Boston Beer Co. Inc. (SAM)

$970.81 (As of 06/17/21)

Price Target (6-12 Months): **$1,116.00**

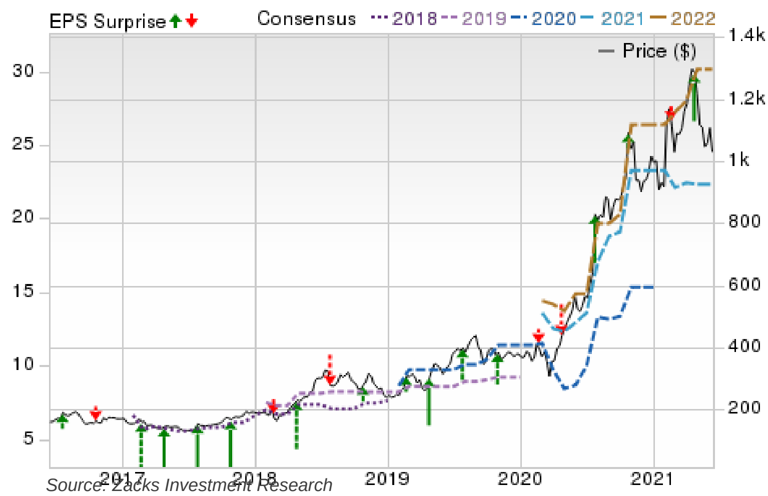
Long Term: 6-12 Months | **Zacks Recommendation:** **Outperform**
(Since: 06/14/21)
Prior Recommendation: Neutral

Short Term: 1-3 Months | **Zacks Rank:** (1-5) **1-Strong Buy**
Zacks Style Scores: VGM:F
Value: F | Growth: C | Momentum: D

Summary

Boston Beer outpaced the industry in the past year. It reported better-than-expected top and bottom-line results in first-quarter 2021 on strong shipments and depletions growth. This marked the 12th straight quarter of double-digit depletions growth, on strength in Truly Hard Seltzer and Twisted Tea brands. The company raised its volumes and earnings view for 2021, based on positive first-quarter and robust current trends. The upbeat view for 2021 is also driven by expectations of continued momentum in Truly and Twisted Tea brands as well as innovations. Moreover, the company expects the on-premise business to significantly improve in 2021 as restrictions are slowly lifted. However, significant reduction in keg demand from the on-premise channel, higher production costs, and increased labor costs at its breweries remain headwinds.

Price, Consensus & Surprise

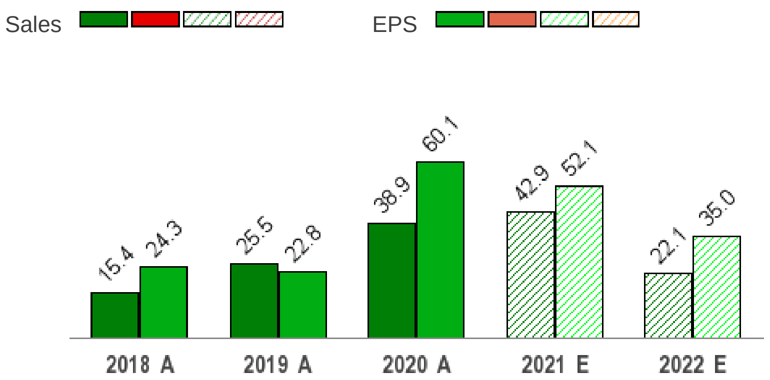


Source: Zacks Investment Research

Data Overview

52-Week High-Low	$1,349.98 - $519.18
20-Day Average Volume (Shares)	240,805
Market Cap	$11.9 B
Year-To-Date Price Change	-2.4%
Beta	0.79
Dividend / Dividend Yield	$0.00 / 0.0%
Industry	Beverages - Alcohol
Zacks Industry Rank	Top 45% (113 out of 252)
Last EPS Surprise	91.6%
Last Sales Surprise	16.3%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	07/22/2021
Earnings ESP	0.0%
P/E TTM	54.1
P/E F1	43.5
PEG F1	4.4
P/S TTM	6.0

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	632 E	861 E	871 E	789 E	3,027 E
2021	545 A	649 E	651 E	573 E	2,480 E
2020	331 A	452 A	493 A	461 A	1,736 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	$5.96 E	$10.21 E	$11.40 E	$7.39 E	$30.14 E
2021	$4.58 A	$6.49 E	$7.82 E	$4.19 E	$22.33 E
2020	$1.32 A	$4.69 A	$6.10 A	$2.56 A	$14.68 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 06/17/2021. The report's text and the analyst-provided price target are as of 06/18/2021.

