RPM International Inc. (RPM)

$87.79 (As of 10/08/20)

Price Target (6-12 Months): **$91.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 07/28/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**2-Buy**
	Zacks Style Scores:	VGM:A
	Value: D | Growth: A | Momentum: A	

Summary

RPM reported solid results for first-quarter fiscal 2021. Its top and bottom lines not only surpassed the Zacks Consensus Estimate but also improved significantly from the year-ago period. The uptrend was mainly driven by a strategically balanced business model and the 2020 MAP to Growth initiative. The MAP program is expected to deliver run-rate savings of $290 million by fiscal 2021-end (as of now, 23 plants have been closed out of 31 planned). It has been benefiting from strong demand for commercial sealants and roofing in NA on pent-up demand due to pandemic-related delays, and from easier comparison, acquisitions, favorable product mix and moderation in some raw material categories. However, currency headwinds and weather-related woes are causes of concern. RPM's shares have outperformed the industry in the past six months.

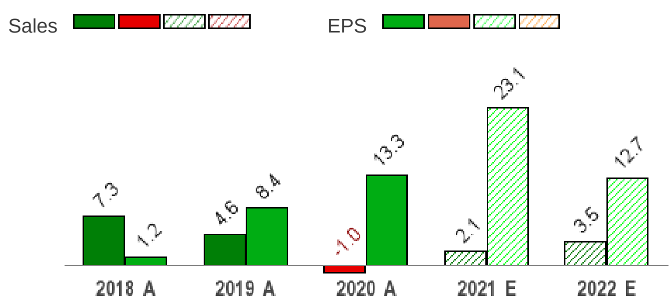
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$90.84 - $42.85**
20-Day Average Volume (Shares)	**577,427**
Market Cap	**$11.3 B**
Year-To-Date Price Change	**13.0%**
Beta	**1.12**
Dividend / Dividend Yield	**$1.44 / 1.7%**
Industry	**Paints and Related Products**
Zacks Industry Rank	**Top 9% (22 out of 252)**
Last EPS Surprise	**19.0%**
Last Sales Surprise	**7.9%**
EPS F1 Estimate 4-Week Change	**2.5%**
Expected Report Date	**01/13/2021**
Earnings ESP	**7.2%**
P/E TTM	**24.4**
P/E F1	**23.2**
PEG F1	**2.6**
P/S TTM	**2.0**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	1,543 E	1,455 E	1,232 E	1,732 E	5,822 E
2021	1,607 A		1,188 E	1,610 E	5,625 E
2020	1,473 A	1,401 A	1,174 A	1,459 A	5,507 A

EPS Estimates

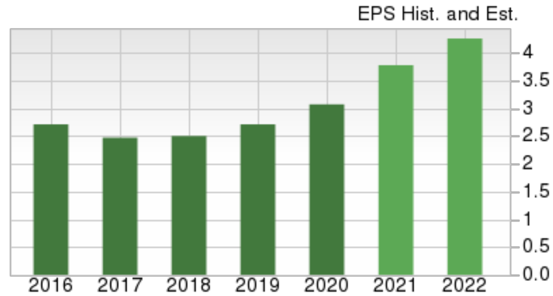
	Q1	Q2	Q3	Q4	Annual*
2022	$1.29 E	$1.00 E	$0.41 E	$1.64 E	$4.26 E
2021	$1.44 A	$0.91 E	$0.33 E	$1.38 E	$3.78 E
2020	$0.95 A	$0.76 A	$0.23 A	$1.13 A	$3.07 A

*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 10/08/2020. The reports text is as of 10/09/2020.

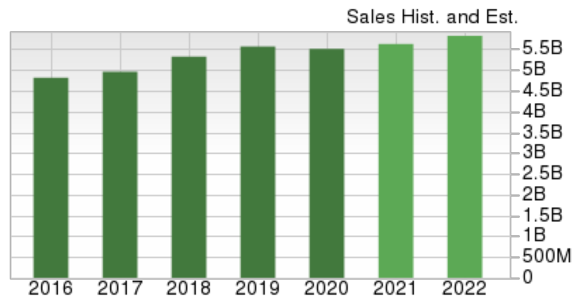
Overview

RPM International Inc., through its subsidiaries, manufacture and market high-performance coatings, sealants and specialty chemicals, primarily for maintenance and improvement applications.



It operates 124 manufacturing facilities in 26 countries. Its products were sold in nearly 165 countries and territories at the end of fiscal 2020.

