

Steven Madden, Ltd. (SHOO)

\$40.31 (As of 05/19/21)

Price Target (6-12 Months): **\$44.00**

Long Term: 6-12 Months

Zacks Recommendation:
Neutral

(Since: 02/25/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:D

Value: C

Growth: D

Momentum: C

Summary

Shares of Steven Madden have increased and outperformed the industry in the past three months. The stock got a boost from the company's sturdy first-quarter 2021 results. Both earnings and sales beat the Zacks Consensus Estimate and grew year over year in the reported quarter. Margins also improved on robust cost-control actions. Also, continued strength in the e-commerce business drove the Retail unit. Its flagship brand has also been standing out. Among the company's international markets, Europe was a strong performer buoyed by robust performance of digital channels. However, softness in the company's wholesale business continued in the first quarter mainly due to the adverse impacts of supply-chain disruption and drop in footwear category revenues. Also, the impact of COVID-19 on its wholesale customers is acting as a headwind.

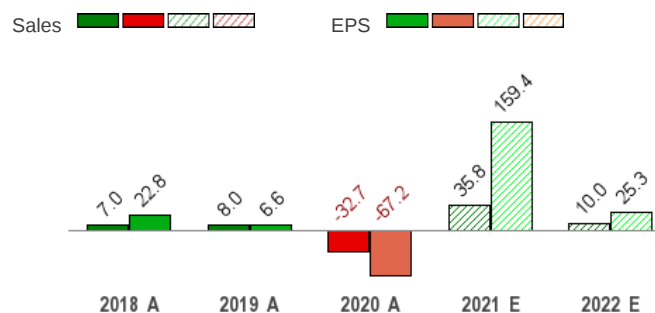
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$43.56 - \$18.47
20-Day Average Volume (Shares)	552,305
Market Cap	\$3.3 B
Year-To-Date Price Change	14.1%
Beta	1.33
Dividend / Dividend Yield	\$0.60 / 1.5%
Industry	Shoes and Retail Apparel
Zacks Industry Rank	Top 43% (107 out of 251)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	73.7%
Last Sales Surprise	8.4%
EPS F1 Estimate 4-Week Change	4.1%
Expected Report Date	08/04/2021
Earnings ESP	-0.7%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	433 E	408 E	513 E	454 E	1,795 E
2021	361 A	364 E	487 E	421 E	1,632 E
2020	359 A	143 A	347 A	353 A	1,202 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.39 E	\$0.39 E	\$0.81 E	\$0.47 E	\$2.08 E
2021	\$0.33 A	\$0.28 E	\$0.67 E	\$0.38 E	\$1.66 E
2020	\$0.16 A	-\$0.19 A	\$0.39 A	\$0.27 A	\$0.64 A

*Quarterly figures may not add up to annual.

P/E TTM	50.4
P/E F1	24.3
PEG F1	1.6
P/S TTM	2.8

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 05/19/2021. The report's text and the analyst-provided price target are as of 05/20/2021.

Overview

Steven Madden, Ltd. (SHOO) designs, sources, markets and sells fashion-forward name brand and private label footwear for women, men, and children and private label fashion handbags and accessories across the world. The company operates through five segments — Wholesale Footwear, Wholesale Accessories/Apparel, Retail, First Cost and Licensing.

