

Raytheon Technologies (RTX)

\$85.11 (As of 06/28/21)

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

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 01/01/21)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:B

Value: B

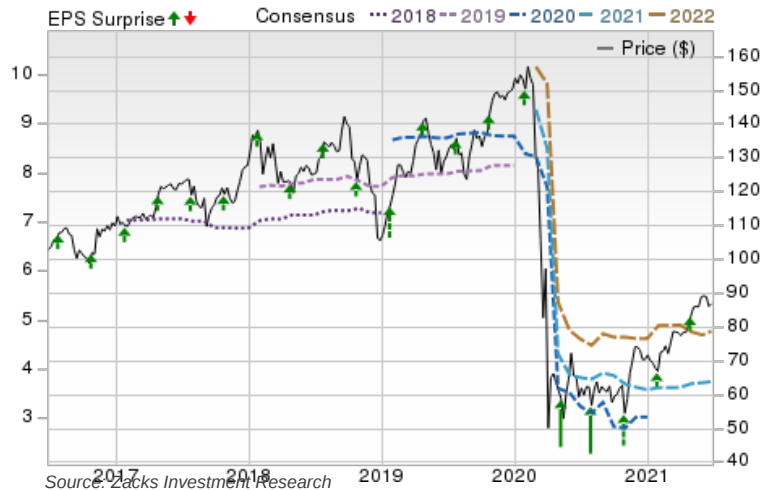
Growth: C

Momentum: B

Summary

Raytheon Technologies management continues to expect both domestic and international program growth to remain robust for its defense business in the coming days. Thanks to Raytheon's wide range of combat-proven defense products, it continues to receive ample orders from the Pentagon. Although its commercial business has taken a hit, due to the COVID-19 impact, in the military section the stock continues to see growth trends. It has outperformed its industry in the year to date period. However, due to continued air travel restrictions owing to COVID-19 impact, operating results of its Aerospace businesses continue to get hurt. Particularly, its Pratt & Whitney and Collins Aerospace segments are suffering. With the pandemic still ongoing, near-term outlook for commercial air traffic remains bleak that poses further risk for this stock.

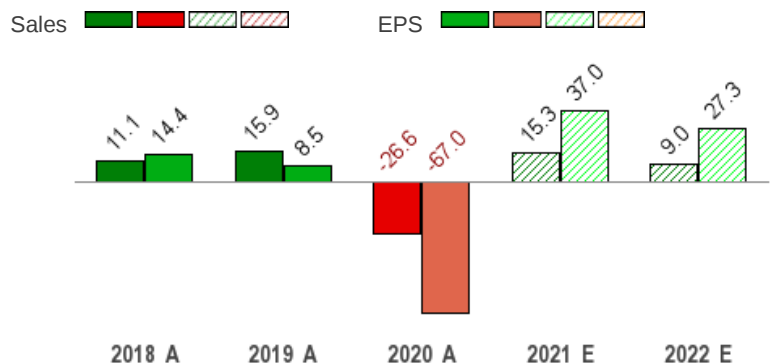
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$89.98 - \$51.92
20-Day Average Volume (Shares)	5,424,638
Market Cap	\$128.9 B
Year-To-Date Price Change	19.0%
Beta	1.46
Dividend / Dividend Yield	\$2.04 / 2.4%
Industry	Aerospace - Defense Equipment
Zacks Industry Rank	Bottom 49% (127 out of 251)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	2.3%
Last Sales Surprise	-0.8%
EPS F1 Estimate 4-Week Change	0.7%
Expected Report Date	07/27/2021
Earnings ESP	0.0%

P/E TTM	32.5
P/E F1	22.8
PEG F1	1.9
P/S TTM	2.1

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					71,117 E
2021	15,251 A	15,776 E	16,444 E	17,599 E	65,233 E
2020	18,210 A	14,061 A	14,747 A	16,419 A	56,587 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022					\$4.76 E
2021	\$0.90 A	\$0.92 E	\$0.92 E	\$1.00 E	\$3.74 E
2020	\$1.78 A	\$0.40 A	\$0.58 A	\$0.74 A	\$2.73 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, except sales and EPS estimates, is as of 06/28/2021. The report's text, and the analyst-provided sales

estimates, EPS estimates and price target are as of 06/29/2021.

