Seattle Genetics, Inc. (SGEN)

$146.48 (As of 09/08/20)

Price Target (6-12 Months): **$154.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 07/30/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:F
	Value: D | Growth: F | Momentum: B	

Summary

Seattle Genetics' lead lymphoma drug Adcetris has been performing well since its launch. The drug's label expansion in additional indications is generating incremental revenues too. Collaboration with Japans' Takeda for global development and commercialization of Adcetris looks encouraging as well. The company's ADC pipeline candidates are also progressing well. Among these, Padcev and Tukysa got the FDA nod for a cancer indication, which should reduce heavy dependence on Adcetris in future. However, high reliance on Adcetris for growth still remains a woe. Hence, any regulatory setback for the drug could hurt sales significantly. Stiff competition is another concern for the company. Shares have outperformed the industry year to date.

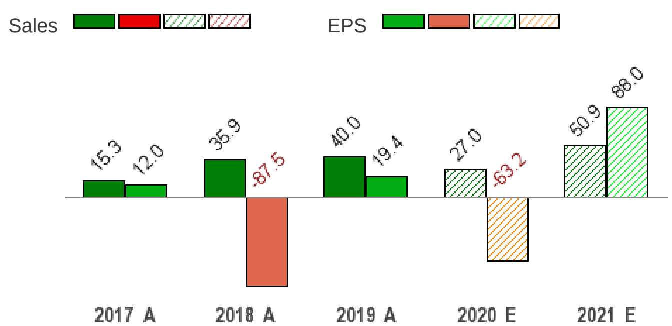
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$187.99 - $65.44**
20-Day Average Volume (Shares)	**674,354**
Market Cap	**$25.5 B**
Year-To-Date Price Change	**28.2%**
Beta	**1.26**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Medical - Biomedical and Genetics**
Zacks Industry Rank	**Bottom 25% (187 out of 251)**
Last EPS Surprise	**6.9%**
Last Sales Surprise	**8.3%**
EPS F1 Estimate 4-Week Change	**0.0%**
Expected Report Date	**11/03/2020**
Earnings ESP	**0.0%**
P/E TTM	**NA**
P/E F1	**NA**
PEG F1	**NA**
P/S TTM	**25.1**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	352 E	384 E	423 E	465 E	1,758 E
2020	235 A	278 A	306 E	341 E	1,165 E
2019	195 A	218 A	213 A	290 A	917 A

EPS Estimates

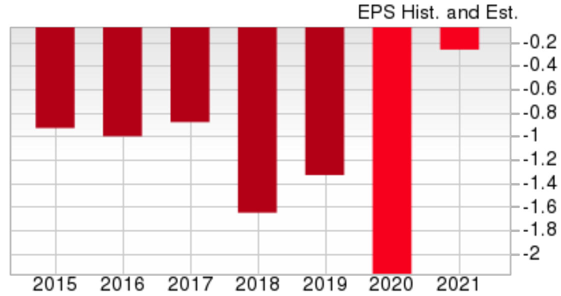
	Q1	Q2	Q3	Q4	Annual*
2021	-$0.53 E	-$0.42 E	-$0.26 E	-$0.11 E	-$0.26 E
2020	-$0.64 A	-$0.54 A	-$0.57 E	-$0.51 E	-$2.17 E
2019	-$0.32 A	-$0.24 A	-$0.54 A	-$0.22 A	-$1.33 A

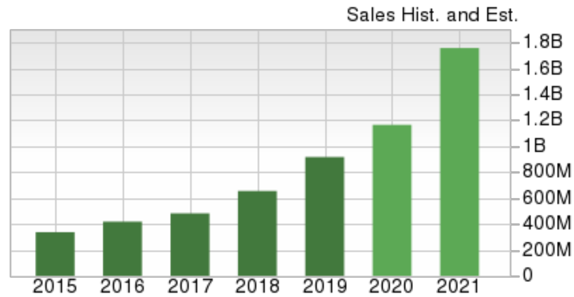
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/08/2020. The reports text is as of 09/09/2020.

Overview

Bothell, WA-based Seattle Genetics, Inc. is a biotechnology company, which primarily focuses on developing and commercializing therapies targeted for the treatment of cancer.