RPM realigned the existing reporting structure into four reportable segments — Construction Products Group, Performance Coatings Group, Consumer Group and Specialty Products Group — to provide greater visibility into the business.



Construction Products Group (“CPG”) (contributing 34.2% to fiscal 2020 net sales) comprises Tremco, Tremco illbruck, Euclid Chemical, Viapol, Vandex and Flowcrete businesses. Products in the segment are sold throughout North America and account for the majority of international sales. Products and services within this segment include construction sealants and adhesives; coatings and chemicals; roofing systems; concrete admixture and repair products; building envelope solutions; insulated cladding; flooring systems; as well as weatherproofing solutions.

Performance Coatings Group (“PCG”) (19.6%) include Stonhard, Carboline, USL and Fibergrate businesses. Consumer brands comprise Rust-Oleum and DAP. PCG offers high-performance flooring solutions, corrosion control and fireproofing coatings, infrastructure repair systems, fiberglass reinforced plastic gratings, as well as drainage systems.

Consumer Group’s (35.3%) products include specialty, hobby, professional paints, nail enamels, caulks, adhesives, silicone sealants and wood stains. The segment manufactures professional use and do-it-yourself (“DIY”) products. This segment comprises three operating units — Rust-Oleum Group, DAP Group and SPG-Consumer Group.

Specialty Products Group (10.9%) offers industrial cleaners, restoration services equipment, colorants, nail enamels, exterior finishes, edible coatings and specialty glazes for pharmaceutical and food industries, and other specialty original equipment manufacturer (“OEM”) coatings throughout North America and a few international locations, primarily in Europe.

Source: Zacks Investment Research

Reasons To Buy:

Acquisitions and 2020 MAP to Growth initiatives bode well for the company

▲ **Acquisitions Driving Growth:** Acquisitions have been an important part of RPM's growth strategy. On September 2020, RPM's Rust-Oleum business acquired a leading manufacturer of sandpaper and other abrasives, Ali Industries, LLC (which is commercially known as Gator Finishing Products). Ali Industries is an excellent fit for RPM's Consumer Group segment as it enhances the unit's surface preparation capabilities by adding abrasives to its lineup of patch, repair and cleaning products.

On Dec 18, 2019, RPM announced that its Mantrose-Haeuser business unit has acquired Elgin, IL-based manufacturer of dry stabilizer and emulsifier blends for the food industry — Profile Food Ingredients, LLC. The buyout creates significant opportunities to leverage the combined sales forces of the entities, expand sales of specialty ingredients to the food industry and broaden RPM's reach in international markets.

Again on Jun 12, 2019, its Tremco Commercial Sealants & Waterproofing unit acquired two Hudson, NH-based businesses, namely Schul International Co., LLC and Willseal LLC. Also, on Sep 10, 2018, the company acquired Nudura, a leading manufacturer and distributor of insulated concrete forms ("ICF") in North America. The company's CPG unit benefits from the acquisition, as Nudura complements and expands its product offerings, as well as leverages manufacturing efficiencies for its NewBrick product.

The company made three buyouts in fiscal 2020, five in fiscal 2019 and seven in fiscal 2018. Acquisitions added 1.1% to net sales in fiscal 2020 and 1.4% in fiscal 2019.

▲ **Cost-Saving Initiatives Strong:** The company is well on track to reduce costs by closing plants, merging IT system, centralizing more of its back-office functions and rationalizing its manufacturing footprint. Notably, in fiscal 2018, the company took multi-year restructuring plan, the 2020 Margin Acceleration Plan ("2020 MAP to Growth") to maintain a balance between its segments' performance as well as to drive growth. The initiative has started paying off, as is evident from earnings and margin growth in fiscal 2020 and first-quarter fiscal 2021. Its fiscal 2020 earnings increased 13.3% and adjusted EBIT margin improved 110 basis points (bps) year over year. Keeping the momentum intact, the company's earnings increased 51.6% and adjusted EBIT margin improved 370 bps year over year to 16.8% for first-quarter fiscal 2021.

During the fiscal first quarter, it announced the closure of one additional plant, which brings the total to 23 as of now, out of the previously announced 31 plant closures targeted in the MAP to Growth operating improvement program.

RPM's 2020 MAP to Growth optimizes its manufacturing facilities, and is expected to provide more efficient plant and distribution facilities. However, disruption caused by the outbreak of COVID-19 is expected to delay the completion of MAP to Growth, which was earlier slated to be completed on Dec 31, 2020. Although the company will provide an update related to the revised completion date, it revealed that it expects to achieve annualized pretax savings goal of $290 million by May 31, 2021. It has also made substantial progress on the $230-million working capital improvement goal.

