	264,847	129,880	2,211,978	2,010,558	2,444,684	147,439
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.54%	13.95%
EPS F1 Estimate 4-Week Change	-24.42%	0.00%	1.67%	15.54%	0.77%	29.29%
EPS F1 Estimate 12-Week Change	-8.63%	-1.05%	3.56%	-0.56%	8.61%	-2.97%
EPS Q1 Estimate Monthly Change	-23.81%	-0.22%	0.63%	12.02%	-0.22%	-0.88%

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	D
Momentum Score	F
VGM Score	D

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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