

Sensata Technologies (ST)

\$58.50 (As of 07/01/21)

Price Target (6-12 Months): **\$63.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 02/18/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:B

Value: B

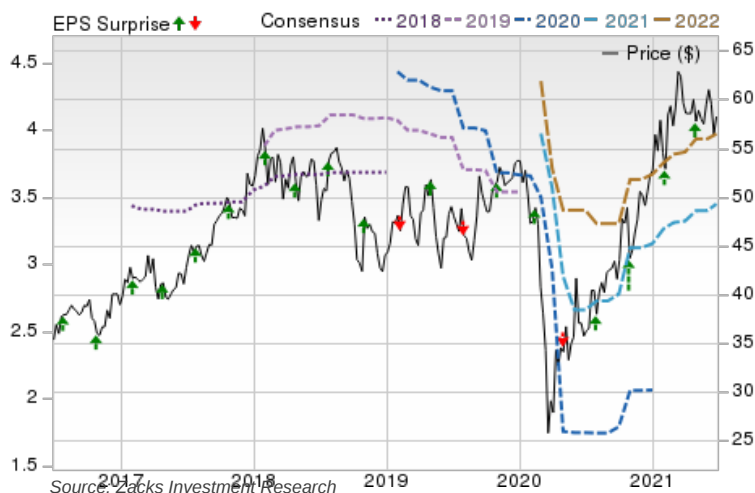
Growth: B

Momentum: F

Summary

Sensata primarily benefits from cost-effective operations with greater pricing flexibility. An augmented geographical footprint backed by an efficient supply chain mechanism spurs positive cash flow. An impressive performance in the automotive and heavy vehicle market, supported by holistic growth, continues to drive Sensata. With solid quarterly results, the company raised its guidance for 2021. Sensata is expanding its electrification ecosystem to facilitate the seamless transition to electric vehicles. However, market contraction due to the pandemic is a concern. High debt burden, forex woes and intense competition from low-cost suppliers, primarily based in China, along with seasonality factors pose challenges for the company. High restructuring charges might also affect operational activities, thereby hurting its long-term growth potential.

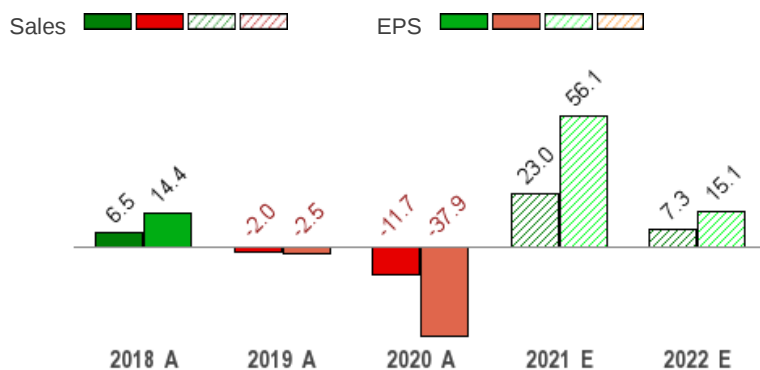
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$64.80 - \$35.62
20-Day Average Volume (Shares)	741,952
Market Cap	\$9.2 B
Year-To-Date Price Change	10.9%
Beta	1.41
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	Instruments - Control
Zacks Industry Rank	Top 23% (58 out of 251)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	16.2%
Last Sales Surprise	5.9%
EPS F1 Estimate 4-Week Change	0.0%
Expected Report Date	07/27/2021
Earnings ESP	2.4%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	949 E	982 E	958 E	950 E	4,018 E
2021	943 A	979 E	919 E	929 E	3,746 E
2020	774 A	577 A	788 A	906 A	3,046 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.89 E	\$0.98 E	\$0.97 E	\$0.99 E	\$3.97 E
2021	\$0.86 A	\$0.89 E	\$0.82 E	\$0.86 E	\$3.45 E
2020	\$0.53 A	\$0.18 A	\$0.66 A	\$0.85 A	\$2.21 A

*Quarterly figures may not add up to annual.