Overview

On Apr 3, 2020, Raytheon Technologies was formed following the completion of merger between United Technologies and Raytheon Company. Based in Waltham, MA, Raytheon Technologies has emerged as an aerospace and defense company, with pro-forma combined annual revenues of \$74 billion as of the end of 2019, providing advanced systems and services for commercial, military and government customers worldwide. The company currently operates through the following four business segments:

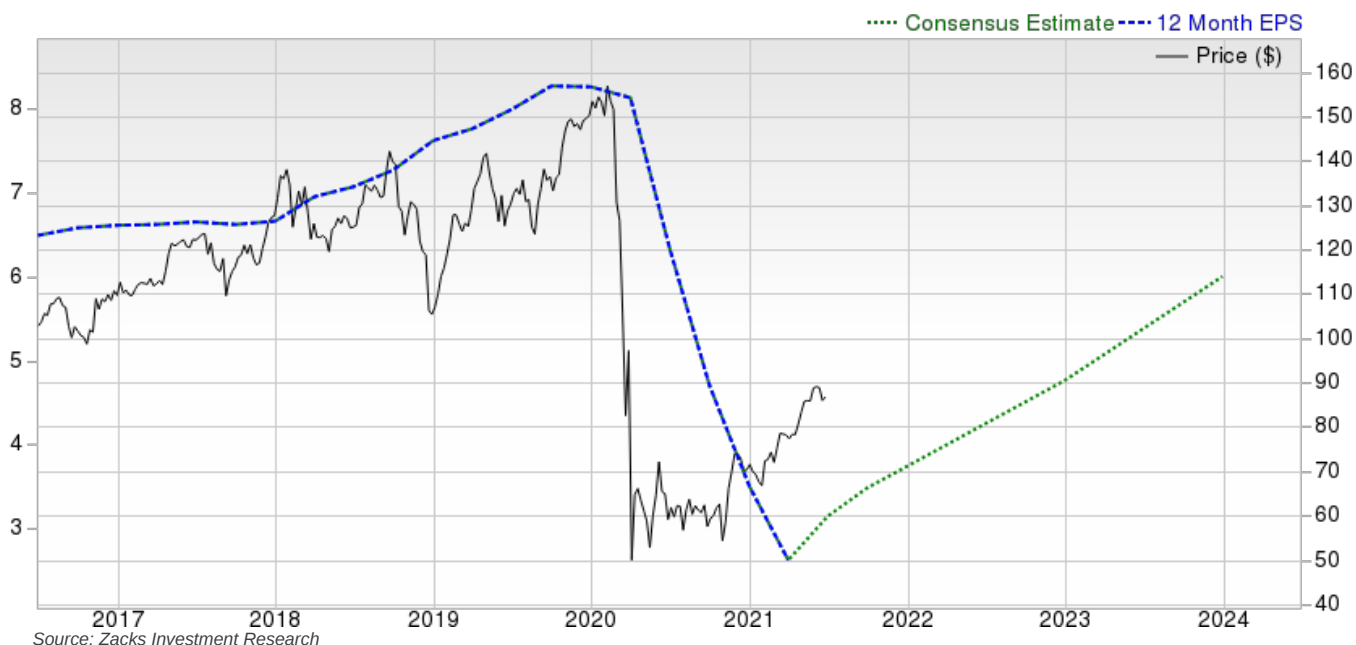
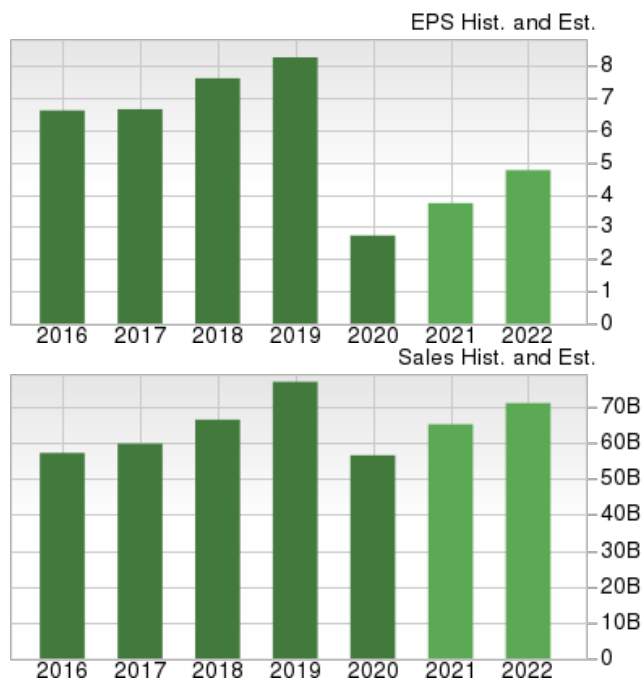
Collins Aerospace segment specializes in six strategic business units, namely, aerostructures, avionics, interiors, mechanical systems, mission systems, and power & control systems. It generated revenues worth \$19.29 billion in 2020, representing 32.9% of total revenues.

