

UnitedHealth Group Inc (UNH)

\$324.57 (As of 10/15/20)

Price Target (6-12 Months): **\$348.00**

Long Term: 6-12 Months

Zacks Recommendation:
Neutral

(Since: 07/17/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:A

Value: B

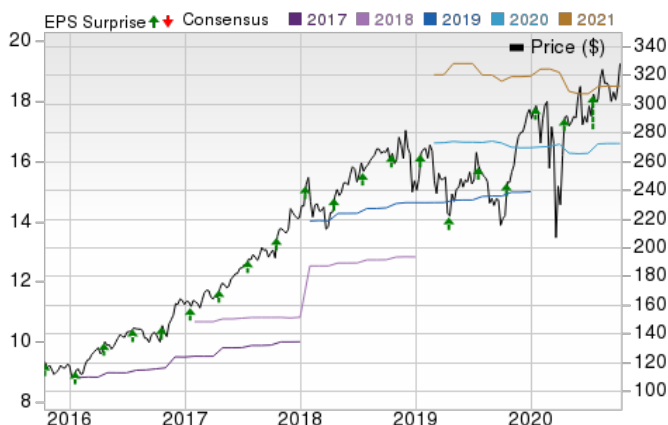
Growth: A

Momentum: B

Summary

UnitedHealth's earnings of \$3.51 per share beat estimates by 17.8%, but declined 9.5% year over year as the pandemic-disrupted healthcare utilization returned closer to normalcy. Shares of UnitedHealth have outperformed its industry in a year. The top line is bolstered by new deals, renewed agreements and expansion of service offerings. Its numerous acquisitions bode well for its inorganic growth profile. Expansion of its health services segment provides significant diversification benefits. A solid balance sheet and consistent cash flow generation not only encourage investments in business but also add shareholder value. Raising of 2020 earnings guidance instills investor confidence. However, it is witnessing a slowdown in its international operations. Commercial membership may also see attrition due to increased joblessness.

Price, Consensus & Surprise

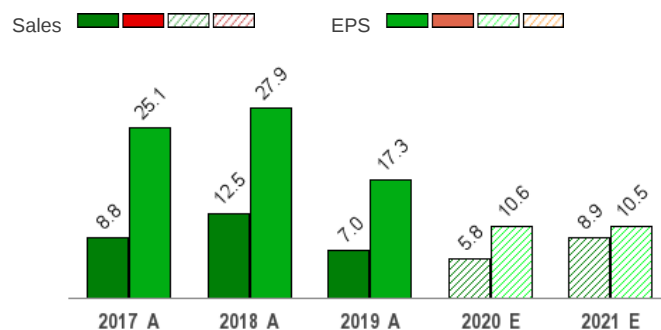


Source: Zacks Investment Research

Data Overview

52-Week High-Low	\$333.70 - \$187.72
20-Day Average Volume (Shares)	2,829,033
Market Cap	\$308.5 B
Year-To-Date Price Change	10.4%
Beta	0.68
Dividend / Dividend Yield	\$5.00 / 1.5%
Industry	Medical - HMOs
Zacks Industry Rank	Top 26% (66 out of 254)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	17.8%
Last Sales Surprise	2.1%
EPS F1 Estimate 4-Week Change	0.8%
Expected Report Date	01/20/2021
Earnings ESP	-6.3%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	69,119 E	68,862 E	69,890 E	70,788 E	279,003 E
2020	64,421 A	62,138 A	65,115 A	65,331 E	256,224 E
2019	60,308 A	60,595 A	60,351 A	60,901 A	242,155 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$4.31 E	\$4.27 E	\$4.84 E	\$4.92 E	\$18.47 E
2020	\$3.72 A	\$7.12 A	\$3.51 A	\$2.76 E	\$16.71 E
2019	\$3.73 A	\$3.60 A	\$3.88 A	\$3.90 A	\$15.11 A

*Quarterly figures may not add up to annual.

P/E TTM	17.8
P/E F1	19.4
PEG F1	1.5
P/S TTM	1.2

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 10/15/2020. The reports text is as of 10/16/2020.