P/E TTM	22.9
P/E F1	17.0
PEG F1	1.5
P/S TTM	2.9

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 07/01/2021. The report's text and the

analyst-provided price target are as of 07/02/2021.

Overview

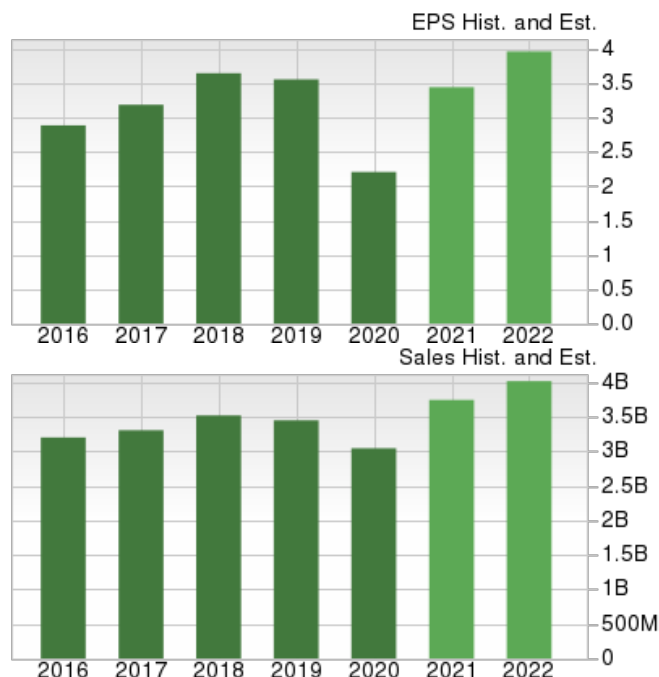
Headquartered in Attleboro, MA, Sensata Technologies is a global industrial technology company that develops, manufactures and sells innovative sensor-based solutions. Markedly, it is considered as one of the leading suppliers of electrical protection and power management solutions. With an industry rich experience of more than 100 years, the company has its business centers in 11 countries, including Japan, China, Korea and Malaysia, and operates under 14 other brand names apart from Sensata.

Known as the pioneer in mission critical solutions, Sensata has a diversified portfolio of personalized and unique sensor-rich applications from automotive braking systems to aircraft flight controls that are utilized ubiquitously. These sensors are specifically designed to address complex engineering and operating performance requirements that help customers solve significant challenges in industrial, heavy vehicle and off-road as well as aerospace industries. With more than 1.1 billion of Sensata devices shipped annually across the globe, the company focuses on producing equipment that are cleaner, safer, connected and efficient.

Sensata classifies its reporting segments into Performance Sensing (75.8% of total revenues in first-quarter 2021) and Sensing Solutions (24.2%).

Performance Sensing: This segment is primarily involved in the production of pressure sensors and are used in mission-critical systems and subsystems of automobiles as well as off-road equipment. Considered as one of the largest manufacturers of sensors and sensor-based solutions in key markets, it caters to a wide array of customers ranging from construction and agriculture original equipment manufacturers (OEMs) to various aftermarket distributors.

Sensing Solutions: This segment is considered to be a major player in industrial sensing, electrical and power protection industries globally. It is engaged in the production and development of a broad portfolio of control and application-specific sensor devices that are used in factory automation and water management markets. It caters to a wide range of customers ranging from Tier 1 aerospace and compressor suppliers to commercial and industrial manufacturers in medical, telecom and semiconductor industries.



Reasons To Buy:

- ▲ Being a leading provider of mission-critical solutions, Sensata benefits from cost-effective operations. The company offers a streamlined set of products, which helps in eliminating redundant costs and gives greater pricing flexibility. It invests in cutting-edge technology that enables the hybrid and electric vehicles to be more efficient, cost effective, robust and safe. The company is expanding its electrification ecosystem to facilitate the seamless transition to electric vehicles as it aims to be a leading provider of mission-critical sensor-rich hardware and software solutions. Markedly, Sensata has a rich portfolio of high-voltage protection and battery management systems. The joint venture with Churod Electronics has further expanded its electrical protection capabilities for mass-market applications. Sensata's sensing solutions business has a strong product portfolio and greater scale to capitalize on attractive opportunities in the multi-billion global automotive sensor market. Moreover, the company believes that its evolving portfolio and accretive customer base serve as the cornerstone for its long-term growth across a diverse set of markets.
- ▲ The company registered record revenues in first-quarter 2021 with impressive performances in the automotive market (up 910 basis points year over year) and heavy vehicle market (up 1,070 basis points), driven by holistic growth. The record revenues were largely driven by sustained business activities in Automotive and Industrial businesses with a rebound in market which, in turn, translated into higher order schedules. Sensata's robust supply chain mechanism and flexible business model were additional tailwinds.
- ▲ With solid quarterly results, Sensata increased its earlier guidance for 2021. For 2021, Sensata expects revenues in the range of \$3,685-\$3,825 million (up 21-26% year over year) compared with prior expectations of \$3,425-\$3,575 million (up 12-17%). Adjusted earnings per share are estimated in the band of \$3.20-\$3.50 (up 45-58%) compared with \$3.06-\$3.42 (up 38-55%), while adjusted net income is expected to be \$509-\$557 million (up 46-60%) compared with \$488-\$544 million (up 40-56%). For the second quarter, the company expects revenues in the range of \$960-\$990 million (up 67-72% year over year). Adjusted earnings per share are estimated in the band of 84-90 cents (up 367-400%), while adjusted net income is expected to be \$134-\$144 million (up 385-420%).
- ▲ Sensata has successfully implemented an effective capital deployment strategy that has boosted shareholders' value and provided greater operating flexibility. With diligent execution of operations, the company has been considerably outgrowing its end markets. Moreover, its strong balance sheet position enables Sensata to effectively capture mergers and acquisitions (M&A) cost synergies with accelerated growth in industrial, aerospace and Heavy Vehicle & Off Road (HVOR) industries. During the quarter, the company completed the acquisition of Lithium Balance to add battery management solutions for heavy vehicle and industrial applications in its product depth. This represents an incremental \$500 billion in addressable market for Sensata by 2030. Notably, the combined synergy is expected to bolster Sensata's megatrend driven opportunities in electrification and Battery Management Systems on the back of Lithium Balance's industrial relationships along with Sensata's wide customer base of Original Equipment Manufacturers. Further, the Danish company's Xolta brand, which includes cloud connected energy storage systems for industrial and residential usages, is likely to augment Sensata's portfolio of solutions for customers, thereby bolstering its profitability. In addition, it acquired leading telematics and data insight provider, Xirgo Technologies Intermediate Holdings, LLC, for \$400 million or approximately 16.0x 2021 EBITDA. The buyout augments its position as a data insight provider across transportation and logistics end markets, and is expected to be accretive to adjusted earnings in 2021. The acquisition extends Sensata's Smart & Connected megatrend-focused growth initiative for transportation and logistics end markets and brings complementary capabilities to address the broader fleet ecosystem. Accretive collaborations and acquisitions have enabled Sensata to add new capabilities in wireless sensing and software, while generating stronger returns for shareholders. All these factors bode well for its long-term growth.

Sensata's cost-effective operations, robust M&A strategies and augmented geographical presence makes it poised to generate positive cash flow for long-term growth.

Reasons To Sell:

- ▼ Sensata offers its services in a highly competitive environment and utilizes a broad range of raw materials for the manufacture of products in both Performance Sensing and Sensing Solutions segment. The price and availability of the raw materials are subject to significant volatility, which includes trade barriers, tariffs, foreign exchange fluctuations and interruptions in production facilities by suppliers. This, in turn, raises the price of such products, which makes it difficult for the company to acquire new customers and retain the existing relationships. Notably, cost of goods sold witnessed a CAGR of 10.3% from 2013 to 2020. Hence, a considerable change in price can apparently increase its operating costs and affect its scale of operations.
- ▼ Sensata's business is susceptible to seasonality factors as well as numerous global and local risks that could potentially lower revenues and affect profitability. The markets in which Sensata operates are primarily impacted by dynamic technological advancements. As a result, the company is under constant pressure to continually design, develop, manufacture and sell innovative products as well as modify existing products to address the rapidly changing customer requirements in the global arena. Also, Sensata constantly evaluates the strategic fit of specific businesses that may result in numerous acquisitions and divestitures. However, these restructuring options might affect the operational activities and thereby threaten its financial condition. Notably, Sensata operates in markets that are highly susceptible to competitive pressures and are under constant threat by low-cost suppliers, primarily based in China. Consequently, any change in prices might result in reduced demand of Sensata's products globally. Owing to its international exposure, the company is exposed to foreign exchange fluctuations that could negatively impact its cash flow position. Further, its high debt-load could also restrict the company from making further strategic acquisitions and limit its ability to repurchase shares, thereby affecting its financial condition in the days to come.
- ▼ As of Mar 31, 2021, the company had \$1,894 million in cash and cash equivalents with \$3,989 million of long-term debt compared with the respective tallies of \$1,862 million and \$3,242 million at the end of the prior quarter. Management has temporarily suspended the share repurchase program in a bid to improve its financial flexibility. Sensata currently has a debt-to-capital ratio of 0.59 compared with 0.52 of the industry. This shows that the company has a debt-laden balance sheet and is unlikely to clear its debt in the near future due to disruptions caused by the pandemic. Although the times interest earned ratio has decreased steadily over the past few quarters, it has increased sequentially to 2.3 at present relative to 3 of the industry. This shows that the company is less likely to clear its debt.

Intense competitive pressures and volatile factors such as trade barriers remain major headwinds for Sensata's top-line growth. Also, higher operating costs and debt level dent its profitability.

Last Earnings Report

Sensata Q1 Earnings Beat Estimates on Record Revenues

Sensata reported strong first-quarter 2021 results as the business recovery that started during the second half of 2020 gained steam. The top line and the bottom line surpassed the respective Zacks Consensus Estimate backed by strength in the business model. Notably, the company registered record revenues with impressive performances in the automotive market (up 910 basis points year over year) and heavy vehicle market (up 1,070 basis points), driven by holistic growth.

Quarter Ending

03/2021

Report Date	Apr 27, 2021
Sales Surprise	5.89%
EPS Surprise	16.22%
Quarterly EPS	0.86
Annual EPS (TTM)	2.55

Bottom Line

On a GAAP basis, net income in the March quarter increased substantially to \$53.7 million or 34 cents per share from \$8.4 million or 5 cents per share in the prior-year quarter. The remarkable improvement was primarily attributable to top-line growth.

On an adjusted basis, quarterly net income was \$137.6 million or 86 cents per share compared with \$83.2 million or 53 cents per share in the year-ago quarter. The bottom line surpassed the consensus estimate by 12 cents.

Revenues

Quarterly revenues aggregated \$942.5 million compared with \$774.3 million in the year-ago quarter. The record revenues were largely driven by sustained business activities in Automotive and Industrial businesses with a rebound in market which, in turn, translated into higher order schedules. The top line beat the consensus estimate of \$890 million. Sensata's robust supply chain mechanism and flexible business model were additional tailwinds. This demonstrates healthy prospects for Sensata's core sensing operations, thereby accelerating its growth momentum in the long run.

The company is expanding its electrification ecosystem to facilitate the seamless transition to electric vehicles as it aims to be a leading provider of mission-critical sensor-rich hardware and software solutions. Markedly, Sensata has a rich portfolio of high-voltage protection and battery management systems. The joint venture with Churod Electronics has further expanded its electrical protection capabilities for mass-market applications.

Segment Results

Performance Sensing revenues improved to \$714.5 million from \$568.7 million in the year-ago quarter. Accounting for 75.8% of total revenues, the increase was primarily due to solid automotive, heavy vehicle and off-road businesses owing to recovery in customer production. Segment operating income jumped to \$195.8 million from \$135 million on higher revenues and savings from restructuring and other cost-reduction initiatives.

Sensing Solutions revenues increased to \$228 million from \$205.6 million in the year-ago quarter. Accounting for 24.2% of total revenues, the year-over-year improvement was led by ramped up production and uptrend in HVAC (heating, ventilation, and air conditioning) business. Segment operating income increased to \$66.9 million from \$56.5 million, mainly due to higher revenues and cost cuts.

