United Parcel Service (UPS)

$158.02 (As of 09/03/20)

Price Target (6-12 Months): **$182.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 08/04/20) Prior Recommendation: Neutral	**Outperform**
Short Term: 1-3 Months	**Zacks Rank:** (1-5) Zacks Style Scores: Value: C | Growth: B | Momentum: A	**2-Buy** VGM:A

Summary

UPS is being aided by a significant increase in home deliveries amid the prevalent coronavirus pandemic. Notably, the need for door-to-door delivery of essentials during this crisis is rising. Owing to the surge in residential and healthcare shipments, UPS performed impressively in second-quarter 2020. The substantial boom in e-commerce business is a huge positive and is likely to boost UPS' September-quarter results too. We are also encouraged by UPS' solid free cash flow. Notably, adjusted free cash flow surged 77.2% year over year in first-half 2020. The fact that the Zacks Consensus Estimate for current-year earnings has been revised 24% upward over the past 60 days reflects the optimism surrounding the stock. We are, however, concerned about the decline in the company's overall adjusted profit in the first half of 2020.

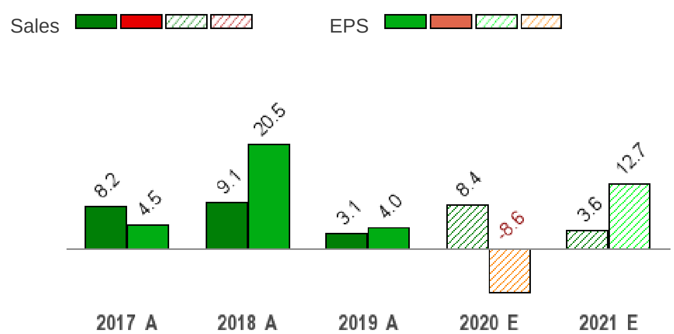
Price, Consensus & Surprise

Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$166.20 - $82.00**
20-Day Average Volume (Shares)	**3,990,424**
Market Cap	**$136.4 B**
Year-To-Date Price Change	**35.0%**
Beta	**0.99**
Dividend / Dividend Yield	**$4.04 / 2.6%**
Industry	**Transportation - Air Freight and Cargo**
Zacks Industry Rank	**Top 8% (20 out of 251)**
Last EPS Surprise	**104.8%**
Last Sales Surprise	**18.0%**
EPS F1 Estimate 4-Week Change	**3.3%**
Expected Report Date	**10/27/2020**
Earnings ESP	**-1.8%**
P/E TTM	**21.2**
P/E F1	**23.0**
PEG F1	**2.6**
P/S TTM	**1.8**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2021	18,684 E	20,509 E	20,254 E	22,529 E	83,248 E
2020	18,035 A	20,459 A	19,955 E	21,974 E	80,354 E
2019	17,160 A	18,048 A	18,318 A	20,568 A	74,094 A

EPS Estimates

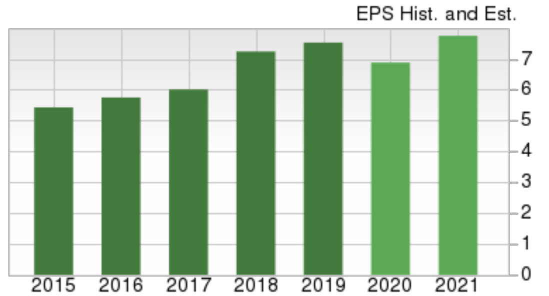
	Q1	Q2	Q3	Q4	Annual*
2021	$1.42 E	$2.06 E	$2.09 E	$2.15 E	$7.75 E
2020	$1.15 A	$2.13 A	$1.74 E	$1.82 E	$6.88 E
2019	$1.39 A	$1.96 A	$2.07 A	$2.11 A	$7.53 A

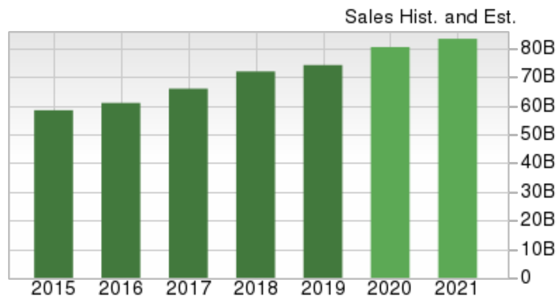
*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 09/03/2020. The reports text is as of 09/04/2020.

