Sep 02, 2020

Stanley Black & Decker (SWK)

$165.34 (As of 09/01/20)

Price Target (6-12 Months): **$174.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 09/01/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:B
	Value: C | Growth: B | Momentum: A	

Summary

In the past three months, Stanley Black & Decker's shares have outperformed the industry. The company is poised to gain from a positive e-commerce trend, solid product portfolio, innovation efforts and shareholder-friendly moves in the future. Also, its cost-reduction actions and solid liquidity might help it overcome the pandemic-related difficulties. However, the company kept its 2020 financial guidance suspended due to the coronavirus woes. Also, its share buyback program and acquisition activities are halted. In addition, forex woes and tariffs are expected to induce a $180-million headwind (above the previous view of $150 million) in 2020. High debts too might hurt the company's cost of funds and liquidity. Meanwhile, in the past 60 days, its earnings estimates have been raised for the third quarter of 2020 and 2020.

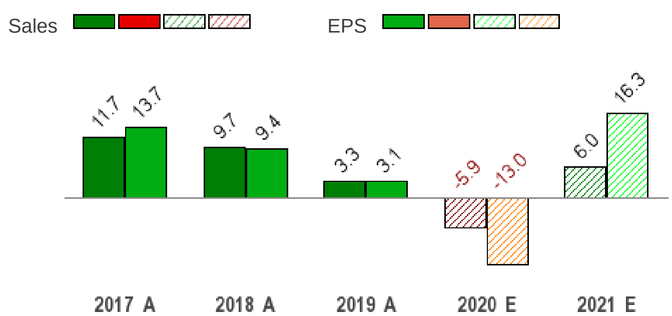
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$172.69 - $70.00**
20-Day Average Volume (Shares)	**883,282**
Market Cap	**$26.4 B**
Year-To-Date Price Change	**-0.2%**
Beta	**1.56**
Dividend / Dividend Yield	**$2.80 / 1.7%**
Industry	**Manufacturing - Tools & Related Products**
Zacks Industry Rank	**Top 49% (123 out of 251)**
Last EPS Surprise	**26.0%**
Last Sales Surprise	**3.8%**
EPS F1 Estimate 4-Week Change	**7.1%**
Expected Report Date	**10/22/2020**
Earnings ESP	**2.6%**
P/E TTM	**23.3**
P/E F1	**22.6**
PEG F1	**4.2**
P/S TTM	**1.9**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	3,262 E	3,543 E	3,868 E	3,832 E	14,395 E
2020	3,129 A	3,147 A	3,768 E	3,727 E	13,585 E
2019	3,334 A	3,761 A	3,633 A	3,714 A	14,442 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	$1.49 E	$2.09 E	$2.38 E	$2.68 E	$8.50 E
2020	$1.20 A	$1.60 A	$2.42 E	$2.28 E	$7.31 E
2019	$1.42 A	$2.66 A	$2.13 A	$2.18 A	$8.40 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/01/2020. The reports text is as of 09/02/2020.

Overview

Headquartered in New Britain, CT, Stanley Black & Decker, Inc. manufactures and provides tools (power and hand tools) and related accessories, healthcare solutions, electronic security solutions, engineered fastening systems, and many more items and services.

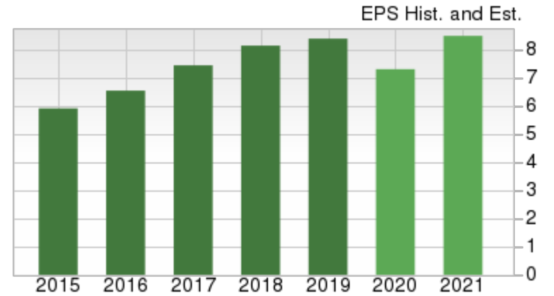
On a geographical basis, the company has operations in the United States, Canada, Europe, Japan and emerging markets.

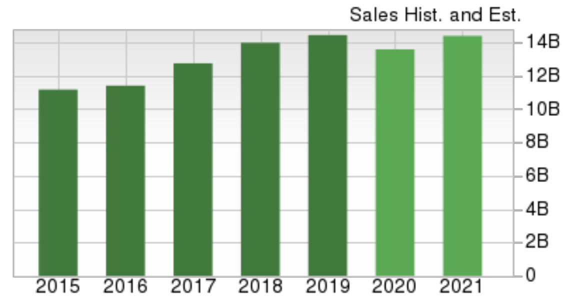
The company's operations are classified into three reportable business segments: Security, Industrial, and Tools & Storage.