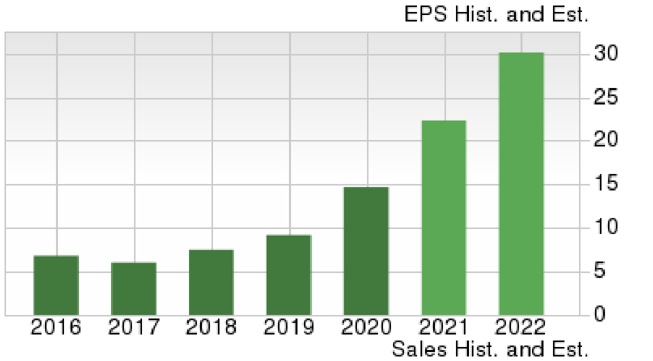
Overview

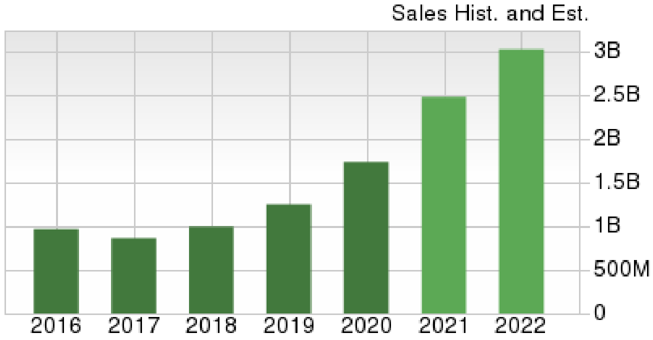
Founded by Jim Koch, Harry M. Rubin, and Lorenzo Lamadrid in Boston, MA in 1984, Boston Beer Co. Inc. is one of the largest craft brewers in the United States. Boston Beer produces beer, malt beverages, and cider products at company-owned breweries and under contract. The company sells alcoholic beverages in the United States, Canada, Europe, Israel, Australia, New Zealand, the Caribbean, the Pacific Rim, Mexico, and Central and South America through a formidable network of wholesale distributors.

Boston Beer has four company-owned breweries, namely Boston Brewery located at Boston, MA; Cincinnati Brewery at Cincinnati, OH; Pennsylvania Brewery at Breinigsville, PA; and Angel City Brewery at Los Angeles, CA.

The company produces and sells three types of alcoholic beverages:

Beer: The company's beer products are primarily positioned in the "Better Beer" category of the beer industry, which includes craft beers, domestic specialty beers and imported beers. The category is decided on the basis of premium price, quality, image and taste. The company is known for its Samuel Adams Boston Lager or Sam Adams Boston Lager beer brands under which it sells about 60 different types of beers. Alongside, the company sells 20 beers of various other brands.





Malt Beverages: Apart from producing beer, the company also produces a malt beverage known as Twisted Tea which contains Iced Tea and alcohol.

Cider: The company sells alcoholic ciders under the Angry Orchard brand.

Source: Zacks Investment Research

Reasons To Buy:

Boston Beer notes that the recently launched Truly Iced Tea Hard Seltzer has led to accelerated growth for the Truly brand, which has witnessed more than double the growth from the past year.