Adcetris is the lead marketed product at Seattle Genetics. The drug is approved for relapsed Hodgkin lymphoma and relapsed systemic anaplastic large cell lymphoma (sALCL) in the United States, EU and Japan. Adcetris is approved by the FDA for six indications. The drug recorded sales of $627.7 million in 2019.

Seattle Genetics has an agreement with Takeda Pharmaceutical Company Ltd. for the further development and commercialization of Adcetris. Seattle Genetics retains all rights to sell Adcetris in the United States and Canada, while Takeda has commercial rights to the drug in the rest of the world.

In December 2019, the FDA granted accelerated approval to Seattle Genetics' second drug Padcev for the treatment of patients with advanced/metastatic urothelial cancer, who had received treatment with both a checkpoint inhibitor (PD-1/PD-L1) and platinum-based chemotherapy.

In April 2020, the FDA approved Seattle Genetics' third drug Tukysa in combination with Roche's Herceptin and Xeloda for treating adult patients with locally advanced/metastatic HER2-positive breast cancer including those with brain metastases, having received one or more prior anti-HER2-based regimens in the metastatic setting.

The company also has license agreements with several companies for the development of its pipeline candidates. Partners include Merck, Roche, Progenics, GlaxoSmithKline, Astellas, AbbVie, Bristol-Myers and Genmab.

Seattle Genetics generated net revenues of $916.7 million in 2019, up 40% year over year.

Source: Zacks Investment Research

Reasons To Buy:

> Impressive performance by Adcetris is expected to maintain Seattle Genetics' revenue growth trajectory. Further label expansions of the drug should continue to boost its top line.

▲ **Shares Outperforming Industry:** Shares of Seattle Genetics have outperformed the industry year to date.

▲ **Adcetris Driving Growth:** Adcetris has been doing well since its launch in the United States. The drug's label was further expanded to include cHL in patients at a high risk of relapse or progression as post auto-HSCT consolidation or failure of two or more multi-agent chemotherapies in non-auto-HSCT candidates. The drug is also approved for sALCL in second or later-line setting, pcALCL and CD30-expressing MF. In February 2019, Adcetris was approved for frontline Hodgkin lymphoma in Europe and also won the nod for CD30-positive cutaneous T-cell lymphoma in the region. The drug is approved in Japan for the first-line treatment of patients with CD30-positive Hodgkin lymphoma. Adcetris generated $331.6 million sales in the United States and Canada in the first half of 2020, constituting almost 64.7% of the company's total revenues. Net sales of Adcetris in 2020 are expected in the range of $675-$700 million.

Adcetris is approved in combination with chemotherapy for treating stage III or IV classical Hodgkin's lymphoma (cHL) in patients with no previous treatment history. The FDA also approved Adcetris for the frontline treatment of peripheral T-cell lymphomas (PTCL). The drug is approved to treat patients with previously untreated systemic anaplastic large cell lymphoma or other CD30-expressing PTCL including angioimmunoblastic T-cell lymphoma and PTCL not otherwise specified in combination with CHP (cyclophosphamide, doxorubicin and prednisone). Adcetris is approved by the FDA for six indications. Label expansion of the drug for additional indications will further boost sales.

Meanwhile, Seattle Genetics is evaluating Adcetris in combination with Bristol-Myers' Opdivo for treating Hodgkin and non-Hodgkin lymphoma. A successful development and a potential approval will be a major boost to the company.

▲ **Positive on Collaborations:** We are encouraged by Seattle Genetics' deal with Takeda in December 2009 for global development and commercialization of Adcetris. As per the terms of the agreement, the company retains all rights to sell Adcetris in the United States and Canada, while Takeda has commercial rights to the drug in the rest of the world. The companies fund development costs equally, except in Japan where Takeda is solely responsible. The company earns royalty revenues mostly from this collaboration.

Moreover, Seattle Genetics has collaborations for its antibody-drug conjugate (ADC) technology with a number of biotechnology and pharmaceutical companies. The company is developing tisotumab vedotin (TV) in collaboration with Genmab. Moreover, Seattle Genetics has collaborations with several pharma and biotech companies for its ADC technology.

▲ **Pipeline Progress:** Seattle Genetics is working toward the advancement of its ADC pipeline. It has several ADC candidates and one novel immuno-oncology agent (based on its SEA technology) in early- and mid-stage development. These include TV and ladiratuzumab vedotin. The company is developing TV in collaboration with other companies.

