

UGI Corporation (UGI)

\$47.29 (As of 06/25/21)

Price Target (6-12 Months): **\$50.00**

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:B

Value: B

Growth: C

Momentum: C

Summary

UGI Corp.'s buyouts including Pine Run Midstream and the pending deal of Mountaineer Gas Company will help it expand its operations. Also, the utility's arm signed a joint venture (JV) with SHV Energy to boost its production capacity. It disposed its ownership stake in the Conemaugh station to cut emissions. Moreover, consistent customer wins will spur demand for its services. It has enough liquidity to meet its near-term debts, and is paying regular dividends and raising the same to add shareholder value for 34 straight years. In the past six months, shares have outperformed the industry. However, seasonality of its business may dent its demand and profitability. It is also exposed to several regulatory and environmental challenges in domestic and international activities. Any delay in the completion of capital projects is an added woe.

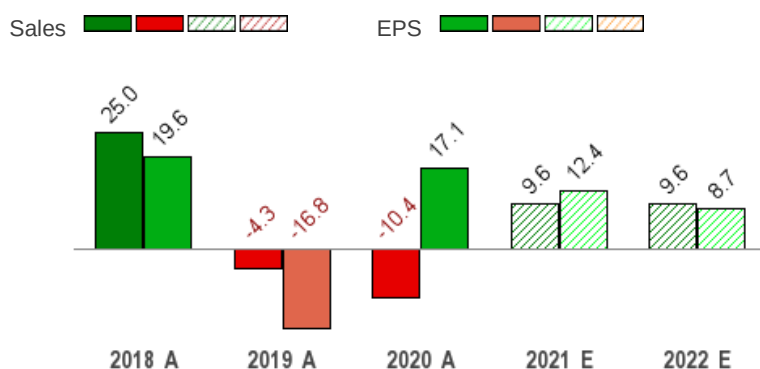
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$48.20 - \$29.63
20-Day Average Volume (Shares)	898,339
Market Cap	\$9.9 B
Year-To-Date Price Change	35.3%
Beta	0.97
Dividend / Dividend Yield	\$1.38 / 2.9%
Industry	Utility - Gas Distribution
Zacks Industry Rank	Top 48% (122 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	15.7%
Last Sales Surprise	NA
EPS F1 Estimate 4-Week Change	0.2%
Expected Report Date	08/02/2021
Earnings ESP	0.0%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022					7,877 E
2021	1,932 A	2,581 A			7,190 E
2020	2,007 A	2,229 A	1,199 A	1,124 A	6,559 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$1.29 E	\$1.95 E	\$0.24 E	-\$0.12 E	\$3.26 E
2021	\$1.18 A	\$1.99 A	\$0.13 E	-\$0.26 E	\$3.00 E
2020	\$1.17 A	\$1.56 A	\$0.08 A	-\$0.14 A	\$2.67 A

*Quarterly figures may not add up to annual.

P/E TTM	15.2
P/E F1	15.8
PEG F1	2.0
P/S TTM	1.4

The data in the charts and tables, except sales and EPS estimates, is as of 06/25/2021. The report's text, and the analyst-provided sales

estimates, EPS estimates and price target are as of 06/28/2021.

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.