Overview

UnitedHealth Group, Inc. is the largest health care services company in the world, serving over 50 million individuals in the United States as of 2019 and over 5 million internationally.

The company provides a wide range of health care products and services, such as health maintenance organizations (HMOs), point of service plans (POS), preferred provider organizations (PPOs), and managed fee-for-service programs.

UnitedHealth has the largest and most diverse membership base within the managed-care organization market, which gives it significant competitive advantages. It also has built its prescription drug business through OptumRx division, with the acquisition of Catamaran in 2015.

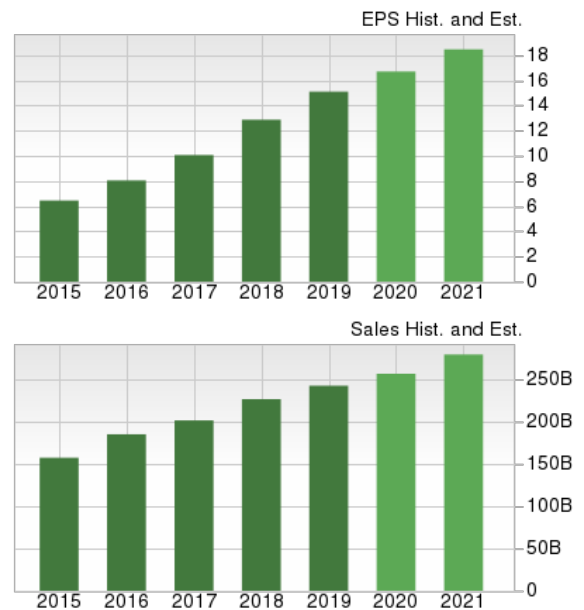
UnitedHealth Group was the top ranking company in the Healthcare: Insurance and Managed Care category in Fortune magazine's 2019 list of the "World's Most Admired Companies."

The company has acquired a number of competing healthcare providers. These acquisitions have transformed it from a pure health insurer to a comprehensive healthcare provider.

UnitedHealth Group primarily generates revenues through its premiums, fees for various medical and consulting services, and sales of medical products and services. The company reports through two segments: UnitedHealthcare and Optum. Its strategy is to meld the provision of medical care from its Optum unit with UnitedHealthcare brand insurance products, which help in cross selling of products and services.

UnitedHealthcare (contributed approximately 63% of revenues in 2019) is divided into UnitedHealthcare Employer & Individual; UnitedHealthcare Medicare & Retirement; UnitedHealthcare Community & State and UnitedHealthcare Global.

Optum (47%) is a technology-enabled health services business serving the broad health care marketplace, including those who need care: the consumers who need the right support, information, resources and products; those who provide care: pharmacies, hospitals, physicians, practices and other health care facilities.



Source: Zacks Investment Research

Reasons To Buy:

