

## UGI Corporation (UGI)

**\$35.06** (As of 09/02/20)

Price Target (6-12 Months): **\$37.00**

Long Term: 6-12 Months

**Zacks Recommendation:**
**Neutral**

(Since: 02/17/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**2-Buy**

Zacks Style Scores:

VGM:C

Value: B

Growth: C

Momentum: D

### Summary

UGI Corp.'s buyouts will help it to expand operations while customer additions will boost its performance. Also, the utility is disposing ownership in the Conemaugh station to reduce emissions. Considering the impact of the COVID-19 outbreak, the company slashed its capital expenditure guidance for fiscal 2020. UGI Corp. has enough liquidity to meet its near-term obligations and its steady performance enables it to pay regular dividend to its shareholders. In the past three months, its shares have outperformed the industry. However, the suppliers' risk of failing to provide agreeable quality services may hamper as the company depends on limited number of suppliers to fulfill its customers' propane requirement. The company is exposed to several regulatory and environmental uncertainties in its domestic and international operations.

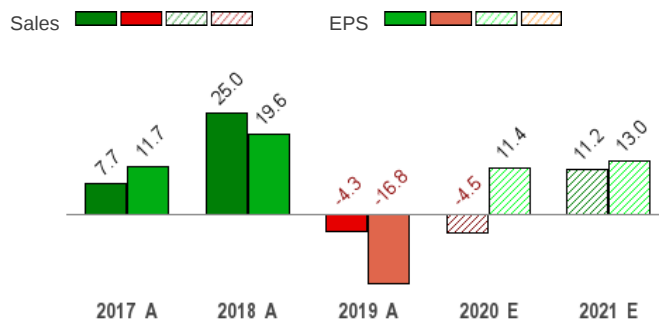
### Price, Consensus & Surprise



### Data Overview

|                                |                                    |
|--------------------------------|------------------------------------|
| 52-Week High-Low               | <b>\$51.14 - \$21.75</b>           |
| 20-Day Average Volume (Shares) | <b>816,915</b>                     |
| Market Cap                     | <b>\$7.3 B</b>                     |
| Year-To-Date Price Change      | <b>-22.4%</b>                      |
| Beta                           | <b>0.91</b>                        |
| Dividend / Dividend Yield      | <b>\$1.32 / 3.8%</b>               |
| Industry                       | <b>Utility - Gas Distribution</b>  |
| Zacks Industry Rank            | <b>Bottom 31% (173 out of 251)</b> |

### Sales and EPS Growth Rates (Y/Y %)



|                               |                   |
|-------------------------------|-------------------|
| Last EPS Surprise             | <b>153.3%</b>     |
| Last Sales Surprise           | <b>-21.0%</b>     |
| EPS F1 Estimate 4-Week Change | <b>1.6%</b>       |
| Expected Report Date          | <b>11/09/2020</b> |
| Earnings ESP                  | <b>0.0%</b>       |
| P/E TTM                       | <b>14.4</b>       |
| P/E F1                        | <b>13.8</b>       |
| PEG F1                        | <b>NA</b>         |
| P/S TTM                       | <b>1.1</b>        |

### Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual* |
|------|---------|---------|---------|---------|---------|
| 2021 | 2,207 E | 2,690 E | 1,582 E | 1,297 E | 7,775 E |
| 2020 | 2,007 A | 2,229 A | 1,199 A | 1,236 E | 6,991 E |
| 2019 | 2,200 A | 2,606 A | 1,364 A | 1,150 A | 7,320 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4        | Annual*  |
|------|----------|----------|----------|-----------|----------|
| 2021 | \$1.18 E | \$1.98 E | \$0.07 E | -\$0.36 E | \$2.87 E |
| 2020 | \$1.17 A | \$1.56 A | \$0.08 A | -\$0.38 E | \$2.54 E |
| 2019 | \$0.81 A | \$1.43 A | \$0.13 A | -\$0.37 A | \$2.28 A |

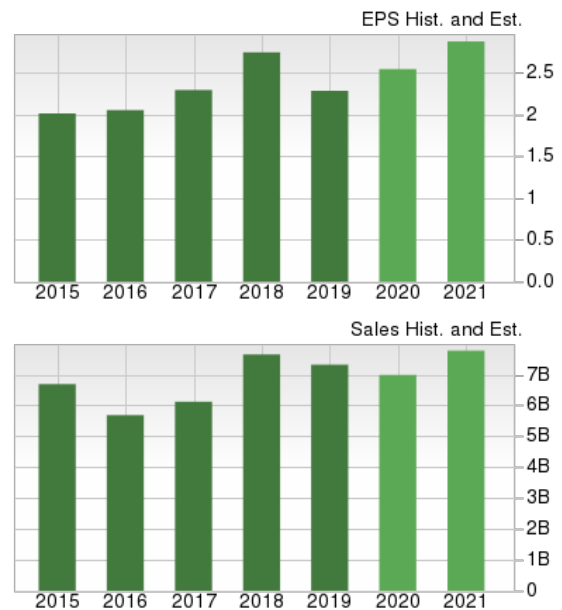
\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/02/2020. The reports text is as of 09/03/2020.

