

Stanley Black & Decker (SWK)

\$196.74 (As of 06/16/21)

Price Target (6-12 Months): **\$207.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 01/26/21)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

2-Buy

Zacks Style Scores:

VGM:C

Value: C

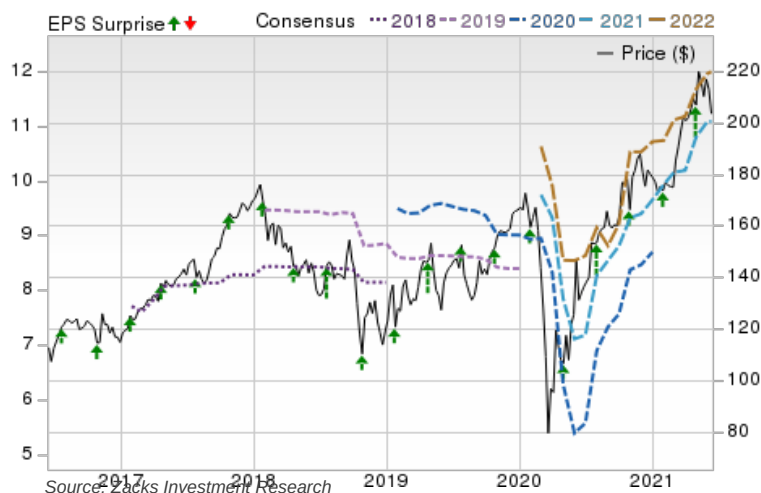
Growth: D

Momentum: B

Summary

In the past three months, Stanley Black's shares have outperformed the industry. The company is poised to gain from solid product offerings, a positive e-commerce trend, innovation efforts and inorganic activities. Its commitment toward rewarding shareholders enhances its attractiveness. For 2021, the company anticipates adjusted earnings of \$10.70-\$11.00 per share versus the previously mentioned \$9.70-\$10.30. Also, organic sales growth is expected to be 11-13% for the year. In the past 60 days, the company's earnings estimates have increased for 2021 and 2022. However, cost inflation is a major concern, with incremental headwinds of \$210 million and \$235 million expected for the second half of 2021 and 2022, respectively. Also, the near-term adverse impacts of divestitures and woes-related to high debts might be concerning.

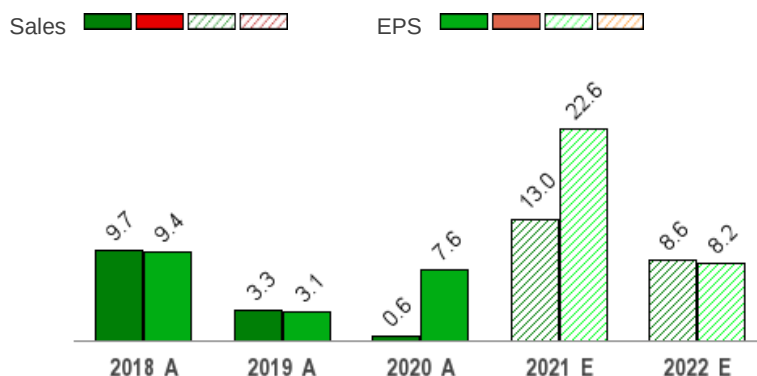
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$225.00 - \$129.56
20-Day Average Volume (Shares)	885,913
Market Cap	\$31.8 B
Year-To-Date Price Change	10.2%
Beta	1.45
Dividend / Dividend Yield	\$2.80 / 1.4%
Industry	Manufacturing - Tools & Related Products
Zacks Industry Rank	Top 26% (65 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	4,103 E	4,470 E	4,485 E	4,539 E	17,839 E
2021	4,197 A	4,124 E	3,974 E	4,161 E	16,421 E
2020	3,129 A	3,147 A	3,850 A	4,408 A	14,535 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$2.82 E	\$3.06 E	\$2.88 E	\$3.07 E	\$11.99 E
2021	\$3.13 A	\$2.84 E	\$2.38 E	\$2.72 E	\$11.08 E
2020	\$1.20 A	\$1.60 A	\$2.89 A	\$3.29 A	\$9.04 A

*Quarterly figures may not add up to annual.

Last EPS Surprise	22.3%
Last Sales Surprise	5.0%
EPS F1 Estimate 4-Week Change	0.5%
Expected Report Date	07/29/2021
Earnings ESP	0.0%
P/E TTM	18.0
P/E F1	17.8
PEG F1	1.9
P/S TTM	2.0

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/16/2021. The report's text and the

analyst-provided price target are as of 06/17/2021.