- **Security** (13.8% of second-quarter 2020 net revenues) segment provides access and security solutions, primarily to retailers, educational, financial and healthcare institutions as well as to commercial, governmental and industrial customers. Security products are sold primarily on a direct sales basis and, in certain instances, through third-party distributors. Businesses included are Convergent Security Solutions and Mechanical Access Solutions.

- **Industrial** (16.4%) segment manufactures and markets engineered fastening products as well as hydraulic tools, accessories and attachments. Also, the segment engages in renting and selling coating, custom pipe handling and joint welding equipment. The products are sold to industrial customers and distributed primarily through third-party distributors as well as the company's direct sales force. Businesses included are Engineered Fastening and Infrastructure.

- **Tools & Storage** (69.8%) segment manufactures and markets power tools for professional, consumer tools, hand tools, storage systems, pneumatic tools and fasteners. These products are sold to professionals, as well as consumers, and are distributed through retailers (including home centers, mass merchants, hardware stores and retail lumber yards). Businesses included are Power Tools & Equipment and Hand Tools, Accessories & Storage businesses.





Source: Zacks Investment Research

Reasons To Buy:

- In the past three months, Stanley Black & Decker's shares have gained 19.9% against the industry's decline of 4.3%. In second-quarter 2020, the company recorded an earnings surprise of 26%. Going forward, it might gain from the efforts to innovate products, favorable e-commerce trends, growing recognition of products meant for healthy and security, and do-it-yourself preferences. Also, the safety of its supply-chain partners and workers along with the continuity of businesses remain the top priority. In the second half of 2020, the company anticipates making investments to gain from opportunities in the Security, and Tools & Storage segments.

Stanley Black & Decker is poised to benefit from favorable e-commerce business, solid product line and acquired assets. It cost actions and solid liquidity might aid in the near term.

- Adjustments in manufacturing labor, supply chain and non-essential staffing have been considered by Stanley Black & Decker as a measure to mitigate some of the coronavirus outbreak-related impacts. It introduced certain cost-reduction measures in April 2020 and from it anticipates savings of $1 billion, including $500 million expected to be realized in 2020. In second-quarter 2020, this cost-saving program yielded benefits of $175 million. Additionally, cost actions introduced in October 2019 are anticipated to yield cost savings of $180 million in 2020. In the past 60 days, Stanley Black & Decker's earnings estimates have moved 54.1% north for the third quarter of 2020. Similarly, the estimates have increased 34.6% for 2020 and grew 21.1% for 2021 in the same time frame.

- In the quarters ahead, Stanley Black & Decker's growth is likely to be driven by organic and inorganic means. Here we focused on the company's inorganic initiatives. In January 2019, it acquired 20% stake in MTD Products — well-recognized for its outdoor power equipments — and IES Attachments in March 2019. It is worth noting here that Stanley Black & Decker has the option to purchase (likely to be exercised in 2022) the remaining 80% stake in MTD Products. This action will result in incremental revenues (annual) of $3-$4 billion starting 2022. Further, Stanley Black & Decker divested the Sargent & Greenleaf business of the Security segment in May 2019 in the best interest of shareholders. In February 2020, Stanley Black & Decker acquired Consolidated Aerospace Manufacturing. Since then, the buyout is strengthening the company's engineered fastening business within the Industrial segment. Notably, acquired assets contributed roughly 2% to sales growth in the second quarter.

- Stanley Black & Decker is committed to rewarding its shareholders through dividend payments. In the second quarter, the company paid out cash dividends of $105.8 million, reflecting an 8.3% increase from the year-ago quarter. In July 2020, it hiked the quarterly dividend rate by 1.4% or one cent per share. Also, the company's solid liquidity position will help it tide over the difficult environment effectively. Its liquidity includes $0.9 billion of cash on hand and $2.3 billion from commercial paper program. Further, the company noted that it initiated actions to conserve capital. The actions include the reduction of capital expenditure, temporary suspension of share buybacks and acquisitions, and focus on achieving leverage targets.

Reasons To Sell:

- On a P/E (TTM) basis, Stanley Black & Decker's shares currently seem to be overvalued than the industry. The company's P/E (TTM) of 23.26X is higher than the industry's tally of 19.99X. Besides, the company's exposure to the uncertainties arising from the pandemic is a headwind. It is worth mentioning here that the company recorded a 39.8% year-over-year decline in earnings during the second quarter of 2020. Sales were down 16.3% in the period while margins were weak too. The company refrained from providing its financial projections for 2020.

