Oct 19, 2020

# Ulta Beauty Inc. (ULTA)

**$242.00** (As of 10/16/20)

Price Target (6-12 Months): **$254.00**

| | | |
|---|---|---|
| Long Term: 6-12 Months | **Zacks Recommendation:** (Since: 08/31/20) Prior Recommendation: Underperform | **Neutral** |
| Short Term: 1-3 Months | **Zacks Rank:** (1-5) | **3-Hold** |
| | Zacks Style Scores: | VGM:C |
| | Value: C \| Growth: B | Momentum: F |

## Summary

Shares of Ulta Beauty have outperformed the industry in the past three months. The company's e-commerce operations have been doing well thanks to increased online shopping amid the pandemic-led social distancing. Markedly, e-commerce sales soared more than 200% in the second quarter of 2020 on solid curbside pickup and buy online pickup in store services. Also, Ulta Beauty's focus on its five strategic priorities, along with its impressive skincare business bode well. Notably, Ulta Beauty has reopened all stores now, though temporary pandemic-led closures dented its second-quarter results, wherein both top and bottom lines declined year over year. Also, comps are likely to drop in the second half as management expects the near-term landscape to remain troubled. Increased coronavirus-related expenses are also a concern for the company.

## Price, Consensus & Surprise


*Source: Zacks Investment Research*

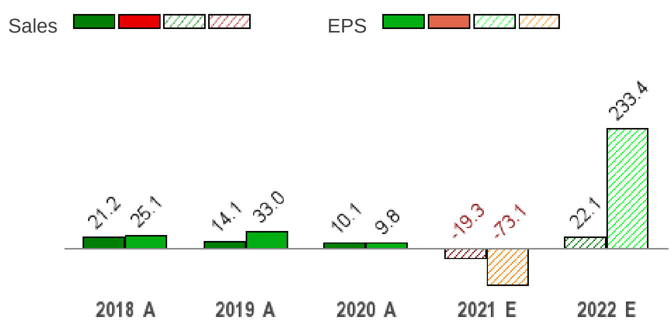
## Data Overview

| | |
|---|---|
| 52-Week High-Low | **$304.65 - $124.05** |
| 20-Day Average Volume (Shares) | **756,922** |
| Market Cap | **$13.6 B** |
| Year-To-Date Price Change | **-4.4%** |
| Beta | **1.50** |
| Dividend / Dividend Yield | **$0.00 / 0.0%** |
| Industry | **Retail - Miscellaneous** |
| Zacks Industry Rank | **Top 19% (48 out of 254)** |

| | |
|---|---|
| Last EPS Surprise | **630.0%** |
| Last Sales Surprise | **-0.6%** |
| EPS F1 Estimate 4-Week Change | **0.0%** |
| Expected Report Date | **12/03/2020** |
| Earnings ESP | **0.0%** |

| | |
|---|---|
| P/E TTM | **42.5** |
| P/E F1 | **75.6** |
| PEG F1 | **4.1** |
| P/S TTM | **2.1** |

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




## Sales Estimates (millions of $)

| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2022 | 1,626 E | 1,610 E | 1,705 E | 2,275 E | 7,288 E |
| 2021 | 1,173 A | 1,228 A | 1,531 E | 2,004 E | 5,969 E |
| 2020 | 1,743 A | 1,667 A | 1,683 A | 2,306 A | 7,398 A |

## EPS Estimates

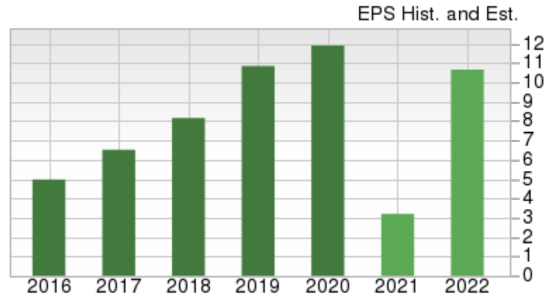
| | Q1 | Q2 | Q3 | Q4 | Annual* |
|---|---|---|---|---|---|
| 2022 | $2.40 E | $2.79 E | $2.20 E | $3.71 E | $10.67 E |
| 2021 | -$1.12 A | $0.73 A | $1.44 E | $2.41 E | $3.20 E |
| 2020 | $3.08 A | $2.76 A | $2.25 A | $3.83 A | $11.91 A |