Pratt & Whitney segment designs, manufactures and services the world's most advanced aircraft engines and auxiliary power systems for commercial, military and business aircraft. It generated revenues worth \$16.80 billion 2020, representing 28.7% of total revenues.

Raytheon Intelligence & Space (RIS) segment develops advanced sensors and also offers training, and cyber and software solutions. It generated revenues worth \$11.07 billion in 2020, representing 18.9% of total revenues.

Raytheon Missiles and Defense (RMB) segment manufactures a broad portfolio of advanced technologies, including air and missile defense systems, precision weapons, radars, and command and control systems. It generated revenues worth \$11.40 billion in 2020, representing 19.5% of total revenues.

Total revenues include \$1.97 billion of intersegmental eliminations.



Reasons To Buy:

- ▲ In late 2018, legacy United Technologies acquired Rockwell Collins. During 2020, the Collins Aerospace unit successfully captured positive synergies worth approximately \$240 million, thereby surpassing the year-end target of \$200 million. During the first quarter, the company achieved an incremental \$40 million in acquisition cost synergies in relation to Collins Aerospace, bringing its total acquisition-related savings to \$510 million since the deal closed in November 2018. This segment remains on track to achieve a total synergy of \$600 million for Raytheon Technologies.

Merger related synergies and solid order growth to aid Raytheon Technologies

Following the latest merger that took place in April 2020, Raytheon Technologies is expected to benefit significantly from the technological upgrades in which both legacy Raytheon and United Technologies have been investing for long. Notably, during the first quarter, Raytheon Technologies achieved nearly \$200 million of incremental merger synergies, bringing the total synergies of up to \$440 million since the merger. Considering its strong synergy capture, so far, and the growing opportunities that its management foresees in the pipeline, the company increased its gross cost synergy target by \$300 million from \$1 billion to \$1.3 billion.

- ▲ Thanks to its wide range of combat-proven defense products, Raytheon Technologies continues to receive ample orders from the Pentagon and its foreign allies. During the first quarter, the company won a handful of notable contracts like a \$518.4 million contract for the production of the 34th lot of Advanced Medium Range Air-to-Air Missile (AMRAA), a \$291 million contract for supply of propulsion system for Lockheed's F-35 jet program and a few more. Consequently, it witnessed solid defense bookings of \$8.5 billion in the first quarter, which translated into a solid backlog of \$65.2 billion. Based on such solid bookings as well as backlog count, Raytheon's management continues to expect both domestic and international program growth to remain robust for its defense business in the coming days.