Stanley Black & Decker's revenue-generation capabilities take a hit from the coronavirus outbreak. The company keeps projections for 2020 suspended. Forex woes, tariffs and high debts are other concerns.

- Stanley Black & Decker's geographically diversified business exposed it to risks emanating from hostile movements in foreign currencies and geopolitical issues. In the second quarter of 2020, forex woes affected sales growth by 2%. Also, adverse impacts of tariffs and lower volumes dragged down the company's gross margin. The company recorded a 130-bps fall in its gross margin and a 200-bps decline in the operating margin during the second quarter. We believe, the persistence of the above-mentioned headwinds can continue hurting the company's margins in the quarters ahead. For 2020, it expects forex woes and tariffs to adversely impact results by $180 million, higher than $150 million mentioned previously. Notably, headwinds of $115 million have already been realized in the first half of 2020.

- In order to finance buyout activities and working capital needs, sometimes Stanley Black & Decker raises funds through the issuance of long-term debt instruments and equities. This, in turn, could hurt the company's cost of funds, liquidity and access to capital markets in case of a downgrade in investment-grade ratings. Exiting second-quarter 2020, it had a long-term debt balance of $4,658.7 million. In February 2020, the company issued $750-million notes due 2030 and $750 million of debentures maturing in 2060. Its total debt-to-total capital stood at 28.9% at the end of the second quarter versus 34.2% in the previous quarter. Despite lower total debt-to-total capital, it is the company's weakening ability to repay financial obligation and returns on capital that is concerning. At the second-quarter end, its times interest earned was 4.1X and its return on total capital was 8%, lower than 5.0X and 9.8% reported in the first quarter of 2020, respectively. For 2020, the company expect interest expenses of $210 million.

- Stanley Black & Decker's segmental performances and overall profitability are highly correlated to industrial activities, housing markets and overall economic growth of foreign nations served as well as that of the United States. The pandemic has adversely hurt both domestic and international markets. Based on scenario planning, the company's organic sales might decline 5-10% in 2020.

Last Earnings Report

Stanley Black Beats Q2 Earnings and Sales Estimates

Quarter Ending	06/2020
Report Date	Jul 30, 2020
Sales Surprise	3.79%
EPS Surprise	25.98%
Quarterly EPS	1.60
Annual EPS (TTM)	7.11

Stanley Black & Decker has reported impressive results for second-quarter 2020, with earnings surpassing estimates by 26%. This marked the company's sixth consecutive quarter of impressive results. Also, sales in the quarter exceeded estimates by 3.8%.

Earnings, excluding acquisition-related charges and other one-time impacts, were $1.60 per share in the quarter, surpassing the Zacks Consensus Estimate of $1.27. However, earnings decreased 39.8% from the year-ago quarter's $2.66 per share due to a sales decline and weak margins.

Revenue Details

In the quarter under review, the company's net sales were $3,147.4 million, reflecting a 16.3% year-over-year decline. The pandemic-related adversities led to disruptions in the end markets served by the company.

The results suffered from a 17% decline in volume and a 2% adverse impact of movements in foreign currencies, partially offset by 2% gain from acquisitions and a 1% positive impact of pricing.

However, the company's top line surpassed the Zacks Consensus Estimate of $3,033 million.

Stanley Black reports revenues under three segments. A brief discussion on the quarterly results is provided below:

Tools & Storage's revenues totaled $2,197.2 million, representing 69.8% of net revenues in the quarter under review. On a year-over-year basis, the segment's revenues decreased 16.3% due to a 16% decline in volumes and 1% impact of forex woes, partially offset by 1% gain from positive pricing.

The **Industrial** segment generated revenues of $517.5 million, accounting for 16.4% of net revenues in the reported quarter. Revenues decreased 20.4% year over year, primarily driven by 10% gain from the CAM buyout, partially offset by a 29% negative impact of volume decline and a 1% decline from forex woes.

The **Security** segment's revenues, representing 13.8% of net revenues, decreased 10.9% year over year to $432.7 million. Forex woes and divestitures had adverse impacts of 2% and 1%, respectively. Volume decreased 9%.