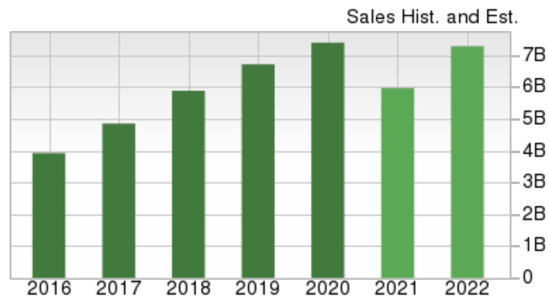
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 10/16/2020. The reports text is as of 10/19/2020.

## Overview

Bolingbrook, IL-based, Ulta Beauty Inc., previously known as Ulta Salon, Cosmetics & Fragrance, Inc., is a leading beauty retailer in the United States. Founded in 1990, the company changed its name to Ulta Beauty in January 2017.




The company offers a wide range of products including cosmetics, fragrance, skincare, hair care, bath and body products, and salon styling tools in stores. It sells more than 25,000 products from about 500 well-established and emerging beauty brands across all categories and price points. We note that the company's skincare category has been standing out in particular for a while now, given consumers' rising consciousness.

Meanwhile, the beauty products retailer also provides private label products comprising Ulta Beauty Collection branded cosmetics, skincare, and bath products. Additionally, the company operates a full-service salon in every store offering hair, skin and brow services. Additionally, it offers products through its Website, ulta.com, as well as mobile applications. The products offered by the company include the prestige and mass beauty brands.

As part of its value proposition, Ulta Beauty provides a range of loyalty programs through its Customer Relationship Management platform. It also offers frequent promotions, coupons, in-store events and gifts. The company also makes use of a range of media platforms to advertise products as well as generate awareness. The company strives to boost distribution center capabilities to better support store footfall and online demand.

The company has a strong vendor base and holds partnerships with companies such as Estee Lauder, L'Oréal and Shiseido. Ulta Beauty works closely with vendors to provide improved growth platforms for new and existing brands.

The company ended the second quarter of fiscal 2020 with 1,264 stores. In fiscal 2020, the company intends to open about 30 new stores and undertake five relocation projects. While fiscal 2021 plans are not finalized yet, management anticipates opening at least 30 new stores.


*Source: Zacks Investment Research*

## Reasons To Buy:

> Ulta Beauty is gaining from robust omni-channel experience as well as salon services and unique loyalty programs.

▲ **Efforts to Stay Afloat & 5 Key Priorities:** Shares of Ulta Beauty have increased 20.9% in the past three months compared with the industry's growth of 13.3%. The company is on track with undertaking actions to manage its business amid the pandemic. To this end, it has reopened stores with limited capacity and reduced hours to maintain social distancing. Also, it has implemented Shop Safe standards across all stores. The company introduced curbside pickup in certain stores on Apr 19 and started a phased store reopening process on May 11. By Jul 20, the company's entire store fleet was operational. As of Aug 1, salon services were available in about 88% stores, with brow services offered in nearly 85% stores. Notably, management has reactivated about 17,000 furloughed workers. Further, it is accelerating the opening of Jacksonville fast fulfillment facility; raising order processing capacity in the current distribution centers; extending ship-from-store capacity to another 100 stores to support continued strength in e-commerce sales.