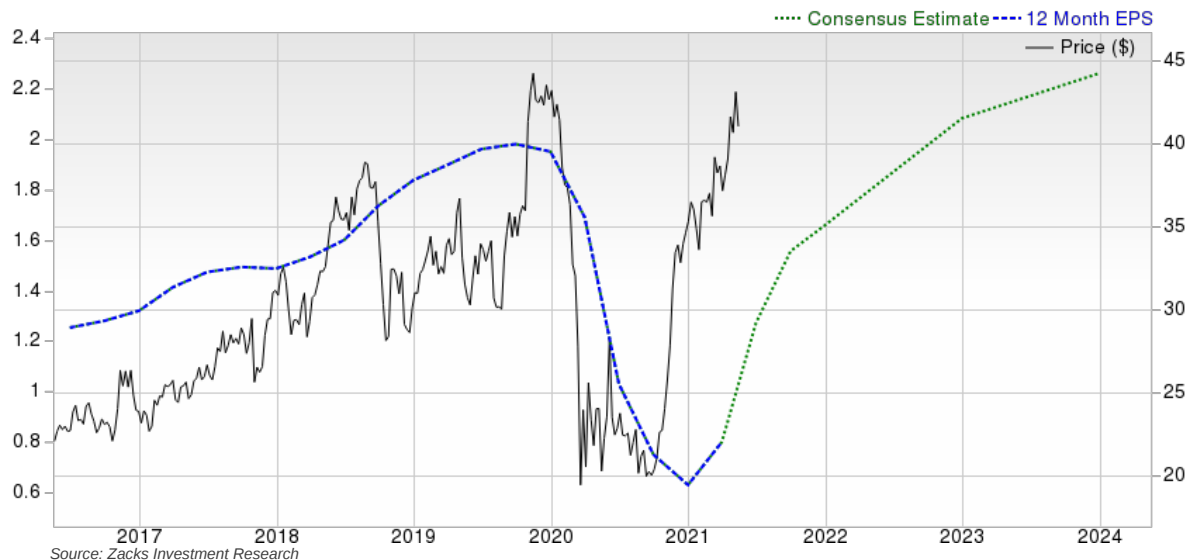
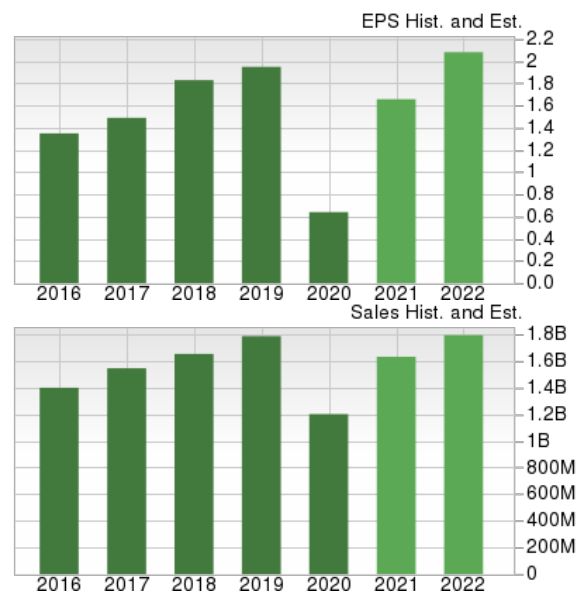
Wholesale Footwear offers footwear under the Steve Madden Women's, Madden Girl, Steve Madden Men's, Madden, Madden NYC, Dolce Vita, DV by Dolce Vita, Mad Love, Steven by Steve Madden, Report, Superga, Betsey Johnson, Betseyville, Steve Madden Kids, FREEBIRD by Steven, Stevies, B Brian Atwood, Blondo brands, and includes the international operations along with private label footwear.

Wholesale Accessories comprises Big Buddha, Madden NYC, Betsey Johnson, Steve Madden, Steven by Steve Madden, Madden Girl, Cejon, B Brian Atwood, Luv Betsey and DKNY accessories brands. It also includes international operations and few private label accessories business.

Retail consists of Steve Madden, Steven, Superga, and International retail stores, along with Steve Madden, Superga, Betsey Johnson, and Dolce Vita e-commerce websites. As of Mar 31, 2021, the company operated 215 company-operated retail outlets, including 66 stores and seven e-commerce sites along with 17 company-operated concessions in international markets.

First Cost acts as a buying agent for footwear products under private labels for many of the country's large mass-market merchandisers, shoe chains, and other value priced retailers.

Licensing segment licenses Steve Madden, Steven by Steve Madden and Madden Girl trademarks for use in the manufacture, marketing and sale of outerwear, hosiery, jewelry, watches, sunglasses, hair accessories, umbrellas, bedding, luggage, and men's leather accessories.