Margin Profile

In the reported quarter, Stanley Black's cost of sales (normalized) decreased 14.6% year over year to $2,092.1 million. It represented 66.5% of the quarter's net sales versus 65.2% in the year-ago quarter. Gross profit (normalized) decreased 19.5% year over year to $1,055.3 million. Gross margin slipped 130 basis points (bps) to 33.5% due to the adverse impacts of tariff and forex woes as well as lower volumes. However, cost control, positive price and productivity partially offset the adverse impacts.

Selling, general and administrative expenses declined 13.6% year over year to $652.8 million. It represented 20.7% of net sales in the reported quarter versus 20.1% in the year-ago quarter. Operating profits (normalized) declined 27.5% year over year to $402.5 million, while margin fell 200 bps to 12.8%.

The company noted that operating margin in the quarter gained from price realized and cost-control measures.

Adjusted tax rate in the reported quarter was 15% compared with the year-ago quarter figure of 11.6%.

Balance Sheet & Cash Flow

Exiting the second quarter of 2020, Stanley Black had cash and cash equivalents of $859.8 million, declining 12.9% from $987.1 million recorded in the last reported quarter. Long-term debt (net of current portions) was down 0.1% sequentially to $4,658.7 million.

In the second quarter, it generated net cash of $328.2 million from operating activities, reflecting a decline of 34.5% from the year-ago quarter. Capital spending totaled $64.5 million versus $97.2 million in the year-ago quarter. Free cash flow in the quarter was $263.7 million, down 34.7% year over year.

During the quarter, Stanley Black paid out cash dividends of $105.8 million, up 8.3% from the year-ago quarter.

Outlook

For 2020, the company kept its projections suspended due to the uncertainties related to the coronavirus outbreak.

Also, it noted that the safety of its supply-chain partners and workers along with the continuity of businesses remains the top priority. Also, it is progressing well on its cost-reduction program of $1 billion (announced in April 2020). Savings of $500 million — including $175 million already achieved in the second quarter — is expected to be realized from this program in 2020.

In the second half of 2020, the company anticipates making investments to leverage gain from growth opportunities in the Security, and Tools & Storage segments.

Recent News

Dividend Hike

On **Jul 14, 2020**, Stanley Black & Decker announced that its board of directors approved a hike of 1.4% or one cent per share in the quarterly dividend rate. The revised rate now stands at 70 cents per share. On an annualized basis, the dividend increased to $2.80 per share from the previous rate of $2.76. It will pay out the revised dividend on Sep 15, 2020, to shareholders of record as of Sep 1.

Valuation

Stanley Black & Decker's shares have moved down 0.2% in the year-to-date period and increased 28.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Industrial Products sector have decreased 19.9% and 1% in the year-to-date period respectively. Over the past year, the Zacks sub-industry and the sector moved up 1.7% and 15.9% respectively.

The S&P 500 index has moved up 3.1% year to date and increased 14.6% in the past year.

The stock is currently trading at 20.89x forward 12-month earnings, which compares to 17.27x for the Zacks sub-industry, 21.81x for the Zacks sector and 23.04x for the S&P 500 index.

Over the past five years, the stock has traded as high as 24.3x and as low as 8.18x, with a 5-year median of 16.85x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $174 price target reflects 21.93x forward 12-month earnings.

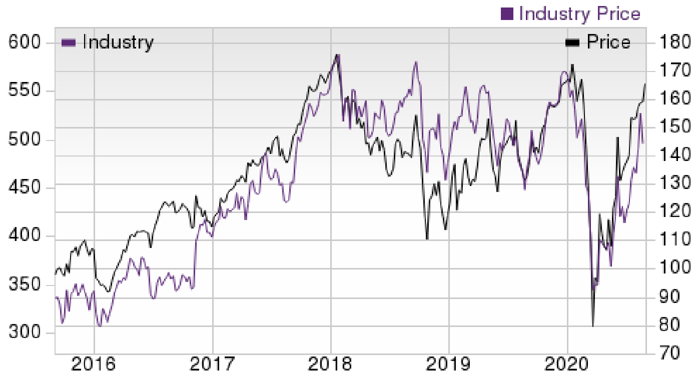
The table below shows summary valuation data for SWK.