Certainly, Ulta Beauty remains focused on its five strategic priorities. The company's foremost priority is to strengthen its omnichannel business and explore the potential of both physical and digital facets. The pandemic has in fact speeded up this process for the company, given consumers' increased online engagement. Next, the company is undertaking various tools to enhance experience of guests, like offering a virtual try-on tool and in-store education, and reimagining fixtures, among others. Further, the company concentrates on offering customers a curated and exclusive range of beauty products through innovation. Toward this end, the launch of Conscious Beauty at Ulta Beauty this fall (across all stores and online) is likely to be fruitful. Moving on, the company is focused on fueling innovation at its Ultamate Rewards program in several ways. Finally, management is committed to optimizing its cost structure.

▲ **Strength in Loyalty Program:** Ulta Beauty's loyalty program has been a key business driver. This can be accountable to the company's excellent marketing and merchandising endeavors. In its second-quarter conference call, management said that new member acquisitions through digital channels continued to rise. Markedly, the proportion of omnichannel members increased to 21% of total members in the second quarter, which is almost double the year-ago period penetration. Online only members formed 7.5% of total members, which is 2.5 times the year-ago period penetration. Notably, increased shift toward online shopping amid the pandemic is also leading to this upside. Moreover, the credit card program has been yielding well, backed by robust store associate engagement, acquisition campaigns, effective integration into the loyalty calendar and solid support from partners. The company is focused on personalization efforts through relevant product recommendations and replenishment to boost the loyalty program.

▲ **Omni-channel Growth:** Ulta Beauty is known for its strategy of striking the right balance between online and physical stores. This is probably one of the reasons behind garnering goodwill in a short span. Amid the rising online competition, Ulta Beauty has managed to grow both e-commerce and in-store sales. Management anticipates opening about 30 stores in fiscal 2020 alongside undertaking nearly five relocation projects.

The company is undertaking measures to strengthen its omni-channel presence. In fiscal 2019, omnichannel penetration increased and e-commerce sales grew in strong double digits. Further, the company concluded the rollout of the buy online, pickup in store initiative across all stores, refreshed its mobile app and introduced “Afterpay” to ease online purchases. Also, in April, the company launched buy online and pickup curbside at 70 stores in nine states – which is generating solid results. Other than this, Ulta Beauty's store-to-door strategy has been yielding results. Apart from this, the company converted its Romeoville distribution center into a Fast Fulfillment Center. These efforts along with improved productivity in full-service facilities have helped the company speed up e-commerce order processing and ensure seamless and faster deliveries to stores. We note that amid the pandemic, which led Ulta Beauty to temporarily close stores, the company's e-commerce channel remained strong. Markedly, sales from e-commerce operations soared more than 200% in the second quarter on the back of solid curbside pickup and buy online pickup in store services that represented nearly 20% of total e-commerce orders.

▲ **Strong Skincare Category:** Ulta Beauty has been seeing market share gains in major beauty categories for a while now, with skincare standing out. Skincare recorded the highest growth in fiscal 2019, among all other categories and remained Ulta Beauty's fastest-growing category. During the fiscal, the skincare portfolio was bolstered by 47 new brands like The Ordinary, Sunday Riley and Urban Skin RX. Moreover, management increased selling space and stores alongside improving its marketing efforts to support skincare growth. Skincare category remained well placed in the second quarter of fiscal 2020, wherein sales increased year over year. Consumers' increased focus on skincare and hair amid higher at-home grooming is likely to keep aiding this category. Management remains focused on boosting skincare growth by strengthening brand portfolio and undertaking digital innovation.

▲ **Debt Analysis:** Ulta Beauty's long-term debt (including operating lease liabilities) of $2,518.5 million as of the end of the second quarter of fiscal 2020 (Aug 1, 2020) dipped marginally from $2,548 million as of the end of the first quarter of fiscal 2020. Further, the company's debt-to-capitalization ratio is better than the industry. Incidentally, Ulta Beauty's debt-to-capitalization ratio of 0.31 stands much lower than the industry's ratio of 0.75. To top it, the company had cash and cash equivalents of $1,157.3 million as of the second-quarter-end, while its current debt stood at approximately $245 million. During the first quarter, the company had withdrawn $800 million under its revolver facility worth $1 billion as part of its measures to preserve financial flexibility amid the pandemic.