▲ **Construction Products Group, Major Growth Driver:** With more than 34% of total sales coming from the CPG (earlier known as the Industrial segment), the unit acts as a key catalyst behind the company's overall growth. The segment has been reporting impressive numbers over the last few quarters.

The segment has been witnessing strength in its U.S. roofing business. Notably, the U.S. roofing business' sales and earnings grew strongly in first-quarter fiscal 2021 driven by continued success in its restoration and building envelope systems initiatives. The segment's fiscal first-quarter adjusted EBIT increased 17.7% year over year, backed by MAP to Growth initiatives, price increases and strong cost management that enabled the segment's bottom line to surpass the modest sales growth.

Going forward, acquisitions, cost-saving initiatives and 2020 MAP to Growth plans are expected to drive growth.

▲ **Enough Liquidity to Meet the Crisis:** RPM has a strong balance sheet position and enough liquidity to manage the ongoing crisis. The company ended first-quarter fiscal 2021 with cash and cash equivalents of $251.8 million, up from $233.4 million in fiscal 2020. Its available liquidity — including cash and cash equivalents and amounts available under credit facilities — was $1.5 billion on Aug 31, 2020 compared with $1.28 billion as of May 31, 2020. The company also paid off $200 million of debt in the quarter. Long-term debt (excluding current maturities) at quarter-end was $2.3 billion compared with $2.02 billion in the comparable prior-year period and $2.46 billion at fiscal 2020-end. Also, it has no significant debt maturity until November 2022.

Its current cash level is sufficient to meet the short-term obligation of $45.9 million, which is below $80.9 million reported in the previous quarter.

The company generated a cash flow of $318.1 million during the fiscal first quarter compared with $145.1 million a year ago, driven by good working capital management and margin improvement initiatives.

Reasons To Sell:

Foreign exchange rate fluctuation and weather-related woes mar prospects.

- **Foreign Currency Headwinds:** RPM's business is exposed to foreign exchange rate fluctuation risks due to its operations in Europe and other parts of the world. In fiscal 2019, the company's overall net sales were affected due to the negative impact of foreign currency translation.

  Again, foreign currency headwinds negatively impacted fiscal 2020 sales growth by 1.3% from the year-ago period. Unfavorable foreign currency exchange impacted consolidated net sales during the fiscal first quarter by 0.7%. Notably, unfavorable currency fluctuations impacted the top line across its segments, baring Specialty Products Group, in the quarter.

- **Inclement Weather:** Adverse weather conditions have affected sales of paint, coatings, roofing, construction products and related products. Extreme cold and rainy weather, especially during the general construction and exterior painting season, could have an adverse effect on sales of such products. Historically, the company's fiscal third quarter (December through February) faces weaker sales and net income compared with other quarters.

- **Higher Costs & Expenses:** RPM's business has been witnessing higher costs and expenses related to restructuring, acquisitions, labor, distribution and freight. Also, acquisitions-related expenses are raising a concern. RPM incurred $121.3 million and $126 million of restructuring and other charges related to the company's 2020 MAP to Growth, and acquisition-related expenses during fiscal 2020 and 2019, respectively. For fiscal first-quarter 2021, RPM recorded restructuring charges of $4.2 million.

Last Earnings Report

RPM Q1 Earnings & Sales Top Estimates, Up Y/Y

Quarter Ending	08/2020
Report Date	Oct 07, 2020
Sales Surprise	7.88%
EPS Surprise	19.01%
Quarterly EPS	1.44
Annual EPS (TTM)	3.56

RPM International Inc. reported solid results for first-quarter fiscal 2021 (ended Aug 31, 2020). Its top and bottom lines not only surpassed the Zacks Consensus Estimate but also improved significantly from the year-ago period. The uptrend was mainly driven by a strategically balanced business model and the 2020 MAP to Growth initiative.

Inside the Headlines

RPM reported adjusted earnings of $1.44 per share, which beat the consensus mark of $1.21 by 19% and increased an impressive 51.6% from the year-ago figure of 95 cents.

Net sales of $1.61 billion surpassed the consensus mark of $1.49 billion by 7.9% and rose 9.1% from the prior-year level of $1.47 billion. Strong resilience in the Construction Products Group and Consumer Group (RPM's two largest segments) was partially offset by softness in the Performance Coatings Group as well as Specialty Products Group.