- ▲ **Favorable Earnings Guidance:** For 2020, the company has raised its full year 2020 adjusted earnings outlook to a range of \$16.50 to \$16.75 per share, (versus \$16.25 to \$16.55 per share earlier) . The revised earnings guidance points to an increase of 16% at midpoint from 2019 reported level. The company expects revenues to gross \$262 billion, up 8.3% from the level recorded in 2019. A positive revision to earnings guidance instills investor confidence in the stock.
- ▲ **Consistent Top-Line Growth:** The company's revenues have grown consistently over the past years. It has witnessed a CAGR of 11% from 2010 to 2019. In the first nine months of 2020, the same was up 5.7% year over year. We believe the company should retain its revenue momentum in the years ahead on the back of its strong market position and attractive core business that continues to be driven by new deals, renewed agreements and expansion of service offerings. Its expansion of the health services segment and international business provides significant diversification benefits and shields it from stringent regulation in the United States.
- ▲ **Fast Growing Health Service Segment:** UnitedHealth's health service business, branded as Optum, is becoming increasingly valuable. It is also crucial to the company's diversification strategy. The primary growth drivers for Optum are pharmacy care services, care delivery, technology, government services, and international. The segment expanded to contribute 48% of operating earnings in 2019 compared with 25% in 2014. From 2010 to 2019, the segment's compounded revenues and earnings witnessed a CAGR of 19%. In first-nine months of 2020, revenues and earnings grew 20.8% and 9.2%, respectively. A number of acquisitions made in this segment, use of advanced technology, market leading health analytics, modern care delivery and data-driven population health approaches lend Optum a long runway for growth. Each sub-segment is expected to deliver a solid performance, driving the overall segment's growth in turn.
- ▲ **Healthy Balance Sheet:** UnitedHealth has a healthy balance sheet with strong financial flexibility, marked by consistent cash generated from operations over the years. This also allows investment in business. The company's total debt to total capital ratio of 39.1% as of Sep 30, 2020 compares favorably with 43.7% in the year ago quarter. Also, its times interest earned ratio of 11.7 is healthy enough to cover its interest obligations. The company has also been aggressively repurchasing shares. The company favors share buybacks and mergers over dividend payout as ways to deploy capital. In June, the company increased the quarterly dividend by 20%. Its dividend yield of 1.71% is higher than the industry average of 1.38%. The dividend has advanced at or above 20% each year since initiated about a decade ago. The payout ratio has been about 30%, which is in line with the market-level objective set by the company. Moreover, its long-term earnings growth potential provides ample capacity to increase the dividend for the years to come.
- ▲ **Favorable Cash Flows:** The company has been generating positive cash flow from operations from the past many years, which reflects its consistently favorable operating performance. In the first nine months, cash from operations surged 31% year over year. The company's ability to generate positive cash flows also enables investment in business. The company's return on equity of 26.9% is higher than the industry's average of 26.2%.
- ▲ **Growing Government Business:** The company's government business, which consists of Medicaid and Medicare Advantage, is expected to witness huge growth. The 2021 Medicare enrollment season will mark the company's largest Medicare Advantage footprint expansion in five years, reaching an additional 3.2 million people in nearly 300 additional counties. The company expects strong growth in individual MA and when combined with its group Medicare gains, the year 2021 looks as another year of market leading growth. The company also expects continued growth in Medicaid owing to transitions in coverage and net new market gains.
- ▲ **Share Price Performance:** In a year's time, shares of the company have outperformed its industry's growth. Moreover, factors like an improving top line and solid capital deployment are likely to help the stock continue performing well going forward.

UnitedHealth's continued strong growth at Optum as well as UnitedHealthcare segments are driving revenues. Its favorable government business and strong capital position are other positives.

Reasons To Sell:

- ▼ **Slowdown in Global Business:** UnitedHealth's international business spans over four of the six largest countries in Latin America, as well as in Europe and over 130 countries around the world. It is one of the few companies in the health insurance space having an expanding overseas business. However, in 2019, membership from international business declined 8% year over year and revenues remained almost unchanged. In the first nine months of 2020, revenues declined 22.5% while membership was down 2%.
- ▼ **Commercial Health Insurance Under Pressure:** Given the coronavirus-induced weakness in the U.S. economy, many employers have already and will further furlough employees, resulting in worsening levels of unemployment. This may cause membership declines in Commercial business, which constitutes nearly 50-55% of the company's total medical membership. Revenues and membership from the Commercial business were down 2.6% and 5.2%, respectively, in the first nine months of 2020.
- ▼ **Overvalued:** The company's valuation seems a little expensive at current level with its 12-month forward price-to-earnings multiple of 17.9x compared with 16.1x for the industry.

The company is facing a slowdown in its international business. The stock also looks overvalued at current levels.

Last Earnings Report

UnitedHealth's Earnings in Q3 Beat on Higher Revenues

UnitedHealth Group third-quarter 2020 earnings of \$3.51 per share surpassed the Zacks Consensus Estimate by 17.8%. The bottom line was, however, down 9.5% year over year as healthcare utilization that was disrupted by the pandemic returned closer to normalcy.

UnitedHealth's revenues of \$65.1 billion beat the Zacks Consensus Estimate by 2.1% and were also up 7.8% year over year, aided by broad-based revenue growth at Optum and UnitedHealthcare.

Medical care ratio of 81.9% improved 50 basis points year over year, mainly owing to the temporary deferral of care amid the pandemic, partly offset by the company's COVID-19 assistance measures.