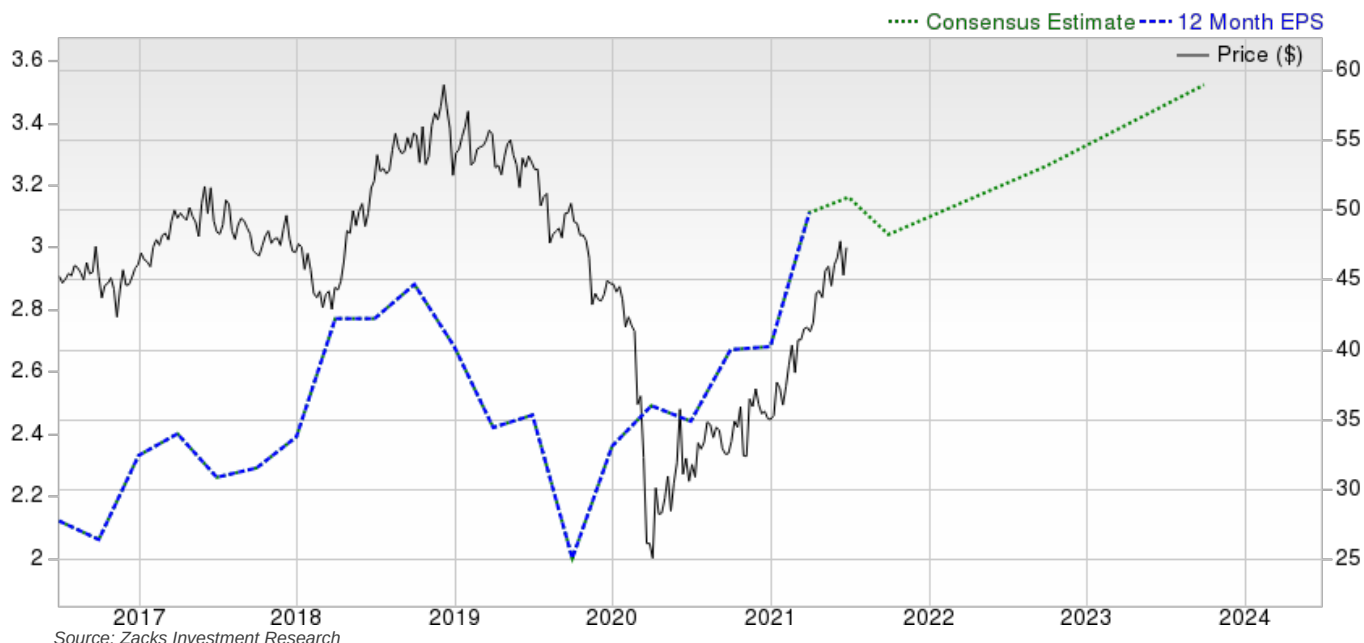
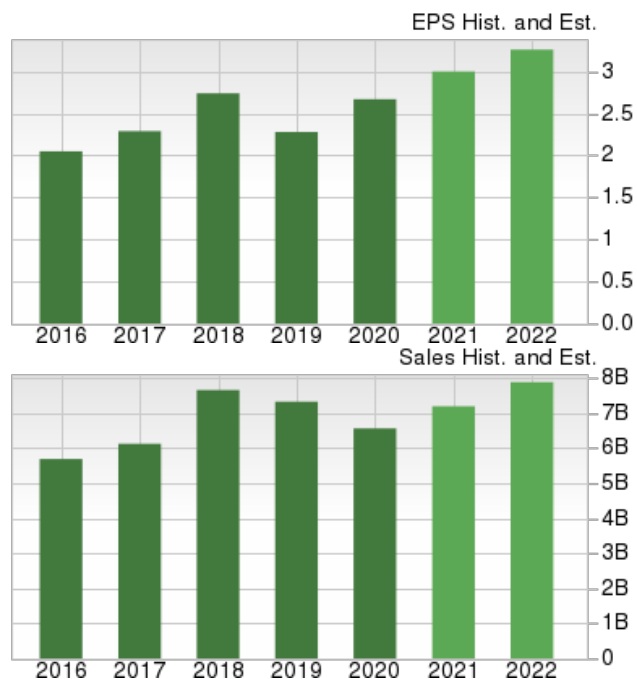
The AmeriGas Propane segment: In Aug 21, 2019, UGI Corporation completed the acquisition of 69.2 million units of AmeriGas Partners, L.P. This acquisition gave the company complete control over the partnership that serves nearly 1.7 million residential, commercial, industrial, agricultural, wholesale and motor fuel customers in 50 states from around 1,900 propane distribution locations. For second-quarter fiscal 2021, the segment contributed \$940 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. For second-quarter fiscal 2021, the segment contributed \$834 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. For second-quarter of fiscal 2021, the segment contributed \$484 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. For second-quarter fiscal 2021, the segment contributed \$442 million to total revenues.

The Corporate & Other segment incurred a loss of \$119 million.