- **Q1 Performance:** Shares of Boston Beer have gained 81.8% in the past year compared with the industry's growth of 37.9%. The stock has been witnessing momentum owing to the company's robust performance, aided by strong shipments and depletion growth. The company reported better-than-expected earnings and sales results for first-quarter 2021. Additionally, the top and bottom lines improved on a year-over-year basis Better-than-expected earnings mainly resulted from top-line growth, offset by higher operating expenses. The increase in the top line can primarily be attributed improved shipments and depletions, as well as strength in Truly Hard Seltzer and Twisted Tea brands.

- **Strong Shipments & Depletions:** Boston Beer's shipments advanced 60.1% year over year to 2.28 million barrels in first-quarter 2021. Notably, shipments improved at a significantly higher rate than depletions in the first quarter, driven by actions to maintain adequate distributor inventory levels to support demand. Depletions grew 48%, marking the 12th successive quarter of double-digit growth in depletions. Depletion growth was backed by strength in Truly Hard Seltzer and Twisted Tea brands. Depletions for the year-to-date period through the fifteen weeks ended Apr 10, 2021, have grown nearly 49% from that witnessed in the year-ago period.

- **Upbeat Outlook:** Boston Beer raised its volumes and earnings view for 2021, based on positive first-quarter and robust current trends. Its upbeat view for 2021 is also driven by expectations of continued momentum in Truly and Twisted Tea brands as well as innovations. Moreover, the company expects the on-premise business to significantly improve in 2021 as restrictions are slowly lifted. For 2021, Boston Beer envisions adjusted earnings per share of $22-$26, excluding the impacts of ASU 2016-09, compared with $20-$24 mentioned earlier. Depletions and shipments are likely to increase 40-50% versus 35-45% mentioned earlier. The company expects national price increases of 1-3% compared with the previously mentioned 1-2% growth. Gross margin is still expected to be 45-47%. Non-GAAP effective tax rate is anticipated to be 26.5%, excluding the impacts of ASU 2016-09.

- **Boasts a Portfolio of Strong Brands:** Boston Beer is the largest premium craft brewer in the United States and commands a strong portfolio of globally recognized brands. Apart from selling alcoholic beverages in the United States, the company distributes its beverages in Canada, Europe, Israel, the Caribbean, the Pacific Rim, Mexico, and Central and South America through a strong network of wholesale distributors. We expect the company's continued focus on pricing, product innovation, growth of non-beer categories alongside brand development to boost its operational performance and position in the market. The company's innovation in the non-beer categories, including hard teas, ciders and seltzer has been a hit among liquor drinkers, which should continue to drive growth. Its diversified brand portfolio has fueled double-digit depletions growth for the 12th straight quarter in first-quarter 2021.

- **Truly & Twisted Tea Brands Hold Potential:** Boston Beer has been lately witnessing robust trends for the Truly and Twisted Tea brands, which is driving depletions. In the first quarter, the company witnessed accelerated depletions growth for the Truly Hard Seltzer and Twisted Tea brands. The company notes that the recently launched Truly Iced Tea Hard Seltzer has led to accelerated growth for the Truly brand, which has witnessed more than double the growth from the past year. The Truly brand has witnessed significant market share growth in the measured off-premise channel in the first quarter, outpacing the hard seltzer category by more than 2 times or 50 percentage points. This has resulted in share gains of 6.5 percentage points for the Truly brand, with market share reaching more than 28%. Also, the Twisted Tea brand generated double-digit volume growth along with significant market share gains. During the second quarter, the company expects to launch the Truly Punch Hard Seltzer. This combined with Truly Iced Tea Hard Seltzer demonstrate the company's innovation leadership in the Hard Seltzer category.

- **Strategic Initiatives:** Boston Beer remains committed to the three-point growth plan focused on the revival of its Samuel Adams and Angry Orchard brands, cost-saving initiatives and long-term innovation. Firstly, it plans to revive the Samuel Adams brand through packaging, innovation, promotion and brand communication initiatives. Further, it remains keen on retaining Angry Orchard and Twisted Tea's momentum while ensuring Truly Spiked & Sparkling's leadership position in the hard sparkling-water category. Secondly, the company is focused on accelerated cost savings and efficiency projects with savings directed for further brand development. Its third priority is long-term innovation and maximizing the shareholder value. Boston Beer remains optimistic about the future of craft beer and cider categories.