## Reasons To Sell:

> Management stated that it expects challenges in the makeup category to persist in the near term due to increased social distancing and delayed innovations. Also, cost concerns linger.

- **Coronavirus-Led Woes Hurt Q2 Results:** The company posted dismal results for second-quarter fiscal 2020, with the top and the bottom lines declining year over year. Also, sales missed the Zacks Consensus Estimate. Net sales slumped 26.3% year over year to $1228 million and missed the Zacks Consensus Estimate of $1,236 million. Sales were hurt by coronavirus-led store closures. Comparable sales or comps (including stores temporarily closed due to the pandemic and e-commerce sales) plummeted 26.7% against 6.2% growth recorded in the prior-year quarter. During the quarter under review, the company registered a transaction decline of 36.2%. Further, the company posted adjusted earnings per share of 73 cents, compared with earnings of $2.72 reported in the year-ago quarter. The dismal performance can be accountable to lower sales and margins. During the quarter, management also unveiled plans to permanently shut down 19 stores that are likely to occur in the third quarter.

- **Comps to Remain Under Pressure:** Though comps improved as the quarter progressed, it continued to decline year over year. The metric that declined 37% in May, dropped 10% in July as stores had reopened. In the first three weeks of August, comps were down in mid-single digits. In its conference call, management said that it expects full recovery to pre-pandemic levels to take some time. It anticipates demand to remain under pressure for the rest of the year, as it expects the ongoing pandemic-related hurdles to continue and the near-term landscape to remain dynamic and troubled.

  Further, the company is reducing its promotional activity, which may impact comps. Additionally, management expects sluggish traffic this holiday season on account of coronavirus-related health and social distancing concerns among customers, limited store capacity and the company's decision to keep stores closed on Thanksgiving Day this year. Given all the above-mentioned factors, Ulta Beauty expects comps to decline at low-double-digits to mid-teens range in the second half of fiscal 2020.

- **COVID-19 Costs & Margin Concerns:** In the second quarter of fiscal 2020, Ulta Beauty's gross margin collapsed from 36.4% to 26.8% due to fixed store cost deleverage on reduced sales, unfavorable channel mix shifts, greater inventory reserves and deleverage of salon costs due to lower sales. Further, Operating income fell considerably from $208 million to $12.8 million, with the operating margin contracting from 12.5% to 1.1% in the second quarter. Adjusted operating income came in at $54.9 million and the respective margin was 4.5%.

  Although SG&A expenses (as a percentage of sales) improved year over year, it was adversely impacted by a deleverage stemming from lower sales due to COVID-19 and higher costs associated with growth-related investments. Markedly, Ulta Beauty incurred additional COVID-19 related costs of about $135 million in the first six months of fiscal 2020. It expects to incur costs in the range of $35-$40 million in the second half of fiscal 2020 toward PPE and costs related to COVID-19.

- **Soft Makeup Trends:** The U.S. beauty market has been struggling with soft makeup sales trend, which remains a concern for Ulta Beauty. Makeup has witnessed a number of up and down cycles in the United States. The most recent downside started in 2017 and accelerated in the late 2018 as a result of absence of innovations and newer products in the makeup category. This trend continued through fiscal 2019.

  In its second-quarter earnings call, management stated that the makeup category (which is the company's largest category) remains under pressure due to consumers' changing behavior as well as restricted innovation in categories. In the quarter, the share of makeup sales (as a percentage of sales) contracted 400 bps to 43% on a year-over-year basis. It also depicted a sequential decline from 49% in the first quarter. Delayed innovation along with reduced makeup usage due to the pandemic-led social distancing and fewer outings is likely to keep makeup category growth troubled.