Reasons To Buy:

- ▲ The company added 12,000 residential heating and commercial customers in fiscal 2020 compared with 14,000 customer additions in fiscal 2019. With this trend continuing, it added more than 3,800 customers in the second quarter of fiscal 2021. It continues to make systematic capital investments to address the infrastructural need for various capital projects and carry out acquisitions in order to curb competition for increasing the safety and reliability of natural gas production and storage facilities, plus replacing the aging infrastructure for modernizing the system.

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

After spending \$665 million in fiscal 2020, the company spent \$124 million in the second quarter of fiscal 2021, down from \$158 million in the year-ago period. These investments will assist it to achieve the long-term annual earnings per share growth target in the range of 6-10%. Moreover, in May, UGI International along with SHV Energy announced plans to launch a JV for promoting the usage and production of Renewable Dimethyl Ether (rDME). This will help de-fossilize the Liquefied Petroleum Gas (LPG) industry. Shares of UGI Corp. have gained 37.4% in the past six months outperforming the Zacks Gas Distribution industry's 20.4% growth.

- ▲ Consistent performance of the company enabled it to reward its shareholders through annual dividend rate hikes and share repurchases. In May, 2021, UGI Corp.'s board of directors approved an increase in the quarterly dividend rate to 34.5 cents per share or \$1.38 on an annual basis, up 4.5% from the previous quarterly rate of 33 cents per share. This marks the 137th consecutive year of dividend payment and 34th straight year of annual dividend raise. Also, this hike is inline with the company's target to increase dividend by 4% in the long term.

Cash flow provided by operating activities was \$646 million in the first six months of fiscal 2021 compared with \$562 million in the comparable period of last fiscal year. The company returned \$138 million as dividend payments to its common stock holders in the first six months of fiscal 2021, higher than \$136 million in the comparable period of fiscal 2020. The company's current dividend yield of 2.92% better than the Zacks S&P 500 composite's 1.33%.

- ▲ The acquisition of Columbia Midstream Group, LLC from TC Energy Corporation, now known as UGI Appalachia, has continuously recorded a strong performance. Midstream & Marketing reported net income of \$64 million for the fiscal second quarter, higher than \$50 million in the comparable period of last year. It further added 70,000 dekatherms (Dth) per day to its peaking capacity by initiating Bethlehem LNG plant's service last December. Also, the utility inked a deal to buy Mountaineer for \$540 million including \$140 million of debt, which is expected to close in the second half of the calendar year.

Moreover, the company's buyout of GHI Energy, LLC, a renewable natural gas company operating in California, is helping it expand its renewable product offerings and supporting its aim of growing in an environmentally-friendly way. Furthermore, in the fiscal second quarter, its unit UGI Energy Services, LLC acquired a 49% interest through a JV in Pine Run Midstream for \$56 million, which contributed to its quarterly earnings. Also, in May, it entered into a JV to develop dairy farm digester projects to produce RNG in upstate New York. Along with acquisitions, the company disposed its 5.97% ownership interest in the Conemaugh coal-fired generating station in fiscal 2020 to reduce the total Scope I direct emissions by more than 30%.

- ▲ The company exited the fiscal second quarter with \$1.6 billion liquidity, which is adequate to meet its current debt obligations. Moreover, on May 4, 2021, UGI Corp. extended the maturity of its \$300 million existing term loan to May 2025 (was earlier due in August 2022). Also, it added a four-year \$300-million term loan commitment and completed the pricing of two million equity units, carrying an interest rate of 7.125% per annum, to fund its Mountaineer Gas Company's acquisition and general corporate purposes.

As of Mar 31, 2021, the company had total debt of \$6,344 million, slightly down from \$6,381 million on Sep 30, 2020. Also, its total debt to total capital ratio came in at 56.79 at the end of second-quarter fiscal 2021, down from 60.67 at the end of fiscal 2020. Its times interest earned ratio was 4.58 for the second quarter of fiscal 2021, up from 3.50, sequentially. The ratio of more than 1 indicates that the company will be able to meet 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, its improving current ratio is reassuring for investors.