- **Financial Stability:** Boston Beer's balance sheet is reasonably healthy, indicating that its cash position should be able to fund strategic investments. As of Mar 27, 2021, the company's cash and cash equivalents declined 11.4% sequentially to $144.7 million. The company currently has $150 million in its line of credit, which along with its cash position will be sufficient to meet future cash requirements. Notably, the company had no debt obligations at the end of the first quarter. For 2021, capital spending is now anticipated to be $250-$300 million, reflecting a decline from $300-$400 million stated earlier.

Risks

- **Stock Appears Overvalued:** Considering price-to-earnings (P/E) ratio, Boston Beer looks overvalued compared with the broader industry and the market at large. The stock has a trailing 12-month P/E multiple of 56.99x, higher than the industry's P/E of 34.71x and that of the S&P 500's figure of 28.1x. The company's P/E ratio is below the median level of 70.27x and the high level of 84.29x scaled in the past year. Given the factors, we believe that the stock is quite stretched from the P/E aspect.

- **Impacts of Coronavirus Pandemic:** As a result of the pandemic, Boston Beer has been witnessing a significant reduction in keg demand from the on-premise channel, and higher labor and safety-related costs at its breweries. In first-quarter 2021, it recorded $10 million of pandemic-related pre-tax reductions in net revenues and increases in other costs. This included a $5.8-million reduction in net revenues, led by estimated keg returns from distributors and retailers, and $4.2 million of other COVID-related direct costs, comprising cost of goods sold and operating expenses. Notably, the company's earnings in the first quarter included 60 cents per share ($10 million) of pre-tax COVID-related reductions in net revenues and increases in costs. Moreover, elevated processing costs, stemming from higher production at third-party breweries partly impacted the gross margin in the first quarter.

- **Higher Operating Costs:** Higher advertising, promotional and selling expenses remain a threat to the company's overall profitability. In first-quarter 2021, advertising, promotional and selling expenses rose 43.9% driven by higher investments in media and production; elevated salaries and benefits costs; and increased freight to distributors, owing to higher volumes and rates. Moreover, increase in salaries and benefits costs impacted general and administrative expenses, which increased 18.1% year over year to $31.9 million. For 2021, advertising, promotional and selling expenses are now forecast to be $130-$150 million, marking an increase from $120-$140 million mentioned earlier. The advertising, promotional and selling guidance does not assume any changes in freight costs for the shipment of products to its distributors.

- **Softness in Samuel Adams & Angry Orchard Brands:** Soft volume for Boston Beer's Samuel Adams (craft beer) and Angry Orchard brands have been key headwind, which is weighing on the overall volumes, depletions growth as well as the top line. These brands are struggling due to softening of the craft beer growth rates and increased choices for drinkers on retail shelves. In first-quarter 2021, depletion growth was somewhat offset by sluggishness in Samuel Adams, Angry Orchard and Dogfish Head brands, which were most impacted by the pandemic-led on-premise closures. However, the company is optimistic about the several new beers introduced in early 2021, including Samuel Adams Wicked Hazy, Samuel Adams Wicked Easy and Samuel Adams Just the Haze – its first non-alcoholic beer, as well as the positive reaction to the Samuel Adams 'Your Cousin from Boston' advertising campaign. Nevertheless, it is too early to say if these launches will bring about a meaningful recovery in the brand.

- **Competitive Pressure:** Boston Beer faces intense competition from well-established players in the industry such as Molson Coors Brewing Co. and Anheuser-Busch InBev SA/NV on taste, product quality, brand image, price and consumer preference fronts. The company has been a major player in the industry with its Samuel Adams brand over the past few years. Looking ahead, the company expects competition to intensify due to the increasing popularity of craft beer, hard seltzers and the entry of new players.