Overview

Based in Atlanta, United Parcel Service is the world's largest express carrier and package delivery company. The company, founded in 1907, provides specialized transportation and logistics services in the United States and internationally.





UPS offers a range of supply chain solutions, such as, freight forwarding, customs brokerage, fulfillment, returns, financial transactions, and repairs. UPS transports millions of packages each business day across the globe. In 2019, the company delivered 21.9 million pieces per day on an average. This translated into 5.5 billion packages in the year.

UPS operates a ground fleet of multiple vehicles in the United States. The company also operates an air fleet of over 500 aircraft. Its primary air hub is in Louisville, KY. Regional air hubs are located in Hartford, CT; Ontario, Canada; Philadelphia, PA, and Rockford, IL. Its international air hub is in Cologne, Germany, while other hubs are located in Miami, FL; Canada; Hong Kong; Singapore; Taiwan; China, and the Philippines.

The company, which expects total operating profits in 2020 to grow in mid to high-single- digits, has the following three core business segments:

The **U.S. domestic package** operations (accounted for 62.7% of 2019 revenues) involve ground delivery services, deferred air delivery, and next day air services. Segmental revenues are expected to grow between 4% and 7% in 2020.

The **International package** operations (19.2%) encompass delivery of letters, documents and packages to multiple countries and territories worldwide, including shipments outside the U.S. as well as shipments from or to the United States with another country as the destination or origin point. Segmental revenues are expected to increase between 4% and 6% in 2020.

The **Supply chain and freight** segment (18.1%) is engaged in logistics, excess value package insurance, and freight and ancillary services. The segment, which includes the forwarding, logistics, truckload brokerage, UPS Freight and UPS Capital businesses, is expected to witness revenue-growth in the 4-6% band in 2020..

The U.S. Domestic Package and International Package businesses are collectively referred to as the company's global small package operations.

UPS' fiscal year coincides with its fiscal year.

Source: Zacks Investment Research

Reasons To Buy:

The increase in e-commerce sales during the coronavirus pandemic is a huge positive for UPS.

- We are encouraged by UPS' solid free cash flow. UPS' free cash flow in 2018 surged to $6.13 billion, exceeding its expectation. In 2019, UPS generated adjusted free cash flow in excess of $4.1 billion. Cash from operations were $8.6 billion. Even in this coronavirus- hit scenario, UPS generated impressive free cash flow so far tthis year. Robust free cash-flow generation by UPS is a major positive and might lead to an uptick in shareholder-friendly activities. Notably, UPS paid dividends worth $1.8 billion in first-half 2020, up 5.2% year over year. Moreover, UPS exited the June quarter with cash and equivalents of $9,216 million, above its current debt figure. This suggests that it has enough cash to meet its current debt obligations.

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- UPS exited the June quarter with cash and equivalents of $9,216 million, above its current debt of $3,749 million. This suggests that it has enough cash to meet its current debt obligations. Moreover, UPS' current ratio (a measure of liquidity) has been depicting an upward trend over the past few quarters. UPS' current ratio at the end of second-quarter 2020 was 1.24, reflecting an year-over-year increase of 13.8%. This liquidity ratio measures a company's ability to pay up its short-term liabilities.

- UPS Airlines, one of the largest cargo carriers across the globe, is aided by the increase in e-commerce sales amid the plaguing pandemic. In fact, UPS Airlines even expanded its fleet by adding MD-11 and Boeing 747-8 freighter jets. With many passenger airlines (usually carrying freight as well as passenger luggage) currently shrinking their fleets due to tepid air-travel demand, cargo carriers like UPS Airlines are making hay and flying a lot of packages. To meet the swell in e-commerce demand and also to cater to the solid requirement for flying cargos, such carriers are extending their fleet.

Risks

- We are concerned about the decline in overall adjusted profit at UPS in first-half 2020. Notably, the metric declined 6.5% due to the double digit decline at the Supply Chain & Freight (down 12.2%) and U.S. domestic Package (down 15.8%) units. The downside was mainly due to coronavirus-induced supply chain disruptions. Moreover, UPS expects U.S. Domestic average daily volume growth to be lower in second-half 2020, from the 22.8% witnessed in the June quarter. Also, Asia outbound demand and yields are also anticipated to be moderate compared with the June quarter.

- Due to the uncertainty over the coronavirus pandemic, the company did not provide 2020 projections for revenues and earnings per share. Moreover, capital expenditures ($2.1 billion in first-half 2020) are expected to be $5.6 for 2020, lower than the $6.4 billion achieved in 2019. Reduced capital expenditures might dent its long-term growth prospects.