## Overview

UGI Corporation is a holding company, which distributes, stores, transports and markets energy products and related services through its subsidiaries. It is a domestic and international retail distributor of propane and butane liquefied petroleum gases (LPG); a provider of natural gas and electric service via regulated local distribution utilities; a generator of electricity; a regional marketer of energy commodities; an owner and manager of midstream assets; and a regional provider of heating, ventilation, air conditioning, refrigeration and electrical contracting services. The company was founded in 1882.

The **AmeriGas Propane** segment: In Aug 21, 2019, UGI Corporation completed the acquisition of 69.2 million units of AmeriGas Partners, L.P. This acquisition gave the company complete control over the partnership that serves nearly 1.7 million residential, commercial, industrial, agricultural, wholesale and motor fuel customers in 50 states from around 1,900 propane distribution locations. During fiscal 2019, the segment contributed \$2,682 million to total revenues. The **UGI International** segment conducts business of LPG Distribution in 17 European countries serving in excess of 500,000 customers. It also deals in an energy marketing business across France, Belgium, Netherlands and the UK. During fiscal 2019, the segment contributed \$2,372.2 million to total revenues. The **Midstream & Marketing** segment forms the company's retail energy marketing business and sells natural gas, liquid fuels and electricity to residential, commercial and industrial customers at 35,500 locations across the United States. During fiscal 2019, the segment contributed \$1,515.7 million to total revenues. The **UGI Utilities** segment provides gas and electric services to its customers. The company is providing natural gas distribution services in 44 eastern and central Pennsylvania counties through its distribution system. The company renders electric services via 2,200 miles of transmission and distribution lines plus 13 substations to its customers in parts of Luzerne and Wyoming counties in northeastern Pennsylvania. During fiscal 2019, the segment contributed \$1,048.6 million to total revenues. Revenues in the Corporate & Other segment declined \$298.1 million.



Source: Zacks Investment Research

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## Reasons To Buy:

- ▲ The company has added 14,000 new residential heating and commercial customers in fiscal 2019 and has invested \$355 million to address the infrastructural need for various capital projects and completed acquisition in order to curb competition, to increase safety and reliability of its natural gas production and storage facilities plus replacing aging infrastructure for modernizing the system. Also, in the fiscal third quarter, the company's brand Cynch added 38,000 customers.

Systematic capital expenditures, acquisitions, customer additions and regular dividend payment are tailwinds for the company.

Considering the impact of the COVID-19 outbreak, the company slashed capital expenditures guidance to \$730 million from \$850 million for fiscal 2020. The company is pushing some of its capital projects to fiscal 2021 to cope with unprecedented challenges related to the pandemic. Shares of UGI Corporation have gained 2.8% in the past three months against the Zacks Gas Distribution industry's decline of 9.8%.

- ▲ Consistent performance of the company has enabled it to reward shareholders through raise in annual dividend rates and share repurchase. With two dividend increases in fiscal 2019, UGI Corporation's CAGR for dividend growth over the past decade is 9.4% and with the completion of this year the company now paid a dividend for 135 consecutive years. Free cash flow of the company in the fiscal third quarter improved 19% from the same period a year ago.

The company returned \$199.5 million as dividend payments to common stock holders in fiscal 2019, higher than \$176.9 million returned in fiscal 2018. In April, the company has increased its quarterly dividend to 33 cents per share. This is the 33rd consecutive year of dividend increase. The company's current dividend yield is 3.85% compared with the industry yield of 3.47%. In the first nine months of fiscal 2020, it paid \$204.4 million to its shareholders compared with \$142.8 million in the year-ago period.

- ▲ The acquisitions of Columbia Midstream Group, LLC ("CMG") from TC Energy Corporation (TRP) completed in August 2019. Now known as UGI Appalachia, it continued to perform very well in the third quarter on the back of favorable weather and high natural gas gathering margins. Midstream & Marketing reported EBIT of \$20.4 million in the quarter, significantly higher than \$4.3 million in the year-ago quarter. UGI Appalachia was the factor for the uptick.

