Uber Technologies (UBER)

$33.80 (As of 08/28/20)

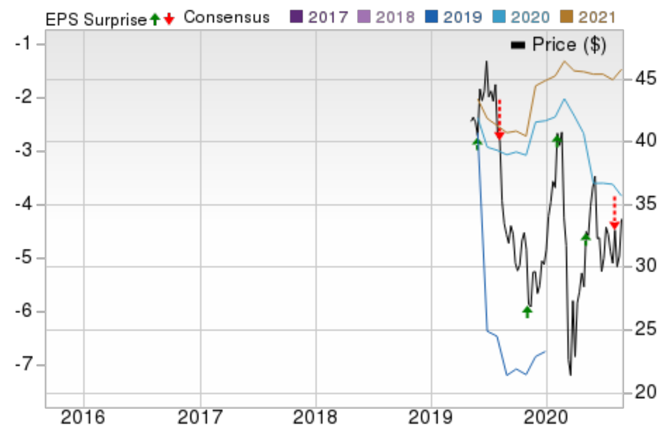
Price Target (6-12 Months): **$36.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 11/21/19) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM:F
	Value: F | Growth: C | Momentum: F	

Summary

Uber's Delivery business is witnessing continued surge at a time when coronavirus is restricting people to their homes. Gross bookings and revenues at the segment rose significantly in the first half of 2020. The company's efforts to expand its Delivery business are laudable. In this regard, the company's deal to buy Postmates is a major positive. Moreover, in August, Uber entered into an agreement to acquire Autocab, a U.K.-based taxi-software company. However, significant downturn in the Mobility business is concerning. Although ride volumes have improved from April lows, it is way below year-ago levels. Notably, Uber now expects to reap profits in 2021, instead of 2020. Frequent management changes are other concerns. Shares of Uber have underperformed its industry in a year's time mainly due to the huge losses it incurred.

Price, Consensus & Surprise

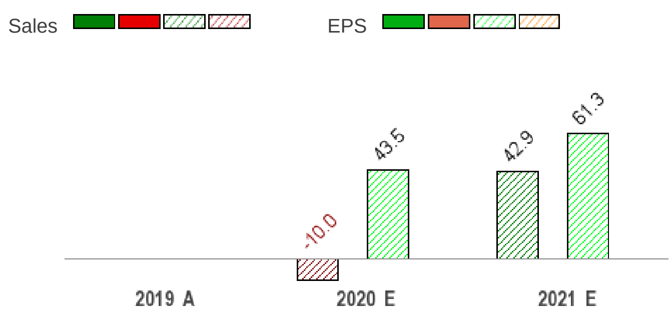


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$41.86 - $13.71**
20-Day Average Volume (Shares)	**23,712,572**
Market Cap	**$59.2 B**
Year-To-Date Price Change	**13.7%**
Beta	**1.13**
Dividend / Dividend Yield	**$0.00 / 0.0%**
Industry	**Internet - Services**
Zacks Industry Rank	**Top 47% (119 out of 252)**
Last EPS Surprise	**-30.8%**
Last Sales Surprise	**3.0%**
EPS F1 Estimate 4-Week Change	**-6.0%**
Expected Report Date	**NA**
Earnings ESP	**-0.7%**
P/E TTM	**NA**
P/E F1	**NA**
PEG F1	**NA**
P/S TTM	**4.3**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	3,907 E	4,118 E	4,633 E	4,956 E	18,199 E
2020	3,543 A	2,241 A	3,103 E	3,740 E	12,733 E
2019	3,099 A	3,166 A	3,813 A	4,069 A	14,147 A

EPS Estimates

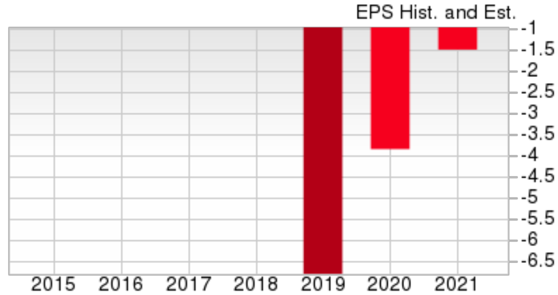
	Q1	Q2	Q3	Q4	Annual*
2021	-$0.48 E	-$0.39 E	-$0.32 E	-$0.24 E	-$1.49 E
2020	-$0.64 A	-$1.02 A	-$0.61 E	-$0.52 E	-$3.85 E
2019	-$2.26 A	-$4.72 A	-$0.68 A	-$0.64 A	-$6.81 A