In December 2019, the FDA granted accelerated approval to Padcev (enfortumab vedotin-ejfv) for the treatment of patients with advanced/metastatic urothelial cancer, who were previously treated with both a checkpoint inhibitor (PD-1/PD-L1) and platinum-based chemotherapy. Padcev is being developed along with Japanese partner Astellas Pharma, Inc.

Another phase I EV-103 study is investigating EV for treating patients with locally advanced/metastatic urothelial cancer in earlier-line settings including a combination study with Merck's PD-1/L1 inhibitor Keytruda and platinum chemotherapy in newly diagnosed patients besides those cancer patients, who progressed from the initial stage of the disease. In April 2020, Seattle Genetics announced an update on the phase Ib/II EV-103 study evaluating Padcev in combination with Keytruda for addressing patients with unresectable locally advanced/metastatic urothelial cancer who are unable to receive cisplatin-based chemotherapy in the first-line setting. The combo is granted a Breakthrough Therapy designation by the FDA in the first-line setting.

In July 2020, Merck expanded its ongoing phase III KEYNOTE 905 study to include an arm evaluating Padcev in combination with Keytruda for patients with cisplatin-ineligible Muscle Invasive Bladder Cancer (MIBC). The expansion is being conducted under a clinical trial collaboration and supply agreement among Seattle Genetics, Astellas and Merck.

Padcev is also being evaluated as a monotherapy in the phase II EV-202 study for treating a range of solid tumors. A potential label expansion of the drug will boost its sales in future quarters.

In March 2018, Seattle Genetics added a late stage breast cancer candidate, Tukysa (tucatinib), with the acquisition of Cascadian Therapeutics. In September 2019, Seattle Genetics presented initial data from the single arm phase II MOUNTAINEER study Tukysa in combination with Roche's Herceptin for treating patients with HER2-positive RAS wild-type metastatic colorectal cancer, having already received treatment with the first and second-line standard-of-care therapies.

In April 2020, the FDA approved oral tyrosine kinase inhibitor (TKI) Tukysa (tucatinib) in combination with Roche's Herceptin (trastuzumab) and Xeloda (capecitabine). The drug combo is now approved to treat adult patients with locally advanced/metastatic HER2-positive breast cancer including those with brain metastases, having received one or more prior anti-HER2-based regimens in the metastatic setting. In February 2020, the FDA accepted and granted a priority review to the NDA.

Also, in October 2019, Seattle Genetics dosed the first subject in a phase III HER2CLIMB-02 study on Tukysa in combination with Kadcyla (ado-trastuzumab emtansine) versus placebo for the treatment of patients with locally advanced/metastatic HER2-positive breast cancer including those with brain metastases, having received prior treatment with taxane and trastuzumab.

Seattle Genetics is evaluating TV in the pivotal phase II innovaTV 204 study for the treatment of patients with recurrent/metastatic cervical cancer, whose disease relapsed or progressed after the standard-of-care treatment. Top-line results from the study are expected late in the second or into the third quarter of 2020.

In June 2020, the company dosed the first patient in a phase I study of SEA-TGT, an anti-TIGIT antibody for patients with solid tumors and lymphomas. SEA-TGT employs the Company's proprietary Sugar Engineered Antibody (SEA) technology. The company also dosed the first patient in a phase I study evaluating SGN-B6A, an antibody-drug conjugate (ADC) targeting integrin beta-6, which is overexpressed in a variety of solid tumors and has been shown to be a negative prognostic indicator across a diverse range of cancers.

▲ **Favorable Debt Profile:** Seattle Genetics has a favorable debt profile. As of June 30, 2020, the company had no debt (short-term as well as long-term). The company had cash, cash equivalents and marketable securities of approximately $895.7 million as of June-end. Due to the absence of any debt until now, the company is less likely to file for bankruptcy in case of insolvency.

Reasons To Sell:

Since Seattle Genetics is highly dependent on Adcetris for revenue growth. Potential competition in the near future put up tough challenges for the company.