Moreover, the company completed the buyout of GHI Energy, LLC., a renewable natural gas company operating in California, in the third quarter of fiscal 2020. This will enable it to expand its product offering and support its aim to grow in a way that is environmentally-friendly.

Along with acquisitions, the company decided to dispose its 5.97% ownership interest in the Conemaugh coal-fired generating station to reduce the total Scope 1 direct emissions by more than 30%.

- ▲ The company exited the fiscal third quarter with \$1.6 billion liquidity, which is adequate enough to meet its current debt obligations. Moreover, the company does not have significant long-term debt maturities until fiscal 2024.

As of Jun 30, 2020, the company had long-term debt of \$5,961.4 million up from \$4,291.7 million as of Jun 30, 2019. Also, its times interest earned ratio is pegged at 2.65 in the fiscal third quarter, up from 2.28 in the fiscal second quarter. The ratio of more than 1 indicates that the company will be able to meet its debt obligations in the near future without any trouble. At a time when every entity is looking forward to preserve liquidity amid uncertainty as a result of the COVID-19 outbreak, the company's improving current ratio is reassuring for investors.

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## Reasons To Sell:

- ▼ The company purchases its propane requirement from a concentrated number of suppliers. Any disruption in the supply will affect business and profitability.

Amid such a scenario, any interruption in the propane supply chain will adversely impact the company's business and it might have to source propane from alternate suppliers at higher costs to fulfill its contractual obligations. This could impact the margins and affect earnings in the short run.

Dependence on small group of suppliers and regulatory risk are headwinds for the company.

- ▼ The company focuses on construction of new pipeline and gathering systems to expand its midstream asset business. However, such construction activities are exposed to several regulatory and environmental uncertainties, which are beyond the control of the company. The capital project might not get completed within the scheduled time and can stretch the budget of the projects.
  - ▼ Energy efficiency and technology advances as well as price induced customer conservation may lower demand for energy products and services. Prices for LPG and natural gas are subject to volatile fluctuations in response to changes in supply and other market conditions. During periods of high energy commodity costs, prices generally increase and may lead to customer conservation and attrition. Fall in demand may lead to lower revenues and, lower net income which can adversely affect cash flows.
  - ▼ UGI Corporation operates LPG distribution and energy marketing businesses in Europe through its subsidiaries and continues to explore the expansion of its international businesses. As a result, the company faces risks in doing business abroad that they do not face domestically. The international operations could be impacted by risks related to costs, economic and political uncertainties as well as tariffs and other trade barriers etc.
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## Last Earnings Report

### UGI Corp's Q3 Earnings Beat Estimates, Revenues Miss

UGI Corp delivered third-quarter fiscal 2020 adjusted earnings of 8 cents per share. The Zacks Consensus Estimate was of a loss of 15 cents per share. The bottom line, however, decreased 38.5% from the prior-year quarter's figure of 13 cents per share.

The company generated GAAP earnings of 41 cents per share in the reported quarter against the year-ago quarter's GAAP loss of a cent.

Quarter Ending 06/2020

| Report Date      | Aug 03, 2020 |
|------------------|--------------|
| Sales Surprise   | -21.04%      |
| EPS Surprise     | 153.33%      |
| Quarterly EPS    | 0.08         |
| Annual EPS (TTM) | 2.44         |

### Revenue Update

Revenues of \$1,199.3 million in the fiscal third quarter missed the Zacks Consensus Estimate of \$1,519 million by 21%. Also, the top line declined 12.1% from the year-ago quarter's figure of \$1,363.7 million.

### Segmental Revenues

**AmeriGas Propane:** Revenues of \$450.9 million in the quarter under review were down 5.8% from year-ago quarter's number.

**UGI International:** Revenues summed \$371.5 million, down 23.7% from the year-ago quarter's figure.

**Midstream & Marketing:** Revenues of \$222.5 million in the reported quarter fell 16.8% year over year.

**UGI Utilities:** Revenues of \$179.1 million were up 9.3% from the year-ago quarter's reported figure.

**Corporate & Other:** This segment incurred a loss of \$24.7 million, narrower than the loss of \$32.8 million in third-quarter fiscal 2019.

### Operational Highlights

Colder-than-normal weather in the company's domestic business areas along with cost-management efforts supported the results, thereby offsetting the negative impact of waning demand from the commercial group due to COVID-19 pandemic.