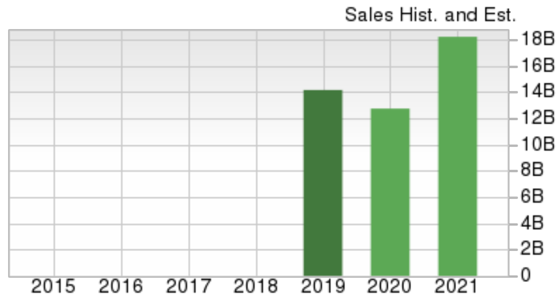
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 08/28/2020. The reports text is as of 08/31/2020.

Overview

Uber Technologies, based in San Francisco, CA, was incorporated in Delaware in July 2010. The company went public in May 2019. Its IPO price was $45. Uber closed its IPO on May 14. During the process, the company issued and sold 180 million shares of its common stock, generating net proceeds of approximately $8 billion after deducting underwriting discounts, commissions and offering expenses.





Uber has expanded its presence in multiple countries across the globe including the United States and Canada, Latin America, Europe, the Middle East and Asia (excluding China). Currently, it is trying to expand further.

Uber focuses on developing and supporting proprietary technology applications or platforms. These platforms should enable independent providers of ridesharing services, Eats meal preparation and delivery services to transact with riders (for ridesharing services) and eaters (for meal preparation and delivery services).

Driver partners offer ridesharing services to riders through a plethora of offerings based on vehicle type and/or the number of riders. Meanwhile, the restaurant and the delivery partners are responsible for offering meal preparation and delivery services, respectively.

These apart, Uber offers freight transportation services to shippers within the freight industry. The company is also responsible for leasing vehicles to third-parties who often utilize them for providing ridesharing or eats services through its platforms.

Following an organizational change in the third quarter of 2019, Uber started reporting through five segments, namely, Mobility (formerly Rides), Delivery (formerly Eats), Freight, Other Bets, and Advanced Technologies Group (ATG) and Other Technology Programs.

In the second quarter of 2020, 54% of Uber's revenues came from delivery. Meanwhile, Mobility and Freight contributed 35.2% and 9.4% to the top line respectively. Revenues from mobility (Uber's core business) are derived mainly from fees paid by its driver partners for using Uber's platforms and other services. Meanwhile, delivery revenues are derived from restaurant and delivery partners. Other Bets, which includes revenues from Uber Freight and other immaterial revenue streams, and ATG and Other Technology Programs accounted for the remaining source of revenues. Uber's fiscal year coincides with the calendar year.

Source: Zacks Investment Research

Reasons To Buy:

Uber's efforts to expand its Delivery operations in response to the surge in business are encouraging

▲ We are impressed by Uber's efforts to expand its presence across the globe. In line with its expansion initiatives, the company plans to expand its ridesharing services throughout the Quebec province this fall. Currently, it serves Montreal, in Quebec, as part of ongoing pilot programs established in 2016. Additionally, in August, the company entered into an agreement to acquire Autocab, a U.K.-based taxi-software company. In July, it acquired Routematch, a transit software company providing services to more than 500 transit agencies. The acquisition allows Uber to expand its transit-agency customer base. Previously, in October 2019, the company increased its market share in West Africa by virtue of a boat service in the Nigerian city of Lagos. Also, it started operating in Cordoba, Argentina in September 2019. Cordoba is the third Argentine city with Uber operations. This apart, the company's efforts to reward its drivers through the Uber Pro system are commendable. Additionally, the decision to buy a majority interest in South American online grocery-provider Cornershop is aligned with the company's attempts to expand. The transaction has been closed in all jurisdictions, except for Mexico. Additionally, Uber's acquisition of Dubai-based Careem for $3.1 billion has expanded its presence across the Middle East, North Africa and Pakistan. The buyout is anticipated to positively impact its 2020 gross bookings.