Last Earnings Report

Boston Beer Q1 Earnings & Sales Beat, Upbeat View

Quarter Ending	03/2021
Report Date	Apr 22, 2021
Sales Surprise	16.30%
EPS Surprise	91.63%
Quarterly EPS	4.58
Annual EPS (TTM)	17.93

Boston Beer reported better-than-expected earnings and sales results for first-quarter 2021. Additionally, the top and bottom lines improved on a year-over-year basis, backed by strong shipment and depletion trends. Moreover, the company raised its earnings view for 2021, based on positive first-quarter and robust current trends.

However, it has been witnessing a significant reduction in keg demand from the on-premise channel, and higher labor and safety-related costs at its breweries due to the ongoing pandemic. In first-quarter 2021, it recorded $10 million of pandemic-related pre-tax reductions in net revenues and increases in other costs. This included a $5.8-million reduction in net revenues, led by estimated keg returns from distributors and retailers, and $4.2 million of other COVID-related direct costs, comprising cost of goods sold and operating expenses.

Boston Beer's first-quarter adjusted earnings of $4.57 per share beat the Zacks Consensus Estimate of $2.39. On a GAAP basis, the bottom line was $5.26 per share, reflecting an increase of 253% from $1.49 in the year-ago period. Better-than-expected earnings mainly resulted from top-line growth, offset by higher operating expenses. Notably, the company's earnings in the first quarter included 60 cents per share ($10 million) of pre-tax COVID-related reductions in net revenues and increases in costs.

Net revenues advanced 64.9% year over year to $545.1 million and surpassed the Zacks Consensus Estimate of $468.7 million. Excluding excise taxes, the top line rose 65.2% year over year from $581.7 million. The increase in the top line can primarily be attributed to a 60.1% improvement in shipments to 2.28 million barrels. Notably, shipments improved at a significantly higher rate than depletions in the first quarter, driven by actions to maintain adequate distributor inventory levels to support demand.

Depletions grew 48%, marking the 12th successive quarter of double-digit growth in depletions. Depletion growth was backed by strength in Truly Hard Seltzer and Twisted Tea brands. This was somewhat offset by sluggishness in Samuel Adams, Angry Orchard and Dogfish Head brands, which were most impacted by the pandemic-led on-premise closures.

Meanwhile, the company notes that the recently launched Truly Iced Tea Hard Seltzer has led to accelerated growth for the Truly brand, which has witnessed more than double the growth from the past year. The Truly brand has witnessed significant market share growth in the measured off-premise channel in the first quarter, outpacing the hard seltzer category by more than 2 times or 50 percentage points. This has resulted in share gains of 6.5 percentage points for the Truly brand, with market share reaching more than 28%. Also, the Twisted Tea brand generated double-digit volume growth along with significant market share gains.

Depletions for the year-to-date period through the fifteen weeks ended Apr 10, 2021, have grown nearly 49% from that witnessed in the year-ago period.

Costs & Margins

Gross profit improved 68.6% year over year to $249.6 million. Gross margin expanded 100 basis points to 45.8%, helped by price increases, the absence of COVID-related direct costs incurred in 2020 and cost-saving initiatives at company-owned breweries. This was partly negated by elevated processing costs, stemming from higher production at third-party breweries.

Advertising, promotional and selling expenses rose 43.9% in the quarter to $140.9 million. The increase was driven by higher investments in media and production; elevated salaries and benefits costs; and increased freight to distributors, owing to higher volumes and rates.

General and administrative expenses increased 18.1% year over year to $31.9 million mainly due to higher salaries and benefits costs.

Financials

As of Mar 27, 2021, Boston Beer had cash and cash equivalents of $144.7 million, and total stockholders' equity of $1,028.7 million. The company currently has $150 million in its line of credit, which along with its cash position will be sufficient to meet future cash requirements. For 2021, capital spending is now anticipated to be $250-$300 million, reflecting a decline from $300-$400 million stated earlier.

Outlook

Backed by the first-quarter performance and current trends, the company raised its volumes and earnings view for 2021. Its upbeat view for 2021 is also driven by expectations of continued momentum in Truly and Twisted Tea brands as well as innovations. For 2021, Boston Beer envisions adjusted earnings per share of $22-$26, excluding the impacts of ASU 2016-09, compared with $20-$24 mentioned earlier. Depletions and shipments are likely to increase 40-50% versus 35-45% mentioned earlier. The company expects national price increases of 1-3% compared with the previously mentioned 1-2% growth.