As of Jun 30, the company's total available liquidity was \$1.6 billion, up from \$1.2 billion at the end of Mar 31, 2020.

Total interest expenses of \$80.8 million were up 33.6% from the prior-year quarter's figure.

### Guidance

The company raised fiscal 2020 adjusted earnings per share outlook to \$2.45-\$2.55 including the negative impact of COVID-19 and a tax benefit.

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## Valuation

UGI Corporation shares are down 22.3% in the year to date period, and down 27% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Utility sector was down 29.2% and 13.4% in the year to date period, respectively. Over the past year, the Zacks sub-industry is down 27.3% and sector is down 11.5%.

The S&P 500 index is up 6.9% in the year to date period and 17.4% in the past year.

The stock is currently trading at 12.32X of forward 12 months earnings, which compares to 13.90X for the Zacks sub-industry, 12.38X for the Zacks sector and 23.18X for the S&P 500 index.

Over the past five years, the stock has traded as high as 21.87X and as low as 8.13X, with a 5-year median of 18.35X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$37 price target reflects 13X of forward 12 months earnings.

The table below shows summary valuation data for UGI

| Valuation Multiples -UGI |               |       |              |        |         |
|--------------------------|---------------|-------|--------------|--------|---------|
|                          |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                 | Current       | 12.32 | 13.9         | 12.38  | 23.18   |
|                          | 5-Year High   | 21.87 | 23.03        | 15.28  | 23.18   |
|                          | 5-Year Low    | 8.13  | 12.59        | 11.3   | 15.25   |
|                          | 5-Year Median | 18.35 | 20.4         | 13.73  | 17.6    |
| P/S F12M                 | Current       | 0.95  | 1.73         | 2.63   | 3.95    |
|                          | 5-Year High   | 1.42  | 2.3          | 3.29   | 3.95    |
|                          | 5-Year Low    | 0.61  | 1.02         | 1.75   | 2.53    |
|                          | 5-Year Median | 1.18  | 1.7          | 2.08   | 3.07    |
| P/B TTM                  | Current       | 1.77  | 1.61         | 4.11   | 4.53    |
|                          | 5-Year High   | 2.5   | 2.68         | 4.29   | 4.76    |
|                          | 5-Year Low    | 1.2   | 1.41         | 2.01   | 2.83    |
|                          | 5-Year Median | 2.12  | 2.21         | 2.64   | 3.76    |

As of 9/2/2020

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## Industry Analysis Zacks Industry Rank: Bottom 31% (173 out of 251)



Source: Zacks Investment Research

## Top Peers

| Company (Ticker)                 | Rec          | Rank |
|----------------------------------|--------------|------|
| Atmos Energy Corporation (ATO)   | Neutral      | 3    |
| DTE Energy Company (DTE)         | Neutral      | 3    |
| Alliant Energy Corporation (LNT) | Neutral      | 3    |
| MDU Resources Group, Inc. (MDU)  | Neutral      | 3    |
| Sempra Energy (SRE)              | Neutral      | 3    |
| Southwest Gas Corporation (SWX)  | Neutral      | 4    |
| ONEOK, Inc. (OKE)                | Underperform | 4    |
| Pacific GasElectric Co. (PCG)    | Underperform | 4    |