Reasons To Buy:

▲ **Robust Q1 Performance:** Shares of Steven Madden have increased 7.5% in the past three months while the industry inched up 0.4%. We note that the company reported better-than-expected results for first-quarter 2021. Also, earnings and sales improved on a year-over-year basis. Results also surpassed management's expectations. In fact, Steven Madden's adjusted earnings of 33 cents a share more than doubled from adjusted earnings of 16 cents in the year-ago quarter. In addition, revenues at the Retail unit jumped 27.5% buoyed by continued strength in the e-commerce business. Markedly, the company's business accelerated in March, with significant improvement in revenue trends across its Retail unit and performance at its wholesale partners. Also, the government stimulus, the vaccine rollout and easing of government restrictions acted as tailwinds. Its flagship brand performance was also outstanding. Among the company's international markets, Europe was a strong performer buoyed by robust performance of digital channels.

Steven Madden's e-commerce business has been a bright spot amid the pandemic. Notably, the e-commerce revenues surged 89% year over year in the first quarter of 2021.

▲ **Upbeat Outlook:** Buoyed by a sturdy quarter, management issued an upbeat view for second-quarter fiscal 2021. Management now anticipates revenues in the range of \$360-\$365 million for the same quarter, indicating an increase from \$142.8 million registered in the year-ago quarter. It envisions earnings per share of 26-28 cents for the same quarter, which suggests an improvement from adjusted loss per share of 19 cents reported in the year-earlier quarter. Also, momentum in the e-commerce business and strength in product assortments are likely to boost the Retail segment.

For 2021, Steve Madden is focused on creating trend-right merchandise assortment, deepening relations with customers via marketing, enhancing digital commerce agenda, expanding international markets including Europe, and efficiently controlling inventory and expenses. Strength in the company's brands and a robust business model position it well to cash in on market-growth opportunities and boost stakeholders' value in the long run.

▲ **Strong E-commerce Business:** Amid the pandemic, the e-commerce business has been a bright spot for the company. Gains from increased investment in digital marketing and robust consumer reception to capabilities such as try before you buy have been contributing to its performance. The company has also been significantly accelerating its digital commerce initiatives with respect to distribution. It has added high level talent to the organization, ramped up digital marketing spend, improved data science capabilities, launched try-before-you-buy payment facility, rolled out buy online, pick-up in store across its entire U.S. full price retail outlets, introduced advanced delivery and return options. Encouragingly, e-commerce momentum continued in the first quarter of 2021 with revenues surging 89%, including a 112%-increase in Steve Madden e-commerce business. Notably, this represented about 54% of the company's total Retail segment sales in the first quarter. Moreover, the digital commerce business remained sturdy.

▲ **Higher Margins & Lower Costs:** During the first quarter of 2021, consolidated gross margin expanded 130 basis points (bps) to 38.5%. This was mainly buoyed by higher retail gross margin that expanded 370 bps to 63.5% driven by solid growth at both the e-commerce and brick-and-mortar businesses. Moreover, adjusted operating margin increased considerably to 9.9% from 4% seen in the year-earlier quarter. In addition, Steve Madden has been effectively managing expenses. Apparently, cost of sales decreased 1.7% year over year and adjusted operating expenses dropped 13.2% owing to the company's cost-control measures.

▲ **Strategic Buyouts:** Steve Madden acquired a direct-to-consumer company, BB Dakota, a California-based women's apparel company. With this acquisition, the company is able to expand its apparel category. Recently, management ported over the BB Dakota website onto stevemadden.com. Per recent market trends, BB Dakota is yet another DTC brand looking to fortify its presence among a wide customer base. This buyout follows Steven Madden's purchase of Italian sneakers company — Greats Brand, Inc. Management had earlier stated that the company is likely to focus on acquisitions of GREATS and BB Dakota to deliver profitable growth.