The operating cost ratio of 15.6% increased 80 basis points due to the health insurance tax, COVID-19 response efforts and the business mix.

Strong Segmental Performances

In the reported quarter, the company's health benefits segment UnitedHealthcare generated revenues worth \$50.4 billion, up 4.8% year over year. Revenue growth was attributable to strong Medicare Advantage and dual special needs plans, partly offset by a decline in commercial enrollment.

Earnings from operations worth \$2.1 billion were down 22.2% year over year due to the impact of the company's consumer and customer-assistance measures and the COVID-19-related costs, partially offset by lower claim costs.

Revenues from another segment, Optum, rose 21.2% year over year to \$34.9 billion, reflecting robust contributions from the sub-segments of OptumHealth (up 29%), OptumInsight (5.7%) and OptumRx (up 19.6%). Earnings from operations rose 9.5% year over year to \$2.6 billion. OptumHealth continued with its strong growth, driven by a further expansion of people served in value-based care arrangements. While OptumInsight revenues were driven by growth in managed service, OptumRx gained from higher script volumes.

Decline in Membership Enrollment

The company served 48.19 million people in the quarter, down 1.19 million year over year due to lower member enrollment in the Commercial and International business.

During the first nine months of 2020, cash flow from operations of \$16.07 billion surged 31.1% year over year.

Mixed Capital Position

Cash and short-term investments as of Sep 30, 2020 were \$20.8 billion, up 46% from the level as of Dec 31, 2019.

Long-term debt of \$39.9 billion at September-end was up 8.4% from the level at 2019 end.

2020 Guidance Raised

The company lifted its full-year earnings per share outlook. Net earnings of \$15.65-\$15.90 are up from the prior estimate of 15.45-\$15.75 while adjusted net earnings of \$16.50-\$16.75 are up from the previous projection of \$16.25-\$16.55.

Quarter Ending	09/2020
Report Date	Oct 14, 2020
Sales Surprise	2.09%
EPS Surprise	17.79%
Quarterly EPS	3.51
Annual EPS (TTM)	18.25

Recent News

UnitedHealth Arm Rolls Out Enhanced Health Plans for 2021 — Oct 5, 2020

UnitedHealth Group's business, UnitedHealthcare, has unveiled Medicare Advantage and prescription drug plans for the next year. The health care provider boasts a strong Medicare Advantage network across the United States, wherein it provides coverage to more than 6.5 million people under the UnitedHealthcare Medicare Advantage plans.

The company's 2021 Medicare Advantage plans will be backed by certain enhanced features. This is likely to enable UnitedHealth Group to undergo the largest footprint extension across the United States in the past five years. Also, with the enhanced health plans, the firm intends to expand its presence across nearly 300 counties, thereby catering to an additional 3.2 million customers.

Valuation

UnitedHealth's shares are up 11.5% in the year to date period but up 48.6% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Medical sector are up 3.4% and 1%, respectively, in the year-to-date period. Over the past year, the Zacks sub-industry and the sector is up 37.7% and the sector is up 14.3%.

The S&P 500 index is up 7.9% in the year-to-date period and up 17.4% in the past year.

The stock is currently trading at 18.14x forward 12-month price to earnings, which compares to 16.05x for the Zacks sub-industry, 22.46x for the Zacks sector and 22.61x for the S&P 500 index.

Over the past five years, the stock has traded as high as 22.45x and as low as 11.43x, with a 5-year median of 17.02x. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$348 price target reflects 19.05x forward earnings.

The table below shows summary valuation data for UNH

Valuation Multiples - UNH					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	18.14	16.05	22.46	22.61
	5-Year High	22.45	20.58	23.12	23.46
	5-Year Low	11.43	12.48	15.87	15.26
	5-Year Median	17.02	15.88	18.99	17.67
P/S F12M	Current	1.14	0.81	2.82	4.16
	5-Year High	1.15	0.86	3.25	4.31
	5-Year Low	0.57	0.48	2.24	3.18
	5-Year Median	0.92	0.7	2.85	3.67
P/B TTM	Current	4.68	3.45	3.89	6.04
	5-Year High	5.24	4.07	5.08	6.19
	5-Year Low	3.06	2.3	2.95	3.75
	5-Year Median	4.21	3.22	4.3	4.89