Gross margin is still expected to be 45-47%. Advertising, promotional and selling expenses are now forecast to be $130-$150 million, marking an increase from $120-$140 million mentioned earlier. The advertising, promotional and selling guidance does not assume any changes in freight costs for the shipment of products to its distributors. Non-GAAP effective tax rate is anticipated to be 26.5%, excluding the impacts of ASU 2016-

09.

Recent News

Boston Beer to Develop a Research Hub to Explore Cannabis – May 14, 2021

Boston Beer is on track to develop a research and innovation hub in Canada to explore the non-alcoholic cannabis beverages. Through the latest beverage subsidiary, management looks to evolve and tap the growing opportunities in the cannabis space. Management expects non-alcoholic cannabis beverages to represent a new frontier of innovation. Therefore, it plans to be ready for future opportunities in the United States.

The company has employed industry veteran Paul Weaver to lead this beverage research hub in the federally regulated market of Canada. Management expects the beverage subsidiary to help the company develop unique cannabis beverages as cannabis regulations continue to evolve in the United States and worldwide.

The producer of Samuel Adams and Truly Hard Seltzer brands, Boston Beer seeks to offer customers new options while accomplishing its mission of serving high-quality and tasty products. Markedly, the company has made successful innovations in craft beer, hard cider and hard iced tea categories.

Valuation

Boston Beer shares are down 2.4% in the year-to-date period and nearly 81.8% for the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Consumer Staples sector are up 10.7% and 5.9% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are up 37.9% and 21%, respectively.

The S&P 500 index is up 13.2% in the year-to-date period and 38.5% in the past year.

The stock is currently trading at 37.39X forward 12-month earnings, which compares to 28.61X for the Zacks sub-industry, 20.54X for the Zacks sector and 21.69X for the S&P 500 index.

Over the past five years, the stock has traded as high as 63.34X and as low as 21.7X, with a 5-year median of 33.21X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $1,116 price target reflects 43.01X forward 12-month earnings.

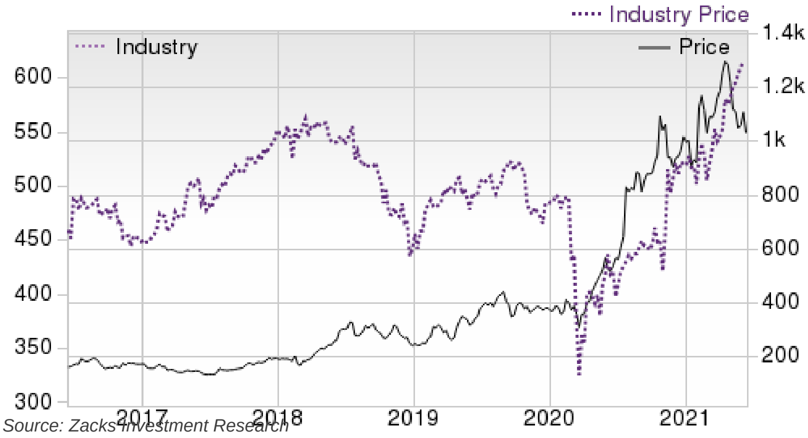
The table below shows summary valuation data for SAM

Valuation Multiples - SAM

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	37.39	28.61	20.54	21.69
	5-Year High	63.34	28.86	22.4	23.83
	5-Year Low	21.7	18.78	16.52	15.31
	5-Year Median	33.21	23.74	19.51	18.05
P/S F12M	Current	4.36	19.37	10.29	4.7
	5-Year High	6.84	20.67	11.95	4.74
	5-Year Low	1.82	12.93	8.58	3.21
	5-Year Median	3.06	17.1	10.32	3.72
EV/EBITDA TTM	Current	33.73	54.89	42.21	17.34
	5-Year High	48.83	56.54	45.75	17.74
	5-Year Low	8.1	26.68	27.43	9.63
	5-Year Median	20.93	43.97	39.28	13.47