These impressive results make us optimistic of the revenue growth prospects of the company for its defense business, which, in turn, will boost its bottom line, over the long run. Looking ahead, long-term earnings growth rate of the company is currently projected at 13% compared with its industry's rate of 8.9%. Solid prospects for the company's defense business must have caused investors to gain confidence in this stock as well. In the year to date period, shares of Raytheon have gained 19.1%, outperforming the industry's 11.9% increase.

- ▲ Raytheon Technologies' cash and cash equivalents were \$8.6 billion as of Mar 31, 2021. Although its long-term debt of \$29.94 billion as of Mar 31, 2021 remained well above the cash balance, the current debt value of \$1.37 billion was much less than the cash reserve. This reflects a solid solvency position for the stock, amid the ongoing economic downturn caused by the COVID-19 pandemic, at least over the short term. Moreover, the company's current ratio came in at 1.17 at the end of the first quarter, which being more than 1 makes us optimistic about the company's ability to duly meet its debt obligations. Such a favorable financial ratio also indicates its stable financial position.

Reasons To Sell:

- ▼ Raytheon Technologies has been suffering the adverse impacts of the coronavirus outbreak since the first quarter of 2020, in terms of facility closures, less than full staffing, and disruptions in supplier deliveries, most significantly in its Aerospace businesses. In particular, the unprecedented decrease in air travel resulting from the pandemic is affecting the company's airline and airframer customers, and their demand for the products and services of its Collins Aerospace and Pratt & Whitney businesses.

Impact of coronavirus pandemic on commercial aerospace and dismal outlook in the near term remain concerns for this stock

Consequently, during the first quarter, the company witnessed a 32% plunge in adjusted sales for its Collins Aerospace unit, while for the Pratt & Whitney business, it observed a sales decline of 24%, with the adverse impact of COVID-19 on commercial aerospace industry being the leading growth dampener. With the pandemic still looming large, continued disruption in air travel is going to keep the aforementioned businesses of Raytheon Technologies under pressure. This in turn will result in the company, particularly the Collins Aerospace unit, delivering poor performance in the near term.

- ▼ As stated in its latest report, published in April 2021, the International Air Transport Association's (IATA) lowered its global revenue passenger kilometer (RPK) forecast to 26% in 2021 from 2020. Such deterioration in outlook can be attributed to weaker start for passenger business in 2021 due to a surge in virus cases and travel restrictions, and vaccination delays. Considering such dismal outlook, Raytheon Technologies' airline customers might not be very interested to significantly expand their fleet and may also defer new aircraft deliveries. Meanwhile, ever since the pandemic has hit global air traffic, airlines have shifted to cash conservation behaviors such as deferring engine maintenance due to lower flight hours and aircraft utilization, requesting extended payment terms, deferring delivery of new aircraft and spare engines and requesting discounts on engine maintenance. With the pandemic still continuing, the cash crunch remains prevalent in the commercial aerospace, which, considering the latest reduced outlook, will continue and thus pose risk for Raytheon's growth in the near future.
- ▼ Further, the company has been witnessing purchase order declines in line with publicly communicated aircraft production volumes as original equipment manufacturer (OEM) customers delay and cancel orders. Although Raytheon Technologies is optimistic about the long-term outlook for the aerospace industry, over the next few years, there is significant uncertainty with respect to when and if commercial air traffic levels will begin to recover substantially. To this end, the company expects commercial air traffic to return to pre-COVID levels not before 2023 or 2024. Such estimates cast a shadow of uncertainty over Raytheon Technologies' near future operating results, particularly that of its Aerospace businesses.

Last Earnings Report

Raytheon Technologies' Q1 Earnings Beat, Sales Miss

Raytheon Technologies first-quarter 2021 adjusted earnings per share (EPS) of 90 cents outpaced the Zacks Consensus Estimate of 88 cents by 2.3%. However, the bottom-line figure declined 32.3% from the year-ago quarter's adjusted earnings of \$1.33.