- **Heavily Dependent on Adcetris:** Seattle Genetics' top line mainly comprises contribution from its lead marketed product Adcetris. The drug contributes majority of the company's top line. Although the product has been performing well since its launch, Seattle Genetics' dependence on the drug remains a matter of concern as Padcev and Tukysa has just been approved and is yet to generate incremental sales. Hence, a decline in Adcetris sales will adversely impact the company's top line. Moreover, although the company is working on various label expansion of the drug, any unfavorable response from the FDA could materially hurt the stock.

- **Development Setbacks:** Although Seattle Genetics has a couple of approved drugs in its portfolio, most got the nod very recently and will take time to be a key revenue driver. Moreover, the company's pipeline candidates are in the early stage of development. Since it is heavily dependent on Adcetris for growth, failure to successfully commercialize new products will intensify this reliance. Unfavorable results may induce the company to postpone or discontinue its studies. They might also leave an adverse impact on the stock in the future.

- **Competition from Other Products:** Adcetris is not the only FDA-approved drug for the treatment of relapsed Hodgkin lymphoma or specifically indicated for relapsed sALCL. Moreover, several other companies, such as Pfizer, Takeda, AbbVie and Johnson & Johnson are evaluating therapies for relapsed Hodgkin lymphoma. Additionally, Bristol-Myers' Opdivo is also approved for classical Hodgkin lymphoma in the United States and in the EU. Merck's Keytruda too is approved for relapsed Hodgkin lymphoma in the United States. This is likely to increase competition for Adcetris.

Last Earnings Report

Seattle Genetics Q2 Earnings Beat, Adcetris Aids Sales

Quarter Ending	06/2020
Report Date	Jul 30, 2020
Sales Surprise	8.28%
EPS Surprise	6.90%
Quarterly EPS	-0.54
Annual EPS (TTM)	-1.94

Seattle Geneticsincurred an adjusted loss of 54 cents per share for the second quarter of 2020, narrower than the Zacks Consensus Estimate of a loss of 58 cents but wider than the year-ago quarter's loss of 24 cents.

Adjusted loss in the quarter excluded a net investment gain of $72.8 million.

Revenues of $278 million were up 27.5% year over year, primarily driven by higher sales from Adcetris, Padcev and now a third commercial product, Tukysa, following the FDA approval in mid-April for metastatic HER2-positive breast cancer. Royalty revenues also drove sales in the quarter. The top line also comprehensively beat the Zacks Consensus Estimate of $257 million.

Quarter in Detail

Seattle Genetics' top line mainly comprises product revenues, collaboration and license agreement revenues and royalties.

Adcetris generated net sales of $167.5 million in the United States and Canada, up 5% year over year.

Padcev's sales in the second quarter were $57.2 million, an increase of 66% from the first quarter of 2020.

Tukysa's second-quarter net sales were $15.8 million following the U.S. approval in mid-April.

Collaboration and license agreement revenues were$6.3 million, down82.5% year over year.

Royalty revenues of $31.2 million soared from the year-ago quarter's $23.3 million. The company records royalty revenues on sales of Adcetris from Takeda in the ex-U.S. markets and outside and Polivy, to a lesser extent, under its collaboration with Roche.

Research and development (R&D) expenses of $198.1 million escalated 20.8% year over year primarily due to increased investments in developing the late-stage pipeline candidates.

Selling, general and administrative (SG&A) expenses shot up 52.6% year over year to $125.6 million, mainly on account of higher costs related to recently commercialized products, Padcev and Tukysa, as well as higher infrastructure costs.

2020 Guidance

Seattle Genetics provided its guidance for 2020. The company projects Adcetris' full-year net sales in the range of $675-$700 million, unchanged from its last projection. The company now expects Padcev net sales to be in the range of $215-$235 million.

The company expects collaboration and license revenues in the band of $30-$50 million, while royalty revenues are anticipated within $105-$115 million, both unchanged from the earlier provided guidance.

Seattle Genetics expects SG&A expenses of $475-$525 million, which too remained the same. R&D expenses are now estimated to be $820-$870 million compared with the prior guidance of $860-$950 million.

Recent News

To Receive Milestone Fee from Glaxo – Aug 27

Seattle Genetics announced that it will receive an undisclosed amount of milestone payment from GlaxoSmithKline following the latter's receipt of a conditional marketing authorization for its Blenrep (belantamab mafodotin) from the European Commission. Blenrep is developed by Glaxo using Seattle Genetics' proprietary technology

Appoints Board of Director – Aug 18

Seattle Genetics announced that it has appointed Dr. Ted W. Love to the company's Board of Directors.