Adjusted EBIT for the reported quarter increased 39.8% year over year to $269.2 million.

Segment Details

Construction Products Group: Sales in the segment increased 2.2% from a year ago to $547.7 million, backed by 3.6% organic growth, partially offset by a 1.4% foreign currency impact. Strong growth in commercial sealants and roofing businesses in North America backed by continued success in restoration and building envelope systems initiatives supported sales. Also, favorable weather conditions and increased orders that were deferred during fiscal fourth-quarter 2020 added to the positives. Adjusted EBIT came in at $102.3 million, up 17.7% year over year.

Performance Coatings Group: Segment sales decreased 12.6% from a year ago to $259.8 million, owing to a 1.6% organic sales decline and 0.7% unfavorable foreign currency translation. However, acquisitions contributed 0.3% to sales growth. Limited access to outside contractors within facilities and construction sites, as well as poor energy market conditions that resulted in deferred industrial maintenance spending ailed the segment. Adjusted EBIT decreased 16.4% on a year-over-year basis to $30.9 million.

Consumer Group: Sales of $641.2 million in the segment improved 33.8% from the prior-year period, backed by 34% organic growth. However, foreign currency translation impacted sales by 0.2%. Spiking DIY demand and favorable weather in the quarter aided the top line. The segment's adjusted EBIT totaled $136.7 million, up a notable 121.6% from the prior-year level of $61.7 million. The bottom line benefited from volume leveraging, MAP to Growth savings, favorable product mix and moderation in some raw material categories.

Specialty Products Group: The segment's sales totaled $158 million, which declined 1.3% on a year-over-year basis owing to 5.7% fall in organic sales. Contribution of 4.1% from acquisitions and 0.3% from favorable foreign currency partially offset the negatives. Sales in the segment marginally benefited from favorable market conditions that drove demand for some of its products, including marine coatings, wood coatings and protectants, as well as nail enamels. Adjusted EBIT was down 15.9% year over year.

Balance Sheet

As of Aug 31, 2020, RPM had cash and cash equivalents of $251.8 million compared with $212.1 million a year ago and $233.4 million at fiscal 2020-end. Long-term debt (excluding current maturities) at quarter-end was $2.30 billion compared with $2.02 billion in the comparable prior-year period and $2.46 billion at fiscal 2020-end. Cash provided by operations was $381.1 million for the first three months of fiscal 2021 compared with $145.1 million in the comparable year-ago period.

Outlook

For the fiscal second quarter, RPM anticipates net sales improvement in low- to mid-single digits and adjusted EBIT growth to be more than 20%. Excellent momentum in the MAP to Growth program and the Ali acquisition (excluding acquisition-related costs) will contribute to fiscal second-quarter results.

The company anticipates Construction Products Group and Performance Coatings Group sales growth for fourth-quarter fiscal 2021, after two quarters of a decline. The Specialty Products Group is expected to face flat sales comparisons in the fiscal second quarter, but improve in the back half of fiscal 2021. Consumer Group's sales momentum is likely to continue owing to the expectation of elevated demand for the next few quarters, thanks to strong housing market and new home improvement projects. However, it anticipates certain raw materials, and packaging-related inflation and additional overhead expenses resulting from ongoing investments in capacity to put pressure on the bottom line. Due to uncertainty regarding the impacts of COVID-19 and the upcoming U.S. elections, the company is not providing its earnings guidance for fiscal 2021.

Notably, RPM is on track to achieve the targeted annualized savings run rate of $290 million by the end of the current fiscal year (ending May 31, 2021).

Valuation

RPM shares are up 13% in the year-to-date period and 21.5% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Construction sector are up 17% and 12% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 23.6% and 20.7%, respectively.

The S&P 500 index is up 6.3% in the year-to-date period and 16.6% in the past year.

The stock is currently trading at 22.51X forward 12-month earnings, which compares to 26.44X for the Zacks sub-industry, 18.33X for the Zacks sector and 22.32X for the S&P 500 index.

Over the past five years, the stock has traded as high as 26.14X and as low as 12.04X, with a 5-year median of 18.27X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $91 price target reflects 23.6X forward 12-month earnings.

The table below shows summary valuation data for RPM.