- **Change in Customer Preferences:** One major concern with consumer-driven industries like the cosmetics and apparel is that the trend changes rapidly. Hence, failure to stay up to date on product mix by continually searching for new products and anchoring new supplier agreements may result in becoming obsolete. Further, new trends like "all-natural" among women (who are the primary customers for the cosmetics industry) may reduce the demand for makeup products, resulting in lower sales for these companies.

## Last Earnings Report

**Ulta Beauty Q2 Earnings Top Estimates, Sales Miss**

| Quarter Ending | 07/2020 |
|---|---|
| Report Date | Aug 27, 2020 |
| Sales Surprise | -0.63% |
| EPS Surprise | 630.00% |
| Quarterly EPS | 0.73 |
| Annual EPS (TTM) | 5.69 |

Ulta Beauty posted second-quarter fiscal 2020 results, with the top and the bottom line declining year over year. Also, sales missed the Zacks Consensus Estimate. Results were affected by coronavirus-led store closures. However, the company started reopening stores during the quarter, with Shop Safe standards. Also, it is witnessing improved trends.

Incidentally, comparable sales or comps improved considerably as the quarter progressed. The metric that declined 37% in May, dropped just 10% in July as stores had reopened. In the first three weeks of August, comps were down in mid-single digits that indicates continued sales improvement. The company expects the near-term landscape to remain dynamic and troubled, and it did not offer any earnings guidance at this juncture.

Ulta Beauty posted adjusted earnings per share of 73 cents, compared with earnings of $2.72 reported in the year-ago quarter. Nevertheless, the bottom line came much ahead of the Zacks Consensus Estimate of 10 cents.

Net sales slumped 26.3% year over year to $1228 million and missed the Zacks Consensus Estimate of $1,236 million. Sales were hurt by coronavirus-led store closures. Comparable sales or comps (including stores temporarily closed due to the pandemic and e-commerce sales) plummeted 26.7% against 6.2% growth recorded in the prior-year quarter. During the quarter under review, the company registered a transaction decline of 36.2%, partly made up by a rise in average ticket of 14.9%.

Gross margin collapsed from 36.4% to 26.8% due to fixed store cost deleverage on reduced sales, unfavorable channel mix shifts, greater inventory reserves and deleverage of salon costs due to lower sales. This was somewhat offset by reduced promotions.

Operating income fell considerably from $208 million to $12.8 million, with the operating margin contracting from 12.5% to 1.1% in the second quarter. Adjusted operating income came in at $54.9 million and the respective margin was 4.5%. Notably, SG&A expenses (as a percentage of sales) declined from 23.6% to 22.1%, courtesy of reduced store payroll and benefits as well as lower marketing costs. This was partly negated by deleverage stemming from lower sales due to COVID-19 and higher costs associated with growth-related investments.

### Other Financials

Ulta Beauty ended the quarter with cash and cash equivalents of $1,157.3 million and total stockholders' equity of $1,770.8 million. Net merchandise inventories summed $1,368.5 million at the end of the quarter. Average inventory per store fell slightly year over year. Net cash from operating activities was $15,989 million in the 26 weeks ended Aug 1, 2020.

The company now anticipates spending $180-$200 million as capital expenditure in fiscal 2020 compared with the previous guidance of $200-$210 million.

### Update on COVID-19

Ulta Beauty had temporarily closed all stores on Mar 19, though it kept its important online operations active. Further, the company introduced curbside pickup in certain stores on Apr 19 and started a phased store reopening process on May 11. By Jul 20, the company's entire store fleet was operational. As of Aug 1, salon services were available in about 88% stores, with brow services offered in nearly 85% stores. Notably, management has reactivated about 17,000 furloughed workers.

The company is on track with undertaking actions to manage its business amid the pandemic. To this end, it has reopened stores with limited capacity and reduced hours to maintain social distancing. Also, it has implemented Shop Safe standards across all stores. The company resumed new store openings in August. Further, it is accelerating the opening of Jacksonville fast fulfillment facility; raising order processing capacity in the current distribution centers; extending ship-from-store capacity to another 100 stores to support continued strength in e-commerce sales. Markedly, sales from e-commerce operations soared more than 200% in the second quarter.