Including one-time items, the company reported GAAP earnings of 51 cents compared with 50 cents per share in the year-ago quarter.

The year-over-year improvement in the bottom line is attributable to higher year-over-year revenues generated in the reported quarter.

Operational Performance

Raytheon Technologies' first-quarter sales of \$15,251 million missed the Zacks Consensus Estimate of \$15,379 million by 0.8%. The sales figure however increased 34.3% from \$11,360 million recorded in the year-ago quarter.

Total costs and expenses increased 42.3% year over year to \$14,346 million. The company generated operating profit of \$1,013 million compared with \$1.295 million in the year-ago quarter.

Segmental Performance

Collins Aerospace: Adjusted sales at this segment plunged 32% year over year to \$4,370 million in first-quarter 2021 due to lower commercial OEM sales, military sales as well as commercial aftermarket sales.

Its adjusted operating income came in at \$314 million compared with the year-ago quarter's level of \$1,246 million.

Pratt & Whitney: Adjusted sales at this segment declined 24% year over year to \$4,030 million due to a significant reduction in shop visits and related spare part sales as well as lower commercial engine deliveries.

Its adjusted operating profit was \$20 million compared with the year-ago quarter's operating income of \$475 million.

Raytheon Intelligence & Space: This segment recorded first-quarter sales of \$3,765 million and generated \$388 million of adjusted operating profit.

Raytheon Missiles & Defense: This unit recorded sales of \$3,793 million and \$496 million of adjusted operating profit in the quarter.

Financial Update

Raytheon Technologies had cash and cash equivalents of \$8,579 million as of Mar 31, 2021, compared with \$8,802 million as of Dec 31, 2020.

Long-term debt was \$29,935 million, as of Mar 31, 2021, down from \$31,026 million as of Dec 31, 2020.

Net cash inflow from operating activities amounted to \$723 million at the end of first-quarter 2021 compared with \$1,132 million at the end of first-quarter 2020.

Its free cash flow was \$336 million compared with \$807 million at the end of first-quarter 2020.

Guidance

Raytheon Technologies has raised the lower end of its revenue and earnings view for 2021.

The company currently projects to generate EPS in the range of \$3.50-\$3.70, compared with the earlier guidance of \$3.40-\$3.70. The Zacks Consensus Estimate for EPS, pegged at \$3.64, lies above the mid-point of the newly guided range.

The company currently expects to record revenues in the band of \$63.9-\$65.4 billion, compared with the prior guidance of \$63.4-\$65.4 billion. The Zacks Consensus Estimate for revenues, pegged at \$65.13 billion, is higher than the mid-point of the guided range.

The company continues to expect to generate free cash flow worth \$4.5 billion during 2021.

Quarter Ending	03/2021
Report Date	Apr 27, 2021
Sales Surprise	-0.83%
EPS Surprise	2.27%
Quarterly EPS	0.90
Annual EPS (TTM)	2.62

Recent News

On **Jun 29, 2021**, Raytheon Technologies business subsidiary, Collins Aerospace, announced it has completed critical design review and started fabrication of a 500 kilowatt electric motor for the Airlander 10 aircraft under a partnership with Hybrid Air Vehicles and the University of Nottingham.

On **Jun 24, 2021**, Raytheon Technologies business segment, Missiles & Defense, clinched a contract to deliver upgrades and conversions, system overhauls as well as associated hardware for the MK 15 Close-In Weapon System (CIWS). The contract was awarded by the Naval Sea Systems Command, Washington, DC.

Valued at \$136.5 million, the contract is expected to be completed by April 2024. The majority of work related to the deal will be performed in Louisville, KY; El Segundo, CA; Pittsburgh, PA; Williston, VT and Tucson, AZ. The deal will cater to the U.S. Navy and government of South Korea. It includes options, which, if exercised, would bring the cumulative value of this contract to \$344 million and in that case, work will continue through September 2026.