▲ With every passing day, the market for driverless or self-driving cars is gaining prominence and Uber aims to become a key player in this space. To this end, on Jun 12, 2019, Uber announced that it will partner with Volvo to build autonomous vehicles for delivering food from restaurants. Notably, this third-generation version of Uber's self-driving car will have significant improvements in its safety features, which includes backup steering, braking, and battery power systems. Per Modor Intelligence, the autonomous delivery robot market is expected to witness a CAGR of more than 49.5% between 2019 and 2024. Moreover, self-driving cars are expected to reduce the number of accidents caused by automotive vehicles in the United States. These cars will also bring down the costs for paying drivers borne by companies like Uber. In an effort to further solidify its position in the autonomous vehicle market, in January 2020, the company entered into a partnership with South Korean carmaker Hyundai Motor Co. to develop flying taxis for Uber Elevate, the aerial division of the former. The air taxis (with a capacity to carry up to four passengers) will ply at a height of around 1,000-2,000 feet to avoid traffic congestion. The company is expected to launch commercial operations in 2023.

▲ In a bid to trim losses, Uber sold its online food-ordering business in India to Zomato in January. The unit had performed dismally ever since its launch in India in 2017. Additionally, in May 2020, the company terminated its unprofitable Uber Eats services in the Czech Republic, Egypt, Honduras, Romania, Saudi Arabia, Uruguay and Ukraine. This should help the company focus on areas that have a high growth potential. Moreover, as part of its efforts to reduce operating expenses amid challenges posed by the ongoing pandemic, Uber has reduced its workforce by more than 25% so far this year. Last year too, the company reduced its total strength by laying off thousands of employees. Apart from improving efficiencies, the company aims to drive its bottom line in the face of mounting losses through the aforesaid measure. To combat the coronavirus-induced challenges on its rides business, the company reduced its annual fixed cost by more than $1 billion. Total expenses declined 32.3% year over year in the first six months of 2020. Additionally, with focus on financial discipline, the company has been able to reduce its adjusted EBITDA losses over the past few quarters. Despite coronavirus-related challenges, adjusted EBITDA loss narrowed by $76 million year over year in the first six months of 2020. Losses are expected to keep declining in the subsequent quarters.

▲ Although the coronavirus pandemic is hurting Uber's ride-hailing business, the same is causing a surge in its Delivery business with orders from homebound customers surging. In the second quarter, the company's Delivery business contributed the majority (54%) to the top line. Revenues and gross bookings from this segment surged more than 100% year over year in the quarter. This robust growth in the Delivery business is helping to partly offset the downturn in Mobility (rides) operations. Uber's efforts to expand its Eats business are laudable, given the boom it is witnessing. In this regard, the company's acquisition deal with Postmates, the fourth-largest food delivery company in the United States, is a major positive. The transaction is expected to close in the first quarter of 2021. The acquisition would help Uber strengthen its foothold in Los Angeles and the American Southwest, where Postmates has a strong base. Additionally, the company is seeing a surge in demand for grocery deliveries amid the pandemic. To cater to this increase in demand, the company has launched grocery-delivery services in Latin America, Canada and the United States in partnership with Cornershop. The company is also offering essential goods-delivery services in partnership with Indian companies like Flipkart and BigBasket across the cities of Delhi, Mumbai and Bangalore. It has also tied up with grocery firms and stores in Spain, France and Brazil for delivery services. Moreover, with social-distancing norms having been relaxed, signs of recovery in the Mobility business are encouraging. The company has seen significant improvement in ride volumes in Hong Kong and New Zealand. In Europe too, ride volumes have been up trending.

Reasons To Sell:

> The Mobility business is expected to remain under pressure unless coronavirus concerns fade.

- In May, California filed a lawsuit against Uber, accusing the company of violating Assembly Bill 5 (AB5). This refers to a new state law (which took effect from Jan 1) that requires companies hiring gig workers to classify them as employees. Ever since then, Uber, which hires drivers as temporary workers, has been embroiled in a legal battle with California as it tries to maintain the independent-contractor status for its drivers. Earlier in August, a California judge granted the state's request for a preliminary injunction requiring the company to categorize its drivers as employees. Although the injunction order has been stayed for a while as the court reviews Uber's appeals on the driver-classification case, in the event of the injunction being upheld, the company might be forced to make significant changes in its business model. After all, classifying drivers as full-time employees would inevitably raise labor costs for Uber, besides reducing the number of drivers and deterring the company's flexibility to set their hours. With the company already under significant pressure due to the downturn in its rides business, the driver-status issues in California only add to its woes.