As of 10/15/2020

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Top 26% (66 out of 254)



Top Peers

Company (Ticker)	Rec	Rank
Anthem, Inc. (ANTM)	Neutral	3
Cigna Corporation (CI)	Neutral	2
Centene Corporation (CNC)	Neutral	2
CVS Health Corporation (CVS)	Neutral	3
Humana Inc. (HUM)	Neutral	2
Magellan Health, Inc. (MGLN)	Neutral	3
Molina Healthcare, Inc. (MOH)	Neutral	3
Select Medical Holdings Corporation (SEM)	Neutral	3

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

Industry Comparison Industry: Medical - Hmos				Industry Peers		
	UNH	X Industry	S&P 500	ANTM	CNC	HUM
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	2	2
VGM Score	A	-	-	A	A	A
Market Cap	308.45 B	2.53 B	23.94 B	74.17 B	38.16 B	57.59 B
# of Analysts	13	4.5	14	11	12	10
Dividend Yield	1.54%	0.00%	1.59%	1.29%	0.00%	0.57%
Value Score	B	-	-	A	A	A
Cash/Price	0.08	0.32	0.07	0.43	0.39	0.35
EV/EBITDA	14.41	9.14	13.69	7.95	13.04	10.22
PEG F1	1.56	1.53	2.85	0.90	0.96	1.86
P/B	4.53	2.39	3.52	2.15	1.52	4.00
P/CF	17.76	12.08	13.34	12.08	9.86	19.34
P/E F1	19.87	17.41	22.31	13.15	13.51	22.88
P/S TTM	1.22	0.66	2.66	0.66	0.42	0.82
Earnings Yield	5.15%	5.45%	4.34%	7.60%	7.41%	4.37%
Debt/Equity	0.59	0.53	0.70	0.58	0.66	0.42
Cash Flow (\$/share)	18.28	6.68	6.93	24.42	6.68	22.51
Growth Score	A	-	-	A	A	A
Historical EPS Growth (3-5 Years)	25.29%	26.09%	10.41%	18.14%	28.45%	26.89%
Projected EPS Growth (F1/F0)	10.59%	10.87%	-2.95%	15.32%	10.29%	6.46%
Current Cash Flow Growth	14.76%	14.42%	5.54%	16.15%	45.38%	17.03%
Historical Cash Flow Growth (3-5 Years)	19.53%	13.62%	8.51%	12.87%	49.67%	12.98%
Current Ratio	0.82	1.46	1.35	1.64	1.22	1.69
Debt/Capital	38.00%	34.76%	42.91%	36.58%	39.94%	29.59%
Net Margin	6.62%	4.51%	10.28%	5.24%	1.70%	4.96%
Return on Equity	27.53%	19.01%	14.79%	19.44%	14.07%	26.70%
Sales/Assets	1.35	1.39	0.51	1.39	1.74	2.15
Projected Sales Growth (F1/F0)	5.81%	9.10%	-0.53%	14.85%	48.25%	16.22%
Momentum Score	B	-	-	C	D	F
Daily Price Change	0.85%	0.76%	0.41%	0.88%	1.03%	2.92%
1-Week Price Change	5.08%	5.08%	4.06%	7.05%	7.04%	6.15%
4-Week Price Change	6.42%	9.26%	2.68%	12.13%	9.00%	9.52%
12-Week Price Change	7.13%	8.19%	5.78%	9.25%	-2.78%	9.46%
52-Week Price Change	33.20%	34.56%	3.83%	18.32%	39.59%	52.49%
20-Day Average Volume (Shares)	2,829,033	336,182	2,066,999	1,207,181	3,856,237	656,392
EPS F1 Estimate 1-Week Change	0.83%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	0.83%	0.00%	0.04%	0.00%	0.00%	-0.12%
EPS F1 Estimate 12-Week Change	1.37%	1.37%	3.55%	0.18%	-0.67%	1.38%
EPS Q1 Estimate Monthly Change	-1.78%	0.00%	0.00%	0.00%	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	B
Growth Score	A
Momentum Score	B
VGM Score	A

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

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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.