Additionally, management concluded the acquisition of the remaining 49.9% share of its European joint venture early in the second quarter. This transaction distributes the company's branded footwear and accessories across majority countries in Europe. It formed the European joint venture roughly five years ago. Notably, this joint venture registered solid double-digit percentage revenue growth each year with a 21% revenue increase in 2020. For 2021, management anticipates revenues from the European joint venture of about \$55 million, more than 3/4 of which will be generated from digital channels. Also, the business is expected to generate a mid-teen operating profit margin before allocation of corporate overhead.

▲ **Financial Status & Shareholder Returns:** Steven Madden ended the reported quarter with cash and cash equivalents of \$233.2 million, which shows an increase of 10.5% year over year. Moreover, the company had no debt as of Mar 31, 2021. Coming to shareholder-friendly moves, management repurchased 154,040 shares for nearly \$5.6 million, including shares acquired via the net settlement of employees' stock awards during the first quarter. It had roughly \$135 million remaining on its share repurchase authorization. Further, the company's board approved a quarterly cash dividend of 15 cents per share, payable on Jun 25, 2021, to stockholders of record as on Jun 15. Markedly, Steven Madden looks well placed on the dividend payout front. We note that the company has a current annualized dividend rate of \$1.20 a share. It has a dividend payout of 75%, dividend yield of 1.4% and free cash flow yield of 2.4%.

Reasons To Sell:

- ▼ **Sluggish Wholesale Unit:** Steven Madden has been witnessing sluggishness in its wholesale business for a while, which continued in the first quarter of 2021. During the first quarter, revenues at the Wholesale business dropped 3.7% year over year, mainly due to the adverse impacts of supply-chain disruption and lower footwear category revenues. Revenues at the Wholesale unit declined 16.2%, 32.7%, 72.5%, 13% and 1.1%, respectively, in the preceding quarters.

We note that wholesale footwear revenues fell 7.8% in the first quarter of 2021. However, the decline was somewhat offset by an increase of 10.3% to \$74.6 million in wholesale accessories/apparel revenues on robust gains in Steve Madden handbags across the domestic and international markets along with growth in private label. Again, gross margin in the wholesale business contracted 20 bps owing to a shift in sales mix. Going forward, management remains cautious about the wholesale channel in the near term. We note that the company is worried about supply-chain disruptions and wholesale customers' conservative approach to orders for spring. Also, the impact of COVID-19 on its wholesale customers is acting as a headwind.

Steven Madden has been witnessing sluggishness in its wholesale business for a while now owing to the adverse impacts of supply-chain disruption and drop in footwear category revenues.

- ▼ **Near-Term Headwinds:** Given the pandemic uncertainties, management did not issue any revenue or earnings guidance for 2021. It remains cautious about the near-term outlook owing to supply-chain disruption, elevated freight costs, lower store traffic and limited hours of operation. At its first-quarter conference call, management cited that as imports surged in April and are anticipated to increase in May and beyond, likely meaning port congestion will continue to remain challenging at least through the end of the second quarter.

During the first quarter, the company's business in Canada was challenging on extensive pandemic lockdowns and restrictions. However, as of Apr 30, about 45% of the company's stores in Canada are closed but the rest of the stores are open although hours of operation have been reduced in more than 90% of the stores. All these limitations might hurt the company's performance.

- ▼ **Competitive Pressure:** The fashion industry is highly competitive. Steven Madden faces intense competition in the footwear and apparel industry from other big guns on several attributes such as style, price, quality, comfort and brand name. The competitors with significant financial, technological, engineering, manufacturing, marketing, and distribution advantages may dent the company's sales and margins. Moreover, rapid shift in customer shopping patterns to buy athletic footwear, athletic apparel, and sporting goods from e-retailers could significantly hurt the company's business results.