- Management uncertainty often shakes the confidence of investors in a stock and Uber is no exception. Close on the heels of the IPO lock-up expiration (wherein the stock hit a record low), the company's chief product officer Manik Gupta resigned and left the organization on Dec 13, 2019. Sadly enough, the company has a history of frequent management changes. In June 2019, post the company's announcement regarding its leadership overhaul, its erstwhile chief operating officer (COO) Barney Harford and chief marketing officer Rebecca Messina quit the company. Jill Hazelbaker is now looking after the ride-hailing giant's marketing operations in addition to the company's functions in relation to policy and communications. Moreover, the COO position has been eliminated, with Andrew Macdonald being promoted to the position of senior vice president of Global Rides and Platform. However, if these changes in management fail to yield the desired results, the Uber stock might be hit severely.

- With Uber losing money massively (loss of more than $8 billion in 2019 With Uber losing money massively (loss of more than $8 billion in 2019 and an approximate loss of $4.7 billion in the first six months of 2020), the divestiture by the company's co-founder and former CEO Travis Kalanick is a further dampener for the stock. Kalanick sold his entire stake in Uber worth nearly $3 billion. He also quit the board on Dec 31, 2019. Additionally, last November, the London transportation regulator revoked Uber's license to operate in the U.K. capital following its failure to meet regulatory demands to operate in the city. Upon rejection of its appeal to regain license to operate in the city, the company will lose one of its most important markets with roughly 45,000 drivers.

- The coronavirus crisis has affected the company's goal of becoming profitable (on an adjusted basis) this year. With coronavirus restricting people to their homes, the company's Mobility business has taken a significant hit. Although ride volumes have improved from the April lows (down 80% year over year), it is way below year-ago levels. Given this downturn in the core rides business, Uber now expects to reap profits on an adjusted EBITDA basis in 2021 against its previous expectation of becoming profitable by the fourth quarter of 2020. The significant impact of coronavirus on Uber's rides business is evident from the 75% year-over-year decline in gross bookings from Mobility in the second quarter. The same declined 5% in the first quarter. Mobility revenues dropped 67% year over year causing a 29.2% decline in the top line in the second quarter. The mobility business is expected to remain under pressure unless coronavirus concerns fade.

Last Earnings Report

Uber's Q2 Loss Wider Than Expected

Quarter Ending	06/2020
Report Date	**Aug 06, 2020**
Sales Surprise	**3.01%**
EPS Surprise	**-30.77%**
Quarterly EPS	**-1.02**
Annual EPS (TTM)	**-2.98**

Uber incurred a loss of $1.02 per share, wider than the Zacks Consensus Estimate of a loss of 78 cents. However, the amount of loss narrowed by 78.4% year over year.

Meanwhile, total revenues of $2,241 million surpassed the Zacks Consensus Estimate of $2,175.6 million. The top line plunged 29.2% year over year due to weakness in the ride-hailing segment, thanks to coronavirus confining people to their homes.

Following an organizational change in the third quarter of 2019, Uber started reporting through five segments, namely, Mobility (formerly Rides), Delivery (formerly Eats), Freight, Other Bets, and Advanced Technologies Group (“ATG”) and Other Technology Programs.

In the second quarter, majority (54%) of the company’s revenues came from Delivery. Revenues from this segment surged more than 100% year over year to $1,211 million. The company’s delivery business is experiencing a boom with orders from homebound customers surging. Mobility revenues dropped 67% year over year to $790 million and Freight revenues climbed 27% to $211 million. Revenues from Other Bets came in at $4 million, down 86%. Meanwhile, ATG and Other Technology Programs generated revenues of $25 million in the reported quarter.