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

| Industry Comparison Industry: Utility - Gas Distribution |         |            |           | Industry Peers |         |              |
|----------------------------------------------------------|---------|------------|-----------|----------------|---------|--------------|
|                                                          | UGI     | X Industry | S&P 500   | DTE            | MDU     | OKE          |
| Zacks Recommendation (Long Term)                         | Neutral | -          | -         | Neutral        | Neutral | Underperform |
| Zacks Rank (Short Term)                                  | 2       | -          | -         | 3              | 3       | 4            |
| VGM Score                                                | C       | -          | -         | C              | B       | C            |
| Market Cap                                               | 7.30 B  | 3.75 B     | 24.30 B   | 23.21 B        | 4.88 B  | 12.13 B      |
| # of Analysts                                            | 1       | 3          | 14        | 6              | 1       | 6            |
| Dividend Yield                                           | 3.77%   | 3.41%      | 1.6%      | 3.36%          | 3.41%   | 13.69%       |
| Value Score                                              | B       | -          | -         | B              | B       | A            |
| Cash/Price                                               | 0.07    | 0.07       | 0.07      | 0.03           | 0.01    | 0.08         |
| EV/EBITDA                                                | 11.51   | 10.36      | 13.46     | 12.14          | 9.40    | 9.76         |
| PEG F1                                                   | NA      | 3.04       | 3.09      | 3.18           | 3.04    | 3.69         |
| P/B                                                      | 1.77    | 1.75       | 3.25      | 1.95           | 1.68    | 1.94         |
| P/CF                                                     | 7.10    | 8.44       | 13.12     | 9.30           | 8.24    | 6.43         |
| P/E F1                                                   | 13.80   | 15.99      | 22.15     | 18.02          | 15.20   | 22.14        |
| P/S TTM                                                  | 1.11    | 1.60       | 2.57      | 1.95           | 0.89    | 1.39         |
| Earnings Yield                                           | 7.24%   | 6.17%      | 4.29%     | 5.55%          | 6.58%   | 4.50%        |
| Debt/Equity                                              | 1.44    | 0.97       | 0.70      | 1.46           | 0.78    | 2.30         |
| Cash Flow (\$/share)                                     | 4.94    | 4.07       | 6.93      | 12.95          | 2.95    | 4.25         |
| Growth Score                                             | C       | -          | -         | C              | A       | D            |
| Historical EPS Growth (3-5 Years)                        | 5.02%   | 7.73%      | 10.41%    | 6.30%          | 13.22%  | 19.23%       |
| Projected EPS Growth (F1/F0)                             | 11.40%  | 1.18%      | -4.75%    | 6.08%          | -5.33%  | -59.83%      |
| Current Cash Flow Growth                                 | -8.47%  | 10.67%     | 5.22%     | 7.70%          | 20.75%  | 11.06%       |
| Historical Cash Flow Growth (3-5 Years)                  | 3.86%   | 8.55%      | 8.49%     | 4.88%          | 7.61%   | 22.18%       |
| Current Ratio                                            | 0.95    | 0.79       | 1.35      | 0.83           | 1.40    | 1.71         |
| Debt/Capital                                             | 59.04%  | 49.25%     | 42.92%    | 59.32%         | 43.88%  | 69.72%       |
| Net Margin                                               | 7.16%   | 7.55%      | 10.25%    | 10.13%         | 6.50%   | 7.13%        |
| Return on Equity                                         | 13.19%  | 9.37%      | 14.66%    | 10.50%         | 12.52%  | 18.28%       |
| Sales/Assets                                             | 0.47    | 0.27       | 0.50      | 0.28           | 0.71    | 0.40         |
| Projected Sales Growth (F1/F0)                           | -4.50%  | -1.09%     | -1.42%    | -2.62%         | 0.00%   | -10.76%      |
| Momentum Score                                           | D       | -          | -         | C              | F       | F            |
| Daily Price Change                                       | 2.39%   | 1.34%      | 1.82%     | 2.27%          | 2.40%   | 0.59%        |
| 1-Week Price Change                                      | 2.23%   | -1.00%     | 2.59%     | 1.75%          | 5.66%   | 4.46%        |
| 4-Week Price Change                                      | 4.50%   | -2.39%     | 4.80%     | 4.29%          | 7.52%   | -10.43%      |
| 12-Week Price Change                                     | 1.83%   | -5.98%     | 6.31%     | 6.66%          | 7.28%   | -34.95%      |
| 52-Week Price Change                                     | -26.99% | -25.47%    | 5.43%     | -8.78%         | -10.03% | -61.56%      |
| 20-Day Average Volume (Shares)                           | 816,915 | 304,916    | 1,788,967 | 821,153        | 947,014 | 3,879,184    |
| EPS F1 Estimate 1-Week Change                            | 0.00%   | 0.00%      | 0.00%     | 0.00%          | 0.00%   | -2.05%       |
| EPS F1 Estimate 4-Week Change                            | 1.60%   | 0.09%      | 0.00%     | 0.38%          | 0.00%   | -3.32%       |
| EPS F1 Estimate 12-Week Change                           | 12.89%  | -0.11%     | 3.89%     | 2.45%          | 0.00%   | -14.21%      |
| EPS Q1 Estimate Monthly Change                           | 0.00%   | -3.92%     | 0.00%     | -1.28%         | NA      | -4.81%       |

Source: Zacks Investment Research

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## Zacks Style Scores

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

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

|                |          |
|----------------|----------|
| Value Score    | <b>B</b> |
| Growth Score   | <b>C</b> |
| Momentum Score | <b>D</b> |
| VGM Score      | <b>C</b> |

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

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## Disclosures

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

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

## Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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**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.

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**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.

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**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.