- ▼ **Dip in Consumer Sentiment May Impact Sales:** Any dip in consumer confidence – a key determinant of the economy's health – may have serious bearing on spending. The company's customers remain sensitive to macroeconomic factors including interest rate hikes, increase in fuel and energy costs, credit availability, unemployment levels and high household-debt levels, which may negatively impact their sentiments. For now, the novel coronavirus has wreaked havoc. Again, job losses as well as lower disposable income due to this catastrophe are making things worse. Consumers are avoiding discretionary spending and focusing on necessities for the time being.
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Last Earnings Report

Steven Madden Q1 Earnings Top, Digital Business Solid

Steven Madden posted sturdy first-quarter 2021 results. Both earnings and sales surpassed the Zacks Consensus Estimate and improved year over year. Quarterly results also surpassed management's expectations. The company's business accelerated in March, with significant improvement in revenue trends across its Retail unit and performance at its wholesale partners. Also, the government stimulus, the vaccine rollout and easing of government restrictions acted as tailwinds. Its flagship brand performance was also outstanding.

Quarter Ending 03/2021

Report Date	Apr 28, 2021
Sales Surprise	8.37%
EPS Surprise	73.68%
Quarterly EPS	0.33
Annual EPS (TTM)	0.80

Among the company's international markets, Europe was a strong performer buoyed by robust performance of digital channels. Management concluded the acquisition of the remaining 49.9% share of its European joint venture early in the second quarter. This transaction distributes the company's branded footwear and accessories across majority. However, Canada remained challenging during the quarter on extensive pandemic lockdowns and restrictions.

Q1 Highlights

Steven Madden delivered adjusted earnings of 33 cents a share, which beat the Zacks Consensus Estimate of 19 cents. Moreover, the bottom line more than doubled from adjusted earnings of 16 cents in the year-ago quarter. We note that cost of sales decreased 1.7% to \$221.9 million and adjusted operating expenses dropped 13.2% to \$103.5 million owing to cost-control measures.

Total revenues rose 0.5% year over year to \$361 million. This takes into account a 0.9% rise in net sales of \$358.9 million and a 40% drop in commission and licensing fee income to \$2.1 million. The Zacks Consensus Estimate for total revenues was pegged at \$333.1 million.

Gross profit edged up 4.2% year over year to \$139.1 million, while consolidated gross margin expanded 130 basis points (bps) to 38.5%. However, higher freight cost was a deterrent to the metric. We note that gross margin in the wholesale business contracted 20 bps to 32.3% owing to a shift in sales mix. However, retail gross margin expanded 370 bps to 63.5%, reflecting solid growth at both the e-commerce and brick-and-mortar businesses.

Further, the company reported adjusted operating income of \$35.6 million that rose significantly from \$14.2 million generated a year ago. Also, adjusted operating margin increased considerably to 9.9% from 4% seen in the year-earlier quarter.

Segment Performance

Revenues at the **Wholesale** business dropped 3.7% year over year to \$291.4 million, mainly due to adverse impacts from supply-chain disruption and lower revenues in the footwear category. We note that wholesale footwear revenues fell 7.8% to \$216.8 million. However, the decline was somewhat offset by an increase of 10.3% to \$74.6 million in wholesale accessories/apparel revenues on robust gains in Steve Madden handbags across the domestic and international markets along with growth in private label.

Retail revenues jumped 27.5% to \$67.5 million, buoyed by robust performance of the e-commerce business. Notably, e-commerce momentum continued with revenues surging 89%, including a 112% increase in Steve Madden's e-commerce business. The digital commerce business remained sturdy. Also, the segment's revenues increased 7% versus the pre-COVID-19 first quarter of 2019, driven by solid consumer demand for brands and products.

Other Financial Aspects

Steven Madden ended the reported quarter with cash, cash equivalents and short-term investments of \$273 million, and shareholders' equity of \$787.5 million, excluding non-controlling interest of \$13.2 million. As of Mar 31, 2021, the company had no debt, and inventory was \$106.6 million, up 4.2% year over year. CapEx came in at \$1.6 million during the reported quarter.

During the first quarter, management repurchased 154,040 shares for nearly \$5.6 million, including shares acquired via the net settlement of employees' stock awards. It had roughly \$135 million remaining on its share repurchase authorization. Further, the company's board approved a quarterly cash dividend of 15 cents per share, payable on Jun 25, 2021, to stockholders of record as on Jun 15.