Total revenues declined 36% to $1,250 million in the United States and Canada. While revenues fell 44% to $232 million in Latin America, it slid 21% to $401 million in Europe, the Middle East and Africa. The same soared 30% to $358 million in the Asia-Pacific region. Monthly active platform consumers declined 44% to $55 million.

Gross bookings from Mobility declined 75% to $3.05 billion. Meanwhile, gross bookings from Delivery augmented more than 100% to $6.96 billion. Gross bookings from Freight also climbed 27% to $212 million. However, gross bookings from Other Bets plummeted 67% to $5 million. Total gross bookings decreased 35% to $10.22 billion.

Despite higher driver incentives, cost of revenues (excluding depreciation and amortization) at Uber, decreased year over year. Total expenses declined 55.5% year over year to $3.85 billion with sales and marketing expenses falling 39.8% and research and development expenses decreasing 80.9%.

Uber exited the second quarter with cash and cash equivalents of $6.75 billion compared with $10.87 billion at the end of 2019. Long-term debt, net of current portion at the end of the quarter, was $6.69 billion compared with $5.71 billion at 2019-end.

Recent News

Service Expansion Across Quebec — Aug 26, 2020

Uber will expand its ridesharing services throughout the Quebec province this fall. The move follows a new taxi-reform bill, set to go into effect in October, which will make the Uber app available to riders and drivers across Quebec. The company currently serves the city of Montreal in Quebec, as part of ongoing pilot programs established in 2016.

Stay Granted in Driver Classification Case — Aug 20, 2020

Uber has been granted an emergency stay on a preliminary injunction that would have forced it to categorize its drivers as employees. The injunction order was set to go into effect on Aug 20. Meanwhile, the court is reviewing Uber's appeals on the driver-classification case.

While oral arguments in this case are set to begin in mid-October, Uber must submit a briefing by early September confirming that it has developed a plan to make its drivers employees in case the injunction is upheld and Proposition 22 (Prop 22) fails to pass in California.

Prop 22 is a November ballot initiative funded by gig economy companies such as Uber and its rival Lyft, which is embroiled in the same legal battle due to its similar business model of classifying drivers as independent contractors. With Prop 22, California voters get a chance to decide whether their drivers should be classified as employees or independent contractors. However, this initiative requires Uber and Lyft to provide their drivers with a number of worker benefits, including a certain amount of guaranteed earnings, a healthcare stipend and accident insurance for on-the-job injuries, which they are currently exempted from.

Agreement With Google Maps — Jul 17, 2020

Uber has entered into a four-year agreement with Google under which the former will get access to the latter's Maps platform for rides and delivery services. The two companies have adopted a new pricing model based on the number of billable trips taken with services rather than the number of requests. The contract also includes tiered volume-based discounts.

Valuation

Uber's shares are up 13.7% and 3.8% in the year-to-date period and over the trailing 12-month period respectively. Stocks in the Zacks sub-industry and the Zacks Computer and Technology sector are up 28.8% and 28.6% in the year-to-date period respectively. Over the past year, the Zacks sub-industry and the sector are up 40.5% and 44.3% respectively.

The S&P 500 index is up 9% and 20.2% in the year-to-date period and in the past year respectively.

The stock is currently trading at 3.62X forward 12-month price to sales, which compares to 6.87X for the Zacks sub-industry, 4.32X for the Zacks sector and 3.84X for the S&P 500 index.

Over the past year, the stock has traded as high as 4X and as low as 1.34X, with a 1-year median of 3.12X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $36 price target reflects 3.85X forward 12-month sales.

The table below shows summary valuation data for UBER

Valuation Multiples - UBER

		Stock	Sub-Industry	Sector	S&P 500
P/S F 12M	Current	3.62	6.87	4.32	3.84
	1-Year High	4	6.87	4.32	3.84
	1-Year Low	1.34	5.13	2.99	2.81
	1-Year Median	3.12	5.91	3.42	3.31
EV/S TTM	Current	4.36	7.64	5.02	3.44
	1-Year High	4.68	7.73	5.02	3.44
	1-Year Low	1.49	4.37	3.1	2.21
	1-Year Median	3.78	6	4.03	3.05