Ulta Beauty incurred additional COVID-19 related costs of about $135 million in the first six months of fiscal 2020. It expects to incur costs in the range of $35-$40 million in the second half of fiscal 2020 toward PPE and costs related to COVID-19. However, the company has been curtailing payroll, variable store costs, marketing expenses, and corporate overhead costs.

### Store Updates

During the quarter, new store openings were temporarily paused owing to the pandemic. Ulta Beauty ended the second quarter with 1,264 stores. During the quarter, management unveiled plans to permanently shut down 19 stores that are likely to occur in the third quarter. In fiscal 2020, the company anticipates opening about 30 new stores and relocating five. While fiscal 2021 plans are not finalized yet, management anticipates opening at least 30 new stores, though the plans will continue to be assessed according to the economic conditions and costs among other factors.

## Recent News

**Ulta Beauty Launches Conscious Beauty at Ulta Beauty – Oct 14, 2020**

Ulta Beauty launched a comprehensive initiative called 'Conscious Beauty at Ulta Beauty' in all stores as well as online on ulta.com. Brands like Tula, Pacifica, Beekman 1802, Juice Beauty and Ulta Beauty Collection among others will be available under this initiative. In a proprietary research of its consumers, Ulta Beauty highlighted that 75% of these consumers hoped that it was simpler to find out which products are truly clean. Further, 63% of them stated that 'safe for the planet' products are somewhat or very important. Through 'Conscious Beauty at Ulta Beauty' the company expects to help customers to make conscious and sustainable product choices.

Under this initiative brands will be accredited in five pillars namely Clean Ingredients, Cruelty Free, Vegan, Sustainable Packaging and Positive Impact. Under the Clean Ingredients pillar, the brands will be certified to be made free of parabens, phthalates and other ingredients on 'Ulta Beauty's Made Without List'. Further, brands marked as Cruelty-free guarantee that they do not engage in animal testing. Organizations like People for the Ethical Treatment of Animals (PETA), Choose Cruelty-Free and Leaping Bunny provide Cruelty-free certification to such brands.

The company's Vegan category will list beauty items that do not contain animal products, by-products or derivatives. Positive Impact pillar will support brands that believe in giving back at their core.Talking about Sustainable Packaging pillar, Ulta Beauty will recognize brands that use at least 50% of their packaging from bio-sourced or recycled materials, or can be recyclable or refillable. This marks a step toward the company's pledge to assure that at least 50% of all packaging sold will be sustainable by 2025. Apart from these, Ulta Beauty created a Conscious Beauty Advisory Council — a group of experts from at the frontline of clean beauty, packaging sustainability, product development and brand leadership.

Prior to this, Ulta Beauty took another step to augment its clean beauty business. On Jun 16, the company announced its partnership with Credo Beauty— a leading clean beauty retailer. Per the deal, an exclusive collection of eight clean beauty brands will be available for Ulta Beauty customers in specific stores and digital platform.

## Valuation

Ulta Beauty shares are down 4.4% in the year-to-date period and up 2.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Retail-Wholesale sector are up 6.2% and 37.7% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry is up 13%, while the sector gained 43.7%.

The S&P 500 index is up 8.3% in the year-to-date period and 16.1% in the past year.

The stock is currently trading at 27.23X forward 12-month earnings, which compares to 17.74X for the Zacks sub-industry, 32.89X for the Zacks sector and 22.51X for the S&P 500 index.

Over the past five years, the stock has traded as high as 42.32X and as low as 9.93X, with a 5-year median of 25.39X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $254 price target reflects 28.58X forward 12-month earnings.