Other Details

Total operating expenses were \$785.1 million compared with \$715.7 million in the prior-year quarter, primarily due to higher cost of revenues. Adjusted operating income was \$198.1 million, up from \$136.7 million in the year-ago quarter. The uptick was mainly caused by higher revenues, savings from cost reduction programs and favorable foreign currency translation effects. Adjusted EBITDA totaled \$227.6 million during the quarter, up from \$164.3 million.

During the quarter, the company completed the acquisition of Lithium Balance to add battery management solutions for heavy vehicle and industrial applications in its product depth. This represents an incremental \$500 billion in addressable market for Sensata by 2030.

Cash Flow & Liquidity

In the first three months of 2021, Sensata generated \$104.5 million of net cash from operating activities compared with \$98.5 million in the prior-year period. With effective working capital management and cost reductions, free cash flow for the same period came in at \$77.3 million compared with \$69 million a year ago. As of Mar 31, 2021, the company had \$1,893.9 million in cash and equivalents with \$3,961.4 million of net long-term debt.

Guidance Up

With solid quarterly results, Sensata increased its earlier guidance for 2021. For 2021, Sensata expects revenues in the range of \$3,685-\$3,825 million (up 21-26% year over year) compared with prior expectations of \$3,425-\$3,575 million (up 12-17%). Adjusted earnings per share are estimated in the band of \$3.20-\$3.50 (up 45-58%) compared with \$3.06-\$3.42 (up 38-55%), while adjusted net income is expected to be \$509-\$557 million (up 46-60%) compared with \$488-\$544 million (up 40-56%).

For the second quarter, the company expects revenues in the range of \$960-\$990 million (up 67-72% year over year). Adjusted earnings per

share are estimated in the band of 84-90 cents (up 367-400%), while adjusted net income is expected to be \$134-\$144 million (up 385-420%).

Recent News

On Apr 29, 2021, Sensata announced that it inked an agreement with a leading truck OEM to provide its Power Distribution Units for DC fast charging of the latter's electric trucks. The deal is for a five-year period with a valuation of \$15 million. The partnership will not only offer reliable control and protection for DC fast charging of medium and heavy-duty commercial vehicles but is also expected to aid Sensata to augment its footprint and business opportunities in electrification and commercial vehicle market.

On Apr 1, 2021, Sensata announced that it acquired leading telematics and data insight provider, Xirgo Technologies Intermediate Holdings, LLC, for \$400 million. The buyout augments its position as a data insight provider across transportation and logistics end markets, and is expected to be accretive to adjusted earnings in 2021. The acquisition extends Sensata's Smart & Connected megatrend-focused growth initiative for transportation and logistics end markets and brings complementary capabilities to address the broader fleet ecosystem, likely expanding its total addressable market to \$15 billion by 2030.

Valuation

Sensata's shares are up 12.5% in the past six months and up 61.2% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 11.3% over the past six months, while stocks in the Zacks Computer and Technology sector are up 20.4% in the same period. Over the past year, the Zacks sub-industry and the sector are up 63.1% and 48.6%, respectively.

The S&P 500 Index is up 17.3% in the past six months and up 39.9% in the past year.

The stock is currently trading at 3.31X trailing 12-month book value, which compares to 3.73X for the Zacks sub-industry, 10.36X for the Zacks sector and 7.17X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 4.17X and as low as 1.43X, with a 5-year median of 3.35X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$63 price target reflects 19.03X trailing 12-month book value.

The table below shows summary valuation data for ST

Valuation Multiples - ST					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	3.31	3.73	10.36	7.17
	5-Year High	4.17	3.88	10.4	7.17
	5-Year Low	1.43	1.83	4.61	3.84
	5-Year Median	3.35	3.35	5.86	5.03
P/E F12M	Current	15.78	21.87	27.84	21.85
	5-Year High	20.07	23.64	28.34	23.83
	5-Year Low	6.48	11.97	16.97	15.31
	5-Year Median	13.35	15.79	20.29	18.2
P/S F12M	Current	2.38	2.6	4.97	4.75
	5-Year High	2.9	2.69	4.97	4.75
	5-Year Low	1.05	1.49	2.8	3.21
	5-Year Median	2.26	2	3.53	3.73