As of 08/28/2020

Industry Analysis **Zacks Industry Rank:** Top 47% (119 out of 252)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
salesforce.com, inc. **(CRM)**	Outperform	1
Amazon.com, Inc. **(AMZN)**	Neutral	3
Expedia Group, Inc. **(EXPE)**	Neutral	4
Lyft, Inc. **(LYFT)**	Neutral	3
Microsoft Corporation **(MSFT)**	Neutral	3
Oracle Corporation **(ORCL)**	Neutral	4
Snap Inc. **(SNAP)**	Neutral	3
Tesla, Inc. **(TSLA)**	Neutral	3

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

Industry Comparison Industry: Internet - Services

Industry Peers

	UBER	X Industry	S&P 500	LYFT	MSFT	TSLA
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	F	-	-	F	C	B
Market Cap	59.24 B	762.36 M	23.71 B	9.60 B	1,732.31 B	412.49 B
# of Analysts	12	3	14	3	13	10
Dividend Yield	0.00%	0.00%	1.63%	0.00%	0.89%	0.00%
Value Score	F	-	-	F	D	F
Cash/Price	0.15	0.18	0.07	0.31	0.08	0.02
EV/EBITDA	-8.04	4.42	13.37	-3.06	24.19	175.42
PEG F1	NA	2.24	3.08	NA	2.61	7.19
P/B	5.79	3.57	3.22	4.18	14.64	38.46
P/CF	NA	17.26	12.90	NA	30.35	269.56
P/E F1	NA	39.31	21.82	NA	35.78	251.55
P/S TTM	4.33	2.94	2.52	2.94	12.11	16.05
Earnings Yield	-11.39%	0.65%	4.41%	-8.68%	2.80%	0.40%
Debt/Equity	0.80	0.13	0.74	0.40	0.50	0.98
Cash Flow ($/share)	-4.71	0.09	6.94	-7.21	7.54	8.21
Growth Score	C	-	-	D	A	A
Historical EPS Growth (3-5 Years)	NA%	18.99%	10.41%	NA	19.44%	NA
Projected EPS Growth (F1/F0)	43.45%	-2.01%	-4.94%	7.08%	11.07%	6,668.46%
Current Cash Flow Growth	-668.58%	6.94%	5.22%	138.22%	17.66%	36.54%
Historical Cash Flow Growth (3-5 Years)	NA%	19.91%	8.50%	NA	10.19%	54.29%
Current Ratio	1.64	1.72	1.35	1.56	2.52	1.25
Debt/Capital	45.35%	16.13%	43.86%	28.52%	33.49%	50.80%
Net Margin	-51.00%	-8.84%	10.25%	-50.64%	30.96%	1.43%
Return on Equity	-38.83%	-2.46%	14.66%	-50.10%	39.45%	4.19%
Sales/Assets	0.45	0.59	0.50	0.59	0.50	0.72
Projected Sales Growth (F1/F0)	-10.00%	0.00%	-1.43%	-30.35%	8.57%	19.39%
Momentum Score	F	-	-	F	F	B
Daily Price Change	3.05%	0.00%	0.71%	3.60%	1.03%	-1.13%
1-Week Price Change	2.80%	0.41%	-1.45%	1.47%	1.97%	24.19%
4-Week Price Change	11.77%	3.22%	4.59%	4.38%	12.27%	48.80%
12-Week Price Change	-7.22%	14.65%	4.86%	-14.71%	25.14%	156.07%
52-Week Price Change	3.17%	13.05%	3.09%	-38.13%	65.73%	898.33%
20-Day Average Volume (Shares)	23,712,572	157,123	1,887,168	11,429,130	34,428,668	14,000,203
EPS F1 Estimate 1-Week Change	0.00%	0.00%	0.00%	0.00%	0.00%	12.11%
EPS F1 Estimate 4-Week Change	-6.01%	1.05%	0.79%	10.53%	0.08%	76.67%
EPS F1 Estimate 12-Week Change	-6.56%	3.45%	3.43%	8.19%	2.82%	21,962.46%
EPS Q1 Estimate Monthly Change	3.07%	0.00%	0.00%	-9.69%	0.01%	6.58%

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.

Value Score	F
Growth Score	C
Momentum Score	F
VGM Score	F

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.

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

Disclosures

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Additional Disclosure

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