As of 06/17/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 45% (113 out of 252)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
BrownForman Corporation **(BF.B)**	Neutral	4
AnheuserBusch InBev SANV **(BUD)**	Neutral	3
Carlsberg AS **(CABGY)**	Neutral	3
Diageo plc **(DEO)**	Neutral	3
Heineken NV **(HEINY)**	Neutral	3
Pernod Ricard SA **(PDRDY)**	Neutral	3
Constellation Brands Inc **(STZ)**	Neutral	3
Molson Coors Beverage Company **(TAP)**	Neutral	3

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

Industry Comparison Industry: Beverages - Alcohol

	SAM	X Industry	S&P 500	BUD	HEINY	TAP
				Industry Peers		
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	1	-	-	3	3	3
VGM Score	F	-	-	B	B	C
Market Cap	11.92 B	14.82 B	29.66 B	155.32 B	68.68 B	12.18 B
# of Analysts	3	3	12	4	3	7
Dividend Yield	0.00%	0.00%	1.35%	0.58%	0.57%	0.00%
Value Score	F	-	-	B	C	B
Cash/Price	0.01	0.04	0.05	0.00	0.07	0.04
EV/EBITDA	38.00	15.15	16.95	10.13	20.03	33.57
PEG F1	4.35	3.96	2.09	12.55	9.05	2.60
P/B	11.59	3.37	4.06	1.98	4.18	0.95
P/CF	47.81	19.51	17.27	17.99	14.93	6.83
P/E F1	43.48	30.75	20.99	24.73	31.32	14.52
P/S TTM	6.02	3.60	3.39	3.22	NA	1.06
Earnings Yield	2.30%	3.25%	4.65%	4.05%	3.19%	6.89%
Debt/Equity	0.00	0.33	0.66	NA	1.02	0.56
Cash Flow ($/share)	20.29	1.57	6.83	4.28	3.99	8.22
Growth Score	C	-	-	C	A	F
Historical EPS Growth (3-5 Years)	19.52%	4.85%	9.44%	-10.69%	NA	4.91%
Projected EPS Growth (F1/F0)	52.09%	25.00%	21.49%	63.09%	64.08%	-1.39%
Current Cash Flow Growth	48.52%	-4.41%	0.99%	-32.22%	-7.63%	-4.08%
Historical Cash Flow Growth (3-5 Years)	11.83%	3.36%	7.28%	-5.84%	3.53%	11.67%
Current Ratio	1.66	1.80	1.39	0.82	0.83	0.66
Debt/Capital	0.00%	30.98%	41.51%	54.93%	50.39%	35.88%
Net Margin	12.09%	8.82%	11.95%	8.82%	NA	-6.54%
Return on Equity	23.84%	12.05%	16.48%	15.44%	NA	5.91%
Sales/Assets	1.48	0.52	0.51	0.43	NA	0.41
Projected Sales Growth (F1/F0)	42.84%	6.14%	9.41%	13.82%	-7.07%	6.14%
Momentum Score	D	-	-	B	F	B
Daily Price Change	-2.50%	-0.51%	-0.04%	-2.00%	-0.52%	-2.86%
1-Week Price Change	-6.99%	0.00%	-0.41%	1.78%	-0.05%	-0.25%
4-Week Price Change	-7.42%	0.78%	1.51%	2.23%	-1.97%	-0.62%
12-Week Price Change	-9.95%	12.06%	7.99%	24.16%	15.88%	12.06%
52-Week Price Change	81.71%	38.24%	35.52%	48.76%	26.43%	43.65%
20-Day Average Volume (Shares)	240,805	30,194	1,771,802	931,573	29,203	1,771,802
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.00%	0.00%	0.03%	0.56%	0.00%	0.00%
EPS F1 Estimate 12-Week Change	-0.45%	0.00%	3.37%	-1.19%	-4.19%	-0.75%

EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-1.03%	NA	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	F
Growth Score	C
Momentum Score	D
VGM Score	F

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

Disclosures

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

Glossary of Terms and Definitions

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

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

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

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

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

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a 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.