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.

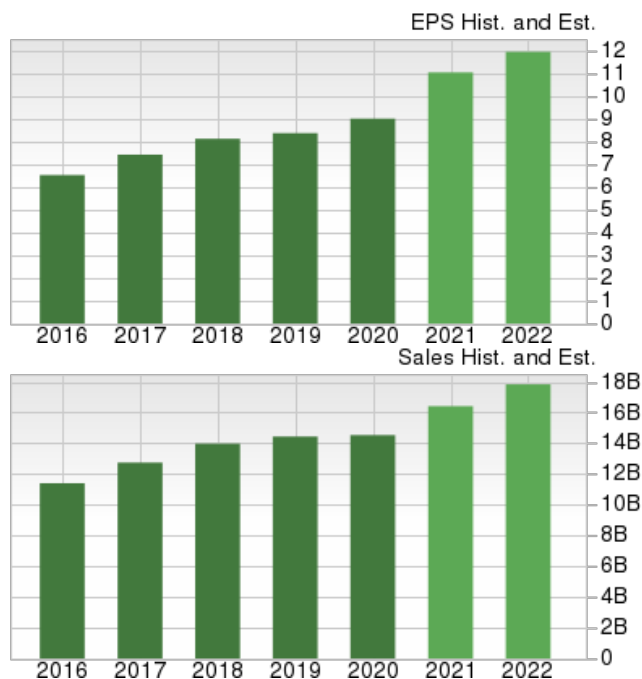
On a geographical basis, the company has operations in the United States, Canada, Europe, Japan and emerging markets.

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

Security (11.4% of first-quarter 2021 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 (15.6%) 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 (73%) 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.



Reasons To Buy:

- ▲ In the past three months, Stanley Black's shares have gained 8.4% compared with the industry's decline of 1.3%. In first-quarter 2021, the company's earnings surpassed estimates by 22.3% and sales beat the same by 5.03%. On a year-over-year basis, the company's earnings increased 160.8%, driven primarily by sales and margin growth. In the quarters ahead, its efforts to innovate products, favorable e-commerce trends, preferences for home & garden products as well as healthy and safety, and home improvement product in the North America might prove beneficial. Also, improvement in market conditions as well as the impacts of cost-control and margin resiliency program (savings of \$300-\$500 million anticipated in three years) will likely be beneficial. In addition, the cost actions introduced in April 2020 are expected to yield savings of \$125 million in 2021. For 2021, the company anticipates adjusted earnings of \$10.70-\$11.00 per share, higher than \$9.70-\$10.30 per share mentioned previously. Also, the revised projection suggests a rise from \$9.04 reported in 2020. In the past 60 days, Stanley Black's earnings estimates have increased 7.6% for the second quarter of 2021, 7.5% for 2021 and 6.9% for 2022.
- ▲ Based on the scenario-planning assumptions, the company anticipates a year-over-year improvement in organic sales of 28-32% for the second quarter of 2021. For the Tools & Storage segment, organic sales are expected to improve 35-40% on the back of strengthening retail business in the United States and improvement in industrial and commercial businesses. Businesses in Europe will likely gain from retail and ecommerce growth, whereas those in emerging markets will also improve. For Security, organic sales are expected to increase in low-double digits in the quarter, driven by benefits from growth initiatives, record backlog and easier comparables, will likely aid results. For Industrial, organic sales are predicted to increase in mid-to-high teens, driven primarily by gains in attachment tools and industrial fasteners businesses. For 2021, the company anticipates organic sales growth of 11-13% from the previous year's reported number. On a segmental basis, organic sales are predicted to increase 14-16% for Tools & Storage, 4-6% for Industrial and 4-6% for Security.
- ▲ Over time, Stanley Black has expanded its product offerings, geographical reach, technological expertise and customer base through inorganic initiatives. In January 2019, it acquired a 20% stake in MTD Holdings Inc., which is well-recognized for its outdoor power equipment, and International Equipment Solutions Attachments in March 2019. It is worth noting here that Stanley Black has the option to purchase (exercisable starting July 2021) the remaining 80% stake in MTD Holdings. In February 2020, Stanley Black acquired Consolidated Aerospace Manufacturing. Since then, the buyout has been strengthening the company's engineered fastening business in the Industrial segment. Notably, the CAM acquisition boosted Industrial sales by 3% in first-quarter 2021. Also, benefits from acquired assets increased Security revenues by 1% in the quarter. Further, Stanley Black is committed to rewarding its shareholders through dividend payments and share buybacks. In first-quarter 2021, the company paid out cash dividends of \$110.1 million, reflecting a 4.3% 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 purchased shares worth \$14.9 million for treasury, representing a hike of 65.6% from the year-ago quarter.