As of 07/01/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 23% (58 out of 251)



Top Peers

Company (Ticker)	Rec	Rank
Transcat, Inc. (TRNS)	Outperform	1
Watts Water Technologies, Inc. (WTS)	Outperform	2
Allied Motion Technologies, Inc. (AMOT)	Neutral	2
Badger Meter, Inc. (BMI)	Neutral	3
Roper Technologies, Inc. (ROP)	Neutral	3
Woodward, Inc. (WWD)	Neutral	3
Xylem Inc. (XYL)	Neutral	2
Thermon Group Holdings, Inc. (THR)	Underperform	5

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

Industry Comparison Industry: Instruments - Control				Industry Peers		
	ST	X Industry	S&P 500	BMI	WTS	WWD
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Outperform	Neutral
Zacks Rank (Short Term)	2	-	-	3	2	3
VGM Score	B	-	-	B	D	C
Market Cap	9.25 B	519.78 M	30.67 B	2.88 B	4.93 B	7.84 B
# of Analysts	8	3	12	3	5	6
Dividend Yield	0.00%	0.00%	1.32%	0.73%	0.71%	0.53%
Value Score	B	-	-	D	D	C
Cash/Price	0.21	0.05	0.06	0.02	0.05	0.04
EV/EBITDA	18.92	20.82	17.30	31.34	21.61	18.46
PEG F1	1.54	3.10	2.10	NA	3.85	2.43
P/B	3.31	3.52	4.16	7.78	4.56	3.65
P/CF	15.09	27.56	17.60	38.53	27.56	19.98
P/E F1	16.96	31.01	21.12	51.48	30.76	32.74
P/S TTM	2.88	2.88	3.46	6.62	3.20	3.60
Earnings Yield	5.90%	3.22%	4.65%	1.95%	3.25%	3.06%
Debt/Equity	1.43	0.23	0.66	0.00	0.18	0.35
Cash Flow (\$/share)	3.88	2.06	6.86	2.56	5.31	6.17
Growth Score	B	-	-	A	B	D
Historical EPS Growth (3-5 Years)	-2.28%	11.17%	9.59%	12.57%	11.17%	8.64%
Projected EPS Growth (F1/F0)	55.94%	27.00%	21.04%	13.41%	22.58%	-4.84%
Current Cash Flow Growth	-27.45%	-11.61%	1.02%	4.54%	-3.88%	-15.62%
Historical Cash Flow Growth (3-5 Years)	-4.34%	8.46%	7.34%	9.89%	5.45%	8.46%
Current Ratio	4.02	3.94	1.38	2.84	2.24	4.01
Debt/Capital	58.84%	18.90%	41.48%	0.00%	15.52%	25.65%
Net Margin	6.52%	6.52%	12.06%	11.79%	8.06%	9.46%
Return on Equity	15.28%	10.93%	16.63%	14.40%	13.61%	9.32%
Sales/Assets	0.42	0.89	0.51	0.94	0.89	0.55
Projected Sales Growth (F1/F0)	23.01%	5.04%	9.72%	12.87%	7.05%	-4.20%
Momentum Score	F	-	-	F	F	B
Daily Price Change	0.91%	0.48%	0.52%	0.56%	0.28%	0.40%
1-Week Price Change	3.17%	2.70%	1.25%	3.91%	4.72%	4.99%
4-Week Price Change	-1.99%	0.41%	3.03%	6.75%	4.78%	-2.47%
12-Week Price Change	0.98%	0.13%	5.44%	4.28%	24.59%	0.26%
52-Week Price Change	61.25%	58.49%	38.02%	55.26%	81.58%	60.62%
20-Day Average Volume (Shares)	741,952	127,209	1,969,078	129,366	131,392	293,410
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%	0.00%	0.30%	0.00%

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

EPS F1 Estimate 12-Week Change	3.84%	:	9.02%	3.81%	:	4.36%	24.70%	9.02%
EPS Q1 Estimate Monthly Change	0.00%	:	0.00%	0.00%	:	1.32%	0.57%	0.00%

Source: Zacks Investment Research

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	B
Growth Score	B
Momentum Score	F
VGM Score	B

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

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

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

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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 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.