Outlook

Given the pandemic uncertainties, management did not issue any revenue and earnings guidance for 2021. Buoyed by a sturdy quarter, management issued an upbeat view for the second quarter. Management now anticipates revenues in the range of \$360-\$365 million for the second quarter, suggesting improvement from \$142.8 million registered in the year-ago quarter. It envisions earnings per share of 26-28 cents for the second quarter, which suggests an improvement from adjusted loss per share of 19 cents reported in the year-earlier quarter.

Although management is encouraged by the improving demand trends, it is cautious about the near-term outlook, mainly for the wholesale channel. We note that the company is concerned about the supply-chain disruptions and wholesale customers' conservative approach to orders for spring.

Furthermore, management predicts the year-over-year online growth to moderate somewhat on much tougher comparisons beginning in the second quarter. Nonetheless, momentum in the e-commerce business and strength in product assortments are likely to boost the Retail segment.

Recent News

Steve Madden Acquires Remaining Stake of European JV – Apr 14, 2021

Steven Madden announced that it has acquired 49.9% stake that it did not already own of its European joint venture. The European joint venture was formed in June 2016 and distributes Steve Madden-branded footwear and accessories to most countries throughout Europe.

Valuation

Steven Madden shares are up 14.1% in the year-to-date period and 77.9% in the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Consumer Discretionary sector are down 1.9% and 2.7%, respectively, in the year-to-date period. Over the past year, the Zacks sub-industry and the sector are up 46.9% and 34.3%, respectively.

The S&P 500 index is up 10.4% in the year-to-date period but up 41.9% in the past year.

The stock is currently trading at 22.14X forward 12-month earnings, which compares to 31.29X for the Zacks sub-industry, 29.94X for the Zacks sector and 21.61X for the S&P 500 index.

Over the past five years, the stock has traded as high as 26.82X and as low as 9.65X, with a 5-year median of 17.46X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$44 price target reflects 24.17X forward 12-month earnings.

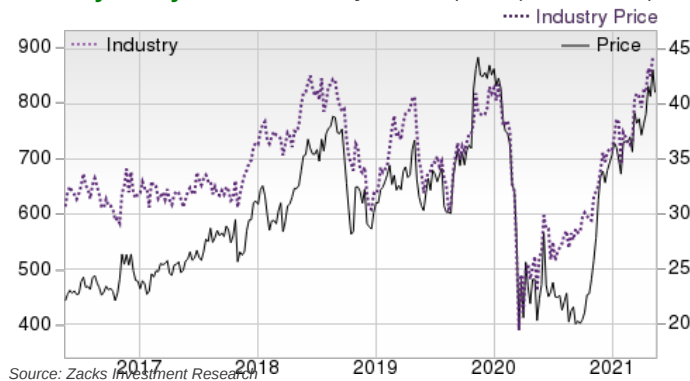
The table below shows summary valuation data for SHOO

Valuation Multiples - SHOO					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	22.14	31.29	29.94	21.61
	5-Year High	26.82	36.55	35.41	23.83
	5-Year Low	9.65	18.66	16.24	15.3
	5-Year Median	17.46	24.37	20.33	18.02
P/S F12M	Current	1.97	3.99	2.68	4.64
	5-Year High	2.15	4.15	2.94	4.74
	5-Year Low	0.82	2.03	1.73	3.21
	5-Year Median	1.57	2.69	2.52	3.71
EV/EBITDA TTM	Current	22.14	36.12	14.05	16.8
	5-Year High	23.82	39.66	18.06	17.71
	5-Year Low	5.23	12.77	8.33	9.62
	5-Year Median	11.52	16.56	12.35	13.41

As of 05/19/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 43% (107 out of 251)