Valuation Multiples - SWK

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	20.89	17.27	21.81	23.04
	5-Year High	24.3	21.45	21.81	23.04
	5-Year Low	8.18	12.49	12.55	15.25
	5-Year Median	16.85	17	17.5	17.6
P/S F12M	Current	1.88	1.04	2.95	3.93
	5-Year High	2.07	1.52	2.95	3.93
	5-Year Low	0.75	0.84	1.52	2.53
	5-Year Median	1.51	1.19	2.05	3.07

As of 09/01/2020

Industry Analysis **Zacks Industry Rank:** Top 49% (123 out of 251)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Johnson Controls International plc **(JCI)**	Outperform	2
Sandvik AB **(SDVKY)**	Outperform	2
Allegion PLC **(ALLE)**	Neutral	3
Acuity Brands Inc **(AYI)**	Neutral	2
Enerpac Tool Group Corp. **(EPAC)**	Neutral	3
Hubbell Inc **(HUBB)**	Neutral	3
Kennametal Inc. **(KMT)**	Neutral	4
Lincoln Electric Holdings, Inc. **(LECO)**	Neutral	3

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

Industry Comparison Industry: Manufacturing - Tools & Related Products

	SWK	X Industry	S&P 500	ALLE	KMT	LECO
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	4	3
VGM Score	B	-	-	B	C	A
Market Cap	26.40 B	2.86 B	23.95 B	9.42 B	2.48 B	5.79 B
# of Analysts	10	7	14	4	7	8
Dividend Yield	1.69%	1.36%	1.61%	1.25%	2.67%	2.01%
Value Score	C	-	-	C	C	C
Cash/Price	0.03	0.10	0.07	0.03	0.25	0.02
EV/EBITDA	16.00	15.74	13.32	17.16	15.74	13.45
PEG F1	4.22	3.89	3.05	3.93	6.69	2.71
P/B	3.12	3.12	3.21	13.85	1.96	8.78
P/CF	13.71	13.71	12.92	17.44	12.49	15.87
P/E F1	22.62	27.11	21.84	23.98	33.43	27.11
P/S TTM	1.94	2.02	2.52	3.45	1.32	2.10
Earnings Yield	4.42%	3.69%	4.39%	4.17%	3.01%	3.69%
Debt/Equity	0.55	0.44	0.70	2.10	0.47	1.08
Cash Flow ($/share)	12.06	2.40	6.93	5.85	2.40	6.15
Growth Score	B	-	-	B	C	A
Historical EPS Growth (3-5 Years)	7.27%	8.18%	10.41%	12.26%	14.29%	9.09%
Projected EPS Growth (F1/F0)	-12.95%	-3.24%	-4.75%	-12.93%	-4.71%	-23.43%
Current Cash Flow Growth	4.61%	-3.32%	5.22%	5.29%	-45.40%	-3.32%
Historical Cash Flow Growth (3-5 Years)	6.22%	6.22%	8.49%	13.35%	-7.39%	0.03%
Current Ratio	1.26	1.99	1.35	2.11	1.60	1.77
Debt/Capital	31.86%	30.48%	42.92%	67.75%	31.89%	52.02%
Net Margin	5.88%	5.46%	10.25%	10.48%	-0.30%	7.93%
Return on Equity	13.97%	6.65%	14.66%	64.29%	6.01%	33.45%
Sales/Assets	0.62	0.68	0.50	0.96	0.70	1.20
Projected Sales Growth (F1/F0)	-5.94%	-2.97%	-1.40%	-9.01%	-9.76%	-14.08%
Momentum Score	A	-	-	B	F	A
Daily Price Change	2.50%	1.46%	0.29%	-1.25%	3.17%	0.90%
1-Week Price Change	3.98%	4.07%	2.59%	3.72%	4.15%	2.08%
4-Week Price Change	6.91%	8.32%	3.53%	2.71%	15.06%	5.74%
12-Week Price Change	17.07%	7.62%	2.09%	-9.07%	-3.67%	7.62%
52-Week Price Change	28.32%	20.84%	4.31%	7.10%	5.31%	20.84%
20-Day Average Volume (Shares)	883,282	126,917	1,816,754	607,011	564,406	232,530
EPS F1 Estimate 1-Week Change	4.40%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	7.09%	0.00%	0.20%	0.00%	-23.91%	1.23%
EPS F1 Estimate 12-Week Change	36.16%	0.94%	3.86%	5.96%	-30.39%	22.17%
EPS Q1 Estimate Monthly Change	14.73%	0.00%	0.00%	3.90%	-66.07%	-3.43%

Source: Zacks Investment Research

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	B
Momentum Score	A
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

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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