- Due to the coronavirus-induced weakness in the industrial sector, business to business volume declined 21.9% (1.8 million pieces per day) year over year in the June quarter. With cases spiking amid fears of a second wave of the virus, weakness in the industrial sector is likely to prevail throughout the year. This will hurt UPS significantly.

Last Earnings Report

Earnings Beat at UPS in Q2

Quarter Ending	06/2020
Report Date	**Jul 30, 2020**
Sales Surprise	**17.96%**
EPS Surprise	**104.81%**
Quarterly EPS	**2.13**
Annual EPS (TTM)	**7.46**

The company's earnings (excluding 10 cents from non-recurring items) per share of $2.13 surpassed the Zacks Consensus Estimate of $1.04. The bottom line also improved 8.7% year over year. Results were aided by expanded residential delivery volumes, thanks to coronavirus confining people to their homes, increase in healthcare shipments and strong outbound demand from Asia. UPS generated revenues worth $20,459 million in the quarter, outperforming the Zacks Consensus Estimate of $17,344.4 million. Moreover, the top line improved 13.4% on a year-over-year basis. Results were aided by 20.9% growth in average daily volumes. Also, operating profit climbed 7.4% on an adjusted basis in the second quarter towing to a robust rise inInternational Package segment's operating profit.

Segmental Details

U.S. Domestic Package revenues ascended 17.3% year over year to $13,074 million in the second quarter, driven by a 22.8% rise in average daily volumes. Demand for residential delivery soared, leading to a 65.2% jump in business-to-consumer shipments. Segmental operating profit (adjusted) dipped marginally to $1,215 million in the quarter. Revenues at the International Package division came in at $3,705 million, up 5.7%. Average daily volumes rose 9.8% owing to strong outbound demand from Asia and increased cross-border e-commerce in Europe.Segmental operating profit (adjusted) totaled $842 million in the reported quarter, up 26.6%.

Supply Chain and Freight revenues climbed 8.5% to $3,680 million owing to higher demand for air freight forwarding from Asia. Operating profits (on an adjusted basis), however, dipped 2.2% to $158 million in the second quarter.

Other Details

Cash from operations were $5.9 billion. UPS, generated free cash flow of $3.9 billion on an adjusted basis in the first six months of 2020. The company'scapital expenditures (adjusted) were $2,098 million.

Recent News

Dividend Update — Aug 12, 2020

The company's board declared the quarterly dividend of $1.01 per share (annualized: $4.04). The quarterly dividend will be paid on Sep 9 to its shareholders of record on Aug 24, 2020.

Update on Partnership with Yotpo — Jul 9, 2020

UPS has teamed up with Yotpo, a leading eCommerce marketing platform, in a bid to enable small and medium businesses gain access to advanced solutions for ratings and reviews, visual user-generated content marketing and customer insights.

Valuation

UPS shares have gained 35% year to date and 30.4% over the past year. Stocks in the Zacks sub-industry have increased 40.5% in a year's time and 47.1% year to date. Stocks in the Zacks Transportation sector have declined 0.2% year to date but have gained 4.7% in the past year. The S&P 500 Index is up 3% in the year-to-date period and 11.8% in the past year.

The stock is currently trading at 23.99X trailing 12-month price to earnings which compares to 23.68X for the Zacks sub-industry, 32.62X for the Zacks sector and 23.72X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 22.27X and as low as 11.44X, with a 5-year median of 18.16X. Our Outperform recommendation indicates that the stock will perform better than the market. Our $182 price target reflects 27.63X trailing12-month earnings.

The table below shows summary valuation data for UPS

Valuation Multiples - UPS

		Stock	Sub-Industry	Sector	S&P 500
P/E TTM	Current	23.99	23.68	32.62	23.72
	5-Year High	22.27	23.68	32.62	23.72
	5-Year Low	11.44	11.51	11.74	15.98
	5-Year Median	18.16	17.2	15.49	19.35
EV/EBITDA TTM	Current	12.66	12.26	9.84	12.49
	5-Year High	13.33	12.99	11.08	13.29
	5-Year Low	7.61	6.3	5.18	8.22
	5-Year Median	10.32	9.73	7.24	10.92
P/S F 12M	Current	1.66	1.38	1.36	4.24
	5-Year High	1.74	1.5	1.41	4.24
	5-Year Low	0.95	0.84	0.85	2.53
	5-Year Median	1.39	1.19	1.2	3.07