Stanley Black is poised to benefit from favorable e-commerce business, solid product line and acquired assets. Its cost actions and strengthening segmental businesses will benefit in 2021.

Reasons To Sell:

- ▼ In first-quarter 2021, Stanley Black's cost of sales increased 25.3% year over year, whereas selling, general and administrative expenses grew 15.9%. Higher costs and expenses in the quarter had adverse impacts in the quarter. The company now predicts cost-inflation-related headwinds of \$210 million (versus \$70 million mentioned earlier) for the second half of 2021 and \$235 million for 2021 (higher than \$75 million stated earlier). The main drivers of cost-inflation include higher prices for base metals, steel, resin, batteries and electrical components. Notably, commodity inflation is expected to adversely impact earnings by 80 cents per share in 2021.
- ▼ On a Price (P)/Earnings (E) (trailing 12 months - TTM) basis, Stanley Black's shares currently seem to be overvalued than the industry. The company's P/E (TTM) of 18.03X is higher than the industry's current figure of 16.01X. Also, the stock's multiple is higher than the industry's three-month figure of 18.83X. This makes us cautious on the stock. In addition, despite the long-term benefits expected from divestitures, the near-term impacts on financial performances might be adverse. Notably, the divestment of oil & gas product line had an adverse impact of 1% on Industrial sales in the first quarter of 2021. Also, divestitures lowered Security sales by 4% in the first quarter.
- ▼ In order to finance buyout activities and working capital needs, sometimes Stanley Black 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 first-quarter 2021, it had a long-term debt balance of \$4,245.7 million. Also, it is worth mentioning here that the company presently seem to be more leveraged than the industry. Its debt-to-equity is at 42.9%, higher than the industry's 39%. For 2021, the company predicts interest expenses of \$180 million.

Commodity price inflation is expected to have incremental adverse impacts on the second half and 2021 results of Stanley Black. Also, the persistence of headwinds from divestitures and high debts might be concerning.

Last Earnings Report

Stanley Black Tops Q1 Earnings Estimates, Raises View

Stanley Black has delivered impressive results for first-quarter 2021. Its earnings surpassed estimates by 22.3% and sales beat the same by 5.03%.

Earnings, excluding acquisition-related charges and other one-time impacts, were \$3.13 per share in the quarter, surpassing the Zacks Consensus Estimate of \$2.56. Also, earnings increased 160.8% from the year-ago quarter's \$1.20 per share on the back of improved sales performance and margins, partially offset by higher taxes.

Quarter Ending

03/2021

Report Date	Apr 28, 2021
Sales Surprise	5.04%
EPS Surprise	22.27%
Quarterly EPS	3.13
Annual EPS (TTM)	10.91

Revenue Details

In the quarter under review, the company's net sales were \$4,197.1 million, reflecting a 34.1% increase from the year-ago quarter. The results benefitted 29% from volume increase and 2% from favorable pricing. Foreign-currency translation too had a positive impact of 3%.

Also, the company's top line surpassed the Zacks Consensus Estimate of \$3,996 million.

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

Tools & Storage's revenues totaled \$3,062.9 million, representing 73% of net revenues in the quarter under review. On a year-over-year basis, the segment's revenues increased 47.9%, driven by a 42% gain from volume, 3% growth from favorable pricing and a 3% favorable impact from foreign-currency translation.

The Industrial segment generated revenues of \$657.7 million, accounting for 15.6% of net revenues in the reported quarter. Revenues grew 11.3% year over year as the CAM buyout contributed 3% to sales growth and foreign-currency movements had a positive impact of 3%. Also, volume had a positive impact of 6% and divestitures of the oil & gas product line had an adverse impact of 1%.

The Security segment's revenues, representing 11.4% of net revenues, increased 1.8% year over year to \$476.5 million. Favorable impacts of 4% from foreign-currency movements, 1% from acquisitions and 1% from price realization were partially offset by a 4% negative impact from divestitures.