On **Jun 9, 2021**, Raytheon Technologies Corp. clinched a contract involving the F-15 Radar Eagle Vision. The award has been offered by the F-15 Division Contracts Branch, Wright-Patterson Air Force Base, OH.

Valued at \$3.12 billion, the contract is expected to be completed by Jun 8, 2036. Per the terms, Raytheon will manufacture, modernize and support the F-15 APG-82 radar system to rapidly deliver and stay aligned with the F-15 weapon system program. Work related to the deal will be executed in El Segundo, CA.

On **Apr 26, 2021**, Raytheon Technologies announced that its Pratt & Whitney division along with JetBlue Airways celebrated the entry into service of the airline's first A220 aircraft which is powered by Pratt & Whitney GTF engines. The event was commemorated with a gate ceremony at Boston Logan International Airport, attended by representatives from JetBlue, Airbus and Pratt & Whitney, after which the plane departed for Tampa International Airport.

The A220, powered exclusively by GTF engines, offers significantly lower operating costs compared to previous generation aircraft. The engines deliver double-digit improvements in fuel and carbon emissions. They also provide a 75% reduction in noise footprint, based on a 75 dB noise contour, and produce NOx emissions 50% below the International Civil Aviation Organization (ICAO) CAEP/6 regulation.

On **April 7, 2021**, Raytheon Technologies announced that its Pratt & Whitney division has submitted proposal to power the USAF F-15EX with the trusted F100-PW-229 engine for Lots 2-9 of the procurement schedule. The F100 engine has powered every operational F-15 in the USAF fleet since its first flight in 1972, and the company look forward to powering this legendary fighter for decades to come. The F100-PW-229's power, performance, and reliability will enable the F-15EX to conduct the Air Force's most critical missions here and abroad.

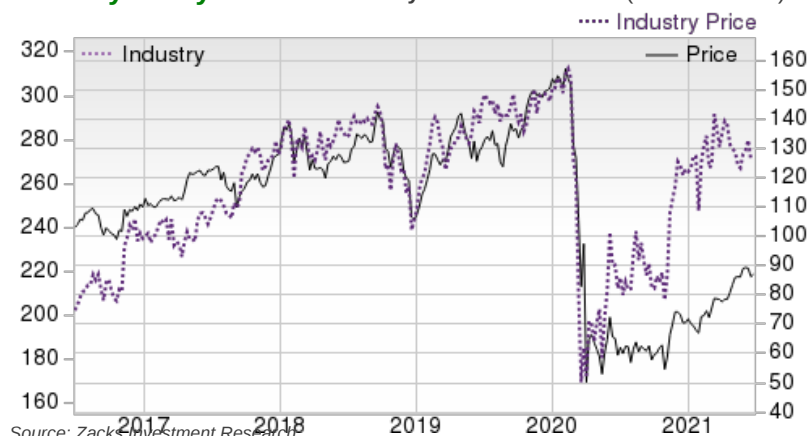
Valuation

Raytheon's shares are up 38.1% in the past one year. Stocks in the Zacks sub-industry are up 39%, while the Zacks Aerospace sector are up 27.1% in a year's time. The S&P 500 index is up 40.4% in the said period.

The stock is currently trading at 20.5X of forward 12-month earnings, which compares to 26X for the Zacks sub-industry, 22.5X for the Zacks sector and 21.9X for the S&P 500 index.

In the past one year, the stock has traded as high as 21.6X and as low as 14.2X, with a median of 19.4X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$91 price target reflects 21.8X forward 12-month earnings.