As of 09/03/2020

Industry Analysis **Zacks Industry Rank:** Top 8% (20 out of 251)

Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Atlas Air Worldwide Holdings **(AAWW)**	Outperform	1
Expeditors International of Washington, Inc. **(EXPD)**	Outperform	2
Amazon.com, Inc. **(AMZN)**	Neutral	3
Air Transport Services Group, Inc **(ATSG)**	Neutral	3
C.H. Robinson Worldwide, Inc. **(CHRW)**	Neutral	3
Echo Global Logistics, Inc. **(ECHO)**	Neutral	2
FedEx Corporation **(FDX)**	Neutral	3
Union Pacific Corporation **(UNP)**	Neutral	3

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

Industry Comparison Industry: Transportation - Air Freight And Cargo

	UPS	X Industry	S&P 500	AAWW	ATSG	FDX
				Industry Peers		
Zacks Recommendation (Long Term)	Outperform	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	1	3	3
VGM Score	A	-	-	A	A	B
Market Cap	136.43 B	1.47 B	23.52 B	1.44 B	1.49 B	57.89 B
# of Analysts	12	6	14	2	4	12
Dividend Yield	2.56%	0.00%	1.62%	0.00%	0.00%	1.18%
Value Score	C	-	-	B	A	B
Cash/Price	0.07	0.07	0.07	0.49	0.04	0.08
EV/EBITDA	17.36	7.29	13.12	-77.20	6.90	11.73
PEG F1	2.64	2.37	2.97	NA	NA	1.77
P/B	31.18	2.49	3.20	0.75	3.00	3.16
P/CF	15.20	6.14	12.72	3.13	3.73	8.82
P/E F1	22.97	18.94	21.67	4.74	16.69	21.19
P/S TTM	1.76	0.67	2.49	0.50	0.97	0.84
Earnings Yield	4.35%	5.37%	4.40%	21.09%	6.01%	4.72%
Debt/Equity	5.30	1.20	0.70	1.16	3.11	1.20
Cash Flow ($/share)	10.39	6.69	6.93	17.63	6.69	25.05
Growth Score	B	-	-	A	A	B
Historical EPS Growth (3-5 Years)	8.47%	9.86%	10.41%	11.25%	29.94%	7.73%
Projected EPS Growth (F1/F0)	-8.62%	15.21%	-4.75%	122.23%	-0.99%	9.77%
Current Cash Flow Growth	4.64%	-3.18%	5.22%	-3.18%	34.57%	-12.37%
Historical Cash Flow Growth (3-5 Years)	7.12%	9.73%	8.49%	15.30%	22.99%	4.77%
Current Ratio	1.24	1.24	1.35	1.01	0.95	1.58
Debt/Capital	84.13%	73.07%	42.95%	53.70%	75.69%	54.54%
Net Margin	5.66%	1.86%	10.25%	-8.66%	6.36%	1.86%
Return on Equity	156.85%	16.04%	14.59%	13.46%	23.94%	13.49%
Sales/Assets	1.32	0.98	0.50	0.51	0.54	0.98
Projected Sales Growth (F1/F0)	8.45%	5.05%	-1.42%	14.97%	7.31%	2.79%
Momentum Score	A	-	-	B	B	C
Daily Price Change	-4.68%	-3.09%	-2.14%	-3.16%	-2.65%	-3.05%
1-Week Price Change	2.09%	0.23%	2.59%	-0.92%	0.46%	5.42%
4-Week Price Change	8.63%	3.66%	2.25%	-1.61%	-1.31%	28.29%
12-Week Price Change	57.28%	39.66%	11.04%	41.17%	19.55%	71.55%
52-Week Price Change	30.38%	25.37%	2.01%	102.12%	20.36%	34.43%
20-Day Average Volume (Shares)	3,990,424	453,680	1,827,096	504,526	402,834	3,532,930
EPS F1 Estimate 1-Week Change	1.66%	0.00%	0.00%	0.00%	0.00%	0.00%
EPS F1 Estimate 4-Week Change	3.25%	3.62%	0.00%	37.65%	3.46%	3.78%
EPS F1 Estimate 12-Week Change	23.77%	14.40%	3.89%	37.81%	2.93%	5.03%
EPS Q1 Estimate Monthly Change	0.58%	3.14%	0.00%	69.20%	-11.77%	5.70%

Source: Zacks Investment Research

Zacks Style Scores

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

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	A
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.

Disclosures

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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.