Margin Profile

In the reported quarter, Stanley Black's cost of sales (normalized) increased 25.3% year over year to \$2,627.6 million. It represented 62.6% of the quarter's net sales versus 67% in the year-ago quarter. Gross profit (normalized) increased 52.1% year over year to \$1,569.5 million. Gross margin grew 440 basis points (bps) to 37.4%.

Selling, general and administrative expenses increased 15.9% year over year to \$832.9 million. It represented 19.8% of net sales in the reported quarter versus 23% in the year-ago quarter. Operating profits (normalized) increased 135% year over year to \$736.6 million, whereas margin increased 760 bps to 17.6%, driven by cost-actions, price, volume and margin resiliency.

Adjusted tax rate in the reported quarter was 20% compared with the year-ago quarter figure of 12.5%.

Balance Sheet & Cash Flow

Exiting the first quarter of 2021, Stanley Black had cash and cash equivalents of \$949.2 million, decreasing 31.3% from \$1,381 million recorded in the last reported quarter. Long-term debt (net of current portions) of \$4,245.7 million was flat on a sequential basis.

In the quarter, the company used net cash of \$157.8 million for its operating activities as compared with \$405.2 million used in the year-ago quarter. Capital spending totaled \$88.3 million versus \$82.9 million in the first quarter of 2020. Free cash outflow in the quarter was \$246.1 million as compared with \$488.1 million in the year-ago quarter.

In the quarter, Stanley Black paid out cash dividends of \$110.1 million, up 4.3% from the previous year's quarter. Also, it invested \$14.9 million for purchasing a common stock for treasury, representing a year-over-year increase of 65.6%.

As communicated by the company, its board of directors hiked the share buyback authorization to 20 million shares.

Outlook

In the quarters ahead, Stanley Black anticipates benefiting from improving market conditions, focus on innovation, margin resiliency program and capacity investments. Also, growing preferences for healthy and safety as well as home and garden products are likely tailwinds. Also, a surge in business from the e-commerce platform is proving advantageous.

The company has hiked its financial projections for 2021. It now anticipates adjusted earnings per share of \$10.70-\$11.00, higher than \$9.70-\$10.30 per share. The improved projection reflects gains from organic growth (11-13% increase year over year), margin resiliency and

incremental pricing, partially offset by higher commodity inflation.

Recent News

Dividend

On **Apr 23, 2021**, Stanley Black's board of directors approved the payment of a quarterly cash dividend of 70 cents to shareholders of record as of Jun 8. The disbursement will be made on Jun 22.

Valuation

Stanley Black's shares have moved up 10.1% in the year-to-date period and up 43.9% in the past year. Stocks in the Zacks sub-industry and the Zacks Industrial Products sector have increased 0.1% and 13%, respectively, in the year-to-date period. Over the past year, stocks in the Zacks sub-industry increased 9.7% while that in the Zacks Industrial Products sector grew 50.9%.

The S&P 500 index has moved up 13.8% in the year-to-date period and increased 38.4% over the trailing 12-month period.

The stock is currently trading at 17.11x forward 12-month earnings, which compares to 13.55x for the Zacks sub-industry, 21.73x for the Zacks sector and 21.82x 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 17.76x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$207 price target reflects 17.97x forward 12-month earnings.

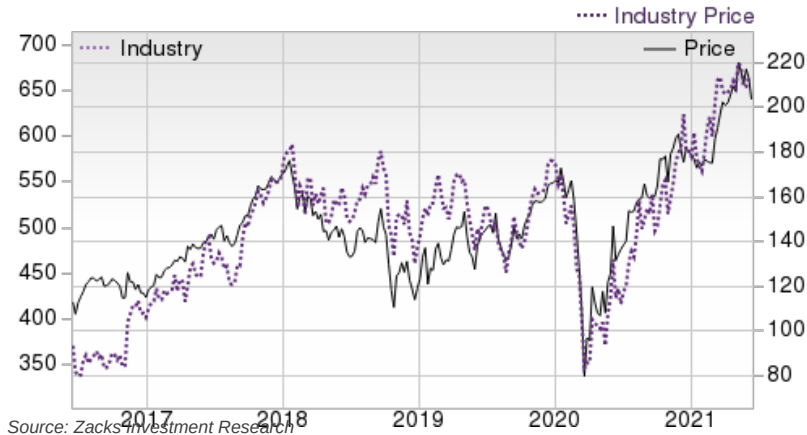
The table below shows summary valuation data for SWK.