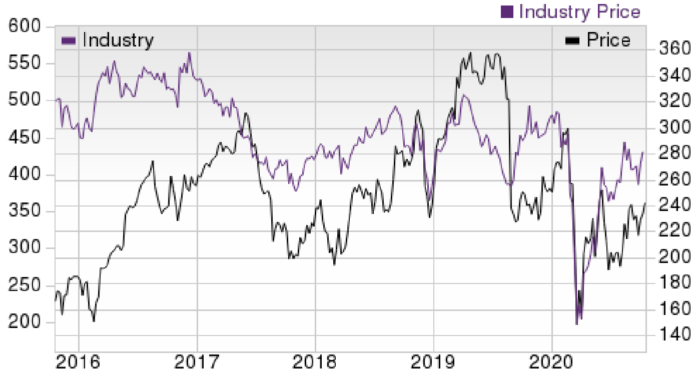
The table below shows summary valuation data for ULTA

**Valuation Multiples - ULTA**

| | | Stock | Sub-Industry | Sector | S&P 500 |
|---|---|---|---|---|---|
| P/E F12M | Current | 27.23 | 17.74 | 32.89 | 22.51 |
| | 5-Year High | 42.32 | 22.47 | 33.97 | 23.47 |
| | 5-Year Low | 9.93 | 11.31 | 19.08 | 15.27 |
| | 5-Year Median | 25.39 | 15.96 | 23.58 | 17.68 |
| P/S F12M | Current | 1.97 | 0.84 | 1.34 | 4.16 |
| | 5-Year High | 3.5 | 1.1 | 1.34 | 4.31 |
| | 5-Year Low | 0.91 | 0.51 | 0.84 | 3.18 |
| | 5-Year Median | 2.3 | 0.88 | 1.01 | 3.67 |
| EV/EBITDA TTM | Current | 18.51 | 12.89 | 20.73 | 15.27 |
| | 5-Year High | 22.33 | 13.08 | 21.12 | 15.68 |
| | 5-Year Low | 5.79 | 4.74 | 11.14 | 9.55 |
| | 5-Year Median | 15.92 | 9.47 | 12.98 | 13.1 |

*As of 10/16/2020* *Source: Zacks Investment Research*

## Industry Analysis **Zacks Industry Rank:** Top 19% (48 out of 254)




*Source: Zacks Investment Research*

## Top Peers

| Company (Ticker) | Rec | Rank |
|---|---|---|
| The Michaels Companies, Inc. **(MIK)** | Outperform | 1 |
| Coty Inc. **(COTY)** | Neutral | 4 |
| The Estee Lauder Companies Inc. **(EL)** | Neutral | 4 |
| Helen of Troy Limited **(HELE)** | Neutral | 3 |
| Inter Parfums, Inc. **(IPAR)** | Neutral | 4 |
| Nu Skin Enterprises, Inc. **(NUS)** | Neutral | 2 |
| Sally Beauty Holdings, Inc. **(SBH)** | Neutral | 2 |
| Regis Corporation **(RGS)** | Underperform | 5 |