Gets Tukysa Approval in Australia – Aug 12

Seattle Genetics announced that the Australian regulatory authorities have approved Tukysa (tucatinib) in combination with Roche's Herceptin (trastuzumab) and Xeloda (capecitabine) to treat adult patients with locally advanced/metastatic HER2-positive breast cancer including those with brain metastases, having received one or more prior anti-HER2-based regimens in the metastatic setting.

Apart from Australia, the drug combo is now approved in the United States, Switzerland, Canada and Singapore. It is currently under review in the European Union.

Receives Milestone Payment From GlaxoSmithKline — Aug 6

Seattle Genetics announced that it has received a $20-million milestone fee from GlaxoSmithKline following the FDA approval of Blenrep (belantamab mafodotin-blmf), which is developed by the latter. Blenrep is made using Seattle Genetics' proprietary technology. The company is entitled to receive further royalties on the worldwide net sales of the drug.

Posts Positive Topline Data from Phase II Study on Tisotumab Vedotin – Jun 29

Seattle Genetics announced positive topline results from the phase II innovaTV 204 study evaluating tisotumab vedotin for the treatment of patients who have relapsed or progressed on or after prior treatment for recurrent or metastatic cervical cancer. Data from the study showed, tisotumab vedotin administered every three weeks demonstrated a 24% confirmed objective response rate as per independent central review with a median duration of response of 8.3 months.

Begins Phase I Study on Two Candidates for Multiple Tumor Types – Jun 18

Seattle Genetics announced that it has dosed the first patient in a phase I study evaluating investigational agent SEA-TGT, also known as SGN-TGT for treating patients with solid tumors and lymphomas. The company also announced dosing of the first patient in a phase I study on investigational agent SGN-B6A, an antibody-drug conjugate (ADC) for addressing a diverse range of cancers. Both antibody-based drug candidates will be evaluated in multiple tumor types.

Valuation

Seattle Genetics' shares are up 28.2% in the year-to-date period and 113.4% over the trailing 12-month period. Stocks in the Zacks sub-industry is down 3.5% and the Zacks Medical sector is down 2.6% in the year-to-date period. Over the past year, the Zacks sub-industry is up 9.8% and the sector is up 6%.

The S&P 500 index is up 3.6% in the year-to-date period and up 12.5% in the past year.

The stock is currently trading at 25.01X trailing 12-month sales per share, which compares to 2.93X for the Zacks sub-industry, 3.01X for the Zacks sector and 4.19X for the S&P 500 index.

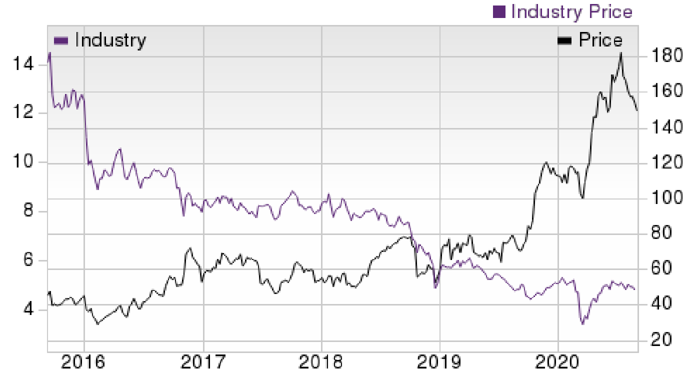
Over the past five years, the stock has traded as high as 31.49X and as low as 11.13X, with a 5-year median of 17.86X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $154.00 price target reflects 26.29X trailing 12-month sales per share.