Valuation Multiples - SWK					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.11	13.55	21.73	21.82
	5-Year High	24.3	21.45	23.56	23.83
	5-Year Low	8.18	12.49	12.65	15.31
	5-Year Median	17.76	16.76	18.28	18.05
P/S F12M	Current	1.86	1.26	3.53	4.72
	5-Year High	2.12	1.52	3.58	4.74
	5-Year Low	0.75	0.84	1.61	3.21
	5-Year Median	1.6	1.21	2.11	3.72

As of 06/16/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 26% (65 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Allegheny Technologies Incorporated (ATI)	Neutral	3
Colfax Corporation (CFX)	Neutral	3
Energypac Tool Group Corp. (EPAC)	Neutral	3
SPX FLOW, Inc. (FLOW)	Neutral	2
Ingersoll Rand Inc. (IR)	Neutral	4
Kennametal Inc. (KMT)	Neutral	3
Lincoln Electric Holdings, Inc. (LECO)	Neutral	2
Sandvik AB (SDVKY)	Neutral	3

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

Industry Comparison Industry: Manufacturing - Tools & Related Products				Industry Peers		
	SWK	X Industry	S&P 500	EPAC	KMT	SDVKY
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	3
VGM Score	C	-	-	D	C	B
Market Cap	31.77 B	3.43 B	29.96 B	1.58 B	3.01 B	32.93 B
# of Analysts	9	6	12	4	6	3
Dividend Yield	1.42%	1.29%	1.3%	0.15%	2.22%	2.34%
Value Score	C	-	-	D	C	B
Cash/Price	0.03	0.07	0.05	0.07	0.04	0.08
EV/EBITDA	17.68	17.11	17.13	33.34	22.21	16.55
PEG F1	1.92	1.92	2.12	NA	7.99	1.24
P/B	3.21	3.24	4.17	4.15	2.28	4.64
P/CF	15.67	20.32	17.46	46.50	15.02	17.98
P/E F1	17.76	22.40	21.27	49.70	39.93	19.54
P/S TTM	2.04	2.41	3.46	3.49	1.77	3.50
Earnings Yield	5.63%	4.46%	4.62%	2.01%	2.50%	5.10%
Debt/Equity	0.43	0.39	0.66	0.55	0.45	0.34
Cash Flow (\$/share)	12.55	1.92	6.83	0.57	2.40	1.46
Growth Score	D	-	-	C	C	B
Historical EPS Growth (3-5 Years)	7.42%	-3.93%	9.44%	-30.05%	-6.17%	2.87%
Projected EPS Growth (F1/F0)	22.54%	41.43%	21.49%	194.44%	-4.08%	42.90%
Current Cash Flow Growth	10.17%	-27.21%	0.86%	-48.93%	-45.40%	-27.94%
Historical Cash Flow Growth (3-5 Years)	8.32%	1.16%	7.28%	-26.49%	-7.39%	11.79%
Current Ratio	1.42	2.19	1.39	2.82	2.27	2.29
Debt/Capital	27.13%	26.35%	41.51%	35.51%	30.99%	25.57%
Net Margin	10.18%	4.16%	11.95%	0.93%	0.60%	10.27%
Return on Equity	19.02%	4.25%	16.48%	1.92%	4.30%	19.06%
Sales/Assets	0.67	0.65	0.51	0.55	0.63	0.73
Projected Sales Growth (F1/F0)	12.98%	0.00%	9.41%	6.03%	-2.49%	21.17%
Momentum Score	B	-	-	D	C	B
Daily Price Change	-2.72%	-0.74%	-0.54%	-0.38%	-1.48%	-1.83%
1-Week Price Change	-4.45%	-1.36%	0.10%	-3.34%	-3.37%	-1.28%
4-Week Price Change	-5.68%	-1.02%	2.62%	-2.26%	-8.19%	0.00%
12-Week Price Change	1.21%	0.94%	8.60%	11.85%	-6.32%	-3.07%
52-Week Price Change	45.40%	46.99%	35.66%	46.99%	24.18%	55.42%
20-Day Average Volume (Shares)	885,913	110,391	1,734,994	158,433	563,154	75,797
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.54%	0.00%	0.05%	0.00%	-1.99%	0.00%
EPS F1 Estimate 12-Week Change	8.15%	8.33%	3.39%	0.95%	23.52%	8.33%

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

EPS Q1 Estimate Monthly Change	1.33%	:	0.13%	0.00%	:	0.00%	-4.86%	NA
Source: Zacks Investment Research								

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

Value Score	C
Growth Score	D
Momentum Score	B
VGM Score	C

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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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 forwardlooking 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 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 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.