Industry Analysis Zacks Industry Rank: Bottom 49% (127 out of 251)



Top Peers

Company (Ticker)	Rec	Rank
Teledyne Technologies Incorporated (TDY)	Outperform	1
Bae Systems PLC (BAESY)	Neutral	3
Lockheed Martin Corporation (LMT)	Neutral	3
Moog Inc. (MOG.A)	Neutral	2
RollsRoyce Holdings PLC (RYCEY)	Neutral	4
Spirit Aerosystems Holdings, Inc. (SPR)	Neutral	3
Transdigm Group Incorporated (TDG)	Neutral	3
Elbit Systems Ltd. (ESLT)	Underperform	4

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

Industry Comparison Industry: Aerospace - Defense Equipment				Industry Peers		
	RTX	X Industry	S&P 500	BAESY	RYCEY	SPR
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	4	3
VGM Score	B	-	-	A	B	F
Market Cap	128.95 B	2.73 B	30.38 B	23.76 B	2.82 B	5.00 B
# of Analysts	5	3	12	2	3	6
Dividend Yield	2.40%	0.00%	1.34%	5.35%	0.00%	0.08%
Value Score	B	-	-	A	C	F
Cash/Price	0.07	0.11	0.06	0.16	1.55	0.26
EV/EBITDA	23.66	22.87	17.31	NA	-10.72	-12.09
PEG F1	1.90	4.24	2.10	2.25	NA	NA
P/B	1.76	2.39	4.06	3.75	NA	7.21
P/CF	11.70	17.37	17.45	9.21	NA	NA
P/E F1	22.75	28.02	21.17	11.24	NA	NA
P/S TTM	2.13	1.88	3.39	NA	NA	1.55
Earnings Yield	4.39%	3.31%	4.62%	8.90%	-5.48%	-5.48%
Debt/Equity	0.41	0.27	0.66	1.01	-1.24	5.09
Cash Flow (\$/share)	7.27	2.10	6.86	3.20	-1.60	-2.80
Growth Score	C	-	-	A	A	F
Historical EPS Growth (3-5 Years)	-7.78%	6.38%	9.59%	NA	NA	5.76%
Projected EPS Growth (F1/F0)	36.85%	8.74%	21.79%	22.43%	91.09%	54.55%
Current Cash Flow Growth	12.25%	-5.56%	1.02%	3.93%	-249.34%	-135.42%
Historical Cash Flow Growth (3-5 Years)	8.27%	4.88%	7.34%	-0.45%	NA	NA
Current Ratio	1.17	2.68	1.39	1.00	1.07	2.68
Debt/Capital	29.02%	27.68%	41.51%	50.18%	NA	83.57%
Net Margin	-4.44%	1.29%	12.06%	NA	NA	-27.23%
Return on Equity	5.54%	5.54%	16.59%	NA	NA	-64.00%
Sales/Assets	0.37	0.64	0.51	NA	NA	0.43
Projected Sales Growth (F1/F0)	2.77%	0.00%	9.56%	34.87%	7.12%	17.47%
Momentum Score	B	-	-	C	C	A
Daily Price Change	-1.86%	-1.08%	0.23%	-1.98%	-4.58%	-4.80%
1-Week Price Change	0.93%	1.14%	1.56%	0.12%	-0.65%	2.49%
4-Week Price Change	-4.06%	-0.64%	2.06%	-1.54%	-1.35%	-3.66%
12-Week Price Change	9.24%	-1.41%	5.22%	1.38%	-9.03%	-3.93%
52-Week Price Change	37.45%	39.04%	40.53%	20.66%	-59.56%	81.09%
20-Day Average Volume (Shares)	5,424,638	144,416	1,986,546	149,882	6,310,643	1,735,262
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.32%
EPS F1 Estimate 4-Week Change	0.70%	0.00%	0.00%	0.00%	0.00%	-0.39%

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

EPS F1 Estimate 12-Week Change	3.37%	:	0.00%	3.61%	:	-0.95%	-53.33%	1.45%
EPS Q1 Estimate Monthly Change	0.00%	:	0.00%	0.00%	:	NA	NA	2.57%

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.

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.

Value Score	B
Growth Score	C
Momentum Score	B
VGM Score	B

Disclosures

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

proportionate to its market value.

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-

term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

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

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

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

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

P/TB Ratio: The price-to-tangible-book value ratio is calculated as 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.