Reasons To Sell:

- ▼ UGI Corp.'s business is seasonal. Decrease in the demand for energy products and services because of warmer-than-normal summer season, as well as unfavorable weather conditions may adversely affect its results of operations.

Since the company's customers rely on energy products and services to heat their homes, and for business and agricultural purposes such as crop drying, its results of operations are adversely affected by warmer-than-normal summer season.

- ▼ 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.

Seasonality in business, regulatory and international risks related to costs and political uncertainties along with any delay in capital projects act as headwinds.

Last Earnings Report

UGI Q2 Earnings Surpass Estimates, 2021 EPS Guidance Up

UGI Corp. reported second-quarter fiscal 2021 adjusted earnings of \$1.99 per share, beating the Zacks Consensus Estimate of \$1.72 by 15.7%. The bottom line also improved by 27.6% from the year-ago quarter's earnings of \$1.56 per share.

It generated GAAP earnings of \$2.33 per share for the reported quarter, up from the year-ago quarter's figure of \$1.07.

Results benefited from extreme weather conditions along with increase in UGI Utilities' base rates, which came into effect on Jan 1, 2021.

Revenues

Revenues of \$2,581 million for the fiscal second quarter improved 15.8% from the year-ago number of \$2,229 million.

Segmental Revenues

AmeriGas Propane: Revenues of \$940 million for the quarter under review were up 17.2% from the year-ago number.

UGI International: Revenues summed \$834 million, up 18.5% from the year-ago figure.

Midstream & Marketing: Revenues of \$484 million for the reported quarter increased 14.7% year over year.

UGI Utilities: Revenues of \$442 million were up 12.5% from the year-ago figure.

Corporate & Other: This segment incurred a loss of \$119 million, wider than the loss of \$92 million in the comparable period last year.

Highlights of the Release

During the quarter, it completed the buyout of Pine Run Midstream, which was immediately accretive to its earnings. The company remains on track to complete the acquisition of Mountaineer Gas Company in the second half the ongoing year.

Total interest expenses of \$78 million were down 6% from the prior-year figure.

Dividend Update

Concurrent to the release, the utility hiked its quarterly dividend by 4.5% to 34.5 cents per share. This marks the 34th consecutive annual dividend increase.

Guidance

The utility increased its fiscal 2021 adjusted earnings per share expectation to \$2.90-\$3 from the prior guidance of \$2.65-\$2.95. Also, it expects its earnings to grow 6-10% and dividend to rise 4% in the long term.

Quarter Ending	03/2021
Report Date	May 05, 2021
Sales Surprise	NA
EPS Surprise	15.70%
Quarterly EPS	1.99
Annual EPS (TTM)	3.11

Valuation

UGI Corporation shares are up 35.2% in the year-to-date period, and 49.6% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Utility sector were up 18.9% and 1.7%, respectively in the year-to-date period. Over the past year, the Zacks sub-industry is up 24.2% and sector is 12.2%.

The S&P 500 index is up 14.8% in the year-to-date period and 42.4% in the past year.

The stock is currently trading at 14.81X of forward 12 months earnings, which compares to 16.86X for the Zacks sub-industry, 13.74X for the Zacks sector and 21.82X for the S&P 500 index.

Over the past five years, the stock has traded as high as 21.87X and as low as 8.13X, with a 5-year median of 18.05X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$50 price target reflects 15.66X 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	14.81	16.86	13.74	21.82
	5-Year High	21.87	23.33	15.33	23.83
	5-Year Low	8.13	13.43	11.37	15.31
	5-Year Median	18.05	20.44	13.82	18.05
P/S F12M	Current	1.29	2.04	2.89	4.75
	5-Year High	1.42	2.36	3.17	4.75
	5-Year Low	0.61	1.53	1.78	3.21
	5-Year Median	1.2	1.83	2.2	3.72
P/B TTM	Current	2.04	1.99	3.66	7.12
	5-Year High	2.5	2.7	3.87	7.12
	5-Year Low	1.2	1.4	2.26	3.84
	5-Year Median	2.12	2.25	2.62	5.02