Top Peers

Company (Ticker)	Rec	Rank
Kohls Corporation (KSS)	Outperform	1
Caleres, Inc. (CAL)	Neutral	3
Capri Holdings Limited (CPRI)	Neutral	2
Deckers Outdoor Corporation (DECK)	Neutral	2
Rocky Brands, Inc. (RCKY)	Neutral	3
Tapestry, Inc. (TPR)	Neutral	2
Under Armour, Inc. (UAA)	Neutral	2
Wolverine World Wide, Inc. (WWW)	Neutral	3

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

Industry Comparison Industry: Shoes And Retail Apparel				Industry Peers		
	SHOO	X Industry	S&P 500	DECK	UAA	WWW
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	2	2	3
VGM Score	D	-	-	A	F	A
Market Cap	3.34 B	2.65 B	29.93 B	9.10 B	10.02 B	3.00 B
# of Analysts	5	5	12	6	13	6
Dividend Yield	1.49%	0.83%	1.31%	0.00%	0.00%	1.11%
Value Score	C	-	-	C	F	B
Cash/Price	0.08	0.12	0.05	0.12	0.13	0.11
EV/EBITDA	44.69	15.24	17.17	20.73	-36.08	-31.04
PEG F1	1.58	1.35	2.17	1.03	2.21	NA
P/B	4.17	3.37	4.14	5.99	5.66	4.80
P/CF	22.30	16.67	17.27	28.71	175.34	27.27
P/E F1	23.69	21.62	21.61	22.54	71.06	17.48
P/S TTM	2.77	1.33	3.51	3.86	2.09	1.61
Earnings Yield	4.12%	4.63%	4.54%	4.44%	1.41%	5.72%
Debt/Equity	0.00	0.58	0.66	0.02	0.57	1.14
Cash Flow (\$/share)	1.81	3.91	6.85	11.26	0.13	1.33
Growth Score	D	-	-	A	F	B
Historical EPS Growth (3-5 Years)	-7.37%	-7.75%	9.39%	30.67%	-16.60%	-0.30%
Projected EPS Growth (F1/F0)	159.06%	109.34%	20.15%	9.95%	218.64%	122.58%
Current Cash Flow Growth	-20.87%	-15.03%	0.74%	1.85%	-83.39%	-52.77%
Historical Cash Flow Growth (3-5 Years)	2.38%	4.68%	7.37%	8.34%	-29.79%	-11.13%
Current Ratio	2.86	2.76	1.39	3.25	2.56	2.10
Debt/Capital	0.00%	44.10%	41.58%	1.92%	36.33%	53.19%
Net Margin	1.68%	3.09%	11.70%	15.48%	2.46%	-6.01%
Return on Equity	8.42%	12.78%	15.97%	28.98%	6.70%	12.78%
Sales/Assets	1.06	0.97	0.50	1.17	0.97	0.78
Projected Sales Growth (F1/F0)	35.82%	13.99%	9.14%	11.61%	17.92%	26.57%
Momentum Score	C	-	-	C	A	A
Daily Price Change	-2.61%	-1.92%	-0.45%	-2.81%	-3.22%	-4.89%
1-Week Price Change	-4.82%	-1.62%	-0.87%	-1.62%	-6.91%	-12.51%
4-Week Price Change	1.90%	-1.07%	0.16%	-2.95%	-2.01%	-9.43%
12-Week Price Change	6.00%	5.12%	7.60%	-2.51%	0.14%	-1.09%
52-Week Price Change	87.49%	66.29%	44.78%	98.86%	166.02%	84.17%
20-Day Average Volume (Shares)	552,305	105,471	1,931,855	234,759	5,574,304	552,173
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.44%	0.00%	0.40%
EPS F1 Estimate 4-Week Change	4.15%	1.21%	1.85%	0.44%	75.91%	1.97%
EPS F1 Estimate 12-Week Change	0.89%	0.69%	2.56%	0.49%	74.32%	0.28%
EPS Q1 Estimate Monthly Change	-19.43%	2.04%	1.04%	0.00%	129.71%	1.13%

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	C
Growth Score	D
Momentum Score	C
VGM Score	D

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

Disclosures

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Additional Disclosure

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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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