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

## Industry Comparison Industry: Retail - Miscellaneous

| | ULTA | X Industry | S&P 500 | MIK | RGS | SBH |
|---|---|---|---|---|---|---|
| | | | | Industry Peers | | |
| **Zacks Recommendation (Long Term)** | Neutral | - | - | Outperform | Underperform | Neutral |
| **Zacks Rank (Short Term)** | 3 | - | - | 1 | 5 | 2 |
| **VGM Score** | C | - | - | A | D | A |
| Market Cap | 13.63 B | 1.36 B | 23.53 B | 1.53 B | 257.58 M | 1.07 B |
| # of Analysts | 5 | 6.5 | 14 | 4 | 1 | 8 |
| Dividend Yield | 0.00% | 0.00% | 1.6% | 0.00% | 0.00% | 0.00% |
| **Value Score** | C | - | - | A | C | A |
| Cash/Price | 0.09 | 0.24 | 0.07 | 0.44 | 0.46 | 0.78 |
| EV/EBITDA | 11.04 | 6.94 | 13.70 | 5.51 | -3.65 | 3.65 |
| PEG F1 | 4.11 | 3.16 | 2.86 | 4.75 | NA | 1.15 |
| P/B | 7.70 | 1.67 | 3.52 | NA | 2.05 | NA |
| P/CF | 14.01 | 6.90 | 13.27 | 3.40 | 4.96 | 2.99 |
| P/E F1 | 75.65 | 13.96 | 22.31 | 5.98 | 16.43 | 4.71 |
| P/S TTM | 2.13 | 0.48 | 2.65 | 0.31 | 0.38 | 0.30 |
| Earnings Yield | 1.32% | 6.15% | 4.35% | 16.71% | 6.09% | 21.26% |
| Debt/Equity | 0.45 | 0.21 | 0.70 | -1.74 | 1.63 | -26.70 |
| Cash Flow ($/share) | 17.27 | 3.18 | 6.93 | 3.06 | 1.46 | 3.18 |
| **Growth Score** | B | - | - | A | F | B |
| Historical EPS Growth (3-5 Years) | 16.30% | 4.11% | 10.41% | 3.17% | 141.04% | 4.11% |
| Projected EPS Growth (F1/F0) | -73.13% | -12.80% | -2.95% | -17.54% | 173.33% | 75.78% |
| Current Cash Flow Growth | 5.84% | 5.84% | 5.54% | -14.92% | -44.09% | 0.84% |
| Historical Cash Flow Growth (3-5 Years) | 20.48% | 2.61% | 8.51% | 1.68% | 1.25% | 2.83% |
| Current Ratio | 2.64 | 1.40 | 1.35 | 1.28 | 0.96 | 1.88 |
| Debt/Capital | 31.12% | 22.52% | 42.91% | NA | 62.04% | NA |
| Net Margin | 4.41% | 2.99% | 10.28% | 2.84% | -25.66% | 3.18% |
| Return on Equity | 18.00% | 8.26% | 14.79% | -14.84% | -10.22% | -305.73% |
| Sales/Assets | 1.23 | 1.23 | 0.51 | 1.23 | 0.45 | 1.29 |
| Projected Sales Growth (F1/F0) | -19.32% | 0.00% | -0.53% | 2.54% | -17.12% | 8.44% |
| **Momentum Score** | F | - | - | A | D | C |
| Daily Price Change | 1.28% | 0.09% | 0.08% | -2.71% | 1.97% | -1.35% |
| 1-Week Price Change | 2.13% | 4.37% | 4.06% | 3.40% | 9.72% | 5.19% |
| 4-Week Price Change | 3.10% | 3.13% | 2.93% | 3.12% | 31.22% | -13.56% |
| 12-Week Price Change | 17.68% | 18.10% | 5.43% | 48.71% | -11.51% | -30.61% |
| 52-Week Price Change | -2.46% | 15.00% | 4.36% | 6.77% | -64.99% | -39.72% |
| 20-Day Average Volume (Shares) | 756,922 | 598,785 | 2,066,999 | 5,974,427 | 495,814 | 3,974,357 |
| EPS F1 Estimate 1-Week Change | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | -0.12% |
| EPS F1 Estimate 4-Week Change | 0.00% | 0.00% | 0.04% | 2.83% | 0.00% | 0.94% |
| EPS F1 Estimate 12-Week Change | -6.18% | 19.56% | 3.55% | 72.32% | -10.20% | 0.56% |
| EPS Q1 Estimate Monthly Change | 0.00% | 0.00% | 0.00% | 19.80% | 0.00% | 0.00% |

*Source: Zacks Investment Research*

## Zacks Stock Rating System

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

## Zacks Recommendation

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

## Zacks Rank

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

## Zacks Style Scores

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

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

| | |
|---|---|
| Value Score | C |
| Growth Score | B |
| Momentum Score | F |
| VGM Score | C |

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

## Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock.The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment.This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time.ZIR is not a broker-dealer.ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients.Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

## Additional Disclosure

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

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

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

## Glossary of Terms and Definitions

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**Periods:**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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