The table below shows summary valuation data for SGEN

Valuation Multiples - SGEN		Stock	Sub-Industry	Sector	S&P 500
P/S TTM	Current	25.01	2.93	3.01	4.19
	5-Year High	31.49	4.87	3.82	4.51
	5-Year Low	11.13	2.25	2.29	2.81
	5-Year Median	17.86	3.2	3.19	3.84
P/B TTM	Current	14.05	2.96	3.79	5.73
	5-Year High	33.9	5.87	5.07	6.17
	5-Year Low	5.46	2.07	2.95	3.75
	5-Year Median	9.84	3.86	4.29	4.83

As of 09/08/2020 Source: Zacks Investment Research

Industry Analysis **Zacks Industry Rank:** Bottom 25% (187 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Bristol Myers Squibb Company **(BMY)**	Neutral	3
JohnsonJohnson **(JNJ)**	Neutral	3
Eli Lilly and Company **(LLY)**	Neutral	3
MerckCo., Inc. **(MRK)**	Neutral	3
Novartis AG **(NVS)**	Neutral	3
Pfizer Inc. **(PFE)**	Neutral	3
Roche Holding AG **(RHHBY)**	Neutral	3
Spectrum Pharmaceuticals, Inc. **(SPPI)**	Neutral	3

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

Industry Comparison Industry: Medical - Biomedical And Genetics

	SGEN	X Industry	S&P 500	BMY	MRK	SPPI
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	F	-	-	B	B	F
Market Cap	25.49 B	274.42 M	22.91 B	132.44 B	210.76 B	582.93 M
# of Analysts	9	3	14	7	6	3
Dividend Yield	0.00%	0.00%	1.66%	3.08%	2.93%	0.00%
Value Score	D	-	-	B	B	F
Cash/Price	0.03	0.25	0.07	0.16	0.05	0.27
EV/EBITDA	-189.09	-3.49	12.82	22.71	14.94	-2.91
PEG F1	NA	1.69	2.90	1.09	2.17	NA
P/B	14.05	3.77	3.15	2.69	7.58	3.57
P/CF	NA	16.45	12.45	13.33	12.45	NA
P/E F1	NA	23.24	21.08	9.38	14.63	NA
P/S TTM	25.10	14.60	2.43	3.80	4.47	NA
Earnings Yield	-1.48%	-13.57%	4.52%	10.66%	6.84%	-34.75%
Debt/Equity	0.00	0.02	0.70	0.85	0.94	0.00
Cash Flow ($/share)	-1.12	-1.08	6.93	4.39	6.69	-1.09
Growth Score	F	-	-	A	B	D
Historical EPS Growth (3-5 Years)	NA%	19.03%	10.41%	23.36%	9.70%	NA
Projected EPS Growth (F1/F0)	-63.08%	15.73%	-4.73%	32.99%	9.73%	-37.30%
Current Cash Flow Growth	-18.87%	12.13%	5.22%	36.74%	5.54%	67.29%
Historical Cash Flow Growth (3-5 Years)	NA%	7.73%	8.49%	22.46%	0.15%	NA
Current Ratio	4.71	6.07	1.35	1.47	1.32	3.15
Debt/Capital	0.00%	3.34%	42.95%	45.99%	48.53%	0.00%
Net Margin	-25.18%	-205.02%	10.25%	-1.61%	22.20%	NA
Return on Equity	-18.32%	-58.99%	14.59%	28.47%	52.94%	-76.09%
Sales/Assets	0.47	0.19	0.50	0.31	0.55	NA
Projected Sales Growth (F1/F0)	27.10%	0.00%	-1.42%	60.20%	2.07%	545.00%
Momentum Score	B	-	-	F	D	D
Daily Price Change	-1.83%	0.00%	-1.95%	-2.37%	-2.24%	0.50%
1-Week Price Change	-2.90%	-4.93%	-1.28%	-3.88%	-0.48%	-5.46%
4-Week Price Change	-4.56%	-6.18%	-1.93%	-7.29%	2.99%	8.70%
12-Week Price Change	-6.63%	-8.15%	3.73%	2.58%	8.26%	34.23%
52-Week Price Change	113.37%	3.79%	-0.29%	20.53%	2.01%	-54.90%
20-Day Average Volume (Shares)	674,354	265,535	1,798,028	8,635,366	7,329,972	1,956,555
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%	0.00%	-0.02%	-0.19%	1.65%
EPS F1 Estimate 12-Week Change	19.30%	1.41%	3.98%	1.42%	7.22%	3.03%
EPS Q1 Estimate Monthly Change	0.00%	0.00%	0.00%	-0.34%	-2.97%	-16.84%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	D
Growth Score	F
Momentum Score	B
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.