As of 6/25/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 48% (122 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Ameren Corporation (AEE)	Neutral	3
Atmos Energy Corporation (ATO)	Neutral	3
MDU Resources Group, Inc. (MDU)	Neutral	3
National Fuel Gas Company (NFG)	Neutral	3
NewJersey Resources Corporation (NJR)	Neutral	2
ONEOK, Inc. (OKE)	Neutral	3
Spire Inc. (SR)	Neutral	3
Southwest Gas Corporation (SWX)	Neutral	3

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	MDU	OKE	SR
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	3	3	3
VGM Score	B	-	-	A	C	A
Market Cap	9.87 B	4.02 B	30.37 B	6.42 B	25.20 B	3.78 B
# of Analysts	2	3	12	3	7	5
Dividend Yield	2.92%	3.00%	1.33%	2.66%	6.61%	3.55%
Value Score	B	-	-	A	B	B
Cash/Price	0.05	0.03	0.06	0.01	0.02	0.03
EV/EBITDA	10.42	13.13	17.25	10.06	18.35	16.37
PEG F1	1.97	2.83	2.09	2.31	2.83	3.02
P/B	2.04	2.06	4.15	2.07	4.13	1.52
P/CF	9.43	9.67	17.53	9.47	21.09	9.30
P/E F1	15.76	17.01	21.20	15.32	17.00	16.61
P/S TTM	1.44	2.10	3.42	1.15	2.62	1.73
Earnings Yield	6.34%	5.88%	4.61%	6.52%	5.89%	6.03%
Debt/Equity	1.23	1.03	0.66	0.73	2.24	1.08
Cash Flow (\$/share)	5.02	3.37	6.86	3.37	2.68	7.87
Growth Score	C	-	-	B	C	B
Historical EPS Growth (3-5 Years)	4.00%	7.88%	9.59%	14.01%	15.43%	2.95%
Projected EPS Growth (F1/F0)	12.36%	9.65%	21.79%	6.84%	134.20%	17.18%
Current Cash Flow Growth	21.38%	8.23%	1.02%	14.27%	-32.11%	7.51%
Historical Cash Flow Growth (3-5 Years)	7.50%	9.44%	7.28%	11.52%	12.10%	8.52%
Current Ratio	1.26	0.99	1.39	1.47	0.98	0.69
Debt/Capital	55.22%	51.13%	41.51%	42.07%	69.11%	49.72%
Net Margin	12.97%	11.01%	12.06%	7.50%	11.88%	7.32%
Return on Equity	14.86%	10.79%	16.59%	13.80%	18.61%	11.05%
Sales/Assets	0.48	0.27	0.51	0.69	0.42	0.26
Projected Sales Growth (F1/F0)	0.00%	9.71%	9.56%	0.00%	65.19%	17.45%
Momentum Score	C	-	-	C	D	A
Daily Price Change	0.98%	1.10%	0.33%	1.33%	1.18%	2.95%
1-Week Price Change	4.37%	1.11%	2.74%	4.14%	6.66%	0.90%
4-Week Price Change	2.69%	0.80%	1.82%	-5.17%	7.22%	2.11%
12-Week Price Change	14.64%	0.87%	6.49%	0.38%	10.13%	-0.27%
52-Week Price Change	54.95%	19.88%	42.26%	51.35%	83.54%	17.69%
20-Day Average Volume (Shares)	898,339	307,924	1,881,795	1,054,990	2,949,891	315,766
EPS F1 Estimate 1-Week Change	0.17%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.17%	0.08%	0.02%	0.00%	0.34%	0.19%
EPS F1 Estimate 12-Week Change	3.45%	0.64%	3.59%	1.87%	5.58%	6.27%

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

EPS Q1 Estimate Monthly Change	0.00%	:	0.00%	0.00%	:	0.00%	-0.36%	-80.95%
Source: Zacks Investment Research								

Zacks Stock Rating System

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

Zacks Recommendation

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

Zacks Rank

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

Zacks Style Scores

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

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

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

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

Disclosures

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

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

Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

proportionate to its market value.

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

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

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

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

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

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

Periods:

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

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

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

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

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

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

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

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

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

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

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

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-

term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

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

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

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

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

P/TB Ratio: The price-to-tangible-book value ratio is calculated as 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.