Valuation Multiples - RPM

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	22.51	26.44	18.33	22.32
	5-Year High	26.14	27.01	18.98	23.47
	5-Year Low	12.04	17.7	10.75	15.27
	5-Year Median	18.27	20.89	16.04	17.7
EV/EBITDA TTM	Current	16.62	22.4	18.73	14.96
	5-Year High	16.96	25.43	21.25	15.66
	5-Year Low	8.48	13.14	12.34	9.53
	5-Year Median	12.66	19.02	17.84	13.08
P/S F12M	Current	1.98	3.45	2.14	4.1
	5-Year High	1.99	3.47	2.14	4.3
	5-Year Low	1.01	1.83	1.17	3.18
	5-Year Median	1.37	2.23	1.67	3.67

As of 10/08/2020 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 9% (22 out of 252)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Ashland Global Holdings Inc. **(ASH)**	Neutral	1
Celanese Corporation **(CE)**	Neutral	3
Ferro Corporation **(FOE)**	Neutral	3
H. B. Fuller Company **(FUL)**	Neutral	3
Kraton Corporation **(KRA)**	Neutral	3
Ingevity Corporation **(NGVT)**	Neutral	3
PPG Industries, Inc. **(PPG)**	Neutral	3
The SherwinWilliams Company **(SHW)**	Neutral	2

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

Industry Comparison Industry: Paints And Related Products

	RPM	X Industry	S&P 500	ASH	FUL	NGVT
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	1	3	3
VGM Score	A	-	-	D	A	C
Market Cap	11.27 B	11.27 B	24.20 B	4.45 B	2.59 B	2.41 B
# of Analysts	7	7.5	14	4	6	4
Dividend Yield	1.66%	0.79%	1.6%	1.49%	1.30%	0.00%
Value Score	D	-	-	D	B	B
Cash/Price	0.02	0.05	0.07	0.10	0.03	0.08
EV/EBITDA	20.03	21.66	13.53	11.85	10.45	9.63
PEG F1	2.55	2.30	2.90	1.92	2.43	NA
P/B	7.76	5.71	3.54	1.48	1.97	4.60
P/CF	20.23	21.97	13.37	9.70	8.64	8.32
P/E F1	23.22	29.05	21.94	20.55	18.95	16.38
P/S TTM	2.00	3.46	2.66	1.91	0.94	1.97
Earnings Yield	4.36%	3.44%	4.31%	4.86%	5.28%	6.11%
Debt/Equity	1.58	1.08	0.70	0.51	1.41	2.50
Cash Flow ($/share)	4.29	5.07	6.92	7.58	5.78	7.01
Growth Score	A	-	-	C	A	C
Historical EPS Growth (3-5 Years)	3.39%	5.51%	10.45%	-23.34%	5.55%	34.18%
Projected EPS Growth (F1/F0)	22.99%	12.22%	-3.01%	45.02%	-10.87%	-27.79%
Current Cash Flow Growth	9.79%	4.37%	5.47%	-10.53%	-2.06%	25.74%
Historical Cash Flow Growth (3-5 Years)	5.67%	8.21%	8.50%	-11.65%	9.17%	12.19%
Current Ratio	2.25	2.07	1.35	1.78	2.17	3.09
Debt/Capital	61.27%	49.02%	42.90%	33.92%	58.44%	71.45%
Net Margin	6.72%	8.28%	10.28%	-4.39%	4.19%	13.89%
Return on Equity	33.83%	23.28%	14.79%	4.79%	11.18%	36.42%
Sales/Assets	1.00	0.84	0.51	0.33	0.69	0.55
Projected Sales Growth (F1/F0)	2.14%	2.14%	-0.62%	4.96%	-5.23%	-11.33%
Momentum Score	A	-	-	F	B	F
Daily Price Change	-0.73%	-0.03%	1.28%	0.63%	1.73%	2.14%
1-Week Price Change	1.87%	0.00%	2.13%	2.52%	1.09%	9.54%
4-Week Price Change	4.76%	0.00%	4.49%	0.34%	2.31%	3.06%
12-Week Price Change	12.01%	0.84%	6.74%	2.25%	7.55%	0.62%
52-Week Price Change	27.25%	23.19%	6.65%	-2.17%	10.38%	-25.28%
20-Day Average Volume (Shares)	577,427	20,561	2,121,744	578,741	515,320	283,965
EPS F1 Estimate 1-Week Change	2.52%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	2.52%	2.52%	0.00%	-1.10%	1.67%	0.00%
EPS F1 Estimate 12-Week Change	14.53%	16.19%	3.47%	17.98%	2.39%	0.28%
EPS Q1 Estimate Monthly Change	2.38%	3.83%	0.00%	0.00%	0.93%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	D
Growth Score	A
Momentum Score	A
VGM Score	A

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

Disclosures

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

Additional Disclosure

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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